



SUBMISSION FORM

Lender BDM of the Year

Our Industry BDMs play key roles in connecting brokers with products and assisting the broker to write business. This award recognises the top-performing Industry Aggregation BDM for the financial year 2021/2022 and is open to all BDMs that meet the category requirements. BDMs will be assessed on new and existing broker businesses, servicing credentials, and how they deliver the best level of service to their brokers.

To qualify for this award, entrants must:

- ☐ Be nominated by their employer
- ☐ Have commenced full-time employment as a BDM with their current organisation on or before 30 June 2022
- ☐ Complete all supporting references and information via the Entry Form.

NOTE: Business metrics will account for 20 per cent of the judging assessment; responses to open-ended questions will account for 80 per cent of the judging assessment. Your immediate supervisor/state manager, as well as brokers indicated, may also be contacted as part of the assessment criteria for corroboration and/or additional details.

NOMINATION DETAILS

I,

(Full Name)

<input type="text"/>	<input type="text"/>
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(Position)

(Company)

Nominate

(Name of Aggregator BDM)

Reason for Nomination

BDM DETAILS

Name:	<input type="text"/>
Business Name:	<input type="text"/>
Phone:	<input type="text"/>



SUBMISSION FORM

BUSINESS METRICS AND PERFORMANCE

Item	Financial Year 2020	Financial Year 2021
Total number of brokers you directly service/allocated to you.		
Number of brokers that wrote business with you for the financial year as a direct result of your BDM activities.		
Number of brokers directly serviced by you/allocated to you that did not place one deal with your lender in the financial year.		
Number of new brokers accredited by your company.		
Volume of broker business written.		

OPEN RESPONSES - Mandatory filed

Please complete each question in 300 words or less (word counts must be strictly adhered to). Attach your answers and any supporting documents (up to 5 only), files no larger than 200kb

1. What steps did you undertake during the financial year 2021/2022 to improve your capabilities as a Lender BDM, and how did that positively impact the lender where you work and the brokers you service?
2. What was your greatest achievement as a Lender BDM during the financial year 2021/2022?
3. Please provide three testimonials from brokers highlighting your success as a Lender BDM. Include the name, company and title of the person providing the testimonial.

Video Response - Mandatory filed

Please complete a short 3-minute video answering the below

- Why you have chosen to be an Industry BDM
- What makes you different from other Industry BDM's
- What do you love/like the most about your job
- What have you implemented in your role to make things easier for your broker's?
- Why do you think you should win this award