



MyBrokers Ireland Awards 2018- Criteria

➤ Personal Lines Broker of the Year

Open to all Brokers Ireland insurance brokers serving the personal lines market. Entrants should demonstrate a combination of some or all of the following:

- How they have responded to the demands of consumers with a product/scheme/ offering relevant to their needs
- Top quality service
- Evidence of any value-added services or support
- Evidence of product and/or service innovation in the context of profitable growth
- How a broker used marketing/technology/social media to increase penetration and maximise the potential of the product/scheme/offering
- Testimonials from Principal will help validate an entry

➤ Commercial Broker of the Year

Open to all Brokers Ireland insurance brokers serving the SME and mid-corporate markets. Entrants should demonstrate a combination of some or all of the following

- How they have responded to the demands of SME/Mid-Corporate customers with a product/scheme/ offering relevant to their needs
- Top quality service
- Evidence of any value-added services or support such as risk management
- How a broker used marketing/technology/social media to increase penetration and maximise the potential of the product/scheme/offering
- Testimonials from Principal will help validate an entry

➤ **Sales person of the Year Award**

Open to all Brokers Ireland Insurance and Financial Brokers. Entrants should demonstrate a combination of some or all the following:

- Sets and exceeds goals
- Customer relationship-builder
- Has a successful and consistent sales record
- Understands client business
- Maintains cool in difficult sales situations
- Strong presenter in a group or one-on-one
- Maintains agency/client contact
- Responsive to clients' needs
- Meets and exceeds clients' deadlines
- Regularly brings new ideas to clients
- Provides strong alternative recommendations to clients
- Knows how to close
- Understands and applies marketing prowess in sales

➤ **Team Performance of the Year Award**

The Team Performance of the year Award is an opportunity to recognise teams of staff who foster co-operation, collaboration and open communication. Eligible teams should be comprised of staff who have collaborated and worked together on a project or significant effort that advances organisational goals.

The nomination should be for teams of more than one but fewer than 10.

The judges will be looking for entries who exhibit one or more of the following criteria:

- Works effectively together to successfully accomplish a task or meet a goal
- Builds effective collaborative relationships across different groups of departments within the organization
- Creates a team environment that promotes communication, trust, cooperation and respect for differences
- Contributes to a group effort which has a significant impact on departmental goals
- Develops a partnership that seeks input and involvement of those affected by decisions
- Accepts responsibility and accountability in helping to advance Organisational goals
- Places team goals above personal goals while achieving a distinctive result

*Testimonials from Principal will help validate an entry

➤ **Outstanding Achievement Award**

- The recipient must be a full-time employee a minimum of two year at the time of nomination

- The recipient must have performed in an outstanding manner within the brokerage in the past two years and those accomplishments delineated on the nomination form. Has assumed a high level of responsibility in work tasks such as handling the more difficult assignments, worked on special projects, made significant contributions to the accomplishment of work group goals and objectives, etc..., in the previous year.
- Is recognized as an employee who has good technical expertise and a reputation for excellence in his/her field.
- The employee is known for adherence to high standards of conduct.
- The employee can always be relied upon to come through when a job needs to be done and the supervisor is confident it will be done well.
- The employee is always willing to help someone else out.

