

NEMMYS

THE NEMMY AWARDS

A CELEBRATION OF THE POWER PACT



Last year, we introduced the Power Pact, an initiative with a common focus: reaching customers with better products, solutions and services, and a common goal: Exponential Growth. This year, we're celebrating those who are embracing the pact and working to energize their connections with the Nemmy Awards at **NEMRA 18** in San Diego.

POWER PACT PARTNERSHIP OF THE YEAR ENTRY FORM

Entry Due: Friday, January 12th, 5 p.m. EST

This award celebrates the rep-manufacturer team that exemplifies the spirit of Power Pact. The winning team must demonstrate how they developed a more strategic plan/approach to create a more powerful and profitable partnership.

A Rep and Manufacturer should nominate themselves as a team.

STEP 1: Joint Nominee Information

■ Rep Agency/Company Name

- [Name] _____
- [Title] _____
- [Email] _____
- [Telephone Number] _____

■ Manufacturer/Company Name

- [Name] _____
- [Title] _____
- [Email] _____
- [Telephone Number] _____



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POWER PACT PARTNERSHIP OF THE YEAR ENTRY FORM, Cont.

STEP 2: Provide Supporting Proof

Using the following criteria, describe how you have been able to work as partners to reach your common business goals by:

- Jointly developing and monitoring an annual business plan
- Using sales-enablement/support tools and processes to align your activities—technology, territory visits, customer service, new product launches, training, marketing and promotional tools
- Making mutually strategic investments (commission plan, dedicated people, special training, etc.) in each other’s success
- Top leadership being involved and committed to a win-win relationship

Include visuals (tools, documents, screen grabs of websites, etc.) to demonstrate your teamwork and successful outcomes.

Describe and provide examples:

Email award entry and supporting documents to: khooper@nemra.org
Questions? Contact Kirsty Stebbins at **914.524.8650**.

