

# Accounting Excellence Awards

## Individual Excellence Award

### Small Accountancy Firm of the Year

#### OVERVIEW

Awarded to the firm with an increased turnover from the last financial year, along with demonstrating how the firm has added significant value to its clients and across all service areas.

The winning firm will illustrate how the services it provides have been fundamental in enabling their clients to achieve their specific business goals, increase revenues, and exceed the expectations of their customers

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#### ELIGIBILITY

This award is open to all accounting firms having less than 10 employees and operating in Isle of man for more than 3 years.

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#### QUALITATIVE CRITERIA

- Highlight how the firm represents the profession and exemplifies professionalism.
- Highlight your innovation and use of emerging marketing tools and channels.
- Outline the tactics used to grow your firm, win new business, gain market share, overcome competition and support your staff to offer the best service possible over..

#### METRICS

Metrics Criteria	Current Year	Previous Year
None		

#### JUDGING CRITERIA

The awards in this section will be judged against four key criteria

- **Strategic Planning:** Provide evidence of a clear strategic plan.
- **Profitability and Growth:** Evidence and demonstration of growth and profitability.
- **Professionalism:** Demonstrate professional conduct, integrity and performance.
- **People and Community:** Evidence of the value and investment of people and the way in which staff members are motivated by this.

The judges will be looking for clear information backed up by facts that pays particular attention to the criteria listed below.

- **Organisation background:** Please provide a brief description of the Practice, including when it was established, services provided, number of employees and an indication of turnover since inception.
- **Business growth:** Please outline significant and specific activities that have..

**MANX**  
ACCOUNTANCY AWARDS

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