**NACFB Commercial Lender Awards 2023**

Please use this form as a template to collate your submission information. To enter this category please submit all information [here](https://commerciallenderawards.co.uk/submit).

**The deadline for all entries is 17.00 on Friday 8th September 2023**

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| --- | --- | --- | --- |
| Submission category | **BDM Team of the Year** | | |
| NACFB Patron name |  | | |
| Primary contact first name |  | Surname |  |
| Primary contact email |  | | |
| Job title |  | | |
| Company website |  | | |
| Company LinkedIn |  | | |
| Company Twitter handle |  | | |
| Contact telephone |  | | |

**Award submission (max 300-words)**

Please draft your award submission below. Further guidance and overview of judging criteria can be found overleaf.

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| All entrants have a **maximum of 300-words** in which to convince the judges that they are worthy of winning this award  The NACFB have compiled ten top tips for an award-winning entry [here](https://commerciallenderawards.co.uk/submission-tips)  Information regarding this year’s judging process can be found [here](https://commerciallenderawards.co.uk/process) |
| Secure a table for this year’s event on **Thursday 30th November 2023** online [here](https://commerciallenderawards.co.uk/book) |

**Submission guidance**

In the intricate ecosystem of commercial lending, lending institutions serve as the central hub, while their business development teams act as specialist nerve endings, transmitting crucial information and forging powerful partnerships with the broker community. The BDM Team of the Year award celebrates and recognises these exceptional teams that play a pivotal role in turning obstacles into opportunities, transforming "no" into "yes," and fuelling lending success across the UK.

This prestigious accolade invites submissions from business development teams that have demonstrated unparalleled expertise, insightful strategies, and a commitment to nurturing strong intermediary relationships.

The BDM Team of the Year award welcomes applications from lending institutions of all sizes, be they long-established leaders or ambitious newcomers. The judges seek teams that have consistently demonstrated their prowess in understanding the diverse needs and challenges faced by brokers and borrowers in various regions of the UK.

Outstanding contenders will have proven their ability to collaborate seamlessly with brokers, transcending geographical boundaries to deliver tailored financing solutions that exceed customer expectations.

The judges will be keenly interested in teams that have contributed to remarkable growth and expansion, providing tangible evidence of their impact on the lending institution's success. Moreover, the winning BDM Team should showcase a deep understanding of the ever-changing lending landscape, adapting their strategies to address market dynamics and industry trends.

In their award submission, teams should highlight how they have fostered enduring partnerships with brokers, ensuring that the needs of borrowers are met with personalised care and attention. Furthermore, the judges will value teams that have embraced innovative technologies and practices to streamline processes, enhance customer experiences, and drive lending efficiency.

**Entry criteria**

* Entry to the Commercial Lender Awards is only open to NACFB lender Patrons, supplier Partners, and any personnel therein.
* Winners are selected based on the combined insight and votes from the judging panel and NACFB Members. The judging panel is made up of representatives from recognised industry stakeholders and includes an NACFB representative. NACFB Members will be invited to vote on the shortlist to select final winners. Winners for each category will be awarded based on a combined view of both the submission and Member voting.
* Entries can be for any event, campaign or initiative which has taken place between September 2022 and present.
* The deadline for all entries is **17.00** on **Friday 8th September 2023.**
* Shortlisted entrants will be notified by email no later than **Monday 9th October 2023.**
* The winners will be announced at the NACFB’s Commercial Lender Awards ceremony on **Thursday 30th November 2023** at the **Westminster Park Plaza, London**.
* An activity may be entered in more than one category, but each entry must be accompanied by an entry form. There is no limit to the number of entries one organisation can make.
* Judges reserve the right, without prior consent of the entrant, to move entries to different categories if they feel it is more appropriate.
* The judges’ and Members’ decision are final, no correspondence will be entered into, and no reasons given for decisions.
* All information provided to judges will be used solely for the purposes of assessing the entries. Any potentially sensitive information will not be made public.
* Winners may state in advertising and promotional material that they have won, but they must state the year the award was won.