

# INDEPENDENT DEALER GROUP OF THE YEAR

## AWARD SUMMARY

This award is given to an independent dealer group, including specialist and boutique practices, that has excelled in delivering high-quality advice, fostering a supportive and collaborative culture, and driving innovation within the financial advice profession. The group will have demonstrated resilience, adaptability, and a client-centric approach.

## ELIGIBILITY

This award is open to all independent dealer groups, including specialist and boutique practices, operating in Australia during the 2024 calendar year. Candidates can self-nominate or be nominated by others.

## ASSESSMENT CRITERIA

Submissions will be evaluated based on responses to the following criteria, with a maximum of 300 words per criteria:

- **High-Quality Advice:** Provide evidence of delivering high-quality financial advice. Include client testimonials, case studies, and metrics that demonstrate the impact and effectiveness of your advice.
- **Supportive and Collaborative Culture:** Describe how your group fosters a supportive and collaborative culture. Highlight initiatives aimed at team building, professional development, and staff well-being.
- **Innovation in Financial Advice:** Detail the innovative practices and services your group has implemented. Highlight specific examples that showcase how these innovations have benefited clients and driven business growth.
- **Resilience and Adaptability:** Demonstrate your group's resilience and adaptability in the face of industry challenges. Provide examples of how your group has navigated changes in the financial landscape and maintained a client-centric approach.
- **Client-Centric Approach:** Illustrate how your group prioritises client needs and maintains a client-centric approach in its operations. Include feedback from clients and examples of personalised service delivery.

## SUPPORTING DOCUMENTS

Please provide the following supporting documents:

Metrics for the following periods:  
1/1/2023 – 31/12/2023 and  
1/1/2024 – 31/12/2024, including:

- Total revenue
- Client growth percentages
- Client retention rates

Candidates are encouraged to provide specific examples, metrics, and supporting documentation where applicable including testimonials or endorsements from clients, industry peers, or community organisations.