**Award Category: Family Business Advisory Practice of the Year\*  
Nominee Organisation:**

**Nominee Country:**

**Word Count:**   
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\*Please note all entries will be judged using the criteria stated below with each point having an equal weighting of 20 per cent, so entrants must cover all points and note that the awards are intended to highlight those that have achieved particular success over the past year (1 May 2020 – 23 April 2021). All text within the document including any references and appendices will be included in the 1100 word count. **As of 2021, URL links are not permitted within the submission.**

1. Provide examples of the development of knowledge and practice, beyond the core disciplines, relevant to the specialist issues arising in the context of family businesses and related families.
2. Provide details of relevant key cases (no more than three) handled over the relevant period, and how the business and family benefitted.
3. Provide specific examples of the approach taken to gain the respect, understanding and trust of clients.
4. Highlight the practice’s range of competencies and knowledge in the family business context; e.g. qualifications from academic institutions, service on professional body committees, papers written, lectures given etc.
5. Demonstrate support for continued professional development and education in this specialised field.