



Each year through the Entrepreneur Of The Year® program, we celebrate unstoppable entrepreneurs who are building a more equitable, sustainable and prosperous world for all.

A summary of the required application information is outlined below.

Nominee information

- ▶ Nominee's name
- ▶ Nominee's job title
- ▶ Nominee's email
- ▶ Years nominee has been with company
- ▶ Years nominee has been in their current role
- ▶ Highest level of education completed
- ▶ Name of the educational institution
- ▶ Veteran status
- ▶ Whether nominee was previously nominated; if applicable, the most recent status achieved
- ▶ Assistant's information, including contact information

For co-nominees, please provide these details for each individual nominated.

Company information

- ▶ Company name
- ▶ Headquarters location
- ▶ Company URL
- ▶ Dun & Bradstreet D-U-N-S® Number, if applicable
- ▶ Whether the founder is actively involved in top management
- ▶ Whether the company raised or received outside investment; if applicable, include years raised
- ▶ Whether the company is publicly held; if applicable, the year the company went public and stock ticker symbol

Financial data

This information is considered confidential. Financial information is an important quantifiable indicator of success available to the panels of judges; therefore, it is required that the financial data section be completed in full.

- ▶ Company mergers, if applicable (within the past three years)
- ▶ Percentage of the growth due to merger, if applicable
- ▶ Three years of financial data, including:
 - ▶ Fiscal year-end date
 - ▶ Total employees
 - ▶ Annual sales
 - ▶ Income before taxes
 - ▶ EBITDA
 - ▶ Total assets
 - ▶ Total equity

If necessary, please provide sufficient information to explain any unusual trends in the information provided in an attached narrative.

Founded and produced by



Building a better working world

2023 application guidelines

Applications will launch in December 2022 and must be completed by March 3, 2023.

Nominations are accepted year-round at eoy.ey.com.

Narratives

The narratives section allows you to highlight the entrepreneur and share additional information about their company. Each narrative is limited to a maximum of 2,000 characters, or approximately 250 words.

About the nominee and business

- ▶ Provide details on the history of the company
- ▶ Include the source of the idea for the original business strategy and/or the evolution of the business
- ▶ If the nominee is the founder, explain the difficulty they faced in launching and building the business, including the personal and financial risk involved
- ▶ If the nominee is not the founder, describe the challenges they had in assuming the entrepreneurial role, including risk-taking, financial investment or other personal sacrifice
- ▶ If the nominee is a member of a family-owned business, please describe the generational history of the company and succession plan to carry it forward
- ▶ Discuss any significant obstacles overcome within the industry

Entrepreneurial spirit

- ▶ Describe how the nominee identifies opportunities to innovate and create a better world
- ▶ Explain how they take risks to realize their vision
- ▶ State how they have demonstrated courage, perseverance and overcomes obstacles

Growth

- ▶ Explain how they increase market share and expand into new markets
- ▶ Describe how they drive positive financial performance
- ▶ Provide an example of how they invest in attracting, developing and retaining the best talent
- ▶ Describe how they build a culture of innovation that pioneers new approaches or technologies

Purpose

- ▶ Discuss how they commit themselves and their organization to an inspiring purpose and vision
- ▶ Describe how they drive strategies for a sustainable future
- ▶ Explain how they create and protect value in the long term, across a broad group of stakeholders, including consumers, employees, suppliers, government, communities, investors and shareholders

Impact

- ▶ Detail how they integrate sustainable environmental practices in their strategy, with robust commitments and execution plans
- ▶ Discuss their focus on diversity and inclusion across multiple dimensions
- ▶ Explain how they consider the broader impact of activities on the communities where they operate