

CIRCULAR Nº: 4382

ASUNTO: PREMIO GEORGE HAYWARD

Estimados compañeros:

La organización IUCAB ha convocado el Premio **GEORGE HAYWARD**, para premiar al mejor profesional en el ámbito de la intermediación comercial.

Los propuestos deben reunir los siguientes requisitos:

- ser miembro de una Asociación Nacional, perteneciente a la IUCAB, desde hace al menos 3 años.
- ser agente o haber dirigido una agencia comercial durante 5 años.
- ser financieramente sólido.

Las propuestas de candidatura deberán ser remitidas al Consejo General antes del 1 de marzo, y será éste el que haga llegar un nominado nacional a la IUCAB.

Adjuntamos a esta circular la documentación que nos ha hecho llegar la IUCAB.

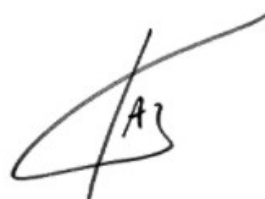
Lo que se comunica a todos los Colegios en Madrid, a vintiocho de enero de dos mil veinte.

EL PRESIDENTE



Fco. Manuel Maestre Barrajón

EL SECRETARIO



José Alejandro Blanco de Lara



To the
IUCAB member associations

Internationally United
Commercial Agents and Brokers - IUCAB
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Vienna, December 2019

George Hayward Award 2020 - Your Association's nomination

Dear presidents,
dear secretaries,
dear colleagues,
dear IUCAB friends!

IUCAB starts up the nomination process for the George Hayward Award 2020 in honour of George Hayward's dedication to the commercial agency profession.

The 10th George Hayward Award was won in 2019 by Mr. Nicolas M. Skrzypczak, from the TransAtlanticPass Consulting & Sales Agency, L.L.C.(USA).

The winner of the 11th Award will be announced at the occasion of the IUCAB Annual Delegates Meeting on 15th May 2020 in Stockholm, Sweden.

The IUCAB Executive Committee is looking forward to receiving one nomination from each IUCAB Member Association for the Award.

The Nominee has to be nominated by the IUCAB Member Association and must meet the following requirements:

- be a National Association Member for at least 3 years;
- be an agent or run an agency for 5 years;
- be financially sound.

Please note that the application is not open to delegates and participants of the IUCAB Conference of Delegates.

The IUCAB Executive Committee will decide which of the nominated persons will receive the Award after having considered the credentials of each national candidate. We attach the Application Form for the nomination.



We kindly request you to nominate a candidate for the George Hayward Award 2020 and to inform the IUCAB Secretariat your Association's nominee for the Award.

This should preferably be done together with a completed version of the attached form or, if not be possible, with a written motivation which covers as many of the items listed in the attached form as possible and all other relevant information your Association may wish to present.

In order to allow the IUCAB Executive Committee for a timely examination of all nominations and to select the winner of the Award,

**you are kindly requested to submit your nomination to the IUCAB Secretariat
no later than Friday 13th of March 2020.**

We thank you in advance for your support and look forward to receiving a nomination from your Association.

Should you have any further questions with regard to the above, please do not hesitate to contact us.

Best regards

Olivier Mazoyer
President

Christian Rebernig
Secretary General

Enclosure



GEORGE HAYWARD AWARD 2020 THE IUCAB COMMERCIAL AGENT OF THE YEAR

Application deadline: 13th March 2020

Name of the candidate (Agent or Agency):
Corporate name of the Agency:
Date of incorporation:
Field of business:
Address details: Phone: Fax: E-mail: Website:
Number of employees:

Does the Agency carry out activities for foreign principals?

yes ☐ no ☐

If affirmative, in which countries?

How many principals are currently represented by the Agency?

Commission earned in € according following margins:

	50.000 - 100.000	100.000 - 400.000	> 400.000
2017	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2018	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2019	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Indication of the spreading of the Agency income over the principals it represents:

Market position of the Agency:

Growth strategy of the Agency:

Key success factors of the Agency:

Description of the brand portfolio represented by the Agency:

What kind of additional services does the Agency provide? (e.g. merchandising, translation, market studies, etc):

A description of the measures taken in order to improve the services/the quality of the services provided by the Agency:

What kind of education has been followed during the last 3 years?

Description of the main features of the relationship with the principals represented:

Is the Agency in regular search of new principals? And if affirmative what kind of search methods are being used?

Tell us your success story! (5 - 10 lines)
