

THE NEXT LEVEL CHALLENGE ...

... Building
the business
of your dreams



... a joint business development opportunity through ActionCOACH of Lehigh Valley
and the Eastern Pennsylvania Business Journal

ENTRY APPLICATION

must be received no later than August 21, 2008 6:00 PM EST

Name of Person Completing Entry Application: _____

Name of Business: _____

Business Address:

Street: _____

City: _____ Zip: _____ County:* _____

Business Phone: _____ Fax: _____

Business Web Address: _____

Email of person completing Entry Application: _____

Position of Person Completing Entry Application: Owner/Member/Manager President CEO COO

of years you have been in this business: _____

How long has this business been in operation: _____ years* (3 years minimum)

Business Profile: _____

Business Type: Retail Commercial Industrial Manufacturing

Construction Professional Services Real Estate Wholesale

Other: please specify _____

Business Size:*

of Employees: _____ (minimum required 5 plus owner)

Annual Sales:* \$ 1 million \$3 million \$5 million \$8-10 million

\$2 million \$4 million \$6 million

other: _____

2007 Tax Return* – Earnings Before Income Tax figure - \$ _____

Questions: On a separate piece of paper, please respond to the following questions.

Please do not exceed 3000 words total.

1. Please describe yourself , your mission and your vision for your company.
2. What is the biggest problem your business is currently facing and why?
3. What are the biggest obstacles for your continued growth?
4. What is working well in your business? What is not working well?
5. What needs to be done to prepare your business for growth?
6. Why are you hoping that your business will be the recipient of the prize in this contest?
7. If selected as a finalist, how should your business be described (25 words or less) and what would you want the voters to know about why you entered this contest?(50 words or less).

Please rank your frustrations from the choices below (1 biggest down to 11 smallest). If it's not a frustration for you, leave it blank.

- Not getting enough business 'in the door', or its spasmodic, so there's wasted productivity.
- We get lots of inquiries but so many don't turn into sales which is a waste of time and effort
- We have clients that buy once but we never see them again (except to complain).
- We're really busy, but there doesn't seem to be that much profitability.
- We're at war with competitors and 'price focussed' customers.
- I work the hardest in the business, but take the least amount of holidays.
- I need to constantly supervise my team and fix problems.
- I have to keep replacing my staff because they leave or have to be sacked.
- Our quality is impacted by others in our supply and/or delivery chain.
- I can't seem to find focus or motivation; I lack a 'Vision' for myself and the business.
- I'm just sick of the same routine; I get 'Mondayitis' every day.

By completing and submitting this entry application, I understand and agree that :

1. I will receive no notification unless my entry is one of the five (5) finalists.
2. If I am one of the 5 finalists, I understand that the readership of the Eastern Pennsylvania Business Journal will be voting for the final recipient. As a part of the voting information regarding my business may appear in the ballot information.
3. I have read and understand the Official Rules.
4. I may be required to provide proof of all the items noted with an asterisk(*).
5. I am at least 21 years of age at the time of completing this entry application and have the authority to submit this application.

Signature: _____ **Date:** _____

Printed Name: _____

Received by Eastern Pennsylvania Business Journal – Date: _____