STEP Private Client AWARDS 2012/13

Entry Guide 2012/13

Entries Open
01 March 2012

Entries Close
01 June 2012

Enter Online
www.step.org/enterpca

Worldwide Categories
- Chambers of the Year
- Independent Financial Advisor Team of the Year
- Institutional Trust Team of the Year
- International Legal Team of the Year
- Investment Team of the Year
- Multi-Family Office Team of the Year
- Owner-Managed Trust Team of the Year
- Philanthropy Team of the Year
- Private Banking Team of the Year
- Private Investment Office of the Year
  (New for 2012/13)
- Trusted Advisor of the Year

North American Category
- North American Team of the Year

UK and Ireland Categories
- Accountancy Team of the Year
- Boutique Firm of the Year
- Charity Team of the Year
- Contentious Trust and Estates Team of the Year
- London Legal Team of the Year
- UK and Ireland Regional Team of the Year

Awards Charity

www.step.org/enterpca
The STEP Private Client Awards is your opportunity to demonstrate excellence to your peer group and clients. Entering is straightforward. Entries are submitted via the STEP website from 01 March – 01 June 2012 and will be judged by an independent panel of expert judges. Details of how to submit your entries, awards criteria and categories are outlined below.

### Awards Criteria for all Categories
These criteria are a guide to the areas you may choose to cover in your entry. Examples or initiatives described must come from the year June 2011–May 2012. You are not required to cover all areas.

1. **Demonstrate excellence over the past year**, taking into account, where relevant, significant obstacles that have been overcome.
2. **Demonstrate excellent client service** that is relationship driven, aligned with the interests of clients, transparent and cost effective, and where appropriate, bespoke.
3. **Demonstrate excellent leadership**, including a clear vision for the future.
4. **Demonstrate excellent technical skills** and a qualified team with support for on-going continuing professional development.
5. **Where applicable, demonstrate innovation and involvement in interesting, challenging or new areas of practice.**
6. **Show how your organisation differentiates itself from competitors and where it has exploited opportunities.**
7. **Demonstrate how you deal with conflicts.**
8. **Demonstrate a broader contribution to the profession.** Contribution to wider social responsibility, including support for good causes and maintaining high standards of staff treatment.
9. **Additional criteria are provided for each category. For full details of what to include go to** [www.step.org/criteriapca](http://www.step.org/criteriapca)

### How to Submit an Entry
- **Entries should be submitted via the STEP website** [www.step.org/enterpca](http://www.step.org/enterpca) If you are unable to submit your entry online please contact the events team on +44 (0)20 7340 0500 or email events@step.org
- **A donation to our Awards Charity for 2012/13, Feed the Minds**, must accompany each entry. Donations last year ranged from £500 to £5,000 per entry. Submit your donation online at: [http://uk.virginmoneygiving.com/PCA12](http://uk.virginmoneygiving.com/PCA12)
  - Alternatively cheques should be made payable to **Feed the Minds**, or **STEP** if company policy restricts a bespoke charitable donation and sent to:
  - **STEP Private Client Awards Team, Artillery House, 11-19 Artillery Row, London, SW1P 1RT, United Kingdom**
  - Contact details for the nominee are mandatory.
- **Each entry submission requires a supporting narrative of up to 1,000 words.** Entries for Investment Team of the Year and Private Banking Team of the Year must include additional quantitative data. See award criteria at [www.step.org/criteriapca](http://www.step.org/criteriapca)
  - The presiding judges may decide that there are insufficient entries of a high enough quality to progress with a category and may drop a category under such circumstances.
- **STEP must receive all entries no later than 01 June 2012.**

---

**STEP Private Client Awards Charity 2012/13**

The Awards Charity for 2012/13 is Feed the Minds, an international development charity that prides itself on working with local partners to deliver innovative education projects to help save lives, reduce poverty and transform communities. Last year alone their Education for Change programme helped over 100,000 people in 11 countries. [www.feedtheminds.org](http://www.feedtheminds.org)

[enter online at www.step.org/enterpca](http://www.step.org/enterpca)
Worldwide Categories

Chambers of the Year
Chambers of the Year applies to a chamber of barristers established anywhere in the world.

Independent Financial Advisor Team of the Year
Revised criteria 2012/13
For Independent Financial Advisors (IFAs) who offer independent advice on financial matters to private clients and trusts and recommend suitable financial products from the whole of the market.

Institutional Trust Team of the Year
Institutional Trust Team of the Year applies to a trust company owned by a bank anywhere in the world.

International Legal Team of the Year
International Legal Team of the Year applies to a legal team which is located outside of the UK, Ireland, the US and Canada and focuses on cross-border or international work.

Investment Team of the Year
Investment Team of the Year applies to firms which specialise in managing investments. Entrants should place particular focus on excellent client service, including client communications, innovation, accountability, clarity and transparency. Entrants should also demonstrate good risk-adjusted performance and security of firm.

Multi-Family Office Team of the Year
An award for Multi-Family Office enterprise dedicated to meeting the comprehensive needs of several families and/or their trusts or branches of the same family.

Owner-Managed Trust Team of the Year
Owner-Managed Trust Team of the Year applies to a trust company not controlled by a bank anywhere in the world.

Philanthropy Team of the Year
Philanthropy Team of the Year applies to a team anywhere in the world who provide outstanding strategic advice to donors on philanthropic giving and structures.

Private Banking Team of the Year
Private Banking Team of the Year applies to a team of private bankers anywhere in the world.

Private Investment Office of the Year
NEW for 2012/13
Private Investment Office of the Year applies to offices anywhere in the world who design and direct investment strategies for Ultra High Net Worth families, trusts and charities.

Trusted Advisor of the Year
This Award is for the most outstanding advisor servicing private clients. This category is by third-party nomination only.
Please email kerri.roffey@step.org to nominate for this category. Previous winners are not eligible.

UK and Ireland Categories

Accountancy Team of the Year
Accountancy Team of the Year applies to teams of accountants operating in an accounting firm in the UK & Ireland.

Boutique Firm of the Year*
The Boutique Firm of the Year Award is for an individual TEP, lawyer, accountant or tax advisor, or a practice with a maximum of six fee earners specialising in private client services located within the UK and Ireland.
*Note this award is not intended for a practice within a larger firm.

Charity Team of the Year
Charity Team of the Year applies to a team in the UK & Ireland who provide outstanding advice to charities.

Contentious Trust and Estates Team of the Year
Contentious Trust and Estates Team of the Year applies to lawyers in the UK & Ireland specialising in acrimonious and disputed situations that require resolution whether through litigation or some other means. Entrants should highlight any third parties they believe have given prominent assistance in achieving their objectives.

London Legal Team of the Year
London Legal Team of the Year applies to teams of lawyers who are located in London.

UK and Ireland Regional Team of the Year
The UK and Ireland Regional Legal Team of the Year applies to teams of lawyers who operate in the UK or Ireland and are located outside of London.

North American Category

North American Team of the Year
North American Team of the Year applies to all accountancy, legal and investment teams located in the USA or Canada.

View full criteria for all categories at www.step.org/criteriapca

Enter online at www.step.org/enterpca
How are the Awards Judged?
The STEP Private Client Awards Presiding Judges assess entries and select up to five finalists in each category. They are supported by a Panel of Experts selected by the judges and represent internationally renowned lawyers, accountants, bankers, attorneys, barristers and trust companies.

Chairman of the Presiding Judges
Martyn Gowar TEP – McDermott Will & Emery LLP

Presiding Judges
Farah Ballands – Appleby
Alan Barr TEP – Brodies LLP
Tom Burroughes – Wealthbriefing
Russell Bussey – IPS Capital LLP
Jean-Francois de Clermont-Tonnerre – Hottinger & Partners S.A
William Drake TEP – Lord North Street Ltd
Pauline Gale TEP – Bedell Trust UK
David Kilshaw – KPMG
Brent Lipschultz TEP – EisnerAmper LLP
Rosemary Marr TEP
Dave Robinson TEP – Albert Goodman Chartered Financial Planners
Stuart Skeffington TEP – Stevens & Bolton
David Wallace Wilson TEP – Schellenberg Wittmer

Special Advisor
Richard Sayers – Enhance Investments Ltd

Awards Secretary
Keith Johnston – STEP Worldwide

To view the Panel of Experts go to www.step.org/enterpca

WINNERS 2011/12
Worldwide Categories
Chambers of the Year
Serle Court
Institutional Trust Team of the Year
RBC Wealth Management
International Legal Team of the Year
Appleby
Investment Team of the Year
C.Hoare & Co
Multi-Family Office Team of the Year
Lord North Street Limited
Owner-Managed Trust Team of the Year
Bedell Trust
Philanthropy Team of the Year
Charities Aid Foundation
Private Banking Team of the Year
Hottinger & Cie
Trusted Advisor of the Year
John Riches TEP

UK and Ireland Categories
Accountancy Team of the Year
KPMG
Charity Team of the Year
Bircham Dyson Bell
Contentious Trust and Estates Team of the Year
Taylor Wessing LLP
London Legal Team of the Year
Farrer & Co
UK & Ireland Regional Legal Team of the Year
Stevens & Bolton LLP

North American Category
North American Team of the Year
EisnerAmper

Special Awards
The Geoffrey Shindler Award for Outstanding Contribution to the Profession
James Kessler QC TEP
Lifetime Achievement Award
Richard Moyse TEP

The Organisers
The Society of Trust and Estate Practitioners (STEP) is a unique professional body providing members with a local, national and international learning and business network. STEP provides education, training, representation and networking for its members, who are professionals specialising in trusts and estates, executorship, administration and related taxes.

STEP has more than 17,000 members worldwide, providing coverage in over 81 countries.