



## ENTRY QUESTIONS: MARKETING EXCELLENCE AWARDS

### Excellence in Not-for-Profit Marketing Strategy

1. Describe how the not-for-profit marketing strategy aligns with the overarching business strategy and objectives. **20% (limit 300 words)**

Type here

2. What business problem or opportunity prompted this marketing strategy, and what insights drove its development and successful implementation? **25% (limit 500 words)**

Type here

3. Describe the unique challenges you faced by explaining the factors within the industry you encountered and overcame. **10% (limit 300 words)**

Type here

4. Explain what cross-organisational/stakeholder engagement was required to deliver on the marketing strategy and how you went about achieving it. **10% (limit 300 words)**

Type here



5. Describe the objectives of the marketing strategy and the results achieved. **25% (limit 500 words)**

*Note: List KPI, ROI, and any other supporting key metrics (including workings) as separate attachment. Max 3 pages including any tables and graphs.*

Type here

6. Detail the learnings from your marketing strategy and how they will influence your future approach. **10% (limit 300 words)**

Type here

7. If there's anything else you'd like the judges to know about the marketing strategy, include it here. **(optional) (limit 200 words)**

Type here

8. **Executive Summary:** Summarise details of the marketing strategy and why you think it is a winning entry. **(limit 300 words)**

Type here