

Starting a business takes great courage. The ability to operate successfully, comes as a result of hardwork, dedication and innate traits that help define and shape the individual.

"Owner Spotlight" will feature and highlight a business owner in construction, architecture or engineering who has demonstrated their ability to operate a success business and who has a well defined vision, not only for their organization, but for their community and their industry as well.

We not only want to highlight this individual in the magazine but we also want the winner to share some pearls of wisdom with other businesses that may assist them in achieving a greater level of success in a future issue.

If you know someone who runs a successful construction, architecture or engineering business and has exhibited the characteristics listed below, we would like to feature him/her in **"Owner Spotlight"** starting with our next issue in 2017. Anyone can nominate an individual you feel is deserving as long as they meet the criteria.

Deadline for the next Issue is June 1, 2017.

The nomination **cannot be secret** to the nominee because we will need to obtain a few items from them in order to complete their nomination. These are described in the **operation** section below.

NOMINATION CRITERIA

I. Leadership and Management Ability

1. Honesty-Whatever ethical plane they operate on, when a business owner is responsible for a team of people, it is important to raise the bar high. His/her business and its employees are a reflection of him/her, and operating honestly and ethically is an important attribute to be possessed by an effective business owner.

2. Delegation-One of the most important skills a good leader must possess in order to grow their business is having sufficient confidence to delegate tasks to the appropriate individual/s or departments. The nominee must have demonstrated

this trait.

3. Communication-Has the ability to clearly and succinctly describe the task at hand, the vision for the business, and successfully engage with others both inside and outside the business.

4. Confidence-Have the confidence to be able to assure everyone on his/her team that setbacks are natural and that the important thing is to focus on the larger goal. As the leader, the nominee must possess the ability to remain calm and confident and help keep the team feeling the same.

5. Creativity-Has demonstrated his/her ability to think outside the box and choose wisely which of two bad choices is the best option.

6. Commitment-An individual who leads by example; who expects his/her team to deliver, and demonstrates his/her commitment not only to the work but to his/her promises.

II. Operation

1. Business has 1-50 employees.
2. Has operated the same business five or more years.
3. Can produce references from a minimum of three project owners or primes as to his/her follow-through and successful completion of projects and the reference must disclose the project amount. **You must visit our website to obtain the Letter of Recommendation and give it to your nominee to submit with your nomination.**
4. The business has annual revenue of \$1,000,000+ (this will be determined based on the cumulative value of the projects indicated by the references).

The deadline to submit your nomination is 5:00 p.m. Please use the nomination form on the next page or go to our website www.buildingentrepreneur.com, to submit your nomination online. If you encounter any difficulty submitting the form through this method, you can also make a copy and fax it to: 312-934-0116. Please include the following in the subject line:

Owner Spotlight Nomination.

NOMINATE SOMEONE FOR OWNER SPOTLIGHT

Submit your nomination for

Owner Spotlight

Review the criteria carefully as outlined on the website

www.buildingentrepreneur.com

Name of the person submitting this nomination _____

Telephone _____

Email _____

How did you learn about this recognition? _____

Please provide the following information for the person you are nominating:

Type of Business Nominee Runs (Construction, Architecture, Engineering) _____

Name of Nominee _____

Nominee's Title _____

Nominee's Business Name _____

Address _____

City/ST/Zip _____

Phone _____ Fax _____

Email _____

Please explain why you are nominating the above business owner. Refer to the criteria outlined on the website (use additional paper if needed).

Date Business Started _____

Where is the nominee's business located:

- | | |
|----------------------------------------|------------------------------------------|
| <input type="checkbox"/> Based in home | <input type="checkbox"/> Leased facility |
| <input type="checkbox"/> Own facility | <input type="checkbox"/> Other |

Annual Revenue \$ _____

How many full and part time employees does the nominee have ? _____

