

# FMI STOREMANAGER AWARDS

## FMI Store Manager Awards - International Category

Store Manager Awards are given to outstanding managers who generate sales growth, effectively communicate company and store goals and objectives, demonstrate team leadership in their store/company, provide exceptional customer service through in-store programs and improve community relations.

Tell us about the creative ways they've achieved positive growth and customer satisfaction over the past 12-18 months.

Deadline to submit is **February 11, 2019**. Submission through <https://www.fmi.org/store-manager-awards>. SPAR International will liaise and support with the process.

### Categories

Category A: Small retailers: Companies with 1-49 stores

Category B: Medium retailers: Companies with 50-199 stores

Category C: Large retailers: Companies with 200+ stores

Category D: International retailers: Companies operating outside of the U.S.

### Prizes

Finalists in each category will receive:

- Two complimentary registrations for Future Leaders, May 14-16, 2019 (1 full registration and 1 spouse/guest registration)
- Three nights' hotel accommodations in St. Louis, MO
- The four Grand Prize winners will be recognized and receive a crystal award and \$1,000 each!
- Finalists qualify to be a part of the People's Pick Award contest. All finalists will be posted on FMI's Facebook Page for one week and the nominee with the most votes by the end of the week wins a special trophy and \$500 to celebrate their store employees.



### Rules and Regulations

All entries must be received by February 11, 2019. All nominations must be submitted electronically at <http://fmi.org/storemanager-awards>. An account profile must be created to begin the submission process (can be done via SPAR International).

You must include the category you are competing in and how many stores your company owns.

Photos such as in-store events, displays and team building activities should be included as well of proof of claimed achievements. Please see below scoring criteria in more detail!

## Eligibility

Entry must be about a store manager who has been at the same place of business/store for at least one year. No entries about owners, public relations personnel or store employees other than the store manager will be accepted. The Store Manager Award Program is open to FMI members only (via SPAR International).

## Scoring Criteria

- Generate sales growth and positively impact the overall business of the store. Statistics on growth/sales should be included.
- Enhance community relations, e.g. by developing special events, encouraging staff volunteerism, and/or participating in community organizations.
- Execute innovative in-store programs to improve overall customer service/satisfaction.
- Achieve goals with the store team. Effectively communicate company and store objectives from a sales and customer service perspective with store employees.
- Lead, mentor and motivate associates in the store/company. Specific examples of how they develop their employees, special awards they've received or unique/challenging attributes of the store should be listed here.

All entries will be reviewed and judged by an outside panel of human resources professionals within FMI's membership and by FMI staff. Entries will be scored by the panel, resulting in the selection of twelve finalists and four grand-prize winners.



### **2018 Store Manager Award Winners Shine Bright**



Store Award Winners 2018



International Category Winner 2018:

Joanne Walker

SPAR (Henderson Group, Northern Ireland)