

SMPS SEATTLE REIGN AWARDS

2019 ENTRY PACKET

PROJECT ENTRY CATEGORIES





ABOUT THE 2019

SMPS SEATTLE REIGN AWARDS

SMPS Seattle's annual Reign Awards recognizes excellence in marketing communications and outstanding achievements of top marketing professionals. Communications awards will be granted to A/E/C firms whose materials and campaigns most compellingly achieve their firms' marketing goals. The individual merit awards recognize the exceptional accomplishments of individuals in our industry.

Submitting for the Reign Awards provides firms with an unparalleled opportunity for peer recognition and expert feedback. It is also an opportunity to celebrate the outstanding efforts made by local A/E/C firms and individuals who have a real passion for marketing and communications in our industry. Submittals are open to both member and non-member firms and individuals.

NEW THIS YEAR

All new items will be marked in the turquoise star. This packet is for those who would like to submit a project entry in one of the Reign Awards categories. Please keep reading if you are interested in learning more about how to submit and what the categories are. If you are interested in submitting an individual merit, please view the other packet on the Reign Awards web page.

JUDGING

The marketing communications awards are judged per noted criteria by an independent panel of industry professionals. The 2019 panel of judges will be announced in late spring.

SCHEDULE + DEADLINES

All entries must be received by May 3rd. To receive the early bird discount please submit by April 19th. Award submittals are open to both member and non-member firms and individuals.

PAYMENT INFORMATION

Payment for entries will be processed online through the Submittable platform. Entry fees are \$125 for members, and \$175 for non-members. A discount of \$25 will be applied for entries submitted before the early-bird deadline, April 19th. A \$25 discount will also be available to qualified small businesses, as designated by the Small Business Administration, but this cannot be combined with the early-bird discount. The Small Business Administration defines small firms by their annual receipts. Access the full [SBA Size Standards Table](#) here. Small businesses also qualify for the Small Business Award, see page 3.

SAVE THE DATE

Mark your calendar for June 13th, 2019 for the awards gala. This year's event will be held at the Georgetown Ballroom from 5:30-8:30pm. Each year is bigger and better – you won't want to miss this event!

PRE-ORDER TICKETS! SMPS Seattle is offering a \$15 discount off each ticket pre-purchased with your submission(s). You will be given a code to purchase your tickets after you submit your entry. Online registration for additional tickets will be available soon.

QUESTIONS?

Contact Jackie Corley, SMPS Seattle Reign Awards Chair at jccorley@walshgroup.com or 206.394.7306.



ENTRY INFORMATION: HOW TO SUBMIT ONLINE

★ ONLINE SUBMISSIONS

We're very excited that this year, all entries will be submitted online! There are no hard copies or binders required. SMPS is using a system called Submittable. You can view categories, fill out your entry packet, upload your images, pay online and even save your submission and finish it up later.

1 Go to:
smpsseattle.submittable.com/submit

2 Create an account.

3 Begin your submission and save your progress. Once you begin an entry, you can see what is required, save your entry, and come back anytime to finish and add information.

4 Submit + pay. You're done! Don't forget to check your email: your discounted gala ticket code will be sent to you upon submission so you can save \$15 per ticket!

ENTRY QUESTIONS

Note that this outline mirrors the submittal requirements for the SMPS national awards program (with the exception of the word limits imposed by the national program), which has changed in format from past years. You will be judged on your responses.

1. MARKETING OBJECTIVE

Identify your marketing goals by answering:

- What did your firm hope to achieve with the piece or program?
- How did you plan to measure your results against your marketing goals?

Include the following:

- Marketing objectives
- Specify time frame
- Budget information
- Methodology for collecting and evaluating results

2. TARGET AUDIENCE

- Define the audience for this piece or program.

Answer the following questions:

- Who was your target audience?
- How many pieces were sent via mail or e-mail? If website or video, what were your analytical goals?
- Characterize the composition, size and location of your target audience (example: 250 CEOs and senior managers of the top 500 leaders of the California high-tech industry).

3. RESEARCH & PLANNING

- Describe the market research conducted prior to planning your piece or program.
- Summarize your marketing plan efforts.
- Explain the production and delivery method.

4. MESSAGING

- What is the intended message of this entry?

5. RESULTS

Please answer the following questions:

- What was the ROI, jurors are seeking a response to your marketing objectives that were stated earlier, did you meet your goals?
- Which actions did the target audience take after receiving your materials (testimonials/feedback)?
- What was your break-even goal for profit/loss, and did you achieve it?
- Did you meet your specific sales/reach goals?
- Did you gain new clients or leads as a result?

6. CREATIVE BRIEF

- Please provide a creative brief on your entry to convey to the judges why your entry should win.



ENTRY INFORMATION: MARKETING PROJECT ENTRIES

Digital: Entry’s original deliverable format to audience was web-based. Submit URL for entry. Be sure to test your links before submitting.

Print: Entry’s original deliverable format to audience was a printed piece. Submit pdf of print piece. Entries will be judged completely online.

Mixed: Entry’s original deliverable format to audience was a printed and web-based piece. Submit pdf and URL. Entries will be judged completely online.



MCA ENTRY MATRIX

This year, we’ve made it really easy for you if you’ve submitted to the SMPS Marketing Communications Awards (through HQ). See the matrix on page 4.

SCORING CRITERIA:

Entries are scored according to a point system:

Marketing Objectives	10 points
Target Audience	10 points
Research and Planning	10 points
Messaging	10 points
Results	10 points
Creative Brief	10 points
Overall Creativity, Quality and Content	20 points
Total Points Available	80 points

CATEGORIES:

1. Marketing Campaign – Digital, Print, Mixed

A campaign that occurs over a period of time to promote a specific company message, event, program or project. The campaign could include a combination of tactics, media and implementation strategies to reach a targeted internal or external target audience. Examples may include direct-mail campaigns, advertising campaigns, a series of printed and digital publications, events including promotional if part of larger promotional effort/campaign, newsletters or media relations campaigns.

Similar MCA Categories: Advertising, Brand Awareness Campaign, Brochure (digital or print), Internal Communications, Direct-Mail Campaign, Newsletter – Internal or Newsletter/ Publication – External, Project Pursuit Marketing, Promotional Campaign, Recruitment and Retention Communications, Special Event (Digital, Mixed, Print)

2. Digital Media Campaign – Digital

A campaign that primarily uses online and digital tools to generate engagement, collaboration and/or promote a specific message, brand or event internally or externally. This could include, but is not limited to, the use of apps, blogs, social media platforms (such as LinkedIn, Facebook), content-sharing sites (such as YouTube, Flickr) or news sites (such as Digg, Reddit). Note: Submissions in this category should only include digital content. Campaign submissions that cross multiple media channels should submit in the Marketing Campaign category.

Similar MCA Categories: Brand Awareness, Mobile App, Social Media, Promotional Campaign, Recruiting and Retention Communications, Special Event (Digital); any of the following if all efforts were promoted through a digital platform and campaign included more than one piece: Advertising Campaign, Internal Communications, Newsletter – Internal or Newsletter/ Publication – External, Video

3. Brand Experience/Identity – Digital, Print, Mixed

The development of a new or updated brand experience/identity through print and/or digital applications. This may include, but is not limited to, rollout of a new brand for a firm, a subsidiary, a department or a specific market. This category recognizes a firm’s holistic implementation of marketing materials applied toward establishing a new identity, which could include a new logo, mergers/acquisitions, color scheme, format, graphics, layout, etc. When submitting in this category, please include a minimum of three to four examples that demonstrate the brand.

Similar MCA Categories: Brand Awareness Campaign, Corporate Identity, Recruitment and Retention Communications (if a specifically branded campaign)

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4. One-Time Marketing Piece – Digital, Print

A one-time print or digital marketing piece used to promote one specific event or message, such as an event, holiday message, anniversary announcement, leadership change, etc. Examples of marketing pieces may include direct mailers/e-mails, specific piece of event collateral, brochures, e-cards, invitations, holiday cards, etc.

Similar MCA Categories: Advertising, Book/Monograph, Brochure, Holiday Piece (Digital, Print, Mixed), Special Event (Digital, Mixed, Print) Internal Communications, Video, Tradeshow Marketing

5. Website – Digital

An external website, mobile site or app that promotes your firm. This category is also inclusive of an internal website, intranet or app that has been launched to promote firm organization and communications. This could include sites that have been launched by your firm for a specific project.

Similar MCA Categories: Website, Mobile App

6. Marketing Collateral – Digital, Print, Mixed

This is an all-encompassing category that recognizes excellence in marketing and communications deliverables, projects and campaigns that may not apply to any other category. Examples could include proposal layout redesign, annual report, special event, client appreciation gift, etc.

Similar MCA Categories: Project Pursuit Marketing, Special Event (Digital, Print, Mixed), Tradeshow Marketing, Book/Monograph, Direct Mail Campaign

ADDITIONAL HONORS:

When submitting your entry, please check the applicable boxes if you would like your entry to be considered for these additional honors (you may select all that apply):

7. Small Business Award

This award is only available to entries submitted by small business firms, as designated by the Small Business Administration. The Small Business Administration

defines small firms by their annual receipts. Access the full [SBA Size Standards Table](#) here. Check this box if you qualify as a small business and would like your entry to be considered for this award. Submissions will be judged based on the impact and reach of the marketing campaign/project and winner will be chosen by the judges.

8. People's Choice Award – All Entries are Eligible

On the night of the Reign Awards, all entries will be displayed and attendees will have the opportunity to cast their ballots for the best overall submission. Your entry will be automatically entered for this award and submitted on an entry board for viewing at the gala.

9. Judge's Choice Award – All Entries are Eligible

The judges have an opportunity to present an award to one submission among all the submissions. This award will be given at judges' discretion, and entries will be automatically considered for this award.



10. NEW AWARD: Outliers

This award is only available to entries submitted by firms whose main offices are located outside of Seattle and Bellevue City Limits. This award is not available to firms with multiple offices outside of the state of WA that also have a Seattle or Bellevue office location. Submissions will be judged based on the impact and reach of the marketing campaign/project and winner will be chosen by the judges.



11. NEW AWARD: Joint Marketing Effort – Digital, Print, Mixed

Any marketing effort conducted with another firm within the A/E/C industry. Working together to achieve a combined goal, the joint effort was achieved by utilizing a combination of tactics, media and implementation strategies to reach a targeted internal or external target audience. Examples consist of direct-mail campaigns, advertising campaigns, a series of printed and digital publications, newsletters, promotional events or media relations campaigns.

Similar MCA Categories: Can apply to any category but achieved as a combined effort with another firm in the A/E/C industry.



ENTRY DISPLAY BOARDS

Instead of showcasing your entries with binders this year at the Reign Awards, applicants will submit a design for a 24" x 36" PDF board highlighting your entry's main points. This is required for each submission and will be printed by SMPS. Please see below for the board template. This is also on the Reign Awards website available to download as a PDF or InDesign file. You will be required to submit your final board PDF file through submittable when filling out your application.

PROJECT ENTRY NAME

CATEGORY NAME HERE



PROJECT CONTENT HERE.

Note: Delete this box

Your Firm Logo Here
Note: Delete this box





ENTRY INFORMATION:

REIGN AWARDS VS. MCA AWARDS

		REIGN AWARDS CATEGORIES					
		Marketing Campaign	Digital Media Campaign	Brand Experience/Identity	One-Time Marketing Piece	Website	Marketing Collateral
MARKETING COMMUNICATION AWARDS CATEGORIES	1	Advertising	x	x		x	
	2	Book/Monograph				x	x
	3	Brand Awareness	x	x	x		
	4	Brochure	x			x	
	5	Corporate Identity			x		
	6	Direct Mail Campaign	x				x
	7	Holiday - Digital				x	
	8	Holiday - Print				x	
	9	Holiday - Mixed				x	
	10	Internal Communications	x	x		x	
	11	Mobile App		x			x
	12	News/Publication - Ext.	x	x			
	13	News/Publication - Int.	x	x			
	14	Project Pursuit Marketing	x				x
	15	Promo Campaign	x	x			
	16	Recruiting + Retention Communications	x	x	x		
	17	Social Media		x			
	18	Special Event - Digital	x	x		x	x
	19	Special Event - Mixed	x			x	x
	20	Special Event - Print	x			x	x
	21	Tradeshaw Marketing				x	x
	22	Video		x		x	
	23	Website					x

QUESTIONS?

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at jccorley@walshgroup.com or [206.394.7306](tel:206.394.7306).

**THANK YOU FOR SUBMITTING
TO THE 2019 SMPS SEATTLE REIGN AWARDS!**

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