

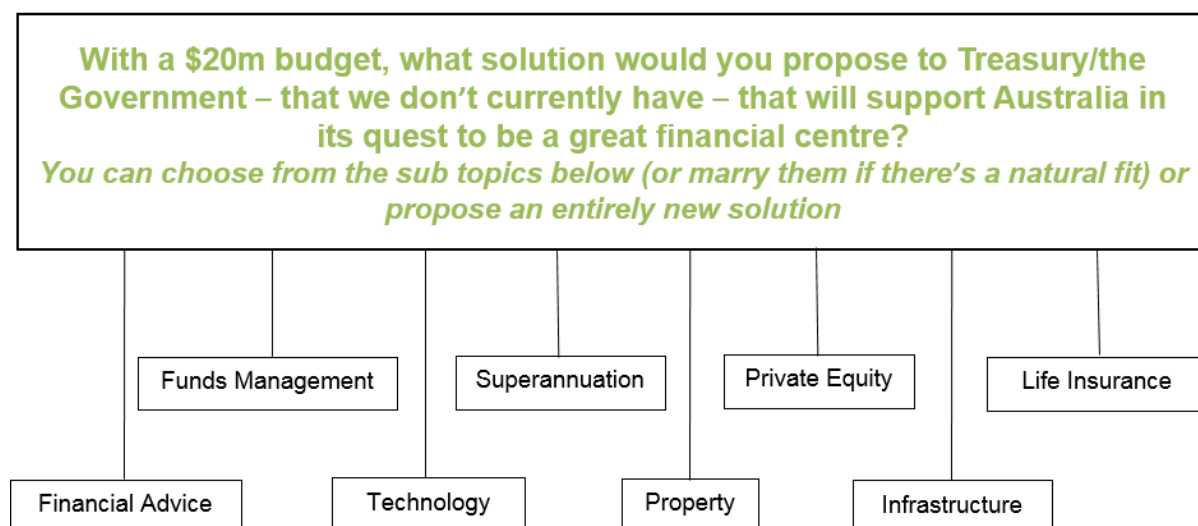
## 2018 FSC Future Leaders Award Program Fact Sheet

The FSC Future Leaders' Award Program is now in its thirteenth year.

The program is a purpose-built program to encourage future leaders of the wealth management industry to develop innovative research that challenges conventions and produces creative ideas that might shed new light on the hot topics of the industry. At the same time these young professionals will enhance their reputation within their organisation and the sector.

Competitors take part in an open auditorium Pitch Fest to at least three judges, drawn from the sector and academia, to both trigger innovative research and a heightened capacity to communicate. It will be fun, interesting and of lasting value for future careers. **NB.** Participants must gain the support of their Chief Executive Officer (or equivalent head of organisation) and submit an application form in order to be considered for the program.

### 2018 Focus Question



In putting together this submission, competitors would need to consider:

- Cost – resources are finite at \$20m
- Stakeholders
- Consumers
- How do you convince people/realistically make this happen
- Organisations – system implementation/amendment costs
- Appetite for change for the issue in financial services sector
- Willingness to participate in the solution
- What are the risks due to globalisation (eg robo advice etc because it can be done overseas/remotely)
- Ownership & control
- Appropriate vendors
- Global success – what would it look like?
- Must be revenue neutral in medium-term for Treasury

The competitors have to convince the judges to agree to commit \$20m to the solution/innovation.

## Eligibility criteria

- The Award program is open to permanent employees of Financial Services Council full and supporting member companies.
- Participants must be born on or after 1 January 1988 and be permanent residents of Australia.
- Participants must have the support of their CEO or equivalent (such as Managing Director or Country Head) and a mentor of senior management level from within their organisations.
- Mentors from other organisations are permitted but will need to fill out a declaration that they will support you throughout the entire program
- The number of applicants from each organisation will be **capped at four** and **30 final competitors** will be chosen from the applicants.

## What does the program involve?

- With the assistance of our generous education partners, we have built a curriculum based on a range of skills participants will find valuable as they rise through the ranks.
- If your application is successful, you will need to provide an abstract and an executive summary of your research and presentation. This will be worth 30% of your overall score. More details on this will be available to successful applicants.
- Your presentation should take no more than 30 minutes + 10 minutes for questions from the judges. The presentation is worth 40% of your overall score and the Q&A portion is worth 30% of your overall score. Marks will be deducted for going over time to be fair to other competitors.
- Other competitors, judges, previous alumni, FSC staff and supports may be present in the room during your pitch (so you may have a sizeable audience).
- You can use other people from your work as props on the day but they will not be eligible for a prize.

## Judging criteria

The pre-presentation documentation, your presentation and your performance during Q&A will be judged. The main judging criteria will be:

- Commercial acumen;
- Understanding of the topic;
- Effect on advancing understanding of the industry's conundrum and how your solution will fix or enhance;
- Research foundations and recommendations supported by sound evidence;
- Initiative and leadership;
- Innovation, creativity and critical thinking; and
- Ability to articulate and argue the position taken to panel of judges.

## What's the prize?

- Overseas trip to a capital city – airfares and accommodation (conditions apply);
- Mentoring by a global executive in the winning discipline;
- Complimentary registration (ticket only) to The Summit in 2019 hosted in Sydney.

## Key Dates

| Date                    | Item                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
|-------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Thursday 12 April       | <b>Applications Open</b><br><i>Application forms can be downloaded from the FSC Website</i>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| Thursday 10 May         | <b>Applications Close</b><br><i>All applications will be assessed and participants will be selected</i>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| Friday 11 May           | <b>Successful Applications Advised</b><br><i>The FSC will be in contact with applicants to advise them whether they have been successful or not</i>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| June - September        | <b>Educational Sessions take place in Sydney</b><br><i>Dates and sessions to be advised of confirmed dates and sessions</i> <ul style="list-style-type: none"> <li>• <i>Structured Thinking &amp; How to Undertake Research Session with Anthony Serhan of Morningstar Research – Wednesday 30 May</i></li> <li>• <i>Developing a new solution/offer/idea for your business and taking people on the journey with Sabrina Walmsley of AFA – Wednesday 27 June</i></li> <li>• <i>How to write a submission to Treasury with Treasury and the FSC - TBC</i></li> <li>• <i>Presenting for Results with Mark Sutherland - TBC</i></li> </ul> |
| Monday 15 October (TBC) | <b>Abstract and executive summary due</b><br><i>A copy of your pre presentation documentation is to be submitted to the FSC for marking</i>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| TBC                     | <b>Presentations due</b><br><i>A copy of your presentation and any presentation aids are to be submitted to the FSC in preparation for Preliminary Judging</i>                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| TBC                     | <b>Preliminary round of judging</b><br><i>The FSC will advise which group of judging successful applicants will be presenting at</i>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| TBC                     | <b>Final round of judging</b><br><i>Finalists from the preliminary round of judging will have the opportunity to make changes to their proposal and present once more to a panel of judges where a winner will be selected.</i>                                                                                                                                                                                                                                                                                                                                                                                                          |
| Wednesday 14 November   | <b>Cocktail awards night</b><br><i>All participants, mentors, CEOs and other guests will be invited to a celebratory cocktail awards night where the winner will be announced</i>                                                                                                                                                                                                                                                                                                                                                                                                                                                        |

## Our Partners

We have partnered with the following generous organisations to bring the 2018 Program to you:



## Need more information? Ready to apply?

For further information, to download an [application form](#), or to access information on past programs and future leader participants, please visit the [FSC website](#).

## Contacts

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## About the Financial Services Council

The Financial Services Council (FSC) has over 100 members. Our Full Members represent Australia's retail and wholesale funds management businesses, superannuation funds, life insurers, financial advisory networks and licensed trustee companies.

Our Supporting Members represent the professional services firms such as ICT, consulting, accounting, legal, recruitment and research houses.

The industry is responsible for investing more than \$2.7 trillion on behalf of 13 million Australians. The pool of funds under management is larger than Australia's GDP and the capitalisation of the Australian Securities Exchange and is the fourth largest pool of managed funds in the world.

The FSC promotes best practice for the financial services industry by setting mandatory Standards for its members and providing Guidance Notes to assist in operational efficiency.