

# STEP Private Client AWARDS 2012/13

## Entry Guide 2012/13

Entries Open  
01 March 2012

Entries Close  
01 June 2012

Enter Online  
[www.step.org/enterpca](http://www.step.org/enterpca)

### Worldwide Categories

- Chambers of the Year
- Independent Financial Advisor Team of the Year
- Institutional Trust Team of the Year
- International Legal Team of the Year
- Investment Team of the Year
- Multi-Family Office Team of the Year
- Owner-Managed Trust Team of the Year
- Philanthropy Team of the Year
- Private Banking Team of the Year
- Private Investment Office of the Year  
*(New for 2012/13)*
- Trusted Advisor of the Year

### North American Category

- North American Team of the Year

### UK and Ireland Categories

- Accountancy Team of the Year
- Boutique Firm of the Year
- Charity Team of the Year
- Contentious Trust and Estates Team of the Year
- London Legal Team of the Year
- UK and Ireland Regional Team of the Year

Awards Charity



# STEP Private Client AWARDS 2012/13

The STEP Private Client Awards is your opportunity to demonstrate excellence to your peer group and clients. Entering is straightforward. Entries are submitted via the STEP website from 01 March – 01 June 2012 and will be judged by an independent panel of expert judges. Details of how to submit your entries, awards criteria and categories are outlined below.

## Awards Criteria for all Categories

These criteria are a guide to the areas you may choose to cover in your entry. Examples or initiatives described must come from the year June 2011–May 2012. You are not required to cover all areas.

1. Demonstrate excellence **over the past year**, taking into account, where relevant, significant obstacles that have been overcome.
2. Demonstrate excellent client service that is relationship driven, aligned with the interests of clients, transparent and cost effective, and where appropriate, bespoke.
3. Demonstrate excellent leadership, including a clear vision for the future.
4. Demonstrate excellent technical skills and a qualified team with support for on-going continuing professional development.
5. Where applicable, demonstrate innovation and involvement in interesting, challenging or new areas of practice.
6. Show how your organisation differentiates itself from competitors and where it has exploited opportunities.
7. Demonstrate how you deal with conflicts.
8. Demonstrate a broader contribution to the profession. Contribution to wider social responsibility, including support for good causes and maintaining high standards of staff treatment.
9. Additional criteria are provided for each category. For full details of what to include go to [www.step.org/criteriapca](http://www.step.org/criteriapca)

## How to Submit an Entry

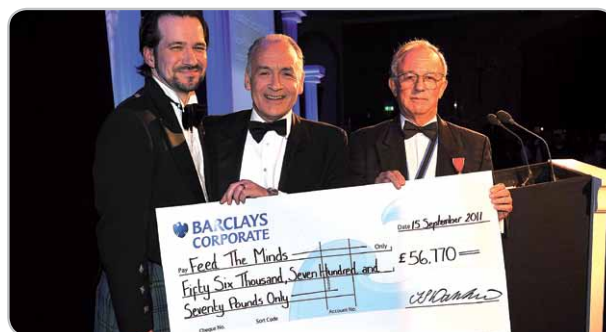
- Entries should be submitted via the STEP website [www.step.org/enterpca](http://www.step.org/enterpca) If you are unable to submit your entry online please contact the events team on +44 (0)20 7340 0500 or email [events@step.org](mailto:events@step.org)
- A donation to our Awards Charity for 2012/13, Feed the Minds, must accompany each entry. Donations last year ranged from £500 to £5,000 per entry. Submit your donation online at:  
<http://uk.virginmoneygiving.com/PCA12>  
Alternatively cheques should be made payable to **Feed the Minds**, or **STEP** if company policy restricts a bespoke charitable donation and sent to:  
**STEP Private Client Awards Team, Artillery House,  
11–19 Artillery Row, London, SW1P 1RT, United Kingdom**
- Contact details for the nominee are mandatory.
- Each entry submission requires a supporting narrative of up to 1,000 words. Entries for Investment Team of the Year and Private Banking Team of the Year must include additional quantitative data. See award criteria at [www.step.org/criteriapca](http://www.step.org/criteriapca)
- The presiding judges may decide that there are insufficient entries of a high enough quality to progress with a category and may drop a category under such circumstances.
- STEP must receive all entries no later than **01 June 2012**.



## STEP Private Client Awards Charity 2012/13

The Awards Charity for 2012/13 is Feed the Minds, an international development charity that prides itself on working with local partners to deliver innovative education projects to help save lives, reduce poverty and transform communities.

Last year alone their Education for Change programme helped over 100,000 people in 11 countries. [www.feedtheminds.org](http://www.feedtheminds.org)



Geoffrey Shindler OBE TEP (right) presents a cheque for £56,770 to PCA Charity 2011/12 Feed the Minds.

Enter online at [www.step.org/enterpca](http://www.step.org/enterpca)

# Categories

## Worldwide Categories

### Chambers of the Year

Chambers of the Year applies to a chamber of barristers established anywhere in the world.

### Independent Financial Advisor Team of the Year *Revised criteria 2012/13*

For Independent Financial Advisors (IFAs) who offer independent advice on financial matters to private clients and trusts and recommend suitable financial products from the whole of the market.

### Institutional Trust Team of the Year

Institutional Trust Team of the Year applies to a trust company owned by a bank anywhere in the world.

### International Legal Team of the Year

International Legal Team of the Year applies to a legal team which is located outside of the UK, Ireland, the US and Canada and focuses on cross-border or international work.

### Investment Team of the Year

Investment Team of the Year applies to firms which specialise in managing investments. Entrants should place particular focus on excellent client service, including client communications, innovation, accountability, clarity and transparency. Entrants should also demonstrate good risk-adjusted performance and security of firm.

### Multi-Family Office Team of the Year

An award for Multi-Family Office enterprise dedicated to meeting the comprehensive needs of several families and/or their trusts or branches of the same family.

### Owner-Managed Trust Team of the Year

Owner-Managed Trust Team of the Year applies to a trust company not controlled by a bank anywhere in the world.

### Philanthropy Team of the Year

Philanthropy Team of the Year applies to a team anywhere in the world who provide outstanding strategic advice to donors on philanthropic giving and structures.

### Private Banking Team of the Year

Private Banking Team of the Year applies to a team of private bankers anywhere in the world.

### Private Investment Office of the Year *NEW for 2012/13*

Private Investment Office of the Year applies to offices anywhere in the world who design and direct investment strategies for Ultra High Net Worth families, trusts and charities.

### Trusted Advisor of the Year

This Award is for the most outstanding advisor servicing private clients. This category is by third-party nomination only.

Please email [kerri.roffey@step.org](mailto:kerri.roffey@step.org) to nominate for this category. Previous winners are not eligible.

## North American Category

### North American Team of the Year

North American Team of the Year applies to all accountancy, legal and investment teams located in the USA or Canada.

## UK and Ireland Categories

### Accountancy Team of the Year

Accountancy Team of the Year applies to teams of accountants operating in an accounting firm in the UK & Ireland.

### Boutique Firm of the Year\*

The Boutique Firm of the Year Award is for an individual TEP, lawyer, accountant or tax advisor, or a practice with a maximum of six fee earners specialising in private client services located within the UK and Ireland.

\*Note this award is not intended for a practice within a larger firm.

### Charity Team of the Year

Charity Team of the Year applies to a team in the UK & Ireland who provide outstanding advice to charities.

### Contentious Trust and Estates Team of the Year

Contentious Trust and Estates Team of the Year applies to lawyers in the UK & Ireland specialising in acrimonious and disputed situations that require resolution whether through litigation or some other means. Entrants should highlight any third parties they believe have given prominent assistance in achieving their objectives.

### London Legal Team of the Year

London Legal Team of the Year applies to teams of lawyers who are located in London.

### UK and Ireland Regional Team of the Year

The UK and Ireland Regional Legal Team of the Year applies to teams of lawyers who operate in the UK or Ireland and are located outside of London.

View full criteria for all categories at [www.step.org/criteriapca](http://www.step.org/criteriapca)

Enter online at [www.step.org/enterpca](http://www.step.org/enterpca)

## How are the Awards Judged?

The STEP Private Client Awards Presiding Judges assess entries and select up to five finalists in each category. They are supported by a Panel of Experts selected by the judges and represent internationally renowned lawyers, accountants, bankers, attorneys, barristers and trust companies.

## Chairman of the Presiding Judges

*Martyn Gowar TEP* – McDermott Will & Emery LLP

## Presiding Judges

*Farah Ballands* – Appleby

*Alan Barr TEP* – Brodies LLP

*Tom Burroughes* – Wealthbriefing

*Russell Bussey* – IPS Capital LLP

*Jean-Francois de Clermont-Tonnerre* – Hottinger & Partners S.A

*William Drake TEP* – Lord North Street Ltd

*Pauline Gale TEP* – Bedell Trust UK

*David Kilshaw* – KPMG

*Brent Lipschultz TEP* – EisnerAmper LLP

*Rosemary Marr TEP*

*Dave Robinson TEP* – Albert Goodman Chartered Financial Planners

*Stuart Skeffington TEP* – Stevens & Bolton

*David Wallace Wilson TEP* – Schellenberg Wittmer

## Special Advisor

*Richard Sayers* – Enhance Investments Ltd

## Awards Secretary

*Keith Johnston* – STEP Worldwide

To view the Panel of Experts go to [www.step.org/enterpca](http://www.step.org/enterpca)

## WINNERS 2011/12

### Worldwide Categories

#### Chambers of the Year

Serle Court

#### Institutional Trust Team of the Year

RBC Wealth Management

#### International Legal Team of the Year

Appleby

#### Investment Team of the Year

C.Hoare & Co

#### Multi-Family Office Team of the Year

Lord North Street Limited

#### Owner-Managed Trust Team of the Year

Bedell Trust

#### Philanthropy Team of the Year

Charities Aid Foundation

#### Private Banking Team of the Year

Hottinger & Cie

#### Trusted Advisor of the Year

John Riches TEP

### UK and Ireland Categories

#### Accountancy Team of the Year

KPMG

#### Charity Team of the Year

Bircham Dyson Bell

#### Contentious Trust and Estates Team of the Year

Taylor Wessing LLP

#### London Legal Team of the Year

Farrer & Co

#### UK & Ireland Regional Legal Team of the Year

Stevens & Bolton LLP

### North American Category

#### North American Team of the Year

EisnerAmper

### Special Awards

#### The Geoffrey Shindler Award for Outstanding Contribution to the Profession

James Kessler QC TEP

#### Lifetime Achievement Award

Richard Moyse TEP

## The Awards Ceremony

### Date

19 September 2012

### Venue

London Hilton on Park Lane Hotel,  
22 Park Lane,  
London W1K 1BE,  
United Kingdom

### Table Sales and Entry Queries

STEP Events Team Tel: +44 (0)20 7340 0500  
Email: [events@step.org](mailto:events@step.org)

### Tables of 10

£4,500 + VAT per table

### Sponsorship

For more information on sponsorship opportunities, please contact

Tom Fountain Tel: +44 (0)20 8962 1258  
Email: [tom@thinkpublishing.co.uk](mailto:tom@thinkpublishing.co.uk)

Follow the event on Twitter [#STEPPCA](https://twitter.com/STEPPCA)

## The Organisers

The Society of Trust and Estate Practitioners (STEP) is a unique professional body providing members with a local, national and international learning and business network. STEP provides education, training, representation and networking for its members, who are professionals specialising in trusts and estates, executorship, administration and related taxes.

STEP has more than 17,000 members worldwide, providing coverage in over 81 countries.