

2019 Spotlight Awards™
Global Communications
Competition

Entry Deadline:

27 September 2019

With Extension Fee: 11 October 2019

"All of us here think that this is the best-organized competition we've ever experienced. Thanks for your hard work!"



CALL FOR ENTRIES

9 of the Top 10
Fortune 500 Firms
Have Joined LACP
Competitions

Those in the Top 100 Include:

Walmart (1) · Exxon Mobil (2)
Chevron (3) · GE (4)
Bank of America (5)
AT&T (7) · Ford Motor (8)
JP Morgan Chase (9) · H-P (10)
Citigroup (12) · Verizon (13)
McKesson (14) · AIG (16)
Cardinal Health (17)
CVS (18) · Wells Fargo (19)
IBM (20) · UnitedHealth (21)
P&G (22) · Costco (25)
ADM (27) · Boeing (28)
The Home Depot (29)
WellPoint (31) · Walgreen (32)
J&J (33) · State Farm (34)
United Tech. (37) · Dell (38)
Pfizer (40) · Lowe's (42)
Lockheed (44) · Pepsico (50)
MetLife (51) · Safeway (52)
Kraft (53) · Sysco (55)
Disney (57) · Cisco (58)
Comcast (59) · Northrop (61)
Intel (62) · Aetna (63)
Prudential (65) · Caterpillar (66)
Sprint (67) · Allstate (68)
Coca-Cola (72) · Humana (73)
Honeywell (74) · Abbott (75)
HCA (77) · Time Warner (82)
Johnson (83) · Delta (84)
Merck (85) · DuPont (86)
Tyson Foods (87) · Amex (88)
MassMut. (93) · Raytheon (95)
Hartford (97) · Publix (99)

NEW FOR 2019

Refreshed Online
Design for Winners

ALSO NEW

Free Express UPS
Shipping for All Kits

Summer 2019

Nothing distinguishes your work and brings recognition to you and your team more than honors from the 2019 Spotlight Awards, the world's most popular metrics-based global communications competition.

From **Abbott** to **Zurich Financial**, companies large and small **compete against peers of similar size and means** to earn esteem for their achievements. In fact, entries from nearly a half dozen countries competed in the Spotlight Awards last year alone.

Here's your chance to earn recognition for your hard work in communications.

The 2019 Spotlight Awards provides a platform for communications professionals to demonstrate the value they're delivering to their organizations and clients.

So whether you support a **corporation, non-profit, educational institution, or governmental entity**, LACP's 2019 Spotlight Awards Competition is a chance to have the high quality of your work validated in one of the most respected competition forums in the world.

The **Call for Entries ends 27 September 2019**. (11 October 2019 with \$25 extension fee.) So don't delay; be sure to submit your entry today!

Best of luck,

Christine Kennedy
LACP Competition Director



2019 Spotlight Awards

Global Communications Competition

QUESTIONS AND ANSWERS

Do I Have to be Based in the United States in Order to Enter? Organizations based outside of the U.S. are welcome to apply. We regularly receive entries from **Australia, Austria, the Benelux, Bermuda, Canada, China, Czech Republic, Germany, Hong Kong, India, Indonesia, Israel, Japan, Korea, Mexico, New Zealand, Norway, Saudi Arabia, South Africa, Sri Lanka, Switzerland, Turkey, and the U.K.**

When Must I Have Created My Publication?
It must have been disseminated within the last 12 months.

How Should I Submit My Entry? Entries can be submitted in both hard- and soft-copy formats. The preferred soft-copy format is PDF. Contact us if you need to use another entry medium. Cover letters are welcome but not required. Only one copy of each edition needs to be provided for judging.

Can I Upload My Entire Entry? Yes! All materials can be sent to us online at <http://www.lacp.com/upload>. This can include submissions, entry forms, cover letters, videos, PDFs and more. Need help? Chat with us online at www.lacp.com/support

How Does Judging Occur? Award results are based on the judging of submissions within peer-level competition classes. They are determined according to company size, annual revenue, and other pertinent factors. Scoring is derived according to LACP's proprietary judging system, which grades various criteria of an entry. A composite score is then determined. Your Results Kit will provide full details on the judging methodology as well as feedback on your report.

Should I Include a Cover Letter? While not mandatory, it does help judges better understand an entry's goals, target audience, messaging, development, and success metrics.

How Do Competition Classes Work? All entrants are required to enter the General Competition—this is where the heart of judging takes place, primarily among organizations of similar size and means. If you believe your entry stands out in any of the other achievement categories (e.g. Most Creative, Most Improved), you can enter those separate competitions and contend against all other entrants solely on that category's single criterion. "Special Achievement" categories include regional awards, as well.

Are Late Entries Accepted? Yes, through 11 October 2019. We may be able to make special arrangements for exceptional circumstances—contact us at www.lacp.com/contactus

Do I Have to be an LACP Member to Enter? No.

How to Enter in Three Easy Steps

1) Package Your Entry. Select one or more editions of your digital, print or video publication for judging. Only one copy of each edition is needed. Please avoid stapling or paper-clipping any material to the front cover of your publication since all entries will be scanned. Completed publications awaiting printing can be submitted on a CD in PDF format.

2) Complete the Entry Form. Complete all fields for you and/or your client as accurately as possible. A one- to two-page cover letter is optional.

3) Mail Your Entry. You're done! Entries must be shipped by deadline.

Important Dates

27 September 2019: Deadline to mail entries.
11 October 2019: Deadline to mail entries with fee.
11 November 2019: Winners announced & kits shipped.

LEGAL INFORMATION: Fortune 500 is a registered trademark of Fortune Magazine. All entries become property of LACP LLC unless otherwise arranged. All entrants agree to waive LACP LLC of all liability pertaining to the conduction of its competitions and related programs. International entrants are responsible for all customs duties and taxes.

INDUSTRY KEY—USE WHEN COMPLETING ENTRY FORM

Code	Industry Name	Sample Organizations — Previous Winners	Code	Industry Name	Sample Organizations — Previous Winners
01000	Aerospace & Defense	Boeing, Lockheed Martin, Raytheon	23000	Health Care — Equipment & Supplies	Baxter Int'l, Dade Behring
02000	Agribusiness	Bayer CropScience, Bunge, Agrium	24000	Health Care — Providers & Services	WellPoint, Vanderbilt Univ.
03000	Automobiles & Components	Fleetwood Enterprises, Volvo, Michelin	25000	Insurance	MetLife, RGA, Selective, Allstate, Mutual of Omaha
04000	Banks — Commercial	Bank of America, Wells Fargo, SunTrust	26000	Materials	Georgia-Pacific, Rock-Tenn, Vulcan, Gibraltar Steel
05000	Banks — Thrifts & Mortgage Fin.	Countrywide, Washington Mutual	27000	Media	Cox, E.W. Scripps, Scholastic, ESPN
06000	Biotechnology	Biogen Idec, Myogen	28000	Non-Profits	RAND, Nemours, Goodwill, KPMG Foundation
07000	Business/Construction/Engineering Services	Monster, Pitney Bowes, Accenture	29000	Pharmaceuticals	Johnson & Johnson, Merck, Pfizer, Abbott
08000	Chemicals	BASF, DuPont, Eastman Chemical	30000	Real Estate/REIT	BRE, Regency Centers, Gables, Home Prop.
09000	Conglomerates, Holding Co., Div. Invest.	GE, Textron, Walter Ind.	31000	Retailing — Food & Specialty	Office Depot, Lowe's, Tiffany, Publix
10000	Consumer Consum. — Food/Bever./Tobacco	Hormel, Coca-Cola, Altria	32000	Retailing — Internet/Catalog	800-FLOWERS, Sharper Image
11000	Consumer Consum. — Household/Personal	Mattel, Colgate-Palm., P&G	33000	Retailing — Multi-line Retail	Big Lots!, Federated Dept. Stores
12000	Consumer Durables — Household	Maytag, Stanley Works	34000	Technology — Computers & Peripherals	Dell, H-P, IBM, Maxtor
13000	Consumer Durables — Textile/Apparel/Luxury	Steve Madden	35000	Technology — Electronic Equip. & Instruments	XEROX, CDW, Agilent
14000	Consumer Services — Hotels/Restaurants/Leisure	Hilton Hotels	36000	Technology — Hardware & Equip.	Cisco, Motorola, QUALCOMM
15000	Consumer Services — Other	H&R Block, Mighty Ducks (NHL)	37000	Technology — I.T. Services	EDS, Iron Mountain, Perot Systems, Fiserv
16000	Educational	Kent State, National University, WestEd	38000	Technology — Semiconductors & Equipment	Intel, AMD, Broadcom
17000	Energy — Equipment & Services	FMC, Halliburton, Schlumberger	39000	Technology — Software	EarthLink, Yahoo!, Adobe, Symantec
18000	Energy — Oil, Gas & Consumable Fuels	BP, Anadarko, Peabody	40000	Telecommunications	Sprint Nextel, Verizon, U.S. Cellular
19000	Equipment, Machinery & Instruments	Caterpillar, Fluor, Hyundai H.I.	41000	Transportation & Logistics	American Airlines, Ryder, Yellow
20000	Financials — Capital Markets	Bear Stearns, Charles Schwab	42000	Utilities — Electric	Progress Energy, Exelon, Entergy
21000	Financials — Diversified Services	Citigroup, Principal Financial	43000	Utilities — Gas	AGL Resources, Peoples Energy
22000	Government — City/State/Nat'l	U.S. State Dept., FAA, U.S. Army	44000	Utilities — Multi/Water/Traders	Ameren, TXU, Constellation

2019 Spotlight Awards Global Communications Competition Entry Form

INSTRUCTIONS: Simply complete this entry form and submit it along with one entry sample to be judged and, optionally, a one- or two-page cover letter summary. Materials should be sent to LACP at the above address by 27 September 2019 or uploaded at <http://www.lacp.com/upload>. Agencies are welcome to submit entries on their clients' behalf. Winners will be announced 11 November 2019 at www.lacp.com and via courier.

1 Company Size (AGENCIES: SIZE OF CLIENT ORGANIZATION)

- Up to 100 employees 100 - 1,000 employees 1,000 - 10,000 employees 10,000+ employees

2 Gross Revenue (AGENCIES: REVENUE OF CLIENT ORGANIZATION)

- Up to \$10 million \$10 - \$100 million \$100 million - \$1 billion \$1 - \$10 billion \$10+ billion

3 Project Name: _____

4 Format of Competition Materials (One Included; Additional Selections Available at \$150 Each†)

Report-Based Communications Materials

- Annual/Integrated Report CSR Report ESG Report Interim Report Online Report Sustainability Other: _____

Print-Based Communications Materials

- Ad Article Book(let) Brochure Guide Magazine/Newsletter Mailer Presentation Other: _____

Web/E-Mail-Based Communications Materials

- E-Mail-Based Feature Multimedia/Interactive Newsletter/Magazine iPad App Web/Intranet Site URL: _____

Video- & Audio-Based Communications Materials

- Podcast Organizational Video Commercial/Ad/PSA Product/Service Video Testimonial/Case Study Other: _____

Other Communications Materials - Unlisted/Multiple/Mixed Media Formats

- Communications Campaign Conference/Meeting/Special Events Multi-Format Comms. Materials Other: _____

5 Participation Level — Choose One

- PREMIUM PLUS: SPEC. ACH. + TOP 100 + GENERAL + SHIPPED KIT + "COMPLETE" BENEFITS + "PREMIUM PLUS" BENEFITS.** \$ 900
- PREMIUM: SPECIAL ACHIEVEMENT + TOP 100 + GENERAL + SHIPPED RESULTS KIT + "COMPLETE" BENEFITS + "PREMIUM" BENEFITS** \$ 650
- COMPLETE*: SPECIAL ACHIEVEMENT + TOP 100 + GENERAL + SHIPPED RESULTS KIT + "COMPLETE" BENEFITS.** \$ 400
- BASIC: GENERAL + SHIPPED RESULTS KIT** \$ 325
- ECONOMY: GENERAL** \$ 225

SPECIAL ACHIEVEMENT AWARD CATEGORIES

- | | | |
|---|---|--|
| <input type="checkbox"/> Best Publication Debut | <input type="checkbox"/> Most Inspirational Publication | <input type="checkbox"/> Most Engaging Publication |
| <input type="checkbox"/> Best Publication Narrative | <input type="checkbox"/> Most Improved Publication | <input type="checkbox"/> Best In-House Publication |
| <input type="checkbox"/> Best Publication Visual Design | <input type="checkbox"/> Most Creative Publication | <input type="checkbox"/> Best Agency Publication |

TOP 100 AWARD CATEGORY

- Individual Ranking of Competition Entry
- Includes Top 100 Worldwide

GENERAL AWARD CATEGORY

- Participation of Entry in Competition Class
- Inclusion in Online Results (if applicable)

SHIPPED RESULTS KIT

- 20-Page Results Guide
- Certificates for All Awards Won (if applicable)

"COMPLETE" ENTRY LEVEL BENEFITS

- LACP Membership
- Access to the Latest Edition of PR Tools
- Complimentary Additional Selection in 4

"PREMIUM" ENTRY LEVEL BENEFITS (DOUBLED FOR "PREMIUM PLUS")

- NEW:** Presented in anodized aluminum case.
- 100 Customized, Full-Color Reprints
- Complimentary Crystal Statuette Certificate
- Complimentary Additional Selection in 4
- Complimentary PDF Edition of Results Guide
- Complimentary Extra Printed Results Guide

6 Organization & Agency Information

Company: _____ Company Twitter Hashtag: _____ Company URL: <http://>_____

Agency: _____ Agency URL: <http://>_____

Contact Person: _____ Contact is with: Company Agency

Contact Address: _____ City, State, ZIP: _____

Phone: _____ FAX: _____ E-Mail: _____

7 Method of Payment (Visa/MasterCard/American Express/Discover Accepted. Invoice Terms: Net 15)

Credit Card: Exp: Security Code: _____ Signature: _____

Check (enclosed, payable to LACP) Bill me (Payment must be received prior to shipping of results. P.O., if necessary: _____)

8 Important Information

All entry fees are non-refundable. By submitting an entry, firms with a standing past due balance with LACP agree to have that balance cleared by either 1) charging the credit card number listed on the either a current or previous entry/order form or 2) having the charges added to the current invoice. LACP reserves the right to refuse Net 15 payment terms. Wire transfer payments subject to a \$25 fee to cover bank charges. Entry benefits

2019 Spotlight Awards

Global Communications Competition

Gain the recognition you've earned.

Why this Spotlight Awards is the Best Yet.

Crystal Statuettes Available with All Results Kits

- Instant Recognition of Your Participation or Win

Full-Blown Results Kits & Resources

- 20+ Pages of Awards Coverage, Metrics, Judges' Feedback & Participant/Winner Certificates

Online Winners' Gallery

- The Most Extensive: Profiles on Each Winning Submission and Its Strengths in the Competition



- NEW:**
- Refreshed Online Design for All Winners
 - Free UPS Shipping for All Results Kits
 - Crystal Statuettes Available with All Results Kits

See inside for details.

...and many more!

Organizational Web Sites

Organizational Videos

Newsletters

Magazines

Brochures

Annual Reports

26+ entry categories:

Enter the Industry's
Largest Global Communications
Competition!

ENTRY DEADLINE:
27 September 2019

2019
Spotlight Awards
Global Communications
Competition



CALL FOR ENTRIES

999 Vanderbilt Beach Road, Suite 200
Naples, FL 34108

