

ENTRY GUIDELINES



THE **PM360**
TRAILBLAZER
AWARDS **2020**

The **PM360** Trailblazer Awards recognize outstanding achievement and innovation in healthcare marketing in nine overall award categories.

1



THE PM360 TRAILBLAZER AWARDS 2020

GENERAL ENTRY INFORMATION

Who May Nominate

Anyone from an agency, manufacturer, or any supplier/vendor that works for or within a company in the life sciences industry can submit a nomination for themselves or someone else in any category. Please include the contact person information and nominee's information in the respective form fields if you are nominating someone else.

Eligibility

Initiatives, achievements, programs, and other work conducted between May 1, 2019 and May 8, 2020 are eligible. Some of the work must have occurred during this time, but it need not necessarily have been started or completed during the eligibility period. While the majority of the work submitted will be from the U.S. and Canada, international work is also eligible.

Confidentiality

Any proprietary data submitted will be kept strictly confidential. Any information about finalists and winners will be published subject to final approval by the finalist and winner.

Entry Fee

There is an entry fee of \$385 for each entry submitted. Please note that there is a \$195 penalty fee for late entries submitted after the deadline.

Deadline for Entries

Entries must be submitted by May 8, 2020.

One Nominee in Multiple Categories

One nominee may be entered in more than one category. However, each such entry requires a separate entry fee, entry form, and statement, plus supplementary materials for each category entered. If supplementary materials are sent by mail, you must send three copies of each item for each category entered.

Categorization Changes

Please note that *PM360* reserves the right to change the category in which an entry will be judged. These changes are made only to ensure that an entry better fits its category and/or make the entry more competitive.

Judging Process

Entries will be judged and winners selected by the *PM360* Editorial Advisory Board, representing a wide range of expertise in life sciences and healthcare marketing.



THE PM360
TRAILBLAZER
AWARDS 2020

HOW TO APPLY

How to Apply

General instructions for entering and links to the online entry form are at <http://www.pm360online.com/trailblazerawards>. Those instructions are repeated here in a little more detail.

1. Prepare an *Application Statement* for the judges. In a Word document (.doc, .docx, .rtf, or .pdf), the statement should detail the merits of the nominee. There is no maximum length, but it should be at least 300 words. See the “Application Statement Instructions for Each Type of Award” below for guidance. Be sure to answer all questions in the Application Instructions for your award, as it will be used to write the profiles of the winners that will be published online and in the Trailblazer Winners October print magazine issue.

2. Prepare an *Image* to be used for the promotion of your entry if you are named a finalist or a winner. Each submission must be accompanied by an image that will be used to represent your entry in the Trailblazer Awards Gala booklet and presentation the night of the awards gala. Any image should be approximately 4x5 inches at 300 dpi (this is only the minimum size; images can be larger and can be either portrait or landscape). See the instructions for each type of award for more details about the image.

When the Application Statement and Image are ready:

- **Go to the Online Entry Form** at <http://www.pm360online.com/trailblazerawards> and fill out the online entry form.
- **Be sure to specify the proper award type** (Company, Brand Champion, Initiative, Marketer of the Year, Marketing Team of the Year, Vanguard Award, Imagination Award, Best Natural Product Brand, and Lifetime Achievement), the category, and the name of the nominee. Note that if you’re nominating a company, the nominee is a company. If you’re nominating an initiative, the nominee is the name of the initiative. If you’re nominating someone for one of the individual’s awards, the nominee is the person. If you’re nominating a team, the nominee is the name of the brand team. Enter and confirm entry fee payment information.
- **Submit the form and payment online**, supplying the Application Statement and Image where requested. Additionally, any electronic supplementary materials (up to 50MB total) may also be supplied as attachments. Please record the Entry ID number for future reference.

3. Other supplementary materials may be submitted in accordance with the following rules.



THE PM360
TRAILBLAZER
AWARDS 2020

SUPPLEMENTARY MATERIALS

How to Submit Supplementary Materials

Although supplementary materials are not required, we invite you to submit any supplementary materials you think will strengthen your case. These materials may include visual materials, samples, testimonials, charts and diagrams, promotional materials such as binders and sales kits, DVDs, CDs, USB drives, VR kits, etc. Be sure to name each supplementary item file with your Entry ID number so it can be readily matched with your entry. Mailed items should also be labeled with the Entry ID Number supplied to you with your online submission.

- **Supplementary Materials on the Web.** Electronic supplementary materials can, of course, be made available to the judges on the web simply by supplying the appropriate URL in the application statement.

- **Electronic Submission.** Electronic files under about 50MB can be submitted as attachments along with your application. Larger electronic files can be uploaded to our ftp site at pm360.brickftp.com.

Please contact Kayla Walsh at kayla.walsh@pm360online.com for ftp details. Materials can also be faxed to 866-811-7599.

Please wait to upload any files until after you submit your entry and then name all electronic files that you upload to the ftp site with the Entry ID number you receive via email.

- **Submission by Mail.** Please send three copies of each supplementary item that cannot be sent electronically. These should be in *three* physical packages we can directly forward to the judges. Mail to PM360 Magazine at:

AMS Group, LLC
Attention: Kayla Walsh
72-11 Austin Street, #296
Forest Hills, NY 11375

Mailed items should be labeled with the Entry ID Number supplied to you with your online submission.



COMPANY OF THE YEAR

Trailblazer Company of the Year Awards

The Trailblazer Company of the Year Awards honor the top company in each of the following five categories:

- 1. Pharma/Biotech Company:** A pharmaceutical or biotech company that develops products in four or more therapeutic areas.
- 2. Medical Device/Diagnostics Company:** Any size medical device or medical diagnostics company.
- 3. Specialty Pharma/Biotech Company:** A pharmaceutical or biotech company that only focuses on developing products in three or fewer specific or novel therapeutic areas.
- 4. Advertising Agency (Healthcare, DTC, Interactive):** Any size marketing agency that has done work within the life sciences or healthcare industry with the last year.
- 5. Supplier (to Healthcare Manufacturers):** Any size supplier or vendor that has done work within the life sciences or healthcare industry with the last year.

Judging Criteria

These are the criteria on which companies may be judged:

Innovation: Companies that have excelled in innovation across the board, including drug discovery, commercialization, market development, post-approval marketing, advertising, public relations, and communications, or have taken steps to foster innovation in these areas.

Talent Development: Companies that have a record of attracting the best talent and have found ways to keep them, by supporting education and career development, creating a good work environment, and offering competitive salary and benefits.

Social Responsibility: This includes patient access, civic and global involvement, and environmental consciousness. Companies that have found ways to increase patient access to medication or medical care, that have been good citizens of their communities (through philanthropy, educational outreach, promotion of human rights, and cooperation with civic, humanitarian, or governmental organizations), or that have taken steps to save energy, convert to greener processes, or promote environmental goals.



THE PM360
TRAILBLAZER
AWARDS 2020

COMPANY OF THE YEAR

Application Statement

PLEASE DISPLAY THE FOLLOWING INFORMATION AT THE TOP OF THE APPLICATION STATEMENT:

Award Category: Company of the Year

Award Subcategory: [Pharma/Biotech, Specialty Pharma/Biotech, Device/Diagnostics, Agency, or Supplier/Vendor]

Nominee: [Name of company]

List of Supplementary Materials and Means of Transmission:

[List of all supplementary materials, electronic and non-electronic, to assist the judges in identifying the relevant materials. **IMPORTANT:** Without this information on the application the judge has no way of knowing that there are supplementary materials.]

Please include the Following Information in the Statement:

- Describe the company's size and what it does.
- To make your application as competitive as possible, we suggest that you argue for achievement in all of the three areas listed under "Judging Criteria" above: Innovation, Talent Development, and Social Responsibility.
- For each criterion you choose, describe the range of the company's initiatives in this area in some detail. The following kinds of information are relevant:
 - The objective of the initiative.
 - The magnitude of the company's efforts (e.g., in terms of time or money spent or the number of employees or departments involved, if this information is available).
 - Any evidence you can provide of the effectiveness of the initiative. This could include business outcomes like growth, increased revenue, cost savings, and improvement in process or customer satisfaction. It could also include e.g., positive press coverage of the company's civic activity, employee achievement or retention rates, testimonials, etc.
 - Where appropriate, include comparative data that demonstrates the company's superiority to its peers.

Promotional Image

Companies must submit both a high-resolution company logo as well as either a single image or a collage that represents the company, which could include its work, its employees, charity/philanthropic events, corporate headquarters, etc. (At minimum the image must be 4x5 inches at 300 dpi.)



THE PM360
TRAILBLAZER
AWARDS 2020

BRAND CHAMPIONS

Trailblazer Brand Champion Awards

The Brand Champion Awards honor any member of the brand marketing team who has initiated groundbreaking marketing strategies and tactics in 18 categories:

- | | |
|---------------------------------|--------------------------------|
| 1. Autoimmune | 10. Innovation |
| 2. Cardiology | 11. Managed Markets |
| 3. Central Nervous System | 12. Medical Device/Diagnostics |
| 4. Dermatology | 13. Men's Health |
| 5. Diabetes/Metabolic Disorders | 14. Ophthalmology/Optometry |
| 6. Diversity/Multicultural | 15. Pain/Inflammation |
| 7. Gastrointestinal | 16. Rare Diseases |
| 8. Hematology/Oncology | 17. Respiratory |
| 9. Infectious Disease | 18. Women's Health |

Judging Criteria

Candidates for Brand Champion will be judged on innovation, leadership, ability to communicate, and analytical and organizational skills.

- The **Innovation Brand Champion** award is given to marketing game-changers whose innovations have an impact that extends across multiple disease categories.
- The **Managed Markets Brand Champion** award is given to marketers who have developed effective strategies for achieving profitable, integrated access to major payers in the managed markets environment.
- The **Diversity/Multicultural Brand Champion** award is given to marketers who have developed successful campaigns targeting minority cultures. The campaign(s) can be for any therapeutic category or unbranded disease education.
- The **rest of the Brand Champion categories** all correspond with a specific therapeutic area. The nominee does not have to work exclusively in the therapeutic area that he/she is being nominated for, but they must have worked on at least one brand in that area between May 1, 2019 and May 8, 2020. The application statement should focus on their work in the therapeutic area they are being nominated for.



BRAND CHAMPIONS

Application Statement

PLEASE DISPLAY THE FOLLOWING INFORMATION AT THE TOP OF THE APPLICATION STATEMENT:

Award Category: Brand Champion

Disease Class: [e.g., Cardiology or Managed Markets]

Nominee: [Name of brand or marketing manager]

List of Supplementary Materials and Means of Transmission:

[List of all supplementary materials, electronic and non-electronic, to assist the judges in identifying the relevant materials. **IMPORTANT:** Without this information on the application the judge has no way knowing that there are supplementary materials.]

Please address the following questions in your Statement:

1. What marketing programs was the nominee involved in? Describe the programs and what his or her role in those programs was. Include any challenges the nominee had to overcome.
2. What features of the programs were innovative?
3. How did the nominee contribute to the programs' success? Emphasize the leadership skills of the nominee, their readiness to innovate, and/or their analytical or organizational skills.
4. How did the brand(s) or product(s) marketed benefit patients (e.g., how did it increase lifespan, quality of life, etc.)?
5. What evidence of the effectiveness or success of the programs is there? Although we realize some information about performance will be proprietary, provide us with the best evidence you can of the programs' effectiveness, ideally specific and quantitative data (ROI, click-through rates, etc.).

Promotional Image

Submissions must include a high-resolution headshot of the nominee. (At minimum the image must be 4x5 inches at 300 dpi.)



THE PM360
TRAILBLAZER
AWARDS 2020

MARKETER OF THE YEAR

Trailblazer Marketer of the Year

The Marketer of the Year Award recognizes an outstanding person who has changed the landscape at his or her company or in the field of pharmaceutical, biotech, or medical device marketing.

Judging Criteria:

Candidates for Marketer of the Year will be judged on innovation, leadership, and the impact their work over the past year has had on their organization or the industry as a whole.

Application Statement

PLEASE DISPLAY THE FOLLOWING INFORMATION AT THE TOP OF THE APPLICATION STATEMENT:

Award Category: Marketer of the Year

Nominee: [Name of person being nominated for this award]

List of Supplementary Materials and Means of Transmission: [List of all supplementary materials, electronic and non-electronic, to assist the judges in identifying the relevant materials. **IMPORTANT:** Without this information on the application the judge has no way of knowing that there are supplementary materials.]

Please address the following questions in your Statement:

1. What major changes did the nominee initiate or play a role in? Explain how these changes have transformed his or her department or company, or the fields of pharmaceutical/biotech/medical device marketing or disease diagnostics or treatment.
2. What evidence of the effectiveness or success of the nominee in effecting change do you have? Although we realize some information about performance will be proprietary, provide us with the best evidence you can of the marketer's influence and effectiveness.

Promotional Image

Submissions must include a high-resolution headshot of the nominee. (At minimum the image must be 4x5 inches at 300 dpi.)



THE PM360
TRAILBLAZER
AWARDS 2020

MARKETING TEAM OF THE YEAR

Trailblazer Marketing Team of the Year

The Marketing Team of the Year is a team that reaches across various functions to achieve exceptional results. This can include outstanding marketing practices, the adoption of new and innovative technologies/strategies, successfully positioning their brand/company, creating an outstanding customer experience, positively impacting the culture of their organization, etc.

Judging Criteria:

- The Marketing Team of the Year should be based at a manufacturer (pharma, biotech, specialty, medical device, etc.) but can include members from outside of the organization (i.e., from an agency or supplier).
- Teams can be nominated for their work on brands or other projects that span a portfolio or even several therapeutic categories (e.g., adherence programs, market access, Health IT, patient assistance, etc.). Teams that work on projects that revolutionize how a company operates are also eligible.
- Teams will be evaluated on their work's innovation, effectiveness, and results.

Application Statement

PLEASE DISPLAY THE FOLLOWING INFORMATION AT THE TOP OF THE APPLICATION STATEMENT:

Award Category: Marketing Team of the Year

Nominee: Name of team being nominated for this award (e.g. The FAKEOLEX Brand Team]

Team Members: A list of the individual members of the team with their titles and companies

List of Supplementary Materials and Means of Transmission: [List of all supplementary materials, electronic and non-electronic, to assist the judges in identifying the relevant materials. **IMPORTANT:** Without this information on the application the judge has no way of knowing that there are supplementary materials.]

Please address the following questions in your Statement:

1. What project was this team tasked with? Explain the reason this team was brought together and describe the work that they did and the challenges they had to overcome.
2. What makes the work of this team innovative?
3. How did the work of the team benefit the company, brand(s) and/or patients?
4. Is there evidence of the effectiveness or success of the team? Although we realize some information will be proprietary, provide us with the best evidence you can of the team's influence and success.

Promotional Image

Submissions must include a high-resolution team photo. Also include a caption that identifies who is who in the team photo. (At minimum the image must be 4x5 inches at 300 dpi.)



THE PM360
TRAILBLAZER
AWARDS 2020

INITIATIVE AWARDS - SUBCATEGORIES

Trailblazer Initiative Awards

The Initiative Awards honor marketing innovation in any of the following categories:

- 1. App/Digital Solution or Suite:** Any mobile/tablet app or solution/suite made for reaching/engaging with a target audience through a digital device (phone, tablet, computer, EMR/EHR, etc.) The initiative can be for any target audiences and the work can be for marketing, education, instruction, an add-on for a drug or device, etc.
- NEW 2. Cannabinoid Professional Education:** Any initiative aimed at educating a professional audience (i.e., doctors, nurses, physician assistants, etc.) about a branded cannabinoid product.
- 3. Consumer Website/Online Initiative:** Any website or online campaign/program developed to promote a branded product, drug, or medical device with the purpose of reaching or engaging with a consumer audience.
- NEW 4. Data/Analytics Initiative:** Any use of data or analytics to more effectively identify and target audiences, increase the effectiveness or ROI of a single campaign or overall media strategy, and/or demonstrate the effectiveness of a campaign or strategy. This can include the use of programmatic and other marketing automation technologies.
- 5. Direct to Consumer Campaign:** Any single advertisement, series of ads, or multichannel campaign developed for a branded product, drug, or medical device with the purpose of reaching or engaging with a consumer audience.
- 6. Direct to Patient Campaign:** Any single advertisement, series of ads, or multichannel campaign developed for a branded product, drug, or medical device with the purpose of reaching or engaging with patients who have already been diagnosed with a disease. For example, campaigns geared toward getting patients to switch to a different therapy.
- 7. HCP Education:** Any type of educational program developed to inform or instruct a professional audience (healthcare providers, physicians, nurses, etc.). The initiative can include print materials, digital components, virtual or augmented reality, live symposiums, conference booths, etc.
- 8. Interactive Marketing Program:** An initiative intended for any audience that includes a component that makes the target interact with the campaign in some fashion. This can include virtual/augmented reality, geo-fenced reminders or notifications, quizzes or tests, CRM program, conference booth, virtual assistant, chatbot, etc.
- 9. Patient/Consumer Education:** Any type of educational program developed to inform or instruct patients and/or consumers. The initiative can include print materials, digital components, virtual or augmented reality, live symposiums, conference booths, etc.



INITIATIVE AWARDS - SUBCATEGORIES

10. Persistence/Adherence Program: A program designed to help increase adherence rates and remind patients to keep taking their medication(s).

11. Point of Care: Any initiative developed for reaching physicians and/or patients at the point of care where healthcare decisions are often made. This can include—but is not limited to—materials, programs, or devices made for the hospital or physician office waiting rooms, the exam room, physician back offices, and the pharmacy.

12. Product/Service Launch: Any campaign developed for the launch of a new pharmaceutical product, medical device, or other service from a life sciences manufacturer. This category can also include campaigns for the re-launch of an old product or the launch of a new indication for a previously approved product.

13. Professional Campaign: Any single advertisement, series of ads, or multichannel campaign developed for a branded product, drug, or medical device with the purpose of reaching or engaging with a professional (i.e., doctors, nurses, physician assistants, etc.) audience.

14. Professional Website/Online Initiative: Any website or online campaign/program developed to promote a branded product, drug, or medical device with the purpose of reaching or engaging with a professional (i.e., doctors, nurses, physician assistants, etc.) audience.

15. Sales Aid: Any print or digital detail aid designed to assist a sales representative prior to, during, or after their interaction with a healthcare professional.

16. Self-Promotion: Any advertisement or campaign created by an advertising agency to promote their own company.

17. Social Media Campaign: Any digital campaign targeting any healthcare stakeholder that involves the use of at least one social media platform.

18. Unbranded Campaign: Any print or digital campaign on behalf of a life sciences company that doesn't mention a branded product. For example, disease state awareness campaigns that offer general information about a specific disease or health issue.

19. Video/TV Campaign: A TV commercial or video on any other medium that promotes disease awareness or a specific a branded product. The video can be intended for any audience.



INITIATIVE AWARDS APPLICATION

Application Statement

PLEASE DISPLAY THE FOLLOWING INFORMATION AT THE TOP OF THE APPLICATION STATEMENT:

Award Category: Initiative

Type of Initiative: [for example, Product/Service Launch or Unbranded Campaign]

Nominee: [Name or Title of the initiative]

List of Supplementary Materials and Means of Transmission: [List of all supplementary materials, electronic and non-electronic, to assist the judges in identifying the relevant materials. **IMPORTANT:** Without this information on the application the judge has no way of knowing that there are supplementary materials.]

Please address the following questions in your Statement:

1. What were the goals of the initiative? Please be as specific as possible. In addition, identify the target audience. If the goal is a challenging one, explain why.
2. How was the initiative crafted to meet its goals? In particular, describe in detail the strategy, planning, and execution. Emphasize those elements that were especially challenging or that demonstrate skill or originality. Include the budget of the project.
3. Why was the initiative successful relative to its goals? What reason is there to think it was cost-effective? How did you measure the success of the program? Please provide as much qualitative and quantitative data as possible (ROI, click-through rates, etc.).

Promotional Image

Submissions must include a high-resolution image that can represent the initiative. Ideally, this would be more than just a company logo, but a logo is acceptable if you have nothing else suitable. (At minimum the image must be 4x5 inches at 300 dpi.)



LIFETIME ACHIEVEMENT AWARD

Trailblazer Lifetime Achievement Award

The Lifetime Achievement Award recognizes a senior healthcare marketer who has transformed the business through leadership, wide-ranging influence, and original contributions.

Judging Criteria:

Candidates will be evaluated on the overall impact their contributions and work have had on the industry throughout the course of their careers.

Application Statement

PLEASE DISPLAY THE FOLLOWING INFORMATION AT THE TOP OF THE APPLICATION STATEMENT:

Award Category: Lifetime Achievement Award

Nominee: [Name of person being nominated for this award]

List of Supplementary Materials and Means of Transmission: [List of all supplementary materials, electronic and non-electronic, to assist the judges in identifying the relevant materials. **IMPORTANT:** Without this information on the application the judge has no way of knowing that there are supplementary materials.]

Please address the following questions in your Statement:

1. What major changes did the nominee initiate or play a role in? Explain how these changes have transformed his or her department or company, or the fields of pharmaceutical/biotech/medical device marketing or disease diagnostics or treatment.
2. What evidence of the nominee's impact on the industry do you have? Although we realize some information about performance will be proprietary, provide us with the best evidence you can of the nominee's impact across his or her career.

Promotional Image

Submissions must include a high-resolution headshot of the nominee. (At minimum the image must be 4x5 inches at 300 dpi.)



THE PM360
TRAILBLAZER
AWARDS 2020

VANGUARD AWARD

Trailblazer Vanguard Awards

The Vanguard Award recognizes an industry pioneer who established a first of its kind strategy, product, service, or technology. The strategy, product, service, or technology can have been established at any point over the course of the person's career, but the person must have been the first to introduce it to the industry.

Judging Criteria:

Candidates for this award must describe what first of its kind strategy, product, service, or technology that they introduced to the industry and provide evidence that they were the first ones to do so. Then they must show the impact this introduction had on the industry.

Application Statement

PLEASE DISPLAY THE FOLLOWING INFORMATION AT THE TOP OF THE APPLICATION STATEMENT:

Award Category: Vanguard Award

Nominee: [Name of person being nominated for this award]

List of Supplementary Materials and Means of Transmission: [List of all supplementary materials, electronic and non-electronic, to assist the judges in identifying the relevant materials. **IMPORTANT:** Without this information on the application the judge has no way of knowing that there are supplementary materials.]

Please address the following questions in your Statement:

1. What was the new strategy, product, service, or technology that the person introduced to the industry? When was it introduced?
2. What made it unique at the time it was introduced?
3. What challenges did the person have establishing this new strategy, product, service, or technology?
4. What impact did it have on the industry when it was first introduced? If it was established a while ago, what impact does it have on the current industry? Can you supply any evidence (metrics, testimonials, etc.) that can demonstrate its impact?

Promotional Image

Submissions must include a high-resolution headshot of the nominee. (At minimum the image must be 4x5 inches at 300 dpi.)



IMAGINATION AWARD

Trailblazer Imagination Award

The Imagination Award goes to the industry leader that: (1) demonstrated courage to stand apart from the conventional industry norms; (2) imagined and then made real a radical idea requiring others in the industry to evolve or be left behind; (3) set a new standard for the use of strategy, creativity, or technology within healthcare.

Judging Criteria:

Candidates for this award must describe how they were able to meet each of the three components for this award described above.

Application Statement

PLEASE DISPLAY THE FOLLOWING INFORMATION AT THE TOP OF THE APPLICATION STATEMENT:

Award Category: Imagination Award

Nominee: [Name of person being nominated for this award]

List of Supplementary Materials and Means of Transmission: [List of all supplementary materials, electronic and non-electronic, to assist the judges in identifying the relevant materials. **IMPORTANT:** Without this information on the application the judge has no way of knowing that there are supplementary materials.]

Please address the following questions in your Statement:

1. What radical idea or strategy did the nominee come up with? Describe how this idea involved a new strategy, creativity, or technology that deviated from typical industry norms.
2. Describe the strategy of the nominee to make their radical idea a reality. What challenges did they have to overcome?
3. What impact did this new idea have on the person's company or the industry as a whole?

Promotional Image

Submissions must include a high-resolution headshot of the nominee. (At minimum the image must be 4x5 inches at 300 dpi.)



THE PM360
TRAILBLAZER
AWARDS 2020

BEST NATURAL PRODUCT BRAND

Trailblazer Best Natural Product Brand Award

This category recognizes the best new natural products to hit the market as an alternative to pharmaceuticals.

Judging Criteria:

The natural product must have hit the market between May 2018 and May 2020. Entries will be evaluated on:

1. The product's proven utility to serve as an alternative to a pharmaceutical product.
2. The degree of professionalism and creativity in the communications of the product's benefits.
3. The ability of the brand's marketing team to effectively utilize a hybrid communications model by engaging both the professional audience and the consumer audience.
4. The product's overall personality, including package design, taste, etc.

Application Statement

PLEASE DISPLAY THE FOLLOWING INFORMATION AT THE TOP OF THE APPLICATION STATEMENT:

Award Category: Best Natural Product

Nominee: [Name of the brand being nominated for this award]

Manufacturer: [Company responsible for manufacturing the product]

Agency and Other Partners: [any agencies or other partners that aided in the marketing or promotion of the product]

List of Supplementary Materials and Means of Transmission: [List of all supplementary materials, electronic and non-electronic, to assist the judges in identifying the relevant materials. **IMPORTANT:** Without this information on the application the judge has no way of knowing that there are supplementary materials.]

Please address the following questions in your Statement:

1. Describe the purpose and benefit of the natural product. What health issue or disease is it designed to aid? What pharmaceutical product(s) does it serve an alternative for?
2. Supply any proof of the product's effectiveness.
3. Describe the personality of the product, including its taste, brand, and packaging.
4. Describe the marketing strategy of the product. How was it innovative? What was the approach for reaching both patients and physicians?
5. How effective was the marketing strategy? Offer any proof of the product's success in the market.

Promotional Image

Submissions must include a high-resolution image that can represent the product, which could be an actual image of the product, its packaging, or an image of a campaign used to promote the product. (At minimum the image must be 4x5 inches at 300 dpi.)



THE **PM360**
TRAILBLAZER
AWARDS **2020**

FAQs

How is my entry judged?

Entries will be judged and the winners selected by the *PM360* Editorial Advisory Board based on the criteria described in each Award Category section.

How long should my entry submission be?

While the entry must only meet a minimum requirement of 300 words, the average submission statement is between 800 and 1,000 words. But the length of a submission statement does not necessarily correlate to quality. Just make sure to address all of the Application Statement Questions provided for each of the award categories to the best of your ability. Keep in mind all information in the application will be kept strictly confidential.

What is the cost for submissions?

Entries cost \$385 each. And there is a \$195 late fee for entries submitted after the May 8, 2020 deadline.

What is the final deadline for entries?

The initial deadline for the awards is Friday, May 8, 2020 at 11:59 PM. However, entries will still be accepted until Friday, May 22, 2020 at 11:59 PM with an additional charge of \$195 per entry.

When will finalists be informed?

Entrants will privately be informed if they have been named a finalist by late July or early August. And a public press release will be sent out in the middle of August.

When are winners announced?

Winners are announced at the *PM360* Trailblazer Awards Gala on September, 17 2020 at Gotham Hall in NYC. Winners are published in the October Trailblazer Awards issue.

How do I submit supplementary materials?

Images, videos, and other materials less than 50MB can be uploaded with your application statement. Larger files can be uploaded to our ftp site. Please wait until you've received your entry confirmation (check spam folders if you do not receive an email within a few minutes) and name your files with the provided Entry ID number. Contact Kayla Walsh at kayla.walsh@pm360online.com for ftp site details.

Can I remove or alter an entry after it has been submitted and paid for?

No. If you have an issue or need to make changes to your entry, please contact Kayla Walsh at kayla.walsh@pm360online.com or 646-300-8117.