

**INSTRUCTIONS:** (1) Make sure you meet the eligibility requirements (see ELIGIBILITY below); (2) Legibly complete this form; (3) Prior to **4:00 pm on Monday, September 29, 2008**, submit the completed form to the Center for Entrepreneurship Office in 470 TNRB or a SEOY representative.

**ELIGIBILITY:** Applicant must: (1) Be enrolled at least half-time as a degree-seeking BYU undergraduate or graduate student during Fall Semester 2008 (cannot be seeking a second bachelors or second degree after graduating with a Masters Degree); (2) Currently own at least 25 percent of a revenue-generating company. (3) Not be a previous first place winner of the SEOY Competition.

**HOW THE COMPETITION WORKS:** Judges will review the applications and announce 8 semi-finalists by Monday, September 29, 2008. The semi-finalists will participate in a Speedpitching event on Thursday, October 2, 2008 from 3:30-5:30 pm in 3222 WSC. Judges will determine from that event the three (3) finalists, who will then make brief presentations on Friday, October 3, 2008 before the judges and an audience in a grand finale. The judges will determine a 1<sup>st</sup>, 2<sup>nd</sup>, and 3<sup>rd</sup> place ranking. Prizes are \$5,000 for 1<sup>st</sup> place, \$3,000 for 2<sup>nd</sup> place, and \$2,000 for 3<sup>rd</sup> place. Also, in-kind prizes may be awarded.

**JUDGING GUIDELINES:** Judges will be looking at the applicant’s current company’s present financial strength, sustainability of the business model, sales and marketing accomplishments, and resource and team management. Additionally, the applicant’s entrepreneurial experience will be a factor.

**OTHER RULES AND CONSIDERATIONS:** A prime directive of the SEOY competition is that the applicant business is a student-founded, student-managed enterprise. The Student must prove to the judges that s/he is a main driver of the business. Faculty who are investors, consultants, board members, mentors, and advisors to the applicant business may not vote or judge on any level. Investors or those with familial relationships to applicant may not vote at any level. References to any BYU employee or CEO Officer in any written or oral presentation must be pre-approved. All award money will be written on a check to the applicant business and deposited only to the company’s bank account. The intention is that the award money is for the winning business to grow and not for personal use. The Award Money may be paid in several installments subject to milestones. Applicant agrees if s/he wins any award money to an audit by a SEOY committee designee to ensure money was appropriately used.

**Contact Information**

Name of Nominee: \_\_\_\_\_ BYU Student ID: \_\_\_\_\_  
Cell Phone: (\_\_\_\_\_) \_\_\_\_\_ Alternate Phone: (\_\_\_\_\_) \_\_\_\_\_  
Mailing Address: \_\_\_\_\_  
City: \_\_\_\_\_ ST: \_\_\_\_\_ Zip Code: \_\_\_\_\_  
Home Town & State: \_\_\_\_\_  
E-mail: \_\_\_\_\_

**Academic Information**

Status (circle): FRESHMAN | SOPHOMORE | JUNIOR | SENIOR | GRAD Credit hours taken in Fall 2008: \_\_\_\_\_  
Major: \_\_\_\_\_ Minor: \_\_\_\_\_

**The Business**

Name of Applicant Business: \_\_\_\_\_ EIN: \_\_\_\_\_  
Address: \_\_\_\_\_  
City: \_\_\_\_\_ ST: \_\_\_\_\_ Zip Code: \_\_\_\_\_  
Business Phone: (\_\_\_\_\_) \_\_\_\_\_ Business E-mail: \_\_\_\_\_  
Business Start Date: \_\_\_\_\_ Number of Employees: \_\_\_\_\_

**Management Team**

President: \_\_\_\_\_ Head of Sales: \_\_\_\_\_  
Financial Controller: \_\_\_\_\_ Head of Operations: \_\_\_\_\_

Describe the Business Product(s) or Service(s):

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Founding. Who came up with the idea of the business? Who started the business?

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**The Numbers**

Additionally, provide the following cash-based (non-accrual) financial information:

		Full Year 2007	Q1 2008 Jan-Mar	Q2 2008 Apr-Jun	Q3 2008 Jul-Sep <small>(or July-to-date)</small>
<b>1</b>	REVENUE <i>From customers</i>				
<b>2</b>	EXPENSES <i>Cost of Goods Sold and Administrative</i> <small>(other than those listed below)</small>				
<b>3</b>	SALARIES <i>What you pay non-owners</i> <small>(non-owner)</small>				
<b>4</b>	OWNERS' COMPENSATION <i>What you pay owners</i>				
<b>5</b>	TAXES <i>Federal and State</i>				
<b>6</b>	AFTER-TAX NET INCOME <i>Subtract 2, 3, 4, and 5 from 1</i>				

**Demonstrate Significant Ownership of the Business**

Submit a Capitalization Table

Owner Name and Operating Title	Founder? <small>(circle one)</small>	Shares or Units	%
	Y or N		
	Y or N		
	Y or N		
	Y or N		
			100%