





WILL YOUR MARKETING STARS ALIGN?

Call for Entries 2024



It's not what's written in the stars, it's what's written in your paper. Make it count.

Deadline for Entries - Monday 12 February 2024

WELCOME FROM OUR AWARDS CHAIR

Celebrating 20 years of the Star Awards

As we reach a significant birthday of the Star Awards this year, I thought I should reflect on our original objectives and key principles.

The awards were developed in line with our vision to build a vibrant marketing community in Scotland renowned for enlightened thinking, innovation, and creativity.

Our objectives are to promote best practice in case study writing as well as recognising talent at all levels from schools, colleges and universities to our leading organisations, rising stars and inspirational leaders.

The awards also encourage collaborations between clients and their agencies in helping to craft entries before celebrating together as a community at the gala dinner.

Each year we encourage new entrants from a wide range of sectors and disciplines and from organisations large and small. In 2023 we were delighted that there were more than 50 new entrants.

An important principle of the Star Awards is ensuring the judging process is as inclusive, consistent, and transparent with all members of The Marketing Society encouraged to participate. And we are hugely appreciative of the role Hugh Burkitt has played over 20 years making sure the judging is as fair and robust as possible.

With an increasing number of entries and higher standards of case study writing each year it is a real accolade to win a Gold, Silver or Bronze Star award, but it is also a real achievement to be a finalist and reach the shortlists.

Finally, I'd like to thank The Union for this year's astrological theme. It's all about understanding that your fortunes are guided by craft and graft, and not examining tea leaves or poking a stick in some sheep's entrails. When strategy and creativity align, then success takes care of itself.

I wish you all the best with your entries and I look forward to seeing all our industry stars sparkle on the night in question. Scorpios and Sagittarians, I'll be keeping an eye on you.

Kirsteen Beeston

Global Marketing Director – Bowmore, Auchentoshan & Irish Whiskey and Chair of the Star Awards 2024

AWARDS

1 Development Category

- 1.1 Star School Award
- 1.2 Star Marketing Student
- 1.3 Aspiring Creative Star
- 1.4 Rising Agency Star
- 1.5 Rising Creative Star
- 1.6 Rising Marketing Star

3 Communication Category

- 3.1 Advertising
- 3.2 Brand Experience
- 3.3 Design
- 3.4 Digital Communication
- 3.5 Media
- 3.6 PR

2 Strategy Category

- 2.1 Brand Development
- 2.2 Digital Strategy
- 2.3 International Marketing
- 2.4 Integrated Marketing
- 2.5 Marketing Planning and Insights
- 2.6 Marketing in Society

4 Sector Category

- 4.1 Financial and Professional Services
- 4.2 Food
- 4.3 Drink
- 4.4 Public Sector
- 4.5 Retail and Hospitality
- 4.6 Tourism, Leisure, Culture and Sport

5 Chairman's and Champions Category

- 5.1 Chairman's Award for First Time Entry
- 5.2 Chairman's Award for Small and Medium Sized Enterprises
- 5.3 Champions of Diversity, Equality and Inclusion Award
- 5.4 Star Agency of the Year
- 5.5 Star Marketing Team of the Year
- 5.6 Inspirational Agency Leader of the Year
- 5.7 Inspirational Marketing Leader of the Year

CHECKLIST



GUIDELINES

- * File the Call for Entries brochure for reference and to help decide which categories you will enter.
- Go to our website: www.starawards.marketingsociety.com and read through the previous shortlists, judging criteria and case studies. Start pulling together the information, results, and references for your entry.
- Volunteer for judging by end of January 2024 by registering here Members,
 Fellows and Advisory Board will also receive an invitation via email in December 2023.
- * Please note there is a maximum of 4 judges per organisation permitted to participate as judges on the panels.
- * Up to 4 additional members at First Role or Future Leader level are encouraged to score allocated entries online as a useful training and development exercise.
- Join our virtual Star Awards Showcase event in December for insights and inspiration for writing winning entries.
- Join our virtual Judges Briefing Session in January for judging guidance.
- Decide which Rising Stars you will nominate Rising Creative, Rising Agency and Rising Marketing Stars. Nominate by emailing marketingsociety@luxevents.co.uk by February 12, 2024.
- Nominations for the Champions Category Inspirational Agency Leader and Inspirational Marketing Leader should be submitted by February 12, 2024.
- Make sure you submit your entries by the awards deadline of 5pm on February 12,
 2024. There will be an additional fee for late entries.
- Look out for the announcements of the shortlists in April 2024.
- Book your tickets for the Star Awards Gala Dinner in Edinburgh on June 20, 2024.

You could sacrifice a goat (frowned upon these days), indulge in some self-flagellation, or pray to the gods that your entry be looked upon favourably by the judges. Or you could just pen a stonking paper in the first place and leave nothing to chance.

- Refer to the scoring criteria for each category.
- * The maximum word count for all entries is 1500. Your word count must be shown on the front page of your entry. If you exceed the word limit, you will be deducted points.
- NEW FOR 2024 An executive summary (max 100 words) should be provided.
 This will be used post-event on the website and for sharing case studies.
- NEW FOR 2024 Please provide a redacted version of your entry for sharing as a case study (optional).
- * NEW FOR 2024 The title of your entry should have a maximum word count of 10.
- Entries should relate to work that was planned, developed, or evaluated in 2023.
- * Entries should be from, or entered on behalf of, Scottish based organisations but can relate to activity anywhere in the world.
- * Each case study can be entered in a maximum of two categories. Please note this applies across agencies, so if you are working collaboratively, you will need to agree who is submitting and named in the entry.
- * Ensure all details on the entry form are completed.
- * Entries should be submitted in the form of a PDF document.
- The PDF should be a maximum of 10MB.
- * URL links may be included in the field provided on the entry site. Please do NOT embed them directly within your entry.
- A maximum of 2 videos can be included as separate attachments.
- Late entries will be subject to additional charges (details on page 24).

The Stinging Juror

DESTINED TO HATE YOUR PAPER BECAUSE YOU SNUBBED THEM AT AN INDUSTRY EVENT IN 2007.

JUDGING Information

Have a gift for spotting the tell-tale signs of a winning paper?

- * All members are invited to be involved with the Star Awards judging and will be allocated categories to score the case studies online. Members at Leader level and invited judges with category insights will be invited to sit on the panels which decide the shortlists and winners.
- If you'd like to take part as a judge, please register here by the end of January 2024.
- * The judging dates are Wednesday 20 & Thursday 21 March and Thursday 8 May 2024. Judges will be allocated either a two-hour morning or afternoon session assessing entries where there is no conflict of interest. If there is any potential conflict of interest the judging chair should be informed at the start of the session.
- Judges must score the entries online at least 48 hours prior to attending a panel session.
- Judges can bulk download their assigned entries on Award Force by clicking 'bulk download' at the bottom left of their judging view.
- * We recommend that all judges read the ultimate guide for any questions they have on the Award Force system.
- The online scoring may influence the judging but may not determine the shortlists or winners. The average scores provided to the judging panels will include those provided by the Future Leaders and First Role member scores.
- * The final decision will be made by the judging panel with the Judging Chair having the casting vote if required.
- * The Judging Chair also reserves the right to recommend reviewing entries in other categories.
- * A maximum of 6 entries will be shortlisted in any category.
- * Gold, Silver and Bronze awards will be awarded in most categories if a minimum standard has been achieved.
- Entrants will be provided with their average scores, if requested, across the various judging criteria.
- Judging will be held virtually via Zoom.

NAMES Abigail McCormack Adam Smith Ailsa Graham Alasdair Wallace Alison Winship MacKay **Amy Slesinger Amy Collins Amy Peters** Andrea Knoop Andy Gray Anna Vaughan Anneli Ritari-Stewart Bethan Mackenzie Cara Chambers Carly Gilchrist Carol Prest Caroline McGrath Cate Nelson Shaw Catriona Summers Catriona Quinn Chris Batchelor Chris Bruce Claire Wood Claire Moyles Claire Prentice Clare Willis Colette Gourlay Cori Schwabe Dan Sear Dave King **David Roberts** Deborah Mackay Douglas Brown Dyan Owen Ed Dalgleish Ed Vickers Ekaterina Kolesnik Emma Preston Emma Campbell Fiona Gray Fiona Kennie

Fiona Luke

Fleur Maguet

Gemma Bell

COMPANY

STV The Gate Tesco Bank Material Beam Suntory **Bright Signals** Sainsbury's Bank Dvnam Edrinaton StudioLR NatWest Group Roval London John Doe International Beverage DC Thomson BBC The Media Shop Remarkable Guy & Co Muckle Media Muckle Media The Lane The Scottish Government Sainsbury's Bank The Scottish Government National Trust for Scotland Edrington UK Leith EssenceMediacom StudioLR Multiply UK Republic of Media The Union Weber Shandwick Guv & Co LOOP Agencies Beam Suntory Edrinaton UK Union Direct Equator Innis & Gunn Edrington Beam Suntory

Stripe Communications

NAMES

Gill Jarvie Gill Hanlon Gill Petrie Gillean Mclaren Graeme Davies Grea McEwan Gus Chalmers Hannah Alexander Hazel Alexander lan Duncan Ian McAteer India Morrow Jacqueline Reid Jacquelyn Whyte Jane Stewart Jane McTaggart Jenifer Spinks Jennifer Robertson • Jenny Terris Jill Walker Jo Coomber Joanne McTavish John Bernard John-Paul Murphy Kat Urguhart Katherine McIsaac Kelly Ling 1 Kenneth McFarlane Kenny Nicholson Kirsteen Beeston Kirsten Korhonen Kirsty Grierson Laubscher Coetzee Lindsay Montgomery Lisa Kina Lorna King Louise Fraser Lucy Henderson Lyndsay Snoddon Madeleine Macaulay-Stuart Marco Di Ciacca Mark McGuinness Matthew Mitchell

Michael Hart

COMPANY

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Big Partnership

The Union

NAMES

Morna McLelland Nathalie Agnew Oliver Swaden Paddy Baxter Pamela Wilson Patricia Pieroni Paul Menzies Paul Borthwick Pauline Aylesbury Pete Martin Peter Wright Petra Cameron Rachel McMullan Richard Kelly Richard Simpson Rob Catterson Rod Gillies Roderick Keating Ross Jardine Sarah Baillie Sarah McKerley Sheryl Thomson Shona McCarthy Shona Smith Simon Watson Simon Crunden Siobhan Nicolson Sorcha McClinton Stacey Bridges Stephanie Forsyth Steven Flanagan Stuart Mackenzie Stuart McLaren Tala Cook Tana Stenhouse Tim Malseed **Toby Hutchins** Tory Benyon Valerié Weaver Vickie Fawcett Vicky Hope Victoria Allison Zoe Coyle

COMPANY

Miranda Shannon Multiply UK Stripe Communications Muckle Media Tesco Bank Frame **Union Direct** SQA C&C Group GB Lane The Scottish Government Always Be Content Multiply UK NatWest Group The Union MediaSpark Tayburn Brand Scotland/Scottish Enterprise Whyte & Mackay Sainsbury's Bank Always Be Content The Scotsman Group Edrington UK Union Direct Edinburgh Festival Fringe Society Places for People Republic of Media Republic of Media **ICAS** The Union Weber Shandwick Whyte & Mackay Weber Shandwick Tennent's SQA ALT Sainsburys Bank John Doe EssenceMediacom The Union Multiply UK Dentsu Creative LOOP Agencies STV Creative Always Be Content

Category

DEVELOPMENT

If you've already had a glimpse of the stars of tomorrow (without the aid of Tarot cards) then this is your chance to help them shine.

There is no cost to enter the Development Awards.

The Rising Marketing Star, Rising Agency Star and Rising Creative Star categories are by nomination only. If you know someone or work with a Rising Star that you would like to nominate, please email your nomination (up to 200 words) to marketingsociety@luxevents.co.uk before February 12, 2024.

Candidates will be contacted, asked to complete a questionnaire and if shortlisted, will be invited for interview.

All shortlisted candidates in the Development Category will be invited for an interview on May 8, 2024.

1.1 Star School Award

This award will be presented to the team of pupils that produces the best marketing strategy as part of their business plan for a new product or service developed in line with the YES Business Award involving schools throughout Scotland.

In association with Young Enterprise Scotland and the SQA.





1.2 Star Marketing Student

Star Marketing Students are nominated by universities and colleges from across Scotland and assessed at an Apprentice Day involving several team tasks as well as individual interviews. The finalists will be invited to the Star Awards Dinner. All nominated students are rewarded with a full year's membership with The Marketing Society sponsored by Edrington.

The overall winner will receive a paid placement with Edrington UK.

This award is sponsored by Edrington UK.

1.3 Aspiring Creative Star

The Aspiring Creative Star Award was developed to encourage entrants from all backgrounds who may be interested in a career in advertising and the range of creative disciplines in marketing communications.

The finalists will be invited to the Star Awards Dinner as well as receiving a full year's membership with The Marketing Society sponsored by Edrington.

The overall winner of the award will be offered a paid placement at Union Direct.

This award is sponsored by Union Direct.

Rising Stars

Candidates can be of any age but should have less than 5 years' experience working in the marketing industry. Candidates should be nominated based on their achievements in 2023 and potential to become an inspirational leader.

Nominations should be fewer than 200 words. Shortlisted candidates will be asked to complete a questionnaire and interviews will take place via Zoom in May.

1.4 Rising Agency Star

The following areas will be scored:

Achievements in 2023 40 points
Experience 10 points
Expertise 10 points
Ambition 10 points
Interview 30 points

This award is sponsored by VisitScotland.

1.5 Rising Creative Star

The following areas will be scored:

Achievements in 2023 30 points
Portfolio 20 points
Experience 10 points
Ambition 10 points
Interview 30 points

This award is sponsored by John Doe.

1.6 Rising Marketing Star

The following areas will be scored:

Achievements in 2023 40 points
Experience 10 points
Expertise 10 points
Ambition 10 points
Interview 30 points

This award is sponsored by StudioLR.



STRATEGIC

The Strategic Category is sponsored by _ _ A LT

If you prefer to take control of your destiny than read the runes, then this award is for you. The scoring in this category has increased weighting to the strategic thinking, effective planning as well as the scale and evidence of results.

The following areas will be scored:

Ambition and clarity of objectives 15 points
Strategic thinking and effective planning 25 points
Effective execution and implementation of plans 15 points
Scale and evidence of results 25 points
Presentation of entry 10 points
Quality and craft of writing 10 points

Projects or campaigns can be Business to Business or Business to Consumer and to an internal or external audience.

2.1 Brand Development

Submissions can cover all aspects of brand development from a new product, service or innovation to a brand extension or brand revitalisation.

2.2 Digital Strategy

Submissions are invited that demonstrate effective development of digital strategy including efficient use of appropriate channels and platforms as well as innovative marketing tools. This could include case studies from the Tech and Data Sectors.

2.3 International Marketing

Submissions can cover any aspect of marketing used to develop business and brands in an international market or markets.

2.4 Integrated Marketing

Submissions are invited from any project or campaign that demonstrates strategic and creative excellence as well as the effectiveness from a sales promotion or direct marketing campaign.

2.5 Marketing and Planning Insights

Submissions can cover all aspects of marketing planning from the development of capabilities and resources to market research leading to customer and consumer insights.

This award is supported by Jump Research - The Marketing Society Scotland Research Partner

2.6 Marketing in Society

Submissions are invited that demonstrate marketing effectiveness and a positive impact on society, including the environment and health, whether they are cause related, charity or not for profit.



COMMUNICATION

The Communication Category is sponsored by essencemediacom

Found better ways to reach your audience than a meteor shower or a plague of frogs? Then you might like to know that judging criteria in this category has a greater emphasis on creative execution and implementation as well as scale and evidence of results.

The following areas will be scored:

Ambition and clarity of objectives 15 points
Strategic thinking and effective planning 15 points
Originality, creativity, execution, and implementation 25 points
Scale and evidence of results 25 points
Presentation of entry 10 points
Quality and craft of writing 10 points

Projects or campaigns can be Business to Business or Business to Consumer and to an internal or external audience.

3.1 Advertising

Submissions are invited for campaigns or projects that demonstrate strategic and creative excellence and advertising effectiveness.

3.2 Brand Experience

Submissions are invited from campaigns or projects which demonstrate strategic and communication excellence in creating an effective brand experience which may include the use of sponsorship and or event marketing.



3.3 Design

Submissions are invited for any project that demonstrates strategic and creative excellence and design effectiveness.

3.4 Digital Communication

Submissions are invited that demonstrate creative and communication excellence as well as digital and e-commerce effectiveness. This could include content marketing, mobile marketing, influencer, and social media marketing.

This award is sponsored by Republic of Media.

3.5 Media

Submissions are invited from any campaign or project that demonstrates strategic and creative and effective use of media strategy, planning and channels.

This award is sponsored by The Scotsman - The Marketing Society Scotland Media Partner.

3.6 **P**F

Submissions are invited from any campaign or project that demonstrates strategic and creative excellence and PR effectiveness.



MARKETING STAR SIGNS GEMINI The Two-Author Conundrum



BEWARE THE DISCOMBOBULATING TONE OF VOICE THAT VEERS FROM CHEEKY MATEY TO WEARY WAFFLE.

SECTOR

A little graft and a touch of brilliance have made you a demi-god in your sector. Now's the time to collect your spoils. Like a pair of identical twins, the scoring is evenly balanced across the judging criteria.

The following areas will be scored:

Ambition and clarity of objectives	20 points
Strategic thinking and effective planning	20 points
Originality, creativity, execution, and implementation	20 points
Scale and evidence of results	20 points
Presentation of entry	10 points
Quality and craft of writing	10 points

Projects or campaigns can be Business to Business or Business to Consumer and to an internal or external audience.

4.1 Financial and Professional Services

Submissions are invited for any campaign or project that demonstrates marketing effectiveness from the financial sector and other organisations providing professional services including law, accountancy, health, architecture, education and fintech.

1.2 Food

Submissions are invited from any campaign or project that demonstrates marketing effectiveness from the food sector or for food specific campaigns.

4.3 Drinl

Submissions are invited from any campaign or project that demonstrates marketing effectiveness from the drink sector or for drink specific campaigns.

4.4 Public Sector

Submissions are invited for any campaign or project that demonstrates marketing effectiveness from public sectors organisations based in Scotland.

4.5 Retail and Hospitality

Submissions are invited from any organisation involved in the retail sector, including online retail and hospitality.

4.6 Tourism, Leisure, Culture & Sport

Submissions are invited for any campaign or project that demonstrates marketing effectiveness by an organisation in the leisure industry including tourism, sports, arts, and culture.



Category

The Chairman's & Champions Category is sponsored by Beam SUNTORY



Celestial powers and cosmic forces can do nothing to stop these industry titans. These awards recognise the people and companies at the top of their game.

Chairman's Award for a First Time Entry (FTE) 5.1

The Star Awards Judging Chair will select first time entrants from across all categories for this award.

This award is not open for general entry.

Chairman's Award for a Small-to-Medium Sized Enterprise (SME) 5.2

The Star Awards Judging Chair will select entries from SMEs from across all categories for this award. SME Clients must have less than 100 staff and SME Agencies must have less than 10 staff.

This award is not open for general entry.





5.3 Champions of Diversity, Equality and Inclusion Award

This award reflects the commitment of The Marketing Society to promote diversity, equality and inclusion across all areas of potential discrimination in our industry including gender, race, LBGTI+, disability and mental health.

Nominations of less that 500 words are invited and can relate to an overall approach by an organisation or a specific project.

A shortlist will then be invited to complete a questionnaire which will cover the following areas.

Ambition and clarity of objectives	20 points
Strategic thinking and effective planning	20 points
Originality, innovation and creativity	20 points
Execution and implementation	20 points
Scale and evidence of results	20 points

Submissions can relate to Business to Business or Business to Consumer activity and to an internal or external audience.

Nominations should be emailed to marketingsociety@luxevents.co.uk by 12th February 2024.

This award is sponsored by the Scottish Government and is free to enter.

5.4 Star Agency of the Year

Agencies are shortlisted based on the overall performance of their Star Awards entries and will be invited to complete a questionnaire and nominate 2 papers they wish to be considered by the final judging panel.

The following areas will be scored:

Performance of Star Award papers	40 points
Overall achievements and performance as an organisation	30 points
Commitment to training and development	10 points
Employer brand reputation	10 points
Involvement in, and support of, the industry	10 points

This award is not open for public entry.

Shortlisted organisations will be contacted in April.

5.5 Star Marketing Team of the Year

This award is not open for direct entry. Marketing teams are shortlisted based on the overall performance of their Star Awards entries and will be invited to complete a questionnaire and nominate 2 papers they wish to be considered by the final judging panel.

The following areas will be scored:

Performance of Star Award papers	40 points
Overall achievements and performance as an organisation	30 points
Commitment to training and development	10 points
Employer brand reputation	10 points
Involvement in, and support of, the industry	10 points

This award is not open for public entry.

Shortlisted organisations will be contacted in April.

5.6 Inspirational Agency Leader of the Year

This award is entered by nominations of less than 500 words. Please email your nomination to marketingsociety@luxevents.co.uk by no later than February 12, 2024.

We are looking for individuals who have:

A story which is an inspiration to others

Demonstrated bravery, original thinking or outstanding leadership

Shown real achievement with their agency

Contributed to thought leadership in the industry

25 points

25 points

This award is free to enter, and shortlisted candidates will be invited to complete a questionnaire which our judging panel will use to select the winner.

5.7 Inspirational Marketing Leader of the Year

This award is entered by nominations of less than 500 words. Please email your nomination to marketingsociety@luxevents.co.uk by no later than February 12, 2024.

We are looking for individuals who have:

A story which is an inspiration to others

Demonstrated bravery, original thinking or outstanding leadership

Shown real achievement with their brand or organisations

Contributed to thought leadership in the industry

25 points

25 points

This award is free to enter, and shortlisted candidates will be invited to complete a questionnaire which our judging panel will use to select the winner.

This award is sponsored by Denholm Associates



For full entry details and judging criteria visit

starawards.marketingsociety.com

A DARK, FOREBODING PRESENCE APPROACHES

Oh hang on, it's just the deadline.

Early Entry (Early Bird)

Marketing Society Member

£215 + VAT per entry

Marketing Society Member SME

£195 + VAT per entry

(fewer than 100 employees for client and fewer than 10 for agency)

Non-Member

£255 + VAT per entry

Non-Member SME

£235 + VAT per entry

(fewer than 100 employees for client and fewer than 10 for agency)

Not for Profit Organisations

£165 + VAT per entry

There is no cost for the Development and Champions categories.

Extensions

There will be an additional fee for those seeking an extension to the deadline. These will be priced as follows:

One-week extension

additional £50+VAT (deadline February 19, 2024) per entry

Two-week extension

additional £100+VAT (deadline February 26, 2024) per entry

Promotions

First Time Free

If the organisation has never entered the Star Awards, their first entry is free of charge. Please select 'first time entry' when submitting your award and it will discount the fee automatically.

Member Benefits

The Marketing Society is a not-for-profit organisation which operates for the benefit of its members. Any surplus made with these awards is reinvested to the benefit of the members in Scotland. Join now to benefit from members entry and ticket rates. Contact **Umaima@marketingsociety.com** for details on membership.

Questions and Sponsorship Opportunities

If you are interested in getting involved as a sponsor or supporter or if you have any questions, please get in touch with Lux Events by emailing marketingsociety@luxevents.co.uk



GOOD LUCK SOCIETY SOCIETY





for those that still need it.



Chairman's and Champions Category Partner

Beam SUNTORY

Event Partner

Strategic Category Partner

T ALT

Communication Category Partner

essence**mediacom**

Creative Partner

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Website Partner

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