



FINANCIAL
FRONTIERS
AWARDS

Excellence in Financial Planning & Wealth Management

Financial Frontiers Awards

presented by Janus and the Financial Planning Association®

Deadline for Entry: January 15, 2006

Instructions and Guidelines for Entries

Purpose of the Financial Frontiers Awards

The purpose of the Financial Frontiers Awards is to promote advanced research on wealth management and financial planning topics that will provide ground-breaking ideas and practical solutions to financial services professionals. We aim to increase and extend the body of knowledge in financial planning and wealth management and encourage the best thinkers in the financial services industry to share their knowledge with the community.

Who's Eligible to Enter

All individuals with a professional interest in financial planning and wealth management, including (but not limited to) financial advisors, accountants, attorneys, bankers, investment consultants, registered representatives, registered investment consultants, academics and professionals from the insurance business and trust and estate planning. Neither employees of the Financial Planning Association and Janus Capital Group nor their family members are eligible to enter.

Description of Entries

Submissions may extend current theory or practice, identify wholly new areas of inquiry, or be original insights on the science of financial planning and wealth management. While not comprehensive, this list of general topic areas may help you establish a framework for your paper:

- Banking
- Business Planning
- College Planning
- Economics
- Estate Planning
- Financial Planning Specialties
- Insurance
- Investing
- Practice Management
- Professional Issues
- Psychology/Client Relations
- Real Estate
- Regulation and Compliance
- Retirement Planning
- Tax Planning
- Technology

Criteria for Manuscripts

1. **Original work.** Only articles that have not already been published or accepted for publication will be considered. Articles that have previously received editorial or peer-reviewer comment by the staff and volunteers of the *Journal of Financial Planning* are not eligible for consideration.
2. **Cover page.** Include the following information on your cover page:
 - Your name – for purposes of blind review, this should appear only on the cover page
 - Mailing address
 - E-mail address
 - Daytime phone number
 - Biography – 20 to 30 words long
3. **Entry description.** On a separate page, provide the following information:
 - General topic area of entry that best fits your paper (you may select from the above list or provide your own topic area)
 - Title of manuscript
 - An executive summary (see "Guidelines for Writing Your Paper" for details)
4. **Length.** Approximately 5,000 words
5. **Visual support material.** Graphs, charts and tables that illustrate points in your paper are welcome; however, avoid excessive use of visual support material, including only as much as is necessary (a maximum of five infographics is suggested).

Guidelines for Writing Your Paper

Executive summary. This is an important component of your paper, as it will serve as the initial basis for determining semi-finalists in the Financial Frontiers Awards. In 200 or fewer words, in a bulleted list (not in outline form), tell readers what they can expect from your article, including all major points and broad conclusions. Do not attempt to sell readers on the merits of the article; simply explain what information your article will provide. Include information such as whether your article



is a primer, for the experienced planner or for planners at any level and highlight any specific opportunities for practical application of your data.

- **Content.** State early in the paper its purpose, the material it will cover and why that material is important and useful. Provide timely, practical material that applies to, or will directly benefit, financial services professionals and their clients.
- **Research.** The research should have a direct and demonstrable application or benefit for the financial services industry. Assume that your audience has a fundamental but not esoteric knowledge.
- **Style.** Try to always keep the reader in mind – present information in a way that is easy to read and comprehend. Be clear, concise and organized. Examples that illustrate key points are encouraged.
- **Organization.** Use subheads to divide your paper into sections. Make sure the flow from one section to the next is smooth and logical.
- **Endnotes.** Endnotes and references are welcome, but should not be excessive. Please list them as they appear in the text, and place them at the end of the article.

Considerations for Judging Entries

Papers will be evaluated based on **outstanding demonstration** of these qualities:

1. Originality of ideas and concepts – a fresh approach
2. Quality of writing style, grammar and punctuation
3. Organization
4. Appropriate length
5. Objectivity
6. Advanced level of discussion
7. Pertinence to financial services professionals
8. Benefit to financial services professionals
9. Usefulness of graphics, charts and tables
10. Technical accuracy

Review and Selection Process

- Semi-finalists will be determined based on review of executive summaries.
- All entries will be considered and subject to a blind peer-review process.
- Winners will not necessarily be selected for each award level.
- Winners of the Financial Frontiers Awards will be notified in June of 2006.

Awards

- Gold Prize: \$20,000 (up to 3 awards given)
- Silver Prize: \$10,000 (up to 3 awards given)
- In addition, a special Judges' Grant may be awarded to authors of promising papers where further research is warranted.

Instructions

Your entry will consist of a manuscript submitted as a Word document. (Upon notification, authors of winning entries will prepare an accompanying PowerPoint slide program to be used in a future presentation.)

1. **Be sure you have read the criteria and guidelines for submission.**
2. Complete the entry form.
3. You may submit your entry by e-mail. Send manuscripts to frontiers@fpanet.org. If you do not have an Internet connection, you may send your entry, on disk, by U.S. mail to: **Financial Frontiers Awards, Journal of Financial Planning, 4100 E. Mississippi Avenue, Suite 400, Denver, CO 80246.**
4. Processing fee: \$35 for members of the Financial Planning Association, \$50 for nonmembers.
5. Send your entry form and payment to the above address.

The receipt of all papers will be acknowledged. However, any paper not following the above criteria and instructions will automatically be disqualified without notification, or return of entry fee.

Location of Presentations

Award recipients will present their papers at the Financial Planning Association's 2006 annual conference. Additional presentations of winning papers may be scheduled.

Both FPA and Janus would have exclusive license to use and distribute the research in their normal business practices for one full year from the announcement of the award, and have a non-exclusive license to use and distribute the research in perpetuity. Copyright to all submissions would remain with the authors.

Questions? Call (800) 322-4237, ext. 7143 or 7114 or visit financialfrontiersawards.org