

*The Awards will be made in the following categories cont'd.*

*(v) Quality of Client Service (20 points)*

*- Attitude/Friendliness/Responsiveness/  
Helpfulness*

*(vi) Range of Products and Services (15 points)*

*Awardees will be selected based on questionnaire administered randomly to member dealers' clients.*

### **C) Website**

*“To encourage member dealers to raise the quality and efficiency of the dissemination of information to the investing public via the website”*

*(i) Content of Website (32 points)*

*(ii) Usability (15 points)*

*(iii) Interactivity/Innovativeness (18 points)*

*(iv) Presentation Style (25 points)*

*(v) Functionality (10 points)*

### **D) Expansion of Investors Base(30 Points)**

**and Expansion of Listed Companies Base (70 Points)**

*The Member Dealer who throughout the year, brings the most companies to list their Securities on the Exchange or on the other hand list other products or a combination of both on the market and increase the clients in the JCSD. This award will recognize the Member Dealer that has:*

*“listed the most companies within a given year and increased the number of clients in the JCSD”.*

*The JSE wants to simulate the development of the Capital Markets and make it the engine of growth for the economy. The JSE recognizes that the Capital Market has huge potential and with the help of all involved will be able to unleash the great potential of the nation.*

### **Committee Members**

**Dr. Brian Langrin**

**Mrs. Marlene Street Forrest**

**Mr. Neville Ellis**

**Dr. Indiana Minto-Coy**



## JSE Member Dealers Awards



Awards will be presented to the winner and runner-up in each category.

We welcome your feedback. Please call us at: 967-3271 or send us an e-mail at: [info-jse@jamstockex.com](mailto:info-jse@jamstockex.com).

Disclaimer: Please be advised that all award winners are based on meeting the criteria designed by each subcommittee and approved by the general committee. The winners are based on the previous year's information and therefore the awarding of prizes to member dealers is not an indication of current performance.

*The JSE Member Dealers Awards was established in 2011 and below are the objectives of the awards:*

### **Objectives of the Awards**

*There are 11 Member Dealers that participate in the equity market, whose mandate is to generate revenue, widen its customer base (Investors) and attract new companies to the market.*

*In light of these factors, the JSE has considered it necessary to award Member Dealers who have over the years consistently met the objectives of growth and the development of the Exchange and the market.*

*The Awards will be made in the following categories:*

#### *A. Revenue Generation & Market Activity*

*(i) Value Traded*

*(ii) Participation in JSE Programmes*

#### *B. Investor Relations Stockbrokerage*

#### *C. Website*

#### *D. Expansion of Investors and Listed Companies Base*

#### **A) Revenue Generation & Market Activity**

*(i) Value Traded (50 points) and Volume Traded (20 Points)*

*The JSE's primary activity is facilitating the trading of shares by Member Dealers. Therefore the JSE will recognize Member Dealers that:*

*“ during the year trade the most volume and value on the Exchange”.*

*(ii) Participation in JSE Programmes (30 points)*

*Revenue Generation is of utmost importance to any organization. The JSE hosts several programmes throughout the year to generate revenue, to stimulate interest and have greater participation in the market by customer and potential customer.*

*These programmes range from the Regional Investment and the Capital Markets Conference to Work Shops and National Investor Education Week activities. The JSE will recognize Member Dealers that:*

*“generated the most revenue for the JSE, by participating in the JSE activities for the year”.*

#### **B) Investor Relations Stockbrokerage**

*The ability of an organization to satisfy a customer's wants and needs which includes the provision of new services. Therefore the JSE will recognize Member Dealers that:*

*“ Consistently exceed customer expectation, by providing excellent customer service provided by stockbrokerages to investors.”*

*(i) Efficiency of Execution and Settlement*

*(20 points)*

*-Informing & Confirming*

*- Settlement of Transaction*

*- Contract Note Delivery*

*(ii) Quality of Information and Advice*

*(15 points)*

*- Opportunities in relation to risk appetite*

*- Timeliness of Dispatch of Market Data*

*- Level of Informed Staff*

*iii) Quality & Dissemination of Research (15 points)*

*- Availability of Research Material*

*- Utilization of Research Material*

*- Quality of Research Material*

*(iv) Use of Technology for Dissemination of Information (15 points)*

*- Account access On-line*

*- Email*

*- Mobile/ Text Messaging*

*- Other Cutting Edge Communication*