

THE LAWYER Awards

REAL ESTATE TEAM OF THE YEAR

CATEGORY GUIDELINES

Entries for this category should focus on one standout matter completed between January 2023 and the present time. This category is open to commercial property lawyers working in the planning, development, finance or institutional investment arenas. Multiple entries from one firm are acceptable.

To enter you must complete the entry form on the online entry portal.

Don't forget, you can log-in and out of the entry portal as many times as you like prior to submitting.

WHAT WILL THE JUDGES BE LOOKING FOR IN THIS CATEGORY?

The entry form covers the following areas:

- **Background to the deal (500 words)**
 - Judges will be looking for anything that makes the context of this particular deal challenging – this could be the market context, the regulatory environment or the nature of the client itself. You'll also be asked for details of the history of the client relationship, so include any past activities that have had a bearing on the chosen deal.
- **Execution and process (500 words)**
 - Judges will be looking for examples of excellence and innovation demonstrated in your team's work, be that technical legal practice, client service or use of technology; be sure to also include details of any obstacles or unanticipated difficulties and how you overcame them.
- **Outcomes and successes (500 words)**
 - Judges will be looking at the outcome of the deal itself, but also at any other measurable or strategic impacts that have arisen from the work carried out, either internally at a team-, practice area- or firm-wide level, or externally in terms of your ongoing work with this or other clients

- **Major parties involved in the deal**
 - Judges are interested in learning more about the individuals behind the work and how these parties fed into the chosen deal, both internally and externally – feel free to include biographical information on the partners and associates if relevant to the rest of the submission
- **Supporting information (500 words)**
 - Judges will be looking for any activities outside of the deal that has made your team stand out over the course of the year– you should think about other notable client gains or significant wins for the team, any client service successes or innovations, any impact your team has had at a firm-wide level in terms of best practice or strategy, and crucially an indication of financial performance
- **Additional materials**
 - You should use this section to upload any client testimonials that add weight to your entry, and any charts or other visual aids that illustrate your work

There is a confidential information section on the form: We fully appreciate that some of the information you include in your entry may be sensitive. We want to encourage you to submit as much detail as possible, including financial performance, therefore please include in this section any sensitive information that should be treated for judges' eyes only.

Previous winners:

2023 Herbert Smith Freehills
 2022 Simmons & Simmons
 2021 Eversheds Sutherland
 2020 Lewis Silkin
 2019 Addleshaw Goddard
 2018 CMS

Entries are welcome from:

Private practice teams
 Nominations by in-house teams

General points to remember:

- The more detail you provide, the more likely your entry is to be highly ranked by our independent judges
- Client testimonials add extra weight to your entry – please provide them during the online entry process
- Please ensure you indicate **clearly on your entry where information is confidential**; the content of entries is for judges' eyes only, however details given in your submission may be used in the shortlist announcement and the post-event editorial coverage when not marked otherwise
- Entries covering work outside of the dates given (January 2023 – present day) will not be considered