

SMALL AGENCY AWARDS: FAQS

What do I need to begin?

First, review the submission questions online at www.adage.com/saa2021 before you enter.

Here are submission guidelines for our 2021 award categories:

[Agency, Experiential, Media & Newcomer Agency of the Year guidelines](#)

[Campaign of the Year guidelines](#)

[Agency Culture guidelines](#)

Before you begin the entry process, gather the necessary information and campaign samples. You will need to provide the following:

- **Agency name**
- **Agency size** (number of employees)
- **Agency revenue** (2019, 2020 and this year's projected revenue)*
- **Contact information** (address, emails, etc.)
- **Campaign samples:**
 1. Campaign description
 2. Campaign files (images, video, audio, PDF, PPT, DOC, XLS); direct uploads cannot exceed 2GB

Gathering all of the entry information and sample files ahead of time will ensure a smooth contest entry.

** The entry forms ask for revenue figures and we will still be requiring them. However, given current economic headwinds, no entry will be penalized for showing a loss. This is a hard time to win new business and convince clients to spend more, so rest assured that a dent in your financial column will not rule you out from being considered for an award. What counts, as always, is your creative product, your strategic thinking, your outcomes for clients and your responsiveness to your employees.*

What kinds of agencies are eligible for the Small Agency Awards?

All kinds, as long as they meet the size and ownership requirements. After many discussions with the small agency community about what constitutes a “not big” shop, we established awards in three size categories: 1-10 staffers, 11-75 staffers, and 76-150 staffers. All disciplines are welcome, including full-service ad agencies, digital agencies, media agencies, promo, direct, mobile, design agencies or combinations thereof.

Do I need to be independent?

Entrants must be majority independently owned, or in other words, at minimum 51% privately held. Agencies that are not eligible are those that are either majority or fully backed by a holding company (by this we mean firms like WPP, Omnicom Group, Publicis Groupe, Interpublic Group of Cos., Havas, Aegis or MDC Partners) or other firm, such as a publisher, marketer, etc.

Can international agencies enter the Small Agency Awards?

NEW this year! International agencies are now eligible to enter all of our categories. In the past, international agencies were only able to enter our International Agency of the Year category. All categories are now open to international entrants including Experiential, Media and Newcomer Agency of the Year, all campaign categories, and our Agency Culture category.

What kind of work is eligible?

All kinds, including TV spots and campaigns, experiential, web videos, branded content, design (product, package, graphic, motion, experience, retail, etc.), websites, games, apps, social media, and other stuff that's harder to define: new distribution ideas, new ways to engage a community, etc. We ask that you enter only bona fide work for a real client of your agency that was actually produced and/or ran in some media environment. Please do not enter work that was created only to run in award shows. If judges raise any flags, we will be following up and we'll disqualify bogus work (e.g., work not approved by a client, work done for a client you don't have, ads that were run once, at 3 a.m. in Bend, Oregon, so they would be eligible to enter in Cannes, etc.). Campaigns should have run between Jan. 1, 2020, and March 1, 2021.

Are PSAs eligible?

Yes; in fact, we have a special category just for pro bono work.

Are b-to-b campaigns eligible?

Yes; we also have a special category just for b-to-b work. And if you feel it's good enough to take all comers (and it's integrated), you can enter it in the Campaign of the Year: Integrated category as well.

Are experiential campaigns eligible?

Yes! We have Experiential Agency of the Year and Campaign of the Year: Experiential categories to recognize experiential shops and campaigns.