



# ENGORE!

**BEST OF NAMA 2025**

**CALL FOR ENTRIES**

# OVERVIEW

The Best of NAMA awards program honors the best work in agricultural communications. The best of the best, since companies and agencies must first qualify through regional competition to advance to the national level.

THE NATIONAL AWARDS CEREMONY WILL TAKE PLACE ON

**April 9, 2025**

AT THE

**Sheraton Crown Center  
Kansas City, MO**

Entries are judged by industry professionals at a regional level. First and merit winners are eligible to advance to national competition. **A minimum point standard will be used and enforced at the regional level. Work that is not above a certain point standard will not be eligible to be advanced.**

The NAMA office will notify you by February 1, 2025, regarding entries eligible for advancement. An entry fee at both the regional and national level is required. **If your entry advances to national it will not be necessary to create another entry.**

# BEST OF SHOW

NAMA will award five Best of Show winners in each of the following categories:



AGRICULTURAL AUDIENCES

**ADVERTISING**



AGRICULTURAL AUDIENCES

**PUBLIC RELATIONS**



AGRICULTURAL AUDIENCES

**DIGITAL**



CONSUMER AUDIENCES

**ALL DISCIPLINES**



SPECIALTY AUDIENCES

**ALL DISCIPLINES**



**GRAND CHAMPION**

The five Best of Show winners will compete for the **Best of NAMA Grand Champion award**, which will be awarded to the single-best entry in the Best of NAMA competition.

# ELIGIBILITY

- Communication materials produced for first use (if the entry didn't make it into the awards show last year) from October 2023 – October 2024 are eligible.
  - If entered in 2023, the **exact same entry** will not be eligible this year.
  - Additions or modifications to an ongoing campaign will not be eligible year after year.
- Entries must come through chapters where there is a NAMA member. The NAMA member can either be from the company or agency.
- Entries are open to agricultural, ornamentals, turf, livestock veterinarians and any other ag-related products or services whose primary audience is farmers, ranchers and growers (except as otherwise noted).
- It is mandatory that the entry identifies the chapter of the company or agency (note space on entry form). Each entry should be submitted through one region only. **Please do not enter the exact same entry through different chapters.** Duplicates will be disqualified!
- The exact same entry may not be entered in two different categories; however, elements of a campaign can be entered in separate categories.

# SUBMISSION DEADLINE

**OCTOBER 18, 2024, 5:00PM CST**

**ELECTRONIC ENTRY SUBMISSION (BestOfNAMA.org) IS OPEN FROM FRIDAY, SEPTEMBER 6, AT 8:00 AM CST TO FRIDAY, OCTOBER 18, AT 5:00 PM CST.**

**NOTE: No extensions will be granted on entry or payment submission.**

*The Best of NAMA committee reserves the right to disqualify or change the category of any entry if deemed appropriate. Decisions of the Best of NAMA committee are final.*

# ENTRY FEE

The regional entry fee is **\$130 PER ENTRY for all entries except Producer's Choice**. If you are submitting multiple entries, please send only one check for the total amount. If you are paying by credit card, please include copy of [CREDIT CARD AUTHORIZATION FORM](#). You will receive a receipt after your credit card is charged. If your entry qualifies to advance to national competition, you will be contacted. At that time, a **\$150 fee PER ENTRY** will be required.

## SUPPORT YOUR LOCAL NAMA CHAPTER

Local chapters receive \$20 per regional entry.

Click [here](#) for more information on submission requirements.

[Download the call for entries](#)

# SUBMISSION RULES

**NOTE: Categories marked with an "E" should be entered electronically. Please see instructions under Electronic Entry Submission. All other entries should follow the Physical Entry Submissions instructions, unless otherwise noted.**

## PHYSICAL ENTRY SUBMISSIONS

- An entry form and **TWO EXTRA** photocopies of the entry form must accompany each physical piece. Please clip these two extra entry forms to each entry. Please make sure entry forms are filled out with proper company names, correct spellings, etc., as winners' plaques will be engraved from this information. Also, please be sure to include email addresses on entry forms, as all communication will be via email.
- All entries become property of NAMA and cannot be returned. **Please do not send original art or one-of-a-kind samples**. Make sure your entries are constructed well so they last through two rounds of judging.
- Please follow closely the entry preparation requirements noted with each section. Entries score higher when they follow the correct preparation instructions. For category clarification, please contact the NAMA office at (913) 491-6500 or email [sherryp@nama.org](mailto:sherryp@nama.org).

## PHYSICAL ENTRIES SHOULD BE SUBMITTED TO:

### NAMA

8700 STATE LINE ROAD, SUITE 105  
LEAWOOD, KS 66206

# SUBMISSION RULES

## ELECTRONIC ENTRY SUBMISSION

Categories marked with an “E” should be submitted electronically to [BestofNAMA.org](http://BestofNAMA.org).

Acceptable file formats for electronic submission:

AUDIO	MP3
VISUAL	JPEG, PNG, PDF
VIDEO	Submit a public URL from YouTube. Digital files for video will no longer be uploaded or accepted.
PRESENTATIONS	A URL only will be accepted. If you have a PDF or PowerPoint, please post to a web page and upload the URL.
DIGITAL	Enter a demonstration URL. Digital files will no longer be uploaded or accepted.

For all electronic entry submissions, you fill out the entry form **ONLINE**. All fields included in the online entry form must be completely filled out. Print and include 2 copies of each electronic entry form with the other non-electronic forms you submit.

Broadcast and/or digital files for **CAMPAIGNS** will **NOT** be entered electronically, but instead must be entered with the rest of the campaign materials.

## SECTION 1

# AGRIBUSINESS AUDIENCES

## BEST OF SHOW

At the national level, three Best of Show categories have been established in the Agribusiness Audience section. One will be awarded in each of the following categories, at the discretion of the judges:



**ADVERTISING**



**PUBLIC RELATIONS**

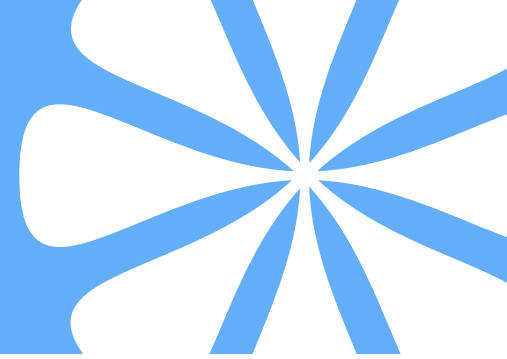


**DIGITAL**

All three will then be eligible to compete for the Best of NAMA Grand Champion award, which will be awarded to the single-best entry in the Best of NAMA competition.

# ADVERTISING

Ads, direct mail and other “paid” materials whose primary audience is farmers, ranchers and growers (unless otherwise specified).



## JUDGING CRITERIA FOR ALL ADVERTISING ENTRIES

---

### 30% CHALLENGE OR OPPORTUNITY

Is the challenge specifically identified and is it clear how this marketing element addresses the challenge and/or opportunity? How unique, targeted or strategy-specific is this toward addressing the challenge/opportunity?

### 30% OBJECTIVE OR DESIRED RESPONSE

Was it well thought out and specified what this marketing element was expected to create in response or outcome? How well does this entry illustrate how that would be – and was – measured against that goal? Was it to change a perception or increase sales/participation? Is it clear what they wanted the audience to think or do – and did they?

### 20% TARGET AUDIENCE

Is the defined audience thoughtful and specific? Does it seem like the investment is driven to the right audience to get the results from the challenge/opportunity presented? Is it a broad or specific target? Is it clear from the entry?

### 20% CRAFTSMANSHIP/ORIGINALITY

Did this entry grab your attention? Did it seem fresh and different, or did you feel like you’ve seen it before? Ask the same questions when considering what you think the target audience would say. And what about the production quality? Is it well executed? Does it gain attention and impact by how it was executed?

## CAMPAIGNS

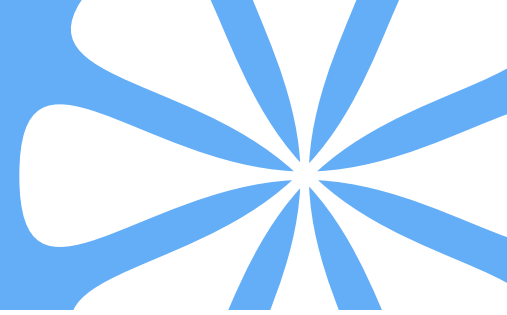
### ENTRY PREPARATION

Mount print materials on the inside of 13” x 16” (folded size), cover stock paper (minimum 65 lb.), black matte finish. Campaigns must be hinged together in an accordion fold, so all materials can be seen from one side when unfolded. A maximum of seven panels may be used. Mount your entry form on the outside back cover of the folder. Attach the two extra copies of the entry form via a paper clip or binder clip. For campaigns with broadcast elements, please provide a QR CODE OR list a URL attached to the folder that judges can visit to view the elements.

**NOTE: When calculating the cost of a campaign, be sure to figure in all costs, including personnel, etc.**



# ADVERTISING



## CATEGORIES

- 1. Integrated Campaign – Local:** Exposure in no more than 5 states.
- 2. Integrated Campaign – Regional:** Exposure in 6 to 12 states.
- 3. Integrated Campaign – National:** Exposure in 13 or more states.
- 4. New-Product Introduction:** May contain all forms of communication used, including publicity, public relations, direct mail, advertising, etc. No budget restrictions.
- 5. Unique Sponsorship Campaign:** Campaign surrounding a targeted sponsorship that extends and elevates paid sponsorship dollars to broaden impact, awareness and retention of brand, product or initiatives.

## PRINT

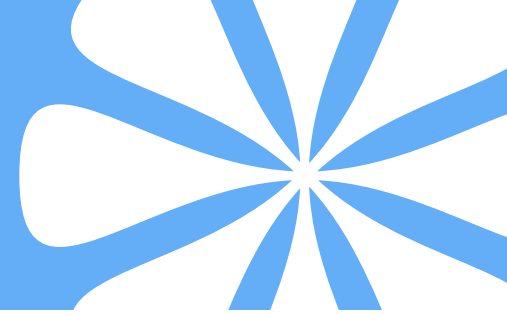
### ENTRY PREPARATION

Mount materials on the inside of 13" x 16" (folded size), cover stock paper (minimum of 65 lbs.), black matte finish. Series ads must be hinged together in an accordion fold, so all materials may be seen from one side when unfolded. A maximum of seven panels may be used. Mount your entry form on the outside back cover of the folder. Attach the two extra copies of the entry form via a paper clip or binder clip.

### CATEGORIES

- 6. Spreads,** b & w or color, any size, single or series.
- 7. Single-page or less than single page ads,** b & w or color, single entry.
- 8. Single-page ads or less than single page ads,** b & w or color, series (min. 2, max. 5).
- 9. Trade ads (non-farmer audience),** b & w or color, single or series: Directed at livestock veterinarians, farm managers, bankers, dealers, distributors or others serving agribusiness.
- 10. Unique print advertising,** (includes preprinted inserts, three or more page units, belly bands, wraps, bags, etc.), any color, any size.
- 11. Advertorials,** b & w or color, single or series.

# ADVERTISING



## BROADCAST MEDIA

### ENTRY PREPARATION

Upload files to [BestOfNAMA.org](https://BestOfNAMA.org).

Acceptable file formats for electronic submission

- Audio: MP3
- Video: Submit a public URL from YouTube. Make sure there are no security restrictions to access the video.

**All fields included in the online entry form must be completely filled out.** Print and include two extra copies of each electronic entry form with the other non-electronic forms you submit. If you are not submitting other non-electronic entries, email your electronic entry form(s) to Sherry Pfaff, [sherryp@nama.org](mailto:sherryp@nama.org).

Remove countdown, color bars and end titles. Leave approximately 10 seconds of black leader at front. Dub series together in proper order, without IDs or leaders between commercials. A series may have a minimum of two and a maximum of five spots. Submit each entry separately. For categories 13 and 14, series must be entered as a single file.

Entries not submitted in the proper format are eligible for disqualification.

### CATEGORIES

- 12. Audio: Single** commercial (any length). **E**
- 13. Audio: Series** (min. 2, max. 5, any length). **E**
- 14. Television and Streaming: Single or series** commercial (any length). **E**

## ELECTRONIC MEDIA

### ENTRY PREPARATION

Upload files to [BestOfNAMA.org](https://BestOfNAMA.org).

Acceptable file formats for electronic submission

- Submit a public URL from YouTube: Make sure there are no security issues to access the video
- Web banners (for advertising on the web): Enter a demonstration URL through the website.

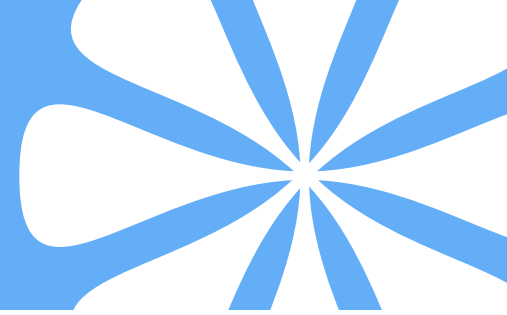
**For all electronic entry submissions, fill out the entry form ONLINE. All fields included in the online entry form must be filled out completely. Series must be entered in a single file.**

Print and include two extra copies of each electronic entry form with the other non-electronic forms you submit. If you are not submitting other non-electronic entries, email your electronic entry form(s) to Sherry Pfaff, [sherryp@nama.org](mailto:sherryp@nama.org).

### CATEGORIES

- 15. Audiovisual presentations** directed at farmers, ranchers and growers. **E**
- 16. Audiovisual presentations** directed at dealers, distributors, sales reps or others serving agribusiness. **E**

# ADVERTISING



## DIRECT/TARGET MARKETING

### ENTRY PREPARATION

Mount print materials on the inside of 13" x 16" (folded size), cover stock paper (minimum of 65 lb.), black matte finish. Campaigns must be hinged together in accordion fold, so all materials can be seen from one side when unfolded. A maximum of seven panels may be used. Mount entry form on the outside back cover of the folder. Attach two extra copies of entry form via paper clip or binder clip. For campaigns with broadcast elements, please place a QR code in an envelope and attach to folder OR list a URL on the materials that directs judges to the broadcast elements. For oversized items, submit an 8" x 10" color photo. Oversized items are considered anything excessively bulky or larger than 12" x 15".

### CATEGORIES

- 17. Direct mail** – Directed at farmers, growers and ranchers: Flat.
- 18. Direct mail** – Directed at farmers, growers and ranchers: Three-dimensional.
- 19. Direct mail** – Directed at dealers, distributors, sales reps and all others serving agribusiness: Flat or three-dimensional.

## OUTDOOR

### ENTRY PREPARATION

Outdoor entries should be submitted via a photo. Please upload the PDF to [BestOfNAMA.org](https://BestOfNAMA.org). Print and include two extra copies of the entry form with other non-electronic entries you submit. For all electronic entry submissions, fill out the entry form ONLINE. Be sure to answer all questions on the electronic entry form.

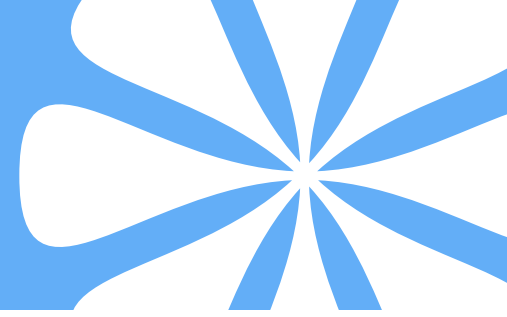
**For all electronic entry submissions, fill out the entry form ONLINE. Be sure to answer all questions on the electronic entry form.**

If you are not submitting other non-electronic entries, email your electronic entry form(s) to Sherry Pfaff, [sherry@nama.org](mailto:sherry@nama.org).

### CATEGORY

- 20. Billboards or other outdoor ads** (submit as a photo). **E**

# ADVERTISING



## COLLATERAL

### ENTRY PREPARATION

Brochure/catalog entries should be prepared like print advertising. Mount print materials on the inside of 13" x 16" (folded size), cover stock paper (minimum 65 lbs.), black matte finish. Entries must be hinged together in accordion fold, so all materials may be seen from one side when unfolded. A maximum of seven panels may be used. For exhibit and oversized entries, submit 8" x 10" color photo. Oversized items are considered anything excessively bulky or larger than 12" x 15". For posters and brochures, create a pocket inside folder, fold poster down and insert. Attach the two extra copies of the entry form via paper clip or binder clip.

### CATEGORIES

- 21. Customer brochures, catalogs:** Farmer-directed (1 or more elements).
- 22. Brochures, catalogs, etc.:** Directed at dealers, distributors or sales reps and all others serving agribusiness (1 or more elements).
- 23. Point-of-purchase materials** (posters, banners, POS displays, mobiles, packaging).
- 24. Exhibits** (trade and farm show exhibits, booths, etc.) Live.
- 25. Premiums/specialties** directed at farmers, growers and ranchers and all others serving agribusiness. Submit single entries and series in the same category.
- 26. Corporate identity:** (stationery package, business cards, logo design, branding).



# ADVERTISING TO AGRIBUSINESS

Ads produced by media, agencies or services (photographers, direct mail houses, audiovisual, producers, etc.) whose audience is either agribusiness or agencies.

## ENTRY PREPARATION

Mount print materials on the inside of 13" x 16" (folded size), cover stock paper (minimum 65 lb.), black matte finish. Campaigns must be hinged together in accordion fold, so all materials can be seen from one side when unfolded. A maximum of seven panels may be used. Mount your entry form on the outside back cover of the folder. Attach the two extra copies of the entry form via paper clip or binder clip.

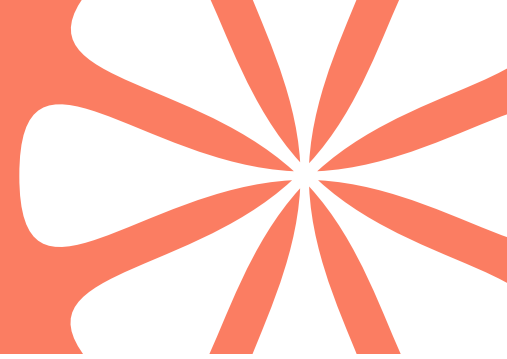
For campaigns with broadcast elements, please provide a QR code or URL attached to the folder to direct judges to the broadcast elements. For oversized items, submit an 8" x 10" color photo. Oversized items are anything excessively bulky or larger than 12" x 15".

## CATEGORY

**27. Advertising to agribusiness or agencies:** Elements produced by media, agencies or services (photographers, direct mail houses, audiovisual, producers, etc.) with the intent to solicit or grow business.

# PUBLIC RELATIONS

Primary audience is farmers, ranchers and growers  
(unless otherwise specified.)



## JUDGING CRITERIA FOR ALL PUBLIC RELATIONS EXCEPT WRITING

---

### 30% PLANNING

What was the level of strategy and thoughtfulness that went into developing this campaign? Was it clear what the opportunity was and how public relations efforts could help achieve brand and/or product goals? Was it unique? And well thought out? Was it clear what the end result should be?

### 30% EXECUTION

What is the quality and professionalism demonstrated through this effort in the entry as it is presented? There should be evidence of ingenuity and creativity using a combination and variety of techniques and elements to make the effort successful.

### 40% RESULTS

What evidence is there that the goals noted in planning were achieved? There should be efforts noted to identify, analyze and quantify results. Don't forget, there may be additional valuable results and/or learnings achieved through the execution as well – if they are noted in the entry.

## CAMPAIGNS

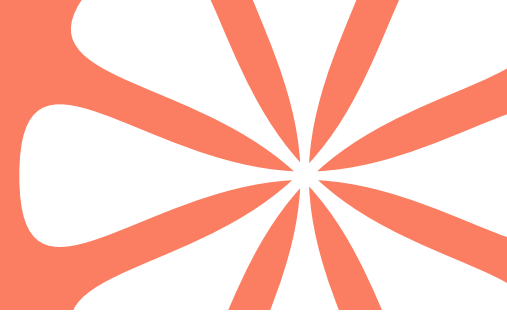
### ENTRY PREPARATION

Submit all materials in a three-ring binder with 1½" spine or smaller. Affix entry form to the back of binder. You may use up to five double spaced pages to describe the following: 1) planning, research, program objectives and purposes; 2) audiences; 3) strategies/communication techniques; 4) evaluation and feedback (explain tangible methods used to measure results); 5) budget (include all costs, such as cost of personnel to implement program). Supporting materials and examples may be included but must be contained within the three-ring binder.

Entry Tip: Improve your chances of success by submitting a smaller, but more descriptive entry. Carefully consider the judging criteria and entry guidelines when preparing entries.

**NOTE: Results weigh heavily in Public Relations entries – DON'T LEAVE THEM OUT.**

# PUBLIC RELATIONS



## CAMPAIGNS (Cont.)

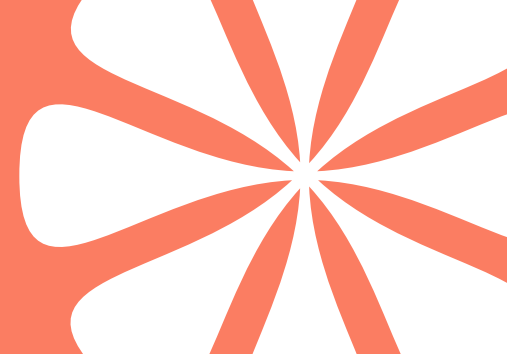
### CATEGORIES

- 28. Overall public relations program** supporting product, service or corporate image: Directed at farmers, ranchers, growers, stakeholders or employees and all others serving agribusiness.
- 29. Media relations** including media kits and media relations activities.
- 30. Brand Citizenship** - Directed at farmers, ranchers, growers, stakeholders or employees and all others serving agribusiness.
- 31. Unique Sponsorship Campaign** – Campaign surrounding a targeted sponsorship that extends and elevates paid sponsorship dollars to broaden impact, awareness and retention of brand, product or initiative.



# PUBLIC RELATIONS

Primary audience is farmers, ranchers and growers  
(unless otherwise specified.)



## JUDGING CRITERIA FOR ALL WRITING

---

### 30% CLARITY OF MESSAGE

Is the intended message clearly and consistently communicated? It must be evident not only in the entry, but in the work sample of the entry as well. Would you know what the key message is without reading the entry form?

### 30% CREATIVITY/INGENUITY

There should be evidence of ingenuity and creativity using a combination and variety of techniques and elements to make the effort successful. Did this writing grab your attention? Did it seem fresh and different, or did you feel like you've heard/read something like it before?

### 30% EXECUTION

What is the quality and level of technical execution evident in the entry as it is presented? Is it easy-to-understand and free of spelling, grammar, structure and tone of voice errors? Does it deliver the thoughts and story that make the message clear and more meaningful?

### 10% RESULTS

What evidence is there that the goals were achieved? There should be efforts noted to identify, analyze and quantify results.

## WRITING

### ENTRY PREPARATION

For all electronic entry submissions, fill out the entry form **ONLINE**. Submit a PDF at [BestOfNAMA.org](https://www.bestofnama.org). Entry should include copy of manuscript and published copy. Verification of article or speech must accompany entry. Send two extra copies of the entry form along with other non-electronic forms.

If you are not submitting other non-electronic entries, email your electronic entry form(s) to Sherry Pfaff, [sherryp@nama.org](mailto:sherryp@nama.org).

**NOTE: Results weigh heavily in Public Relations entries – DON'T LEAVE THEM OUT.**

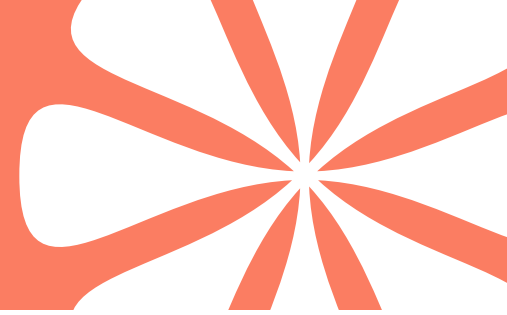
### CATEGORIES

**32. News, feature articles or persuasive writing**  
to include speeches, op-eds, commentaries, etc. (trade media). **E**

**33. News release** (ag media). **E**



# PUBLIC RELATIONS



## EVENTS

Includes events developed for product promotion, commemorations, openings, centennials, celebrations, etc. Includes planning, execution and evaluation.

### ENTRY PREPARATION

Submit all materials in a three-ring binder with 1½" spine or smaller. Affix entry form to the back of binder. On no more than two double-spaced typewritten pages, describe the following: 1) planning, research, program objectives and purposes; 2) audience; 3) strategies/communication techniques used to reach objectives; 4) evaluation and feedback (explain tangible methods used to determine the event's success); 5) budget (include all costs, such as cost of personnel to implement program). Include supporting samples: written plans, photographs, videos and other materials that further explain the nature and scope of project. Video and audio accepted via QR code or URL only.

**NOTE: Results weigh heavily in Public Relations entries — DON'T LEAVE THEM OUT.**

### CATEGORIES

- 34. Events:** Customer events.
- 35. Events:** Media events.
- 36. Events:** Internal events.

## PUBLICATIONS

### ENTRY PREPARATION

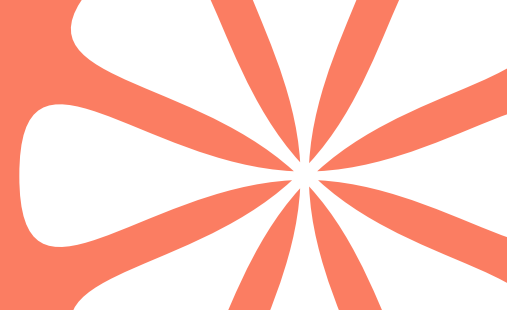
On no more than two double-spaced typewritten pages, describe the following: 1) planning, research, program objectives and purposes; 2) audience; 3) strategies/communication techniques used to develop editorial graphics to support project objectives; 4) evaluation and feedback (describe how you solicited audience feedback and response, and detail methods used to ensure the project met objectives and reader needs); 5) budget (include all costs, such as cost of personnel to implement program). Please submit all materials in a three-ring binder with 1½" spine or smaller. If entering an electronic newsletter or magazine, please submit via QR CODE or URL and put in an envelope attached to binder with your printed entry forms. Also include a hand copy if entering an electronic newsletter.

**NOTE: Results weigh heavily in Public Relations entries — DON'T LEAVE THEM OUT.**

### CATEGORIES

- 37. Company and association newsletters** – External, print or electronic: Newsletters issued on a regular basis, directed primarily at farmers, ranchers, or dealer & distributors. (Submit up to three issues.)
- 38. Company and association magazines** – External, print or electronic: Magazines, etc., issued on a regular basis, directed primarily at farm customers, prospects or others serving agribusiness. (Submit up to three issues.)
- 39. Company publications** – Internal, print or electronic: House publications, annual reports, etc., to company personnel or shareholders. (Submit up to three issues.)

# PUBLIC RELATIONS



## AUDIO/VIDEO

### ENTRY PREPARATION

Submit entries at [BestOfNAMA.org](https://BestOfNAMA.org).

**For all electronic entry submissions, fill out the entry form ONLINE.**

Acceptable file formats for electronic submission:

- Audio: MP3
- Video: Submit a public URL from YouTube. Make sure there are no security issues to access the video. All fields included in the online entry form must be completely filled out.

Print and include two extra copies of each electronic entry form with the other non-electronic forms you submit. If you are not submitting other non-electronic entries, email your electronic entry form(s) to Sherry Pfaff, [sherry@nama.org](mailto:sherry@nama.org).

### CATEGORIES

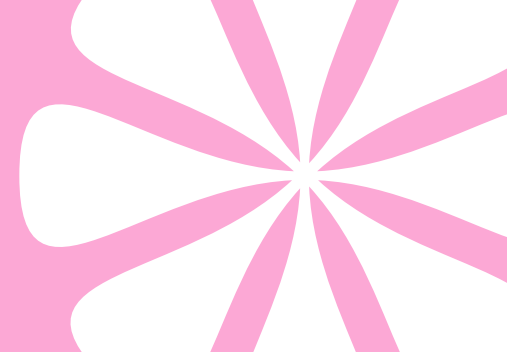
**40. Audio/Video:** Broadcast news or taped program. (Do not enter paid advertorials here.) **E**

**41. Audio/Video:** Feature or testimonial. (Do not enter paid advertorials here.) **E**



# DIGITAL

Primary audience is farmers, ranchers and growers (unless otherwise specified).



## JUDGING CRITERIA FOR ALL DIGITAL ENTRIES

---

### 30% CHALLENGE OR OPPORTUNITY

Is the challenge specifically identified and is it clear how this marketing element addresses the challenge and/or opportunity? How unique, targeted or strategy-specific is this toward addressing the challenge/opportunity?

### 30% OBJECTIVE OR DESIRED RESPONSE

Was it well thought out and specified what this marketing element was expected to create in response or outcome? How well does this entry illustrate how that would be – and was – measured against that goal? Was it to change a perception or increase sales/participation? Is it clear what they wanted the audience to think or do – and did they?

### 20% TARGET AUDIENCE

Is the defined audience thoughtful and specific? Does it seem like the investment is driven to the right audience to get the results from the challenge/opportunity presented? Is it a broad target or a specific target? Is it clear from the entry?

### 20% CRAFTSMANSHIP/ORIGINALITY

Did this entry grab your attention? Did it seem fresh and different, or did you feel like you've seen it before? Ask the same questions when considering what you think the target audience would say. And what about the production quality? Is it well executed? Does it gain attention and impact by how it was executed?

## ENTRY PREPARATION DIGITAL ADVERTISING, WEBSITES & DIGITAL CONTENT

For all electronic entry submissions, fill out the entry form **ONLINE**. Submit URL through [BestOf-NAMA.org](https://www.bestofnama.org).

Print and include two extra copies of the electronic entry form with the non-electronic entry forms you submit. If you are not submitting other non-electronic entries, email your electronic entry form(s) to Sherry Pfaff, [sherry@nama.org](mailto:sherry@nama.org).

## DIGITAL ADVERTISING

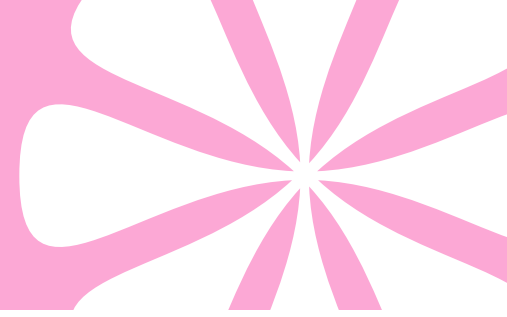
### CATEGORY

**42. Advertising on the web** directed at farmers, ranchers or growers, and all others serving agriculture. **E**

## WEBSITES

### CATEGORY

**43. Internet website (owned)** directed at farmers, ranchers or growers and all others serving agribusiness. **E**



## DIGITAL CONTENT

### CATEGORIES

- 44. Digital Content** – Web-based journals or blogs directed at farmers, ranchers or growers and all others serving agribusiness. **E**
- 45. Webinars & Podcasts** – **E**
- 46. Email Marketing** – Singular or series **E**

## SOCIAL MEDIA

### ENTRY PREPARATION

For social media, please submit URLs, PDFs or other digital assets (i.e., MP3 files) of all relevant materials.

### CATEGORIES

- 47. Social community building and engagement (social campaign)** – Includes use of Facebook, X, Instagram, Pinterest, YouTube or other social platforms. **E**
- 48. Social tactic** – A specific activity (i.e., contest, Tweet-up, response-generating activity, etc.) leveraging Facebook, X, Instagram, Pinterest, YouTube or other social platforms. **E**
- 49. Influencer Activation** – Directed to farmers, growers & ranchers. Engagement of professional influencer efforts to raise awareness, activate a campaign or increase sales-specific activity for a product, brand or greater initiative. **E**

## OTHER DIGITAL TOOLS

### ENTRY PREPARATION

Submit URL through [BestOfNAMA.org](https://BestOfNAMA.org). All fields in the upload form must be completely filled out. Print and include two extra copies of the electronic entry form with the non-electronic entry forms you submit. If you are not submitting other non-electronic entries, email your electronic entry form(s) to Sherry Pfaff, [sherryp@nama.org](mailto:sherryp@nama.org).

### CATEGORY

- 50. Other Digital tools** include videos, games, e-books, e-magazines, digital publishing, smartphone apps and interactive sales presentations. **E**

## SECTION 2

# NON-AGRIBUSINESS AUDIENCES

## BEST OF SHOW

At the national level, two Best of Show categories have been established in the Non-Agribusiness Audience section. One will be awarded in each of the following categories, at the discretion of the judges:



**CONSUMER**



**SPECIALTY**

These two Best of Show recipients will join the three Best of Show winners from the Agricultural Audience section to compete for the Best of NAMA Grand Champion award, which will be awarded to the single best entry in the Best of NAMA competition.

# CONSUMER

All work in consumer categories must represent efforts to reach consumers, or influence consumer perceptions or actions, on behalf of agricultural issues, organizations or initiatives.



## JUDGING CRITERIA FOR ALL CONSUMER ENTRIES

---

### 30% CHALLENGE OR OPPORTUNITY

Is the challenge specifically identified and is it clear how this marketing element addresses the challenge and/or opportunity? How unique, targeted or strategy-specific is this toward addressing the challenge/opportunity?

### 30% OBJECTIVE OR DESIRED RESPONSE

Was it well thought out and specified what this marketing element was expected to create in response or outcome? How well does this entry illustrate how that would be – and was – measured against that goal? Was it to change perception or increase sales/participation? Is it clear what they wanted the audience to think or do – and did they?

### 20% TARGET AUDIENCE

Is the defined audience thoughtful and specific? Does it seem like the investment is driven to the right audience to get the results from the challenge/opportunity presented? Is it a broad target or a specific target? Is it clear from the entry?

### 20% CRAFTSMANSHIP/ORIGINALITY

Did this entry grab your attention? Did it seem fresh and different, or did you feel like you've seen it before? Ask the same questions when considering what you think the target audience would say. And what about the production quality? Is it well executed? Does it gain attention and impact by how it was executed?

## ENTRY PREPARATION

Follow entry instructions detailed in Section 1.

### CATEGORIES

- 51. **Company- or Producer-Funded Advertising campaign** directed to consumers.
- 52. **Company- or Producer-Funded Advertising campaign element** (i.e., tactic) directed to consumers.
- 53. **Company- or Producer-Funded Public Relations campaign** directed to consumers.
- 54. **Company- or Producer-Funded Public Relations campaign element** (i.e., tactic) directed to consumers. **E** on physical entry, depending on the item.
- 55. **Website** directed to consumers. **E**
- 56. **Social Media campaign** directed to consumers. **E**
- 57. **Influencer Activation** – Directed to consumers. Engagement of professional influencer efforts to raise awareness, activate a campaign or increase sales-specific activity for a product, brand or greater initiative. **E**

# SPECIALTY

Includes companion animal, equine, turf, ornamental and forestry audiences. Includes rodeo animals and backyard flocks.



## JUDGING CRITERIA FOR ALL SPECIALTY ENTRIES

---

### 30% CHALLENGE OR OPPORTUNITY

Is the challenge specifically identified and is it clear how this marketing element addresses the challenge and/or opportunity? How unique, targeted or strategy-specific is this toward addressing the challenge/opportunity?

### 30% OBJECTIVE OR DESIRED RESPONSE

Was it well thought out and specified what this marketing element was expected to create in response or outcome? How well does this entry illustrate how that would be – and was – measured against that goal? Was it to change perception or increase sales/participation? Is it clear what they wanted the audience to think or do – and did they?

### 20% TARGET AUDIENCE

Is the defined audience thoughtful and specific? Does it seem like the investment is driven to the right audience to get the results from the challenge/opportunity presented? Is it a broad target or a specific target? Is it clear from the entry??

### 20% CRAFTSMANSHIP/ORIGINALITY

Did this entry grab your attention? Did it seem fresh and different, or did you feel like you've seen it before? Ask the same questions when considering what you think the target audience would say. And what about the production quality? Is it well executed? Does it gain attention and impact by how it was executed?

## ENTRY PREPARATION

Follow entry instructions detailed in Section 1.

## CATEGORIES

### 58. Specialty advertising campaign

### 59. Specialty public relations campaign

**60. Specialty campaign elements** (all disciplines – advertisements, public relations, digital, collateral, direct mail, etc.) – Single element or series, as applicable.

**61. Specialty Influencer Activation** – Engagement of professional influencer efforts to raise awareness, activate a campaign or increase sales-specific activity for a product, brand or greater initiative. **E**

## SECTION 3

# PRODUCER'S CHOICE

This category will be judged online by producers. The winner will be announced at the Agri-Marketing Conference in Kansas City, April 9, 2025. The fee for this category is \$150. Deadline is the same as for other entries, and you can include payment for these entries along with your other entries. The Producer's Choice entry form is available online. Award judging and tabulation courtesy of Readex Research. List provided by Farm Progress.

Note: this category is not eligible for Best of Show.

## SINGLE-PAGE AD

### ENTRY PREPARATION

For all electronic entry submissions, fill out the entry form **ONLINE**. Submit entries at [BestOfNAMA.org](https://www.bestofnama.org). All fields included in the upload form must be completely filled out.

### CATEGORIES

- 62. **Single-page ad** – Directed at farmers, growers and ranchers. E.



# FREQUENTLY ASKED QUESTIONS

**Q. Is my entry due October 18 or does it need to be postmarked by October 18?**

**A.** Your entry is due October 18, 2024.

**Q. If I enter an element of a campaign in a category, can I also enter it as part of the campaign?**

**A.** Yes. For example, a print ad can be entered as an ad and as part of a campaign.

**Q. How does my local chapter benefit?**

**A.** Be sure to fill in your chapter name on the entry form. Chapters will receive a \$20 rebate for each entry submitted at the regional level.

**Q. If my entry advances to national, do I need to submit another copy of the entry?**

**A.** No. You will have to submit an additional entry fee, but not another copy of the entry.

**Q. Am I required to use the NAMA entry form?**

**A.** No. You may create your own entry form on a computer; just make sure it has all the necessary elements in the same order as the national form.

**Q. Will I be notified if my entry has been received?**

**A.** No. It is up to you to send your entry and payment by a form of trackable delivery if you want confirmation of receipt.

**Q. Who judges the entries?**

**A.** At the regional level, judges must have five years of industry experience. At the national level, judges must have 10 years of industry experience.

**Q. Will the Producer's Choice Awards be awarded at the regional level as well as the national level?**

**A.** No. This award will be presented only at the national ceremony.

# ENCORE!

BEST OF NAMA 2025

8700 State Line Rd., Suite 105  
Leawood, KS 66206  
Phone (913) 491-6500  
sherryp@nama.org | nama.org



**NATIONAL  
AGRI-MARKETING  
ASSOCIATION**