

Sponsorship Level Overview



The infographic is titled "SPONSORSHIP LEVELS" in bold, dark blue letters on a yellow background. To the left of the title is a decorative graphic of colorful confetti. Below the title, a vertical wavy line with four colored circles (red, orange, green, teal) separates the level names from the details. Each level (Platinum, Gold, Silver, Bronze) is listed in bold, followed by a bulleted list of benefits. To the right of each level is a colored circle containing the price. The background of the infographic is light green with a subtle pattern of small white dots. The bottom of the infographic is a dark blue footer with contact information.

SPONSORSHIP LEVELS

Level	Price	Benefits
PLATINUM	\$5,000	• Sample text with benefit such as free tickets, VIP seating, logo on banners, company listed in social media, etc. • Sample text with benefit such as free tickets, VIP seating, logo on banners, company listed in social media, etc. • Sample text with benefit such as free tickets, VIP seating, logo on banners, company listed in social media, etc. • Sample text with benefit such as free tickets, VIP seating, logo on banners, company listed in social media, etc.
GOLD	\$2,500	• Sample text with benefit such as free tickets, VIP seating, logo on banners, company listed in social media, etc. • Sample text with benefit such as free tickets, VIP seating, logo on banners, company listed in social media, etc. • Sample text with benefit such as free tickets, VIP seating, logo on banners, company listed in social media, etc.
SILVER	\$1,000	• Sample text with benefit such as free tickets, VIP seating, logo on banners, company listed in social media, etc. • Sample text with benefit such as free tickets, VIP seating, logo on banners, company listed in social media, etc.
BRONZE	\$100	• Sample text with benefit such as free tickets, VIP seating, logo on banners, company listed in social media, etc.

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Sponsorship Levels Template For Events

**T. Christopher Greenwell, Leigh Ann
Danzey-Bussell, David J. Shonk**



Sponsorship Levels Template For Events:

Event Sponsorship and Fundraising Tom Lunt, Eva Nicotra, 2018-11-03 Securing sponsorship and other sources of funding for events is becoming increasingly competitive making differentiation and delivery vital Event Sponsorship and Fundraising explores this complex area of event management drawing on both experiential marketing and consumer behaviour theories and developing critical insights on the dynamics of successful event sponsorship Its coverage includes professional guidance on prospecting for sponsors brand activation and evaluation as well as advice on relationship management proposal writing and pitching to potential sponsors Event Sponsorship and Fundraising places each of these concepts at the heart of the Integrated Marketing Communications Mix alongside cutting edge literature on the topic Written by two highly experienced industry practitioners both of which now teach on two of the UK s leading event management degree courses and supported by a comprehensive set of online resources this book is an invaluable go to resource for event management students tutors and professionals alike

Event Sponsorship Ian McDonnell, Malcolm Moir, 2013-12-04 This introduction to Event Sponsorship provides students with an essential understanding of the important role of sponsorship in an event how this can be gained and successfully managed to the benefit of both the sponsor and sponsee The text starts with an investigation of the origins of sponsorship and then considers all important elements of Events sponsorship management It considers what sponsorship is its history and evolution what its marketing uses are how it can be used efficiently the benefits it can bring to an event and how its results can be measured It also considers other funding sources for events including government grants crowd source funding and merchandising To reflect changes in the way firms communicate with their customers there is a strong focus on the use of social media e marketing and technology in sponsorship The text uniquely considers topics of sponsorship from perspective of both the sponsor and the sponsee the event to provide a holistic view of the sponsorship process Case Studies are integrated throughout to show how both small and large scale events have successfully gained and used sponsorship as well as potential pitfalls to avoid Learning outcomes discussion questions and further reading suggestions are included to aid navigation throughout the book spur critical thinking and further students knowledge This is essential reading for all students studying Events Management

Sales and Post-Sales Scripts for B2B Event Sponsorship Vijay Martis, Sales and Post Sales Scripts for B2B Event Sponsorship by Vijay Martis In today s competitive business landscape mastering the art of B2B event sponsorship is crucial for marketing success Sales and Post Sales Scripts for B2B Event Sponsorship is your comprehensive guide to navigating this complex world with confidence and finesse This book equips you with the essential tools strategies and scripts to not only secure valuable sponsorships but also nurture lasting partnerships that extend far beyond the event itself Written in an engaging conversational style this book offers a wealth of practical advice and real world examples that you can immediately apply to your sponsorship efforts You ll discover how to craft compelling sales pitches that resonate with potential sponsors ensuring your proposals stand out in a

crowded marketplace But we don't stop there our focus on post sales scripts highlights the critical importance of relationship building providing you with a blueprint for maintaining sponsor satisfaction and engagement long after the event concludes Each chapter guides you step by step through the sponsorship process from identifying potential partners to measuring success and securing future opportunities You'll find relatable scenarios and personal anecdotes from industry veterans that bring key concepts to life making it easy to understand and implement the strategies discussed Whether you're new to the world of event sponsorship or a seasoned professional looking to refine your approach this book is tailored to enhance your skills and boost your confidence You'll learn how to Identify and approach potential sponsors that align with your event goals Craft persuasive pitches that highlight mutual benefits Navigate negotiations with finesse and overcome common objections Onboard sponsors effectively and manage their expectations Execute flawless events that deliver value to all stakeholders Follow up post event to solidify relationships and secure future partnerships Measure and communicate sponsorship success Packed with proven scripts practical tips and insider insights Sales and Post Sales Scripts for B2B Event Sponsorship is your ultimate resource for unlocking the full potential of your sponsorship activities Get ready to transform your approach and achieve unprecedented success in the dynamic world of B2B event sponsorship Don't just secure sponsors create lasting partnerships that drive mutual growth and success

The Ultimate Guide To Selling B2B Event Sponsorships Vijay Martis, *The Ultimate Guide To Selling B2B Event Sponsorships* by Vijay Martis *The Ultimate Guide To Selling B2B Event Sponsorships* by Vijay Martis is an indispensable resource for event professionals looking to master the art and science of securing lucrative sponsorships in the B2B space Drawing from years of experience and success in the field Martis offers a comprehensive roadmap to navigating the complex world of corporate sponsorships This guide goes beyond basic sales techniques delving deep into the nuances of the B2B event landscape Readers will discover how to craft compelling value propositions leverage data driven insights and create customized sponsorship packages that resonate with potential partners Martis provides practical strategies for overcoming common objections building long term relationships with sponsors and maximizing ROI for both parties The book addresses the evolving nature of events including chapters on virtual and hybrid sponsorship opportunities It offers actionable advice on integrating cutting edge technologies from AI powered matchmaking to immersive VR experiences to enhance sponsor visibility and engagement With powerful examples and templates this guide equips readers with the tools they need to succeed in today's competitive sponsorship market Whether you're new to the field or a seasoned professional looking to up your game Martis's insights will help you transform your approach to selling B2B event sponsorships *The Ultimate Guide* is more than just a book it's a blueprint for success in the world of B2B event sponsorships Prepare to revolutionize your sponsorship strategy and take your events to the next level

Managing Sport Events T. Christopher Greenwell, Leigh Ann Danzey-Bussell, David J. Shonk, 2024-06-26 Running a sport event whether it's an international competition or local youth tournament requires acute knowledge and the ability to plan organize promote lead

and communicate effectively And no other text prepares students for the task as effectively as Managing Sport Events Third Edition With HKPropel Access While other texts in this space stray into the area of facility management Managing Sport Events keeps its focus where it should be by providing a thorough grounding of the entire event management process Beginning with an overview of event conception and development the text then moves into the principal planning areas of budgeting marketing promotion sponsorships and legal and risk management Later chapters focus on key operational areas such as staffing event services and logistics and event day management and it closes with postevent details and evaluation The third edition includes new and updated content that incorporates plenty of contemporary real life examples Insights into how event management has been affected by COVID 19 and by the emergence of social media sustainability efforts and diversity equity and inclusion DEI initiatives All new content addressing the role of brand ambassadors social media influencers and nontraditional media in promoting events and encouraging fan engagement An updated discussion of event sponsorships and how sport organizations are implementing creative activation strategies pre event and game day deliverables and the latest technologies to maximize exposure and measure effectiveness An expanded discussion of contracts and other legal considerations such as compliance with the Americans with Disabilities Act ADA An expanded section outlining how principles of project management can be used to effectively plan events New industry profiles that provide insights into key players and noteworthy happenings in event management Related online activities delivered through HKPropel provide robust learning opportunities for students A brand new semester long project in which students plan prepare produce and evaluate a fictional pickleball tournament as well as compile a formal event management plan handbook Scenario based activities in which students make a decision and then see the implications of their choice Mini case studies for each chapter with questions to test comprehension Sample contracts that represent common agreements encountered in event management Practicing and aspiring professionals working in parks and recreation tourism hospitality and sport organizations at all levels youth high school college amateur minor league professional and international will find this book a valuable reference in their roles as event managers Blending traditional business tenets of sport management with the distinct aspects of event management Managing Sport Events Third Edition prepares readers to manage events with efficiency and ease so that fans and participants alike have lasting game day memories Note A code for accessing HKPropel is not included with this ebook but may be purchased separately

Festival & Special Event Management, Essentials Edition Johnny Allen, Robert Harris, Leo Jago, 2022-05-23 Allen's Festival and Special Event Management Essentials Edition serves as a concise yet comprehensive step by step handbook for modern event management This Essentials edition gives students contemporary lessons and insights that they can relate to It brings theory to life through copious practical examples illustrative diagrams and unique case studies demonstrating best practices and pitfalls Industry experts from across APAC's event planning sector have contributed content to key contemporary topics including sustainability risk management project

management and strategic alignment to client goals This edition also features Wiley's Future Student Guide a unique tool which provides expert and practical advice on career preparedness making for more future ready graduates

The Sports Event Management and Marketing Playbook Frank Supovitz, Robert Goldwater, 2024-10-15 Authoritative and accessible textbook on how to successfully plan and execute live sports events with helpful learning aids included throughout This Third Edition of The Sports Event Management and Marketing Playbook is a timely and practical guide on how to successfully plan and deliver live sports events combining time proven processes and techniques with the many best practices tools and trends that have emerged in every facet of this expanding highly visible and ever innovating industry since the Second Edition was published in 2014 The book is structured as a step by step guide on how to begin the development creation and planning for a sports event and continues through management marketing production and ultimately the post event evaluation processes Real life illustrative case studies called Sideline Stories to elucidate key concepts are included throughout the text Each chapter concludes with a convenient summary called Post play Analysis to aid in information retention along with relevant skill building questions exercises called Coach's Clipboard instructors can use as student assignments Written by two respected and experienced industry practitioners in the sports event business The Sports Event Management and Marketing Playbook includes information on Revenue streams ranging from ticket sales sponsorship advertising and merchandise to participation fees grants and donations The event sponsor relationship covering what event organizers really want from sponsors and vice versa Guest management from selling tickets to hotel management and what to do if tickets are not selling Unexpected events including safety and security concerns and how to react to emergencies and crises efficiently and effectively Media partnerships covering how to campaign for attention and talk to the media With accessible and comprehensive coverage of the subject The Sports Event Management and Marketing Playbook serves as an excellent learning aid for students in advanced undergraduate and Masters courses in Sports Event Management Sports Marketing Hospitality Management and Sports Industry Management Part of The Wiley Event Management Series

What Sponsors Want: An Inspirational Guide For Event Marketers Mark Harrison, 2020-08-27 This book offers a practical but conceptually grounded view of the future of sponsorship It is based on the reality that the world of sponsorship marketing is far too focused on impressions logos and money can't buy experiences experiences which are miraculously secured with money The author asks questions such as Do any corporate sponsors really believe that more logos are what their consumers want and do organizations selling sponsorship believe they have nothing more valuable to sell than digital and physical signage In a culmination of real life experiences industry learnings and third party professional research What Sponsors Want provides expert supported arguments to show that the traditional bronze silver and gold packages of sponsorship belong to a model of the past In outlining the conceptual model for successful sponsorship this book provides five key principles of what sponsors want for you to take on your next sponsorship challenge

The Whole-School Community

Read Margaux DelGuidice-Calemmo, Jeannette Balantic, 2025-10-30 A comprehensive resource for librarians and teachers who want to implement a whole school community reading program in their schools Community reading programs can foster a love of reading increase student engagement build a community of readers and simultaneously improve literacy Yet it can be daunting to begin a new program at a busy school This guidebook provides a clear roadmap for librarians and teachers who wish to try a whole school community reading program with all ages of learners Beginning with a history of whole school reads authors DelGuidice Calemmo and Balantic describe how a community reading program can work for students at all levels and promote family connections through reading They offer advice on finding funding building successful collaborations within the school community and allowing students to have a voice in book selection Marketing makerspace and promotion ideas help encourage participation Learn how to use informal checkpoints and a final celebration to sustain and celebrate participants Finally come away with strategies to assess these programs and try variations to increase engagement Appendixes of resources provide practical tools for those ready to begin planning their own program

Nonprofit Fundraising 101 Darian Rodriguez Heyman, 2016-01-19 Raise more money for your cause Based on expert advice and insights from a variety of respected industry experts Nonprofit Fundraising 101 is an essential text for nonprofit professionals volunteers activists and social entrepreneurs who want to leverage best practices to promote their cause Built upon the success of the best selling Nonprofit Management 101 this easy to digest book provides practical comprehensive guidance for nonprofit fundraising around the globe With tips and tools expert advice and real world insights from almost fifty industry leaders this robust resource addresses the entire spectrum of fundraising for nonprofits including Planning hiring and tracking progress Individual donors major gifts events and direct mail Board and volunteer engagement Foundation and government grants Corporate partnerships Online and email fundraising Social media and mobile crowdfunding Earned income and social enterprise Written by and for front line practitioners and geared towards a global audience of emerging and established leaders this field guide offers step by step formulas for success Nonprofit Fundraising 101 features a foreword by fundraising guru and Soul of Money author Lynne Twist insights from notable non profit professionals such as CNN's Van Jones and an afterword by Kiva.org Co Founder President Premal Shah This book also provides indispensable ideas and diverse case studies ranging from grassroots efforts to the ALS Ice Bucket Challenge and advice for organizations of all sizes and focus Chapters are brief and easily digestible featuring extensive resources for additional learning concrete best practices and pitfalls to avoid Enjoy this must read manual to learn tried and true ways to raise more money for your cause nonprofit or charity

Events Feasibility and Development William O'Toole, 2011
Operational integrity and its feasibility

Event Planning and Management Ruth Dowson, David Bassett, 2018-11-03 Event Planning and Management second edition is an ideal resource for those seeking a step by step formula to plan and deliver a successful event With the vital balance of professional experience behind them the authors teach the next generation of event

planners with unrivalled knowledge ensuring an effective event process from start to finish This book delivers practical understanding of the theory and practice needed to activate each stage of planning from initial venue selection budgeting and programme content to managing stakeholders and sponsors promotion risk assessment safety and post event evaluation Fully revised the second edition of Event Planning and Management expands on managing events on the day and explores the PR and experiential marketing boom for live brand experiences Including updated real world case studies from around the globe it also features an invaluable toolkit of templates planning checklists and budget sheets Accompanied by a host of downloadable resources this book is the ideal end to end resource for both event planning modules and certifications plus busy marketing and PR professionals facing the new wave of live brand and customer experiences

Sample Portfolio for Events Management Services Marie Catherine Unabia-del Mar, 2019-12-27 Events Management Services NC III is a short TESDA course in the Philippines that will train you in planning and organizing events in different venues such as conference centers hotels motels restaurants clubs resorts and luxury liners Events Management provides an introductory overview of the fundamentals in managing events from conception to delivery highlighting both the theoretical and operational aspects to prepare students for a career in events management and hospitality This book will give readers the guide on how to make a portfolio with regards to this course

Event Management: For Tourism, Cultural, Business and Sporting Events Lynn Van der Wagen, Lauren White, 2018-04-01 Event Management specifically written for the Diploma of Event Management and Advanced Diploma of Event Management is a comprehensive resource for anyone wanting to build their expertise in professional event management This edition adopts a scaffold learning pedagogy helping students move through the material logically and efficiently while building on their understanding of tourism cultural business and sporting events

The Sponsorship Seeker's Toolkit, Fourth Edition Kim Skildum-Reid, Anne-Marie Grey, 2014-04-18 THE BIBLE OF SPONSORSHIP UPDATED WITH NEW SOCIAL MEDIA AND OTHER DIGITAL STRATEGIES The Sponsorship Seeker s Toolkit fourth edition makes cutting edge best practice sponsorship not only achievable but sensible and straightforward Corporate sponsorship experts Kim Skildum Reid and Anne Marie Grey have updated their classic guide to put you miles ahead of the competition New material includes the integration of social media into existing strategies developing leverage ideas for proposals more case studies than ever and important trends in the world of corporate sponsorship PRAISE FOR THE SPONSORSHIP SEEKER S TOOLKIT This book leads you step by step through the choices you have to make throughout the process from gathering internal support to renewal I have never read a better how to book on seeking sponsors AD MAATJENS Founder and Director Sponsorreport One of the best and most thorough how to books in fundraising A must read orientation for nonprofits considering transforming their approach or venturing into the exciting world of sponsorship KYLA SHAWYER Chair of the International Fundraising Congress IFC Chief Operating Officer SCIA International Alliance The Sponsorship Seeker s Toolkit contains all the information you ll need to successfully develop deliver and manage a best

practice sponsorship program using an easy to understand step by step process supported by useful case studies and example templates KYM OBERAUER founder of PracticalSponsorshipIdeas com Event Management Simplified Judy L. Anderson,2010-03-04 Creating special events may look easy to those who attend but to do it well requires a great deal of knowledge creativity and organizational skill Event Management Simplified contains a wealth of information and how to knowledge that can be used by both seasoned event planners and those just learning the ropes Contained within these pages is information about Skills needed to be an event professional and where to find jobs Insider tips and strategies for thinking outside of the box Identifying event demographics and laying a strong foundation Examples systems timelines and worksheets for all event elements Determining if committees are needed and how to keep them on track Ideas for recruiting sponsors donors exhibitors and attendees Risk management obtaining permits and working with jurisdictions Elements of negotiating contracts with venues vendors and others Food and beverage tactics for menu planning service and contracting Ways to market and promote your event Creating site plans and logistics schedules Contracting for stage sound lighting electronic media entertainment Using volunteers for maximum effect Pre and post event activities The easy to read format and systems in Event Management Simplified have been successfully used by event planners of all skill levels and by academic institutions as a teaching tool We guarantee this book will pay for itself many times over in time and financial gain

Reimagining and Reshaping Events Jeffrey Wrathall,Steriopoulos,2022-01-05 A unique and user friendly text which advances managerial views on how the event industry is transforming Packed with international real life case studies and examples it contextualises theory and illustrates how the industry has had to adapt whilst still considering key technological and sustainability issues **Routledge Handbook of Sport Management** Leigh Robinson,Packianathan Chelladurai,Guillaume Bodet,Paul Downward,2013-03-01 The Routledge Handbook of Sport Management is the most up to date and comprehensive guide to theory and practice in sport management ever published It provides students and scholars with a broad ranging survey of current thinking in contemporary sport management exploring best practice in core functional areas and identifying important future directions for new research Key topics covered in the book include managing performance marketing human resource management the economics and finance of sport strategy managing change governance of sports organizations customer relations branding and retail With contributions from leading scholars and professionals from around the world the book illustrates the global nature of contemporary sport business and highlights the opportunities and challenges for managers operating in an international market place Representing a definitive survey of contemporary issues in sport management this is an essential reference for all students scholars and practitioners working in sport **Beyond Book Sales** Susan Dowd,2014 Like library users library donors hail from all walks of life Regardless of the scope or complexity of library fundraising successful efforts are always about forging and strengthening relationships with the range of stakeholders throughout the community Dowd and her team from Library Strategies a consulting group of the

Friends of St Paul Public Library share proven strategies that have brought in more than 1 million annually Believing that private fundraising is a natural for libraries large and small they start with 12 facts about library fundraising and focus on activities with the highest return Tips and features include The gift pyramid model for developing the culture of giving that leads to big gifts Overcoming fears of sponsorship and embracing cause related marketing Pitching the appropriate charitable gift Confronting common fears of requesting major gifts The pros and cons of membership programs **The Trojan Horse** Deborah Philips,Garry Whannel,2013-08-29 This book is available as open access through the Bloomsbury Open Access programme and is available on www.bloomsburycollections.com The Trojan Horse traces the growth of commercial sponsorship in the public sphere since the 1960s its growing importance for the arts since 1980 and its spread into areas such as education and health The authors central argument is that the image of sponsorship as corporate benevolence has served to routinize and legitimate the presence of commerce within the public sector The central metaphor is of such sponsorship as a Trojan Horse helping to facilitate the hollowing out of the public sector by private agencies and private finance The authors place the study in the context of the more general colonization of the state by private capital and the challenge posed to the dominance of neo liberal economics by the recent global financial crisis After considering the passage from patronage to sponsorship and outlining the context of the post war public sector since 1945 it analyses sponsorship in relation to Thatcherism enterprise culture and the restructuring of public provision during the 1980s It goes on to examine the New Labour years and the ways in which sponsorship has paved the way for the increased use of private public partnerships and private finance initiatives within the public sector in the UK

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