


Event Sponsorship

**EDUCATION**

Learn how to **SECURE** local and corporate **SPONSORS**

- Course
- Seminar
- Book

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WWW.EVENTSANDSPONSORS.COM

## Sponsors Fund Events

### Learn How!



Events cost money. Securing sponsors will **cover the cost of your event**. Any event you can think of, from seminars, parties, projects, programs, groups, podcasts, trips, weddings, walks, drives to rehabilitation stays, tours, holiday celebrations, contests, food tasting, block parties, and movies, can be sponsored.

If you have a group of clients, prospects or members that are:

- In need of money to fund an event?
- Using money out of their pocket to fund an event?
- Starting a business and have bad or no credit?
- Depending on ticket sales?
- Looking for ways to increase their event or business profit?
- Seeking win-win partnerships with other companies and brands?

Call or email us to schedule sponsorship training in your location. **Required - groups** of 10 and more (group less than 10 will be required to pay full cost of group of 10), attendees must have **win-win mentality** and be **passionate about event**. Attendees will learn how sponsorship works, how to communicate with sponsors and how to sell their events to sponsors.

Roberta Vigilance teaches the fundamentals of securing sponsors. Roberta is the author of *How To Secure Sponsors Successfully* book series. Attendees will start **saving and making money on events**. **Schedule** your group seminar **today!**



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**Phone:** 1.516.512.9716 ET/USA    **Email:** info@eventsandsponsors.com

**Website:** www.eventsandsponsors.com


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## Sponsorship Course

**1 Day Event. Includes Q&A Sessions.**

(1)

Intro to Sponsorship - Understanding Sponsorship  
**New to Securing Sponsors?**

**Course Name: UNDERSTANDING SPONSORSHIP FOUNDATION**

If this is your first time securing sponsors **UNDERSTANDING SPONSORSHIP FOUNDATION** is for you! At the end of Intro to Securing Sponsors Part I and II you will have a clear understanding of how to approach local and corporate sponsors throughout the world.

(2)

Communicating with Sponsors  
**Ready to Contact Sponsors?**

**Course Name: COMMUNICATING WITH SPONSORS**

There are common terms used by sponsorship professionals that you should know to get rid of and minimize embarrassing and awkward moments. **COMMUNICATING WITH SPONSORS** will allow you to communicate with sponsors more effectively and will let you know when is the best time to send your sponsorship proposal.



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(3)

Selling Your Event to Sponsors

**Ready to Sell Your Event to Sponsors?**

**Course Name:** **SELLING EVENTS TO SPONSORS**

When asking for funding, it can hurt your event and the sponsorship deal if you ask for too much or too little. At the end of **SELLING EVENTS TO SPONSORS** I, II, or III, you'll know how to establish win-win partnerships with local and corporate sponsors from creating your sponsorship fee and writing an effective sponsorship proposal to provide a ROI (Return On Investment) to sponsors.

Contact us by phone or [email](#) to bring this sponsorship training program to your location. We look forward to teaching you how to get funding for your events. #Securesponsors



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