# **Roadmap to Event Sponsorship**

Events.com Sponsorship streamlines the event sponsorship sales and management process through technology, saving event organizers time and money.







Research companies in your area that appeal to attendees of your event, and look at industries spending money on event marketing.

## #2 Explore

Begin the conversation with potential sponsors to learn about their marketing goals, budget, and interest in your event.

## #3 Propose

Based on your exploratory conversations, build and send an informative proposal that outlines the items you're offering as part of the sponsorship and the associated cost.

## #4 Agree

Listen to their feedback from the proposal, and send an agreement that includes the price of the sponsorship, legal disclaimer, payment terms, and a place for the sponsor to sign and date.



#### **#5** Activate

Once the deal is signed, gather necessary materials (logos, content, etc.) and implement the sponsorship in a timely manner, communicating with the sponsor throughout the process.





# **Looking For Mr Potential**

**JS Bruner** 



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