# **Roadmap to Event Sponsorship**

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





# #1 Prospect

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.





With these steps in mind, hit the pavement and sign some sponsors! Learn more about Events.com Sponsorship

# **Looking For Mr Potential**

**Julia Schneider** 



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