Committee Conference

WHAT IS YOUR OFFER PACKAGE?

What are you looking for from a Sponsor?
Monetary sponsorship? "In-Kind" services and facilities being free for you to use?

What could you offer a potential Sponsor?
Monetary sponsorship? "In-Kind" services and facilities being free for you to use?

Timescales:
How will you monitor the agreements you make?

Considerations:

Is this inclusive of your members?
Does it further the aims of your Society?
Do you have another Sponsor already?
Can you honour more than one contract at once?
Does it benefit your Society?

Remember, when a Sponsor approaches you it is likely with a standard offer made to all Societies at SUBU. Approaching a Sponsor based on your needs will lead to a more personal, bespoke agreement.

Potential Sponsor 1
Who could you reach out to for Sponsorship? What would they provide you?

Steps to Securing a Sponsor:

1. Determine *why* you want a sponsor, *what* are you looking for and prepare a proposal that reflect this

2. Contact Sponsors with your proposal - they might want to negotiate the terms. Have this conversation and see if the sponsor is a good fit for you and what you are looking for!

3. Send the contract to suclubs@bournemouth.ac.uk <u>before</u> signing anything! If they do not have a standard contract, we have a template available on the Committee Zone for you to use.

Potential Sponsor 2
Who could you reach out to for Sponsorship? What would they provide you? ***Pick a different <u>type</u> of sponsor for this option!***

SUBU

Additional Resources

Committee Zone Finance page

The Finance page houses all finance resources, including your Sponsorship Guidance, template proposal and agreement.

If you have any questions on Sponsorship, contact suclubs@bournemouth.ac.uk