

SPONSORSHIP (PART ONE)

Prepared by: Udornporn Phanjindawan - Personal Assistant to Paul Poole (Bangkok, 2023)

SPONSORSHIP (PART ONE) is an advanced one-day intensive and highly interactive training workshop for rights holders who want to unleash the power of sponsorship.

The workshop is designed to enable delegates to understand:

- The power of sponsorship
- Why brands sponsor
- How to best present your rights as a central part of a brands marketing strategy

You will identify the opportunities within your own sponsorship opportunity and having done so unlock the potential for major support from both the public and private sectors.

As well as drawing from real-life examples through a series of case studies, the workshop will cover:

- Commercial sponsorship and partnership marketing
- Intellectual property marketing
- Rights packaging principles and concepts

and demonstrate how these can be deployed to maximum effect.

SPONSORSHIP (PART ONE) is a practical, hands on experience in which delegates will be guided by experts in the development of strategies for the better understanding of sponsorship and how it can be integrated into many aspects of business.

DELEGATES WILL DEVELOP AN UNDERSTANDING OF

WHY BRANDS SPONSOR

- Business needs
- Intellectual property rights
- Opportunity evaluation - maximising its value to business
- Arts and sports case studies
- Learning from other sponsorships

GETTING BRANDS TO BUY

- Presenting the opportunity to maximum advantage
- Developing rights lists
- Advanced packaging techniques
- Presenting the offer
- Creating sales strategies
- Selling to win/closing deals

CREATING SPONSORSHIP EXPLOITATION PLANS TYING TO BUSINESS OBJECTIVES

- Using advertising and PR to exploit the sponsorship
- Creating strategic alliances
- The role of merchandising and licensing
- Mobile and on-line exploitation

MAXIMISING THE USE OF GRANTED RIGHTS

- Working with sponsors
- Creating new rights

WORKING WITH BRANDS TO MEASURE THE EFFECTIVENESS OF THE SPONSORSHIP

- Managing sponsors
- Putting in place measurement processes
- Building the sponsorship relationship - securing repeat sponsorship



SUPPORT MATERIALS AND ADVICE LINE

Each delegate will be given a workshop information pack as a take away reminder. All materials will be posted on-line for delegates to access post course.

Delegates will be able to call our advice line, which provides professional and qualified answers to areas that need clarifying post course.

ADVICE LINE: +66 2622 0605 - 7

COACH

PAUL POOLE - Founder, Managing Director and Chairman of Paul Poole (South East Asia) Co., Ltd.

Paul Poole (South East Asia) Co., Ltd. is an independent marketing consultancy based in Bangkok, Thailand specialising in commercial sponsorship and partnership marketing, working with both rights holders and brands - acting as a catalyst by bringing them together and maximising the relationship.

We have packaged, sold and managed sponsorship and partnership opportunities for a wide range of rights holders and worked with many of the world's leading brands to source and engage the right sponsorships and partnerships for them to maximise.

GUEST SPEAKERS

The workshop will include a number of guest speakers from the world of sponsorship marketing from both the buy and sell sides.

VENUE

COMO metropolitan BANGKOK, located in the Central Business District, is one of the Thai capital's most unique and elegant event venues, not only modern and chic in design, the venues event spaces offer the latest technical facilities and break-out reception areas.



<http://www.comohotels.com/metropolitanbangkok/about>

DATES/ITINERARY

TUESDAY 10 AND WEDNESDAY 11 SEPTEMBER 2024

- | | |
|---------------|--|
| 09.00 - 09.30 | REGISTRATION AND INTRODUCTION
Why are we here? |
| 09.30 - 10.30 | WHY BRANDS SPONSOR
Business needs. |
| 10.30 - 12.30 | WORKSHOP ONE - PACKAGING
Developing and packaging rights. Getting brands to buy. Presenting the opportunity to maximum advantage. Advanced packaging techniques. Creating sales strategies. Closing deals. |
| 12.30 - 13.30 | LUNCH
With leading sponsorship lawyer and intellectual property rights expert key note speaker. |
| 13.30 - 14.30 | CREATING AND IMPLEMENTING SPONSORSHIP EXPLOITATION PLANS
Using advertising and PR. Creating strategic alliances. The role of merchandising. Mobile and on-line exploitation. |
| 14.30 - 16.30 | WORKSHOP TWO - EXPLOITING SPONSORSHIP
Developing exploitation plans. |
| 16.30 - 17.30 | MANAGING AND MEASURING SPONSORSHIP
Working with brands to measure the effectiveness of the sponsorship. Securing repeat sponsorship. |
| 17.30 - 18.00 | END OF WORKSHOP COMMENTS
Questions and answers. |
| 18.00 - 20.00 | EVENING DRINKS - Mex
With two senior keynote speakers from the world of sports sponsorship. |

COST:

37,500 THB
incl.VAT

30% off (super early bird)
until 29.12.23
using promo code PP(SEA)CL30

20% off (early bird)
until 29.03.24
using promo code PP(SEA)CL20

CONTACT:

Paul Poole (South East Asia) Co., Ltd.

198 Tanou Road, Bovernives, Pranakorn, Bangkok, 10200, Thailand
Tel./Fax: +66 2622 0605 - 7
www.paulpoole.co.th

Paul Poole - Managing Director (English Speaking)

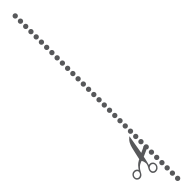
email: paul@paulpoole.co.th
Tel. +66 8 6563 3196

Udomporn Phanjindawan - Personal Assistant (Thai/English Speaking)

email: udomporn@paulpoole.co.th
Tel. +66 8 6382 9949

BOOKING CONFIRMATION FORM

SPONSORSHIP (PART ONE) 37,500 THB incl.VAT



Promotional code: **30% off (super early bird) until 29.12.23** using promo code PP(SEA)CL30 **20% off (early bird) until 29.03.24** using promo code PP(SEA)CL20

Preferred Date: Tuesday 10 September 2024 Wednesday 11 September 2024

Name:

Postion:

Company:

Telephone:

Email:

Address:

Signature: Date:

Please make cheques payable to Paul Poole (South East Asia) Co., Ltd. (37,500THB incl. VAT). Payable by cheque to Paul Poole (South East Asia) Co., Ltd., 198 Tanou Road, Bovernives, Pranakorn, Bangkok, 10200, Thailand. Booking Confirmation Form and payment to arrive no later than Friday 28 June 2024. If you'd prefer to make payment by another method other than by cheque i.e. bank transfer, PayPal / credit card etc. please contact us (details as above).

I accept the Terms and Conditions

Terms and Conditions. Workshop Booking Terms and Conditions - All bookings are subject to written confirmation by Paul Poole (South East Asia) Co., Ltd. ('PP(SEA)CL') and are made with the following terms and conditions. **Importance of The Booking Confirmation Form** - All bookings will be regarded as firm and a contractual relationship having been created when PP(SEA)CL receives a completed and signed Booking Confirmation Form together with the correct fee as listed. Reservations will be regarded as provisional until the Booking Confirmation Form and payment are received. Up until that point PP(SEA)CL will be free to accept firm bookings from other delegates/companies. **Confirmation of Final Details** - Delegates and or their companies are required to confirm attendance, including names of those attending and all other arrangements by Friday 2 August 2024. **Cancellation or Alteration** - All notifications of cancellations will only be deemed to be accepted when received in writing. Cancellations are subject to the following sliding scale of charges: Less than 6 weeks in advance of the course: 100%; More than 6 weeks in advance of the course: 70%. PP(SEA)CL reserves the right to change the facilitators and speakers. **Liability and Insurance** - The delegate company will be responsible for meeting the cost of repair or replacement of the workshop venue property that arises from carelessness, neglect or default of any of its delegates. PP(SEA)CL shall not be liable for any claim for injury, loss of or damage to property suffered by delegates or for any claims or damages. Delegates shall ensure that they maintain adequate insurance cover in respect of any injury, loss or damage, which they may suffer. **Health and Safety** - PP(SEA)CL shall not be liable for any health and safety claim for injury, loss of or damage to property suffered by delegates or for any claims or damages. All delegates must familiarise themselves with the fire regulations at the workshop venue and the position of the nearest fire exit. If the fire alarms sound, guests must vacate the building by the nearest exit and must not re-enter the building until instructed to do so. **Cancellation** - PP(SEA)CL reserves the right to cancel any booking without liability on its part, in the event of any damage or disruption to the workshop venue or speaker/facilitator attendance as a result of fire, flood, power failure, industrial action, act of god, weather conditions, illness or any cause beyond its control. In these circumstances PP(SEA)CL will use its best endeavours to assist delegates by rescheduling the workshop. **Settlement Terms** - Payment is due for settlement by Friday 28 June 2024.

With support and enthusiasm from:

