



WOMEN IN
INSOLVENCY AND
RESTRUCTURING
VICTORIA

12 December 2017

WOMEN IN INSOLVENCY AND RESTRUCTURING VICTORIA (WIRV)

SPONSORSHIP OPPORTUNITIES 2018 & 2019

Women in Insolvency and Restructuring Victoria (WIRV) is inviting you to sponsor our events in 2018 and 2019.

WIRV is a not for profit professional organisation, which through a female executive, connects, empowers and contributes to its members, the insolvency industry and the wider community.

WIRV has a diverse membership base of leading insolvency practitioners, lawyers, barristers, bankers, valuers and insurance brokers. Sponsoring a WIRV event provides you with a platform to promote your business to our diverse membership base, and consequently provides you with an excellent networking opportunity with those working in the insolvency sector.

We **enclose** a short summary of our proposed events for 2018/2019 including proposed dates, details and benefits of sponsorship. You are invited to submit your interest by return email by **5pm on 15 December 2017**. Sponsorship opportunities are allocated on a first-come-first-serve basis, so if you are interested, it is recommended that you get in quick.

If you wish to be provided with any further information regarding sponsorship of our events please contact, either:

- (a) Cliona Waters, WIRV Sponsorship Officer, on 0450 198 533 or by email at cwaters@ppbadvisory.com.au;
- (b) Bonnie Hutson, WIRV Assistant Sponsorship Officer, on 0423 678 209 or by email at bhutson@hallchadwick.com.au; or
- (c) Radhika Kanhai, WIRV President, on 0447 548 578 or by email at r.kanhai@cornwalls.com.au.

Kind Regards,

Radhika Kanhai
President

Cliona Waters
Sponsorship Officer

1. WIRV NETWORKING EVENTS

The following is a summary of proposed events for the 2018/19 membership year.

Event	Date	Sponsorship Positions in total	Positions Available	Cost (\$) per sponsor (excluding GST)
Autumn Cocktail Function	March 2018 / April 2018	2	2	3,000
Trivia Night	June 2018	2	1	2,500
Winter Cocktail Party/Awards night	August 2018	2	2	3,000
AFL Footy Finals Luncheon (see Attachment 2 for more information)	September 2018	4	[TBC]	8,000
AFL Grand Final Luncheon After Party (see Attachment 2 for more information)	September 2018	2	2	4,000
Manikato Stakes/Polo in the City (see Attachment 2 for more information)	October 2018	2	1	2,800
Summer Function	February 2019	2	2	2,000

Excluding the WIRV AFL Footy Finals Lunch and After Party, attendance at WIRV events is usually around 80-120 people practising in the insolvency and restructuring industry. The prices for sponsoring a WIRV networking event are set out above, which includes:

- \$500 worth of tickets to your sponsored event (the number of tickets will vary for each event calculated on the cost price of the ticket);
- One pull up banner per sponsor displayed at the event;
- Recognition of sponsorship on WIRV promotional material;
- An opportunity to be involved in the event (i.e. business card draw or brief guest speech);
- Sponsor's ability to distribute promotional materials at the event;
- Recognition as an official WIRV Sponsor on the WIRV website; and
- Sponsor's logo on invitation.

2. WIRV PROFESSIONAL DEVELOPMENT EVENTS

An important part of WIRV's mission statement is to provide professional development opportunities to the insolvency community. Accordingly, in addition to networking events, WIRV hosts professional development briefings throughout the year.

The briefings are free for WIRV members to attend. The briefings provide sponsors with an opportunity to host the briefing (at the sponsor's cost) and involve some of the sponsor's senior practitioners in a presentation or panel discussion. Sponsors are invited to have input into the professional development topic and speakers, which can provide sponsors with an opportunity to profile their firm and practice area. It is preferable that there is only one sponsor per breakfast briefing.

Other benefits of sponsorship of the briefings include:

- One pull up banner displayed at the briefing;
- Recognition of sponsorship on WIRV promotional material;
- An opportunity to be involved in the function (i.e. brief guest speech);
- Sponsor's ability to distribute promotional materials at the briefing;
- Recognition as an official WIRV Sponsor on the WIRV website; and
- Sponsor's logo on invitation.

As an indication, WIRV proposes to hold monthly breakfast or lunchtime briefings from February 2018 to March 2019 (excluding December 2018 and January 2019 to provide opportunities for professional development.

If you are interested in hosting a WIRV professional development briefing, please contact Cliona Waters or Bonnie Hutson whose details are listed on the first page of this document.

AFL FOOTY FINALS LUNCHEON – SEPTEMBER 2018

The AFL Footy Finals Luncheon at Crown Palladium is WIRV's signature function. Attendance at the 2016 and 2017 functions was in excess of 700 people each year. The cost per sponsor is \$8,000 (plus GST) per year.

Sponsorship is limited and in previous years, the opportunity to sponsor the event has been taken up by an accounting firm, a valuation and auctioneer firm, a law firm and a legal services firm. Requests for sponsorship are considered on an individual basis as sponsors cannot be in competition with each other. The following benefits are included in the sponsorship:

- One front row table at the luncheon (10 seats);
- One of the guests speakers will join your sponsor table;
- Guaranteed extra tables up the front of the venue when ordered and paid for separately;
- One pull up banner per sponsor displayed at the event;
- Recognition of sponsorship on WIRV promotional material;
- An opportunity to be involved in the function (i.e. business card draw);
- Sponsor's ability to distribute promotional materials at the event;
- Sponsor's logo on invitation;
- Recognition as an official WIRV Sponsor on the WIRV website; and
- Ability for sponsorship position to be secured for two years with an option to sponsor for a third year.

AFL FOOTY FINALS LUNCHEON AFTER PARTY – SEPTEMBER 2018

Approximately 500 people attend the AFL Footy Finals After Party each year. It is a great opportunity to network with practitioners in the insolvency sector in a cocktail setting over a period of more than 5 hours.

Cost of the sponsorship is \$4,000 (plus GST) per sponsor, and includes the following benefits:

- Guaranteed tables up the front when ordered and paid for separately;
 - One pull up banner per sponsor displayed at the After Party;
 - Sponsor's logo displayed at the venue (at Club 23, this has been on multiple TV screens);
 - Recognition as an official WIRV Sponsor on the WIRV website; and
 - Ability for sponsorship position to be secured for two years with an option to sponsor for a third year.
-

WIRV MANIKATO STAKES NIGHT OCTOBER 2018

This year, WIRV held the inaugural Manikato Stakes Night at the Moonee Valley Racecourse which generated a high amount of interest which resulted in it being a sell-out function. The event represents an excellent opportunity for sponsors to liaise with their clients at a premium fully-catered, cocktail style function in a furnished private marquee.

The following benefits are attached to the sponsorship of this event:

- \$500 worth of tickets (the number of tickets will vary calculated on the cost price of the ticket);
- Recognition of sponsorship on WIRV promotional material;
- Sponsor's ability to distribute promotional materials at the event;
- Recognition as an official WIRV Sponsor on the WIRV website; and
- Sponsor's logo on invitation.

Pricing Structure (two available)

Cost: \$2,800 plus GST per sponsor
Attendees: Minimum of 50 guests
Format: Furnished Private Marquee

ALTERNATIVELY

WIRV POLO IN THE CITY NOVEMBER 2018

The inaugural WIRV Polo in the City held at Albert Park Lake in November 2015 generated an overwhelming amount of interest, which resulted in it being a sell-out function. The event represents an excellent opportunity for sponsors to liaise with their clients in a relaxed setting over six hours and enjoy the traditional divet stomping in between the polo matches. The following benefits are attached to sponsorship of the event:

- \$500 worth of tickets to your sponsored event (the number of tickets will vary for each event calculated on the cost price of the ticket);
- Recognition of sponsorship on WIRV promotional material;
- Sponsor's ability to distribute promotional materials at the event;
- Recognition as an official WIRV Sponsor on the WIRV website; and
- Sponsor's logo on invitation.

Pricing Structure (two available)

Cost: \$2,800.00 per sponsor
Attendees: 60 -90 (approx.)
Format: Marquee located in a primary position adjacent to the field