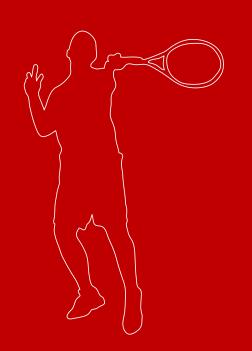
### Sponsorship Success



## What did we want?

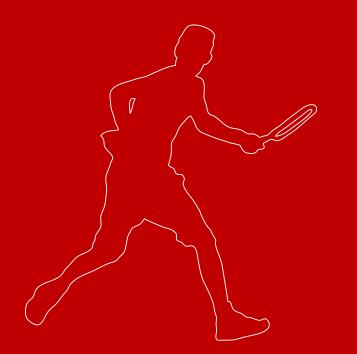
£80,000





## What did we have?

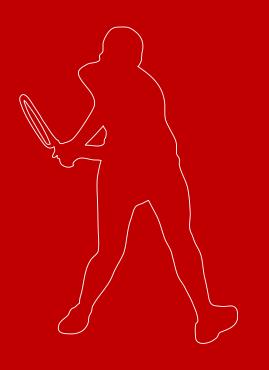
£4,032





# Why did we need it?

We are a club





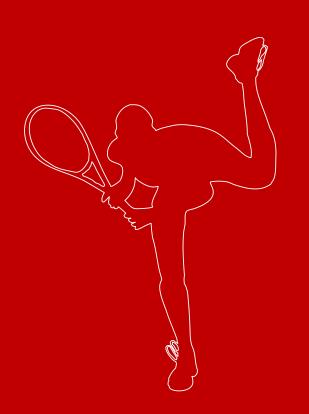
### What did we have?

We had more than we thought...



- Naming rights to court
- Your advert on Lanark Tennis Club Website
- Your advert in Lanark Tennis Club E-News
- 20% Membership discount for your staff
- A professionally designed banner facing your court (supplied)
- A framed poster inside the Clubhouse

We sold 2 of these



### What else?

#### We had a good think...



Advert on Lanark Tennis Club Website

Display Banner (1 Year from April)

Advert in Lanark Tennis Club monthly E-News

New for 2019

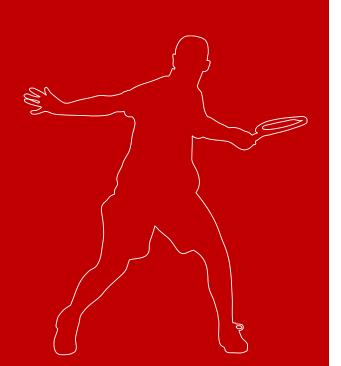
Sponsor a Net

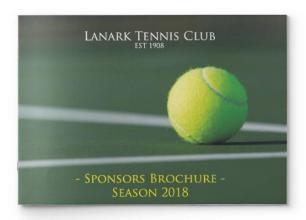
Sponsor a Coach

Then the big ticket items...



## Present your case





Look the part





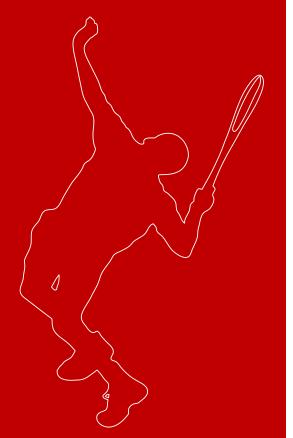
Tell
The
story

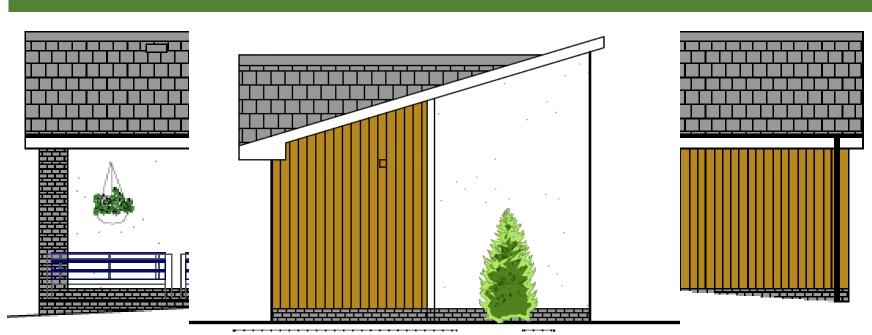
Give them something for everyone



### What's new?

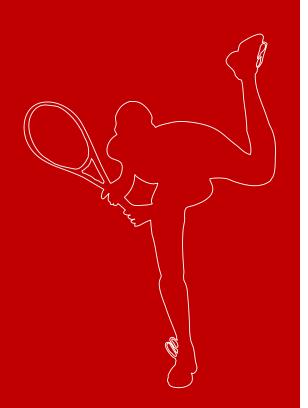
### Unique Opportunities in 2019





## Put your back into it

Why should they believe in you?





Who's the guy on the horse???



### Perfect Partners

#### If you keep on giving, you will keep on receiving



£500 towards a new honours board
Sponsorship promotion within the room
Professional network



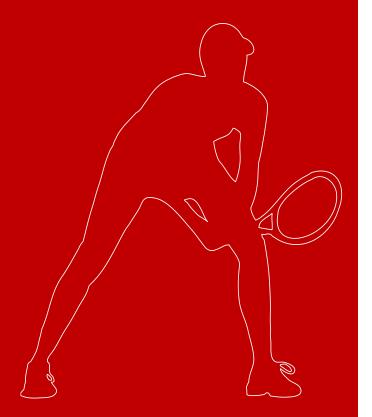
**Burgh Dinner** 



By kind arrangement with Border Biscuits, Rotary International is pleased to offer presentation boxes of Border Biscuits at preferential prices.

This offer is limited and all proceeds will be redistributed through Rotary to local clubs and organisations in Lanark.





## Work your money

#### £125,743 project starts Friday 23<sup>rd</sup> November



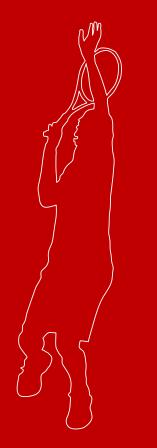
£34,012 from Viridor

£1000 from Tesco bags for life

£15,000 from Tennis Scotland

£19,188 from Renewable Energy fund

£10,500 from Lanark Tennis Club Sinking Fund (fund raising)



















### In a nutshell

#### Keep it simple...and when I say simple

- 1. Be clear
- What do you want
- What is your vision
- What can you give

- 2. Be meaningful
- What can you share
- What can you offer
- What can they offer

- 3. Be friends
- What can you offer?
- What can they offer?
- Why should they?

### Keep Going!

Manners cost nothing. Always remember to say...

