



ACHIEVING SPONSORSHIP EXCELLENCE!

WITH GAIL ALOFSIN



THURSDAY APRIL 24, 2025

8:30 AM to 4:00 PM Location TBD In the Salt Lake Valley

Get ready to be inspired, empowered and equipped for success! We are thrilled to welcome Gail Alofsin, nationally recognized speaker, author and educator, to deliver an energizing workshop on fundraising, sponsorship and partner development. Whether you are developing a sponsorship program from scratch or revamping your existing one, let's ignite your passion for sponsorship success! You will learn how to keep your sponsors and partners engaged in your mission and leave with an action plan for your department.



DISCUSSION TOPICS

- Fundraising
- Sponsorship
- Partner Development



TRAINING HIGHLIGHTS

- Identifying Potential Sponsors
- Prospecting
- Preparation - Master Planning Strategy
- Presenting: Why would YOU work with you?
- Customizing Opportunities
- Performance, Fulfillment and Activation
- Continued Partnerships & Renewing Sponsors
- Sports Tourism Opportunities in Utah



REGISTER TODAY

- Online at URPA.org
- \$95 URPA or UTWLG Member
- \$25 Full-Time Student
- \$125 Non-member



ABOUT GAIL

Gail Lowney Alofsin is a national keynote speaker, workshop leader, author, university professor (University of Rhode Island, Salve Regina University and Western Connecticut State University, URI Pfizer MBA Leadership Course), career coach, radio show host and business development executive. She has been speaking and training for over two decades.

Gail serves on five nonprofit boards focused on education, hunger, health and business. Gail's book, *Your Someday is NOW - What are you Waiting For?*, now in its second printing, has raised over \$55,000 for non-profit organizations. She has been a volunteer for the Haitian Health Foundation (in Haiti and in the USA) since her sophomore year at Tufts University. Visit gailspeaks.com for more information.



801-782-5512



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urpa.org



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WEDNESDAY APRIL 24, 2025

8:30 AM to 4:00 PM

Register Online at URPA.org or fill out, scan and email to info@urpa.org

Name of Attendee: _____ Cell Phone: _____

Job Title: _____ Agency: _____

Work Phone: _____ Email Address: _____

Agency Address: _____

City: _____ State: _____ Zip: _____

Early Bird Pricing through April 11th

\$ 95 UTWLG or URPA Member

\$ 25 Full-Time Student

\$ 125 Non-Member

Regular Registration Pricing

\$ 115 UTWLG or URPA Member

\$ 25 Full-Time Student

\$ 145 Non-Member

Payment Information



_____ Check Requested _____ PO (Invoice Me) _____ Credit Card

Name on Card: _____ Card Number: _____

Expiration Date: _____ Security Code: _____ Billing Zip Code: _____

Event Sponsors



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