

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



REGISTER TODAY

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



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



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.









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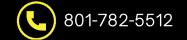


WEDNESDAY APRIL 24, 2025

8:30 AM to 4:00 PM

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