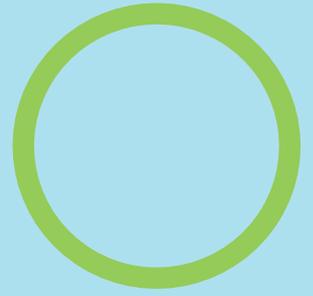


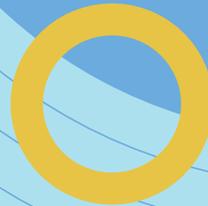
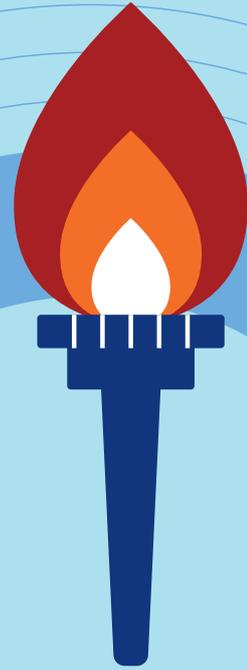


THE FAMILY BUSINESS CONFERENCE MARCH 2022

ASIA-PACIFIC



SPONSORSHIP PROSPECTUS



**SUCCESS ACROSS
GENERATIONS**
GOLD COAST
9–11 MARCH 2022



Family Business
Australia



Family Business
New Zealand

SHOWCASE YOUR ORGANISATION TO THE WORLD OF FAMILY BUSINESS

The Family Business Conference March 2022 is the peak event in the family business sector, with family business members and family business advisors coming together to learn, network and embrace the opportunities presented.

Sponsoring this event gives you access to:

- a large audience of family business leaders and decision makers
- family business operators and advisors
- new business development opportunities
- opportunities to be seen as a member of the family business community
- allied industry operators with whom you can develop business relationships
- other family business stakeholders such as key government organisation

Please note: National sponsors of FBA and FBNZ will be given first preference. Other sponsorship opportunities will be allocated on a first in first served basis.

CONFERENCE DESTINATION

Family Business Australia and New Zealand are excited to welcome you to the Gold Coast in 2022! Join family businesses and advisors from around Asia Pacific to at the 22nd Family Business Conference.

Embrace the unrivalled energy of the Gold Coast, where beautiful sandy beaches, ancient rainforests, thrilling theme parks, and a vibrant dining and cultural scene come to life in this entertainment playground.

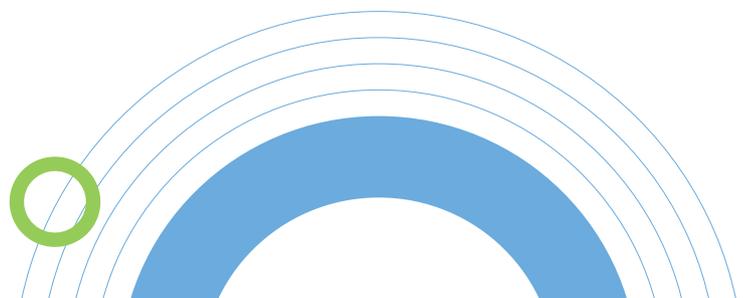
BENEFITS OF SPONSORSHIP

The Family Business Conference March 2022 provides an excellent opportunity for your company to:

- gain face-to-face exposure to national delegates
- maintain a high profile within your target markets
- network with industry delegates and evaluate market trends to generate new business opportunities
- mix informally with key decision makers
- demonstrate your involvement, commitment and support of the industry

THE CONFERENCE WILL INCLUDE

- Keynote addresses from high profile speakers and some of the biggest names in Australian business
- A program that includes keynote presentations and parallel sessions
- Masterclasses for both family business members and advisors
- A social event program to facilitate networking at an informal level for both incumbent family business owners and next generation participants and family business advisors. Social events include the Welcome Function, Longest Lunch, Next Generation (NxG) Longest Lunch, Women in Family Business Breakfast, B2B Networking Breakfast, the Family Business Awards Dinner, the Gala Dinner and the Ambrose Golf Tournament.



YOUR ARE INVITED

On behalf of Family Business Australia and Family Business New Zealand, I extend an invitation to you and your company to participate in The Family Business Conference March 2022, our premier event.

We invite you to consider the opportunities offered in this prospectus and present your company's achievements and offerings, to raise your profile to a national audience within the family business sector.

We are excited for the Gold Coast to be the meeting place for the family business community to come together for the 22nd year. The following pages detail the opportunities that exist for sponsoring, and advertising in relation to The Family Business Conference March 2022.

We would request that you indicate your intentions to FBANZ's office by submitting the sponsorship expression of interest form by close of business **31 January 2022**.

If you have any questions, please contact our Events & Partnership Manager at conference@familybusiness.org.au to discuss.

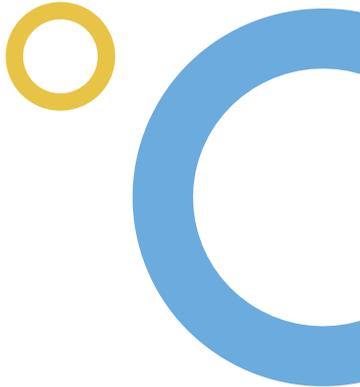
We look forward to working together on our 22nd annual Family Business Conference on the Gold Coast.

Warm regards,

GREG GRIFFITH
CHIEF EXECUTIVE OFFICER
FAMILY BUSINESS AUSTRALIA AND FAMILY
BUSINESS NEW ZEALAND



ABOUT FAMILY BUSINESS AUSTRALIA AND NEW ZEALAND



Family Business Australia and New Zealand are the peak bodies for family businesses in Australia and New Zealand.

FBANZ works strategically with all family business stakeholders to lead the delivery of unique & innovative services, creating professional pathways and connecting the family business community.

FBANZ vision is to be the trusted partner providing invaluable resources and guidance for family businesses.

In addition to the above, we provide access to specialist family, business and technical services and generate opportunities for families in business to learn and grow by networking and sharing with their peers.

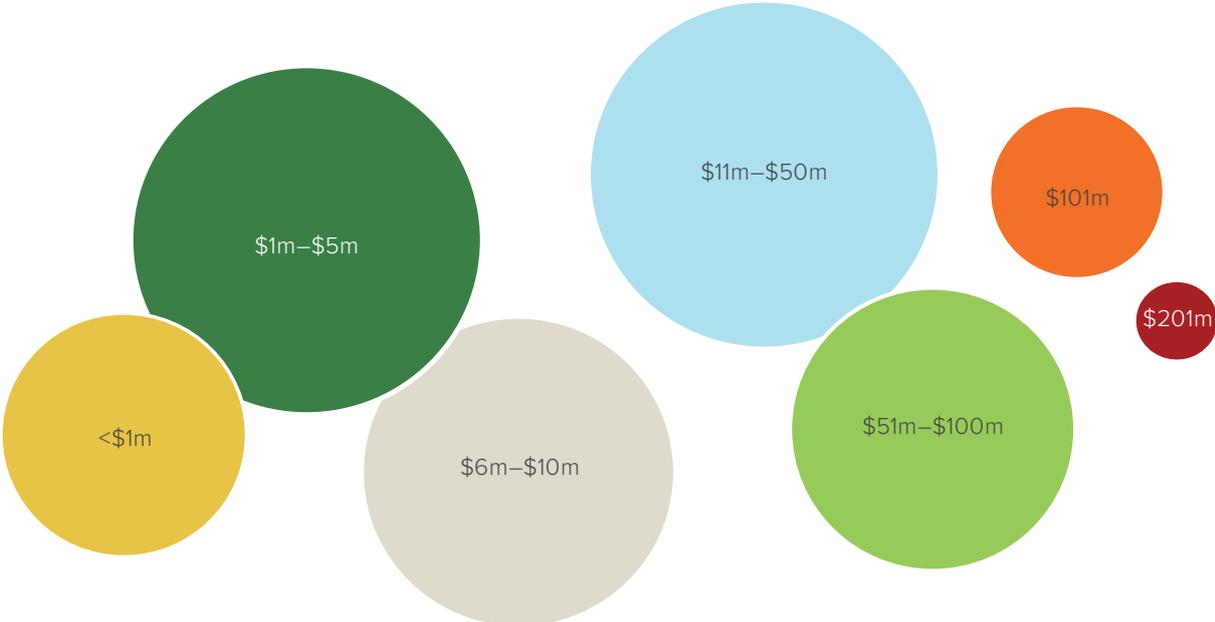
WHO YOU WILL TALK TO

Family businesses account for around 70 percent of all businesses in Australia, with an estimated overall wealth of \$4.3 trillion. Family businesses employ more than half of Australia's workforce.

Members of FBANZ consist of family business owners and operators (75 percent) and professionals who advise family businesses (25 percent).

The following graph provides a breakdown of FBANZ's members by turnover.

FBANZ MEMBERSHIP BY COMPANY TURNOVER



TESTIMONIALS



PRONTO SOFTWARE

“The Family Business Conference is an important event on Pronto Software’s annual calendar. As an Australian owned and operated business, Pronto Software has strong cultural alignment with the delegates, many of whom come from well-recognised local businesses.

The conference structure also works very well. Presenters consistently share valuable information about key issues, driving insightful discussions. With excellent venues and catering, this is an event that’s perfectly designed to provide multiple networking opportunities and great outcomes for both sponsors and attendees.”

PAUL GOEPFERT
MARKETING MANAGER
PRONTO SOFTWARE

“Finlease has now sponsored three of The Family Business Conferences and quite frankly it is one of the best decisions we have made. The response from the community has been quite outstanding with the level of engagement being well beyond what we expected.

Being both a service provider to FBA and a family business, has resulted in many relationships being initiated and every year we look after more and more FBA members.



As an organisation which participates in over 20 trade shows a year across many industries, The Family Business Conference is a standout. The conversations are genuine, the clientele an absolute pleasure to deal with and the goodwill between members is palpable.

Many of our clients outside of FBA are also family businesses by nature and we go out of our way to let them know about FBA, as the services they provide are much needed by many within our community.

We will continue to be a major sponsor of The Family Business Conference as it is an extremely good platform for our business, both as a supplier of services as well as a student of good process for a family business.”

MARK O'DONOGHUE
GROUP CEO & MANAGING DIRECTOR

GOLD SPONSORSHIP

\$20,000 + GST

Limited to one sponsorship opportunity

The Gold Conference Sponsor is the pre-eminent sponsor of The Family Business Conference March 2022 and is uniquely placed to make the most of their sponsorship. You will benefit from a plenary speaking opportunity, and the opportunity to work with the Events & Partnership Manager to help maximize your company's conference profile.

There is one (1) Gold Sponsorship opportunity that will highlight your company to the family business sector like no other sponsorship category.

GOLD SPONSORSHIP BENEFITS INCLUDE:

- An opportunity for a senior representative from the sponsor company to address the delegates at the conference opening session - Day 1 (maximum 10 mins). A brief outline of the proposed address must be submitted to the Events & Partnership Manager for approval one week prior to the commencement of the conference.
- Acknowledgement of sponsorship during the conference opening and closing sessions, and at appropriate times throughout the conference.
- Your company name and logo will appear on all event literature, the dedicated conference website, email marketing and conference sponsor feature in a March Partner Advantage eDM (with logo and links to your company website).
- Your corporate banner will be displayed in a prominent position within the conference plenary room, as selected by FBANZ event staff. (*Banner is to be supplied by the sponsor*).
- An opportunity to send one (1) direct email message to The Family Business Conference March 2022 delegates (pre OR post event). The direct email message must be submitted to the Events & Partnership Manager for approval two weeks prior to the proposed 'send' date.

- The opportunity for a direct 'push' notification message to be sent to delegates via the official Conference App during the conference event.
- Full page advertisement in the printed conference delegate handbook. (*Artwork to be supplied by the sponsor, and must be submitted to the Events & Partnership Manager for approval six weeks prior to the commencement of the conference*).
- Your company logo to appear on the official Conference App and delegate handbook.
- The opportunity to provide a delegate gift to be included in conference satchels.
- One (1) Meeting Place space within the allocated area of the conference foyer area, with brief company profile (limit 100 words) and email link on the conference website.
- Two (2) full conference delegate registrations, inclusive of the Welcome Function and Family Business Awards Dinner.
- Two (2) complimentary tickets to the Gala Dinner.
- Two (2) complimentary tickets to the Longest Lunch or NxG Longest Lunch.
- Two (2) complimentary tickets to the Women in Family Business Breakfast event.

Package includes over \$6,000 of conference attendance registration options.

SILVER SPONSORSHIP

\$15,000 + GST

Limited to two sponsorship opportunities

There are two (2) Silver Sponsorship opportunities that will highlight your company to the family business sector.

SILVER SPONSORSHIP BENEFITS INCLUDE:

- Acknowledgement of sponsorship during the conference opening and closing sessions, and at appropriate times throughout the conference.
- Your company name and logo will appear on all event literature: the dedicated conference website, email marketing and conference sponsor feature in a March Member Advantage (with logo and links to your company website).
- Your corporate banner will be displayed in a prominent position within the conference plenary room, as selected by FBANZ event staff. *(Banner is to be supplied by the sponsor).*
- An opportunity to send one (1) direct email message to The Family Business Conference March 2022 delegates (pre OR post event) The direct email message must be submitted to the Events & Partnership Manager for approval two weeks prior to the proposed 'send' date.
- The opportunity for a direct 'push' notification message to be sent to delegates via the official Conference App during the conference event.
- Half page advertisement in the printed conference delegate handbook. *(Artwork to be supplied by the sponsor, and must be submitted to the Events & Partnership Manager for approval six weeks prior to the commencement of the conference).*
- Your company logo to appear on the official Conference App and delegate handbook.
- The opportunity to provide a delegate gift to be included in conference satchels.
- One (1) Meeting Place space within the allocated area of the conference foyer area, with brief company profile (limit 100 words) and email link on the conference website.
- Two (2) full conference delegate registrations, inclusive of the Welcome Function and Family Business Awards Dinner.
- Two (2) complimentary tickets to the Gala Dinner.
- Two (2) complimentary tickets to the Longest Lunch or NxG Longest Lunch.
- Two (2) complimentary tickets to the Women in Family Business Breakfast event.

Package includes over \$6,000 of conference attendance registration options.

BRONZE SPONSORSHIP

\$10,000 + GST

Limited to three sponsorship opportunities

There are three (3) Bronze Sponsorship opportunities that will highlight your company to the family business sector.

BRONZE SPONSORSHIP BENEFITS INCLUDE:

- Acknowledgement of sponsorship during the conference opening and closing sessions, and at appropriate times throughout the conference.
- Your company name and logo will appear on all event literature: the dedicated conference website, email marketing and conference sponsor feature in a March Member Advantage eDM (with logo and links to your company website).
- Your corporate banner will be displayed in a prominent position within the conference plenary room, as selected by FBANZ event staff. (*Banner is to be supplied by the sponsor*).
- Half page advertisement in the printed conference delegate handbook. (*Artwork to be supplied by the sponsor, and must be submitted to the Events & Partnership Manager for approval six weeks prior to the commencement of the conference*).
- Your company logo to appear on the official Conference App and delegate handbook.
- The opportunity to provide a delegate gift to be included in conference satchels.
- One (1) Meeting Place space within the allocated area of the conference foyer area, with brief company profile (limit 100 words) and email link on the conference website.
- One (1) full conference delegate registration, inclusive of the Welcome Function and Family Business Awards Dinner.
- One (1) complimentary ticket to the Gala Dinner.
- One (1) complimentary ticket to the Longest Lunch or NxG Longest Lunch.
- One (1) complimentary ticket to the Women in Family

Business Breakfast event.

Package includes over \$3,000 of conference attendance registration options.

CONFERENCE APP SPONSORSHIP \$6,500 + GST

Limited to one sponsorship opportunity

As the exclusive Conference App Sponsor, you will have the opportunity to maintain a high profile within your target markets, communicate directly with delegates and have your brand displayed throughout the app.

There is one (1) sponsorship opportunity that will highlight your company to the family business sector.

CONFERENCE APP SPONSORSHIP BENEFITS INCLUDE:

- Your brand featured on the splash screen of The Family Business Conference March 2022 event within the Conference App, providing exclusive and full visibility to every delegate when the app is opened.
 - Your company logo displayed on the home screen of The Family Business Conference March 2022 event within the Conference App, as a banner ad.
 - Exclusive position on the home screen of The Family Business Conference March 2022 event within the Conference App, with a dedicated icon featuring your logo and linking to your designated website or pdf.
 - The opportunity to conduct a sponsored survey within the Conference App to gather comprehensive data from your target market. Survey questions subject to approval by Events and Partnership Manager.
 - The opportunity for one (1) direct 'push' notification message to be sent to delegates via the Conference App during the conference event.
 - Acknowledgement of sponsorship during the conference opening and closing sessions, and at appropriate times throughout the conference.
- Your company name and logo will appear on all event literature: the dedicated conference website, email marketing and conference sponsor feature in a March Member Advantage (with logo and links to your company website).
 - Your company logo to appear in the delegate handbook.

SPONSORSHIP OF THE GALA DINNER \$12,000 + GST

Limited to one sponsorship opportunity

A true highlight of the conference social event program!
This is a great way to highlight your company by being part
of the FBANZ social event of the year!

There is one (1) sponsorship opportunity that will highlight
your company to the family business sector.

SPONSORSHIP BENEFITS INCLUDE:

- Acknowledgement of sponsorship during the Gala Dinner event, conference opening and closing sessions, and at appropriate times throughout the conference.
- Your company name and logo will appear on all event literature: the dedicated conference website, email marketing and conference sponsor feature in a March Member Advantage (with logo and links to your company website).
- Your corporate banner will be displayed in a prominent position at the Gala Dinner event, as selected by FBANZ event staff. *(Banner is to be supplied by the sponsor, maximum 2 banners).*
- An opportunity to provide a branded gift to dinner guests *(supplied by sponsor).*
- Acknowledgment of event sponsorship and company logo in the conference delegate handbook.
- Your company logo to appear on printed dinner menus.
- Your company logo to appear on the official Conference App.
- Once (1) full conference delegate registration, inclusive of the Welcome Function and Family Business Awards Dinner.
- Two (2) complimentary tickets to the Gala Dinner.
- Two (2) complimentary tickets to the Longest Lunch or NxG Longest Lunch.

Package includes over \$3,400 of conference attendance registration options.

SPONSORSHIP OF B2B SPEED NETWORKING BREAKFAST \$6,000 + GST

Limited to one sponsorship opportunity

FBANZ is offering a formalised business to business, networking opportunity where 'A family owned Australian & New Zealand business' emblem users will meet and discuss with other emblem users, with the hope of potential collaboration and forming a working relationship.

There is one (1) sponsorship opportunity that will highlight your company to the family business sector.

SPONSORSHIP BENEFITS INCLUDE:

- An opportunity for a senior representative from the sponsor company to address the delegates at the B2B Speed Networking event (maximum 3 mins).
- Acknowledgement of sponsorship during the B2B Speed Networking Breakfast, conference opening and closing sessions, and at appropriate times throughout the conference.
- Your company name and logo will appear on all event literature: the dedicated conference website, email marketing and conference sponsor feature in a March Member Advantage eDM (with logo and links to your company website).
- Your corporate banner will be displayed in a prominent position at the B2B Speed Networking Breakfast, as selected by FBANZ event staff. (*Banner is to be supplied by the sponsor*).
- Acknowledgment of event sponsorship and company logo in the conference delegate handbook.
- Your company logo to appear on the official Conference App.
- One (1) full conference delegate registration, inclusive of the Family Business Awards Dinner.
- Two (2) complimentary tickets to the B2B Speed Networking Breakfast.
- Two (2) complimentary ticket to the Longest Lunch or NXG Longest Lunch.

Package includes over \$3,100 of conference attendance registration options.

TABLE SPONSORSHIP OF WOMEN IN FAMILY BUSINESS BREAKFAST \$1,500 + GST

Limited to six sponsorship opportunities

This is an opportunity to sponsor a table and be part of an event that has the aim of supporting and empowering women.

There are six (6) sponsorship opportunities for companies to highlight their business to the family business sector.

SPONSORSHIP BENEFITS INCLUDE:

- Opportunity to sponsor a table at the Women in Family Business Breakfast. This will include table signage with your company logo.
- Acknowledgement of sponsorship during the Women in Family Business Breakfast, conference opening and closing sessions, and at appropriate times throughout the conference.
- Your company name and logo will appear on all event literature: the dedicated conference website, email marketing and conference sponsor feature in a March Member Advantage (with logo and links to your company website).
- Your corporate banner will be displayed in a prominent position at the Women in Family Business Breakfast, as selected by FBANZ event staff. (*Banner is to be supplied by the sponsor*).
- Acknowledgement of event sponsorship and company logo in the printed conference delegate handbook.
- Your company logo to appear on the official Conference App.
- Your company logo to appear on the printed event breakfast menu.
- Eight (8) complimentary tickets to the Women in Family Business Breakfast, allocated on your sponsored table.

Package includes over \$500 of Women in Family Business Breakfast tickets.

'THE MEETING PLACE' SPACE \$4,000 + GST

Strictly limited availability

Be a part of 'The Meeting Place'! This informal space will run for the duration of the conference, providing you with access to over 400 family business stakeholders. Each Meeting Place exhibitor will be allocated a space that houses a high top table, 2 high chairs and room for a company banner to be displayed (supplied by sponsor).

Each business that has a space within the Meeting Place area, will be showcased on the dedicated conference website.

SPONSORSHIP BENEFITS INCLUDE:

- One (1) Meeting Place space within the allocated area of the conference foyer area, with brief company profile (limit 100 words) and email link on the conference website.
- Acknowledgement of sponsorship during the conference opening and closing sessions, and at appropriate times throughout the conference.
- Your company name and logo will appear on all event literature: the dedicated conference website, email marketing and conference sponsor feature in the a March Member Advantage eDM (with logo and links to your company website).
- A brief company profile (limit 100 words) and logo included in the printed conference delegate handbook. Description must be submitted to the Events & Partnership Manager for approval four weeks prior to the commencement of the conference.
- Your company logo to appear on the official Conference App.
- The opportunity to provide a delegate gift to be included in conference satchels.
- One (1) full conference delegate registration, inclusive of attendance at the Welcome Function and Family Business Awards Dinner.

Package includes over \$2,000 of conference attendance registration options.

Please note, there will be no exhibition booths provided.

BEVERAGE SPONSORSHIP/ CONFERENCE SUPPORTER

COST OF PRODUCT

Showcase your brand and product during the Longest Lunch networking event.

SPONSORSHIP BENEFITS INCLUDE:

- Acknowledgement of beverage sponsorship during the Longest Lunch networking event.
- Your company name and logo will appear on all event literature: the dedicated conference website, email marketing and conference sponsor feature in a March Member Advantage eDM (with logo and links to your company website).
- Your corporate banner will be displayed in a prominent position at the Longest Lunch event, as selected by FBANZ event staff. *(Banner is to be supplied by the sponsor).*
- Your company logo to appear on the official Conference App.
- Your company logo to appear on the Longest Lunch menus.
- Acknowledgement as an event supporter, with company logo in the printed conference delegate handbook.

Cost of product.

For specific details on beverage sponsorship/support, please contact Events and Partnership Manager, Danielle Ricato, on 1800 249 357 or conference@familybusiness.org.au

COMPANY BANNER PLACEMENT \$1,000 + GST



Showcase your brand and product during one of the many social events that will take place during the conference program.

SPONSORSHIP BENEFITS INCLUDE:

- Your corporate banner will be displayed in a prominent position in the conference foyer area, as selected by FBANZ event staff. *(Banner is to be supplied by the sponsor).*
- Acknowledgement of support during the conference opening and closing sessions, and at appropriate times throughout the conference.
- Your company name and logo will appear on all event literature: the dedicated conference website, email marketing and conference sponsor feature in a March Member Advantage eDM (with logo and links to your company website).
- Your company logo to appear on the official Conference App.
- Acknowledgement as an event supporter, with company logo in the printed conference delegate handbook.



KEYNOTE SPEAKER GIFT SPONSORSHIP

COST OF PRODUCT

Exclusive keynote speaker gift sponsor, with an opportunity to have your brand and/or key product displayed on the holding slide introducing our prestigious Keynote Speakers sessions.

SPONSORSHIP BENEFITS INCLUDE:

- Your brand and/or key product to appear on the Keynote presentation holding slides, with the text “This session is proudly supported by...” At the beginning of the session.
- Acknowledgement of sponsorship during the conference opening and closing sessions and at appropriate times throughout the conference.
- Your company name and logo will appear on all event literature: the dedicated conference website, email marketing and conference sponsor feature a March Member Advantage (with logo and links to your company website).
- Your corporate banner will be displayed in a prominent position in the conference foyer area, as selected by FBANZ event staff. *(Banner is to be supplied by the sponsor).*
- Your company logo to appear on the official Conference App.
- One (1) full conference delegate registration inclusive of the Family Business Awards Dinner and Welcome Function.

Cost of product.

Please contact Events and Partnership Manager, Danielle Ricato, on 1800 249 357 or conference@familybusiness.org.au to discuss further.

PRINTING SPONSORSHIP

COST OF PRODUCT

REQUIREMENT OF SPONSORSHIP:

Produce and supply 32 page (approx.), double sided, colour, matt finished delegate handbook (approx 500 copies) Artwork provided by FBA.

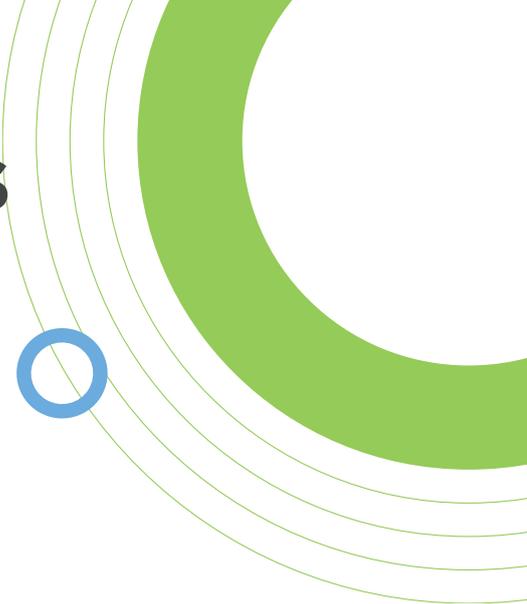
SPONSORSHIP BENEFITS INCLUDE:

- Acknowledgement of sponsorship during the conference opening and closing sessions, and at appropriate times throughout the conference.
- Company name and logo will appear on all event literature: the dedicated conference website, email marketing and conference sponsor feature in a March Member Advantage (with logo and links to your company website).
- Your corporate banner will be displayed in a prominent position in the conference foyer area, as selected by FBANZ event staff. *(Banner is to be supplied by the sponsor).*
- Half page advertisement in the printed conference delegate handbook. *(Artwork to be supplied by the sponsor, and must be submitted to the Events & Partnership Manager for approval six weeks prior to the commencement of the conference).*
- Company logo to appear on the official Conference App and delegate handbook.
- The opportunity to provide a delegate gift/information to be included in conference satchels.

Cost of product.

Please contact Events and Partnership Manager, Danielle Ricato, on 1800 249 357 or conference@familybusiness.org.au to discuss further.

SPONSORSHIP PACKAGES AT A GLANCE



	Gold	Silver	Bronze	The Gala Dinner	B2B Speed Networking	Women in Family Business Breakfast	Meeting Place
	One (1) available	Two (2) available	Three (3) available	One (1) available	One (1) available	Six (6) available	Limited availability
	\$20,000	\$15,000	\$10,000	\$12,000	\$6,000	\$1,500	\$4,000
Brief address to delegates	✓				✓		
Acknowledgement of sponsorship – conference opening and closing sessions	✓	✓	✓	✓	✓	✓	✓
Logo on event literature, emails, ‘Member Advantage eDM & Conference App	✓	✓	✓	✓	✓	✓	✓
Corporate banner displayed during the conference event	✓	✓	✓				
Corporate banner displayed during sponsored event				✓	✓	✓	✓
Direct email message to delegates	✓	✓					
Direct ‘push’ message to delegates via Conference App	✓	✓					
Full page advert in delegate conference handbook	✓						
Half page advert in delegate conference handbook		✓	✓				
Logo in delegate conference handbook	✓	✓	✓	✓	✓	✓	✓
Company description & logo on conference website, with link	✓	✓	✓				✓



SPONSORSHIP PACKAGES AT A GLANCE CONTD.



	Gold	Silver	Bronze	The Gala Dinner	B2B Speed Networking	Women in Family Business Breakfast	Meeting Place
	One (1) available	Two (2) available	Three (3) available	One (1) available	One (1) available	Six (6) available	Limited availability
	\$20,000	\$15,000	\$10,000	\$12,000	\$6,000	\$1,500	\$4,000
Delegate gift in satchel	✓	✓	✓	✓	✓		✓
Company logo on event menu				✓		✓	
Meeting Place space allocation	✓	✓	✓				✓
Complimentary full conference delegate registration	2	2	1	1	1		1
Complimentary ticket to the Gala Dinner	2	2	1	2			
Complimentary ticket to Longest Lunch or NxG Longest Lunch	2	2	1	2	2		
Complimentary ticket to the Women in Family Business Breakfast event	2	2	1			8	
Complimentary ticket to B2B Speed Networking event					2		



THE FAMILY BUSINESS CONFERENCE MARCH 2022



Sponsorship Package Confirmation Form

COMPANY NAME:	
CONTACT PERSON:	EMAIL:
ADDRESS:	
MOBILE:	PH:

Level of Sponsorship

Please nominate the level of sponsorship you wish to undertake (all amounts are exclusive of GST).

PLEASE TICK	SPONSORSHIP TYPE	INVESTMENT (+GST)
	Gold Sponsorship	\$20,000
	Silver Sponsorship	\$15,000
	Bronze Sponsorship	\$10,000
	Conference App Sponsorship	\$6,500
	The Gala Dinner Sponsorship	\$12,000
	B2B Speed Networking Sponsorship	\$6,000
	Women in Family Business Breakfast - Table Sponsor	\$1,500
	'The Meeting Place' Space	\$4,000
	Company banner on display	\$1,000
	Beverage Sponsorship/Supporter	Cost of product
	Keynote Speaker Gift Sponsor	Cost of product
	Printing Sponsorship	Cost of product

To secure your selected sponsorship package, please complete and sign this document and return to Events and Partnership Manager, Danielle Ricato via email (dricato@familybusiness.org.au) by the close of business 31 January 2022.

By signing this document you are agreeing to adhere to the Terms and Conditions outlined on page 21.

NAME OF AUTHORISED SPONSOR REPRESENTATIVE

SIGNATURE

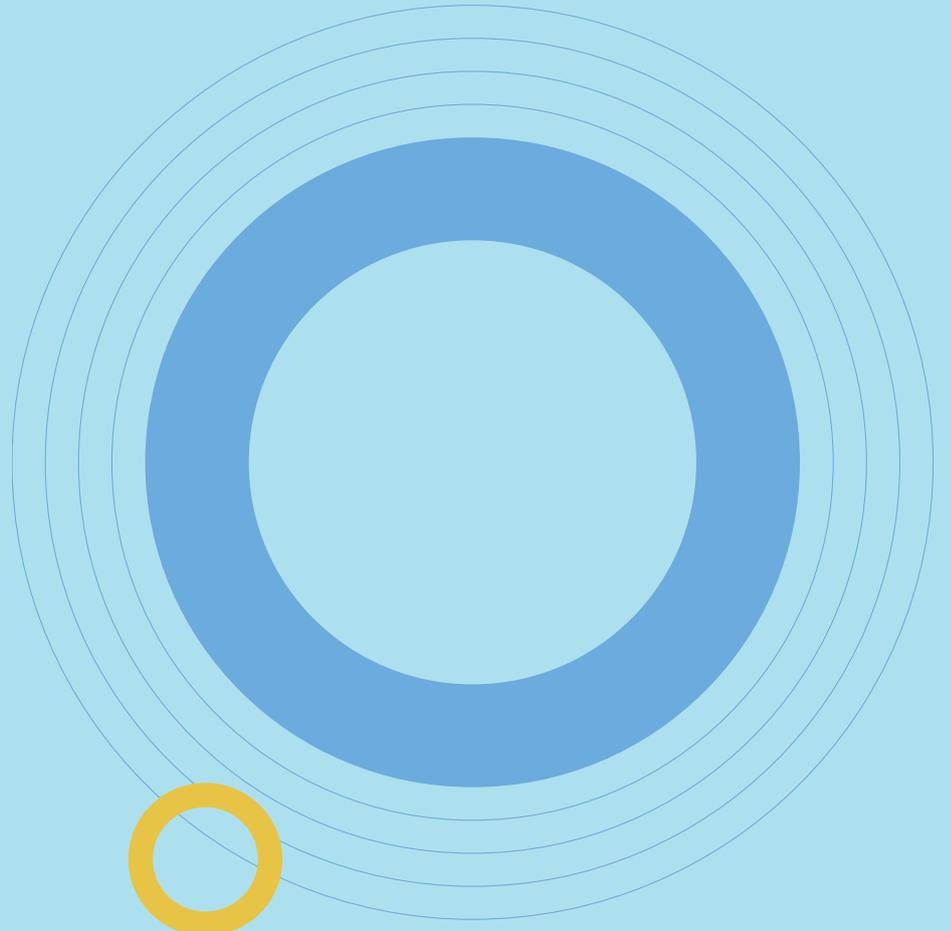


TERMS AND CONDITIONS



1. All prices listed in this Sponsorship Prospectus are in Australian Dollars, Goods and Services Tax (GST) at 10% will be added to the listed prices.
2. A completed Expression of Interest Form is required to allocate sponsorship and Meeting Place space.
3. The Meeting Place space will be allocated on a 'first come' basis.
4. Acceptance of sponsorship and exhibition offers is at the discretion of the Events and Partnership Manager.
5. Upon receipt of a completed Expression of Interest Form, the Events and Partnership Manager will confirm entitlements in writing and forward acknowledgement of receipt, together with a tax invoice.
6. The full payment amount is due 14 days from date of invoice. After this time, the sponsorship option will be available for sale to another company. No Exhibitor shall occupy allocated Meeting Place space until all monies owing are paid in full.
7. All amounts are payable in Australian dollars, by direct debit or credit card payment. Credit card payments will incur a surcharge of 1.93% for AMEX and a surcharge of 1.8% for VISA/MasterCard.
8. Cancellation Policy: In the event of a cancellation, the Sponsor/Exhibitor must submit the request in writing to the Events and Partnership Manager. A fee of 50% of total fees applies for cancellations prior to 21 January 2022. No refunds will be made for cancellations after this date.
9. Sponsors/Exhibitors are not permitted to assign, sublet or apportion the whole or any part of their sponsorship package or booked Meeting Place space.
10. The Events and Partnership Manager reserves the right in unforeseen circumstances to amend or alter the exact site of the location of the stand and the exhibitor undertakes to agree to any alteration to the site or the space reallocated by the Events and Partnership Manager.
11. The Events and Partnership Manager reserves the right to change the Meeting Place floor layout if necessary.
12. The Events and Partnership Manager will specify conditions relating to the delivery of goods and displays, prior, during and after the exhibition.
13. FBANZ will accept no liability for loss or damage.
14. FBANZ agrees to promote the conference and exhibition to maximise participation.
15. FBANZ will not be liable and makes no guarantee of the number of visitors to the conference event or Meeting Place space. Equally FBANZ will not be accountable for the level of commercial activity generated.
16. The Exhibitor will not set up their Meeting Place space in such a manner as to obstruct or affect neighbouring Exhibitors. This includes blocking or projecting light, impeding or projecting into aisles or neighbouring Meeting Place spaces.
17. The Sponsor or Exhibitor will submit company logo and information requested, to the Events and Partnership Manager by no later than **31 January 2022**. Exhibitors failing to do so will not be included in the conference printed delegate handbook or website.
18. In the event of force majeure, and The Family Business Conference March 2022 is unable to take place, all sponsorship payments will be refunded in full.

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