

## Selling Major Sponsors

"Selling Major Sponsors" will give participants the tools to sell major sponsors for all types of events.

- #1 - Myths of Selling Sponsors
- #2 - The Sales Committee
- #3 - Your Audience
- #4 - The Event
- #5 - The Sponsor Package
- #6 - Who Can You Sell?
- #7 - When Do You Sell them?
- #8 - Keep Them Coming Back

### Target Audience

This session is for all levels of fund raising executives. Everyone involved in events will benefit from the program.

### About the Presenter

**Phil Immordino** has been involved in the golf industry for more than 15 years. Currently Phil travels the country giving seminars on all aspects of golf tournaments. He consults with golf courses, manufacturers, suppliers, distributors, golf tournament directors, golf instructors and golf course designers to assist them in increasing their business.

