



Today's students. Tomorrow's business professionals.

Montana Association

Corporate Sponsor Program

## LEVELS OF SPONSORSHIP & RECOGNITION

LEVEL	Bronze/Silver/Gold/Platinum	Bronze/Silver/Gold/Platinum	Silver/Gold	Platinum
<b>Bronze \$100 contribution</b>	Name printed in conference program Name printed in Montana BPA Newsletter Name placed on web site for school year.	Name displayed in PowerPoint Presentation during all Montana State Leadership Conference sessions		
<b>Silver \$250 contribution</b>	Name printed in conference program Name printed in Montana BPA Newsletter Name placed on web site for school year	Name displayed in PowerPoint Presentation during all Montana State Leadership Conference sessions	Certificate of Appreciation	
<b>Gold \$500 contribution</b>	Name printed in conference program Name printed in Montana BPA Newsletter Name placed on web site for school year.	Name displayed in PowerPoint Presentation during all Montana State Leadership Conference sessions	Plaque of Appreciation	
<b>Platinum \$1,000 contribution</b>	Name printed in conference program Name printed in Montana BPA Newsletter Name placed on web site for school year	Name displayed in PowerPoint Presentation during all Montana State Leadership Conference sessions		\$100 scholarship for state winner in event of choice and/or Plaque of Appreciation



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Pledge and Information Sheet

YES! Count on the following company for its support for the 2017-2018 school year:

Company Name: \_\_\_\_\_

Contact Person: \_\_\_\_\_ Title: \_\_\_\_\_

Mailing Address: \_\_\_\_\_  
\_\_\_\_\_

Physical Address (if different): \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

Website: \_\_\_\_\_

- Level of support:  **Platinum (\$1,000)**
- Gold (\$500)**
- Silver (\$250)**
- Bronze (\$100)**

Brief description of company: \_\_\_\_\_  
\_\_\_\_\_

Explanation of why company is contributing to BPA? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Don't forget to include a copy of the company's corporate logo. The logo can either be a black-and-white hard copy to be scanned or an electronic version (.bmp or .jpg file) in color or black-and-white.

**Please mail Pledge and Information Sheet and a logo to:**  
**Anza Ketterman, Executive Secretary**  
**Montana BPA**  
**310 11th Avenue East**  
**Polson, MT 59860**

For additional information, contact Anza Ketterman at 406.871.1715 or kettanza@isu.edu.  
State officer obtaining sponsorship: \_\_\_\_\_

# MONTANA BPA LOCAL CHAPTERS

**Need some cash to help with your chapter's conference expenses?**

**How about recruiting corporate sponsors for Montana Business Professionals of America?**

*It's easy...*

- Contact a company that is not already a corporate sponsor and get them to agree to contribute for the 2017-2018 school year. There are four contribution levels (platinum, gold, silver, and bronze) each with corporate incentives (see attached corporate sponsor program table).
- Complete the pledge/information sheet (see attached) and mail to Anza Ketterman, Montana BPA Executive Secretary, 310 11th Avenue East, Polson, MT 59860.
- Upon receipt of the contribution from the company, a chapter recruiting a corporate sponsor would receive **50%** of the donation for the first and second year of the sponsorship and **25%** for the third year continuing through the life of the sponsorship, if the chapter initiates and completes the sponsorship renewal each year.

*This is a win-win situation...*

The business is recognized at the state level for its support of Montana BPA. Your chapter receives a significant portion of the pledge/contribution for your effort. Montana BPA makes a contact and has the potential to continue the corporate sponsorship for years to come.

**Why recruit corporate sponsors?**

Besides the dues and state conference registration fees paid by the Montana BPA members, the only other source of income is from the financial support of corporate sponsors. As we build partnerships with Montana businesses, we hope to continue to improve the quality of our state conference and increase opportunities for BPA students. With additional corporate sponsors we could possibly invite top notch keynote speakers, increase the dollar amount or number of BPA scholarships awarded, offer more workshops, and more. **If you start recruiting now, we could put the contributions to work for the 2018 State Leadership Conference!**

**Who to approach?**

- Your chapter members' places of employment.
- Companies that work in the business fields that BPA emphasizes in its co-curriculum.
- BPA Alumni... perhaps they have their own company or perhaps they would help you make the right contact at their places of employment.

With over 100 active BPA chapters and more than 1,500 BPA members in Montana, there is not a community or company, large or small, which does not have a reason to support Montana BPA.

**Be creative with your approach! Good luck and enjoy recruiting!**

If you have any questions, contact Anza Ketterman, Montana BPA Executive Secretary, at 406.871.1715 or [kettanza@isu.edu](mailto:kettanza@isu.edu). The check can be made payable to "Montana BPA" and mailed to Anza Ketterman at 310 11th Avenue East, Polson, MT 59860.

# WAYS TO RECOGNIZE MONTANA BPA CORPORATE SPONSORS IN YOUR LOCAL CHAPTER

1. Write a thank you letter to the business from your chapter, thanking that business for its support of Montana BPA.
2. Invite the corporate sponsor to participate in your BPA Chapter meeting and activities as a speaker or guest.
3. Register the Corporate Sponsors in your area as professional members on your local membership roster that goes to National BPA.
4. Turn in pictures/articles about your contact with corporate sponsors to me to be included on the state BPA web site.
5. If you are doing a community project of some kind, ask the business to cosponsor your project and work together publicizing both BPA and the business.
6. Send Christmas card, Valentine card, etc. to business just to stay in contact and let the company contact know how much Montana BPA appreciates the support from Montana businesses.

These are just some possible ways to maintain the business-student relationship with BPA's corporate sponsors. If you have additional ideas that work for your chapter, then please share them with me and I can pass them on to other chapters in Montana.

Thank you

Anza Ketterman  
Montana BPA Executive Secretary  
310 11th Avenue East  
Polson, MT 59860  
Phone: 406.871.1715  
E-mail: [kettanza@isu.edu](mailto:kettanza@isu.edu)