

# 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 2012-2013 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 2013 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 90 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.