

# Sponsorship Prospectus

3 networks. 1 location.

Get Your Brand in Front of a Targeted Audience of Industrial Supply Channel professionals.

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**WOMEN  
IN INDUSTRY**

**SALESWERKS**  
IMRs | MANUFACTURERS

**EMERGING  
LEADERS**

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Orlando, FL & Virtual

Nov. 30 - Dec. 2, 2022

<https://fall-summit.isapartners.org/>



# About ISA



ISA is the channel association for the Industrial MROP industry and represents Distributors, Manufacturers, IMRs, and companies that provide relevant business solutions. ISA offers strategies, tools, education/training, and powerful networking to stay ahead of industry change with the goal of satisfying the End User and Leading the Channel Forward®.

## About Fall Summit

For the first time, ISA's Women in Industry, Emerging Leaders, and SalesWerks Networks are coming together in one location for an immersive experience geared toward professional and personal development. This Summit, happening Nov. 30 - Dec. 2, will be an incredible opportunity to learn and collaborate with other members of the channel all in one place.

## Attendee Profile

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### Women in Industry

ISA's Women in Industry Network is dedicated to advancing the development, influence, and inclusion of women within the industrial supply channel. This network is open to all women within the industry across every career stage and department as well as those who support the advancement of women in the industry. The Women in Industry summit attracts 150+ participants which is made up of mostly women executives and decision makers but can include all titles.

### SalesWerks

ISA's SalesWerks Network is a group of tactical, business minded individuals. This is the network where Manufacturers and Independent Manufacturer Representatives (IMRs) come together to learn, build strong relationships, and create better strategic value for each other while also satisfying the evolving End User needs. The SalesWerks summit typically attracts 85+ participants.

### Emerging Leaders

ISA's Emerging Leaders Network is a strong community of young, high-potential individuals – the future of the industrial supply industry. These ambitious participants are under 40 and looking to develop their leadership skills and professional network. The Emerging Leaders summit attracts 85+ young professionals who are the decision makers of tomorrow.

# ISA FALL SUMMIT

## Sponsorship Opportunities



Support the ISA Fall Summit as a whole, gain promotional exposure at the entire event, and champion all three networks by choosing one of the following Fall Summit sponsorships.

### Official ISA Fall Summit "Ambassador" Sponsorship

**\$15,000**

Be the Official ISA Fall Summit "Ambassador" Sponsor and support education and professional development for all three ISA Networks (Women in Industry, Emerging Leaders, and SalesWerks). This headliner Summit sponsorship offers the opportunity to showcase leadership of the event with top-tier brand recognition on the ISA website, promotional emails, social media posts, and onsite event signage. Script mentions of your company at the event will include the phrase "Official ISA Fall Summit Ambassador Sponsor." This sponsorship also includes the opportunity to give the official "Welcome Address" to all attendees, exclusive sponsorship of Registration, exclusive sponsorship of the Opening Keynote (for all three networks) with a speaker introduction and video/commercial, sponsorship of Summit Luncheon, sponsorships of the Closing Address, and includes (2) complimentary Fall Summit registrations. \*Total included value of \$1,700

### ISA Fall Summit "Networking" Sponsorship

**\$7,500**

Increase engagement and collaboration as the Fall Summit "Networking" Sponsor for all three ISA Networks (Women in Industry, Emerging Leaders, and SalesWerks) which includes exclusive sponsorship of the ISA Fall Summit Attendee Lounge which will house all food and beverages during the summit and offer a space for meetings and socializing between sessions. The Networking Sponsor also includes top sponsorship of the Opening Night Reception including one bar sponsorships and sponsorship of the dinner. This superior sponsorship offers top-tier placement on signage with sponsor logo/branding and includes (1) complimentary Fall Summit registration. \*Total included value of \$850.

### Lanyard Sponsor

**\$4,000**

Sponsorship of the ISA Fall Summit lanyards which includes your logo with ISA branding featured on each lanyard given to all attendees. \*ISA will cover the cost of lanyards, but a price limit exists.

### Coffee Sponsor

**\$3,500**

Sponsorship of summit coffee stations located in the Attendee Lounge which includes logo/branding on signage and coffee cups. \*ISA will cover the cost of branded cups, but quantity and price limits exist. The sponsor is welcome to provide additional promotional items for use, if interested.

### Fall Summit Breakfast Sponsor (Day 2)

**\$3,000**

Sponsor the continental breakfast for all three networks (Women in Industry, Emerging Leaders, and SalesWerks) which includes signage with sponsor logo/branding.

### Beverage Sponsor

**\$2,500**

Sponsorship of water bottles, soda and/or tea at the summit. Drinks are located in the Attendee Lounge which includes signage with sponsor logo/branding. \*ISA will cover the cost of branded napkins, but a price limit exists. The sponsor is welcome to provide additional promotional items for use, if interested.

### Opening Night Reception Bar Sponsor (3 Available)

**\$2,000**

Sponsor one fully stocked bar at the ISA Fall Summit Opening Night Reception and Dinner for all three network attendees (Women in Industry, Emerging Leaders, and SalesWerks). \*Sponsor is welcome to provide promotional items for use, or giveaways, if interested.

### ISA Supporter Sponsor

**\$2,000**

Show your support of ISA's mission, Leading the Channel Forward®, and your support of ISA's strategic initiatives by purchasing this sponsorship. Recognition of this support includes logo on one pre-event eblast and includes sponsor logo/branding on event signage.

Interested in creating a custom sponsorship package for your company? We can do that!  
Please contact Joby Strobo at (512)810-7619 or [jstrobo@isapartners.org](mailto:jstrobo@isapartners.org)



# NETWORK TRACK Sponsorship Opportunities

## WOMEN IN INDUSTRY

### ISA Women in Industry Track Leadership Sponsor (Day 2)

**\$7,500**

The Women in Industry Track Leadership Sponsorship will serve as the top sponsor for the Women in Industry Network track (Day 2). This sponsorship includes a brief welcome to the attendees, exclusive sponsorship of the Women in Industry opening education session including speaker introduction and opportunity to play a sponsored video/commercial, exclusive sponsor branding and logo recognition on (2) pre-summit ISA Women in Industry E-Newsletters that promote the event and other Women in Industry initiatives, the opportunity for sponsor branding and logo recognition on (1) ISA pre-summit promotional social media post, top sponsor recognition throughout Day 2 for the exclusive track including elevated artwork/logo placement on event signage, sponsors and acknowledgment through speakers' scripts, and (1) complimentary Fall Summit registration \*Total value of \$850.

### Women in Industry Reception Sponsor (Day 2)

**\$3,500**

Sponsor the Women in Industry Network Reception which facilitates one of the most important parts of the event – networking. The Networking Reception will take place at the end of Day 2 and be exclusively for Women in Industry attendees. This sponsorship includes the opportunity to give welcome remarks to members, give away door prizes and promo items (optional), and signage with sponsor logo/branding.

### Women in Industry Education Session Sponsor (3 Available)

**\$3,000**

Be a champion of women's education and sponsor a Women in Industry education session at the ISA Fall Summit which includes the opportunity to introduce the speaker, play a sponsored video/commercial (one-minute maximum) at the beginning of the session, and have your company's logo/branding featured on event signage.

### Women in Industry Luncheon Sponsor

**\$2,500**

Sponsor the Women in Industry Network's luncheon which includes signage with sponsor logo/branding and branded dinner napkins. \*ISA will cover the cost of branded items, but price limit exists.

### Women in Industry Patron Supporter Sponsorship

**\$2,000**

Show your support of the Women in Industry Network through this sponsorship. Recognition of this support includes logo on one pre-event eblast and logo/branding on event signage.



# NETWORK TRACK

## Sponsorship Opportunities

### SALESWERKS IMRs | MANUFACTURERS

#### ISA SalesWerks Track Leadership Sponsorship (Day 2)

**\$6,500**

The ISA SalesWerks Track Leadership Sponsor is the exclusive sponsor of one half-day of sales training education and one half-day of business planning between IMRs and Manufacturers. This sponsorship includes a brief welcome to SalesWerks, an exclusive opportunity to give speaker introductions and the opportunity to play a sponsored video/commercial, exclusive sponsor branding and logo recognition on (1) pre-summit ISA SalesWerks social post, top sponsor recognition throughout Day 2 for the exclusive track including elevated artwork/logo placement on event signage, sponsors and acknowledgment through speakers' scripts, and (1) complimentary Fall Summit registration \*Total value of \$850.

#### SalesWerks Network Happy Hour Sponsor (Day 2)

**\$3,000**

After a day of education and business planning, the attendees of SalesWerks will meet to enjoy some socialization and debriefing after a great day of learning and planning. This happy hour will be exclusively for the SalesWerks attendees at the conclusion of Day 2. This sponsorship includes the opportunity to give welcome remarks to members, give away door prizes and promo items (optional), and signage with sponsor logo/branding.

#### SalesWerks Education Session Sponsor (2 Available)

**\$2,500**

Sponsor one of two education speakers exclusively for SalesWerks at the ISA Fall Summit which includes the opportunity to introduce the speaker (and self), play a sponsored video or commercial (one-minute maximum) at the beginning of the session, the opportunity to give out sponsored promo item or handout (optional), and logo/branding on session signage.

#### SalesWerks Working Lunch Sponsor

**\$2,000**

Sponsor the SalesWerks Network's luncheon which includes signage with sponsor logo/branding and branded dinnerware. \*ISA will cover the cost of branded items, but price limit exists.

#### SalesWerks IMR Industry Supporter Sponsorship

**\$1,500**

Show your support of Manufacturers and IMRs through this sponsorship. Recognition of this support includes logo on one pre-event eblast and logo/branding on event signage.



# NETWORK TRACK

## Sponsorship Opportunities

### EMERGING LEADERS

#### ISA Emerging Leaders Education Track Leadership Sponsor (Day 2)

**\$6,000**

The ISA Emerging Leaders Workshop Sponsor is the exclusive sponsor of one full day of thorough workshop education and networking for young professionals (Day 2). This sponsorship includes a brief welcome to Emerging Leaders, exclusive sponsorship of the opening education session including speaker introduction and the opportunity to play a sponsored video/commercial, exclusive sponsor branding and logo recognition on (1) pre-summit ISA Emerging Leaders social post, top sponsor recognition throughout Day 2 for the exclusive track including elevated artwork/logo placement on event signage, sponsors and acknowledgment through speakers' scripts, and (1) complimentary Fall Summit registration. \*Total value of \$850.

#### Emerging Leaders Network Happy Hour Sponsor (Day 2)

**\$3,000**

The Emerging Leaders attendees will meet at the conclusion of Day 2 to enjoy some socializing and debriefing after a great day of extensive learning. This sponsorship includes the opportunity to give welcome remarks to members, give away door prizes and promo items (optional), and signage with sponsor logo/branding.

#### Emerging Leaders Education Session Sponsor (2 Available)

**\$2,500**

Education for Emerging Leaders will include two dynamic sessions exclusively geared towards young professional education. Sponsorships include the opportunity to introduce the speaker, play a sponsored video or commercial at the beginning of the session (one-minute maximum), the opportunity to give out sponsored promo items or handouts (optional), and logo/branding on session signage.

#### Emerging Leaders Luncheon Sponsor

**\$2,000**

Sponsor the Emerging Leaders Network's luncheon which includes signage with sponsor logo/branding and branded dinnerware. \*ISA will cover the cost of branded items, but a price limit exists.

#### Emerging Leaders Team Building Sponsorship

**\$1,500**

Show your support for young professionals in the industry through this sponsorship. Recognition of this support includes logo on one pre-event eblast and logo/branding on event signage.