



"Selling Sponsorship & Packages for your Exhibitions"

Sponsorship of events can really be the icing on the cake for a show and a lot of the time the bulk of the revenue goes to the bottom line. This can often mean that you don't have to sell as many sq metres to hit your target. This also means that bonuses and commissions are easier to achieve. Sponsorship is a different sales approach and mindset than exhibition space but done correctly they can add massive value to your show. At YSC we have many years experience of this so let us help you...

1. Identify potential sponsors for your event
2. Get the right fit sponsor for your exhibition
3. Develop a bespoke package for your sponsor
4. Get sponsorship meetings/appointments
5. Deliver a brilliant sponsorship proposal