



WOMEN IN  
INSOLVENCY AND  
RESTRUCTURING  
VICTORIA

14 December 2018

## WOMEN IN INSOLVENCY AND RESTRUCTURING VICTORIA (WIRV)

### SPONSORSHIP OPPORTUNITIES 2019 & 2020

Women in Insolvency and Restructuring Victoria (WIRV) is inviting you to sponsor our events in 2019 and early 2020.

WIRV is a not for profit professional organisation, which through a female executive, connects, empowers and contributes to its members, the insolvency industry and the wider community.

WIRV has a diverse membership base of leading insolvency practitioners, lawyers, barristers, bankers, valuers and insurance brokers. Sponsoring a WIRV event provides you with a platform to promote your business to our diverse membership base, and consequently provides you with an excellent networking opportunity with those working in the insolvency sector.

We **enclose** a short summary of our proposed events for 2019/2020 including proposed months, details and benefits of sponsorship. You are invited to submit your interest as soon as possible. Sponsorship opportunities are allocated on a first-come-first-serve basis, so if you are interested, it is recommended that you get in quickly.

If you wish to be provided with any further information regarding sponsorship of our events, please contact either:

- (a) Susan Bell, WIRV Sponsorship Officer, on 0416 271 328 or by email at [susan.bell@eralegal.com.au](mailto:susan.bell@eralegal.com.au); or
- (b) Heile Clark; WIRV President, on 0421 060 216 or by email at [heile.clark@au.gt.com](mailto:heile.clark@au.gt.com)

Kind Regards,

Heile Clark  
President

Susan Bell  
Sponsorship Officer

## 1. WIRV NETWORKING EVENTS

The following is a summary of available events for sponsorship for the 2019 and early 2020 membership year. Please see Attachment 2 for more information on each of the events.

Event	Date	Sponsorship Positions in total	Positions Available	Cost per sponsor (\$) (excl. GST)
WIRV Trivia Night	May 2019	2	2	3,000
WIRV Awards Night	July 2019	2	2	3,000
WIRV Balance for Better Lunch	August 2019	1	1	2,000
AFL Footy Finals Luncheon	13 September 2019	4	2	8,000
AFL Grand Final Luncheon After Party	13 September 2019	2	2	4,000
Manikato Stakes Night	25 October 2019	2	2	2,800
Summer Function (Australian Open)	January 2020	2	2	2,500

Excluding the WIRV AFL Footy Finals Lunch and After Party, attendance at WIRV events is usually between 80-120 people practising in the insolvency and restructuring industry. The prices for sponsoring a WIRV networking event are set out above, which includes:

- \$500 worth of tickets at non-member prices to your sponsored event, with any balance to be redeemable towards a further ticket purchase to the event, (the number of tickets will vary for each event calculated on the cost price of the ticket.);
- One pull up banner per sponsor displayed at the event;
- Recognition of sponsorship on WIRV promotional material;
- An opportunity to be involved in the event (i.e. business card draw or brief guest speech);
- Sponsor's ability to distribute promotional materials at the event;
- Recognition as an official WIRV Sponsor on the WIRV website; and
- Sponsor's logo on invitation.

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## 2. WIRV PROFESSIONAL DEVELOPMENT EVENTS

An important part of WIRV's mission statement is to provide professional development opportunities to the insolvency community. Accordingly, in addition to networking events, WIRV hosts professional development briefings throughout the year.

The briefings are free for WIRV members to attend. The briefings provide sponsors with an opportunity to host the briefing (at the sponsor's cost) and involve some of the sponsor's senior practitioners in a presentation or panel discussion. Sponsors are invited to have input into the professional development topic and speakers, which can provide sponsors with an opportunity to profile their firm and practice area. It is preferable that there is only one sponsor per breakfast briefing.

Other benefits of sponsorship of the briefings include:

- One pull up banner displayed at the briefing;
- Recognition of sponsorship on WIRV promotional material;
- An opportunity to be involved in the function (i.e. provision of speakers);
- Sponsor's ability to distribute promotional materials at the briefing;
- Recognition as an official WIRV Sponsor on the WIRV website; and
- Sponsor's logo on invitation.

As an indication, WIRV proposes to hold monthly breakfast or lunchtime briefings from February 2019 to March 2020 (excluding December 2019 and January 2020) to provide opportunities for professional development.

If you are interested in hosting a WIRV professional development briefing, please contact Susan Bell whose details are listed on the first page of this document.



### **WIRV TRIVIA NIGHT – MAY 2019**

The annual WIRV Trivia Night is one of WIRV's longest running and most popular events. In 2017 and 2018 the event was held at Crown, and in 2018 we had in excess of 170 attendees. Always a great night of food, drinks and of course trivia as professionals across the insolvency industry compete in a battle of the minds, this is an event not to be missed.

The following benefits are attached to sponsorship of the event:

- A table (generally 8-10 tickets) at the WIRV Trivia Night
- One pull up banner displayed at the event;
- Recognition of sponsorship on WIRV promotional material;
- An opportunity to be involved in the function (i.e. business card draw);
- Sponsor's ability to distribute promotional materials at the event;
- Recognition as an official WIRV Sponsor on the WIRV website; and
- Sponsor's logo on invitation.

#### **Pricing Structure (one available)**

Cost: \$3,000.00 per sponsor (excl. GST)  
Attendees: 150-180 (approx.)  
Format: Sit down dinner and drinks

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### WIRV AWARDS NIGHT – JULY 2019

The WIRV Awards recognise outstanding women and male champions of change in the restructuring and insolvency industry, including accountants, lawyers, bankers, advisors and consultants. The award winners are decided by an independent panel of judges, and the awards themselves are presented at a cocktail event.

The inaugural WIRV Awards in 2017 had one category – the WIRV Young Gun Award. In 2018, the awards were expanded to three categories: Female Young Gun Award, Outstanding Female Award and Male Champion of Change.

The WIRV Awards Night provides an opportunity to recognise and celebrate the achievements and contributions of outstanding individuals across the insolvency industry, at a stylish cocktail event.

The following benefits are attached to sponsorship of the event:

- \$500 worth of tickets at non-member prices to the WIRV Awards Night, with any balance to be redeemable towards a further ticket purchase to the event, (the number of tickets will vary for each event calculated on the cost price of the ticket.);
- One pull up banner displayed at the event;
- Recognition of sponsorship on WIRV promotional material;
- An opportunity to present one of the award categories;
- An opportunity to be involved in the function (i.e. business card draw);
- Sponsor's ability to distribute promotional materials at the event;
- Recognition as an official WIRV Sponsor on the WIRV website; and
- Sponsor's logo on invitation.

#### Pricing Structure (one available)

Cost: \$3,000.00 per sponsor (excl. GST)  
Attendees: 80-100 (approx.)  
Format: Cocktail style event with drinks and canapés

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### AFL FOOTY FINALS LUNCH – 13 SEPTEMBER 2019

The AFL Footy Finals Luncheon at Crown Palladium is WIRV's signature function. Attendance at the 2017 and 2018 functions was approximately 700 people each year. The cost per sponsor is \$8,000 (plus GST) per year.

Sponsorship is limited and in previous years, the opportunity to sponsor the event has been taken up by an accounting firm, a valuation and auctioneer firm, a law firm and a legal services firm. Requests for sponsorship are considered on an individual basis as sponsors cannot be in competition with each other. The following benefits are included in the sponsorship:

- One front row table at the luncheon (10 seats);
- One of the guests speakers will join your sponsor table;
- Guaranteed extra tables up the front of the venue when ordered and paid for separately;
- One pull up banner per sponsor displayed at the event;
- Recognition of sponsorship on WIRV promotional material;
- An opportunity to be involved in the function (i.e. business card draw);
- Sponsor's ability to distribute promotional materials at the event;
- Sponsor's logo on invitation;
- Recognition as an official WIRV Sponsor on the WIRV website; and
- Ability for sponsorship position to be secured for two years with an option to sponsor for a third year.

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### AFL FOOTY FINALS LUNCH AFTER PARTY – 13 SEPTEMBER 2019

Approximately 500 people attend the AFL Footy Finals After Party each year. It is a great opportunity to network with practitioners in the insolvency sector in a cocktail setting over a period of more than 5 hours.

Cost of the sponsorship is \$4,000 (plus GST) per sponsor, and includes the following benefits:

- Two tickets to the Footy Finals Lunch;
- Guaranteed tables up the front of the Footy Finals Lunch when ordered and paid for separately;
- One pull up banner per sponsor displayed at the After Party;
- Designated area at Club 23 and sponsor's ability to distribute promotional materials at the event;
- Sponsor's logo displayed at the venue (at Club 23, this has been on multiple TV screens);
- Recognition as an official WIRV Sponsor on the WIRV website; and
- Ability for sponsorship position to be secured for two years with an option to sponsor for a third year.



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### **WIRV #BalanceforBetter Lunch - AUGUST 2019**

In 2017, WIRV held a Champions of Change Luncheon, which followed on from the theme of the International Women's Day Lunch held earlier in the year. The luncheon provided an opportunity to hear from a high-profile panel of speakers who shared their experiences as Champions of Change for women in the accounting, legal and banking industries, taking bold steps toward gender equity in the workplace.

In 2018, WIRV held a Press for Progress Luncheon at Myer Mural Hall, which provided an opportunity to hear from a panel of insolvency industry specialists share their stories, ideas and motivations and learn how they #PressforProgress.

In 2019, WIRV will be holding a Balance for Better Luncheon, which will once again follow on from the theme of the 2019 International Women's Day Lunch. The lunch is likely to be held in August 2019.

The following benefits are attached to sponsorship of the event:

- \$500 worth of tickets at non-member prices to the luncheon, with any balance to be redeemable towards a further ticket purchase to the event, (the number of tickets will vary for each event calculated on the cost price of the ticket.);
- One pull up banner displayed at the luncheon;
- Recognition of sponsorship on WIRV promotional material;
- Sponsor's ability to distribute promotional materials at the event;
- Recognition as an official WIRV Sponsor on the WIRV website; and
- Sponsor's logo on invitation.

#### **Pricing Structure (one available)**

Cost: \$2,000.00 per sponsor (excl. GST)  
Attendees: 100-120 (approx.)  
Format: Sit down luncheon



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### WIRV MANIKATO STAKES NIGHT - 25 OCTOBER 2019

In recent years, WIRV has alternated between hosting an event at the Albert Park Polo in the City and the Moonee Valley Manikato Stakes Night.

In 2019, it is proposed that WIRV will return to an evening of night racing at Manikato Stakes Night on Friday, 25 October at Moonee Valley Racecourse. The WIRV Manikato Stakes Night represents an excellent opportunity for sponsors to liaise with their clients in a relaxed and private setting and enjoy an evening of drinks, canapés and night racing. The following benefits are attached to sponsorship of the event:

- \$500 worth of tickets at non-member prices to your sponsored event, with any balance to be redeemable towards a further ticket purchase to the event, (the number of tickets will vary for each event calculated on the cost price of the ticket.);
- Recognition of sponsorship on WIRV promotional material;
- Sponsor's ability to distribute promotional materials at the event;
- Recognition as an official WIRV Sponsor on the WIRV website; and
- Sponsor's logo on invitation.

#### **Pricing Structure (two available)**

Cost: \$2,800.00 per sponsor (excl. GST)  
Attendees: 60 -90 (approx.)  
Format: Private Marquee located in Legends Lane





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### SUMMER FUNCTION JANUARY 2020

For the past few years, the WIRV Summer Function has been held at the Australian Open in mid-January. A night at the Australian Open represents an excellent opportunity for sponsors to liaise with their clients in a private setting over several hours whilst enjoying one of Melbourne's premier sporting events. The details of the 2020 Summer Function are yet to be confirmed, however subject to costs and availability we will look to once again host the event at the Australian Open.

The following benefits are attached to sponsorship of the event:

- \$500 worth of tickets at non-member prices to your sponsored event, with any balance to be redeemable towards a further ticket purchase to the event, (the number of tickets will vary for each event calculated on the cost price of the ticket.);
- Recognition of sponsorship on WIRV promotional material;
- Sponsor's ability to distribute promotional materials at the event;
- Recognition as an official WIRV Sponsor on the WIRV website; and
- Sponsor's logo on invitation.

#### Pricing Structure (two available)

Cost: \$2,500.00 per sponsor (excl. GST)

Attendees: 100 - 120 (approx.)

Format: Private marquee or function space and allocated seating in Margaret Court Arena