

North San Diego County
Association of Realtors®



*Sponsorship
Packet*

2018

YPN Mission Statement

YPN is a member-driven organization helping young real estate professionals excel in their careers by giving them the tools and encouragement to become involved in four core areas:

REALTOR® associations. Attend REALTOR® conferences and pursue leadership roles with their local, state and national associations.

Real estate industry. Take an active role in policy discussions and advocacy issues; be informed about the latest industry news and trends.

Peers. Network and learn from one another by attending events, participating in online communication, and seeking out mentoring opportunities.

Community. Become exceptional members of their community by setting a high level of REALTOR® professionalism and volunteering for causes they feel passionate about.

Be A Part of the YPN Experience

Young Professionals Network provides resources, tools, and networking opportunities to real estate professionals. The North San Diego County YPN is focused on shaping and establishing the next generation leaders in real estate by advocating leadership, training, ethics and dedication. YPN is a group of Real Estate professionals of all ages, focused on developing their potential to the fullest and maintaining the highest standards in the industry.

Our Goals:

1. We strive to connect and engage Realtors® and affiliates through networking opportunities, technology training, social media, professional development, and education.
2. We connect by promoting our organization's core principles of professionalism and ethics, partnership, policy, pursuing leadership, participation, and promoting home ownership for the state of California!
3. The North San Diego County YPN is also dedicated to aiding our San Diego County community at large, contributing our efforts to a number of causes such as the Community Resource Center and Solutions for Change.
4. To lead Young Professionals in the Real Estate industry in a collaborative effort, with our preferred sponsors supplying their latest products and trends to the consumers directly.

Annual Sponsorship \$2500

Sponsorship and exhibition are proven sale and marketing tools that enable you to put your company in front of your target audience in a cost-effective manner. Compliment your sales message with face-to-face meetings with real estate professionals and buyers who are interested in YOUR products and services.

Benefits of Partnering with YPN will help you:

- Establish new business contacts
- Deepen current client relationships
- Create local brand awareness
- Engage with your target audience
- Network with Realtors® & members of N.S.D.C.A.R.
- Gain opportunities to expand industry knowledge

What's included with your sponsorship:

- A minimum of 6 events per calendar year to promote your business and 2 FREE Tickets to each event.
- Exposure on all marketing and event promotional materials with FULL LOGO placement (i.e. Brochures, Facebook, Instagram, Twitter, NSDCAR website, etc.)
- Opportunity to put your product or service in front of young professionals in the Real Estate, Title, Escrow, Mortgage Lending industries, etc.
- Ability to exhibit posters and/or distribute promotional materials at each event.
- Verbal recognition at each event by a YPN committee member.
- Your own short promo video shot by NSDCAR staff and copy provide to you. The video will be displayed on YPN social media outlets for additional promotion of your company.

Everyone benefits from contributions to the North San Diego County YPN – local Real Estate professionals, the community and the contributors themselves. If you would like to share in the YPN experience, we are ready to help make it happen!

Apply for 2018 Sponsorship by December 1st, 2017

Sponsorship Agreement Form

This is an agreement between the North San Diego County Association of REALTORS® Young Professionals Network and the "Company" listed below for an Annual Sponsorship for the period of January 1, 2018 through December 31, 2018.

Sponsor Information

Company Information (Please type or print clearly)

Company Name _____

Type of Products/Services _____

Mailing Address _____

City, State, Zip _____

Phone _____ Fax# _____

Email _____

Contact Person

Contact Person Name: _____ Title _____

Mailing Address _____

City, State, Zip _____

Phone _____ Fax# _____

Email _____

Below, please provide any additional contact you would like to be copied on emails on all correspondence regarding event details. Secondary contacts will not be copied any payment emails.

Contact Person Name (1): _____ Title _____

Phone _____ Fax# _____

Email _____

Contact Person Name (2): _____ Title _____

Phone _____ Fax# _____

Email _____

Payment Form

YPN Annual Sponsorship

Please check one:

Payment Option #1

One-time payment in full in the amount of \$2500.00 due by December 1, 2017.

Payment Option #2

Semi-annual payments paid in 2 installments.

1st half in the amount of \$1,250.00 is due by December 1, 2017.

2nd half in the amount of \$1,250.00 is due by May 1, 2018.

(Late fee in the amount of \$100.00 will be applied if the payment is not received by the 3rd day after due date. Sponsorship may be subject to cancellation for non-payment. Please review the CANCELLATION AND PAYMENT OF FEES sections under rules and regulations.)

Payment Option #3

Quarterly payments paid in 4 installments.

1st installment in the amount of \$625.00 is due by December 1, 2017.

2nd installment in the amount of \$625.00 is due by March 1, 2018.

3rd installment in the amount of \$625.00 is due by July 1, 2018.

4th installment in the amount of \$625.00 is due by September 1, 2018.

(Late fee in the amount of \$50.00 will be applied if the payment is rejected or unable to be processed by the 3rd day after due date. Sponsorship may be subject to cancellation for non-payment. Please review the CANCELLATION AND PAYMENT OF FEES sections under rules and regulations.)

Payment Info:

Total Amount: \$ _____ Method: Visa Mastercard Discover American Express
 Check

Name on Credit Card: _____

Card # _____

Expires: _____ CID# _____

Signature: _____

If you are paying by check, please mail check to:
NSDCAR, Attn: Tricia Teufel
906 Sycamore Ave, Ste. 104, Vista, CA 92081
For more information, please
Contact Tricia Teufel
NSDCAR (760) 734-3971
or Tricia@nsdcar.com

YPN Sponsorship Rules and Regulations

The North San Diego County Young Professionals Network is a volunteer based sub-committee of the North San Diego County Association of Realtors. There are the rules and regulations governing the sponsorships in the NSDCAR Young Professionals Network (hereafter referred to as "YPN") which is hereby made part of the Sponsorship Agreement.

LOGO PLACEMENT

YPN reserves the right to assign placement of logos on all marketing brochures and social media. Logo placement is made giving consideration to the design and space available on all marketing brochures and social media posts. YPN will use best efforts to incorporate logos to make the marketing attractive and informative but ensures each sponsor logo will be on the marketing material for each event. (i.e. Brochures, Facebook, Instagram, Twitter, NSDCAR website, etc.)

ASSIGNMENT OF SPACE LOCATION

YPN will make every effort to provide a table or space as the venue permits. Space assignment at events is on a first-come, first-served basis.

EQUIPMENT AND INTERNET ACCESS

YPN does not guarantee access to internet or electrical power. Please plan accordingly or check with the YPN committee for availability.

INSTALLATION, REMOVAL AND RESTRICTION

Sponsors shall be responsible for delivery and removal of equipment, display material and promotional products to and from the event venue. YPN is not responsible for lost or stolen items. YPN reserves the right to require any sponsor to remove any part of their exhibit which in the sole judgement of the YPN, is not keeping with the general character of the event or is not in the best interest of YPN, and to remove or relocate any exhibit item as may be needed for the good of the event and its attendees. This restriction includes persons, things, conduct, printed material, or anything of character that may be objectionable to the events as a whole.

ACCEPTANCE OF SPONSORSHIP

A copy of the Sponsorship Agreement and Payment must be returned by November 1st to be considered for the following calendar year. YPN reserves the right to reject any applicant. Each sponsor is subject to committee review and does not guarantee a place as a YPN Annual Sponsor. All sections of the Sponsorship Agreement and Payment Form must be completed before it is approved.

USE OF SPONSORSHIP

No sponsor shall assign, sublet, or apportion the whole or any part of the sponsorship allotted to him or her. Each sponsor has the flexibility to promote their business the way they see fit at each event including but not limited to offering discounts, raffling prizes or giving away promotional products. It is the responsibility of each sponsor to confirm their ideas with the YPN committee prior to all events to ensure compliance with rules and regulations. Each sponsor is guaranteed 2 FREE tickets to each event for the term of their sponsorship. Any additional tickets will need to be purchased by the individual attending the event, except for any events which have FREE admission.

ATTENDEE/DISTRIBUTION LISTS

Event attendee lists are for the sole use and distribution of YPN and will not be provided to sponsors. Sponsors are responsible for networking and obtaining their own contacts at each event.

CANCELLATION

The sponsorship is a one year commitment, however, if a sponsor finds it necessary to cancel they must issue a cancellation request in writing and provide at least 90 days notice. Last 90 days will be prorated based on the total number of events scheduled for that calendar year.

PAYMENT OF FEES

Applicants will not be entitled to sponsorship benefits until payment has been received per their selected method of payment – see Payment Form for available options. There is a 3 day grace period for late payments. Late fees will apply for payments made on the 4th day from due date or later. Sponsorship may be terminated if payment is not received within 5 days from due date. Sponsorship will not be reinstated if over 5 days late, unless, full payment of remaining balance is paid for the entire year. All cancellations and reinstatements are subject to committee approval. Subsequent payment forms will be emailed out a few days prior to due date by Tricia Teufel at NSDCAR. For questions regarding payments, please email Tricia@nsdcar.com or call (760) 734-3941.

COMMUNICATION OF EVENTS

YPN will provide annual agenda with all the proposed events for that calendar year. Sponsors will be informed about upcoming events as soon as details are available. It is the responsibility of the sponsors to contact the YPN committee to confirm event details prior to each event if they have not received communication from YPN committee within a reasonable amount of time. For questions, please call Laz Castillo, 2017 Chair at (760) 315-6673.

NATURE OF RELATIONSHIP

YPN is not exclusive to any one industry or company. Acceptance of Sponsorship Agreement by YPN shall neither entitle the sponsor to an industry exclusive sponsorship arrangement with respect to any service or product offered by sponsor, nor constitute an endorsement of any service of product offered by sponsor. ***The maximum number of sponsors per industry per calendar year is 2. (ie. 2 lenders, 2 escrow companies, 2 home warranty companies, etc.)***

Authorized Company Representative Signature

I have read the YPN Rules and Regulations and have completed the YPN Sponsorship Agreement Form and Payment Form and agree with all the terms and conditions detailed therein.

Print Name

Date

Title

YPN 2018 CALENDAR OF EVENTS

2018 Events:

January - No Event Sponsor Video Shoots

February - TAX Planning - would like Indian Joe Brewery in Afternoon Hopefully Feb. 8th Name is "Top 10 Mistakes You Make"

March - Last Home On Tour - LOCATION TBD

April - Investor Panel or Panel with City Official and Water District - Possible Partner with NSDCAR Education Group - Keep LOCATION Coast Area

May - Padres or Social Media Event (Padre game is a non sponsored event but tickets can be purchased)

or

June - Padres or Social Media Event (which ever month is not Padres game will be Social Media Event) (Padre game is a non sponsored event but tickets can be purchased)

July - No Event

August - Food Drive - Vista - possible 2Plank Winery

September - Top Producer Panel - Possible Rancho Bernardo Inn

October - Last Haunt on Tour - Open House Mixer Party

November - Installation Event - Non Sponsor Event - tickets can be purchased.

December - Ugly Bowl Party - San Marcos early December

*Please note: This is a preliminary list and events are subject to change without notice. We do occasionally add more events and will notify you well in advance of any additional sponsor events.