

- 2024-25 STRATEGIC PARTNERSHIP PROGRAM

FORGING PATHWAYS TO SUCCESS: PARTNER WITH US TO SUPPORT SUPERINTENDENTS & ADMINISTRATORS

THANK YOU FOR YOUR INTEREST IN BECOMING A STRATEGIC PARTNER

Your partnership gives you and your organization the opportunity to interact and connect with school district leaders from all over the state. The MASA team is excited to work with you over the next school year to give you the visibility and access to demonstrate your commitment to supporting public education and key educators.

As you know, it is a pivotal time in public education as schools are facing a critical shortage of educators, along with necessary conversations around school safety, student and staff mental health, and so much more.

However, this is a unique opportunity to reimagine and reshape public education for Michigan's 1.5 million students moving forward. We're glad you'll be there every step of the way as we work to support our members.

Tim Ken

Dr. Tina Kerr Executive Director, MASA



EXPLANATION OF PARTNERSHIP LEVELS

There are five Partnership Levels available to support the programs and services of the Michigan Association of Superintendents & Administrators (MASA). All partnerships begin at the Bronze Level and elevate to higher levels as additional options are selected from the Benefit Menu. We limit the total number of partnerships in order to maximize the benefits each of our partners receive. Partnership agreements are available on a first-come, first-served basis and operate on a one-year contract (July 1-June 30).



	Legacy Presidential Partner (30+ years of partnership)	\$20,000
	Legacy Presidential Partner (30+ years of partnership) Presidential Partner	
	Platinum Partner	\$15,000
~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~	Gold Partner	
. A	Silver Partner	\$6,000
SBR	Bronze Partner	\$2,000





**Reminder:** Due to limited quantities, all benefits are on a first-come, first-served basis. As a Strategic Partner you will have access to additional partner opportunities that are offered outside of the benefit menu. Some additional opportunities are listed in this document, while others will be communicated throughout the year as they become available. Preference is given based on partnership level.

#### SEVEN PARTNERSHIP BENEFIT SECTIONS

- **1. RECOGNITION**
- 2. MARKETING
- 3. GOLF OUTING
- **4. SIGNATURE EVENTS**
- 5. FALL CONFERENCE
- 6. MIDWINTER CONFERENCE
- 7. ADDITIONAL OPPORTUNITIES

### **1. RECOGNITION** (Logo package required for Presidential and Platinum)

Elogo Package	\$2,500
Premier Logo Package	\$3,000
Premier Name Package	\$500

#### **RECOGNITION BENEFIT DETAILS**

**Presidential and Platinum partners are required to select a logo recognition package with their agreement, which includes the items below.** Other levels may select the optional Premier Name Package.

- Listing on MASA Partners page (Name or Logo), which will link to Partner-provided information and external link to website
- **2.** Listing in the MASA directory
- **3.** Access to members-only content on MASA website
- 4. Recognition during Fall & Midwinter Conferences
- **5.** Partner listing in scrolling display at Fall & Midwinter Conferences (Name or Logo)
- **6.** Acknowledgment with partner ribbon at Fall & Midwinter Conferences
- **7.** MASA Morning News subscription (one for primary contact)

All partner levels receive these seven benefits



#### > PRESIDENTIAL AND PLATINUM:

Recognition with logo on MASA website.

#### PREMIER LOGO/NAME PACKAGE:

Social media posts/shares from the MASA social media accounts (Facebook, Twitter, and LinkedIn). Partners may send up to two posts per month.

### 2. MARKETING



#### MARKETING BENEFIT DETAILS

#### **Content/Article in Monday**

**Memo:** This benefit includes an article posted on the MASA website and shared in MASA's weekly newsletter to members. This email is sent every Monday (with a few exceptions for holidays and school breaks), to an audience of more than 1,000 people. (For the 2023-24 year, the average open rate was 68%.)

### Logo Inclusion in Monday

**Memo Header:** Logo placement with link to partner website in MASA's weekly newsletter one of the Association's most-read publications. This email is sent every Monday (with a few exceptions for holidays and school breaks), to an audience of more than 1,000 people. (For the 2023-24 year, the average open rate was 68%.)

#### Logo Inclusion in Legislative Update Header: Logo placement

with link to partner website in MASA's most-read publication, distributed weekly to an audience of more than 1,000 people during the legislative session (~35 issues per year). (For the 2023-24 year, the average open rate was 70%)

#### Logo Inclusion in Superintendent's Calendar:

Logo and blurb featured in each monthly publication for superintendents and district leaders with link to partner website. The calendar is sent via email each month along with a peek at the upcoming month's checklist items to an audience of more than 900 people. (The average open rate of the monthly email was 67% for the 2023-24 school year.)

#### Ad Space in Superintendent's

**Calendar:** Ad placement in the Superintendent's Calendar. (one ad per month, with one ad per partner.) Ad will be placed in the calendar in the month of your choosing, and sent in the monthly Calendar email to more than 900 recipients. (The average open rate of the monthly email was 67% for the 2023-24 school year.)

#### Logo Inclusion MI Education Events Network Header:

Logo placement with link to partner website in publication regularly distributed to 10,000+ educators in Michigan.

#### **Morning News Subscription:**

One subscription for the primary contact is included with partnership. Each additional email address is \$50.

#### Website Banner Ad:

Exclusive ad placement giving your organization the attention of 3,000 Michigan educators, including 700 administrators. Ad placement consists of a horizontal image leaderboard banner. The footer leaderboard ad is included on all pages of the website, and the header leaderboard is on every page, except the homepage. (Ad image size: 728px x 90px)

> Marketing examples may be found at gomasa.org



### **3. GOLF OUTING**

### August 2, 2024 Royal Scot Golf

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	Hole Sponsor (Table) (6)	\$2,500
	Hole Sponsor (Sign) (5)	\$750
	Hole in One (1)	\$750
	Closest to the Pin (1)	\$750
	Longest Drive (1)	\$750
	Longest Putt (1)	\$750
υт	Breakfast Sponsor (1)	\$1,500
υт	Characteristic Content of the second se	\$3,500
	Banquet Sponsor (1)	\$5,000
υт	Drink Cart Sponsor (2)	\$3,000
	Cart Sponsor (4)	\$3,000
	Item for Goodie Bag	\$150
	-	

### **GOLF OUTING BENEFIT DETAILS**

**Hole Sponsor (Table):** With table at sponsored hole (partner to supply table) and sign recognition.

Hole Sponsor (Sign): With sign recognition at sponsored hole.

**Hole Prizes:** Provide two prizes for each selected sponsored prize hole (hole in one, closest to the pin, longest drive, longest putt). Partner will also receive sign recognition.

Breakfast/Lunch Sponsor: Sign recognition. **Banquet Sponsor:** Three minutes of speaking time and sign recognition.

**Drink Cart Sponsor:** Provide one drink ticket per attendee, with signage on the drink cart and sign recognition.

**Cart Sponsor:** Signage on one quarter of the carts at event.

**Item for Goodie Bag:** Partner will provide item to place in cooler bags provided to each attendee. (item must be approved by MASA) Limit one golf sponsorship per partner. Sponsorship of \$2,500 or more includes one team of four. Sponsorships under \$2,500 include one player to be paired with a team.

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### **4. SIGNATURE EVENTS**

4. SIGNATURE	Horizon Leadership Program (HLA) (45)	\$3,000
EVENTS	New Superintendents Leadership Academy (NSLA) (16)	\$4,000
	Beyond Equity (B.E.)	\$3,000
	Beyond Equity Breakfast	\$500
	Beyond Equity Lunch	\$2,000
	Aspiring Supt Bootcamp (10)	
SOLD OUT	-Superintendent of the Year (SOY)	
	(incl. \$1,000 scholarship) (Presidential & Platinum level only)	
SOLD OUT	- Women in Leadership (WIL) Conference (6)	\$3,000
SOLD OUT	WIL Dinner (2)	\$6,000
SOLD OUT	WIL Lunch (2) (does not include table at event)	
	WIL Welcome Gifts*	\$500
SOLD OUT	Small & Rural Conference (5)	\$2,500
Unlock the SOLD OUT	Small & Rural Dinner (2)	\$3,000
Power of	Small & Rural Lunch (2) (does not include table at event)	-
FOWEI OI SOLD OUT		
<b>Partnership!</b>	Council Lunch (6)	
· · · · · · · · · · · · · · · · · · ·	Council Water Bottle/Cup	
SOLD OUT	<del>Webinar (3)</del>	

*does not include complimentary registration

### SIGNATURE EVENT BENEFIT DETAILS

Unless otherwise noted below, partners are invited to attend the lunch portion only. Due to the context of our programs, partners are not invited to attend the full event. We will make every effort to accommodate preferred speaking dates for signature events that offer multiple available days.

#### **Horizon Leadership Program**

(HLA): Opportunity to submit an RFP for one session of the Horizon Leadership program. Virtual and inperson cohorts are offered. Partners will receive sign recognition, and if RFP is selected, will receive 20-30 minutes to present to the group about the session's topic. Partners interested in presenting on Social Justice/Equity may submit RFPs for any session. RFPs will be accepted one month before each session. Partners can also choose to sponsor lunch for the in-person cohort at an additional cost. Contact Danielle Bach at danielle@gomasa.org for list of dates and topics. Visit gomasa.org/horizon to learn more.

#### **New Superintendents** Leadership Academy (NSLA):

Opportunity to submit an RFP for one session of the New Superintendents Leadership Academy. Sponsorship of NSLA does not guarantee a presentation. Partners will receive sign recognition and can attend the opening reception where all attendees and partners will be in attendance. Limit to two partners per session. Visit gomasa.org/new-suptleadership-academy to learn more about this program.

Beyond Equity (B.E.): Partners engaged in work related to social justice and equity are encouraged to apply to submit an RFP for one of two sessions during Phase 3 of the Beyond Equity workshop. Partners will receive sign recognition, and if RFP is selected, will receive 20-30 minutes to present to the group. Partners can also choose to sponsor breakfast (add \$500) or lunch for the in-person Phase 3 session (add \$2,000). Visit gomasa.org/ beyondequity to learn more about this program.

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Engaging with MASA members has been incredibly rewarding, contributing to our success while fostering lasting relationships.

#### SIGNATURE EVENT BENEFIT DETAILS (Continued)

#### Aspiring Supt Bootcamp:

Opportunity to submit an RFP for the Aspiring Superintendent Bootcamp. *February 27-28, 2025* 

Sponsorship of Bootcamp does not guarantee a presentation. Partners will receive recognition and can attend the reception/dinner where all attendees and partners will be in attendance. Partners can also choose to sponsor breakfast (add \$1,500). lunch (\$2,000), or dinner (\$6,000).

#### Superintendent of the Year

**(SOY):** Name recognition on all materials, two minutes to speak to attendees at the Midwinter Conference and present the Superintendent of the Year award at the event. A portion of the benefit total (\$1,000) will be awarded as a scholarship to a student in the SOY's district.

(This option is only available to Presidential and Platinum Partners.)

#### Women in Leadership (WIL) Conference:

One complimentary registration and a table at the event (partners are able to attend the full event). Partnership also includes logo recognition on the event page and marketing materials. *April 2025 – details to come* Dinner sponsors (\$6,000) will receive five minutes to speak at the dinner. Welcome gift sponsors (\$500) will supply items to be included (MASA approval).

#### Small & Rural Conference:

One complimentary registration and a table at the event (partners are able to attend the full event). Partnership also includes logo recognition on event page and marketing materials. *November 25-26, 2024 Inn at Bay Harbor, Bay Harbor* Dinner sponsors (\$3,000) will receive five minutes to speak at the dinner. Welcome gift sponsors (\$500) will supply items to be included (MASA approval).

#### **Council Lunch:**

Provide print materials and a twominute video to be shown during the lunch break.

#### **Council Water Bottle/Cup:**

Logo printed on reusable water bottles/cups provided to participants of meetings held during the school year at the MASA office for use during the event and to take home.

**Webinar:** Opportunity to submit an RFP to present a one-hour webinar. **Danielle Bach** at **danielle@gomasa.org** for information.

### 5. FALL CONFERENCE

### September 18-20, 2024

	+2 000
Welcome Gifts	.\$2,000
Welcome Reception	.\$2,500
Video Ad (4)	.\$2,500
New Superintendents Networking Reception (3)	\$3.000
Gourmet Coffee Sponsor (4)	
President's Reception (2)	
(Presidential & Platinum level only)	.+3,000
Leaders in Education Networking Reception (incl. 2 registrations).	.\$2,500
Ad in Daily Conference Newsletter Email (4)	.\$950
Fall Partner Showcase (39)	.\$2,500
Partner Conference Registration	.\$550 eacl
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### FALL CONFERENCE BENEFIT DETAILS

SOLD OUT

SOLD OUT

Welcome Gifts: Provide a welcome gift (approved by MASA) to be distributed at the event check-in area.

**Welcome Reception:** Includes signage, boxed lunches for the participants and two registrations for the conference. Partner can also attend the reception.

**Video Ad:** Record a two-minute video commercial to play during the event. Partner is responsible for recording the ad.

#### New Superintendents Networking Reception:

Up to five minutes to address attendees. Partnership also includes sign recognition and three complimentary registrations for the reception.

#### **Gourmet Coffee Sponsor:**

Provide a ticket for conference attendees to have a beverage in the resort's coffee shop (Marketplace). Sponsorship includes logo on the beverage ticket.

#### **President's Reception:**

Sponsor the entertainment at the President's Reception. Partnership also includes sign recognition and invitation for three individuals to attend. (*This option is available for Presidential partners only.*)

#### Leaders in Education Networking Reception: Logo

recognition, napkins* with logo placement, and all attendees from partner organization are invited to attend.

*Product is purchased and provided by partner. MASA contacts partner regarding where/when product is needed (provided/seen by all attendees).

#### Ad in Daily Conference

**Newsletter:** Ad placement in daily conference newsletter email. One banner ad per issue, and one sidebar ad per issue available.

#### Fall Partner Showcase: Ten-

foot booth, specified interaction time with participants, and two complimentary partner conference registrations. Interactive booths with games and prizes are strongly encouraged. There are a total of 39 booths available with 26 booths outside of the general session, and 13 near event registration. All booths and locations are first-come, first-served basis.

> Examples can be found at gomasa.org



### 6. MIDWINTER CONFERENCE



### January 15-17, 2025

Welcome Gifts	.\$2,000
Welcome Reception	.\$2,500
<b>Table</b> (6)	.\$2,500
Council Reception (2)	.\$6,000
Video Ad (4)	.\$2,500
President's Reception (2)	.\$5,000
(Presidential & Platinum level only)	
Game Night (includes two registrations)	.\$2,500
Ad in Daily Conference Recap Email (4)	.\$950
Partner Conference Registration	.\$550 each

### MIDWINTER CONFERENCE BENEFIT DETAILS

Welcome Gifts: Provide a welcome gift (approved by MASA) to be distributed at the event check-in area.

Welcome Reception: Includes signage, boxed lunches for the participants and two registrations for the conference. Partner can also attend the reception.

**Table:** One 8-foot table in the conference registration area (near Learning Session rooms) on Wednesday and Thursday of the conference, and two complimentary partner registrations.

#### Council Reception: Up

to five minutes to address the MASA Council* at the reception. Partnership also includes sign recognition and three invitations to attend the reception. *Council is made up of three Region Representatives from 10 regions, three Standing Committee Chairs, and seven MASA Executive Board Members. **Video Ad**: Record a two-minute video commercial to play during the event. Partner is responsible for recording the ad.

#### **President's Reception:**

Sponsor the entertainment at the President's Reception. Partnership also includes sign recognition and invitation for three individuals to attend. (*This option is available for Presidential partners only.*)

**Game Night:** Sponsor a game table where conference attendees can join representatives from your team during play. Game options will be released closer to the event.

#### Ad in Daily Conference

**Newsletter:** Ad placement in daily conference newsletter email. One banner ad per issue, and one sidebar ad per issue available.

### 7. ADDITIONAL OPPORTUNITIES

Please note benefits and associated costs below are in addition to your partnership level minimum and not included in it.

#### SIGNATURE EVENT



Horizon Leadership Academy Scholarship\$1,000MI Ed Events Network Event Placement\$250/ad

**Horizon Leadership Academy Scholarship:** Offer a partial scholarship to a program participant. Partners gain access to the recipient's contact information and receive recognition during Horizon Leadership Academy programming for their scholarship contribution.

**MI Ed Events Network Event Placement:** Placement of an upcoming event and link to more information/to register in newsletter distributed regularly to 10,000+ educators in Michigan. (\$250 per one-time ad placement).

#### FALL CONFERENCE



Student Scholarship for School District	\$1,000
Participant Scholarship	\$550

**Student Scholarship for School District:** Attendees at the Fall Conference will have an opportunity to put their name in a drawing to win a student scholarship. Partner providing the scholarship will be recognized and able to present the check to winning school district.

**Participant Scholarship:** Partner pays for registration for a participant from a district facing financial hardship.

#### MIDWINTER CONFERENCE



Student Scholarship for School District\$1,000Participant Scholarship\$550

**Student Scholarship for School District:** Attendees at the Midwinter Conference will have an opportunity to put their name in a drawing to win a student scholarship. Partner providing the scholarship will be recognized and able to present the check to winning school district.

**Participant Scholarship:** Partner pays for registration for a participant from a district facing financial hardship.

### **THANK YOU 2023-24 PARTNERS!**

#### - LEGACY PRESIDENTIAL -

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AVID BookNook C2AE Carnegie Learning, Inc. CBD Communications by Design	Granger (	Gaggle Juation Solutions Construction Company GRBS, Inc. s Furniture Supply, Inc.	National New Night	Davis Company Insurance Services Tech Network Iock Lockdown nd Securities, Inc.	Studer Education TeachLink, LLC The Nutrition Group Total Security Solutions Van Andel Institute
Cengage Learning Center for Digital Curricula, U of M Centric Learning npions Before and After School Programs	Headst Hope Network's Hunting	ream Technologies s Michigan Education Corp ton Capital Markets nformed K12	s Owen-A Perspectives	OneGoal Ames-Kimball Co. Consulting Group, Inc ante Moran	Varsity Tutors for Schools Veregy Veridus Group Inc. VitalSigns Wall of Fame
Clayful		or Achievement		ociation of Michigan	Western Governors University

Kelly Education

Life Raft

Lighthouse Energy Consortium

Right At School

Rockford Construction

Safety-In Emergency - Simulalert

Compass Group/Chartwells K-12

Creative Learning Systems

Curriculum Associates

World Savvy

WTA Architects

Zebra K9

# STRATEGIC 2024-25 PARTNERSHIP PROGRAM

## **APPLICATION FORM**

Please complete the Strategic Partnership Application Form. Select the benefits that are most important to your company from the Benefit Menu. Once completed, return to Danielle Bach via email <u>danielle@gomasa.org</u> or via mail (1001 Centennial Way, Suite 300, Lansing, MI 48917). **As a reminder, all benefits are on a first-come, first-served basis**. If you have selected a benefit that is no longer available, MASA will contact you for your next selection.

#### **COMPANY INFORMATION**

Name of Company:		
Office Address:		
City:	State:	Zip:
Phone:		
Website Address:		
Education Industry Category (construction, safety, etc.) :		

**Logo & Profile:** Please submit a 50-word company profile (Word Doc, PDF) and High Resolution Logo (EPS, AI, SVG File preferred) to pmarrah@gomasa.org. Please be sure to include this information, as it may be published on partner recognition items.

#### **COMPANY CONTACTS**

**Primary Contact:** The Primary Contact will receive one *MASA Morning News* subscription that is included with every partnership.

Name:	
Title:	
Email:	
Work Phone:	Cell Phone:
arketing Contact	
-	
Name:	

Work Phone:_____ Cell Phone:_____

#### STRATEGIC PARTNERSHIP LEVEL

All partnerships **begin at the Bronze Level** and elevate to higher levels as additional options are selected from the Benefit Menu **(Sections 1-6)**. Partnership levels are determined by the total amount invested..

#### LEVEL SELECTION

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Presidential Partner	
Platinum Partner	
□Gold Partner	
□Silver Partner	
Bronze Partner	

### **BENEFIT MENU SELECTIONS**

<b>1. RECOGNITION</b> ( ) Logo package required for Presidential and Platinum Levels) Strategic Partner (Required for all partnerships and starts you at Bronze Level)	\$2.000
Logo Package	
□ Premier Logo Package	
□ Premier Name Package	
	\$500
2. MARKETING	
□ Content/Article in Monday Memo (24)	
Please indicate preferred month for article placement	
-ELogo Inclusion in Legislative Update Header (4)	\$8,000 yr/\$2,000 qt
Logo Inclusion in Superintendent's Calendar (1)	\$6,000
Ad Space in Superintendent's Calendar (12)	
Logo Inclusion in MI Education Events Network Header (4)	\$5,000 yr /\$1,500 qt
Morning News Subscription (one included with partnership)	\$50
□Website Banner Ad (10)	
3. GOLF OUTING	\$2,500
□ Hole Sponsor (Sign) (5)	
$\Box$ Hole in One (1)	
$\Box$ Closest to the Pin (1)	
$\Box$ Longest Drive (1)	
□Longest Putt (1)	
Breakfast Sponsor (1)	
Eleanast Sponsor (1)	-
Banquet Sponsor (1) Construction  Banquet Sponsor (2)  Define Cart Sponsor (2)	
	-
□Cart Sponsor (4)	-
□Item for Goodie Bag	
4. SIGNATURE EVENT	
□Horizon Leadership Program (HLA) (45)	
New Superintendents Leadership Academy (NSLA) (16)	
Beyond Equity (B.E.)	
Beyond Equity Breakfast	
Beyond Equity Lunch	\$2,000
<b>Aspiring Supt Bootcamp</b> (10)	
DLD OUT) —Superintendent of the Year (SOY)	<del> \$5,000</del>
(incl. \$1,000 scholarship) (Presidential & Platinum level only)	
DLD OUT HWomen in Leadership (WIL) Conference (6)	<del> \$3,000</del>
ULD OUT	\$6,000
□ WIL Welcome Gifts	\$500
OLD OUT	
DLD OUT -Small & Rural Dinner (2)	
□Small & Rural Lunch (2)	
DLD OUT -Small & Rural Welcome Gifts	
Council Lunch (6)	
Council Water Bottle/Cup	
old out)	
	······ ΨΖ,500
5. FALL CONFERENCE	
□Welcome Gifts	
Welcome Reception	\$2,500
<b>Video Ad</b> (4)	\$2,500

(SOLD OUT) - New Superintendents Networking Reception (3) \$3,000 Gourmet Coffee Sponsor (4) \$1,500

### 5. FALL CONFERENCE (CONTINUED)

- President's Reception (2)	¢E 000
(Presidential & Platinum level only)	
Leaders in Education Networking Reception	
□Ad in Daily Conference Newsletter Email (4)	\$950
□Fall Partner Showcase (39)	
Electrical Power for Fall Partner Showcase Booth	
Partner Conference Registration	
Number of registrations. (Send list of names & emails to danielle@gomasa.org)	

#### 6. MIDWINTER CONFERENCE

□Welcome Gifts	\$2,000
Welcome Reception	
<b>Table</b> (6)	\$2,500
Council Reception (2)	
□ <b>Video Ad</b> (4)	\$2,500
President's Reception (2)	\$5,000
(Presidential & Platinum level only)	
Game Night	\$2,500
□Ad in Daily Conference Recap Email (4)	\$950
Partner Conference Registration	\$550 each
Number of registrations. (Send list of names & emails to danielle@gomasa.org)	

#### TOTAL AMOUNT OF BENEFITS SELECTED (SECTIONS 1-6): \$ _____

#### **ADDITIONAL BENEFITS**

Please note the below benefits/costs are in addition to your partnership level minimum and not included in it.

7. SIGNATURE EVENT <ul> <li>Horizon Leadership Academy Scholarship</li> <li>MI Ed Events Network Event Placement</li> </ul>	\$1,000 \$250/ad
8. FALL CONFERENCE	\$1,000 \$550
9. MIDWINTER CONFERENCE	

#### TOTAL AMOUNT OF ADDITIONAL BENEFITS SELECTED (SECTIONS 7-9): \$ _

#### PAYMENT

Payment is due within 30 days or your benefit selections will be released.

#### GRAND TOTAL AMOUNT: \$ _

 $\Box$ Check:

MASA 1001 Centennial Way Suite 300, Lansing, MI 48917 Cardholder Name: _____

Card Number: _____

Expiration Date (MM/YY): ____

CVV (Back of Card): ____

#### SIGNATURE OF COMPANY REPRESENTATIVE

Credit Card (please fill out the information to right)

This Strategic Partnership Application Form is not a finalized contract until receipt is provided by MASA to partner.

Signature _____

_____ Date____



Printed Name____

_____ Title ___