

# Corporate partnerships: the power of why?

With Jonathan Andrews and Alan Clayton

The Inch, Loch Ness, 8-10th March 2017

£375 + VAT\*, by invitation only

**Corporate partnerships: the power of why?** is a unique event brought to you by Remarkable Partnerships.

We bring together the power of corporate fundraising consulting with professional creative services to bring you a seminar where you not only learn, but:

**You will take away powerful and insightful ideas to pitch to your potential corporate partners.**

Here's the content:

Understand the **why** of potential corporate partners:

- **Why** do they need charity partners?
- **Why** do their staff need charity partners?
- **Why** do their customers need them to have charity partners?
- **Why** do they need you?

Develop your why:

- What's the **why** of your organisation – the new ambition?
- What's the best **why** to offer corporate partners?
- How do you to focus on your best **why**?
- How do you get your whole organisation fired up behind your corporate **why**?

Contact:

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\*VAT charged at 20%



#### The idea:

- How do you bring the two **whys** together?
- How do you turn the joint **why** into brilliant ideas?
- **Why** must the best ideas unlock value for you and your partners?
- **Why** not just do it? We will create the ideas for you to take away.

#### The sell:

- How to focus on the best prospects for you.
- How to get your foot in the door.
- How to pitch your idea.
- How to follow up tenaciously so you secure the partnership.
- How to use **the power of why** to re-energise and grow your current partnerships.

## Venue

The Inch, with its gorgeous location overlooking Scotland's most famous loch, is a place of inspiration, perspective and energy. It is a perfect retreat from the hustle and bustle of

daily life to enable you to focus on growing your organisation's corporate partnerships.

To find out more about the Inch, visit [inchhotel.com](http://inchhotel.com)

## Logistics

The event begins at 13:00 on March 8th, and finishes at 14:00 on March 10th. Please liaise with Malene (email [malene@alanclayton.co.uk](mailto:malene@alanclayton.co.uk) or call +44 (0) 7881 285 514) when you plan your travel. If you are planning to travel by air or rail, transfers will be organised for you from Inverness airport or railway station. If you are driving, please use PH32 4BL on your GPS. That will bring you right here.

Your transfer, accommodation and meals are included in your fee. You will have to book your own travel to Inverness, and bring a few pounds for the bar if you'd like, but everything else is covered.

## Book your place

- Email [jonathan@remarkablepartnerships.com](mailto:jonathan@remarkablepartnerships.com)
- Call +44 (0) 7789 871 496

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