

**SPONSORSHIP OPPORTUNITIES**  
**AUSTRALIAN INSTITUTE OF CONVEYANCERS**  
11th National Conference

MAY 13-15, 2011

ARTS CENTRE, MELBOURNE



# A GREAT OPPORTUNITY

The National Conference of the AIC is the key forum for the discussion of issues affecting the conveyancing profession nationally and is held bi-annually.

It provides two-way discussion between business partners, stakeholders and members in an informal and social environment and provides critical information enriching business participation and progress. This forum helps influence the strategic priorities of the Institute.

The program incorporates information forums on current issues affecting conveyancing and business, enabling a variety of networking and business opportunities.

Conference attendees include conveyancers, their staff, associated industry participants and their

partners. The businesses represented by attendees handle on average 60% of conveyancing business across Australia, reaching as high as 90% in some states. Specialist conveyancing is a steadily growing profession across Australia.

Conveyancing businesses directly liaise with clients and are looking for value-added service. For example, buying a home is the biggest financial decision many people will make in their lives, and any extra support made available to clients and conveyancers is welcomed.

2011 SPONSORSHIP OPPORTUNITIES

ACT NOW!

## The property conveyancing industry in Australia is a significant and growing sector of the economy:

- total land and property sales in 2005/06 were \$240 billion
- total sales in 2005/06 were the equivalent to 26% of Gross Domestic Product
- total mortgage advances outstanding at June 2006 were estimated at \$790 billion
- total value of real estate protected by State and Territory title registration systems is estimated at \$3.4 trillion
- annual duty collections total \$11 billion on transfers and \$1 billion on mortgage advances
- duty collections on transfers and mortgage advances constitute 27% of all State and Territory tax collections
- housing constitutes over 57% of household wealth and, at 33% of income, is the most significant single item of household expenditure.

# THE AUSTRALIAN INSTITUTE OF CONVEYANCERS

The Institute is the peak industry body representing the interests of Specialist Conveyancers on the national stage. The Members of AIC are the AIC Divisions of New South Wales, Northern Territory, South Australia, Tasmania, Victoria and Western Australia.

Members of these Divisions comprise some 1600 Specialist Conveyancers plus staff and businesses associated with the profession across Australia.

The aim of the Institute is to promote the standing of the profession, support its expansion, advance professional standards and represent the interests of the profession with government departments and other policy makers.

In the last twelve months, the Institute has monitored a number of issues and taken part in consultations on behalf of the profession.

These have included –

- Progress towards a national licence
- Development of a national electronic conveyancing system
- Resolving settlement issues with some banks
- Compulsory energy efficiency declarations for commercial and residential property
- Changes to foreign investment rules
- Implications of the introduction of the Fair Work Act
- Changes to the Evidence Act to have a nationally consistent list of people who can witness declarations or take oaths, including licensed conveyancers

In addition, the Institute provides assistance to Divisions, and is expanding national communication through the national magazine *Conveyancing Australia* and the national website.

The Divisions provide a wide variety of services to their members, including training, information seminars, and representation on issues.

2011 SPONSORSHIP OPPORTUNITIES

ACT NOW!



# CONFERENCE OVERVIEW



The Conference will revolve around the main discussion forums attended by all delegates over two days along with social networking events, providing a variety of opportunities to place your message in front of delegates.

The Conference begins with Cocktails on Friday night, followed by a series of main discussion forums during Saturday, a Gala Dinner on Saturday night with a guest speaker, and a morning session of discussion forums on Sunday.

The Conference will be advertised extensively beforehand in state and national publications, and on AIC websites. A comprehensive report will appear post-Conference in AIC publications and on the AIC website.

2011 SPONSORSHIP OPPORTUNITIES

ACT NOW!

## CONFERENCE PROGRAM (still being finalised)

DATE	TIME	EVENT	LOCATION
Fri 13 May	6.00pm - 8.00pm	Welcome Function	ANZ Pavilion, Arts Centre Cocktails or River Cruise (TBC)
Sat 14 May	9.00am - 10.30am	Forum session 1	ANZ Pavilion, Arts Centre
	10.30am - 11.00am	Morning Tea - Trade display	ANZ Pavilion, Arts Centre
	11.00am - 12.30pm	Forum Session 2	ANZ Pavilion, Arts Centre
	12.30pm - 1.30pm	Lunch - Trade Display	ANZ Pavilion, Arts Centre
	1.30pm - 3.00pm	Forum Session 3	ANZ Pavilion, Arts Centre
	3.00pm - 3.30pm	Afternoon tea - Trade Display	ANZ Pavilion, Arts Centre
	3.30pm - 5.00pm	Forum Session 4	ANZ Pavilion, Arts Centre
	6.30pm - 7.00pm	Predinner drinks	ANZ Pavilion, Arts Centre
	7.00pm - 11.30pm	Gala Dinner	ANZ Pavilion, Arts Centre
Sun 15 May	9.30am - 11.00am	Forum Session 5	ANZ Pavilion, Arts Centre
	11.00am - 11.30am	Morning tea - Trade Display	ANZ Pavilion, Arts Centre
	11.30am - 12.30pm	Forum Session 6	ANZ Pavilion, Arts Centre

## CONFERENCE VENUE

The Arts Centre provides a sophisticated and centrally located integrated venue providing conference facilities, catering and space for trade displays and intermingling of delegates and sponsors.

The main Forums are in the ANZ Pavilion, the Trade display (where morning and afternoon tea and lunch will be served) are in the private foyer of the ANZ Pavilion. The Gala Dinner will also be in the ANZ Pavilion.

# SPONSORSHIP OPPORTUNITIES

(Packages are exclusive of GST.)

## PLATINUM

**\$20,000**

- Naming rights to the Conference including the Gala Dinner

### PLATINUM BENEFITS

- Naming right to Conference
- Naming right to the Gala Dinner
- Give presentation at opening of Conference and Dinner
- Acknowledged as main/Platinum sponsor in all material, registration forms, dinner menu, during conference, Powerpoint between sessions, and social functions
- Logo as main/Platinum sponsor on all material, registration forms, dinner menu, during conference, Powerpoint between sessions, and social functions

- Logo on website with link
- Acknowledged in pre-and post Conference publications (Conveyancing Australia)
- Trade stand position
- Satchel insert
- Banners in forum and Dinner
- Ad in Conference program
- Complimentary Conference registrations (4)
- List of delegates

2011 SPONSORSHIP OPPORTUNITIES

**ACT NOW!**

## GOLD

**\$5,000**

### OPTIONS

- Naming rights to the Gala Dinner
- Naming rights to Cocktails Welcome Function
- Naming rights to Lunch

### GOLD BENEFITS

- Naming right to specified catering function
- Give presentation prior to catering event
- Acknowledged as Gold sponsor in all material, registration forms, dinner menu, during conference, Powerpoint between sessions, and social functions
- Logo as Gold sponsor on all material, registration forms, dinner menu, during conference, Powerpoint between sessions, and social functions
- Logo on website with link
- Acknowledged in pre-and post Conference publications (Conveyancing Australia)
- Trade stand position
- Satchel insert
- Banners in forum and Dinner
- Complimentary Conference registrations (3)
- List of delegates.

## SILVER

**\$2,500**

### OPTIONS

- Naming rights to morning tea Sat am
- Naming rights to afternoon tea Sat pm
- Naming rights to Morning tea Sun am
- Name/logo on conference satchels
- Name/logo on nametags
- Sponsor a speaker (Forum or Gala Dinner)
- Trade display
- Product launch
- Workshop.

### SILVER BENEFITS

- Naming right to specified catering function or speaker's session or satchel or nametags
- Trade stand position (**only for trade stand option**)
- Give presentation at an appropriate time in the program
- Acknowledged as Silver sponsor in all material, registration forms, dinner menu, during conference, Powerpoint between sessions, and social functions
- Logo as Silver sponsor on all material, registration forms, dinner menu, during conference, Powerpoint between sessions, and social functions
- Acknowledged in pre-and post Conference publications (Conveyancing Australia)
- Satchel insert
- Complimentary Conference registrations (2)

# SPONSORSHIP OPPORTUNITIES

(Packages are exclusive of GST.)

## BRONZE

### \$1000

#### OPTIONS

- Inserts/items in satchels
- Ads in Conference program

#### BRONZE BENEFITS

- Acknowledged as Bronze sponsor in Conference program
- Acknowledged in pre-and post Conference publications (Conveyancing Australia)

## SUPPORTER

#### OPTIONS

- Door prizes
- Other negotiated item

#### SUPPORTER BENEFITS

- Acknowledged in pre-and post Conference publications (Conveyancing Australia)

2011 SPONSORSHIP OPPORTUNITIES

ACT NOW!



# SUMMARY TABLE OF SPONSOR PACKAGES AND BENEFITS

	PLATINUM	GOLD	SILVER	BRONZE	SUPPORTER
Naming rights to specified event/item	Y	Y	Y		
Presentation(s)	Y	Y	Y		
Acknowledged by President	Y	Y	Y		
Logo on:					
• Registration form	Y	Y	Y		
• Program	Y	Y	Y		
• Dinner menu	Y	Y	Y		
• Website	Y	Y	Y		
• Powerpoint	Y	Y	Y		
Link on website	Y	Y			
Pre and post magazine	Y (incl Logo)	Y (incl Logo)	Y (incl logo)	Y (name only)	Y (name only)
Banners in forum	Y	Y			
List of delegates	Y	Y			
Trade stand	Y	Y	Only if this option chosen		
Satchel insert	Y	Y	Y	Only if this option chosen	
Conference registrations	4	3	2	0	0
Ad in conf program	Y			Only if this option chosen	

2011 SPONSORSHIP OPPORTUNITIES

**ACT NOW!**

**We are happy to discuss individual requirements and suggestions regarding the 2011 AIC National Conference.**

For further information on sponsorship packages, please contact:

**Val Hilton**, AIC National Secretary

Ph: 03 9381 4276

Email: [valerie.h@aicnational.com.au](mailto:valerie.h@aicnational.com.au)

# AIC 2011 NATIONAL CONFERENCE SPONSORSHIP FORM

LEVEL	PACKAGE	PRICE (EXCLGST)	TICK TO SPONSOR	
<b>PLATINUM</b>	Naming rights to the Conference	\$20,000		
	<b>GOLD</b>			
<b>GOLD</b>	Naming rights to Cocktails (Fri evening)	\$5000		
	Naming rights to Lunch (Sat)	\$5000		
	Naming rights to Gala Dinner (Sat evening)	\$5000		
<b>SILVER</b>	Naming rights to morning tea (Sat am)	\$2500		
	Naming rights to afternoon tea (Sat pm)	\$2500		
	Naming rights to Morning tea (Sun am)	\$2500		
	Name/logo on satchels	\$2500		
	Name/logo on nametags	\$2500		
	Sponsor a speaker	\$2500		
	Trade Display position	\$2500		
	Product launch	\$2500		
	Workshop	\$2500		
	<b>BRONZE</b>	Inserts/items in satchels	\$1000	
		Ads in Conference program	\$1000	
<b>SUPPORTER</b>	Door prize	\$		
	Other negotiated item	\$		
<b>DONATIONS</b>		\$		
<b>TOTAL VALUE OF SPONSORSHIP PACKAGE</b>		\$		

2011 SPONSORSHIP OPPORTUNITIES

**ACT NOW!**

Please tick the packages you wish to sponsor from the above table.

**\*NB** – All prices are GST exclusive

To secure your participation at the AIC Conference please indicate which Sponsorship Option you are interested in securing by ticking the appropriate box, then scan-and-email this form to Val Hilton, National Secretary, on [valerie.h@aicnational.com.au](mailto:valerie.h@aicnational.com.au) or post to PO Box 6 Brunswick West 3055.

On receipt of your Sponsorship Form, a confirmation letter will be issued to you confirming your sponsorship entitlement along with a Tax Invoice for the sponsorship amount and registration form.

Company Name:	
Address:	
Contact Person:	Position:
Telephone:	Fax:
Mobile:	Email:

## WHO TO CONTACT

We are happy to discuss individual requirements and suggestions regarding the 2011 AIC National Conference. For further information on sponsorship packages, please contact:

**Val Hilton**, AIC National Secretary  
Ph: 03 9381 4276  
Email: [valerie.h@aicnational.com.au](mailto:valerie.h@aicnational.com.au)