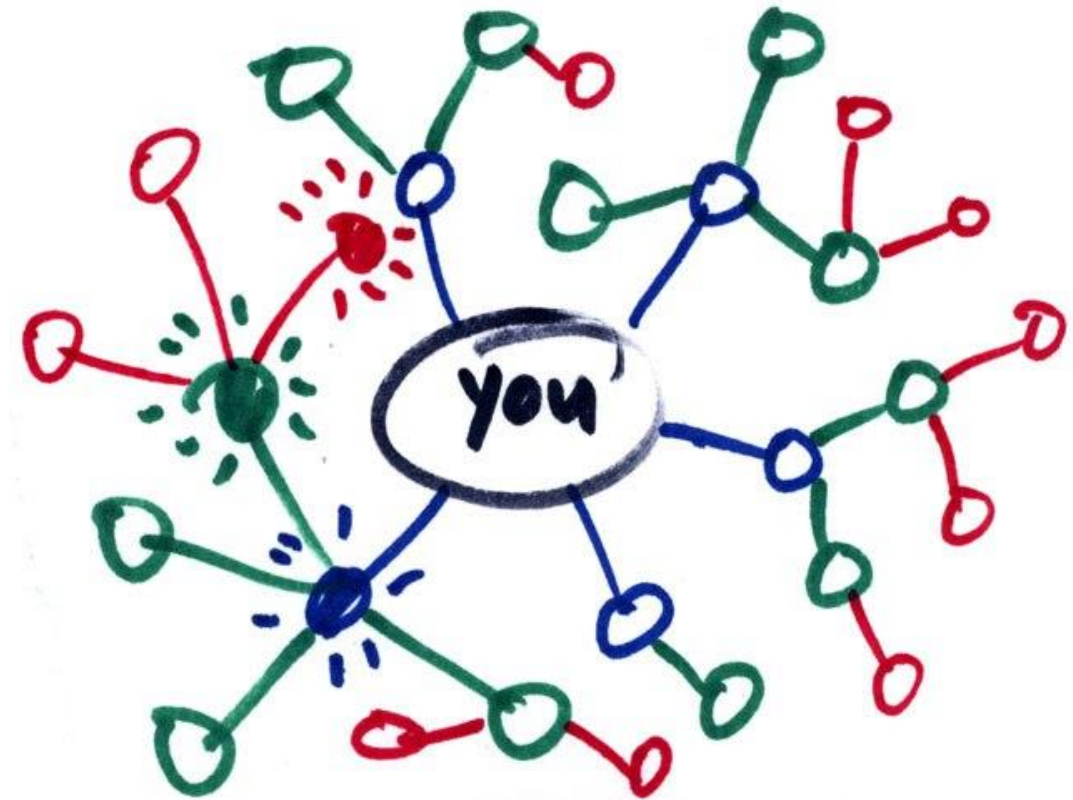


# Building Business Partnerships

- Brainstorm a targeted list
- Connection is key
- Begin with a conversation
  - Listen! Ask! Learn!



# Building Business Partnerships

- Making the Sale

- ✓ Reach Out
- ✓ Set up a time to chat
- ✓ Lean into what *they care about*
- ✓ Send materials as a follow up
- ✓ Follow-Up
- ✓ Follow-Up Again

[TEMPLATED SPONSOR MATERIALS](https://drive.google.com/drive/u/0/folders/1c9zDiLDRaICaCeWgGcEZckt_pztcltEf)

[https://drive.google.com/drive/u/0/folders/1c9zDiLDRaICaCeWgGcEZckt\\_pztcltEf](https://drive.google.com/drive/u/0/folders/1c9zDiLDRaICaCeWgGcEZckt_pztcltEf)



# MOVE ON to Participant/Team Recruitment

- Strength of fundraising over sponsorship
- The Power of Teams

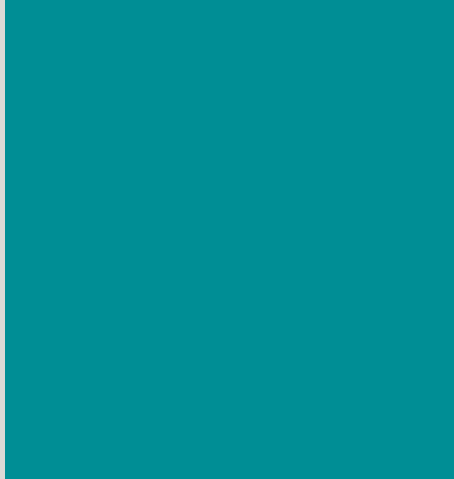


# Stay **Connected**, Informed, *In The Know!*

- Volunteer Resources Page:  
[www.FSHDSociety.org/Volunteer-Resources](http://www.FSHDSociety.org/Volunteer-Resources)
- Volunteer Leaders Facebook Page:  
<https://www.facebook.com/groups/2184658054918993>
- Volunteer Leaders on Microsoft Teams:  
[https://teams.microsoft.com/l/team/19%3aXAw7D7hiR2ml6P\\_rs3V4rF56lsfWG\\_t4qTh3zFiH4CA1%40thread.tacv2/conversations?groupId=053bc1bc-5035-4f19-b284-2ac17ffd0622&tenantId=3fcab860-edd0-4e50-8f41-9f4ce87abcab](https://teams.microsoft.com/l/team/19%3aXAw7D7hiR2ml6P_rs3V4rF56lsfWG_t4qTh3zFiH4CA1%40thread.tacv2/conversations?groupId=053bc1bc-5035-4f19-b284-2ac17ffd0622&tenantId=3fcab860-edd0-4e50-8f41-9f4ce87abcab)

## Stay **Connected**, Informed, *In The Know!*

- USE YOUR OFFICIAL EMAIL @fshdsociety.org
- Read the monthly Hot Sheets
- Read and refer to the quarterly *In The Know* doc
- Join Jack for a volunteer-only discussion each month on Zoom, first Monday, pick either time that works for you
- Check in often with your regional director



**THANK YOU!**

