

# FCRC Conference 2018

**17 - 19 October**

Pullman On The Park  
192 Wellington Parade  
Melbourne

**EMPOWERING  
PEOPLE**



## PROSPECTUS

- 75 – 80% of Victorian financial counsellors attend the FCRC Conference
- Centrally located in Melbourne for easy access - engage your hardship teams
- Select from a range of partnership packages, or tailor one to suit your ROI
- Secure one of 7 opportunities to address the audience
- Cross-sector engagement with over 350 consumer advocates and other stakeholders
- Collaborate on increasingly complex issues facing your customers in hardship
- Join FCRC as we reflect and celebrate 40 years of advocacy, outcomes & community engagement



*FCRC, Celebrating 40 years of Advocacy, Outcomes & Community Engagement*



# Your invitation to the FCRC Conference 2018

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## *A message from Julie Barrow FCRC Chair*

*Join us in Melbourne to celebrate the  
40th year of the Financial & Consumer  
Rights Council (FCRC) as we focus on  
this year's conference theme  
Empowering People!*

FCRC invites you to attend our annual conference 17 - 19 October, conveniently located at the Pullman on the Park in Melbourne.

As the peak body for Financial Counselling in Victoria, FCRC values the importance of cross-sector relationships in empowering the people we work with and advocating for change.

The support of stakeholders at our conference each year provides a rich landscape for sharing, networking, learning and developing our professional approach to complex issues which impact Victorians facing financial hardship.

This Premier Victorian financial counselling conference is a great opportunity for you to showcase innovation and forward thinking in your industry and take ideas and inspiration back to your workplace for future change.

Where else can you find over 350 keen advocates (both financial counsellors and industry representatives) under the same roof, sharing a passion for financial wellbeing for the people they work with?

Come along and help us celebrate, share our stories and reflect on 40 years of significant change in consumer finance for all Victorians.



Julie Barrow



# A message from FCRC Executive Officer Sandy Ross

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***2018 marks the 40th anniversary of FCRC, founded as the idea of financial counselling went through its initial development in Victoria.***

Our Conference this year will be an opportunity to celebrate how far we have come in developing financial counselling as a profession which aims, ultimately, to empower people who are in hardship.

Having a Conference theme of 'empowering people' contains two messages for us and our partners. It is a reminder that financial hardship in our society is profoundly disempowering, but with the right assistance the effects of hardship can be combated. It is also a reminder that financial counsellors (FCs) work in the poorly funded community sector, often under great pressure and with few supports other than each other, and in coming together at the conference we can empower each other to support and empower clients and advocate for a better society.

After 6 months in my role, I have a growing sense of a sector at a crucial juncture. There is significant growing and unmet demand; there is also enormous potential demand in a range of areas where clients and services have little or no knowledge of what financial counsellors can offer. There is a desperate need to widen awareness and knowledge of the existence of a free, non-conflicted source of information and advice on financial matters involving debt and hardship. However, telling people about what financial counselling is and how it can assist people is only part of the story. Any lift in awareness will also increase demands, but current demand is already starting to overwhelm the sector. These are significant challenges and how the sector responds to them needs wide-ranging conversations amongst stakeholders. This is the context for our Conference.

The Conference is not only important for financial counsellors sharing with each other; it is also important as a forum for our stakeholders to tell us what they are doing, provide feedback to the sector and get feedback from financial counsellors about how they are responding to people in hardship. The participation and support we receive from our sponsors and exhibitors - truly, our conference partners - are essential to the success of the conference. Stakeholders recognise the quality and value of the event each year with strong support from a range of exhibitors and sponsors.

I commend the Conference to you and seek your support to make 2018 the best yet for all of us.



Sandy Ross  
Executive Officer



Welcome to  
FCRC CONFERENCE  
2017

DEFINE

# The Conference Convenor FCRC

***The Financial and Consumer Rights Council Inc (FCRC) is the peak body and professional association for financial counsellors in Victoria.***

FCRC provides resources and support to financial counsellors and their agencies assisting vulnerable Victorians experiencing financial difficulty. FCRC works with government (both state and federal), banks, utilities, debt collection, ombudsman schemes and other stakeholders to improve approaches to financial difficulty and hardship in Victoria.

FCRC meets regularly with industry and government to communicate issues of concern for financial counsellors and their clients, and through these relationships, other state bodies and the national peak, Financial Counselling Australia, FCRC is often able to resolve issues and reach consensus on how hardship provisions and communication with the sector should occur.

FCRC has a membership base of over 250 financial counsellors and organisation members, all of which are focused on different areas of consumer protection and financial counselling practice. Members of FCRC are very active in supporting each other through participation in regional, statewide and case specific working groups.

The systemic advocacy, policy and project work of FCRC has contributed to an increase in the number of financial counsellors in Victoria. This has also resulted in the development of numerous resources to assist consumers and caseworkers to deal with financial hardship, and to advocate strongly for those who need it most.

As the peak body representing financial counsellors, we are not only advocates for the continued funding and expansion of the sector to meet community need, we are also the primary support and development body focused on professionalizing and resourcing the sector.

FCRC is a strong, adaptive organisation that is valued by members, government and other stakeholders.



## About Financial Counselling

Financial Counselling is a sector that is generally poorly funded, and often flies under the radar with little opportunity to actively promote services, or the capacity to service further increases in demand. One important consequence of this is the lack of awareness in industry and the community of the services available to them and many are confused about the differences between a financial counsellor and a financial advisor / planner / budget service / debt consolidator / credit assistance firms.

Financial Counselling is a profession held in high regard by all those in contact with it. It is a free and independent service, providing unbiased advice and solutions to the community and can be characterized in the following way:

1. It has a clear and important role in assisting the most vulnerable in our community;
2. It has a distinctively practical bent and is very effective in changing people's life circumstances for the better;
3. Financial counsellors often act as mediators and negotiators between their clients in hardship and the creditor seeking payment, ensuring best outcomes for both parties;
4. It values practical and well-designed training and PD ahead of abstracted and conceptual learning;
5. It balances helping with empowering - though this is a challenging issue for many similar professions, and there may be a need for the profession to more explicitly consider and debate that balance in its training and development processes and across different states;
6. It sees and acts on the need for systemic reforms demonstrated in the lived experiences of clients;
7. It has a strong culture of care and support for peers/ fellow professionals;
8. It values community ahead of status;
9. It connects with other services and professionals (for example, lawyers, health care professionals, social workers, therapeutic counsellors) and pushes and promotes holistic approaches to supporting people and families in crisis; and,
10. Relative to its value for the community, it is unsung.



### What is a Financial Counsellor?

- A trained professional in supporting people in or at risk of financial hardship.
- An advocate for clients but also a negotiator between client and creditor to ensure best outcomes for both parties.
- A person employed in a not for profit organisation who does not charge clients for their services, and works without conflicts or commercial interest.
- A person who can identify which consumer debts have a proper basis, and which might reflect poor behaviour on the part of the creditor (for example due to irresponsible lending).
- A person who can help a client navigate through hardship provisions and benefits to access entitlements.
- A person who can assist people with financial problems related to complex personal or family related issues such as gambling or family violence.
- A person who is good at finding practical options to make difficult financial situations manageable and empowers clients to self-advocate and take charge of their affairs.
- A person who networks with other financial counsellors to advocate for systemic improvements to make our government and commercial systems fairer and more compassionate to those in hardship.

### Who are Financial Counsellors?

- They come from all walks of life with a passion for community, fairness and accountability.
- Many have had previous careers in diverse areas and bring a wealth of experience and knowledge to their roles and the sector.
- Almost all have or are completing their Diploma of Financial Counselling. The diploma is a one size fits all approach and some financial counsellors who specialise in niche areas (eg farmers and prisons) have a different qualification.
- Financial counsellors are committed to assisting our most vulnerable and many of our members have been financial counsellors for over 20 years.



***Each year the significance of this conference increases, as poverty and indebtedness continue to rise and the demand for financial counselling services in Victoria grows.***

The FCRC Conference provides a platform for **three important opportunities**:

- Education and support to the financial counsellors servicing our community;
- A cross-sector '**meeting of the minds**', to establish connections between industry and community services and work collaboratively towards generating positive impacts and outcomes for all Victorians; and
- Capacity building to support our most vulnerable.

Currently there are approx. 745,000 people (12.8% of the population) **living below the poverty line in Victoria**. The proportion of households who are over-indebted rose from 21 per cent in 2003-04 to 29 per cent in 2015-16.

These aren't just numbers – these are people and families often having to make a choice between feeding their families or paying their bills. In many instances, the added challenges of domestic violence, anxiety, depression and other mental illnesses compound the issues.

Under our conference theme of '**Empowering People**' we will explore best practice pathways to collaborate with clients and industry across all sectors to support, educate and empower those doing it tough. We are renewing the conference program to ensure currency in the trending themes, more opportunities to address the audience, address knowledge gaps, and engage in cross-sector 'think-tank' type niche conversations.

**Bring your hardship teams**, join the conversation, participate and network as we continue to raise the bar, engage high profile speakers and offer interactive sessions such as 'Speed Dating', and a new concept session called 'Casework Conferencing'.



## **9 Important benefits of partnering with FCRC at the conference:**

1. **75 – 80%** of Victorian financial counsellors attend the FCRC Conference
2. Join over 30 other exhibitors as you network with Victoria's 250 financial counsellors and consumer advocates
3. Engage your hardship teams with financial counsellors working at the coalface
4. Support the valuable assistance, FCRC and Victorian FC's provide to your customers
5. Capacity building, ensuring continued growth in numbers of Financial Counsellors meeting the demands of consumers
6. Attend the conference, enjoy high level presentations and gain valuable insights from the program
7. Speed dating - offering greater access to all financial counselors as we rethink and reformat this session
8. Select from a greater range of packages to showcase your commitment to the sector and engage in conversations
9. Join FCRC as we reflect and celebrate successes and 40 years of advocacy, outcomes and community engagement

**It is the support from our conference partners that makes this important event possible.**

For all conference related enquiries or expressions of interest, please contact our conference organiser Melanie Keenan on 0439 804 917, or by return email [fcrc18@definingevents.com.au](mailto:fcrc18@definingevents.com.au).

# Our Host City

## MELBOURNE

### *The World's most livable city for the seventh consecutive year*

Victoria capital Melbourne is known as Australia's cultural centre and also famous for its cafe culture, public gardens, architecture and cosmopolitan atmosphere. Getting to and around the city is easy with a modern transport system that includes trams, trains, buses, and taxis.

It maintains an air of old-world grace and refined dignity with spacious tree-lined boulevards and the charms of the laneways host to many quaint and quirky retailers. The prosperous lifestyle of its people is both cosmopolitan and sophisticated.

The heritage of more than 100 different cultures contributes to Melbourne's richly international character. This diverse ethnic mix is exemplified by its range of over 15,000 dining venues offering around 60 cuisines, making it the food capital of Australia.

Australia's 'Garden City' rejoices in its greenery, from the magnificent Royal Botanical Gardens to Fitzroy Gardens (next door to the conference) where you can visit Cook's Cottage. In 1755 the cottage was shipped from Captain James Cook's home in England and commemorates his voyage. Other historic homes built in the 19th century include Como in South Yarra and Rippon Lea mansion in Elsternwick.

Hiding behind the sky-scrappers along the Yarra River are the graceful 19th-century mansions of the city's Gold Rush years and Melbourne Zoo; the bustling Queen Victoria Market; and the cultural and commercial Federation Square complex draw both tourists and residents.

The National Gallery of Victoria on St Kilda Road, houses a fine Australian art collection; a permanent display of Aboriginal art, old-master paintings, prints, drawings and antiquities. You won't have to walk far to the Victorian Arts Centre, located right next door. The centre comprises theatres, the Melbourne Concert Hall, the Performing Arts Museum, the Westpac Gallery and the Sidney Myer Music Bowl located across St Kilda Road.

With all this on your doorstep, why not stay for the weekend and explore this beautiful city for yourself. We have negotiated the same great rate at The Pullman and the hotel concierge can assist you with attractions and navigating the public transport.



# How your conference dollars ARE PUT TO WORK

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Like any business, adequate funding is essential to the effective and efficient running of an association. The annual conference is an important revenue stream and reliant on the recognition of the services we provide to your customers in hardship and the need for additional resources in this arena.

Below we have outlined how your partnership dollars are used to make improvements for those doing it tough.



## CONSISTENT AND IMPROVED SERVICE PROVISION AND TRAINING FOR MEMBERS

Ensuring a well functioning State Association. Support and service provision for over 250 members, including the provision of continued professional development, facilitation of professional supervision, accreditation and complaints handling.



## CONSUMER ADVOCACY AND STAKEHOLDER ENGAGEMENT

Provision of systems advocacy to government (both State & Federal) and industry on behalf of financially vulnerable people. This includes cost of living advice, concessions, legal issues, consumer issues, access to financial counselling, responding to requests from industry for information, consultation and professional services.



## WORKING GROUPS AND COMMUNITY CONSULTATION

Liaison with other local and interstate agencies to provide a consistent approach to tackling the issues facing people in each of the States.

Establishing community working groups to better understand new and system issues arising and workable solutions to better outcomes for our most vulnerable.



## ANNUAL CONFERENCE

Each year the significance of this conference increases, as poverty and indebtedness continue to rise and the demand for financial counselling services grows.

The Conference provides a platform for three important opportunities:

1. Education and support to the financial counsellors servicing the community;
2. A cross-sector 'meeting of the minds', to establish connections between industry and community services and work collaboratively towards generating positive impacts and outcomes for all stakeholders; and
3. Revenue stream to provide capacity building at State level.



## WISH LIST

As you can see the conference dollars that we received are put to good use, but can only stretch so far. With additional funds we would like to offer additional services to the community including:

1. Greater mentoring and assistance to our members.
2. Funds to attract new talent into the pool and grow the sector.
3. Increased services in remote areas and agencies over stretched relieving accessibility issues.

## Partnership Packages

Premier Conference Co - Partnership	
<b>Exclusive</b> , one only	
Investment AU\$ (Plus. GST)	Page
<b>SOLD</b>	9

40 <sup>th</sup> Anniversary Gala Awards Dinner Partner	
<b>Exclusive</b> , one only	
Investment AU\$ (Plus. GST)	Page
<b>SOLD</b>	10

The STAR Partner	
<b>Exclusive</b> , one only	
Investment AU\$ (Plus. GST)	Page
<b>SOLD</b>	11

Soothing Hands Partner	
<b>Exclusive</b> , one only	
Investment AU\$ (Plus. GST)	Page
\$12,750	12

Corporate Social Responsibility Partner	
<b>**ONE REMAINING</b>	
Investment AU\$ (Plus. GST)	Page
\$10,000	13

On Arrival Partner	
<b>Limited availability</b>	
Investment AU\$ (Plus. GST)	Page
\$9,450 each	14

Gold Partner	
<b>Limited availability</b>	
Investment AU\$ (Plus. GST)	Page
\$7,000 each	14

Caffeine & Conversation	
<b>Limited availability</b> , two only	
Investment AU\$ (Plus. GST)	Page
\$6,300 Full Conference	15

AM & PM Breaks	
<b>Exclusive</b> , one only	
Investment AU\$ (Plus. GST)	Page
\$5,000 Full Conference	15

Supporters	
<b>Limited availability</b>	
Investment AU\$ (Plus. GST)	Page
\$3,950 each	16



# Premier Conference Co-Partnership

- **SOLD** Exclusive, one (1) only

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**Collectively you will be the official sponsor of the FCRC CONFERENCE 2018.**

Introduce your brands with a real one of a kind opportunity to address the largest assembled audience of the entire conference and use this unique opportunity to demonstrate your organisation's support and commitment to the financial health of all Victorians.

An integral contributor to the conference, our major partner will feature prominently across all three days, ensuring high visibility and return on investment.

## Co-Partnership benefits include:

- Your banners displayed in a prominent section of the foyer as guests arrive
- Acknowledgement as the major sponsor on all digital marketing including our comprehensive pre-conference email campaign commencing in April 2018, with logos linked to your homepage
- A unique opportunity to ensure your investment is highly visible, as every conference attendee wears your logo on the conference name badges (due to number of logos, this is subject to spacing)
- An exclusive, prominent lounge area with furniture, branding and three branded charge bars for delegate mobile devices
- Your logos on both the printed and electronic program
- Our MC will acknowledge you as a major sponsor throughout our program of events
- A 15 – 20 minute facilitated panel style discussion session in the main plenary (topic & content to be approved by conference convener).
- Your logos will appear most prominently on the background slides throughout the event
- Your logos will appear on the conference page of the FCRC website and registration website, in the lead up to the event
- Three complimentary full conference tickets per organization, including the Thursday conference dinner.
- Interview in the FCRC Gazette, our member only publication, reaching every financial counsellor in Victoria, about your organization and how you work with the financial counselling sector (publication date may fall after the conference)
- One large plasma at your stand
- The opportunity to use the conference logo on your promotional material

## Optional extra

Include a large plasma at your exhibitors table for an additional \$450 per day

# 40<sup>th</sup> Anniversary Gala Awards Dinner Partner

- **SOLD** Exclusive, one (1) only

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*Held in the prestigious Members Dining Room at the MCG, as the 40<sup>th</sup> Anniversary Gala Awards Dinner partner, you will provide the social highlight of the conference.*

Delegates will enjoy an evening of fun, music, and excellent cuisine as they celebrate their sector champions.

7pm – 7.30pm Pre-dinner drinks in the Percy Beames Bar

7.30pm – 11pm Formal 40<sup>th</sup> Anniversary Gala Awards Dinner event.

**Partnership benefits include:**

- Your organisation's banner, prominently displayed in the dining hall throughout the dinner event and pre-function drinks
- A function photobooth branded with your company details will be provided
- Our MC will acknowledge you as the dinner partner throughout the evening
- Your logo displayed on the 10 plasma screens in the room during the course of the evening
- A 3 – 5 minute speaking opportunity at the conference dinner (topic & content to be approved by conference convener).
- Exhibitor stand for duration of the conference
- Acknowledgement as a major partner on all digital marketing including our comprehensive pre-conference email campaign commencing in May 2017, with logo linked to your homepage. That is up to FIVE months of e-campaign exposure!
- Two complimentary full conference tickets for representatives of your organization, including all networking events.
- We will provide a 'sponsored by' promotional card with your organisation's name and logo on each table at the dinner
- The opportunity to use the conference logo on your promotional material
- A prominent exhibitor's stand for the duration of the conference
- Your organisation sponsored award at the dinner – under guidance from the conference convener. We are open to suggestions!

#### **Optional extra's**

Include a large plasma at your exhibitors table for an additional \$450 per day



## The STAR Partner

- **SOLD** Exclusive, one (1) only

*Soar to new heights and be the STAR of the show as we take a flight on the Melbourne Star. Enjoy a glass of bubbles as you watch the magnificent sunset over Melbourne - followed by cocktails and canapes at The Berth Restaurant, located on the waterfront at Docklands.*

Host the first networking event of the conference and set the tone!

Melbourne Star 6.30pm – 7.30pm

Canapes at Berth Restaurant 7.30 – 10.30pm

### Partnership benefits include:

- Naming rights to this four-hour event (event includes food & beverage).
- Acknowledgement as the STAR Partner on all digital marketing including our comprehensive pre-conference email campaign commencing in April 2018, with logo linked to your homepage. That is up to FIVE months of e-campaign exposure!
- Exhibitors stand for the duration of the conference.
- Your organization's banner(s) prominently displayed in the restaurant.
- A 5 - 8 minute speaking opportunity at the restaurant (topic & content to be approved by conference convener).
- Two complimentary tickets for representatives of your organization to attend the full conference including social program.
- We will provide a promotional 'sponsored by' card with your organisation's name and logo in the room.
- The opportunity to offer a door prize.
- Opportunities to network in an informal atmosphere.
- Our MC will acknowledge you as a major partner throughout our program of events.
- Your logo will appear most prominently on the background slides throughout the event.
- Your logo will appear on the partner page of the conference website, in the lead up to the event.

### Optional extra

Include a large plasma at your exhibitors table for an additional \$450 per day

# Soothing Hands

## Partner - \$12,750 (plus. GST)

Exclusive, one (1) only

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**Introduced in 2017 – delegates were lining up! Be the conference partner who brings the love to financial counsellors.**

Conferences are about humans connecting on every level. Your stand will be in prominent position with professional massage therapists onsite. Connect with delegates as they make their way to your stand for a relaxing massage.

**Partnership benefits include:**

- An exclusive lounge area created for your branding opportunity.
- A 3 – 5 minute speaking opportunity as determined by the program (topic & content to be approved by conference convener).
- Naming rights to the package. Eg. XYZ Soothing Hands Partner – or come up with your own unique name.
- Acknowledgement as the Soothing Hands Partner on all digital marketing including our comprehensive pre-conference email campaign, commencing in April 2018, with logo linked to your homepage. That's up to SIX months of e-campaign exposure!
- A prominent exhibitor stand with four therapists setup at your stand.
- The opportunity to provide your organizational shirts for massage therapists to wear at your stand, further extending your brand.
- Your logo on both the printed and electronic program.
- Our MC will acknowledge you as a major partner throughout our program of events.
- Your logo will appear most prominently on the background slides throughout the event.
- Your logo will appear on the partner page of conference website, in the lead up to the event.
- Two complimentary full conference tickets for representatives of your organization, including the Thursday conference dinner.



**Optional extra**

Include a large plasma at your exhibitors table for an additional \$450 per day

# Corporate Social Responsibility Partner

- \$10,000 (plus. GST) **\*\*ONE REMAINING**

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**Fully represented across all three days,  
your sponsorship will help provide  
opportunities for training and capacity  
building in the sector.**

## Partnership benefits include:

- Acknowledged as CSR Sponsor on all digital marketing including our comprehensive pre-conference email campaign commencing in April 2018, with logo linked to your homepage and conference website.
- A 3 - 5 minute speaking opportunity as determined by the program (topic & content to be approved by conference convener).
- Our MC will acknowledge you as a major partner throughout the conference.
- Exhibitor stand for duration of the conference.
- Your logo on both the printed and electronic program.
- Your logo will appear prominently on the background slides throughout the event.
- Three complimentary full conference tickets for representatives of your organization, including networking events.

## Optional extra

Include a large plasma at your exhibitors table for an additional \$450 per day



## On Arrival Partner

- \$9,450 (plus. GST) *Exclusive, one (1) only*

**2018 sees FCRC going digital  
as we provide name badge printing  
and session screening onsite.**

Make sure your brand is front and centre as delegates arrive to register, collect their name badges and scan into sessions throughout the entire conference.

**Partnership benefits include:**

- An exhibitor stand across all conference days.
- A 3 – 5 minute speaking opportunity as outlined in the program (topic & content to be approved by conference convener).
- Acknowledgement as a conference partner on all digital marketing including our comprehensive pre-conference email campaign commencing in April 2018, with logo linked to your homepage.
- Your logo on both the printed and electronic program.
- Our MC will acknowledge your partnership.
- Your logo will appear on the background slides throughout the event.
- Your logo will appear on the conference website, in the lead up to the event.
- One complimentary ticket for a representative from your organization to attend the conference including the FCRC Gala Dinner.

**Optional extra** Include a large plasma at your exhibitors table for an additional \$450 per day



## GOLD Partner

- \$7,000 (plus. GST) *Limited Availability*

**Partnership benefits include:**

- An exhibitor stand across all days.
- Acknowledgement as a gold conference partner on all digital marketing including our comprehensive pre-conference email campaign commencing in April 2018, with logo linked to your homepage.
- Your logo on both the printed and electronic program.
- The opportunity to sponsor and present a door prize or raffle ticket during the event (prize to be provided by sponsor).
- Our MC will acknowledge your sponsorship.
- Your logo will appear on the background slides throughout the event.
- Your logo will appear on the conference website, in the lead up to the event
- One complimentary ticket for a representative from your organization to attend the conference including the FCRC Gala Dinner.

**Optional extra**

Include a large plasma at your exhibitors table for an additional \$450 per day



# Caffeine & Conversation

- \$6,300 *Full Conference (plus. GST)*

*Limited Availability - two (2) only*

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***Based on previous events, this is undoubtedly the most popular conference provision - coffee for the conference masses!***

#### **Partnership benefits include:**

- An exhibitor stand within close proximity of the coffee station to maximize audience exposure.
- 160mm x 690mm business branding panel on the coffee machine (artwork to be provided by sponsor).
- Professional barista provided with full café drinks menu available.
- Your logo on both the printed and electronic program.
- Your logo will appear on the conference page of the conference website, in the lead up to the event.
- Standard cups will be provided or supply your own branded cups to further extend your brand.

#### **Optional extra**

Include a large plasma at your exhibitors table for an additional \$450 per day



# AM & PM Breaks - \$5,000 *Full Conference (plus. GST)*

*Exclusive, one (1) only, across all three days (6 breaks)*

***Everyone loves the breaks, an opportunity to discuss the previous sessions, stretch your legs and enjoy the refreshments.***

**It also presents a great opportunity to align your brand with a networking break, chat informally and support the financial counsellors.**

#### **Partnership benefits include:**

- An exhibitor stand across all three days.
- Your logo will appear on the plenary session screens **at each break**.
- Prominent promotional cards placed on all am & pm catering stations – highlighting your organisation as the break partner.
- Your logo on both the printed and electronic program.
- Your logo will appear on the conference page of the conference website, in the lead up to the event.

#### **Optional extra**

Include a large plasma at your exhibitors table for an additional \$450 per day



## Supporters

**- \$3,900 (plus. GST) Limited Availability**

### Benefits include:

- An exhibitor stand
- Broad pre-conference exposure of your brand through a strategically focused series of e-newsletters
- Your logo on both the printed and electronic program
- Your logo will appear on the background slides throughout the event
- Your logo will appear on the conference page of the conference website, in the lead up to the event

### *Optional extra*

Include a large plasma at your exhibitors table for an additional \$450 per day



## Community Organisation Exhibitor Stand

**- \$895 (plus. GST) Limited Availability**

**\*This package is only available to Not-for-Profit or community organisations.**

**Stand only – please register and pay to attend the conference**



## \*\*Conference partnership application terms & conditions

You agree to the following terms and conditions when you sign the partnership application form:

**PARTNERSHIP POLICY:** FCRC's overall approach to our conference partners is to build long-term, mutually beneficial relationships.

**APPLICATIONS AND ALLOCATION:** Applications for partnership should be made on the official partnership application form. We reserve the right to accept or reject any partnership application at our absolute discretion. Partnerships are limited in number and are generally allocated on a 'first come, first served' basis.

**FEES & PAYMENT:** All fees are quoted in Australian dollars and exclude GST. We'll send you a confirmation and issue an invoice on receipt of your signed confirmation form. Payment should be made in accordance with the terms thereon and must be received by FCRC before the event. If the event is within 30 days of partnership being booked, full payment will be required with the booking.

You will not receive any partnership entitlements until all fees have been paid in full.

**YOU AND YOUR STAFF:** Your application to partner an event does not constitute an attendee registration. ALL your staff attending the event need to be registered either by complimentary registration included in package or by purchasing additional registrations.

**SPEAKING OPPORTUNITIES:** As a conference partner you are not automatically offered an opportunity to address the audience. Speaking opportunities are as outlined in each of the package entitlements. Please note – if you have selected a package including a speaking opportunity, content and theme will be in consultation with the convenor. Presenters and topics at the conference are selected on merit and relevance to the audience and program.

**VENUES:** You and your employees, agents, contractors and invitees agree to observe the rules, regulations and procedures as prescribed by the venue.

**EVENT TERMS:** You are responsible for the delivery and pack down of your material and banners before and after the event. You must supply collection notices and delivery labels and make arrangements with your own preferred courier to ensure your collateral is appropriately managed. The venue and organisers will do everything to ensure your packages are delivered to your stand once delivered to the venue but will not be held responsible for any loss of items delivered. Post event, the venue will store collateral for up to 2 business days before either destroying the items or charging storage costs.

**CANCELLATION:** If you need to cancel your partnership, you must notify us in writing. We incur considerable costs in the lead up to the event including marketing, promotion and administration expenses. In light of this, the following cancellation charges will apply:

1. If the cancellation is received up to two months before the event, an administration fee of 25% of the total package fee is payable.
2. If the cancellation is received within two months, no refund is applicable UNLESS, we are able to resell the package. In which event, the above fee of 25% will apply.

**EVENT ALTERATIONS AND CANCELLATION:** We reserve the right to make alterations to the event program, venue and timings at any time. In the unlikely event of the event being cancelled by FCRC, a full refund will be made to any conference partners already fully paid.

While we will make every effort to secure a high level of attendance to the event, no guarantee of attendance numbers can be given and no discounts or refunds are available if attendee numbers do not reach the projected levels. We reserve the right to tailor or create additional packages for the event.

**PROHIBITION OF TRANSFER:** You may not assign or share or grant licences of any part of the partnership. Nor may any cards, advertisements or printed matter of firms who are not bona fide conference partners be exhibited in or distributed from, the conference venue.

**INSURANCE:** You are responsible for arranging appropriate insurance cover in connection with your attendance at the event, including prevention, postponement or abandonment. We cannot be held liable for any loss, liability or damage to personal property.

**INFORMATION AND COPYRIGHT:** Information we supply in relation to the event(s) is accurate to the best of our knowledge and belief, but shall not constitute any warranty or representation. Any inaccuracy, mistakes or omission in such information shall not entitle you to cancel your partnership agreement.

All information and data relation to the event is the copyright of FCRC and cannot be passed on to any third party for any purpose without prior consent. Lists and information relating to participants may only be used in relation to your presence at the event.

**INDEMNITY AND DISCLAIMER:** While we shall endeavour to protect property at the event, it must be understood that the management of the venue, FCRC and any official contractor cannot accept liability for loss or damage sustained or occasioned by any cause whatsoever. You agree to indemnify and hold FCRC harmless against any and all loss, liability, damage, costs, expense, claims, proceedings and actions arising out of any negligent act or omission of your employees, including any breach of these terms and conditions.