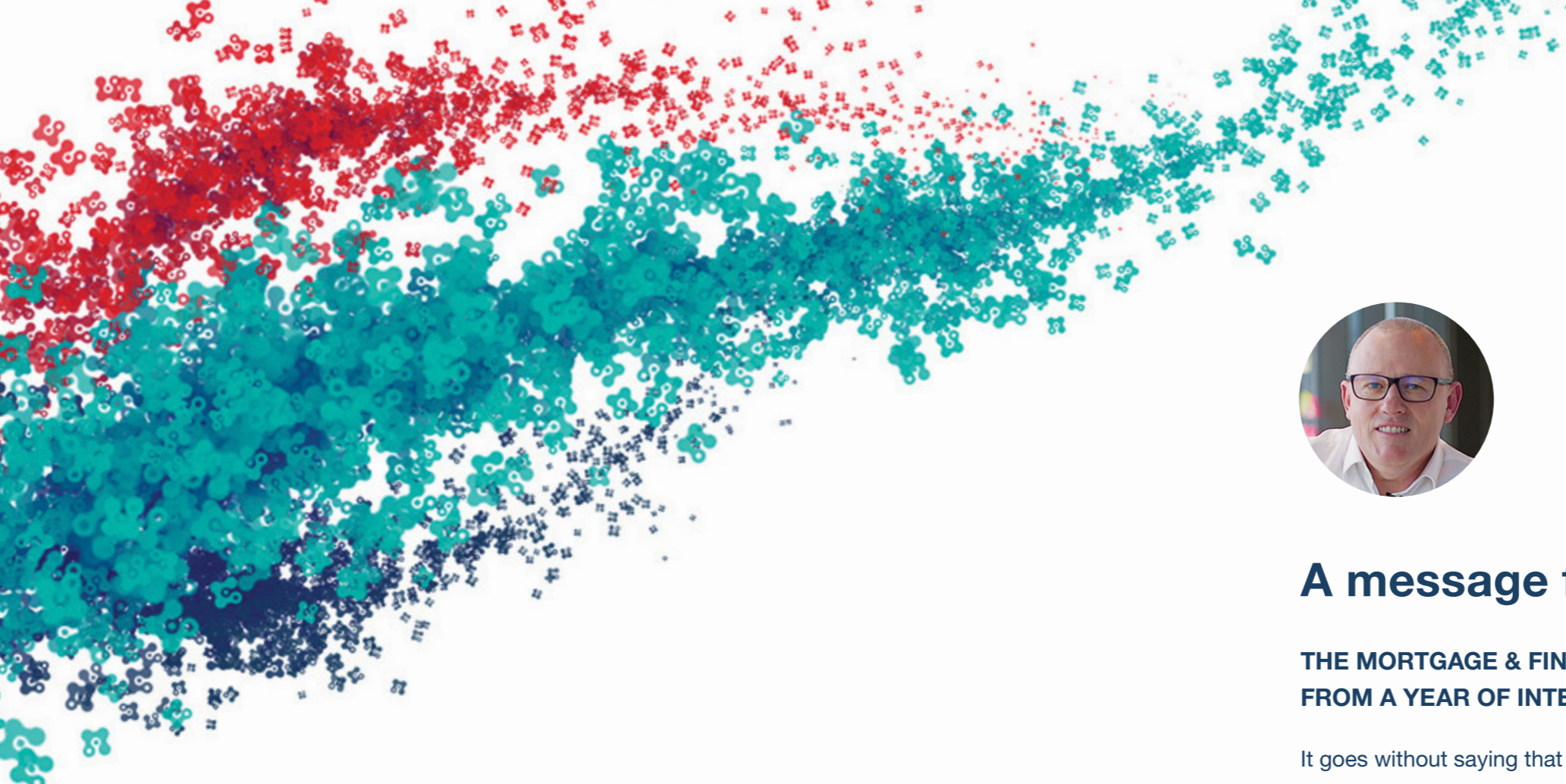




# UNITE & TRANSFORM

## 2019 Connective Learning Engagement Proposal



## A message from our CEO

### THE MORTGAGE & FINANCE BROKING INDUSTRY HAS EMERGED FROM A YEAR OF INTENSE SCRUTINY STRONGER THAN EVER.

It goes without saying that 2018 has been a challenging year. Industry reform is never an easy process, however it's up to us—both as individuals and as an industry—to embrace change and turn it into opportunity and growth.

2019 will bring a unique opportunity for us to provide a new level of support to our brokers—to be at the forefront of a consumer focused, industry-wide transformation.

We believe this transformation can and will reinforce the strength, value and integrity of the broking profession. Consumer confidence in the services brokers provide is already strong, and the transformation we lead will ensure it continues to strengthen and grow for years to come.

Connective Learning plays a key role in supporting and assisting our members to thrive and grow as advocates of their customers. Our 2019 program will continue to focus on equipping our brokers to work with and for their customers, to better understand them and craft outcomes that ensure their financial security, as well as meet their needs and goals.

Thanks to many years of generous and valuable support from our Lender Partners for our Connective Learning Program, our members are better educated and equipped for success. It is only with your ongoing support that we can continue to ensure they remain ready to grasp the opportunities to come.

We look forward to working with you in 2019. Thank you for supporting Connective Learning and helping our brokers to unite and transform.

Sincerely,  
Glenn Lees  
Connective CEO

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# The Connective Broker Community

Empowering brokers to lead the positive transformation of our industry.

## Growth

**3,613**

Connective members  
(business owners  
and loan writers)



**14%**

Increase over the  
last 12 months

## Reach

**1 / 9**

Mortgages in Australia  
are written by a  
Connective broker

Connective's consumer  
database contains

**3.8m customers**

**▲ 24%**

Our brokers value the Connective Learning & Development Program.

**70%**

Attended a Connective Learning & Development event in 2018

**55%**

Attended our Professional Development Days & Lender Splendour events in 2018

**100%**

Of attendees said the Leadership Summit was valuable to their business

Connective Total Settlements 2018 **\$45.5b** **9%** ▲

Residential Home Loans **\$41.1b** **8%** ▲

Commercial Loans **\$3.7b** **10%** ▲

Connective Asset Finance **\$724.3m** **89%** ▲

(Oct 17–Sept 18)

# Connective Learning 2019

## EMPOWERING BROKERS TO LEAD THE POSITIVE TRANSFORMATION OF OUR INDUSTRY.

The 2019 Connective Learning Program has been designed to support the development of our broker's skills and knowledge with the objective of driving unity, transformation and growth in Australia's reforming mortgage and finance broking industry.

Advocate more positive consumer outcomes and become an industry thought leader by partnering with Connective Learning in 2019.

### 2019 Learning & Development Program by the numbers:



# Events Program 2019

<b>January</b>	Lender Update Session (lenders only)				
<b>February</b>	Professional Development Day	Home Loan Networking Function			Tactical Workshop Webinars
<b>March</b>		Home Loan Networking Function	Commercial & Asset Finance Networking Function	Connective Empower	Tactical Workshop Webinars
<b>April</b>	Leadership Roundtable	Home Loan Networking Function			Tactical Workshop Webinars
<b>May</b>	Lender Splendour	Home Loan Networking Function			Tactical Workshop Webinars
<b>June</b>	Leadership Summit	Home Loan Networking Function	Commercial & Asset Finance Networking Function		Tactical Workshop Webinars
<b>July</b>		Home Loan Networking Function			Tactical Workshop Webinars
<b>August</b>	Professional Development Day / Lender Splendour	Home Loan Networking Function			Tactical Workshop Webinars
<b>September</b>	Leadership Roundtable	Home Loan Networking Function	Commercial & Asset Finance Networking Function		Tactical Workshop Webinars
<b>October</b>	State Conference & State Awards	Home Loan Networking Function			Tactical Workshop Webinars
<b>November</b>	Asset Finance & Commercial Conference	Home Loan Networking Function		Connective Empower	Tactical Workshop Webinars



# Connective State Conferences

## OUR FLAGSHIP EVENT OF THE 2019 CALENDAR.

- ▶ State conferences giving you access to more brokers
- ▶ Leading keynote speakers
- ▶ Industry experts and successful brokers providing key insights
- ▶ Peer and lender networking
- ▶ Showcase your brand and products at exhibition stands
- ▶ Reward and recognise achievement with the Connective Excellence Awards
- ▶ Fantastic regional locations and venues.

**1,115**  
registered to attend our last series of state conferences.

In 2018, the Connective Conference sold out **three months** in advance.

"I always look forward to Connective Conferences. In my opinion, it's the most important industry learning event of the year and I know I will leave it feeling empowered and inspired with innovative ways to improve and grow my business."

Simon Sutterby,  
MD Geelong Financial Group

# Professional Development Days

## LEADING EDUCATIONAL EVENTS WITH INDUSTRY INSIGHTS AND PEER-TO-PEER LEARNING.

- ▶ Two per year in each state (February and August)
- ▶ Multiple educational streams so brokers can choose content suited to their needs
- ▶ Compliance and risk management focus
- ▶ Technical and practical skill development
- ▶ Industry insights and updates
- ▶ Leading keynote speakers.

**2,000 brokers**  
attended the Connective Professional Development Days in 2018.

**93%**  
rated the Connective Professional Development Days as adding value to their business.

"Another well organised and informative professional development session put on by Connective that covered a diverse range of topics from compliance, performance, market insights, business development. I thoroughly enjoyed it!"

Peter Vasillis,  
Black and White Finance

# Lender Splendour

**PUT YOUR BRAND IN THE SPOTLIGHT, SHOWCASE YOUR PRODUCTS AND CONNECT WITH OUR BROKERS.**

- ▶ One dedicated per year in each state (May)
- ▶ One in conjunction with a PD Day in each state (August)
- ▶ Build and strengthen your relationship with brokers
- ▶ Showcase your products and value proposition one-on-one in our dedicated lender exhibition hall
- ▶ Be recognised as an industry thought leader through our lively panel discussions
- ▶ Position yourself as a broker and consumer advocate with your own dedicated lender presentation.



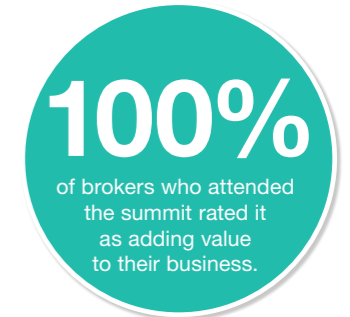
**"I think the Lender Splendour events are the best and most useful events of the year given the direct access to all the lenders on the Connective panel."**

Vinay Gehi,  
Copper Finance

# Leadership Summit

**CONNECTING INDUSTRY ADVOCATES AND THOUGHT LEADERS.**

- ▶ Invitation only event
- ▶ Focus on business planning, leadership and professional growth
- ▶ Bringing our leading brokers from across the country together to network and share learnings
- ▶ Enhanced, multi-day education experience where you can engage with brokers face-to-face.



**"The Leadership Summit gave me the chance to mix with the other business owners who are pushing into new frontiers and are willing to share those experiences. These insights are most valuable as they resonate and correlate to my own personal experiences."**

Cathy Brown,  
Activ8 Finance

# Leadership Roundtable

**EXCLUSIVE OPPORTUNITY FOR SENIOR STATE LENDER REPRESENTATIVES TO HOST LEADING BROKERS.**

- ▶ Held twice per year in each state (April and September)
- ▶ Invitation only events
- ▶ Facilitated conversation on key industry topics
- ▶ Opportunity to strengthen relationships with our leading brokers
- ▶ Scope to identify and resolve mutual roadblocks to success
- ▶ Develop and grow business through open, transparent and constructive collaboration.





# Connective Empower

**TARGETED CONTENT FOCUSED ON SUPPORTING WOMEN IN THE BROKING INDUSTRY.**

- ▶ Held twice per year in each state (March and November)
- ▶ Skill based, personal development workshop sessions
- ▶ A networking opportunity which facilitates relationships between women in the industry, so they can guide and support each other for greater success and confidence.

# Tactical Workshops

**PROFESSIONAL AND PERSONAL DEVELOPMENT WORKSHOPS DELIVERED VIA LIVE VIDEO STREAM.**

- ▶ One workshop per month
- ▶ Industry professionals and high-performing brokers sharing insights and practical tips
- ▶ Peer-to-peer learning with our most successful and experienced brokers
- ▶ Focus on up-skilling and improving customer outcomes
- ▶ Practical knowledge which supports broker performance and business growth.



# Home Loan Networking Functions

**AN OPPORTUNITY FOR LOCAL LENDER BDMs TO BUILD STRONG RELATIONSHIPS WITH LOCAL BROKERS.**

- ▶ One function in each state per month (excluding January and December)
- ▶ Host lenders are invited to engage brokers with valuable, topical content and discussions
- ▶ Educate brokers about your products, market niches and business development strategies.

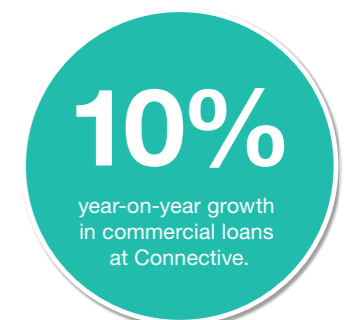
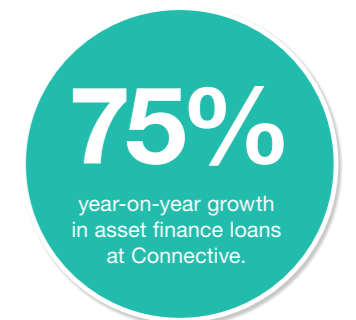


# Commercial & Asset Finance Networking Functions

**NEW IN 2019**

**OPPORTUNITY FOR LOCAL COMMERCIAL & ASSET FINANCE LENDER BDMs TO CONNECT WITH LOCAL BROKERS.**

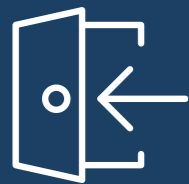
- ▶ Three times a year in VIC, NSW and QLD (March, June and September)
- ▶ Highly targeted relationship building opportunity for brokers and local Lender BDMs
- ▶ Engage brokers with valuable topical content and discussion
- ▶ Educate brokers about your products, market niches and business development strategies.





# Partnership Benefits

THE BENEFITS OF PARTNERING WITH CONNECTIVE TO SUPPORT BROKER LEARNING IN 2019.



**Access** to the largest group of growing brokerages in Australia.



**Expose** your brand to thousands of brokers nationwide (including Connective members and non-members).



**Connect** face-to-face with our brokers to build strong relationships and support positive industry transformation.



**Educate** over 3,600 brokers about your value proposition and products. Be a thought leader by keeping brokers up to date with key industry insights.

# Partnership Opportunities

Partnership Level	Investment	Limited To
Premium Plus Partner	\$350,000	2
Premium Partner	\$275,000	5
Major Partner	\$150,000	6
Key Partner	\$75,000	10
Support Partners (not available to lenders)	\$25,000	Unlimited
Major Commercial Partner	\$50,000	3
Key Commercial Partner	\$25,000	5
Major Asset Finance Partner	\$50,000	3
Key Asset Finance Partner	\$25,000	5

To choose the right partnership level for your business, please refer to pages 16–33 for more detail on each package.

# Premium Plus Partner

**\$350,000 + GST INVESTMENT**

Limited to two Connective Lender Panel Partners.

## Take the lead

The Premium Plus Partnership gives you access to all learning and education opportunities in the 2019 Connective Learning Program, including our exclusive Leadership Summit and Leadership Roundtable events. This sponsorship package offers you maximum exposure to our brokers Australia-wide, providing many opportunities to promote your brand and educate and engage with brokers at all stages in their career.



## PREMIUM PLUS PARTNER BENEFITS

	About	Attendees	Content	Other
<b>LEADERSHIP SUMMIT</b>	National  Invitation only	Two senior representatives	Network and learn alongside top performing brokers and business owners	Opportunity to nominate one broker to invite
<b>CONNECTIVE CONFERENCE</b>	State	Four delegates in each state including accommodation  Purchase extra seats (subject to availability)	Premium lender expo trade stand booth  Option to participate in our Conference agenda  Opportunity to sponsor a keynote speaker or session	Connective Excellence Awards Gala: presentation, naming rights and logo for one award
<b>EDUCATION &amp; LEARNING EVENTS</b>	<p><b>Leadership Roundtable (two per state)</b></p> <p>Exclusive access to one series (five events)</p> <p>Two senior representatives per state</p> <p>Drive content and discussion</p> <p>Nominate brokers to invite</p> <hr/> <p><b>Professional Development Days (two per state)</b></p> <p>Access to all</p> <p>Four delegates per state</p> <p>Opportunity to provide speaker or content</p> <p>Named coffee cart sponsor at one event</p> <p>Premium lender expo trade stand booth at the August PD Day</p> <hr/> <p><b>Lender Splendour (one per state)</b></p> <p>Access to all</p> <p>Four delegates per state</p> <p>Opportunity to provide speaker or content</p> <p>Premium lender expo trade stand booth</p> <hr/> <p><b>Networking Functions (monthly except Jan and Dec)</b></p> <p>Exclusive access to one series (five events)</p> <p>Four delegates per state</p> <p>Opportunity to present, provide speaker or content</p> <hr/> <p><b>Tactical Workshops (monthly)</b></p> <p>Live video stream</p> <p>N/A</p> <p>Opportunity to provide speaker or content</p> <p>Opportunity to expose your brand to over 6,000 non-members</p>			
<b>BRAND BENEFITS</b>	Two featured articles in Connective Newsletter	Two emails to database  Delegate list for events (upon request)	Partnership acknowledgement at all events  Monthly reports	Logo on Connective website  Logo on event sites and registration page

# Premium Partner

**\$275,000 + GST INVESTMENT**

Limited to five Connective Lender Panel Partners.

## Educate and build strong relationships with brokers

The Premium Partnership gives you access to all learning and education opportunities in the 2019 Connective Learning Program (excluding our Leadership Roundtable events). This partnership package provides valuable exposure to our brokers Australia-wide, from sole operators through to high performers and industry leaders. You will have the chance to educate and engage with all Connective brokers throughout 2019.



## PREMIUM PARTNER BENEFITS

	About	Attendees	Content	Other
<b>LEADERSHIP SUMMIT</b>	National	Two senior representatives	Network and learn with top performing brokers and business owners	Opportunity to nominate one broker to invite
	Invitation only			
<b>CONNECTIVE CONFERENCE</b>	State	Three delegates in each state including accommodation	Lender expo trade stand booth	Connective Excellence Awards Gala: presentation, naming rights and logo for one award
		Opportunity to purchase extra seats (subject to availability)	Option to participate in our Conference agenda	
			Opportunity to sponsor a keynote speaker or session	
<b>EDUCATION &amp; LEARNING EVENTS</b>	<b>Professional Development Days (two per state)</b>			
	Access to all	Three delegates per state	Lender expo trade stand booth at the August PD Day	
	<b>Lender Splendour (one per state)</b>			
	Access to all	Three delegates per state	Opportunity to present	
			Lender expo trade stand booth	
	<b>Networking Functions (monthly except Jan and Dec)</b>			
Exclusive access to one series (five events)	Three delegates per state	Opportunity to present, provide speaker or content		
<b>Tactical Workshops (monthly)</b>				
Live video stream	N/A	Opportunity to provide speaker or content	Opportunity to expose your brand to a further 6,000 non-members	
<b>BRAND BENEFITS</b>	One featured article in Connective Newsletter	One email to database	Partnership acknowledgement at all events	Logo on Connective website
		Delegate list for events (on request)	Monthly reports	Logo on event sites and registration page



# Major Partner

**\$150,000 + GST INVESTMENT**

Limited to six Connective Lender Panel Partners.

## Engage with brokers

Major Partnership provides multiple opportunities to meet face-to-face with brokers to build targeted relationships that support your business goals. You will gain excellent brand exposure at our State Conference, Professional Development Days, Lender Splendour Expo and at your own nationwide round of Networking Functions.

## MAJOR PARTNER BENEFITS

	About	Attendees	Content	Other
<b>CONNECTIVE CONFERENCE</b>	State	Two delegates in each state including accommodation	Lender expo trade stand booth	Includes Connective Excellence Awards Gala
		Opportunity to purchase extra seats (subject to availability)		
<b>EDUCATION &amp; LEARNING EVENTS</b>	<b>Professional Development Days (two per state)</b>			
	Access to all	Two delegates per state	Lender expo trade stand booth at the August PD Day	
	<b>Lender Splendour (one per state)</b>			
	Access to all	Two delegates per state	Opportunity to present	
			Lender expo trade stand booth	
	<b>Networking Functions (monthly except Jan and Dec)</b>			
Exclusive access to one series (five events)	Three delegates per state	Opportunity to present, provide speaker or content		
<b>BRAND BENEFITS</b>	Logo on event sites and registration page	Monthly reports	Partnership acknowledgement at all events	Logo on Connective website

# Key Partner

**\$75,000 + GST INVESTMENT**

Limited to 10 Connective Lender Panel Partners.

## Promote your brand

The Key Partnership provides excellent exposure and valuable opportunities to engage with Connective brokers. Promote your brand at all the best attended events in the Connective Learning program.



## KEY PARTNER BENEFITS

	About	Attendees	Content	Other
<b>CONNECTIVE CONFERENCE</b>	State	One delegate in each state including accommodation	Lender expo trade stand booth	Includes Connective Excellence Awards Gala
		Opportunity to purchase extra seats (until sold out)		
<b>EDUCATION &amp; LEARNING EVENTS</b>	<b>Professional Development Days (two per state)</b>			
	Access to all	Two delegates per state	Lender expo trade stand booth at the August PD Day	
	<b>Lender Splendour (one per state)</b>			
	Access to all	Two delegate per state	Lender expo trade stand booth	
<b>BRAND BENEFITS</b>	Logo on Connective website	Monthly reports		

# Support Partner

**\$25,000 + GST INVESTMENT**

Limited to non-lenders.

## Showcase your business

The Support Partnership is a package designed for our non-lender partners. If you are a service provider working with brokers, or simply expanding your business into the mortgage broking industry, you'll enjoy multiple opportunities to engage face-to-face with important industry players. Raise your business profile, educate our lender partners and members about your products and services, and build important relationships to help your business grow at our best attended events.



## SUPPORT PARTNER BENEFITS

	About	Attendees	Content	Other
<b>CONNECTIVE CONFERENCE</b>	State	One delegate in each state including accommodation	Lender expo trade stand booth	Includes Connective Excellence Awards Gala
		Opportunity to purchase extra seats (until sold out)		
	About	Attendees	Content	Other
<b>EDUCATION &amp; LEARNING EVENTS</b>	<b>Professional Development Days (two per state)</b>			
	Access to all	One delegate per state	Lender expo trade stand booth at the August PD Day	
	<b>Lender Splendour (one per state)</b>			
	Access to all	One delegate per state	Lender expo trade stand booth	
<b>BRAND BENEFITS</b>	Logo on Connective website			



# COMMERCIAL PARTNERSHIP OPPORTUNITIES 2019

Commercial lending is in a rapid growth phase amongst Connective brokers. This is a great opportunity to engage and educate brokers entering the commercial space as well as connect with established and leading brokers.

## Major Commercial Partner

**\$50,000 + GST INVESTMENT**

Limited to three Connective Lender Panel Partners.



## MAJOR COMMERCIAL PARTNER BENEFITS

	About	Attendees	Content	Other
<b>CONNECTIVE CONFERENCE</b>	State	Two delegates in each state including accommodation	Lender expo trade stand booth	Includes Connective Excellence Awards Gala
		Opportunity to purchase extra seats (until sold out)		

	About	Attendees	Content	Other
<b>EDUCATION &amp; LEARNING EVENTS</b>	<b>Professional Development Days (two per state)</b>			
	Access to all	Two delegates per state	Opportunity to provide speaker or content	
			Lender expo trade stand booth at the August PD Day	
	<b>Lender Splendour (one per state)</b>			
	Access to all	Two delegates per state	Opportunity to present	
			Lender expo trade stand booth	
	<b>Commercial &amp; Asset Finance Networking Functions (QLD/VIC/NSW – three times a year)</b>			
	Exclusive rights as a commercial lender to one series (three events)	Three delegates per state	Opportunity to present, provide speaker or content	
	<b>Connective Commercial &amp; Asset Finance Conference</b>			
	National	Three delegates including accommodation	Lender expo trade stand booth	Your logo on the Conference website, invitations and other marketing collateral
	Opportunity to purchase extra seats (until sold out)	Option to participate in our Conference agenda		
		Opportunity to sponsor a keynote speaker or session		

<b>BRAND BENEFITS</b>	Logo on event sites and registration page (for commercial events)	Monthly reports	Sponsorship acknowledgement at all commercial events	Logo on Connective website
		Delegate list for Commercial events (on request)		

# Key Commercial Partner

\$25,000 + GST INVESTMENT

Limited to five Connective Lender Panel Partners.



## KEY COMMERCIAL PARTNER BENEFITS

	About	Attendees	Content	Other
<b>CONNECTIVE CONFERENCE</b>	State	One delegate in each state including accommodation	Lender expo trade stand booth	Includes Connective Excellence Awards Gala
		Opportunity to purchase extra seats (until sold out)		
	About	Attendees	Content	Other
<b>EDUCATION &amp; LEARNING EVENTS</b>	<b>Professional Development Days (two per state)</b>			
	Access to all	One delegate per state	Lender expo trade stand booth at the August PD Day	
	<b>Lender Splendour (one per state)</b>			
	Access to all	One delegate per state	Lender expo trade stand booth	
	<b>Connective Commercial &amp; Asset Finance Conference</b>			
	National	Two delegates including accommodation	Lender expo trade stand booth	
		Opportunity to purchase extra seats (until sold out)		
<b>BRAND BENEFITS</b>	Logo on Connective website	Monthly reports		

# ASSET FINANCE PARTNERSHIP OPPORTUNITIES 2019

At Connective Asset Finance, settlements have grown 89% in the last 12 months. This growth is expected to continue over the next 12 months as we strive to be the Asset Finance Aggregator of choice for brokers and lenders alike.

For those specialising in the asset finance space, Connective Asset Finance provides unique flexibility for brokers to operate direct with lenders, via BOLT or by using a combination of both methods to save time and provide a faster service to customers. For those specialising in residential lending, our new BOLT processing platform has made it easy to provide asset finance to customers as a value-add to retain customers, generate more referrals and maximise the value of their database.

More and more brokers are taking up our Connective Asset Finance option every day. Engage and educate those who are starting to create a one-stop finance-shop for their customers, as well as reach and influence brokers who are already experts in this space.

## Major Asset Finance Partner

**\$50,000 + GST INVESTMENT**

Limited to three Connective Lender Panel Partners.



## MAJOR ASSET FINANCE PARTNER BENEFITS

	About	Attendees	Content	Other
<b>CONNECTIVE CONFERENCE</b>	State	Two delegates in each state including accommodation	Lender expo trade stand booth	Includes Connective Excellence Awards Gala
		Opportunity to purchase extra seats (until sold out)		

	About	Attendees	Content	Other
<b>EDUCATION &amp; LEARNING EVENTS</b>	<b>Professional Development Days (two per state)</b>			
	Access to all	Two delegates per state	Opportunity to provide speaker or content	
			Lender expo trade stand booth at the August PD Day	
	<b>Lender Splendour (one per state)</b>			
	Access to all	Two delegates per state	Opportunity to present	
			Lender expo trade stand booth	
	<b>Commercial &amp; Asset Finance Networking Functions (QLD/VIC/NSW—three times a year)</b>			
	Exclusive rights as an asset finance lender to one series (three events)	Three delegates per state	Opportunity to present, provide speaker or content	
	<b>Connective Commercial &amp; Asset Finance Conference</b>			
	National	Three delegates including accommodation	Lender expo trade stand booth	Your logo on the Conference website, invitations and other marketing collateral
	Opportunity to purchase extra seats (until sold out)	Option to participate in our Conference agenda		
		Opportunity to sponsor a keynote speaker or session		

	About	Attendees	Content	Other
<b>BRAND BENEFITS</b>	Logo on event sites and registration page (for asset finance events)	Monthly reports	Partnership acknowledgement at all asset finance events	Logo on Connective website
		Delegate list for asset finance events (on request)		

# Key Asset Finance Partner

\$25,000 + GST INVESTMENT

Limited to five Connective Lender Panel Partners.



## KEY ASSET FINANCE PARTNER BENEFITS

	About	Attendees	Content	Other
<b>CONNECTIVE CONFERENCE</b>	State	One delegate in each state including accommodation	Lender expo trade stand booth	Includes Connective Excellence Awards Gala
		Opportunity to purchase extra seats (until sold out)		
<b>EDUCATION &amp; LEARNING EVENTS</b>	<b>Professional Development Days (two per state)</b>			
	Access to all	One delegate per state	Lender expo trade stand booth at the August PD Day	
	<b>Lender Splendour (one per state)</b>			
	Access to all	One delegate per state	Lender expo trade stand booth	
	<b>Connective Commercial &amp; Asset Finance Conference</b>			
	National	Two delegates including accommodation	Lender expo trade stand booth	
		Opportunity to purchase extra seats (until sold out)		
<b>BRAND BENEFITS</b>	Logo on Connective website	Monthly reports		

# 2019 Connective Learning Partnership Comparison

## Key



One delegate



Accommodation included



Asset Finance or  
Commercial stream

Partnership Level:	Premium Plus Partner	Premium Partner	Major Partner	Key Partner	Support Partner	Major Commercial Partner	Key Commercial Partner	Major Asset Finance Partner	Key Asset Finance Partner	
Investment Level:	\$350,000	\$275,000	\$150,000	\$75,000	\$25,000	\$50,000	\$25,000	\$50,000	\$25,000	
Limited to:	2	5	6	10	Unlimited	3	5	3	5	
<b>EDUCATIONAL BENEFITS</b>										
<b>Leadership Summit (National)</b>	✓	✓								
Invitation only event	✓	✓								
Attendance for two delegates—includes flights	2 people icon	2 people icon								
Network and learn with top performing brokers and business owners	✓	✓								
Opportunity to nominate one broker to invite	✓	✓								
<b>Leadership Roundtable (State)</b>	One series (five events)									
Attendance	2 people icon									
Opportunity to drive discussion points or content	✓									
Opportunity to nominate brokers to invite	✓									
<b>Connective Conference (State)</b>	✓	✓	✓	✓	✓	✓	✓	✓	✓	
Attendance (per state)	4 people icon	3 people icon	2 people icon	1 person icon	1 person icon	2 people icon	1 person icon	2 people icon	1 person icon	
Opportunity to purchase extra seats (until sold out)	✓	✓	✓	✓	✓	✓	✓	✓	✓	
Lender expo trade show booth	✓	✓	✓	✓	✓	✓	✓	✓	✓	
Option to participate in our Conference agenda	✓	✓								
Your logo on the Conference website, invitations and other marketing collateral	✓	✓	✓	✓		✓		✓		
Opportunity to sponsor a keynote speaker or session	✓	✓								
Network with brokers and business owners	✓	✓	✓	✓	✓	✓	✓	✓	✓	
Connective Excellence Awards: presentation, naming and logo	✓	✓								
<b>Professional Development Days (two per State)</b>	✓	✓	✓	✓	✓	✓	✓	✓	✓	
Attendance (per state)	4 people icon	3 people icon	2 people icon	2 people icon	1 person icon	2 people icon	1 person icon	2 people icon	1 person icon	
Named coffee cart sponsor at one series	✓									
Opportunity to provide speaker or content	✓					✓*		✓*		
Lender expo trade stand booth at the August PD Day	✓	✓	✓	✓	✓	✓	✓	✓	✓	
<b>Lender Splendour (State)</b>	✓	✓	✓	✓	✓	✓	✓	✓	✓	
Attendance	4 people icon	3 people icon	2 people icon	2 people icon	1 person icon	2 people icon	1 person icon	2 people icon	1 person icon	
Opportunity to be named coffee cart sponsor (additional cost—pending availability)	✓	✓								
Opportunity to present	✓	✓	✓			✓		✓		
Lender expo trade stand booth	✓	✓	✓	✓	✓	✓	✓	✓	✓	
<b>Residential Networking Functions (State—monthly except Jan and Dec)</b>	One series (five events)									
Attendance (per state)	3 people icon	3 people icon	3 people icon							
Opportunity to provide speaker or content	✓	✓	✓							
<b>Connective Empower</b>	✓	✓								
Attendance (per state)	1 person icon	1 person icon								
Opportunity to provide speaker or content	✓	✓								
<b>Tactical Workshop Webinars</b>	✓	✓								
Opportunity to provide speaker or content	✓	✓								
<b>Commercial &amp; Asset Finance Networking Functions (QLD/VIC/NSW—three times a year)</b>							One series (three events)		One series (three events)	
Attendance (per state)						3 people icon		3 people icon		
Opportunity to provide speaker or content						✓		✓		
<b>Connective Commercial &amp; Asset Finance Conference (National)</b>										
Attendance						3 people icon	2 people icon	3 people icon	2 people icon	
Opportunity to purchase extra seats (until sold out)						✓	✓	✓	✓	
Lender expo trade stand booth						✓	✓	✓	✓	
Option to participate in our Conference agenda						✓		✓		
Your logo on the Conference website, invitations and other marketing collateral						✓		✓		
Network with brokers and business owners						✓	✓	✓	✓	
Opportunity to sponsor a keynote speaker or session						✓		✓		
<b>BRAND BENEFITS</b>										
Email to database	2	1				1		1		
Connective News	2 "Powered By" articles	1 "Powered By" article								
Sponsorship acknowledgement at all events	✓	✓	✓			Commercial events		Asset Finance events		
Logo on Connective website	✓	✓	✓	✓	✓	✓	✓	✓	✓	
Logo on event sites and registration page	✓	✓	✓	✓	✓	Commercial events		Asset Finance events		
Monthly reports	✓	✓	✓	✓		✓	✓	✓	✓	
Delegate lists for events—on request	✓	✓				Commercial events		Asset Finance events		





Empowering brokers to lead the  
positive transformation of our industry.

**To be part of Connective Learning 2019, get in touch today.**

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