



# 2021 West Valley Business Partnership Opportunities

At the West & SouthEast REALTORS® of the Valley (WeSERV), we like to think of our sponsors more like partners. We can rely on each other to achieve our goals and work together to increase visibility in the community.

Our partnership opportunities are designed to connect you to our member base of more than 23,000 individuals who rely on your services every day.

Being a WeSERV partner not only expands your business through branding, it also shows our members that you value their business and are willing to go the extra mile.

Your partnership with WeSERV is a year-long commitment during which we will promote your company as a Partner at our events and classes.

We offer sponsorship opportunities to fit every need and every budget.

We look forward to working with you!

Roger Nelson, CEO

For more information about

**Education Partnership**

and other education sponsorship opportunities,

please contact Education

at 623.889.3792 or

education@weserv.realtor

**by November 12, 2020.**

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To inquire more about

**Business Partnership**

and other sponsorship opportunities,

please contact Events

at 623.889.3781 or

events@weserv.realtor

**by January 21, 2021.**



**Send your Partnership Agreement to: Events (events@weserv.realtor)**

## About WeSERV & Affiliate Opportunities

The West & SouthEast REALTORS® of the Valley is the largest local REALTOR® association in Arizona and one of the largest trade associations across Arizona. Established in 2019, following the merger of the Southeast Valley Regional Association of REALTORS® and the West Maricopa Association of REALTORS®, WeSERV is a professional organization with a reputation for exceptional member service. For more than 72 years, WeSERV and its previous Associations have served as the Voice of Real Estate in Maricopa County. Our vision is to be One Premier Association.

WeSERV exists to support its members in concert with the Arizona Association of REALTORS® and the National Association of REALTORS®. We provide members with resources to achieve balance and success in their professional and personal lives.

Each year, REALTORS® participate in networking opportunities, education classes, government affairs and advocacy efforts, Association events, and committee meetings designed to effectively catapult them into the future of the ever-changing real estate industry. As an Affiliate, you gain the opportunity to broaden your competitive edge through networking, marketing, and Association involvement.

Earning Diamond Affiliate status by volunteering at events, serving on WeSERV councils, and sponsoring education classes and events, demonstrates the highest level of commitment to WeSERV members. As a Diamond Affiliate, you receive special recognition at sponsored events, the first choice of Affiliate event sponsorships, and the first choice of two (2) education class sponsorships at the education sponsorship meeting.

By becoming a Partner of WeSERV, you gain the opportunity to build preference, loyalty, and brand value. WeSERV becomes an extension of your marketing efforts with increased recognition at events and education classes, on our website, and in membership communications such as email and the *WeSERV Member Guide & Affiliate Directory*.

Your investment in WeSERV shows your commitment to WeSERV members as a sponsor, an Affiliate member, and as a Partner of WeSERV.

Your partnership makes a difference by providing vital support for our mission to provide members with services that lead to member prosperity.

Thank you for your dedication and loyalty to WeSERV. We look forward to your partnership and the opportunity to build a relationship with you as we work together to help our members advance in the real estate industry.

## Who We Represent

As of October 1, 2020

22,322	Primary REALTORS®
979	Secondary REALTORS®
1,203	Affiliate Members
3,091	Primary Offices
992	Secondary Offices

## Average Event Attendance

As of October 1, 2020

70	CE Classes
28	CE & Specialty Classes
15	Commercial Classes
26	Code of Ethics Classes
40	GRI Classes
19	Lunch & Learns (PDC)
50	Lunch & Learns (GAAC)
41	New Member Orientation & NAR Code of Ethics
14	Open for Business
400	Awards & YPN 40 Under 40 Luncheon
95	Golf Tournament
100	Installation Breakfast
550	West Valley REALTOR® Expo
180	Economic Forum
50	Coffee with a VIP
50	Visit with Our Legislators

Affiliate membership is for the term of one calendar year, with dues paid every January. For those joining midway through the year, dues discount July 1. New members pay a one-time application fee. Affiliate membership belongs to the joining individual, and is not transferable or refundable.

West & SouthEast REALTORS® of the Valley is a nonprofit 501(c)(6) organization supported by REALTOR® and Affiliate membership.



**Send your Partnership Agreement to: Events (events@weserv.realtor)**

## Premier Partner— \$4,500

### Membership

- One annual non-transferable Affiliate Membership  
(new affiliates pay additional application fee of \$50)

### WeC.A.R.E Bruce Sumner Memorial Golf Tournament

- Preferred choice of hole sponsorship (includes 4 lunch tickets)
- Foursome round of golf (includes 4 lunch tickets)

### President's Roundtable & Sales Awards Luncheon

- Reserved table with company name signage
- 10 admission tickets
- Listed in event program

### WeSERV REALTOR® Expo

- Preferred choice of Premium Booth (three tables) at REALTOR® Expo  
(electricity and Wi-Fi not included; cost is collected by the venue)
- Listed as a Partner on expo map directory

### Education Sponsorship—West Chapter Only

- Preferred choice of 7 education class sponsorships
- Name, company logo, and link to Member Directory contact page on sponsored class webpages, listed as a Partner
- Opportunity to speak at beginning of each sponsored class to market your company/product

### Room Rental—West Chapter Only

- 3 half-day room rentals with room set-up fee for each

### Communications & Publications

- Listed as a Premier Partner in the Member Directory on weserv.realtor with contact information
- 6 email promotions in general membership email

### Recognition at Classes and/or Events

- Recognition with name and company in event invitation email for WeC.A.R.E. Bruce Sumner Memorial Golf Tournament, President's Roundtable & Sales Awards Luncheon, & WeSERV REALTOR® Expo
- Recognition on event webpage, or linked PDF and listed as a Premier Partner
- Verbal recognition as a Premier Partner at event
- Partner banner displayed at event; listed as a Premier Partner
- Recognition in President's Roundtable & Sales Awards slide show presentation during event with logo and name
- Recognition as a Premier Partner on Education Banner and in emails.

#### NOTICE

\*Event and class days are subject to change

\*You must be a member in good standing for sponsorship to be valid

\*No refunds will be issued unless an event or class is canceled by WeSERV

## 1. SPONSORSHIP

### Please initial:

\_\_\_\_ Sponsorship varies per chapter. All Diamond Affiliates will receive an opportunity to sign up for event sponsorship 2 weeks prior to the general affiliate release. For the West Valley, class sponsorship will be done at Class Picking Day on December 2. Diamond Affiliates will get to pick 3 classes ahead of time. In the SouthEast Valley, classes are released 2 months at a time. Certain classes are reserved for a lead Diamond Affiliate. For the Pinal Chapter, Affiliates who sponsor classes will be contacted regarding their class sponsorship options.

## 2. RESPONSIBLE PARTY

### Select one:

\_\_\_\_ By signing below, I certify that I **am paying personally** for this Premier Sponsorship Package and I will not be reimbursed by my company. In the event I change companies during the year, my sponsorships will remain with me.

\_\_\_\_ By signing below, I acknowledge that **my company is paying** for this Premier Sponsorship Package and that if my employment/affiliation with this company ceases during 2021, these sponsorships will remain with the company. However, my affiliate Membership will remain in my name. **(It's important that you notify the approving company that WeSERV membership remains with you and they can continue the sponsorship with a new representative that joins WeSERV.)**

## 3. PAYMENT

Total amount of Partner Package \$ \_\_\_\_\_

Total amount added to Partner Package \$ \_\_\_\_\_

Total amount due \$ \_\_\_\_\_

### Select one:

\_\_\_\_ I have included my complete payment amount of \$ \_\_\_\_\_.

\_\_\_\_ Send me an invoice for payment.

\_\_\_\_ I would like to make 6 consecutive monthly credit card payments. A 5% service fee will be added to your total.

Please charge my card on December \_\_\_\_, 2020 OR January \_\_\_\_, 2021.

**Note:** For additional payment plan options, please contact events@weserv.realtor. We do not accept cash or check installments. No refunds will be issued unless cancellations are made by WeSERV and there isn't a mutually agreed upon comparable substitution. Diamond Affiliates will receive a 5% discount.

## 4. PRIMARY AFFILIATE INFORMATION

Please complete the section below with  
the most up to date information

Full Name: \_\_\_\_\_

Company: \_\_\_\_\_

Primary Phone Number: \_\_\_\_\_

Primary Email: \_\_\_\_\_

Supervisor's Name: \_\_\_\_\_

Supervisor's Phone Number: \_\_\_\_\_

Are you a Diamond Affiliate (Please Circle): Yes / No

Signature \_\_\_\_\_ Date \_\_\_\_\_

Primary Affiliate Name for this agreement \_\_\_\_\_

## Professional Partner— \$2,400

### Membership

- One annual non-transferable Affiliate Membership  
(new affiliates pay additional application fee of \$50)

### WeC.A.R.E. Bruce Sumner Memorial Golf Tournament

- Preferred choice of hole sponsorship
- 2 lunch tickets

### President's Roundtable & Sales Awards Luncheon

- 4 admission tickets
- Listed in event program

### WeSERV REALTOR® Expo

- Preferred choice of Booth (two tables) at REALTOR® Expo (electricity and Wi-Fi not included; cost is collected by the venue)
- Listed as a Partner on expo map directory

### Education Sponsorship—West Chapter Only

- Preferred choice of 4 education class sponsorships
- Name, company logo, and link to Member Directory contact page on sponsored class webpages, listed as a Partner
- Opportunity to speak at beginning of each sponsored class to market your company/product'

### Room Rental—West Chapter Only

- 1 half-day room rental with room set-up fee

### Communications & Publications

- Listed as a Professional Partner in the Member Directory on weserv.realtor with contact information
- 3 email promotions in general membership email

### Recognition at Classes and/or Events

- Recognition with name and company in event invitation email for WeC.A.R.E. Bruce Sumner Memorial Golf Tournament, President's Roundtable & Sales Awards Luncheon, & WeSERV REALTOR® Expo
- Recognition on event webpage, or linked PDF and listed as a Professional Partner
- Verbal recognition as a Professional Partner at event
- Partner banner displayed at event; listed as a Professional Partner
- Recognition in President's Roundtable & Sales Awards slide show presentation during event with logo and name
- Recognition as an Professional Partner on Education Banner and in emails.

#### NOTICE

**\*Event and class days are subject to change**

**\*You must be a member in good standing for sponsorship to be valid**

**\*No refunds will be issued unless an event or class is canceled by WeSERV**

### 1. SPONSORSHIP

#### Please initial:

\_\_\_\_ Sponsorship varies per chapter. All Diamond Affiliates will receive an opportunity to sign up for event sponsorship 2 weeks prior to the general affiliate release. For the West Valley, class sponsorship will be done at Class Picking Day on December 2. Diamond Affiliates will get to pick 3 classes ahead of time. In the SouthEast Valley, classes are released 2 months at a time. Certain classes are reserved for a lead Diamond Affiliate. For the Pinal Chapter, Affiliates who sponsor classes will be contacted regarding their class sponsorship options.

### 2. RESPONSIBLE PARTY

#### Select one:

\_\_\_\_ By signing below, I certify that **I am paying personally** for this Professional Sponsorship Package and I will not be reimbursed by my company. In the event I change companies during the year, my sponsorships will remain with me.

\_\_\_\_ By signing below, I acknowledge that **my company is paying** for this Professional Sponsorship Package and that if my employment/affiliation with this company ceases during 2021, these sponsorships will remain with the company. However, my affiliate Membership will remain in my name. **(It's important that you notify the approving company that WeSERV membership remains with you and they can continue the sponsorship with a new representative that joins WeSERV.)**

### 3. PAYMENT

Total amount of Partner Package \$ \_\_\_\_\_

Total amount added to Partner Package \$ \_\_\_\_\_

Total amount due \$ \_\_\_\_\_

#### Select one:

\_\_\_\_ I have included my complete payment amount of \$ \_\_\_\_\_.

\_\_\_\_ Send me an invoice for payment.

\_\_\_\_ I would like to make 6 consecutive monthly credit card payments. A 5% service fee will be added to your total.

Please charge my card on December \_\_\_\_, 2020 OR January \_\_\_\_, 2021.

**Note:** For additional payment plan options, please contact events@weserv.realtor. We do not accept cash or check installments. No refunds will be issued unless cancellations are made by WeSERV and there isn't a mutually agreed upon comparable substitution. Diamond Affiliates will receive a 5% discount.

### 4. PRIMARY AFFILIATE INFORMATION

Please complete the section below with the most up to date information

Full Name: \_\_\_\_\_

Company: \_\_\_\_\_

Primary Phone Number: \_\_\_\_\_

Primary Email: \_\_\_\_\_

Supervisor's Name: \_\_\_\_\_

Supervisor's Phone Number: \_\_\_\_\_

Are you a Diamond Affiliate (Please Circle): Yes / No

Signature \_\_\_\_\_ Date \_\_\_\_\_

Primary Affiliate Name for this agreement \_\_\_\_\_

## Principal Partner— \$1,800

### Membership

- One annual non-transferable Affiliate Membership  
(new affiliates pay additional application fee of \$50)

### WeC.A.R.E. Bruce Sumner Memorial Golf Tournament

- Preferred choice of hole sponsorship
- 3 lunch tickets

### President's Roundtable & Sales Awards Luncheon

- 2 admission tickets
- Listed in event program

### WeSERV REALTOR® Expo

- Preferred choice of Booth (two tables) at REALTOR® Expo  
(electricity and Wi-Fi not included; cost is collected by the venue)
- Listed as a Partner on expo map directory

### Communications & Publications

- Listed as a Principal Partner in the Member Directory on weserv.realtor with contact information
- 5 email promotions in general membership email

### Recognition at Events

- Recognition with name and company in event invitation email for WeC.A.R.E. Bruce Sumner Memorial Golf Tournament, President's Roundtable & Sales Awards Luncheon, & WeSERV REALTOR® Expo
- Recognition on event webpage, or linked PDF and listed as a Principal Partner
- Verbal recognition as a Principal Partner at event
- Partner banner displayed at event; listed as a Principal Partner
- Recognition in President's Roundtable & Sales Awards slide show presentation during event with logo and name

### NOTICE

\*Event and class days are subject to change

\*You must be a member in good standing for sponsorship to be valid

\*No refunds will be issued unless an event or class is canceled by WeSERV

## 1. SPONSORSHIP

### Please initial:

\_\_\_\_ Sponsorship varies per chapter. All Diamond Affiliates will receive an opportunity to sign up for event sponsorship 2 weeks prior to the general affiliate release. For the West Valley, class sponsorship will be done at Class Picking Day on December 2. Diamond Affiliates will get to pick 3 classes ahead of time. In the SouthEast Valley, classes are released 2 months at a time. Certain classes are reserved for a lead Diamond Affiliate. For the Pinal Chapter, Affiliates who sponsor classes will be contacted regarding their class sponsorship options.

## 2. RESPONSIBLE PARTY

### Select one:

\_\_\_\_ By signing below, I certify that I am paying personally for this Principal Sponsorship Package and I will not be reimbursed by my company. In the event I change companies during the year, my sponsorships will remain with me.

\_\_\_\_ By signing below, I acknowledge that my company is paying for this Principal Sponsorship Package and that if my employment/affiliation with this company ceases during 2021, these sponsorships will remain with the company. However, my affiliate Membership will remain in my name. **(It's important that you notify the approving company that WeSERV membership remains with you and they can continue the sponsorship with a new representative that joins WeSERV.)**

## 3. PAYMENT

Total amount of Partner Package \$ \_\_\_\_\_

Total amount added to Partner Package \$ \_\_\_\_\_

Total amount due \$ \_\_\_\_\_

### Select one:

\_\_\_\_ I have included my complete payment amount of \$ \_\_\_\_\_.

\_\_\_\_ Send me an invoice for payment.

\_\_\_\_ I would like to make 6 consecutive monthly credit card payments. A 5% service fee will be added to your total.

Please charge my card on December \_\_\_\_, 2020 OR January \_\_\_\_, 2021.

**Note:** For additional payment plan options, please contact events@weserv.realtor. We do not accept cash or check installments. No refunds will be issued unless cancellations are made by WeSERV and there isn't a mutually agreed upon comparable substitution. Diamond Affiliates will receive a 5% discount.

## 4. PRIMARY AFFILIATE INFORMATION

Please complete the section below with the most up to date information

Full Name: \_\_\_\_\_

Company: \_\_\_\_\_

Primary Phone Number: \_\_\_\_\_

Primary Email: \_\_\_\_\_

Supervisor's Name: \_\_\_\_\_

Supervisor's Phone Number: \_\_\_\_\_

Are you a Diamond Affiliate (Please Circle): Yes / No

Signature \_\_\_\_\_ Date \_\_\_\_\_

Primary Affiliate Name for this agreement \_\_\_\_\_

## Ruby Education Partner— \$4,000

### Membership

- One annual non-transferable Affiliate Membership  
**(new affiliates pay additional application fee of \$50)**

### Education Sponsorship—West Chapter Only

- Preferred choice of 15 education class sponsorships
- Name, company logo, and link to Member Directory contact page on sponsored class webpages, listed as a Ruby Education Partner
- Opportunity to speak at beginning of each sponsored class to market your company/product

### WeSERV REALTOR® Expo

- Preferred choice of Booth (two tables) at REALTOR® Expo (electricity and Wi-Fi not included; cost is collected by the venue)
- Listed as a Partner on expo map directory

### Room Rental—West Chapter Only

- 4 half-day room rentals with room set-up fee for each

### Communications & Publications

- Listed as a Ruby Education Partner in the Member Directory on weserv.realtor with contact information
- 4 email promotions in general membership email

### Recognition at Classes and/or Events

- Recognition as a Ruby Education Partner on Education Banner and in emails.
- Partner banner displayed at WeSERV REALTOR® Expo event; listed as a Ruby Education Partner

### NOTICE

**\*Event and class days are subject to change**

**\*You must be a member in good standing for sponsorship to be valid**

**\*No refunds will be issued unless an event or class is canceled by WeSERV**

## 1. SPONSORSHIP

### Please initial:

\_\_\_\_ Sponsorship varies per chapter. All Diamond Affiliates will receive an opportunity to sign up for event sponsorship 2 weeks prior to the general affiliate release. For the West Valley, class sponsorship will be done at Class Picking Day on December 2. Diamond Affiliates will get to pick 3 classes ahead of time. In the SouthEast Valley, classes are released 2 months at a time. Certain classes are reserved for a lead Diamond Affiliate. For the Pinal Chapter, Affiliates who sponsor classes will be contacted regarding their class sponsorship options.

## 2. RESPONSIBLE PARTY

### Select one:

\_\_\_\_ By signing below, I certify that **I am paying personally** for this Ruby Edu. Sponsorship Package and I will not be reimbursed by my company. In the event I change companies during the year, my sponsorships will remain with me.

\_\_\_\_ By signing below, I acknowledge that **my company is paying** for this Ruby Edu. Sponsorship Package and that if my employment/affiliation with this company ceases during 2021, these sponsorships will remain with the company. However, my affiliate Membership will remain in my name. **(It's important that you notify the approving company that WeSERV membership remains with you and they can continue the sponsorship with a new representative that joins WeSERV.)**

## 3. PAYMENT

Total amount of Partner Package \$ \_\_\_\_\_

Total amount added to Partner Package \$ \_\_\_\_\_

Total amount due \$ \_\_\_\_\_

### Select one:

\_\_\_\_ I have included my complete payment amount of \$ \_\_\_\_\_.

\_\_\_\_ Send me an invoice for payment.

\_\_\_\_ I would like to make 6 consecutive monthly credit card payments. A 5% service fee will be added to your total.

Please charge my card on December \_\_\_\_, 2020 OR January \_\_\_\_, 2021.

**Note:** For additional payment plan options, please contact events@weserv.realtor. We do not accept cash or check installments. No refunds will be issued unless cancellations are made by WeSERV and there isn't a mutually agreed upon comparable substitution. Diamond Affiliates will receive a 5% discount.

## 4. PRIMARY AFFILIATE INFORMATION

Please complete the section below with the most up to date information

Full Name: \_\_\_\_\_

Company: \_\_\_\_\_

Primary Phone Number: \_\_\_\_\_

Primary Email: \_\_\_\_\_

Supervisor's Name: \_\_\_\_\_

Supervisor's Phone Number: \_\_\_\_\_

Are you a Diamond Affiliate (Please Circle): Yes / No

Signature \_\_\_\_\_ Date \_\_\_\_\_

Primary Affiliate Name for this agreement \_\_\_\_\_

## Sapphire Education Partner- \$3,000

### Membership

- One annual non-transferable Affiliate Membership  
**(new affiliates pay additional application fee of \$50)**

### Education Sponsorship—West Chapter Only

- Preferred choice of 10 education class sponsorships
- Name, company logo, and link to Member Directory contact page on sponsored class webpages; listed as a Sapphire Education Partner
- Opportunity to speak at beginning of each sponsored class to market your company/product

### WeSERV REALTOR® Expo

- Preferred choice of Booth (two tables) at REALTOR® Expo (electricity and Wi-Fi not included; cost is collected by the venue)
- Listed as a Partner on expo map directory

### Room Rental—West Chapter Only

- 2 half-day room rental with room set-up fee for each

### Communications & Publications

- Listed as a Sapphire Education Partner in the Member Directory on weserv.realtor with contact information
- 5 email promotions in general membership email

### Recognition at Classes and/or Events

- Recognition as a Sapphire Education Partner on Education Banner and in emails
- Partner banner displayed at WeSERV REALTOR® Expo event; listed as a Sapphire Education Partner

### NOTICE

**\*Event and class days are subject to change**

**\*You must be a member in good standing for sponsorship to be valid**

**\*No refunds will be issued unless an event or class is canceled by**

**WeSERV**

### 1. SPONSORSHIP

#### Please initial:

\_\_\_\_ Sponsorship varies per chapter. All Diamond Affiliates will receive an opportunity to sign up for event sponsorship 2 weeks prior to the general affiliate release. For the West Valley, class sponsorship will be done at Class Picking Day on December 2. Diamond Affiliates will get to pick 3 classes ahead of time. In the SouthEast Valley, classes are released 2 months at a time. Certain classes are reserved for a lead Diamond Affiliate. For the Pinal Chapter, Affiliates who sponsor classes will be contacted regarding their class sponsorship options.

### 2. RESPONSIBLE PARTY

#### Select one:

\_\_\_\_ By signing below, I certify that **I am paying personally** for this Sapphire Edu. Sponsorship Package and I will not be reimbursed by my company. In the event I change companies during the year, my sponsorships will remain with me.

\_\_\_\_ By signing below, I acknowledge that **my company is paying** for this Sapphire Edu. Sponsorship Package and that if my employment/affiliation with this company ceases during 2021, these sponsorships will remain with the company. However, my affiliate Membership will remain in my name. **(It's important that you notify the approving company that WeSERV membership remains with you and they can continue the sponsorship with a new representative that joins WeSERV.)**

### 3. PAYMENT

Total amount of Partner Package \$ \_\_\_\_\_

Total amount added to Partner Package \$ \_\_\_\_\_

Total amount due \$ \_\_\_\_\_

#### Select one:

\_\_\_\_ I have included my complete payment amount of \$ \_\_\_\_\_.

\_\_\_\_ Send me an invoice for payment.

\_\_\_\_ I would like to make 6 consecutive monthly credit card payments. A 5% service fee will be added to your total.

Please charge my card on December \_\_\_\_, 2020 OR January \_\_\_\_, 2021.

**Note:** For additional payment plan options, please contact events@weserv.realtor. We do not accept cash or check installments. No refunds will be issued unless cancellations are made by WeSERV and there isn't a mutually agreed upon comparable substitution. Diamond Affiliates will receive a 5% discount.

### 4. PRIMARY AFFILIATE INFORMATION

Please complete the section below with the most up to date information

Full Name: \_\_\_\_\_

Company: \_\_\_\_\_

Primary Phone Number: \_\_\_\_\_

Primary Email: \_\_\_\_\_

Supervisor's Name: \_\_\_\_\_

Supervisor's Phone Number: \_\_\_\_\_

Are you a Diamond Affiliate (Please Circle): Yes / No

Signature \_\_\_\_\_ Date \_\_\_\_\_

Primary Affiliate Name for this agreement \_\_\_\_\_

# 2021 Partnership Opportunities

## Deluxe Education Partner — \$7,000

### Membership

- One annual non-transferable Affiliate Membership  
**(new affiliates pay additional application fee of \$50)**

### Education Sponsorship—West Chapter Only

- Preferred choice of 30 education class sponsorships
- Name, company logo, and link to Member Directory contact page on sponsored class webpages; listed as a Deluxe Education Partner
- Opportunity to speak at beginning of each sponsored class to market your company/product

### WeSERV REALTOR® Expo

- Preferred choice of Premium Booth (three tables) at REALTOR® Expo  
(electricity and Wi-Fi not included; cost is collected by the venue)
- Listed as a Partner on expo map directory

### Room Rental—West Chapter Only

- 6 half-day room rental with room set-up fee for each

### Communications & Publications

- Listed as a Deluxe Education Partner in the Member Directory on weserv.realtor with contact information
- 6 email promotions in general membership email

### Recognition at Classes and/or Events

- Recognition as a Deluxe Education Partner on Education Banner and in emails
- Partner banner displayed at WeSERV REALTOR® Expo event; listed as a Deluxe Education Partner

NOTICE

### 1. SPONSORSHIP

#### Please initial:

\_\_\_\_ Sponsorship varies per chapter. All Diamond Affiliates will receive an opportunity to sign up for event sponsorship 2 weeks prior to the general affiliate release. For the West Valley, class sponsorship will be done at Class Picking Day on December 2. Diamond Affiliates will get to pick 3 classes ahead of time. In the SouthEast Valley, classes are released 2 months at a time. Certain classes are reserved for a lead Diamond Affiliate. For the Pinal Chapter, Affiliates who sponsor classes will be contacted regarding their class sponsorship options.

### 2. RESPONSIBLE PARTY

#### Select one:

\_\_\_\_ By signing below, I certify that **I am paying personally** for this Deluxe Edu. Sponsorship Package and I will not be reimbursed by my company. In the event I change companies during the year, my sponsorships will remain with me.

\_\_\_\_ By signing below, I acknowledge that **my company is paying** for this Deluxe Edu. Sponsorship Package and that if my employment/affiliation with this company ceases during 2021, these sponsorships will remain with the company. However, my affiliate Membership will remain in my name. **(It's important that you notify the approving company that WeSERV membership remains with you and they can continue the sponsorship with a new representative that joins WeSERV.)**

### 3. PAYMENT

Total amount of Partner Package \$ \_\_\_\_\_

Total amount added to Partner Package \$ \_\_\_\_\_

Total amount due \$ \_\_\_\_\_

#### Select one:

\_\_\_\_ I have included my complete payment amount of \$ \_\_\_\_\_.

\_\_\_\_ Send me an invoice for payment.

\_\_\_\_ I would like to make 6 consecutive monthly credit card payments. A 5% service fee will be added to your total.

Please charge my card on December \_\_\_\_, 2020 OR January \_\_\_\_, 2021.

**Note:** For additional payment plan options, please contact events@weserv.realtor. We do not accept cash or check installments. No refunds will be issued unless cancellations are made by WeSERV and there isn't a mutually agreed upon comparable substitution. Diamond Affiliates will receive a 5% discount.

### 4. PRIMARY AFFILIATE INFORMATION

Please complete the section below with  
the most up to date information

Full Name: \_\_\_\_\_

Company: \_\_\_\_\_

Primary Phone Number: \_\_\_\_\_

Primary Email: \_\_\_\_\_

Supervisor's Name: \_\_\_\_\_

Supervisor's Phone Number: \_\_\_\_\_

Are you a Diamond Affiliate (Please Circle): Yes / No

Signature \_\_\_\_\_ Date \_\_\_\_\_

Primary Affiliate Name for this agreement \_\_\_\_\_



# 2021 Partnership Opportunities

## Supreme Education Partner — \$11,000

### Membership

- One annual non-transferable Affiliate Membership  
(new affiliates pay additional application fee of \$50)

### Education Sponsorship—West Chapter Only

- Preferred choice of 50 education class sponsorships
- Name, company logo, and link to Member Directory contact page on sponsored class webpages; listed as a Supreme Education Partner
- Opportunity to speak at beginning of each sponsored class to market your company/product

### WeSERV REALTOR® Expo

- Preferred choice of Premium Booth (three tables) at REALTOR® Expo  
(electricity and Wi-Fi not included; cost is collected by the venue)
- Listed as a Partner on expo map directory

### Room Rental—West Chapter Only

- 10 half-day room rental with room set-up fee for each

### Communications & Publications

- Listed as a Supreme Education Partner in the Member Directory on weserv.realtor with contact information
- 10 email promotions in general membership email

### Recognition at Classes and/or Events

- Recognition as a Supreme Education Partner on Education Banner and in emails
- Partner banner displayed at WeSERV REALTOR® Expo event; listed as a Deluxe Education Partner

NOTICE

### 1. SPONSORSHIP

#### Please initial:

\_\_\_\_ Sponsorship varies per chapter. All Diamond Affiliates will receive an opportunity to sign up for event sponsorship 2 weeks prior to the general affiliate release. For the West Valley, class sponsorship will be done at Class Picking Day on December 2. Diamond Affiliates will get to pick 3 classes ahead of time. In the SouthEast Valley, classes are released 2 months at a time. Certain classes are reserved for a lead Diamond Affiliate. For the Pinal Chapter, Affiliates who sponsor classes will be contacted regarding their class sponsorship options.

### 2. RESPONSIBLE PARTY

#### Select one:

\_\_\_\_ By signing below, I certify that **I am paying personally** for this Supreme Edu. Sponsorship Package and I will not be reimbursed by my company. In the event I change companies during the year, my sponsorships will remain with me.

\_\_\_\_ By signing below, I acknowledge that **my company is paying** for this Supreme Edu. Sponsorship Package and that if my employment/affiliation with this company ceases during 2021, these sponsorships will remain with the company. However, my affiliate Membership will remain in my name. **(It's important that you notify the approving company that WeSERV membership remains with you and they can continue the sponsorship with a new representative that joins WeSERV.)**

### 3. PAYMENT

Total amount of Partner Package \$ \_\_\_\_\_

Total amount added to Partner Package \$ \_\_\_\_\_

Total amount due \$ \_\_\_\_\_

#### Select one:

\_\_\_\_ I have included my complete payment amount of \$ \_\_\_\_\_.

\_\_\_\_ Send me an invoice for payment.

\_\_\_\_ I would like to make 6 consecutive monthly credit card payments. A 5% service fee will be added to your total.

Please charge my card on December \_\_\_\_, 2020 OR January \_\_\_\_, 2021.

**Note:** For additional payment plan options, please contact events@weserv.realtor. We do not accept cash or check installments. No refunds will be issued unless cancellations are made by WeSERV and there isn't a mutually agreed upon comparable substitution. Diamond Affiliates will receive a 5% discount.

### 4. PRIMARY AFFILIATE INFORMATION

Please complete the section below with the most up to date information

Full Name: \_\_\_\_\_

Company: \_\_\_\_\_

Primary Phone Number: \_\_\_\_\_

Primary Email: \_\_\_\_\_

Supervisor's Name: \_\_\_\_\_

Supervisor's Phone Number: \_\_\_\_\_

Are you a Diamond Affiliate (Please Circle): Yes / No

Signature \_\_\_\_\_ Date \_\_\_\_\_

Primary Affiliate Name for this agreement \_\_\_\_\_

## Champion Partner — \$6,000

### Membership

- One annual non-transferable Affiliate Membership  
**(new affiliates pay additional application fee of \$50)**

### Communications & Publications

- Listed as a Champion Partner in the Member Directory on weserv.realtor with contact information
- 6 email promotions in general membership email

### SouthEast Valley Membership Picnic

- Preferred choice of table sponsorship

### WeSERV REALTOR® Expo

- Preferred choice of Premium Booth (three tables) at REALTOR® Expo (electricity and Wi-Fi not included; cost is collected by the venue)
- Listed as a Partner on expo map directory

### WeC.A.R.E. Bruce Sumner Memorial Golf Tournament

- Preferred choice of hole sponsorship
- 3 lunch tickets

### Room Rental—SouthEast Chapter Only

- 1 3-Hour half Avion Ballroom room rentals

### Room Rental—West Chapter Only

- 1 half-day room rental with room set-up fee for each

### Education Sponsorship—West Chapter

- Preferred choice of 10 West Valley education class sponsorships
- Name, company logo, and link to Member Directory contact page on sponsored class webpages, listed as a Champion Partner
- Opportunity to speak at beginning of each sponsored class to market your company/product

### Education Sponsorship—SouthEast Chapter

- Preferred choice of 10 SouthEast Valley education sponsorships
- Name, company logo, and link to Member Directory contact page on sponsored class webpages, listed as a Champion Partner
- Opportunity to speak at beginning of each sponsored class to market your company/product

### Recognition at Classes and/or Events

- Recognition with name and company in event invitation email for Southeast Valley Membership Picnic, WeC.A.R.E.. Golf Tournament, and WeSERV REALTOR® Expo
- Recognition on event webpage, or linked PDF and listed as a Champion Partner
- Verbal recognition as a Champion Partner at event
- Partner banner displayed at event; listed as a Champion Partner
- Recognition as an Champion Partner on Education Banner and in emails.

#### NOTICE

**\*Event and class days are subject to change**

**\*You must be a member in good standing for sponsorship to be valid**

**\*No refunds will be issued unless an event or class is canceled by WeSERV**

## 1. SPONSORSHIP

### Please initial:

\_\_\_\_ Sponsorship varies per chapter. All Diamond Affiliates will receive an opportunity to sign up for event sponsorship 2 weeks prior to the general affiliate release. For the West Valley, class sponsorship will be done at Class Picking Day on December 2. Diamond Affiliates will get to pick 3 classes ahead of time. In the SouthEast Valley, classes are released 2 months at a time. Certain classes are reserved for a lead Diamond Affiliate. For the Pinal Chapter, Affiliates who sponsor classes will be contacted regarding their class sponsorship options.

## 2. RESPONSIBLE PARTY

### Select one:

\_\_\_\_ By signing below, I certify that **I am paying personally** for this Champion Sponsorship Package and I will not be reimbursed by my company. In the event I change companies during the year, my sponsorships will remain with me.

\_\_\_\_ By signing below, I acknowledge that **my company is paying** for this Champion Sponsorship Package and that if my employment/affiliation with this company ceases during 2021, these sponsorships will remain with the company. However, my affiliate Membership will remain in my name. **(It's important that you notify the approving company that WeSERV membership remains with you and they can continue the sponsorship with a new representative that joins WeSERV.)**

## 3. PAYMENT

Total amount of Partner Package \$ \_\_\_\_\_

Total amount added to Partner Package \$ \_\_\_\_\_

Total amount due \$ \_\_\_\_\_

### Select one:

\_\_\_\_ I have included my complete payment amount of \$ \_\_\_\_\_.

\_\_\_\_ Send me an invoice for payment.

\_\_\_\_ I would like to make 6 consecutive monthly credit card payments. A 5% service fee will be added to your total.

Please charge my card on December \_\_\_\_, 2020 OR January \_\_\_\_, 2021.

**Note:** For additional payment plan options, please contact events@weserv.realtor. We do not accept cash or check installments. No refunds will be issued unless cancellations are made by WeSERV and there isn't a mutually agreed upon comparable substitution. Diamond Affiliates will receive a 5% discount.

## 4. PRIMARY AFFILIATE INFORMATION

Please complete the section below with  
the most up to date information

Full Name: \_\_\_\_\_

Company: \_\_\_\_\_

Primary Phone Number: \_\_\_\_\_

Primary Email: \_\_\_\_\_

Supervisor's Name: \_\_\_\_\_

Supervisor's Phone Number: \_\_\_\_\_

Are you a Diamond Affiliate (Please Circle): Yes / No

Signature \_\_\_\_\_ Date \_\_\_\_\_

Primary Affiliate Name for this agreement \_\_\_\_\_

# 2021 Partnership Add ons

## Partner Add-ons

Education related Partnership agreements due by November 12, 2020  
All Partnership agreements due by January 21, 2021

### All Chapter Add-ons

<b>Communication Sponsorships</b>	
___ Add Email Promotions (each)	\$ 70.00
<b>Dodd's School of Real Estate</b>	
___ Add Online School Sponsor (monthly)	\$ 200.00

### SouthEast Valley Chapter Add-Ons

<b>YPN Events</b>	
___ Add 40 Under 40 Panelist Event Sponsor	\$ 100.00
___ Add Community Service Event Sponsor	\$ 200.00
___ Add Kick Off Event Sponsor	\$ 200.00
___ Add Promotional Sponsor	\$ 250.00
___ Add 40 Under 40 Awards Silver Sponsor	\$ 500.00
___ Add 40 Under 40 Awards Gold Sponsor	\$ 750.00
___ Add 40 Under 40 Awards Platinum Sponsor	\$1,000.00
<b>Blood Drive &amp; Shred-a-thon Sponsor</b>	
___ Add Event Sponsor	\$ 200.00
<b>WeSERV SouthEast Member Picnic</b>	
___ Add Corn Hole Tournament (must run tournament)	\$ FREE
___ Add Table Sponsor (7 <del>10</del> available)	\$ 50.00
___ Add Food Sponsor (1 <del>3</del> available)	\$ 100.00
___ Add Face Painting (2 available)	\$ 100.00
___ Add Cotton Candy (1 available)	\$ 100.00
___ Add Sno-Cone (1 available)	\$ 100.00
___ Add Selfie Station (1 available)	\$ 100.00
___ Add Dog Training (1 available)	\$ 125.00
___ Add Baseball Pitch (1 available)	\$ 125.00
___ Add Water to Beer Sponsor (3 available)	\$ 125.00
___ Add Game Truck (3 available))	\$ 125.00
___ Add Puffing Green (2 available)	\$ 125.00
___ Add Giant Slide (1 available)	\$ 150.00
___ Add Bag Sponsor (1 available; must provide bags)	\$ 150.00
___ Add Rock Wall (3 available)	\$ 150.00
___ Add Petting Zoo (1 available)	\$ 250.00
___ Add Bounce House (1 available)	\$ 250.00
___ Add Beer ONLY (3 available)	\$ 250.00
<b>After Hour Networking Events</b>	
___ Add Sponsorship (each; 1 per industry)	\$ 60.00
<b>WeSERV SouthEast Valley Expo</b>	
___ Add Standard Booth	\$ 250.00
___ Add Premium Booth	\$ 450.00
<b>WeSERV SouthEast Valley Car Show</b>	
___ Add Car registration	\$ 20.00
___ Add Trophy Sponsor (25 <del>28</del> available)	\$ 50.00
___ Add Food Truck Registration	\$ 75.00
___ Add Vendor registration	\$ 100.00
___ Add Dash Plaque Sponsor	\$ 250.00
___ Add Shirt Sponsor	\$1,000.00
___ Add Major Sponsor	\$1,500.00
<b>Education Opportunities—SouthEast Chapter Only</b>	
___ Option 1 (3 additional classes)	\$ 450.00
___ Option 2 (6 additional classes)	\$ 900.00
___ Option 3 (9 additional classes)	\$ 1350.00
<b>Room Rental—SouthEast Chapter Only</b>	
___ Add 3 hour half Avion Ballroom rental w/ room set-up fee	\$ 450.00
<b>WeSERV SouthEast Valley TV Ad (Must Choose Ad Size &amp; Duration)</b>	
___ Add Ad size Economy	\$ 200.00
___ Add Ad size Business-Class	\$ 300.00
___ Add Ad size First-Class	\$ 500.00
___ Add One Month Duration	\$ 100.00
___ Add Two Month Duration	\$ 150.00
___ Add Three Month Duration	\$ 200.00

### West Valley Chapter Add-Ons

<b>President's Roundtable &amp; Sales Awards Luncheon</b>	
___ Upgrade from Lunch Sponsor to Table Reservation (10 tickets)	\$ 400.00
___ Add Awards Luncheon Sponsorship (2 tickets)	\$ 190.00
___ Add Awards Luncheon Table Reservation/Sponsor (10 tickets, max 3)	\$ 590.00
___ Add Event Attendees (each)	\$ 50.00
<b>WeC.A.R.E. Golf Tournament</b>	
___ Upgrade from Hole to Activity Hole Sponsorship	\$ 40.00
___ Add Lunches (each)	\$ 25.00
___ Add Breakfast Sponsor (3 <del>5</del> available)	\$ 50.00
___ Add Drink Cart Sponsor (1 available)	\$ 90.00
___ Add Water Bottle Sponsor (2 avail; provide 2 bottles per player)	\$ 90.00
___ Add Tournament Player (each; includes lunch)	\$ 99.00
___ Add Goodie Bag Sponsor (1 avail; provide bag for ea. player)	\$ 100.00
___ Add Golf Tournament Hole Sponsorship	\$ 140.00
___ Add Lunch Sponsor (12 available; 2 lunch tickets)	\$ 140.00
___ Add Golf Cart Sponsor (1 available; 2 lunch tickets)	\$ 290.00
___ Add Foursome (each; includes lunch)	\$ 396.00
___ Add Title Sponsor (1 available; 4 lunch tickets)	\$1,000.00
<b>WeSERV REALTOR® Expo</b>	
___ Upgrade from standard to Premium Location	\$ 350.00
<b>Mixology Networking Events</b>	
___ Add Mixology Sponsorship (each; no industry restrictions)	\$ 150.00
<b>WeSERV MSG Salute to Veterans Car Show</b>	
___ Add Car registration	\$ 20.00
___ Add Trophy Sponsor (23 <del>28</del> available)	\$ 50.00
___ Add Food Truck Registration	\$ 75.00
___ Add Vendor registration	\$ 100.00
___ Add Dash Plaque Sponsor	\$ 250.00
___ Add Porta Potty Sponsor	\$ 300.00
___ Add Shirt Sponsor	\$1,000.00
___ Add Major Sponsor	\$1,500.00
<b>Education Opportunities—West Chapter Only</b>	
___ Option 1 (3 additional classes)	\$ 270.00
___ Option 2 (6 additional classes)	\$ 540.00
___ Option 3 (9 additional classes)	\$ 810.00
<b>Room Rental—West Chapter Only</b>	
___ Add Half-day room rental w/ room set-up fee (up to 4.5 hours)	\$ 170.00
<b>WeSERV West Valley TV Ad</b>	
___ Add One month TV Ad	\$ 150.00

### Pinal County Chapter Add-ons

<b>Education Opportunities—Pinal Chapter Only</b>	
___ Option 1 (1 additional class)	\$ 99.00
___ Option 2 (2 additional classes)	\$ 198.00
___ Option 3 (3 additional classes)	\$ 297.00
<b>Affiliate Expo</b>	
___ Add Booth	\$ 150.00
<b>Memorial Run (benefits local charities)</b>	
___ Add Runner	\$ 25.00
___ Add Bronze Sponsor	\$ 250.00
___ Add Silver Sponsor	\$ 500.00
___ Add Gold Sponsor	\$ 750.00
___ Add Platinum Sponsor	\$1000.00
<b>Golf Tournament (benefits local charities)</b>	
___ Add Individual Golfer	\$ 65.00
___ Add Contest Sponsor	\$ 75.00
___ Add Tee Box Host	\$ 200.00
___ Add Golf Foursome	\$ 250.00
___ Add Beverage Cart Sponsor	\$ 300.00