

SUPPLIER SPONSORSHIP PACKAGE



MAY 20-23

CONNECT · EDUCATE · SUPPORT

National four-day conference bringing exceptional value to our consultants, franchise partners and suppliers by building and fostering connections and relationships

WORLD-CLASS ACCOMMODATIONS

Ritz-Carlton Orlando Grande Lakes
Orlando, Florida

BAIFranchiseConference.com

SUPPLIER SPONSORSHIP PACKAGE

SPONSOR BENEFITS

We are excited to bring you another great conference this year. We are committed to our mission to provide exceptional value to YOU!

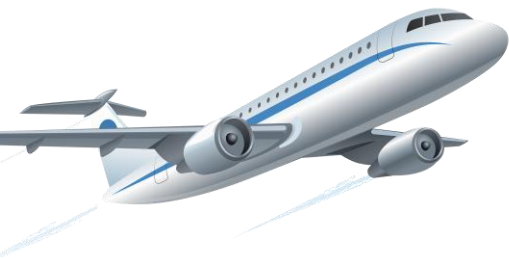
Join us as one of our Supplier Sponsors in Orlando, Florida for our national conference where Suppliers will be front and center with immeasurable opportunities to **network face to face with over 200 franchise professionals nationwide**. In the months leading up to our conference and over the course of our four-day event, showcase your brand within our Student Union "HUB", participate in roundtables and network during multiple events, all in-person at one of Orlando's most premier resorts.

Our event is **All-Inclusive** (other than hotel and travel) - every session and all meals included to eliminate the need to rush to private dinners! You will have plenty of time for **showcasing your product and services with our network**.

Our multiple **networking events** provide ample opportunity for you to meet with all of our members from roundtables and power hours to lunches, dinners and everything in between.

Limited sponsorships available. This is an exclusive opportunity and invite-only for our preferred suppliers.

TRAVEL



The closest airport is Orlando International Airport (MCO), located just 13.4 miles from the Ritz-Carlton Orlando Grande Lakes. **Airlines Include:** Alaska Airlines, Air Canada, American, Delta, Frontier, JetBlue, Southwest, Spirit, Sun Country, United

Available Ride Shares: Uber, Lyft, Wings (from Terminal A, B, C)

On-Airport Rental Cars: Alamo, Avis, Budget, Dollar, Enterprise, Hertz, National, Payless, Sixt, Thrifty (**Taxis** are also available)

AGENDA HIGHLIGHTS

Monday, May 20th

Golf Tournament

Check-In/Range Practice/Breakfast begins at 7:30 am with Shotgun Start at 8:30 am.

Conference Check-In

Conference Check-In available starting at 2:00 pm & throughout the day

President's Circle/Premier Club VIP Reception

An exclusive reception for our Premier and President's Circle members prior to our welcome reception from 5:00-5:45 pm*

BAI Conference 2023 "Pep Rally" Welcome Reception

Join us for hors d'oeuvres and cocktails to kick off our conference from 6:00-7:30 pm

Tuesday, May 21st

Breakfast

The day starts with a full breakfast available starting at 7:00 am

All-Day Sessions

Opening Session, Roundtables, Breakouts, Fireside Chat

Networking Opportunities

Lunch on the Lawn & R&R in our Student Union throughout the day
Rush "Power Hour" from 5:30-6:30 pm

"Tailgate" Dinner

Our day finishes from 6:30-8:30 pm with our Tailgate Dinner event

Wednesday, May 22nd

Breakfast

The day starts with a full breakfast available starting at 7:00 am

All-Day Sessions

Morning Session, Roundtables, Breakouts, Afternoon Keynote

Networking Opportunities

Lunch on the Lawn & R&R in our Student Union throughout the day
Rush "Power Hour" from 4:00-5:00 pm

"The Big Game" Event

Our day finishes from 6:30-9:30 pm with our "Big Game" event on the Fairways Lawn.

Thursday, May 23rd

Graduation Day

Our Graduation Day starts with a casual farewell brunch from 8:30-10:00 am including the announcement of our BAI University Valedictorian followed by open networking time until 11:00 am.

*Attendance included for National and Conference Championship sponsors only

VENUE



RITZ-CARLTON ORLANDO GRANDE LAKES

The Ritz-Carlton Orlando, Grande Lakes stands as the premier resort destination in Orlando, Florida. The luxury hotel boasts a remarkable range of offerings, from rejuvenating spa experiences and championship golf to delectable farm-to-table dining, family activities and exquisite pools featuring luxurious new cabanas. Nestled amidst over 500 acres of pristine natural landscapes, tranquil lakes and a thriving farm, The Ritz-Carlton Orlando, Grande Lakes transcends the conventional notion of a mere luxury hotel—it is an exceptional escape. [Visit the Ritz-Carlton Here](#)

\$299 Discounted Group Rate

[Click Here to Make your Hotel Reservation](#)



Limited Group Rate Availability until April 25th or until SOLD OUT



A world of possibilities lies just outside your guestroom. Extend your stay to enjoy the 500-tropical-acre backyard offering an unmatched blend of leisure and adventure exclusive to hotel guests. Dive into an afternoon of fun at the Grande Lakes Waterpark, take a dip in one of the multiple pools, or lounge in a private cabana. Unlock a world of curated outdoor experiences through Grande Lake Sports from guided safari excursions and kayaking to mountain biking, falconry, fishing and more.



GOLF



RITZ-CARLTON GOLF CLUB

Located on one of Central Florida's most biologically diverse and beautiful ecological sites, The Ritz-Carlton Golf Club is the region's premier golfing destination. Hit the links and take in the spectacular scenery of our certified Audubon Cooperative Sanctuary golf course, which is home to a thriving ecosystem of ponds, wetlands, live oaks and cypress heads. With 18 championship-level holes and a course that serves as a PGA Tour Challenge event site, our full-service golf club has everything you need for a memorable stay in Orlando, from resort-inspired amenities to golf packages.

TOURNAMENT DETAILS:

Monday, May 20th

8:00 am Shotgun Start

Ritz-Carlton National Course

Discounted Group Rate of \$225 per player*

**Add "Golf Tournament" option during your sponsorship registration.*

Tournament Play Includes:

- Welcome Breakfast at 7:00 am
- Shotgun Start at 8:00 am
- Cart Rental & Tournament Administration
- Range Practice 7:00-8:00 am
- \$5,000 Hole in One Prize provided by our National Champion sponsors
- Contest Holes with prizes up to \$100 each



About the Course:

- 18-hole golf course designed by two-time British Open champion, Greg Norman
- All-grass driving range, putting green and practice facility
- Upscale, full-service clubhouse with pro shop and Fairways Pub restaurant and bar
- Five sets of tees available for varying shot options, with closely mowed turf and short roughs
- Recognized by Golf Course Management magazine as the National Resort Course winner

Sponsor Add-Ons

Add for \$1000:

Beverage Cart (limited to 1 supplier sponsor)

CONFERENCE

NETWORKING HIGHLIGHTS



PEP RALLY

MONDAY, 5.20 5:30-7:00 pm

Join us to cheer on our BAI University fighting Franchises! Festivities will take place on the Event Lawn to network with fellow conference attendees while enjoying hors d'oeuvres, cocktails and live music. Included with pre-paid conference sponsorship and attendee tickets. *Non-industry guests may be added for an additional fee to all three evening events.*



TAILGATE

TUESDAY, 5.21 6:30-8:30 pm

Join us for a fun tailgate themed dinner presented by our "Conference Champion" level sponsors. Enjoy food, cocktails, and a fun College "Quiz Bowl" trivia competition with hosted by our Conference Champion sponsors. Dinner included with pre-paid conference sponsorship and attendee tickets. *Non-industry guests may be added for an additional fee to all three evening events.*



LUNCHESES

TUESDAY, 5.21 & WEDNESDAY, 5.22

A great opportunity to get to know fellow conference attendees, win some prizes and enjoy 10-minute presentations from two of our National Champion Sponsors at each lunch. Lunch included with pre-paid conference sponsorship and attendee tickets only.



THE BIG GAME

WEDNESDAY, MAY 22 6:30-9:30 PM

After two days of business, it's time to unwind in the main "Quad" where you'll find a recreated college football scene complete with a live marching band and cheerleaders and a trip down memory lane. Get into the spirit by dressing in your alma mater or favorite college team attire and join us on the lawn for a game like no other.

Great food, drinks and fun with all of your favorite college party games, and plenty of celebration!

Includes a full dinner, open bar, and tons of fun. Dress is summertime casual.



This event is another example of BAI's commitment to strengthen relationships with full participation of our consultants and franchise partners.

KEYNOTE SPEAKER



We are excited to announce this year's Keynote Speaker, Athlete and Businessman, **Joe Theisman**.



Joe Theismann is an entrepreneur and the former star quarterback for the Washington Redskins. Most recently, he spent the last 2 decades working for ESPN and the NFL Network as an NFL analyst.

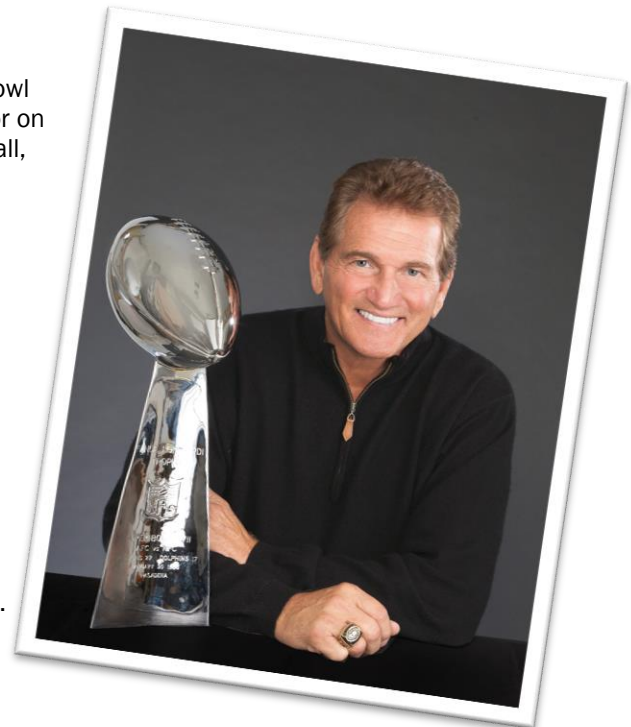
Joe graduated in 1971 from the University of Notre Dame, where he received All-American honors in both Football and Academics. That same year, he was runner up to Jim Plunket for the Heisman Trophy balloting. A 12-year NFL veteran, Joe played in 163 consecutive games from 1974-1985 for the Washington Redskins and holds Redskin records for passing yardage (25,206), completions (2,044) and attempts (3,602). He was a two-time Pro Bowl selection and Pro Bowl MVP leading the Washington Redskins to a 27-17 victory over the Miami Dolphins in Super Bowl 17. Joe was selected as the NFL's Man of the Year in 1982 for his community service and dedication to the health and welfare of children. Joe Theismann's career ended abruptly in 1985 after sustaining a badly broken leg during a Monday Night Football game against the New York Giants on national television. In 2003, he was inducted into the College Football Hall of Fame and in 2013 received the Walter Camp Football Foundation "Distinguished American" Award.

With every chapter of his life, Mr. Theismann evolved from athlete to the ultimate businessman. An Emmy award winning analyst, businessman and athlete, he utilizes his gifts, talent and high energy to share his strategies for handling unforeseen change. Joe released his book "How to Be A Champion Everyday" in June of 2020.

In 1985, Joe broadcasted Super Bowl XIX, alongside Frank Gifford and Don Meredith, becoming only the second player to do commentary on a Super Bowl telecast while still an active player. Since then, Joe has been a commentator on a number of nationally televised NFL telecasts. In addition to covering football, Joe hosted the first half of the first season of American Gladiators in 1989.

Joe has done several TV and movie appearance, including B.J. and the Bear (1981), Cannonball Run II (1984), and The Man from Left Field (1993). He appeared as himself as part of a buyer group for the fictional "New York Hawks" football team on the TV series Necessary Roughness (2013) and on the post-Super Bowl episode "Operation: Broken Feather" of Brooklyn Nine-Nine (2014). His most recent acting appearances were in movies for the Hallmark Channel. In 2016, "Love on the Sidelines" he appeared as the father of an injured professional football player. In 2019, "Snow Coming", he played an agent for professional athletes (in particular, a professional football player).

Joe has acted as a national spokesperson for several companies including Colonial Penn Life Insurance Company, Super Beta Prostate and Medliminal.



CONFERENCE SPONSORSHIP



Our Supplier sponsorship provides immeasurable value and brand exposure before, during and after the conference! *Details for all items are listed on the following pages.*

Sponsor at: <http://www.baifranchiseconference.com/supplier-page>

	Dean's List	Honor Roll
	\$8,500	\$3,500
Conference Presenting Sponsors	YES	N/A
Exclusivity	Limited to 2	Limited to 6
Incl. Conference Tickets*	2	2
Included Golfers	2	0
Full Event Attendance	YES	YES
ALL Networking Events	YES	YES
Logo Inclusion	Main Stage Signage Conference Banners Conference Website Conference Emails	Conference Website Conference Emails
Verbal Recognition	Opening Session Closing Session	N/A
Student Union (Rest & Refresh Room)	Oversized Booth Space (10'x10") Looping Digital Ad	Standard Booth Space Looping Logo
Speaking Opportunities	Exclusive Breakout Session Awards Presentation Participation	N/A
President's Circle/Premier Reception	2 tickets	N/A
Virtual "Alumni Reunion"	15 Minutes Speaking Opportunity	YES
Attendee List	YES	YES

*Additional attendees from the same company can be added to your registration for \$750 each. To add another attendee after you've completed your sponsorship registration, email BAI@EventfullyYourz.com by May 1, 2024.

SPONSORSHIP DETAILS



Conference Presenting Sponsorship is included for both “Dean’s List” suppliers with co-branding on the main stage and other conference materials.

Exclusivity indicates whether there are limited sponsorships available. The presenting supplier sponsorship or “Dean’s List” is limited to just 2 suppliers. All other suppliers may register under “Honor Roll”.

Included Conference Tickets are inclusive of all sessions and all meals provided throughout the entire conference: one Welcome Reception, three breakfasts, two lunches, two dinners and all breaks.

Included Golfers are the number of golf tournament players included with each sponsorship. “Dean’s List” suppliers includes 2 golfers each. Although golfers are not included with a an “Honor Roll” sponsorship, you may elect to add GOLF to any of your attendees for an additional fee.

Full Event Attendance includes attendance for the entire event for all included attendees in your sponsorship. This includes all meals, events and sessions other than Golf. Sponsorship does not include guests, spouses, etc. Anyone attending from your company must be included with your sponsorship or may be added for an additional \$ 750. To add an additional attendee after completing registration, email BAI@EventfullyYourz.com. Conference attendance does not include hotel stay. Hotel rooms should be reserved separately and directly with the hotel using the group booking link (see page 3 for details).

All Networking Events includes numerous built-in networking opportunities, roundtable and events we’ve included in the conference in order to showcase your brand and meet with every broker.

Logo Inclusion includes your logo on each item listed. “Dean’s List” sponsors include co-branded signage on the main stage and on vertical banners throughout the conference space. All supplier sponsors include logo on conference emails and website. Conference promotional emails are sent to a listing of over 200 consultants and over 350 Franchise companies.

Verbal Recognition includes the reading of your logo and/or recognition of your company in front of the full conference audience during the event(s) indicated.

Speaking Opportunities includes an opportunity for “Dean’s List” sponsors to provide an exclusive educational breakout session to help showcase your product or service (must be pre-approved).

The “Student Union” Rest & Refresh Room is a centrally located room open Tuesday through Thursday with all-day beverages and snacks during break times, tables and chairs and access to power and charging stations. Buffet breakfasts will be served within this room as well. Monitors located within the room will play digital static “ads” and/or logos from each franchise and supplier sponsor (“Dean’s List” sponsors receive an opportunity to provide a static ad submitted as wide Power Point slide without video or audio) on an ongoing loop. “Dean’s List” sponsors receive an oversized 10’x10’ booth with drape including a 6’ skirted table and 2 chairs. Other supplier sponsors receive a 6’ tabletop and 2 chairs.

Golf Tournament Sponsorship is not included; however, you may elect to sponsor the on-course beverage cart service (limited to 1 supplier for \$1,000 – shared with 3 other franchise sponsors).

Attendee List Post-Conference includes an emailed list of all consultants with contact information including name, address, email address, and phone. Final consultant list will be emailed to all franchise partners within 5 business days of conference adjournment.

Post-Event Virtual “Reunion” includes a one-to-one speed networking session with all franchisors and consultants who attended the conference, all of which will be given an incentive to attend. Our two presenting sponsors will receive 5 minutes each during this time to speak to the full audience.

REGISTRATION DETAILS



To register your sponsorship, go to <https://baifranchiseconference.com/supplier-page>
Sponsorships close January 15, 2024 or Once SOLD OUT!

SUPPLIER SPONSORSHIPS ARE ANTICIPATED TO SELL OUT DUE TO LIMITED AVAILABILITY!

Sponsorships are non-refundable. Please see our terms and conditions including cancellation and refund policy located on our website at <https://baifranchiseconference.com/terms-%26-conditions>.

CONFERENCE QUESTIONS

For questions related to sponsorship or the conference in general, please contact us by email at BAI@eventfullyyourz.com or by phone at **844.887.6477** and our event team will be happy to help.



RITZ-CARLTON ORLANDO GRANDE LAKES

MAY 20-23, 2024

presented by



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