

Securing Successful Partnerships Workshop

Want to develop partnerships with business?

Register NOW to participate in a free one-day workshop which will build the capacity of local artists and arts organisations to engage effectively with business.

In this practical workshop you will:

- go through step by step how to develop your own business case including:
 - understanding attributes of a successful partnership
 - researching and identifying a potential partner
 - making the approach
 - developing the relationship
 - preparing a proposal
 - negotiating and documenting the partnership
- hear from a successful case study how they secured partnerships with business
- learn more about the business environment of Port Stephens
- network with other artists and arts organisations in your region

A business case is an essential marketing tool to help you attract the interest of a suitable business partner. It gives details about you or your organisation, describes the project you are seeking support for, what resources are required and what benefits you can offer business.

Two sessions will be held:

- **Nelson Bay:** Port Stephens Community Arts Centre on 24 June
- **Raymond Terrace:** Senior Citizens Community Hall on 25 June

Places are limited, so register early

- By completing the registration form online <http://www.surveymonkey.com/s/ArtsBusinessWorkshop>;
- or return the attached form to Port Stephens Council, attention Chloe Beevers, PO Box 42 Raymond Terrace NSW 2324

Direct enquiries to Council's Cultural Planner:

Chloe.beevers@portstephens.nsw.gov.au or 49800121

Port Stephens Council has engaged the Australia Business Arts Foundation to deliver the workshop as part of the 'Arts Connecting Community' Program which will be delivered over the next two years.



AbaF's Arts Connecting Communities is proudly supported by National Principal Partner Toyota Community Spirit

Australia Business Arts Foundation

