Mastering Association Corporate Sponsorships – Bonus Content

Corporate Sponsorship Program Guidelines

Clear and well-defined Corporate Sponsorship Program Guidelines are essential to ensure transparency and alignment among the association's staff, board members, and corporate sponsors. These guidelines serve as a framework to enhance mutual understanding, uphold the association's values, and strengthen relationships with sponsors.

Components of Corporate Sponsorship Program Guidelines

- Introduction: A statement explaining that the guidelines were developed to benefit both the association and its sponsors by fostering transparency, accountability, and strong sponsor relationships.
- **Board Approval:** Confirmation that the guidelines have been reviewed and approved by the association's board of directors.
- Mission Alignment: Sponsorships must align with and support the association's mission.
- Value Proposition: Sponsorships should provide meaningful value to the association and/or its members.
- Compliance: Sponsorships must adhere to all applicable laws and regulations.
- **Independence and Endorsement:** Sponsorship does not imply the association's endorsement, certification, or evaluation of the sponsor's products or services.
- **Approval of Sponsor Materials:** Any sponsor materials referencing the association or using its logo require prior approval from the association.
- Conflict of Interest: Measures must be in place to avoid conflicts of interest.
- **Transparency and Disclosure:** Sponsorship relationships will be disclosed on the association's website and other communications.
- **Right to Decline or Discontinue Sponsorships:** The association reserves the right to decline or terminate sponsorship agreements with any organization that does not comply with the guide-lines.
- Formal Agreement: Each sponsorship must include a written agreement outlining terms, conditions, and a reference to these guidelines.

Legal Disclaimer: Nothing in these guidelines should be considered legal advice or relied upon as such. Associations should consult legal counsel, as needed.

Bruce Rosenthal

Associates, LLC

Corporate partnerships strategic advisor, consultant, and educator for trade and professional associations <u>bruce@brucerosenthal.associates</u> 301-922-6179 <u>https://brucerosenthal.associates</u>