

Conference 2019 Brief

SHARE Annual Conference Auckland, 4-5 April 2019

SHARE is a network of 80 financial advisers throughout New Zealand with a common brand, systems and processes. Our focus is to provide a client-centric network that offers a range of relevant and compliant financial advice on insurance, investments and mortgages to individuals and businesses.

Each year SHARE holds a conference open to all SHARE Distributors, Associates, Administrators and partners – as well as key Suppliers and representatives.

Previous SHARE conferences and themes include:

2009 Wellington – Get in Behind	2014 Auckland – Full Steam Ahead
2010 Queenstown – Leap of Faith	2015 Christchurch – Built Rock Solid
2011 Wellington – Choose your Attitude	2016 Wellington – Absolutely Positively SHARE
2012 Wellington – Rubber Meets the Road	2018 Queenstown – SHARE-ing a Decade Together
2013 Queenstown – Spring into Action	

Our next SHARE Conference will take place in Auckland 4-5 April 2019 at the Pullman Hotel.

This year's theme will be "**Match Fit**".



This conference will be a great opportunity to discuss changes in our industry, our organisation and reflect on our many positive relationships with key suppliers. We are anticipating that all will be in attendance this year as everyone has certainly contributed to our success in preparation for ongoing changes in the financial industry. Please confirm your sponsorship interest as soon as possible.

Wednesday Pre-Conference Dinner, 3 April 2019

We encourage any Conference participants who are in Auckland on the Wednesday night to join us for a casual meal. An exciting dining experience awaits you at Wildfire Restaurant, Shed 22, Princess Wharf, Auckland. Join us for a magnificent dining experience showcasing the flavours of Brazil while being continuously served to dine to your hearts content with Churrasco Deluxe!

This will undoubtedly be a very memorable evening and a great opportunity to catch up with colleagues. Please confirm whether your company representatives will join us for our pre-conference dinner as there is limited seating for this event.

Note: to attend the Wednesday dinner is \$79.00 excl GST per person

Draft Programme

Our 2019 programme offers ample opportunity for participant-sponsor interaction. The Conference format is two days and we anticipate using four keynote speakers as well as our own SHARE network people to run the workshops. Workshops may be repeated to allow delegates the opportunity to see as many of their preferred topics as possible.





As always, participants will indicate their preferences prior to the Conference to determine numbers for presenters. Workshops will be run concurrently, split into streams covering the following categories:

1. Risk – Product innovation and promotion by risk suppliers
2. Investment/Mortgage – Product innovation and promotion by investment & home loans suppliers
3. Sales/Social Media/LinkedIn– Ideas to help our SHARE team make more, better or bigger sales
4. Administration – Tools to make the back office more efficient and productive
5. Corporatisation/Dispute Resolution – Dispute resolution as an organisational innovation process and Corporatisation challenges, governance, innovation.

Thursday, 4 April 2019

Registration		08:30
Welcome	Richard Thomas	09:30
Speaker 1	tba	09:45
Morning Tea		10:30
SHARE	Panel Session	11:30
Lunch		12:30
Workshop 1	4 concurrent sessions	13:30
Workshop 2	4 concurrent sessions	14:30
Afternoon Tea		15:30
Speaker 2	tba	16:00
Break		16:45
Drinks and Canapes	Pullman	19:00
Welcome and Dinner	Pullman	20:00
Dance/Entertainment	Pullman	21:15

Friday, 5 April 2019

Recap	Richard Thomas	09:00
Speaker 3	tba	09:15
Morning Tea		10:00
Workshop 3	4 concurrent sessions	10:30
Workshop 4	4 concurrent sessions	11:30
Lunch		12:30
Session	SHARE	13:30
Speaker 4	tba	14:30
Close	Richard Thomas	15:30

Venue / Accommodation

We are pleased to have confirmed the Pullman for our venue. Pullman Auckland is just moments from Albert Park and a short walk to Auckland’s iconic Viaduct Harbour.





SHARE has negotiated group rates via the following [SHARE Conference link](#) where you can book for \$240 p/n (incl GST). These rates are valid for the shoulder dates of the group i.e. 2 and 5 April. You may also book using the following channels: reservations@pullmanauckland.co.nz or [09 353 1000](tel:093531000) quoting the booking Reference Code: SHA030419. Rooms will be reserved on a “first in first served” basis and, as room numbers are limited, we recommend that you book early to avoid disappointment.

Thursday Celebration Evening



You are cordially invited to a
EASTER MASQUERADE
Gala Dinner

APRIL 04, 2019 | 6 PM

The Princess Ballroom, Pullman
Cnr Princess Street & Waterloo Quadrant, Auckland

A stylish evening to be filled with decadent chocolates, bubbles, top hats, mystery and...



Please confirm how many of your company representatives are intending to join us for this unforgettable evening. *Note: to attend the Thursday Gala Evening dinner ONLY is \$150 excl GST*

SHARE Conference 2018 – Structure for Sponsorship

There are many opportunities for key suppliers to show SHARE their support by sponsoring different parts of our Conference programme. We recognise that your support has been vital to our success and we appreciate all efforts you may make to add value to our event. We are happy to work closely with you to ensure you get the most out of your offering resonates with your own business strategy.

We have a three-level structure for sponsorship all of which include the following:

Platinum Sponsorship - \$12,000 (excl GST)

Choose to sponsor one of the following:

- Main platform speaker # **1**, # **2**, # **3** or # **4**
- Thursday Evening Gala Dinner

Includes:

- Acknowledgement as a Platinum Sponsor
- Display area, Company logo within conference materials, etc. as outlined above
- A5 Full Page Full Colour Advert in Conference Programme
- THREE complimentary registrations to attend the full Conference programme (value \$1,500 excl GST)





Gold Sponsorship - \$9,000 (excl GST)

Choose to sponsor one of the following:

- Conference Catering - both days
- Feature Workshop # 1, # 2, # 3 or # 4

Includes:

- Acknowledgement as a Gold Sponsor
- Display area, Company logo within conference materials, etc. as outlined above
- A5 Half Page Full Colour Advert in Conference Programme
- TWO complimentary registrations to attend the full Conference programme (value \$1,000 excl GST)

Silver Sponsorship - \$6,000 (excl GST)

Choose to sponsor one of the following:

- Conference Registration Handout
- Thursday Evening Music Entertainment
- Thursday Evening Table Centre Pieces

Includes:

- Acknowledgement as a Silver Sponsor
- Display area, Company logo within conference materials, etc. as outlined above
- A5 Quarter Page Full Colour Advert in Conference Programme
- ONE complimentary registration to attend the full Conference programme (value \$500 excl GST)

Other Sponsorship Opportunities

- Conference Coffee Cart
- Thursday Evening Cocktail/Canapes Hour
- Other (please specify)

Please respond as soon as possible to indicate your level of support for our 2019 Conference. SHARE will acknowledge your response and send an invoice to confirm your sponsorship. Details regarding number of participants, stand requirements, etc. will be discussed closer to the event.

- Opportunity to hand out branded promotional material, pens, pads, etc. at our Conference must be pre-arranged and approved by SHARE and received at Support Office, 20 Northcroft Street, Takapuna by Friday, 29 March 2019 (unless prior arrangements are made with Marié Dickinson, SHARE Marketing Manager on marie.dickinson@sharenz.com).
- A display area/stand within our Exhibitor Area where the lunch and morning/afternoon tea breaks will be held (dimensions to be negotiated). This will allow the opportunity for advisers to engage directly with supplier representatives.
- Sponsor names/logos will be prominently displayed within our Conference Programme and other promotional material. They will also be specifically displayed onscreen and/or announced before the sponsored event (as applicable for Platinum and Gold level





sponsorships). Display/signage is also available within the meeting rooms and on venue monitors as appropriate.

- All Sponsors can place a print advert free of charge in our Conference Programme. Platinum Sponsors receive a Full Page Ad (148mm x 210mm A5), Gold Sponsors a Half Page Advert (Trim 128mm x 95mm), Silver Sponsors a Quarter Page Advert (95mm x 64mm). Print ready files to be emailed to marie.dickinson@sharenz.com by Friday, 15 February 2019.
- Additional staff are welcome to attend (in addition to the complimentary registrations as noted below) to support your sponsor trade stand in the Exhibitor Area but they will not be permitted to attend the Conference sessions unless they are pre-registered as a full participant at \$500 excl GST.

If you have any questions on any of the above or the Conference, please feel free to contact Marié Dickinson, Marketing Manager on marie.dickinson@sharenz.com

