



SPONSORSHIP OPPORTUNITIES – NOW OPEN

Dear

We are excited to announce the [2024 Funeral Directors Association Conference](#) is being held **26 – 28 February at the Novotel Hotel, Rotorua**, starting with a Welcome Dinner on Monday 26 February and ending with a Kiwiana Gala Dinner on Wednesday 28 February.

The theme for the conference this year is 'Celebrating Culture'. We expect strong interest in our programme that will help participants celebrate and explore New Zealand's cultural diversity – and the incredible culture of funeral service.

The Funeral Directors Association NZ is strengthened by the partnerships we build with others within the funeral sector and with key providers/suppliers to the funeral industry. To ensure the best possible value to our sponsors, this year we are limiting our major sponsorships to 13 spaces. We urge you to act quickly if you would like to secure a sponsorship slot.

Please view the sponsorship opportunities and send a completed sponsorship contract to Events & Marketing Manager linda@funeraldirectors.co.nz

**We are limited to 13 trade tables at the venue
DON'T MISS OUT - sponsorships will be assigned on a first-in-first-served basis.**

Thank you for the support you have shown previously. I look forward to working with you on this next exciting event for our industry.

Yours sincerely

Gillian Boyes
Chief Executive

LIMITED SPONSORSHIP OPPORTUNITIES – ONLY 13 TRADE SPACES AVAILABLE

EDUCATION SESSIONS

KEYNOTE SPEAKER:

Tuesday 27 February 9:00am

NGAHIHI O TE RA BIDOIS



Ngahihi o te ra Bidois is “The Face of New Zealand” and is an award-winning International Leadership Speaker, author, businessman, leader, husband, and father. He has presented throughout the world including the New York office of Google.

Ngahi is a recipient of the National Professional Speakers Association New Zealand Speaker of the Year, Inspirational Speaker of the Year and Master of Ceremonies of the year Awards.

He also has a Marketing Business degree, a post graduate teaching diploma, a tourism qualification, a Certificate in Company Direction and a Masters in Education with honours. Ngahi has many years of Leadership experience which he brings to his presentations. His presentation is entitled “Ancient Wisdom, Modern Solutions” and he will outline wisdom from his Maori culture and others as Modern-day solutions to help you

Ancient Wisdom Modern Solutions

Ngahihi o te ra Bidois knows that leadership requires influence and influence requires focus and connecting to be successful in your personal and professional leadership.

He will speak from his changing professional leadership experiences as a manager in a multinational corporate, a Secondary School Head of Department, a Teachers College lecturer, a Kura Kaupapa Maori teacher, an Academic Adviser, a senior manager in the tertiary Education sector and a Company Director before starting his own businesses.

Ngahihi will outline keys to help the most important person you will ever lead – yourself!

Ngahihi believes that leadership starts with the person in the mirror and refers to ancient wisdom from his Maori culture and others as Modern Solutions for you. You will be challenged by his leadership principles and inspired by his leadership journey. Ancient Wisdom Modern Solutions for leaders such as you.

- ✓ Recognition of sponsorship for the event – logo on all promotional material, programme, website, slideshow, company banner on display etc
- ✓ Speaking opportunity at the event (*announced as sponsor & asked to **introduce & thank speaker***)
- ✓ Promotional material in Conference Bags
- ✓ **Trade Display table**
- ✓ **1 x complimentary full conference registration** (*includes all education sessions, social activities & dinners*)

\$3,000+gst

SOLD

<p>SOCIETY SNAPSHOTS: Cultural diversity in funerals – the what, how & WHY?</p> <p>6 x 20-minute society snapshot sessions throughout the programme covering the what, how, and most importantly and less known the WHY of different cultural funerals in New Zealand/Aotearoa: Māori, Indian, Chinese, Jewish, Pacifica and Muslim.</p> <ul style="list-style-type: none"> ✓ Recognition of sponsorship for the event – logo on all promotional material, programme, website, slideshow (6 times), company banner on display etc ✓ Speaking opportunity at the event (<i>announced as sponsor & asked to introduce & thank all 6 speakers</i>) ✓ Promotional material in Conference Bags ✓ Trade display table 	<p>\$2,000+gst</p>
<p>WORKSHOP: Leading towards more humanised workplaces Tuesday 27 February 10:30am</p> <p>LEANNE HOLDSWORTH</p> <p>The funeral home is a unique workplace, with challenges unlike any other industry. Creating humanised work environments for your people is fundamental to serving families the best way they can. This workshop explores how we are wired as humans and how this gets in the way of leading in ways that serve a healthy culture in this industry. It then looks to ways we can be intentional about the mindsets we bring and what we can actually do to make our funeral home cultures hum. It will be an experiential, practical workshop where you will leave ready to try some new things as you nudge your cultures toward becoming more human.</p> <ul style="list-style-type: none"> ✓ Recognition of sponsorship for the event – logo on all promotional material, programme, website, slideshow, company banner on display etc ✓ Speaking opportunity at the event (<i>announced as sponsor & asked to introduce & thank the speaker</i>) ✓ Promotional material in Conference Bags ✓ Trade display table 	<p>\$1,500+gst SOLD</p>
<p>WORKSHOP: Increasing connection through effective communication Wednesday 28 February 1:30pm</p> <p>MEGAN DAWSON</p> <p>Research has determined that 93% of (in)effective communication is due to behaviour. This means behavioural style, rather than message content, can create highly effective communications. This is where the DISC comes in. DISC is now the world's most widely used tool for understanding behavioural preferences and using it enables any person to increase their communication effectiveness, leadership, staff and customer engagement and sales.</p> <p>This interactive DISC workshop will:</p> <ul style="list-style-type: none"> • Teach you the DISC model of behaviour including each styles natural strengths, challenges, motivators, and stressors • Help you determine your own DISC style and what your natural behavioural preferences are • People reading – a tool to help you quickly determine another's style and how you can adapt to communicate better with them 	<p>\$1,500+gst</p>

<ul style="list-style-type: none"> • Understanding how the different styles react under pressure, needs are not being met or there is a 'fear' response <div> <ul style="list-style-type: none"> ✓ Recognition of sponsorship for the event – logo on all promotional material, programme, website, slideshow, company banner on display etc ✓ Speaking opportunity at the event (<i>announced as sponsor & asked to introduce & thank the speaker</i>) ✓ Promotional material in Conference Bags ✓ Trade display table </div>	
SOCIAL EVENTS	
<p><u>OPENING DINNER – Hidden Forest, Skyline, Rotorua</u></p> <p>Monday 26 February 5:30pm – 9:30pm</p> <p>Your evening will start with a tranquil scenic Gondola ride up the side of Mt Ngongotaha overlooking Lake Rotorua and surrounds.</p> <p>Once at the top time to step up the adrenaline with a fun filled gravity luge ride on the sweeping bends of Skyline's Tiki Tour luge track to the attraction's most unique venue, surrounded by towering Redwood trees and native birdlife. where else in the world can you luge to your event.</p> <p><i>NB: For those who don't want to luge there will be vans to transport you down.</i></p> <p>Arriving at the Hidden Forest you will enjoy an immersive dining experience around a centrally located open kitchen created using wood from the surrounding redwood forest. Time to mix and mingle with industry peers.</p> <div> <ul style="list-style-type: none"> ✓ Recognition of sponsorship for the event – logo on all promotional material, programme, website, slideshow, company banner on display etc ✓ Speaking opportunity at the event ✓ Promotional material in Conference Bags ✓ Trade Display table ✓ 1 x complimentary full conference registration (<i>includes all education sessions, social activities & dinners</i>) </div>	<p>\$3,000+gst</p>
<p><u>OFF-ROAD NZ EXPERIENCE</u></p> <p>Tuesday 27 February 2:00pm – 10:00pm</p> <p>Just a 20 minutes' drive from central Rotorua through the stunning volcanic landscape of Mamaku Plateau and we will arrive at Off Road NZ for an action-packed off-road experience, the best fun you can have off road. All delegates will get the opportunity have a go at all the following activities:</p> <ul style="list-style-type: none"> • 4WD Bush Safari: The team buckles in behind the wheel of one of our 4WDs. Our professional guide gives instructions, while delegate's hearts are racing with anticipation. The terrain is like nothing they have encountered before, and the challenges come thick and fast. Fun, steep climbs and descents. Tight, twisting bends. Deep, muddy holes! DRIVERS LICENSES TO BE SIGHTED HERE ON OUR PREMISES. • Raceline Karting: Test your courage and driving ability like never before when you race New Zealand's longest 1.2 km outdoor race circuit. Feel the anticipation as you suit up, pull on a helmet and prepare to race one of Off-Road NZ's race karts. 	

<ul style="list-style-type: none">• Claybird Shooting: Test your skill & accuracy with real shotguns and live ammunition. Not as easy as it looks but you could be surprised! <p>After all that excitement we will head off for a 'feast in the wilderness'. Nestled away amongst the native Mamaku Forest and a private lake we will wind down with a few bevies and a gourmet BBQ dinner. The perfect end to an action-packed day.</p> <p>OFF-ROAD NZ ACTIVITIES SPONSOR 4WD Bush Safari / Raceline Karting / Claybird Shooting</p> <div><ul style="list-style-type: none">✓ Recognition of sponsorship for the event – logo on all promotional material, programme, website, slideshow, company banner on display etc✓ Speaking opportunity at the event✓ Promotional material in Conference Bags✓ Trade Display table✓ 1 x complimentary full conference registration (includes all education sessions, social activities & dinners)</div> <p>GOURMET BBQ DINNER SPONSOR</p> <div><ul style="list-style-type: none">✓ Recognition of sponsorship for the event – logo on all promotional material, programme, website, slideshow, company banner on display etc✓ Speaking opportunity at the event✓ Promotional material in Conference Bags✓ Trade Display table✓ 1 x complimentary ticket to Off-Road NZ Experience event</div> <p>DRINKS SPONSOR</p> <div><ul style="list-style-type: none">✓ Recognition of sponsorship for the event – logo on all promotional material, programme, website, slideshow, company banner on display etc✓ Speaking opportunity at the event✓ Promotional material in Conference Bags✓ Trade Display table✓ 1 x complimentary ticket to Off-Road NZ Experience event</div>	<p>\$3,000+gst SOLD</p> <p>\$1,800+gst</p> <p>\$1,500+gst SOLD</p>
<p><u>KIWIANA GALA DINNER</u> Wednesday 28 February</p> <p><i>The final night, a night to celebrate 'kiwiana' culture! An opportunity to transform yourself into your favourite kiwi icon or person, or dress in your own national costume to reflect our multicultural diversity.</i></p> <p><i>The evening will be full of good kai, kiwiana quizzing and kiwi music to get your toes tapping on the D-floor.</i></p>	

<p>KIWIANA GALA DINNER ENTERTAINMENT SPONSOR Local Rotorua singer Kelly Makkiha & DJ</p> <ul style="list-style-type: none"> ✓ Recognition of sponsorship for the event – logo on all promotional material, programme, website, slideshow, company banner on display etc ✓ Sponsor name cards on tables ✓ Speaking opportunity at the event ✓ Promotional material in delegate bags ✓ Trade Display table ✓ 2 x complimentary Gala Dinner ticket 	<p>\$2,000+gst SOLD</p>
<p>KIWIANA GALA DINNER & DRINKS SPONSOR</p> <ul style="list-style-type: none"> ✓ Recognition of sponsorship for the event – logo on all promotional material, website, slideshow, company banner on display etc ✓ Sponsor name cards on tables ✓ Speaking opportunity at the event ✓ Promotional material in delegate bags ✓ Trade Display table ✓ 1 x complimentary <u>full conference registration</u> <i>(includes all education sessions, social activities & dinner)</i> 	<p>\$3,000+gst SOLD</p>
<p>OTHER OPPORTUNITIES</p>	
<p>CONFERENCE CATERING X 4 (Day 1: MT & Lunch, Day 2: MT & Lunch)</p> <ul style="list-style-type: none"> ✓ Recognition of sponsorship for the event – logo on all promotional material, programme, website, slideshow, company banner on display etc ✓ Thanked and mentioned 4 times throughout the programme and at the event ✓ Promotional material in delegate bags ✓ Trade Display table 	<p>\$1,500+gst SOLD</p>
<p>LANYARDS</p> <ul style="list-style-type: none"> ✓ Recognition of sponsorship for the event – logo on all promotional material, programme, website, slideshow, company banner on display etc ✓ Company name printed on the lanyards ✓ Promotional material in delegate bags ✓ Trade Display table 	<p>\$1,000+gst SOLD</p>
<p>DELEGATE BAGS</p> <ul style="list-style-type: none"> ✓ Recognition of sponsorship for the event – logo on all promotional material, programme, website, slideshow, company banner on display etc ✓ Company name on delegate bags ✓ Promotional material in delegate bags ✓ Trade Display table 	<p>\$2,000+gst SOLD</p>

CONFERENCE SUPPORTER <ul style="list-style-type: none"> ✓ Recognition of sponsorship for the event – logo on all promotional material, programme, website, slideshow, company banner on display etc ✓ Promotional material in Conference Bags 	\$350+gst
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2023 Conference Sponsorship Contract

We, the organisation/firm of..... wish to sponsor the 2024 Funeral Directors Association Conference 26 – 28 February at the Novotel Rotorua.

Please tick which sponsorship you wish to secure:

- ☐ \$3,000 KEYNOTE SPEAKER: Ancient wisdom modern solutions – Ngahihi o t ra Bidois **SOLD**
- ☐ \$1,500 SOCIETY SNAPSHOTS: Cultural diversity in funerals – the what, how & WHY?
- ☐ \$1,500 WORKSHOP 1: Leading towards more humanised workplaces **SOLD**
- ☐ \$1,500 WORKSHOP 2: Increasing connection through effective communication
- ☐ \$3,000 Official Opening Dinner – Hidden Forest, Skyline, Rotorua
- ☐ \$3,000 Off-Road NZ Activities (bush safari, raceline karting, claybird shooting) **SOLD**
- ☐ \$1,800 Off-Road NZ Gourmet BBQ Dinner
- ☐ \$1,500 Off-Road NZ Drinks **SOLD**
- ☐ \$2,000 Kiwana Gala Dinner Entertainment **SOLD**
- ☐ \$3,000 Kiwana Gala Dinner & Drinks **SOLD**
- ☐ \$1,500 Conference Catering **SOLD**
- ☐ \$1,000 Lanyards **SOLD**
- ☐ \$2,000 Conference Bags **SOLD**
- ☐ \$350 Conference Supporter (no trade space)

Contact details:

Name

Organisation

Email

Phone

Date

Signed

Please email to Events & Marketing Manager, Linda Hartstonge linda@funeraldirectors.co.nz