



NATIONAL ASSOCIATION OF
WHOLESALER-DISTRIBUTORS

EXECUTIVE SUMMIT SPONSORSHIP OPPORTUNITIES

Washington, D.C.
January 31 – February 2, 2023



THE NAW EXECUTIVE SUMMIT

A Unique Executive Experience for Distribution Professionals Like No Other

- Your firm's brand and thought leadership can be spotlighted in front of 300+ senior distribution executives from many of the largest firms throughout the industry
- Hear distribution focused presentations enabling you to keep your finger on the pulse of what is impacting your customers and clients
- Build credibility and elevate your brand visibility throughout a growing and vast industry
- Have the ability to engage with real conversations and network with an intimate gathering of senior industry leaders and come away with new contacts, understandings, and potential new customers in your target market





PACKAGES:

- GOLD
- SILVER
- BRONZE

Packages include specific branding and thought leadership opportunities with the ability to impact your target audience

NAW EXECUTIVE SUMMIT – GOLD PACKAGE SPONSORSHIP

Elevate Your Company's Brand, Thought Leadership, and Engagement within the Distribution Industry's Power Players

Investment: \$100,000

Access:

- Passes for five (5) senior leaders from your company to attend the NAW Executive Summit

Engagement:

- As a Gold Sponsor, your firm will have a dedicated space in the main area of the NAW Executive Summit to engage with senior distribution executive attendees
- NAW will coordinate a dedicated send to those registered and non-registered distribution executives at the NAW Executive Summit, highlighting your level of sponsorship

Thought Leadership:

- Gold Sponsors will have the opportunity to present two (2) thought leadership webinars within the calendar year that NAW will market, promote, and host
- NAW staff will work with our Gold Sponsors to distribute two thought-leadership pieces of content (i.e., white paper or research study) that focuses on an issue(s) facing distributors

Branding:

- The Gold Sponsor will be thanked from the podium during the NAW Executive Summit
- The Gold Sponsors logo will be prominently placed on all email and social media communicates leading up to the NAW Executive Summit
- The Gold Sponsors logo will be tactfully placed on signage throughout the NAW Executive Summit for the duration of the event
- The Gold Sponsor can post thought leadership, sales, or other documents that promote their brand, special service or product offerings, and other items to the NAW Executive Summit attendees in the NAW Executive Summit App

NAW EXECUTIVE SUMMIT – SILVER PACKAGE SPONSORSHIP

Elevate Your Company's Brand, Thought Leadership, and Engagement within the Distribution Industry's Power Players

Investment: \$50,000

Access:

- Passes for four (4) senior leaders from your company to attend the NAW Executive Summit

Engagement:

- NAW will coordinate a dedicated send to those registered and non-registered distribution executives the NAW Executive Summit highlighting your level of sponsorship

Thought Leadership:

- Silver Sponsors will have the opportunity to present two (2) thought leadership webinars within the calendar year that NAW will market, promote, and host
- NAW staff will work with our Silver Sponsors to distribute two thought-leadership pieces of content (i.e., white paper or research study) that focuses on an issue(s) facing distributors

Branding:

- The Silver Sponsor will be thanked from the podium during the NAW Executive Summit
- The Silver Sponsors logo will be prominently placed on all email and social media communicates leading up to the NAW Executive Summit
- The Silver Sponsors logo will be tactfully placed on signage throughout the NAW Executive Summit for the duration of the event
- The Silver Sponsor can post thought leadership, sales, or other documents that promote their brand, special service or product offerings, and other items to the NAW Executive Summit attendees in the NAW Executive Summit App

NAW EXECUTIVE SUMMIT – BRONZE PACKAGE SPONSORSHIP

Elevate Your Company's Brand, Thought Leadership, and Engagement within the Distribution Industry's Power Players

Investment: \$25,000

Access:

- Passes for three (3) senior leaders from your company to attend the NAW Executive Summit

Engagement:

- NAW will coordinate a dedicated send to those registered and non-registered distribution executives the NAW Executive Summit highlighting your level of sponsorship

Thought Leadership:

- Bronze Sponsors will have the opportunity to present two (2) thought leadership webinars within the calendar year that NAW will market, promote, and host
- NAW staff will work with our Bronze Sponsors to distribute two thought-leadership pieces of content (i.e., white paper or research study) that focuses on an issue(s) facing distributors

Branding:

- The Bronze Sponsor will be thanked from the podium during the NAW Executive Summit
- The Bronze Sponsors logo will be prominently placed on all email and social media communicates leading up to the NAW Executive Summit
- The Bronze Sponsors logo will be tactfully placed on signage throughout the NAW Executive Summit for the duration of the event
- The Bronze Sponsor can post thought leadership, sales, or other documents that promote their brand, special service or product offerings, and other items to the NAW Executive Summit attendees in the NAW Executive Summit App

NAW EXECUTIVE SUMMIT SPONSORSHIP – A LA CARTE MENU

STAGE SPONSOR

INVESTMENT

~~\$50,000 — LIMIT TO ONE~~ **SOLD**

ACCESS

PASSES FOR THREE (3) COMPANY LEADERS TO PARTICIPATE IN THE NAW EXECUTIVE SUMMIT

BRANDING & IMAGE

PODIUM ACKNOWLEDGMENT DURING THE EVENT

YOUR COMPANY'S LOGO WILL BE PROMINENTLY PLACED ON THE STAGE THROUGHOUT THE ENTIRE NAW EXECUTIVE SUMMIT

YOUR COMPANY WILL BE ABLE TO SUBMIT THOUGHT LEADERSHIP CONTENT TO THE NAW EXECUTIVE SUMMIT APP



NAW AIR & SPACE MUSEUM SPONSORSHIP EXPERIENCE

INVESTMENT

SPECIAL PRICING – ONLY ONE SPONSORSHIP IS AVAILABLE

ACCESS

PASSES FOR FIVE (5) COMPANY LEADERS TO PARTICIPATE IN THE NAW EXECUTIVE SUMMIT

BRANDING & ACKNOWLEDGEMENT

YOUR COMPANY'S LOGO WILL BE PROMINENTLY DISPLAYED AND MENTIONED DURING THE INTRODUCTION OF THE HEADLINE SPEAKER AND THROUGHOUT THE AIR & SPACE MUSEUM EVENT

ENGAGEMENT

BEFORE THE EVENT, YOU CAN PARTICIPATE IN A PRE-RECORDED VIDEO LEADING UP TO THE EXECUTIVE SUMMIT

YOU AND UP TO FOUR MEMBERS OF YOUR TEAM WILL BE INVITED TO A SPECIAL MEET AND GREET WITH THE HEADLINE SPEAKER



NAW KEYNOTE SPEAKER SPONSOR

INVESTMENT

\$30,000

ACCESS

PASSES FOR THREE (3) COMPANY LEADERS TO PARTICIPATE IN THE NAW EXECUTIVE SUMMIT

BRANDING & IMAGE

PODIUM ACKNOWLEDGMENT DURING THE NAW EXECUTIVE SUMMIT

YOUR COMPANY CAN SUBMIT THOUGHT LEADERSHIP CONTENT TO THE NAW EXECUTIVE SUMMIT APP

ENGAGEMENT

YOUR COMPANY'S REPRESENTATIVE WILL BE ON STAGE WHEN THE KEYNOTE SPEAKER IS INTRODUCED

THERE WILL BE A DEDICATED PHOTO OPPORTUNITY FOR YOUR COMPANY'S REPRESENTATIVE AND THE KEYNOTE SPEAKER



NAW MEMBER RECEPTION & DINNER SPONSOR

INVESTMENT

\$20,000

ACCESS

PASSES FOR TWO (2) COMPANY LEADERS TO PARTICIPATE IN THE NAW EXECUTIVE SUMMIT

BRANDING & IMAGE

YOUR COMPANY'S LOGO WILL BE PROMINENTLY DISPLAYED DURING THE RECEPTION AND DINNER

YOUR COMPANY CAN SUBMIT THOUGHT LEADERSHIP CONTENT TO THE NAW EXECUTIVE SUMMIT APP

ENGAGEMENT

HAVE A UNIQUE EXPERIENCE WITH SENIOR LEADERS WITHIN THE DISTRIBUTION INDUSTRY



NAW WELCOME RECEPTION SPONSOR

Investment

\$20,000

Access

Passes for two (2) company leaders to participate in the NAW Executive Summit

Branding

Your company's logo will be prominently placed on appropriate signage during the NAW Welcome Reception

Your company can submit thought leadership or sales collateral in the NAW Executive Summit app

Engagement

Have a unique experience with senior leaders within the distribution industry



Exclusive Custom Hotel Keycard Sponsor

Investment

\$8,000*

Access

Passes for two (2) company leaders to participate in the NAW Executive Summit

Branding & Image

Your company's logo will be included in some signage throughout the NAW Executive Summit, and your company's logo will be the only logo on each hotel keycard at the host hotel for the NAW Executive Summit

Your company will can submit thought leadership content to the NAW Executive Summit App

*NAW will provide hotel logistics contacts. Sponsor will work directly with hotel and cover any additional fees and logistics. Final key card design must be approved by NAW

WiFi Sponsor

Investment

\$10,000 – ~~limit one~~ – SOLD OUT

Access

Passes for two (2) company leaders to participate in the NAW Executive Summit

Branding & Image

Your company's logo will be included in select signage throughout the NAW Executive Summit, and your company's name will be the wifi password for the entire NAW Executive Summit

Your company can submit thought leadership content to the NAW Executive Summit App

Name Badge Sponsor

Investment

\$10,000 - SOLD OUT

Access

Passes for two (2) company leaders to participate in the NAW Executive Summit

Branding & Image

Acknowledgment during the event

Your company's logo will be prominently placed on every attendee's name badge at the NAW Executive Summit

Lanyard Sponsor

Investment

\$15,000

Access

Passes for two (2) company leaders to participate in the NAW Executive Summit

Branding & Image

Acknowledgment during the event

Your company's logo will be prominently placed on the lanyard of every attendee's name badge at the NAW Executive Summit. Repeating logo alternating with NAW's on lanyard

Standing Sign Sponsor

Investment

\$8,000 – ~~limit two~~ ONLY One Available

Access

Passes for two (2) company leader to participate in the NAW Executive Summit

Branding & Image*

Design a standing sign in a high-traffic area at the NAW Executive Summit. The sign will be an 8' x 3', double-sided, free-standing meter board

*NAW will provide signage specs. Final design must be approved by NAW



THE NAW EXECUTIVE SUMMIT

**Engage Your Prospective
Customers Where They Are**



At the NAW Executive Summit, you will have the unique opportunity to engage with C-Suite distribution leaders from across the country and throughout the \$7 trillion industry

Growth Opportunities Abound



By interacting with key decision makers within your target market, your firm's growth opportunity increases exponentially by being a NAW Executive Summit sponsor

**Be An Industry
Thought Leader**



Position your firm as an industry thought leader throughout the distribution industry. Reaching critical stakeholders, challenging their current thinking and enlightening them with different ways to grow their business is a distinct advantage of being a NAW Executive Summit sponsor



Partner with NAW and let us help your firm drive revenue, engage with best-in-class distributors, and elevate your firm's brand and image across the entire \$7 Trillion distribution industry as a thought leader and trusted source.

Contact NAW's Vice President of Strategic Partnerships,
Adam Isenberg, to learn more.

aisenberg@naw.org

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