



FCVic

Financial Counselling
Victoria Inc.

CONFERENCE **2023**



PARTNERSHIP OPPORTUNITIES

ROCKING THE BOAT

12 & 13 October 2023

The Mantra Hotel, 35 Mountjoy Parade, Lorne Victoria

ROCKING THE BOAT

FCVic CONFERENCE 2023

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WELCOME

In 2023 we at long last have the prospect of an FCVic Conference unaffected by the pandemic. After holding the much-delayed 2022 Conference in Melbourne, this year's is scheduled for a non-Metro location. We are returning to the beautiful seaside location of Lorne on the Great Ocean Road, last used for our Conference in 2017, with the theme of **'Rocking the Boat'**.

The context for this Conference is an extremely challenging environment for financial counsellors, with heavy demand for financial counselling reflecting high levels of community hardship and a high cost of living environment. FCVic itself, after a few years of short term project funding temporarily lifting our cost base, faces heavy and increasing demand for advocacy and sector support with a smaller cost base. The generous support of sponsors for our Conference enables us to run the event at a surplus, and provides crucial budgetary support for FCVic. This enables us to develop and maintain sophisticated membership and support systems and communications, dynamic and high quality Professional Development sessions, peer supports and networks, and to work with members to 'rock the boat' through systemic advocacy across a range of issue areas, such as family violence, utilities, infringements, bankruptcy, insurance, and gambling.

Considering that array of issue areas, and the complex and constructive interactions financial counsellors have with a range of service and industry sectors, the Conference, as always, will provide a host of invaluable opportunities: Opportunities for networking and sharing across organisations, both community and corporate; opportunities for establishing and strengthening relationships; and opportunities for learning and reflecting on how to better work together to support a community in hardship.

Please make it a priority to get to Lorne this October for the FCVic Conference.

The FCVic Team

FCVic would like to acknowledge the traditional owners of the land on which we will gather, the Gadubanud Peoples of the Eastern Maar nations, and acknowledge that sovereignty of the lands were never ceded, and we would like to pay our respects to elders past, present and emerging.

About Financial Counselling Victoria (FCVic)

FCVic is the peak body and professional association for financial counsellors in Victoria.

FCVic provides resources and support to financial counsellors and their agencies assisting vulnerable Victorians experiencing financial difficulty and meets regularly with government (both state and federal), banks, utilities, debt collection, ombudsman schemes and other stakeholders to communicate issues of concern for financial counsellors and their clients. It is through these relationships, FCVic is often able to resolve issues and reach consensus on how hardship provisions and communication with the sector should occur.

FCVic has a membership base of over 400 financial counsellors and organisation members, all of which are focused on different areas of consumer protection and financial counselling practice. Members of FCVic are very active in supporting each other through participation in regional, statewide and issue based working groups.

The systemic advocacy, policy and project work of FCVic has contributed to an increase in the number of financial counsellors in Victoria. This has also resulted in the development of numerous resources to assist consumers and caseworkers to deal with financial hardship, and to advocate strongly for those who need it most.

As the peak body representing financial counsellors, we are not only advocates for the continued funding and expansion of the sector to meet community need, we are also the primary support and development body focused on professionalising and resourcing the sector.

FCVic is a strong, adaptive organisation that is valued by members, government and other stakeholders.

The benefits of financial counselling to your customers in hardship

When financial matters go wrong, they can go really wrong quite quickly. From time to time, many people from all walks of life find themselves struggling to buy food, pay the rent or mortgage, and juggling multiple debts on credit cards or personal loans.

Financial counsellors have an extensive knowledge of a range of areas of law and policy, including the law about credit cards and loans, debt enforcement practices and repossession, bankruptcy, financial hardship policies, and government concession frameworks.

When your client is in financial difficulty or hardship, a financial counsellor will:

- Negotiate repayment arrangements with creditors ensuring both parties have mutually beneficial outcomes where possible.
- Assist with applying for a financial hardship variation on bills or repayments.
- Help clients gain a clear picture of their overall financial situation and break it down into digestible language.
- Explain client options in relation to debts and the advantages and disadvantages of them.
- Explain debt recovery procedures.
- May advocate or negotiate with creditors, government agencies and others.
- Listen and provide support.
- Refer to other services for further help.

5

Important reasons to become a FCVic CONFERENCE PARTNER

The conference presents a valuable opportunity to connect your hardship teams with financial counsellors working with your customers in hardship, face to face.

The conference program will include round table discussions, insights from panel sessions and breakouts offering opportunities to deep-dive into specific topics, generate thought-provoking conversations and explore best practice pathways to assist those doing it tough.

1

75 - 80% of Victorian financial counsellors attend the FCVic Conference

2

Go beyond just visibility, with packages designed to address the audience, build your brand, networks and maximise engagement

3

Attend the conference, enjoy high level presentations and gain valuable insights from the program.

4

Bring your voice to the table! Key thinkers, decision-makers and researchers are paramount to ensuring conversations on hardship and debt are not one-sided.

5

Hear about what's trending in Victoria, at state level and in local communities.

How does your sponsorship make a difference?

FCVic, after a few years of short term project funding temporarily lifting our cost base, faces heavy and increasing demand for advocacy and sector support with a smaller cost base. The generous support of sponsors for our Conference enables us to run the event at a surplus, and provides crucial budgetary support for FCVic.

This enables us to do the following:

- Develop and maintain sophisticated membership and support systems and communications,
- Provide a dynamic and high quality professional development program online and in person to continue capacity building within the sector,
- Offer peer supports and networks as many financial counsellors work from home,
- And most importantly, work with members to 'rock the boat' through systemic advocacy across a range of issue areas, such as family violence, utilities, infringements, bankruptcy, insurance, and gambling.

*It is the support from our conference partners
that makes this important event possible.*

Our host town, Lorne

Located on the traditional lands of Gadubanud Peoples of the Eastern Maar nations, a leisurely two-hour drive from Melbourne along the Great Ocean Road and set between the waters of Loutit Bay and the Otway National Park, Lorne is a spectacular beachside haven, where the bush meets the beach.

A quiet and charming seaside town, Lorne offers a great range of places to eat and drink, quality accommodation, unique specialty retail and attractions and all the magnificence that is the Otway National Park stretching beyond.

The main strip of Lorne, Mountjoy Parade, is lined with street cafes and pretty boutique stores. The foreshore of Lorne is wide, extending from the cafe strip down to the patrolled beach areas. The two-kilometre stretch of beach is bordered by lawn, gum trees and picnic and barbecue areas.

Why not stay for the weekend? With so many options, you certainly won't get bored.

Our host venue, The Mantra Lorne

The Mantra Lorne is the largest residential conference venue in regional Victoria, offering a range of accommodation options ranging from historical rooms, modern hotel room and spacious one bedroom apartments, located right on the beachfront of Lorne. Built around the oldest guest-house in Victoria, Erskine House built in 1864, provides the centre point of the 12 acres of beautiful grounds of the resort.

Mantra Lorne offers an array of activities suiting both the energetic adventurer or those looking to be peacefully inspired. The surrounding surf and shipwreck coasts offer some of the most spectacular scenery in the world so head offsite and explore the Great Ocean Road for which Lorne is famed for.



FCVic CONFERENCE 2023

PARTNERSHIP OPPORTUNITIES**PREMIER CONFERENCE PARTNER***Exclusive, One (1) only*Investment **\$17,500**

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GALA AWARDS DINNER PARTNER*Exclusive, One (1) only*Investment **SOLD**

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BAREFOOT BOWLS & BANTER PARTNER*Exclusive, One (1) only*Investment **\$15,000**

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RELAX & RECHARGE PARTNER*Exclusive, One (1) only*Investment **SOLD**

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CORPORATE SOCIAL RESPONSIBILITY PARTNER*Limited availability, Two (2) only*Investment **\$10,000**

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NEW**ONE HOUR GRAPE 'n GRAZE PARTNER***Exclusive, One (1) only*Investment **\$9,000**

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BARISTA PARTNER*Limited availability, Two (2) only*Investment **\$7,500**

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MORNING & AFTERNOON TEA PARTNER*Exclusive, one (1) only, across all three days (6 breaks)*Investment **\$7,200**

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GOLD PARTNER*Limited availability*Investment **\$6,900**

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SUPPORTERS*Limited availability*Investment **\$4,000**

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COMMUNITY ORGANISATION EXHIBITOR PARTNER*Limited availability*Investment **\$895**

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ALL PACKAGE EXCL. GST.*OPTIONAL PACKAGE EXTRAS - costs available on request**60" Plasma screen | Conference bag sponsor | Door prize
Gelato bar | Cocktail bar | Donut & coffee van**CONFERENCE SECRETARIAT.**

Any conference related questions, please email Melanie on the email below.



Melanie Keenan
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E: melkeenan@definingevents.com.au
W: www.definingevents.com.au

***PLEASE NOTE:** We require all attendees to register to attend the conference.

If your package does not include complimentary tickets, please register AND pay for your staff to attend the conference. Additionally we encourage you to attend the conference and gain additional insights into our sector, therefore we do not offer a 'stand staff' only option.

PREMIER CONFERENCE PARTNER

Investment of \$17,500

Exclusive, one (1) only

You will be the official sponsor of the FCVic CONFERENCE 2023.

Introduce your brand with a real one of a kind opportunity to address the largest assembled audience of the entire conference and use this unique opportunity to demonstrate your organisation's support and commitment to the financial health of all Victorians.

An integral contributor to the conference, our major partner will feature prominently, ensuring high visibility and return on investment.

Partnership benefits include:

- A 15 minute program session in the main plenary (topic & content to be approved by conference convener)
- Recording of your conference session for marketing and training
- Your banners displayed on the main stage for the duration of the conference day of your presentation
- Acknowledgement as the major sponsor on all digital marketing including our comprehensive pre-conference email campaign commencing in May 2023.
- Your logo on ALL the conference name badges - highlighting a high level of support for the sector and Corporate Social Responsibility.
- Your logos on both the printed and electronic program
- Our MC will acknowledge you as a major sponsor throughout our program of events
- Your logos will appear most prominently on the background slides throughout the event
- Your logos will appear on the conference website, in the lead up to the event
- **FOUR** complimentary conference tickets including Thursday & Friday conference and Gala Awards Dinner on Thursday night
- 'A conversation with' article in the Devil's advocate, our online publication reaching every financial counsellor in Victoria
- One large plasma at your stand



FCVic GALA AWARDS DINNER PARTNER

SOLD

Exclusive, one (1) only



Credit Corp Group

As the Conference Awards Dinner partner, you will provide the social highlight of the conference.

Delegates will enjoy an evening of fun, music, and excellence as they celebrate sector champions..

7.00pm – 7.30pm Pre-dinner drinks and canapes in Heritage Ball Room
7.30pm – 11.00pm Formal Conference Gala Dinner event in Plenary

Partnership benefits include:

- A 5 - 8 minute speaking opportunity at the conference dinner (topic & content to be approved by conference convener)
- Your organisation's banner, prominently displayed in the dining hall throughout the dinner event and pre-function drinks
- Our MC will acknowledge you as the dinner partner throughout the evening
- A photobooth for dinner guests to enjoy
- The band will acknowledge your contribution on the night
- Prominent exhibitor stand for duration of the conference
- Acknowledgement as a major partner on all digital marketing including our comprehensive pre-conference email campaign commencing in May 2023, with logo linked to your homepage. That is up to FIVE months of e-campaign exposure!
- **TWO** complimentary full conference tickets for representatives of your organisation
- The opportunity to use the conference logo on your promotional material

Optional package extras - costs available on request

60" Plasma screen | Conference bag sponsor | Door prize Gelato bar | Cocktail bar | Donut & coffee van



BAREFOOT BOWLS AND BANTER PARTNER

Investment of **\$15,000**

Exclusive, one (1) only

*Join the financial counsellors as we
discard our shoes, crank those knees, and chase the jack!*

6.00pm – 7.30pm Bowls

7.30pm – 10.00pm Networking function and canapés

Partnership benefits include:

- Naming rights to this four-hour event (event includes food & beverage)
- Acknowledgement as the barefoot bowls sponsor on all digital marketing including our comprehensive pre-conference email campaign commencing in May 2023, with logo linked to your homepage. That is up to FIVE months of e-campaign exposure!
- Your organization's banner prominently displayed in the event hall and on the bowling greens throughout this informal networking event
- A 5 to 8 minute speaking opportunity as determined by the program – (topic & content to be approved by conference convener)
- Our MC will acknowledge you as the sponsor during the welcome and throughout the preceding events
- An exhibitor stand and two complimentary tickets for representatives of your organization to attend the full conference including the Gala Awards Dinner
- We will provide a promotional 'sponsored by' card with your organisation's name and logo in the room
- The opportunity to use the conference logo for your promotional material
- The opportunity to sponsor a prize in the barefoot bowls competition
- Opportunities to network in an informal atmosphere
- A contingency plan will be in place should the weather be inclement

Optional package extras - costs available on request

60" Plasma screen | Conference bag sponsor | Door prize | Gelato bar | Cocktail bar | Donut & coffee van



RELAX & RECHARGE PARTNER

SOLD

Exclusive, one (1) only



Commonwealth Bank

This package is a firm favourite with our financial counsellors, and is always mentioned in our survey responses!

Your stand will be co-located with professional massage therapists in prominent position PLUS you will provide a mobile device charging station. Connect with delegates as they make their way to your stand to connect their devices and enjoy a relaxing massage.

Partnership benefits include:

- An exclusive area created for your branding opportunity.
- An extended facilitated panel discussion. Submit your questions, interact with other panel members and take questions from the delegates.
- Naming rights to the package. Eg. XYZ Relax & Recharge Partner – or come up with your own unique name.
- Acknowledgement as the R&R partner on all digital marketing including our comprehensive pre-conference email campaign, commencing in May 2023. That's up to FIVE months of e-campaign exposure!
- A prominent exhibitor stand with **3 therapists**
- A standing chargebar will be provided for delegates to recharge their mobile devices, whilst recharging their own batteries
- The opportunity to provide your organizational shirts for massage therapists to wear at your stand, further extending your brand
- Your logo on both the printed and electronic program
- Our MC will acknowledge you as a major partner throughout our program of events
- Your logo will appear most prominently on the background slides throughout the event
- Your logo will appear on the partner page of conference website, in the lead up to the event
- **TWO** complimentary full conference tickets for representative of your organisation, including the Thursday conference dinner.
- The opportunity to use the conference logo in your promotional material

Optional package extras - costs available on request

60" Plasma screen | Conference bag sponsor | Door prize Gelato bar | Cocktail bar | Donut & coffee van

"The conference provides a platform for contact with other FC's from different agencies and areas. For some, it's the only opportunity to meet and support each other."



CORPORATE SOCIAL RESPONSIBILITY PARTNER

Investment of **\$10,000**

Limited Availability, two (2) only

Fully represented across both days, your sponsorship will provide opportunities for capacity building in the sector.

Partnership benefits include:

- Acknowledged as CSR Sponsor on all digital marketing including our comprehensive pre-conference email campaign commencing in May 2023, with logo linked to your homepage and conference website
- An extended facilitated panel discussion. Submit your questions, interact with other panel members and take questions from the delegates.
- Exhibitor stand for duration of the conference
- Your logo on both the printed and electronic program
- Your logo will appear prominently on the background slides throughout the event
- **THREE** complimentary full conference tickets for representatives of your organisation, including networking events.
- The opportunity to use the conference logo on your promotional material
- Partner preference option for 2023 conference in Melbourne

Optional package extras - costs available on request

60" Plasma screen | Conference bag sponsor | Door prize | Gelato bar | Cocktail bar | Donut & coffee van

"The more stakeholders join us for the conference, the better opportunity we have to build strong connections with them to improve client outcomes."



NEW

ONE HOUR GRAPE 'n GRAZING PARTNER

Investment of \$9,000

Exclusive, one (1) only

You will sponsor the first networking event of the conference at this exclusive financial counsellors only event. Following a busy day of professional development, mingle with financial counsellors as they enjoy a beautiful grazing table loaded with a smorgasbord of charcuterie, and waiters serving drinks.

Partnership benefits include:

- A prominent exhibitor stand
- Exclusive access to financial counsellors as one of only two sponsors invited on the first day
- Prominent promotional cards placed around the room highlighting your organisation as the Grape n Graze Partner
- Your banner in the room
- Your logo on both the printed and electronic program
- Your logo will appear on the conference page of the conference website, in the lead up to the event
- **TWO** complimentary conference tickets for representatives for your organisation including the conference dinner.

Optional package extras - costs available on request

60" Plasma screen | Conference bag sponsor | Door prize | Gelato bar | Cocktail bar | Donut & coffee van



BARISTA PARTNER

Investment of **\$7,500** *Full Conference*

Limited Availability, two (2) only

Based on previous events, this is undoubtedly the most popular conference provision - coffee for the conference masses!

Be front and centre while delegates are queueing for their caffeine hit during each of the breaks.

Partnership benefits include:

- An exhibitor stand co-located with the coffee station to maximize audience exposure
- Coffee cart branding panel on the coffee machine (artwork to be provided by sponsor)
- An opportunity to provide your own printed 8oz cups OR keep cups (we can provide them for you at a small additional cost)
- Professional barista provided with full café drinks menu available
- Your logo on both the printed and electronic program
- Your logo will appear on the conference page of the conference website, in the lead up to the event
- **TWO** complimentary tickets for the main conference days, Thursday & Friday including the Thursday conference dinner.

Optional package extras - costs available on request

60" Plasma screen | Conference bag sponsor | Door prize | Gelato bar | Cocktail bar | Donut & coffee van



"I love the breaks, a well timed opportunity to have face to face conversations with creditors. Great sharing of info!"

MORNING & AFTERNOON TEA PARTNER

Investment of \$7,200

Exclusive, one (1) only, across all 3 days (6 breaks)

Everyone loves the breaks, an opportunity to discuss the previous sessions, stretch your legs and enjoy the refreshments. It also presents a great opportunity to align your brand with a networking break, chat informally and support the financial counsellors.

Partnership benefits include:

- A prominent exhibitor stand
- Your logo will appear on the plenary session screens **at each break**
- Prominent promotional cards placed on all morning & afternoon tea catering stations – highlighting your organisation as the break partner
- Your logo on both the printed and electronic program
- Your logo will appear on the conference page of the conference website, in the lead up to the event
- **TWO** complimentary conference tickets for representatives for your organisation including the conference dinner.

Optional package extras - costs available on request

60" Plasma screen | Conference bag sponsor | Door prize | Gelato bar | Cocktail bar | Donut & coffee van



GOLD PARTNER

Investment of \$6,900

Limited Availability

Partnership benefits include:

- An exhibitor stand across both days.
- Acknowledgement as a gold conference partner on all digital marketing including our comprehensive pre-conference email campaign commencing in May 2023.
- Your logo on both the printed and electronic program
- The opportunity to sponsor and present a door prize or raff e ticket during the event (prize to be provided by sponsor)
- Our MC will acknowledge your sponsorship
- Your logo will appear on the background slides throughout the event
- Your logo will appear on the conference website, in the lead up to the event
- **NEW TWO complimentary ticket to the main conference days, Thursday & Friday including the Thursday conference dinner.**

Optional package extras - costs available on request

60" Plasma screen | Conference bag sponsor | Door prize | Gelato Bar | Cocktail Bar | Donut & coffee van



SUPPORTERS

Investment of \$4,000

Limited Availability

COMMUNITY ORGANISATION EXHIBITOR STAND

Investment of \$895

Limited Availability

Benefits include:

- An exhibitor stand
- Broad pre-conference exposure of your brand through a strategically focused series of e-newsletters
- Your logo on both the printed and electronic program
- Your logo will appear on the background slides throughout the event
- Your logo will appear on the conference page of the conference website, in the lead up to the event
- **NEW TWO complimentary ticket to the main conference days, Thursday & Friday including the Thursday conference dinner.**

Stand only

You will be required to pay a registration fee to man the stand.

Please visit website for details .

Optional package extras - costs available on request

60" Plasma screen | Conference bag sponsor
Door prize | Gelato Bar | Cocktail Bar
Donut & coffee van

Optional package extras - costs available on request

60" Plasma screen | Conference bag sponsor | Door prize | Gelato Bar | Cocktail Bar | Donut & coffee van



THANK YOU

