



# VIRGINIA

Attendance to the collaboration workshop is free, but we encourage a [\\$10 donation to Oakcliff Sailing](#) to endow some Virginia Junior Sailors for OS Training programs.

## For Organizers

- All Sailing Organizers: race officials, club flags, parents, sandwich makers, club managers, community program leaders, waterfront directors, marina owners,
- **Action**
  - Kick off the season networking with your fellow organizers, forge paths to collaborate on schedules, events, share resources and technology
  - Compare notes, identify challenges, share solutions
  - Leave with a quiver of ideas to save money and improve results for your programs

## For Athletes

- Athletes of any age, high school, college, adult professionals, boat owners & crew, industry professionals, long range cruisers, retirees looking for a second career
- **Action**
  - Tips and tricks to create your path, physical fitness best standards for sailors
  - Tools to make informed decision about your path forward to College, Olympics, Big Boats, Boat Ownership or a Career on the water.
  - Leave with your own personalized 'Mind Map', a personal plan for success

## For Funders

- Club treasurers, grant & foundation administrators, sponsorship and PR professionals or those pressured into doing it for their club, Parents. Athletes looking to fund their careers, boat owners considering sponsorship or team building opportunities.
- **Action**
  - Understand the differences of private vs public foundations and how a club is a non-profit but not tax deductible.
  - Basics of sponsorship solicitation and fulfillment
  - Media coverage vs influencers vs messaging
  - Leave with a more realistic plan of funding your passion

**March 1st**

**12:30 – 6:00**

Hampton Yacht Club

4707 Victoria Blvd.

Hampton VA 23660

Plenty of Street Parking, Club open for lunch at 11:30,

Cash Bar open for after session networking. Free snacks.

[REGISTER HERE](#)

If you are not registered with Oakcliff, just exit from popup window and fill in registration

Questions?

415 760 7642