



# PDP

## PROPERTY DEVELOPMENT PROGRAMME 2026

SPONSORSHIP

PROPOSAL

The Property Development Programme (PDP) is jointly presented by SAPOA and the Graduate School of Business (GSB) – University of Cape Town.

As this is our flagship programme it is aimed at Senior to Executive level, our focus is on property finance, valuation, property law negotiation, investment, and marketing.

Participants are drawn from various disciplines in the commercial property industry:

- Property development
- Financial management
- Legal
- Architectural
- Engineering
- Quantity surveying
- Building planning
- Broking sectors

EMPOWERING YOU THROUGH OUR FLAGSHIP PROGRAMME  
*where distinction begins*

26 JULY TO 07 AUGUST 2026

### WHY PARTNER WITH SAPOA?

Whether your goal is to increase brand recognition or spend quality time with top decision makers in the commercial real estate, you will find what you need to meet your goals in SAPOA's strategically designed sponsorship offerings. Increase your visibility and gain unparalleled access with every level of sponsorships.

### WHY SPONSOR?

Positioning your brand amongst other industry leaders and consistent exposure of your corporate brand throughout the full year event marketing cycle will give your business the competitive edge.

### GET DIRECT ACCESS TO "WHO'S WHO"

Unique "face-to-face" networking opportunities with the key decision makers within the core market sectors of the property industry. You will get the opportunity to make and nurture meaningful relationships. Reinforce your brand by partnering with us with one of our sponsorship opportunities.

#### FOR ALL SPONSORSHIP QUERIES, PLEASE CONTACT:

Jane Padayachee: Marketing & Communication Manager | Email: [marketingmanager@sapoa.org.za](mailto:marketingmanager@sapoa.org.za)

Daksha Parsad: Events Specialist | Email: [events@sapoa.org.za](mailto:events@sapoa.org.za)

Phone: 011 883-0679

## SPONSORSHIP OF THE MAIN PROGRAMME

**Valued at R54K excl. vat**

*The SPONSOR shall be entitled to the following benefits in respect of the Sponsorship of the PDP*

### BENEFITS:

- The Sponsor shall be entitled to have their logo with a URL link on the PDP page on the SAPOA website.
- The Sponsor shall be entitled to have their company profile of 100 – 150 words on the PDP page on the SAPOA website.
- The Sponsor shall be entitled to co-branding on all online registration forms pertaining to the programme once the sponsorship has been secured and contract to that effect is signed.
- The Sponsor shall be entitled to co-branding on all adverts (online + print) once the sponsorship has been secured and contract to that effect is signed.
- The Sponsor shall be entitled to co-branding on all signage banners at the venue – GSB – Cape Town.
- The Sponsor shall be entitled to place marketing collaterals and/or giveaways in the delegate bags subject to approval from SAPOA.
- The Sponsor shall be entitled to co-branding on the screen during the welcoming address and orientation.
- The Sponsor shall be entitled to a 5-minute address by a Senior/Executive Representative.
- The Sponsor shall be continuously acknowledged during the lectures (online & face-to-face).
- The Sponsor shall be entitled to co-brand on the virtual- and onsite platform whilst the lectures are being presented.
- Acknowledgement at the Welcoming and Orientation session at the GSB- Cape Town as per the programme.
- The Sponsor shall be mentioned in all press releases referencing the programme.
- The Sponsor shall be entitled to two (2) complimentary invitation to the Certification Dinner.
- The Sponsor shall be entitled to a DPS advert in the delegate booklet.

## SPONSORSHIP OF THE TEXT BOOKS

**Valued at R50K excl. vat**

### BENEFITS:

- The Sponsor shall be entitled to have their logo with a URL link on the PDP page on the SAPOA website as the Text Book Sponsor.
- The Sponsor shall be entitled to have their company profile of 100 – 120 words on the PDP page on the SAPOA website.
- The Sponsor shall be entitled to co-branding on all adverts (online + print) once the sponsorship has been secured and contract to that effect is signed.
- The Sponsors shall be entitled to co-brand with SAPOA on the bookmark.
- The Sponsor shall be entitled to add in their contact details on the bookmark.
- The Sponsors shall be entitled to insert a sponsor's message not exceeding 200 words in the delegate booklet.
- The Sponsor shall be entitled to a DPS advert in the delegate booklet.
- The Sponsor shall be entitled to two (2) complimentary invitation to the Certification Dinner.

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## SPONSORSHIP OF THE DELEGATE BOOKS

Valued at R40K excl. vat

### BENEFITS:

- The Sponsor shall be entitled to have their logo with a URL link on the PDP page on the SAPOA website as the Delegate Book Sponsor
- The Sponsor shall be entitled to have their company profile of 75 – 100 words on the PDP page on the SAPOA website.
- The Sponsor shall be entitled to an A5 advert in the booklet with contact details.
- The Sponsor shall be entitled to have a sponsor message not exceeding 200 words in the booklet.
- The Sponsor shall be entitled to two (2) complimentary invitation to the Certification Dinner.

## SPONSORSHIP OF THE PDP CERTIFICATION DINNER

Valued at R100k excl. vat

### BENEFITS:

- The Sponsor shall be entitled to five (5) complimentary invitations to the Certification Dinner 2026.
- The Sponsor shall be entitled to address the delegates at the Certification Dinner 2026 for no more than 5 -10 minutes by a Senior Representative.
- The Sponsor shall be entitled to display no more than two slimline banners at the venue.
- The Sponsor shall be entitled to have their logo displayed at the One & Only Hotel during the duration of the Certification Dinner 2026.
- The Sponsor shall be entitled to have their logo displayed on the welcoming slides for the duration of the Certification Dinner 2026.
- The Sponsor shall be entitled to their logo displayed on the programme relating to the Certification Dinner 2026.
- The Sponsor shall be entitled to have their logo displayed on the dinner invitation Certification Dinner 2026.
- The Sponsor shall be allowed to place table gifts at the Certification Dinner 2026. (optional).
- Sponsors will get onsite and post-event social media exposure.
- Sponsor will be mentioned in press releases relating to the event.

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## SPONSORSHIP OF THE WINNERS PRIZES (EACH)

### Azzaro - R30k excluding vat

- The Sponsor shall be entitled to have their logo with a URL link on the PDP website page as the 1st Prize Sponsor
- The Sponsor will be entitled to have their logo on the sponsor slide at the certification dinner as the 1st Prize Sponsor
- The Sponsor will be entitled to have two (2) complimentary invitation to the Certification Dinner
- The Sponsor will be entitled to have the 1st prizes exclusively branded
- The Sponsor will be entitled to have a 1 page advert in the A5 Delegate booklet
- The Sponsors representative will have an opportunity to hand out the prizes to the 1st winning team and take a group photo

### NNAQS - R25k

- The Sponsor shall be entitled to have their logo with a URL link on the PDP website page as the 2nd Prize Sponsor
- The Sponsor will be entitled to have their logo on the sponsor slide at the certification dinner as the 2nd Prize Sponsor
- The Sponsor will be entitled to have one (1) complimentary invitation to the Certification Dinner
- The Sponsor will be entitled to have the 2nd prizes exclusively branded
- The Sponsor will be entitled to have a ½ page advert in the A5 Delegate booklet
- The Sponsors representative will have an opportunity to hand out the prizes to the 2nd winning team and take a group photo

### Samsung - R20k

- The Sponsor shall be entitled to have their logo with a URL link on the PDP website page as the 3rd Prize Sponsor
- The Sponsor will be entitled to have their logo on the sponsor slide at the certification dinner as the 3rd Prize Sponsor
- The Sponsor will be entitled to have one (1) complimentary invitation to the Certification Dinner
- The Sponsor will be entitled to have the 3rd prizes exclusively branded
- The Sponsor will be entitled to have a ¼ page advert in the A5 Delegate booklet
- The Sponsors representative will have an opportunity to hand out the prizes to the 3rd winning team and take a group photo

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