# **How You Can Earn Income from Nature Based Community Events**

- ►Introduction to Events Promotion
- ▶ Supporting Nature, Communities & You
- ▶By Richard T O'Neill





#### **Vision**

# A Dancing Planet ... Created by People Celebrating Life!!



#### Join the Party !!!

- Community Events Creating a Dancing Planet
- ▶ By Connecting, Creating & Celebrating People & Planet
  - ► Creating the Biggest Party on Earth !!!
- With Dances, Dinners, Concerts, Cabarets, Parties, Picnics, Fun, Festivals
  - ► These are Local, Regional, National & Global Events

## "Integrity is the Essence of Everything" Buckminster Fuller

"The Meaning of Integrity is
Nature is Our Identity"
Integrity is One-ness with All things
Richard O'Neill

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# 1. Introduction The Importance of Celebrating Local Nature



- Song and Dance have always been an essential part of traditional cultures. They are expressions of E-Motion, meaning energy in motion, which is what creates. Indigenous cultures "sing and dance up the land and nature" to maintain abundance and good times. Quantum Physics reminds us we live is a Universe of dancing electrons, so this book is about organizing some of these with song and dance to enable more of us to express joy, and to Connect, Create and Celebrate.
- Nature is an essential aspect of our lives and has been celebrated throughout human history. From ancient cultures that revered natural elements like the sun, moon, and stars, to modern societies that enjoy hiking in the woods and watching birds at the park, we have always had a connection to the natural world. Today, this connection is more important than ever as we face a rapidly changing environment and a growing awareness of the impacts of human activity on the planet.
- One of the most important ways that we can celebrate nature is by focusing on the natural beauty and resources that exist in our own communities. This is what is known as "local nature" and it includes everything from the trees and flowers in our backyard to the rivers and lakes that flow through our towns and cities. By celebrating local nature, we can not only appreciate the beauty and wonder of the natural world, but also learn about the importance of preserving and protecting it.
- One of the best ways to celebrate local nature is by getting outside and exploring it. Whether it's taking a walk in a nearby park, going on a hike in the woods, or simply sitting and observing the birds and insects in your backyard, there are countless ways to connect with the natural world around us. Not only is this a great way to appreciate the beauty of nature, but it also offers many health benefits, such as reducing stress and improving mental wellbeing.

# 2. The Value of Creating Festivals And Events To Celebrate Local Nature

- Creating festivals and events to celebrate local nature can have an economic impact on a community. These events can attract visitors and tourism, which can provide a boost to local businesses and the economy. Additionally, festivals and events that focus on sustainability and conservation can help to promote green and eco-friendly practices, which can have a positive impact on the community and the environment.
- Festivals and events can be a way to bring people of all ages and backgrounds together. Whether it's a dance, a bird-watching festival, a nature hike, or a conservation fair, there are many ways to celebrate local nature that can appeal to a wide range of people. This can help to create a more inclusive and welcoming community, where everyone feels a sense of belonging and connection to the natural world.
- In conclusion, creating festivals and events to celebrate local nature can have many benefits for a community and for the organizers and people involved. It brings people together, raises awareness about the importance of preserving and protecting nature, has an economic impact, and helps to create an inclusive and welcoming community. By celebrating local nature through events, we can not only appreciate the beauty and wonder of the natural world, but also make a positive impact on our communities and the planet.

#### The Value to Organizers

- Organizing and directing community festivals and events to celebrate local nature can be incredibly valuable for the organizers and project directors. One of the main benefits is that it allows them to make a positive impact on their community and the environment. By bringing people together to celebrate local nature, they can help to raise awareness about the importance of preserving and protecting the natural world, and inspire people to take action to protect it.
- Another benefit of organizing and directing community festivals and events is that it can be a way to build leadership skills and gain valuable experience. Organizing and directing an event requires a wide range of skills such as planning, coordination, communication, and problem-solving. These skills are transferable and can be useful in many fields. Additionally, working with a team of volunteers or other organizers can help to build teamwork and collaboration skills.
- Organizing and directing community festivals and events to celebrate local nature can also be a way to connect with other individuals and organizations that share similar goals and values. These events can provide opportunities to network with other community leaders, conservation groups, government agencies, and other stakeholders. This can help to build lasting relationships and collaborations that can be beneficial for future events or projects.

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#### The Value to Organizers

- Another benefit is that by organizing and directing community festivals and events, organizers and project directors can gain recognition and visibility in their community. By successfully organizing and directing an event, they can establish themselves as leaders and experts in the field of environmental conservation and sustainability. This can open up opportunities for future projects, collaborations, and funding.
- In conclusion, organizing and directing community festivals and events to celebrate local nature can be incredibly valuable for the organizers and project directors. It allows them to make a positive impact on their community and the environment, build leadership skills, connect with other individuals and organizations, and gain recognition and visibility in their community. These events can be a powerful tool for environmental conservation and sustainability, and a valuable experience for those who organize and direct them.





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# 3. Identifying and Connecting with Your Community

- Identifying and Connecting with Your Community is a crucial step in the process of planning and executing a successful community nature event. This chapter could cover a variety of topics related to understanding and engaging with the community, including:
- Identifying the target audience for the event: Who are the people in the community who are most likely to attend and be interested in the event? What are their demographic characteristics, interests, and needs?
- Conducting research to understand the community's needs and preferences: This could include conducting surveys, focus groups, or interviews with community members to gather information about what they would like to see in a nature event.
- Building relationships with community organizations and leaders: This could include reaching out to local schools, clubs, and other groups to build partnerships and support for the event. It could also include working with local government officials and community leaders to ensure that the event aligns with community priorities.
- Creating opportunities for community members to be involved in the planning and execution of the
  event: This could include forming committees, hosting focus groups, and other ways for community
  members to provide input and feedback on the event.
- Overall, this chapter aims to ensure that the event is tailored to the specific needs and interests of the community, and that it has the support and participation of key community members and organizations.

# 4 Planning and Budgeting for Your Community Nature Event

- One of the key elements of a successful community nature event is proper planning and budgeting. By following a clear plan and budget, you can ensure that your event is well-organized, runs smoothly, and stays within your financial means.
- The first step in planning and budgeting for your community nature event is to establish clear goals and objectives. What is the purpose of the event? Who is the target audience? What kind of activities or features do you want to include? Answering these questions will help you to determine what resources will be needed and how much money will be required to make your event a success.
- Next, you'll need to create a detailed plan for the event. This should include a timeline of activities, a list of vendors and suppliers, and a layout of the event space. It's important to consider factors such as accessibility, safety, and weather contingencies when planning your event. You should also think about ways to promote the event to your target audience, such as through social media, flyers, or local newspapers.
- Once you have a solid plan in place, it's time to start budgeting. This will involve estimating the costs of all the resources and services you'll need, such as food and beverages, equipment rental, security, and permits. You'll also need to factor in any contingencies and unexpected expenses that may arise. To keep costs under control, it can be helpful to set spending limits for different areas of the event, such as entertainment or marketing.

# 4 Planning and Budgeting for Your Community Nature Event

- When budgeting, it's also important to keep in mind any potential revenue streams that may be available to you. This could include sponsorships, ticket sales, or merchandise sales. By identifying potential revenue sources early on, you can incorporate them into your budget and plan for them accordingly.
- Once you have your budget in place, it's important to keep track of your expenses throughout the planning and execution of the event. This will allow you to make any necessary adjustments to stay within your budget and ensure that your event is financially successful.
- By following a clear plan and budget, you can ensure that your community nature event is wellorganized, runs smoothly, and stays within your financial means. With proper planning and budgeting, your event will be a success and you'll be able to deliver a positive experience to your community.
- Planning and Budgeting for Your Event is a critical step in the process of organizing a successful community nature event. This chapter could cover a variety of topics related to planning and budgeting, including:
- Developing a comprehensive event plan: This could include creating an event timeline, identifying key tasks and responsibilities, and determining the necessary resources and personnel.

#### 4 Planning and Budgeting for Your Event

- Establishing a realistic budget for the event: This could include identifying all of the costs associated with the event, such as venue rental, equipment, marketing and advertising, and staff and volunteer expenses.
- Identifying and securing funding and sponsorships: This could include researching potential funding sources, such as grants, sponsorships, and donations, as well as developing a plan to approach potential funders.
- Developing a contingency plan: This could include identifying potential risks and challenges that could arise during the event and creating a plan to mitigate or respond to them.
- Overall, this chapter aims to ensure that the event is well-planned and that the budget is realistic and sufficient to cover all of the costs associated with the event. Additionally, it also helps to secure and manage the funding and sponsorship required to make the event happen, and establish a plan in case of unexpected events.

- Marketing and Promoting Your Event is an essential step in ensuring that the event is well-attended and successful.
- Developing a marketing plan: This should include identifying the target audience, determining the key messages to be communicated, and selecting the most appropriate marketing channels and tactics.
- Utilizing social media and online platforms: This to include creating a website, social media accounts, and online event listings to promote the event, as well as leveraging online advertising and marketing tools such as Google Adwords, Facebook Ads, and email marketing.
- Traditional marketing tactics: This could include creating flyers, posters, brochures, and other print materials to promote the event, as well as utilizing local media outlets such as newspapers, radio and TV to reach a wider audience.
- Utilizing community engagement: This could include working with community organizations and leaders to promote the event, as well as encouraging attendees to spread the word about the event through word of mouth.

- Marketing and promoting your community nature event is an essential part of ensuring its success. By effectively communicating the value and excitement of your event to your target audience, you can increase attendance and ensure that your event is well-attended and well-received.
- ► The first step in marketing and promoting your community nature event is to determine your target audience.
  - Who are you trying to reach?
  - What are their interests and demographics?
- ► Knowing your target audience will help you to tailor your marketing messages and choose the most appropriate channels for promoting your event.
- Once you know your target audience, you can start developing your marketing plan. This should include a mix of different tactics, such as social media campaigns, email marketing, and print advertising. It's important to choose the channels that will reach your target audience most effectively, whether that's through social media, local newspapers, or community bulletin boards.

- Social media can be a powerful tool for promoting your event. Platforms like Facebook, Twitter, and Instagram can help you to reach a wide audience and engage with them in real-time. You can use these platforms to share event details, post pictures and videos, and interact with your audience.
- Email marketing can also be an effective way to promote your event. You can use email to send out event invitations, updates, and reminder messages to your target audience. This can help to build excitement and encourage attendance.
- Print advertising can be a great way to reach a local audience. This could include ads in local newspapers, magazines, or community bulletin boards. These types of advertising can help to create awareness and interest in your event among potential attendees.
- In addition to these traditional marketing channels, you can also think about other ways to promote your event. This might include working with local influencers, or creating a referral program to encourage attendees to bring their friends and family.

- Another important aspect of promoting your event is to create a sense of excitement and urgency. This is often done by creating a sense of exclusivity or scarcity, such as offering early bird pricing or limited-time discounts. You can also use countdown timers, or create a sense of FOMO (fear of missing out) by highlighting the unique experiences that your event will offer.
- Ultimately, the key to effectively marketing and promoting your community nature event is to be strategic, creative, and consistent in your efforts use your intuition, and like nature, promote a sense of abundance. By reaching your target audience in the most effective way, you'll be able to increase attendance, create buzz and excitement and ensure that your event is a success.

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- A comprehensive marketing plan for a community nature event should include the following elements:
- Social media: Utilize social media platforms such as Facebook, Twitter, and Instagram to create a buzz around your event. Share event details, post pictures and videos, and interact with your audience. Use hashtags and keywords to increase visibility and reach a wider audience.
- Email marketing: Send out event invitations, updates, and reminder messages to your target audience. Use email to build excitement and encourage attendance.
- Print advertising: Advertise your event in local newspapers, magazines, or community bulletin boards to create awareness and interest among potential attendees.
- Influencer marketing: Identify and collaborate with local influencers to reach a wider audience and increase credibility for your event.
- ▶ Referral program: Create a referral program to encourage attendees to bring their friends and family, and reward them for doing so.

- Online event listing: List your event on popular event listing websites such as Eventbrite, Meetup, and Facebook events to reach a larger audience.
- Sponsorship: Reach out to local businesses and organizations to sponsor your event. This not only provides financial support but also helps to increase visibility and credibility for your event.
- Online ads: Use Google AdWords and Facebook Ads to target specific demographics and reach a wider audience.
- PR: Reach out to local media outlets to create coverage for your event. This can include press releases, interviews, and feature articles.
- Community outreach: Engage with the local community by organizing volunteer opportunities and engaging with community groups and organizations.

#### Using Social Media Marketing for Community Events

- Social media has revolutionized the way we communicate and connect with one another, and it has also become an essential tool for promoting community events. Whether you're organizing a charity fundraiser, a neighborhood festival, or a community gathering, social media can help you reach a wider audience, build excitement and engagement, and ultimately drive more attendees to your event.
- ▶ Here are some tips for using social media to promote your community event:
- 1. Define your audience: The first step in creating a successful social media marketing campaign is to understand who your target audience is. Are you trying to reach families with young children? College students? Senior citizens? Knowing your audience will help you to create content that resonates with them and target your advertising to the right people.
- 2. Create a content calendar: Once you know your audience, it's time to create a content calendar that outlines what you're going to post, when you're going to post it, and where you're going to post it. This will help you to stay organized and ensure that you're consistently promoting your event across multiple platforms.
- 3. Use visuals: Social media is a visual medium, so make sure to include plenty of high-quality images and videos in your content. Use images of the event location, food, entertainment, and participants to give people a sense of what to expect.
- 4. Use hashtags: Hashtags increase visibility and reach a wider audience.

It's important to note that the above list is not exhaustive, and the best marketing plan will depend on the specific circumstances of the event and the target audience. It's also important to track the effectiveness of different marketing channels, and use data to optimize future marketing efforts.

# Chapter 6 - Creating a Sustainable and Profitable Event

- Many events are organized as non-profit events, often for tax purposes, but this does not mean people are not paid. Income earned can be dispersed as as fees and earnings to managers and staff, donations to Nature care organizations or many other ways.
- Think of PROFIT as being Pro-"fit for purpose". Without fitness for purpose nothing survives. Aim for profit, and share the benefits.
- Creating a Sustainable and Profitable Event is a key aspect of planning and executing a successful community nature event. This chapter could cover a variety of topics related to sustainability and profitability, including:
- 1. Identifying and implementing sustainable practices: This could include reducing waste and emissions, using environmentally-friendly materials and products, and promoting conservation and education about the local environment.
- 2. Developing a revenue plan: This could include identifying potential sources of revenue, such as ticket sales, sponsorships, and merchandise sales, and developing a strategy for maximizing revenue.
- 3. Identifying and managing costs: This could include identifying all of the costs associated with the event, such as venue rental, equipment, marketing and advertising, and staff and volunteer expenses. The goal is to minimize unnecessary expenses while ensuring that the event is well-funded.
- 4. Evaluating the financial performance of the event: This could include analyzing the event's income and expenses and determining whether the event was profitable and sustainable.

# Chapter 6 - Creating a Sustainable and Profitable Event

#### Suggested Budgets

- The budget for a community nature event can vary depending on a number of factors such as the size and scope of the event, the location, and the type of activities and amenities offered. Here are a few examples of budgets for different types of community nature events:
- **Small-scale, local event:** For a small-scale event, such as a nature hike or a community cleanup, the budget may be relatively low. A budget of around \$5,000- \$10,000 could cover expenses such as permits, equipment rental, marketing, and volunteer expenses.
- Medium-scale, regional event: For a medium-scale event, such as a nature festival or a concert in the park, the budget may be higher. A budget of around \$20,000 \$50,000 could cover expenses such as venue rental, equipment rental, marketing, staff and volunteer expenses, and entertainment costs.
- Large-scale, national event: For a large-scale event, such as a multi-day nature and adventure festival, the budget may be significantly higher. A budget of around \$50,000 \$100,000 or for very large events even millions, could cover expenses such as venue rental, equipment rental, marketing, staff and volunteer expenses, entertainment costs, and logistics expenses such as transportation and accommodation.

# Chapter 6 - Creating a Sustainable and Profitable Event

- It's worth to mention that these budgets are just an approximation and the actual costs will vary depending on the specific event. It's important to conduct a thorough budget analysis, taking into account all of the costs associated with the event, and to secure sufficient funding and sponsorships to ensure that the event is a success.
- Overall, this chapter aims to ensure that the event is not only successful but also sustainable and financially viable in the long run. It also aims to balance the financial and environmental aspects of the event by identifying ways to reduce costs, increase revenue, and minimize environmental impact.





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#### **Chapter 7 - Hosting and Executing Your Event**

- Hosting and Executing Your Event is the final and most important step in the process of planning and organizing a successful community nature event. This covers a variety of topics related to the actual execution of the event, including:
- Coordinating logistics: This could include arranging for the transportation, setup, and breakdown of equipment and supplies, as well as managing the flow of attendees and volunteers.
- Managing staff and volunteers: This could include recruiting, training, and scheduling staff and
  volunteers, as well as providing clear communication and direction to ensure that everyone knows their
  roles and responsibilities.
- **Providing excellent customer service:** This could include ensuring that attendees have a positive experience at the event, addressing any issues that arise, and providing information and assistance as needed.
- **Monitoring and evaluating the event:** This could include tracking attendance, measuring the success of the event, and gathering feedback from attendees to improve future events.
- Overall, this chapter aims to ensure that the event runs smoothly and that attendees have a positive and engaging experience. Additionally, it also aims to ensure that the event is monitored and evaluated in real-time, and that necessary adjustments are made to optimize the experience for attendees, staff, and volunteers.

## **Chapter 8 - Evaluating and Improving Your Event for the Future**

- Evaluating and Improving Your Event for the Future is an important step in the process of planning and organizing a successful community nature event. This covers a variety of topics related to evaluating and improving the event, including:
- Gathering feedback from attendees: This could include conducting surveys, focus groups, or interviews with attendees to gather information about their experience at the event, what they liked and didn't like, and what they would like to see in future events.
- Analyzing event data: This could include reviewing attendance figures, revenue, and other data to determine how well the event performed, and identify areas for improvement.
- Identifying best practices and lessons learned: This could include identifying successful strategies and tactics used during the event, as well as areas where the event fell short, and making recommendations for future events.
- Developing an action plan for future events: This could include setting goals and objectives for future
  events, and creating a plan to implement the changes and improvements identified in the evaluation
  process.
- Overall, this chapter aims to ensure that the event is continuously improving and evolving by gathering feedback, analyzing data, and identifying best practices, and using this information to create a clear plan for future events. It also aims to ensure that the event remains relevant to the community and the environment by continuously adapting to the changing needs and preferences of the community.

# 9 The Impact of Community Nature Celebrations

Community nature celebrations are more than just events, they are opportunities to bring people together to appreciate and preserve the environment. The benefits and impact of these celebrations are numerous and far-reaching, including:

Raising environmental awareness: Community nature celebrations raise awareness about the importance of preserving and protecting the environment. Through educational activities and interactive exhibits, participants learn about the natural world and the role they can play in preserving it.

**Fostering community engagement:** Community nature celebrations bring people together from all walks of life, fostering a sense of community and promoting social connections. By participating in these events, people can meet new friends, learn from one another, and build relationships that last long after the event has ended.

**Encouraging environmental sustainability:** Community nature celebrations can be used to promote environmental sustainability by highlighting the importance of reducing waste, conserving energy, and using eco-friendly products. Participants can learn about practical steps they can take to make a positive impact on the environment.

**Supporting local businesses:** Community nature celebrations can provide an economic boost to local businesses by attracting visitors and increasing sales. This can be especially important in rural or underdeveloped communities, where local businesses may struggle to attract customers.

# 9 The Impact of Community Nature Celebrations

**Improving public health:** Spending time in nature has been shown to have numerous health benefits, including reducing stress and anxiety, improving mood, and increasing physical activity levels. Community nature celebrations provide participants with an opportunity to enjoy the benefits of spending time in nature and improve their overall health and well-being.

**Inspiring future generations:** Community nature celebrations can inspire future generations to appreciate and protect the environment by providing young people with hands-on experiences and educational opportunities. These experiences can have a lasting impact and help to instill a lifelong appreciation for the natural world.

In conclusion, community nature celebrations are an important tool for promoting environmental awareness, fostering community engagement, and encouraging environmental sustainability. They provide numerous benefits and can have a lasting impact on the environment, local businesses, public health, and future generations.

#### 10. Becoming a Leader or Team Player

Becoming an event or festival leader or production manager is not just a rewarding experience, it also provides numerous personal and professional benefits.

As a leader, you will have the opportunity to:

- **Develop leadership and organizational skills:** Planning and executing a successful community-driven nature celebration event requires strong leadership and organizational skills. As a leader, you will learn how to manage a team, delegate responsibilities, and make important decisions that impact the success of the event.
- **Build relationships and network:** Community-driven nature celebration events bring people together from all walks of life, giving you the opportunity to build relationships and network with others in your community. These relationships can be valuable both personally and professionally.
- **Enhance your resume:** The experience and skills gained from leading a successful community event can help to enhance your resume and make you a more competitive candidate in your field.
- ▶ **Give back to your community:** By leading a community-driven nature celebration event, you have the opportunity to give back to your community and make a positive impact on the environment.

## 10 Benefits of Involvement in a Nature Celebration Event

The benefits of leading a community-based nature celebration event are not limited to the event leader, however. Team members also reap significant benefits, including:

- **Building teamwork skills:** Working together to plan and execute a successful event requires strong teamwork skills. Team members will learn how to communicate effectively, work together towards a common goal, and support one another.
- **Developing new skills:** Participating in the planning and execution of an event provides team members with the opportunity to develop new skills and gain practical experience in areas such as marketing, event planning, and project management.
- **Boosting confidence and self-esteem:** The sense of accomplishment that comes from being a part of a successful event can have a positive impact on team members' confidence and self-esteem.
- Making a difference in the community: By working together to plan and execute a successful community-driven nature celebration event, team members have the opportunity to make a positive impact on the environment and their community.

In conclusion, becoming an event or festival leader or production manager, or participating as a team member, provides numerous personal and professional benefits. By working together towards a common goal, leaders and team members have the opportunity to make a positive impact on the environment, build relationships, and enhance their skills and resumes.

## 10 Benefits of Involvement in a Nature Celebration Event

**Decide and Take Action** - To become a nature celebration event or festival leader or production manager and plan a local nature celebration event, you can follow the steps outlined below:

- Build your knowledge: Start by educating yourself on the importance of preserving and celebrating nature, as well as the best practices for planning and executing community-driven events. Read books, attend workshops and conferences, and connect with others who are passionate about the environment and community-driven events.
- Identify your goals and objectives: What do you hope to achieve with your nature celebration event? Is it to raise awareness about the importance of preserving nature, to bring the community together, or to promote environmental sustainability? Having clear goals and objectives will help you to focus your efforts and ensure that your event is successful.
- Form a planning committee: Assemble a team of volunteers who share your passion for the environment and are committed to making the event a success. This team can include individuals with diverse backgrounds and skills, such as marketing, event planning, and project management.
- Determine your budget: Decide on a budget for your event, taking into account factors such as venue rental, supplies, and marketing. Determine what you need to raise and start exploring funding opportunities, such as sponsorships, grants, and community fundraising.
- Choose a venue and activities: Choose a suitable venue for your nature celebration event, taking into consideration factors such as accessibility, parking, and capacity.

#### **Chapter 11 - Resources Suggestions**

▶ Depending on the size of your events affects resource requirements. There are many tools, software and websites that can assist management.

These are some key elements to consider -

- ▶ Personnel CEO/Chief, Accounting, Catering, Promotions & PR specialists (outsource?)
- ▶ Patron ? and Management teams for above roles
- ▶ Technology Manual or automated for bookings, venue management, accounting
- Finances sponsors, investors, local business, local organizations like council, government grants
- Marketing Distribution social media, website, posters, downloads and email
- Promotion multi media, social media, TV interviews, networks etc
- ▶ Join our "Dance for the Trees" Network, support and coaching program to give you the tools, templates, content and clarity and support to launch you on a Life you Love

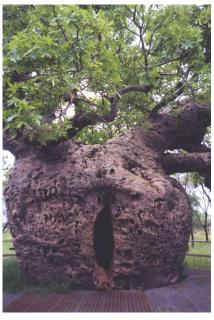
#### 12 - What Next?

- We are building and supporting a National & Global Network of community organizers who are Creating, Connecting and Celebrating Nature with local events in their areas.
- ▶ You can do it too and earn income as an event manager or team player
- Ask to See our FREE online webinar for more background
- Contact us email to Richard O'Neill founder of www.DancefortheTrees.com
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- You will be contacted with further details

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