



CORPORATE SPONSORSHIP

www.aipn.org • CorporateSponsorship@aipn.org

Be recognized as a proud sponsor of the premier international negotiators organization, which promotes fair and balanced model contracts, provides high quality educational material, and organizes networking opportunities with key industry leaders and decision-makers.

QUICK FACTS ABOUT AIPN

- AIPN is an independent not-for-profit professional membership association that supports international energy negotiators around the world by offering resources that help to enhance their effectiveness and professionalism.
- AIPN proudly serves more than 2,500 professionals in 110 countries, offering three membership types: Active, NOC and Student.
- AIPN members come from many different disciplines (commercial, technical, academic, and legal) and represent many different international and host government oil, gas and energy companies, and national and multilateral governmental authorities.
- AIPN offers continuing education, model contracts, and networking opportunities throughout the world.
- AIPN funds a variety of annual student outreach initiatives to foster the next generation of oil and gas professionals. Offering a Scholarship Program, Writing Competition, Summer Assistantship Program, and provides funding for students to attend the International Petroleum Summit.
- AIPN is composed of 9 regional chapters: Africa; Asia; Australia-Pacific; Canada; CIS-FSU; Europe; Latin America & Caribbean; MENA; and United States.
- AIPN Publications include: Journal of World Energy Law and Business (published by Oxford University Press); Model Contracts and associated documents; annual Research Papers; and the members-only *Advisor* e-newsletter.

SPONSORSHIP LEVELS

All sponsors receive a base level of recognition that includes mention of their support on AIPN's website, in AIPN's IPS program, on AIPN's booth displayed at various events, in AIPN's bi-monthly e-newsletter, and receive special invitations to AIPN's annual Corporate Sponsor Appreciation event.

See page 3 for full benefit details, including a list of eligible events and requirements for new complimentary membership benefit.

Patron Level Sponsorship: \$15,000

- Four (4) complimentary registrations to eligible events (4 at 100% discount).
- Exclusive option to exchange one (1) complementary registration for one (1) 50% discount to the International Oil & Gas Contracts and Negotiations Core Course.
- 15% discount for additional registrations to eligible events.
- Complimentary individual memberships: Patrons receive the added benefit of three (3) complimentary membership renewals and three (3) complimentary new memberships.
- Complimentary on-demand topical webinars and conference recordings on AIPN University for sponsor's non-members.
- Company logo included in all sponsor recognition
- Base recognition set forth above.

Benefactor Level Sponsorship: \$10,000

- Two (2) complimentary registrations to eligible events (2 at 100% discount).
- 10% discount for additional registrations to eligible events.
- Complimentary individual memberships: Benefactors receive the added benefit of two (2) complimentary membership renewals and two (2) complimentary new memberships.
- Complimentary on-demand topical webinars and conference recordings on AIPN University for sponsor's non-members.
- Base recognition set forth above.

Contributor Level Sponsorship: \$5,000

- One (1) complimentary registration to an eligible event (1 at 100% discount).
- 5% discount for additional registrations to eligible events
- Complimentary individual memberships: Contributors receive the added benefit of one (1) complimentary membership renewal and one (1) complimentary new membership.
- Base recognition set forth above.

Supporter Level Sponsorship: \$1,000

- Supporter sponsors receive the base recognition set forth above.

AIPN relies upon the generous financial support of numerous organizations including corporations, law firms, national oil companies, individuals and others to undertake the activities of the association. With your support, AIPN can continue to offer high-quality programs and services including support for developing industry-accepted model contracts, research papers, workshops and training courses, and student outreach initiatives.



AIPN Services

Continuing Education

- International Petroleum Summit, the association's flagship annual conference
- Workshops & Training Courses: Model Contracts Workshop, Negotiation Skills Workshop, Asset Valuation & Decision Analysis Workshop, Gas Course, Above Ground Risk Workshop, International Oil & Gas Contracts and Negotiations Core Course and two-week Short Course on International Oil and Gas Law, Contracts and Negotiations
- Dispute Resolution Conference
- Live and on-demand topical webinars and educational sessions on a variety of oil & gas topics, available free or heavily discounted for members on AIPN University

Model Contracts

- Widely accepted and used in the international oil and gas community. Members receive free access to all AIPN contracts.
- Non-members may purchase contracts for \$185 each.
- Model Contract drafting committees are a valuable tool for members to gain industry experience.

Networking

- More than 100 receptions and chapter events held annually across the globe and presented virtually
- Online membership directory and message board
- Young Negotiators group and student outreach initiatives: writing competition, scholarship program and student clubs

2021 - 2022 AIPN Main Events updated regularly at www.aipn.org

October 20 - 21, 2021

Model Contracts Workshop
presented virtually

November 30 - December 2, 2021

International Petroleum Summit
presented virtually

May 24 - 26, 2022

International Petroleum Summit
London, United Kingdom

October 3 - 7 & October 10 - 14, 2022

**International Oil & Gas Law, Contracts, and Negotiations
Part 1 & Part 2**
Houston, Texas USA

October 25 - 28, 2022

Model Contracts Workshop
Rio de Janeiro, Brazil

November 14, 2022

Dispute Resolution in the International Oil & Gas Business
Abu Dhabi, United Arab Emirates

Corporate Sponsorship Benefits at-a-glance



The AIPN Corporate Sponsorship program provides an opportunity to be recognized as a proud supporter of AIPN, continuing the association's mission to develop model contracts, offer networking and education opportunities to its members. The Corporate Sponsorship Program has four levels of participation.

Recognition of Corporate Sponsors begins January 2022 and continues through December 2022. In order to ensure you receive all recognition available, please confirm sponsorship and submit payment by January 31, 2022.

We invite your company to participate in this premier program for 2022.



BENEFIT	SUPPORTER \$1,000+	CONTRIBUTOR \$5,000+	BENEFACTOR \$10,000+	PATRON \$15,000+
Special invitation to AIPN's Corporate Sponsorship Appreciation Event	✓	✓	✓	✓
Recognition in AIPN's International Petroleum Summit program (AIPN's annual conference)	✓	✓	✓	✓ COMPANY LOGO
Recognition on AIPN's booth, displayed at the International Petroleum Summit & Model Contracts Workshop	✓	✓	✓	✓ COMPANY LOGO
Recognition in AIPN's bi-monthly e-newsletter <i>Advisor</i> , sent to all members, and its printed newsletter distributed at its annual IPS.	✓	✓	✓	✓ COMPANY LOGO
Recognition with link on corporate sponsorship page on AIPN's website	✓	✓	✓	✓ COMPANY LOGO
Complimentary registrations for IPS, MCWS, NSWS, VWS, AGR or Gas Course*		1 \$2,200 savings!	2 \$4,400 savings!	4 \$8,800 savings!
Discount off additional registrations to eligible events during sponsor year		5%	10%	15%
Complimentary on-demand topical webinars & conference recordings on AIPN University for sponsor's non-members			✓	✓
Complimentary memberships for individuals at your organization during sponsor year**		1 renewal 1 new member	2 renewals 2 new members	3 renewals 3 new members
Option to exchange one eligible event 100% discount for a 50% discount to International Oil & Gas Contracts and Negotiations Core Course				✓
Sponsor logo recognition on AIPN's website homepage				✓

{CONTACT}

If your company is interested in participating, please complete the pledge form and return to the AIPN office. For questions, feel free to contact a member of the Corporate Sponsorship Committee.

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Based on estimated registration fees

{NEW BENEFIT}

{NEW BENEFIT}

{NEW BENEFIT}

*Complimentary registrations may only be used for eligible events. Eligible events are: International Petroleum Summit (IPS), Model Contracts Workshop (MCWS), Negotiation Skills Workshop (NSWS), Asset Valuation & Decision Analysis Workshop (VWS), Above Ground Risk Workshop (AGR) or Gas Course. These registrations may be used at one event or spread out over multiple eligible events in 2022. Companies would only be eligible for the benefit after receipt of their contribution. At the end of the year, these benefits expire if not used. Patron level sponsors have the exclusive option to obtain a 50% discount to the International Oil & Gas Contracts and Negotiations Core Course (Core Course) in place of a one complimentary registration to an eligible event. Limited to one exchange per year.

**Complimentary membership renewal discount is for individuals at your organization who are already members of AIPN, currently active and have not already renewed for the sponsor year. New membership discount is for individuals at your organization who have never been members or have not been active for three+ years. Discount is 100% off membership fee and membership-related fees. Individual names must be provided to AIPN when submitting sponsor pledge. Companies would only be eligible for the benefit after receipt of their contribution. At the end of the year, these benefits expire if not used.





2022 CORPORATE SPONSORSHIP PLEDGE FORM

Please submit to CorporateSponsorship@aipn.org

Yes! My organization is pleased to participate as an AIPN Corporate Sponsor.

Company/Firm Name:		
Contact Name:		Contact E-mail:

Support Level

	PATRON LEVEL (MINIMUM \$15,000)
	BENEFACTOR LEVEL (MINIMUM \$10,000)
	CONTRIBUTOR LEVEL (MINIMUM \$5,000)
	SUPPORTER LEVEL (MINIMUM \$1,000)

Complimentary Individual Membership Details

Please include the full name and email address for each individual. Patrons receive 3 per category, Benefactors receive 2 per category, Contributors receive 1 per category. Individuals in each category will be verified for eligibility, and once confirmed, more details will be provided to the sponsor contact.

Membership Renewals (current AIPN members who have not renewed for the sponsor year)	
Individual #1 Name:	Individual #1 E-mail:
Individual #2 Name:	Individual #2 E-mail:
Individual #3 Name:	Individual #3 E-mail:
New Memberships (never been an AIPN member or have not been active for 3 or more years)	
Individual #1 Name:	Individual #1 E-mail:
Individual #1 Name:	Individual #1 E-mail:
Individual #1 Name:	Individual #1 E-mail:

Payment Details

Payment can be made by credit card, check (US funds drawn on a US bank only), ACH or wire transfer. Make checks payable to AIPN. By signing below, I acknowledge that I am authorized to sign for my company and understand that I am making a commitment to participate in this sponsorship opportunity and make payment by **January 31, 2022**.

I will pay via:	
<input type="checkbox"/> Credit Card	<input type="checkbox"/> Check
<input type="checkbox"/> ACH	<input type="checkbox"/> Wire Transfer
CC type:	
<input type="checkbox"/> Visa	<input type="checkbox"/> Mastercard
<input type="checkbox"/> American Express	
Total sponsorship amount: \$	<input type="checkbox"/> Please send an invoice
Company Name:	Phone:
Address (include city, state, postal code):	Country:
Contact name:	E-mail:
Name (on card):	
Card Number:	Expiration Date:
Cardholder's signature:	

Thank you for your commitment to AIPN!