



2026 ANNUAL MEETING OCTOBER 18-21 **SAN DIEGO**



SPONSORSHIP PROSPECTUS



WHO IS LES?

The **Licensing Executives Society (LES)** is the leading association for intellectual property and business development professionals aiming to achieve professional and personal success.

GROW YOUR BUSINESS WITH LES

With more opportunities to connect with the highest-caliber intellectual property (IP) and licensing professionals, LES's commitment to you and your business development objectives, is unmatched.

The exposure to decision makers, who promote thought leadership in the IP and licensing community, is designed to help you develop crucial relationships. Our Members represent a highly diverse community of experts, who collaborate within and across multiple industry sectors. Leverage the power

The most successful professionals in the intellectual property and licensing community leverage their Licensing Executives Society (LES) involvement into deal-making opportunities.

of LES's network and connect with members worldwide to increase your brand awareness, reach key prospects, showcase new products and services, and stand out among your competitors.

LES is the global leader in IP, licensing, and intellectual capital management standards, with two approved ANSI standards available and ongoing work on others. LES's educational offerings include extensive licensing professional development opportunities.



470⁺
ATTENDEES
FROM
AROUND THE WORLD

120⁺
EXPERT SPEAKERS
FROM ACROSS
INDUSTRIES

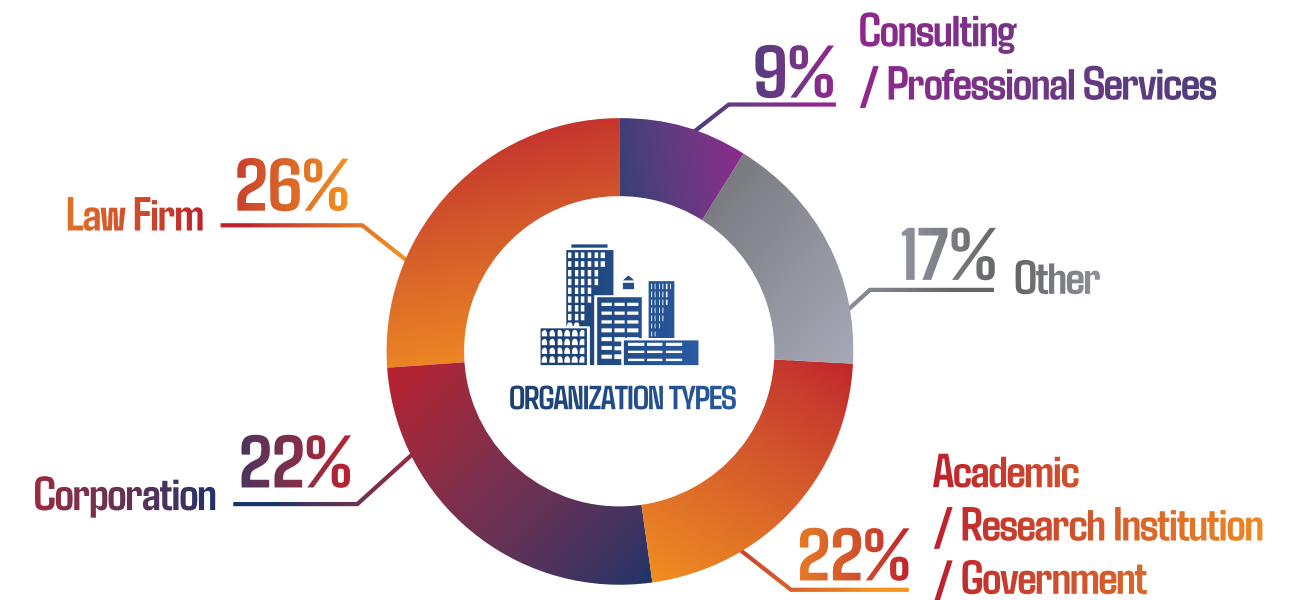
18
COUNTRIES
REPRESENTED
Australia, Belgium, China, Finland,
France, Germany, India, Italy,
Japan, Korea, Mexico, Nigeria,
Saudi Arabia, Singapore, Sweden,
Switzerland, Taiwan, UK

2024 ANNUAL MEETING ATTENDEES BREAKDOWN

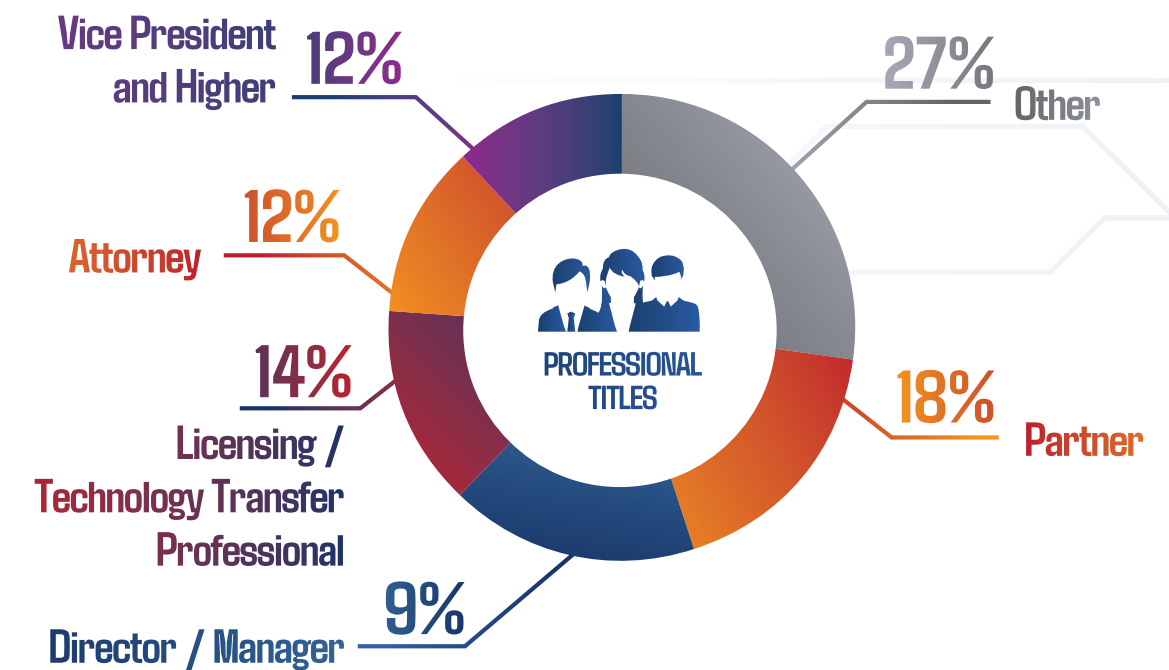
40⁺
INTERNATIONAL &
DOMESTIC FOCUSED
SESSIONS

30⁺
PROMINENT
SPONSORS,
EXHIBITORS
AND
MEDIA PARTNERS

70%
OF SESSIONS
HAD
FEMALE SPEAKERS



MEMBER DEMOGRAPHICS



**IF YOUR BUSINESS ADDRESSES
ANY OF THE FOLLOWING
CATEGORIES, THEN THIS IS
YOUR OPPORTUNITY TO
PARTNER WITH LES.**

**By sponsoring LES you will have access to professionals
in the following fields:**

- ▶ CORPORATE LICENSING / BUSINESS DEVELOPMENT
- ▶ IP&TECH COMMERCIALIZATION
- ▶ TECHNOLOGY TRANSFER
- ▶ VALUATION SERVICES
- ▶ IP ADVISORY SERVICES
- ▶ ROYALTY AUDITS
- ▶ UNIVERSITY / GOVERNMENT / INDUSTRY INTERFACE
- ▶ IP TOOLS AND TECHNOLOGY SOLUTIONS / SOFTWARE
- ▶ PATENT BROKERAGE
- ▶ PATENT INTELLIGENCE SERVICES
- ▶ PATENT SEARCH
- ▶ COMPETITIVE INTELLIGENCE
- ▶ IP PROJECT AND PORTFOLIO MANAGEMENT
- ▶ PATENT APPLICATION SERVICES
- ▶ LEGAL SERVICES
- ▶ LITIGATION FINANCE
- ▶ PATENT TRANSLATION SERVICES
- ▶ RESEARCH AND DEVELOPMENT
- ▶ RISK ASSURANCE
- ▶ STATISTICAL MODELING AND ANALYTICS
- ▶ TALENT ACQUISITION AND RECRUITMENT
- ▶ TAXATION

All Sponsorship levels below include these standard benefits:

► Sponsor recognition on LES website, linked to sponsor organization's URL

► One piece of digital collateral in the virtual welcome tote and mobile APP

► Sponsor recognition in event emails

ANNUAL MEETING SPONSORSHIP OPPORTUNITIES	PLATINUM \$ 30,000	GOLD \$ 20,000	SILVER \$ 15,000	BRONZE \$ 10,000	FRIEND \$ 3,000
Complimentary meeting registrations (can include workshop participants)	up to 5	up to 4	up to 2	up to 1	
20% discount on additional meeting registrations (can include workshop participants)	up to 5	up to 4	up to 2	up to 1	up to 1
LESAM will offer support to book (the room in the hotel and promote to delegates) your drinks reception on Monday evening (before the networking event), (F&B costs will be the responsibility of the company)	✓	✓			
Exhibit space			✓		
Premium exhibit space for an additional \$3,500	✓	✓	✓		
Exhibit space available at discounted rate of \$3,500				✓	✓
Sponsor recognition in a weekly society email	5	4	3	2	1
Sponsor recognition in social posts	3	2	1		
Attendee list (consistent with privacy laws)	✓	✓	✓	✓	
Logo recognition on the pop-up banner	✓	✓	✓		
Recognition at the event, reception and/or dinner	✓	✓	✓	✓	
Digital flyer in APP	✓	✓	✓		
Workshop session *	plan / moderate **	plan / moderate **	one speaker	one speaker	
Sponsor's choice of events (select ONE of the following)	Sponsorship & Introduction of one of the following: • WELCOME RECEPTION • KEYNOTE SPEAKER	Sponsorship & Introduction of one of the following: • CLOSING RECEPTION • DOD AWARDS • BUSINESS MEETING LUNCH Or to Sponsor one of the following: • MOBILE APP • ROUNDTABLES	Sponsorship & Introduction of one of the following: • BREAKFAST (MONDAY OR TUESDAY) • REGISTRATION		

* The subject matter, content, timing, and location of all planned workshops subject to approval by the LES meeting planners.

** Max. 2 participants from same firm.

PREMIER ANNUAL MEETING BRANDING OPPORTUNITIES

HOTEL KEYCARDS EXCLUSIVE opportunity \$15,000

- Logo recognition on the hotel key cards, along with the LES logo
- Complimentary meeting registrations (up to 1 pass)
- 20% discount on meeting registrations (up to 2 additional passes)
- Logo recognition on the event emails, mobile APP and website
- One piece of digital collateral in the mobile APP

LANYARDS EXCLUSIVE opportunity \$15,000 SOLD!

- Logo recognition on the lanyards, along with the LES logo
- Complimentary meeting registrations (up to 1 pass)
- 20% discount on meeting registrations (up to 2 additional passes)
- Logo recognition on the event emails, mobile APP and website
- One piece of digital collateral in the mobile APP

MONDAY NETWORKING EVENT \$15,000

- Logo recognition on the pop-up banner, along with the LES logo
- Complimentary meeting registrations (up to 1 pass)
- 20% discount on meeting registrations (upto 1 additional passes)
- Logo recognition on the event emails, mobile APP and website
- One piece of digital collateral in the mobile APP

WIFI SPONSOR EXCLUSIVE opportunity \$12,000

- Sponsor to choose WIFI Password
- Complimentary meeting registrations (up to 1 pass)
- 20% discount on meeting registrations(up to 1 additional passes)
- Logo recognition on the event emails, mobile APP and website
- One piece of digital collateral in the mobile APP

EMERGING LEADERS HALF DAY PROGRAM \$5,000

- Official welcome to half day YMC program
- 2 full annual meeting registrations
- Pop up banner
- Exclusive sponsor of the YM networking event
- Company logo on website
- Social media post
- Recognized on future marketing

SPONSORSHIP OF EMERGING LEADERS EVENT (all costs to be paid by sponsor)

- Official welcome to half day YMC program
- 2 full annual meeting registrations
- Pop up banner
- Exclusive sponsor of the YM networking event
- Company logo on website
- Social media post
- Recognized on future marketing

ATTENDEE BAGS \$12,000

- Logo recognition on the attendee bags supplied by you
- Complimentary meeting registrations (up to 1 pass)
- 20% discount on meeting registrations (up to 2 additional passes)
- Logo recognition on the event emails, mobile APP and website
- One piece of digital collateral in the mobile APP

PENS EXCLUSIVE opportunity \$10,000 **SOLD!**

- Logo recognition on the conference pens supplied by you
- 20% discount on meeting registration (up to 1 pass)
- Logo recognition on the event emails, mobile APP and website
- One piece of digital collateral in the mobile APP

EDUCATION COURSE SPONSOR \$10,000

- 1 free registration to each education course (excluding CLP)
- Pop up Banner at each education course
- Company logo on website
- Social media post
- Recognized on future marketing
- Option to join attendees during official lunch (for each of the 3 training course)

SPONSORSHIP OF CLE \$10,000

- Pop up banner within exhibition area
- Logo on all sign up sheets
- 20% discount on meeting registration (up to 1 pass)
- Logo recognition on the event emails, mobile APP and website
- One piece of digital collateral in the mobile APP

IP OWNERS RECEPTION \$7,500 – during annual meeting only –

- Recognition at the sponsored event and logo displayed at the designated reception area
- 20% discount on meeting registration (up to 1 pass)
- Logo recognition on the event emails, mobile APP and website
- One piece of digital collateral in the mobile APP

NEW MEMBER RECEPTION SPONSOR \$7,500 – during annual meeting only –

- Recognition at the sponsored event and logo displayed at the designated reception area
- 20% discount on meeting registration (up to 1 pass)
- Logo recognition on the event emails, mobile APP and website
- One piece of digital collateral in the mobile APP

NOTEPADS EXCLUSIVE opportunity \$7,500 **SOLD!**

- Notepads supplied by you
- 20% discount on meeting registration (up to 1 pass)
- Logo recognition on the event emails, mobile APP and website
- One piece of digital collateral in the mobile APP

WORKSHOP (INDIVIDUAL) SPONSOR \$7,000

- 20% discount on meeting registration (up to 2 pass)
- Logo recognition on the event emails, mobile APP and website
- One piece of digital collateral in the mobile APP

LUGGAGE TAGS \$5,000

- Logo recognition on the luggage tags supplied by you
- 20% discount on meeting registration (up to 1 pass)
- Logo recognition on the event emails, mobile APP and website
- One piece of digital collateral in the mobile APP

NETWORKING BREAKS \$5,000 **SOLD!**

- Logo recognition at the designated break
- 20% discount on meeting registration (up to 1 pass)
- Logo recognition on the event emails, mobile APP and website
- One piece of digital collateral in the mobile APP

SECTOR LUNCH SPONSOR \$5,000

- Recognition at the sponsored event and logo displayed at the designated lunch area
- 20% discount on meeting registration (up to 1 pass)
- Logo recognition on the event emails, mobile APP and website
- One piece of digital collateral in the mobile APP

WELLNESS SPONSOR \$5,000

- Logo recognition on the hand sanitizers supplied by you (other items can be discussed)
- 20% discount on meeting registration (up to 1 pass)
- Logo recognition on the event emails, mobile APP and website
- One piece of digital collateral in the mobile APP

EXHIBIT OPPORTUNITIES

PREMIUM EXHIBIT SPACE PACKAGE

\$10,000

- LIMITED SPACE IS AVAILABLE -

- 10 x 10 booth space plus additional 10 x 10 booth space adjacent to your booth, for exclusive meeting space access. Includes two tables, 6 chairs, wastebasket
- Complimentary meeting registrations (up to 3 passes)
- 20% discount on additional meeting registrations (up to 3 additional passes for your company)
- Opportunity to bring your clients to the event. Buy one pass and get one complimentary pass
- Exhibitor listing on the Annual Meeting website and mobile APP
- Pop-up Banner indicating your company name

EXHIBIT SPACE PACKAGE

\$7,500

- 10 x 10 booth space, includes table, 2 chairs, wastebasket
- Complimentary meeting registrations (up to 2 passes)
- 20% discount on additional meeting registrations (up to 2 additional passes for your company)
- Opportunity to bring your clients to the event. Buy one pass and get one complimentary pass
- Exhibitor listing on the Annual Meeting website and mobile APP
- Pop-up Banner indicating your company name

ADDITIONAL OPPORTUNITIES TO PARTNER WITH LES

ANNUAL INDUSTRY SECTOR AND/OR COMMITTEE SUPPORTER

\$5,000

- Select one Industry Sector or Committee to sponsor
- Recognition in Industry Sector or Committee focused emails and social promotions
- Recognition at the Industry Sector Business meeting (if Industry Sector is selected)
- Logo recognition on LES Industry Sector or Committee homepage within LES website

LES ANNUAL SPONSORSHIPS ARE AVAILABLE

For \$10,000 you may become an Annual Sponsor of LES. The Annual Sponsorship would include the following:

- Special logo recognition on LES website, linked to sponsor organization's URL
- Regular exposure to LES membership via logo recognition in the weekly Pulse newsletter
- Your choice of webinar to sponsor
- Recognition in sponsored webinar related emails and social promotions

LES USA & CANADA

GENERAL SPONSORSHIP OPPORTUNITIES



LES SPONSORED WEBINAR

- Advertised to LES marketing list
- Logo displayed on www.lesusacanada.org
- Managed on LES registration platform
- Hosted on LES Zoom account

TOTAL COMMITMENT:
\$5,000



LES SPONSORED IN-PERSON EVENT

- Advertised to LES marketing list
- Logo displayed on www.lesusacanada.org
- Managed on LES registration platform
- Hosted in venue sourced by sponsor
- Sponsor to provide any required F&B

HALF DAY: **\$5,000** | FULL DAY: **\$7,500**



EDUCATION ACADEMY SPONSOR

- Advertised to LES marketing list
- Logo displayed on www.lesusacanada.org
- Managed on LES registration platform
- Hosted in venue sourced by sponsor

\$5,000

SOLD



ROYALTY RATES SURVEY

PLATINUM

- Annual Meeting session on the survey and recognition in survey and promotion.
- One free registration.

\$10,000

GOLD

Webinar on the survey and recognition in survey and promotion.

\$7,500

SILVER

- Co-Author for Article in View or Pulse on the survey
- Recognition in survey and promotion.

\$5,000

BRONZE

Recognition in survey and promotion.

\$2,500

FRIEND

Recognition in survey.

\$1,500

SPONSORSHIP TERMS, RULES AND REGULATIONS:

These rules and regulations are intended by LES to serve the best interest of LES 2025 events, the sponsors, exhibitors, registrants, and to give notice to all applicants of governing rules and regulations. All applicants are bound by the rules and regulations.

TERMS OF PAYMENT:

Adherence to the above listed payment terms will ensure the above listed sponsorship. Any payment more than 30 days past due suspends the sponsorship (logo will be taken off the website and other promotional materials) until payment is made. Past due sponsorship payments must be received no later than October 1, 2025 to be reinstated.

*Sponsor logo will be posted to the website and other materials following receipt of initial payment.

SCHEDULING OF SPONSORED EVENTS:

All sponsored meetings and functions taking place during the LES Annual Meeting must be sanctioned by LES and require prior written consent. No sponsored event for the LES audience may conflict with any planned LES educational sessions, exhibit hours or any other scheduled meeting-related functions. The sponsor will not distribute, permit, or cause to be distributed, any materials, publications or other collateral to the Meeting attendees without prior written consent from LES.



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OCTOBER 18-21 **SAN DIEGO**

SPONSORSHIP PROSPECTUS

► les2026.org ► lesusacanada.org



For inquiries please email: lesam@northernnetworking.co.uk
or call: +1 888-201-5902



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