# \*Speak to\*Me\*

\* Intelligent, inspiring events for women





Speak To Me presents a series of award-winning intelligent, inspiring social events featuring brilliant speakers who deliver informative, thought-provoking and inspiring presentations on a wide range of current topics that are relevant to women including social trends, leadership, health and wellness, and personal development.

Our **mission** is to inform, inspire and connect women in our community around important, relevant topics and empower them to make a difference in the world around them. We believe the more informed, connected and inspired we are as women, the better we feel and the stronger our families, schools, businesses and communities become.







## THE EXPERIENCE

Education. Community. Inspiration. Fun.

Women are constantly barraged with media, technology, family and professional commitments that often push their personal development down the list of priorities.

At our events women...

- Get informed by dynamic, inspiring, brilliant experts on important topics women care about
- Enjoy gourmet food & wine receptions
- Connect with other women in an elegant, welcoming environment
- Meet and mingle with featured speakers, partners and peers
- Receive exciting gifts and offers from featured partners
- Discover relevant information, tips, recipes and more in our beautiful program
- Relax, laugh, discuss and share
- Return to their busy lives feeling refreshed with new inspiration, insight and friends

Weekly Inspirations & Newsletters deliver...

- Bite-sized bursts of inspiration mid-week, just when you need it
- Updates on up-coming live and web events
- Highly curated content & promotions









## **Our Community**

Dynamic. Intelligent. Curious. Engaged.

Our events have attracted over 5,000 Bay Area women over the past 6 years, with 60-300 attending each event. We communicate weekly with a loyal list of 3,500+ women.

#### Well-educated

94% have college degrees 56% completed post-graduate study

#### Affluent

89% have an annual household income over \$100K 50% have an annual household income above \$250K

#### Bay Area, midlife moms

Generally range in age from 35-65 years old Primarily residents of Marin and San Francisco 89% have children

#### Influential

Women who are not only financial decision makers in their homes, but also thought leaders and key influencers in their communities, businesses, schools and social networks.

- 62% consider themselves early adopters of new ideas or products
- Many are leaders in their school organizations, sit on non-profit boards, and pursue a wide range of personal, professional and athletic interests.

#### Busv

75% eat out 1-2 times a week

76% have a career outside the home

41% are entrepreneurs or small business owners

39% are involved in their PTA or other school association

51% volunteer in the community

30% serve on a Board

14% participate in a local arts organization

#### Active and sophisticated

For fun they love to engage their mind, body and spirit through...

95% Sports/exercise/yoga/dance

85% Dining out

81% Reading

74% Travel

60% Entertaining

63% Attend concert or other performing arts

57% Cooking

#### Wired

Active users of Facebook (82%), Instagram (43%), Linked In (61%) and Twitter (27%)









## Our Advantage Curated. Quality. Every Time.

We are deeply passionate about what we do and appreciate the value we bring to the community. That is why we go to great lengths to choose only the best and most relevant speakers and partners to really "wow" the savvy women we serve. We take great care to create a consistently high-end, elegant, memorable and fun experience for both our attendees and partners.

This attention to detail attracts an unparalleled audience. We know them well and have a proven track record of exceeding their high expectations thus creating a community that has become our most powerful marketing tool by far.

#### **Attendees**

Over 70% say they heard of Speak To Me through a friend

Are overwhelmingly happy with our events

- 97% say as good as expected or better
- 74% say they are excellent

Keep coming back

• 98% say they are likely to attend a future event



"The minute the schedule comes out, I put the events in my calendar right away and I make sure that those nights are sacred. Nothing will budge my planned Speak To Me nights"

— Karen Sullivan, Attendee since 2011



"Speak To Me events aren't like any other out there. They're empowering, warm, inspiring and fun. The topics are always topical and relevant and when you come here you feel that connection of a band of women surrounding and supporting you while you learn great information."

— Meagan Riley Grant, Attendee since 2011









## Our Partners

## Exceptional. Delighted. Loyal.

Our featured partners are part of what makes our events so special. They offer unique, high quality products or services that we believe will truly improve the lives of our Speak To Me community. Attendees report that they want to do business with the smart, savvy, like-minded people they find at our events, and support their ongoing learning. And we like to go the extra mile to make sure that our partners shine resulting in a remarkable partner renewal and organic growth rate.

## Why Partner with Speak To Me?

#### Reach your exact target market

Intelligent, curious, affluent, engaged, philanthropic and influential women looking for the latest info on products and services for themselves and their families.

#### Break through the clutter

Our audience is busy and constantly inundated with marketing messages. Speak to this targeted audience when they are among an intimate group of friends, and are open and interested in learning about new ideas, products and services.

#### Access to an open-minded loyal audience

Over 6 years, we have built a loyal audience who trusts what and who we bring into the fold. As a partner, you are sharing your message, product or service with women who "want" to like you simply because we recommended you, leading to a higher initial trial and a greater level of overall satisfaction.

#### Authentic relationship building

Speak To Me offers the rare opportunity to build a relationship over time, slowly with repetition, easing the consumer into a level of comfort with your brand. Exposure on-line, in the broader community and at each of our events offers the repetition that is key to brand recognition and recall.

#### Love by association

Attendees report that they appreciate learning about the businesses that support our events, which they find so personally rewarding.

#### Help support & build community

Great things happen when we come together to share ideas, knowledge and experience with one another. As a partner you will become a part of this very unique community and support system dedicated to empowering each other through the mutual exchange of ideas.



"It is rare to find collective consciousness so visceral and compelling, but Speak to Me Events do just that. The evenings sparkle with connective energy, thoughtful conversations and inspiring results. Working with Speak To Me has been an absolute delight. I look forward to sharing the vision and supporting your mission for many years to come." — Janice Dunn, The Lee & Dunn Group, Baird Private Wealth Management - Sponsor since 2013









## Partnership Opportunities

## Customized. Innovative. Year-long.

We have a range of partnership opportunities available from online digital advertising to comprehensive, season-long partnership packages. We would love to work directly with you to design a custom package that meets your exact needs.

As a Speak To Me season sponsor, you will reach a highly targeted and sought after audience and receive a broad reach of 4M+ and approx. impressions of 15M+ throughout the Speak To Me season.

Season-long exposure to Bay Area Women (84% Marin, 10% SF)

#### On-site opportunities

Reach: 1,000+

- Category exclusivity at select levels
- VIP tickets, seating and access
- Signage (throughout the venue including on stage)
- Lead generation opportunities
- Sampling of branded product/offerings
- Experiential activation tables (limited number per event)
- Print advertising in a high quality glossy 4 color event program
- Acknowledgement from podium
- Distribution of promotional materials via sponsor table or chair drop
- Face- to-face networking with clients, partners and speakers

#### Online season-long exposure to our Community

Reach: 400,000+, remarkably high 26% average open rate

- Dedicated e-mails
- Digital advertising in popular Weekly Inspirations
- Mention in Speak To Me Newsletter of upcoming events, news and promotions
- Featured promotional spotlight (product, service or event related)
- Social media and blog posts
- Logo placement on website

#### Grassroots marketing and community outreach

Reach: 115,000+

- Mention in postcards, and posters distributed throughout the community
- Inclusion in strategic partnership promotions and communications programs
- Mention in print and digital marketing communications distributed throughout the community directly and through our strategic partners









## **Impact**

## Integrate. Promote. Give Back.

Our impact initiatives allow us to build a more informed, connected and inspired community one woman at a time.

#### Our impact initiatives:

- Deliver the Speak To Me experience to the widest possible audience through community outreach programs.
- Raise money for our local schools every year through dedicated events.
- Integrate, promote and donate to our official Charitable Partners -Educate Our State and Marin Charitable.
- Contribute many free tickets to a range of local non-profits in support of education, the environment, and life-threatening illnesses impacting this community.























Speak To Me Impact is a fiscally sponsored project of MarinLink, a California non-profit corporation, exempt from federal tax under section 501(c)(3) of the Internal Revenue Code.









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## **Testimonials**

## What Sponsors are Saying

"This was one of my favorite Sponsorships this past year. We saw so many clients at the event that we were able to connect with! The events were just excellent, perfectly executed and your team couldn't be easier to work with. I am excited to see where we take the partnership this year!" — Dyana Reck, Wells Fargo

"When I discussed renewing our Speak To Me Sponsorship with my team, the response was a resounding and enthusiastic YES! We have loved our partnership and are looking for ways to get more involved next season."

— Nikki Wood, Publisher/Editorial Director, Marin Magazine

"I have made so many connections since Speak To Me started this year!! Women helping women... so many ways. So glad to be a part of all that you started - you are the best." — Holly Ruxin, Founder/CEO of Montcalm

"I really enjoy working with you ... you run a first class operation!!" — Carey Hagglund Condy, Pacific Union International, Christie's Great Estates

"I am so pleased to partner with Speak To Me. Their intentions and programs "speak to me." Their presentations are always gorgeous and thoughtful. Their selection of speakers is provocative and "speak to our lives." — Nancy Novak, Ph.D. and founder of NancysList

"It's been an absolutely fantastic partnership. Speak To Me has really filled a void, allowing women from all over Marin to come together on a variety of very interesting topics. And it carries over into conversations taking place after these events because it's so thought-provoking. I love how it brings our community together."

- Kristine Erving, President, Marin Charitable

"YOU ARE KNOCKING IT OUT OF THE BALLPARK!!!!! I truly cannot tell you how impressed I am by the entire thing. I think you have done so well and are filling a real need based on attendance. I really enjoyed all the speakers I saw." — Lindsay, Stella & Dot

"Thanks again, so much, for everything Speak To Me is doing for women, our Marin communities, and the world at large! I wish every woman on the planet could have access to similar speakers." — Kathleen O'Brien, YES Foundation

"I have to tell you that you all are amazing! We have received such a positive flow from Speak To Me. Susan really hit the nail on the head by her involvement with your organization. It "speaks" directly to our demographic." — Coral, Simply Inspired

"The whole evening was truly a special experience for me and I am looking forward to attending more of these great events in the future!" — Jamie Ozimek, California Film Institute















## **Testimonials**

## What Speakers & Partners are Saying

"Thank you so much for hosting me last night. I truly loved being with your community and felt so inspired by the energy in the room and the many great conversations I got to have before and after the talk. I will say it again - you really have created something special and very unique and very impressive. I'd love to see something like what you all have created reach more communities!"

Tara Sophia Mohr, Founder, Playing Big leadership program

"I was so honored to address the extraordinary group you convened last night. I am very much in your debt for that opportunity, for the issues we discussed and for the chance to introduce more people to EWG. Wow, what an audience!"

Ken Cook, President & Co-Founder, Environmental Working Group

"I cannot tell you how honored I was to present last night. What an amazing group of heartfelt, dynamic women who are making a difference. You could see it in their eyes and hearts. It was an absolute joy, and I look forward to establishing long-term relationships with so many wonderful people I met. Thank you for this beautiful opportunity and I look forward to talking soon."

Pamela Hawley, Founder & CEO, Universal Giving

"So many thanks to you and the team for the fabulous experience at Speak To Me! I love what you are doing, and the energy of the women you bring together really shows that you have developed such a powerful community."

Jory Des Jardins, Co-founder & President, Strategic Alliances, BlogHer

"Thank you for your warm welcome, hospitality and for what you are doing for the community in Marin... spectacular evening and a wonderful audience. I travel around the country and have the privilege of speaking at major events and I want you to know that the attention to detail that went into last night's event was not only impressive but also first class. Well done!"

Rebecca Costa, Author of The Watchman's Rattle

"Thank you Speak To Me! It was an honor and great fun to come meet your powerhouse group of women working to make the world better. One of the most important things we need to do to get this country back on track is join with friends and neighbors to talk about the important issues of our day – turn the volume up on a much needed public conversation about what's wrong and how we can make things better. Thanks for leading the way on this! I left the evening with new information, new inspiration and new friends!"

Annie Leonard, Author of The Story of Stuff

"What an amazing evening! Thank you for the privilege of being the sweets vendor for the entire Speak To Me series. I enjoyed seeing several of SweetE's clients and establishing new connections. You offered a dynamic group that left us with thought provoking, actionable advice."

Elana Turchon, Owner, SweetE Organic

"What a fabulous event last night. I am inspired today, thrilled I gave up my old life for this new sweet venture, and we met some very interesting people. You guys really have something and we look forward to the next 2 in the series and Toffee Talk looks forward to a long partnership with you both."

Catherine Hughes, Toffee Talk









## Testimonials

## What Attendees are Saying

"Wide-ranging, extremely well organized, entertaining, stimulating."

"Brilliant, thought-provoking, entertaining and shook up some conventional thinking, including my own."

"Last night was another terrific event. Thank you, to the Speak To Me team, and all of the wonderful women I have met, for a season of fun and inspiring evenings out. I'm already excited just anticipating what's in store next!"

"So much fun and, as always, wonderful speakers that resonate with your soul. Thank you for always inspiring me through your amazing dedication and meaningful work."

"You ladies have done an amazing job at creating these events. They are top notch and have an element of excellence that is unique for a lecture series. Fantastic to be in a room with all those women! It was such great energy."

"What a terrific group of speakers and what an impressive overall production! Truly a special evening. After last night's event I laid awake most of the night thinking of these really interesting ideas about what speaking and sharing among women really means, and how we as a group can facilitate a greater breadth of support, understanding, and education. You have created something truly wonderful in Speak To Me – bravo on the vision and (always more difficult) the execution!"

"I have to thank you for such a phenomenal evening on Tuesday - it was the best one yet! I realized the next day how amazing it was that we had the opportunity to have Deborah in Mill Valley. Really, that woman should have a national platform! I was inspired by her discussion on many levels and reached out the next day to my CTO to understand how I can play a role in recruiting more young women in technology. Which, after hearing her speak, I realized I am quite passionate about. Thank you again for the inspiration!"

## Featured Speakers

#### Inspiring Entrepreneurs: Passionate Advocates for Healthy Living

Christin Powell I Chief Product Innovator, EVER Skincare. Co-founded Juice Beauty. Helping women feel and look beautiful through products that work and are good for you.

Pamela Marcus I Co-founder, LifeFactory. Passionate about healthy, environmentally friendly products for families.

Pamela Giusto-Sorrells | President, Pamela's Products. Pioneer in natural and gluten-free foods for over 25 years.

Wendy Wallbridge | Strategic advisor/coach & author of Spiraling Upward. Dedicated to engaging and empowering women to become leaders and agents of change.

#### Nutrition for a Healthy, Vibrant, Beautiful You

Sonya Angelone, MS, RDN, CLT I Nutritional consultant, LEAP therapist and certified lifestyle counselor. Expert in helping people use good nutrition as a powerful tool to better health and well-being.

#### The Savor Secret: Surprising Ways To Get What You Want Out of Life

Angela Jia Kim I Founder & CEO of The Savor Lifestyle Brands - Savor Spa, Om Aroma & Co. and Savor the Success, a women entrepreneur network. Her Savor Schools and productivity tools help thousands of women manifest their dreams while savoring lives they love.

#### The New Face of American Education: Cultivating Creative, Entrepreneurial and Global Talents

Yong Zhao, Ph.D. I World renowned thought leader and scholar, educational expert and award-winning author of 20 books including "World Class Learners" and "Catching Up or Leading The Way." Named one of the 10 most influential people in educational technology.

#### Integrative Health: Treating Your Mind, Body & Soul

Arian Nachat, MD I Esteemed leader in Integrative Medicine, author and researcher. Active advocate for the use of integrative medicine in the healthcare industry.

Corliss Chan BS, MBA | Certified in Jin Shin Jyutsu and acupressure. Instructor of meditation and guided relaxation. Dedicated to teaching others self-healing skills to create better health.

Pamela Riggs, MS, RDN I Registered Dietitian Nutritionist. Expert in helping people optimize health and well-being through good nutrition and an active lifestyle.

#### Empowering Change: Using Your Talents For Good

Jennifer Dulski | President & COO of Change.org, the world's largest social change platform with more than 100 million users in 196 countries. Successful entrepreneur and businesswoman integral to the growth of both Yahoo and Google. First female entrepreneur to sell a company to Google and is hailed as an "instigator of change" by Forbes.

#### The Secret Lives Of Women: Thriving at Every Stage of Life

Iris Krasnow I Journalism professor and Academic Director at American University. Best-selling author of several books including "Sex After...Women Share How Intimacy Changes As Life Changes," "The Secret Lives of Wives," "Surrendering to Motherhood" and "Surrendering to Yourself."

#### What's Happening To Me? Hormones & Other "Taboo" Topics

Sujatha D. Pathi, MD | Urogynecologist at Marin General Hospital nationally recognized for research in urogynecology and published in numerous peer-reviewed journals.

K. Jennifer Voss, MD | Chair of the OB/GYN Department at Marin General Hospital and honored as one of the "Top Doctors in Marin in 2014"

#### The Digital Generation: How Technology Is Shaping Our Youth

Jim Steyer | CEO and Founder of Common Sense Media, nationally known author of several books including "The Other Parent: The Inside Story of the Media's Effect on our Children."

#### Toxic Bodies:

#### The Unhealthy Truth & What We Can Do To Protect Ourselves

Ken Cook | President and co-founder of Environmental Working Group, a public interest research and advocacy organization focused on protecting human health and the environment.

#### Breast Cancer In Marin: The Myths, The Facts, and The Science

Leah M. Kelley, MD | Breast and Gynecologic Surgeon at Marin General Hospital, expert in state-of-the-art breast cancer and gynecological care, and honored as one of the "Top Doctors in Marin in 2014".

#### Work And Flexibility: Why Women Will Lead the Way

Stacey Brooks Delo I Founder, Maybrooks.com "where smart moms help each other find flexible careers."

Katrina Alcorn I Writer, blogger, experience design consultant and author of "Maxed Out: American Moms on the Brink."

#### Playing Big: Find Your Voice, Your Mission, Your Message Silencing Your Inner Critic

Tara Sophia Mohr I Author of "Playing Big: Find Your Voice, Your Mission, Your Message", expert on women's leadership and wellbeing, creator of the acclaimed Playing Big leadership program for women and popular blogger at taramohr.com.

#### The How of Happiness

Sonja Lyubomirsky I Professor of Psychology at UC Riverside, leading expert in the science of happiness, and author of "The Myths of Happiness" and "The How of Happiness"

#### Entrepreneurship: What It Takes

Susan Berke I Founder, Simply Inspired business coaching, Mars Venus Certified Coach and Gender Expert personally trained by Dr. John Gray PH.D and successful business coach for small business owners of all types.

#### The Power of She: Courageous Women Changing the World

Paola Gianturco | Award-winning photojournalist Pamela Hawley | Founder/CEO of UniversalGiving Muadi Mukenge | Regional Director, Global Fund for Women



#### Wonder Women: Sex, Power, and the Quest for Perfection

Debora Spar I President of Barnard College and author, "Wonder Women: Sex, Power and the Quest for Perfection"

#### Jumpstart Your Business

Dianne Morrison I Principal, MorrisonMcNabb and expert with more than 25 years in leadership development, team building and management effectiveness.

#### Fat Chance

Dr. Robert Lustig I MD, UCSF Professor of Pediatrics in the Division of Endocrinology and author of "Fat Chance: Beating the Odds Against Sugar, Processed Food, Obesity and Disease"

#### Circle of Friends

Shasta Nelson I Founder/CEO, GirlfriendCircles and author of "Friendships Don't Just Happen! The Guide to Creating a Meaningful Circle of Girlfriends"

#### Innovation & Passion: Inspiring Tales From Bay Area Entrepreneurs

Alison Pincus | Co-founder/Chief Strategy Officer, One Kings Lane Jory Des Jardins | Co-founder/President of Strategic Alliances, BlogHer Danae Ringelmann | Co-founder /Chief Customer Officer, Indiegogo Kate Shaw | Director of Talent, Apple; founder of Lucasfilm Speaker Series (moderator)

#### Adapting to An Increasingly Complex World

Rebecca Costa | Sociobiologist, futurist, nationally syndicated radio host, author of "The Watchman's Rattle: Thinking Our Way Out of Extinction" offering compelling insight and encouraging solutions to the global gridlock of our day.

#### Journey of Hope: A story of courage, love & determination

Laura Ling | American journalist, host reporter for E! Investigates. Imprisoned in North Korea for 140 days before being granted a pardon facilitated by President Bill Clinton and her sister Lisa Ling, enabling her return to the U.S.

#### Media Madness: Empowering a Cultural Shift

Jennifer Siebel Newsom | Writer, director and producer of the inspiring documentary "Miss Representation." Founder/CEO of MissRepresentation.org and of Girls Club Entertainment. Linda Burch | Co-founder/Chief Education and Strategy Officer of Common Sense Media.

#### Passport to Discovery: Adventure, Creativity & Change Through Travel

Marybeth Bond I Global travel expert, cross-country cyclist, founder of GutsyTraveler.com and National Geographic award-winning author of 11 travel books.

#### Mars & Venus Together Forever

Dr. John Gray I Best-selling relationship author of all time and the most trusted voice in relationships today. Author of 17 books, including Men Are From Mars, Women Are From Venus, named one of the 10 most influential books of the last 25 years.

#### A Long Bright Future

Laura Carstensen, Ph.D | Director of the Stanford Center on Longevity, Professor of Psychology and Public Policy, and author of "A Long Bright Future: An Action Plan for a Lifetime of Happiness, Health and Financial Security"

#### How New Media Will Transform Society, Politics and Our Future

Deanna Zandt | Provocative social media and technology maven, and author of "Share This! How You Will Change the World with Social Networking"

#### Passion And Impact: Inspiring Women Changing Our World

Sheryl O'Loughlin | EE of the Stanford Center for Entrepreneurial Studies

Jennifer Pahlka | Founder/ED of Code For America Deborah Santana | Author, philanthropist, activist for peace and social justice, and founder of the Do A Little foundation Christine Bronstein | Founder, A Band of Women

#### For Better And For Worse: The Ongoing Revolution In Love, Marriage and Family Life

Stephanie Coontz | Nationally recognized historian and expert in love, intimacy and parenting, professor at Evergreen State College in Olympia, WA and Director of Research and Public Education for the Council on Contemporary Families

#### Girlfriend's Guide to Learning From Life's Little Surprises

Deborah Collins Stephens, Michealene Cristini Risley, Jackie Speier, Jan Yanehiro I Co-authors of "This is Not the Life I Ordered"

#### Who's Looking After Your Body? The Facts, The Fictions & The Tools To Tell The Difference

Laurie Green, M.D. I Well-known, widely respected Bay Area medical expert on women's issues

#### Fortytude: Five Defining Values for Your Next Decades

Sarah Brokaw, LCSW, PCC | Therapist, professional coach, philanthropist, author

#### The Story of Stuff: Creating a Sustainable Future

Annie Leonard I Dynamic environmental activist, creator of the viral video hit and new book "The Story of Stuff"

#### The Science of Happiness

Christine Carter, Ph.D. I Sociologist, Executive Director of UC Berkeley's Greater Good Science Center, and author of "Raising Happiness"

#### Innovation and Balance: Inspiring Tales from Entrepreneur Moms

Jessica Herrin I Founder, Stella & Dot

Lisa Quinn | Emmy award-winning TV host and author, "Life's Too Short to Fold Fitted Sheets"

Kristin Richmond | Founder, Revolution Foods

Lizzie Bermudez | Broadcast journalist & host, lizziebtv.com

