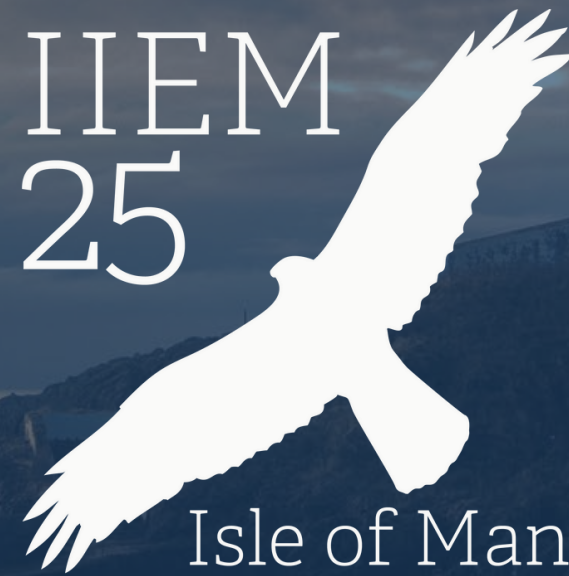


IIEM
25



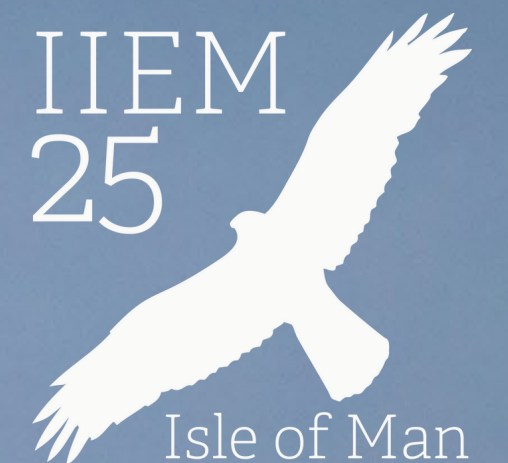
Isle of Man

Collaborate for the Environment

Jonathan Andrews, Remarkable Partnerships



The day my Dad said, “Freeze!”



Why corporate partnerships are a major opportunity for environment organisations

Fundraising

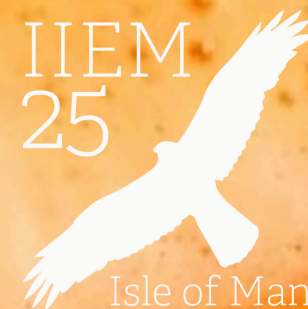
**Increasing
awareness**

**Deliver your
mission**



**The partnership that
put the rainforest
in your bathtub**

LUSH **FRESH**
HANDMADE
COSMETICS



SÖS **Sumatran
Orangutan
Society**



**The hotel that turns
guests into reef protectors**



**Sodexo saves
the planet, one
plate at a time**



Proof that charity partnerships drive business results

“Statistical analysis of 2,000 of the world’s biggest companies showed that giving more to charity led to increased financial performance.”
(Liang and Renneboog , 2017)

Recommendations to create corporate partnerships

01

Identify your
target prospects

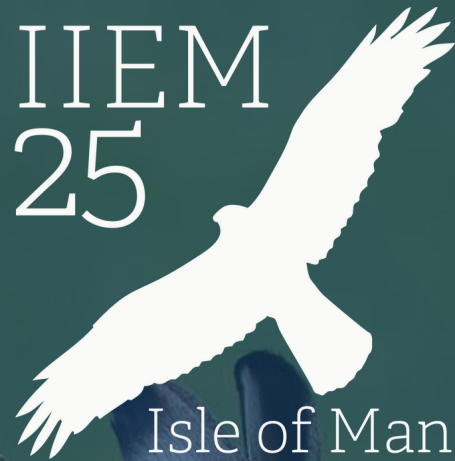
02

Focus on solving
the company's pain

03

Share emotionally
engaging stories

IIEM
25



Isle of Man



Remarkable
partnerships

Thank you!

Jonathan Andrews

jonathan@remarkablepartnerships.com