

Pacesetters



PRESENTING

The Mid-Atlantic Business Summit

Presented by Pacesetters

Annapolis · Baltimore · Washington DC · Frederick

ABOUT PACESETTERS

Pacesetters is a business development group built around three things: **Direct Business, Amplification, and Savings** — what a group of business owners can do for each other's bottom lines, not just each other's networks. Four chapters operate across Annapolis, Baltimore, Washington DC, and Frederick, with **170+ member companies** across all four markets. Membership is category-exclusive: one company per industry per chapter.

170+	4	3	250–300
member companies	Mid-Atlantic chapters	Summit events in 2027	expected attendees per event

THE MID-ATLANTIC BUSINESS SUMMIT

Three times in 2027, Pacesetters brings its full four-chapter community together with invited guests for a morning of focused content, high-quality panel discussion, and cross-market networking. Each Summit is built around a distinct theme relevant to business owners and senior leaders across all industries.

Events are held in **Columbia, MD** — centrally located and equidistant from all four Pacesetters markets. Format: **8:30–11:00 AM** · Registration & Networking · Featured Panel Discussion · Structured Roundtables · Open Networking

March 30, 2027	Sales Training, Executive Coaching & Personal Development	Practical strategies for senior sales professionals, executive performance, and professional growth.
June 8, 2027	Business Development	Best practices in BD, relationship-building, and sustainable growth across industries.

October 5, 2027	Spotlight on Non-Profits	Celebrating Central Maryland's leading non-profit organizations and the business community that supports them.
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THE AUDIENCE

Each Summit draws from Pacesetters' existing member base of 170+ companies — business owners, CEOs, presidents, senior leaders, and sales and marketing professionals across Annapolis, Baltimore, DC, and Frederick — alongside invited guests and non-member registrants. **Pacesetters members attend complimentary. Non-members register at \$40 per event.**

SPONSORSHIP OPPORTUNITIES

Each Summit supports a curated group of category-exclusive sponsors at three tiers — 10 partners per event maximum — so every sponsor receives meaningful visibility rather than being lost among a long list of logos.

TITLE PARTNER	PRESENTING SPONSOR	SUPPORTING SPONSOR
\$10,000	\$5,000	\$2,500
<i>1 per event · category exclusive</i>	<i>Up to 4 per event · category exclusive</i>	<i>Up to 5 per event · category exclusive</i>
✓ Named event title across all promotions & communications	✓ Named in all event communications	✓ Named in event communications
✓ Formal introduction to the full room	✓ Acknowledged at event opening	✓ Acknowledged at the event
✓ Closing remarks to all attendees	✓ Display table during networking	✓ Collateral at registration table
✓ Display presence throughout event	✓ Category exclusive at this tier	✓ Category exclusive at this tier
✓ Post-event LinkedIn co-branded content	✓ Post-event LinkedIn mention	
✓ First right of renewal		

Multi-event sponsorship available. Partners who commit to all three 2027 Summits receive preferred pricing. Category exclusivity is guaranteed at each tier.