



**YOUR TICKETING
PARTNER FOR THE
PERFORMING ARTS**

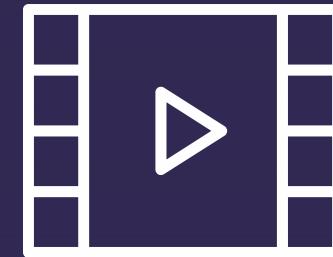
Before We Begin



**Attendees are in
“listen only” mode**



**Ask questions
throughout using the
Questions panel in
GoToWebinar**



**We will send you a
copy of the slides
and the recording**

Agenda



Introductions & Our Experience



Vanco Events for Performing Arts



Live Demo



Next Steps: How to Get Started for Free

Today's Presenters



Danielle Winkler

Marketing Manager, Vanco

Danielle works with school districts and community education organizations across the country to help bring their organizations online to become *cashless (and paperless) campuses*.



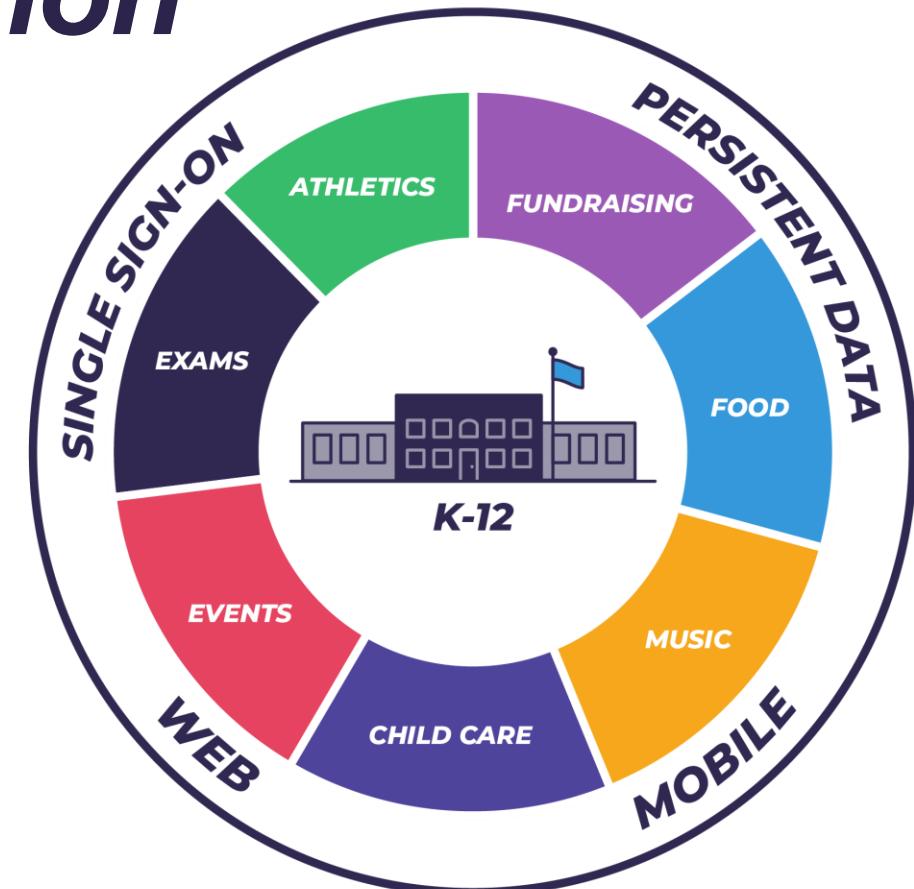
Levi Bunkers

Sales Consultant, Vanco Events

Levi speaks with teachers, district managers and other event organizers every day about organizing events. Levi is passionate about helping organizers save time, make managing their events easier and increase participation with online ticketing.

Vanco's Education Vision

We provide K-12 educational institutions and families a **convenient** online payment experience for **all** school-related activities.



Vanco Education offers time-saving software for K-12 and community educators.



Vanco Web Store

RevTrak

We move schools and districts toward becoming a cashless campus by accepting online payments from parents for food service, childcare, sports and more. Plus, we integrate with the most popular student information systems.

See how RevTrak saves you time at:
www.revtrak.com



Vanco Food

Food Service Solutions

From online lunch account payments to point-of-sale tools, we make cafeteria management and meal payments easy. We provide K-12 schools and universities with simple and secure software and hardware to increase food sales while streamlining operations.

See how Food Service Solutions makes mealtime easy at:
www.foodserve.com

Vanco Events

Vanco Events

Plan school events including student plays, sports and dances with our simple-to-use powerful event solution. Add a seating chart, design and print tickets, and accept ticket payments right from our software and on-the-go with our mobile app (it scans tickets, too!)

See how Vanco Events works for schools at:
www.vancoevents.com

Vanco Music

Charms

Our music program management tool puts music educators in control from the orchestra pit to the halftime performance and on the road. Our cloud-based solution offers event calendars, inventory management and communications functionalities.

See all the tools Charms offers at:
www.charmsoffice.com

Today we'll be focusing specifically on our K-12 event ticketing solution.

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See all the tools Charms offers at:
www.charmsoffice.com

Vanco Events: *Ticketing Built for Schools*

Easily manage your events and engage with your community using **event ticketing software** that's **built for schools**.

- Used by more than 4,000 schools.
- More than 20 million online tickets sold.
- Sell tickets in advance for **any event** from sports games to fundraisers.
- Save parents (and staff) headaches and time.
- Save money with **no subscription fees**.
- Get started **for free** using Vanco Events for any free events.



Vanco Events Works for All School Events...

DEMO: Prom Night

Prom Night

Buy tickets for the VVHS Senior Prom, hosted at the historic Vanco Vintage Villa. Ticket price includes:

Please have your student ID number available when booking your ticket(s).

Note, this is a demonstration event only.

June 30th 7:00 PM

LOCATION

Vanco Vintage Villa
1234 Historic Way, Anytown, MN

CONTACT DETAILS

[CONTACT EVENT ORGANIZER](#)

[f](#) [t](#) [in](#)

MAP

DEMO: Free Concert

Fall Concert

(Note: this event is for demo purposes only)

Join us for Vanco Valley High's annual fall band concert. Tickets are FREE, although donations are encouraged. Simply select the show you'd like to attend, and reserve your preferred seating early to reserve your seats!

Tickets can be printed out at home, or you can pull them up from your email on your smartphone.

WHERE

Vanco Valley High Auditorium
1 Vanco Way, Anytown, MN 55431

Sessions

SESSION	DESCRIPTION
Friday October 25 2019 7:00 PM	
Saturday October 26 2019 7:00 PM	

MAP

DEMO: Student Showcase

VANCO VIRTUOSO ACADEMY: SPRING SHOWCASE

Join us for two evenings of student performances at Vanco Virtuoso Academy showcasing our very own Vanco Virtuoso musicians! VVA hosts student showcases every spring and fall to offer students from all age groups the opportunity to share their hard work with family, friends and the local community.

Please double-check the schedule below before reserving your tickets to ensure you're coming to the correct performance!

Friday Evening Lineup:
Pre-Teen Showcase (7pm - 8:30pm)

- Baby Shark and Sing-Alongs Youth Voice Ensemble
- Budding Beethoven's Pre-Teen Concert Ensemble
- Beginner Solo Recital: Celia Arroyo
- Intermediate Cello Performance
- Intermediate Cello Performance
- The Kazoos! Kazoo Ensemble
- Treble Rebels (Youth Acapella Group)

Saturday Evening Lineup:
Teen and Adult Showcase (7pm - 9pm)

- Teen Voice Ensemble
- Student Solo (Beatboxing): Christie Chan
- Student Solo (Guitar and Songwriting): Jeff Mackly
- Celtic Times Adult Ensemble
- Beginner Solo Recital: Celia Arroyo
- Student Solo (Piano): Mario Lopez
- AAAAAH!Capella Adult Ensemble
- Heavy Metals Adult Rock Ensemble
- Student Solo (Keytar): Ross Thompson
- Now That's What I Call Music Volume: VVA Adult Ensemble

SESSIONS

SESSION	DESCRIPTION	STATUS
Friday October 25 2019 7:00 PM		OPEN
Saturday October 26 2019 7:00 PM		OPEN

DEMO: Football Game (Reserved Seating)

VANCO VALLEY HIGH: FRIDAY NIGHT FOOTBALL

(Note: this event is for demo purposes only)

Buy your tickets to support the Vanco Valley High football team! Reserved seating is available for this game, otherwise all tickets are General Admission.

See "Sessions" below to purchase tickets for the home games scheduled this season.

Where

Vanco Valley HS Football Stadium
1 Vanco Way, Anytown, MN 55431

Sessions

SESSION	DESCRIPTION	STATUS
Friday November 1 2019 7:00 PM	Vanco Valley HS Football vs. Bayside	OPEN
Saturday November 9 2019 7:00 PM	Vanco Valley HS Football vs. Metro East	OPEN

DEMO: Polar Plunge Fundraiser

[f](#) [t](#) [in](#)

Fundraiser

Join in on the fun with the Vanco Valley High School band as members they plunge into the cold January lake water to raise money for the music department. Join as a spectator, or if you're particularly brave - participate in the polar plunge yourself!

\$10 to plunge, or free to watch and cheer on the participants (donations encouraged).

All proceeds go to the VHS Band Booster Club.

When

On Saturday 18 January 2020 at 9:00am

Where

Lake Minnetonka
2831 County Road 101 S, Minnetonka, MN 55391

[CONTACT EVENT ORGANIZER](#)

MAP

Today we'll be focusing on performing arts and concerts.

BOOK NOW

DEMO: Free Concert

BOOK NOW

DEMO: Free Concert

Fall Concert

(Note: this event is for demo purposes only)

Join us for Vanco Valley High's annual fall band concert. Tickets are FREE, although donations to the VVH Band Booster Club are encouraged. Simply select the show you'd like to attend, and reserve your preferred seats on the next page - no need to arrive early to reserve your seats!

Tickets can be printed out at home, or you can pull them up from your email on your smartphone.

WHERE
Vanco Valley High Auditorium
1 Vanco Way, Anytown, MN 55431

Sessions

SESSIONS	DESCRIPTION	STATUS
Friday October 25 2019 7:00 PM	OPEN	SELECT
Saturday October 26 2019 7:00 PM	OPEN	SELECT

MAP

Open in Google Maps

BOOK NOW

DEMO: Band Showcase

Band Showcase

Join us for the Vanco Valley High School Band Showcase! This year's showcase will feature performances by the VVH Band, the VVH Marching Band, and the VVH Color Guard. The event will be held at the Vanco Valley High School Auditorium on Saturday, November 16th at 7:00 PM. Tickets are \$10.00 per person, and all proceeds will go towards the band's travel expenses. Don't miss out on this exciting event!

BOOK NOW

DEMO: Football Game (Reserved Seating)

VANCO VALLEY HIGH: FRIDAY NIGHT FOOTBALL

(Note: this event is for demo purposes only)

Buy your tickets to a Vanco Valley High football game! Reserved seating is available in the following sections: 100, 200, 300, and 400. General admission is \$10.00. "Seasons" tickets to purchase tickets for all home games scheduled this season.

WHERE
Vanco Valley High Football Stadium
1 Vanco Way, Anytown, MN 55431

Sessions

SESSIONS	DESCRIPTION	STATUS
Friday November 16, 2018 7:00 PM	Vanco Valley High Football vs. Bismarck	OPEN
Saturday November 17, 2018 7:00 PM	Vanco Valley High Football vs. Bismarck	OPEN

BOOK NOW

DEMO: Polar Plunge Fundraiser

Fundraiser

Join in on the fun with the Vanco Valley High School band as members they plunge into the cold January lake water to raise money for the the music department. Come as a spectator, or if you're particularly brave - participate in the polar plunge yourself!

\$10 to plunge, or free to watch and cheer on the participants (donations encouraged).

All proceeds go to the VVH Band Booster Club.

WHERE
Lake Minnetonka
2831 County Road 100 S. Minnetonka, MN 55390

CONTACT EVENT ORGANIZER

MAP

Open in Google Maps

Why offer online ticketing?

Easier for Families

- Buy tickets online at home.
- Share ticket page URL with other family and community members.
- Reserve seats in advance.
- No need to arrive super early to the show.

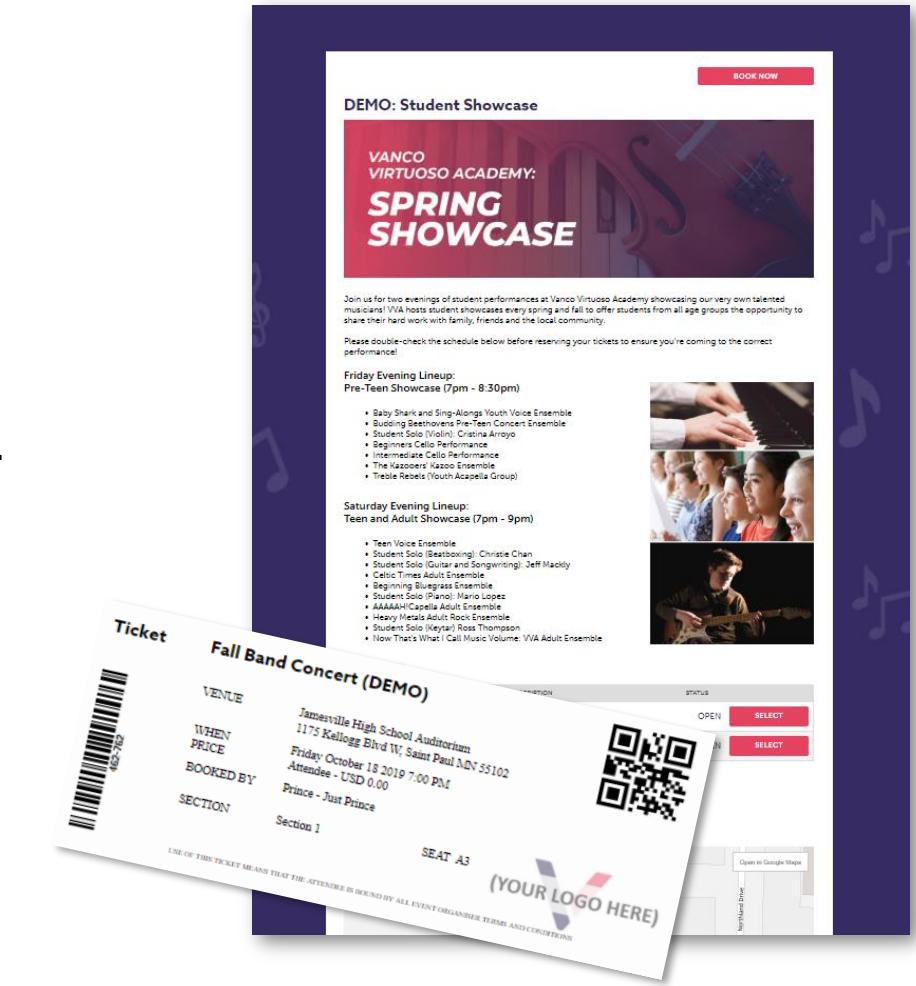
Easier for Staff & Volunteers

- Sell tickets online in advance for less stress on box office staff.
- Collect optional donations as part of the checkout process.
- Get an accurate attendance estimate leading up to the show.
- Increase event attendance.

How Vanco Events Works

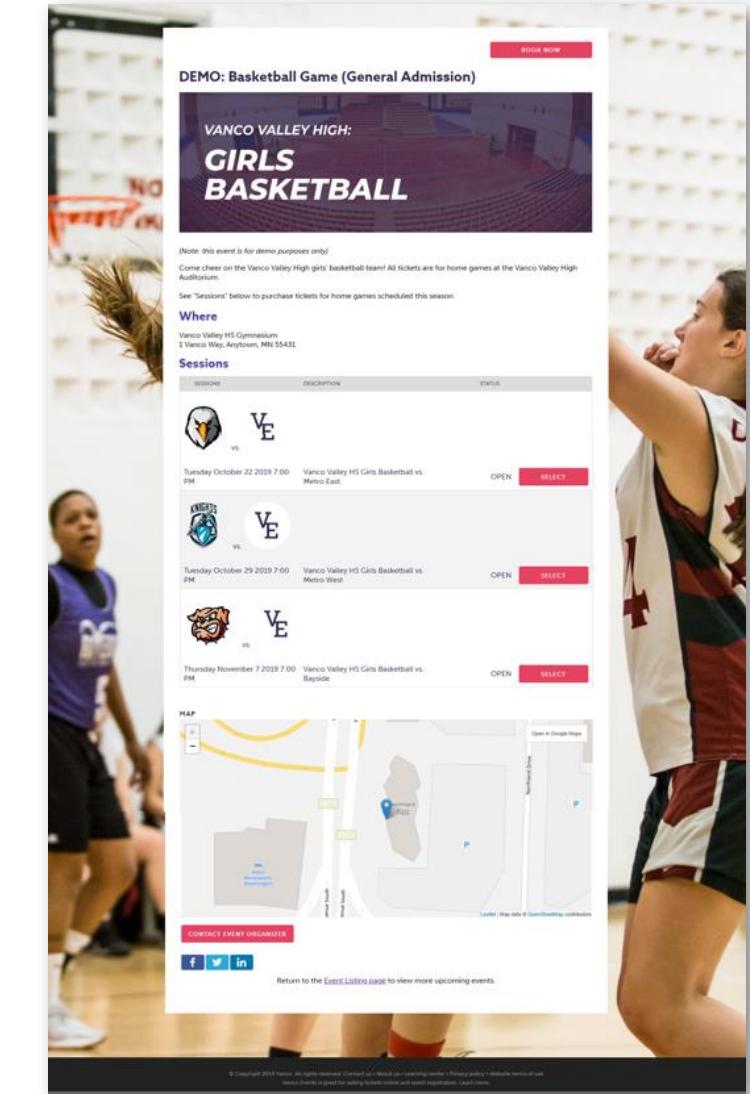
Create Events with Ease

- Create an event to sell tickets in minutes** – Minutes is all it takes to create your first online event page.
- Easy-to-use event templates** – Start with an event template, or create and save custom templates. No HTML experience required!
- Tickets for all school's events one place** – List all your upcoming events in one place.

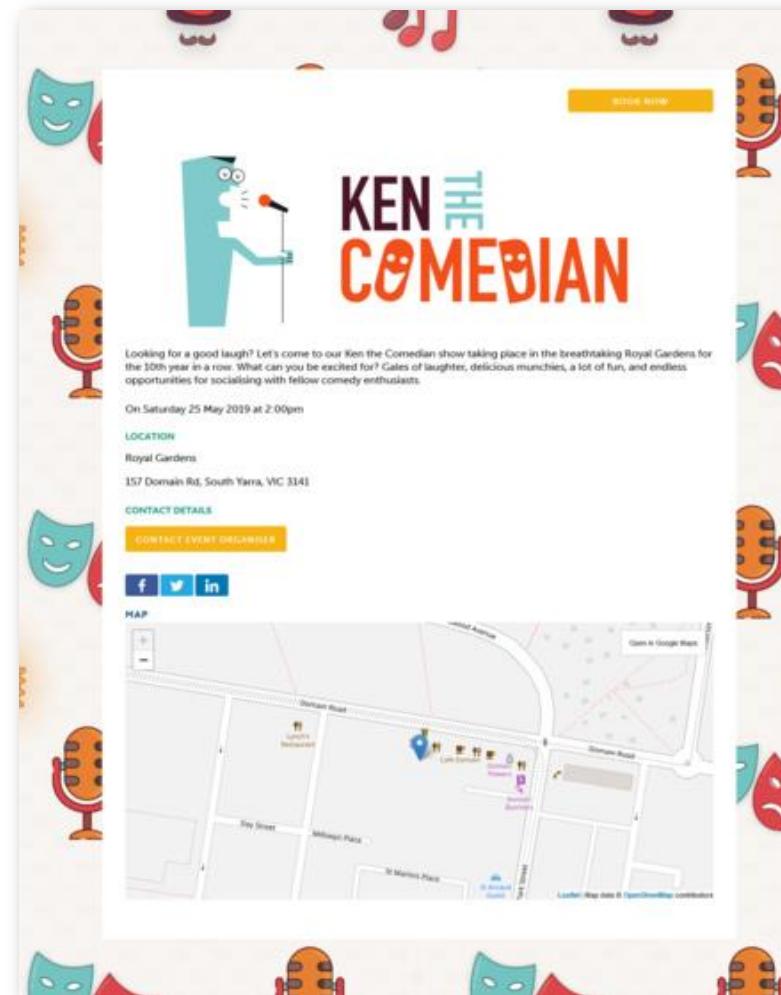


Customize Your Events

- **Branding** – Brand your event pages (and tickets!) with images, fonts, backgrounds and colors.
- **Interactive seating charts** – Build custom seating charts to match your venue (even for free events).
- **Donations** – Collect donations as part of your event.
- **Data fields** – Gather additional information with custom data fields.
- **Sell merchandise** – Sell spirit wear, concert CDs/DVDs and more alongside tickets.



Customize Your Event Pages with Images, Backgrounds and More!



Interactive Seating Charts (Even for Free Events!)



Sessions

SESSIONS	DESCRIPTION	STATUS	
Friday October 18 2019 7:00 PM		OPEN	SELECT
Saturday October 19 2019 7:00 PM		OPEN	SELECTED

Seating

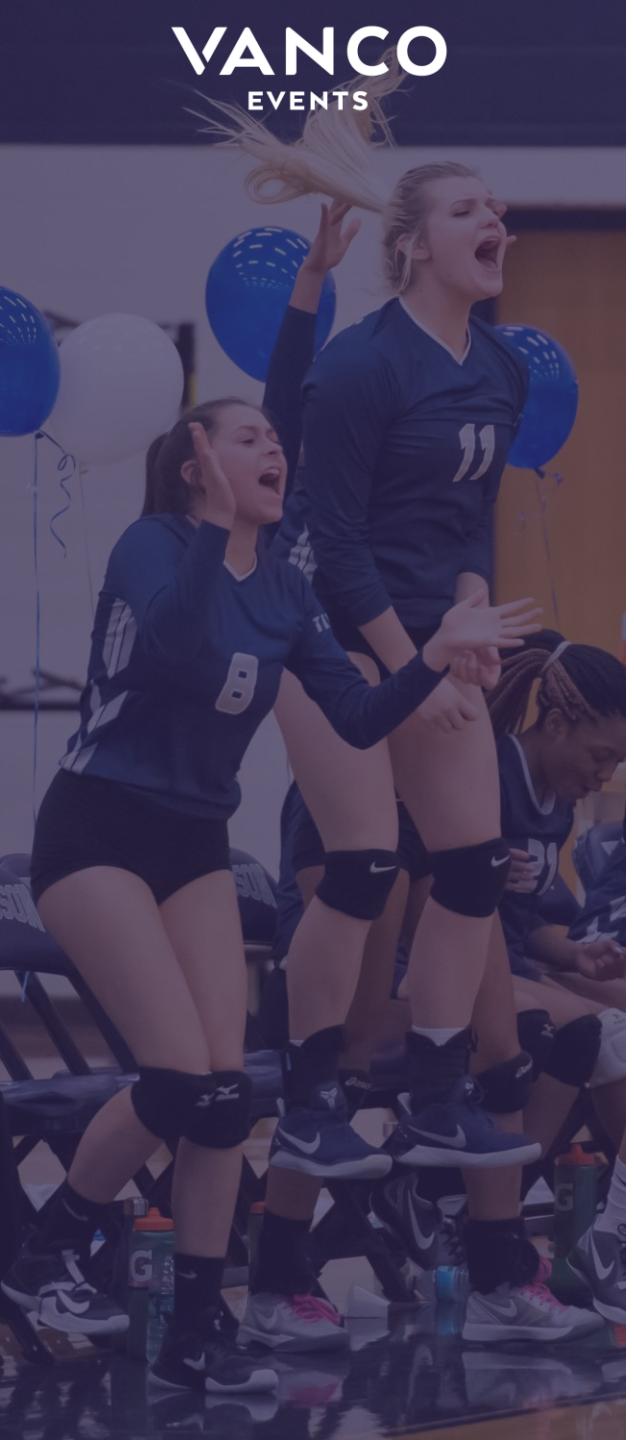
Selected seats: B17, B18

Available Unavailable Selected

STAGE

Sections

AREA	DESCRIPTION	PRICE
Functions Bar & Kitchen		
Bar		
Up to levels 2 & 3		
Spitfire Candy Bar		
ENTRY		
Direct Street Access For Entry, 8pm And Midnight Fireworks		
Table 01	Sold Out	SELECTED
Table 02 — (5 Available)	\$100.00	SELECT
Table 03 — (8 Available)	\$100.00	SELECT
Table 04 — (7 Available)	\$100.00	SELECT



Customize Mobile and Print Tickets

Ticket Fall Band Concert (DEMO)

VENUE Jamesville High School Auditorium
1175 Kellogg Blvd W, Saint Paul MN 55102

WHEN Friday October 18 2019 7:00 PM

PRICE Attendee - USD 0.00



Ticket Winter Plunge Band Fundraiser (DEMO)

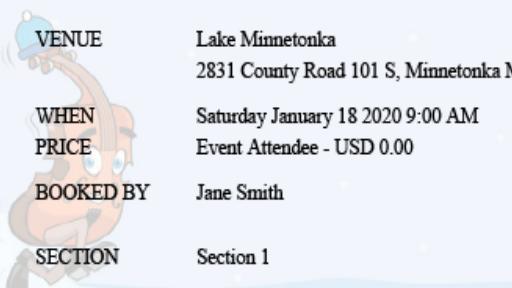
VENUE Lake Minnetonka
2831 County Road 101 S, Minnetonka MN 55391

WHEN Saturday January 18 2020 9:00 AM

PRICE Event Attendee - USD 0.00

BOOKED BY Jane Smith

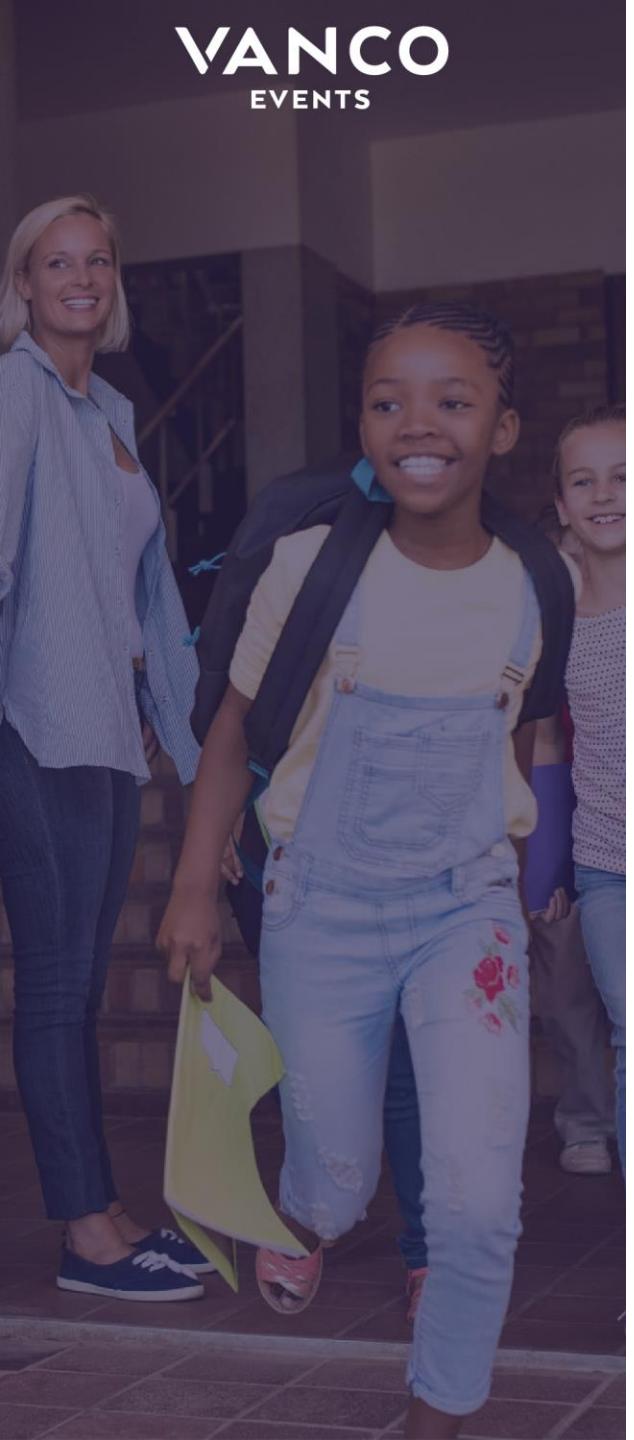
SECTION Section 1



465-754

USE OF THIS TICKET MEANS THAT THE ATTENDEE IS BOUND BY ALL EVENT ORGANISER TERMS AND CONDITIONS





Accept Donations Online

Jamesville Band Winter Plunge Fundraiser

SATURDAY JANUARY 18 2020

Tickets

TYPE	DESCRIPTION	PRICE	QUANTITY
Participant Attendee	I want to plunge!	\$10.00	- <input type="button" value="0"/> +
Event Attendee		\$10.00	- <input type="button" value="3"/> +

3 tickets selected

Donations

Support the Jamesville High School Band members as they plunge into the cold January water!

Amount:

BACK

NEXT

Promote Your Events

- **Link to your dedicated event listing page** – Customize with your school logo, images and colors.
- **Embed in your website** – OR embed the booking process into your school website.
- **Promote on social** – Share events on social media to reach a wider community audience.



VANCO VALLEY SCHOOL DISTRICT

Vanco Valley High School
This is a demonstration Event Listing Page made by the team at Vanco Events for our very own "Vanco Valley High School." Click through any of the demo events below to experience the Vanco Events booking process for yourself!

Current Events **Past Events**

DEMO: Free Concert
BETWEEN FRIDAY 2 OCTOBER 2020 AND SATURDAY 3 OCTOBER 2020
Join us for Vanco Valley High's annual fall band concert. Tickets are FREE, although donations to the VVH Band Booster Club are encouraged. Simply select the show you'd like to attend, and...

Fall Concert
Vanco Valley High Auditorium

DEMO: Football Game (Reserved Seating)
BETWEEN SATURDAY 24 OCTOBER 2020 AND SATURDAY 7 NOVEMBER 2020
Buy your tickets to support the Vanco Valley High football team! Reserved seating is available in our VTH sections, otherwise all tickets are General Admission. See "Sessions" below to...

Football Tickets
Vanco Valley HS Football Stadium

DEMO: Basketball Game (General Admission)
BETWEEN SUNDAY 1 NOVEMBER 2020 AND SUNDAY 13 NOVEMBER 2020
Come cheer on the Vanco Valley High girls' basketball team! All tickets are for home games at the Vanco Valley High Auditorium. See "Sessions" below to purchase tickets for home...

Girls Basketball
Vanco Valley HS Gymnasium

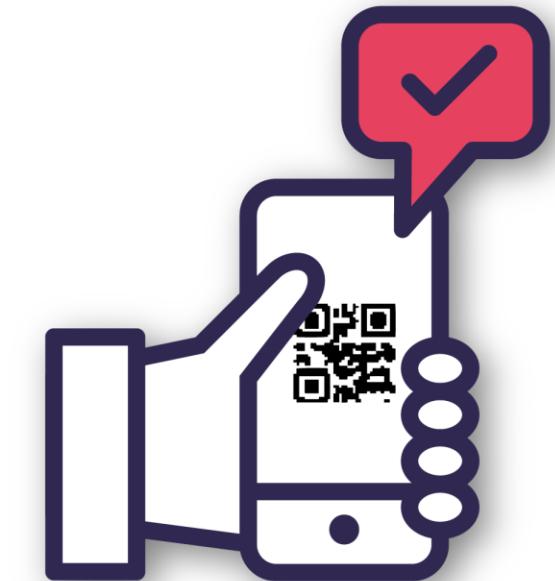
DEMO: 30 Year Reunion Dinner
SEPTEMBER 8TH FROM 6:00 PM
Join the class of 1990 for a great alumni dinner event.

Reunion Dinner
School Hall



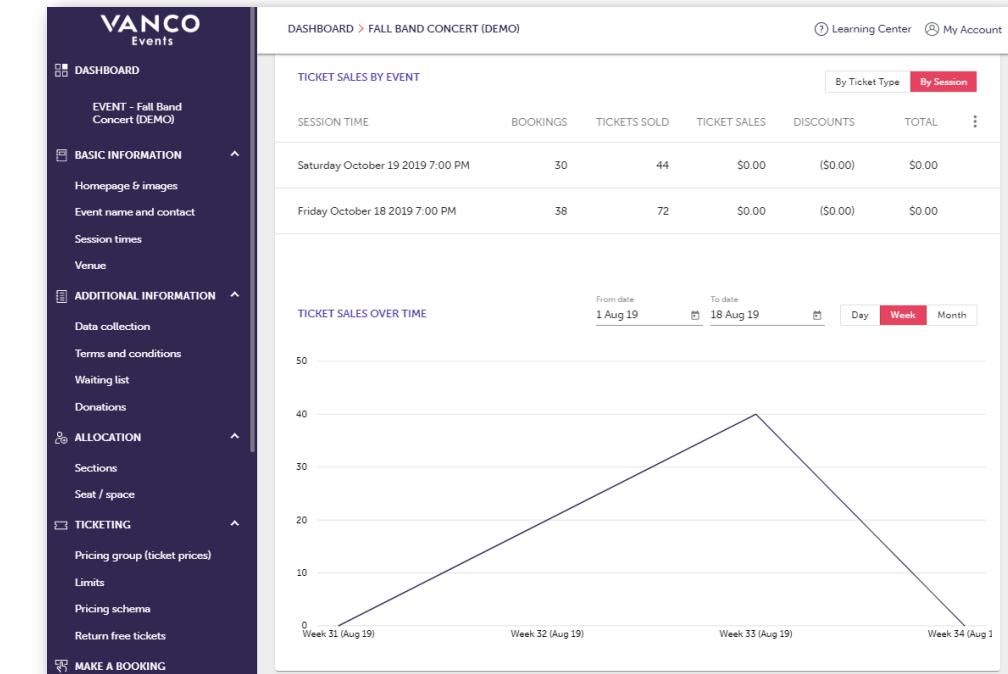
Scan Tickets During Events with Ease

- **Scan tickets on a mobile device** – Download the free ticket scanning app for [Apple](#) or [Android](#).
- **Check attendees in and out** – Volunteers can scan attendees both in and out of events.
- **Set up volunteers with QR code** – Start scanning tickets with a simple QR code, no need to create an account!



Track Ticket Sales and Attendance in Real Time

- Track ticket sales** – See ticket sales in real time across all your events.
- Pull door lists** – Run helpful reports such as door lists before an event.
- Track attendance** – Track check-ins as volunteers scan people in.
- Export your data** – Export data to use with other marketing or email applications or Student Information System (SIS).



Live Demo – Buying Tickets

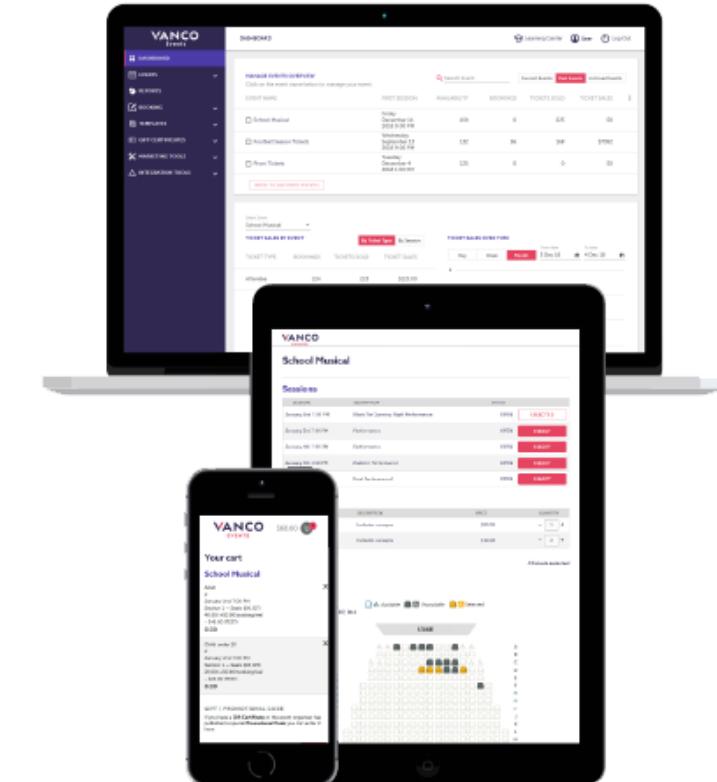
<https://www.vancoevents.com/us/eventlist/vancoeventsschool/>

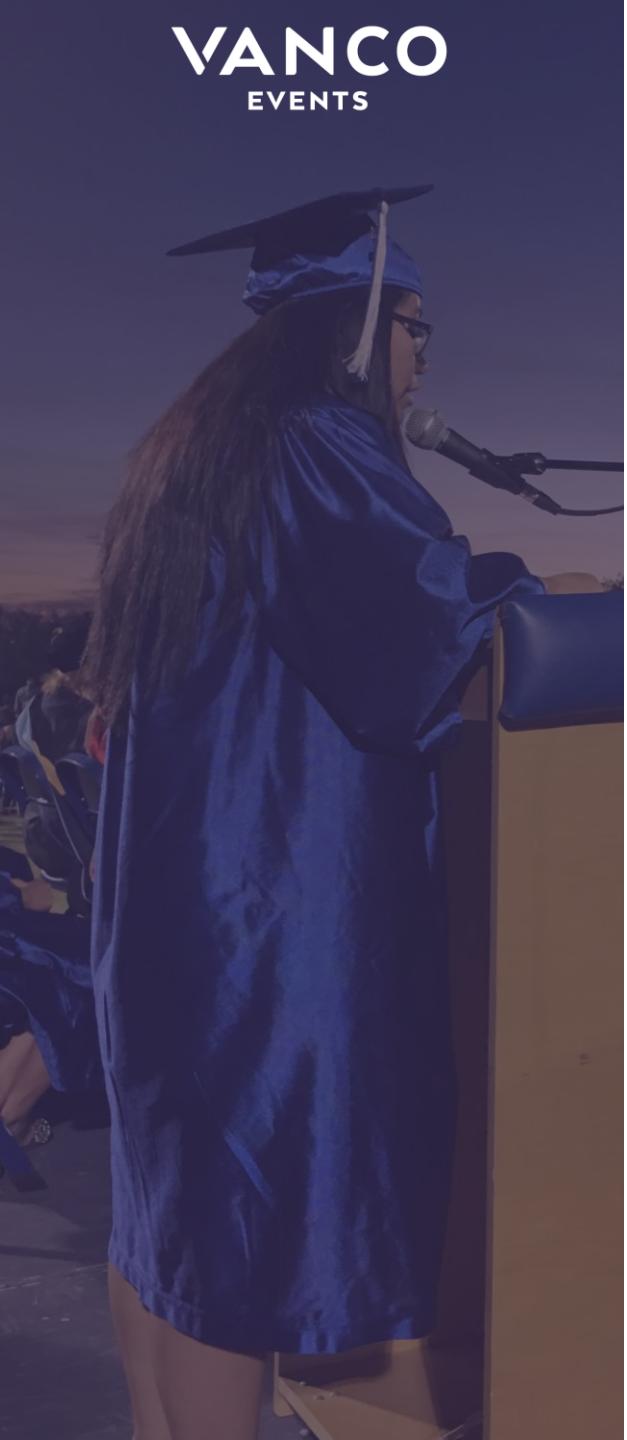
How are we different from other ticketing providers?

	Vanco Events	Other Ticketing Providers
Built specifically for schools	✓	?
Low price with no monthly fees or subscription costs	✓	?
Free to use for free events	✓	?
Encourage donations during checkout	✓	?
No 3 rd party marketing to your customers	✓	?
Total branding customization for your event pages, tickets, and more	✓	?
Local support	✓	?

To Recap, Vanco Events Helps Schools:

- Sell tickets online for **any type of event**.
- Easily set up event pages for any **upcoming performances and concerts**.
- Let parents **reserve seats** online or buy tickets in advance (even for free events).
 - Remember, Vanco Events is **free to use** for free events.
- **Collect donations** from event attendees.
- Print a door list or scan tickets with a mobile app.
- **Simplify** event management and ticket sales both before - and during - events.





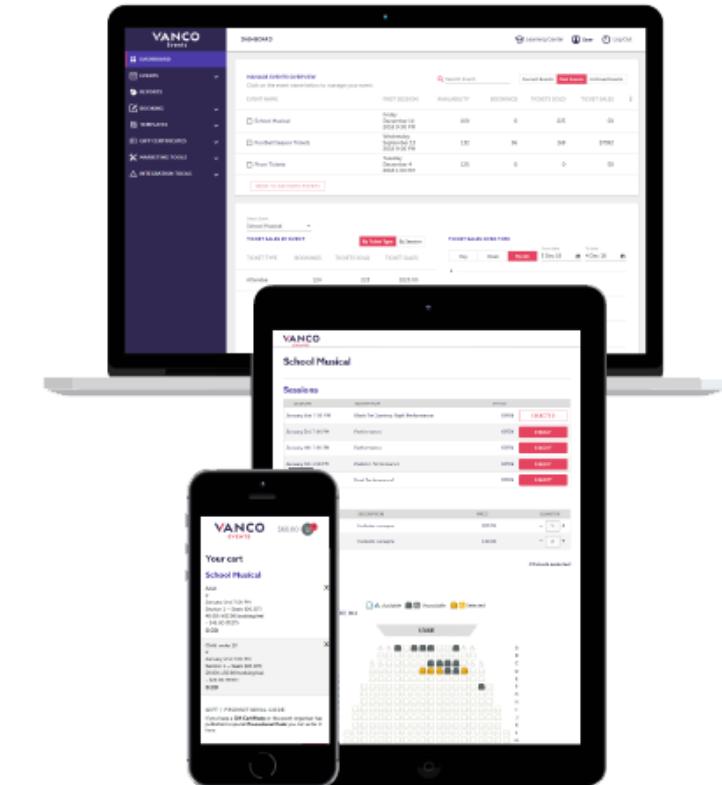
Next Steps: Get Started

Create your account for free by clicking [Get Started](#) on the website:

The screenshot shows the Vanco Events website homepage. The header features the Vanco Events logo, a navigation bar with links for Product, Request a Demo, and About Us, and buttons for Login and Get Started. A red arrow points to the Get Started button. The main content area has a background image of a diverse group of people at an event, with the text "Create Events. Sell Tickets. Go!" and "Event ticketing made easy." Below this is a purple "Request a Demo" button. At the bottom, the text "Education Events Made Easy" is displayed.

Want to Schedule a Personalized Demo?

Schedule a demo of Vanco Events [here](#).



Next Steps (*Poll*)

What next steps would you like to take?

Questions?

Additional questions? Reach out to us at:

VancoEvents@VancoEvents.com

www.vancoevents.com



Thank you!