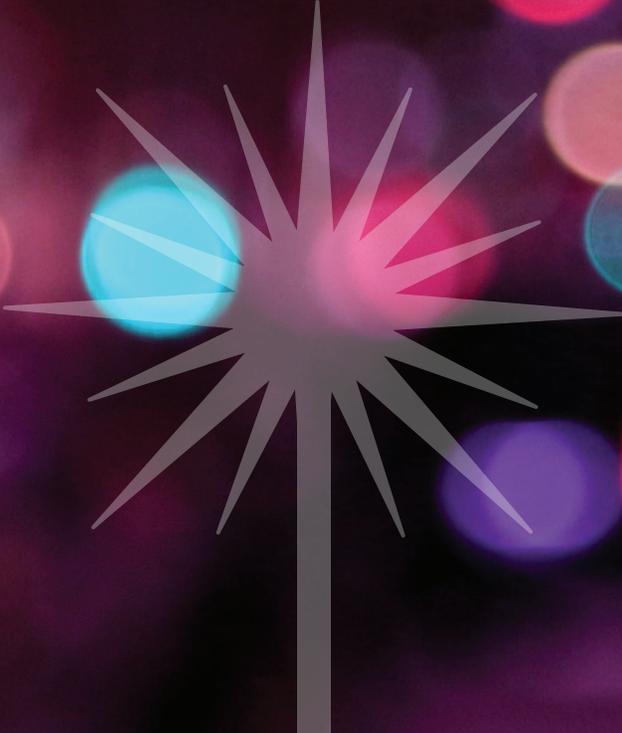




78TH ANNUAL
IAIP CONVENTION

JUNE 6-8, 2019 RENO, NV



2019 Exhibitor & Sponsorship

PROSPECTUS

WHO IS IAIP?

The International Association of Insurance Professionals (IAIP) is a professional association open to individuals in the insurance and risk management industries. Insurance Professionals is best known for providing insurance education, skills enhancement and leadership development to its members.

WHY PARTICIPATE IN THE 2019 CONVENTION?

Align your organization with a community of thousands of insurance professionals. With IAIP, you can showcase your products and services to professionals and influencers from all areas of the insurance and risk management industry. They rely on IAIP as an indispensable resource for education, networking and career development.

The Exhibitor Tradeshow will feature a Welcome Reception on Thursday night. In addition, exhibitor and sponsors* will be given the opportunity to network with members at breakfast Friday morning.

**Limited opportunities available.*

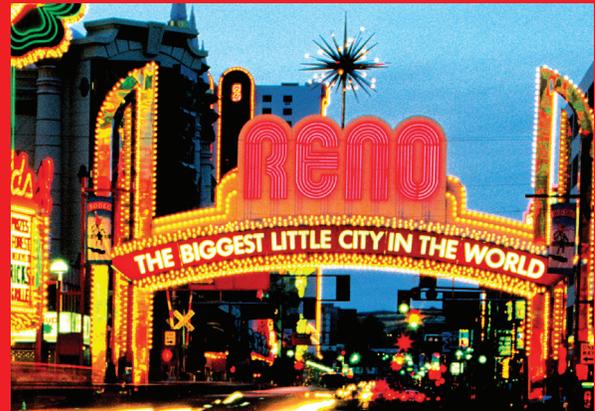
WHO ATTENDS?

Professionals in attendance include employees of both agencies and companies including:

- Claims professionals
- Underwriters
- Actuaries
- Risk managers
- Customer service representatives
- Human resource managers
- Technology experts
- CPAs
- Attorneys
- Financial advisors

IAIP MEMBERS HAVE INPUT ON RELATIONSHIPS RELATED TO:

- Accounting Services
- Actuarial Services
- Appraisers/Valuation Services
- Compliance and Regulatory Services
- Computer Products/Services
- Disaster Recovery
- Document Imaging
- Environmental Services
- Litigation/Legal Services
- Premium Finance Services
- Reinsurance
- Restoration



IAIP IS HERE TO MAKE CONNECTIONS

Being successful in business means connecting customers and prospects to your products and services. IAIP is here to help you create a strong network and expand your circle of influence within the Insurance Professionals community with a variety of marketing opportunities at every level. Don't see what works for your goals or budget? We're happy to work with you in creating the successful opportunity your company is looking for!

We have designed a variety of opportunities to meet your needs and will work with you to find a solution that will fit your objectives and increase your connections to the insurance industry.

SPONSORSHIP OPPORTUNITIES



BENEFITS	5 STAR	4 STAR	3 STAR	2 STAR	1 STAR
Financial Contribution	\$7,500	\$5,000	\$2,500	\$1,000	\$500
Full registration for 2019 Convention	3	2	2	1	
Complimentary booth at convention tradeshow	Y	Y	Y	Y	
Speaking opportunity	1 Available: Opening General Session*	3 Available: Industry Panel Luncheon (Thu)* Awards Luncheon (Fri)* Recognition Luncheon (Sat)*	1 Available: Welcome Reception*		
Logo / listing in program guide	Y	Y	Y	Y	Y
Recognition on IAIP website as a convention sponsor	Y	Y	Y	Y	Y
Prominent signage	Y	Y	Y	Y	Y
Recognition in <i>Today's Insurance Professionals</i> magazine	Y	Y	Y	Y	Y
MARKETING AND ADVERTISING					
Convention attendee mailing list	Y	Y	Y	Y	Y
Advertisement in <i>Today's Insurance Professionals</i> magazine	Three (3) full-page ads (one ad per issue)	One (1) ad in Convention Recap issue	75% ad discount (Convention Recap issue)	50% ad discount (Convention Recap issue)	25% ad discount (Convention Recap issue)
Advertisement in 2019 convention program	One (1) full-page ad with Premium placement	One (1) full-page ad	One (1) full-page ad	One (1) half-page ad	One (1) quarter-page ad
Advertisement in <i>The Connections</i> eNewsletter	Three (3) ads	One (1) ad			
Web banner on convention website	Two (2) 60-day banner ads				
Marketing collateral in the convention goodie bag	Y	Y	Y	Y	Y

*Limited opportunities available. Reserved on a first-come basis.

ADDITIONAL OPPORTUNITIES

EDUCATIONAL WORKSHOPS*

Take advantage of this opportunity to share your expertise, show off your brand and connect with insurance professionals who are eager to learn and gain valuable information about various knowledge areas. We are seeking presenters that will energize attendees with new topics, be engaging in presentation style and inspire the audience. In exchange for partnering with IAIP to provide an educational workshop, education partners will receive 1 Star benefits.

The educational sessions for IAIP's International Convention follow three educational tracks:

- **INDUSTRY TRENDS & CONTINUING EDUCATION:** Education courses for insurance professionals in all areas of the industry are offered in this track. Sessions will include current industry trends and hot topics relevant to the insurance industry. Courses approved for CE credit are preferred.
- **CAREER DEVELOPMENT:** Courses in the Career Development track will help attendees take their career to the next level with developing their leadership and professional skills.
- **ASSOCIATION MANAGEMENT:** This track is designed to provide comprehensive training in managing the local associations, councils and regions. Learn from association management experts and take advantage of the opportunities for peer-to-peer interactions. This information will be transferable to other aspects of the attendee's involvement with other groups as well as their job responsibilities.



*Limited number of Educational Workshops available. Provided on a first-come basis. Session topics are due to IAIP no later than December 15, 2018. To determine availability within each of the education tracks, contact Rebecca Clusserath, Director of Education, education@iaip-ins.org.

ANNUAL AWARD SPONSOR

\$2,000 | 8 total

Some of the most popular sponsorship opportunities at the Annual Convention are the Award Sponsorships. With acknowledgment in the program guide, the ability to announce the winner for your award category, and your company name engraved on both the regional plaques and international trophy, you will receive lasting recognition. Award Sponsors will receive 2 Star benefits.

Award categories include:

- Insurance Professional of the Year
- Claims Professional of the Year
- Client Service Professional of the Year
- Professional Underwriter of the Year
- Risk Management Professional of the Year
- Rookie of the Year
- Young New Professional of the Year
- Confidence While Communicating

COMMUNITY CAFÉ **\$2,000 (1 avail.)**

The Community Café was a new addition in 2018 and was so popular we will be bringing it back for 2019 with even more 20-minute mini-sessions. Sessions are personal growth networking and other soft skills and hot topics. These mini-sessions are open to all attendees! The Café offers a place to network, share and chat before and after Convention events and offers a wonderful location to showcase your brand to all members – even business session-only attendees! Community Café sponsors will receive 2 Star benefits.

CHARGING STATION **\$1,000 (1 avail.)**

One of the most asked question at any convention is "Do you have a smart phone power cord?" Be the solution by sponsoring the Charging Station. This "Hot Spot" at the 2019 IAIP Convention will have high traffic volume and usage where attendees stop in to recharge and gain exposure to your brand. Charging Station Sponsor will receive 1 Star benefits.

BRANDING SPONSOR **\$500**

This highly-visible sponsorship will ensure your brand gets in the hands of our coveted attendees. Attendees carry their tote bags, water bottles, name badge lanyards, etc. with them all throughout the convention. If you already have a product with your logo on it, contact us to see how we can showcase it throughout the event! Branding Sponsors will receive 1 Star benefits.

EXHIBITOR TRADESHOW

The Exhibitor Tradeshow will be the setting for a variety of networking opportunities throughout the Convention. Attendee's exposure to the exhibitors will be enhanced for the 2019 Convention with additional opportunities in the agenda for the exhibitors to interact with the attendees.

Financial Contribution: \$1,000

Benefits Include:

- Exhibit Space including one (1) 6' draped table and two (2) chairs
- Company logo and 50-word description in Convention program guide
- Two (2) Exhibitor registrations that include full access to all Convention activities
- Opportunity to address the audience during the Welcome Reception on Thursday
- Recognition on Insurance Professionals' Convention website
- Post-conference mailing list of all attendees

Interested? Complete the enclosed Contract on pages 9-10, sign and submit with payment. IAIP reserves the right to accept or reject any contract submission.



CONVENTION ADVERTISING

Advertising is available in the Annual Convention Program, which is distributed to all members, exhibitors and corporate partners in attendance.

Space	Placement	Dimensions	Rate
Full Page	Back Cover	7.5"w x 10"h	\$1,500
Full Page	Inside Front Cover	7.5"w x 10"h	\$1,250
Full Page	Inside Back Cover	7.5"w x 10"h	\$1,250
Full Page	Interior	7.5"w x 10"h	\$1,000
Half Page	Interior	7.5"w x 4.875"h	\$500



CONVENTION AGENDA AT-A-GLANCE (tentative)



WEDNESDAY, JUNE 5, 2019

8:00 am – 4:45 pm Pre-Convention Workshop
 4:00 pm – 7:00 pm Registration
 4:00 pm – 7:00 pm Credentials Desk Open
 5:00 pm FIT Welcome Walk

THURSDAY, JUNE 6, 2019

6:00 am – 7:00 am FIT Activity: TBA
 7:00 am – 5:00 pm Registration
 7:00 am – 8:00 am Credentials Desk Open
 7:00 am – 8:00 am Continental Breakfast
 7:00 am – 8:00 am First Timers Breakfast
 8:00 am – 9:45 am Opening General Session:
 Welcome & Keynote Speaker
 9:45 am – 10:00 am Break
 10:00 am – 11:30 am CWC Competition
 11:30 am – 1:00 pm Industry Panel Luncheon
 1:00 pm – 1:15 pm Break
 1:15 pm – 3:15 pm Education Session #1: Industry Trends & CE
 1:15 pm – 3:15 pm Education Session #1:
 Career Development
 1:15 pm – 3:15 pm Education Session #1:
 Association Management
 1:15 pm – 3:15 pm Education Session #1:
 Community Café
 1:30 pm – 4:30 pm Exhibit Hall Set Up
 3:15 pm – 3:30 pm Break
 3:30 pm – 5:30 pm Education Session #2: Industry Trends & CE
 3:30 pm – 5:30 pm Education Session #2:
 Career Development
 3:30 pm – 5:30 pm Education Session #2:
 Association Management
 3:30 pm – 5:30 pm Education Session #2:
 Community Café
 3:30 pm – 4:30 pm FIT Activity: TBA
 5:30 pm – 8:00 pm Exhibit Hall Open
 5:30 pm – 8:00 pm Welcome Reception in Exhibit Hall
 8:00 pm – 10:00 pm YNP hosted Event

FRIDAY, JUNE 7, 2019

6:00 am – 7:00 am FIT Activity: TBA
 7:00 am – 4:00 pm Registration
 7:00 am – 8:00 am Credentials Desk Open
 7:00 am – 8:00 am Exhibit Hall Open
 7:00 am – 8:00 am Continental Breakfast
 8:00 am – 10:00 am Education Session #3: Industry Trends & CE
 8:00 am – 10:00 am Education Session #3:
 Career Development
 8:00 am – 10:00 am Education Session #3:
 Association Management
 8:00 am – 10:00 am Education Session #3: Community Café
 8:15 am – 11:15 am Exhibit Hall Tear Down
 10:00 am – 10:15 am Break
 10:15 am – 12:15 pm Education Session #4: Industry Trends & CE
 10:15 am – 12:15 pm Education Session #4:
 Career Development
 10:15 am – 12:15 pm Education Session #4:
 Association Management
 10:15 am – 12:15 pm Education Session #4: Community Café
 12:15 pm – 1:45 pm Awards Luncheon
 1:15 pm – 1:45 pm Credentials Desk Open
 1:45 pm – 2:45 pm Convention Delegates Briefing
 & MAL Delegate Selection
 2:45 pm – 5:00 pm Free Time to explore Reno/Lake Tahoe
 6:30 pm – 9:00 pm Regional Dinners

SATURDAY, JUNE 8, 2019

6:00am – 7:00 am FIT Activity: TBA
 7:00 am – 8:00 am Registration
 7:00 am – 8:00 am Continental Breakfast
 8:00 am – 10:00 am Education Session #5: Industry Trends & CE
 8:00 am – 10:00 am Education Session #5:
 Career Development
 8:00 am – 10:00 am Education Session #5:
 Association Management
 8:00 am – 10:00 am Education Session #5: Community Café
 10:00 am – 10:15 am Break
 10:15 am – 12:15 pm Business Meeting & Town Hall
 12:15 pm – 12:30 pm Break
 12:30 pm – 1:45 pm Recognition Luncheon &
 Officer Installation
 2:00 pm Free time to explore Reno/Lake Tahoe

2018 CONVENTION SPONSORS & EXHIBITORS



PARTNERS

PLATINUM CORPORATE PARTNER

Paul Davis Restoration

GOLD CORPORATE PARTNER

State Auto Insurance Companies

SILVER CORPORATE PARTNERS

Enterprise

Work at Home Vintage Experts

BRONZE CORPORATE PARTNERS

BankDirect Capital Finance

ICW Group Insurance Companies

Wright Flood

West Bend Mutual Insurance Company

AMBASSADOR CORPORATE PARTNERS

AmTrust Financial

Canal Insurance



TRADESHOW PARTICIPANTS

4 STAR SPONSOR

NAIW Legacy Foundation

3 STAR SPONSOR

West Bend Mutual Insurance Company

2 STAR SPONSORS

Imperial PFS

Kettle Moraine Insurance Professionals

Marsh & McLennan

National General

Parker Strauss, LLP

Shelter Insurance

1 STAR SPONSOR

ICW Group Insurance Companies

CONTINUING EDUCATION SPONSORS

Enterprise

The National Alliance

Paul Davis Restoration

West Bend Mutual Insurance Company

CONVENTION EXHIBITORS

BankDirect Capital Finance

Enterprise

FrankCrum Staffing

ICW Group Insurance Companies

Imperial PFS

MyClaimPics

National General

National Insurance Producer Registry

Parker Straus, LLP

Paul Davis Restoration

TAPCO Underwriters, Inc.

The National Alliance

West Bend Mutual Insurance Company

Work At Home Vintage Experts

Wright Flood

EXHIBIT RULES AND REGULATIONS

1. **Official Exhibit Schedule:** See page 7 for details.
2. **Show Management:** The exhibition is organized and managed by the International Association of Insurance Professionals (IAIP). Any matters not covered in these Rules and Regulations are subject to the interpretation of IAIP and their designees, and all exhibitors must abide by their decisions. Exhibitors must comply with the Nugget Casino & Resort procedures. The Show Management shall have full power to interpret, amend, and enforce these rules and regulations, provided any amendments, when made, are brought to the notice of exhibitors. Each exhibitor, for himself and his employees, agrees to abide by the foregoing rules and regulations and by any amendments or additions thereto in conformance with preceding sentence.
3. **Assignment of Tabletops:** Tabletops will be assigned on a first-come, basis, starting with the highest level of sponsorship. General Exhibitors will be assigned by IAIP Show Management. Applications without payment will not be processed.
4. **Installation and Dismantle of Exhibit:** Show Management reserves the right to fix the time for the installation of a tabletop prior to the exhibit hall opening and for its removal after the conclusion of the exhibit hall. Under no circumstances will the addition to or removal of any portion of an exhibit be permitted during exhibit hall hours. All tabletops must remain intact until the close of the exhibit hall. Installation must occur only during the installation times designated in the official exhibit schedule. Tabletop installation will begin at 1:30 pm on Thursday, June 6. All tabletops must be properly installed, fully operational and ready no later than 4:30 pm on Thursday, June 6. Dismantle may not begin until after 8:15 am on Friday, June 7, 2019, and must be completed by 11:15 am on Friday, June 7, 2019. Early dismantle and/or removal of an exhibit may result in the loss of exhibit privileges for future conventions. If the official exhibit hall schedule changes, all exhibitors will be notified in writing. Exhibitors are expected to make travel arrangements in accordance with the schedule published in the convention schedule. Each exhibitor will complete arrangements for removal of his or her material. All material must be packed and ready for shipment by 11:15 am on Friday, June 7, 2019. Any material not called for by said time and date will be shipped at the exhibitor's expense. No one under the age of 18 will be permitted on the exhibit floor during installation and dismantle hours.
5. **Failure to Occupy Space:** Space not occupied by the time specified in the official exhibit schedule will be forfeited by exhibitors and their space may be resold, reassigned or used by the exhibit management without refund.
6. **Rates, Deposits and Refunds:** Space will be rented in accordance with the application form. No application will be processed, or space assigned without full payment. Space must be fully paid for by May 16, 2019. The exhibiting company may not cancel tabletop after acceptance by IAIP, except for breach of this contract by IAIP. No refunds will be given. A 100% cancellation fee applies. All cancellations must be directed in writing to: IAIP, 3525 Piedmont Road, Building 5, Suite 300, Atlanta, GA 30305. E-mail: marketing@iaip-ins.org. In the event that fire, strike, or other circumstances beyond the control of the management causes the exhibit to be cancelled, full refund of the exhibit rental fees will be made which is the limit and extent of IAIP's liability for such cancellation.
7. **Arrangements of Exhibits:** Any portion of an exhibit that obstructs the view, interferes with the privileges of other exhibitors, extends beyond the designated tabletop space or for any reason becomes objectionable, must be immediately modified or removed by the exhibitor. The show management reserves the right to inspect the quality of the appearance of each tabletop prior to the exhibit hall opening.
8. **Tabletop Design:** Each exhibitor is responsible for keeping the aisles near its exhibit space free of congestion caused by demonstrations or other promotions. All demonstrators or other promotional activities must be confined to the limits of the exhibit space. Sufficient space must be provided within the exhibit space for the comfort and safety of persons watching demonstrations and other promotional activities. Displays should not exceed 8' in height. Exhibiting companies are responsible for furnishing and cleaning their tabletops. All exhibits must comply with the public accommodation provisions of the Americans with Disabilities Act of 1991(ADA).
9. **Subleasing of Space:** Exhibitors may not assign, sublet or apportion to others the whole or any part of the space allocated, and may not display goods or services other than those manufactured or regularly distributed by them.
10. **Conduct:** All exhibits will be to serve the interest of the IAIP attendees and will be operated in a way that will not detract from other exhibits, the exhibition, or the meeting as a whole. Show management reserves the right to request the immediate withdrawal of any exhibit that IAIP believes to be injurious to the purpose of IAIP. Management reserves the right to refuse to admit to and eject from the exhibit building any objectionable or undesirable person or persons. The use of sideshow tactics or other undignified methods considered by IAIP to be objectionable are expressly prohibited in the exhibition area and in any meeting room.
11. **Exhibitor's Personnel:** All exhibitors must wear the official IAIP badge for exhibit hall admission. All personnel representing the exhibitor or his or her agents on the exhibit floor during installation and dismantling must be properly identified. Each exhibit must be fully operational and staffed during the open exhibit hours. Tabletops should be manned by company specialists who are qualified to discuss details of their company's products or services. Distribution of advertising material and souvenirs must be confined to the exhibitor's tabletop. Canvassing or distribution of advertising material or souvenirs in the exhibit hall by representatives of non-exhibiting firms is strictly forbidden. Selling of merchandise on the exhibit floor is strictly prohibited. However, orders may be taken for fulfillment at the exhibiting company's main distribution center.