



Be sure to register and make your hotel reservations by January 15th for the best rates!

SPONSORSHIP & EXHIBITOR OPPORTUNITIES

ONLINE • ONSITE • IN PRINT

As an IWPA convention sponsor or exhibitor, you will receive year-round visibility. Depending on your sponsorship level, your company will enjoy great benefits from being listed in IWPA convention emails and handouts along with special recognition at the convention. All sponsors will be recognized at their level of sponsorship.

LEAD KEYNOTE SPONSOR

DEAN SAVOCA: \$7,500 (SOLD)

Increase Influence: Eight Essential Attributes of Successful Leaders

Anyone who leads a company, team or aspires to leadership should attend this session. If are looking to increase your influence and want the keys to consistently executing leadership lessons, this session is just for you. Executive Coach Dean Savoca has conducted more than 8,000 individual executive coaching sessions and dozens of corporate strategic planning sessions on his way to compiling the *Eight Essential Attributes of Successful Leaders*. He will walk attendees through processes that focus attention on core issues in their businesses and drive action that will result in improved performance, higher productivity, enhanced teamwork and an improved bottom line.

Savoca will also lead an in-depth breakout session – *Leader as Coach: Moving Your Team to Winning Results* – that will help attendees understand their role as a coach who must push their team to achieve success in every task they undertake.



Dean Savoca, M.Ed., BCC, is a performance management and results expert. Dean works at the company and association level as a keynote speaker and conference facilitator; at the team and department level as a management and sales trainer; and at the individual executive level as a coach. What-

ever the format – conferences, sales training, leadership development or strategic planning – Dean guides people through processes that focus their attention on core issues, and rallies them to action, often right there in the room. The result is a better bottom line – boosted by improved performance, higher productivity, and more cohesive teamwork. Dean holds a Master's Degree in Organizational Performance and Change and is a Board Certified Coach.

*Special Recognition
to our Lead Sponsor –
Rex Lumber Company*



International Wood Products Association 60th World of Wood Annual Convention April 5-8, 2016

The IWPA Annual Convention provides access to over 300 importers, U.S. manufacturers, exporters, wholesalers, offshore suppliers and service providers of wood products from nearly 30 countries. As an attendee, you will experience informative educational sessions, fun activities and networking events. Get new ideas for your business, important market intelligence and opportunities to network with colleagues from around the globe.

IWPA offers several options to enhance your registration with a sponsorship or table top exhibit space.

SPONSORSHIP LEVELS

GOLD SPONSOR: \$5,000 (LIMITED)

Includes complimentary registration for 2 delegates and spouses, and company logo on convention notepad.

Choice of exclusive sponsorship of one of the following:

- Thursday Networking Lunch (SOLD)
- All Networking Breaks (SOLD)
- Passing the Gavel Reception & Dinner
- Networking Lounge & Charging Station (*a place to connect & juice up your devices*)



SILVER SPONSOR: \$3,000 (LIMITED)

Includes one complimentary registration and company logo on convention notepad.

Choice of exclusive sponsorship of one of the following:

- President's Reception – BAR (SOLD)
- President's Reception – FOOD
- Continental Breakfast – Thursday, April 7 (SOLD)
- Continental Breakfast – Friday, April 8
- Lanyards (SOLD)
- Attendee Gift (SOLD)
- Texas Ranch Experience – Wednesday, April 6



MEXICAN MARTINI RECEPTION SPONSOR: \$2,500 (EXCLUSIVE)

An Austin Tradition. Sample the signature drink of Austin – the Mexican Martini – a frosty metal shaker of sweet-tart elixir, a salt-encrusted coupe glass, and fat green olives. This is what summers are made of in Texas. Sponsorship will include gift coasters for guests with the recipe printed one side and your logo on the other.

BRONZE SPONSOR: \$1,500

Choice of exclusive sponsorship of one of the following:

- Armadillo Racer Sponsor – your logo on an Armadillo – selfies included. (*only 3 will be sold*)
- Coffee Station (SOLD)
- Golf Sponsor (SOLD)
- Pocket Schedule (SOLD)



EXHIBIT TABLE SPONSOR: \$2,000 (Member Exhibitors) \$2,500 (Non-Member Exhibitors)

Includes:

- Registration for one delegate from the sponsorship company.
- Exhibition space (approx. 10' x 10').
- Table and furnishings for literature.
- Small samples display in the networking lounge or general session hall for 2 full days with signage.
- Listed on IWPA's website for Exhibit Table Sponsors.
- Company name and description in the convention schedule.

SUPPORTING SPONSOR: \$1,000

Open to all companies who would like to contribute to the convention which will include recognition throughout the convention, listing on the website, handouts and in between presentations.

SPONSORSHIP OF PRESIDENT'S 3K FUN RUN/WALK: \$500.00 (plus cost of t-shirts)
Friday, April 8th (7:00-7:30a.m.)

2016 IWPA CONVENTION SCHEDULE

TUESDAY, APRIL 5

- 3:00 – 5:00 pm Executive Committee (CLOSED)
5:30 – 6:30 pm Board of Directors Reception (CLOSED)

WEDNESDAY, APRIL 6

- 7:00 am – 1:00 pm IWPA Annual Golf Classic (OPTIONAL)
1:00 – 4:30 pm Ranch Experience (OPTIONAL)
2:00 – 5:30 pm Board of Directors Meeting (CLOSED)
5:30 – 6:00 pm Spouse/Guest Reception
6:00 – 7:30 pm President's Opening Reception

THURSDAY, APRIL 7

- 8:00 – 9:00 am Networking Breakfast with Exhibits
9:00 – 9:45 am Opening Welcome & Business Session:
Cindy Squires – EXEC. DIRECTOR
Craig Forester – PRESIDENT
9:45 – 10:45 am **Keynote Speaker: Marc Chandler**, BROWN
BROTHERS HARRIMAN GLOBAL HEAD OF
CURRENCY STRATEGY
9:45 am – 2:00 pm Spouse Program: Austin Tour Featuring Kendra
Scott Jewelry (OPTIONAL)
10:45 – 11:00 am Networking Break with Exhibits
11:00 – 11:45 pm General Session II
12:00 – 1:30 pm Networking Lunch
1:30 – 2:45 pm General Session: III
2:45 – 3:00 pm Networking Break with Exhibits
3:00 – 4:30 pm General Session: IV
4:30 – 5:30 pm NHLA Member Reception (BY INVITATION)
5:30 – 6:30 pm Networking Reception:
Mexican Martini Reception

FRIDAY, APRIL 8

- 7:00 – 7:30 am President's 3K Fun Run Walk
8:00 – 9:00 am Networking Breakfast with Exhibits
9:00 – 10:00 am **Keynote Speaker: Dean Savoca –**
Increase Influence: Eight Essential
Attributes of Successful Leaders
10:00 – 10:15 am Networking Break with Exhibits
10:15 am - noon General Session VI
12:00 – 2:00 pm Lunch on own
12:15 – 2:00 pm IWPA Past President's Luncheon (CLOSED)
2:00 – 4:30 pm Committee Meetings/Educational Sessions
2:00 – 4:30 pm **Dean Savoca: Leader as Coach: Moving**
Your Team to Winning Results
5:00 – 6:00 pm IWPA PAC Appreciation Reception
(BY INVITATION ONLY)
6:00 – 10:00 pm Passing the Gavel
Closing Reception and Banquet

NOTE: Convention registration includes admission to all general sessions and IWPA receptions and other meal functions.

All optional events (e.g. Golfing, Ranch Experience, Austin Tour) require separate fees. All children and youth (under 18) automatically receive free registration. Please include their names on the registration form. For security reasons, badges must be worn at all IWPA functions and will be checked by hotel staff.

HOTEL RESERVATIONS

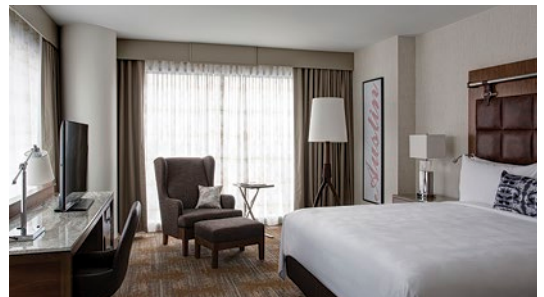
JW MARRIOTT AUSTIN

110 E 2nd Street • Austin, TX 78701 USA
Phone: +1-512-474-4777



IWPA has reserved a block of rooms at a special IWPA group rate of \$229.00 for a standard room.

Reservations must be made by March 4, 2016 to receive this rate.



Experience the quiet luxury of the brand new JW Marriott hotel with its elegant, oversized guest rooms, countless amenities and superior location near the best entertainment options Austin has to offer. Attendees may make their hotel reservations online or call the hotel directly at +1-512-474-4777.



BE AWARE OF THIRD PARTY SCAMMERS Please be cautious of third-party companies who claim themselves as travel agents, wholesalers or destination management companies to book your hotel room at the JW Marriott. IWPA does not endorse any hotel reservation sources other than through our website link or contacting the JW Marriott hotel directly. **Do not accept hotel reservations from any third party source.**

If you receive a phone call or email of a third party company attempting to book your hotel reservations, please contact our office at 703-820-6696.

CANCELLATION POLICY All cancellations must be received by March 28, 2016. **Registration refunds prior to March 28, 2016 are subject to a \$100 administrative fee.** No refunds will be made for requests received after that date. If you are unable to attend, you may substitute someone in your place.

Cancellations must be received in writing by emailing:
felicia@iwpawood.org

or by fax: 703-820-8550 ATTN: Felicia Johnson

or by US mail: 4214 King Street, Alexandria, VA 22302
ATTN: Felicia Johnson.

Refunds will be processed after the convention.

OPTIONAL ACTIVITIES



WEDNESDAY, APRIL 6TH

IWPA ANNUAL GOLF CLASSIC

Time: 7:00 am – 1:00 pm

Price: \$179 per player • Golf Club Rental: \$60

Enjoy the finest championship golf in Austin, Texas. The Hills of Lakeway offer world-class 18-hole golf courses in Austin through the Hills Country Club and Lakeway Country Club, by world-famous, industry renowned Nicklaus Design.

Transportation included.

Early registration is recommended.

Only 12 slots are available on a first come, first served basis.



WEDNESDAY, APRIL 6TH

TEXAS RANCH EXPERIENCE

Time: 1:00 pm – 4:30 pm

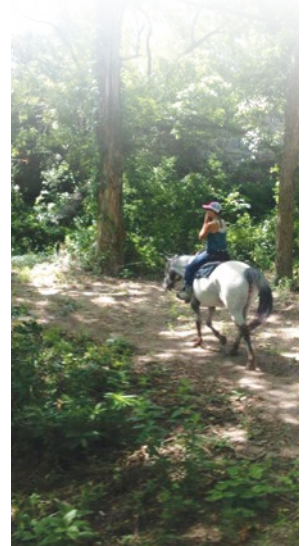
Price: \$249.00

For the adventure seekers, there's no better way to experience Texas than by the way of the cowboy! Experience private guided expeditions on a Texas Ranch. Climb aboard a friendly horse and get acquainted with true Texas transportation. With shotgun in hand, skeet in the air and ammo ready, you will learn the art of skeet shooting. Or try your hand at roping and ranch games.

Pick one activity:

- Horseback Trail Rides;
- Roping and Ranch Games; or
- Skeet & Clay Shooting.

Early registration is recommended to secure your spot. Space is limited.



THURSDAY, APRIL 7TH

SPOUSE PROGRAM: AUSTIN TOUR FEATURING KENDRA SCOTT JEWELRY

Time: 9:45 am – 2:00 pm

Price: \$229.00 (includes \$75.00 credit for Kendra Scott Jewelry)

There are many things that make Austin special and this tour packs so much of it in one day. From rich history to creative artists to amazing shopping to unique eateries, this capital city is unlike any other. The tour starts at the Blanton Museum of Art located on the University of Texas campus. Juxtaposing romantic, old-world architecture with striking pops of art, the museum showcases a true to Austin atmosphere. Next stop is South Congress for shopping at unique, small boutiques, featuring the Kendra Scott Color Bar a one-of-a-kind experience where you will create a Kendra Scott creation unique to you. In 2002, out of the extra bedroom of her home, Kendra Scott combined her love for fashion with her creative talents and began her own line of jewelry. Today, the Austin based designs of Kendra Scott Jewelry have a home in many gorgeous branded stores across the United States. Enjoy lunch in the acclaimed 2nd Street District in downtown Austin. Lunch and signature cocktail is included at La Condesa, which uses only the freshest, locally-sourced ingredients inspired by the Bohemian Condesa neighborhood of Mexico City. End your day with a leisurely stroll among the shops just minutes from the Austin City Limits Theater and the convention hotel - JW Marriott.

Transportation, lunch & cocktail included.

\$75 credit for Kendra Scott Jewelry included.

Early registration is recommended.



DELEGATE REGISTRATION / SPONSORSHIP FORM



IWPA will publish your company information on registration lists. Please complete this optional section with 25 words or less. IWPA reserves the right to edit if description is too long.

- ☐ Please check to repeat last year's verbiage.
☐ Please check to write a new description below:

Please complete and return to IWPA with payment information. Please use a separate form for each primary delegate.

FIRST NAME: _____

LAST NAME: _____

NAME FOR BADGE: _____

SPOUSE NAME: _____

YOUTH NAME(S): _____

COMPANY NAME: _____

ADDRESS: _____

CITY: _____

STATE / PROVINCE: _____

ZIP/POSTAL CODE: _____

COUNTRY: _____

PHONE: _____

FAX: _____

EMAIL (published on registration lists): _____

REGISTRANT TYPE	EARLY BIRD BY JANUARY 15TH	REGULAR RATE BY MARCH 4TH	LATE RATE AFTER MARCH 5TH
<input type="checkbox"/> USA/Canada-based delegate – IWPA Member	<input type="checkbox"/> \$695	<input type="checkbox"/> \$795	<input type="checkbox"/> \$895
<input type="checkbox"/> USA/Canada-based delegate – Non-Member	<input type="checkbox"/> \$995	<input type="checkbox"/> \$1,095	<input type="checkbox"/> \$1,195
<input type="checkbox"/> Overseas-based delegate – (Member or Non-Member)	<input type="checkbox"/> \$495	<input type="checkbox"/> \$595	<input type="checkbox"/> \$695
<input type="checkbox"/> Spouse/Youth(s) over 18	<input type="checkbox"/> \$195 x _____	<input type="checkbox"/> \$195 x _____	<input type="checkbox"/> \$195 x _____
<input type="checkbox"/> Youth(s) under 18	<input type="checkbox"/> NC	<input type="checkbox"/> NC	<input type="checkbox"/> NC

SUBTOTAL: _____

CONVENTION SPONSORSHIP LEVEL	
<input type="checkbox"/> Gold Level	<input type="checkbox"/> \$5,000
<input type="checkbox"/> Silver Level	<input type="checkbox"/> \$3,000
<input type="checkbox"/> Mexican Martini Reception	<input type="checkbox"/> \$2,500
<input type="checkbox"/> Bronze Level	<input type="checkbox"/> \$1,500
<input type="checkbox"/> Exhibit Table Sponsor (IWPA Member)	<input type="checkbox"/> \$2,000
<input type="checkbox"/> Exhibit Table Sponsor (Non-Member)	<input type="checkbox"/> \$2,500
<input type="checkbox"/> Supporting Sponsor	<input type="checkbox"/> \$1,000
<input type="checkbox"/> President's 3K Fun Run/Walk	<input type="checkbox"/> \$ 500 (+ cost of shirts)

SUBTOTAL: _____

OPTIONAL ACTIVITIES	
<input type="checkbox"/> IWPA Golf Classic <i>Wednesday April 6</i>	<input type="checkbox"/> \$179
<input type="checkbox"/> Rental Golf Clubs	<input type="checkbox"/> \$60
<input type="checkbox"/> Texas Ranch Experience <i>Wednesday, April 6</i>	<input type="checkbox"/> \$249
<i>Pick ONE activity: ___ Horseback Trail Rides; ___ Roping and Ranch Games; or ___ Skeet & Clay Shooting</i>	
<input type="checkbox"/> Spouse Program: Austin Tour <i>Featuring Kendra Scott Jewelry Thursday, April 7</i>	<input type="checkbox"/> \$229.00

SUBTOTAL: _____

REGISTRANT SUBTOTAL: \$ _____

SPONSORSHIP SUBTOTAL: \$ _____

OPTIONAL ACTIVITIES SUBTOTAL: \$ _____

TOTAL FEES: \$

PAYMENT INFORMATION

- ☐ Check enclosed made payable to IWPA
☐ Please charge credit card (MC/VISA/American Express)

Card #: _____

Exp. Date: _____ CVC Code (required): _____

Name on Card: _____

Signature: _____

NOTE: Convention registration includes admission to all general sessions and IWPA receptions and other meal functions.

All optional events (e.g. Golfing, Texas Ranch Experience, & Austin Tour) require separate fees. All children and youth (under 18) will automatically receive a free registration. Please include their names on this form. For security reasons, badges must be worn at all IWPA functions and will be checked by hotel staff.