



# **CELEBRATING INDUSTRY HEROES**

**IIAV Conference & Exposition**



The Trusted Choice<sup>®</sup>

 **June 27–29, 2018**  
**Hilton Virginia Beach Oceanfront** 

**SPONSOR & EXHIBITOR  
OPPORTUNITIES**

# CELEBRATING INDUSTRY HEROES

## YOUR TARGET AUDIENCE

### WHO WILL ATTEND?

IIAV expects an excellent turn out of insurance professionals from all facets of the industry - captives and independents will be invited to attend the Annual Conference & Exposition. Best of all, IIAV's Conference attracts the real decision-makers from around the state. Exhibitors will have the opportunity to meet with the people who make and influence the buying decisions.

### WHY EXHIBIT?

- 95% of agency attendees are decision makers
- IIAV members are a part of the independent agency system representing over 80% of today's commercial market and 40% of the residential market in Virginia
- IIAV's membership outreach is to over 5,000 agency professionals - Non-members also invited
- Exposure to other insurance agency professionals

**Don't miss your opportunity to spend **3.5 DEDICATED HOURS** of face-to-face interaction with event attendees.**

### MULTI-YEAR DISCOUNT

- Book now for 2018 and 2019
- Save \$300

### AS AN EXHIBITOR YOU WILL BENEFIT FROM THE OPPORTUNITY TO:

- Demonstrate your commitment to the insurance industry and agent community
- Develop or expand target markets
- Develop solid market leads through face to face contact with agency decision makers
- Electronic Product Line Reference Board - exhibitors will be listed by product line so attendees can find your company when they're looking for the products you provide. We'll help attendees find your booth FAST!
- Evaluate your competition so you may strive for better marketplace position
- Expand your database of prospects with post-show follow-up
- Increase sales and boost your profits by showcasing your services
- Introduce new products and services to the insurance industry
- Reinforce your corporate image, strengthen recognition for your company in the insurance industry
- Strengthen relationships with your current insurance partners

# CELEBRATING INDUSTRY HEROES

## EXHIBIT - AGENT RESOURCE & SOLUTION CENTER

### WHO SHOULD EXHIBIT?

Any company providing products and services to insurance agencies - small, medium, and large - should make it a point to be part of the *Annual Conference & Exposition*. Vendors invited to showcase at this event include:

- Accounting Firms
- Adjusters
- Advertising Firms
- Agency Management Software Companies
- Aggregators/Clusters
- Banking and Financial Services

- Comparative Quoting Vendors
- Computer Vendors
- Disaster Recovery Companies
- Document Management Companies
- Drug Testing Companies
- Employee Benefits Companies
- Excess and Surplus Carriers
- Glass Companies
- Life and Health Carriers
- Management Consulting Firms
- MGA's and Wholesalers
- Office Furniture and Supplies
- Payroll Services
- Phone Companies
- Premium Finance Companies

- Promotional Product Companies
- Property & Casualty Carriers
- Publishers
- Reinsurance Carriers
- Restoration Companies
- Security Companies
- Shipping Companies
- Supply Companies
- Technology Companies
- Video Conferencing
- Web Design Firms



### VISIT VIRGINIA BEACH

Where you wake up early to spectacular panoramic views because you want to be the first to welcome the Sun to Earth.

The roar of the surf echoes around you drowning out all other thoughts in your mind. Letting the sand squish between your toes and the cool waters wash it away as your skin becomes sun-kissed, this is where your mind will relax and the excitement of the 2018 IIAV Annual Conference & Exposition will begin.

With endless possibilities at every twist and turn, Virginia Beach is a truly wonderful destination immersing yourself in every experience you set out to capture. A collection of moments are in store and like the magical touch of King Neptune you are transformed - Live the Life at Virginia Beach.

### HILTON VIRGINIA BEACH OCEANFRONT

Cool off in the Hilton Virginia Beach Oceanfront's rooftop zero-edge pool or take a dip in the Atlantic Ocean. With a Superior Room renovation currently in progress you will be one of the first to experience a totally refreshed venue.

**Reservations**, \$214-\$254 per night, Wed. 6/27-Fri. 6/29, deadline for booking is 06/05/18. Call (757) 213-3000 ask for the IIAV Annual Conference & Exhibition rate. [Book here online.](#)

It's summer and rooms are limited so book early.



# CELEBRATING INDUSTRY HEROES

## CONFERENCE AGENDA

### WEDNESDAY, JUNE 27, 2018

8:00-10:00 pm..... Welcome/Network Reception

### THURSDAY, JUNE 28, 2018

8:30-9:30 am ..... Breakfast

9:30-10:30 am..... **Keynote: “The Hero Effect - Being Your Best When It Matters Most”**  
Kevin Brown

10:45-12:00 pm..... **Session:** Implementing The Hero Effect Into Your Agency/Company  
Jim Roman, President, Association Leadership Institute

12:10-1:00 pm..... **Session** with Lunch: State of the Industry followed by a panel discussion  
Charles Symington, Senior Vice President External & Government Affairs, IIABA  
Doug Megill, Chairman, IIAV  
Bob Bradshaw, President & CEO, IIAV  
Adam Winfree, Young Agent Chair, IIAV

1:30 pm..... Exhibitor Set Up

1:00-3:00 pm..... Reconnect with home/office

3:00-6:30 pm..... **Resource & Solution Center** (formerly known as the tradeshow)

- Contest for booth with best “hero” theme
- Contest for child with best “hero” costume
- Super Power Reception

6:30 pm..... Company Dinners or On Own

6:30 pm..... Exhibitor Break Down

### FRIDAY, JUNE 29, 2018

9:00-10:30 am..... **Breakfast** with new Virginia Commissioner of Insurance  
Scott White

10:45-12:00 pm..... **Session:** Hiring Heroes and Keeping Them  
Joel Cavaness, President, Risk Placement Services, Inc.

12:15-2:15 pm..... **Concurrent Sessions** with Lunch

- Certificates and Other Crap That’ll Cost You  
Chris Boggs, IIABA Virtual University  
Joe Hudgins, Consultant, IIAV
- Lions & Tigers & Websites, Oh My!  
Doug Palais, Esquire, Vandeventer Black LLP

2:00-4:00 pm..... Fun and Games on the Beach

6:30 pm..... **Reception/Dinner & Entertainment** by The Janitors

### SATURDAY, JUNE 30, 2018

8:30-9:30 am ..... **Collaborate & Connect Continental Breakfast**  
Connect one last time and say farewell to your new and old friends over a quick bite before you hit the road.

All conference activities outside the Resource & Solution Center require a separate registration fee.  
Look for registration brochure in January.



# SPONSOR OPPORTUNITIES

## CELEBRATING INDUSTRY HEROES

### ANNUAL CONFERENCE & EXPOSITION, JUNE 27-30, 2018

Be a part of the new **Agent Resource & Solution Center** (formerly known as the tradeshow)

- ✓ Act fast to reserve your space at IIAV's Annual Conference & Exposition - Agent Resource & Solution Center. Space is limited. The show has sold out annually!
- ✓ This event is for both agency and company personnel - both captive and independent.
- ✓ The Planning Team has assembled great educational and networking opportunities for this upcoming event.

**EXHIBIT** ..... Reserve your place in the **Agent Resource & Solution Center** by filling in the enclosed booth contract and returning it today! **Order space with page 8.**

**SPONSOR** ..... Sponsorship opportunities are listed below. Choose your level based on the desired exposure to attendees. **Then choose items on page 6 to add up to your chosen level.**

**A LA CARTE**.... Additional individualized items are listed at the bottom. We encourage you to choose these added value exposure items soon. Options traditionally sell out quickly.



#### **Diamond Level-\$5,000**

- **Logo** on website, in event promotions & displayed on the sponsor list before seminars
- Large **logo** displayed at the exhibit hall entrance
- Slideshow displayed **logo** in exhibit hall
- **Full page color** ad in program «(See page 7 for details)
- **Three** complimentary conference registrations with special sponsor ribbon



#### **Platinum Level-\$2,500**

- Logo on website, in event promotions & displayed on the sponsorship list before keynotes
- Mid-sized logo displayed at the exhibit hall entrance
- Slideshow displayed logo in exhibit hall
- **Half page black/white** ad in program «(See page 7 for details)
- **Two** complimentary conference registrations with special sponsor ribbon



#### **Gold Level-\$2,000**

- Company name on website, in event promotions & displayed on the slides before keynotes
- **Quarter page black/white** ad in program «(See page 7 for details)
- **One** complimentary conference registration with special sponsor ribbon



#### **Silver Level-\$1,000**

- Company name on website, in event promotions & displayed on the slides before keynotes

#### **Bronze Level (Individually priced)**

Choose items between \$200 and \$500.



## CELEBRATING INDUSTRY HEROES

## ANNUAL CONFERENCE &amp; EXPOSITION, JUNE 27-30, 2018

Order options to add up to your desired sponsorship level from page 5.

\$5,000 - Diamond

\$2,500 - Platinum

\$2,000 - Gold

\$1,000 - Silver

\$200-500 - Bronze

(Number) denotes the number of sponsorships available. No number denotes only one available. X denotes selection no longer available.

- ☒ \$2500 (1) Bottled Water featuring your logo (Previous year's sponsor has first option.)
- ☒ \$2500 (1) Resource & Solution Center Tote featuring your logo (canvas or beach tote) (Previous year's sponsor has first option.)
- ☒ \$2500 (1) Lanyards - lanyard featuring your logo (Previous year's sponsor has first option.)
- ☒ \$2500 (1) On-Site Program (back cover-color advertisement) (Previous year's sponsor has first option.)
- ☒ \$2000 (1) Agency Attendee Name Badges featuring your logo
- ☒ \$2000 (1) Beverage Napkins featuring your logo
- ☐ \$2000 (3) Breakfast table signs featuring your logo - Thursday
- ☐ \$2000 (3) Breakfast table signs featuring your logo - Friday
- ☒ \$2000 (1) Cell Phone Waterproof Pouch featuring your logo
- ☐ \$2000 (3) Closing Banquet
- ☐ \$2000 (3) Closing Banquet Entertainment - Janitors
- ☐ \$2000 (1) Education. Note Pads - Your logo at session seats for notes & lists of exhibitors to visit.
- ☐ \$2000 (4) Resource & Solution Center Super Power Reception - Thursday
- ☐ \$2000 (4) Resource & Solution Center Beverages - Thursday
- ☐ \$2000 (1, X) Keynote - Thursday
- ☐ \$2000 (1, X) Session - Cavaness - Friday
- ☐ \$2000 (3) Lunch/CE Session - Thursday
- ☐ \$2000 (2) Lunch/CE Session (Certificates...) - Friday
- ☐ \$2000 (2) Lunch/CE Session (...Websites, Oh My) - Friday
- ☒ \$2000 (1) Pocket Agenda featuring your logo
- ☐ \$2000 (1) Product Line Reference Board - Electronic & printed listing
- ☐ \$2000 (1, X) Registration Envelopes featuring your logo
- ☒ \$2000 (1) Registration Refreshments - Wednesday
- ☐ \$2000 (1) Selfie Sticks featuring your logo & IIAV's logo
- ☒ \$1000 (1) Attendee Directory featuring your logo
- ☒ \$1000 (2) Badge Inserts - Place company ad, logo, or message behind name badges (badge size limited to 3"Wx4"H)
- ☐ \$1000 (2, X) Beach Fun & Games - Prizes featuring your logo
- ☒ \$1000 (1) Closing Banquet Grand Prize
- ☒ \$1000 (1) Education Session - Thurs.
- ☒ \$1000 (1) Photo Booth
- ☒ \$1000 (1) Resource & Solution Center Grand Prize/Passport featuring your logo
- ☒ \$1000 (2) Resource & Solution Center Tote Insert - Be one of a select number of sponsors to have a marketing piece of your choice (not to exceed 8.5"x11") or promo item inserted into the first 200 attendee totes. Item must be received by IIAV by June 15. List item here: \_\_\_\_\_
- ☒ \$1000 (1) Room card key sleeve featuring your logo
- ☒ \$1000 (3) Super Power Stations (mobile charging)-choose location ☐ Education session, ☐ Your booth, or ☐ In R&S Center
- ☒ \$1000 (2, X) Wi-Fi Host
- ☒ \$500 (1) Check-in Amenity (Popcorn sample - Your logo on the label.)
- ☒ \$500 (1) Resource & Solution Center Floorplan Poster
- ☒ \$500 (1) Resource & Solution Center Floorplan in program featuring your logo
- ☒ \$500 (4) Speaker Gifts
- ☒ \$500 (4) Resource & Solution Center Prize Board - prize winners projected at end featuring your logo.
- ☐ \$200 (6, X) Breakfast Sponsor (cost/table) - sign on tables featuring your logo - (2, X) Thursday and (4, X) Friday

# SPONSOR OPPORTUNITIES ...CONTINUED

## CELEBRATING INDUSTRY HEROES

ANNUAL CONFERENCE & EXPOSITION, JUNE 27-30, 2018

Be a part of the new **Agent Resource & Solution Center** (formerly known as the tradeshow)

IIAV IS THE OLDEST AND  
LARGEST TRADE ASSOCIATION  
FOR THE VIRGINIA INSURANCE  
INDUSTRY AND IS DEVOTED TO  
PROMOTING, ENHANCING,  
SERVING AND ASSISTING THE  
INDEPENDENT INSURANCE  
AGENCY SYSTEM.

CHOOSE YOUR OPTIONS FROM  
PAGES 5-6.

SHOW YOUR  
INDUSTRY SUPPORT  
WITH LOGO  
&  
NAME SPONSOR  
OPPORTUNITIES!

Return form to Tami Guthrie  
IIAV Event Manager  
P: 804-249-2232, F: 804-747-5022  
[ACinfo@iiav.com](mailto:ACinfo@iiav.com)  
IIAV, 8600 Mayland Dr.  
Richmond, VA 23294  
Email your company logo in a high  
resolution JPEG, GIF OR EPS format.

RETURN PAGES 6-7 FOR PROCESSING.

(RESOURCE & SOLUTION CENTER BOOTH CONTRACT - PAGE 8.)

PLEASE PRINT

### SPONSOR LEVELS

PLEASE CHOOSE THE LEVEL BELOW ADDING ANY ADDITIONAL A LA CARTE FEES FROM PAGE 6.  
COMPLETE PAYMENT SECTION AT BOTTOM.

- ☐ DIAMOND.....\$5,000 \_\_\_\_\_
- ☐ PLATINUM.....\$2,500 \_\_\_\_\_
- ☐ GOLD.....\$2,000 \_\_\_\_\_
- ☐ SILVER.....\$1,000 \_\_\_\_\_
- ☐ A LA CARTE.....\$ \_\_\_\_\_ (CHOOSE ITEMS ON PAGE 6)
- ☐ ALREADY SIGNED UP THROUGH THE 2018 PARTNER PROGRAM.

CHECK THIS OPTION AND RETURN PAGE 6 WITH YOUR CHOSEN ITEMS ADDING UP TO YOUR  
SPONSORSHIP LEVEL.

### «ON-SITE PROGRAM ADVERTISING: Limited to Level Sponsors only.

Various sizes of ads are offered based on your sponsorship level. If you receive a black and white ad, ads must be created in black and white, converting color ads to black and white distort the image. High quality art is needed for best printing result. No bleeds. Ads not meeting these specifications will not be accepted. IIAV is not responsible for creating any artwork or advertising. Provide complete ad by email in a .pdf high-resolution or commercial press format with a resolution of at least 300 dpi. If ads are too large to email, contact event manager for other options. Fonts and links must be included.

**Deadline** for submission is May 15.

**Full pg.**=7.5"Wx10.5"H, **Half pg.**=7.5"Wx5.25"H, **Quarter pg.**=3.75"Wx5.25"H

### PAYMENT: PLEASE PRINT

Company Name: \_\_\_\_\_ (as it should be promoted)

Full Address: \_\_\_\_\_

Contact Name \_\_\_\_\_

Phone (\_\_\_\_) \_\_\_\_\_

Email \_\_\_\_\_

Payment Type: ☐ Check ☐ M/C ☐ Visa ☐ Disc ☐ Amex ☐ Invoice me Charge \$ \_\_\_\_\_

Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_

Name on Card \_\_\_\_\_ Security Code \_\_\_\_\_

Signature \_\_\_\_\_ Billing Zip \_\_\_\_\_

FOR INTERNAL USE ONLY

\_\_\_\_ Org. Id \_\_\_\_\_ How Paid \_\_\_\_\_ Confirm Date \_\_\_\_\_ CCTns on back \_\_\_\_\_

\_\_\_\_ Date Entered \_\_\_\_\_ Invoice Date \_\_\_\_\_ Copy to IIAV \_\_\_\_\_

Notes:

# INDEPENDENT INSURANCE AGENTS OF VIRGINIA

## 2018 & 2019 RESOURCE & SOLUTIONS CENTER CONTRACT

As Independent Insurance Agents of Virginia (IIAV) plans for future events, we invite you sign up for a multi-year contract for the 2018 and 2109 Annual Conference & Expositions (R&S Center) at the Hilton Virginia Beach Oceanfront (Hilton). Based on full payment, IIAV agrees to provide display space for the duration of the R&S Center subject to the Rules and Regulations on the following page and incorporated as part of this contract.

- ☐ 2018 - Thursday, June 28, 2018 ☐ Bill me now, ☐ Bill me January 2018, ☐ Payment enclosed  
 >>>>> **SAVE \$300 BY SIGNING A TWO-YEAR MULTIPLE EXPOSITION CONTRACT.** Discount provided on invoice/receipt.<<<<<<  
☐ 2019 - Sunday, June 23, 2019 ☐ Bill me now, ☐ Bill me January 2019, ☐ Payment enclosed  
 Day of R&S Center may change during the course of the conference. Updates/details will be provided closer to the event.

	Members		Non Members	
	By 5/15	After 5/15	By 5/15	After 5/15
<b>Resource &amp; Solution Center Booth Prices</b> are as follows: .....				
<input type="checkbox"/> Aisle booth (exposure to traffic one side) .....	\$ 725.00	\$ 775.00	\$ 825.00	\$ 875.00
<input type="checkbox"/> Corner booth (exposure two sides) .....	\$ 750.00	\$ 800.00	\$ 850.00	\$ 900.00
<input type="checkbox"/> Foyer Table Top (only available when all others are sold) .....	\$ 700.00	\$ 750.00	\$ 800.00	\$ 850.00

### Electricity

☐ Do you need a 120v connection for your booth?.....\$ 50.00 \$ 50.00 \$ 50.00 \$ 50.00

### Attendee Labels

☐ Marketing Campaign by mail (per set).....\$ 35.00 \$ 35.00 \$ 35.00 \$ 35.00

☐ PRE-EVENT LABELS (MAILED @ 2 WEEKS PRIOR TO EVENT) ☐ POST-EVENT LABELS (MAILED WEEK AFTER EVENT)

☐ Payment enclosed, \$ \_\_\_\_\_, is made payable to IIAV

☐ Send invoice to Name: \_\_\_\_\_ E-mail: \_\_\_\_\_

**Completed contract represents and will serve to confirm the intent to exhibit. Cancellation policy on reverse.**

### PLEASE NOTE:

Spaces are assigned on a first-come, first-served bases.

- ☐ Indicate placement preference  
 \_\_\_\_\_ 1st, \_\_\_\_\_ 2nd, \_\_\_\_\_ 3rd choice.  
☐ Do NOT place me near  
 \_\_\_\_\_

See R&S Center floorplan attached for available space.

Exhibit space (Booths: 6'Dx10'W, Tables: 6'x2' foyer table) includes one sign with the name of the firm and booth ID number, 1 wastebasket, and (1) 6'x2' custom draped table. The entire exhibit area is carpeted. Any additional equipment, special lighting or decorations should be arranged through Exhibits, Inc., the official R&S Center decorator. If requested, electrical service will be provided at an additional fee.

**NOTE:** Exhibitors will be notified in writing of booth confirmation (including how to order additional services and shipping info). IIAV reserves the right to make any necessary changes in booth location.

This contract, including the Rules and Regulations on the reverse side, embodies the whole agreement of the parties hereto. There are no promises, terms, conditions, understandings or obligations other than those contained herein. This contract shall supersede all previous communications, representations and agreements, whether verbal or written between parties.

I understand that by providing my e-mail address, I give my consent to receive communication sent by or on behalf of the Independent Insurance Agents of Virginia (and its subsidiaries and affiliates) via e-mail.

I have read, understood and agree to the above-stated terms and the Rules and Regulations, as they appear on the reverse side, governing this contract and I am authorized by my company or organization to sign this contract.

### This section for booth/marketing coordinator.

Company/Organization: \_\_\_\_\_

Product Line(s): \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Office ( ) - Direct ( ) -

Cell ( ) - Used as Emergency Contact Only

Name \_\_\_\_\_

Direct ( ) - Cell ( ) -

**Your booth coordinator may or may not be a booth rep.**

**Please list all booth representatives here.**

Booth Representatives

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

**Any additional need to register for the Conf. or R&S Center.**

### Booth Coordinator:

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Direct ( ) - Cell ( ) -

### CREDIT CARD PAYMENT

Payment can be made by Mastercard, Visa,  
Discover or American Express. Print legibly.

Name as it appears on card: \_\_\_\_\_

Account #: \_\_\_\_\_

Expiration Date: \_\_\_\_\_

Security Code: \_\_\_\_\_

### INTERNAL USE ONLY

\_\_\_\_\_ Org. Id  
 \_\_\_\_\_ Indv. Id  
 \_\_\_\_\_ Date Enter  
 \_\_\_\_\_ Entered by  
 \_\_\_\_\_ How Paid  
 \_\_\_\_\_ Inv. Date  
 \_\_\_\_\_ Confirm  
 \_\_\_\_\_ CCTrs#  
 \_\_\_\_\_ CCDate

**Notes:** \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Booth #:** \_\_\_\_\_

Event Manager, Tami Guthrie | IIAV, 8600 Mayland Drive, Richmond, VA 23294  
 P (804) 249-2232 | F (804) 747-5022 | ACinfo@iiaav.com



# Independent Insurance Agents of Virginia

## Rules & Regulations Governing the 2018-2019 Resource & Solution Center

1. **RESERVATIONS FOR SPACE** will be made in the order in which signed contracts are received. Availability of space will be on a first-come, first-served basis. The EXPO Committee reserves the right to relocate display areas for the benefit of the exhibitor, or for the betterment of the EXPO.
2. **PAYMENT AND CANCELLATION POLICY:** Exhibit fees must be paid prior to the event cancellation date.  
2018 - Cancellations received by May 15 will receive a 50% refund and must be in writing. **NO** refunds after 5/15.  
2019 - Cancellations received by May 17 will receive a 50% refund and must be in writing. **NO** refunds after 5/17.
3. **DIMENSIONS AND LIMITATIONS:** Exhibits must not exceed 8 feet in height on the back wall or 3 feet in height on the side walls. Exhibits must be constructed so as not to obstruct the view of adjoining booths. Permission to display equipment taller than 8 feet must be obtained from the Exhibit Manager no later than March. All entertainment within a booth must have prior approval of the Exhibit Manager no later than March. Alterations to the present booth layout must have prior approval of the Exhibit Manager no later than March.  
**Maximum occupants per booth not to exceed 3 persons. Others can not rotate in/out during the show without an event registration.**
4. **SIGNAGE:** Signs, banners or archways over the aisles will be permitted only with prior approval of the Exhibit Manager by March.
5. **LIABILITY:** The exhibitor agrees to protect, save, and keep the Independent Insurance Agents of Virginia, the Hilton, and Exhibits, Inc., their representatives, employees, and agents forever harmless from any and all damages or charges imposed for violation of any law or ordinance, whether occasioned by the negligence of the exhibitor or the representatives, agents or employees of the exhibitor or those persons acting under the express or implied authority of the exhibitor. Exhibitor also agrees to comply with all applicable terms, conditions, rules, and regulations of the Hilton and Exhibits, Inc. The exhibitor assumes complete responsibility and liability for all loss, damage, or destruction of his/her property, employees, agents, and guests. The Independent Insurance Agents of Virginia, the Hilton, and Exhibits, Inc., any officer, agent, or employee thereof, will not be liable for any loss, damage, or destruction of exhibitor's property for theft, fire, accident, or any other cause. The exhibitor also assumes full responsibility and liability for all injury to any and all persons or property caused by the exhibitor, its agents, representatives, or employees. The exhibitor will indemnify and hold harmless the Independent Insurance Agents of Virginia, the Hilton, and Exhibits, Inc., their members, directors, officers, agents, representatives, and employees against any and all liability whatsoever arising from any or all damage to property or personal injury or loss caused by the exhibitor, its agents, representatives, employees, or any other such persons.
6. **EXHIBIT INSTALLATION HOURS:** Day of event **12:30-2:30 p.m.** All exhibits must be set up for an inspection by the Exhibit Manager at 2:30 p.m. **NO EXCEPTIONS.** (Times are subject to change.)
7. **SPACE:** If space is not occupied by 2:30 p.m. on, it will be forfeited by the Exhibitor and his/her space may be resold, reassigned, or used by the Exhibit Manager without refund. (Time are subject to change.)
8. **DISMANTLING HOURS:** ***Displays must not be dismantled until the close of the Exhibition at 6:30 p.m.*** All exhibits must be dismantled and removed from the exhibit area by 8:00 p.m. The Exhibitor authorizes IIAV to remove, at the Exhibitor's expense, any material in the exhibit area belonging to said Exhibitor after 8:00 p.m.
9. **PROHIBITIONS:** Subleasing or assigning of booths or a part of a booth is not permitted. Exhibits, signs, or displays are prohibited in any of the public rooms or elsewhere on the premises of the Hilton during the EXPO. Absolutely no alcoholic beverages will be served or given away by exhibitors without prior permission. This will be strictly enforced.
10. **SOUND DEVICES:** The use of sound devices, megaphones, loudspeakers, or other amplified methods of attracting attention is prohibited.
11. **AMENDMENT TO REGULATIONS:** All matters and questions not covered by these regulations are subject to the decision of IIAV. The Independent Insurance Agents of Virginia shall have sole authority to circulate, interpret and enforce all rules and regulations and to make any amendments necessary for the orderly conduct of the EXPO.

Exhibition Booth Prices:	IIAV Members		Non-Members		
	By 5/15	After 5/15	By 5/15	After 5/15	
Aisle Booth (traffic 1 side)	\$725	\$775	\$825	\$875	Booths are 10'Wx6"D, include pipe/drape & a 6'x2' table <b>Single year contract pricing listed.</b>
Corner (traffic 2 sides)	\$750	\$800	\$850	\$900	
Hallway	\$700	\$750	\$800	\$850	

**RESERVE SPACE PRIOR TO  
MAY 15 TO SAVE \$50.**

**SAVE \$300 SIGN-UP FOR A  
BOOTH FOR 2018 & 2019.  
(See contract for details.)**

### Don't miss this event! Annual sellout happens by April!

Please note:

- Booths are placed based on contract and payment receipt.
- Booths are carpeted.
- Conference registration is additional. Look for the registration brochure in March.

- Electricity is available for \$50 per booth (120v connection)
- Marketing campaign mailing labels available for \$35 per set.

### Event Manager

Tami Guthrie 804-249-2232

[ACinfo@iiaav.com](mailto:ACinfo@iiaav.com)

Updated 06/11/18

- |                              |                              |                               |                              |                             |
|------------------------------|------------------------------|-------------------------------|------------------------------|-----------------------------|
| 1. Imperial PFS★             | 15. Appalachian Underwriters | 29. Applied Systems           | 43. Titan Web Marketing      | 57. Grange Insurance        |
| 2. Agency Revolution         | 16. HawkSoft, Inc.           | 30. Harford Mutual Ins.       | 44. Iroquois Mid-Atlantic    | 58. Virginia Asset Mgt.     |
| 3. Selective Flood           | 17. Stonewood Insurance Co.  | 31. Progressive               | 45. Main Street America Grp. | 59. Little Dog Social Media |
| 4. Normandy Insurance        | 18. Commonwealth Underwrt    | 32. TAPCO/AFCO                | 46. Jackson Sumner           | 60. SERVPRO                 |
| 5. Donegal Group             | 19. Pennsylvania Lumbermens  | 33. Coastal Agents/Orchid     | 47. Markel Specialty         | T0. Westminster             |
| 6. Hanover Excess & Surplus  | 20. Amerisafe                | 34. Big I Employee Benefits   | 48. Johnson & Johnson        | T1. UIG - The Agent Agency  |
| 7. Zenith                    | 21. Xpress-pay               | 35. Risk Placement Services   | 49. Church Mutual Insurance  | T2. VAIA/InsPAC/VAPAC       |
| 8. Premium Assignment Corp   | 22. Accident Fund Insurance  | 36. Landin Inc.               | 50. EXLynx                   | T3. VFSC/SwissRe★           |
| 9. Continental Underwrters   | 23. Agency Matrix            | 37. Houston Int'l Insurance   | 51. National General Insur.  | T4. Bureau of Insurance     |
| 10. Alfa Alliance Ins. Corp. | 24. SageSure Insurance       | 38. Universal Property        | 52. Philadelphia Ins. Comp.  | ★ IIAV Endorsed Vendor      |
| 11. Applied Underwriters     | 25. Kemper Specialty         | 39. FFVA Mutual               | 53. Assurant Flood Solutions |                             |
| 12. Mercury Insurance        | 26. The Institutes           | 40. Goodville Mutual Casualty | 54. CHUBB                    |                             |
| 13. Liberty Mutual           | 27. Berkshire Hathaway       | 41. Insurance House           | 55. Novidea                  |                             |
| 14. The Moberg Group Inc.    | 28. Guide One Insurance      | 42. Prime Insurance Company   | 56. ICW Group                |                             |

X = Sold, highlighted in yellow indicates electricity purchased.

