



VCAHU and LAAHU 4th Annual Medicare Summit

Sponsorship and Exhibit Contract

"Get Ready to Rock and Roll with Medicare"

September 20-21, 2018
Pickwick Gardens, Burbank CA

One Available Platinum Show Partner "The Big Bopper" – \$10,000

Includes:

- ◆ Four Hour(s) Certification/Education/Product Training Class on September 20th or September 21st
- ◆ Two draped vendor tables in exhibit hall (additional tables upon request) with PREMIER booth location
- ◆ 12 Total Attendee Tickets
- ◆ Signage prominently displayed in Conference foyer
- ◆ Color inside front cover program Ad, recognition in printed materials, signage, and website
- ◆ Two appearances (2 min) at podium and 1 break out session. Introduction of Platinum Show Partner, and Partner to lead Opening Flag Salute on Friday, September 22nd
- ◆ Introduction of Keynote Speaker

One Available Gold Show Partner "Rock Around The Clock" – \$7,500

SOLD OUT

Includes:

- ◆ Two Hour(s) Certification/Education/Product Training Class on September 20th or September 21st
- ◆ Two draped vendor tables in exhibit hall (additional tables upon request)
- ◆ 8 Total Attendee Tickets
- ◆ Signage at the Conference foyer
- ◆ Color outside back cover program ad (1st available), recognition in printed materials, signage, and website
- ◆ One appearance (2 min) at podium and 1 Speaker Introduction at a breakout session

One Available Silver Show Partner "Great Balls of Fire" – \$6,000

Includes:

- ◆ One Hour Certification/Education/Product Training Class on Thursday, September 20th
- ◆ Two draped vendor tables in exhibit hall
- ◆ 6 Total Tickets
- ◆ Signage at the Conference foyer
- ◆ Color center page program ad (first available), recognition in printed materials, signage, website and from podium
- ◆ One appearance (2 min) at podium and 1 Speaker Introduction at a breakout session

SOLD OUT

One Available Registration "Whole Lotta Shakin' Going On" – \$5,000

Includes:

- ◆ One Hour Certification/Education Class on Thursday, September 20th
- ◆ Your Tablecloth on registration table (option to Man Table)
- ◆ One draped vendor table in exhibit hall
- ◆ 4 Total Attendee Tickets
- ◆ Color half-page program ad, recognition in printed materials, signage, and website

SOLD OUT

One Available Bag Sponsor "Rock Around The Clock" – \$5,000

Includes:

- ◆ Attendee registration bag with company logo (Bags provided by Company)
- ◆ One Hour Certification/Education Class on Thursday, September 20th
- ◆ One draped vendor table in exhibit hall
- ◆ 4 Total Attendee Tickets
- ◆ Color half-page program ad, recognition in printed materials, signage, and website

Sponsorship and Exhibit Contract

One Available Lunch Service Sponsor "The Stroll" – \$4,000

Includes:

- ◆ Lunch tables with sponsor signage on tables on September 21st
- ◆ Luncheon napkins printed with company logo
- ◆ One draped vendor table in exhibit hall
- ◆ 4 attendee Tickets
- ◆ Color full page program ad, recognition in printed materials, signage, and website

One Available Certification Day Lunch Service Sponsor "Blueberry Hill" – \$4,000

Includes:

- ◆ Opportunity to display company tablecloth and signage on buffet tables on September 20th
- ◆ Luncheon napkins printed with company logo
- ◆ One draped vendor table in exhibit hall
- ◆ 4 attendee tickets
- ◆ Color full page program ad, recognition in printed materials, signage, and website

One Available Welcome Reception Sponsor "At The Hop" – \$4,000

Includes:

- ◆ Opportunity to display company tablecloth and signage on buffet tables on September 20th
- ◆ Luncheon napkins printed with company logo
- ◆ One draped vendor table in exhibit hall
- ◆ 4 attendee tickets
- ◆ Color full page program ad, recognition in printed materials, signage, and website

SOLD OUT

One Available Continental Breakfast Sponsor "That'll Be The Day" – \$3,500

Includes:

- ◆ Opportunity to display company tablecloth on breakfast buffet tables on September 21st
- ◆ One draped vendor table in exhibit hall
- ◆ 3 attendee Tickets
- ◆ Color half-page ad in program, recognition in printed materials, signage, and website

One Available Bingo Card Sponsor "Come Go With Me" – \$3,000

Includes:

- ◆ Opportunity to collect bingo cards from agents at your table, and present winning agent with gift from the podium
- ◆ One draped vendor table in exhibit hall
- ◆ 3 attendee Tickets
- ◆ Color half-page program ad, recognition in printed materials, signage, and website

SOLD OUT

One Available Grand Prize Sponsor "Chances Are" – \$3,000

Includes:

- ◆ Opportunity to collect grand prize raffle tickets at your table, announce and present grand prize to winner
- ◆ One draped vendor table in exhibit hall
- ◆ 3 Attendee Tickets
- ◆ Color half-page program ad, recognition in printed materials, signage, and website

Two Available All Day Beverage Sponsor "Splish Splash" – \$4,000

Includes:

- ◆ Opportunity to display company tablecloth on coffee table on either Day 1 or Day 2
- ◆ Your logo/name at every beverage station in Breakout Rooms
- ◆ One draped vendor table in exhibit hall
- ◆ 4 attendee Tickets
- ◆ Color half-page ad in program, recognition in printed materials, signage, and website

One Available Name Badge Sponsor "Memories Are Made Of This" – \$4,000

Includes:

- ◆ Logo printed on conference name badge holder
- ◆ One draped vendor table in exhibit hall
- ◆ 4 attendee Tickets
- ◆ Color half-page program ad, recognition in printed materials, signage, and website



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Two Available Continuing Education (CE) Sponsor "Yakety Yak" – \$2,500

Includes:

- ◆ Option for company to provide logoed pens, pencils, and notepads at CE classes on September 21th (Only Logoed items are to be provided by Company)
- ◆ One draped vendor table in exhibit hall
- ◆ Two attendee tickets
- ◆ Color quarter-page program ad, recognition in printed materials, signage, and website

One Available Printed Program Sponsor "I'll Be Seeing You" – \$2,000

Includes:

- ◆ "Thank You Recognition" with logo in the Summit Program
- ◆ One draped vendor table in exhibit hall
- ◆ Two attendee tickets
- ◆ Color half-page program ad, recognition in printed materials, signage, and website

One Available Decoration Sponsor "In The Mood" – \$1,500

Includes:

- ◆ Recognition from the podium for sponsoring the conference decorations
- ◆ One draped vendor table in exhibit hall
- ◆ Two attendee tickets
- ◆ Color quarter-page program ad, recognition in printed materials, signage, and website

Two Available Membership Table Sponsor "Do You Want To Dance" – \$1,500

Includes:

- ◆ Opportunity to Award Summit's Recognition of New Members for LAAHU or VCAHU
- ◆ One draped vendor table in exhibit hall
- ◆ Company Logo printed on all Membership applications
- ◆ Two attendee tickets
- ◆ Color quarter-page program ad, recognition in printed materials, signage, and website

SOLD OUT

One Available Refreshments Sponsor "Wake Up Little Susie" – \$1,500

Includes:

- ◆ Signage and/or company tablecloth on refreshments table
- ◆ One draped vendor table in exhibit hall
- ◆ Two attendee tickets
- ◆ Color quarter-page program ad, recognition in printed materials, signage, and website

SOLD OUT

EXHIBIT Booth – Additional Available Items

1 Hour Certification/Education/Product Training September 20th or 21st – \$1,250

1 Exhibit Booth (Including 2 Attendee Registrations) – \$750

PROGRAM AD GUIDELINES AND DEADLINES:

**DEADLINE TO SUBMIT AD TO LAAHU SEPTEMBER 6, 2018 - info@laahu.org
All Ads must be high resolution in pdf, tiff, or eps format.**

Ad Sizes:

Full Page (Color - Width - 8 1/2 X Hight 11) – \$500

Half Page (Color - Width 7 1/2 X Hight 4 1/2) – \$350

Quarter Page (Color - Width 5 X Hight 4 1/2) – \$175

Business Card (Color) – \$100



VCAHU and LAAHU 4th Annual Medicare Summit



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"Get Ready to Rock and Roll with Medicare"

**September 20-21, 2018
Pickwick Gardens, Burbank CA**

**Pickwick Gardens Conference Center
1001 Riverside Drive
Burbank, CA 91506**

Company Name _____
Address _____
City _____ State _____ Zip _____
Phone _____ Fax _____
Contact E-Mail _____ Web Site _____
Contact Name _____ Title _____

Any advertising and my table sign should read _____

This Application and Agreement is entered into on the _____ day of _____, 2018, between the above named company (hereinafter called Exhibitor) and the Los Angeles Association of Health Underwriters (hereinafter called LAAHU) and Ventura Association of Health Underwriters (hereinafter called VCAHU). Exhibitor hereby agrees to all of the following terms and conditions.

I have read, understand and agree to the terms and conditions regarding the LAAHU and VCAHU Exhibit program
Sign here: _____

PLEASE PRINT DESIGNATED ATTENDEE NAMES AND TITLES CLEARLY SO NAME BADGES CAN BE PRODUCED ACCURATELY:

Name1 _____ Title _____
Email _____
Name2 _____ Title _____
Email _____

WE WISH NOT TO BE NEXT TO: _____

PLEASE LIST SPONSORSHIP NAME

PLEASE LIST HOW MANY BOOTHS

FEES ENCLOSED: _____ ITEM DESCRIPTION _____ \$ _____
_____ ITEM DESCRIPTION _____ \$ _____

Email Receipt to: _____ **TOTAL:** \$ _____

METHOD OF PAYMENT: Check VISA MasterCard AMEX
Card # _____ Exp. Date _____
Name (as it appears on card) _____ Signature _____
Billing Address (if different from above) _____

A confirmation will be e-mailed to you. Return this contract with your credit card information or check payable to:

Los Angeles Association of Health Underwriters
2520 Venture Oaks Way, Suite 150 • Sacramento, California 95833
1.800.676.1628 – phone • 916.924.7323 – fax
www.laahu.org • natalie@camgmt.com (please do not email back contract)

2018 LAAHU & VCAHU MEDICARE SUMMIT

TERMS AND CONDITIONS

The above named company (herein called Exhibitor) and the Los Angeles Association of Health Underwriters and Ventura County Association of Health Underwriters (Herein called LAAHU AND VCAHU) upon the terms and conditions below.

1) TABLE RENTAL FEES: LAAHU AND VCAHU, table rental shall be provided to the Exhibitor for the **Medicare Summit 2018, scheduled to be held at the Pickwick Gardens Conference Center, 1001 Riverside Drive Burbank, CA 91506 on September 20-21, 2018.**

2) TABLE LOCATION: Vendor tables will be available for table top displays. LAAHU and VCAHU reserve the right to automatically assign the table locations upon receipt of completed contract and payment. LAAHU and VCAHU also reserve the right to assign space as deemed appropriate. The rental of two tables side by side is not assured and may be refused by LAAHU and VCAHU. *Please Note: Major Show Sponsors will have a table in the Exhibitor Area in high visibility of all the day's activities.*

3) LAAHU AND VCAHU understand that certain vendors prefer table space near certain vendors, or away from certain vendors. We will try to accommodate this. Should this be a consideration for you, please let LAAHU know who you prefer to be by and who you do not want to be in close proximity to.

YOUR OFFICIAL IDENTIFICATION: Exhibitor agrees to let the Medicare Summit and LAAHU AND VCAHU use the name of the Exhibitor in any advertising by LAAHU and VCAHU. Exhibitors with names longer than 30 characters including spaces may be shortened at the discretion of LAAHU and VCAHU tradeshow managers.

4) TABLE FEATURES: It is understood that the Exhibit Fee for each approximate 6' table space includes:
•Summit registration for two company representatives.
•One six-foot draped table and two chairs

OPTIONAL FEATURE: Electricity is available but limited, please indicate if you need electricity and we will do our best to accommodate you. (You will need to bring your own extension cords/power strips.)

5) INSTALLATION/BREAKDOWN: Exhibitor shall be responsible for delivery and removal of equipment and display material to and from the exhibit area. Shipping and storage of exhibit material of any type should be arranged directly with the country club per the Package Handling Instructions. See attached. Rate and Charges are the responsibility of the exhibitor.

6) ACCEPTANCE OF EXHIBIT: LAAHU AND VCAHU reserve the right to reject any application for exhibit space. Exhibitors with display items that in the opinion of LAAHU AND VCAHU tradeshow managers interfere with the sight line of nearby exhibitors may be modified by LAAHU AND VCAHU.

7) PLACE AND NATURE OF EXHIBIT: Display tables and other exhibits shall not be displayed in a way that interferes with other exhibits. No exhibits that violate any municipal or state laws, rules or regulations, including safety codes, will be allowed. The use of a heater or any heat-producing device as part of the exhibit is forbidden unless a special permit is first obtained from the local fire department and a copy of the permit is placed in the files of LAAHU AND VCAHU.

Approval must first be obtained from the local fire department for the use, operations or presence of electrical, mechanical, of chemical device, which in the opinion of the local fire department or the official exhibit contractor might be hazardous in a public place.

8) USE OF EXHIBIT SPACE: All demonstrations, interviews, or other activities must be contained within the limits of your exhibit table. No exhibitor shall sign, sublet, or apportion the whole or any part of the space allotted to him without the knowledge and consent of LAAHU AND VCAHU. Aisles must be kept clear.

9) NOISY OR OBNOXIOUS EQUIPMENT: If the operation of any equipment or apparatus produces noise of sufficient volume or odors found to be annoying to neighboring exhibitors or guests, it will be necessary to discontinue such operation.

10) RESTRICTION AND LOCATION OF EXHIBITS: LAAHU AND VCAHU reserved the right to require any exhibitor to remove any part thereof, which in the sole judgment of LAAHU AND VCAHU is not in keeping with the general character of the exhibition or is not in the best interest of the conference, and to remove or relocate any table as be needed for the good of the conference and it's exhibits. The restriction includes any persons, things, conduct, printed material or anything of character, which may be objectionable to the exhibit as a whole. In the event of such restriction or eviction, LAAHU AND VCAHU is not liable for any refunds or rentals or other Exhibition expenses. **Table set up is September 20, 2018 from 3 pm to 5 pm (The Welcome Reception is 5pm to 7pm). On the September 21, 2018, Vendor set-up is 6:45am and must be completed by 8:30 am.**

11) TABLE PAYMENT AND CANCELLATION: It is hereby agreed to that an exhibit space may be reserved by Exhibitor. Payment in full must be submitted in order to reserve exhibit space. It is further agreed that in the event Exhibitor fails to perform in accordance with the terms and conditions set forth in the contract and within the Rules and Regulations of Exhibit, LAAHU and VCAHU, as its election, may cancel the contract and retain the full contract fee.

12) SHOW CANCELLATION: Should any situation beyond the control of LAAHU and VCAHU prevent the opening of the exhibit show, LAAHU and VCAHU shall not be held liable for any expenses incurred by the exhibitor except the rental cost of the table space.

13) EXHIBIT PERSONNEL: Each exhibitor is limited to two (2) persons working at one table. All exhibit personnel must be the employees of the exhibitors.

14) FAILURE TO OCCUPY SPACE: Any space which is not occupied by the exhibiting company September 20, 2018 at 8:00AM will be forfeited by the exhibitor and the space may be resold or used by LAAHU and VCAHU without refund, unless previous arrangements for delayed occupancy have been made in writing by LAAHU and VCAHU and the participating exhibiting company.

15) EXHIBITOR SPONSORED ACTIVITIES: Hospitality Suites and/or entertainment activities are not permitted to operate during the hours of the Exhibit Hall. Arrangements for any exhibitor-sponsored activities and hospitality suites must be made with LAAHU AND VCAHU at least 30 days prior to opening exhibit.

16) LIABILITY AND INSURANCE: LAAHU and VCAHU, the facility (country club, conference center, etc.), employees and or representatives thereof, and other organizations and persons connected with this conference shall not beheld responsible for the safety of exhibits against fire, theft, or property damage, or for accidents to exhibitors or their employees from any cause whatsoever, prior to, during or subsequent to the period covered by the exhibitor contract. Exhibitors should place their own insurance

2018 LAAHU & VCAHU MEDICARE SUMMIT

TERMS AND CONDITIONS

to cover all contingencies. The exhibitor agrees to indemnify and hold harmless those listed above, including their respective volunteers, against any claims for such losses, damage or injury upon signing the contract. The exhibitor expressly releases the foregoing institutions, individuals and committees for any and all claims of loss, damage or injury. This also includes the period of storage prior to and following the Conference. Small or casually portable articles of value should be properly secured or removed for safekeeping during the hours the exhibits are closed. Exhibitor assumes entire responsibility and hereby agrees to protect, indemnify, and defend the losses and damages to persons or property. Governmental charges or fines, and attorney's fees arising out of or caused by exhibitors installation, removal or maintenance occupancy, or use of the exhibition premises or a part thereof. In addition, the exhibitor's property and that it is the sole responsibility of the exhibitor to obtain business interruption and property damage insurance covering such losses by exhibitor.

17) PROTECTION OF EXHIBIT FACILITY PROPERTY: Exhibitors will be held responsible for any damage done to the building by them or their employees. No nails, tacks, or screws shall be driven into the woodwork or floor of the building. No gasoline, kerosene, acetylene candles, or other flammable or explosive substance will be permitted in the building.

18) LITERATURE AND DISTRIBUTION: Printed information may be distributed by exhibitor representatives from the exhibit space only.

19) EXHIBITOR REGISTRATION: All exhibitor representatives must register for the show. Badges may be picked up at the registration desk in event foyer.

20) BADGES: Badges for your exhibit personnel will be made from the list you submit to LAAHU and VCAHU. Conference badges identify you and are in evidence at all times during the show. Should the names of the attendee's change, in order to assure a printed badge, the exhibiting company must notify LAAHU and/or VCAHU in writing at least five (5) days prior to the exhibit opening. NOTE: Exhibitors must wear the Senior Summit Badges for continued admittance to the Exhibit Room and Meeting Rooms.

21) VIOLATIONS: It is expected that exhibitors who violate these regulations will respond to LAAHU and VCAHU requests for correction. Eviction from the Conference exhibit may result from violations of these rules and regulations as determined solely by LAAHU and VCAHU. In the event of such eviction, LAAHU and VCAHU are not liable for any refunds of rentals or other exhibition expenses.

22) REGISTRATION & NAME TAGS: Please list all company representatives who will be attending the Conference and representing your company at your table. Please list any additional representatives or guests as additional attendees below for nametags and conference registration and information. Be sure to include \$40 for each additional guest or attendee if postmarked by September 15, 2016. Event name tags MUST be worn by all company representatives during the event.