

# NAIIA 84th Annual Conference



DEDICATED TO SERVICE

## Promoting the Brand



84th Annual Conference

September 13-16th

Exhibitor/Sponsor Package

The Westin Hilton Head Island Resort & Spa • Hilton Head, SC

# Exhibitor Booth Information

On behalf of the Committee preparing for our **84th Annual Conference**, we are pleased to be able to provide the availability of 8 x 10 exhibit booths at The Westin Hilton Head Island Resort & Spa.

In order to prepare your NAIIA Conference exhibit plans, the NAIIA 84th Annual Conference **Exhibitor Schedule** is as follows:



| <b>Tuesday, September 14th Schedule</b>   |                    |                   |
|---|--------------------|-------------------|
| Exhibitor Set Up                          | 1:00 pm - 4:00 pm  |                   |
| Exhibits Open                             | 5:00 pm - 8:00 pm  | Welcome Reception |
| <b>Wednesday, September 15th Schedule</b> |                    |                   |
| Exhibits Open                             | 8:00 am - 10:00 am | Networking Brunch |
| Prize Drawings                            | 9:45 am            |                   |
| Tear Down                                 | 10:00 am - 1:00 pm |                   |

*For further information contact Sheri Csom at [sheri@naiia.com](mailto:sheri@naiia.com)*

**Exhibitor Schedule** - Exhibitors may pick up their registration packets from 9:00 am - noon on Tuesday, September 14th at Advantage Foyer. The exhibit set up starts at 1:00 pm and set up must be done by 4 pm.

**Details** - PRX Exposition Services has been named as the official general service contractor for the 2021 NAIIA National Conference. PRX offers an online ordering system that is user-friendly and allows you request tables, chairs, and other items you need for a successful event. We encourage you to use their safe and secure online ordering web site to place your order through a customized login link that will be emailed to all vendors starting on Monday, July 17th. If you do not receive the email after this date, please check your Spam or Clutter filters for an email titled "Access to PRX Exposition Services". If you need ordering assistance or did not receive the initial ordering email please don't hesitate to contact PRX Exhibitor Services at (803) 926-5300 or via email at [prx@prexposition.com](mailto:prx@prexposition.com).

**Booth Contents** - Each 8 x 10 foot exhibit booth will be 8 feet deep and 10 feet wide with 3 feet high side dividers. Included with each booth is standard booth drapery, one draped 6' table, two chairs, a sign, and a waste basket.

**Control** - PRX Exposition Services, and the National Association of Independent Insurance Adjusters (NAIIA), shall not be responsible for loss, damage or injury that may occur prior, during or subsequent to the period covered by the exhibit contract and the exhibitor upon signing contract expressly releases NAIIA and PRX Exposition Services and agrees to indemnify same against any and all claims for such loss, damages or injury.

NAIIA prohibits exhibits which because of noise, method of operation, booth contents, failure to comply with the above provisions or, for any other reason, become objectionable or otherwise detracts from or are out of keeping with the exposition as a whole. NAIIA reserves the right to discontinue the exhibit without exhibit fee refund. This reservation includes persons, things and content of printed material.

**Fees** - Exhibit fees are \$1,595. This includes a full registration for one person. Additional exhibitors are \$300 each and includes the opening reception on Tuesday evening and brunch on Wednesday morning. Additional exhibitor Theme Night tickets are \$200 and Additional Banquet Tickets are \$200.

**Sponsorship Fees** - There are packages that will include exhibit booths as well as the scheduled evening events. See the sponsorship page for further details.

**Refund Policy** - Full refund less \$100 service fee if cancelled prior to June 15, 2021. 50% refund if cancelled prior to July 15, 2021. NO refunds if cancelled after July 15, 2021.

NO refunds for golf payments.

# Golf Information



## Robber's Row - Port Royal Golf Club

Par 72 - 6,657 yards, 18 Holes

Robber's Row was designed by noted architects George Cobb and Willard Byrd in the early 1970's and was redesigned in 1994 by world famous architect Pete Dye. The course is located on the scenic marsh side of the Port Royal Plantation and cuts through beautiful stands of magnolia and live oaks. This course sets atop former civil war grounds and features historical markers throughout the courses describing events which took place on the Island. Although tee-shots have generous fairways to land in, approach shots require accuracy to the well-protected greens. Robber's Row is a course rich in history and challenge to any golfer.

**Monday, September 13th • \$185.00/per person**

**Robber's Row - Port Royal Golf Club**

**Registration: 8:15 am • Shotgun Start: 9:00 am**

(Proper golf attire required: collared shirts, soft spikes)

Cost includes: green fees, driving range, lunch and prizes.

### Golf Sponsors

|                              |        |
|------------------------------|--------|
| Tee Box Sponsor              | \$ 250 |
| Closest to the Pin (4 total) | \$ 250 |
| Longest Putt Sponsor         | \$ 250 |

#### Check all that apply:

- Golf Tournament  
 Club Rental (\$59 + tax)  Left  Right

**GOLFERS ONLY:** Handicap or Average Score: \_\_\_\_\_

Please indicate any preferred partners  
(final pairings based on balanced teams)

\_\_\_\_\_  
\_\_\_\_\_

Name \_\_\_\_\_

Company \_\_\_\_\_

Phone \_\_\_\_\_

Fax \_\_\_\_\_

Email \_\_\_\_\_

# Exhibitor Reservation Form

Company Name \_\_\_\_\_ Booth Contact (for Program) \_\_\_\_\_  
Address \_\_\_\_\_  
City/State/Zip \_\_\_\_\_  
Phone \_\_\_\_\_ Fax \_\_\_\_\_  
Email \_\_\_\_\_ Website \_\_\_\_\_

Please email maximum 25 word description of business or service(s) directly to Sheri at [sheri@naiia.com](mailto:sheri@naiia.com).

The following individual(s) will serve as our booth representatives: (1 representative included in booth cost)

1) Primary Booth Rep: \_\_\_\_\_ Email: \_\_\_\_\_  
Address: \_\_\_\_\_  
City/State/Zip: \_\_\_\_\_

Additional booth representatives: (\$300 per person)

2) Name: \_\_\_\_\_ Email: \_\_\_\_\_  
Address: \_\_\_\_\_  
City/State/Zip: \_\_\_\_\_

3) Name: \_\_\_\_\_ Email: \_\_\_\_\_  
Address: \_\_\_\_\_  
City/State/Zip: \_\_\_\_\_

4) Name: \_\_\_\_\_ Email: \_\_\_\_\_  
Address: \_\_\_\_\_  
City/State/Zip: \_\_\_\_\_

**Booth Preferences:** 1st Choice: Booth# \_\_\_\_\_ 2nd Choice: Booth# \_\_\_\_\_ 3rd Choice: Booth # \_\_\_\_\_

**Fees:**

|   |          |
|---|----------|
| Exhibit Fee, \$1,595.00 per booth ( <i>unless included in sponsorship level</i> ) | \$ _____ |
| Additional booth representative \$300.00  | \$ _____ |
| Golf Tournament - Monday, September 13th - \$185.00 per person                    | \$ _____ |
| Golf Sponsorship \$250.00   | \$ _____ |
| Banquet - Wednesday, September 15th - \$200.00 per person                         | \$ _____ |
| Theme Night - Thursday, September 16th -\$200.00 per person                       | \$ _____ |
| Stead Family Children's Hospital donation   | \$ _____ |

**Total Exhibitor Fees** \$ \_\_\_\_\_

Mail this completed form with credit card info (below) or check made payable to:

NAIIA • 87 North Crooked Lake Dr. • Kalamazoo, MI 49009

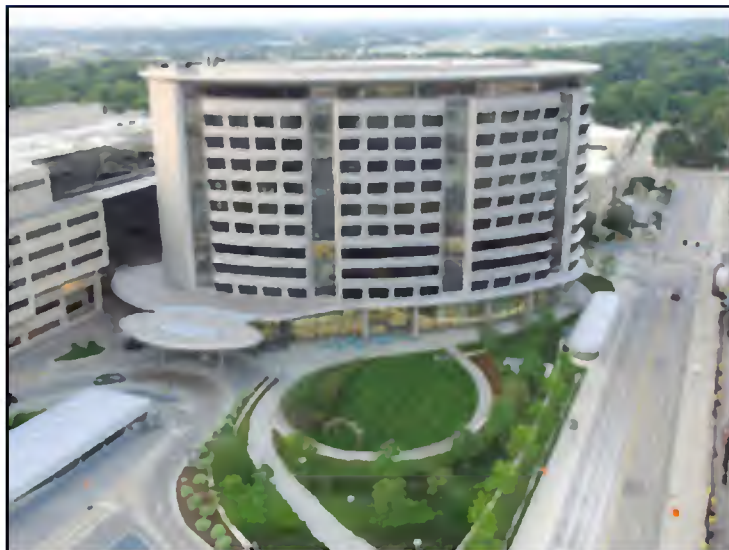
**Questions? Please call Sheri Csom at (877) 344-0624 or email her at [sheri@naiia.com](mailto:sheri@naiia.com)**

We agree to all requirements as specified in the "Exhibit Booth Information"

Credit Card Holder Name: \_\_\_\_\_  
Address \_\_\_\_\_ City/State/Zip \_\_\_\_\_  
Credit Card Number \_\_\_\_\_ (Exp. Date) \_\_\_\_/\_\_\_\_/\_\_\_\_ SEC \_\_\_\_

## This year we are supporting the Stead Family Children's Hospital as our charity

University of Iowa Stead Family Children's Hospital has been dedicated to meeting the health care needs of children and families since 1919. As Iowa's only comprehensive children's hospital, we provide care for children from birth to young adulthood. Services range from promoting wellness to the care of general childhood illness, surgery, traumatic injuries, life-threatening and chronic illnesses, and developmental disabilities. As part of an academic medical center, UI Stead Family Children's Hospital also performs groundbreaking research to help solve the mysteries of childhood diseases, in addition to training the next generation of health care professionals.



### Quick Facts

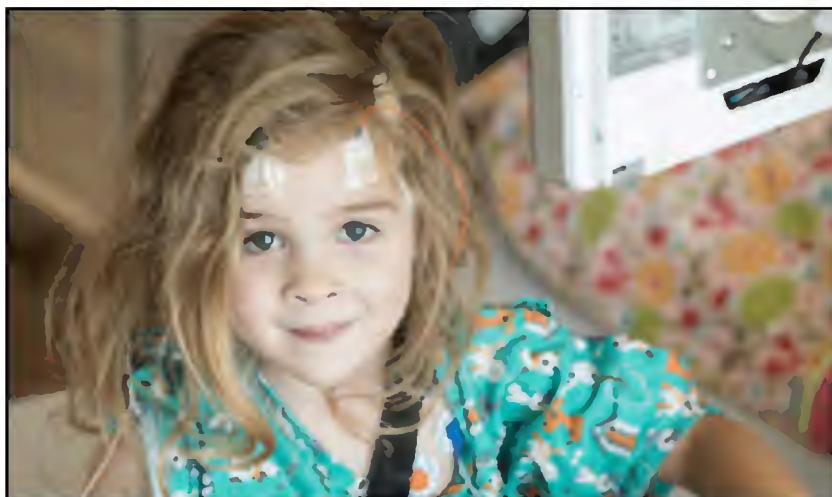
More than 170 pediatric physicians and surgeons

More than 200 pediatric physicians, surgeons, and dentists

UI Stead Family Children's Hospital cared for 83,937 children last year from all 99 Iowa counties, 45 states, and 20 other countries

190 pediatric beds

Our Philosophy



### Patient and Family Centered Care

UI Stead Family Children's Hospital is a leader in family-centered care, which includes the family as members of the multi-disciplinary care delivery team. .

### Quality and Safety

We measure the quality of your care by how well we meet your expectations and the highest national standards of safety and effectiveness.

### Honors and Awards

UI Stead Family Children's Hospital is one of the most respected children's hospitals in the world. It is highly ranked nationally by many entities. It attracts outstanding health professionals who are engaged in the missions of healing, research, and teaching.

# 2021 Program Advertising Info

Advertising rates are based upon camera ready artwork at the exact size specified below. Ads may be provided by laser copy, print, ad slicks or computer files that should include all fonts, graphics and a proof sheet in color. Please use eps, tif, MAC or PC format only. Note: for best quality on half tones or photos please provide original or electronic file. Designs may be provided at the advertiser's expense. Minimum layout and type cost of \$85 and an additional design charge may apply for more complex work, or the artwork supplied needs to be resized or reformatted. Photos must be 300 dpi or greater or the photo quality cannot be insured.

## Advertising Rates and Sizes - All ads will be printed in full color

| Ad Description         | Ad Size             | Exhibitor/Sponsor Rate | Non Exhibitor/Sponsor Rate |
|------------------------|---------------------|------------------------|----------------------------|
| Half Page - Horizontal | 7-1/2" W x 4-3/4" H | \$500.00               | \$700.00                   |
| Full Page              | 7-1/2" W x 10" H    | \$1,000.00             | \$1,200.00                 |
| Inside Cover           | 7-1/2" W x 10" H    | \$1,200.00             | \$1,500.00                 |
| Back Cover             | 7-1/2" W x 10" H    | \$1,550.00             | \$1,750.00                 |

Please note: All copy to be designed must be received no later than **August 15, 2021** with artwork and credit card information or a check for ad placement made payable to NAIIA.

All copy that is placement ready must be received no later than **August 22, 2021**.

No placement will be accepted without payment. Ads will be placed in locations based upon size and date of receipt of payment.

**Email Camera Ready Artwork to Tammie Snyder at [tammie.snyder@gmail.com](mailto:tammie.snyder@gmail.com).  
Questions? Please contact Tammie at 925-957-0604.**

Name \_\_\_\_\_

Company Name \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_

### Order Form

*Please make checks payable to  
NAIIA*

Size:  half  full  back cover  inside cover

Rate:  Exh/Sponsor  Non-Exh/Sponsor

Artwork:  Supplied  Needed

Ad Amount \$ \_\_\_\_\_

Basic Ad Set-Up Fee \$ \_\_\_\_\_

Payment Due \$ \_\_\_\_\_

Credit Card Holder Name: \_\_\_\_\_

Address \_\_\_\_\_ City/State/Zip \_\_\_\_\_

Credit Card Number \_\_\_\_\_ (Exp. Date) \_\_\_\_/\_\_\_\_/\_\_\_\_ SEC \_\_\_\_

# Hotel Registration Form



**PLEASE RESERVE THE FOLLOWING ROOMS – Please note this is a non-smoking hotel**

\_\_\_\_\_ King (\$175 plus tax)

\_\_\_\_\_ Double/Double (\$175 plus tax)

*First night deposit will be made when rooming list is sent in*

ARRIVAL DATE \_\_\_/\_\_\_/2021

DEPARTURE DATE \_\_\_/\_\_\_/2021

## RESERVATIONS FOR:

Name \_\_\_\_\_ Roommate \_\_\_\_\_

Firm \_\_\_\_\_

Street \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Telephone (Business) \_\_\_\_\_ (Home) \_\_\_\_\_

Email (Business) \_\_\_\_\_

Email (Home) \_\_\_\_\_

Special Requests/ I Prefer Hotel Rewards number: \_\_\_\_\_

Credit Card Number \_\_\_\_\_ (Exp. Date) \_\_\_/\_\_\_/\_\_\_ SEC: \_\_\_\_\_

Cardholder's Name \_\_\_\_\_

Address \_\_\_\_\_ City/State/Zip \_\_\_\_\_

**Cancellation policy is 5 days prior to arrival. One night room and tax charge for any early departures.  
Arrivals and departures outside of the group dates are subject to availability at the group rate.**

**PLEASE FAX OR EMAIL THIS FORM NO LATER THAN AUGUST 15, 2021**

**Fax: (269) 978-9078 • Email: sheri@naiia.com**

**PLEASE DO NOT FORWARD TO THE HOTEL. Reservations excepted ONLY by this form.**

# 2021 Sponsorship Opportunities

| <b>LEGACY SPONSOR</b>   |
|---|
| Price<br><b>\$10,000.00</b>   |
| Free Booth - \$1,595 Value  |
| Free Full Page/Four Color Cover Ad in Conference Program                                  |
| Sponsorship of the Cocktail Reception ( <b>SOLD</b> )<br>Or<br>Sponsorship of Theme Night |
| Co-Sponsorship of opening night Legacy/Platinum Reception                                 |
| Hyperlink to company website on NAIIA Home Page   |
| Your company logo displayed at all registrations  |
| 1.5' x 3' Legacy Sponsor Banner will be displayed at your booth                           |
| <b>Includes 3 Complete Conference Registrations</b>                                       |

| <b>PLATINUM SPONSOR</b>   |
|---|
| Price<br><b>\$3,900.00</b>  |
| Free Booth - \$1,595 Value  |
| Free Full Page/Four Color Ad in Conference Program                |
| Co-Sponsorship of opening night Legacy/Platinum Reception         |
| Co-Sponsorship of opening night activities                        |
| Hyperlink to company website on NAIIA Home Page                   |
| Your company logo displayed at all registrations                  |
| 1.5' x 3' Platinum Sponsor Banner will be displayed at your booth |
| <b>Includes 2 Complete Conference Registrations</b>               |

| <b>GOLD SPONSOR</b>   |
|---|
| Price<br><b>\$3,500.00</b>                                    |
| Free Booth - \$1,595 Value                                    |
| Free Full Page/Four Color Ad in Conference Program            |
| Co-Sponsorship of Opening Breakfast                           |
| Hyperlink to company website on NAIIA Home Page               |
| Your company logo displayed at all registrations              |
| 1.5' x 3' Gold Sponsor Banner will be displayed at your booth |
| <b>Includes 2 Complete Conference Registrations</b>           |

| <b>SILVER SPONSOR</b>   |
|---|
| Price<br><b>\$3,000.00</b>                                      |
| Free Booth - \$1,595 Value                                      |
| Free Half Page/Four Color Ad in Conference Program              |
| Co-Sponsorship of Tuesday Breakfast or Lunch                    |
| Hyperlink to company website on NAIIA Home Page                 |
| Your company logo displayed at all registrations                |
| 1.5' x 3' Silver Sponsor Banner will be displayed at your booth |
| <b>Includes 1 Complete Conference Registration</b>              |

| <b>BRONZE SPONSOR</b>   |
|---|
| Price<br><b>\$1,500.00</b>                                      |
| Listing on NAIIA Website  |
| Your company logo displayed at all registrations                |
| 1.5' x 3' Bronze Sponsor Banner will be displayed at your booth |
|   |



# 2021 Sponsorship Opportunities

Please complete and return this entire form to register your company's sponsorship pledge. We appreciate your involvement and want you to know that your sponsorship dollars will enable us to move forward with plans to enhance the level of education to the attendees even more. The success of this conference WILL make an impact on your company.

***Special Legacy/Platinum Reception - Monday, September 13th, 8-9:30 pm  
Members and Legacy/Platinum Sponsors Only***

Company Name \_\_\_\_\_

Address \_\_\_\_\_ City/State/Zip \_\_\_\_\_

Attendee \_\_\_\_\_ City/State \_\_\_\_\_

Attendee \_\_\_\_\_ City/State \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_

Company website (Silver, Gold Platinum and Legacy level only) \_\_\_\_\_

We wish to sponsor  Bronze  Silver  Gold  Platinum  Legacy

Please find check inclosed in the amount of \$ \_\_\_\_\_

Please fill out the exhibitor contract and submit it with this sponsorship form.

Credit Card Holder Name: \_\_\_\_\_

Address \_\_\_\_\_ City/State/Zip \_\_\_\_\_

Credit Card Number \_\_\_\_\_ (Exp. Date) \_\_\_\_/\_\_\_\_/\_\_\_\_ SEC \_\_\_\_

Make check payable to NAIIA and return form to:

NAIIA - Sponsorships • 87 N. Crooked Lake Dr. • Kalamazoo, MI 49009

**Questions? Please call Sheri Csom at (877) 344-0624 or email her at [sheri@naiia.com](mailto:sheri@naiia.com)**



# 84th Annual Conference

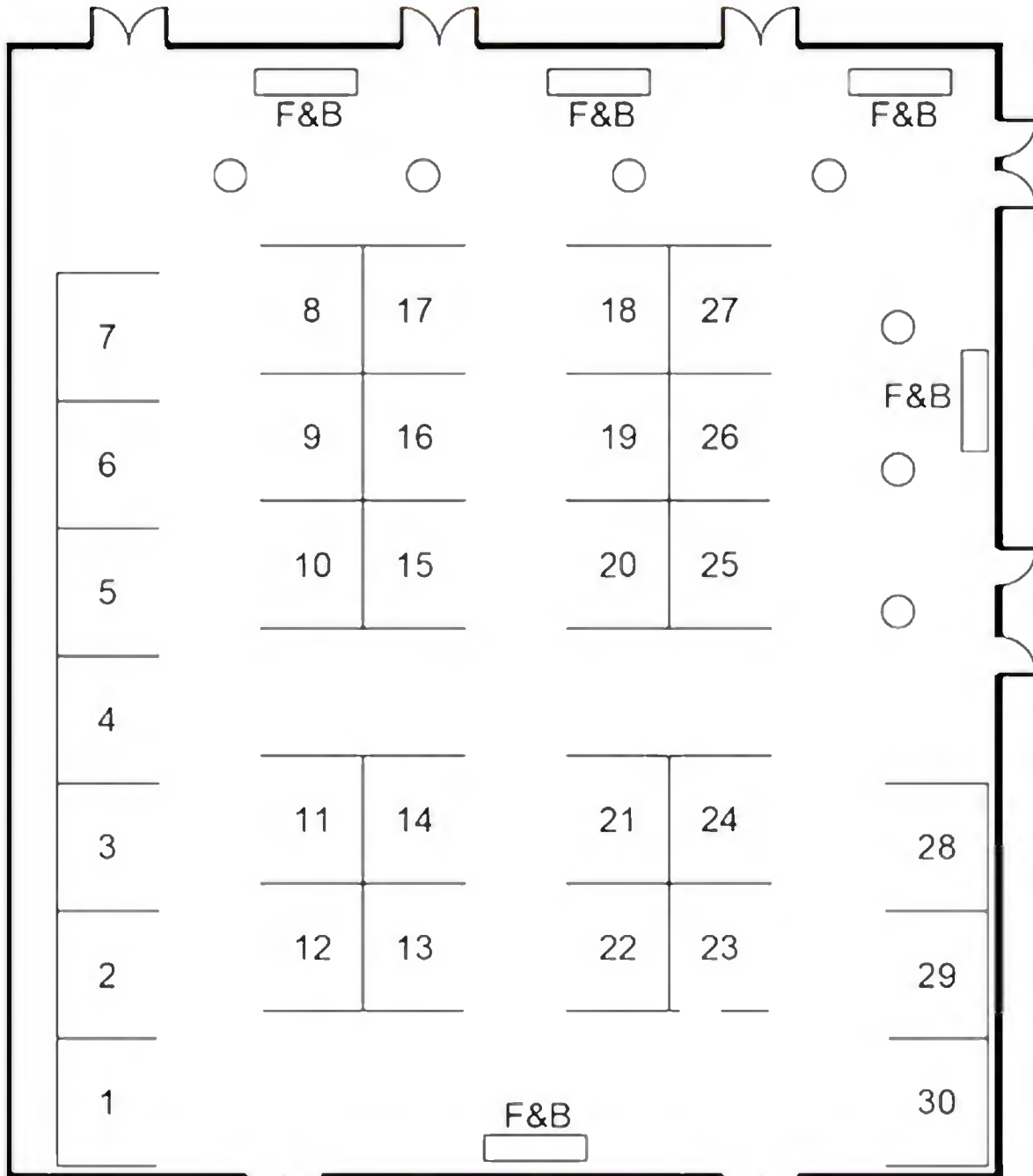
## 2021 Exhibitor Map September 13-16, 2021

### Promoting the Brand

### Calibogue/Danner/Savannah Foyer



#### SERVICE HALL WALL



#### ENTRANCE