

OCAHU Annual Sales Symposium 2010!

It's time again for Orange County's most popular and attended event for insurance agents and industry professionals. Continuing to build upon our recent events OCAHU is proud to host its annual sales symposium. In this information packet you will find everything you need to reserve your exhibit space.

Kick off 2010 with the Largest and the Best!!

The date: **Tuesday, February 9, 2010**
The location: Doubletree Hotel in Orange
The address: 100 The City Drive, Orange, CA 92868
The time: 7:00AM – 2:30PM

2010 is sure to be the year of changes and opportunities. Hear from the leaders of our industry who will help you navigate through what lies ahead.

Last year's OCAHU Sales Symposium again drew more than 300 industry professionals. Currently OCAHU's membership, attendance at monthly meetings, and overall chapter activity continues to grow thanks to all of your collective efforts. We look forward to seeing you again for a day that will bring into focus successes from the past and a truly positive vision for the future!

Booth space is limited and exhibitor visit time has been expanded to insure maximum exposure. Get your forms and deposit in now to secure your place in this first class event! Your participation is vital!

Great C.E. Topics... Great Information... Great Prizes... Great Opportunities!

This is a must attend event for you and your company!

Visit us on the web at www.ocahu.org

Best,

John Evangelista
Sales Symposium Chairman
Email: john.evangelista@coloniallife.com

THE ORANGE COUNTY ASSOCIATION OF HEALTH UNDERWRITERS ANNUAL SALES SYMPOSIUM

2010 Exhibitor Application

This application is made on the ____ day of the month of ____, 2009 and/or 2010 between:

(Print the **name** of the proposed **exhibitor** in the space provided above)

The above named company (herein called Exhibitor) and the Orange County Association of Health Underwriters (herein called OCAHU) upon the terms and conditions below.

1) BOOTH RENTAL FEES: In consideration of the sum of \$ ____ (see Fee Schedule Page) paid to, and upon acceptance of this application by OCAHU, booth rental shall be provided to the above referenced Exhibitor for the OCAHU Annual Sales Symposium, scheduled to be held at the Doubletree Hotel, 100 The City Drive, Orange, on Tuesday, February 9, 2010.

2) BOOTH LOCATION: Booths will be assigned on a first-come, first served basis. Attached is a floor plan of the booth spaces. Please choose first, second and third space. Should all the spaces you have chosen be filled, you will be automatically assigned the nearest available booth space to those chosen. OCAHU reserves the right to assign space as deemed appropriate. The rental of two booths side by side is not assured and may be refused by OCAHU.

Please Note: Booths 1 – 6 are reserved for corporate and/or major show sponsors

First Choice: _____ Second Choice: _____ Third Choice: _____

OCAHU understands that certain vendors prefer booth space near certain vendors, or away from certain vendors. Should this be a consideration for you, please complete the items below:

I prefer to be in close proximity to: _____.

I prefer not to be in close proximity to: _____.

3) YOUR OFFICIAL IDENTIFICATION: Exhibitor agrees to let the Symposium and OCAHU use the name of the Exhibitor in any advertising by OCAHU. Exhibitors with names longer than 30 characters including spaces may be shortened at the discretion of OCAHU tradeshow managers.

(In the space above, print the name of your company, as you would like it to appear in all printed materials related to this tradeshow. Use no more than 30 characters including spaces)

4) BOOTH FEATURES: It is understood that the Exhibit Fee for each approximate 8' X 10' booth space includes:

- Symposium registration for two company representatives.
- One six-foot draped table and two chairs
- Draped back wall with draped side rails.
- A booth identification sign (one line only, 30 Character maximum)

OPTIONAL FEATURE: Extra tables are provided for an additional \$60. Will you need an extra table?

_____ Yes _____ No (if yes, add \$60 to your check amount – See Fee Schedule Page)

OPTIONAL FEATURE: Electricity is provided for an additional \$50. Will you need electricity?
 Yes No (if yes, add \$50 to your check amount – See Fee Schedule Page)

OPTIONAL FEATURE: Telephone hookup fees, laying of cable and service charges for computer modem access is additional. Vendors requesting telephone access will be responsible for all charges in excess of the flat charge required at the time of contract submission. OCAHU cannot assure that your ISP will have local access numbers. Check your service for Orange, CA availability. Long distance access will not be available. One hundred (\$150) is charged for phone line access.
 Yes No (if yes, add \$150 to your check amount – See Fee Schedule Page)

Please Note: Exhibitors will be responsible for additional furnishings, additional signs, special lighting, etc...

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 with **TotalExpo at (310) 320-4203**. Other shipping, storage and setup contractors are allowed. Rate and Charges are the responsibility of the exhibitor.

6) **ACCEPTANCE OF EXHIBIT:** OCAHU reserves the right to reject any application for exhibit space. Exhibitors with booths or other display items that in the opinion of OCAHU tradeshow managers interfere with the sight line of nearby exhibitors may be modified by OCAHU.

7) **PLACE AND NATURE OF EXHIBIT:** Display booths 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 OCAHU. 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 booth. No exhibitor shall sign, sublet, or apportion the whole or any part of the space allotted to him without the knowledge and consent of OCAHU. Aisles must be kept clear. Exhibits must be arranged so that exhibitors will inside the rented space.

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:** OCAHU reserved the right to require any exhibitor to remove any part thereof, which in the sole judgment of OCAHU 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 booth 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, OCAHU is not liable for any refunds or rentals or other exhibition expenses.

11) BOOTH PAYMENT AND CANCELLATION: It is hereby agreed to that an exhibit space may be reserved by Exhibitor at a fee of \$600 if postmarked by ~~1/15/10~~ 1/29/10 or \$750 for exhibit space for exhibit postmarked after ~~1/15/10~~ 1/29/10 . Electricity is optional for an additional fee of \$50. Access set up for telephone services is \$150. 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 fourth in the contract and within the Rules and Regulations of Exhibit, OCAHU, as its election, may cancel the contract and retain the full contract fee.

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

13) EXHIBIT PERSONNEL: **Each exhibitor is limited to three (3) persons working within one booth.** 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 February 10, 2010 at 8:00AM will be forfeited by the exhibitor and the space may be resold or used by OCAHU without refund, unless previous arrangements for delayed occupancy have been made in writing by OCAHU 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 OCAHU at least 30 days prior to opening exhibits.

16) LIABILITY AND INSURANCE: OCAHU, the Exhibit decorator, the facility (hotel, conference center, etc.), employees and or representatives thereof, and other organizations and persons connected with this conference shall not be held 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 to cover all contingencies. The exhibitor agrees to indemnify those listed above against any claims for such loses, 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 loses 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) SALES: Any exhibitor that wishes to sell or take orders on the premises of the show for exhibited products or services must first notify in writing the conference coordinator of all items, products or services for approval. The exhibitor further agree that OCAHU shall be the sole judge of what constitutes sale order taking activities and may order the exhibitor to cease such activity on the premises of the show on penalty of expulsion from the show.

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

20) EXHIBITOR REGISTRATION: All exhibitor representatives must register for the show. Badges may be picked up at the registration desk in the circular entrance area.

21) BADGES: Badges for you exhibit personnel will be made from the list you submit to OCAHU. 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 OCAHU in writing at least five (5) days prior to the exhibit opening.

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

23) REGISTRATION & NAME TAGS: Please list all company representatives who will be attending the Conference and representing your company at your booth. Please list any additional representatives or guests as additional attendees below for nametags and conference registration and information. Be sure to include \$45 for each additional guest or attendee if postmarked ~~January 15, 2010~~ 1/29/10 or \$65 if postmarked after ~~January 15, 2010~~ 1/29/10.

AUTHORIZED SIGNATURE OF EXHIBITOR: _____
(I have read, understand and agree to the rules and regulations regarding the OCAHU exhibit program).

Questions? Contact:
John Evangelista, Sales Symposium Chairperson at
john.evangelista@coloniallife.com

OR

Gail James, Executive Director at
(866) 921-6440 or gjmgt@yahoo.com

OCAHU 2010 EXHIBTOR FEE SCHEDULE PAGE

EXHIBITOR NAME: _____

ADDRESS: _____

TELEPHONE: _____ FAX: _____

E-MAIL: _____ WEBSITE: _____

Exhibitor's booth sign should read: _____

(In the space above, print the name of your company as you would like it to appear on the sign over your booth. Use no more than 30 characters including spaces.)

FEE SCHEDULES (Check Appropriate Line): Place number of Units Ordered In
Blank & Multiply for total.

- _____ Exhibit hall Booth
- _____ Postmarked by ~~January 15, 2010~~ **January 29, 2010** \$600 X _____ = _____.
- _____ Postmarked after ~~January 15, 2010~~ **January 29, 2010** \$750 X _____ = _____.
- _____ Extra Table (Are you sure you don't need an extra table?) \$60 X _____ = _____.
- _____ Electrical Outlet (If Applicable)
- _____ Postmarked by ~~January 15, 2010~~ **January 29, 2010** \$50 X _____ = _____.
- _____ Postmarked after ~~January 15, 2010~~ **January 29, 2010** \$70 X _____ = _____.
- _____ Telephone Service (If Applicable) \$150 X _____ = _____.
- _____ ADDITIONAL ATTENDEES (Two included with booth at no additional charge)
- _____ Postmarked by ~~January 15, 2010~~ **January 29, 2010** \$45 X _____ = _____.
- _____ Postmarked after ~~January 15, 2010~~ **January 29, 2010** \$65 X _____ = _____.
- _____ **Program Advertising** (Please see attached separate ad fee schedule page): = _____.

Total: Write check to OCAHU, 1442 E. Lincoln Ave., PMB 441, Orange CA 92865 = _____.

ATTENDEES (Two included in registration fees for any type of booth): - **Print Names Neatly Please!**

1) _____ 2) _____

ADDITIONAL ATTENDEES (\$45 each through ~~1/15/10~~ **1/29/10** and \$65 each after ~~1/15/10~~ **1/29/10**):

3) _____ 4) _____

5) _____ 6) _____

7) _____ 8) _____

(For additional attendees, use a separate sheet of paper)

Paying with a Credit Card? Amex Discover MasterCard Visa

Printed Name on Card: _____

Credit Card Number: _____ Exp: _____ CVV: _____

Signature: _____

OCAHU ANNUAL SALES SYMPOSIUM 2010

Sponsorship Opportunities

Gold Show Sponsor - \$5,000

Includes two booths, one draped table per booth, four tickets *plus* four additional attendee tickets, business card ad in table centerpieces, inside front cover ad in program, recognition in printed materials, signage and from podium.

N/A

Parking Sponsor - \$3,000 (Parking validation will be done at your booth!)

Includes one booth, one draped vendor table, two tickets *plus* two additional attendee tickets, Outside back cover ad in program, recognition in printed materials, signage and from podium.

N/A

Lunch Service Sponsor - \$2,500

Includes one booth, one draped table, two tickets *plus* two additional attendee tickets, luncheon napkins with your logo printed, inside back cover ad in program, recognition in printed materials, signage and from podium.

_____ **One Available**

Name Badge Sponsor - \$2,000

Includes one booth, one draped table, two tickets *plus* two additional attendee tickets, one-page ad in program, Logo printed on attendee badges, recognition in printed materials, signage and from podium.

N / A

Grand Prize Raffle - \$1,500

Includes one booth, one draped table, two tickets *plus* two additional attendee tickets, one-page ad in program, recognition in printed materials, signage and from podium.

N/A

Registration Packet Sponsor - \$1,500

Includes one booth, one draped table, two tickets *plus* two additional attendee tickets, one-page ad in program, logo printed on attendee name packet label, recognition in printed materials, signage and from podium.

_____ **One Available**

Registration Booth Sponsor - \$1,000

Includes one booth, one draped table, two tickets *plus* two additional attendee tickets, quarter-page ad in program, recognition in printed materials, signage and from podium.

_____ **One Available**

Decorations Sponsor – \$1,000

Includes one booth, one draped table, two tickets *plus* two additional attendee tickets, quarter-page ad in program, recognition in printed materials, signage and from podium.

_____ **One Available**

Audio Visual Sponsor - \$1,000

Includes one booth, one draped table, two tickets *plus* two additional attendee tickets, quarter-page ad in program, recognition in printed materials, signage and from podium.

_____ **One Available**

Continental Breakfast Sponsor - \$1,000

Includes one booth, one draped table, two tickets *plus* two additional attendee tickets, quarter-page ad in program, recognition in printed materials, signage and from podium.

_____ **One Available**

Refreshments Sponsor - \$1,000

Includes one booth, one draped table, two tickets *plus* two additional attendee tickets, quarter-page ad in program, recognition in printed materials, signage and from podium.

_____ **One Available**

Sponsor Payment Options: Complete the Fee Schedule Page, along with the Sponsorship Page and mail back with a check to the address listed. Or you may use your credit card, and mail/fax to the address/number listed on the Fee Schedule page.

