



CAS Ratemaking and Product Management Seminar and Workshops



March 27-29, 2017 • Marriott Marquis San Diego Marina • San Diego, CA

SPONSOR AND EXHIBITOR PROSPECTUS

The CAS Ratemaking and Product Management (RPM) Seminar is a three-day seminar that combines the best of ratemaking and predictive modeling topics. Scheduled for March 27 – 29, 2017 at Marriott Marquis San Diego Marina in San Diego, CA, the RPM Seminar will offer:

- 70+ unique educational sessions.
- Six optional, pre-program, full-day workshops, including a new workshop on Enterprise Risk Management.
- Ample networking opportunities to allow attendees to expand and renew their list of industry contacts.

Why Sponsor and Exhibit at the 2017 RPM Seminar?

- Promote your organization to an expected audience of 700+ risk professionals.
- Showcase your products and services to this targeted audience.
- Increase your organization's brand recognition among actuaries, predictive modelers, catastrophe modelers, data scientists, underwriters, product managers, and other insurance professionals.

EXHIBITOR/SPONSOR SCHEDULE **subject to change*

Monday , March 27

- 3:00 p.m. – 4:30 p.m. Exhibitor Set-up
- 5:00 p.m. – 6:30 p.m. Welcome Reception and Exhibits

Tuesday, March 28

- 7:00 a.m. – 8:00 a.m.....Continental Breakfast - No Exhibits
- 9:30 a.m. – 10:00 a.m. Networking Break and Exhibits
- 11:15 a.m. – 12:15 p.m. Luncheon and Exhibits
- 1:30 p.m. – 2:00 p.m. Networking Break and Exhibits
- 3:15 p.m. – 3:45 p.m..... Networking Break and Exhibits
- 5:00 p.m. – 6:30 p.m. Reception and Exhibits

Wednesday, March 29

- 7:00 a.m. – 8:00 a.m..... Continental Breakfast and Exhibits
- 9:15 a.m. – 9:30 a.m. Networking Break and Exhibits
- 10:45 a.m. – 11:15 a.m..... Networking Break and Exhibits (no food or beverage)
- 12:30 p.m. – 1:15 p.m.....Box Lunch – No Exhibits
- 1:15 p.m. – 2:30 p.m..... Exhibitor Breakdown

You may leave your table-top exhibit set up throughout the seminar, but business should be conducted at the exhibit only during the above specified times. The exhibit hall is not open for business during educational sessions.

Exhibit Hall Highlights

- Receptions, Wednesday's breakfast, and networking breaks in the exhibit hall to attract attendees to your table top.
- Dedicated time for exhibits, with no other scheduled events or sessions at these times.
- Raffle prize for attendees who visit each of the exhibitors.

Exhibit Fee of \$2,250 Includes:

- One six-foot skirted table and two chairs, in an eight-foot wide area. Easels may be requested for a \$25.00 fee.
- **One full conference registration for each table-top space purchased.** Additional exhibitor only badges can be purchased in advance or at the seminar for \$450 each. The exhibit only fee is based on the per person cost to the CAS for the networking and meal functions. **Please note that additional exhibitors who wish to attend educational sessions must register for the seminar and pay the full registration fee.**

Benefits for Sponsors and Exhibitors

- Pre-Seminar exposure on the RPM Seminar website with your company name, logo, link, and description.
- On-site exposure through verbal acknowledgement during the Opening Session.
- Inclusion in the on-site program booklet promoting exhibit area and hours, and listing your company name and logo. **Application and fee must be returned to the CAS Office no later than February 1, 2017 to be included in the onsite program.**
- Pre- OR Post-show attendee email addresses provided in an Excel spreadsheet for one-time use.
- Sponsor/Exhibitor ribbons for all company staff in attendance.
- Recognition signage at your sponsored activity.

Sponsorship Opportunity	Additional Benefits	Regular Cost	Cost for Partners (20% off)
Reception (2 available)	Sponsor logo on tent cards placed on tables; sponsor may provide cocktail napkins with company logo	\$5,000 each	\$4,000 each
Luncheon (1 available)	Sponsor logo on tent cards placed on tables. Sponsor may offer welcome remarks at Tuesday lunch only.	\$ 4,250	\$3,400
Breakfast (2 available)	Sponsor logo on tent cards placed on tables.	\$1,250 each	\$1,000 each
Networking and Refreshment Breaks (5 available)	Sponsor logo on tent cards placed on tables; sponsor may provide cocktail napkins with company logo.	\$1,000 each	\$800 each
Meeting App	Company logo and website link provided on homepage.	\$2,000	\$1,600
Room Key	Sponsor may design room key to be distributed to room block at meeting hotel. Sponsor is also responsible for the cost of production and distribution.	\$2,000	\$1,600
Wireless Access*	Custom WiFi Login and Password	\$3,000	\$2,400
Power Tower	Place your company logo prominently on a charging station for meeting attendees.	\$4,000	\$3,200
Registration Insert or Give-Away Item*	Have your company brochure, flyer or branded giveaway distributed to every attendee in the registration materials.	\$1,250*	\$1,000*

* All items will be sponsored exclusively and on a first-come, first-served basis. The \$1,250 licensing fee will allow you to display your company name and logo on the item you select, and the CAS will distribute the item with the registration materials. Companies sponsoring give-away items are responsible for the costs to produce the items. This venue does not offer a custom URL redirect for wifi sponsorship.

Tell us about your sponsorship idea for a give-away item. Contact Katie Hettler at khettler@casacact.org or 703-562-1722 if you are interested in discussing sponsorship items.

Advertisers:

Registration Insert or Give-Away Item

All printed materials and give-away items that are to be included in the registration tote-bags must be shipped directly to the hotel for arrival between March 22-25, 2017.

Please be prepared to send 750 units of your specified item.

Shipping information will be provided prior to the event.

Exhibitors

Exhibit booth materials may arrive March 23-25, 2017.

Shipping information will be provided prior to the event.

EXHIBITOR AND SPONSOR PROVISIONS

In making application, you agree to exhibit under and comply with these provisions.

1. All participating exhibitors and sponsors are subject to these terms and conditions. Exhibitors and sponsors should review these terms before submitting an application. Questions regarding these terms should be directed to Katie Hettler (khettler@casact.org).
2. Objectives: The 2017 Ratemaking and Product Management and exhibitor area are the property of and produced for CAS and its partners. Exhibitors are encouraged to offer information that is educational, professional, and instructional. Selling or taking orders for goods and services will be permitted, provided that such business is conducted in an appropriate and professional manner.
3. Participation: CAS reserves the right to refuse space to any applicant who, in the opinion of CAS, deals in products or services unrelated to ratemaking and product management or who is unlikely to contribute to the overall objectives or purpose of the show, or for any other reason in CAS's sole discretion.
4. **Cancellations received by February 11, 2017 will receive a full refund minus a \$200 administrative fee. Cancellations received after February 11, 2017 will receive no refund.**
5. Exhibitors are responsible for shipment of all materials, table-top exhibit set-up and tear down, and any other responsibilities, including shipping/receiving expenses charged by the facility hosting the 2017 Ratemaking and Product Management Seminar. If additional equipment for table-top exhibits is required, please use the attached form.
6. Space Assignment: Every effort will be made to assign space in a fair and equitable manner and whenever possible the preferred spaces will be assigned. CAS maintains the exclusive and unrestricted right to assign space. Assignment of space is final. Space location may not be changed, transferred, or canceled without written request by the exhibitor and subsequent written approval by CAS. Because of the number of companies exhibiting similar or related products, CAS cannot guarantee that a company exhibiting similar products or a company's competitor will not be located in a nearby space.
7. Exhibit Space Fee: The CAS exhibit space fees are outlined in the Sponsor and Exhibitor Prospectus and are due in full upon registration and execution of these terms and conditions. No exhibitor will be allowed to participate unless payment in full is received prior to the start of the 2017 Ratemaking and Product Management Seminar.
8. Floor Plan: The floor plan for the show will be maintained as originally presented wherever possible. However, CAS reserves the right to modify the plan to the extent necessary for the best interests of the 2017 Ratemaking and Product Management Seminar, exhibitors, and industry.
9. Waiver: Each exhibitor waives all claims against CAS, its officers, directors, members, employees and agents, as well as against the facility hosting the exhibition and all hotels hosting 2017 Ratemaking and Product Management Seminar attendees, and their respective employees and agents, for any damages, loss or theft to property, personal injury, cancellations, errors or omissions in postings or listings, or any other acts or failure to act. In the event that CAS shall be held liable for any event that might result from an exhibitor's

action or failure to act in any manner whatsoever, such exhibitor shall reimburse CAS and hold CAS harmless from liability resulting therefrom. In no event will CAS have any liability for any incidental, indirect, special, punitive, or consequential damages, including without limitation loss of profits, even if advised of the possibility of such damages.

10. Compliance: In the event of violation by any exhibitor of any of these terms and conditions, or if for any reason CAS considers the exhibition to be objectionable or contrary to the intent and purpose of the 2017 Ratemaking and Product Management Seminar, the exhibit may be removed from the area in CAS's sole discretion. In such an event, CAS will not be liable for returning materials, refunding the exhibitor fee, or any related costs or damages.
11. Indemnification: Each exhibitor and sponsor shall indemnify and hold harmless CAS, the show management company, the convention center, and participating hotels, and their respective officers, directors, members, volunteers, contractors, agents, and employees, from and against any and all liabilities, damages, actions, losses, claims and expenses (including attorneys' fees and costs) resulting from negligent or willful acts or omissions, or breach of these terms and conditions by the exhibitor or sponsor, its employees, agents, or contractors.
12. Force Majeure: Should fire, hurricane, earthquake, flood, strikes, civil disturbance, Acts of God, political or social boycott, or any other circumstances beyond the control of CAS make it illegal, impossible, commercially impractical, or inadvisable to hold the 2017 Ratemaking and Product Management Seminar at the scheduled time, CAS may postpone or cancel its 2017 Ratemaking and Product Management Seminar and CAS shall retain such part of the exhibit and sponsorship fees as shall be required to compensate CAS for reasonable expenses incurred up to the time of such postponement or cancellation. All remaining exhibit and sponsorship fees shall be refunded.
13. **Give-away items and printed literature: Items/copies intended to be distributed with attendee registration materials should be sent for delivery to the address specified for arrival by March 25, 2017.** 750 is an estimate for the number of registered attendees and the therefore the quantity of materials required. The actual number of attendees may be lower or higher. **Materials that are not received at the specified address by March 25, 2017 will not be distributed with attendee registration materials.**
14. Amendment of Terms and Conditions: CAS reserves the right to make changes, amendments and additions to these terms and conditions, policies, or other 2017 Ratemaking and Product Management Seminar requirements or rules at any time, and all changes, amendments, and additions so made shall be binding on exhibitors and sponsors with the provision that they will be advised in writing of any such changes. Any matters not specifically covered are subject to the discretion of CAS.



EXHIBITOR AND SPONSOR APPLICATION

2017 CAS Ratemaking and Product Management (RPM) Seminar and Workshops March 27–29 2017, San Diego, CA

Sponsor/Exhibitor Application

Indicate the organization name with proper capitalization and spacing, EXACTLY as it should appear on all materials:

Organization website to be linked to from CAS website: _____

Organization Twitter handle to be included in meeting app: _____

Identify the contact who will be receiving all sponsor and exhibitor-related materials and information:

Contact Name: _____ Contact Title: _____

Phone: _____ Email: _____

Primary Exhibitor Name Badge: _____
(One complimentary full conference registration included with exhibit booth)

Additional Exhibitor ONLY Badge(s): _____
*Does NOT Allow Attendee into Educational Sessions, Only the Exhibit Hall and Food/Beverage Functions. Fee Applies.

Specify Type of Registration Insert or Give-Away Item: _____
*Example: Flyer, water bottle, highlighter, etc. Fee applies.

Upon submitting this form please also email Alice Chambers the following items to be included on the Seminar website:

- Company Logo:** File must be in vector format (.eps, .ai) or high resolution jpeg of at least 300 dpi.
- Company Description:** No longer than 350 words.

Opportunity	Regular Cost	Cost for Partners	Check to Select
Exhibitor	\$2,250	\$1,800	
Additional Exhibitor Only Badge(s)	\$450	\$450	SOLD
Monday Reception	\$5,000	\$4,000	SOLD
Tuesday Reception	\$5,000	\$4,000	SOLD
Tuesday Luncheon	\$4,250	\$3,400	SOLD
Breakfast			
Tuesday Breakfast	\$1,250	\$1,000	SOLD
Wednesday Breakfast	\$1,250	\$1,000	
Power Tower	\$4,000	\$3,200	SOLD
Room Key	\$2,000	\$1,600	SOLD
Wireless Access	\$3,000	\$2,400	SOLD

Should one or more of the opportunities selected not be available, please list alternative opportunities that may be of interest:

Opportunity	Regular Cost	Cost for Partners	Check to Select
Networking Break Sponsor <i>*If your selected time is unavailable, you will have the opportunity to select from available times. Exact time is subject to change.</i>			
Tuesday, 9:30 a.m. – 10:00 a.m.	\$1,000	\$800	
Tuesday, 1:30 p.m. – 2:00 p.m.	\$1,000	\$800	
Tuesday, 3:15 p.m. – 3:45 p.m.	\$1,000	\$800	
Wednesday, 9:00 a.m. – 9:30 a.m.	\$1,000	\$800	
Wednesday, 10:45 a.m. – 11:15 a.m.	\$1,000	\$800	
Meeting App Sponsor	\$2,000	\$1,600	SOLD
Registration Insert or Give-Away Item	\$1,250	\$1,000	
TOTAL			

PAYING BY CREDIT CARD

Scan and email the application form to:
Katie Hettler at Khetler@casact.org

PAYING BY CHECK

Mail your application with check payable to:
Casualty Actuarial Society
P.O. Box 425
Merrifield, VA 22116-0425

Credit Card # _____ Exp. Date (MM/YY) _____

Cardholder Name _____

Signature _____

Credit Card Billing Address _____