



ANNUAL MEETING

November 9-12, 2020 - Online Event

SPONSOR AND EXHIBITOR PROSPECTUS

This year the Casualty Actuarial Society is proud to present the 2020 Annual Meeting as a completely virtual event, November 9-12, 2020. This virtual meeting has opportunities for education, networking, and meeting with exhibitors, all within an immersive environment designed to make you feel like you are at an in-person meeting.

Exhibitor Highlights:

- Dedicated time for exhibits and networking with no other scheduled events or sessions at these times.
- Raffle for \$250 Amazon Card for attendees who visit each of the Exhibitors.
- Fully customizable virtual exhibit booth. ***Training will be provided.**
- Pre-Meeting exposure on the Virtual Annual Meeting web page with your logo and link.
- Pre- **OR** Post-show attendee list with contact information, provided in an Excel spreadsheet for one-time use.

Important Deadlines for Sponsors and Exhibitors:

- Exhibitor Booth Builder Training will take place the week of **October 22 at 3pm ET.**
- All booths **MUST** be **finalized by EOB on October 30.**
- Exhibitor Booth Staffer Training will take place on **November 6 at 2:30 PM ET.**
- All sponsor ads and banners **MUST** be **submitted by EOB on October 22.**





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About the Virtual Platform

The CAS Annual Meeting will use the same platform as the award-winning CAS In Focus Virtual Seminar, which was recognized last year with an award for excellence in e-learning programs by Association Trends. Attendees of past CAS virtual events shared their experience, which provides a preview of what you can expect from the CAS Annual Meeting:

“ It was a very positive experience. The platform was very impressive, including the virtual activities you could explore.

–Jay Gotelaere, Executive Vice President – Global Risk Consulting Commercial Risk Solutions at Aon

“ The virtual chat was my favorite feature and I encourage others who partake to do more “networking” since it’s the best way to participate. Find some folks after a presentation and ask them what they got out of it. Make a connection or two!

–Steve Armstrong, CAS President

“ The virtual exhibits were a cool feature and the virtual networking was a good idea...

–Joe Izzo, Senior Vice President, Insurance Programs Operations at ISO

“The things I enjoyed the most about the CAS Virtual Spring Meeting were the visual aesthetics of the booth and the ability to list several options/links for people to review. I also enjoyed the session topics and the virtual reception. Overall, it was a great experience for DW Simpson. We appreciate all that the CAS did to make it possible!”

Julie Garwood, Sr. Manager at DW Simpson – Global Actuarial & Analytics Recruitment



“The Booth was not as difficult to set up as I thought it would be and exhibits spaces had additional spots of advertising which was a nice added benefit. What I liked the most was that CAS has stats tracking the attendance, interaction with the exhibits and such. That’s good information to have which you don’t get from a live meeting. Also liked the group chat in the lounge and puzzles. Overall, my feedback is very positive. It was nice that some of the options did allow for remote interactions like the chat and emails.”

Nick LaPenta, Marketing at Travelers



“The virtual booth was easy to create and navigate. Some of the things I enjoyed the most about the event were the Virtual Tuesday Reception and seeing the post-event stats.”

Chris Whipple, Sr. National Marketing Manager at Red Mountain Technologies





Sponsorship Opportunities

The CAS Annual Meeting sponsorship packages are:

Gold Sponsorship Package (\$3,500) includes:

- Sponsored Lunch & Learn (content provided and presented by sponsor)
- Virtual Booth in Exhibit Hall which includes -
 - Video Files
 - Logo, documents and links
 - Private/Group Live Chat
 - Welcome video/image and/or company description
- Banner on Top Section of Main Lobby
- Holding Slides Banner
- Pre-seminar exposure on event's web page with company logo linking to preferred website
- Two (2) Exhibitor registration and two (2) complimentary registrations to the virtual event
- Pre- or post-meeting list of attendees with contact details for **one-time use**
- Social media recognition

Silver Sponsorship Package (\$3,000) includes:

- Virtual Booth in Exhibit Hall which includes -
 - Video Files
 - Logo, documents and links
 - Private/Group Live Chat
 - Welcome video/image and/or company description
- Banner on Top Section of Main Lobby
- Holding Slides Banner
- Pre-seminar exposure on event's web page with company logo linking to preferred website
- Two (2) Exhibitor registration and one (1) complimentary registration to the virtual event
- Pre- or post-meeting list of attendees with contact details for **one-time use**
- Social media recognition

Bronze Sponsorship Package (\$2,500) includes:

- Virtual Booth in Exhibit Hall which includes -
 - Video Files
 - Logo, documents and links
 - Private/Group Live Chat
 - Welcome video/image and/or company description
- Banner on Top Section of Main Lobby
- Pre-seminar exposure on event's web page with company logo linking to preferred website
- One (1) exhibitor registration and one (1) complimentary registrations to the virtual event
- Pre- or post-meeting list of attendees with contact details for **one-time use.**
- Social media recognition



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Additional Sponsorship Opportunities:

Banner Ads:

Gain exposure for your company through a banner ad, which will appear in the high-traffic areas of the CAS Annual Meeting and is viewable by all attendees. Note that these are not exclusive opportunities as all banner ads are rotating:

- **Chat Room Banner Ad (\$1,800) Limited to 3:** Banner ad will appear next to the Chat Room of the virtual event.
- **Top Lobby Rotating Banner Ad (\$1,600):** Banner will appear at the top area of the Lobby of the virtual event next to the welcome video.
- **Marquee Rotating Banner Ad (\$750):** Banner ad will appear at the bottom of the virtual event platform and will be visible to attendees throughout the event.

Event Sponsor (\$1,500) includes:

- Banner ad in Main Lobby (Top and bottom sections)
- Pre-seminar exposure on event's web page with company logo linking to preferred website
- Two (2) complimentary registration to the virtual event
- Pre- or post-meeting list of attendees with contact details for **one-time use.**
- Social media recognition

Virtual Exhibit Booth-Only (\$1,500):

- Ongoing company logo on footer throughout environment
- Linked company logo on email
- Logo on exhibit space
- Product listing
- Downloadable resources
- Video greeting in exhibit space
- External links in exhibit space
- One (1) complimentary Exhibitor Registration

Sponsored Luncheon/Lunch & Learn (\$1,500) includes:

This opportunity allows attendees to learn about various topics and network face-to-face with other attendees/sponsors/exhibitors via Microsoft Teams. Topics are to be provided and presented by the sponsor. Pricing includes:

- Two (2) full complimentary registration to virtual event
- [Website promotion](#) (Click on the link to see Virtual RPM's Luncheon Promo)
- Two mentions/logo exposure in both "Know before you go" email to all attendees
- Virtual Platform Promotion
- Pre- or post-meeting list of attendees with contact details for one-time use.
- Social Media Mentions



NEW! Puzzle Sponsor (\$1,000) includes (Limited to 4):

Make your banner ad or logo a puzzle to build brand awareness. You are welcome to bring more fun and interaction by asking attendees to take a screenshot once the puzzle is solved and they can submit to you for a chance to win a prize.



NEW! Holding Slide Ad (\$500) includes:

Take advantage of this opportunity to celebrate your new designees, promote your business, or highlight new products. Your slide will be included during a slide show that will be shown between presentations/sessions throughout the events on Monday.

NEW! Snack Sponsor (\$500) includes:

Take advantage of this opportunity to promote to attendees the benefit of receiving a snack or lunch deliver to their home or a gift card from a food establishment (such as Subway, Papa Johns, etc.).



Example image from vendor: [Simpalo Snacks](#)



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**Preliminary
Schedule:
(subject to change)**

TUESDAY, NOVEMBER 10

9:30 a.m. - 10:00 a.m.	Facilitated Networking Opportunities
10:00 a.m. - 10:15 a.m.	Welcome Message
10:15 a.m. - 11:15 a.m.	Featured Speaker: Todd Buchholz
11:15 a.m. - 12:00 p.m.	Networking with Exhibitors - Break
12:00 p.m. - 1:30 p.m.	General Session I
1:30 p.m. - 2:15 p.m.	Networking with Exhibitors – Break
2:15 p.m. - 3:30 p.m.	Concurrent Sessions 1 (5)
3:30 p.m. - 4:15 p.m.	Networking with Exhibitors – Break
4:15 p.m. - 5:30 p.m.	Concurrent Sessions 2 (5)
5:30 p.m. - 6:30 p.m.	Virtual Receptions

WEDNESDAY, NOVEMBER 11

9:30 a.m. - 10:00 a.m.	Facilitated Networking Opportunities
10:00 a.m. - 11:30 a.m.	General Session II (90 min)
10:00 a.m. - 11:30 a.m.	General Session III (90 min)
11:30 a.m. - 12:30 p.m.	Networking with Exhibitors – Break
12:30 p.m. - 1:45 p.m.	Concurrent Sessions 3 (5)
1:45 p.m. - 2:30 p.m.	Networking with Exhibitors – Break
2:30 p.m. - 3:45 p.m.	Concurrent Sessions 4 (5)
4:00 p.m. – 5:00 p.m.	Virtual Roundtables

THURSDAY, NOVEMBER 12

9:30 a.m.- 10:00 a.m.	Facilitated Networking Opportunities
10:00 a.m. - 11:15 a.m.	Concurrent Sessions 5 (5)
11:15 a.m. - 12:15 p.m.	Networking with Exhibitors – Break
12:15 p.m. - 1:30 p.m.	Concurrent Sessions 6 (5)
1:30 p.m. - 2:15 p.m.	Networking with Exhibitors – Break
2:15 p.m. - 3:45 p.m.	General Session IV
3:45 p.m. - 4:00 p.m.	Closing Announcement



Exhibitors and Sponsor Provisions:

By submitting this application, you agree to exhibit under and comply with these provisions:

1. **All participating sponsors are subject to these terms and conditions.** Sponsors should review these terms before applying. Questions regarding these terms should be directed to Clarisa Figueroa (cfigueroa@casact.org).
2. **CAS Sponsors are prohibited from hosting events or special meetings** during the program's educational sessions, and/or networking breaks.
3. **Participation:** The CAS reserves the right to refuse approval of any applicant who, in the opinion of CAS, deals in products or services unrelated to the event 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 October 30, 2020 will receive a full refund minus a \$200 Administrative Fee. **Cancellations received after October 30, 2020 will not receive a refund.**
6. **Indemnification:** Each 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.
7. **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 event at the scheduled time, CAS may postpone or cancel the event and CAS shall retain such part of the sponsorship fees as shall be required to compensate CAS for reasonable expenses incurred up to the time of such postponement or cancellation. All remaining sponsorship fees shall be refunded.
9. **Amendment of Terms and Conditions:** The CAS reserves the right to make changes, amendments and additions to these terms and conditions, policies, or other requirements or rules at any time, and all changes, amendments, and additions so made shall be binding to 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.

Signature: _____

Date: _____

Printed Name: _____

Title: _____



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Exhibitor/Sponsor Application:

I. Sponsorship Information

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

Organization/Company website to be linked from CAS Website and Twitter handle (Ex: @orgname):

Sponsorship Opportunity	Regular Cost	Cost for Society Partners (20% off)	Check to Select
Gold Sponsor	\$3,500	\$2,800	<input type="checkbox"/>
Silver Sponsor	\$3,000	\$2,400	<input type="checkbox"/>
Bronze Sponsor	\$2,500	\$2,000	<input type="checkbox"/>
Event Sponsor	\$1,500	\$1,200	<input type="checkbox"/>
Virtual Exhibitor Booth	\$1,500	\$1,200	<input type="checkbox"/>
Banner Ad: Chat Room (3 limit)	\$1,300	\$1,040	<input type="checkbox"/>
Banner Ad: Top Banner	\$1,100	\$880	<input type="checkbox"/>
Banner Ad: Bottom Banner	\$550	\$440	<input type="checkbox"/>
Sponsored Reception/Luncheon	\$1,000	\$800	<input type="checkbox"/>
Puzzle Sponsor (4 limit)	\$1,000	\$800	<input type="checkbox"/>
Snack Sponsor	\$550	\$440	<input type="checkbox"/>
Holding Slides Sponsors	\$550	\$440	<input type="checkbox"/>

II. Exhibitor-Only Information:

Main exhibitor and additional contacts that need access to the exhibit booth:

1. Primary Complimentary Exhibitor Full Name:

2. Additional Exhibitor (\$200 fee):

III. Sponsor Complimentary Registrations/ Exhibitor Registrations:

Please indicate the names of the attendees that will be utilizing the meeting registration(s) and exhibitor passes for your organization.



Event Sponsorship: Receive 2 complimentary seminar registrations.

Seminar Registrants Full Name:

1. _____ 2. _____

Gold Sponsorship: Receive 2 complementary seminar registrations and 2 exhibitor registrations.

Seminar Registrants Full Name:

1. _____ 2. _____

Exhibitor Full Name:

1. _____ 2. _____

Silver Sponsorship: Receive a 1 seminar registration and 2 complimentary exhibitor registration.

Exhibitors Full Name:

Seminar Registrant Full Name:

1. _____ 1. _____

2. _____

Bronze Sponsorship: Receive a 1 seminar registration and 1 complimentary exhibitor registration.

Complimentary Registrant Name:

Complimentary Exhibitor Registration:

1. _____ 1. _____

Payment Information:

Check Payment

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

Charge CAS Society Partner Account

*Only available for Diamond Partners,
Platinum Partners, Gold Partners, Silver
Partners, Bronze Partners*

Credit Card Payment

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

Cardholder Name: _____

Credit Card Billing Address: _____

Signature: _____

* Fax your application to 703-276-3108: Casualty Actuarial Society, Attn. Clarisa B. Figueroa