



CASUALTY · LOSS · RESERVE · SEMINAR

September 10-12, 2017

Loews Philadelphia Hotel • Philadelphia, Pennsylvania

SPONSOR AND EXHIBITOR PROSPECTUS

The 2017 Casualty Loss Reserve Seminar (CLRS) is scheduled for September 10-12, 2017, at the Loews Philadelphia Hotel in Philadelphia, PA.

Why Sponsor and Exhibit at the 2017 CLRS?

- With three general sessions and 60+ concurrent sessions on current issues in loss reserving, the CLRS is the premier educational event for property-casualty insurance professionals engaged in estimating unpaid claims!
- Promote your organization to an expected audience of 650+ risk professionals.
- Showcase your products and services to key influencers in purchase decisions.
- Increase your organization's brand recognition among risk and insurance managers, actuaries, accountants, underwriters, insurance regulators, and others who require an understanding of developments in loss reserve methods and models.

EXHIBITOR/SPONSOR SCHEDULE **subject to change*

Sunday, September 10

3:00 p.m. – 5:00 p.m. Exhibitor Set-up
5:30 p.m. – 7:00 p.m. Welcome Reception and Exhibits

Monday, September 11

7:00 a.m. – 8:00 a.m. Continental Breakfast and Exhibits
9:30 a.m. – 10:00 a.m. Refreshment Break and Exhibits
12:45 p.m. – 1:45 p.m. Luncheon (No exhibits)
3:00 p.m. – 3:30 p.m. Refreshment Break and Exhibits
5:00 p.m. – 6:00 p.m. Reception and Exhibits

Tuesday, September 12

7:00 a.m. – 8:00 a.m. Continental Breakfast and Exhibits
9:15 a.m. – 9:45 a.m. Refreshment Break and Exhibits
11:00 a.m. – 11:30 a.m. Refreshment Break and Exhibits
12:45 p.m. – 1:45 p.m. Luncheon (No Exhibits)
3:00 p.m. – 4:30 p.m. Exhibitor Breakdown

You may leave your tabletop 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.

Exhibitor Highlights

- Receptions, breakfasts, and breaks in the Exhibit Hall to attract attendees to your tabletop.
- Dedicated time for Exhibits, Networking, and Refreshment Breaks, with no other scheduled events or sessions at these times.
- Raffle for prize for attendees who visit each of the Exhibitors.

Exhibit Fee of \$2,250 Includes:

- One six-foot skirted table, two chairs, and one easel for signage in an eight-foot wide area.
- 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.
- Admittance for exhibitor registrant(s) to the Seminar receptions, breakfasts, luncheons, and refreshment breaks.

Benefits for Exhibitors/Sponsors/Advertisers

- Pre-Seminar exposure on the CLRS web page with your company name, logo, link, and short description.
- Onsite exposure through verbal acknowledgement during the opening general session.
- Inclusion in the on-site program and mobile app 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 August 10, 2017, to be included in the onsite program and mobile app.**
- Exhibitor/Sponsor ribbons for all company representatives in attendance.
- Pre- OR Post-show attendee list with contact information, provided in an Excel spreadsheet for one-time use.

Registration Insert or Give-Away Item

All printed materials and give-away items that are to be included in the registration bags, must be shipped directly to the hotel for arrival between September 4 – September 8, 2017

Ship 700 copies/items to:

Loews Philadelphia Hotel
1200 Market Street
Attention: Katie Hettler
Philadelphia, PA 19107
Box ____ of ____

Exhibitors

All items that are for your exhibit booth should be sent directly to the hotel. Items for your booth MUST be labeled differently than items for the registration bags.

For arrival between September 4 – September 8, 2017.

Company Name:
Company Booth Representative:
Booth #
Date Arriving at the Hotel:
1200 Market Street
Philadelphia, PA 19107
Box ____ of ____.

Sponsor Opportunity	Additional Benefits	Regular Cost	** Cost for Society Partners (20% off)
Receptions (2 available)	Sponsor logo on tent cards placed on tables; sponsor may provide cocktail napkins with company logo	\$5,000 each	\$4,000 each
Luncheons (2 available)	Sponsor may offer welcome remarks; sponsor logo on tent cards placed on tables.	\$4,250	\$3,400
Breakfasts (2 available)	Sponsor logo on tent cards placed on tables.	\$1,250 each	\$1,000 each
Networking Breaks (4 available)	Sponsor logo on tent cards placed on tables.	\$1,000 each	\$800 each
Meeting App Sponsor	Company logo and website link provided on homepage	\$2,000	\$1,600
WiFi	Recognition of sponsor on url landing page and in onsite brochure/website.	\$3,000	\$2,600
NEW InCharged Charging Station*	NEW! Place your company logo prominently on a secure charging station. Sponsor may also sponsor individual key cards to be distributed to all attendees.	*\$4,000	*\$3,200
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 (Estimated additional cost of \$3,300).	\$2,000	\$1,600
Registration Insert or Give-Away Item	Have your company brochure or flyer distributed to every attendee in the registration materials.	\$1,250	\$1,000
Exhibitor	Display your products and services in the Exhibit Hall.	\$2,250	\$1,800

***The price with individual key cards is + \$650 per 500 units.**

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.

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

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 rules, regulations, and policies. Exhibitors and sponsors should review this material before submitting an application. Questions regarding these provisions should be directed to Katie Hettler (Khetler@casact.org).
2. **CAS sponsors and/or exhibitors are prohibited from hosting events or special meetings during the program's educational sessions, receptions, meals, and/or Networking breaks.**
3. Objectives: The Seminar and Exhibitor Area are the property of and produced for the Casualty Actuarial Society and its partners. Their purpose is to provide educational information on loss reserving issues. 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.
4. Participation: CAS reserves the right to refuse space to any applicant who, in the opinion of CAS, deals in products or services unrelated to loss reserving or who is unlikely to contribute to the overall objectives or purpose of the show.
5. **Cancellations received by August 10, 2017 will receive a refund minus a \$200 administrative fee. Cancellations received after August 10, 2017 will receive no refund.**
6. Exhibiting companies are responsible for shipment of all materials to the Hotel, tabletop exhibit set-up and tear down, and any other responsibilities therein, including shipping/receiving expenses charged by the hotel. If you require additional equipment for your tabletop exhibit, please use the attached form.
7. 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.
8. Floor Plan: The floor plan for this show will be maintained as originally presented wherever possible. However, management reserves the right to modify the plan to the extent necessary for the best interests of the show, exhibitors, and industry.
9. Waiver: Any organization exhibiting materials at the CLRS waives all claims against the seminar and CAS 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 the 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 the CAS and hold them harmless from liability resulting there from.
10. Compliance: All organizations that exhibit will be bound by and subject to the rules and regulations of the hotel. If any representative of an organization whose exhibit has been approved continues any conduct in violation of any of these rules, regulations, or policies, or if for any reason the Seminar Management considers the exhibition to be objectionable or contrary to the intent and purpose of the Seminar, the exhibit will be removed from the area. In such an event, Seminar Management will not be liable for returning materials, refunding the seminar fee, or any related costs or damages.
11. Give-away items and printed literature: Items/copies intended to be distributed with delegate registration materials should be sent for delivery to the address specified for arrival September 4-8, 2017. 700 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 September 8, 2017 will not be distributed with delegate registration materials.** Leftover items/copies will not be sent back to the sender.

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Sponsor/Exhibitor Application

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

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

Contact Person and Title: _____

Phone: _____ Email Address: _____

Primary Exhibitor Name Badge: _____

(One complimentary full conference registration included with booth)

Additional Exhibitor ONLY Badge(s): _____

*Does NOT Allow Attendee into Educational Sessions, Only the Exhibit Hall and Food/Beverage Functions. (Fee applies for each additional exhibitor badge, see below)

Sponsor Opportunity	Regular Cost	Cost for Partners	Check to Select	
Reception	\$5,000	\$4,000	<i>Sunday</i>	
			<i>Monday</i>	
Breakfast	\$1,250 each	\$1,000 each	<i>Monday</i>	
			<i>Tuesday</i>	
Luncheon	\$4,250 each	\$3,400 each	<i>Monday</i>	
			<i>Tuesday</i>	
Networking & Refreshment Break	\$1,000 each	\$800 each	<i>Monday Morning</i>	
			<i>Monday Afternoon</i>	
			<i>Tuesday 9:15 a.m.</i>	
			<i>Tuesday 11 a.m.</i>	
Meeting App	\$2,000	\$1,600		
Wireless Access	\$3,000	\$2,600		
Room Key	\$2,000 (+ production & distribution cost)	\$1,600 (+ production & distribution cost)		
InCharged Charging Station	\$4,000 (optional: +\$650 per 500 keys)	\$3,200 (optional: +\$650 per 500 keys)		
Registration Insert or Give-Away Item	\$1,250	\$1,000		
Exhibitor	\$2,250	\$1,800		

Paying by Credit Card

Fax your application to:

Casualty Actuarial Society
Katie Hettler
703-276-3108

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 _____