

# 2018 CASUALTY LOSS RESERVE SEMINAR

## Sponsor and Exhibitor Prospectus

The 2018 Casualty Loss Reserve Seminar (CLRS) is scheduled for September 5<sup>th</sup> - 7<sup>th</sup>, 2018 at the Anaheim Marriott in Anaheim, California

### Why sponsor and exhibit at the 2018 CLRS?

With 60+ different sessions on current issues in loss reserving, CLRS is the premier educational event for property & casualty insurance professionals engaged in estimating unpaid claims. Firms that provide software solutions to assist the actuarial community with loss reserving will value the exposure to the concentration of attendees at the CLRS.

### A. Exhibitor Highlights

1. Receptions, breakfasts, and refreshment breaks in the Exhibit Hall to attract attendees to your tabletop.
2. Dedicated time for exhibits and networking with no other scheduled events or sessions at these times.
3. Raffle for prize for attendees who visit each of the Exhibitors.

### B. Exhibit Fee of \$3,000 Includes:

1. One six-foot skirted table, two chairs, and one easel for signage in an eight-foot wide area.
2. One full conference registration for each table-top space purchased. **Additional exhibitor-only badges may be purchased in advance or at the seminar for \$450 each.**
3. Admittance for exhibitor registrant(s) to the Seminar receptions, breakfasts, luncheons, and refreshment breaks.

### C. Benefits for Exhibitors/Sponsors/Advertisers

1. Pre-Seminar exposure on the CLRS web page with your company name, logo, link, and short description.
2. Onsite exposure through verbal acknowledgement during the opening general session.
3. 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 9th, 2018, to be included in the onsite program and mobile app.**
4. Exhibitor/Sponsor ribbons for all company representatives in attendance.
5. Pre- OR Post-show attendee list with contact information, provided in an Excel spreadsheet for one-time use.

**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 August 27<sup>th</sup> and 31<sup>st</sup>, 2018. Ship 700 copies/items to:**

Anaheim Marriott  
Attention: Clarisa Figueroa  
700 West Convention Way  
Anaheim, CA 92802  
Box \_\_\_\_ of \_\_\_\_

**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; and for arrival between August 27th -31st, 2018.**

Company Name:  
Company Booth Representative:  
Booth #  
Date Arriving at the Hotel:  
700 West Convention Way  
Anaheim, CA 92802  
Box \_\_\_\_ of \_\_\_\_

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#### Schedule

<b>WEDNESDAY, SEPTEMBER 5, 2018</b>	
5:30 p.m. – 7:00 p.m.	Seminar Reception with Exhibits
<b>THURSDAY, SEPTEMBER 6, 2018</b>	
7:00 a.m. – 8:00 a.m.	Breakfast with Exhibits
9:30 a.m. – 10:00 a.m.	Refreshment Break with Exhibits
3:00 p.m. – 3:30 p.m.	Refreshment Break with Exhibits
5:00 p.m. – 6:00 p.m.	Reception with Exhibits
<b>FRIDAY, SEPTEMBER 7, 2018</b>	
7:00 a.m. – 8:00 a.m.	Breakfast with Exhibits
9:15 a.m. – 9:45 a.m.	Refreshment Break with Exhibits

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.

#### Set-up Details

<b>WEDNESDAY, SEPTEMBER 5<sup>TH</sup>, 2018</b>	
1:00 p.m. – 5:00 p.m.	Exhibitor Set-up
<b>FRIDAY, SEPTEMBER 7, 2018</b>	
1:15 p.m. – 2:30 p.m.	Breakdown

#### Engagement Opportunities

<b>THURSDAY, SEPTEMBER 6, 2018</b>	
12:45 p.m. – 1:45 p.m.	Luncheon
<b>FRIDAY, SEPTEMBER 7, 2018</b>	
12:30 p.m. – 1:15 p.m.	Box Lunch

Exhibitors are welcome to join attendees for lunch.

Sponsor Opportunity	Additional Benefits	Regular Cost	Cost for Society Partners (20% off)
Reception (2 available)	Sponsor logo on tent cards placed on tables; sponsor may provide cocktail napkins with company logo	\$6,000	\$4,800
Luncheons (2 available)	Sponsor may: <ul style="list-style-type: none"> <li>offer welcome remarks during Thursday luncheon;</li> <li>have logos on tent cards placed on tables;</li> <li>place promotional items on tables</li> <li>have promotional stickers placed on boxed lunches (Friday only)</li> </ul>	\$5,000	\$3,400
Networking Breaks (Bundle of 3)	Sponsor logo on tent cards placed on tables and on signage at entrance.	\$4,000	\$3,200
Meeting App	Company logo and website link provided on homepage	\$4,500	\$3,600
Wireless Access	Recognition of sponsor on URL landing page and in onsite brochure/website. Sponsor is responsible for the cost additional costs ***	\$3,500	\$2,800
Give-away item or Advertiser	Top quality item with sponsor logo; distributed at registration desk to all attendees. Sponsor is responsible for the cost of production*	\$1,250	\$1,000
Room Key	Sponsor may design room key to be distributed to room block at meeting hotel. <b>Sponsor is also responsible for the cost of production.**</b>	\$3,000	\$2,400
Interactive Live Stream	Prominently display your logo during multiple handpicked sessions from the seminar to live stream over the web.	\$3,000	\$2,400
Table-Top Exhibit	Display your products and services in the Exhibit Area.	\$3,000	\$2,400

**\*All items will be sponsored** exclusively and on a first-come, first-serve 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.

**\*\*Art due: July 31<sup>st</sup>.** Estimated cost (based on artwork) = 500-999 keycards, \$1.79-2.11 each + shipping  
Set-up fee varies depending whether is one-sided print or two-sided (Approx. cost for 500 two-sided: \$135 increase)

**\*\*\* Hotel Expenses:** Additional expenses applied based on associated fee, broadcasting and bandwidth fees.

**Tell us about your sponsorship idea for a give-away item.** Contact Clarisa Figueroa at [cfigueroa@casact.org](mailto:cfigueroa@casact.org) or 703-562-1722 if you are interested in discussing sponsorship items.

## Exhibitor and Sponsor Provisions

In submitting 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. Any questions should be directed to Clarisa Figueroa at [cfigueroa@casact.org](mailto:cfigueroa@casact.org)
2. 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.
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 loss reserving or who is unlikely to contribute to the overall objectives or purpose of the show.
4. **Cancellations received by August 7, 2018, will receive a refund minus a \$200 administrative fee. Cancellations received after August 9, 2018, will receive no refund.**
5. 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 contact Clarisa Figueroa at [cfigueroa@casact.org](mailto:cfigueroa@casact.org) or 703-562-1722.
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. 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.
8. 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.
9. 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.
10. 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 August 27<sup>th</sup> -31<sup>st</sup>, 2018. Seven hundred (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 August 31st, 2018 will not be distributed with delegate registration materials.** Leftover items/copies will not be sent back to the sender.

**Exhibitor and Sponsor Application**  
**2018 Casualty Loss Reserve Seminar (CLRS)**  
 September 5<sup>th</sup> - 7<sup>th</sup>, 2018, Anaheim Marriott in Anaheim, California

**Sponsor/Exhibitor Application**

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

\_\_\_\_\_  
 Main person who will be receiving all sponsor and exhibitor-related materials:

Contact Person and Title \_\_\_\_\_

Phone \_\_\_\_\_

Email \_\_\_\_\_

Emergency Contact Information:

**Primary Exhibitor Name Badge:** \_\_\_\_\_

**(One complimentary full conference registration included with exhibit booth)**

**Dietary or physical restrictions for CAS staff to note:** \_\_\_\_\_

**Additional Exhibitor ONLY Badge(s):** Does NOT Allow Attendee into Educational Sessions. Only the Exhibit Hall and Food and Beverage Functions. Fee applies for each additional exhibitor badge, see Page 1, Section B #2.

Full Name and Title for additional badge \_\_\_\_\_

Emergency Contact Information: \_\_\_\_\_

**Dietary or physical restrictions for CAS staff to note:** \_\_\_\_\_

SPONSOR OPPORTUNITY	REGULAR COST	COST FOR PARTNERS	CHECK TO SELECT	
Receptions	\$6,000	\$4,800	Wednesday	<input type="checkbox"/>
			Thursday	<input type="checkbox"/>
Luncheons	\$5,000	\$3,400	Thursday	<b>SOLD OUT</b>
			Friday (box)	<input type="checkbox"/>
Networking Breaks (Bundle of 3)	\$4,000 each	\$3,200 each	<input type="checkbox"/>	
Meeting App	\$4,500	\$3,600	<input type="checkbox"/>	
Wireless Access	\$3,500	\$2,800	<input type="checkbox"/>	
Give-away item or Advertiser	\$1,250	\$1,000	<input type="checkbox"/>	
Room Key	\$3,000 (+ production & distribution cost)	\$2,400 (+ production & distribution cost)	<b>SOLD OUT</b>	
Charging Station	\$4,000	\$3,200	<b>SOLD OUT</b>	
Interactive Live Stream	\$3,000	\$2,400	<b>SOLD OUT</b>	
Table-Top Exhibit	\$3,000	\$2,400	<input type="checkbox"/>	



**Check Payment**

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

**Credit Card Payment**

Credit Card #: \_\_\_\_\_

Exp. Date (MM/YY): \_\_\_\_\_

Cardholder Name: \_\_\_\_\_

Signature: \_\_\_\_\_

Credit Card Billing Address: \_\_\_\_\_

- \* Fax your application to 703-276-3108: Casualty Actuarial Society, Attn. Clarisa B. Figueroa
- \* You can also email the same at **[cfigueroa@casact.org](mailto:cfigueroa@casact.org)**