



# EXHIBIT & SPONSOR OPPORTUNITIES

## 2010 PIA-VA/DC Fall Conference

Stonewall Jackson Hotel – Staunton, VA – October 3-4, 2010

The following is a list of sponsor opportunities for the upcoming Fall Conference. Sponsorships include recognition of your contribution in publications, a sign denoting your sponsorship of choice during the particular event as well as several recognitions throughout the conference. The dollar amounts listed (with the exception of the exhibit fee) are suggested contribution amounts. You may choose any dollar amount for any function simply by noting the contribution amount next to your chosen activities.

(Choose any of the following)

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| <ul style="list-style-type: none"> <li><input type="checkbox"/> TRADE FAIR TABLETOP EXHIBIT<br/>Member: \$350 / Non-Member:\$400</li> <li><input type="checkbox"/> TRADE FAIR REFRESHMENT BREAKS<br/>\$150 (6)</li> <li><input type="checkbox"/> TRADE FAIR DINNER RECEPTION<br/>\$250 (10)</li> <li><input type="checkbox"/> TRADE FAIR GRAND PRIZE<br/>\$300</li> <li><input type="checkbox"/> SPECIAL OLYMPICS DESSERT BUFFET<br/>\$250 (6)</li> <li><input type="checkbox"/> CONTINENTAL BREAKFAST<br/>\$150 (4)</li> <li><input type="checkbox"/> EDUCATION REFRESHMENT BREAKS<br/>\$150 (6)</li> <li><input type="checkbox"/> COFFEE STATION<br/>\$200 (3)</li> <li><input type="checkbox"/> Box Lunches for CPIA attendees<br/>\$300 (2)</li> </ul> | <ul style="list-style-type: none"> <li><input type="checkbox"/> REGISTRATION PACKETS<br/>\$250 (<i>Exclusive Sponsorship</i>)</li> </ul> <p><b>Education Sessions</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Water Losses - \$400</li> <li><input type="checkbox"/> Laws &amp; Regulations Luncheon – \$300 (3)</li> <li><input type="checkbox"/> Errors &amp; Omissions Loss Control \$300 (2)</li> <li><input type="checkbox"/> CPIA 1 – <i>Position for Success</i> \$500 (2) or \$1,000 (<i>Exclusive Sponsorship</i>)</li> <li><input type="checkbox"/> SCHOLARSHIP-Young Agent \$195</li> <li><input type="checkbox"/> SCHOLARSHIP - New Agent Member \$150</li> <li><input type="checkbox"/> DOOR PRIZE(S) – Circle: \$50 / \$75 / \$100</li> <li><input type="checkbox"/> UNDESIGNATED AMOUNT: _____</li> </ul> |
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Company Name (as it should be shown in publicity) \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Contact Name (Please Print) \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_

Exhibitor Badge Names: (1) \_\_\_\_\_ (2) \_\_\_\_\_  
(if exhibiting @ Trade Show)

**PAYMENT INFORMATION:**

Circle:    Check    Invoice    VISA    MASTERCARD    AMERICAN EXPRESS    Total Amount to Charge \$ \_\_\_\_\_

Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_

Name on Card \_\_\_\_\_ Signature \_\_\_\_\_

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

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Please return completed form to: PIA-VA & DC 8751 Park Central Dr. Suite 140 Richmond, VA 23227  
 Phone: (804) 264-2582  
 or Fax to Attn: Nancy @ (804) 266-1075



## 2010 Fall Conference Trade Fair Details

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- Sponsor** The Professional Insurance Agents Association of VA and DC  
8751 Park Central Drive, Suite 140, Richmond, Virginia 23227  
Phone: 804/264-2582; FAX: 804/266-1075; E-mail: [nancy@piavadc.com](mailto:nancy@piavadc.com)
- This Trade Fair is held in conjunction with the Associations' Fall Conference hosted at Stonewall Jackson Hotel, October 3 - 4, 2010 in Staunton, Virginia. This event is informal in nature and allows ample opportunity to network with agency principals.
- Exhibitors are encouraged to register for and participate in all or any part of the conference.
- Trade Fair Hours** Sunday, October 3, 2010 – 4 p.m. to 7 p.m. and Monday, October 4, 2010 – 7:30 a.m. to 11:00 a.m. (Exhibit set up will begin at 2:30 p.m. on Sunday) *Please note that Monday exhibit hours will run concurrent with breakfast and education sessions.*
- Location** Stonewall Jackson Hotel, 24 S. Market Street, Staunton, VA 24401  
Phone: (540) 885-4848 Toll Free: (866) 880-0024  
Website: [www.stonewalljacksonhotel.com](http://www.stonewalljacksonhotel.com)
- Exhibit Cost:** PIA VA/DC Member \$350 Non-Member \$400  
Fee includes one 6' draped table, two chairs, (2) exhibitor staff tickets to reception, (2) exhibitor staff tickets to Monday breakfast and exhibitor recognition in the Fall Conference News section of *Insider* newsletter.
- Exhibit Size** This is a mini Trade Fair and all exhibits are 6' tabletop exhibits only. Tables are reserved on a first come, first served basis. You will choose your table location upon access to the exhibit area on-site. Locations will not be assigned prior to show.
- Prizes** PIA awards prizes; to become eligible, agents must have every exhibitor initial a card. Most exhibitors also give door prizes with eligibility limited to agents who visit their booths. Plan to collect agent's business cards at your booth & draw your own winners for your door prize. We will periodically announce door prize winners.
- Reserve a Table** Submit the Exhibit & Sponsor Opportunities form to PIA, fax or email address above.
- Dinner** We have scheduled a full dinner reception to be served during the Trade Fair. Immediately following the dinner reception we will host the Special Olympics Bingo. We encourage all exhibitors to participate in the Bingo event.
- Other Activities** Activities not included in your exhibit fee are Monday Lunch Laws & Regulations session and the Errors & Omissions Loss Control session on Monday afternoon. If you would like to attend either of these sessions, please submit a registration form noting your choices.
- Shipping Info** Packages for meetings may be delivered to Stonewall Jackson Hotel two working days prior to set up. Exhibitor will be held responsible for any holding fees incurred. Shipping address and additional information will be sent to vendors prior to the show.
- \*\*Please inform Nancy Kilb, Conference Manager at PIA VA/DC if arrangements have been made to ship items to or from the conference site.**
- Cancellation:** Cancellation of exhibit space prior to 30 days of show will result in a 50% processing fee. No refunds if cancellation is received within 30 days of event. Cancellation penalty will be waived only if space is re-sold. No refunds for no-shows.
- Questions** Call Nancy Kilb at 804/264-2582 or email [nancy@piavadc.com](mailto:nancy@piavadc.com)