

ANNUAL SALES SYMPOSIUM



SURGING INTO THE FUTURE

It is hard to believe that a year has passed so quickly and that it is time for Orange County's most popular and attended event for insurance agents and associated industry professionals. CAHIP-OC is proud to host its Annual Sales Symposium. In this information packet, you will find everything you need to become a top-tier partner and reserve your exhibit space.

Great news! Although inflation is rising quickly, our 2024 Sales Symposium prices have remained the same - for sponsors, exhibitors, and attendees.

We would like to request your support and commitment to join us as a sponsor or exhibitor. We expect agents from the IFP, Medicare, Group, and Ancillary products market in attendance.

Table space is limited to 30 tables, and exhibitor visit time has been expanded to ensure maximum sales opportunities. Get your forms and deposit in now to secure your place in this first-class event! Your participation is your best chance to start the year strong.

Event Highlights

- Learn about the **InsureTech Revolution** and how you can navigate the future of our industry.
- Presentation by keynote speaker
- Opportunities to network with insurance and technology exhibitors
- CE Courses Breakout Sessions:
 - Group Track (2 Units)
 - Medicare Track (2 Units)



**Tuesday
February 13th**

8:00 AM - 3:00 PM

LAKE FOREST COMMUNITY CENTER
100 Civic Center Drive
Lake Forest, CA 92630

California Agents & Health Insurance Professionals – Orange County Annual Sales Symposium

2024 Exhibitor Application

This application is made on the _____ day of the month of _____, 2023 and/or 2024 between:

(Print the **name** of the proposed **exhibitor** in the space provided above)

The above-named company (herein called Exhibitor) and the California Agents & Health Insurance Professionals – Orange County (herein called CAHIP-OC) upon the terms and conditions below.

1) TABLE RENTAL FEES: In consideration of the sum of \$ _____ (see Fee Schedule Page) paid to, and upon acceptance of this application by CAHIP-OC, booth rental shall be provided to the above referenced Exhibitor for the CAHIP-OC Annual Sales Symposium scheduled to be held at Lake Forest Community Center, 100 Civic Center Drive, Lake Forest, CA 92630 on Tuesday, February 13, 2024.

2) TABLE LOCATION: We offer thirty (30) vendor tables that will be available for **tabletop displays**. CAHIP-OC reserves the right to automatically assign the table locations upon receipt of completed contract and payment. CAHIP-OC also reserves the right to assign space as deemed appropriate. The rental of two tables side by side is not assured and may be refused by CAHIP-OC. ****Please note the exhibit space will not include full pipe-and-draped exhibit booths. Due to limited space, large displays and/or banners will not be allowed behind the tables. This is a TABLETOP display event only. Any tabletop display and/or banner cannot exceed 3-ft in height. Each exhibit space will include (1) 6-ft table and 2 chairs.**

CAHIP-OC understands that certain vendors prefer table space near certain vendors, or away from certain vendors. Should this be a consideration for you, please complete the items below:

I prefer to be near: _____.

I prefer not to be near: _____.

3) YOUR OFFICIAL IDENTIFICATION: Exhibitor agrees to let CAHIP-OC use the name of the Exhibitor in any advertising by CAHIP-OC. Exhibitors with names longer than 30 characters including spaces may be shortened at the discretion of CAHIP-OC tradeshow managers.

(In the space above, print the name of your company, as you would like it to appear in all printed materials related to this tradeshow. Use no more than 30 characters including spaces).

4) TABLE FEATURES: It is understood that the Exhibit Fee for each approximate 6' table space includes:

- Symposium registration for two company representatives.
- One six-foot table and two chairs
- A table identification sign.

OPTIONAL FEATURES: Electricity is an optional service provided at no cost and limited to a total of 15 tables. You must bring your own power strip and/or extension cord. Will you need electricity?

_____ Yes _____ No

WiFi is available on a public network.

5) INSTALLATION/BREAKDOWN: Exhibitor shall be responsible for delivery and removal of equipment and display material to and from the exhibit area. **Shipping to Lake Forest Community Center and CAHIP-OC is prohibited.** Your company representatives will need to arrange package handling on their own.

6) ACCEPTANCE OF EXHIBIT: CAHIP-OC reserves the right to reject any application for exhibit space. Exhibitors with display items that in the opinion of CAHIP-OC tradeshow managers interfere with the sight line of nearby exhibitors may be modified by CAHIP-OC.

7) PLACE AND NATURE OF EXHIBIT: Display booths and other exhibits shall not be displayed in a way that interferes with other exhibits. No exhibits that violate any municipal or state laws, rules, or regulations, including safety codes, will be allowed. The use of a heater or any heat-producing device as part of the exhibit is forbidden unless a special permit is first obtained from the local fire department and a copy of the permit is placed in the files of CAHIP-OC. Approval must first be obtained from the local fire department for the use, operations, or presence of electrical, mechanical, or chemical device, which in the opinion of the local fire department or the official exhibit contractor might be hazardous in a public place.

8) RESTRICTION AND LOCATION OF EXHIBITS: CAHIP-OC reserved the right to require any exhibitor to remove any part thereof, which in the sole judgment of CAHIP-OC is not in keeping with the general character of the exhibition or is not in the best interest of the conference, and to remove or relocate any table as needed for the good of the conference and its exhibit. The restriction includes any persons, things, conduct, printed material, or anything of character, which may be objectionable to the exhibit. In the event of such restriction or eviction, CAHIP-OC is not liable for any refunds or rentals or other Exhibition expenses.

9) BOOTH PAYMENT AND CANCELLATION: It is hereby agreed to that an exhibit space may be reserved by Exhibitor at a fee of \$800 if postmarked by 1/31/2024 or \$950 for exhibit space for exhibit postmarked after 1/31/24. **Payment in full must be submitted to reserve exhibit space.** It is further agreed that in the event Exhibitor fails to perform in accordance with the terms and conditions set forth in the contract and within the Rules and Regulations of Exhibit, CAHIP-OC, as its election may cancel the contract and retain the full contract fee.

10) SHOW CANCELLATION: Should any situation beyond the control of CAHIP-OC prevent the opening of the exhibit show, CAHIP-OC shall not be held liable for any expenses incurred by the exhibitor except the rental cost of the booth space.

11) EXHIBIT PERSONNEL: **Each exhibitor is limited to two (2) people working at one table.** All exhibit personnel must be the employees of the exhibitors.

12) FAILURE TO OCCUPY SPACE: Any space which is not occupied by the exhibiting company February 13, 2024, at 8:00 AM will be forfeited by the exhibitor and the space may be resold or used by CAHIP-OC without refund, unless previous arrangements for delayed occupancy have been made in writing by CAHIP-OC and the participating exhibiting company.

13) LIABILITY AND INSURANCE: CAHIP-OC, the facility (hotel, conference center, etc.), employees and or representatives thereof, and other organizations and persons connected with this conference shall not be held responsible for the safety of exhibits against fire, theft, or property damage, or for accidents to exhibitors or their employees from any cause whatsoever, prior to, during or after the period covered by the exhibitor contract. Exhibitors should place their own insurance to cover all contingencies. The exhibitor agrees to indemnify those listed above against any claims for such losses, damage or injury upon signing the contract. The exhibitor expressly releases the foregoing institutions, individuals, and committees for all claims of loss, damage, or injury. This also includes the period of storage prior to and following the Conference. Small or casually portable articles of value should be properly secured or removed for safekeeping during the hours the exhibits are closed. Exhibitor assumes entire responsibility and hereby agrees to protect, indemnify, and defend the losses and damages to persons or property. Governmental charges or fines, and attorney's fees arising out of or caused by exhibitors' installation, removal, or maintenance

occupancy, or use of the exhibition premises or a part thereof. In addition, the exhibitor's property and that it is the sole responsibility of the exhibitor to obtain business interruption and property damage insurance covering such losses by exhibitor.

14) PROTECTION OF EXHIBIT FACILITY PROPERTY: Exhibitors will be held responsible for any damage done to the building by them or their employees. No nails, tacks, or screws shall be driven into the woodwork or floor of the building. No gasoline, kerosene, acetylene candles, or other flammable or explosive substance will be permitted in the building.

15) LITERATURE AND DISTRIBUTION: Printed information may be distributed by exhibitor representatives from the exhibit space only.

16) EXHIBITOR REGISTRATION: All exhibitor representatives must register for the show. Badges may be picked up at the registration desk in the event foyer.

17) BADGES: Badges for your exhibit personnel will be made from the list you submit to CAHIP-OC. Conference badges identify you and are always in evidence during the show. Should the names of the attendee's change, and to ensure a printed badge, the exhibiting company must notify CAHIP-OC in writing at least five (5) days prior to the exhibit opening.

18) VIOLATIONS: It is expected that exhibitors who violate these regulations will respond to CAHIP-OC requests for correction. Eviction from the Conference exhibit may result from violations of these rules and regulations as determined solely by CAHIP-OC. In the event of such eviction, OCAHU is not liable for any refunds of rentals or other exhibition expenses.

19) REGISTRATION & NAME TAGS: Please list all company representatives who will be attending the Conference and representing your company at your booth. Please list any additional representatives or guests as additional attendees below for nametags and conference registration and information. Be sure to include \$50 for each additional guest or attendee if postmarked by January 31, 2024.

AUTHORIZED SIGNATURE OF EXHIBITOR: _____

(I have read, understand, and agree to the rules and regulations regarding the CAHIP-OC exhibit program).

Questions? Contact:

John Evangelista, Annual Sales Symposium Chairperson at john.evangelista@coloniallifesales.com

OR

Gail James Clarke, Executive Director at (714) 441-8951, ext. 3 or orangecountyahu@yahoo.com

CAHIP-OC 2024 EXHIBTOR FEE SCHEDULE PAGE

Exhibitor Name: _____

Address: _____

Telephone: _____ Email: _____

Exhibitor's booth sign should read: _____

(In the space above, print the name of your company as you would like it to appear on the sign over your booth. Use no more than 30 characters including spaces.)

FEE SCHEDULES (Check Appropriate Line):

Place number of Units Ordered in
Blank & Multiply for total.

_____ Exhibit Hall Booth

_____ Postmarked by January 31, 2024

\$800 X _____ = _____.

_____ Postmarked after January 31, 2024

\$950 X _____ = _____.

_____ Electrical Outlet (If Applicable. You must bring your own power strip and/or extension cord.)

_____ ADDITIONAL ATTENDEES (Two included with the table at no additional charge)

_____ Postmarked by January 31, 2024

\$50 X _____ = _____.

_____ Postmarked after January 31, 2024

\$70 X _____ = _____.

_____ **Program Advertising** (Please see attached separate ad fee schedule page): _____ = _____.

Total: Write check to CAHIP-Orange County, 1442 E. Lincoln Ave., PMB 441, Orange CA 92865 = _____.

ATTENDEES (Two included in table registration fees): - **Print Names Neatly Please!**

1) _____ 2) _____

ADDITIONAL ATTENDEES (\$50 each by January 31, 2024 | \$70 each after January 31, 2024)

3) _____ 4) _____

5) _____ 6) _____

7) _____ 8) _____

(For additional attendees, use a separate sheet of paper)

PAYMENT PREFERENCE

- ☐ Check Payment: Email completed form to reserve space. Mail check payment to address listed above.
- ☐ Credit Card Payment: Email completed form to reserve space. An invoice from Square to pay it directly online with a card or bank ACH will be sent to you after CAHIP-OC receives completed form.

Email Completed form to orangecountyahu@yahoo.com

CAHIP-Orange County | 1442 E. Lincoln Avenue, PMB 441 | Orange CA 92865 | orangecountyahu@yahoo.com

Annual Sales Symposium

Program Advertisement Rates and Specs

Ad Size	Fees
Full Page (Color - 8 x 10")	\$550.00
Half Page (Color - 8 x 5" horizontal)	\$400.00
Quarter Page (Color - 4 x 6" vertical)	\$200.00
Business Card (Color)	\$125.00

All other ads are Color, Hi-Quality JPG or Hi-Res PDF files. The ads must reach the Association office (orangecountyahu@yahoo.com) **no later than Friday, January 20, 2024.**

CAHIP-OC Annual Sales Symposium

Great Opportunity Partnerships

Gold Show Partner - \$4,000 | SOLD! Colonial Life

Includes two 6-ft tables + four chairs, four tickets *plus* four additional attendee tickets, podium signage, your pull-up banner at each podium (3), opportunity to speak at podium at a general session, color inside front cover program ad, recognition in printed materials, signage, website and from podium, company welcome video in promotional emails, and in rolling sponsor loop in general session area.

Lunch Service Partner - \$3,000

Includes one 6-ft table + 2 chairs, two tickets *plus* two additional attendee tickets, luncheon napkin with your logo printed, color outside back cover program ad, recognition in printed materials, signage, website and from podium.

☐ **One Available**

Name Badge Partner - \$3,000 | SOLD! Dickerson Insurance Services

Includes one 6-ft table + 2 chairs, two tickets *plus* two additional attendee tickets, color full-page program ad, logo printed on attendee badges and recognition in printed materials, signage, website and from podium.

Registration Bag Partner - \$2,500 | SOLD! SCAN Health Plan

Includes one 6-ft table + 2 chairs, two tickets *plus* two additional attendee tickets, color half-page program ad, your company bag given to each attendee (300), recognition in printed materials, signage, website and from podium.

Keynote Speaker Partner - \$2,500 | SOLD! Coverd CA Small Business

Includes one 6-ft table + 2 chairs, two tickets *plus* two additional attendee tickets, opportunity to introduce the keynote speakers, color full-page program ad, recognition in printed materials, signage, website and from podium.

CAHIP-OC Sales Symposium

Opportunity Partners

Bingo Card Partner - \$2,250

Includes one 6-ft table + 2 chairs, two tickets, color half-page program ad, opportunity to collect bingo cards from agents and present winning agent entry with gift, recognition in printed materials, signage, website and from podium.

☐ **One Available**

Grand Prize Partner - \$2,250 | SOLD! Amwins Connect

Includes one 6-ft table + 2 chairs, two tickets, color half-page program ad, opportunity to collect grand prize raffle tickets, announce and present grand prize to winner, recognition in printed materials, signage, website and from podium.

Registration Table Partner - \$2,250 | SOLD! Word & Brown

Includes one 6-ft table + 2 chairs, two tickets, color half-page program ad, brand advertising at registration tables, recognition in printed materials, signage, website and from podium.

Audio Visual Partner - \$2,250

Includes one 6-ft table + 2 chairs, two tickets, color half-page program ad, recognition in printed materials, signage, website and from podium. Footer logo on partnership slide presentation.

☐ **One Available**

Continental Breakfast Partner - \$2,250

Includes one 6-ft table + 2 chairs, two tickets, color half-page program ad, your company tablecloth on breakfast table, recognition in printed materials, signage, website and from podium.

☐ **One Available**

Refreshments Partner - \$2,000

Includes one 6-ft table + 2 chairs, two tickets, color quarter-page program ad, your company tablecloth on refreshments table, recognition in printed materials, signage, website and from podium.

☐ **One Available**

Printed Program Partner - \$1,750

Includes one 6-ft table + 2 chairs, two tickets, color full-page program ad, recognition in printed materials, signage, website and from podium.

☐ **One Available**

Membership Table Partner - \$1,750

Includes one 6-ft table + 2 chairs, two tickets, color quarter-program ad, recognition in printed materials, signage, website and from podium.

☐ **One Available**

Photography Partner - \$1,750 | SOLD! AGA

Includes one 6-ft table + 2 chairs, two tickets, color quarter-page program ad, recognition in printed materials, signage, website and from podium. Logo on ticket used to get professional headshot taken.

IMPORTANT: *Partnership Payment Options:* Complete the Fee Schedule Page, along with the Partnership page and email back to orangecountyahu@yahoo.com to hold the space.

If you checked the invoice box, one will be sent to you upon receipt of application.

If you checked the mail payment box, email the application, and follow up with payment to:

CAHIP-Orange County, 1442 E. Lincoln Avenue, PMB 441, Orange CA 92865.

Any questions, contact: orangecountyahu@yahoo.com or (714) 441-8951, ext. 3