



Independent Insurance
Agents of Virginia



2024

YOUNG AGENTS CONFERENCE

Exhibit & Sponsorship Opportunities



Anchoring Success in Insurance

Network with Peers. Learn from the best.



October 9 - 11
Sheraton Norfolk Waterside Hotel

Register online at iiav.com

2024 CONFERENCE SCHEDULE

OCTOBER 9

- 3:00 pm – 5:00 pm Registration
- 6:00 pm – 8:00 pm YAC Welcome Reception and Networking – Blue Moon

OCTOBER 10

- 8:00 am – 9:00 am Registration & Breakfast
- 8:00 am – 10:45 am Welcome & Keynote Speaker (specifics to be announced)
- 11:00 am – 12 noon Conference Speaker (specifics to be announced)
- 12 noon – 1:00 pm An interview with Laura Hancock
- 1:30 pm – 3:30 pm Conference Speaker (specifics to be announced)
- 3:30 pm – 5:30 pm Trade Show
- 6:30 pm – 8:30 pm Reception & Awards Dinner
- 8:30 pm – 10:30 pm Visit Waterside

OCTOBER 11

- 8:00 am – 9:00 am Breakfast
- 9:00 am – 11:00 am Conference Speaker (specifics to be announced)
- 11:00 am Closing
- 11:00 am – 12 noon YAC Committee plans for the coming year – Get Involved!

HOTEL INFORMATION



Sheraton Norfolk Waterside Hotel

777 Waterside Drive
Norfolk, VA 23510
757-622-6664

The room rate for the IIAV room block at \$164 per night and is available from Sunday, October 6 thru Saturday, October 14.



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Sponsorship Options

[Register online at iiav.com](https://iiav.com) or use the [registration form on the following page.](#)

Options @ \$1,250

- Bottled Water featuring your logo (1)
- Welcome Gift a reusable tote featuring your logo (1)
- Custom Cups featuring your logo and used at two receptions and awards dinner (1)
- Lanyards featuring your logo (1)
- Name Badges featuring your logo (1)
- Keynote Speaker Sponsor–Thursday (1)
- Speaker Sponsor–Friday (1)

Options @ \$1,000

- Beverage Napkins featuring your logo (1)
- Notepads for all sessions featuring your logo (1)
- Pens for all sessions featuring your logo (1)
- Lunch & Conversation with Laura Hancock (1)
- Speaker Sponsor –Thursday (1)
- Coffee Breaks and Sleeves featuring your logo (1)

Options @ \$750

- Registration Envelope featuring your logo (2)
- Award Reception and Dinner Sponsor featuring your logo throughout reception and dinner (3)
- Tradeshow Sponsor special recognition featured throughout tradeshow (2) Tradeshow Bar featuring your logo (2)
- Tradeshow Hors D'Oeuvres featuring your logo (2)

Options @ \$500

- Welcome Reception Sponsor special recognition featured throughout reception (3)
- Registration Welcome Gift sponsor–provided item for registration bag (4)
- Online Registration Sponsor logo featured on online registration platform (2)

Options @ \$250

- Break Refreshments featuring your logo on signage (4)
- Breakfast Sponsor: Thursday logo featured on signage (4)
- Breakfast Sponsor: Friday logo featured on signage (4)
- Mobile Charging Station featuring your logo on signage (4)
- Registration Envelope Insert promo not to exceed 8.5 x 11 inches. (Item must be received by 10/11) (4)
- Product Line Reference Board featuring your logo on slides throughout the event (4)

Exhibit Information

[Register online at iiav.com](https://iiav.com) or use the [registration form on the following page.](#)

There are 25 booths available for this conference and will be reserved on a first come–first serve basis.

Exhibit space includes one 6 ft. x 30 in. x 30 in. draped table and two chairs. Exhibit spaces will be assigned by IIAV when signed contract is received.

Each exhibiting organization may send up to two representatives per exhibit space. Exhibit space representatives have access to the tradeshow only. Conference attendee registration is required if any other conference events are attended.

Need to ship items in advance? Materials may arrive a maximum of 48 hours prior to October 9. Please label the Group name (IIAV), plus "Hold for Arrival Date of 10/9/2024."

Ship materials to:
Sheraton Norfolk Waterside Hotel
777 Waterside Drive
Norfolk, VA 23510

There will be a handling charge as follows:
Box handling fee up to 25 lbs. \$5.00 per box , 26–100 lbs. \$10 per box, 101 lbs. \$15 per box and Pallets \$150.00 per box.

Additional labor charges may be incurred depending on the size of the shipment, at the discretion of the Hotel. IIAV and Hotel will not be responsible for any shipping charges, damages or loss to any packages or boxes.

Booth Pricing

Member \$450
Non Member \$550

Trade Show Map



Sponsorship & Exhibit Booth Registration

Register Online at iav.com or fax this form to IIAV at 804-747-6557

Company Information

Company Name _____
 Business Address _____
 City/State/Zip _____
 Office Phone _____

Primary Company Contact

Name _____
 Phone _____
 Email _____

Booth Attendee #1

Name _____
 Email _____
 Cell Phone _____

Booth Attendee #2

Name _____
 Email _____
 Cell Phone _____

Sponsorship Selection(s)

Item: _____ Item: _____ Item: _____

IIAV Partners, Use Your Partner Allocation!

Partner Sponsorship Options	Platinum	Gold	Silver	Bronze
Young Agents' Conference "Company Person" Registration(s)	2	1		
Young Agents' Conference "Agent" Registration(s)	2	1		
Young Agents' Conference Event Application Ad Space	✓			
Young Agents' Conference & Tradeshow Sponsorship Allocation	\$1,250	\$1,000	\$750	\$250
Young Agents' Conference Exhibit Space	✓	75% off	50% off	25% off
Listing at Young Agents' Conference Opening Event	Logo	Logo	Logo	Name
Listing on Young Agents' Conference Slideshow	Logo	Logo	Logo	Name
Listing at Young Agents' Tradeshow Entrance	Logo	Logo	Logo	Name
Recognition of Sponsorship with Badge Ribbon	✓	✓	✓	✓

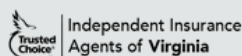
<p>Total Due to IIAV:</p> <p>Exhibit Booth Total \$ _____</p> <p>Sponsorship Total \$ _____</p> <p>Subtotal \$ _____</p> <p>(Partner Convention Allocation) \$ (_____)</p> <p>Total Due \$ _____</p>	<p>Payment Information</p> <p>(Circle one) Check, MC, VISA, DISCOVER, AmEx</p> <p>CC# _____</p> <p>Exp _____ Sec Code _____</p> <p>Billing Address _____</p> <p>Name _____</p> <p>Signature _____</p>
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This contract, including the Terms & Conditions that follow, embodies the whole agreement of the parties hereto. There are no promises, terms, conditions, understandings or obligations other than those contained herein. This contract shall supersede all previous communications, representations and agreements, whether verbal or written between parties.

I have read, understood and agree to the above-stated terms and the Terms & Conditions, as they appear on the next page, governing this contract and I am authorized by my company or organization to sign this contract.

Print Name: _____ Title: _____

Signature: _____ Date: _____



8600 Mayland Drive | Richmond, VA 23294

TERMS AND CONDITIONS FOR SPONSORS & EXHIBITORS

1. RESERVATIONS FOR SPACE will be made in the order in which signed contracts are received. Availability of space will be on a first-come, first-served basis. The YA Conference Committee reserves the right to relocate display areas for the benefit of the exhibitor, or for the betterment of the Conference.

2. PAYMENT AND CANCELLATION POLICY: Exhibit fees must be paid prior to the event cancellation date. Cancellations received by 9/19/24 will receive a 50% refund and must be in writing. NO refunds after 9/19/24.

3. DIMENSIONS AND LIMITATIONS: Exhibits must not exceed 8 feet in height. Exhibits must be constructed so as not to obstruct the view of adjoining exhibit space. Permission to display equipment taller than 8 feet must be obtained from the Exhibit Manager no later than 9/19/24. All entertainment within an exhibit space must have prior approval by IIAV no later than 10/02/24. Maximum occupants per exhibit space not to exceed 2 persons. Others cannot rotate in/out during the show without an event registration. Exhibit space attendees are company representatives that will only be attending the tradeshow. If an exhibit space attendee would like to attend any additional portions of the conference program they will need to register as a full attendee.

4. SIGNAGE: Signs, banners, or archways over the aisles will NOT be permitted.

5. LIABILITY: The exhibitor agrees to protect, save, and keep the Independent Insurance Agents of Virginia and Sheraton Norfolk Waterside Hotel their representatives, employees, and agents forever harmless from any and all damages or charges imposed for violation of any law or ordinance, whether occasioned by the negligence of the exhibitor or the representatives, agents or employees of the exhibitor or those persons acting under the express or implied authority of the exhibitor. Exhibitor also agrees to comply with all applicable terms, conditions, rules, and regulations of Sheraton Norfolk Waterside Hotel. The exhibitor assumes complete responsibility and liability for all loss, damage, or destruction of his/her property, employees, agents, and guests. The Independent Insurance Agents of Virginia and Sheraton Norfolk Waterside Hotel, any officer, agent, or employee thereof, will not be liable for any loss, damage, or destruction of exhibitor's property for theft, fire, accident, or any other cause. The exhibitor also assumes full responsibility and liability for all injury to any and all persons or property caused by the exhibitor, its agents, representatives, or employees. The exhibitor will indemnify and hold harmless the Independent Insurance Agents of Virginia and Sheraton Norfolk Waterside Hotel, their members, directors, officers, agents, representatives, and employees against any and all liability whatsoever arising from any or all damage to property or personal injury or loss caused by the exhibitor, its agents, representatives, employees, or any other such persons.

6. EXHIBIT SET-UP HOURS: Day of event 1:45–3:15 p.m. All exhibits must be set up for an inspection by the Exhibit Manager by 3:15 p.m. NO EXCEPTIONS. (Times are subject to change.)

7. CONFIRMATION OF SPACE: Exhibitors will be notified in writing of exhibit space confirmation (including how to order additional services and shipping info). IIAV reserves the right to make any necessary changes in exhibit space location.

8. SPACE: If space is not occupied by 3:15 p.m. on 10/10/24, it will be forfeited by the Exhibitor and his/her space may be resold, reassigned, or used by the Exhibit Manager without refund. (Times are subject to change.)

9. DISMANTLING HOURS: Displays must be dismantled at the close of the Exhibition, NO SOONER than 5:30 p.m. All exhibits must be dismantled and removed from the exhibit area by 6:30 p.m. The Exhibitor authorizes IIAV and/or Norfolk Waterside Sheraton to remove, at the Exhibitor's expense, any material in the exhibit area belonging to said Exhibitor after 8:00 p.m.

10. PROHIBITIONS: Subleasing or assigning of exhibit spaces or a part of an exhibit space is not permitted. Exhibits, signs, or displays are prohibited in any of the public rooms or elsewhere on the premises of Sheraton Norfolk Waterside Hotel during the event. Absolutely no alcoholic beverages will be served or given away by exhibitors without prior permission. This will be strictly enforced.

11. CONSENT FOR COMMUNICATION: I understand that by providing my e-mail address, I give my consent to receive communication sent by or on behalf of the Independent Insurance Agents of Virginia (and its subsidiaries and affiliates) via e-mail.

12. SOUND DEVICES: The use of sound devices, megaphones, loudspeakers, or other amplified methods of attracting attention is prohibited.

13. AMENDMENT TO REGULATIONS: All matters and questions not covered by these regulations are subject to the decision of Independent Insurance Agents of Virginia. IIAV shall have sole authority to circulate, interpret and enforce all rules and regulations and to make any amendments necessary for the orderly conduct of the Convention.