



InsurTech Nevada

NIIA Annual Tradeshow

2019

February 7, 2019
PALACE STATION.



Where Nevada independent insurance leaders and innovators meet to create opportunity and growth!

Not your ordinary tradeshow.

- **Designed for the Property and Casualty Agent**
- **Expert “Tech Talk” Presentations**
- **Emerging Leaders**
- **Marketplace Floor for Company Exhibitions**
- **The best network event in 2019**

Schedule of Events

3:30 PM – 7:00 PM

Tradeshow Floor is Open

Tech Talks

4:00 PM

Tech Talk 1

Information to come
Presented by: TBD

5:00 PM

Tech Talk 2

Information to come
Presented by: TBD

6:00 PM

Tech Talk 3

Information to come
Presented by: TBD

Winner Winner

It has become a tradition of the NIIA Tradeshow to appreciate independent agents and all they do for the industry. Throughout the event lucky attendees will have the chance to win a variety of prizes. Drawings will be held throughout the event starting at 4 PM with the Grand Prize to be awarded at 6:45 pm.

Must be present to win.

Raffle Prize Itinerary:

4:15 pm	CURVE Screen TV
4:45 pm	TBD
5:15 pm	Tickets to TBD
5:45 pm	\$100 CASH
6:15 pm	\$100 Macy's Gift Card
6:45 pm	Vegas Knights GRAND PRIZE

Many more prizes will be given away throughout the event. Must be present to win. Prizes are for attending Independent Agents only.



Who Should Attend?

Principals

Sales Managers

Producers

Account Managers

CSRs

Guest Room Reservations

Individual guest rooms can be reserved at a discounted rate by clicking [here](#) and using the offer code **EVENTROOM** starting December 19, 2018

Reservations must be made no later than **January 17, 2019**. After the cut-off-date any new reservation or changes to an existing room reservation will be based upon space and rate availability.

In order to confirm/guarantee a room reservation, the Hotel will require a credit card guarantee of arrival for guest room and tax charges. First night's deposit must be guaranteed in advance by valid credit card no later than January 17, 2019.



1. Prepare

Tradeshows offer opportunities for education, networking and exposes you to new ideas and tools in the industry. It can be overwhelming, so plan your visits in advance. Check out the list of exhibitors and times of the educational offerings. This will help you recognize your priorities and ensure you accomplish your goals. Bring business cards and wear a professional name tag.



2. Network, Network, Network!

Networking is the most valuable aspect of a tradeshow. However, remember networking is not “sales”. It is an opportunity for relationship development and maintenance. It is about quality not quantity. It is more productive to make a few strong introductions than just pass out a couple hundred business cards.

Be sure to meet a broad range of all the attendees. If you are bashful, challenge yourself and set a goal of a certain number you will engage in conversation with and exchange your business cards.

When meeting with exhibitors, they will be excited to speak with you. If they appear to be busy, make it a point to set up a time to continue your discussion later. Respect them and the time they must share with all the attendees.



3. Educational Sessions

Anytime you can learn new information and come away with an idea or two to improve your skills you should take advantage of the opportunity. Come to the session with a way to take notes; a note pad or electronic device. List action items so you are productive when you get back to your office. Ask for a copy of the handout or presentation, which may open an opportunity for an email exchange with the presenter.

Tradeshow TIPS

Q. How Can I make the most from attending a resource expo or tradeshow?

A. Tradeshows are like short business boot camps. Everything you need to start or grow your business: potential partners, carriers, premium finance, management systems, rating systems, marketing, mentors and much more.



Nevada Independent Insurance Agents

NIIA 2018/2019 Board

Cindy Fleischer, Chairwoman
Christopher Rogne, Chairman Elect
Adam Heuer, Finance Chair
Scott Kerestesi, Past Chairman
Mark Swarts, National Director
Quincy Branch, Legislative Chair
Steve Wilkins, InsurPac/NIIPAC Chair
Scott Menath, Convention Chair
Vance Jolley, Tradeshow Chair
Jana Foster, Membership Chair
Jennifer Fryer, Education Chair
Rena Trodick, YAC Chair

NIIA 2019 Tradeshow InsurTech Committee:

Vance Jolley, Distinctive Insurance
Jay Harris, Capital Premium Finance
Michael Mitchell, MRM
Kevin Nicotero, Markel

Exhibitor Packet/Registration

February 7, 2019 Palace Station, Las Vegas, NV

The NIIA Annual Tradeshow is the biggest insurance event of the year in Nevada, an event aggressively promoted to hundreds of agents and brokers. Top agency principals and agents alike, as well as customer service representatives, will be in attendance seeking products and services to boost their business potential and to promote to their clients.

What Does It Mean to You?

This is the ultimate showcase event that provides the insurance and financial services industry a powerful platform to showcase leading-edge products and services, learn about evolving industry trends and unmatched networking opportunities with industry leadership.

The Focal Point

The primary benefit for any Exhibitor is the exposure your company receives from the decision makers in an Insurance Agency. This includes agency principles, marketing staff and placement teams, as well as the "backroom" staff. Don't miss the opportunity for quality discussions with the distribution arm of the Independent Agency system.

If your product or service is on this list...

Adjusters	Excess, Surplus & Specialty Lines	Rating Service
Advisory Rating Organizations	Glass Companies	Reinsurance
Agency Management and Sales Appraiser	Health Insurance Products	Rental Car Services
Automation Software and Systems	Insurance Premium Financing	Restoration Services
Auto Body Shop Services	Insurance Publications	Risk Management
Banking	Internet Services	Sales Leads, BIRs, X-Date Service
Computers	Licensing Services	Technology
Consulting	MGAs	Telecommunications Telemarketing
Credit Services	Newsletters & Marketing Services	Surety Bonds
Electronic Data Interchange	Property & Casualty Carrier	

YOU Should Be an Exhibitor!

The Top 6 Reasons YOU Should Exhibit Are:

- Be on the ground floor of the "Event of the Year" in the Insurance Industry in Nevada
- Quality time with decision makers in agencies as well as large brokers
- Face time with the front lines of the agency community
- Attracting new accounts and developing relationships of current accounts
- Presenting current products and services and introducing new ones
- Your competition is there

To participate please complete: 1) Exhibit Space Reservations; 2) Contract/Application for Booth Space; 3) Hotel Exhibit Rules, Registration and Regulations Information. Mail/scan all three forms with check or credit card information to Membership Services at PO Box 530425. Henderson, NV 89053 or scan to: susan@niiia.org.

Sponsorship Opportunities

Participate in our 11th Annual Tradeshow! One of the most exciting insurance events in Nevada! We are aggressively promoting this event to **hundreds of independent agents and brokers**. With multiple sponsorship options available – you are sure to find just the right opportunity to suit your budget and marketing objectives. **(First rights to sponsorship is reserved for NIIA Industry Partners and Associate Members)**

Choose from the following Sponsorship Opportunities:

Sponsorship	#	Price	Description
Cyber Lounge	1	\$200.00	Event promotion, electricity for the power cords and charging station
F&B Sponsor	5	\$1,000.00	Event promotion, Logo acknowledgement at Bars and appetizer station
Grand Prize Sponsor	2	\$500.00	Event promotion, announce winning ticket see time schedule for time of drawing
Prix Prize Sponsor	1	\$600.00	Event promotion, announce winning ticket see time schedule for time of drawing
Registration	1	\$600.00	Opportunity to volunteer to greet all Independent Agents and check them in, acknowledgement in program/app
Lanyard	1	\$300.00	Company logo on lanyards
Name Badge Sponsor	1	\$300.00	Company logo on name badges
NIIA Board Supporter	1	\$200.00	Recognition and 5 minutes to address the directors
Emerging Leaders Supporter	1	\$200.00	Recognition and 5 minutes to address the committee
Convention Bags	1	\$1,500.00	Logo on Convention Bags handed to all attendees, event promo
Program/app	1	\$1,000.00	Recognition on Program/app
Entertainment	1	\$500.00	Recognition in Program/app, At least 3 mentions throughout the event
Photo Booth	1	\$500.00	Recognition in Program/app, and at the booth
Raffle Game Sponsor	1	\$1,000.00	Recognition in Program/app, may walk around and announce the prize winners at all participating booths.

Become a Sponsor of InsurTech Nevada

Become part of this exciting one-day event where agents meet future partners. Attract opportunity for your organization at this premier event. In addition to exhibiting, you will be advertised on event promotional material and receive additional benefits as listed on the Opportunities Selection Sheet. If you are looking to reinforce your relationships, new to the market, promote new services and products in the independent channel, this is the perfect opportunity.

NEVADA INDEPENDENT INSURANCE AGENTS 11th Annual Tradeshow

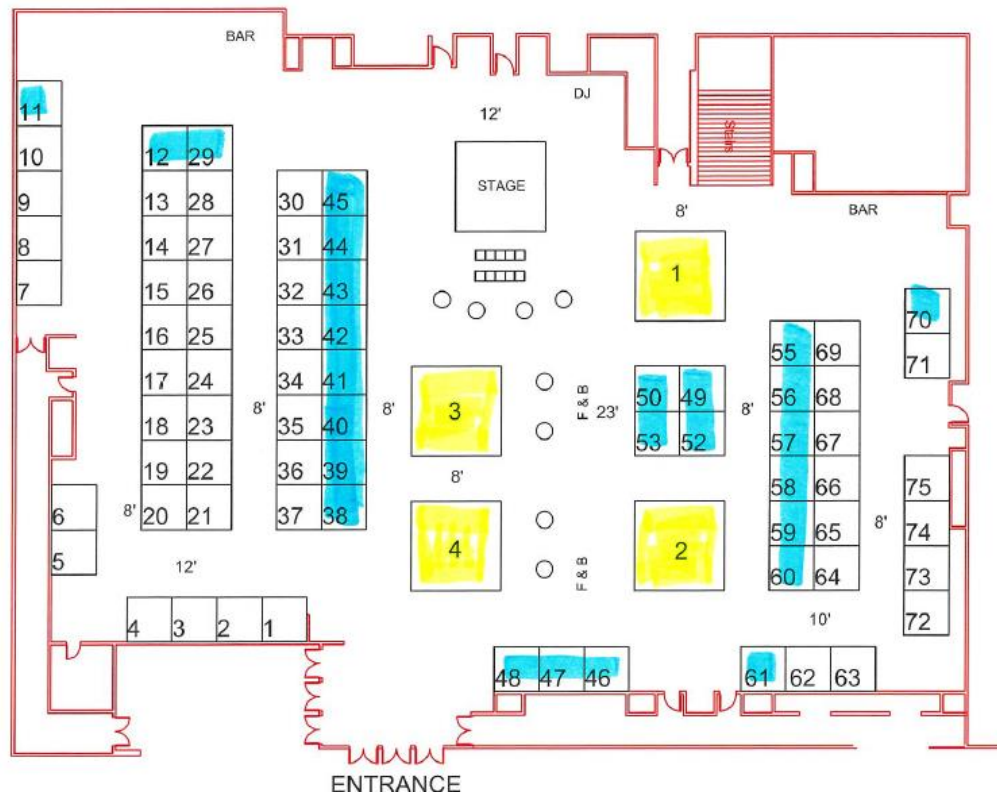
February 7, 2019
Palace Station Las Vegas, Nevada
2411 West Sahara • Las Vegas, Nevada 89102

Exhibit Space Schedule

NIIA Tradeshow Schedule of Events (2/7/2019)		
Function	Start Time	End Time
Exhibit Set Up	11:00 AM	2:30 PM
NIIA Board Meeting	12:30 PM	2:25 PM
Emerging Leaders Meeting	2:30 PM	3:15 PM
Tradeshow Registration	3:15 PM	6:30 PM
Tradeshow Floor Open	3:30 PM	7:00 PM
Tear Down	7:00 PM	8:00 PM

Exhibit Space Layout

Booths will be assigned in the order in which complete registration and payment is received. While the booths are numbered with exposure/location in mind, please feel free to contact Susan Bauman, NIIA Executive Director at 775-499-5844 if a specific booth is desired. Specific booth assignments will be accommodated when available.



Cost

Premium Booth: \$1,450 noted on map in **blue**, **Classic Booth:** \$1,300 noted on map in white and **Island Booth:** \$2,400 noted on map in **yellow**.

*Associate/ Affinity/IP Partners of NIIA will receive a partnership discount on Exhibit Booth registration per the level of association partnership (Associate, Affinity, Bronze, Silver, Gold, Platinum). **The NIIA Partnership registration form can be found on www.niaa.org.***

Fee includes: Pre-Tradeshaw advertising, listing in Tradeshaw Program/App, 2 Tradeshaw drink tickets per registered representatives. (Extra drink tickets may be purchased at \$7each.)

NOTE CHANGES - Equipment: 8' high draped back wall, 3' draped side rails, one skinny 18 inches x 6 feet draped table, 1 high-boy table, 1 chair, Classic and Premier booths are approximately 8ft wide and 8ft deep. Islands are 12 x 12 ft. (see sample layouts attached)

SPACE: Space assignment will be made on first come, first served basis upon receipt of contract with payment.

Exhibit Space Application

Type	Select Booth:	Size	Cost*	# of reps
Classic Booth		8' x8'	\$1,300	includes 2 reps
Premium Booth		8' x 8'	\$1,450	includes 2 reps
Island Booth		16' x 16'	\$2,400	includes 4 reps
Options:				
Electricity		Available	\$50	
Wi-Fi		Available	\$25	
Additional Attendant		Available	\$50	2 maximum
Additional Drink Tickets		Available	\$7	20 maximum

***Active Partners receive a \$300 discount.**

BOOTH SELECTION: 1st _____ 2nd _____ 3rd _____ choice in case the 1st is taken.

FIRM NAME: _____

FIRM SIGN NAME (if different than above): _____

Please indicate your company's industry segment or specialty: _____

CONTACT NAME (if different than below): _____

EXHIBIT REPRESENTATIVE: _____

ADDRESS: _____ CITY/ST/ZIP: _____

PHONE: _____ FAX: _____ EMAIL: _____

ADDITIONAL ATTENDEE: _____ EMAIL: _____

ADDITIONAL ATTENDEE: _____ EMAIL: _____

ADDITIONAL ATTENDEE: _____ EMAIL: _____

PAYMENT AMOUNT \$ _____

(Premium: \$1,450 Non-Active Partner / \$1,150 Active Partners)

(Classic: \$1,300 Non-Active Partner / \$1,000 Active Partners)

(Island: \$2,400 Non-Active Partner/ \$2,100 Active Partners)

NOTE: Industry Partner credits will be given at time of registration.

_____ Payment made by check # _____ sent to: NIIA, PO Box 530425, Henderson, NV 89053

_____ Payment made by Credit Card: www.niaa.org

SIGNATURE: _____

Please complete & return with Contract/Application and your payment to NIIA, PO Box 530425, HD, NV 89053. Phone 775-499-5844, SCAN TO: susan@niaa.org.

Contract/Application for Booth Space

THIS AGREEMENT made between the Nevada Independent Insurance Agents, hereafter referred to as NIIA, and _____, hereinafter referred to as Exhibitor.

WITNESSETH: That in consideration of the premises and mutual covenants herein contained, the parties agree as follows:

FIRST: NIIA will permit Exhibitor to occupy booth(s) during the 11th Annual Tradeshow on February 7, 2019.

SECOND: Exhibitor agrees that full rental fee must be paid upon requesting reservations.

THIRD: Exhibitor is given the right to cancel this agreement without penalty at any time on or before January 7, 2019. Such cancellation to be effective when written notice thereof is received by NIIA on or before January 7, 2019.

FOURTH: In the event the Exhibitor cancels this agreement any time after January 7, 2019, as evidenced by receipt of written notice of such cancellation to NIIA, all rights, duties, liabilities and obligations hereunder shall terminate except that Exhibitor shall remain liable and agrees to pay the full rental fee reserved hereunder.

FIFTH: NIIA reserves the right to relocate the booth space to be occupied hereunder by Exhibitor, provided that upon receiving from NIIA notice of such relocation, Exhibitor, notwithstanding any other provision hereof, may cancel this agreement without penalty, and shall be entitled to the return of any rental fee paid.

SIXTH: Exhibitor agrees to not sublet, or to otherwise assign to any other person or organization whatsoever any rights to occupy any booth, or part of any booth covered by this agreement without first obtaining the written consent of NIIA. Exhibitor agrees to not use an exhibit display larger than the contracted space.

SEVENTH: Exhibitor agrees to abide by the enclosed Exhibit Rules and Regulations and special regulations, such as set-up and tear-down times, drayage rules and regulations, city or town restrictions, hotel rules and regulations governing exhibits at the hotel and any other rules or regulations of Palace Station, Las Vegas, Nevada.

EIGHTH: Exhibitor agrees to pay all music licensing fees in the event copyrighted music is played by the Exhibitor.

NINTH: Any List of Attendees provided to the Exhibitor by NIIA prior to the Tradeshow will be held confidential and not shared by the Exhibitor with any other individual or organization.

TENTH: Exhibitor agrees to indemnify NIIA and the Hotel against and hold it free from any and all claims arising from the death of/or injury to Exhibitor's personnel or tradeshow attendees and from any and all claims from the loss or damage to Exhibitor's property by whatsoever cause occasioned and wherever such property is located during the period in which NIIA occupies Palace Station Las Vegas, Nevada except for such injury or loss as may be proximately caused by willful and malicious conduct on the part of any employee of NIIA or the Hotel.

ELEVENTH: Exhibitor agrees that it is properly licensed to transact business in the State of Nevada, which will include insurance licenses if writing insurance.

TWELTH: Exhibitor agrees that if any of the above covenants are broken by the Exhibitor, NIIA has the right to cancel the Exhibitor's Booth Rental and/or ask the Exhibitor to remove themselves from the Exhibit Floor. If this occurs, NO refunds for the rental will be given.

IN WITNESS THEREOF, the parties hereto have executed this contract upon this ____ day of _____, 20____

By: _____
Signature of Official Representative of the Company

By: _____
Print Full Company Name Here

Please complete and return with your Reservation Form, Hotel Exhibit Rules and Regulations Form and with payment to NIIA (via check or credit card) at PO Box 530425, Henderson, NV 89053.

Exhibit Rules and Regulations Information

RULES: These rules and regulations governing exhibits are compiled by the Nevada Independent Insurance Agents and are part of the exhibitor space agreement.

DECORATOR: The official decorator contact information will be provided once registration documents have been received. All services must be ordered from them, i.e. additional furnishings. Exhibition Service Kits will be provided from the exhibitor vendor no less than 30 days prior to the show. These forms contain pertinent information such as policies and procedures, shipping requirements, installation and dismantle instructions, and additional services. **The Palace Station, Las Vegas, Nevada will provide all electrical needs. Please follow the instructions when received from the exhibitor vendor.**

EXHIBITORS are to set up their own equipment and materials.

EXHIBIT SPACE LOCATION: The enclosed diagram is a reasonable facsimile of the final floor plan and will be used for exhibit space reservation. Space is limited, and booths have been numbered in the order in which they will be assigned. Booth location and exposure predicates the number each is assigned. Booths will be assigned and reserved in order of receipt of all necessary documents and payment.

USE OF SPACE: Exhibitors shall arrange their exhibit so that they do not obstruct other exhibits. Aisles must be kept clear. Safety and fire exit and equipment must always be left accessible and in full view .

NOISE: Public address, sound producing or amplifying devices which project sound beyond the exhibitor's space will not be permitted. Promotional videos pertaining to the exhibit only will be permitted.

RESPONSIBILITY / SECURITY: NIIA, the show facility, or any officer or staff member thereof will not be responsible for the safety of the property of the exhibitor from any cause (see application).

SECURITY: Safekeeping of exhibitor's property shall remain the sole responsibility of the exhibitor.

PRIZE DRAWINGS: General Drawing prizes are being accepted by NIIA. Please contact Susan Bauman, NIIA Executive Director at susan@niiia.org or 775-499-5844. Individual drawings from your exhibit are your responsibility.

FOOD AND BEVERAGE SERVICE/MISCELLANEOUS CONCESSIONS: No outside food and beverage is permitted to be brought into the event space.

ADMISSION: NIIA will provide Exhibitor badges upon request. Names must be received by January 17, 2019.

NO Suit-casing: SUPPLIERS THAT ARE NOT EXHIBITING ARE PROHIBITED FROM SOLICITING ON EXHIBIT FLOOR. They will be asked to leave the event.

HOTEL RULES AND REGULATIONS: The Palace Station Las Vegas, Nevada form must be signed and returned with the Reservation Form.

Exhibit Rules, Regulations and Information

SIGNAGE/BANNERS

Banners may be draped over the front of your skirted display table (6'x30"x31") or hung from pipe & drape behind your display tables by Catering for \$25 per banner with advance notice. No tape, tacks, glue, etc. may be used to hang items in, or around a banquet room. Easels may be rented for \$15 with advance notice (minimum 1 week prior to show).

SHIPMENT OF PACKAGES

All packages being shipped to the Palace Station Las Vegas, Nevada for use in a function room must be addressed as follows:

HOLD FOR: Presenter or Guest Name;
NIIA Annual Tradeshow; (Your Arrival Date)
Palace Station • Hotel • Casino | Convention Hall
2411 West Sahara • Las Vegas, Nevada 89102

A handling fee will be charged for all incoming and outgoing packages. Packages will **not** be accepted more than 7 business days prior to arrival. **To avoid delivery refusal**, packages weighing more than 100 pounds, freight on pallets, truck deliveries other than UPS or Fed Ex, or large shipments of more than 10 packages, must be arranged through your Catering Manager a minimum of two weeks prior to arrival. **Storage and delivery access are limited. The Palace Station Las Vegas, Nevada does not have the ability to store pallet deliveries.** All pallets must be broken down upon delivery by the vendor to avoid additional labor fees. Applicable storage and handling fees will be charged based on the weight of the packages. The hotel will not be responsible for packages that are not addressed as stated above, or packages that are lost or damaged in shipping, storage, or handling.

PACKAGE HANDLING:

All packages and/or freight received at the Palace Station Hotel & Casino will be assessed the following receiving/handling charges:

Letter size and boxes up to 2 lbs.	\$2.00 each
3 lbs. to 10 lbs.	\$5.00 each
11 lbs. to 20 lbs.	\$10.00 each
21 lbs. to 30 lbs.	\$15.00 each
31 lbs. to 45 lbs.	\$20.00 each
46 lbs. and up	\$25.00 each
Pallets	\$100.00 for each 100 lbs. increment

Individuals are responsible for their own Package Handling fees unless other arrangements are made prior to arrival.

All small packages will be held by our Bell Desk. The group contact can go to the Bell Desk upon check in with proper I.D. Any packages over 100 lbs. will be delivered to Palace Station Hotel & Casino Warehouse. Arrangements for delivery from the Warehouse can be made through the Catering Office and is only delivered to the hotel on weekdays.

BUSINESS CENTER; PHONE: (702-367-2411) Located on the third floor near sales office available 24 hours with room key. The Business Center is open 8AM – 5PM, Monday through

Friday. After hours, packages may be collected via the Bell Desk. Arrangements for any shipment of boxes after vendor's departure must be made prior to departure. Boxes left at hotel without arrangements for shipment will be disposed of seven days after scheduled tear down.

AUDIO VISUAL / ELECTRICAL

Complete Audio-Visual service is available through the Catering Department. Any use of outside Audio-Visual services or Production Companies are subject to approval by the appropriate Hotel Management. Independent contractors hired by Patron may be required by the Hotel to provide proper identification of insurance binders and liability coverage. Charges will apply for power requirements, rental of extension cords, power strips, electrical tape to secure cords, etc. Audio-visual rentals should be ordered via the Catering Manager a minimum of 14 days prior to your event. All charges are due and payable when ordering. To obtain a refund for canceled rentals, you **must** contact the Catering manager a **minimum of three business days** prior to an event. Service orders for power drops are non-refundable seven business-days prior to the event. **Contact Susan Bauman at susan@niiia.org for pricing information.**

FOOD & BEVERAGE

Due to Health Department regulations and liability, **NO outside food or beverage may be brought into the banquet room.** The Palace Station Las Vegas, Nevada will be the sole provider of all food and beverages for vendor or attendee consumption. Vendor's wanting to offer treats to enhance visitation to their display, such as cookies, candies, chocolates, etc. must contact the Catering Manager directly for ordering and payment arrangements.

VENDOR SET UP & TEAR DOWN

Each vendor is responsible to set up and tear down in a timely manner as noted above. Vendors may utilize the hotel's valet/bell desk for load in and load out access for smaller items. Customary gratuity is not included. Due to limited operational hours, vendors must arrange access to the receiving dock for larger items with the Palace Station Las Vegas, Nevada Catering Manager **if they require advanced or extended times beyond the noted load in or tear down.**

PHOTOGRAPHY RELEASE

NIIA reserves the unrestricted right and permission to copyright and use, re-use, publish and re-publish photographic portraits of exhibitor which may be included intact or in part, composite or distorted in character or form without restriction as to changes or transformations in conjunction with fictitious name or reproduction hereof in color or otherwise, made though any and all media now and hereafter known illustration, art promotion, advertising, trade or any other purpose whatsoever. Exhibitor permits the use of any printed material in connection therewith. Exhibitor hereby releases, discharges and agrees to hold harmless the photographers, their heirs, legal representatives or assigns, and all persons functioning under their permission or authority or those for whom is functioning, from any liability or virtue of any blurring, distortion, alteration, optical illusion, or use in composite in the taking of said picture or in subsequent processing thereof, as well as any publication, thereof, including without limitations any claims for libel or invasion of privacy.

Exhibit Rules and Regulations

PROGRAM: NEVADA INDEPENDENT INSURANCE AGENTS

DATE: THURSDAY — February 7, 2019

The Exhibitor assumes the entire responsibility and liability for losses, damages, and claims arising out of Exhibitor's activities on the Hotel premises and will indemnify, defend and hold harmless the Hotel, its agents, servants and employees from any and all such losses, damages and claims.

The Hotel will not be responsible or liable for any loss, damage or claims arising out of Exhibitor's activities on the Hotel premises.

EXHIBITOR'S SIGNATURE _____

EXHIBITOR/COMPANY NAME _____

DATE _____

Please complete and return your Contract/Application Form with payment to Nevada Independent Insurance Agents at PO Box 530425, Henderson, NV 89053. See Exhibit Space Reservation for methods of payment. For more information contact Susan Bauman, NIIA Executive Director at susan@niia.org or 775-499-5844.

Please note that booths will not be considered rented until all the above steps are completed.

Additional communication may come from Viper Tradeshow Services, Inc.

Sam Jacobs NIIA's Exhibitor Coordinator

sjacobs@vipertradeshow.com

702-319-6800