

# iiabaz

INDEPENDENT INSURANCE  
AGENTS AND BROKERS OF ARIZONA



# EXHIBIT BOOTH REGISTRATION

**IIABAZ's 87th Annual Convention** ◆ **Wednesday, September 22, 2021** ◆ **Renaissance Phoenix Glendale Hotel**

Our Convention and Trade Show is one of the biggest insurance events of the year in Arizona, an event aggressively promoted to thousands 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/financial services industry a powerful platform to showcase leading-edge products and services, learn about evolving industry trends and unmatched networking opportunities with "shakers" in our industry. Don't miss out on the opportunity this extensive exposure can provide your company.

## The Top 5 Reasons YOU Should Exhibit Are:

- Quality Time with Decision Makers in Agencies as well as Large Brokers
- Attracting New Accounts and Finding New Markets
- Presenting Your Products and Services and Introducing New Ones
- Your Competition Is There
- Networking

## Location

Renaissance Phoenix Glendale Hotel & Spa  
9495 W. Coyotes Blvd.  
Glendale, Arizona 85305  
(623) 937-3700

## Show Date

Wednesday, September 22, 2021

## Booth Hours

Set-Up: 7 a.m. — 2 p.m.  
Show Hours: 2 p.m. — 7 p.m.  
Tear Down: 7 p.m. — 10 p.m.

*As a professional courtesy we ask you not to dismantle booth before 7 p.m.*

## Convention Agenda

Please see [www.iiabaz.com/Convention](http://www.iiabaz.com/Convention) for the agenda.

## Booth Dimensions

Exhibit spaces are 10' x 10'  
8' high draped back wall and 3' high draped side rails  
Standard Piping and Draping (Black Drapes)

## Booth Equipment

Each booth comes equipped with one 6' skirted table, two chairs, one wastebasket, and Exhibitor ID Sign.

## Booth Fee

\$1,275 Per Booth for Non-Members  
\$975 Per Booth for IIABAZ Members

*No discounts offered for multiple booths purchased.*

## Amenities Included in Booth Fees

10 Drink Tickets  
2 Convention Meeting Passes - **Meals Not Included**  
Pre-Convention Advertising  
Listing in Convention Program and printed copy of Program  
Advance List of Registered Convention Attendees  
Pre-Printed Name Badges for all Exhibitor Personnel  
Listing on Convention website and Event App

## Not Included in Booth Fees

Electric, Internet, Wi-Fi, or Telephones  
Shipping or Installation of Displays  
Hotel Sleeping Rooms or Full Convention Registrations

## Exhibitor Service Kits

CSI is available for shipping needs and any booth extras. The Renaissance Phoenix Glendale will handle electric, internet, and other services. An Exhibitors Service Kit will be sent in early July.

## Hotel Room Reservations

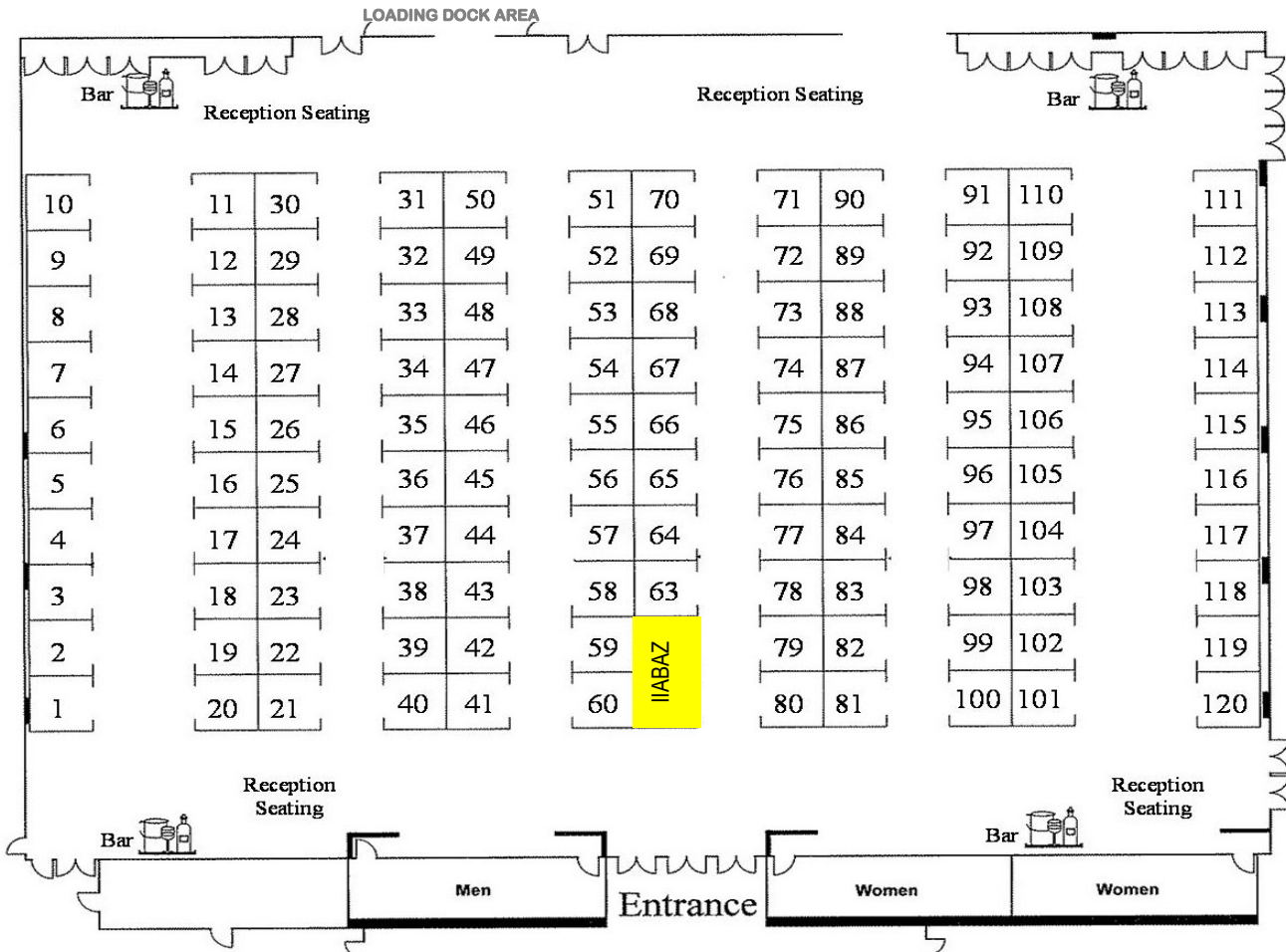
Discounted rate of \$119 plus tax, bellman and housekeeping. All reservations must be made through the Hotel's Toll Free Number 1-888-236-2427 use Code: IAB and Group: Insurance Agents or <https://www.marriott.com/event-reservations/reservation-link.mi?id=1622747344418&key=GRP&app=resvlink>

*Please do not make reservations through outside parties who may call you. They are not affiliated with the IIABAZ or the Hotel and may have hidden fees.*

## Convention Program

The Convention Program will list all Exhibitors and their contact information that we have on file as of August 1, 2021. Program advertisement rates/specs will be sent separately by July 16, 2021.

Travelers 10	Safeway Insurance Company 11	WestPac Insurance 30	MexiPass International Ins. Services 31	Statewide Insurance 50	Litchfield Special Risks 51	Main Street America Group 70	71	AmTrust North America 90	Hallmark Financial Specialty PL 91	Tapco Underwriters 110	Colonial General Ins. Agency 111
Hudson Insurance Group 9	Insurors Indemnity Companies 12	US Assure Ins. Services 29	IROQUOIS 32	Provident 49	Total CSR 52-53	UIG The Agent Agency 69	Lift Local 72	Altus Market Access 89	M.J. Hall & Company 92	Berkshire Hathaway GUARD 109	Imperial PFS 112
PEOPLELEASE 8	13	Berkshire Hathaway Homestate 28	Method Insurance 33	Monarch E&S Insurance 48		Black, Gould & Associates 68	73	Markel Specialty Commercial 88	Hagerty 93	Glatfelter Program Managers 108	113
United Fire Group 7	Cowbell Cyber 14	WAHVE 27	Engage PEO 34	Aegis General Ins. Agency 47	General Agents Acceptance 54	Legacy Insurance Services 67	74	Bass Underwriters 87	ABA Insurance 94	Capital Insurance Group 107	114
Kowalski Construction 6	Kemper Auto Insurance 15, 16, 25, 26		West Bend Mutual Ins. Company 35	Arrowhead General Insurance 46	EMPLOYERS 55	Philadelphia Insurance Company 66	Personal Umbrella.com 75	Shield Commercial Insurance 86	Southeast Personnel Leasing 95	Ad Art Sign Company 106	Rocky Mountain Restoration 115
Pacific Gateway Ins. Agency 5			36	Minico 45	56	Foremost Insurance Group 64-65	Skyward Specialty Insurance 76	U.S. Premium Finance 85	Pennsylvania Lumbermens Mutual Ins. 96	USG Insurance Services 105	EZLynx 116
American Reliable 4	Westfield 17	FrankCrum 24	37	Worldwide Insurance Specialist 44	57		NCMIC Finance Corporation 77	Homeowners of America Insurance Co. 84	ePayPolicy 97	Wright Flood Insurance 104	Liberty Mutual & Safeco Insurance 117-118
JenCap Holdings 3	Agents Alliance 18	Southwest Ins Agents Alliance 23	Applied Underwriters 38 - 39	Commercial Sector Ins Brokers 43	58	ITEC 63	ASNOA 83	AmShield Insurance 98	Viking Bond Service 103		
Risk Innovations 2	Pie Insurance 19	Old Republic Surety Company 22		MacAfee & Edwards 42	Toro Ins Group 59	IIABAZ 61-62	Commonwealth Casualty Company 78-80	Amwins 82	CCI Surety 99	Insurance Program Managers 102	
Trusted Choice.com 1	Greenspan Adjusters Intl 20	Burns & Wilcox of Arizona 21	SECURA 40	EMC Insurance 41				AFS-IBEX Premium Financing 60	American Liberty Ins. Benchmark 81	Capital Premium Finance 100	HawkSoft 101



## Booth Space Assignment

Booth space and location will be assigned to Exhibitor based on the time and date that a signed Contract and PAYMENT is received. If your choices are not available, we will make the best alternative selection on your behalf. No discounts for multiple booth purchases.

Company Name: \_\_\_\_\_

Company Name for Exhibit Booth Sign (if different than above): \_\_\_\_\_

Contact Name (Receives confirmations/details): \_\_\_\_\_ Email: \_\_\_\_\_

Contact Name (Listed in Program - if different than above): \_\_\_\_\_ Email: \_\_\_\_\_

Company Address (Listed in Program): \_\_\_\_\_ City/St/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

BOOTH CHOICE(S): 1st \_\_\_\_\_ 2nd \_\_\_\_\_ 3rd \_\_\_\_\_ BOOTH PRICE: \$ \_\_\_\_\_ **\$1,275 per Booth. IIABAZ Members Deduct \$300.**

If possible, do not assign near: \_\_\_\_\_ If possible, do not assign near: \_\_\_\_\_

Paying by Check (Make payable to IIABAZ):  Paying by Credit Card:  CARD #: \_\_\_\_\_

EXPIRATION DATE: \_\_\_\_\_ SECURITY #: \_\_\_\_\_ PRINT NAME ON CARD: \_\_\_\_\_

SIGNATURE: \_\_\_\_\_ EMAIL RECEIPT TO: \_\_\_\_\_

CARD BILLING ADDRESS: \_\_\_\_\_

Complete and return with signed **Exhibit Booth Contract and Hotel Regulations Form** with **PAYMENT** to:



333 East Flower Street, Phoenix, Arizona 85012  
mona@iiabaz.com | T: (800) 627-3356 | F: (602) 468-1392

## Exhibit Booth Contract and Hotel Regulations Form

THIS AGREEMENT is made between the Independent Insurance Agents and Brokers of Arizona, Inc. hereafter referred to as IIABAZ, and \_\_\_\_\_, hereafter referred to as Exhibitor.

(Exhibiting Company Name)

In consideration of the premises and mutual covenants herein contained, the parties agree IIABAZ will permit Exhibitor to occupy booth(s) at the Trade Show on September 22, 2021 and Exhibitor agrees that full rental fee must be paid upon requesting reservations and submitted with this signed Exhibit Booth Contract and Hotel Regulations Form.

### Cancellation Policy

All booth space cancellations must be submitted in writing (email is acceptable) and receipt must be acknowledged by IIABAZ. Exhibitor, please note that a cancellation causes substantial disruption in the assignment of the booth space and in planning of the Convention. Exhibitor is given the right to cancel this agreement at any time prior to the Trade Show on September 22, 2021 with applicable cancellation fees from the Schedule below applying.

Cancellation Fee Schedule:

Time of signing to July 20, 2021	10% of the Total Rental Fee
July 21, 2021 to August 20, 2021	25% of the Total Rental Fee
On or after August 21, 2021	No Refunds
No Shows	No Refunds

IIABAZ reserves the right to resell booth space.

In the event the Trade Show is cancelled, Rental Fees will be refunded in full.

### Rules & Regulations

Exhibitor agrees to abide by the 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, etc.

### Licenses

Exhibitor agrees that it is properly licensed to transact business in the State of Arizona, which will include insurance licenses if writing insurance. Exhibitor is prohibited from selling merchandise out of their booth unless Exhibitor complies with local ordinances and state laws. Exhibitor agrees to pay all music licensing fees in the event copyrighted music is played by the Exhibitor.

### List of Registered Convention Attendees

Exhibitor agrees to sign a Confidentiality Agreement, that would include damages if broken, before receiving the list of convention attendees which states that Exhibitors may not provide the list to any other person or entity and that the list may only be utilized by Exhibitors to invite attendees to visit their booth at the event, or to promote the Exhibitor's products or services.

### Booth Space Layout and Booth Assignments

Booth floor space layout is as accurate as possible as of this date. Changes or modifications may be necessary for safety reasons, fire prevention, or program changes at IIABAZ's sole discretion. If a space change or modification occurs, IIABAZ will notify Exhibitor in a timely manner and will offer Exhibitor equitable adjustments as determined by IIABAZ and at IIABAZ's sole discretion.

### Occupancy

Exhibitor agrees to not sublet, or to otherwise assign, to any other person or organization whatsoever and rights to occupy any booth, or part of any booth covered by this agreement without first obtaining the written consent of IIABAZ.

### Fire Prevention

All booth decorations must be flame-proofed and all hangings must clear the floor. Electrical wiring must conform to the National Electrical Safety Code. If inspection indicates that any Exhibitor has neglected to comply with these regulations, or otherwise creates a fire hazard, the IIABAZ reserves the right to demand removal of all or such part of the exhibit as may be non-conforming or hazardous. The Exhibitor is charged with the knowledge of all local laws, ordinances, and regulations pertaining to health, fire prevention and public safety while participating in the Trade Show. Compliance of such laws is mandatory of all Exhibitors and the sole responsibility is that of the Exhibitor. Aisles must be kept clear at all times. Safety and fire exits and equipment including ceiling sprinkler systems must be accessible at all times.

### Use of Space

Booth displays must be contained in the 10'x10' booth space rented by Exhibitor and arranged so that it does not obstruct other exhibits. No display shall be constructed with a height exceeding 8'. Side displays over 3' must have a blank backing so that it will not be objectionable to the Exhibitor in the next booth. Exhibitor must get pre-approval from Hotel if they have an unusual display requiring special hookup, technical assistance or special installation. If approval is not provided, Exhibitor is prohibited from utilizing that display at the Trade Show.

Distribution of circulars and promotional material may be made only within the booth assigned to the Exhibitor presenting such material. Solicitation of business must be confined to the Exhibitor's own booth. Exhibitor agrees not to advertise, promote, or provide product information that is a competing product or service offered by IIABAZ and its subsidiaries at the booth. Vendors not exhibiting are prohibited from soliciting on the Exhibit Floor and IIABAZ will have them removed from the Trade Show.

### Audio Visual

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

Continued on Page 4.

## Exhibit Booth Contract and Hotel Regulations Form

### Prizes and Drawings

Individual drawings from Exhibitors booth are the sole responsibility of the Exhibitor. IIABAZ asks that drawings be handled with honesty and integrity. IIABAZ will make announcements of Exhibitor prize winners during the Trade Show and provide forms for that purpose in the Exhibitor's Packet. Exhibitor prizes must be made available at the event.

IIABAZ will offer a cash drawing prize for any Convention Registrants who visits every booth at the event. Registrant will be provided with a Booth Drawing Card and will require each Exhibitor to initial or hole punch Exhibitor booth number. Please do not validate for other Exhibitors as the purpose of this is to see that every registrant visits every booth.

### Food and Beverages

The Renaissance Phoenix Glendale Hotel & Spa retains the exclusive right to provide all food and beverage services on its premises. Exhibitors are not permitted to bring any outside food or beverages onto hotel property without express permission of the Renaissance Phoenix Glendale Hotel & Spa's Conference and Services Manager. Exhibitors are solely responsible for contacting the Resort for said permission.

### Security

IIABAZ, Renaissance Phoenix Glendale Hotel & Spa, or any officer or staff member thereof will not be responsible for the safety of the Exhibitor's property. Safekeeping of the Exhibitor's property shall remain the sole responsibility of the Exhibitor. Exhibitor understands that there will be no security provided for the Trade Show,

### Insurance

Exhibitor agrees to obtain and maintain, during the use of the exhibition premises, Comprehensive General Liability Insurance, including contractual liability covering Exhibitor's indemnity obligations in this contract. The Renaissance Phoenix Glendale Hotel & Spa and Independent Insurance Agents and Brokers of Arizona shall be named as additional insureds on such policy, and Exhibitor shall supply IIABAZ with a Certificate of Insurance at least 30 days prior to September 22, 2021. Exhibitor understands that neither the Renaissance Phoenix Glendale Hotel & Spa nor the IIABAZ will maintain insurance covering the Exhibitor's property and it is the sole responsibility of the Exhibitor to obtain such insurance.

### Limitation of Liability

Notwithstanding any provision in this agreement to the contrary, the IIABAZ's entire liability for all matters relating to the Trade Show and Exhibitors participation in the Trade Show, in any respect, irrespective of the theory of liability shall be limited to the lesser of: (1) Direct actual damages for the specific matter that is the subject of the dispute; and (2) The actual total Booth Rental Fee paid to the IIABAZ. Neither the IIABAZ nor any IIABAZ officers, directors, members, or employees shall be liable for consequential, incidental, indirect, punitive or special damages, even if advised of the likelihood of such damages occurring. Without limiting the generality of the foregoing, recourse shall be limited to the assets of the IIABAZ and no party shall have recourse against, and shall bring no claim or action against, any officer, director, member, or employees of the IIABAZ or any of the assets thereof.

### Indemnification

Exhibitor assumes the entire responsibility and liability for losses, damages, and claims arising out of Exhibitor's activities on the Renaissance Phoenix Glendale Hotel & Spa's premises. Exhibitor will indemnify, defend, and hold harmless the IIABAZ, its officers, directors, members, and employees as well as the Renaissance Phoenix Glendale Hotel & Spa, its owner, management company, and employees from any such losses, actions, damages, liability, and claims, costs and expenses (including attorney fees). IIABAZ and Renaissance Phoenix Glendale Hotel & Spa will not be responsible or liable for any loss, damage, or claims arising out of Exhibitor's activities on the Renaissance Phoenix Glendale Hotel & Spa's premises except for any claims, loss, or damages arising directly from the IIABAZ's or the Renaissance Phoenix Glendale Hotel & Spa's own gross negligence.

### Compliance

Exhibitor agrees that if any of the above covenants are broken by the Exhibitor, the IIABAZ 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, refunds for the booth rental will be at the IIABAZ's discretion.

By signing this Agreement, I acknowledge that I am an authorized representative and authorized to bind the below organization, and that the organization will agree to abide by the Exhibit Booth Contract and Hotel Regulations Form along with the policies set forth by the IIABAZ for the Trade Show.

By: \_\_\_\_\_  
(Signature of Authorized Representative)

Organization: \_\_\_\_\_  
(Exhibiting Company Name)

By: \_\_\_\_\_  
(Print Name and Title)

Dated: \_\_\_\_\_

Complete and return with signed **Exhibit Space Reservation Form** with **PAYMENT** to:



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