



The only event of its kind dedicated to those
who buy, sell and manage surplus assets.



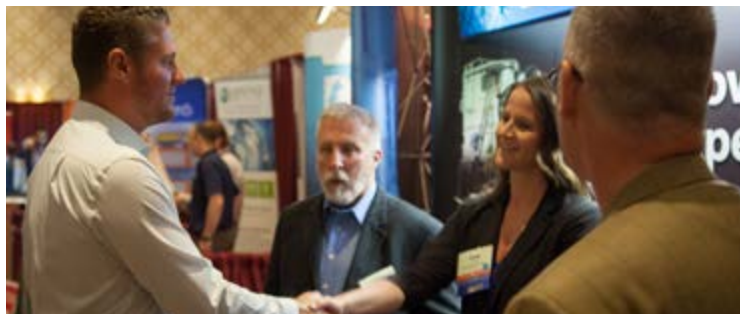
EXHIBITOR
GUIDE



2019 CONFERENCE & TRADESHOW

MEET WITH CUSTOMERS AND PROSPECTS FACE-TO-FACE

Attended by more than 100 major corporations with surplus asset challenges and opportunities.



The 2019 *Investment Recovery Association* Conference and Trade Show will be held **MARCH 17-20**, at the *Sheraton Hotel & Marina/Pavilion San Diego, CA*. What a great chance to cost-effectively meet with customers and prospects in a comfortable setting.

IMPORTANT DATES & TIMES

SUNDAY, MARCH 17

Noon - 5 pm	Registration
5 pm - 6 pm	Informal Networking

MONDAY, MARCH 18

6:00 am	Decorator Set Up
11:00 am - 2:00 pm	Exhibitor Set Up (Location: Pavilion)
3:00 - 5:30 pm	Trade Show Opens (Session One)
5:30 - 7:00 pm	Welcome Reception for exhibitors and attendees

TUESDAY, MARCH 19

11:45 am - 1:30 pm	Trade Show with Lunch (Session Two)
2:00 - 4:30 pm	Exhibit Teardown
4:30 - 5:30 pm	It's 5:00 Somewhere Reception for exhibitors and attendees

[CLICK HERE TO REGISTER](#)

MEET WITH CUSTOMERS AND PROSPECTS FACE-TO-FACE.

Meet with customers and prospects face-to-face. This conference is attended by more than 100 major corporations with surplus asset challenges and opportunities. This is a great chance to meet with customers and prospects in a comfortable setting and take in some of the great sites that a world-class city like San Diego has to offer.

HUNDREDS OF ATTENDEES, SERIOUS ABOUT INVESTMENT RECOVERY.

The people that attend our 4-day investment recovery conference are serious about their business, and they're looking for help...your help. On average, they are disposing of about \$20 million a year in surplus, and utilize more than \$650,000 in outsourced services! *

- Their internal staffing has been reduced, yet their surplus has generally increased.
- This is your opportunity to meet one-on-one with dozens of decision-makers.

ATTENDEES INCLUDE A "WHO'S WHO" OF THE LARGEST ORGANIZATIONS IN NORTH AMERICA.

Other past attendees have included:

- Abbott Labs
- Ameren
- BASF
- Campbell Soup
- City of Calgary
- Cox Communications
- Dow Chemical
- DuPont
- Ford, General Motors, and Chrysler
- Florida P&L
- State of Georgia
- Phillips 66
- Kinder Morgan
- Praxair
- U.S. Postal Service
- Xcel Energy
- Colorado Springs Utilities
- Plus, hundreds of representatives from the many companies that provide services for members.

* Source: CAPS Research Investment Recovery Benchmark Survey



SPONSORSHIP OPPORTUNITIES

Platinum - \$5,000

- ☐ Welcome Reception (*Monday*)
- ☐ It's 5 O'Clock Somewhere Reception (*Tuesday*)

Gold - \$3,500

Breakfast:

- ☐ Monday
- ☐ Tuesday
- ☐ Wednesday

Lunch

- ☐ Monday
- ☐ Tuesday
- ☐ Wednesday

Silver - \$2,000

- ☐ Sunday Registration
- ☐ Coffee Break (*Association selects*)*

Supporting - \$1,000

Contact Jane Male for additional sponsorship ideas and costs:

- Carpet Overlay with your logo
- Coffee Cup Wraps with your logo
- Custom Hotel Branding options (*i.e. keys, bathroom amenities*)

* Not exclusive, if you would like exclusive sponsorship for an activity, contact Jane Male, (816) 561-5323

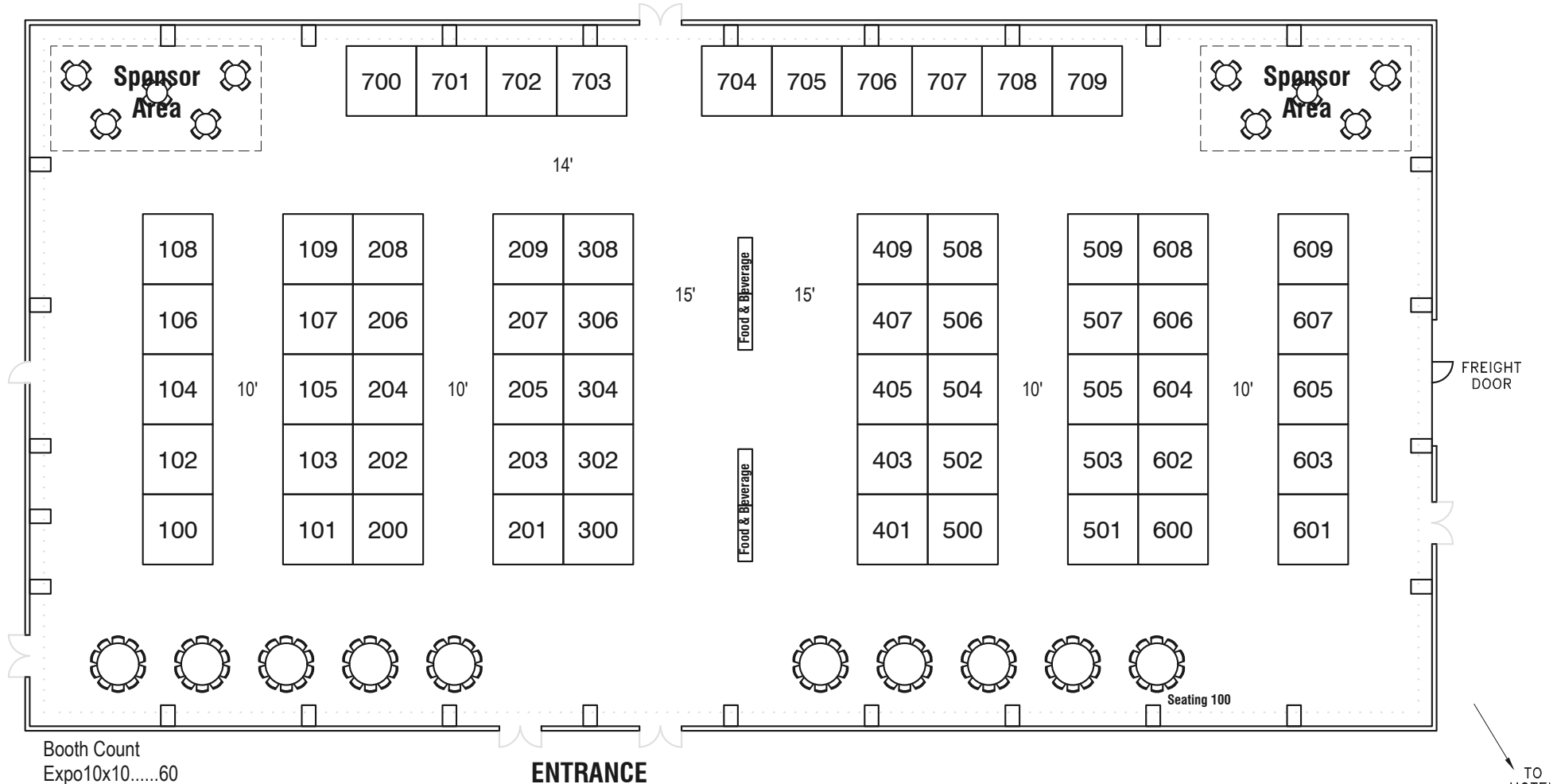
SPONSOR BENEFITS	PLATINUM \$5,000	GOLD \$3,500	SILVER \$2,000	SUPPORTER \$1,000
1st choice exhibit location if committed by Nov. 15, 2018	✓			
LinkedIn recognition on Association Company Page	✓	✓		
Company profile with logo and link on www.invrecovery.org thru 2019	✓			
Company profile and logo with link on event app thru 2019	✓	✓		
Logo on all marketing materials (print and online) Print Deadline, Dec. 15, 2018	✓	✓		
Logo on email blasts related to the conference	✓			
Verbal recognition at the Monday General Session and Business Meeting	✓	✓	✓	
Mobile push notification on Event App during the conference	✓	✓		
Logo on event signage	✓	✓	✓	
One, 8-1/2 x11 sheet (may be double-sided, but no heavier than #60) in the registration packet	✓	✓	✓	✓
One 3-minute promo video to the entire audience on Monday morning (sponsor provided video)	✓			
Choose a networking opportunity for your level*	✓	✓	✓	
Post Conference recognition in the Asset 2.0	✓	✓	✓	



INVESTMENT RECOVERY ASSOCIATION

TRADE SHOW FLOOR PLAN

MARCH 18-19, 2019 | Sheraton Hotel & Marina/Pavilion San Diego, CA



QUESTIONS? Please call 816.561.5323, or email:

Jane Male, Executive Director, admin@invrecovery.org

Or, Kim Weitzel, Asst. Director, kweitzel@westerneda.com

GENERAL RULES AND REGULATIONS



EXHIBIT RESERVATION

Indicate your top three (3) selections. The Association will take into consideration: number of booth spaces purchased; number of years the company has been a member; number of conferences the company has served as a sponsor; involvement on committees, speaker, panel discussions, etc.; date payment and contract received. Please return the enclosed contract as soon as possible, along with payment for the appropriate fees in U.S. funds: **Investment Recovery Association, PO Box 419264, Kansas City, MO 64141.**

BUILDING COMMUNITY WITH THE EVENT APP

Also included with the cost of your booth:

- One year virtual trade show on our event community
- Ability to have a link to your web site; logo; collateral material and list of staff at the event
- Ability to schedule appointments while at the conference or prior
- Communicate with attendees even before arriving in at the conference

EXHIBIT HALL ENTRANCE

For exhibitors, badges may be picked up at the Association registration desk beginning 6:30 a.m., Monday. All persons entering the Exhibit Hall **MUST** wear a name badge. This includes move-in, show hours and move-out. No exceptions.

INSTALLATION OF EXHIBIT

Exhibitor set-up begins at 11:00 a.m., Monday, and break-down is Tuesday prior to 4:30 p.m. Exhibitors agree not to dismantle their exhibit or to do any packaging before the closing hour of the exhibit. Charges will be billed for any exhibit material remaining after 4:30 p.m. The Trade Show time is 3:00 p.m. - 5:30 p.m. on Monday, and again on Tuesday 11:45 pm - 1:30 pm, plus two evening network sessions.

AVAILABLE SERVICES

The official show decorator is *Alliance Expo Services*. Upon receipt of your paid reservation agreement, Investment Recovery Association will notify *Alliance Expo Services* and an exhibitor service kit with order forms for all rates and services will be sent to you directly. The hotel does not have space to store your shipments.

GENERAL RESTRICTIONS IN OPERATING OF EXHIBITS

Tabletop and floor-mounted displays are the norm; double-story display booths, however, are not allowed. Sidewall construction, if used, may taper diagonally from the back wall for one-half of the depth of the booth. This limitation is intended to provide a clear view of neighboring booths. Televisions, video monitors, video tape players and computers are permissible provided they are not audible in neighboring booths, not more than three (3) feet from the aisle and the sound is directed only into the exhibitor's booth vertically. The Conference Committee Chairperson must approve any other operating equipment and Conference/Exhibit Director so, in order to avoid unnecessary cost and disappointment, please check with us before bringing it. Should there be any dispute with respect to any exhibitor's booth/conduct, the Conference Committee will conduct a review and their decision will be final.

PROMOTIONAL ITEMS AND DOOR PRIZES.

Exhibitor promotional items or door prizes are allowed in conjunction with the Trade Show. Exhibitors may make prizes available for general drawings during the lunch on Wednesday. No room drops, registration drops, turndown service or mailings to the hotel are allowed.

HOTEL USAGE

Hospitality suites are to have a business aspect in order to comply with the educational mission of the conference. Hours of hospitality suites cannot conflict with other conference activities. The Hotel has entered in to an agreement with the Association that precludes the rental or assignment of any public space, suite or sleeping room for exhibit or hospitality purposes and prohibits the use of any public facilities for entertainment purposes for the duration of the conference without the consent of the Association's Conference/Exhibit Director. Please contact Association Headquarters for a list of times available. Failure to comply could cause your removal from the trade show and/or conference and hinder your ability to exhibit/attend future conferences.

INSURANCE

Exhibitor agrees to procure at its own expense a policy of comprehensive general liability insurance with coverage and limits sufficient to insure against liability for personal injury or death, property damage, or other loss arising out of or resulting from the actions or use of exhibition space by Exhibitor and its officers, employees, agents, subcontractors, suppliers, and invitees.

GENERAL RULES AND REGULATIONS



INDEMNIFICATION AND HOLD HARMLESS CLAUSE

Exhibitor covenants and agrees that it will protect, indemnify, save harmless and defend the Investment Recovery Association, its directors, officers, agents, and employees from and against any and all loss, cost, damage, expense (including attorneys' fees), and claims for damages, death or injury of any kind whatsoever to any person or any property howsoever occurring in, upon or about the Exhibition Space or the improvements, thereon, or arising from any accident, injury, death or damage occurring outside the Exhibition Space where such accident, damage, death or injury results or is claimed to have resulted in whole or in part from an act or omission on the part of the Investment Recovery Association, Exhibitors or their contractors, licensees, concessionaires, agents, representatives, servants or employees, including, without limiting the foregoing, the following: claims by reason of the inaccuracy or misleading nature of any statement, representation or (express or implied) warranty of Exhibitor made during his exhibition or otherwise, including untrue statements of material facts or omissions to state material facts necessary to make the statements not misleading; loss or injury arising out of strict liability or tort, or any claim of strict liability in tort, imposed upon Exhibitor for placing goods (such as equipment or machinery) on display or on the market having any defect, or claimed to have any defect; the condition of the Exhibition Space, or by reason of the management, control and operation thereof, whether caused by the Investment Recovery Association, its agents or employees, or otherwise; any penalty whatsoever or any special, liquidated, direct or consequential damages, such as but not limited to lost profits or revenues, time lost, expenses of labor, transportation, installation, removal from the line or for any other damage or injury suffered by Exhibitor or any other person.

RESPONSIBILITY CLAUSE FOR EXHIBITS

Exhibitor assumes responsibility and agrees to indemnify, defend and hold harmless Sheraton San Diego Hotel and Marina, and the Hotel's Owner, and their respective owners, managers, subsidiaries, affiliates, employee and agents (collectively, "Hotel Parties"), and Group from and against any claims or expenses arising out of the use of the exhibition premises.

Exhibitor agrees to obtain and maintain during the use of the exhibition premises, Comprehensive General Liability Insurance, including contractual liability covering the Exhibitor's indemnity in this Responsibility Clause. Such insurance shall be in the amount of not less than \$1,000,000 combined single limit for personal injury and property damage.

The Exhibitor understands that neither the Group nor the Hotel Parties maintain insurance covering the Exhibitor's property and it is the sole responsibility of the Exhibitor to obtain such insurance.

NON-ENDORSEMENT

Acceptance of the contract and exhibition at the convention shall under no circumstances be construed as an endorsement or approval of the goods or services exhibited, or any other goods or services marketed by Exhibitor.

SHOW OWNERSHIP

The Trade Show is produced by and is the property of the Investment Recovery Association, which provides all show management functions and establishes all show policies.

INTOXICANTS

Exhibitor expressly agrees not to serve, sell or give away any intoxicants in the exhibit hall, and the violation of this agreement shall entitle the Investment Recovery Association to close the exhibit and remove and store.

AMERICANS WITH DISABILITIES ACT

Exhibitor is responsible for compliance with Americans With Disabilities Act within exhibit space, i.e. easy accessibility to goods and services, provide assistance when requested, tape carpeting along edges, etc.

