



**2022**

# CONFERENCE & TRADE SHOW

WHERE IR PROFESSIONALS MEET FACE-TO-FACE

September 25-28 • Scottsdale, AZ

Meet customers face-to-face

## EXHIBIT & TABLE TOP SHOW GUIDE



## MEET WITH CUSTOMERS & PROSPECTS FACE-TO-FACE

What a great chance to cost-effectively meet with customers and prospects in a comfortable setting.

### MEET WITH CUSTOMERS AND PROSPECTS FACE-TO-FACE.

This conference is typically attended by more than 75 major corporations with surplus asset challenges and opportunities. This is a great chance to meet with customers and prospects in a comfortable setting in beautiful Scottsdale, AZ

### 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:*

- Ameren
- Boeing Corporation
- Campbell Soup
- Cox Communications
- DuPont
- Florida P&L
- State of Georgia Administrative Services
- Mosaic Corporation
- Oncor
- Phillips 66
- QuikTrip
- Tennessee Valley Authority
- U.S. Postal Service
- Xcel Energy
- Plus, hundreds of representatives from the many companies that provide services for members.

### 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



[CLICK HERE TO REGISTER](#)

\* Source: CAPS Research Investment Recovery Benchmark Survey

# TRADE SHOW INFORMATION

**TRADE SHOW TIMES – Monday: 3:00 pm - 6:00 pm | Tuesday 11:30 am - 1:30 pm**



You may select a Tabletop or a 10x10 Exhibit space. Your tabletop or exhibit registration includes one person's registration to the entire conference and all food and beverage events. Participation in all conference education sessions is highly encouraged. Badges must be worn at all times. No exceptions.

## COSTS (Includes one conference registration\*):

**10' x 10' Booth:** \$3,000 (Members); \$3,500 (Non-Members).

**6' Table Top:** \$1,850 (Members); \$2,200 (Non-Members)

\* Additional conference registrations: \$750 (Members); \$950 (Non-Members).

## WHAT IS INCLUDED:

**10' x 10' Booth :** Black Pipe and black drape for your exhibit space, one 6'x 30" table, 2 side chairs, sign (7"x44") and trash can.

**6' Table Top :** One (1) 6'x 30" table covered, Two (2) Side chairs, sign (7"x44") and trash can.

## EXHIBIT SET UP AND TEAR DOWN DATES & TIMES:

**Sunday, September 25th**

**Noon - 6:00 pm :** Registration & Informal Networking

**Monday, September 26th**

**6:00 am :** Decorator Set Up

**11:00 am - 2:00 pm :** Exhibitor Set Up (Location: Forum)

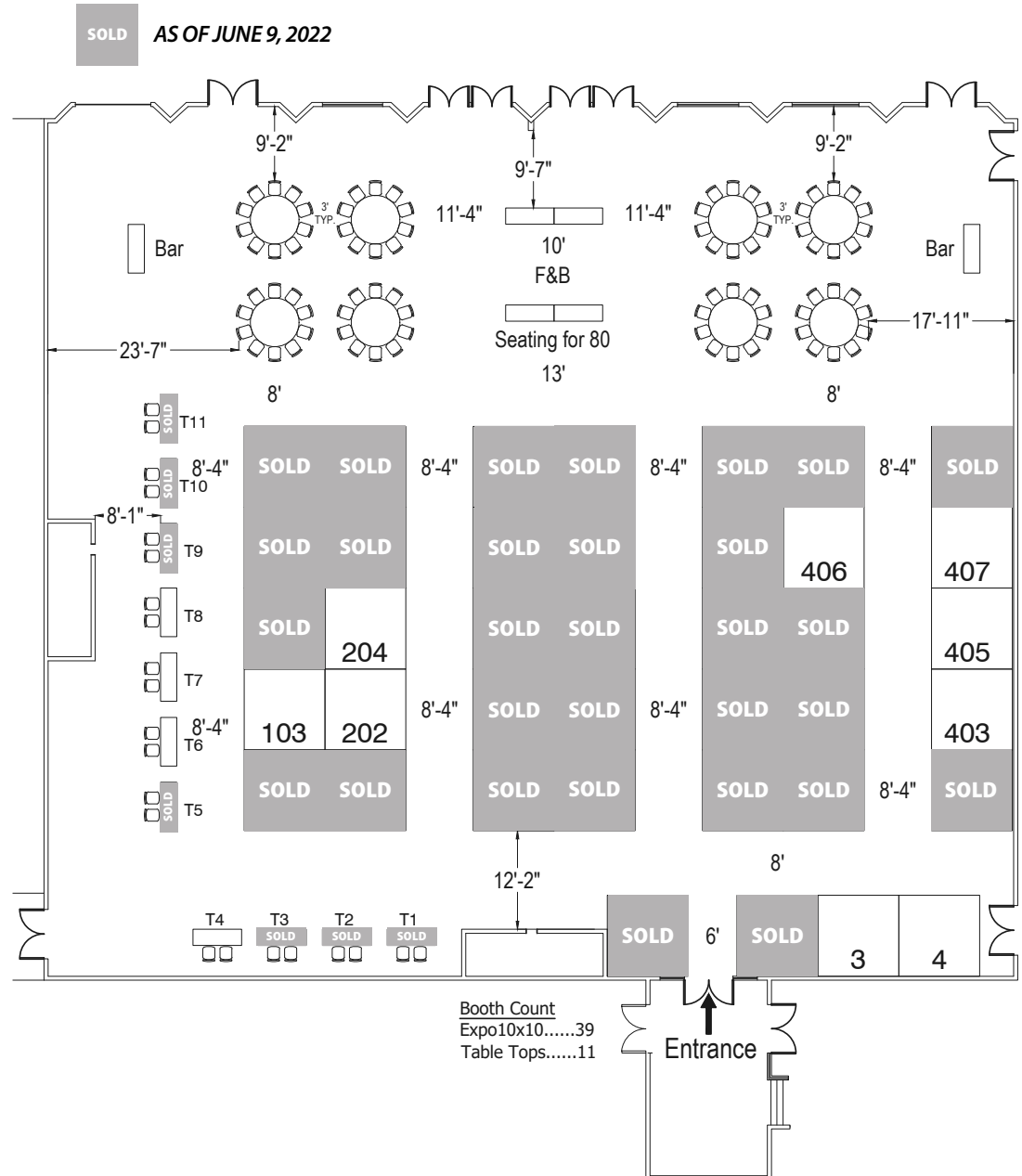
**Tuesday, September 27th**

**2:00 pm - 4:30 pm:** Exhibit Teardown

## REGISTRATION DEADLINE:

Sooner the better as space sells out! No refunds after August 1st.

**GENERAL RULES AND REGULATIONS:** Please read the following pages and check on your registration form that you agree.



# GENERAL RULES AND REGULATIONS

Please read carefully and check during your registration process that you agree.

## INSTALLATION OF EXHIBIT AND TABLE-TOP

Exhibitor set-up begins at 11:00 am Monday, and break-down is Tuesday before 4:30 pm. 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 pm. The Trade Show time is 3:00 pm - 6:00 pm on Monday, and again on Tuesday, 11:30 am - 1:30 pm, plus two evening network sessions. All booth personal must register for the conference, no exceptions. One registration is included with the exhibit/table-top purchase.

**Table-Top Guidelines:** Display materials should be arranged in such a manner so as not to obstruct sight lines of neighboring exhibitors. Floor standing banner stands are not permitted in front or on the side of the tabletop. Any pop-up banner MUST be behind your table. Pop-up displays are not allowed on table tops. Table displays must not exceed 3' in height and 4' in width and/or floor standing display banner stands (behind your table) must not exceed 7' in height and 4' in width.

## 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. **Please be sure to read the exhibitor kit carefully.** It is critical you understand all charges affiliated with the show decorator, including shipping and freight handling.

## GENERAL RESTRICTIONS IN OPERATING OF EXHIBITS

Table-top and floor-mounted displays are the norms; 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, videotape 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 lunch on Tuesday. 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.

## 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,

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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 hotel, Hilton and hotel owners, and their respective owners, managers, subsidiaries, affiliates, employees 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.



## QUESTIONS?

**Please call 816.561.5323, or email:**

Jane Male, Executive Director,  
[admin@invrecovery.org](mailto:admin@invrecovery.org)

Or, Kim Weitzel, Asst. Director  
[kweitzel@westerneda.com](mailto:kweitzel@westerneda.com)

**CLICK HERE TO REGISTER**