



Sponsor and Exhibitor Prospectus

Join over 400 senior executives, directors, and risk management experts for the tenth annual ERM Symposium, scheduled for April 18-20, 2012 at the Marriott Wardman Park hotel in Washington, D.C.

Why sponsor and exhibit at the 2012 ERM Symposium?

- With four general sessions and almost 30 concurrent sessions featuring top risk management experts, the ERM Symposium is the premier educational event for enterprise risk management.
- Promote your organization to an expected audience of 400+ risk professionals.
- Showcase your products and services to key influencers in purchase decisions.
- Increase your organization's brand recognition among chief risk officers, chief financial officers, chief actuaries, risk professionals, investment professionals, and risk modeling experts.

Visit www.ermssymposium.org to learn more about the 2012 event and to view the 2011 program and list of sponsors and exhibitors.

Sponsorships

The 2012 ERM Symposium offers three levels of corporate sponsorship:

Platinum Sponsorship Package (\$25,000) includes:

- Sponsorship of one reception, luncheon, or the Cyber Cafe, with recognition signage of sponsorship at sponsored event.
- Pre-Symposium exposure on the ERM Symposium web page with your company name, logo, link, and short description.
- On-site exposure through verbal acknowledgement during the opening general session.
- Inclusion in the on-site program booklet promoting exhibit area and hours, and listing your company name, logo, and description. Application and fee must be submitted no later than March 2, 2012 to be included in the on-site program.
- Company logo included on delegate bag.
- Company printed insert included in delegate bag (provided by sponsor).
- Sponsor ribbons for all company representatives in attendance.
- Pre- and Post-show attendee contact details, including e-mail addresses, provided in an Excel spreadsheet for one-time use.
- 10'x10' exhibit booth with premium placement in the Exhibit Hall
- Four (4) full attendee registrations to the ERM Symposium
- Two (2) complimentary booth representatives
- First right of refusal on the 2013 ERM Symposium Platinum Sponsorship

Gold Sponsorship Package (\$12,500) includes:

- Sponsorship of one breakfast, with recognition signage of sponsorship at sponsored event.
- Pre-Symposium exposure on the ERM Symposium web page with your company name, logo, link, and short description.
- On-site exposure through verbal acknowledgement during the opening general session.
- Inclusion in the on-site program booklet promoting exhibit area and hours, and listing your company name, logo, and description. Application and fee must be submitted no later than March 2, 2012 to be included in the on-site program.
- Sponsor ribbons for all company representatives in attendance.

- Pre- and Post-show attendee contact details, including e-mail addresses, provided in an Excel spreadsheet for one-time use.
- Two (2) full attendee registrations to the ERM Symposium

Silver Sponsorship Package (\$5,000) includes:

- Sponsorship of one break, with recognition signage of sponsorship at sponsored event.
- Pre-Symposium exposure on the ERM Symposium web page with your company name, logo, link, and short description.
- On-site exposure through verbal acknowledgement during the opening general session.
- Inclusion in the on-site program booklet promoting exhibit area and hours, and listing your company name, logo, and description. Application and fee must be submitted no later than March 2, 2012 to be included in the on-site program.
- Sponsor ribbons for all company representatives in attendance.
- Pre- and Post-show attendee contact details, including e-mail addresses, provided in an Excel spreadsheet for one-time use.
- One (1) full attendee registration to the ERM Symposium

Please note that sponsorship opportunities are limited and applications will be accepted on a first-come, first-served basis. The ERM Symposium will confirm if your application has been accepted.

Cancellations received by March 2, 2012 will receive a full refund minus a \$500 administrative fee. Cancellations received after March 2, 2012 will receive no refund.

Contact Megan O’Neill at moneill@casact.org or 703-562-1742 with any questions about sponsorship opportunities at the 2012 ERM Symposium.

Additional Opportunities

Give-Away Sponsor: \$2,500

Companies are invited to broaden their exposure by having their company name and logo displayed on a give-away item that will be distributed to every Symposium attendee.

All items will be sponsored exclusively and on a first-come, first-served basis. The \$2,500 licensing fee will allow you to display your company name and logo on the item you select, and the item will be distributed at the registration desk of the Symposium.

Companies sponsoring the give-away items are responsible for the costs to produce the item. Symposium staff will work with you to select an appropriate item and handle all related administrative work.

Items to consider include:

- Clothing items, such as jackets, shirts, hats, etc.
- Electronics, such as USB drives, flash lights, reading lights, etc.
- Miscellaneous items, such as padfolios, umbrellas, pens, highlighters, water bottles, etc.

In lieu of a give-away item, companies are welcome to provide printed literature, such as a company flyer or brochure, for inclusion in the tote bag.

Contact Megan O’Neill at moneill@casact.org or 703-562-1742 if you are interested in discussing an idea for a give-away item.

Give-away items and printed literature to be distributed with delegate registration materials should be sent for delivery by April 5, 2012. Send 450 items/copies to:

**Megan O'Neill
Casualty Actuarial Society
4350 N. Fairfax Drive, Suite 250
Arlington, VA 22203**

Note that 450 is an estimate for the number of registered attendees. The actual number of attendees may be lower or higher.

Materials that are not received at the address above by April 5, 2012 will not be distributed with delegate registration materials.

Literature Table: \$1,000

Showcase your products and services and increase your organization's brand awareness by taking advantage of the Literature Table. Display and distribute your printed literature, such as a company flyer or brochure (one item), on a table near the registration desk. Space is limited to five firms.

**Exhibitor Program
(Times on Schedule are Tentative)**

Schedule

Wednesday, April 18	
2:00 p.m. – 5:00 p.m.	Exhibitor Set-up
5:00 p.m. – 7:00 p.m.	Welcome Reception and Exhibits
Thursday, April 19	
7:00 a.m. – 8:00 a.m.	Continental Breakfast and Exhibits
9:30 a.m. – 10:00 a.m.	Exhibits, Networking, and Refreshment Break
11:15 p.m. – 11:45 p.m.	Exhibits, Networking, and Refreshment Break
1:00 p.m. – 2:00 p.m.	Luncheon and Exhibits
3:15 p.m. – 3:45 p.m.	Exhibits, Networking, and Refreshment Break
5:30 p.m. – 6:30 p.m.	Reception and Exhibits
Friday, April 20	
7:00 a.m. – 8:00 a.m.	Continental Breakfast and Exhibits
9:30 a.m. – 10:00 a.m.	Exhibits, Networking, and Refreshment Break
11:15 p.m. – 11:45 p.m.	Exhibits, Networking, and Refreshment Break
1:00 p.m. – 2:00 p.m.	Luncheon and Exhibits
2:00 p.m. – 4:00 p.m.	Exhibitor Breakdown

You may leave your table-top exhibit set up throughout the Symposium, but business should be conducted at the exhibit only during the above specified times. The exhibit hall is not open for business during educational sessions.

Exhibitor Highlights

- Receptions, breakfasts, and luncheons in the Exhibit Hall to attract attendees to your booth.
- Dedicated time for Exhibits, Networking, and Refreshment Breaks, with no other scheduled events or sessions at these times.
- Cyber Café located in the Exhibit Hall to increase traffic through the Exhibits.
- Raffle for prizes for attendees who visit each of the Exhibitors.

Exhibit Fee of \$3,000 includes:

- Booth space in the exhibit hall with standard framing materials and backdrop (10'x 10')
- Two (2) full attendee registrations to the ERM Symposium
- One (1) exhibitor badge for a booth representative.

The exhibitor badge provides the booth representative with access to the Symposium receptions, breakfasts, luncheons, and refreshment breaks. Additional exhibitor badges can be purchased in advance or at the symposium for \$400 each. Please note that exhibitors who wish to attend educational sessions must register for them and pay the full registration fee.

Benefits for Exhibitors

- Pre-Symposium branding on the ERM Symposium web page with your company name, logo, link, and short description.
- On-site exposure through verbal acknowledgement during the opening general session.
- Inclusion in the on-site program booklet promoting exhibit area and hours, and listing your company name, logo, and description. Application and fee must be submitted no later than March 2, 2012 to be included in the on-site program.
- Exhibitor ribbons for all company representatives in attendance.
- Pre-show attendee contact details, including e-mail addresses, provided in an Excel spreadsheet for one-time use.



Canadian
Institute of
Actuaries



Institut
canadien
des actuaires



Presented by the Casualty Actuarial Society, Canadian Institute of Actuaries, Professional Risk Managers' International Association and Society of Actuaries



Colegio Nacional de
Actuarios, A.C.



and with collaboration of the Asociación Mexicana de Actuarios, Colegio Nacional de Actuarios, and Enterprise Risk Management International Institute.

Exhibitor and Sponsor Provisions

In making application, you agree to sponsor and exhibit under and comply with these provisions.

1. These provisions are an integral part of the contract. The contract, including the interpretation and enforcement thereof, is governed by the laws of the State of Virginia and managed by the Casualty Actuarial Society (show management) on behalf of the ERM Symposium sponsoring organizations. All participating exhibitors and sponsors are subject to these rules, regulations, and policies. Exhibitors and sponsors should review this material before submitting an application. Questions regarding these provisions should be directed to Megan O'Neill (moneill@casact.org).
2. Objectives: The Exhibit Hall is the property of and produced for the Casualty Actuarial Society, Society of Actuaries, Canadian Institute of Actuaries, and PRMIA (the sponsoring organizations). The purpose is to provide educational information on enterprise risk management issues. Exhibitors are encouraged to offer information that is educational, professional, and instructional. Selling or taking orders for goods and services will be permitted provided that such business is conducted in an appropriate and professional manner.
3. Participation: Show management reserves the right to refuse space to any applicant who, in the opinion of show management, deals in products or services unrelated to ERM or who is unlikely to contribute to the overall objectives or purpose of the show.
4. Cancellations received by March 2, 2012 will receive a full refund minus a \$500 administrative fee. Cancellations received after March 2, 2012 will receive no refund.
5. Exhibiting companies are responsible for shipment of all materials to the Hotel, exhibit set-up and tear down, and any other responsibilities therein, including shipping/receiving expenses charged by the hotel.
6. Space Assignment: Every effort will be made to assign space in a fair and equitable manner and whenever possible the preferred spaces will be assigned. Show management maintains the exclusive and unrestricted right to assign space. Assignment of space is final. Space location may not be changed, transferred, or canceled without written request by the Exhibitor and subsequent written approval by show management. Because of the number of companies exhibiting similar or related products, show management cannot guarantee that a company exhibiting similar products or a company's competitor will not be located in a nearby space.
7. Floor Plan: The floor plan for this show will be maintained as originally presented wherever possible. However, show management reserves the right to modify the plan to the extent necessary for the best interests of the show, exhibitors, and industry.
8. Compliance: All organizations that exhibit will be bound by and subject to the rules and regulations of the hotel. If any representative of an organization whose exhibit has been approved partakes in any conduct in violation of any of these rules, regulations, or policies, or if for any reason the show management considers the exhibition to be objectionable or contrary to the intent and purpose of the Symposium, the exhibit will be removed from the area. In such an event, show management will not be liable for returning materials, refunding the symposium fee, or any related costs or damages.
9. Liability and Insurance: show management will take reasonable precautions to safeguard exhibitors' property; however, show management and its suppliers assume no liability whatever for loss or damage through any cause of goods, exhibits or other materials owned, rented or leased by the exhibitor before, during or after the show. Show management strongly recommends that exhibitors insure exhibit property against loss and theft, and have at least one representative in attendance at all times during the exhibit hours and especially during move-in and move-out.

- A. Show management strongly urges exhibitors to carry public liability insurance with coverage for personal injury liability, property damage liability and statutory workers' compensation.
 - B. Exhibitor agrees to protect, save, indemnify, and hold the sponsoring organizations and their directors, officers, employees and agents forever harmless for any damages or charges including actual attorney's fees and costs, imposed for violations of any law or ordinance, whether occasioned by the negligence of the exhibitors or those holding under the exhibitor, and further, exhibitor shall at all times protect, indemnify, save and hold harmless the Marriott Wardman Park hotel against and from any and all losses, costs (including attorney's fees), damage, liability, judgments, or expense arising from or out of or by reason of any accident or bodily injury or other occurrence to any persons or person, including the exhibitor, its agents, employees, and business invitees which arises from or out of or by reason of said exhibitor occupancy and use of the exhibition premises or a part thereof.
 - C. In addition, exhibitor acknowledges that the sponsoring organizations and the Marriott Wardman Park hotel do not maintain insurance covering exhibitor's property and that it is the sole responsibility of the exhibitor to obtain business interruption and property damage insurance covering such losses by exhibitor.
 - D. In the event of cancellation or disruption of the Show for any cause, this agreement shall terminate and the exhibitor waives any claim for damages or compensation, except that the exhibitor will be entitled to a refund of the amount paid for space less all costs incurred by the sponsoring organizations.
10. Give-away items and printed literature: Items/copies intended to be distributed with delegate registration materials should be sent for delivery to the address specified by April 5, 2012. 450 is an estimate for the number of registered attendees and the therefore the quantity of materials required. The actual number of attendees may be lower or higher. Materials that are not received at the specified address by April 5, 2012 will not be distributed with delegate registration materials.

**2012 Enterprise Risk Management Symposium
April 18-20, 2012, Marriott Wardman Park, Washington, D.C.**

Exhibitor and Sponsor Application and Contract

Indicate the organization name with proper capitalization and spacing, EXACTLY as it should appear on all materials: _____

Identify the person who will be receiving all sponsor and exhibitor-related materials:

Contact Person _____

Phone: _____

Email Address _____

Please indicate the names of the attendees that will be utilizing the meeting registration(s) and booth passes for your organization.

Platinum Sponsorship (4 attendee registrations, 2 booth passes)

1 _____

1 _____

2 _____

2 _____

3 _____

4 _____

Gold Sponsorship (2 attendee registrations)

1 _____

2 _____

Silver Sponsorship (1 attendee registration)

1 _____

Exhibitors (2 attendee registrations, 1 booth pass)

1 _____

1 _____

2 _____

Please indicate your participation as a sponsor and/or exhibitor below:

_____ Platinum Sponsor (\$25,000)

_____ Gold Sponsor (\$12,500)

_____ Silver Sponsor (\$5,000)

_____ Give-Away Sponsor (\$2,500) Item: _____

_____ Literature Table (\$1,000)

_____ Exhibitor (\$3,000)

In submitting this application, we agree to exhibit/sponsor under and comply with the Exhibitor and Sponsor Provisions.

Signature _____ Date _____

Payment is due at time of application.

PAYING BY CREDIT CARD

Fax or Email your application to:
Casualty Actuarial Society
Megan O'Neill (moneill@casact.org)
703-276-3108

PAYING BY CHECK

Mail your application with check payable to:
Casualty Actuarial Society
P.O. Box 425
Merrifield, VA 22116-0425

Credit Card #: _____ Exp. Date (MM/YY): _____

Cardholder Name: _____

Signature: _____

Credit Card Billing Address: _____