

# 2010 PLRB/LIRB Insurance Services Expo Exhibit Space & Sponsorship Application

**San Antonio Convention Center**  
200 E Market  
San Antonio, Texas 78205

Monday, March 22 and Tuesday, March 23, 2010

The following information will be printed in this event's Expo Directory.  
**Please type or print clearly.**

*To register for exhibit space, please follow these steps:*

- Print, sign and date the agreement accepting the **Exhibitor-Sponsor Terms & Conditions**,
- If paying by check, make payable to "PLRB" and mail to:  
Property Loss Research Bureau  
75 Remittance Drive  
Suite 3286  
Chicago, IL 60675-3286.
- If paying by credit card, send completed form with credit card information by mail to above address, or fax to 630-724-2260 or e-mail to [ehedin@plr.org](mailto:ehedin@plr.org).

NAME/TITLE \_\_\_\_\_  
COMPANY/ORGANIZATION \_\_\_\_\_  
STREET ADDRESS/P.O. BOX \_\_\_\_\_  
CITY/STATE/ZIP CODE \_\_\_\_\_

PHONE NUMBER(S) (local and toll free) \_\_\_\_\_  
FAX NUMBER(S) (local and toll free) \_\_\_\_\_  
E-MAIL \_\_\_\_\_  
WEB SITE \_\_\_\_\_

**My preferred space number: 1<sup>st</sup> Choice \_\_\_\_\_ 2<sup>nd</sup> Choice \_\_\_\_\_ 3<sup>rd</sup> Choice \_\_\_\_\_**  
(Note: You may not receive any of your preferences. See Terms & Conditions for details.)

**Affiliate Members: Sign up here.**

Please reserve \_\_\_\_\_ 10 ft. x 10 ft. standard space(s) at \$2,350 per space = \$ \_\_\_\_\_  
Please reserve \_\_\_\_\_ corner(s) x \$300 per corner = \$ \_\_\_\_\_  
**Booth Total = \$ \_\_\_\_\_**

**Non-Members: Sign up here.**

Please reserve \_\_\_\_\_ 10 ft. x 10 ft. standard space(s) at \$2,650 per space = \$ \_\_\_\_\_  
Please reserve \_\_\_\_\_ corner(s) x \$300 per corner = \$ \_\_\_\_\_  
**Booth Total = \$ \_\_\_\_\_**

**Booth Total \$ \_\_\_\_\_ plus Sponsorship Amount \$ \_\_\_\_\_ = Total Due \$ \_\_\_\_\_**

**Sponsorship Reservation**

Sponsors are recognized through signage at the conference and expo, at meal and break functions, at the general session, and on the PLRB event webpage. Sponsors also receive other benefits. See Terms & Conditions for details.

**Affiliate Member: Sign up here:**

\_\_\_ Platinum Sponsorship at \$10,000  
\_\_\_ Gold Sponsorship at \$5,000

**Non-Member: Sign up here:**

\_\_\_ Platinum Sponsorship at \$10,600  
\_\_\_ Gold Sponsorship at \$5,300

**Method of Payment: I am paying by**     Check     Visa     MasterCard     American Express

CC ACCOUNT NUMBER \_\_\_\_\_ EXPIRATION DATE \_\_\_\_\_  
NAME (AS IT APPEARS ON THE CARD) \_\_\_\_\_ SIGNATURE \_\_\_\_\_

**I agree that the space assignment for exhibit(s) is predicated on our company agreeing to the Terms, Conditions, Rules and Regulations on the following pages. In addition, this application becomes a contract after being signed by the exhibitor, full payment is made, and the application is accepted by expo management as indicated below. This exhibit is authorized by:**

NAME/TITLE \_\_\_\_\_ COMPANY NAME \_\_\_\_\_  
SIGNATURE AND DATE AUTHORIZED \_\_\_\_\_

Accepted by PLRB/LIRB:

BY \_\_\_\_\_ DATE \_\_\_\_\_

**List contact for exhibit arrangement**

NAME/TITLE \_\_\_\_\_  
COMPANY/ORGANIZATION \_\_\_\_\_  
STREET ADDRESS/P.O. BOX \_\_\_\_\_  
CITY/STATE/ZIP CODE \_\_\_\_\_

PHONE NUMBER(S) (local and toll free) \_\_\_\_\_  
FAX NUMBER(S) (local and toll free) \_\_\_\_\_  
E-MAIL \_\_\_\_\_  
WEB SITE \_\_\_\_\_

# Expo Guide Description

- Use my company's description from last year, or
- Use the following description (in 25 words or less).

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## Example:

*ABC Company is the Midwest's leader in restoration services. With its extensive network of offices, ABC provides emergency response for fire, water, and other disasters.*

## What is the Exhibitor Guide?

The Exhibitor Guide is a printed directory that attendees can take with them after the EXPO.

## Why do I need an Expo Guide Description?

These short descriptions of what companies do are what attendees take back to their offices and often share with many fellow Claims professionals. Attendees may not visit each and every booth or have significant discussions to learn about possible services. This list then becomes extremely important upon return, when claims professionals are looking for that specialist who can assist with their current unusual claim subject matter. It is not the kind of information that gets thrown away easily after these events.

## What if I don't provide a Description?

Only your company name will be listed. When readers see generic names such as "ABC Consultants", with no clear description of what ABC does, the listing may be easily dismissed by readers. The exhibitor has lost an important opportunity to get his or her message out.

# Exhibitor Categories

**Category 1.** Please check the category that BEST describes your company. Only choose one. **This is the category under which your company will be listed in the Expo Guide.**

- |  |                                      |                                      |                                      |   |                                       |                                     |
|--|--------------------------------------|--------------------------------------|--------------------------------------|---|---------------------------------------|-------------------------------------|
| <input type="checkbox"/> Accounting                | <input type="checkbox"/> Adjusting   | <input type="checkbox"/> ALE/housing | <input type="checkbox"/> Association | <input type="checkbox"/> Auto Restoration | <input type="checkbox"/> Construction | <input type="checkbox"/> Consulting |
| <input type="checkbox"/> Education                 | <input type="checkbox"/> Electronics | <input type="checkbox"/> Engineering | <input type="checkbox"/> Estimating  | <input type="checkbox"/> Investigating    | <input type="checkbox"/> Legal        | <input type="checkbox"/> Property   |
| <input type="checkbox"/> Replacement               | <input type="checkbox"/> Publisher   | <input type="checkbox"/> Restoration | <input type="checkbox"/> Salvage     | <input type="checkbox"/> Software         | <input type="checkbox"/> Technologies |                                     |
| <input type="checkbox"/> Other/Miscellaneous _____ |                                      |                                      |                                      |   |                                       |                                     |

**Optional Category 2.** If you wish, please check a second category that describes your company. Only choose one.

- |  |                                      |                                      |                                      |   |                                       |                                     |
|--|--------------------------------------|--------------------------------------|--------------------------------------|---|---------------------------------------|-------------------------------------|
| <input type="checkbox"/> Accounting                | <input type="checkbox"/> Adjusting   | <input type="checkbox"/> ALE/housing | <input type="checkbox"/> Association | <input type="checkbox"/> Auto Restoration | <input type="checkbox"/> Construction | <input type="checkbox"/> Consulting |
| <input type="checkbox"/> Education                 | <input type="checkbox"/> Electronics | <input type="checkbox"/> Engineering | <input type="checkbox"/> Estimating  | <input type="checkbox"/> Investigating    | <input type="checkbox"/> Legal        | <input type="checkbox"/> Property   |
| <input type="checkbox"/> Replacement               | <input type="checkbox"/> Publisher   | <input type="checkbox"/> Restoration | <input type="checkbox"/> Salvage     | <input type="checkbox"/> Software         | <input type="checkbox"/> Technologies |                                     |
| <input type="checkbox"/> Other/Miscellaneous _____ |                                      |                                      |                                      |   |                                       |                                     |

**Optional Category 3.** If you wish, please check a third category that describes your company. Only choose one.

- |  |                                      |                                      |                                      |   |                                       |                                     |
|--|--------------------------------------|--------------------------------------|--------------------------------------|---|---------------------------------------|-------------------------------------|
| <input type="checkbox"/> Accounting                | <input type="checkbox"/> Adjusting   | <input type="checkbox"/> ALE/housing | <input type="checkbox"/> Association | <input type="checkbox"/> Auto Restoration | <input type="checkbox"/> Construction | <input type="checkbox"/> Consulting |
| <input type="checkbox"/> Education                 | <input type="checkbox"/> Electronics | <input type="checkbox"/> Engineering | <input type="checkbox"/> Estimating  | <input type="checkbox"/> Investigating    | <input type="checkbox"/> Legal        | <input type="checkbox"/> Property   |
| <input type="checkbox"/> Replacement               | <input type="checkbox"/> Publisher   | <input type="checkbox"/> Restoration | <input type="checkbox"/> Salvage     | <input type="checkbox"/> Software         | <input type="checkbox"/> Technologies |                                     |
| <input type="checkbox"/> Other/Miscellaneous _____ |                                      |                                      |                                      |   |                                       |                                     |

**Optional Category 4.** If you wish, please check a fourth category that describes your company. Only choose one.

- |  |                                      |                                      |                                      |   |                                       |                                     |
|--|--------------------------------------|--------------------------------------|--------------------------------------|---|---------------------------------------|-------------------------------------|
| <input type="checkbox"/> Accounting                | <input type="checkbox"/> Adjusting   | <input type="checkbox"/> ALE/housing | <input type="checkbox"/> Association | <input type="checkbox"/> Auto Restoration | <input type="checkbox"/> Construction | <input type="checkbox"/> Consulting |
| <input type="checkbox"/> Education                 | <input type="checkbox"/> Electronics | <input type="checkbox"/> Engineering | <input type="checkbox"/> Estimating  | <input type="checkbox"/> Investigating    | <input type="checkbox"/> Legal        | <input type="checkbox"/> Property   |
| <input type="checkbox"/> Replacement               | <input type="checkbox"/> Publisher   | <input type="checkbox"/> Restoration | <input type="checkbox"/> Salvage     | <input type="checkbox"/> Software         | <input type="checkbox"/> Technologies |                                     |
| <input type="checkbox"/> Other/Miscellaneous _____ |                                      |                                      |                                      |   |                                       |                                     |

**2010 PLRB/LIRB INSURANCE SERVICES EXPO  
EXHIBITOR APPLICATION TERMS AND CONDITIONS**

**1. Definitions**

- A. Decorator** shall mean: Freeman Exhibitor Services  
**B. Decorator's Website** shall mean: www.freemanco.com  
**C. Facilities** shall mean: San Antonio Convention Center, San Antonio, Texas  
**D. Expo Manager** shall mean the Property Loss Research Bureau's designated Expo Manager.  
**E. Early Bird Closing Date:** shall mean the date that the Early Bird Enrollment promotion ends, which is April 30 in the year before the year of the Expo.  
**F. Set Up Day of the Expo** shall mean Sunday, March 21, 2010.  
**G. Opening Day of the Expo** shall mean Monday, March 22, 2010.  
**H. Closing Day of the Expo** shall mean Tuesday, March 23, 2010.  
**I. Year of the Expo** means 2010  
**J. Fees**

	Affiliate Member Rate	Non-Member Rate
Exhibit Booth	\$2350 each	\$2650 each
Corners	\$300 additional each	\$300 additional each
Gold Sponsorship	\$5000	\$5300
Platinum Sponsorship	\$10,000	\$10,600
Additional Booth Staff	\$175 per person	\$250 per person
Welcome Reception	\$125 per person	\$225 per person

- K. Hours** (Note: *Expo hours are subject to change.* Check your exhibitor service kits for exact hours.)

**BOOTH SET-UP**

*Set up Day of the Expo, 8:30 A.M. to 5:00 P.M.*

*Opening Day of the Expo* Upon request and PLRB approval only.

**ALL BOOTHS MUST BE SHOW READY BY 8:30 A.M. Opening Day of the Expo.** Booths not set up by Opening Day of the Expo will not be allowed to set up until the end of the Expo hours on Monday (6:00 P.M.).

**BOOTH DISMANTLE**

*Closing Day of the Expo, 6:30 P.M. to Midnight*

**Exhibitors may not begin to dismantle booths prior to 6:30 P.M. on the Closing Day of the Expo. Early booth dismantling is a distraction to your neighbor and may result in loss of exhibiting privileges at future PLRB/LIRB events.**

- L.** All times indicated herein are Central Time.

**M. Applicant** shall mean the party listed on the application seeking exhibit space and/or seeking to sponsor the conference.

**N. Application** shall mean the application for exhibit space and/or sponsorship of the conference submitted by the applicant, which is incorporated into and made part of these terms and conditions.

**O. Conference** shall mean the PLRB/LIRB Claims Conference for the year of the Expo.

**P. Next Year's Claims conference and expo** shall mean the **2011** PLRB/LIRB Claims Conference and Expo held in Nashville, TN.

**2. Management and Supervision** The PLRB/LIRB *Insurance Services Expo* (hereinafter referred to as **Expo**) shall be governed by these Terms, Conditions, Rules, and Regulations, as well as the terms of the *Exhibit Space Application* issued by the Property Loss Research Bureau (PLRB) (hereinafter referred to as *Expo* management).

**3. Consideration for Exhibit Space and/or Sponsorship** In consideration for rental of exhibit space and/or sponsorship of the Conference as indicated in the Application, Applicant is including the requested credit card information for American Express, Visa or. To obtain the affiliate rate, the Exhibitor must be an Affiliate of PLRB at time of signing and at the time of the show. Affiliate exhibit and sponsorship rates apply only to businesses who are exhibiting or sponsoring under the corporate name listed on the PLRB/LIRB affiliate membership records. Exhibit application payments must be paid in full before a space location is considered finalized and as otherwise set forth herein.

**A. Standard benefits for exhibitors include:**

1. Basic exhibitor sign with company name and booth number (sign measures approximately 7" x 44" (h x w).
2. Exhibitors will receive 3 Conference and Expo attendee lists with one edition being sent 30 days in advance of the Conference, a second edition being sent 10 days before the event and a third copy being sent 10 days after the event. Per PLRB policy, the list will contain the attendee's name, title, company name, city and state. No addresses, telephone numbers, fax numbers, or e-mail addresses can be provided.
3. Access to Claims Conference General Session.
4. Access to any offered morning continental breakfasts and coffee breaks for the Conference and exhibit hall food functions.
5. Company name, contact information and description printed in the Expo directory distributed at the Conference.
6. Exhibitor Services Kit. The Decorator will e-mail kits with shipping information and order forms for furniture, equipment and Services.

**B. Not included in exhibit space registration fees:**

1. Access to the Welcome Reception, on Sunday. Access is available to exhibitors at an additional fee. The fee is the Welcome Reception Fee listed above.

2. Claims Conference session registration. Registration is available at an additional fee. Refer to the conference program or [www.claimsconf.org](http://www.claimsconf.org) for fees and session listings.
3. Booth Furnishings. All booth furnishings (including tables, chairs, carpet, etc) are at additional cost and must be ordered through the Decorator. The Decorator will e-mail kits with shipping information and order forms for furniture, equipment and services.

**C. Display Booth Space** In addition to the benefits listed 1. A, the rental fee entitles the exhibitor to:

1. Standard spaces measure 10' deep x 10' wide per space and can be combined in any combinations thereof.
2. Pipe and drape back and side walls 3' high on the sides and 8' high in the back.
3. Three (3) booth staff per 10' x 10' exhibit space at no charge. Additional booth staff may be added by paying the appropriate Additional Booth Staff Fees listed above in paragraph 1. In addition, additional booth staff is limited to 3 additional staff per space. Booth staff registered as paid conference attendees do not have to pay the Additional Booth Staff Fees.

**D. Platinum Sponsorship benefits include:**

Platinum Sponsorships have all of the benefits listed below for Gold Sponsorships, but at a 2 to 1 value, compared to the Gold Sponsorships benefits. For example, Platinum Sponsorships include 4 complimentary admission tickets to the Welcome Reception with two highboy cocktail tables featuring your company name, 2 aisle signs measuring 6 ft. x 4 ft. The general sponsorship signage throughout the event and in printed materials will reflect the 2 to 1 value ratio.

**E. Gold Sponsorship benefits include:**

1. Sponsor's company name and logo highlighted on the expo hall entranceway and on the conference registration entranceway along with other sponsors.
2. Recognition of Sponsors at the Conference Welcome Reception on Sunday with signage at the entrance and in the reception. Each Gold Sponsor will have a highboy cocktail table featuring its company name.
3. Recognition of sponsorship for the Conference's General Session Keynote Speaker. Sponsor's company names and logos will be recognized on the sessions entranceway signage, on-screen, and from the podium.
4. Recognition of sponsorship for Food & Reception events specified by Expo Management including signage at all food and beverage stations located within the Expo Hall and a 6 ft. x 4 ft. hanging aisle sign.
5. Recognition of your Sponsorship on the back cover of the cross-referenced Exhibitor Directory and on the PLRB/LIRB website.
6. Two complimentary passes for the Welcome Reception on Sunday.
7. One complimentary conference registration including admission to all educational sessions.
8. 2 badges for entrance to the expo hall only.
9. Sponsors' company name and logo on the back cover of the next year's Conference and Expo attendance promotion brochure if Sponsor renews the Sponsorship for the next year's event by November 15 of the year before that event.
10. The on line Exhibitor Directory will have a direct link to the Sponsor website, from the date of confirmation of sponsorship until June 30, following the event.

**4. Material Handling Services and Union Rules** Shipping of exhibit material will be arranged between the exhibitor and the Decorator. Any booth furnishings, electrical furnishings, drayage, labor, and storage services will be contracted directly between Exhibitor and the Decorator. After payment of a rental fee and assignment of exhibition space by the Expo manager, Exhibitor will be e-mailed the Exhibitor Service Manual (initial mailing in January of the year of the Expo) containing complete information concerning services provided by the Decorator. Exhibitor may also obtain the Exhibitor Service Manual on-line at the Decorator's Website. The manual will include a *Material Handling Order Form* to assist in the smooth movement of materials. Exhibitor agrees to send no exhibiting materials directly to the hotel or exhibit hall.

**5. Name Badges** Insurance Services Expo name badges must be worn at all times by exhibitor personnel on the **Expo** floor.

*Exhibitor Badges* – Exhibitors will be furnished with one badge listing the exhibitor's name, and the company's/organization's name. To minimize distractions to neighboring booths, exhibitors are restricted to three (3) booth staff per 10' x 10' booth space at any given time.

*Setup/Dismantle Special Passes* -- Special passes will be available on-site for contractor and personnel assisting with the **Expo** set up and/or dismantle process. The special passes will authorize admittance on the **Expo** floor only during set up/dismantle time. They will be void during **Expo** hours of operation.

*No other badge admittance* -- Only **Expo** badges will authorize admittance onto the **Expo** floor during set up and dismantle times.

**6. Exhibitor Attendance** The maximum number of exhibitor representatives permitted in their company's rented exhibit space at any one time is three (3) per 10' x 10' booth space. The license to have three exhibitor representatives cannot be transferred from one exhibitor to another. This applies regardless of any relation or association of exhibitors.

**7. Care of Exhibits Space** Construction, decoration, and equipment of the exhibits must conform to local fire prevention, safety, and health codes and ordinances. Packing containers, shipping cartons, and similar materials may not be stored in the exhibit area. Use of nails, glue, paint, ink, or other materials that deface or mar the Facilities' or Decorator's property is prohibited. Exhibitor is liable for payment of any costs associated with damage from its conduct to the Facilities' or the Decorator's property.

**8. Time of payment and Space Reservations.**

**A. Space or Sponsorship Reservation:** No exhibit space or Sponsorship will be reserved in response to an application that is submitted to PLRB until PLRB receives full payment for the space and/or Sponsorship.

**B. Early Bird Discount or other Discounts:** Where a discount is offered to Exhibitors and an Exhibitor applies to receive Expo space at the discounted rate, the Exhibitor must make full payment when submitting the application.

**C. Space Allocation:** Where possible, consideration will be given to allocating space based upon the applicants initial input, however, ultimately allocation will be based on what works best for the entire program as determined by the Expo Management. All exhibit spaces are subject to approval, assignment, or reassignment if necessary, by the Expo Management. No refunds will be given as a result of any booth location reassignments. Expo Management reserves the right to modify at any time the location, size, and display limits of a display booth where such modification is for the overall benefit of the expo.

**D. Maximum Exhibit Size:** Each exhibitor or group of exhibitors under common management shall be limited to a total number of booth spaces not to exceed 12 spaces.

**E. Informal Associations.** Unincorporated associations of businesses are not eligible to rent or occupy a booth.

**9. Display Limitations** Exhibitor shall confine the display and promotional activities to the allocated space. Booth exhibits standing higher than 48" shall not exceed half way from the back display area, nor interfere with aisle traffic. Booth structures that block sightlines of neighboring booths are subject to removal.

**10. Sound and Lighting** Exhibit noise levels shall at no time infringe on the rights of neighboring booths. All lighting and audiovisual equipment operation shall not interfere with activities of other exhibitors.

**11. Advertising by Others** Advertising at the Expo is limited to those persons, firms, and corporations that have contracted and paid for exhibit space. No other persons, firms, or corporations will be permitted to demonstrate a product, solicit orders, or distribute advertising materials in the exhibition area. No exhibitor, sponsor or other entity shall distribute any publication at the conference or expo purporting to be or in any manner resembling an official or unofficial conference and/or expo daily, without express written consent of the Property Loss Research Bureau. No exhibitor, sponsor or other entity shall distribute materials at the conference or expo for which the exhibitor, sponsor or other entity sold advertising to third parties, unless express written consent is granted by the PLRB.

**12. Assignment of Expo Space** Exhibitor may not assign its contract for exhibit space or allow any other person or organization to use any part of the space without written permission from Insurance Services Expo management. Only one business can occupy a booth. Unincorporated associations of businesses are not eligible to rent or occupy a booth.

**13. Liability of Exhibitor** Exhibitor is responsible for obtaining any and all insurance coverage for its exhibit and all personal property owned, rented, leased, borrowed, or used by Exhibitor as part of its exhibit.

Exhibitor must make provision for the safeguarding of all goods it owns, rents, or leases from the time they are placed in the exhibit space until they are removed by its agents. Insurance Services Expo management shall not be liable or responsible for, shall not insure, and shall not guarantee to Exhibitor, the safety of exhibits materials against fire, accident, theft, or any loss or injury whatsoever.

Any damage or destruction of others' property or personal injury to others resulting from the conduct of Exhibitor, its agents, or employees will be Exhibitor's sole responsibility.

Insurance Services Expo management disclaims any liability for destruction of others' property, personal injury to others, or any dispute arising from the contractual relationship of Exhibitor and the Decorator.

Exhibitor agrees to protect, save, and hold the PLRB and the Facilities, and all agents and employees thereof (hereinafter collectively called Indemnities) forever harmless for any damages or charges imposed for violations of any law or ordinance, whether occasioned by the negligence of the exhibitors or those holding under the exhibitor. Further, the exhibitor shall, at all times, protect, indemnify, save and hold harmless the Indemnities against and from any and all losses, costs, damages, liability, or expenses (including attorney's fees) arising from or out of or by reason of any accident or bodily injury or other occurrences to any person or persons, including the exhibitor, its agents, employees or business invitees, which arise from or out of or by reason of said exhibitor's occupancy and use of the exhibition premises, the hotel, or any part thereof.

**14. Failure to Occupy Space** If the exhibitor does not claim or occupy its assigned space before 8:00 A.M, on Opening Day of the Expo, Expo management may, at its option, terminate the contract and reassign the space to another exhibitor. The defaulting exhibitor will not be entitled to a refund of its rental fee.

**15. Cancellation by Exhibitor or Sponsor** In the event the exhibitor cancels the Application and agreement before July 31 of the year before the Expo, Expo management will refund fees, less a 10% administrative fee. In the event the exhibitor or Sponsor cancels the application and agreement August 1 through November 30 of the year before the Expo, Expo management will refund 50% of the fee paid by the exhibitor or sponsor. In the event the exhibitor cancels the application and agreement after November 30 of the year before the Expo, the exhibitor will receive no refund of fees. In the event a sponsor cancels the Application and agreement after July 31 of the year before the event, the sponsor will receive no refunds of fees.

**16. Cancellation by Management or Inability to Hold Exhibits** If Expo management cancels the Expo before Opening Day of the Expo or if before the Opening Day of the Expo causes beyond the control of Expo management arise which prevent the planned holding of the Expo, the exhibitor will be refunded 100% of its rental fee. Management will not be liable for any other expenses the exhibitor might incur or any consequential damages the exhibitor may claim.

If Expo management cancels the Expo on the Opening Day of the Expo or if on the Opening Day of the Expo causes beyond the control of Insurance Services Expo management arise which prevent the planned holding of the Expo, the exhibitor will be refunded 50% of its rental fee. Insurance Services Expo management will not be liable for any other expenses the exhibitor might incur or any consequential damages the exhibitor may claim.

If PLRB cancels the Conference before the Opening Day of the Expo, Sponsorships fees will be refunded less a 10% fee for administration and benefits received.

**17. Impossibility** The performance of this agreement by either party is subject to acts of God, war, terrorism, government regulation, disaster, fire, strikes, civil disorder, curtailment of transportation facilities, or other similar cause beyond the control of the parties making it

inadvisable, illegal, impractical or impossible to hold a successful meeting or to provide the facility. This agreement may be terminated without penalty for any one or more such reasons by written notice from one party to the other, except as provided in paragraphs 16 and 17 above.

**18. Playing or Performing of Music** Exhibitor represents and warrants that no musical work protected by copyright will be staged, produced or, otherwise performed via either "live" or "mechanical" means, by or on behalf of Exhibitor, unless Exhibitor has previously obtained written permission from the copyright owner's designee (e.g. ASCAP, BMI, or SESAC) for such use. Exhibitor further represents and warrants that it shall be fully responsible for the performance of all obligations under any agreement permitting the use of such music, including but not limited to all obligations to report data and pay royalty fees. Exhibitor agrees to indemnify, save and hold harmless and defend PLRB, its directors, officers, agents, employees, and each of them, from and against any and all claims, costs and expenses (including legal fees and expenses), demands, actions, and liabilities of every kind with respect to any breach of the foregoing representations and warranties.

**19. Special Assistance/ADA Compliance** In compliance with the American with Disabilities Act, all exhibitor personnel needing special assistance should contact the PLRB with their requests.

**20. Application Acceptance** Acceptance of an application does not mean endorsement by *Expo* management of the applicant's service or product. Rejection of the application does not imply disapproval of the applicant's service or product.

**21. Exhibitor Conduct** *Expo* management has authority to prohibit an exhibit from continuing, if at any time the purpose and character of the **Expo** is jeopardized by the continuation of the exhibits. In the event of an exhibitor discontinuation order, management will not be liable for any refund of the exhibit space rental fee.

**22. Promotional Demonstration and Handouts** Demonstrations of products or services, as well as distribution of souvenirs, samples, and other promotional items shall not disrupt traffic flow nor infringe on visitors' and other exhibitors' rights. *Expo* management reserves the right to approve all promotional demonstrations and/or handouts to be used by exhibitors. Exhibitor assumes all liability as indicated in paragraph 13.

**23. Entertainment Policy** The purpose of the Claims Conference is education. The strength, reputation, and national support of the Claims Conference are the result of its commitment to hardworking, intense professional development. The official Claims Conference program also provides helpful forums for networking among insurers' claims professionals and claims service providers. Any additional activity sponsored by a claims service provider in conjunction with the Claims Conference that undermines or conflicts with the primary educational purpose and reputation of the Claims Conference is prohibited. As example, entertainment during conference and expo hours is a conflict and prohibited. Also, after-hours entertaining of fifteen or more conference attendees by any one person, organization, or group that extends past 11:00 p.m. on an evening before morning sessions undermines the educational experience and is prohibited. "Adult themed" entertainment undermines the reputation of the event and is prohibited.

Failure to comply with the policy can result in sanctions, including but not limited to:

- Loss of exhibiting privileges at PLRB/LIRB events
- Loss of speaking privileges at PLRB/LIRB events
- Loss of attendance privileges at PLRB/LIRB events.

**24. Raffles** Because raffles, sweepstakes, and lotteries are generally prohibited by law, Exhibitors are prohibited from holding raffles, sweepstakes or lotteries at PLRB events including the Expo. Furthermore, any giveaways to attendees, including attendees who may participate in a lawful game of skill, must be of *de minimus* value (\$25.00 or less).

**25. Exhibit Hall Agreement** This contract with exhibitor is subject to terms of the agreement between PLRB and the Facilities.

**26. Interpretation/Choice of Law** *Insurance Services Expo* management has total authority of interpretation and enforcement of these Terms, Conditions, Rules, and Regulations and reserves the right to amend them at any time for the benefit of the **Expo**. Exhibitors/Sponsors and their representatives who violate these Terms, Conditions, Rules, and Regulations or who, in the opinion of Insurance Services Expo management, conduct themselves unethically, may be dismissed from the **Expo and/or Conference** without refund or other appeal and may be excluded from participation in future Conferences and **Expos**.

Should either party resort to litigation or any form of alternative dispute resolution, the parties agree that the jurisdiction, venue and choice of law shall be DuPage County, Illinois.

**27. Entire Agreement** This Agreement contains the entire agreement between PLRB and Exhibitor/Sponsor and there are no other promises or conditions in any other agreement oral or written. This Agreement supersedes any prior written or oral agreements between PLRB and Exhibitor.

**28. Severability** Should any provision of this Agreement prove to be invalid or unenforceable for any reason, the remaining provisions shall continue to be valid and enforceable.

**29. Release of Liability** Exhibitor shall be fully responsible to pay for any and all damages to property owned by the Facilities, its owners or managers that results from any act or omission of Exhibitor. Exhibitor agrees to defend, indemnify and hold harmless, the PLRB, the Facilities, their owners, managers, officers or directors, agents, employees, subsidiaries and affiliates, from any damages or charges resulting from Exhibitor's use of the property. Exhibitor's liability shall include all losses, costs, damages, or expenses arising from or out of or by reason of any accident or bodily injury or other occurrences to any person or persons, including the Exhibitor, its agents, employees and business invitees which arise from or out of the Exhibitor's occupancy and use of the exhibition premises, the Hotel or any part thereof.