

CALIFORNIA WORKERS' COMPENSATION DEFENSE ATTORNEYS' ASSOCIATION

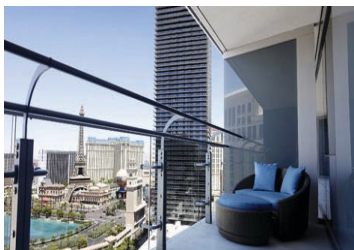
2012 Annual Summer Conference
May 31- June 3, 2012

Exhibitor/Sponsorship Packet

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Presented by





**California Workers' Compensation
Defense Attorneys' Association**
2012 Annual Summer Conference

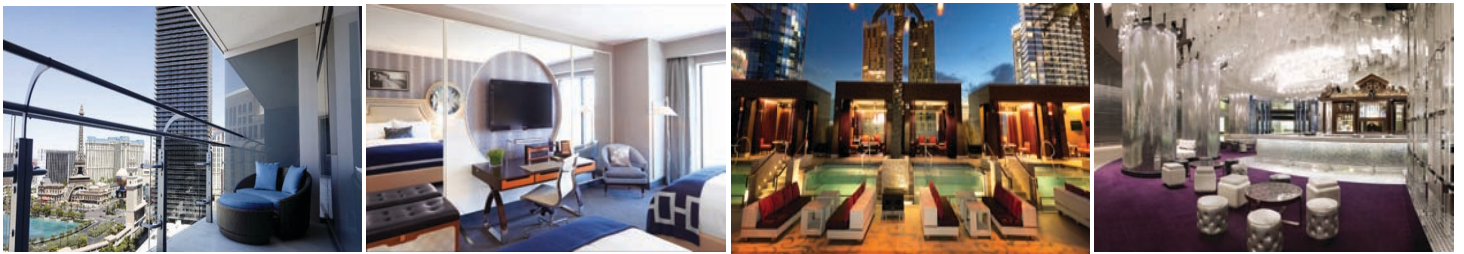
May 31 - June 3, 2012
THE COSMOPOLITAN *of* LAS VEGAS

Reserve your space today!

To reserve your preferred Exhibit Space and/or Sponsorship Opportunity,
or for questions about offerings, please contact Michelle Smith:

StageOne Events
1304 Laysan Teal Dr.
Roseville, CA 95747
Direct: 925-478-5775
Main Office: 925-240-9160
Michelle@StageOneEvents.com





Exhibitor Opportunities

2012 Summer Sponsors and Exhibitors will receive priority registration for the next Conference.

The Exhibit Hall is the center of the CWCDAA Conference. Attendees who visit will gather in the Exhibit Hall to network and enjoy:

- Breakfasts
- Morning and Afternoon Breaks
- Session Scanning
- Welcome Reception

2012 Exhibit Opportunities

Early Bird Registration

(Through March 13, 2012)

\$900 – 6 x 2 Skirted Tabletop

\$1,200 – 10' x 10' Booth Space

Standard Registration

(March 14 – May 15, 2012)

\$1,100 – 6 x 2 Skirted Tabletop

\$1,400 – 10' x 10' Booth Space

Your exhibit space includes the following:

- **Booth** - 10' x 10' booth space, 6' skirted tabletop. All exhibitor materials & equipment must be contained within the 10' x 10' space.
- **Tabletop** – 6' skirted tabletop. All exhibitors' materials & equipment **must** be contained with and on or under the tabletop space purchased. **No floor-supported signs will be allowed with table tops.**
- One Exhibitor Pass*
- All meals
- List of all attendees
- A copy of all Conference Materials
- Early registration for the next CWCDAA Conference

*Additional Exhibitor Passes will be available for \$300 per person for the first additional pass and \$500 for each additional pass with a maximum of 4 passes per booth and 2 per tabletop. Exhibit passes are non-transferable.

You will be invited to pick your space in order of your registration date. First come, first served.

To reserve your preferred Exhibit Space and/or Sponsorship Opportunity, or for questions about any of our offerings, please contact:

StageOne Events
 Attn: Michelle Smith
 Michelle's Direct: 925.478.5775
 Fax: 925.396.6150
 Michelle@StageOneEvents.com

StageOne Events
 1304 Laysan Teal Dr
 Roseville, CA 95747
 Office: 925.240.9160





Sponsorship Opportunities

The CWCDAA 2012 Summer Conference represents a unique marketing opportunity for any budget. It's the best and most exciting opportunity to target the decision makers and promote your company's products and services. Sponsors will get first right of refusal for previously sponsored items.

With your sponsorship, you may add one approved promotional item in the conference bags.

All Sponsorships include the following:

- Your company logo will be prominently displayed at the event
- Logo represented on the CWCDAA's website
- *1-page full color hard copy ad (provided by you) in the conference handouts and digital ad on the flash drives.

* All hard copy ads must be received by StageOne Events no later than May 1, 2011

Sponsorship of 2 or more conference items will include a booth space with 2 exhibitor passes.

Welcome Reception, \$3,000

- A specialty drink named after your company
- 50% discount on the prevailing Exhibit Space pricing

Luncheon, \$2,500

- Custom lunch menus with your logo
- 50% discount on the prevailing Exhibit Space pricing

Breakfast and Refreshment Breaks, \$1,800

- Unique sponsor of **all** breakfasts and breaks at one low price
- 25% discount on the prevailing Exhibit Space pricing

Flash Drives, \$2,500

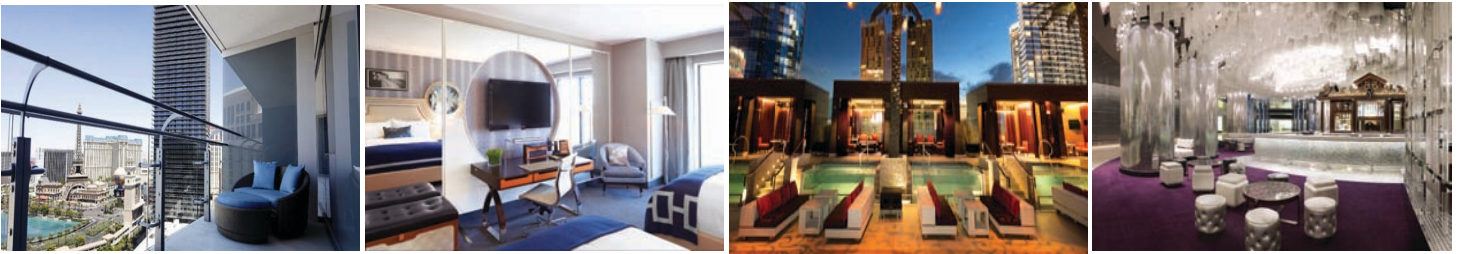
Conference Handouts will be loaded on the Flash Drives

- Help the CWCDAA **Go Green** with the sponsorship of our USB Flash Drives
- Sponsor this item and attendees will be reminded of your brand throughout the conference and beyond
- 50% discount on the prevailing Exhibit Space pricing

Conference Bags, \$2,500 – Summer Only

\$3,500 – Both Summer and Winter 2012

- Your company logo displayed on the attendees' bags
- 50% discount on the prevailing Exhibit Space pricing



Sponsorship Opportunities Continued

Pad Folio, \$2,500

- Your company logo on this unique Pad Folio that will be handed out at registration
- 50% discount on the prevailing Exhibit Space pricing

Badges/Lanyards, *SPONSORED BY CD PHOTOCOPY SERVICES*

Custom Sponsorship

If you have an idea for a sponsorship, please call StageOne Events at 925-240-9160 or 925-478 5775 and we'll work with you to put a package together.

Exhibit Hall Raffle Prize Donations

All Sponsors are encouraged to donate to the conference raffle. Don't miss this opportunity to donate for the raffle. Your company will receive recognition on the CWCDAA website and will be recognized at the raffle. StageOne Events must be in possession of the donation 30-days prior to the Conference.

Charity Golf Sponsorship Opportunities

All golf sponsorships are based on up to 50 golfers

"Boxed" Golf Lunch, \$1,200

- Your company logo will be prominently displayed on the lunch coolers.

Extreme Golf Shoe Bag, \$1,000

- Unique sponsor of tournament Gift Bags given to each player
- Company Logo silkscreened on Denier Poly Canvas Golf Shoe Bags with mesh vents and zippered closure. This bag will be used again and again.

Golf Beverage Cart, \$1,200

- Unique sponsor of Beverage Carts
- Logo will be displayed on signage placed in golf carts

Thank you for your support of the CWCDAA. We look forward to having you join us for yet another successful conference. Please direct any questions regarding the exhibit hall to:

Michelle Smith
 Office: (925) 240-9160
 Direct: (925) 478-5775
 Fax: (925) 396-6150
 Michelle@StageOneEvents.com



THE COSMOPOLITAIN of Las Vegas has asked that each exhibitor read and sign their Exhibitor Liability Policy. Please send this form in with your Exhibitor/Sponsor Agreement.

EXHIBITOR LIABILITY

"Exhibitor and its third-party representative shall be fully responsible for any and all damages to property owned by Hotel which results from any act or omission of Exhibitor and/or its third-party representative. Exhibitor and/or its third-party representatives agree to defend, indemnify and hold harmless Nevada Property 1 LLC dba The Cosmopolitan of Las Vegas, its owners, officers, directors, managers, employees, agents and affiliates from any losses, damages or charges resulting from Exhibitor's and/or third-party representative's use of the property, including all losses, costs, damages or expenses arising from, out of, or by reason of property damage, or bodily injury or death to any person or persons, (including, but not limited to, Exhibitor, its third-party representative, their agents, employees, and business invitees) which arise from or out of the Exhibitor's occupancy and use of the premises."

Name of Company: _____

Name of on-site Representative: _____

Signature: _____ Date: _____

CONTRACT FOR EXHIBIT SPACE – CWCDAA CONFERENCE

CWCDAA Summer Conference – May31 – June 3 2012 –THE COSMOPOLITAIN of LAS VEGAS

PLEASE PRINT CLEARLY

Agreement dated _____ by and between, _____

(company name; herein called the "Exhibitor") and the **California Workers' Compensation Defense Attorneys' Association (CWCDAA)**.

In accordance with the enclosed terms, conditions and regulations governing the exhibits at the Annual CWCDAA Conference, the undersigned hereby applies for exhibit space and/or sponsorship. We have read and understand the exhibit Term and Conditions and understand that these Terms and Conditions become a contract.

COMPANY INFORMATION

Contact Name: _____

Company Name (as you wish it to be listed in materials)

Address: _____

City: _____ State: _____ Zip: _____

Telephone: _____ Fax: _____

Email: _____

Website: _____

Primary On-Site Conference Representative:

Name: _____

Email: _____ Phone: _____

Additional Representatives. 3 additional exhibitor passes are permitted per 10' x 10' booth space. 1 additional pass per 6' tabletop space. Please do not list the primary on-site conference representative.

1. _____ @ \$300

2. _____ @ \$500

3. _____ @ \$500

PRODUCT/SERVICE TO BE EXHIBITED. Please provide a description of the type of product or service to be displayed.

BOOTH LOCATION. All booths are assigned on a first-Come, first-served basis. Register early for best selection.

PLEASE RESERVE THE FOLLOWING:

8' X 8' (includes 1 exhibitor pass)

- \$1,200 (Before March 13, 2012)
- \$1,400 (After March 13, 2012)
- \$300 ea. – Max of 2 additional passes
- \$500 for the 3rd additional pass

All Exhibitors must have a badge.

6' Tabletop (includes 1 exhibitor pass)

- \$900 (Before March 13, 2012)
- \$1,100 (After March 13, 2012)
- \$300 for 1 additional exhibitor pass

All Exhibitors must have a badge.

A SUPER SPONSORSHIP OPPORTUNITY

- \$3,000 Welcome Reception
- \$2,500 Luncheon
- \$1,800 Breakfast & Refreshment Breaks
- \$2,500 Flash Drives
- \$2,500 Bags - Summer Only
- \$3,500 Bags - Summer + Winter Sponsorship
- \$2,500 Pad Folios
- Badges/Lanyards - **Sponsored by CD Photocopy**
- Exhibit Hall Raffle Prize Donation

To be donated: _____

GOLF SPONSORSHIP

- \$1,200 "Boxed" Golf Lunch
- \$1,000 Extreme Golf Shoe Bag
- \$1,200 Golf Beverage Cart
- Golf Sponsorship and/or Prizes, Call for Pricing
- Golf Tournament Prize Donation

To be donated: _____

ADVERTISING

- \$250 ½ page black and white ad
- \$450 ½ page color ad
- \$400 Full page black and white ad
- \$600 Full page color ad
- \$500 Full page insert ad – 1 or 2 sided

*Insert ads must be printed by the vendor and provided to StageOne Events no later than May 1, 2011

PAYMENT (MUST ACCOMPANY FORM)

- Power** \$175.00 (Duration of Conference-Billed by StageOne Events)

Total Due \$ _____

Method of Payment:

- Check (payable to CWCDAA)** **Visa/MC**

Card Number: _____

Exp. Date: _____ / _____ **Billing Zip Code:** _____

Cardholder's Name: _____

Authorized Signature:

_____ **Date:** _____

CONTRACT and PAYMENT in full must be received by May 15, 2012, to guarantee inclusion in the Conference Program. Please complete this form and return it, with payment, to:

Please make checks payable to "CWCDAA"

StageOne Events Ph: 925.240.9160
1304 Laysan Teal Dr Fax: 925.396.6150
Roseville, CA 95747



TENATIVE AGENDA

Thursday

Noon - 4:00 PM
 3:30- 5:00 PM
 6:00 - 8:00 PM

Exhibitor Set-up
 First Session
 Welcome Reception (Exhibit Hall)

Friday

7:00 AM
 7:00 - 8:00 AM
 8:00 - Noon
 9:30 - 10:00 AM
 Noon - 1:30 PM
 1:30 - 5:00 PM
 3:45 - 4:15 PM
 5:00 PM

Exhibit Hall Opens
 Breakfast served in Exhibit Hall
 Sessions
 Break in Exhibit Hall
 Lunch
 Sessions
 Break
 Free evening and private dinners

Saturday

7:00 AM
 1:20 - 1:30 PM
 1:30 - 3:00 PM
 3:00 - 3:30 PM
 3:30 - 5:30 PM
 5:00 - 6:00 PM

Golf Tournament
 Announcements
 Sessions
 Break
 Sessions
Optional Exhibitor Breakdown

Sunday * Exhibitor breakdown 10:00-12:00

8:00 - 9:00 AM
 9:00 - 9:10 PM
 10:00 - 12:00 PM
 9:10 - 11:15 PM
 11:15 - 11:30 PM
 11:30 - 12:30
 12:30 PM

Breakfast served in Exhibit Hall
 Announcements
Optional Exhibitor Breakdown
 Sessions
 Break
 Sessions
 Prize Drawing

* Agenda is subject to change



Terms and Conditions

1. Contract

This application, properly executed by the Applicant (Exhibitor) shall, upon acceptance and notification by CWCDAA Management, constitute a valid binding contract. These terms & conditions governing the exhibits under the auspices of California Workers' Compensation Defense Attorneys' Association, Inc. (CWCDAA) are part of the agreement for space.

2. Assignment of Space

Booth assignments will be based on first-come, first served basis, based on the receipt of completed application & payment. Reservations for space shall only be valid if the Exhibitor maintains the minimum payment schedule stipulated in paragraph 6. After the application and payment in full is received by CWCDAA, the space and location may not be changed, transferred or canceled without a written request and approval by CWCDAA management. All exhibit personnel shall be employees of Exhibitor occupying space.

3. Exhibit Space Rates & Services

6' x 2' Tabletop \$900/\$1,400 after March 13, 2012
10' x 10'.....\$1,200/\$1,400 after March 13, 2012

Tabletop includes 1 Exhibitor registration, one skirted 6' table, chair(s), and one waste can.

Booth includes 1 Exhibitor registration, 10'x10' exhibit space, chair(s), one 6' skirted table and one waste can.

Booth and tabletop registration entitles the registered Exhibitor to attend all technical sessions (permitting space is available), special evening events, meals, and one registration package per space. All Exhibitors must wear a name badge at all times during the CWCDAA conference. CWCDAA will not provide janitorial services for exhibits.

4. Use of Space

Tabletop – All Exhibitor materials & equipment **must** be contained within and on the tabletop space purchased.

Booth - Exhibitors shall arrange their exhibits so they do not obstruct other exhibits. Exhibits shall be arranged so that Exhibitor representatives will be inside the space assigned and not infringe on aisles. Display materials or equipment may not exceed the 3' side height within 5' from the front of the exhibit space. All decoration material must be flame-retardant. Exhibit hall fire exits & safety equipment must be left accessible & in full view at all times. Oversize display materials & equipment request must be submitted in writing & pre-approved by the CWCDAA up to 30-days prior to the conference.

5. Additional Services

Additional furniture, telephone lines, etc. may be ordered through the CWCDAA Exhibit Management up to 30 days prior to the conference. Each Exhibitor must make arrangements for any shipping and storage requirements associated with their exhibiting at the conference. The CWCDAA Exhibit Management will provide the shipping address.

6. Payment Schedule & Requirements

Applications submitted will require payment in full to confirm the space. Failure to comply may result in the loss of the space assigned.

7. Set-up and Failure to Occupy

Exhibit Hall set-up hours will be on Thursday, May 31 from 12:00 AM - 4:00 PM. Any space not occupied by 4:00 PM on May 31, 2012 will be forfeited by Exhibitor without refund. Exhibitors may not tear down before the published tear down time. Optional tear down will take place on Saturday evening from 5:00 PM - 6:00 PM. Scheduled tear down will be Sunday, after breakfast from 10:00 AM - Noon. All Exhibits must be fully removed by Noon on Sunday.

8. Restrictions

CWCDAA reserves the right to prohibit any display or exhibit, or any part of a proposed exhibit, that is deemed not suitable or in accordance with the accepted professional ethics of its members.

9. Cancellations

In the event of a cancellation by an Exhibitor, an assessment shall be charged as follows:

50% of exhibit fee once registered

100% of exhibit fee on or after April 1, 2012

Sponsors are not subject to refunds

It is understood that CWCDAA has the right to reassign or re-sell the space regardless of fees assessed. In the event that the premises in which the exhibit hall was to be conducted shall become, in the sole discretion of the CWCDAA, unfit for occupancy, or has been substantially interfered with by reason of any cause or causes not reasonably within the control of the CWCDAA, this agreement may be terminated by the CWCDAA. For this purpose the term "cause or causes" shall include but not by way of any limitation, fire, flood, epidemic, earthquake, explosion or accident, blockage, embargo, inclement weather, government restraints, restraints or orders of civil defense or military authorities, riot or civil disturbance, strike, lockout boycott or other labor disturbance, inability to secure sufficient labor, failure, impairment or lack of adequate transportation, requisition or commandeering of necessary supplies or equipment by local, state, or federal law, ordinance, rule, order or decree or regulation, legislative, executive or judicial, and whether constitutional or an act of God.

10. Termination

Should the CWCDAA terminate this agreement pursuant to the provisions of this agreement, the Exhibitor waives any and all claims for damages and agrees that the CWCDAA may, after computing the total amount refundable to all Exhibitors (the amount by which the total amount of fees paid by all Exhibitors exceeds the total amount of the CWCDAA costs and expenses in connection with the preparation for conducting the show, including reasonable reserve for claims and other contingencies), refund to the Exhibitor, as and for complete settlement and discharge of all said Exhibitor's claims and demands.

11. Liability

The Exhibitor indemnifies and agrees to hold harmless the California Workers' Compensation Defense Attorneys' Association, Inc., StageOne Events, THE COSMOPOLITAIN of Las Vegas and their officers, directors, employees and agents, from and against any actions, losses, costs, damages, claims and expenses (including attorney's fees) arising from any damage to property or bodily injury to Exhibitors, his agents, representatives, employees by reason of the Exhibitor's occupancy or use of the exhibition facilities.

12. Demonstrations

No demonstrations or solicitations shall be permitted outside the Exhibitor's assigned space and no signs or placards may be displayed on persons or otherwise outside the exhibit spaces.

13. Compliance

The Exhibitor assumes all responsibility for compliance with all pertinent ordinances, regulations, and codes of duly authorized local, State, and Federal governing bodies concerning fire safety and health, together with the rules and regulations of the management of THE COSMOPOLITAIN of Las Vegas.

14. Unions

It is further agreed that the Exhibitor will abide by, and comply with, rules and regulations concerning local unions having agreements with the show facility and/or authorized contractors employed by the CWCDAA.





THANK YOU TO OUR 2011 WINTER EXHIBITORS & SPONSORS

Allsup, Inc.

Appleby & Co., Inc.

California Nurse Life Care Planning

CD Photocopy Services, Inc.

Continuity Care home Nurses

iW Care Connexion, Inc.

Impairment Resources, LLC

Macro-Pro Inc.

MedFocus Radiology Network

Michael Sullivan & Associates

Mirfak Associates, Inc.

National Assesment Specialists, Inc.

Stanley L. Goodman, M.D.

Vital Imaging

Western Limited

Conference Managed by:

