



**California Workers' Compensation  
Defense Attorneys' Association  
2010 Annual Summer Conference**



**Exhibitor and Sponsorship Opportunities**  
June 3-6, 2010 • Red Rock Resort • Las Vegas, NV

# California Workers' Compensation Defense Attorneys' Association 2010 Annual Summer Conference

June 3-6, 2010  
Red Rock Resort, Las Vegas, NV

**Reserve your space today!**

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

StageOne Events, Inc.  
Phone: 925-240-9160  
[CWCDA@StageOneEvents.com](mailto:CWCDA@StageOneEvents.com)



# Exhibitor Opportunities

2010 Summer Sponsors/Exhibitors will receive priority registration for 2010 Winter Conference. Sponsors will get first right of refusal for sponsored items.

## Make Sure Your Brand is Noticed by Exhibiting At the 2010 CWCDAA Annual Summer 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
- Raffle Prizes
- Welcome Reception

## 2010 Exhibit Opportunities

### Early Bird Registration

(Through March 31, 2010)

\$900 - 6'x2' Skirted Tabletop  
\$1,200 - 10'x10' Booth Space

### Standard Registration

(April 1 - May 15, 2010)

\$1,100 - 6'x2' Skirted Tabletop  
\$1,400 - 10' x 10' Booth Space

Your exhibit space includes the following:

- **Booth** - Minimum 10' x 10' booth space, 6' skirted table and 2 chairs
- **Tabletop** - 6' skirted tabletop with 2 chairs. All exhibitor materials & equipment **must** be contained within and on the tabletop space purchased
- \*One Exhibitor Pass
- All Exhibitors are welcome to attend all meals
- A copy of all Conference Materials (1 per booth)
- List of all attendees
- Early registration for the next CWCDAA Conference

The Exhibit Hall floor plan will be distributed around May 1, 2010 or when the Exhibit Hall sells out - whichever comes first. You will be invited to pick your space in the order of your registration date. First registered and paid, first to pick space.

\*Additional Exhibitor Passes will be available:

\$300 ea for first 2 additional passes. \$500 for each additional pass. All Exhibitors and visitors **must** have a badge.

# Sponsorship Opportunities

The 2010 CWCDAA Annual Summer Conference represents a unique marketing opportunity for any strategy and budget. It's the best and most exciting opportunity to target the Attorneys and promote your company's products and services.

## Welcome Reception, \$3,000

### *Available*

Make friends at the CWCDAA Conference by sponsoring our annual Welcome Reception – always one of the conference highlights! Link your company to this successful and fun event. Your firm's logo will be displayed prominently on coasters throughout the evening. You also have the opportunity to speak for 10 minutes during the conference about your company and/or products. You will be provided with signage, a specialty drink named after your company, a tabletop space in the Exhibit Hall and your company's logo will be represented on the CWCDAA's website and in the Conference Materials. You will also have an opportunity to include a 1-page full color ad in the conference handouts.

## Luncheon, \$2,500

### *Available*

Differentiate your firm at the CWCDAA Conference by sponsoring a luncheon. Your firm's logo will be prominently displayed throughout the event as well as on the lunch menus. You will have the opportunity to speak for 10 minutes during the conference about your company and/or products. You will receive a tabletop space in the Exhibit Hall and your company's logo will be represented on the CWCDAA's website and in the Conference Materials. You will also have an opportunity to include a 1-page full color ad in the conference handouts.

## Breakfast and Refreshment Breaks, \$1,600

### *Available*

Get them to notice you when they take a break. Maximize your exposure by sponsoring all breakfasts and breaks at one low price. Your logo will be displayed prominently on napkins and signage. This is a great opportunity to promote your company to attendees in a casual and social environment that is sure to leave a positive impression. You will receive a tabletop space in the Exhibit Hall and your company's logo will be represented on the CWCDAA's website and in the Conference Materials. You will also have an opportunity to include a 1-page full color ad in the conference handouts.

## Room Drop, Call for pricing

### *Available*

Maximize your firm's visibility and branding by distributing literature or small item to each conference attendee's hotel room (content is subject to approval). Price will include the Room Delivery of item(s) provided by your company. As a sponsor, your company's logo will be represented on the CWCDAA's website and in the Conference Materials. You will also have an opportunity to include a 1-page full color ad in the conference handouts.

## Flash Drives – \$2,500

Conference Handouts will be loaded on the Flash Drives

### *Available*

Help the CWCDAA *Go Green* with the sponsorship of our USB Flash Drive which will hold all of the Presenter's Conference Handouts. Sponsor this item and attendees will be reminded of your brand throughout the conference and during their workweek as they move files from computer to computer with your logo in their hand! The drives will be handed out when attendees check in for the conference. As a sponsor, you will receive a tabletop space in the Exhibit Hall and your company's logo will be represented on the CWCDAA's website and in the Conference Materials. You will also have an opportunity to include a 1-page full color ad in the conference handouts.



## Conference Bags, \$3,000

### *Available*

Your company logo alongside the CWCDAA logo will be printed on the bags that will be handed out at registration and used throughout the conference. This promotion goes much further because the CWCDAA Conference bags tend to be used well after conference. As a sponsor, you will receive a tabletop space in the Exhibit Hall and your company's logo will be represented on the CWCDAA's website and in the Conference Materials. You will also have an opportunity to include a 1-page full color ad in the conference handouts.



## Pad Folio, \$2,500

### *Available*

Put your company logo in front of each attendee as they take notes from this conference and beyond on the Pad Folios that will be handed out at registration and used throughout the conference. As a sponsor, you will receive a tabletop space in the Exhibit Hall and your company's logo will be represented on the CWCDAA's website and in the Conference Materials. You will also have an opportunity to include a 1-page full color ad in the conference handouts.



## Exhibit Hall Raffle Prize Donations

### *Available*

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.

Any Sponsorship with a Tabletop included in the package may upgrade to a Booth Space for \$500 based on availability.

## Golf Tournament Sponsorships

Gerald M. Kennedy, formerly of Hanna, Brophy, MacLean, McAleer & Jensen's Rancho Cordova Office was a graduate of the Hastings College of the Law, University of California. Gerry was the former president of the NCWCDA, and the statewide CWCDAA. Honored by his peers, he was the first recipient of the "Lifetime Achievement Award". Gerry served on advisory committees for the Workers' Compensation Appeals Board and Legislative Committees. After a forty-two-year legal career, Mr. Kennedy passed away on Saturday, May 26, 2007.

In Gerry's honor, the CWCDAA founded the Gerald M. Kennedy Scholarship Fund. Proceeds from the Golf Tournament will be used to issue scholarships to deserving students in his name.

**This will be one of the best social opportunities to network with the attendees! Golf sponsorships will be customized to your goals and budget. Please call StageOne Events for more details on these opportunities.**

California Workers'  
Compensation  
Defense Attorneys' Association



June 3-6, 2010  
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**CWCDAA 2010 EXHIBITOR, ADVERTISING & SPONSORSHIP APPLICATION**

Company: \_\_\_\_\_

(As it should be printed in Conference Documentation)

Correspondence to your company contact person regarding exhibiting or sponsorship should be sent to:

Individual's Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_, \_\_\_\_\_ Zip: \_\_\_\_\_

Office: \_\_\_\_\_ Direct: \_\_\_\_\_

Cell: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

-----  
Company's product lines: \_\_\_\_\_

If possible, space assignment should be avoided next to the following exhibitor: \_\_\_\_\_

Name(s) of exhibitor personnel (employees), if known: \_\_\_\_\_

We will be hosting a golf tournament this year. Please let us know if you have an interest in playing or sponsoring:

Yes, I'm interested in golfing.     No thank you.     Please contact me about sponsorship opportunities.

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If you would prefer payment by credit card, please fill out the information below.

Credit Card:  VISA     MASTERCARD    Total Submitted: \$ \_\_\_\_\_

Card #: \_\_\_\_\_ Exp Date: \_\_\_\_\_

Name on card: \_\_\_\_\_ CSV on back of card: \_\_\_\_\_

Credit card billing address: \_\_\_\_\_ Zip: \_\_\_\_\_

Signature: \_\_\_\_\_

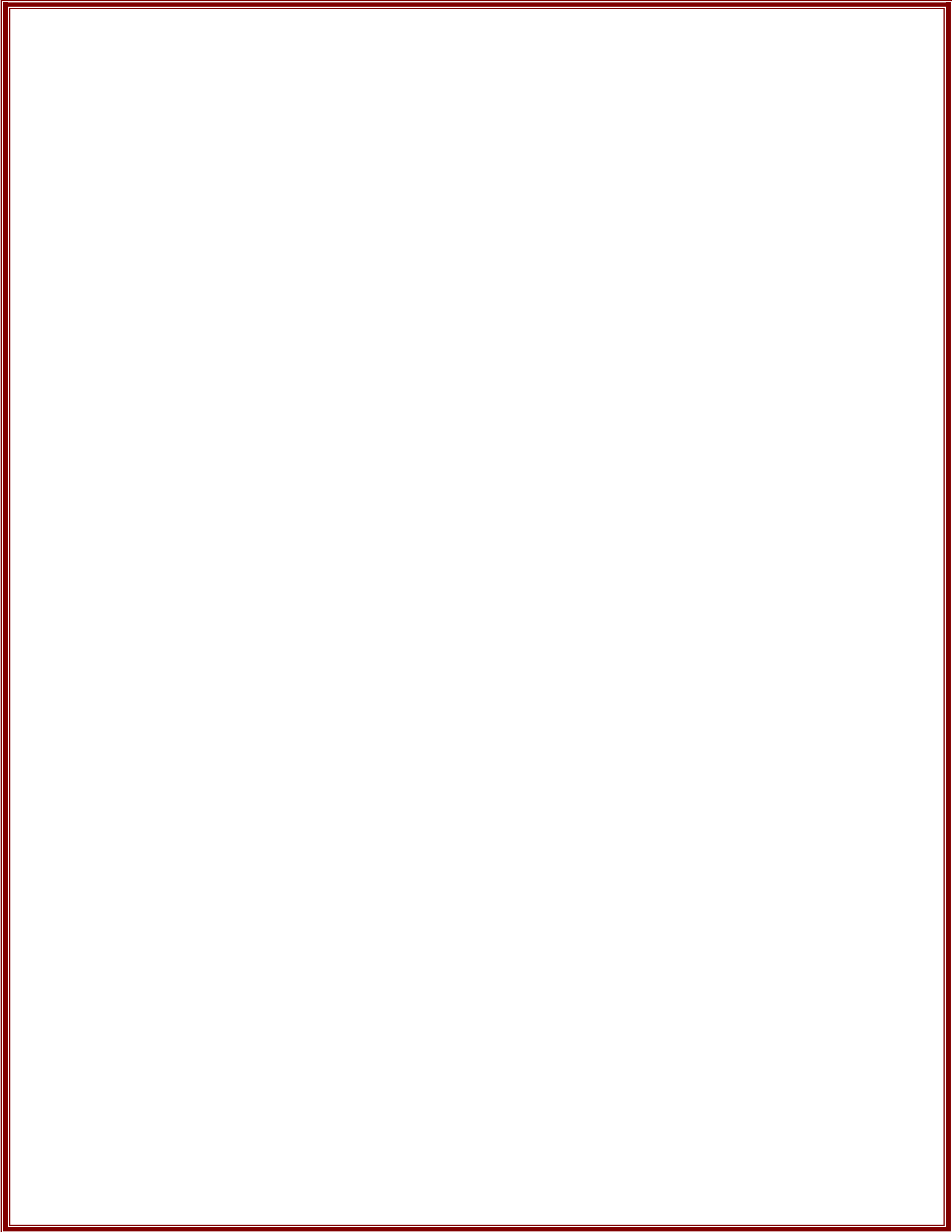
**Makes checks payable to "CWCDAA"**

Mail Registration forms to:    CWCDAA  
  c/o StageOne Events  
  PO Box 1238  
  Brentwood, CA 94513

Tel: (925) 240-9160  
Fax: (925) 777-9370

Signature: \_\_\_\_\_

By signing here, I agree to the terms and conditions provided



**The 2010 CWCDAA Annual Summer Conference represents an outstanding marketing opportunity for any strategy and budget. Don't miss this exciting opportunity to promote your company.**

### **EXHIBITOR**

Make sure your Company is noticed by exhibiting at the CWCDAA Conference. The following includes badge for (1) Exhibitor.

\_\_\_ Tabletop @ \$900

\_\_\_ After April 1, 2010 (if available) \$1,100

\_\_\_ Booth Space @ \$1,200

\_\_\_ After April 1, 2010 (if available) \$1,400

I would like to add \_\_\_ additional staff members @ \$300 ea for first 2 additional passes. \$500 for each additional pass. All Exhibitors and visitors **must** have a badge.

### **ADVERTISING**

Place an ad in the conference handouts!

= ½ page ad / B&W \$250

= ½ page ad / Color \$450

= 1 page single side ad / B&W \$400

= 1 page single side ad / Color \$600

= 1 page insert ad – 1 or 2 sided / B&W or color \$500

\*Insert must be provided to StageOne Events no later than May 15, 2010

**Ad Design Services are available upon request for an additional fee. Please contact StageOne Events for additional information.**

### **SPONSORSHIP**

See Pages 2-5 for full detailed descriptions. Please note that photographs are for representational purposes only and that the actual product may be of a different color, manufacturer and basic appearance.

Welcome Reception, \$3,000 - *Available*

Luncheon, \$2,500 – *Available*

Breakfast and Refreshment Breaks, \$1,600 - *Available*

Room Drop, Call for pricing - *Available*

Flash Drives \$2,500 – *Available*

Conference Bags, \$3,000 – *Available*

Pad Folios, \$2,500– *Available*

Exhibit Hall Raffle Prize - *Available*

Golf Sponsorship and/or Prizes, Call for pricing and info – *Available*

Please upgrade my Tabletop to a Booth for \$500

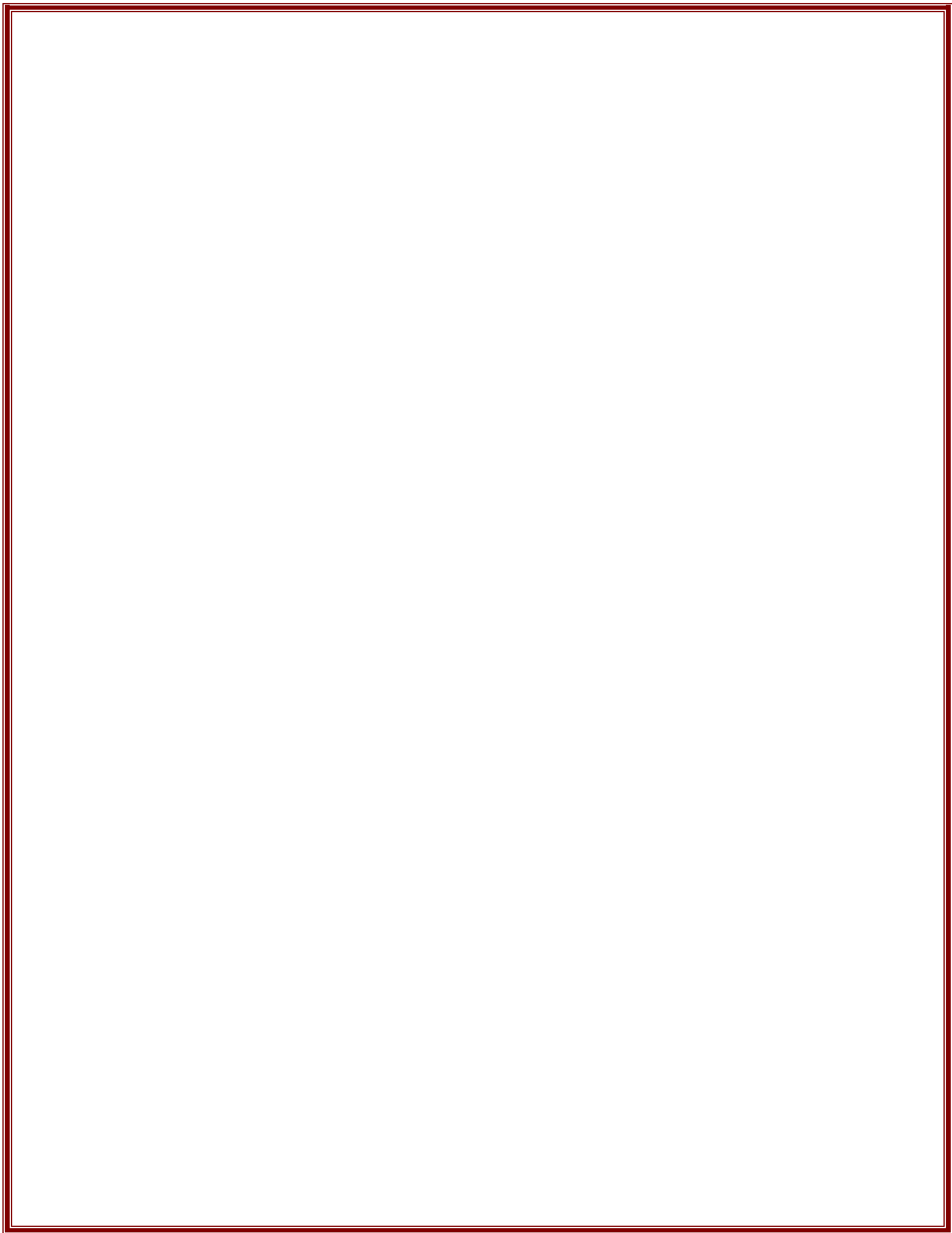
### **GOLF TOURNAMENT SPONSORSHIP**

**Please call StageOne Events for details**

Golf Tournament Prize Donations

Item(s) to be donated: \_\_\_\_\_

*If your company has interest in additional sponsorship opportunities, please contact StageOne Events at 925-240-9160 or CWCDAA@StageOneEvents.com*



# 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 & tabletop assignments will be based on first-come, first served receipt of completed application form & 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 subsequent concurrence by CWCDAA management. Total exhibits are limited so early reservations are recommended. All exhibit personnel shall be employees of exhibitor occupying space.

## 3. Exhibit Space Rates & Services

6' x 2' Tabletop..... \$900 / \$1,100 after April 1, 2010  
10' x 10' booth..... \$1,200/ \$1,400 after April 1, 2010

**Tabletop** includes 1 exhibitor registration, one skirted 6' table, two chairs, and one waste can.

**Booth** includes 1 exhibitor registration, 10'x10' minimum size exhibit booth, 2 chairs, one 6' skirted table and one waste can.

Booths and tabletops include one Exhibitor registration per space. This entitles the registered Exhibitor to attend all technical sessions, special evening events, meals, and one syllabus and registration package per space. All exhibitors must wear a name badge at all times during the CWCDAA conference. Additional Exhibitors may register and attend Conference for \$300 each and a maximum of 2 additional exhibitor badges per space is allowed at this price. For more than 3 Exhibitors, the additional cost is \$500 for each additional pass. The exhibit floor will be carpeted. CWCDAA will not provide janitorial services for exhibits. (Cleaning the aisles is included.)

## 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 and StageOne Events, Inc. no less than 30 days before the 1<sup>st</sup> scheduled day of 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. CWCDAA Exhibit Management will provide the shipping address.

## 6. Payment Schedule & Requirements

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

## 7. Security

CWCDAA shall provide security services during evening hours after setup & sessions & shall exercise reasonable care for the protection of the exhibitors' materials & equipment.

## 8. Failure to Occupy

Any space not occupied by 7:00 AM on June 4, 2010 will be forfeited by exhibitor without refund. Exhibitors may not tear down before the Exhibit Hall closes – final agenda TBD.

## 9. 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.

## 10. 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 15, 2010**  
**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 CWCDAA 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 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.

## 11. Termination

Should CWCDAA terminate this agreement pursuant to the provisions of this agreement, the Exhibitor waives any and all claims for damages and agrees that 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 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.

## 12. Liability

The exhibitor indemnifies and agrees to hold harmless the California Workers' Compensation Defense Attorneys' Association, Inc., StageOne Events, Red Rock Resort 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.

## 13. 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.

## 14. 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 Red Rock Resort.

## 15. 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 CWCDAA.



**Conference Managed by:**



StageOne Events • [www.StageOneEvents.com](http://www.StageOneEvents.com) • (925) 240-9160