CATCH THE WAVE

98th Annual Convention
August 23-25, 2017

South Towne Expo Center
Sandy, UT
Topgolf
**Schedule of Events**

**Wednesday, August 23, 2017**

7:00-9:00 pm Young Agent Top Golf Activity  
920 Jordan River Blvd—Main Level  
Midvale, UT  84047

**Thursday, August 24, 2017**

7:30-8:30 Continental Breakfast  
8:30 - 3:30 E&O Risk Management Seminar (Previously held at our October Meeting - possible E&O discount)  
11:30-12:30 Lunch  
6:00 - 7:00 Past Presidents Reception  
7:00 - 9:00 Banquet

**Friday, August 25, 2017**

7:00-10:00 Vendor Set-up  
7:30-8:30 Continental Breakfast  
8:30-9:30 Keynote Speaker  
9:30-11:30 Block A Classes—5 one hour classes to choose from.  
11:30-1:00 Lunch  
10:00-3:00 Tradeshow  
1:00-4:00 Block B Classes—5 one hour classes to choose from.

*Agenda subject to change*
POTENTIAL EXHIBITORS:
Our Convention and Tradeshow is the biggest insurance event of the year in Utah, an event aggressively promoted to hundreds of agents and brokers. Top agency principals and producers alike, as well as customer service representatives, will be in attendance seeking products and services to boost their business potential and to promote to their clients.

What Does It Mean To You?
This is the ultimate showcase event that provides the insurance/financial services industry a powerful platform to showcase leading-edge products and services, learn about evolving industry trends and unmatched networking opportunities with other "movers and shakers" in our industry.

The Focal Point -
The primary benefit for an Exhibitor is the exposure your company receives as a major industry player. Only the truly successful players are invited to participate in this highly anticipated event. Don't miss the opportunity this extensive exposure can provide your company.

If Your Product or Service is on This List . . .

<table>
<thead>
<tr>
<th>Adjusters</th>
<th>Customer Services</th>
<th>Internet Services</th>
<th>Research</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advisory Rating Organizations</td>
<td>Digital Marketing Services</td>
<td>Licensing Services</td>
<td>Restoration Services</td>
</tr>
<tr>
<td>Agency Management &amp; Sales</td>
<td>Educational Programs &amp; Services</td>
<td>MGAs</td>
<td>Risk Management</td>
</tr>
<tr>
<td>Appraisers</td>
<td>Electronic Data Interchange</td>
<td>MVRs</td>
<td>Sales Leads, BIRs, X-Date Services</td>
</tr>
<tr>
<td>Automation Software &amp; Systems</td>
<td>Excess, Surplus &amp; Specialty Lines</td>
<td>Newsletter &amp; Marketing Services</td>
<td>Security/Monitoring Services</td>
</tr>
<tr>
<td>Auto Body Shop Services</td>
<td>Financial Analysis</td>
<td>Property &amp; Casualty Insurance</td>
<td>Stationary &amp; Printing Supplies</td>
</tr>
<tr>
<td>Cash Flow Management</td>
<td>Glass Companies</td>
<td>Psychological Testing</td>
<td>Technology</td>
</tr>
<tr>
<td>Computers</td>
<td>Health Insurance Products</td>
<td>Rating Services</td>
<td>Telecommunications</td>
</tr>
<tr>
<td>Consulting</td>
<td>Insurance Premium Financing</td>
<td>Reinsurance</td>
<td>Telemarketing</td>
</tr>
<tr>
<td>Credit Services</td>
<td>Insurance Publications</td>
<td>Rental Car Services</td>
<td>Underwriting Surety Bonds</td>
</tr>
</tbody>
</table>

. . . YOU Should Be an Exhibitor!

The Top 5 Reasons YOU Should Exhibit Are:
Quality Time with Decision Makers in Agencies as well as Large Brokers
Attracting New Accounts and Finding New Markets
Presenting Your Products and Services and Introducing New Ones
Your Competition Is There
Networking

The enclosed information should give you all the information necessary, but if you do have any questions, please contact Joyce Kalmar at joycekalmar@uaila.org or (801) 269-1200.

To exhibit at the convention please complete: 1) Contract/Application for Booth Space; 2) Convention Registration; 3) Hotel Exhibit Rules and Regulation and mail/fax/email all three forms with check/credit card to: Joyce Kalmar at UAILA, 4885 South 900 East Ste 302, Salt Lake City, UT 84117 or fax to (801)269-1265.

NOTE: Booths will not be considered rented until all above steps are completed.

We look forward to seeing you in April!
Convention Registration
August 23-25, 2017
South Towne Expo Center/Topgolf—Sandy Utah

Company Name: 

Company Name for Exhibit List (if different than above): 

Contact Name (person to receive confirmation/details): 

Company Representative: (person attending): 

Address: 

City/State/Zip: 

Phone: 

Fax: 

E-Mail: 

Partner Pledge Level Pricing

<table>
<thead>
<tr>
<th>UAIIA Convention</th>
<th>Diamond</th>
<th>Platinum</th>
<th>Gold</th>
<th>Silver</th>
<th>Bronze</th>
<th>General</th>
<th>Associate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tradeshow Booth - Complimentary or discounted (Member Price $700.00)</td>
<td>2 Booths</td>
<td>2 Booths</td>
<td>1 Booth</td>
<td>1 Booth</td>
<td>50% off 1 Booth</td>
<td>25% off 1 Booth</td>
<td>$700.00</td>
</tr>
<tr>
<td>Registration - &quot;Full Convention Package&quot; (Member price $200.00) - Includes all events</td>
<td>12 People</td>
<td>8 People</td>
<td>5 People</td>
<td>4 People</td>
<td>2 people</td>
<td>1 Person</td>
<td>1 Person w/booth purchase</td>
</tr>
<tr>
<td>Topgolf (Member Price $100.00)</td>
<td>8 People</td>
<td>4 People</td>
<td>4 People</td>
<td>2 People</td>
<td>1 Person</td>
<td></td>
<td>$100.00</td>
</tr>
<tr>
<td>Convention Ad</td>
<td>Full Color Front page</td>
<td>Full Color Back Cover</td>
<td>Full Page</td>
<td>1/2 Page</td>
<td>1/2 Page</td>
<td>1/4 Page</td>
<td>1/4 Page w/booth purchase</td>
</tr>
</tbody>
</table>

This year’s theme is “Catch the Wave”. I contest will be held for the best decorated booth. Come and have some fun.

BOOTH: 8' Wide x 8' Deep includes: 8' back drape, 2' side drapes, 6' draped table, 2 chairs & waste basket.

Extra Costs Apply: electricity, high speed internet, audio visual, additional furniture items, shipping & drayage and other equipment.

BOOTH CHOICE: 1st ________ 2nd ________ 3rd ________

Booth assignment will be made per partner level. If you choices indicated are not available, you will be assigned the nearest available.
# 98th Annual UAIIA Convention

August 23-25, 2017
South Towne Expo Center/Topgolf

## FULL REGISTRATION/BOOTH PACKAGES

(Includes all session Thursday and Friday, all meal functions, and Tradeshow—Topgolf excluded)

For Partner pricing see chart on previous page

<table>
<thead>
<tr>
<th>Package Description</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>UAIIA Partner Booth &amp; Full Registration</td>
<td>Silver</td>
<td>$350.00</td>
</tr>
<tr>
<td>Non-Partner Booth &amp; Full Registration</td>
<td>Bronze</td>
<td>$525.00</td>
</tr>
<tr>
<td>UAIIA Partner Full Registration (no booth)</td>
<td>4</td>
<td>$350.00</td>
</tr>
<tr>
<td>Non-Partner Full Registration (no booth)</td>
<td>1</td>
<td>$525.00</td>
</tr>
<tr>
<td>Awards Banquet Only</td>
<td>1</td>
<td>$70.00</td>
</tr>
<tr>
<td>Topgolf Only (space is limited, priority will be given to full registrants)</td>
<td>4</td>
<td>$100.00</td>
</tr>
</tbody>
</table>

Booth/Full Registration Qty ____ $____

Full Registration Qty ____$____

Topgolf Qty ____$____ Limit 4

Awards Banquet Only $____

**TOTAL** $____

If item is included in your partnership level enter “inc” on price line. Please send a list of all attendees for nametags.

**TOPGOLF—SPACE IS LIMITED, LIMIT OF 4 PEOPLE PER REGISTRATION—TICKET WILL BE REQUIRED FOR ADMITTANCE. PRIORITY WILL BE GIVEN TO FULL REGISTRANTS.**

## PAYMENT INFORMATION

| Method of payment: | Check payable to UAIIA | Visa | MC | AMEX | Total Due: |______|______|______|______|______|______|
|--------------------|------------------------|------|----|------|------------|______|

Name (as it appears on card): _____________________________

CC#: _____________________________ Exp: ______ Sec#: ______ Billing Zip Code: ________

Credit Card billing address: ______________________________

Signature: ________________________________

**Hotel Reservations:** Are not included in registration fees and may be made directly with the Hilton Garden Inn in Sandy by calling 801-352-9400. Identify yourself as part of the 2017 UAIIA Convention by using code 98A. Room rates are $139.00 per night plus tax. Room block is open for reservations until July 22, 2017. Rooms are subject to availability after this date. All reservations must be accompanied by a first night room deposit or guaranteed with a major credit card.

**Cancellation Policy:** Cancellation request for all convention packages received by July 22, 2017 are fully refundable less a 15% service charge. No refunds after July 22, 2017.
Contract/Application for Booth Space

THIS AGREEMENT made between the Utah Association of Independent Insurance Agents, hereafter referred to as UAI/A and herein-after referred to as Exhibitor.

WITNESSETH: That in consideration of the premises and mutual covenants herein contained, the parties agree as follows:

FIRST: UAI/A will permit Exhibitor to occupy booth(s) during the Tradeshow on August, 25, 2017.

SECOND: Exhibitor agrees that full rental fee must be paid upon requesting reservations and submitted with this signed contract.

THIRD: Exhibitor is given the right to cancel this agreement for a $15% administration fee any time on or before July 22, 2017. Such cancellation to be effective when written notice thereof is received by UAI/A on or before July 22, 2017. A refund minus administrative fee will be provided.

FOURTH: In the event that Exhibitor cancels this agreement anytime on or after July 22, 2017, as evidenced by receipt of written notice of such cancellation to UAI/A, all rights, duties, liabilities and obligations hereunder shall terminate except that Exhibitor shall remain liable and agrees to pay the full rental fee reserved hereunder.

FIFTH: UAI/A reserves the right to relocate the booth space to be occupied hereunder by Exhibitor, provided that upon receiving from UAI/A notice of such relocation, Exhibitor, notwithstanding any other provision hereof, may cancel this agreement without penalty, and shall be entitled to return of any rental fee paid.

SIXTH: Exhibitor agrees not to sublet, or to otherwise assign, to any other person or organization whatsoever and rights to occupy any booths, or part of any booth covered by this agreement without first obtaining the written consent of UAI/A.

SEVENTH: Exhibitor agrees to not use any exhibit display larger than the contracted space.

EIGHTH: Exhibitor agrees to abide by the enclosed Exhibit Rules and Regulations and special regulations, such as set-up and tear-down times, drayage rules and regulations, city or town restrictions, convention center rules and regulations governing exhibits at the convention center, etc.

NINTH: Exhibitor agrees to pay all music licensing fees in the event copyrighted music is played by the Exhibitor.

TENTH: Exhibitor agrees to indemnify UAI/A and the Dixie Convention Center against and hold it free from any and all claims arising from the death of/ or injury to Exhibitor’s personnel or convention attendees and from any and all claims from the loss or damage to Exhibitor’s property by whatsoever cause occasioned and wherever such property is located during the period in which UAI/A occupies the Dixie Convention Center except for such injury or loss as may be proximately caused by willful and malicious conduct on the part of any employee of UAI/A.

ELEVENTH: Exhibitor agrees not to advertise, promote or provide product information that is a competing product or service offered by UAI/A, its subsidiaries, and/or endorsed companies at the booth.

TWELFTH: Exhibitor agrees that it is properly licensed to transact business in the State of Utah, which will include insurance licenses if writing insurance.

THIRTEENTH: Exhibitor agrees to sign a confidentiality agreement, that would include damages if broken, before receiving the list of convention attendees which states that Exhibitors may not provide the list to any other person or entity and that the list may only be utilized by Exhibitors to invite attendees to visit their booth at the event, or to promote the Exhibitor’s products or services.

FIFTEENTH: Exhibitor agrees that if any of the above covenants are broken by the Exhibitor, the UAI/A has the right to cancel the Exhibitor’s Booth Rental and/or ask the Exhibitor to remove themselves from the Exhibit Floor. If this occurs, refunds for the booth rental will be at the UAI/A’s discretion.

IN WITNESS THEREOF, the parties hereto have executed this contract upon this ______ day of ________ , ________.

By: ____________________________
    Signature of Official Representative of the Company

By: ____________________________
    Print Full Company Name

Please complete and return with the Convention Registration, Hotel Regulations Form, and your payment to:
UAI/A, 4885 South 900 East Ste 302, Salt Lake City, UT 84117 - Fax (801) 269-1265 or email: joycekalmar@uaiia.org
Exhibit Rules and Regulations Information

RULES: These rules and regulations governing exhibits are compiled by the Utah Association of Independent Insurance Agents and are part of the agreement space.

DECORATOR/EXHIBITOR SERVICE KITS: The official decorator is TBD. All other services must be ordered from them, i.e. additional furnishings. Exhibition Service Kits will be emailed to all exhibitors mid July 2017. The forms contain pertinent information such as policies and procedures, electrical needs, installation and dismantle instructions, and additional services. Please follow their instruction included in their kit.

Exhibitors are to set up their own equipment and materials.

EXHIBIT SPACE LOCATION: Preference for booth location will be based on partnership level. Space is limited, booth rental is only final once all necessary documents and payment are received by UAIIA.

USE OF SPACE: Exhibitors shall arrange their exhibit so that they do not obstruct other exhibits. Aisles must be kept clear. Safety and fire exits and equipment must be left accessible and in full view at all times.

NOISE: Public address, sound producing or amplifying devices which project sound beyond the exhibitors space will not be permitted. Promotional videos pertaining to the exhibit only will be permitted.

RESPONSIBILITY / SECURITY: UAIIA, the show facility, or any officer or staff member thereof will not be responsible for the safety of the property or the exhibitor from any cause (see application). The safekeeping of the exhibitor’s property shall remain the sole responsibility of the exhibitor.

PRIZE DRAWINGS: Individual drawings from your exhibit booth are your responsibility, however, you may provide the award winner(s) name to the UAIIA to be announced during the trade show.

The UAIIA will have prize drawings. Each person who attends for the convention will receive a card to be validated at your booth. A colored marker will be provided to validate the cards. Please do not validate for other exhibitors as the purpose of this is to see that every registrant visits every booth.

FOOD AND BEVERAGE SERVICE/MISCELLANEOUS CONCESSIONS: Utah Food Services retains the exclusive right to provide all food and beverage services on its premises. Exhibitors are not permitted to bring in any outside food or beverage without express permission of Utah Food Services. This includes any candy, chips, drinks, etc. at your booth.

ADMISSION: UAIIA will provide Exhibitor name badges. Names for the pre-printed badges must be received by August 14, 2017.

EXHIBIT BOOTH REGISTRATION INCLUDES ONE (1) FULL CONVENTION REGISTRATION (see application). Additional attendees for tradeshow only are free of charge.

For more detailed Rules and Regulation see the South Towne Expo Center website. https://www.visitsaltlake.com/south-towne-expo-center/
South Towne Expo Center—Topgolf
Exhibit Rules and Regulations

PROGRAM: UTAH ASSOCIATION OF INDEPENDENT INSURANCE AGENTS (UAIIA)
98TH ANNUAL CONVENTION & TRADESHOW


Exhibitor, Attendee or third party representative shall be fully responsible to pay for any and all damages to property owned by the South Towne Expo Center, Topgolf or Utah Association of Independent Insurance Agents, their owners or managers, which results from any act or omission of Exhibitor, attendee or third party representative. Exhibitor, Attendee or third party representative agrees to defend, indemnify and hold harmless, South Towne Expo Center, Topgolf or the Utah Association of Independent Insurance Agents, and their respective owners, managers, officers or directors, agents, employees, subsidiaries and affiliates, from any damages or charges resulting from their use of the property, including attorney fees and expense. Exhibitor's, Attendees or third party representative’s liability shall include, without limitation, all losses, costs, damages, or expenses arising from or out of or by reason of any accident, property damage, bodily injury or other occurrences to any person or persons or property, including the Exhibitor, Attendee or third party representative, its agents, employees, and business invitees which arise from or out of the Exhibitor’s, Attendee’s or third party representatives’ occupancy and use of the exhibition premises, Hotel or any part thereof. Exhibitor, Attendee or third party representative agrees to provide a certificate of insurance to UAIIA.

EXHIBITOR/ATTENDEE SIGNATURE ________________________________

EXHIBITOR/ATTENDEE/COMPANY NAME ________________________________

Please complete and return with the Convention Registration, Contract/Application for Booth Space, and your payment to:
UAIIA, 4885 South 900 East Ste 302, Salt Lake City, UT  84117 - Fax (801) 269-1265 or email: joycekalmar@uaiia.org