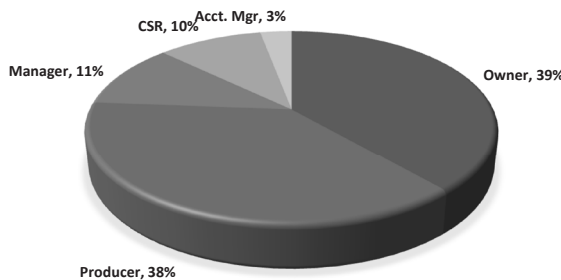


# INVITATION TO EXHIBIT

*If you provide products or services to the insurance industry in Missouri ... you should exhibit!*

## Who Attends the Small Agency Conference?

The attendees are made up of employees at every level of the agency from all across Missouri. There is, on average, greater than 300 agents from more than 150 different agencies in attendance. The vast majority of our membership are full-line agencies that sell all products, 95% sell property-casualty lines and 75-80% sell life-health.



2017 Attendee Demographics Percentages

## As an Exhibitor You Will Receive

- Three hours of unopposed exhibit time with more than 275 independent agents
- An 8'x10' booth with back and side drapes
- Booth identification sign
- 6' draped table with 2 chairs and wastebasket
- Listing in participant list and on map
- Dinner and drinks available during trade show
- Opportunity to give away a prize during company prize drawings

Additional tables, chairs, electricity, etc. may be ordered through forms you will receive with your confirmation.

Each person tending the booth must be registered with a badge. Registrations may be purchased on the back side to allow entry to trade show and reception.

## Exhibit Hall Hours and Events

### Set-Up (any of the times below)

- Wednesday, March 22 ..... 5 - 8 p.m.
- Thursday, March 23 ..... 8 - 11 a.m.
- Thursday, March 23 ..... 1 - 3:45 p.m.

### Exhibit Hall Hours\*

- Thursday, March 23 ..... 4:30 - 7:30 p.m.

\*Prize drawings at 7 p.m.

\*Booth must be manned by at least one person during hours listed and must remain in service until 7:30 p.m.

### Tear Down

- Thursday, March 23 ..... after 7:30 p.m.
- Friday, March 24 ..... 7 - 10 a.m.

## Hotel Information

Hotel accommodations should be made directly with Holiday Inn, phone 573-445-8531. MAIA has a guaranteed room rate of \$99.95 per room per night (on a space-available basis) for reservations made by Feb. 19, 2017.

## Rules and Regulations

**BOOTH CANCELLATION REFUND POLICY:** A full refund will be given provided a written cancellation notice is postmarked no later than February 15, 2017. Cancellations made from February 16 - February 22, 2017, will receive a 75 percent refund; from February 23 - March 8, 2017, a 50 percent refund. No Refunds will be issued for cancellations made after March 8, 2017.

Neither association officials, members or employees of MAIA, nor owners or representatives of Holiday Inn, will be responsible for injury to exhibitors, or their employees or agents, or for the loss of, or damage to, any goods from any cause whatsoever, or for any injury or claims that may arise out of, or be charged to the acts or omissions of the exhibitor.

This agreement does not necessarily constitute an endorsement by Missouri Association of Insurance Agents. If an exhibitor offers an insurance product that can only be sold by a licensed Missouri agency, agent or broker, the exhibitor warrants that it is properly licensed and/or registered to do business in Missouri, and any program, product or service exhibited is legally permissible in Missouri.

- 2016 Exhibitors**
- ACUITY
  - AFS/IBEX
  - Agency Matrix LLC
  - Alfa Insurance Co.
  - AMERISAFE
  - AmTrust North America
  - AmWINS
  - Anthem Workers' Compensation
  - Applied Systems, Inc.
  - Archer Daniels Midland Co.
  - Argenia, LLC
  - ARMtech Insurance Services
  - BankDirect Capital Finance
  - Berkshire Hathaway GUARD Ins.
  - Billings Mutual Insurance Co.
  - BITCO Insurance Co.
  - BTIS
  - Burns and Wilcox
  - Capital Premium Financing
  - Centric MIT
  - CFM Insurance
  - Commercial Insurance Underwriters
  - Companion Life
  - Consumers Insurance
  - Cornerstone National Insurance Co.
  - Delta Dental of Missouri
  - Missouri Department of Insurance
  - Dovetail Insurance
  - EMC Insurance
  - Equipment Insurance International
  - Equity Insurance Co.
  - Executive and Global
  - Gateway Underwriters Agency
  - Graham-Rogers
  - Grinnell Mutual Reinsurance Co.
  - GBL - Group Benefits Limited
  - HealthLink
  - Imperial PFS
  - IPMG
  - Insurance Specialties
  - J.M. Wilson
  - Liberty Mutual
  - Live Oak Bank
  - M J Kelly Company
  - Madison Mutual Insurance Co.
  - Markel Specialty
  - Med James, Inc.
  - Meramec Valley Mutual Insurance Co.
  - Method Insurance Services
  - Missouri Employers Mutual
  - Fire/EMS & PEP PAK
  - Missouri Rural Services Corp.
  - MOPERM
  - Nationwide Insurance
  - One Beacon Government Risks
  - Outbound Engine
  - Palomar Specialty Insurance Co.
  - Patriot National
  - Patrons & Farmers Mutual of MO
  - Philadelphia Insurance Co.
  - Producers XL
  - Progressive Insurance
  - QQ (a Division of Vertafore)
  - Rural Community Insurance Services
  - Risk Innovations, LLC
  - Risk Placement Services
  - Safeco Insurance
  - Schaefer Autobody Centers
  - Selective Insurance
  - Senior Marketing Specialists
  - Specialty Insurance Managers
  - State Auto Insurance Co.
  - The Hartford
  - Traders Insurance
  - Travelers
  - United Home Insurance
  - United Services Disaster Restoration Specialist
  - UnitedHealthcare
  - Universal Insurance Group
  - Utah Business Insurance Co.
  - Utica National Insurance Group
  - Valley Insurance Agency Alliance
  - VGM Specialty Underwriters
  - W.A. Schickedanz Agency Inc./Interstate Risk Placement Inc.
  - EZLynx
  - West Bend Mutual Insurance Co.

# Small Agency Conference Exhibitor Registration

Missouri Association of Insurance Agents  
March 23-24, 2017, Holiday Inn, Columbia, Mo.

PLEASE RESERVE THE FOLLOWING BOOTH NUMBER(S) FOR US: \_\_\_\_\_ 1st choice \_\_\_\_\_ 2nd choice \_\_\_\_\_ 3rd choice

Type of Business:

- Insurance Company     Insurance Wholesaler     Automation for Agencies     Premium Finance     Communications Equip.  
 Adjusters & Services     Third Party Administrator     Self-Insurance Fund     Consultants & Publishers     Other: \_\_\_\_\_

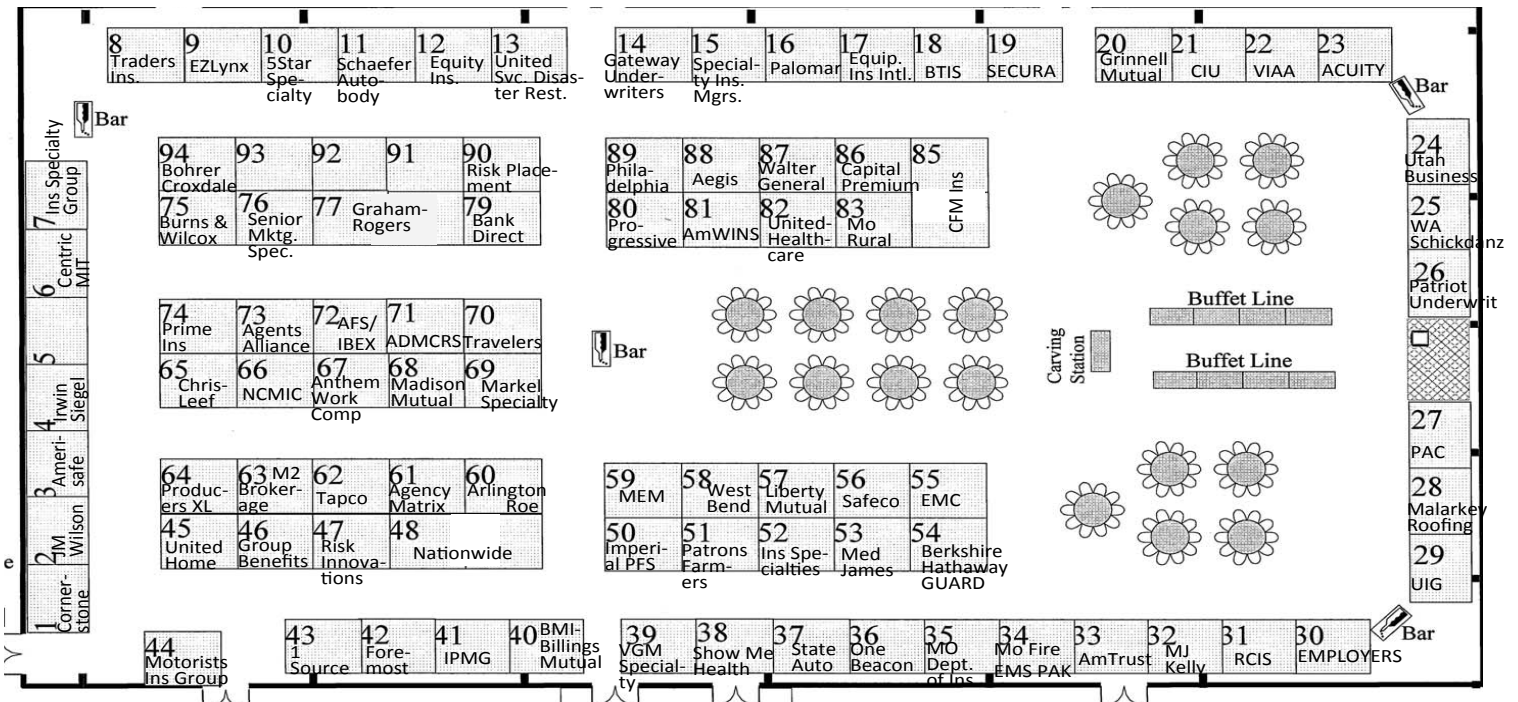
Organization's name as it is to appear on booth: \_\_\_\_\_

Name: \_\_\_\_\_ DOB \_\_\_\_\_ E-Mail \_\_\_\_\_

Address \_\_\_\_\_ City/State/Zip \_\_\_\_\_ Phone \_\_\_\_\_

	Qty.	Member Price		Non-Member Price	Total
		By 2/22/17	After 2/22/17		
<b>Exhibit Booth:</b> Each individual must purchase a registration option below.		\$500	\$600	\$750	\$
<b>Individual Registration (Choose ONE of the options below)</b>					
<b>Exhibitor Registration:</b> Exhibitors only. Includes Thurs. lunch, trade show and dinner/reception.		\$80	\$95	\$160	\$
<b>Full Registration:</b> <input type="checkbox"/> I want my materials digitally in advance (You will not receive a book onsite). Includes all education sessions, meals and social functions listed on conference agenda. Does not include E&O Seminar or Crawfish Feast.		\$135	\$165	\$270	\$
<b>Full Registration:</b> <input type="checkbox"/> I want a book of materials onsite. Includes all education sessions, meals and social functions listed on conference agenda. Does not include E&O Seminar or Crawfish Feast.		\$145	\$175	\$290	\$
<b>Optional Items</b>					
<b>Crawfish Feast:</b> Wed., March 22, 5 - 7:30 p.m., Knights of Columbus; \$25 @ door; <u>Must be 21 to attend.</u>		\$20		\$25	\$
<b>E&amp;O Seminar:</b> Wed., March 22, 10 a.m. - 5 p.m., Holiday Inn, Columbia <input type="checkbox"/> Check here if you would like to receive your E&O book electronically in advance		\$80		\$200	\$
Badge Name _____		<input type="checkbox"/> Exhibitor <input type="checkbox"/> Full (digital) <input type="checkbox"/> Full (book) <input type="checkbox"/> Crawfish <input type="checkbox"/> E&O (digital) <input type="checkbox"/> E&O (book)			
Badge Name _____		<input type="checkbox"/> Exhibitor <input type="checkbox"/> Full (digital) <input type="checkbox"/> Full (book) <input type="checkbox"/> Crawfish <input type="checkbox"/> E&O (digital) <input type="checkbox"/> E&O (book)			
Badge Name _____		<input type="checkbox"/> Exhibitor <input type="checkbox"/> Full (digital) <input type="checkbox"/> Full (book) <input type="checkbox"/> Crawfish <input type="checkbox"/> E&O (digital) <input type="checkbox"/> E&O (book)			
<b>Full payment must accompany this form to guarantee booth reservation.</b>					<b>TOTAL DUE \$</b>
Payment Type: <input type="checkbox"/> Check <input type="checkbox"/> VISA <input type="checkbox"/> MC <input type="checkbox"/> AmEx <input type="checkbox"/> Discover					
Card No. _____ Cardholder Signature _____					
Exp. Date _____ 3 Digit Security Code _____ Billing Address _____					

## 2017 Small Agency Conference Exhibit Hall Map



Visit [www.missouriagent.org](http://www.missouriagent.org) to see current booth availability.