

Notice to Exhibitors and Sponsors

The 61st Annual Workers' Compensation Educational Conference and the 18th Annual Safety & Health Conference will be held August 13 – 16, 2006 at the Orlando World Center Marriott. The educational conference is one of the largest gatherings of insurance companies, employers, self-insurers, lawyers, doctors, judges, mediators, nurses, case managers, adjusters, regulators, physical therapists, rehabilitation providers and safety professionals in the United States. This year, an estimated 8,000 people are expected to attend workshops and seminars over the three-day period of the conference. Exhibit/Sponsorship opportunities are available for this conference as follows:

Prime Sponsors:

As a Prime Sponsor of the 61st Annual Workers' Compensation Conference your company/organization will receive an enormous amount of exposure and promotion. The cost of a Prime Sponsorship is \$5,000.00. Availability is limited to thirty (30) companies/organizations. Prime Sponsorship is based on a first come, first served basis. Prime Sponsors will receive the following:

- ◆ Company logo on promotional piece distributed to 65,000 people throughout the workers' compensation industry, in Florida and nationally, if logo is received prior to March 24, 2006 (Logo may be full color. Acceptable formats are tiff, dcs or eps files.)
- ◆ Full-color banner by design, which will be displayed throughout the conference
- ◆ Verbal acknowledgment and video acknowledgment, including company logo and verbal promotion in opening presentation and video acknowledgment at Monday night reception
- ◆ Complimentary full page advertisement in the program, which is distributed to approximately 65,000, plus all conference attendees, if received prior to March 24, 2006 (See advertising section for ad details.)
- ◆ 4 complimentary conference registrations
- ◆ Complimentary upgrade to PRIME booth location in exhibit hall (Exhibit fees are additional.)
- ◆ 2 Invitations to the VIP Reception in the International Suite on Sunday, August 13 for your company representatives

Beverage Break Sponsors:

Beverage breaks are held in the exhibit hall area, unless otherwise noted, at designated times listed in the program. Each beverage break will last approximately one hour. Beverage breaks are priced as follows: One break \$600.00; Two breaks \$1,000.00. Beverage breaks sponsors will receive the following:

- ◆ One complimentary conference registration
- ◆ A sign posted at the break with company name
- ◆ Name tags for break personnel
- ◆ Company information listed in the Exhibitor Roster (if received prior to July 7, 2006)
- ◆ Acknowledgment in conference program (if received prior to March 24, 2006)



**Endless networking
and marketing contacts!**

Exhibitors:

The exhibit hall is always a popular part of the conference. At the Orlando World Center, the Palms Ballroom will house all of FWCI's exhibitors in one room. Set up time will be from 12:00 noon to 6:00 p.m. on Sunday, August 13, 2006. The exhibit hall will be open from 11:00 a.m. to 5:00 p.m. on Monday, 9:00 a.m. to 5:00 p.m. on Tuesday, and 9:00 a.m. to 11:00 a.m. on Wednesday. Tear down will be from 11:00 a.m. until 2:00 p.m. on Wednesday. Booth pricing is as follows:

Standard Booth Package (\$1800):

- ◆ 10' wide by 8' deep
- ◆ 6' draped table, 2 chairs, wastebasket & identification sign
- ◆ Pre-conference and post-conference attendee mailing information
- ◆ 1 complimentary conference registration

Corner Booth Package (\$2000)

Discounted Price for Prime Sponsors (\$1800)

Sold Out

End Cap Booth Package (\$4000)

Discounted Price for Prime Sponsors (\$3600)

Sold Out

Island Booth Package (\$7500)

Discounted Price for Prime Sponsors (\$7000)

Sold Out



FWCI Daily News Sponsorship:

\$3,000 per day or \$8,000 for all three days. Available Monday, Tuesday & Wednesday.

The FWCI Daily News will be delivered early morning to each guest room at the Orlando World Center Marriott and also at the overflow hotel, the Caribe Royale. The FWCI Daily News will provide each attendee with a daily schedule of conference highlights, and keep all attendees informed of important information and activities for each day of the conference including interesting articles, photos taken the previous day and advertisements. When you sponsor the FWCI Daily News, your logo will appear on the front cover of the Daily News with the sentence, "Delivered to you by (Your Company Logo)." The Daily News will also include one printed piece of your company's promotional material inside of the newspaper, which will be placed at the doorway of each FWCI attendee's hotel room along with the local newspaper.

Marriott Hotel Room Key Sponsorship:

\$6,000

Your company logo/design will be placed on the hotel room keys given to all FWCI conference attendees who are staying at the Marriott Orlando World Center and the Caribe Royale. Your full-color company logo/design will be placed on the front side of the key. The back of the key is reserved for FWCI's conference acknowledgment and design. Approximately 6,000 keys will be printed and handed out over the length of the conference. This is a great way to keep your company image in front of attendees throughout the four days of the conference. Measurements of design space are 2.125" by 3.375".

Sold Out

Advertisers:

Advertisement in the 2006 Workers' Compensation Conference Program

Advertising in the program will be available on a first come, first served basis. The conference program advertisements will be in two colors, black & PMS 470 (brown). Inside front & back cover advertisements will be in full color. The publication size is 8 3/8" x 10 7/8".

For those companies wishing to advertise, the prices are as follows (sizes are shown in inches, width x length):

Sixth Page Ad (4 3/16" x 3 5/8")	\$ 650.00	
Quarter Page Ad (4 3/16" x 5 7/16")	\$ 850.00	
Half Page Ad (8 3/8" x 5 7/16")	\$1,200.00	
Full Page Ad (8 3/8" x 10 7/8")	\$2,300.00	
Inside Front Cover - Full Page Ad (8 3/8" x 10 7/8")	\$4,000.00	Sold Out
Inside Back Cover - Full Page Ad (8 3/8" x 10 7/8")	\$3,500.00	Sold Out

The deadline for submitting advertiser registrations for the conference program is March 24, 2006. Your camera ready ad must be received by March 24 to meet the printing deadline.

Advertisement in the 2006 Workers' Compensation Reference Manual

The Workers' Compensation Reference Manual, updated annually, is provided to each conference attendee as part of the conference registration. Many additional books are sold throughout the year following the conference. Your ad will continually be seen each time this manual is used to reference workers' compensation information. The ads will measure 7" x 10", and will be in full color.

For those companies wishing to advertise, the prices are as follows:

Inside/Back Cover Ad	\$7,500
Inside/Front Cover Ad	\$10,000

The deadline for submitting advertiser registrations for the Reference Manual is June 16, 2006. Your camera ready ad must be received by June 16 to meet the printing deadline.

Advertisement in the 2006 Workers' Compensation Conference Attendee Roster

The Attendee Roster is given to each registered attendee of the Workers' Compensation Conference. Your ad will measure 8 1/2" x 11" and will be in two colors, black and PMS 470 (brown). The ad will be prominently displayed on the back cover or the inside/front cover of the Attendee Roster.

For those companies wishing to advertise, the prices are as follows:

Inside/Front Cover Ad	\$2,500
Back Cover Ad	\$2,500

The deadline for submitting advertiser registrations for the Attendee Roster is July 14, 2006. Your camera ready ad must be received by July 14 to meet the printing deadline.

Advertisement in the 2006 Workers' Compensation Conference Exhibitor/Sponsor Roster

The Exhibitor/Sponsor Roster is provided to each registered attendee of the Workers' Compensation Conference. Your ad will measure 8 1/2" x 11" and will be in two colors, black and PMS 470 (brown). The ad will be prominently displayed on the inside/front cover or inside/back cover of the Exhibitor/Sponsor Roster.

For those companies wishing to advertise, the prices are as follows:

Inside/Front Cover Ad	\$2,500
Inside/Back Cover Ad	\$2,500

The deadline for submitting advertiser registrations for the Exhibitor Roster is July 14, 2006. Your camera ready ad must be received by July 14 to meet the printing deadline.

Advertising Specs:

Full bleeds are acceptable. The line screen is 150. The following are the only acceptable formats for your ad:

Camera Ready - Veloxes, stats or laser prints are acceptable. Boards must be mechanically broken for color, if more than one color is used in the ad.

Disk - File must be Pagemaker, Quark, Illustrator, Freehand, Adobe Acrobat 3.0 only, or Publisher (2000 or earlier version). Photoshop may be used but files won't necessarily color separate. PDF files must have embedded fonts, be 300 dpi, and use print resolution settings. Application formats other than those listed cannot be accepted. Either Mac or PC files are acceptable. (Fonts and graphics [tiff, dcs or eps] used in the ad must be included on the disk and a laser proof of the ad is required.)

Monday Night Reception Sponsorships:

Stations are available for sponsorship at the Monday Night Reception, August 14, 2006. There are many exciting options to choose from. Contact Cathy Coalson for more information and sponsorship availability.

Golf Tournament Sponsorships:

The Annual FWCI Golf Tournament will be held this year on Sunday, August 13, 2006 with an 8:00 a.m. shotgun start. The tournament will be at Hawks Landing Golf Club, located at the Orlando World Center Marriott. Approximately 144 players participate each year. The following golf tournament sponsorships are available as follows:

Golf Tournament Awards Luncheon Sponsorship \$3,000

The Golf Tournament Awards Luncheon follows the golf tournament each year and provides great food and fun prizes. The tournament winners are awarded at the luncheon. This sponsorship includes a full-color banner at the luncheon acknowledging your company as the luncheon sponsor, verbal recognition of your company's sponsorship at the luncheon, a table-top display table, a 50% discount on tournament fees for your designated foursome, participation in handing out prizes at awards luncheon, acknowledgment in the FWCI program booklet, which is mailed to 65,000 and also given out to each conference attendee (deadline for inclusion in the program is March 24, 2006), and acknowledgment with company logo in the Monday issue of the FWCI Daily News. Enhance your sponsorship by providing cups and/or napkins with your company logo.

Golf Tournament Continental Breakfast Sponsorship \$1,000

Continental breakfast will be available for the tournament players beginning at 7:00 a.m. in the cart staging area. Visit with the players as they register and prepare for the tournament. The Continental Breakfast Sponsor will receive a sign posted at the breakfast station, verbal acknowledgment of your sponsorship as the beginning of the tournament is announced, a 50% discount on tournament fees for your designated foursome, acknowledgment in the FWCI program booklet, which is mailed to 65,000 and also given out to each conference attendee (deadline for inclusion in the program is March 24, 2006), and acknowledgment with company logo in the Monday issue of the FWCI Daily News. Enhance your sponsorship by providing cups and/or napkins with your company logo.

Hole Sponsorship \$325.00

Includes posted sign at designated hole.

Beverage Wagon Sponsorship \$325.00

Includes posted sign at designated beverage wagon.

Posted Signs \$250.00

Includes a posted sign at the Cart Staging Area.



Keynote Speaker Sponsorship:

\$20,000

FWCI will be bringing in a high profile, nationally recognized speaker for the Opening Session. The Keynote Speaker Sponsorship will help finance this dynamic speaker. The Keynote Sponsor will receive the following:

- ◆ Recognition in two locations inside the program booklet if received prior to March 24, 2006. Under the General Information section and also in the program information under Monday, August 14th, the header will read in bold text, "Keynote Speaker brought to you by (Your Company Logo)."
- ◆ Recognition on the FWCI website. The FWCI program booklet is posted on the FWCI website, which receives 20,000 visits in the months prior to the conference. As attendees view the conference program online, they will see your company logo as the Keynote Speaker Sponsor.
- ◆ Company promotion in pre-conference FWCI newsletters emailed to prior conference attendees and current conference attendees.
- ◆ Recognition at the Opening Session as your company representative is invited to introduce the keynote speaker for the conference. At this time, your company logo will appear on the big screens, acknowledging your sponsorship of the Keynote Speaker.
- ◆ Meet & greet photo session with the keynote speaker
- ◆ 4 complimentary conference registrations
- ◆ 4 invitations to the VIP Reception, Sunday, August 13, 2006 in the International Suite
- ◆ Pre-conference and post-conference attendee mailing list

Registration Briefcases Sponsorship:

\$15,000

Each conference registrant receives a top quality briefcase, which will have your logo on it along with FWCI's logo. The briefcases provide your company with exposure long after the conference as the briefcases are used throughout the year. This sponsorship also includes 4 complimentary conference registrations and 4 invitations to the VIP Reception, Sunday, August 13, 2006 in the International Suite. FWCI will provide the pre-conference attendee mailing list and the post-conference attendee mailing list to your company for a promotional mailing prior to the conference and a follow-up mailing after the conference. Your company will also receive video recognition on the large screens in the Opening General Session, acknowledging your generous sponsorship.

For more information, contact Cathy Coalson at 850.425.8186; cathy@fwciweb.org, or write the Institute at:

Florida Workers' Compensation Institute, Inc.
P.O. Box 200, Tallahassee, FL 32302-0200

For general information regarding the conference, FWCI's telephone number is 850.425.8156; or visit www.fwciweb.org.



Contract for Exhibit Space

The undersigned hereby applies for exhibit space at the 61st Annual Workers' Compensation Conference, August 13 – 16, 2006 at The Orlando World Center Marriott, Orlando, Florida, and agrees, if accepted, to be bound by the conditions, rules, and requirements as follows:

Rules and Regulations

A. Space Rental

1. Please select from the following booth types (Discounted pricing available for Prime Sponsors on booths b – d.):

a.) **Standard Booth (10' wide by 8' deep):** This contract for use of space provides an eight foot high backwall drapery and thirty-six inch high side rails with drapery and a standard booth sign carrying the exhibitor's name, one 6' table, two chairs and a wastebasket at a cost of \$1,800.

Sold Out b.) **Corner Booth (10' wide by 8' deep):** This contract for use of space provides an eight foot high backwall drapery and thirty-six inch high side rails with drapery and a standard booth sign carrying the exhibitor's name, one 6' table, two chairs and a wastebasket at a cost of \$2,000.

Sold Out c.) **End Cap Double Booth (16' wide by 10' deep):** This contract for use of space provides an eight foot high backwall drapery and thirty-six inch high side rails with drapery and a standard booth sign carrying the exhibitor's name, two 6' tables, four chairs and two wastebaskets at a cost of \$4,000.

Sold Out d.) **Island Booth (20' wide by 16' deep with no view restrictions):** This contract for use of space provides two 6' tables, four chairs and two wastebaskets at a cost of \$7,500.

2. **Floor Plan/Booth Assignments:** All dimensions and locations shown on the official floor plan are believed, but not warranted, to be accurate. FWCI reserves the right to make such modifications as may be necessary to meet the needs of the exhibitors and the exhibit program. FWCI RESERVES THE RIGHT TO REASSIGN EXHIBIT SPACE, IF NECESSARY, TO CONSOLIDATE THE FINAL FLOOR PLAN.

3. **Furnishings:** Furniture, and/or additional draping, accessories, signs, electrical outlets, etc. are the sole responsibility of the exhibitor and should be ordered in advance from the official service contractor on the forms that will be provided. Table coverings as well as all booth equipment must be of non-flammable material. All decorative materials must be fire-resistant. The exhibit hall is carpeted.

4. **Conduct:** All demonstrations and other exhibit activities must be conducted so as to not infringe on the rights of other exhibitors or offend visitors to the exhibit. FWCI reserves the right to expel or refuse admittance to any representative of the exhibitor whose conduct is, in its opinion, not in keeping with the character of FWCI policy.

B. Cancellation of Contract

1. An exhibitor may cancel this agreement by giving FWCI written notice of cancellation on or before the deadline dates established. Should an exhibitor wish to cancel on or before July 14, 2006, FWCI will retain a sum equal to 50% of the cost of the reserved exhibit space. After July 14, 2006, the total booth cost will be retained. FWCI will not accept any proffered cancellation of this agreement by an exhibitor after the cancellation deadline nor will any refunds be made of exhibit fees after said date. In the event that fire, strike, or other circumstances beyond the control of the FWCI cause the exhibit to be cancelled, full refund of exhibit rental fees will be made.

2. **FAILURE TO OCCUPY SPACE:** Space not occupied by the close of the exhibit installation period as specified in the accompanying letter will be forfeited by the exhibitor and this space may be resold, reassigned or used by FWCI.

C. Construction, Installation, and Use of Exhibits and Exhibit Facilities

1. **Acceptability of Exhibits:** All exhibits shall be to serve the interests of the conference attendees and shall be operated in a way that will not detract from other exhibits, the exhibition hall, or the conference as a whole. FWCI reserves the right to require the immediate withdrawal of any exhibit, which is believed to be injurious to other exhibitors or conference attendees without refund or remuneration.

2. **Restrictions on Use of Space:** Solicitation or demonstrations by exhibitors must be confined within the bounds of their own respective booths. Aisle space shall not be used for exhibit purposes, display signs, solicitations or distribution of promotional material. Exhibits, signs and displays are also prohibited in any of the public space or elsewhere on the premises of the meeting facilities or in the guestrooms or hallways of the hotel. Operation of sound devices is prohibited. **Alcoholic beverages are strictly prohibited.** Booths must be staffed at all times during exhibit hours.

3. **Construction of Exhibits:** Exhibits shall be constructed and arranged so that they do not obstruct the general view, nor hide the exhibits of others. Any construction over 42" in height must be within the back 4' of exhibit space. Exhibitors desiring to use other than standard booth equipment or signs which conflict in any way with the above regulations should submit two copies of a detailed sketch of the proposed layout at least 60 days before the exposition or before construction is ordered and must receive written approval from the FWCI.

4. **Appearance of Exhibits:** Any part of the exhibit, which does not lend itself to an attractive appearance, such as unfinished side or end panels, must be draped at the exhibitor's expense. FWCI reserves the right to have such finishing done, and to bill the exhibitor for charges incurred.

5. **Security:** Security will be provided during non-show hours. However, individual companies are responsible for security of their booths during show hours.

6. **Installation and Dismantling Exhibits:** For safety reasons, no children will be allowed in the exhibit hall during set-up or teardown. All installation and dismantling of exhibits must be carried out during the time indicated in the accompanying exhibit information. **No exhibit may be erected after the exhibition opens or be dismantled before the official closing time. Dismantling prior to the official closing time will result in a \$500 penalty to be paid to FWCI and may result in an exhibitor being prohibited from exhibiting at future conferences.** It is the responsibility of the exhibitor to see that all his materials are delivered to the exhibit hall by the specified deadline. If the exhibit is on hand, FWCI reserves the right to assign labor to set up any display that is not in the process of being erected by the given deadline and to instruct that the exhibitor be billed for all charges thus incurred. Should he/she fail to remove exhibit, removal will be arranged by FWCI at the expense of the exhibitor.

7. **Drayage:** Advanced shipments of exhibit material must be made to the official drayage company as designated by FWCI. **Should exhibitors choose to send freight directly to the hotel, it is understood that a surcharge in excess of the standard drayage fee of the decorator will be assessed by the hotel. Direct shipments to the hotel will not be accepted prior to date of move-in.**

8. **Fire and Safety Regulations:** All local regulations will be strictly enforced, and the exhibitor assumes all responsibility for compliance with all national, state and local regulations. All decorations and booth equipment must be fireproof and electrical wiring must meet the safety requirements of the official service contractor. Affidavits attesting to flameproof compliance with fire department regulations must be submitted when requested. No combustible materials shall be stored in or around exhibit booths.

9. **Damage to Exhibit Facilities:** The exhibitor must surrender space occupied by him in the same condition it was at commencement of occupation. The exhibitor or his agent shall not injure or deface the walls, columns, or floors of the exhibit facilities, the booths, or the equipment or furniture of the booth. When such damage appears, the exhibitor shall be liable to the owners of the property so damaged.

D. Liability

1. Insurance and liability are the full and sole responsibility of the exhibitor. The exhibitor agrees to protect, save and defend, and keep FWCI, the hotel, and its agents forever harmless from any damages or charges imposed for violation of any law or ordinance occasioned by the negligence of the exhibitor or those holding under the exhibitor. The exhibitor shall at all times protect, indemnify, save, defend, and keep harmless FWCI, the hotel, and its agents against and from or out of or by reason of any accident or other occurrence to anyone, including the exhibitor, its agents, employees and business invitees which arises from or out of or by reason of said exhibitor's occupancy and use of the exhibit premises or part thereof.

By: (print)

Company

Signature

Email

Date

Please complete enclosed Sponsor Registration Form.

Exhibitors at the 2005 conference will be given first consideration over their same exhibit space if payment is received prior to March 1, 2006. All booth spaces remaining after March 1, 2006 will be assigned on a first come, first served basis. 2005 Prime Sponsors must remain Prime Sponsors for 2006 to keep their Prime booth location in the exhibit hall.

Sponsor Registration Form

Company Name _____

Contact Person _____

Telephone Number _____ Fax Number _____

Email Address _____

Address _____

City _____ State _____ Zip Code _____

Please Select Sponsorship Type:

Prime Sponsor **Sold Out**

I have enclosed a check; or authorize FWCI to charge \$5,000 to my credit card.

Exhibitor

I have enclosed a check; or authorize FWCI to charge my credit card for:

Standard Booth @ \$1,800 each **Sold Out** Corner Booth @ \$2,000 each

Sold Out End Cap @ \$4,000 each **Sold Out** Island @ \$7,500 each

Please sign the enclosed Contract for Exhibit Space.

Describe briefly the nature of your business. _____

Please list your competitors: _____

Beverage Break Sponsor

I have enclosed a check; or authorize FWCI to charge my credit card for:

1 break @ \$600.00 2 breaks @ \$1,000.00

I would prefer to sponsor a beverage break on the following day:

Monday, August 14, 2006

Morning (To be held in opening session foyer) Afternoon

Tuesday, August 15, 2006

Morning Mid-Morning Afternoon

Wednesday, August 16, 2006

Morning Mid-Morning

Golf Tournament Sponsor

I have enclosed a check; or authorize FWCI to charge my credit card for the following:

Awards Luncheon Sponsorship \$3,000.00

Continental Breakfast Sponsorship \$1,000.00

Hole Sponsorship \$ 325.00

Beverage Wagon Sponsorship \$ 325.00

Posted Signs \$ 250.00

Advertiser

I have enclosed a check; or authorize FWCI to charge my credit card for the following:

Conference Program Advertisment:

Sixth Page Ad (4 3/16" x 3 5/8") \$ 650.00

Quarter Page Ad (4 3/16" x 5 7/16") \$ 850.00

Half Page Ad (8 3/8" x 5 7/16") \$1,200.00

Full Page Ad (8 3/8" x 10 7/8") \$2,300.00

Inside Front Cover - Full Page Ad (8 3/8" x 10 7/8") **Sold Out** \$4,000.00

Inside Back Cover - Full Page Ad (8 3/8" x 10 7/8") **Sold Out** \$3,500.00

Reference Manual Advertisment:

Inside/Back Cover Ad \$7,500.00

Inside/Front Cover Ad \$10,000.00

Attendee Roster Advertisment:

Inside/Front Cover Ad \$2,500.00

Back Cover Ad \$2,500.00

Exhibitor Roster Advertisment:

Inside/Front Cover Ad \$2,500.00

Inside/Back Cover Ad \$2,500.00

FWCI Daily News Sponsor

I have enclosed a check; or authorize FWCI to charge my credit card for:

_____ day(s) @ \$3,000.00 each All three days @ \$8,000.00

I would prefer to sponsor the FWCI Daily News on the following day:

Monday Tuesday Wednesday

Sold Out **Marriott Hotel Room Key Sponsor**

I have enclosed a check; or authorize FWCI to charge \$6,000 to my credit card.

Registration Briefcases Sponsor

I have enclosed a check; or authorize FWCI to charge \$15,000 to my credit card.

Keynote Speaker Sponsor

I have enclosed a check; or authorize FWCI to charge \$20,000 to my credit card.

Please Select Payment Type:

Check (Payable to FWCI) Visa, Mastercard or American Express

To pay using credit card (Visa, Mastercard or American Express) please complete the following information:

Credit Card Number _____

Expiration Date _____ Signature _____

Mail this form to:

Florida Workers' Compensation Institute

P.O. Box 200

Tallahassee, FL 32302-0200

Attn: Cathy Coalson

Phone 850.425.8186

Fax 850.521.0222

Email cathy@fwiweb.org

(Federal Tax I.D. No.: 59-2846608)

Florida Workers' Compensation Institute, Inc.

P.O. Box 200

Tallahassee, Florida 32302-0200

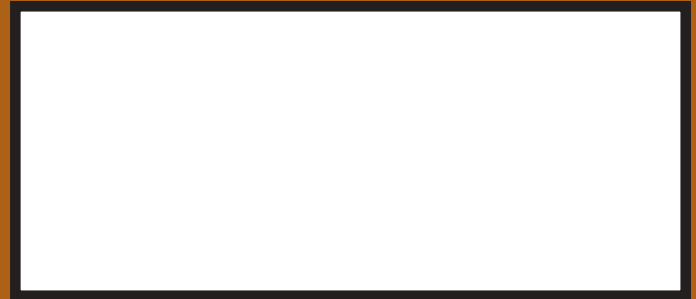
Non-Profit Org.

US Postage

PAID

Tallahassee, FL

Permit No. 871



Exhibitor/Sponsor Prospectus

**61st Annual Workers' Compensation
Educational Conference
& 18th Annual Safety & Health Conference**
“Workers’ Compensation... History and Legends”
August 13 - 16, 2006



The
NATIONAL
UNDERWRITER
Company



Sunshine Education
and Research Center
at the University
of South Florida