



International Claim Association®
LEADING THE WAY IN CLAIM EXCELLENCE

**101st
Annual Education
Conference**

**Exhibitor Prospectus
& Sponsorship
Opportunities**



**October 3-6,
2010**

**Renaissance Austin Hotel
Austin, Texas**





International Claim Association®
LEADING THE WAY IN CLAIM EXCELLENCE

Exhibitor Application

Renaissance Austin Hotel
Austin, Texas

October 3–6, 2010

Deadline: August 13, 2010



Company/Organization:

(AS IT SHOULD BE LISTED ON CONFERENCE MATERIAL)

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

E-Mail _____ Web Site _____

Contact Person (to receive all future exhibit correspondence and information)

Name _____ Title _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

E-Mail _____

Company Summary – Please provide a brief summary of your company/organization and the products that will be promoted. Use a separate page as needed. Summary will be printed in the conference program.

Exhibitor Fees – Each booth includes two (2) full conference registrations.

■ Number of Booths Requested	_____	x	\$2,100	=	\$ _____
■ Additional Booth Personnel	_____	x	\$200	=	\$ _____
■ Spouse/Guest Registration	_____	x	\$200	=	\$ _____
			TOTAL	=	\$ _____

Booth Personnel

Full Conference Registrants (two per booth)

1. _____

2. _____

Name(s) of Additional Personnel _____

Names are not required at this time. All booth personnel will be confirmed prior to the conference.

Name(s) of Spouses/Guests _____

Payment Information

Total Amount Enclosed \$ _____

Method of Payment: **Check** **Credit Card** (fill out below)

AmEx MC Visa

Credit Card Account #: _____ Exp. Date: _____

Cardholder (PRINT): _____

Cardholder's Billing Address: _____

Signature: _____ Date: _____

Referred by ICA Committee Member: _____

Cancellations on or before August 13, 2010, will receive a 75% refund.

Cancellations received after August 13, 2010, will not receive a refund.

Booth Choice

■ **Do not** locate us near the following companies:

■ **Do** locate us near the following companies:

Please make checks payable to
International Claim Association
and mail form with payment to:

International Claim Association
1155 15th Street, NW, Suite 500
Washington, DC 20005

Phone: 202 452-0143

Fax: 202 530-0659

The ICA Executive Committee and Annual Conference Team are pleased to invite your firm/organization to showcase its products and/or services at the conference of the largest association of life and health claims professionals. Over 400 claims professionals are expected to be in attendance representing more than 200 health, life, managed care and third-party organizations comprising life, disability, health and group insurance.

101st Annual Conference

For Greater Exhibitor Visibility, We Provide:

- **Exhibitor Reception** in Exhibit Hall on Sunday Evening
- **Continental Breakfast and Lunch** in Exhibit Hall on Monday and Tuesday
- **Prize Drawings** during Breakfast and Lunch both Monday and Tuesday

The Exhibitor Package

- 8'x10' exhibit booth, piped and draped, with a skirted 6' table, two chairs, identification sign and wastebasket.
- Two (2) free conference registrations per booth, including attendance at all seminars, workshops, and social activities.
- Acknowledgement in registration materials.
- Individual listing in the conference program including a description of your organization, product or service.
- Half-page (7.5" wide x 4.75" high) advertising space in the conference program.
- Advanced Attendance List two weeks prior to the conference.
- Information to follow regarding Sunday golf tournament.



Exhibit Hall Schedule (tentative)

Sunday, October 3

Booth Set-up	11:00AM – 4:00PM
Opening Reception	5:30PM – 6:30PM

Monday, October 4

Breakfast / Prize Drawing	7:00AM – 8:00AM
Lunch / Prize Drawing	11:45AM – 1:00PM

Tuesday, October 5

Breakfast / Prize Drawing	7:30AM – 8:30AM
Lunch / Prize Drawing	11:45AM – 12:30PM
Booth Tear Down	1:00PM – 3:00PM

Important Dates

August 13, 2010

Exhibitor Application and Sponsorship Reservation forms due.

August 14, 2010

Initial booth assignments. Payment due to ensure sponsorship reservation.

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Conference Hotel

Renaissance Austin Hotel
9721 Arboretum Boulevard
Austin, TX 78759
T: 512 343-2626
F: 512 346-7953
www.renaissanceaustin.com





SPONSORSHIP OPPORTUNITIES

Gain Additional Exposure! Take Advantage of the Following Sponsorships

Gold Sponsorship

- **Opening Reception**
Joint Sponsorship Each: \$ 2,500
(3 opportunities available)
- **Casino Night**
Joint Sponsorship Each: \$ 2,500
(4 opportunities available)
- **Keynote Speaker**
Joint Sponsorship Each: \$ 2,500
(2 opportunities available)

Silver Sponsorship

- **Exhibit Hall Continental Breakfast**
Joint Sponsorship Each: \$ 1,000
(2 opportunities available)
- **Exhibit Hall Lunch**
Joint Sponsorship Each: \$ 1,000
(2 opportunities available)
- **Nametag Lanyards** \$ 1,000
- **Conference Program** \$ 1,000

Sponsorship Opportunity

- **Sunday Golf Tournament** \$ 1,000

Sponsor Benefits Package

In addition to the standard Exhibitor Package, sponsors will receive increased visibility. Sponsor benefits include:

- ✓ Customized visibility for the conference activity you support.
- ✓ Attending members of your staff will be provided with badges that indicate your support as a sponsor.
- ✓ Customized sponsor signs for display in your booth.
- ✓ Distribution of your company's promotional piece in the conference registration materials.
- ✓ Preferred booth location.



Assignment Criteria

- Sponsorship opportunities are available on a first-come, first-served basis based on the receipt of the reservation form.
- In cases where sponsorship reservations are received simultaneously, preference will be given to previous ICA sponsors and exhibitors.
- Invoices will be generated from sponsorship forms. Payment is expected within 30 days of the invoice dates.
- If payment is not received when due, the ICA reserves the right to reassign the opportunity.
- The ICA reserves the right to review any sponsorship application for appropriateness for our intended audience, and support of our mission.
- The ICA may alter these criteria without notice.

PAST EXHIBITORS

Acclamation Systems, Inc.
Accurint
Advanced Business Fulfillment
Allsup Inc.
Apex CoVantage
Behavioral Management, Inc.
Benefit Resource Management, Inc.
BISYS
Calypso Healthcare Solutions
Capital Investigating
Captiva Software Corporation
CaseOne/LabOne
CAS Software Group
CEU.COM
CGI
Claims Bureau USA
Claim Vantage
Claims Verification, Inc.
Concentra Preferred Systems
Confidential Business Resources, Inc.
Considine & Associates
CorVel Corporation
CS Claims Group, Inc.
Data Dimensions Corporation
Datacap
DATAMARK, Inc.
DCG Resource Options, LLC
Disability Consulting Group
Disability Insurance Specialists, LLC
Eastern Claims Conference
EasyLink Services Corporation
Eldorado Computing, Inc.
Encore System Professionals Inc.

Factual Photo Inc.
Fineos
First Advantage Investigative Services
First Services
Global Excel Management
Global Options
Global Source LLC
HDM Corp.
Healthcare Insight
ICS/Merrill
Image Now by Perceptive Software
ImageRight
Innovative Disability Solutions
InPhoto Surveillance, Inc.
Insurance Overload Systems
Insurance Staffers, Inc.
Integrated Health Plan, Inc.
International Claims Specialists
International Investigators, Inc.
ISO ClaimSearch
Jacobson Solutions
JHA, Inc.
JPN Associates, Inc
Kevin P. Carey & Associates, Inc.
KeyLink Solutions, Inc.
KnowledgeLake
LexisNexis™
LIDP Consulting Services, Inc.
Medical Consultants Network
Medplans Partners
Med-Valu, Inc.
MIB, Inc.
Nationwide Claims Investigation
Miles Investigations Inc.
National Care Network
National Health Care Anti-Fraud Association

National Processing Company (NPC)
Northern Trust
Omega Insurance Services
Onbase by Hyland Software, Inc.
OnCourse Information Services, Inc.
Open Solutions
PDC, Inc.
Pershing Yoakley & Associates
PhotoFact Claims Service
PlanVista Solutions
Reed Group, Ltd.
ReEmployability, Inc.
Res Loquitor Corporation/The Select List of Law Firms
Research Service Bureau, Inc.
Risk Management International, Inc./
The Disability Resource Inc.
SBSI/LabOne
Scan Solutions
The Select List of Law Firms/Res Loquitor Corporation
Smart Data Solutions
The Social Security Law Group
Softheon, Inc.
Source Access, Inc.
Source Corp.
Spectrum Investigations
SunGard Workflow Solutions/MACESS Corporation
Tactegy Consulting Group, Inc.
The Northern Trust Company
Thomas George Associates, Ltd.
Trilogy Consulting Group, Inc.
Trustmark Disability Advisors
United Review Services
URAC
VARIS
Western Fields Investigations
Worldwide Resources, Inc.



ICA Executive Committee

Officers

President

Marlon D. Nettleton, ALHC, FLMI, ACS, CLU, ChFC, HIA
State Farm Life

Secretary

Lisa Phillips, ALHC
Munich American Reassurance Company

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Franklin L. Best, Jr., J.D.
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Prudential Financial

Executive Committee

Immediate Past-President

Lester L. Bohnert, J.D., ALHC, FLMI
Modern Woodmen of America

Robert Dubiel, ALHC
UNUM

Doris Erdman, ALHC, FLMI, ACS
Woodmen of the World Life Insurance Society

Nancy Ford, ALHC, ACS, FLMI
Principal Financial Group

Rebecca L. Huerta, FLHC, FLMI, AIRC, AAPA
Allianz Life Insurance Company of North America

Keith Perkins, FLMI, ALHC, ACS
Lincoln Heritage Life Insurance Company

Karen Riendeau, FLHC, ACS
Munich American Reassurance Company

Annual Conference Team

President

Marlon D. Nettleton, ALHC, FLMI, ACS, CLU, ChFC, HIA
State Farm Life

Conference Chair

Lester L. Bohnert, J.D., ALHC, FLMI
Modern Woodmen of America

Exhibitor Chair

Julie M. Kleve, FLHC, ACS, LTCP
Allianz Life Insurance Company of North America

Workshop Chair

Lisa Phillips, ALHC
Munich American Reassurance Company

Registration and Co-Workshop Chair

Erin Worthington, ALHC, ACS
Allstate Financial

Meeting Activities & Program Chair

Rebecca L. Huerta, FLHC, FLMI, AIRC, AAPA
Allianz Life Insurance Company of North America

Confirmation/Assignment of Booth Space

Booth confirmation/decorating information will be sent upon receipt of registration and payment. Booth numbers will be assigned 45 days prior to the conference. Location of booth will be given on a first-come, first-served basis in order of receipt of registration and payment.

Exhibit Contractor

Official exhibit contractor materials will be mailed as early as August 2010.

Standards of Conduct

Content of the exhibits is subject to ICA approval. ICA reserves the right to refuse applications from concerns not meeting standards required or expected, as well as the right to curtail exhibits or parts of exhibits that are not consistent with the character of the conference. This rule applies to discount offers, display literature, advertising novelties, souvenirs, conduct of persons, etc. Subleasing of exhibit space and direct sales in Exhibit Hall are prohibited.

Canvassing or distributing advertising matter outside the exhibitor's own space is not permitted. Solicitation of business at the conference, except by registered exhibiting firms, is

prohibited. It is strictly prohibited to publicize and/or maintain any extracurricular activities, inducements or demonstrations away from the exhibit hall during exhibit hours.

Liability

The exhibitor assumes the entire responsibility and liability of losses, damages and claims arising out of injury or damage to exhibitor's displays, equipment, and other property brought upon the premises of the hotel and shall indemnify and hold harmless the International Claim Association, its agents and employees, from any and all such losses, damages and claims.

While the Exhibit Hall will be closed and locked during non-exhibit hours, it is the exhibitor's responsibility to obtain insurance and to secure materials. The ICA and the Renaissance Austin Hotel do not guarantee or protect exhibitors against loss or damage of any kind.

Cancellations

Exhibit space cancelled on or before **August 13, 2010**, will receive a 75% refund of payment. Cancellations received after that date will not receive a refund. Exhibit space not claimed or occupied by 4:00 PM, Sunday, October 3, 2010, may be reassigned without refund.

For More Information

International Claim Association®
1155 15th Street, NW, Suite 500
Washington, DC 20005
202.452.0143 • Fax 202.530.0659
www.claim.org

• **Julie M. Kleve**, FLHC, ACS, LTCP
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Julie.kleve@allianzlife.com
763-765-6697

- **Cheryl Clark**, Director of Meetings and Events
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- **Darci Chuba**, Program Coordinator
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202 452-0143



International Claim Association®
LEADING THE WAY IN CLAIM EXCELLENCE

Premier Sponsorship Opportunities

Renaissance Austin Hotel
Austin, Texas
October 3–6, 2010

RESERVATION FORM



Please reserve the following sponsorship opportunities for:

Company Name: _____

Please Select from the Following Sponsorship Opportunities:

■ **GOLD SPONSORSHIPS:**

- Opening Reception** each: \$ 2,500
(Joint sponsorship; 3 opportunities available)
- Tuesday Casino Night** each: \$ 2,500
(Joint sponsorship; 4 opportunities available)
- Key Note Speaker** each: \$ 2,500
(Joint sponsorship; 2 opportunities available)

■ **SILVER SPONSORSHIPS:**

- Exhibit Hall Continental Breakfast** each: \$ 1,000
(Joint sponsorship; 2 opportunities available)
- Exhibit Hall Lunch** each: \$ 1,000
(Joint sponsorship; 2 opportunities available)
- Nametag Lanyards** \$ 1,000
- Conference Program** \$ 1,000
- Golf Tournament** \$ 1,000

If you would like to sponsor an amount of \$500 or less, please do so. Indicate the amount below:

- I pledge the amount of \$_____ for general sponsorship of the ICA 2010 Annual Education Conference.

The ICA's contact from your company for this premier sponsorship opportunity will be:

Name _____ Title _____

Phone _____ Fax _____

E-mail _____ Website _____

P L E A S E N O T E :

Reservation forms should be received at ICA no later than 12:00 noon on **Friday, August 13, 2010**. After that time sponsorship opportunities will be made on a first-come, first-served basis, based on the date the registration is received. Invoices and agreements will be generated based on the reservation form. Unless payment is received by Friday, August 13, 2010, opportunities may be released.

Reservation form may be mailed or faxed to:

International Claim Association
1155 15th Street, NW, Suite 500
Washington, DC 20005
202 452-0143
Fax: **202 530-0659**