



**International Claim Association®**  
LEADING THE WAY IN CLAIM EXCELLENCE

# 98th Annual Meeting

## Exhibitor Prospectus & Sponsorship Opportunities



# Sept 30-Oct 3, 2007

**Gaylord Palms Resort  
& Convention Center  
Kissimmee (Orlando),  
Florida**





# Exhibitor Application

Gaylord Palms Resort & Convention Center  
 Kissimmee (Orlando), Florida  
**September 30–October 3, 2007**  
**Deadline: August 1, 2007**



**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 = \$	_____
			<b>TOTAL = \$</b>	_____

**Booth Personnel**

Full Conference Registrants (two per booth)

1. \_\_\_\_\_  
 2. \_\_\_\_\_

Names(s) of Additional Personnel \_\_\_\_\_

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

Names(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): \_\_\_\_\_  
 Cardholders Billing Address: \_\_\_\_\_  
 Signature: \_\_\_\_\_ Date: \_\_\_\_\_  
 Referred by ICA Committee Member: \_\_\_\_\_

**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 Meeting 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 250 health, life, managed care and third-party organizations comprising life, disability, health and group insurance.

# 98th Annual Meeting



## 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, wastebasket, and security.
- 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.
- Full-page (8.5"x11") advertising space in the conference program.
- Advanced Attendance List two weeks prior to the meeting.



## Exhibit Hall Schedule *(tentative)*

### Sunday, September 30

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

### Monday, October 1

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

### Tuesday, October 2

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

## Important Dates

### August 1, 2007

Reservation forms due for first round consideration

### August 10, 2007

Initial booth assignments made

### August 31, 2007

Payment due to ensure reservation

2 0 0 7

## Conference Hotel

### Gaylord Palms Resort & Convention Center

6000 West Ocoola Parkway

Kissimmee, FL 34746

T: 407 586-2000

F: 407 586-1999

[www.gaylordhotels.com/gaylordpalms](http://www.gaylordhotels.com/gaylordpalms)

Mention the International Claim Association (ICA) when making your hotel room reservation to receive our special group rate of \$209/single.

To qualify for the group rate reservations must be made by **August 31, 2007.**



# SPONSORSHIP OPPORTUNITIES

## Gain Additional Exposure! Take Advantage of the Following Sponsorship Opportunities:

### 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
- **Meeting Program** . . . . . \$ 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 meeting 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  
Captiva Software Corporation  
CaseOne/LabOne  
CAS Software Group  
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  
EasyLink Services Corporation  
Eldorado Computing, Inc.  
Encore System Professionals Inc.  
Factual Photo Inc.  
Fineos  
First Advantage Investigative Services  
Global Excel Management

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 Hylano Software, Inc.  
OnCourse Information Services, Inc.  
Open Solutions  
PDC, Inc.

Pershing Yoakley & Associates  
PhotoFact Claims Service  
PlanVista Solutions  
Reed Group, Ltd.  
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  
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  
Worldwide Resources, Inc.

## Future ICA Annual Meetings

**September 21–24, 2008**

Desert Springs J. W. Resort & Spa  
Palm Desert, California

**October 4–7, 2009**

Marriott Marco Island Resort & Spa  
Marco Island, Florida



## ICA Executive Committee

### Officers

#### President

**Rebecca Huerta**, FLHC, ACS, HIA, AAPA  
Allianz Life Insurance Company of North America

#### President-Elect

**Jack Price**, ALHC, CFC  
BlueCross BlueShield of Tennessee

#### Secretary

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

#### Treasurer

**Franklin L. Best, Jr.**, JD  
Penn Mutual Life Insurance Company

### Executive Committee

#### Chair

**Lester L. Bohnert**, ALHC, FLMI  
Modern Woodmen of America

**Mark A. Langenfeld**, ALHC, FLMI, CLU, ChFC, HIA

**Patricia A. Engelstad**, ALHC  
Ameriprise Financial Services, Inc.

**Susan H. Fischer, Esq.**, ALHC  
AEGON Direct Marketing Services, Inc.

**David W. Grannan**, CFE  
Golden Rule Insurance Company

**Gregg L. Grunewald**, ALHC  
Uniprise- A United Health Group Company

**Thomas L. Jackson**, FLHC, FLMI, AIRC, HIA  
Employers Reassurance Corporation

**Judi Kimmell**, RN, MA, ALHC  
Employee Benefit Management Services, Inc.

**Marlon D. Nettleton**, ALHC, FLMI, ACS, CLU, ChFC, HIA  
State Farm Insurance Companies

**Melvin L. Rakoczy**, FLMI, CLU  
Allstate Financial

## Annual Meeting Team

#### Chair

**Jack Price**, ALHC, CFC  
BlueCross BlueShield of Tennessee

#### President

**Rebecca Huerta**, FLHC, ACS, HIA, AAPA  
Allianz Life Insurance Company of North America

#### Workshop Coordinator

**Lisa Phillips**, ALHC  
Allianz Life Insurance Company of North America

#### Program

**Franklin L. Best, Jr.**, JD  
Penn Mutual Life Insurance Company

#### Hotel Accommodations

**Lester L. Bohnert**, ALHC, FLMI  
Modern Woodmen of America

#### Exhibitor Chair

**Marlon D. Nettleton**, ALHC, FLMI, ACS, CLU, ChFC, HIA  
State Farm Insurance Companies

### 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 2007.

### 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 meeting. 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 with security during non-exhibit hours, it is the exhibitor's responsibility to obtain insurance and to secure materials. The ICA and the Gaylord Palms Resort & Convention Center do not guarantee or protect exhibitors against loss or damage of any kind.

### Cancellations

Exhibit space cancelled on or before **August 10, 2007**, 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, September 30, 2007, 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](http://www.claim.org)

• **Marlon D. Nettleton**, ALHC, FLMI, ACS, CLU, ChFC, HIA  
Exhibitor Chair  
[marlon.nettleton.aqa5@statefarm.com](mailto:marlon.nettleton.aqa5@statefarm.com)  
309 735-4266

• **Chris Murphy**, Executive Director  
[cmurphy@claim.org](mailto:cmurphy@claim.org)  
202 452-0143

• **Parker McCarter**, Executive Assistant  
[pmccarter@claim.org](mailto:pmccarter@claim.org)  
202 452-0143



# Premier Sponsorship Opportunities

Gaylord Palms Resort & Convention Center  
Kissimmee (Orlando), Florida  
September 30–October 3, 2007  
**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)
- 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
- Meeting Program** ..... \$ 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 2007 Annual Meeting.

**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 **Wednesday, August 1, 2007**. After that time sponsorship opportunities will be made on a first-come, first-served basis, based on the date the reservation is received. Invoices and agreements will be generated based on the reservation form. Unless payment is received by Friday, August 31, 2007, 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**