



International Claim Association®
LEADING THE WAY IN CLAIM EXCELLENCE

**100th
Annual Education
Conference**

**Exhibitor Prospectus
& Sponsorship
Opportunities**



**October 4-7,
2009**

**Marco Island Marriott
Beach Resort
Marco Island,
Florida**

Celebrating 100 Years!



Exhibitor Application

Marco Island Marriott Beach Resort
 Marco Island, Florida
October 4-7, 2009



Application Deadline: August 13, 2009

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	\$2,500 = \$	_____
■ Additional Booth Personnel	_____	x	\$200 = \$	_____
■ Spouse/Guest Registration	_____	x	\$200 = \$	_____
TOTAL = \$				_____

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: _____

Cancellations on or before August 3, 2009 will receive a 75% refund.
Cancellations received after August 3, 2009 will not receive a refund.

Booth Choice

■ **Please do not** locate us near the following companies:

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

100th 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, 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.
- 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 4

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

Monday, October 5

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

Tuesday, October 6

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

Important Dates

August 3, 2009

Exhibitor Application and Sponsorship Reservation forms due.

August 14, 2009

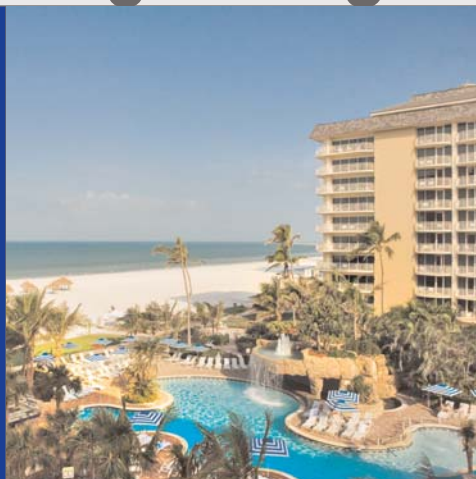
Initial booth assignments.
Payment due to ensure sponsorship reservation

2 0 0 9

Conference Hotel

Marco Island Marriott Beach Resort

200 South Collier Blvd.
Marco Island, FL 34145
T: 239 294-2511
www.marcoislandmarriott.com





Premier Sponsorship Opportunities

Marco Island Marriott Beach Resort
Marco Island, Florida
October 4-7, 2009



SPONSORSHIP 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 Night Finale** each: \$ 2,500
(Joint sponsorship; 4 opportunities available)
- Key Note Speaker** each: \$ 2,500
(Joint sponsorship; 2 opportunities available)

■ **SILVER SPONSORSHIPS:**

- 100th Anniversary Beverage Cups** \$ 1,000
- 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 2009 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 :

Sponsorship Reservation form must be received at ICA no later than 12:00 noon on **Friday, August 3, 2009**. After that time sponsorship opportunities will be made on a first-come, first-served basis, based on the date the reservation form is received. Invoices and agreements will be generated based on the selections listed on the reservation form. Unless payment is received by Friday, August 14, 2009, 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**



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

General Sponsorship

- *Please contact ICA* \$ 500

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.
Antares Management Solutions
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
ChoicePoint
Claim Analytics
Claims Bureau USA
Claim Vantage
Claims Verification, Inc.
Comforcare Senior Services
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
Hi-Tech Health, Inc.
Home Instead Senior Care
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.
Matson, Driscoll, and Damico
Medical Consultants Network
Medplans Partners
Med-Valu, Inc.
MIB, Inc.
Nationwide Claims Investigation
Miles Investigations Inc.
MRS, Inc.
National Care Network
National Health Care Anti-Fraud Association

National Processing Company (NPC)
Nationwide Claims Investigations
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.
ReEmployability, Inc.
Res Liquitor 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 Liquitor Corporation
Smart Data Solutions
The Social Security Law Group
Softheon, Inc.
Source Access, Inc.
Source Corp.
Spectrum Investigations
SunGard Workflow Solutions/MACCESS 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
Veritas Intelligence
Virtual Advantage
Western Fields Investigations
Whitehall Bureau of Canada
Worldwide Resources, Inc.



ICA Executive Committee

Officers

President

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

President-Elect

Marlon Nettleton, ALHC, FLMI, ACS, CCU, CHFC, HIA
State Farm Insurance Companies

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

Chairperson

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

Executive Committee

Past-President

Jack L. Price, ALHC, CFE
BlueCross BlueShield of Tennessee

Robert Dubiel, ALHC
UnumProvident Company

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

Nancy A. Ford, ALHC, ACS, FLMI
Principal Financial Group

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

Antoinette G. Mortensen, ALHC, ACS, HIA
Prudential Financial

Lisa Phillips, ALHC
Munich American Reassurance Company

Annual Conference Team

Chair

Marlon Nettleton, ALHC, FLMI, ACS, CCU, CHFC, HIA
State Farm Insurance Companies

President

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

Registration

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

Program & Meeting Activities

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

100th Anniversary Coordinator

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

Workshop Coordinator

Nancy A. Ford, ALHC, ACS, FLMI
Principal Financial Group

Exhibitor Coordinator

Lisa Phillips, ALHC
Munich American Reassurance Company

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 2009.

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.

Future ICA Annual Education Conferences

October 3-6, 2010

The Renaissance Hotel
Austin, Texas

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 J.W. Marriott Resort & Spa do not guarantee or protect exhibitors against loss or damage of any kind.

Cancellations

Exhibit space cancelled on or before **August 3, 2009**, 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 4, 2009, 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

- **Lisa Phillips**, ALHC, Exhibitor Chair
mphillips@marclife.com
678 514-5619
- **Chris Murphy**, Executive Director
cmurphy@claim.org
202 452-0143
- **Lisette Werbowetzki**, Membership & Events Manager
lisettew@claim.org
202 452-0143