

IIAV Annual Exposition • June 15, 2009

RESERVE YOUR SPACE BY MARCH 13th AND SAVE \$50 OFF THE BOOTH FEE.



Who Should Exhibit?

Any company providing products and services to Independent Insurance Agents should make it a point to be part of the 2009 IIAV Exhibition. Vendors invited to showcase at the 2009 IIAV Exhibition include:

- Accounting Firms
- Adjusters
- Advertising Firms
- Agency Management Software Companies
- Banking and Financial Services
- Comparative Quoting Vendors
- Computer Vendors
- Disaster Recovery Companies
- Document Management Companies
- Drug Testing Companies
- Employee Benefits Companies
- Excess and Surplus Carriers
- Glass Companies
- Industry Groups (AIPSO, SCC, NCCI, VPIA)
- Insurance Trade Organizations
- Life and Health Carriers
- Management Consulting Firms
- MGA's and Wholesalers
- Office Furniture and Supplies
- Payroll Services
- Phone Companies
- Premium Finance Companies
- Promotional Product Companies
- Property & Casualty Carriers
- Publishers
- Reinsurance Carriers
- Restoration Companies
- Security Companies
- Shipping Companies
- Supply Companies
- Technology Companies
- Video Conferencing
- Web Design Firms

Why Exhibit?

- 95% of convention attendees are agency decision makers
- IIAV members represent over 80% of today's commercial market and 40% of the residential market in Virginia
- IIAV's entire membership outreach is to over 7,000 agency professionals

As an exhibitor at this year's show, you will benefit from the opportunity to:

- Demonstrate your commitment to and support of IIAV, the leading insurance trade association
- Develop or expand target markets
- Develop solid market leads through face to face contact with agency decision makers
- Evaluate your competition so you may better position yourself in the marketplace
- Expand your database of prospects for post-show follow-up
- Increase sales and boost your profits by showcasing your services to a targeted, captive audience
- Introduce new products and services to the insurance industry
- Reinforce your corporate image, strengthen recognition for your company in the insurance industry
- Strengthen relationships with your current insurance partners

**Monday,
June 15, 2009**

11:30 - 2:30 p.m.

Williamsburg Lodge

2009 Convention Agenda

Exhibitor Set Up

Sunday, June 14th

5:00 - 7:00 p.m.

Monday, June 15th

9:00 - 11:00 a.m.

Booth Inspections

Monday, June 15th

11:00 - 11:30 a.m.

Trade Show

Monday, June 15th

11:30 a.m. - 2:30 p.m.

Tear Down

Monday, June 15th

2:30 p.m. - 4:00 p.m.

Exhibitor Lunch

[Yes, we feed you prior so you can spend the show time selling.]

Monday, June 15th

11:00 - 11:30 a.m.

Our Mission:

Independent Insurance Agents of Virginia is an organization devoted to promoting, enhancing, serving, and assisting independent insurance agents.

Who Will Attend?

IIAV expects hundreds of insurance professionals from the insurance industry to participate in the 2009 IIAV Exhibition. Best of all, IIAV's convention attracts the real decision-makers from around the state. Exhibitors will have the opportunity to meet with the people who make and influence the buying decisions.



The Williamsburg Lodge

Photo courtesy of The Colonial Williamsburg Foundation, Williamsburg, VA

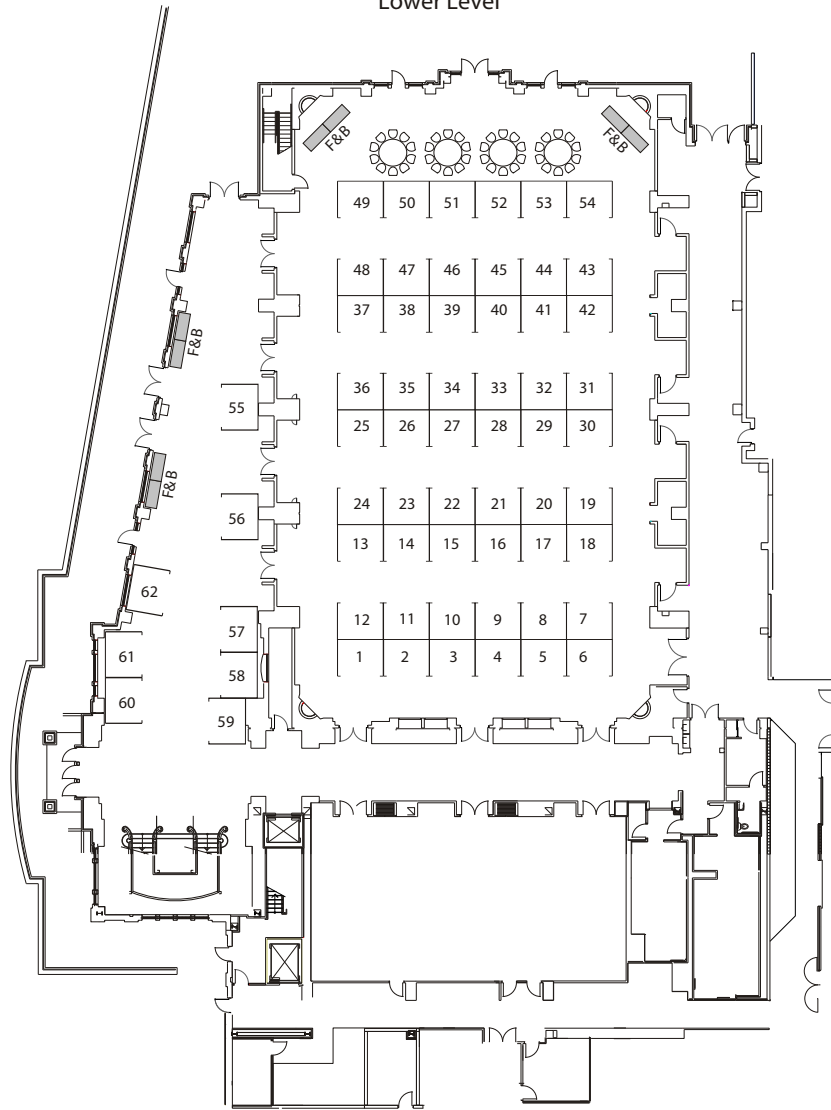
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EXHIBITORS: Booth locations are assigned in the order that paid contracts are received in the IIV office. Group blocks can be assigned if all contracts are returned together. (Convention registration is separate.)

Williamsburg Lodge

Lower Level



All booths are 8' deep x 10' wide. The exhibit hall is carpeted.

	IIV Members		Non-Members	
	By 3/13	After 3/13	By 3/13	After 3/13
Aisle Booths (exposure to traffic on one side)	\$650	\$700	\$750	\$800
Corner Booths (exposure to traffic on two sides)	\$675	\$725	\$775	\$825

Convention Manager: Ms. Tracie Grady

Independent Insurance Agents of VA

(Convention Office), 10231 Telegraph Rd., Suite A, Glen Allen, VA 23059-4561

Phone: 804-747-4971, Fax: 804-747-5022, tgrady@eisenmanassociates.com