

# PROSPECTUS

PROTECTING THE CONSUMER'S FUTURE

**VAHU**

Virginia Association  
of Health Underwriters

AMERICA'S BENEFITS SPECIALISTS

**KEEP CALM  
& SAIL ON!**

**VAHU ANNUAL  
CONVENTION**

Virginia Beach, VA

**MAY 21-23, 2018**

**SHERATON OCEANFRONT HOTEL,  
VIRGINIA BEACH, VA**

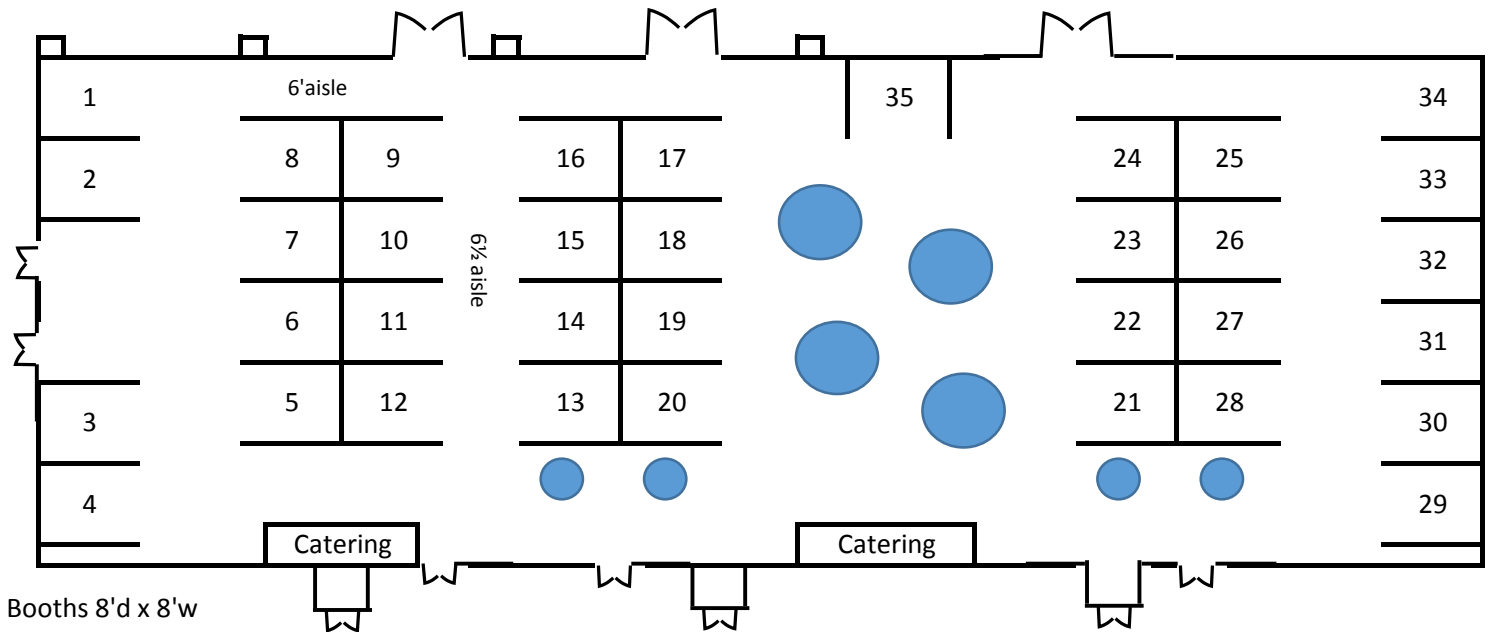
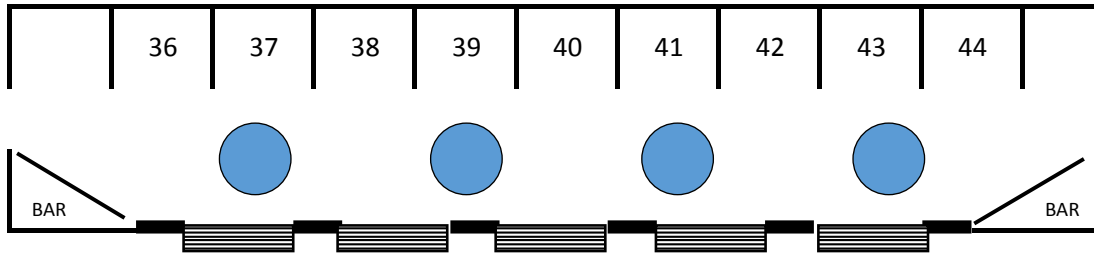
## Register as a Sponsor or Exhibitor Today!

**Instructions for Bronze-level and higher sponsors and Topgolf Sponsors:** Please fill out the enclosed forms and send back to us for registration. You will be sent an invoice and have a choice to pay by credit card or by check.

**Instructions for Single Booth Exhibitors:** Online registration is now open. For more information or to register, log on to [vahu.org/2018-conference](http://vahu.org/2018-conference).

For booth requests, email your top three choices to [vahuconference@gmail.com](mailto:vahuconference@gmail.com).

## SHERATON VIRGINIA BEACH BALLROOM



# Exhibitors and sponsors at the VAHU Conference will reach a highly interested group of conference attendees including: Agents/Brokers, General Agents, Financial Planners, Worksite Marketers, Sales Reps, Long Term Care Specialists, Technology Experts

## PUBLICITY:

Our e-newsletter, print newsletter and website ([www.vahu.org](http://www.vahu.org)) vigorously promote conference Sponsors and Exhibitors as they come on board. VAHU local chapters are already promoting the 2018 Annual Conference at their monthly meetings and will continue all year! In addition, many Carriers and General Agents promote the conference in their monthly commission statements.

The 2018 VAHU Conference is cross-promoted to the Virginia chapters of:

- The National Association of Health Underwriters (NAHU)
- Professional Insurance Agents
- Insurance Agents & Brokers

## EXCITEMENT

Don't be left out! Sign up early for a prime location in our exhibitor area and enjoy widespread promotion in all Conference materials.

Your exhibit booth includes:

- Full Size 8x8 Exhibit booth including pipe and drape, 6 foot table and two chairs.
- Networking opportunities including a cocktail party, lunch and a sunset boat cruise.
- **Six hours** of exhibitor time with attendees over two days, with networking opportunities including Top Golf, lunch and dinner on *The Spirit of Norfolk*.
- **CE classes** covering timely topics, approved for VA credits.
- **Engaging presentations** on industry topics including the latest legislative updates.
- **Prize drawings** will be chosen on a "must be present in the Exhibit Hall to win" basis.
- **Listing in the 2019 Conference prospectus** to thank you for your participation.

**NEW FOR 2018! Larger exhibit hall - 250-300 attendees expected!**

## Sponsors – don't miss out!

- Your logo in regular e-blasts to more than 3,500 Virginia insurance professionals throughout the year.
- Your logo in the VAHU News issues throughout the year.
- Your logo on the newly redesigned VAHU Website.
- More Attendees than ever included in your booth!

Exhibits will be set up during the following hours:

- Set-up: Monday, May 21, 2018, from 9 a.m. to 2 p.m. All exhibits **MUST** be in place by 2 p.m.
- Exhibit Hours: Monday, May 21, 2018, open from 4 p.m. to 6 p.m. and Tuesday, May 22, 2018 from 12 p.m – 2 p.m. Exhibitors will have designated space on the Spirit of Norfolk, but your booth contents will not be required.
- Dismantling: Tuesday, May 22, 2018, from 2 p.m. until 4 p.m. Exhibitors who dismantle before 2 p.m. will incur a \$200 fee.

**Times Subject to Change**

Plan now to be a part of the 2018 VAHU Sales Conference. Contact Conference Headquarters at [vahuconference@gmail.com](mailto:vahuconference@gmail.com).



# 2018 VAHU CONFERENCE & NETWORKING BOAT CRUISE SPONSORSHIP OPPORTUNITIES

May 21-23, 2018 · Virginia Beach, VA

All sponsorships include a press release sent to press and posted on social media.

40+ Exhibitors, 250-300 attendees expected this year

**30% DISCOUNT ON SELECT NEWSLETTER AD PACKAGES FOR CONFERENCE SPONSORS**

## Overall Sponsor: Colonial Life

Boat Cruise Overall Sponsor • Conference Overall Sponsor



- Full page ad in center or back of program
- Signage as outlined below
- Optional CE seminar presentation
- Double Booth
- Conference attendees: 6
- Boat Cruise attendees: 6
- Boat Cruise Table Sponsorships: 2
- Complimentary champagne & appetizer for your table

### Boat Cruise Overall Sponsor

gets all the above plus:

- Signage on outside of boat
- Signage on boat at DJ Booth

### Conference Overall Sponsor

gets all the above plus:

- Signage on elevators at hotel
- Your logo on attendee tote bags
- Your banner in exhibit hall

## Platinum Sponsor (1 AVAILABLE)

Name Tag Sponsor • Overall Conference Photo Sponsor

**\$5,500**

**Available!**



- Signage on elevators at hotel
- Full page ad in Conference program
- Optional CE seminar presentation
- Double Booth
- Conference attendees: 4
- Boat Cruise attendees: 4
- Boat Cruise Table Sponsorships: 2
- Complimentary champagne & appetizer for your table

### Name Tag Sponsor

gets all the above plus:

- Your company name on name tags

### Overall Conference Photo Sponsor

gets all the above plus:

- Logo on online photo album

## Gold Sponsor (4 AVAILABLE)

Online Registration Sponsor • Boat Transportation Sponsor • Boat Food Sponsor • Boat Photo Sponsor

**\$4,500**

- Full page ad in program
- Signage at conference
- Optional CE seminar presentation
- Single Booth
- Conference attendees: 3
- Boat Cruise attendees: 3
- Boat Cruise Table Sponsorships: 2

### Online Registration Sponsor

gets all the above plus:

- Your logo prominently displayed throughout online registration system

### Boat Transportation Sponsor

gets all the above plus:

- Your logo on bus ticket
- Your logo on boat transportation snacks & drinks

### Boat Food Sponsor

gets all the above plus:

- Your logo on signage at food stations or drink/bar stations

### Boat Photo Sponsor

gets all the above plus:

- Your logo on all boat souvenir photos for each attendee
- Photo for each attendee



# 2018 VAHU CONFERENCE & NETWORKING BOAT CRUISE SPONSORSHIP OPPORTUNITIES

May 21-23, 2018 · Virginia Beach, VA

For more information, call 804-510-0749 or email [vahuconference@gmail.com](mailto:vahuconference@gmail.com)

## Silver Sponsor (5 AVAILABLE)

Monday Opening Reception Sponsor • Keynote Speaker Sponsor • Tuesday Lunch Sponsor • Cornhole Tournament Sponsor • Grand Prize Raffle Sponsor

**\$2,750**

- Signage at event
- Half page ad in Conference program
- Single Booth
- Conference attendees: 2
- Boat Cruise attendees: 2
- Boat Cruise Table Sponsorships: 1

### Monday Opening Reception Sponsor

*gets all the above plus:*

- Representative from your company will speak at reception Monday night (up to 5 mins.)

### Keynote Speaker Sponsor

*gets all the above plus:*

- Representative will introduce Keynote Speaker on Tuesday (up to 5 mins.)

### Tuesday Lunch Sponsor

*gets all the above plus:*

- Representative from your company will speak at lunch Tuesday afternoon (up to 5 mins.)

### Cornhole Tournament Sponsor

*gets all the above plus:*

- Your logo on all 3 prizes drawn Tuesday evening on boat cruise
- Representative will announce winners

### Grand Prize Raffle Sponsor

*gets all the above plus:*

- Representative from your company will draw Grand Prize raffle on Tuesday afternoon at conference

## Bronze Sponsor (9 AVAILABLE)

Monday Ice Cream Sponsor • Tuesday Breakfast Sponsor • Tuesday Afternoon Snack Sponsor • Exhibit Hall Games Sponsor • Charging Station Sponsor • CE Sponsor • Conference Refreshment Sponsor • Selfie Station Sponsor • Water Station Sponsor

**\$2,250**

- Signage at event
- Quarter page ad in Conference program
- Single Booth
- Conference attendees: 2
- Boat Cruise attendees: 2
- Boat Cruise Table Sponsorships: 1

**20% DISCOUNT ON SELECT NEWSLETTER AD PACKAGES FOR EXHIBITORS & TABLE SPONSORS**

## Exhibitor

*(Register by April 24 for Early Registration Price of \$950! After April 24, add \$100)*

Conference sponsors are given preferential placement over exhibitors.

**\$950**

- Single Booth
- Conference attendees: 2
- Recognition in Conference program

## Boat Cruise Table Sponsor

*(Register by April 24 for Early Registration Price of \$950! After April 24, add \$100)*

**\$950**

- Recognition in Conference program
- Signage at table
- Boat Cruise attendees: 4 – selection of other attendees will be assigned to your table
- Premium seating on boat
- Complimentary champagne & appetizer for your table



# 2018 VAHU SPONSORSHIP OPPORTUNITIES

## Sponsorship & Exhibitor Agreement/Invoice

Please read carefully - it will save you time later!

All requests for sponsorship opportunities or exhibitor space must accompany the form below.  
An online form is available with the option of paying by card if you prefer.

Company \_\_\_\_\_

Name \_\_\_\_\_ Title \_\_\_\_\_

Email \_\_\_\_\_ Phone \_\_\_\_\_

On behalf of my company, I am committing to the following opportunities: *(check all that apply)*

✓	Sponsorship Opportunity	Price
x	<del>Overall Sponsor</del> <b>SOLD</b>	
x	Boat Cruise Overall Sponsor	<b>SOLD</b>
x	Conference Overall Sponsor	
	<b>Platinum Sponsor (ONLY 1 LEFT)</b>	
	Name Tag Sponsor	\$5,500
	Overall Conference Photo Sponsor	
	<b>Gold Sponsor</b>	
	Online Registration Sponsor	\$4,500
	Boat Transportation Sponsor	
	Boat Food Sponsor	
	Boat Photo Sponsor	
	<b>Silver Sponsor</b>	
	Monday Opening Reception Sponsor	\$2,750
	Keynote Speaker Sponsor	
	Tuesday Lunch Sponsor	
	Cornhole Tournament Sponsor	
	Grand Prize Raffle Sponsor	

<b>Bronze Sponsor</b>		
	Monday Ice Cream Sponsor	\$2,250
	Tuesday Breakfast Sponsor	
	Tuesday Afternoon Snack Sponsor	
	Exhibit Hall Games Sponsor	
	Charging Station Sponsor	
	CE Sponsor	
	Conference Refreshment Sponsor	
	Selfie Station Sponsor	
	Water Station Sponsor	
	<b>Exhibitor</b>	
	<b>Boat Cruise Table Sponsor</b>	\$950

**Checklist for your sponsorship:**

- Payment (no later than 30 days from date of agreement)
- Logo in EPS format (within one week of date of agreement)
- Company overview (within one week of date of agreement - maximum: 300 words)
- Artwork for ad (Deadline: April 15)
- Company attendees & email addresses (Deadline: March 31)

Please send all materials to [vahuconference@gmail.com](mailto:vahuconference@gmail.com).

Please scan and return completed form to:  
[vahuconference@gmail.com](mailto:vahuconference@gmail.com)  
Questions? Call 804-510-0749

**BY SIGNING BELOW, I AFFIRM THAT:** I am authorized to sign for my company and I understand that I am making a commitment to participate in this opportunity. I understand that total payment is due within 30 days of the date of confirmation. If the payment is not received by that date, this agreement will be cancelled. Should this agreement be cancelled I agree that VAHU has the right to bill my company for promotional expenses incurred on our behalf.

Print Name \_\_\_\_\_

Sign Name \_\_\_\_\_ Date \_\_\_\_\_



# TOPGOLF

Monday, May 21 • 7:00 pm

## 2018 VAHU CONFERENCE TOPGOLF SPONSORSHIP OPPORTUNITIES

For more information:  
Phone: 804-510-0749  
Email: [virginiaahu@gmail.com](mailto:virginiaahu@gmail.com)

### Overall Topgolf Sponsor

**\$3,500**

- Half page ad in Conference program
  - Your logo at each bay
  - Signage at the event
  - Your logo on Golf Giveaway
  - Optional CE seminar presentation
- Topgolf attendees: 6  
Bays: 2

### Bay Sponsor with Personal Topgolf Pro

**\$1,500**

- Your logo in Conference program
  - Your name on bay
  - Personal Topgolf Pro in your bay
- Topgolf attendees: 4  
Bays: 1

### Contest Sponsor

**\$1,500**

- Your logo on sign at Contest bay:  
*ex. Longest Drive, Closest to the Pin, etc.*
  - Your logo in Conference
  - Your logo on all Contest prizes
- Topgolf attendees: 2  
Bays: 1

### Topgolf Prize Sponsor

**\$1,500**

- Your logo on sign at prize table
  - Your logo in Conference program
  - Your logo on all prizes (1<sup>st</sup> - 3<sup>rd</sup> Place Individual, 1<sup>st</sup> Place Team)
- Topgolf attendees: 2

### Bay Sponsor

**\$750**

- Your logo in Conference program
  - Your name on bay
- Topgolf attendees: 4  
Bays: 1



# 2018 VAHU TOPGOLF SPONSORSHIP OPPORTUNITIES

## Sponsorship & Exhibitor Agreement/Invoice

Please read carefully - it will save you time later!

All requests for sponsorship opportunities or exhibitor space must accompany the form below.

An online form is available with the option of paying by card if you prefer.

Company \_\_\_\_\_

Name \_\_\_\_\_ Title \_\_\_\_\_

Email \_\_\_\_\_ Phone \_\_\_\_\_

On behalf of my company, I am committing to the following opportunities: *(check all that apply)*

✓ Sponsorship Opportunity	Price
Overall Topgolf Sponsor	\$3,500
Bay Sponsor with Personal Topgolf Pro	\$1,500
Contest Sponsor	\$1,500
Topgolf Prize Sponsor	\$1,500
Bay Sponsor	\$750

### Checklist for your sponsorship:

- Payment (no later than 30 days from date of agreement)
- Logo in EPS format (within one week of date of agreement)
- Company overview (within one week of date of agreement - maximum: 300 words)
- Artwork for ad (Deadline: April 15)
- Company attendees & email addresses (Deadline: March 31)

Please send all materials to [vahuconference@gmail.com](mailto:vahuconference@gmail.com).

Please scan and return completed form to: [vahuconference@gmail.com](mailto:vahuconference@gmail.com)

Questions? Call 804-510-0749

**BY SIGNING BELOW, I AFFIRM THAT:** I am authorized to sign for my company and I understand that I am making a commitment to participate in this opportunity. I understand that total payment is due within 30 days of the date of confirmation. If the payment is not received by that date, this agreement will be cancelled. Should this agreement be cancelled I agree that VAHU has the right to bill my company for promotional expenses incurred on our behalf.

Print Name \_\_\_\_\_

Sign Name \_\_\_\_\_ Date \_\_\_\_\_



## General Information / Terms & Conditions

**Lodging:** Monday, May 21 and Tuesday, May 22, 2018 – Sheraton Virginia Beach, 3501 Atlantic Ave, Virginia Beach, VA 23451. A limited number of rooms at the special conference rate of \$145/night are available for reservation until April 14, 2018. After April 14, 2018, lodging cannot be assured and regular room rates will apply. Make room reservations directly with Sheraton Virginia Beach by calling (757) 425-9000. Please mention the VAHU Annual Conference.

**Installation and Dismantling:** Exhibits will be set up during the following hours in the Ocean Grand Ballroom. Times subject to change.

**Set-up:** Monday, May 21, 2018, from 9 a.m. to 2 p.m. All exhibits MUST be in place by 2 p.m.

**Exhibit Hours:** Monday, May 21, 2018, open from 4 p.m. to 6 p.m. and Tuesday, May 22, 2018 from 12 p.m. – 2 p.m.

Exhibitors are required to have someone at the booth during time exhibit hall is open. Exhibitors will have designated space on The Spirit of Norfolk, but your booth contents will not be required.

**Dismantling:** Tuesday, May 22, 2018, from 2 p.m. until 4 p.m. No breakdown allowed prior to 2 p.m. without express permission from management. Early breakdown without permission may result in forfeiture of booth space in future years and will incur a \$200 fee.

**Exhibit Booths:** Standard size booths are 8 ft. deep by 8 ft. wide and are indicated by number on the official Floor Plan. Booths include the following at no extra cost: Drapery – 8 ft. back drop with 3 ft. divider, sign indicating firm name, 6 ft. draped table and two chairs. Electrical service and all other furnishings, equipment, facilities, etc., shall be provided by the exhibitor at their expense, with arrangements to be made through the Convention Services Contractor. This information will be provided at a later time. Wireless internet access will be provided to exhibitors free of charge.

**Reservations:** Bronze-level and higher sponsors and Topgolf sponsors: please fill out the enclosed forms and send back to us for registration. Single booth exhibitors must register online at [www.vahu.org](http://www.vahu.org). All sponsorship and exhibitor registration fees must be paid prior to the show. You will not be admitted to the exhibit program if a balance is due on your account.

**Cancellation/Refund Policy:** You may cancel your Exhibitor booth registration before May 1 less the non-refundable minimum deposit of 50% of total price of requested space, provided in the VAHU registration policy. This will be the sole and exclusive right and remedy of your company in this respect. Individual cancellation is honored for emergencies only. Cancellation after May 1 are non-refundable.

**Use of Booths:** All exhibits and demonstrations must be confined to the exhibit booth. No exhibitor shall assign, sublet or share the whole or any part of the assigned booth space. Exhibitors are urged to cooperate in closing of exhibits when requested.

**Badges & Registration:** Exhibitor badges must be worn at all times. Badges will not be transferable and management reserves the right to limit the quantity and to confiscate the badge used by any person other than the one to whom it was issued. All Exhibitors must be registered to get into the Exhibit Hall. Additional Exhibitor passes, other than those that come with your booth, can be purchased for \$90.

**Aisle & Space:** All aisle space is under the control of the VAHU and shall not be used for exhibit or demonstration purposes.

**Exhibit Restrictions:** No construction in exhibit space shall exceed eight feet in height and any construction in excess of four feet in height must be kept within three feet of back line of exhibit space. All exhibit material used in the Exhibit Area must be non-flammable to conform to the fire regulations of Virginia. Before food or beverage is dispensed or given at booth(s), the Exhibitors shall notify Management and must purchase such food or beverage with the consent of Hotel.

**Exhibit Shipping Instructions:** The VAHU has made excellent arrangements for handling of your exhibit equipment with its Convention Services Contractor. Whether you use their services completely or have your exhibit delivered directly to Hotel at show time, a Convention Services Contractor will be available if you require their services. Details of exhibit delivery will be provided in advance of the conference.

**Conduct of Exhibitors:** The VAHU reserves the right to close any exhibit that conducts solicitation in an objectionable manner or infringes on the rights and privileges of other exhibitors. All activities of each exhibit MUST be confined to the exhibitor's allotted space.

**Security:** The exhibitor must have an attendant in charge of their exhibit each day during the hours the Exhibit Area is open. However, the VAHU assumes no liability whatsoever for materials in exhibitors' booths.

**Liability:** In case the premises of hotel shall be destroyed or damaged, or if the show fails to take place as scheduled or is interrupted and/or discontinued, or access to the premises is prevented or interfered with by reason of any strike, lockout, injunction, act of war, act of God, Emergency declared by any governmental agency or by Management, or for other reason, Management may, at its sole discretion, relocate the site of the show or terminate this contract. In the event of show relocation or termination, the exhibitor agrees that the sole liability of Management shall be to return to each exhibitor his space payment less the pro-rated share of all costs and expenses incurred and committed by Management. The Management, Hotel and Convention Services Contractor are not responsible for any injury to any exhibitor or to exhibitor's employees or property, or for loss by fire, theft, damage, delay, or any cause whatsoever, while exhibits and merchandise are in transit to and from the building or while in the building. Exhibitors who desire to carry insurance on their exhibits may do so at their own expense. Each exhibitor expressly releases Management, Hotel and the Convention Services contractor from such liabilities and agrees to indemnify them against any and all claims for such injury, loss or damage. The Management reserves the right to remove or eliminate any objectionable exhibits, person, advertisements, souvenirs or any other feature or action which might harm or impair the high standards of the Conference. No assembling of exhibits will be permitted during the hours when the exhibition area is formally open.

**Application to Exhibit:** Applications to exhibit are subject to the criteria below, and review and approval by the association. Exhibits may not be inconsistent with the professional nature and goals of the event. The Association reserves the right to request a description of your company and any information or materials you intend to exhibit. Exhibit space is not intended for airing views of a controversial social, political, or professional nature. In addition, the Association reserves the right to decline exhibit requests from companies' exhibiting products and services that could be considered competing with the intent of the event. Potential exhibitors are advised that contests, lotteries, raffles, and games of chance may not be conducted without prior approval of the Association and appropriate authorities.

**Contractual Agreement:** It is agreed that the Exhibitor will abide by the rules and regulations cited during and after the exhibit and by other reasonable rules considered necessary by the Association or Hotel provided that these rules do not materially alter the Exhibitors' contractual rights. All matters and questions not covered by these regulations are at the discretion of Management. These regulations may be amended at any time by the Association, and all amendments that may be so made shall be equally binding upon publication on all parties affected by them, as are the original regulations. Exhibitor agrees to adhere to the space restrictions as defined in the 'Exhibit Fees' section of this Exhibitor Prospectus. Failure to comply may result in the termination of Exhibit privileges, at the discretion of Show Management. In such cases, no refund of Exhibitor fees will be offered.

**Management Sole Discretion:** Space assignment shall be as indicated on the exhibit space floor plan, which will be included with your confirmation and Exhibitor manual. However, should conditions or situations warrant, Management reserves the right to rearrange the official floor plan to accommodate the best interests of the show. The floor plan maintained by Management shall be the official floor plan. Changes may occur at any time to accommodate show needs. The Exhibitor agrees to comply with and be bound by all laws of the United States, the state and city where the exhibits is held, and wherever applicable all rules and regulations of the police department and fire department and those policies and criteria which have been established by the Hotel for use of the designated exhibit areas. Displays must not block view of, or impede access to, fire alarm boxes, fire hose cabinets, fire extinguishers, or other safety equipment. No smoking is allowed at any Conference. Neither Management nor the Hotel shall be responsible for any damage or injury that may happen to the Exhibitor or its agents, servant, employees, or property from any causes whatsoever, except the gross negligence or willful misconduct of Show Management, its servants or employees, arising out of Management's duties and responsibilities under the agreement. The Exhibitor expressly releases Management and Hotel, its directors, officers, agents, employees, and /or servants from any such loss, damage or injury. Management and the exhibitor agree to waive the right of subrogation by their insurance carriers to recover loss sustained under the respective insurance contracts for real and personal property. Show management, its staff, employees, and agents assume no responsibility or liability whatsoever in matters relating to restrictions imposed on any Exhibitor by any governmental agency. The Exhibitor is responsible for any and all demands on account of any injury or death, or damage to property occurring in or upon any portion of the hotel leased or used by the Exhibitor, or its employees, representatives, servants, agents, licensees, invitees, patrons, guests, or contractors. The Exhibitor shall defend, indemnify and hold harmless the VAHU and Jaffe Communications, its officers, employees, and agents from and against any and all claims, demands, actions, causes of action, penalties, judgment, and liability of every kind and description (including court costs and reasonable attorney's fee) for injury to and death of persons and /or damage to or any loss of property which are caused by, arise from, or grow out of the Exhibitor's use or occupancy of the premises or from any breach by the Exhibitor of any condition of this contract, or from any act or omission of the Exhibitor, or its employees, representatives, servants, agents, invitees, patrons, guests licensees, or contractors.

**Care of Exhibit Space:** Exhibitors shall care for and keep in good order the space occupied. The hotel will vacuum carpets and aisles once each day during closed hours, but this service does not include individual exhibit areas, dusting or any special cleaning. Exhibitors must surrender occupied space to the management in the same condition as it was at the commencement of occupation. If the space occupied or equipment furnished to the Exhibitor is damaged by the exhibitor, its agents or employees, the Exhibitor, on demand, shall pay such sum as shall be necessary to restore said space or equipment to the same condition as it was when first occupied or received by the Exhibitor. The exhibitor must, at his/her expense, maintain in good order the space for which the exhibitor has contracted. Material shall be shown only in the official area designated by VAHU. Neither exhibitors nor non-exhibitors will be allowed to show firms or display products or services in competition with the program. Products or literature may be distributed only from within the rented space.

**Booth Subletting:** Booth subleasing is strictly forbidden. Only the Exhibitor identified on the registration form is permitted exhibit at the booth.

**Conflicting Meetings & Social Functions:** To ensure maximum participation in all VAHU activities, exhibiting companies may not schedule meetings or social functions which would encourage the absence or tardiness of attendees or exhibitors from scheduled functions.

**Non-Exhibiting Supplier Status:** Non-exhibiting suppliers may not "suitcase" the show, to approach attendees and exhibitors for the purpose of selling their products in the aisles. This practice is prohibited by show regulations. Anyone who is observed approaching buyers in the aisle or in an Exhibitor's booth, who is not a legitimate Exhibitor, should be reported to Show Management. The non-exhibitor will then be asked to curtail this activity or to exit the show. These measures will be strictly enforced with the intent of preserving the integrity of the show and maintaining a good relationship between attendee and Exhibitor.

## THANK YOU TO OUR 2017 SPONSORS!

ACS Benefit Services, LLC	Colonial Life	HSABank	Peak Performance Group
Aetna	Combined Insurance	IHC Specialty Benefits	Pinnacle Financial Services
Aflac	Delta Dental	Medcost	Plansource
Allied National	Dominion Payroll	National General Benefit Solutions	Quotit
Ameritas	FNBC	National General Insurance	Select Account
Anthem	Freedom Care	OCA	The Boon Group, Inc.
Benefit Indemity Corporation	hCentive	Paylocity	TFA Benefits
CIGNA	Health Equity		United Concordia

## VAHU CONFERENCE TENTATIVE 2018 AGENDA

### Monday, May 21, 2018

9 a.m. - 1 p.m.	Exhibitor Registration & Setup
9 a.m. - 1 p.m.	Attendee Registration
1 p.m. - 1:50 p.m.	1 Hour CE Class
1:50 p.m. - 2:40 p.m.	1 Hour CE Class <i>Identity Theft</i> <i>Jill Hazen, Legal Resources</i>
2:40 p.m. - 3 p.m.	Ice Cream Break
3 p.m. - 3:50 p.m.	1 Hour CE Class
4 p.m. - 6 p.m.	Exhibit Hall Opening Reception
7 p.m. - 10 p.m.	Optional Topgolf Event

9:30 a.m. - 10 a.m.	NAHU <i>Mike Embry</i>
10 a.m. - 10:50 p.m.	1 Hour CE Class
11 a.m. - 11:50 p.m.	1 Hour CE Class
12 p.m. - 2 p.m.	Lunch & Exhibit Hall open
2 p.m. - 3:40 p.m.	Keynote: Learning to Sail in High Winds <i>5 Speakers, 20 mins. each. Be Inspired.</i>
3:40 p.m. - 4:30 p.m.	1 Hour CE Class
4:30 p.m. - 4:45 p.m.	Closing Remarks & Raffle Prize
5:30 p.m. - 5:45 p.m.	Board Buses to <i>Spirit of Norfolk</i>
6:30 p.m. - 7 p.m.	Board <i>Spirit of Norfolk</i>
7:30 p.m. - 9:30 p.m.	Boat Cruise: Dinner, Dancing, Corn Hole Tournament

### Tuesday, May 22, 2018

8:30 a.m. - 9 a.m.	Breakfast overlooking the Beach
9 a.m. - 9:10 a.m.	President's Welcome
9:15 a.m. - 9:30 a.m.	VAHU: Why We Need You!

### Wednesday, May 23, 2018

8:30 a.m. - 9:30 a.m.	Lite Breakfast & Leadership Registration
9 a.m. - 12 p.m.	Leadership Forum <i>Erica Hain</i>

**\*\*AGENDA SUBJECT TO CHANGE\*\***

