

# Caribbean Insurance Conference 2010

*“WHAT LIES AHEAD!”*



**INSURANCE  
ASSOCIATION  
OF THE CARIBBEAN INC.**

*Celebrating 30 years of Conference*

**In association with**



*Conference Partnership Package*

Dear Corporate Partner,

The Caribbean Insurance Conference, the premier conference for professionals in the Insurance Industry will be held at the **Ritz Carlton Golf & Spa Resort** under the theme **"What Lies Ahead!"**. Following the success of the 29th Annual Conference in Puerto Rico, which had a delegate attendee list of over 500 persons, the 30th Annual Conference is expected to be even bigger and better, delivering a wealth of valuable information for future thinking insurance professionals.

The success of this Annual Conference is greatly reliant on your contribution to the various conference events and programmes. To this effect, the IAC, in association with LIMRA and LOMA, is inviting you to be a partner of the conference. There are five levels of partnership, each with lucrative benefits to ensure that your support is recognised and highlighted throughout the conference and beyond.

*These are:*

- Platinum: US\$30,000.00 and above**     **Gold: US\$20,000.00 – US\$29,999.99**
- Silver: US\$10,000.00 – US\$19,999.99**     **Bronze: US\$5,000.00 – US\$9,999.99**
- Contributor: Below \$5,000.00**

Sponsorship packages may be shared between two or more partners. Please find attached information which outlines the Conference Partnership opportunities, levels and benefits of becoming a partner.

We look forward to your partnership at this regional insurance forum and thank you in advance for your kind support.

Yours sincerely,

*Steve Stoute*

Steve Stoute, Mr  
IAC Director and Conference Chairperson



# INSURANCE ASSOCIATION OF THE CARIBBEAN, INC


In association with LIMRA and LOMA  
 2010 CARIBBEAN INSURANCE CONFERENCE  
 Partnership Benefits

<b>GENERAL SPONSORSHIP LEVELS</b>					
<b>Sponsorship Levels</b>	<b>Platinum</b>	<b>Gold</b>	<b>Silver</b>	<b>Bronze</b>	<b>Contributor</b>
	<b>\$30,000 And above</b>	<b>\$20,000 - \$29,999.99</b>	<b>\$10,000 - \$19,999.99</b>	<b>\$5,000 - \$9,999.00</b>	<b>Below \$5,000</b>
<b>BENEFITS</b>					
Acknowledgement in the Marketing and Public Relations campaign for CIC 2010	✓	✓	✓	✓	✓
Free Registration for delegates representing your company	✓ <b>Three (3) free conference passes</b>	✓ <b>Two (2) free conference passes</b>	✓ <b>One (1) free conference pass</b>	✓ <b>50% discount off one (1) registration package</b>	
The inclusion of your corporate logo and recognition as sponsors in communications to conference attendees.	✓	✓	✓	✓	✓
***Link to the IAC website for one year	✓	✓	✓	✓	✓
***Discount on all conference services booked such as meeting rooms and golf	✓ <b>15%</b>	✓ <b>10%</b>	✓ <b>5%</b>		
Acknowledgement banner placed in a strategic location	✓	✓	✓	✓	Shared banner with other contributors
***Discount on Exhibition Booths	✓ <b>Free Booth</b>	✓ <b>25%</b>	✓ <b>10%</b>	✓ <b>5%</b>	
Discounted advertisement in conference Souvenir	✓ <b>Free Full</b>	✓ <b>Free Half</b>	✓ <b>Free</b>	✓ <b>10%</b>	✓ <b>5%</b>

magazine	Page Colour Ad	Page Colour Ad	Quarter Page Colour Ad		
***Acknowledgement in all Conference publications such as Souvenir Magazine.	✓	✓	✓	✓	✓
Reserved seating at conference functions	✓ <b>10 Seats</b>	✓ <b>8 Seats</b>	✓ <b>6 Seats</b>	✓ <b>4 Seats</b>	✓ <b>2 Seats</b>
Products and literature distributed in conference bags	✓	✓	✓	✓	✓

## PARTNERSHIP OPPORTUNITIES

Line Items	Sponsorship level	Benefits Package	Sponsors
<b>SPECIAL EVENTS</b>			
<input type="checkbox"/> Golf Tournament & Golf caps	\$10,000.00	Silver	
<input type="checkbox"/> Opening Ceremony	\$25,000.00	Gold	
<input type="checkbox"/> Cocktail Reception	\$25,000.00	Gold	
<input type="checkbox"/> Cultural Night	\$15,000.00	Silver	
<input type="checkbox"/> Closing Gala - Dinner	\$30,000.00	Platinum	
<input type="checkbox"/> Closing Gala -Awards Presentation	\$10,000.00	Silver	
<input type="checkbox"/> Closing Gala – Post Dinner Entertainment	\$15,000.00	Silver	
<input type="checkbox"/> 2 Coffee Breaks	\$10,000.00 \$5,000 per day	Silver for two Coffee Breaks Bronze for one Coffee Break	
<input type="checkbox"/> 2 Lunch Breaks	\$20,000.00 \$10,000.00 per day	Gold for two Lunch Breaks Silver for one Lunch Break	
<b>CONFERENCE MEMORABILIA</b>			
<input checked="" type="checkbox"/> Conference Polo Shirts	\$15,000.00	Silver	 <p><i>Looking After Life</i> A Member of the Guardian Holdings Group Guardian Life of the Caribbean Ltd.</p>  <p>GUARDIAN GENERAL INSURANCE LIMITED Guardian General Insurance Ltd.</p>
<input type="checkbox"/> Conference Bags	\$15,000.00	Silver	
<input type="checkbox"/> Conference Internet Cafe	\$12,500.00	Silver	
<input type="checkbox"/> Conference Portfolios	\$10,000.00	Silver	

<input type="checkbox"/>	Conference Travel Mugs	\$5,000.00	Bronze	
<input type="checkbox"/>	Conference Pens	\$5,000.00	Bronze	
<input type="checkbox"/>	Companion Shirts	\$5,000.00	Bronze	
<input type="checkbox"/>	Companion Bags	\$5,000.00	Bronze	
<input type="checkbox"/>	Lanyards & Conference Badges	\$5,000.00	Bronze	
<input type="checkbox"/>	Conference Sports Bottle	\$5,000.00	Bronze	
<input type="checkbox"/>	Conference Desk Clocks	\$4,000.00	Contributor	
<input type="checkbox"/>	Conference Bag Stuffing	\$3,000.00 Or \$500 per every 100 items	Contributor	
<input type="checkbox"/>	Conference Key Rings	\$3,000.00	Contributor	
<input type="checkbox"/>	Conference Miniature Stapler	\$2,500.00	Contributor	
<input type="checkbox"/>	Conference Pencils	\$2,000.00	Contributor	
<input type="checkbox"/>	Conference Luggage Tags	\$2,000.00	Contributor	
<input type="checkbox"/>	Conference Paper Clip Caddy	\$2,000.00	Contributor	
<input type="checkbox"/>	Conference Post-it Note Book	\$2,000.00	Contributor	
<input type="checkbox"/>	Conference Clip-on Book Light	\$2,000.00	Contributor	
<b>SPECIAL SPONSORSHIP PACKAGES</b>				
<input type="checkbox"/>	The Regional Insurance Gift	<input type="checkbox"/> \$2,500 <input type="checkbox"/> \$5,000 <input type="checkbox"/> \$10,000	Contributor Bronze Silver	
<input type="checkbox"/>	Speaker's Sessions	\$2,500.00 per session	Contributor	
<input checked="" type="checkbox"/>	Conference Gifts	\$20,000.00 value	Gold	 J.B. Boda & Co. (U.K.) Ltd.

**\*All prices are in US Dollars\***

***Read about the Regional Insurance Gift on Page 8***

## SPONSORSHIP FACTS

- **Opening Ceremony:** The Caribbean Insurance Conference (CIC) is known for its extravagant opening ceremonies with all the pageantry that is expected of an international conference. The Ceremony is anticipated and **attended by all of the delegates**. This event includes an impressive video presentation and a feature address delivered by a distinguished and illustrious speaker. **The Opening Ceremony** is very well attended providing much exposure for the conference partner.
- **Cocktail Reception:** The Cocktail Reception is the first social event for the Conference. It is an **ideal opportunity to network**, greet old friends and meet new ones. The objective is to provide an ambience and feeling that will set the tone and mood for the 30<sup>th</sup> Anniversary Conference.
- **Closing Gala and Dinner:** The CIC will be collaborating with the Conference Hotel to provide a Cultural Extravaganza of the host island Jamaica. This evening will include the Awards Session, Cultural show, Dinner and Dancing. The perfect climax to celebrate 30 years of conference.
  - ❑ **The Awards Session:** At the Awards Session the IAC in association with LIMRA and LOMA recognises key players who have helped to make the conference the success it has been throughout the years. Winners of the CIC Golf Tournament are also announced at the Awards Session.
  - ❑ **Dinner and Dancing:** The Closing Dinner is attended by all conference delegates as well as sponsors and is another excellent opportunity for networking and meeting top executives in both the regional and international insurance industries.
  - ❑ **Post Dinner Entertainment:** the perfect opportunity to sit back, relax and mingle with colleagues after having enjoyed a successful and enlightening conference.

- **Golf Tournament:** The CIC Golf Tournament is a premier event and the first event for the Conference. It attracts many top managers and avid golf players and provides wonderful exposure for your organisation. This is an **excellent marketing and networking opportunity** for your company.
- **Conference Memorabilia:** These **personalized promotional items** are the **perfect opportunity** for you to leave your company's name on everyone's mind. Distributed to all the conference delegates, these mementos leave a **long-lasting impression** even after the conference has passed.
- **Conference Bag Stuffing:** This is a rewarding **direct marketing** opportunity to place your brochures, flyers, etc into the hands of each delegate through the Conference Bag. Your information will immediately go to over 600 key decision makers in the insurance sector. This is a fantastic opportunity to promote and market your services to this **captive niche market**.
- **Speaker's Session:** This is yet another rewarding **direct marketing** opportunity that will provide **magnificent exposure** for your company. Have your company's name and a projected image of your company's logo displayed in the conference room throughout the entire session of your chosen hour-long speaking session. Your company's name and logo also appears next to the session of your choice in the printed programme in the 2010 Conference Magazine.

Example:

**This Session Sponsored by  
Insurance Association of the Caribbean, Inc.**



**INSURANCE  
ASSOCIATION  
OF THE CARIBBEAN INC.**

**NEW VISION, NEW LIFE, NEW FOCUS**

- **The Regional Insurance Gift:** IAC has created an exciting sponsorship programme to encourage more regional support for the IAC programmes and projects. **The Regional Insurance Gift** allows Caribbean Insurance companies to donate a specific amount to the IAC on an annual basis to be utilised for regional insurance development. This includes, but is not limited to, educational seminars, publications, and the Annual Caribbean Insurance Conference. This gift provides your company with **regional visibility and presence** in all development programmes geared to improve the Caribbean Insurance Sector.

***The donation can be made in the amounts of:***

<input type="checkbox"/>	<b>US\$ 2,500.00</b>
<input type="checkbox"/>	<b>US\$ 5,000.00</b>
<input type="checkbox"/>	<b>US\$10,000.00</b>

***Benefits include:***

•	Acknowledgement in all IAC publications.
•	Inclusion in the Marketing and Public Relations campaign for that specific product.
•	***Discount on all conference services booked such as, meeting rooms, golf and exhibition booths.
•	***Link to the IAC website for one year.

# Conference Partnership Information

Caribbean Insurance Conference 2010  
June 13-15, 2010  
Jamaica

## Platinum Sponsorship

Please send us the following:

- ❖ A copy of your logo for the welcome banner. Jpeg or Tiff format.
- ❖ Completed individual registration forms with names and full details of company executives receiving free registration packages.

***Free conference registration for three (3) of your company's executives.***

- ❖ A list of persons for reserved seating for conference functions.

***Reserved seating for 10 persons at the Conference Opening Ceremony & the CIC Gala and Dinner.***

- ❖ Your company will be given a **free full-page colour advertisement** in the **Conference Souvenir Magazine**. (Please see the Advertising Booking Form for advertising specifications. This can also be found in the Conference Brochure).

Provide 600 Conference Stuffing (brochures or memorabilia) to be placed in the Conference Bag. We have set a deadline of **April 10, 2010** to receive all of the above information.

*Thank you and we look forward to a lucrative partnership*

# Conference Partnership Information

Caribbean Insurance Conference 2010  
June 13-15, 2010  
Jamaica

## Gold Sponsorship

Please send us the following:

- ❖ A copy of your logo for the welcome banner. Jpeg or Tiff format.
- ❖ Completed individual registration forms with names and full details of company executives receiving free registration packages.

***Free conference registration for two (2) of your company's executives.***

- ❖ A list of persons for reserved seating for conference functions.

***Reserved seating for 8 persons at the Conference Opening Ceremony & the CIC Gala and Dinner.***

- ❖ Your company will be given a **free half-page colour advertisement** in the **Conference Souvenir Magazine**. (Please see the Advertising Booking Form for advertising specifications. This can also be found in the Conference Brochure).

Provide 600 Conference Stuffing (brochures or memorabilia) to be placed in the Conference Bag. We have set a deadline of **April 10, 2010** to receive all of the above information.

*Thank you and we look forward to a lucrative partnership*

# Conference Partnership Information

Caribbean Insurance Conference 2010  
June 13-15, 2010  
Jamaica

## Silver Sponsorship

Please send us the following:

- ❖ A copy of your logo for the welcome banner. Jpeg or Tiff format.
- ❖ Completed registration form with name and full details of company executive receiving free registration packages.

***Free conference registration for one (1) of your company's executives.***

- ❖ A list of persons for reserved seating for conference functions.

***Reserved seating for 6 persons at the Conference Opening Ceremony & the CIC Gala and Dinner.***

- ❖ Your company will be given a **free quarter-page colour advertisement** in the **Conference Souvenir Magazine**. (Please see the Advertising Booking Form for advertising specifications. This can also be found in the Conference Brochure).

Provide 600 Conference Stuffing (brochures or memorabilia) to be placed in the Conference Bag.

We have set a deadline of **April 10, 2010** to receive all of the above information.

Thank you and we look forward to a lucrative partnership

# Conference Partnership Information

Caribbean Insurance Conference 2010  
June 13-15, 2010  
Jamaica

## Bronze Sponsorship

Please send us the following:

- ❖ Your logo in a Jpeg or tiff format
- ❖ Completed registration form with name and full details of the company executive receiving free registration package.

***50% discount off one (1) conference registration package.***

- ❖ A list of persons for reserved seating for conference functions.

***Reserved seating for 4 persons at the Conference Opening Ceremony & the CIC Gala and Dinner.***

- ❖ Your company will also be given a **10% discount** for any advertisement booked into the **Conference Souvenir Magazine**. (Please see the Advertising Booking Form for advertising specifications. This can also be found in the Conference Brochure).

Provide 600 Conference Stuffing (brochures or memorabilia) to be placed in the Conference Bag.

We have set a deadline of **April 10, 2010** to receive all of the above information.

*Thank you and we look forward to a lucrative partnership*

# Conference Partnership Information

Caribbean Insurance Conference 2010  
June 13-15, 2010  
Jamaica

## Contributor

Please send us the following:

- ❖ Your logo in a Jpeg or tiff format
- ❖ Your company will also be given a **5% discount** for any advertisement booked into the **Conference Souvenir Magazine**. (Please see the Advertising Booking Form for advertising specifications. This can also be found in the Conference Brochure).
- ❖ A list of persons for reserved seating for conference functions.

***Reserved seating for 2 persons at the Conference Opening Ceremony & the CIC Gala and Dinner.***

Provide 600 Conference Stuffing (brochures or memorabilia) to be placed in the Conference Bag. We have set a deadline of **April 10, 2010** receive all of the above information.

*Thank you and we look forward to a lucrative partnership*

## Caribbean Insurance Conference 2010 PARTNERSHIP COMMITMENT FORM

Name of Company:

Level of Partnership: **Platinum** \$30,000 and above  **Gold** \$20,000 - \$29,999.99   
**Silver** \$10,000 - \$19,999.99  **Bronze** \$5,000 - \$9,999.99   
**Contributor**  Please Indicate Dollar Amount:

If Item is being sponsored please indicate item below:

.....  
Signature Print Name

### **Method of Payment** **REMITTANCE DETAILS**

Please provide payment details to confirm and guarantee your choice of sponsorship. Payment can be made by credit card, wire transfer or cheques.

**Visa**  **Master Card**  **AMEX\***  
*\*(please note that AMEX transactions incur an additional 5% service fee)\**

Card Number Expiry Date (Month/Year)

Cardholder's Name

.....  
Signature Cardholder's Address

**\*\*Wire Transfer\*\***  **\*\*Cheque/Bank Draft\*\***  
*(Kindly provide confirmation of transaction)*

#### Wire Transfer Details:

Name of Account Holder: Insurance Association of the Caribbean, Inc  
Account Number: 189 61 87  
Name of Bank: First Caribbean International Bank  
Address of Bank: Broad Street, Bridgetown, Barbados  
Swift BIC Number: FCIBBBB

**\*\*Please note that payments made by wire transfer/cheques/bank drafts cannot be processed until confirmation of payment is provided.\*\***

*Thank You for Your Support*