



4TH ANNUAL NEW ZEALAND INSURANCE INDUSTRY AWARDS

SPONSORSHIP PROPOSAL 2015

PROUDLY SUPPORTED BY:





The **New Zealand Insurance Industry Awards** is an annual celebration of excellence, professionalism and success. Hosted by the Australian and New Zealand Institute of Insurance and Finance (ANZIIF), the Awards are now in their 4th year.

The Awards celebration brings together over 350 of the industry's top executives and decision makers to celebrate the finalists and winners of 13 award categories which includes both individuals and companies. Award submissions open from March to June, are judged by an esteemed panel of industry leaders and audited by EY. The 2015 Awards will be held on Thursday 5 November at Sky City Convention Centre, Auckland.

For 2015 we have reinvigorated our award criteria to ensure that the awards remain relevant and are a reflection of high performance and achievement. On behalf of ANZIIF, I invite you to play a role in this event by becoming a sponsor. Sponsoring the insurance industry's 'Night of Nights' is a way to demonstrate your support of the industry, and provides your business with an audience of influential executives. Promotion of the Awards extends over half the year through print, digital and social channels, reaching more than 100,000 people.

Sponsorships will be allocated on a first come, first serve basis.

Sincerely,

PRUE WILLISFORD

Chief Executive Officer

AUSTRALIAN AND NEW ZEALAND INSTITUTE OF INSURANCE AND FINANCE

ABOUT ANZIIF

The Australian and New Zealand Institute of Insurance and Finance (ANZIIF), often referred to as 'the Institute', is a professional association and education provider for the insurance and financial services industry in the Asia-Pacific region. Established in 1884, ANZIIF has been supporting insurance professionals for 130 years and is one of the oldest professional associations in this region.

ANZIIF supports and engages with the industry through education, the promotion of professional standards and the facilitation of building a community of practice enabling our members to achieve their career and corporate aspirations.

Operating as a multi-disciplinary insurance, risk and financial management not-for-profit professional body, ANZIIF has approximately 16,000 members who are grouped into Faculties which focus on specific areas of expertise. Faculties are led by the industry, which inputs and partners with ANZIIF to ensure the relevance of professional development programs. These Faculties are:

- Claims
- General Insurance
- Insurance Broking
- Life, Health & Retirement Income
- Reinsurance
- Risk Management

ANZIIF receives advice and direction from our Councils and advisory groups who represents interest groups across Faculties:

- Generation i Council (under 35s)
- Women's Council
- People and Talent Development Advisory Committee
- New Zealand Member Advisory Board

ANZIIF is a Registered Training Organisation offering a diverse range of educational and compliance qualifications, customised education programs and education consulting services.

Continuous professional development opportunities are provided through ANZIIF conferences, seminars, training and networking opportunities to members and non-members. For members, these programs help them achieve the 25 hours of continuous professional development per calendar year required by ASIC and maintain the status of CIP membership of ANZIIF.

For more information about ANZIIF please visit www.theinstitute.com.au

AWARDS CATEGORIES

After the 2014 Awards, the judges met to reinvigorate the award categories and criteria so that we can continue to celebrate the highest achievers in the industry. In 2015 we have introduced several new awards that acknowledge the changing landscape of the insurance industry.

The 2015 categories include:

- Small/Medium Broker of the Year
- Large Broker of the Year
- Intermediated Insurance Company of the Year
- Direct General Insurance Company of the Year
- Life Insurance Company of the Year
- Innovation of the Year
- Professional Services Firm of the Year
- Service Provider to the Insurance Industry
- Youth Development Employer of the Year
- Women's Employer of the Year
- Young Insurance Professional of the Year
- Insurance Leader of the Year
- ANZIIF Lifetime Achievement Award
- Broking Professional of the Year



PLATINUM (CATEGORY) SPONSOR

SPONSOR BENEFITS (16 AVAILABLE)

As an Awards Platinum Category Sponsor your company will have the exclusive opportunity to be linked to your choice of an award category for 2015 across all promotional materials, advertising, announcements and articles.

Prior to event

- recognition on all communications, including company logo on the ANZIIF event registration website pages (with hotlinks to your own company website), and all marketing communications including EDMs.

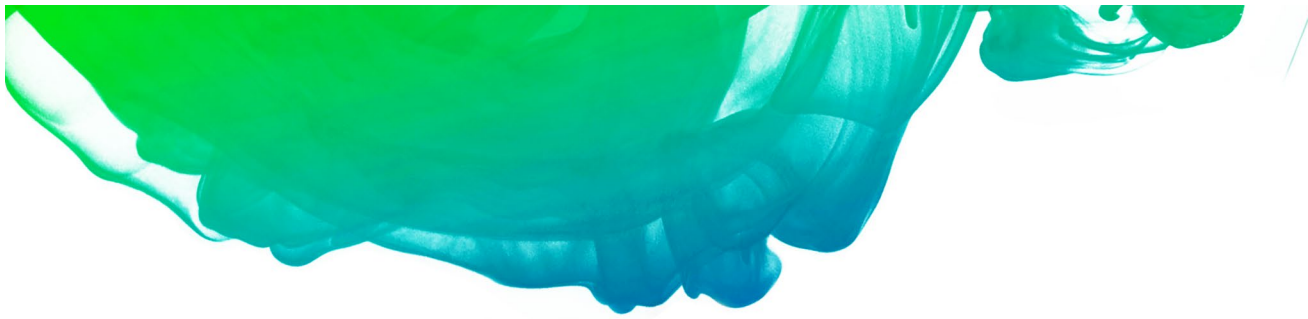
During event

- ten tickets to attend the 2015 Awards
- company logo on in-room signage, screens, menus and other collateral
- full-page colour advertisement and company biography in the Award winners booklet presented to all guests on the night
- opportunity to present your award
- invitation for two guests to attend the VIP cocktail party.

Post event

- company logo on ANZIIF Awards emails and the ANZIIF website
- company logo in the winners advertisement in the *Australian Financial Review*
- company name in press releases
- first right of refusal for your award category for the following year
- list of delegates who attended the Awards night, subject to the spirit of privacy laws
- use of 2015 New Zealand Insurance Industry Awards event logo for your advertising and marketing campaigns.

Cost: \$12,000 (incl. GST)



GOLD SPONSOR

SPONSOR BENEFITS (5 AVAILABLE)

Prior to event

- recognition on all communications, including company logo on the ANZIF event registration website pages and Asia Insurance Review website (with hotlinks to your own company website), and all marketing communications including EDMs.

During event

- five tickets to attend the 2015 Awards
- company logo on in-room signage
- company logo in the Award winners booklet presented to all guests on the night.

Post event

- list of delegates who attended the Awards night subject to the spirit of privacy laws
- first right of refusal for your level of sponsorship for the following year.

Cost: \$8,000 (incl. GST)



SILVER SPONSOR

SPONSOR BENEFITS (5 AVAILABLE)

During event

- two tickets to attend the 2015 Awards
- company name on in-room signage
- company name listed in the Award winners booklet presented to all guests on the night.

Post event

- list of delegates who attended the Awards night subject to the spirit of privacy laws
- first right of refusal for your level of sponsorship for the following year.

Cost: \$5,000 (incl. GST)

BENEFITS SUMMARY

	PLATINUM SPONSOR	GOLD SPONSOR	SILVER SPONSOR
Recognition on all communications, including company logo on the ANZIIF event registration website pages and Asia Insurance Review website (with hotlinks to your own company website), and all marketing communications materials including EDMs	✓	✓	–
Tickets to attend the 2015 Awards	10	5	2
Company logo/name on all on-site event collateral	Logo	Logo	Name
Full page colour advertisement and company biography in the Award winners booklet presented to all guests on the night	✓	–	–
Opportunity to present your award	✓	–	–
Invitation for two guests to attend the VIP cocktail party	✓	–	–
Company logo on ANZIIF Awards emails and the ANZIIF website	✓	–	–
Company logo in the winners advertisement in the Australian Financial Review	✓	–	–
Company logo/name in press releases	Logo	Logo	Name
First right of refusal for your award category for the following year.	✓	✓	✓
List of delegates who attended the Awards night, subject to the spirit of privacy laws	✓	✓	✓
Company logo/name in the Award winners booklet presented to all guests on the night	Logo	Logo	Name
Total sponsorship investment (incl. GST)	\$12,000	\$8,000	\$5,000



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5th November, 2015

SPONSORSHIP APPLICATION

To confirm your interest in sponsorship for the 4th New Zealand Insurance Industry Awards, please send the completed form to Jennifer Griffiths, National Manager New Zealand, Australian and New Zealand Institute of Insurance and Finance.

I _____ [Name], _____ [Position]
of _____ [Company name],
wish to apply for the following sponsorship for the 2015 New Zealand Insurance Industry Awards:

Platinum (Category) Sponsor: \$12,000 (incl. GST)

Selected category you would like to sponsor subject to availability:

Gold Sponsor: \$8,000 (incl. GST)

Silver Sponsor: \$5,000 (incl. GST)

I wish to secure this opportunity for the following years:

2016* 2017* 2018*

*Securing your sponsorship for a future year ensures the same sponsorship price is charged for that year.

Signed _____ Date _____

CONTACT

JENNIFER GRIFFITHS
ANZIIF

Phone: 09 379 7128
Email: jgriffiths@theinstitute.com.au

TERMS AND CONDITIONS:

- Payment of 50 per cent of the sponsorship fee is to be settled within 30 days of receipt of invoice.
- Payment of the remaining 50 per cent to be settled 30 days prior to the Awards night.
- Your organisation will be liable for full settlement of the sponsorship fee should you cancel your sponsorship after signing the attached Sponsorship Agreement.



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TERMS AND CONDITIONS

Payment Details

On receipt of the sponsorship application form, confirmation will be sent with a tax invoice for the sponsorship total. Payment may be made by:

- Cheque or money order payable to "Australian and New Zealand Institute of Insurance and Finance"
- Electronic Funds Transfer
Bank Name: Bank of New Zealand, Wellington Branch
Name: Australian & New Zealand Institute of Insurance and Finance
Account No: 02-0500-0550383-025
Email for remittance advice: accounts@theinstitute.com.au

Conditions

- The organisers reserve the right to change the venue and duration if exceptional circumstances demand. In the event of a change of venue and/or duration, the agreement to participate will remain in force as long as the sponsor is informed at least one month prior to the event
- The organisers reserve the right to accept or reject any application for sponsorship
- Specific details and specifications regarding the artwork for logos and advertisements will be sent through in your sponsorship pack post-approval. The pack also will contain all signage and collateral delivery information
- In the event that a sponsor changes logos or branding, the organiser reserve the right to use the original logo supplied throughout the duration of the event campaign. Substitutions to the new logos or branding will only be made at the start of a new event campaign
- Submission of sponsorship confirmation after the specified deadline may result in the sponsor not being provided with all of the listed benefits.

Cancellation

- In the event of withdrawal of sponsorship, please be advised that unless that particular sponsorship is resold, the organiser reserves the right to retain the payment received to date. Notification of your intent to cancel must be in writing and the committee reserves the right to retain deposit monies received.