



Institute of Actuaries of Australia

10 -13 APRIL 2011 • HILTON SYDNEY

BIENNIAL CONVENTION 2011

BEYOND THE MANDATE

SPONSORSHIP PROSPECTUS



VISIT WWW.ACTUARIES.ASN.AU/CON2011 FOR MORE INFORMATION
THE PROFESSION'S PREMIER EVENT

BIENNIAL CONVENTION 2011

BEYOND THE MANDATE



Invitation from the President

I am delighted to invite you to participate in the Institute's Biennial Convention which will be held in Sydney April 2011. The Convention's theme is **Beyond the Mandate** – a bold statement that times and expectations are changing. As the Institute's premier gathering, this event will present the leading edge of actuarial thinking.

The Biennial Convention will be held in Sydney, Australia from Sunday 10 April to Wednesday 13 April 2011. As the representative body for the actuarial profession, the Institute is committed to providing a Convention for thought leadership and debate for its members and those who work closely with the profession.

We consistently attract high level industry leaders, regulators, researchers and academics as well as risk managers, senior consultants, heads of actuarial placement firms and industry colleagues. We attract participants working across a variety of sectors including banking, investment and finance, life, general and health insurance, health financing, superannuation, risk and broader areas beyond the mandate, such as energy and the environment.

We will continue to encourage recently qualified Actuaries and Fellows to attend through sponsorships and prizes. Employers also reward their top performers with attendance.

We are flexible with sponsorship packages and can tailor them to your specific needs.

Barry Rafe

President Elect 2011
Institute of Actuaries of Australia



Institute of Actuaries Australia

The Institute is the sole professional body for actuaries in Australia. It is the public face of a respected profession, which represents the interests of its members within government, the business community and the general public. This is achieved through the activities of members in their roles as Institute Councillors and members of professional committees and taskforces.

Committed to serving the public interest by maintaining the quality, integrity and high professional standards of practising actuaries, the Institute has established a Code of Professional Conduct requiring the development and review of Professional Standards. A disciplinary process has been established to enforce adherence to this Code and the Standards.

The Institute fosters growth within the profession by providing pre-qualification education services to aspiring actuaries and conducts a program of continuing professional development for its members.

The actuarial profession's continuing objective is to position the profession so that, wherever there is uncertainty of future financial outcomes, actuaries are sought after for their valued advice and authoritative comment. More information about the Institute can be found on our website www.actuaries.asn.au



Institute of Actuaries of Australia

BIENNIAL CONVENTION 2011

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About Convention

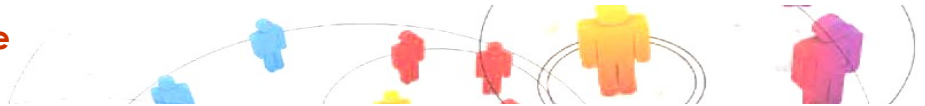
As the premier event on the Institute's calendar, attracting over 400 actuaries and industry professionals from around the globe, the Biennial Convention provides a dynamic forum for leadership and debate for its members and those who work closely with the profession.

The 2011 Biennial Convention features an exceptional program of plenary speakers including **Bernard Salt, Seamus Creedon, Hazel McNeilage, Curt Zuber, Simon Longstaff, Tony Coleman, Pauline Blight-Johnstone, Mike Barker and John Maroney**. In addition to five plenary sessions there will be 48 information packed concurrent sessions covering a diverse range of topics.

Business sessions cover three days and include a range of networking activities and two Convention dinners; the Welcome Dinner on Sunday night at Luna Park and the Gala Dinner on Tuesday evening at the Sydney Town Hall.

Theme: Beyond the Mandate

Plenary Session Themes



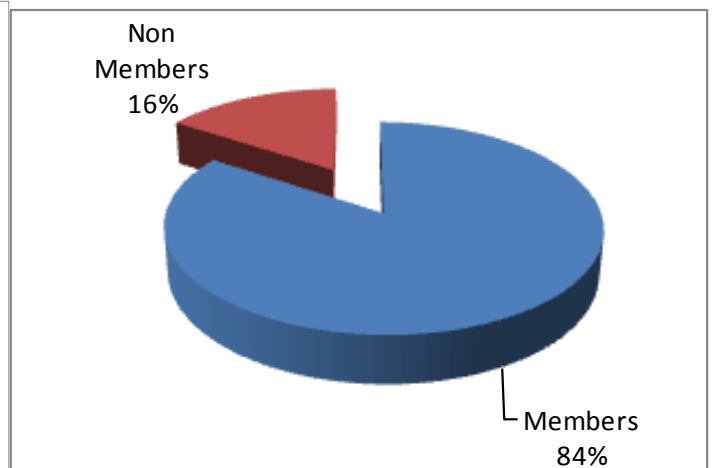
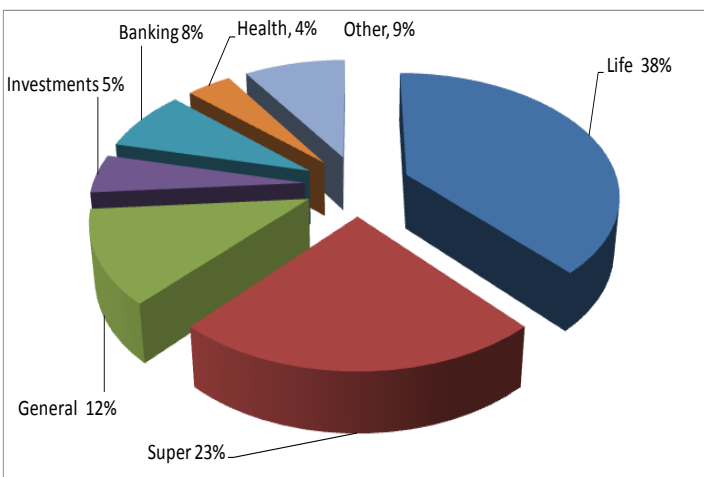
- Day One The Macro Scene
Plenary 1 - Global Regulation
Plenary 2 - Influences on Business in Australia
- Day Two Expanding the Mandate
Plenary 3 - Social Policy – The Value Actuaries Can Add
Plenary 4 - Public Issues - How the Profession Can Influence
- Day Three Beyond the Mandate
Plenary 5 - Expanded Opportunities for Actuaries

Recent Delegate Attendance

Year	Location	Delegate Numbers
2009	Sydney	571
2007	Christchurch	356
2005	Cairns	310
2003	Coolum	321

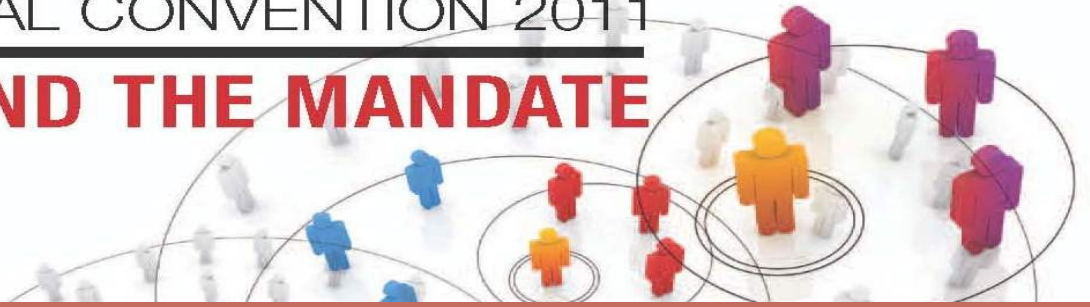
Delegate Business Profile - Based on 2009 Convention

Breakdown - Member/ Non Member attendance (2009)



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Benefits to Sponsors

Sponsorship of the Biennial Convention will provide a wide range of ongoing benefits including:

- Maximum exposure at a premier industry event
- Access to high profile international speakers and a mix of topical plenary sessions
- Opportunity to reinforce and strengthen your corporate position within the Australian actuarial profession
- The opportunity to deliver a clear message that you have a genuine commitment to the actuarial profession
- Opportunity to network with key industry figures
- Strengthen key business relationships
- Renew existing and establish new business relationships
- Direct access to your target markets decision-makers
- High visibility on the Convention website and marketing materials
- Opportunity for eye-to-eye marketing
- Building prospect databases

Additional Benefits for Major Sponsors

Gold Sponsor – Exclusive \$25,000+

- Acknowledgement as Gold Sponsor in all materials and signage
- Gold Sponsor Plaque presented onsite to acknowledge level of support and investment
- Presentation photo published in *Actuary Australia*
- Two (2) Full Convention registrations
- Up to three delegate lists provided prior to Convention

Silver Sponsor - \$15,000 - \$24,999

- Acknowledgement as a Silver Sponsor in all materials and signage
- Certificate of appreciation presented onsite to acknowledge Silver Level Sponsorship
- Presentation photo published in *Actuary Australia*
- One (1) Full Convention registration
- Up to two delegate lists provided prior to Convention

Major Sponsor - \$9,000 - \$14,999

- Acknowledgement as a Major Sponsor in all materials and signage
- One (1), One-Day Convention Registration on day of choice
- One Dinner ticket
- One delegate list provided prior to Convention

All sponsors receive as standard:

- Recognition (with logo) on all printed Convention materials
- Logo on the official sponsorship acknowledgement banner onsite
- Recognition (with logo) on the Sponsors' page of the Convention website, including a hyperlink to your home page
- Verbal acknowledgement during the opening and closing addresses
- Logo on sponsorship slide displayed during session breaks

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Sponsor Choice - Pick your Package

In response to your feedback we present a simplified version of **Sponsor Choice** which introduces greater flexibility whilst delivering our recently redefined sponsorship principles of transparency, fairness, quality and the ability to negotiate.

Sponsor Choice allows you to tailor and select your preferred sponsorship packages, to choose which level of sponsorship you would like to be represented at and how you would like your organisation to be aligned with this event.

Sponsors are invited to choose preferred options from the menu to the total value of their budgeted spend. The Sponsor with the greatest spend will become the exclusive 'Gold Sponsor', a second tier for Silver Sponsors is also available.

Application Forms received by **Friday 17 December** will be fairly assessed by the Institute/CEO and sponsorship opportunities will be allocated in merit order. If the potential Gold Sponsor and other sponsors choose the same item, then the Gold sponsor will receive their first choice.

Step 1 Select Level of Sponsorship

If you do not want to be a major sponsor, go to step 2.

Sponsorship Levels

Exclusive Gold Sponsor	\$25,000+
Silver Sponsor	\$15,000 - \$24,999
Major Sponsor	\$9,000 - \$14,999
Sponsor	Under \$9,000

See additional benefits for Gold, Silver & Major sponsors on page 4.

Step 2 Choose from the Menu

- Choose your preferred options from the menu to the value you wish to spend
- Indicate each item on the Sponsorship Form and the amount you are prepared to pay
- Offers for items not covered in the menu will be considered

Step 3 Sponsorship Application Form

Complete and lodge the Sponsorship Application Form on pages 17 and 18 by **Friday 17 December**.

The Institute reserves the right to approach sponsors from other industries to participate in marketing opportunities.

Sponsor Choice Menu - GST not included

See p6 **Gala Dinner - Sydney Town Hall**
\$20,000

See p7 **Sunday Welcome Dinner - Luna Park**
\$15,000

See p8 **Barista Lounge**
Plenary Floor \$13,000
Concurrent Floor \$9,000

See p9 **Convention Learning Journal**
\$9,000

See p10 **Plenary Session** \$7,000 **+ Webcast Option** \$1,000

See p11 **Convention Hat**
\$7,000

See p11 **Sweets and Water**
\$7,000

Delegate Satchels
SOLD

See p12 **Convention Newsletter** \$5,000 **+ Hardcopy Option** \$2,000

See p12 **Mini Program**
\$5,000

See p13 **Hospitality Sponsor**
\$3,400

See p13 **Delegate Gift**
\$3,300

See p14 **Bulletin Board**
\$2,000

See p14 **Convention Pens**
\$2,000

See p15 **Satchel Insert - Prize / Competition**
\$2,500 max 1 per sponsor

See p 15 **Satchel Insert - Literature / Product**
\$2,000 max 1 per sponsor

Items not covered in the Menu will be considered.
i.e. Convention survey, t-shirts for waiters, registration competition, sponsor a juice bar.

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Gala Dinner Sponsor

\$20,000 Exclusive (excl. GST)

Impress delegates, VIPs, speakers and guests with your superb hospitality at the premier social event at Convention 2011. The themed Biennial Convention Gala Dinner will be held on **Tuesday 12 April** at the **Sydney Town Hall** and will be the showcase networking event at Convention.

As Convention will be held in Sydney, invitations will be extended to all Sydney members of the Institute to join with delegates at this spectacular event in the heart of Sydney.

As the Gala Dinner Sponsor, your organisation will receive considerable exposure and recognition through the following benefits:

- Naming Rights to the 2011 Biennial Convention Gala Dinner
- Recognition as the Gala Dinner Sponsor (with logo) on all printed materials*
- Recognition as the Gala Dinner Sponsor (with logo) on the Sponsors' page of the Convention website, including a hyperlink to your website
- Logo on the official sponsorship banner onsite during business sessions
- Corporate logo on sponsorship slide displayed during session breaks
- The Sponsor may provide a freestanding banner which will be positioned at the entrance of the Sydney Town Hall (maximum size 2m high x 1m wide)
- Small table signs featuring the company logo displayed on all the tables at the Gala Dinner (Institute to supply)
- Opportunity for one company representative to present a two (2) minute speech at the Gala Dinner
- Company logo will be printed on all dinner programs/menus
- Sponsor may provide the Gala Dinner Sponsor guests with a company branded gift (sponsor to supply gifts). Note: Gift subject to approval by the Institute
- Up to three reserved tables (30 seats) in a prime location for the Sponsor's nominated guests OR, alternatively, as host sponsor, you might like to have a company representative at each table as the host of that table
- Verbal acknowledgement as a Sponsor during the Opening and Closing addresses.
- Verbal reminder of the (sponsor name) Gala Dinner at the plenary session immediately preceding the dinner.

** Exposure in the Convention publications is determined by confirmation of sponsorship prior to print deadlines. To maximise exposure, please lodge your booking application form by Friday 17 December.*

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Welcome Dinner Sponsor

\$15,000 Exclusive (excl. GST)

The Biennial Convention Welcome Dinner will be held at **Luna Park, Sydney**, on **Sunday 10 April**. It is an excellent opportunity to make strong, initial impact and lasting impression on all delegates. The Welcome Dinner provides light entertainment and is an essential networking opportunity for all attendees on the opening night of the Convention.

As the Welcome Dinner Sponsor, your organisation will receive considerable exposure and recognition through the following benefits:

- Naming Rights to the Welcome Dinner
- Recognition as the Welcome Dinner Sponsor (with logo) on all printed materials*
- Recognition as the Welcome Dinner Sponsor (with logo) on the Sponsors' page of the Convention website, including a hyperlink to your website
- Logo on the official sponsorship banner onsite during business sessions
- Corporate logo on sponsorship slide displayed during session breaks
- The Sponsor may provide a freestanding banner which will be positioned at the entrance to the Crystal Palace venue (maximum size 2m high x 1m wide)
- Small table signs featuring the company logo displayed on all the tables at the Welcome Dinner (Institute to supply)
- Opportunity for one company representative to present a two (2) minute speech at the Welcome Dinner
- Company logo will be printed on all dinner programs/menus
- Sponsor may provide the Welcome Dinner guests with a company branded gift (sponsor to supply gifts). Note: Subject to approval by the Institute
- Up to three reserved tables (30 seats) in a prime location for the Sponsor's nominated guests OR, alternatively, as host sponsor, you might like to have a company representative at each table as the host of that table
- Verbal acknowledgement as a Sponsor during the opening and closing addresses

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Barista Lounge Sponsors - Two Available

Plenary Barista Lounge - \$13,000
Concurrent Barista Lounge - \$9,000

The costs of consumables included, GST not included

The Barista Lounge is extremely popular with delegates. As Sponsor of your own Barista Lounge your company has the opportunity to achieve high level exposure before, after and during Convention breaks.

The Convention business sessions will be spread across two levels at the venue. Each Barista Lounge will be separately located on a dedicated floor and complemented with seating, offering delegates an exclusive area to sit, relax and enjoy freshly brewed coffee.

Plenary Barista Lounge (Level 3)

Activities on Level 3 extend across three days and will include all plenary sessions, seated buffet lunches, morning and afternoon teas and Monday evening community drinks

Concurrent Barista Lounge (Level 2)

Activities on Level 2 will include all 48 concurrent sessions across Monday, Tuesday and Wednesday morning as well as the audio visual preparation area for speakers.

These lounges add further value by offering the Sponsor an excellent networking location during breaks in the Convention program.

- Naming rights to one Barista Lounge
- Recognition as a Barista Lounge Sponsor (with logo) on all printed materials *
- Recognition as a Barista Lounge Sponsor (with logo) on the Sponsors' page of the Convention website, including a hyperlink to your website
- Logo on the official sponsorship banner onsite
- Corporate logo on sponsorship slide displayed during session breaks
- Coffee service will be operating before, during and after each day's business sessions. Experienced baristas will be on hand to serve coffees such as: lattes, cappuccinos, long black, shorts blacks, mochaccinos, hot chocolates, etc.
- The Sponsor may provide a freestanding banner which will be positioned in a prominent location next to the Barista Lounge (maximum size 2m high x 1m wide)
- Small table signs featuring the company name and logo displayed on the Barista tables (Institute to supply)
- Opportunity for the Sponsor to provide branded coffee cups, t-shirt, apron and caps for barista staff to wear **
- Verbal acknowledgement as a Sponsor during the opening and closing addresses

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** May incur a small surcharge from the venue

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Convention Learning Journal

\$9,000 Exclusive (excl. GST)

The cost of printing the Journals to be met by the Institute

Reinforce your support of the 2011 Biennial Convention by advertising inside and outside the Convention Learning Journal.

The Learning Journal is a notebook for delegates to use as they attend each session to record their key learnings and to use as a handy reference book post Convention.

As the Convention Learning Journal will be used for development of initiatives back at the office after the event, your branding will be a reminder to participants as they recall their ideas and contacts from the profession's premier event.

As an exclusive sponsor of the Learning Journal your organisation will receive exposure and recognition through:

- Exclusive advertising in all delegate journals
- Two full page advertisements* located on the inside front page and outside back page of the Journal
- Journal to be inserted in approximately 450 delegate satchels
- Corporate logo on printed Convention materials**
- Logo on Sponsors' page of the Convention website with link to your website
- Logo on the official sponsorship banner onsite
- Corporate logo on sponsorship slide displayed in plenary room
- Verbal acknowledgement as a Sponsor during the opening and closing addresses

* Production cost of advertisements to be met by the sponsor

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Plenary Session Sponsor - Five available

\$7,000 (per plenary session, excl. GST)

Day One	The Macro Scene Plenary 1 - Global Regulation Plenary 2 - Influences on Business in Australia
Day Two	Expanding the Mandate Plenary 3 - Social Policy – The Value Actuaries Can Add Plenary 4 - Public Issues - How the Profession Can Influence
Day Three	Beyond the Mandate Plenary 5 - Expanded Opportunities for Actuaries

A major highlight of the Convention Program is sessions presented by respected industry speakers. Due to the popularity of these sessions, the Sponsor procures premium and concentrated levels of exposure to a captivated audience. As a Plenary Session Sponsor, your organisation will enjoy a strong alignment with the Convention exclusive to your nominated plenary session.

- Recognition as a Plenary Session Sponsor (with logo) on all printed materials*
- Recognition as a Plenary Session Sponsor (with logo) on the Sponsors' page of the Convention website, including a hyperlink to your website
- Logo on the official sponsorship banner onsite
- Your organisation logo will be displayed on the projection screen prior to your sponsored session commencing and at the conclusion of the session
- Verbal recognition by the Session Chair directly before and after the sponsored session
- Small table signs featuring your company logo will be displayed on delegate desks throughout the plenary room (Institute to supply)
- Two (2) complimentary passes for nominated guests to attend the sponsored session - attendance to other sessions is not included
- Verbal acknowledgement as a Sponsor during the opening and closing addresses
- Corporate logo on sponsorship slide displayed during session breaks

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In addition to the Plenary Session Sponsor package, Plenary Session Sponsors have the opportunity to extend their exposure beyond the Convention.

Webcast Option - \$1,000 (excl. GST)
Please note: only Plenary Session Sponsor can select this option

Extend your exposure with branding on the Plenary Session Webcast which will be available on the Institute's website shortly after the Convention. The Webcast will provide long term exposure of your brand to delegates and others accessing your sponsored session on the Institute's website into the future.

As the Sponsor of the Webcast, your organisation will be acknowledged as follows:

- Your logo to feature on the opening and closing slide of the Webcast sponsored Plenary Session

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Convention Hat Sponsor

\$7,000 Exclusive (excl. GST)

An exclusive opportunity to have your logo on delegate hats to be provided in each delegate's satchel.

Benefits include:

- Logo on all Convention hats *
- Insert of hat in approximately 450 Convention satchels
- Corporate logo on Convention printed materials**
- Logo on the Convention's website with link to your website
- Logo on the official sponsorship banner onsite
- Corporate logo on sponsorship slide displayed during session breaks
- Acknowledgement as a Sponsor during the opening and closing addresses

* The cost of hats will be born by the sponsor

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Sweets and Water Sponsor

\$7,000* Exclusive (excl. GST)

During each of the five plenary sessions throughout the Convention, fresh drinking water and sweets will be provided for the Delegates. This opportunity provides repeated exposure throughout the Convention and keeps the Sponsors' brand at front of mind through extended exposure to Delegates.

The Sweets and Water sponsor has the option of providing their own branded products, or using the hotel supplied sweets and water. The sponsoring company will receive the following entitlements and benefits:

- Recognition as the Sweets and Water Sponsor (with logo) on all printed material**
- Recognition as the Sweets and Water Sponsor (with logo) on the Sponsors' page of the Convention website, including a link to your website
- Logo on the official sponsorship banner onsite
- Corporate logo on sponsorship slide displayed during session breaks
- Table Cards to acknowledge your provision of refreshments in the plenary room
- Acknowledgement as a Sponsor during the opening and closing addresses

* The Sponsor may opt to provide branded water and / or branded sweets, subject to venue approval.

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Delegate Satchels Sponsor - SOLD

As part of an existing agreement with the Institute, this opportunity is not available

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Convention Newsletter Sponsor

Electronic Distribution \$5,000 Exclusive
Hardcopy Option Extra \$2,000 Exclusive

(excl. GST)

Does someone in your company have a hidden talent as a writer? Or have you ever dreamed of being an editor? Now is your chance to produce the official branded Convention Newsletter which will be distributed by email to all delegates during and following the Convention. This opportunity provides brand saturation and an extended option to provide a print version each day to delegates on site.

- Recognition as a Convention Newsletter Sponsor (with logo) on all printed Convention materials*
- Recognition as Convention Newsletter Sponsor (with logo) on the Sponsors' page of the Convention website, including a link to your website
- Logo on the official sponsorship banner onsite
- Corporate logo on sponsorship slide displayed during session breaks
- Naming rights to the Convention Newsletter (subject to approval by the Organising Committee)
- Sponsor is provided with a template to construct the Convention Newsletter. Up to four newsletters can be distributed before during and after the event. Electronic copies are distributed to delegates by the Institute. *Final wording is subject to Institute approval*
- Verbal acknowledgement as a Sponsor during the opening and closing addresses

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Mini Program Sponsor

\$5,000 Exclusive (excl. GST)

The Convention Mini Program offers constant exposure that continues to relay your message repeatedly throughout the Convention. Utilised by delegates for all sessions, the Mini Program forms a valuable resource which often is retained for future reference long after the event.

- Full page full colour advertisement* on the back cover of the Mini Program
- Recognition as the Mini Program Sponsor (with logo) on all printed materials**
- Recognition as the Mini Program Sponsor (with logo) on the Sponsors' page of the Convention website, including a hyperlink to your organisation's home page
- Logo on the official sponsorship banner onsite
- Acknowledgement as a Sponsor during the opening and closing addresses
- Corporate logo on sponsorship slide displayed during session breaks

* Production cost of advertisements to be met by the sponsor

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Hospitality Sponsor

\$3,400 Exclusive (excl. GST)

Demonstrate your company's hospitality by sponsoring the daily morning tea, luncheon and afternoon tea breaks. All breaks will be held on the plenary floor during the Convention.

As the Hospitality Sponsor you will enjoy the following entitlements:

- Recognition as a Hospitality Sponsor (with logo) on all printed Convention materials*
- Recognition as a Hospitality Sponsor (with logo) on the Sponsors' page of the Convention website, including a link to your website
- Acknowledgement on the official sponsorship banner onsite
- Corporate logo on sponsorship slide displayed during session breaks
- Company corporate literature may be displayed in the hospitality area (Sponsor to supply)
- Small table signs featuring the company name and logo displayed on refreshment and buffet tables (Institute to supply)
- Verbal acknowledgement as a Sponsor during the opening and closing address

** Exposure in the Convention publications is determined by confirmation of sponsorship prior to print deadlines. To maximise exposure, please lodge your booking application form by Friday 17 December*

Delegate Gift

\$3,300 Exclusive (excl. GST)

Your company would receive the opportunity to provide a welcome gift to be distributed on your behalf during onsite registration. You may also personalise your gifts with a company logo or message. Gift ideas might include; USB memory stick; bottle of wine; small box of chocolates; a book or compendium. Please note gifts are to be approved by the Institute and Organising Committee beforehand.

- Recognition as the Delegate Gift Sponsor (with logo) on all printed materials*
- Recognition as the Delegate Gift Sponsor (with logo) on the Sponsors' page of the Convention website, including a link to your website
- Acknowledgement as a Sponsor on the official sponsorship banner onsite
- Corporate logo on sponsorship slide displayed during session breaks
- Delegate gift will be handed directly to each delegate on behalf of the Sponsor during the registration process
- Sponsor may display their logo on each Delegate Gift
- Acknowledgement as a Sponsor during the opening and closing of the Convention

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Bulletin Board

\$2,000 Exclusive (excl. GST)

The Bulletin Board will be located in the Registration area and will be a central reference point for all Convention delegates, including messages, a quote for the day and program changes.

- Recognition as the Bulletin Board Sponsor (with logo) on all printed materials*
- Recognition as the Bulletin Board Sponsor (with logo) on the Sponsors' page of the Convention website, including a link to your website
- Acknowledgement as a Sponsor on the official sponsorship banner onsite
- Corporate logo on sponsorship slide displayed during session breaks
- Sponsor's logo displayed on Bulletin Board
- Sponsor may also display literature at the Bulletin Board (brochure stand and literature to be provided by Sponsor)
- Acknowledgement as a Sponsor during the opening and closing addresses

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Convention Pens

\$2,000 Exclusive (excl. GST)

Pens to be supplied by the sponsor

This is an opportunity to provide each delegate with your branded writing pen in the Convention Satchel, and gain continued exposure for your organisation that extends beyond the duration of the Convention. As Convention Pens Sponsor, no other company will be permitted to include pens in the satchels.

- Recognition as the Convention Pens Sponsor (with logo) on all printed materials*
- Recognition as the Convention Pens Sponsor (with logo) on the Sponsors' page of the Convention website, including a link to your website
- Acknowledgement as a Sponsor on the official sponsorship banner onsite
- Corporate logo on sponsorship slide displayed during session breaks
- Writing Pens, provided by the Sponsor, will be included in all Delegate Satchels
- Acknowledgement as a Sponsor during the Opening and Closing addresses

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Promotional Insert

Prize / Competition Flyer

\$2,500 Two available
(excl. GST)
Maximum 1 per Sponsor
Maximum 3 prizes per competition

If your company would like to conduct a competition or promotion during Convention, this is your opportunity. Your organisation can relax knowing all is managed for you with the following items.

- Promotional flyer or entry form to be inserted in all Delegate Satchels (Sponsor to supply material)
- Entry box/bowl to be prominently located at the registration area during the Convention
- The Chair or President to announce winners of the (company name) prize/s as part of the closing plenary session
- Winners will be photographed in the foyer immediately following the session
- Photos of winners and a company representative to be published in *Actuary Australia* as part of the Convention coverage
- See page four for additional standard sponsor benefits

Satchel Insert

Literature / Product

\$2,000 Five available
(excl. GST)
Maximum 1 per Sponsor

An insert into the Delegate Satchel is a cost-effective way to communicate your corporate message and products/services to the Convention delegates. Your organisation may provide promotional material which will be included in all Delegate Satchels. Materials to be approved by the Institute.

- Company brochure or product sample to be inserted in all Delegate Satchels. A maximum of four x A4 pages is accepted (Sponsor to supply material)
- See page four for additional standard sponsor benefits

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Call Us Today

We want to help you achieve your business objectives and service your customer groups. If you would like to suggest other ways in which your company would like to be involved with the Biennial Convention, please do not hesitate to contact the Institute of Actuaries of Australia. The packages listed in this document can be tailored to your specific marketing needs as well as new ideas incorporated into the available options.

The Convention is a unique and prestigious marketing opportunity and we are confident your involvement as a Sponsor at this Convention will provide your company with exceptional business rewards.

For further details on the opportunities available please contact Sarah Hodgkinson or Peter Jones who will be pleased to assist you.

Sarah Hodgkinson

Professional Development Manager

or

Peter Jones

Director - Operations

Level 7, 4 Martin Place
Sydney NSW 2000

Tel: + 61 2 9233 3466

Fax: +61 2 9233 3446

Email: events@actuaries.asn.au

Website: www.actuaries.asn.au/con11



Institute of Actuaries of Australia



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SPONSORSHIP BOOKING APPLICATION FORM

Sarah Hodgkinson or Peter Jones
 Institute of Actuaries of Australia
 Level 7, 4 Martin Place
 SYDNEY NSW 2000, Australia

Tel: + 61 2 9233 3466
Fax: + 61 2 9233 3446
Email: events@actuaries.asn.au
Web: www.actuaries.asn.au

Sponsorship Package(s) Requested

Amount AUD \$

1.
2.
3.
4.

Total Amount Payable Full payment due & payable on receipt of invoice from the Institute	Plus 10% GST AUD \$.00	TOTAL (incl. GST) AUD \$.00
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Organisation name (for marketing purposes): _____

Organisation name (for invoicing purposes): _____

Address: _____

City: _____ State: _____ Post Code: _____

Country: _____

Sponsor Contact: _____

Tel: _____ Mobile: _____

Email: _____ Website: _____

We wish to pay by EFT. Bank details will be provided by the Institute with your tax invoice.

MasterCard or VISA

Credit Card Number -- ____ / ____ / ____ / ____ Expiry Date ____ / ____

Name on Card _____ Cardholder Signature _____

We wish to pay by company cheque. *Note: All cheques must be made payable to: The Institute of Actuaries of Australia and be forwarded to the Professional Development Manager at the above address.*

SUBMISSION OF ALL BOOKING APPLICATIONS WILL REQUIRE CONFIRMATION OF ACCEPTANCE BY
 THE INSTITUTE OF ACTUARIES OF AUSTRALIA
 ON ACCEPTANCE OF YOUR APPLICATION THIS AGREEMENT IS BINDING

SEE OVER FOR TERMS AND CONDITIONS

BIENNIAL CONVENTION 2011

BEYOND THE MANDATE



Sponsorship Booking Terms and Conditions

1. The Australian Goods and Services Tax (GST) at 10% is applicable to all goods and services offered by the Institute of Actuaries of Australia (the Institute) and all prices in this document are **exclusive** of GST.
2. Sponsorship will be allocated only on receipt of a signed Sponsorship Booking Application Form. A letter of confirmation will be provided to confirm the booking, together with a tax invoice covering the full amount which is due and payable by **Friday 14 January 2011**.
3. Applications received by the due date will be fairly assessed by the Institute/CEO and sponsorship opportunities will be allocated in merit order. Allocations will be decided by the Institute.
4. All monies are payable in **Australian dollars**. Cheques should be made payable to the **Institute of Actuaries of Australia** and must be drawn on an Australian bank.
5. All monies due and payable must be received (and cheques cleared) by the Institute by **Friday 14 January 2011**. **No company will be listed as a Sponsor in any official marketing materials until full payment and a signed Booking Application Form have been received by the Institute.**
6. **CANCELLATION POLICY:** No refunds will be made for cancellations. Once Sponsorship has been confirmed and accepted, a reduction in Sponsorship is considered a cancellation.
7. No Sponsor shall assign, sublet or apportion the whole or any part of their Sponsorship Package except upon prior written consent of the Institute.
8. Sponsorship monies will facilitate towards the successful planning and promotion of the Convention in addition to subsidising the cost of management, communications, invited speakers, program and publications. It also directly reduces the delegate/participation fee for members and other attendees. Sponsorship monies are not expended on any entertainment incurred which is incidental to the activities of this conference.

Yes I have read and agree to the conditions of sale above

Authorised by:

Signature: _____ Date: _____