



Thank you for your interest in being an exhibitor for our upcoming seminar!

To make sure that your exhibitor needs are met, please take a moment to complete the following exhibitor survey to tell us more about your needs!

**SPACE IS LIMITED! REGISTER TODAY!!!**

If your marketing budget only allows for one meeting in 2015, you should plan on this one! Over 500 strong in 2014 and more expected in 2015, this is the “Don’t Miss” event when it comes to repossession industry events. RSIG and Allied have always had strong attendance at our individual events and combined we’re that much stronger.

And...it saves you money. The co-hosted event allows you to attend 2 power house group’s annual meetings with only

- 1 Exhibitor Fee...instead of paying for two events
- 1 Hotel Expenditure...instead of paying for two different hotels and
- 1 Airline / Travel Expenditure... instead of paying for two different tickets or mileage expenses...so in essence - You’re getting 2 for the price of 1...and you’re getting mega exposure, huge attendance and all this savings! Why wait?

Register Now! for the 2015 AFA/RSIG Annual Seminar, held at the Scottsdale Resort & Conference Center. Conveniently located 12 miles from Phoenix Sky Harbor International Airport with greatly reduced room rate of \$99 per night.

Take advantage of Early Bird Exhibitor registration and pay only \$1500 to register 2 attendees with exhibitor space! Sponsorship opportunities are available contact us for more information!

Early Bird Registration: \$1500 until 3/15/15  
 Registration from 3/16/15 to 3/31/15 \$1750  
 Registration after 4/1/15 \$2000

\*Two attendees are included in each exhibitor registration; additional attendees are \$250 per person.

**Vendor Set Up:**  
 Tuesday 6/23/15 – 10:00am to 5:00pm  
 Wednesday 6/24/15 – 6:30am to 12:00pm

**Vendor Tear Down:**  
 Saturday 6/27/15 – 11:00am – 2:00pm

You can’t beat these registration fees for this type of event. If you have questions regarding exhibitor registration or sponsorship opportunities, please contact Jim Osselburn at 412-607-0722.

Exhibitor Name: \_\_\_\_\_

Description of Product: \_\_\_\_\_

Attendee Name(s): 1. \_\_\_\_\_ 2. \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Cell: \_\_\_\_\_

Email: \_\_\_\_\_ Web: \_\_\_\_\_

Mail Exhibitor Registration to: RSIG/AFA Annual Seminar • PO Box 2707 • Manassas, VA 20108

# 2015 RSIG/AFA ANNUAL SEMINAR

PO BOX 2707 • MANASSAS, VIRGINIA 20108  
PHONE: 703-365-0199 • FAX: 703-365-0636 • WEB: WWW.RSIG.COM

## PAYMENT AND CREDIT CARD CHARGE AUTHORIZATION FORM

Date: \_\_\_\_\_

Company Name: \_\_\_\_\_

- Annual Seminar Exhibitor Fee  
 Annual Seminar Sponsorship Fee

Total Amount to be charged to account: \$ \_\_\_\_\_ Invoice #: \_\_\_\_\_  
(If paying from invoice, enter the invoice number here)

Name As it Appears on Card: \_\_\_\_\_

**We MUST have your complete address below and this MUST match the billing address for the Credit Card being used.**

Cardholder Billing Address: \_\_\_\_\_

City, State Zip: \_\_\_\_\_

Type of Card:  Visa  MasterCard  American Express

Visa / MasterCard Number: \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_

American Express: \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_

Expiration Date: \_\_\_\_\_ Verification Code: \_\_\_\_\_  
(Verification Code is the 3 or 4 digit code listed on the back of your card.)

Cardholder Signature: \_\_\_\_\_

**Signing this form authorizes IG., Inc./RSIG to charge above listed credit card for total amount shown. RSIG will use this card for this transaction only. Charges on your card will appear from: "RSIG Internet"**

### Internal Office Use Only:

Date Processed: \_\_\_\_ / \_\_\_\_ / \_\_\_\_

Initials of Person Processing Pmt: \_\_\_\_\_

Authorization Code: \_\_\_\_\_

Thank you for your interest in being an exhibitor for our upcoming seminar!

To make sure that your exhibitor needs are met, please take a moment to complete the following exhibitor survey to tell us more about your needs!

Company Name: \_\_\_\_\_

Attendee Name(s): \_\_\_\_\_

Company Phone: \_\_\_\_\_ Cell Number: \_\_\_\_\_

Are the attendees listed above the only people representing your company?  yes  no

If not, please provide additional names here: \_\_\_\_\_

Please note 2 exhibitor attendees are included in your registration fee, additional attendees are \$250.00

Will each of your attendees be staying for the Friday night awards dinner?  yes  no

Exhibit Description: For spacing and placement, please tell us more about your display.

Is your display most similar to  table top  table top with side banners  full floor pop-up  other



Table Top w/ Side Banner, would include a banner display like this one, along with a standard table top exhibit or table top as shown to the left.



If you selected other, please describe your display: \_\_\_\_\_

(You can also provide a photo from previous tradeshow if it is easier, please email to [2014AnnualSeminar@rsig.com](mailto:2014AnnualSeminar@rsig.com))

Do you require electrical?  yes  no – (Additional charges apply)

Do you required internet?  yes  no – (Additional charges may apply.)

If you are a tow truck exhibitor please complete the questions below:

How many trucks will you be bringing to the show? \_\_\_\_\_

Please indicate if these units are:  Roll back style  Wheel Lift  Sneaker

What are the dimensions of the trucks? \_\_\_\_\_

Will you be donating any giveaway/door prize items?  yes  no

If so, thank you, and please tell us more... Will these be for  general door prize  business card drawing?

What is the prize? \_\_\_\_\_

Are you interested in Event Sponsorship?  Yes, please have someone contact me!

Please return this completed form as soon as possible to [AnnualSeminar@rsig.com](mailto:AnnualSeminar@rsig.com) or via fax to 703-365-0636.

Exhibitor space is filling quickly and we want to make sure we communicate your needs to the host hotel so you are presented in the best possible way!

# EXHIBIT EQUIPMENT ORDER FORM

## Audio Visual Equipment Rental

**\*\*Please complete this form and email to guarantee services\*\***

tom.ashworth@americanavc.com

**attn.: Tom Ashworth**

**Scottsdale Resort & Conference Center**

7700 E. McCormick Parkway - Scottsdale, Arizona - 85258

Phone: 480-596-7690

Company Name \_\_\_\_\_ Contact \_\_\_\_\_

Name \_\_\_\_\_ Billing \_\_\_\_\_

Address \_\_\_\_\_

Telephone \_\_\_\_\_ Email \_\_\_\_\_ Booth \_\_\_\_\_

Number \_\_\_\_\_ Date(s) In Use: \_\_\_\_\_

CREDIT CARD NUMBER \_\_\_\_\_ EXP \_\_\_\_\_

**RENTAL EQUIPMENT:**

Telecommunications	Cost per Day	# of Days	Quantity	TOTAL
Telephone	60			
Hardwire Internet Access (Wireless internet provided in tradeshow room)	100			
<b>Computer</b>				
Laptop	300			
Desktop Computer	300			
17" Monitor	50			
20" Flat Panel	100			
<b>Projection A/V</b>				
Flipchart	25			
Easel	25			
34" Cart	10			
54" Cart	15			
DVD Player	75			
LCD Projector 4000 lumen	400			
Tripod Screen	35			
42" Flatscreen LCD Monitor(computer or video)	250			
<i>42" will include 6' stand, power cord, audio cable, and shelf for laptop.</i>				
<b>Electrical (110v AC 20 amp)</b>				
Power Strip & Cord	20			
<b>SUB TOTAL</b>				
<b>22% SERVICE CHARGE</b>				
			<b>TAX 7.95%</b>	
			<b>TOTAL</b>	

# 2015 RSIG/AFA Annual Seminar

## Sponsorship and Vendor Exhibit Information

### **Platinum Sponsor 1 – Welcome Reception Cocktail Party – Wed. June 24** **\$15,000**

Event is one of the most attended and remembered. This sponsor is permitted to supply cocktail napkins with their company logo at their cost and will have a welcome sign at the event entrance. Sponsor will receive a total of 5 conference registrants. Sponsor will receive 50 drink ticket keys (a \$500 value) to provide to conference attendees for free drinks at any hosted bar. Sponsor will receive special acknowledgement during morning announcements, have logo on group's website and in printed materials. Sponsor will also be provided the opportunity to host a private function at their own cost on Thursday night after the days schedule conference functions. RSIG/AFA will coordinate space and notice with the hotel.

### **Platinum Sponsor 2 – Awards Dinner – Friday, June 26** **\$15,000**

Event usually holds the attendees attention the longest with live entertainment, awards and presentations. This sponsor is permitted to supply cocktail napkins with their company logo at their cost and will have a welcome sign at the event entrance. Sponsor will receive a total of 5 conference registrants. Sponsor will receive 50 drink ticket keys (a \$500 value) to provide to conference attendees for free drinks at any hosted bar. Sponsor will receive special acknowledgement during morning announcements, have logo on group's website and in printed materials. Sponsor will also be provided the opportunity to host a private function at their own cost on Thursday night after the days schedule conference functions. RSIG/AFA will coordinate space and notice with the hotel.

### **Diamond Sponsor – Lunch Sponsor (2 available)** **\$7500**

Sponsor will be allowed 3 registrants and welcome signate at the luncheon entrance. Sponsor will receive special acknowledgement during morning announcements, have logo on group's website and in printed materials. Sponsor will receive 25 drink ticket keys to provide to conference attendees for free drinks at any hosted bar. Sponsor will also be provided the opportunity to host a private function at their own cost on Thursday night after the days schedule conference functions. RSIG/AFA will coordinate space and notice with the hotel.

**We recognize exhibitors desire for more intimate face time with attendees. So to allow our premier sponsors this opportunity, Platinum and Diamond sponsors are provided the opportunity to host a private function event on Thursday, June 25<sup>th</sup> after they day's scheduled conference functions. This time has been set aside exclusively for vendor sponsors who wish to have more direct communication with seminar attendees. If a Platinum or Diamond sponsor wants to host a private function, we will arrange for the space with the hotel at no charge to the sponsor – all food and beverage is at the cost of the sponsor and must be provided through the hotel. When provided ample notice, we will include this event on our conference agenda and allow time after the seminar sessions close for the day for the sponsor to invite attendees to the function from the stage. We will also work with the hotel to have the event posted on hotel event boards.**

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### **Gold Sponsor – Breakfast Sponsor (2 available)** **\$5000**

Sponsor will be allowed 3 registrants and welcome signate at the luncheon entrance. Sponsor will receive 20 drink ticket keys to provide to conference attendees for free drinks at any hosted bar. Sponsor will receive special acknowledgement during morning announcements, have logo on group's website and in printed materials.

### **Silver Sponsor – AM/PM Breaks (4 available)** **\$2500**

Sponsor will receive special acknowledgement during morning announcements, have logo on group's website and in printed materials. Sponsor will receive 10 drink ticket keys to provide to conference attendees for free drinks at any hosted bar.

**2015 Exhibitor****\$1500**

Includes admittance for 2 to all sessions and meal functions.

6ft. Table, 2 Chairs

Complimentary box handling for boxes shipped to the hotel

Exhibitors will receive 5 drink ticket keys to provide to conference attendees for free drinks at any hosted bar.

After 3/15/15 – Exhibitor Registration Increases to \$1750.00

After 4/1/15 – Exhibitor Registration Increases to \$2000.00

**Additional Exhibitor Attendees beyond the 2 included in registration fee****\$200****Drink Keys:**

Additional drink keys may be purchased by any exhibitor so they can provide them to conference attendees when they visit the exhibitors' booths. Special mention of these keys will also be made in morning announcements and information regarding this opportunity will be included in attendees' packets to encourage visitation at your booth.

50 keys - \$500.00     150 keys – \$1500.00     250 keys - \$2500.00

100 keys - \$1000.00     200 keys - \$2000.00     300 keys - \$3000.00

# 2015 RSIG/AFA Annual Seminar

## Sponsorship and Vendor Exhibit Agreement

Upon acceptance of the contract, the Exhibitor shall be bound by the rules and regulations set forth herein and by such amendments or additional rules and regulation, which may be established by Recovery Specialist Insurance Group and Allied Finance Adjusters Conference (RSIG/AFA).

### **A. ELIGIBILITY TO EXHIBIT**

The purpose of the RSIG/AFA Annual Seminar is to provide education, training and networking opportunities to individuals in the repossession industry. To facilitate this purpose RSIG & AFA also provides opportunities to invited industry service providers to exhibit and display information about their products and services in the Exhibit Hall. RSIG/AFA right to refuse exhibitor space to anyone at our sole discretion and specifically services or products deemed competitive in nature to those offered by the host groups.

### **B. INDEMNITY AND LIMITATION OF LIABILITY**

Neither Recovery Specialist Insurance Group, Allied Finance Adjusters Conference Inc, nor the host Hotel/convention facility (hereinafter Exhibit Building, nor any of its officers, agents employees or other representatives shall be held liable for, and they are hereby released from liability for, any damage, loss, harm or injury to the person or property of the Exhibitor or any of its visitors, officers agents, employees or other representatives, resulting from their theft, fire, water or accident or any other cause. The Exhibitor shall indemnify, defend and protect RSIG & AFA and the Exhibit Building and save RSIG & AFA and the Exhibit Building, harmless from any and claims, demands, suits, liability damages, loss, costs, attorneys fees and expenses of any kind which might result from or arise of any action or failure to act on the part of the Exhibitor or its officers, agents, employees or other representatives. It is the responsibility of the Exhibitor to maintain proper insurance coverage for its property and liability.

### **C. ASSIGNMENT OF EXHIBIT SPACE**

RSIG/AFA shall assign the Exhibit Space to the Exhibitor for the period of the Exhibit in priority order based on receipt of this contract. Such assignment is made for the period of this Exhibit only and does not imply that the same or similar space be held or offered for future exhibits. Decisions by RSIG/AFA regarding location of Exhibitor's booth placement will be final. RSIG/AFA reserve the right to transfer assignments when such action is deemed to be in the best interest of the total exhibition. RSIG/AFA reserve the right to withdraw its acceptance of this Application/Contract if it determines in its sole discretion that the Exhibitor is not eligible to participate or the Exhibitor's product or services is not eligible to be displayed in this Exhibit

### **D. STORAGE AND PACKING CRATES AND BOXES**

It is the Exhibitor's responsibility to mark and identify all crates and boxes. Crates and boxes not properly labeled may be opened for identification purpose or destroyed. Host hotel has waived their fees associated with box handling for RSIG/AFA Seminar exhibitors. Exhibitor understands charges will apply for large crates and/or pallets and that Exhibitor is responsible for these charges. For the safety of event attendees and continuity of the seminar, no trunks, cases or packing material shall be brought into or out of the Exhibit Space during exhibit hours.

### **E. SECURITY**

Exhibitor understands that Exhibit Hall will be locked each night by Host Hotel Staff and will remain locked until the following morning. RSIG/AFA and Host Hotel assume no liability for loss or damage. Exhibitors are encouraged to take with them each night laptop computers, tablets, or other electronic devices that can be easily moved.

### **F. USE OF EXHIBIT SPACE**

An exhibitor shall not assign to a third party its right hereunder to the Exhibit Space or any portion thereof without the prior written consent of RSIG/AFA, which it may withhold at its sole discretion. if such consent is given, the Exhibitor shall assume full responsibility for the conduct of the assignee and all its representatives, and the Exhibitor shall not charge its assignee more than a proportionate share of the exhibit fee based upon the amount of Exhibit Space assigned.

**G. EXHIBITOR CONDUCT**

Exhibitor and its representatives shall not congregate or solicit trade in the aisles. The prior written consent of RSIG/AFA is required for the employment or use of any live model, demonstrator, solicitor or device for the mechanism reproduction of sound. Such employment or use shall be confined to the Exhibit Space. RSIG/AFA, in our sole and absolute discretion, may withdraw its consent at any time, in which event Exhibitor shall terminate such activity immediately. Distribution of pamphlets, brochures or any advertising matter must be confined to the Exhibit Space.

**Exhibitor shall refrain from any action that will distract attendees from attendance at the Exhibit during open hours. Exhibitor shall not lead attendees from one Exhibit Space to another space or to elevators or escalators. Exhibitor shall not plan or host any private or public event during the seminar without the prior consent of RSIG/AFA. Exhibitors or any of its representatives shall not conduct itself in a manner offensive to standards of decency or good taste. Exhibitor understands such conduct as referenced above will result in immediate booth removal, no refund of any registration or sponsorship fees and that Exhibitor will be banned from any and all future RSIG/AFA (held separate or together).**

**H. AGREEMENT TO TERMS CONDITIONS AND RULES**

Exhibitor agrees to observe and abide by the foregoing Terms, Conditions and Rules and by such additions Terms, Conditions and Rules made by RSIG/AFA from time to time for the efficient or sole operation of the Exhibit, including but not limited to, those contained in this contract. In addition to RSIG/AFA's right to close an Exhibit and withdraw its acceptance of this Application/Contract RSIG/AFA in its sole judgment, may refuse to consider for participation in future Exhibits an Exhibitor who violates or fails to abide by all such Terms, Conditions and Rules. There is no other agreement or warranty between the Exhibitor and ACM except as set forth in this document. The rights of RSIG/AFA under this contract shall not be deemed waived except as specifically stated in writing and signed by an authorized representative of RSIG/AFA.

COMPANY/ORGANIZATION \_\_\_\_\_

MAILING ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_ TELEPHONE ( ) \_\_\_\_\_

BY \_\_\_\_\_ DATE \_\_\_\_\_  
(authorized signature) (Please Print)

NAME \_\_\_\_\_ TITLE \_\_\_\_\_  
(authorized signature) (Please Print)

**Vendor Set Up:**

Tuesday 6/23/15 – 10:00am to 5:00pm

Wednesday 6/24/15 – 6:30am to 12:00pm

**Vendor Tear Down:**

Friday 6/26/15 – After 1:00pm

Saturday 6/27/15 – 11:00am – 2:00pm

**Shipping Info:**

Handling fees for exhibitor items, with the exception of pallets or exceptionally large/heavy items, have been waived.

Packages should be sent to the hotel at the address below arriving no more than 3 days prior to the start of the event. Please be certain to clearly label each package in the following manner:

**Ship to:**

Scottsdale Resort & Conference Center

c/o 2015 RSIG/AFA Annual Seminar

Attn: << Exhibitor Company Name, Exhibitor Attendee Name>>

7700 East McCormick Parkway

Scottsdale, AZ 85258

**Reference:**

EVENT: 2015 RSIG/AFA Annual Seminar

CONFERENCE MGMT: Dana Loan (RSIG), Debbie Schwartz (Sr. Conference Planning Mgmt.)

VENDOR: (Name of your company)

June 24-27 2015

Box # \_\_ of \_\_ (Example Box #1 of 4)

The hotel has daily pick up from FedEx and UPS Monday-Friday. If you wish for your packages to be picked up by either vendor on Saturday, you must request an on-call pickup and the additional charges for Saturday pickup will be the responsibility of the exhibitor.

If Saturday pick up is not desired, the hotel will hold items in receiving storage to ship out on Monday with their regular daily pick up with no additional charges.

Closest UPS Store: 2.7mi from hotel - 6929 N Hayden Rd., Ste. C4, Scottsdale

Phone: 480-905-0811 / Email: store2650@theupsstore.com

<http://scottsdale-az-2650.theupsstorelocal.com/>

Closest FedEx/Kinkos Store: 4.3mi from hotel – 4513 N Scottsdale, Rd., Scottsdale

Phone: 480-946-0500

<http://local.fedex.com/az/scottsdale/office-2311/>

# COMMUNICATION IS KEY & KNOWLEDGE EMPOWERS YOU!



The 2015 RSIG/AFA Annual Seminar Agenda is focused on Communication. As the cornerstone of any great group, business or industry – effective communication is an absolute requirement. This year’s speakers will help attendees learn better ways to communicate to debtors, lenders, staff and family. Communication is more than the verbal or written word. It is also about the dissemination and interpretation of information which is why we plan on providing many opportunities for you to gather and share information and give you the tools to communicate that information effectively. Join us June 24 -27, 2015 at the Scottsdale Resort and Conference Center.

## Wednesday, June 24

8:00 – noon Peter Harrell of Harrell Communications.

Certified trainer in Dispute Resolution, Group Conflict and Franklin Covey Leadership Programs. He is an engaging and dynamic facilitator, entertaining and leaving audiences with **new tools for their communication tool kits**

**12:00 – 2pm Lunch On Your Own**

2:00pm – 5:00pm CFPB Training and Education with Michael Howk  
RSIG Risk Manger and Industry Recognized Expert on Repossession Law and Case Law; Michael Howk has worked for the benefit of the repossession industry for more than 30 years. As lenders demand more of their third party vendors due to the evolving CFPB Committee’s Rules and Guidelines, Mike Howk and RSIG have developed a CFPB Training Course to **communicate important CFPB related information to you!**

**Dinner On Your Own**

7:30pm – 9:00pm Welcoming Reception

Join us for drinks, light snacks and deserts. Terrific opportunity for social networking and informal information gathering and sharing!

## Thursday, June 25

7:30am – 8:30am Breakfast

8:30am – 9:30am Welcome Remarks, Introductions, Conference Overview

9:30am – 10:30am **Communicating the expectations of a CFPB Audit.** What does it look like for a lender and how can it affect you as a reposessor?

10:30am-11:00am Break

11:00am – 12:30pm **Communicating the need for and how to provide for effective risk management** to employees and staff. Effective communication with an insurance carrier. Repossession Risk Engineering.

12:30pm – 1:50pm Lunch

2:00pm – 4:00pm **Interpreting Communication** via Social Media and Internet Profiling

4:00pm-4:15pm Break

4:15pm – 5:45pm **Communicating New Laws and Regulations**

## Friday, June 26

7:30am – 8:30am Breakfast

8:30am – 11:30am Jack Schafer, Schafer & Associates

Retired FBI Special Agent assigned to the FBI’s National Security Behavior Analysis Program, Schafer trains federal, state and local law enforcement, security personnel, legal professionals and now you on **ways to understand different forms of human communication** - “Let their words do the talking”

11:30 – 1:00pm Lunch

1:00pm – 6:00pm AFA Member Only Business Meeting

6:30pm                      Cocktail Reception  
7:00pm                      Closing Ceremony, Awards Dinner and Entertainment

**Saturday, June 27**

7:30am – 8:30am              Breakfast  
8:30am – 10:00am            Legalease – Why Communication and Documentation are Essential to Repossession Operations  
10:00am – 10:30am            BREAK  
  
10:30am – 1:00pm            RSIG Annual Member Only Business Meeting  
This is the Voting Member Only Business Meeting for RSIG Members.  
  
10:00am                      Allied Finance Adjusters Post Conference Board Meeting