INSPIRE - LEAD - TRUST - COLLABORATE - INNOVATE

THE ILTCI CONFERENCE

SHERATON DOWNTOWN - DENVER, COLORADO

Exhibitor & Sponsor Prospectus

MARCH 8 - 11, 2021

What Does Your Competition Know That You Don't?

Find Out at the Twentieth Annual
Intercompany Long-Term Care Insurance Conference

Denver, CO - March 8 - 11, 2021

Over the past 20-years The ILTCI Conference has grown to be the nation's largest gathering of the extended care industry's top thought leaders. Professionals from all disciplines attend and participate in a concerted effort to broaden their knowledge, network, and bring more consumers to the table to plan for their long term care needs. Contributors and speakers share cutting-edge expert opinions and analysis covering diverse fields including:

- *Actuarial & Finance*
- *Advisors & Agents*
- *Claims & Underwriting*
- *Legal, Compliance & Regulatory*
- *Marketing & Distribution*
- *Management & Operations*
- *Technology*

The ILTCI Conference is unique as it fosters interdisciplinary contact & communication facilitated by more than fifty in-depth expert driven educational sessions, ample networking opportunities and blockbuster keynote events. Here's why more than 1200 attendees keep coming back to our annual event:

- Education & networking in an immersive and interactive environment;
- Learn how macro-trends can shape better decision making;
- Best practices, new ideas & methods and a "think-tank" discussion on key issues;
- Discover new insights providing a better picture of future profitable opportunities;
- Gain guidance & strategies for better business efficiencies & risk mitigation.

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Schedule

MONDAY, MARCH 8TH, 2021

Registration	12:00 PM to 7:00 PM
Exhibitors Setup	12:00 PM to 5:30 PM
Future Leaders	12:30 PM to 4:30 PM
SOA LTCI Section Council Meeting (open to all)	3:00 PM to 4:00 PM
Exhibit Hall Opening Reception	5:30 PM to 7:00 PM

TUESDAY, MARCH 9TH, 2021

Networking Breakfast	7:30 AM to 8:30 AM
Registration	7:30 AM to 5:00 PM
Keynote Speaker	8:30 AM to 10:30 AM
Breakout Sessions	10:45 AM to 12:00 PM
Exhibit Hall Lunch	12:00 PM to 2:00 PM
Breakout Sessions	2:00 PM to 3:15 PM
Breakout Sessions	3:45 PM to 5:00 PM
Exhibit Hall Reception	5:30 PM to 7:00 PM
Exhibitor/Sponsor Hospitality Events	7:00 PM to 10:00 PM

WEDNESDAY, MARCH 10TH, 2021

Networking Breakfast	8:00 AM to 9:00 AM
Registration	8:00 AM to 5:00 PM
Breakout Sessions	9:00 AM to 10:15 AM
Breakout Sessions	10:45 AM to 12:00 PM
Exhibit Hall Lunch	12:00 PM to 2:00 PM
Breakout Sessions	2:00 PM to 3:15 PM
Closing Session	3:30 PM to 5:00 PM
Exhibit Hall Closing Reception	5:30 PM to 7:00 PM
Exhibitor Breakdown	7:00 PM onward

THURSDAY, MARCH 11TH, 2021

Networking Breakfast	8:00 AM to 9:00 AM
SOA Professionalism Course	9:00 AM to 12:00 PM

Are You Looking for
New Customers & Opportunities?

*Expand Your Company's Visibility &
Support an Industry That Makes A Difference!*

Today, no topic garners more media or personal attention than issues involving our nation's aging population. From Alzheimer's Disease to robotics for those who've lost mobility or daily problems impacting individuals and families, America is facing a multi-faceted emergency of monumental proportions. There's no doubt that if you're engaged in an industry focused on our rapidly "graying nation" getting your message out to other professionals who share your passions and concerns is central to your success.

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Exhibitor Options

Why Exhibit? The exhibit hall is the central hub of the ILTCI Conference. Lunches, Dinners, and some some evening reception time is built into exhibit hall hours. This means our 1200+ attendees will be walking through the hall accessible to exhibitors for 10 hours over 3 days. An exhibit booth presence is the best way to bring your brand and your solutions front and center for our attendees you aim to market to.

All exhibit booth options include the following standard items in addition to the size specific inclusions below. An Exhibitor Listing with Logo, Company description, and contact person in the ILTCI Mobile App. Weblink from the on-line Exhibitors list to your site. A Pre-show mailing list.

Large Booth - $6,875 thru 11/22/20

- 9 Included Admissions
- 20' x 10' Exhibit Space with Identification sign
- Two 6' draped tables, 4 chairs and 2 wastebaskets
- Prominent center of the hall booth location

Standard Booth - $4,625 thru 11/20/20

- 6 Free Admissions
- 10' x 10' Exhibit Space with Identification sign
- 6' draped table, 2 chairs and wastebasket
- Booth locations around the perimeter of the hall, from the entrance all the way around

Mini Booth - $2,750 thru 11/22/20

- 3 Free Admissions
- 6' x 10' Exhibit Space with Identification sign
- 4' draped table, 2 chairs and wastebasket
- Booth location on the back wall of the exhibit hall

Table Top - $1,000 thru 11/22/20

- 1 Free Admission
- Dedicated table top location on the back wall of the exhibit hall

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No Other Conference Offers More Brand Exposure to Extended Care Thought Leaders & Decision Makers

The 20th Annual ILTCI Conference offers unprecedented opportunities for you and your corporate marketing team. "Strut-your-stuff" to 1000+ attendees from every major aspect of the extended care industry. That's why over more than 70 sponsors & exhibitors join us each year to further the growth of our industry.

Our ready-made sponsor/exhibitor packages and upgrade opportunities allow you to maximize your exposure and budget. No other conference is willing to work with you to personalize and highlight the advantages of your offering to all attendees. Ample time for participants to spend in the exhibit hall over lunch & networking cocktail events translates into contacts and follow-up opportunities for months into the future.

As a non-profit organization ILTCI spotlights our sponsors, exhibitors and speakers. For the past 20-years ILTCI has worked to expand the availability of private extended care solutions including traditional long-term care insurance and combination life & annuity policies. The world of planning choices for consumers is expanding and ILTCI is in the forefront of these efforts.

Sponsor Options

	Diamond	Platinum	Gold	Silver
Registration Rate of $345 for each	Available for **24 Attendees**	Available for **20 Attendees**	Available for **14 Attendees**	Available for **8 Attendees**
Bonus Sponsorship Recognition	• Logo in Diamond Sponsor Thank you in email footer for attendees and home page footer of website • Social Media thank you post • Large Logo on Exhibit Hall Entrance Unit	• Social Media thank you post • Small Logo on Exhibit Hall Entrance Unit	•Social Media thank you post • Medium Name on Exhibit Hall Entrance Unit	•Social Media thank you post • Small Name on Exhibit Hall Entrance Unit
Web-links to your site	✓	✓	✓	✓
Post-Show Mailing Lists	✓	✓	✓	✓
Reduced Rate Exhibiting Booth Add-On (Optional)	Regular 10x10 Booth for $2,500			
	Large 20x10 Booth for $4,750			
Corporate Sponsorship Investment	$6,500 Plus registrations	$6,000 Plus registrations	$5,500 Plus registrations	$4,000 Plus registrations
First Timer Rates *(If your company has never been a sponsor of any prior conference)*	**$6,250** Plus registrations	**$5,750** Plus registrations	**$5,250** Plus registrations	**$3,750** Plus registrations
Additional Sponsor Only Opportunities for Savings	A credit of $1,500 towards one of the extra cost Sponsorships 50% credit off of food & beverage costs (up to $5,000) towards a public Hospitality Event or a 25% credit off of food & beverage costs (up to $5,000) for a private Hospitality Event catered by host hotel banquet department. Event can't overlap first hour of Exhibit Hall time.	A credit of $1,000 towards one of the extra cost Sponsorships 40% credit off of food & beverage costs (up to $2,500) towards a public Hospitality Event or a 20% credit off of food & beverage costs (up to $2,500) for a private Hospitality Event catered by host hotel banquet department. Event can't overlap first hour of Exhibit Hall time.	A credit of $750 towards one of the extra cost Sponsorships 30% credit off of food & beverage costs (up to $1,500) towards a public Hospitality Event or a 15% credit off of food & beverage costs (up to $1,500) for a private Hospitality Event catered by host hotel banquet department. Event can't overlap first hour of Exhibit Hall time.	A credit of $500 towards one of the extra cost Sponsorships

2021 Pricing Guide

Planning your conference participation in advance will help maximize savings. Please note the pricing below does not include the $250 First Time discount for companies who have never exhibited or sponsored at our prior conferences.

If you need any assistance deciding which option best fits the attendance needs of your company please email info@iltciconf.org or call Christi at 856-308-0611.

	Price Thru 11/22/20	Price 11/23/20 and After
Large Exhibit Booth	$6,875	$8,000
Standard Exhibit Booth	$4,675	$5,625
Mini Exhibit Booth	$2,750	$3,500
Table Top	$1,000	$1,375
Diamond Sponsor	$6,500	$8,500
Platinum Sponsor	$6,000	$8,000
Gold Sponsor	$5,500	$7,500
Silver Sponsor	$4,000	$6,000

ILTCI Add-on Options

Expanded options for getting your company's logo and name infront of our 1,000+ attendees in more meaninful and memorable ways are now here! Have questions or an idea not on the list? Let us know at info@iltciconf.org

All options include one (1) pre-conference social media thank you post, and the pricing includes any associated printing/ordering or shipping costs which will be cordinated by the conference.

Keynote Speaker (1 Available) $7,500

- Opportunity to address our attendees and introduce the keynote speaker
- On-screen brand recognition
- Reserved seating during session
- One (1) push notification thank you in the app linked to your company

Hotel Keycards (1 Available) $6,000

- Your logo in color on hotel keycards in the hands of attendee guests

Conference Lanyard (1 Available) $5,000

- Your logo on attendee lanyards to be worn throughout the conference

Social Media Lounge (1 Available) $5,000

- Your logo on signage for the lounge
- Your logo on a charging station within the louge area
- Pre/Post-conference promotion in conference emails
- One (1) push notification thank you in the app linked to your company

Mobile App (1 Available) $5,000

- Your logo on banner ad in mobile app linked back to company profile
- Pre/Post-conference promotion in all mobile app related emails

Coffee Break (1 Available) $5,000

- Your logo on coffee cups and refreshment break napkins provided during four (4) session breaks Monday (2) & Tuesday (2)

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ILTCI Add-on Options

Tuesday General Session (1 Available) $5,000
- Opportunity to address our attendees and introduce the session
- On-screen brand recognition
- Reserved seating during session
- One (1) push notification thank you in the app linked to your company

Headshot Photographer (1 Available) $4,500
- Priority company access to photographer Sunday evening from 5:00-5:30 pm in the exhibit hall with retouching included for your employees. A Professional photographer will be there offering free headshots for all attendees to update their social media or other online/work related profiles.
- Your logo on booth signage. Photo area can be placed next to your exhibit hall booth, if you have one, to help gain foot traffic to your booth.
- One (1) push notification thank you in the app linked to your company
- Pre/Post-conference promotion in conference emails

Pen Sponsor (1 Available) $4,000
- Your logo on pens available at the registration desk and in session rooms for all attendees throughout the conference

Grand Prize & Bingo Card (1 Available) $3,000
- Your logo and sponsor credit on attendee bingo card for exhibit hall
- Opportunity to address all attendees at the bingo card drawing
- One (1) push notification thank you in the app linked to your company

Exhibit Hall Table Sponsor (1 Available) $3,000
- Your logo on tent cards placed on all exhibit hall tables throughout the conference

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ILTCI Add-on Options

Exhibit Hall Open Bar Sponsor (3 Available) $3,000
- Your logo on stir sticks and cocktail napkins, branded thank you signage at the open bars in the exhibit hall for one evening exhibit hall reception (Sunday, Monday, or Tuesday)

Wifi Sponsor (1 Available) $2,500
- Your company name as the password for the free attendee wifi
- Pre/Post-conference promotion in conference emails

Welcome Bag (1 Available) $2,500
- Your logo on bags available on stands within the exhibit hall and at the registration desk for all attendees

Speaker Gift (1 Available) $2,000
- Your logo and website address on cards given out to all 140+ conference speakers

Session Signage (1 Available) $2,000
- Your logo on all educational breakout session signage Monday & Tuesday

About Us

The Intercompany Long-Term Care Insurance Conference Association, Inc. (ILTCi) is a public non-profit, charitable, scientific, educational tax-exempt benefit corporation (501(c) (3). Our primary missions are to:

- Provide educational events, including an annual conference for representatives of the long-term/extended care insurance community and other strategic allies, including providers, public policy institutions, professional organizations, federal, state, and local government agencies, and the public.
- Provide networking opportunities for individuals with an interest in extended care issues including long-term-care insurance and/or financing options.
- Facilitate communication, among the broad spectrum of industry thought leaders enabling them to share information about skills and skill development, current and/or proposed methodology, tools, technology, and organizational issues.
- Increase public awareness of extended care needs and financing options.
- Foster research, reports, meetings, and workshops addressing funding mechanisms for long term and extended care services.
- Foster alliances between public and private sectors to seek solutions for the catastrophic long term care risks facing American society and to lessen the costs borne by federal and state governments under current funding mechanisms.
- Foster alliances between public and private sectors to help educate the American public on the nature of long term care risks and their financial implications.

Your participation in our Annual Conference and support of our multiple initiatives helps a diverse group of Americans grappling each day with the impacts of our aging society. We look forward to having you being part of our growing community as we work to make a difference.

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2019

Diamond Sponsors

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OneAmerica · Prudential · TriPlus SERVICES, INC.

Platinum Sponsors

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Gold

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Asset Protection Unit, Inc.
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Deloitte Consulting LLP
EY
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Fire Firghters Benefits Association
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2019 Exhibitors

Actuarial Resources Corporation
Alzheimer's Association
Amada Senior Care
Amramp
Archangel Investigations & Protection, Inc.
Asset Protection Unit, Inc.
AssuriCare LLC
BIS Consultants, Inc.
Capgemini
CareScout
CLTC
ComForCare Home Care
Diligence International Group, LLC
Drinker Biddle & Reath LLP
EY
Genworth
Home Instead Senior Care
HomesRenewed
InsPro Technologies
Kemper Senior Solutions
LifeSecure Insurance Company
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LTC Global LLC
LTCG
Management Data, Inc.
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MIB Inc.
Milliman, Inc.
Mutual of Omaha
NAIFA
National Guardian Life Insurance Company
Nationwide

Genworth
Home Instead Senior Care
HomesRenewed
InsPro Technologies
Kemper Senior Solutions
LifeSecure Insurance Company
Long Term Solutions
LTC Global LLC
LTCG
Management Data, Inc.
Merlinos & Associates
MIB Inc.
Milliman, Inc.
Mutual of Omaha
NAIFA
National Guardian Life Insurance Company
Nationwide
OneAmerica
Paperless Solutions Group
Policy Administration Solutions Group
PricewaterhouseCoopers
PsyBar, LLC
Secured Retirement Strategies Group, LLC
Securian Financial
Society of Actuaries
Summit Investigations, Inc.
The Krause Agency
Thrivent Financial
TriPlus Services
United Health Actuarial Services, Inc.
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WIFS

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