



THE
I L T C I
CONFERENCE

TAKE THE LEAD

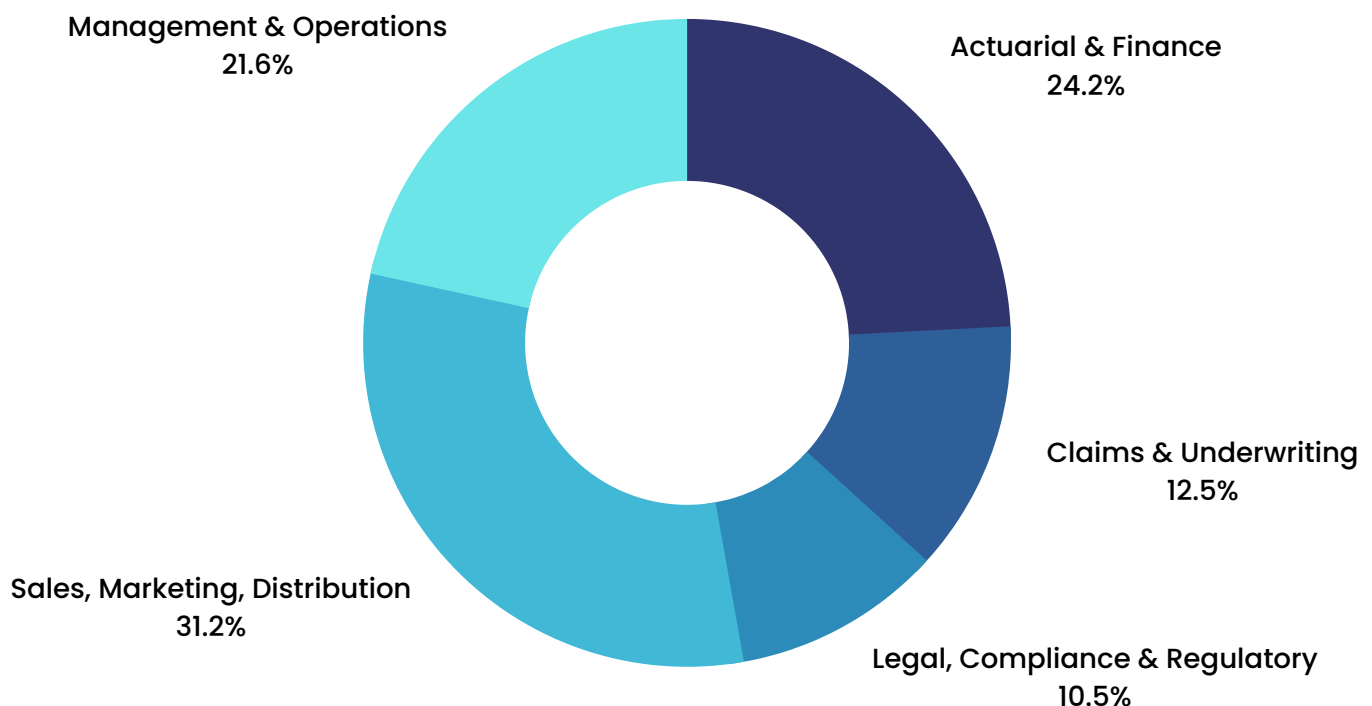
SPONSOR & EXHIBITOR PROSPECTUS
MARCH 12 - 15, 2023
DENVER, COLORADO

IF IT'S HAPPENING IN LTC... IT'S HAPPENING HERE!

Over the past 22 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 & Agencies
- Aging in Place Solutions
- Claims & Underwriting
- Legal, Compliance & Regulatory
- Management & Operations
- Marketing & Research

OUR 2022 ATTENDEES





Schedule

SUBJECT TO CHANGE*

SUNDAY, MARCH 12TH, 2023

Registration
Exhibitors Setup
Future Leaders
SOA LTCI Section Council Meeting (open to all)
Exhibit Hall Opening Reception
Exhibitor/Sponsor Hospitality Events

12:00 PM to 7:00 PM
12:00 PM to 4:30 PM
12:30 PM to 4:30 PM
3:00 PM to 4:00 PM
5:00 PM to 7:00 PM
7:00 PM onward

MONDAY, MARCH 13TH, 2023

Networking Breakfast
Registration
Opening Session
Educational Breakout Sessions
Exhibit Hall Lunch
Educational Breakout Sessions
Educational Breakout Sessions
Exhibit Hall Reception
Exhibitor/Sponsor Hospitality Events

7:30 AM to 8:30 AM
7:30 AM to 5:00 PM
8:30 AM to 10:30 AM
10:45 AM to 12:00 PM
12:00 PM to 2:00 PM
2:00 PM to 3:15 PM
3:45 PM to 5:00 PM
5:00 PM to 7:00 PM
7:00 PM onward

TUESDAY, MARCH 14TH, 2023

Networking Breakfast
Registration
Educational Breakout Sessions
Educational Breakout Sessions
Exhibit Hall Lunch
Educational Breakout Sessions
LTC Leaders Forum
Exhibit Hall Reception
Exhibitor/Sponsor Hospitality Events

8:00 AM to 9:00 AM
8:00 AM to 5:00 PM
9:00 AM to 10:15 AM
10:45 AM to 12:00 PM
12:00 PM to 2:00 PM
2:00 PM to 3:15 PM
3:30 PM to 5:00 PM
5:00 PM to 7:00 PM
7:00 PM onward

WEDNESDAY, MARCH 15TH, 2023

Networking Breakfast
SOA Professionalism Course
Traditional Trade Meetings TBA

7:30 AM to 9:00 AM
9:00 AM to 12:00 PM

THE ILTCI CONFERENCE IS UNIQUE

This is where you will find unparalleled networking. There is no other national event like the ILTCI Annual Conference for the LTC Industry to come together and collaborate. Our conference attendees actively seek new strategies and directions to help create new solutions for clients through newfound business opportunities.

ILTCI fosters interdisciplinary contact & communication facilitated by more than forty-five in-depth expert driven educational sessions, ample networking opportunities and blockbuster keynote events. Here's why 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.

2023 HOST HOTEL - SHERATON DOWNTOWN DENVER

Special conference rate of \$165/night for single or double room. Newly renovated property close to all the Denver nightlife.



SPONSORSHIP & EXHIBITOR OPPORTUNITIES

NO OTHER CONFERENCE OFFERS MORE BRAND EXPOSURE TO EXTENDED CARE THOUGHT LEADERS & DECISION MAKERS

The 23rd Annual ILTCI Conference offers unprecedented opportunities for you and your corporate marketing team. “Strut-your-stuff” to 800+ 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 22 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.

WHY EXHIBIT AT ILTCI?

The exhibit hall is the central hub of the ILTCI Conference. Lunches and evening receptions are built into exhibit hall hours. This means our attendees will be walking through the hall accessible to exhibitors for 10 hours over 3 days. An exhibit booth presence is one of the best ways to bring your brand and your solutions front and center for our attendees that you aim to market to.

EXHIBITING AT A GLANCE

10 Hours of Exhibiting
Time over 3 days

SUNDAY, 3/12/2023

12:00 pm – 5:00 pm
Exhibit set up

5:00pm – 7:00pm
Evening Reception in Exhibit Hall

MONDAY, 3/13/2023

12:00 pm – 2:00 pm
Lunch in Exhibit Hall

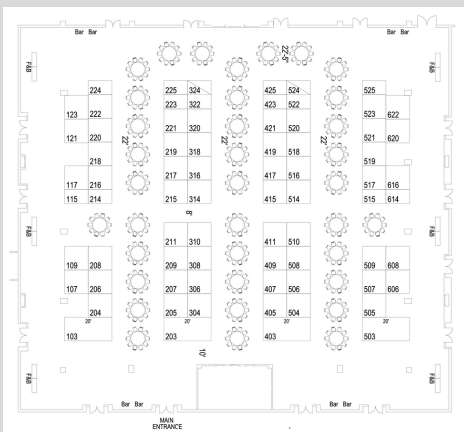
5:00pm – 7:00pm
Evening Reception in Exhibit Hall

TUESDAY, 3/14/2023

12:00 pm – 2:00 pm
Lunch in Exhibit Hall

5:00pm – 7:00pm
Evening Reception in Exhibit Hall

7:00pm onward
Exhibitor Tear Down



Questions? Contact us at
info@iltciconf.org

EXHIBITING

At the 2023 ILTCI Conference...

YOUR EXHIBIT FEE INCLUDES

- Complimentary conference registration for 2-4 booth personnel who you must register online.
- Full attendee access to all meals, the exhibit hall, educational sessions, and general sessions presented at the conference.
- Exhibitor listing in the conference mobile app to include a logo, description, website link, LinkedIn link, and company contact info.
- Company listing on the Exhibitor page of the conference website which includes a link to your website.
- Post-conference mailing list of attendees.

BOOTH OPTIONS

Mini Booth - 6x10 with 2 Registrations Included

Price is \$2,000 through 11/23/2022

The Mini Booth includes a 4 foot table with cloth covering, two chairs, printed company name on an overhead sign, a wastebasket, and wifi within the exhibit hall. Mini booths will be located together on the back wall of the exhibit hall.

Standard Booth - 10x10 with 4 Registrations Included

Price is \$3,500 through 11/23/2022

The Standard Booth includes a 6 foot table with cloth covering, two chairs, printed company name on an overhead sign, a wastebasket, and wifi within the exhibit hall.

Large Booth - 20x10 with 4 Registrations Included

Price is \$5,200 through 11/23/2022

The Large Booth includes a 6 foot table with cloth covering, four chairs, printed company name on an overhead sign, two wastebaskets, and wifi within the exhibit hall. Large Booths have priority location selection, usually picking a prominent center island entrance location.

BOOTH SELECTION PROCESS

Booth Selections will be completed based on Booth Size, Sponsor level (if any) and in order by Application Date. Exhibitor fees must be paid in full to select a booth location. We anticipate booth selections to begin in December.

REFUNDS AND CANCELLATIONS

Cancellation requests received by December 15, 2022 will receive a full refund minus a \$300 administrative fee. Cancellations received after December 15, 2022 shall not result in a refund. All promotional materials, logo, and company name will be removed from the ILTCI website and Mobile App.

SPONSORING AT A GLANCE

Put your company front and center at ILTCI 2023. Increase brand awareness and get noticed by decision makers in your target market.

The who's who of LTC are sure to be at the year's best attended conference for our industry. Don't miss out on these opportunities to make a great first impression, or to gain notoriety as an up and comer.

ARE YOU LOOKING FOR NEW CUSTOMERS & OPPORTUNITIES?

Expand Your Company's Visibility & Support in 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.

Questions? Contact us at
info@iltciconf.org

SPONSORING

At the 2023 ILTCI Conference...

YOUR SPONSOR FEE INCLUDES

- For your registrants: full attendee access to all meals, the exhibit hall, educational sessions, and general sessions presented at the conference.
- Sponsor listing in the conference mobile app to include a logo, description, website link, LinkedIn link, and company contact info.
- Company listing on the Sponsor page of the conference website which includes a link to your website.
- Social Media Thank You Post on LinkedIn - Individual for Diamond, grouped for other levels.
- Priority Booth selection if your company adds on a booth.
- Acknowledgement at the Opening Session of ILTCI.
- Big savings off our regular \$1,045 conference registration fee for your attendees

SPONSOR LEVEL OPTIONS

Silver Sponsor

Price is \$3,500 through 11/23/2022

Up to 8 attendees at \$400 each*. Company Name on the Exhibit Hall Entry Unit.

Gold Sponsor

Price is \$5,000 through 11/23/2022

Up to 12 attendees at \$400 each*. Company Name on the Exhibit Hall Entry Unit.

Platinum Sponsor

Price is \$5,500 through 11/23/2022

Up to 15 attendees at \$400 each*. Logo on the Exhibit Hall Entry Unit.

Diamond Sponsor

Price is \$6,000 through 11/23/2022

Up to 18 attendees at \$400 each*. Large logo on the Exhibit Hall Entry Unit. Diamond Sponsor recognition in the footer of conference emails to attendees. Priority access to our top 3 extra sponsorships thru 11/23/2022. Also includes Post-Conference Attendee list.

*Additional attendees may register for only \$625 thru 1/13/2023, and then \$725, under their sponsoring company as a discount on the full \$1,045 price. Only employees of a company may utilize the registration discounts of sponsors.

REFUNDS AND CANCELLATIONS

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CUSTOMIZED SPONSORSHIP OPPORTUNITIES

TRACK SPONSORSHIP - \$4,000 - 7 TRACKS AVAILABLE*

Sponsor an educational track to establish your organization as a thought leader with attendees. Your logo will be featured on a sponsorship slide at the start of all sessions within the track. Your sponsorship of the track sessions will also be listed in the track's session within the mobile app, and noted as the track sponsor on the track mission statement page of our website. *Max of two sponsors per track.

SESSION SPONSORSHIP - \$1,000 PER SESSION

Sponsor an educational track to establish your organization as a thought leader with attendees. Your logo will be featured on a sponsorship slide at the start of the session. Your sponsorship of the session will also be listed on the session within the mobile app.

KEYNOTE SPEAKER SPONSORSHIP - \$7,500 - 1 AVAILABLE*

Lock in your opportunity to briefly address our attendees and introduce the keynote speaker. Your company will receive On-screen brand recognition, Reserved seating during session, One (1) push notification thank you in the app linked to your company, (1) social media thank you post, and attribution on the Keynote Speaker page of our website. *Diamond Sponsors have priority option thru 11/23/2022.

MOBILE APP SPONSORSHIP - \$6,000 - 1 AVAILABLE*

Maintain visibility for your company before and during the conference. We anticipate the app to launch in January 2023. Your logo will be on a banner ad in mobile app linked back to company profile. It will also be included in all Pre/Post-conference mobile app related emails. Also included is One (1) push notification thank you in the app linked to your company, (1) social media thank you post, and attribution on the Mobile App page of our website. *Diamond Sponsors have priority option thru 11/23/2022.

CONFERENCE LANYARDS - \$5,500 - 1 AVAILABLE*

Your logo on the lanyards of attendees includes printing and shipping of the lanyards. Any extras will be sent home with you at the close of the conference. *Diamond Sponsors have priority option thru 11/23/2022.



CUSTOMIZED SPONSORSHIP OPPORTUNITIES

HOTEL KEYCARDS - \$7,000 - 1 AVAILABLE

Your logo on one side of the hotel keycard given out to all attendees staying at our host hotel, the Sheraton Denver Downtown. Price includes printing and shipping of cards.



COFFEE & REFRESHMENT BREAKS - \$5,000 - 1 AVAILABLE

Your logo on coffee cups and refreshment break napkins provided during four (4) session breaks Monday (2) & Tuesday (2). Sponsor attribution included on refreshment break listings within the mobile app and agenda page of the website. Price includes printing and shipping of items.

EXHIBIT HALL OPEN BAR - \$3,000/NIGHT - 2 AVAILABLE

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). One (1) push notification thank you in the app linked to your company, (1) social media thank you post, and attribution on the reception listing in the agenda page of our website. Price includes printing and shipping of items.

EXHIBIT HALL BINGO CARD/PRIZE - \$3,000 - 1 AVAILABLE

Your logo on the bingo card used in the exhibit hall for attendees to visit all booths. A representative from your company will help announce the winner of the exhibit hall grand prize. Also included is one (1) push notification thank you in the app linked to your company, (1) social media thank you post, and attribution on the exhibit hall map page of our website.

WELCOME BAG - \$2,500 - 1 AVAILABLE

Your logo on 500 welcome bags available to all attendees. Price includes printing and shipping of the bags. Any extras will be sent home with you at the close of the conference. You are welcome to stuff collateral within the bags prior to conference kickoff.



WIFI - \$2,000 - 1 AVAILABLE

Your company name as the password for the conference wifi, free to all attendees.

2022 ILTCI SPONSORS

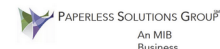
DIAMOND SPONSORS



GOLD SPONSOR



SILVER SPONSORS



2022 ILTCI EXHIBITORS

Aetna
Amada Senior Care
Amramp
Associates of Clifton Park
BIS Consultants, Inc.
Bloominghealth
Brighthouse Financial
Carescout
CareTree
Caringwire
CHCS Services
Claims Bureau USA
ComForCare/AYS Franchise
Systems
Davies Group
Diligence International Group, LLC
eNoah iSolution, LLC
FFSG
Gallagher Re
HeyRenee
HGS Healthcare
Home Instead Inc.
Homethrive, Inc.
Insurance Technologies
Integrity Marketing Group
Life Line Screening
LifeSecure Insurance Company
Lighthouse Life Solutions, LLC
Long Term Solutions
LTC Global, Inc.
LTCG
MassMutual Strategic Distributors
MDI - Management Data, Inc.
MeetCarevigers
Milliman, Inc.
Moody's Analytical
Mutual of Omaha
Mynurse
National Guardian Life Insurance
Company
Nationwide
Nonnatech
Nymbi Science
Oliver Wyman
OneAmerica
OSMO
Paperless Solutions Group, an MIB
Business
Producers Choice Network
PwC
Retirement Genius
SALT Associates, LLC
Securian Financial
Society of Actuaries
The Helper Bees
The Krause Agency
Thrivent Financial
UHAS
wellsaid
WIFS

THE ILTCI CONFERENCE

INSPIRE • LEAD • TRUST
COLLABORATE • INNOVATE

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.