

## REGISTRATION INFORMATION

### CONFERENCE RATES

Member Registration Rate: \$1,000

Non-member Registration Rate: \$1,250

Save \$250 off your registration by becoming a member. Individual membership rate is \$250 and Corporate membership is \$625. Corporate membership allows an unlimited number of attendees with paid conference registration.

#### Registration Cancellation Policy:

Registration cancellation requests received after (January 1, 2018) will be refunded 50%. Registration cancellation requests received after January 15 will not be refunded.

Registration cancellations requests are processed after acknowledged receipt of email to [information@icmg.org](mailto:information@icmg.org) or mail to ICMG, 11130 Sunrise Valley Drive, Suite 350, Reston, VA 20191

## HOTEL INFORMATION

### JW MARRIOTT GRANDE LAKES

4040 Central Florida Parkway  
Orlando, Florida 32737  
Phone: 407-206-2300

Hotel Room Block Rate is \$259 + taxes per night

Room block expires January 9th.

Be sure to check the schedule and stay through Saturday, February 3rd to maximize networking opportunities.

## ICMG ANNUAL CHARITY GOLF TOURNAMENT

Registration Rate: \$195

### THE RITZ-CARLTON GOLF CLUB

The Ritz-Carlton Golf Club®, Orlando, Grande Lakes provides golfers with an experience not typically found in Florida. In designing The Ritz-Carlton Golf Club, Orlando, Grande Lakes, two-time British Open Champion Greg Norman and his team put special emphasis on preserving the area's well-balanced ecosystem, thriving with ponds, wetlands, live oaks, and cypress heads. The result is a breathtakingly beautiful course enhanced by rare natural elements. Wide fairways, strategically placed hazards, generous landing areas, and subtly contoured greens provide a challenging but fair test of a golfer's abilities. Grande Lakes Orlando has been recognized for its commitment to the environment and is pleased to announce that The Ritz-Carlton Golf Club, Orlando, Grande Lakes is a Certified Audubon Cooperative Sanctuary. Endorsed by the United States Golf Association, the Audubon Cooperative Sanctuary Program for Golf Courses provides information and excellence to help golf courses preserve and enhance wildlife habitat, and protect national resources. The course has also been recognized by Golf Course Management Magazine as the National Resort Course winner in the "Environmental Leaders in Golf" contest.

The Ritz-Carlton Golf Club, Orlando, Grande Lakes is a PGA TOUR Challenge event host site.

This is a great chance to play golf on a terrific course, while helping a wonderful cause.



11130 Sunrise Valley Drive  
Suite 350  
Reston, Virginia 20191

## WHY ATTEND

ICMG's Annual Conference is the place to network and get deals done. This program offers the content and networking possibilities that only ICMG is known for – and this year, so much more:

- ▶ Unparalleled networking opportunities with over 300 top-level company leaders and decision makers,
- ▶ An outstanding conference app to manage your connections and your time,
- ▶ Exclusive social events that bring everyone together (3 networking receptions),
- ▶ And this year, we're introducing panel discussions designed to pique your interest and build your business.

## WHO ATTENDS

Senior level executives and decision-makers from insurance carriers, fraternal, and financial organizations, marketing organizations and distributors, operational and sales support providers, and others involved in creating business relationships and strategic alliances.

ICMG members attend the Annual Conference to connect and explore business development opportunities in an environment designed to facilitate networking in structured settings, as well as socially and virtually.

**IMPORTANT NOTE:** ICMG has not authorized any company to contact or represent ICMG for assistance with securing hotel room reservations. Arrangements and payment should be made directly with the hotel link on the ICMG website.



## JW MARRIOTT ORLANDO GRANDE LAKES

4040 Central Florida Parkway  
Orlando, Florida 32737  
Phone: 407-206-2300

<http://www.marriott.com/hotels/travel/mcojw-jw-marriott-orlando-grande-lakes/?scid=bb1a189a-fec3-4d19-a255-54ba596febe2>

Experience unwavering sophistication and world-class service at the award-winning JW Marriott Orlando, Grande Lakes. Located on 500 lush acres, our luxury hotel provides a quiet retreat, yet is a short distance away from Orlando's most exciting attractions. Recharge in our elegant rooms and suites which offer luxury bedding, marble bathrooms, 24-hour room service and internet-ready TVs. Resort dining options include farm-to-table fare at Whisper Creek Farm: The Kitchen, as well as sushi and Italian cuisine. Perfect your swing at our 18-hole golf course, spoil yourself with a spa treatment or relax by the pool and soak up the Florida sun. Those planning an Orlando event have dozens of venues from which to choose – including the unique Whisper Creek Farm. Join us at the JW Marriott Orlando, Grande Lakes.



[www.icmg.org](http://www.icmg.org)



**Keynote Speaker:**

# ANN COMPTON

ABC News White House Correspondent (1973-2014)

Ann Compton's career at ABC News spanned seven presidents and 10 presidential campaigns. Assigned to the White House in 1974, she reported for ABC News broadcasts from Washington and around the globe, traveling with presidents, vice presidents, and first ladies. Ms. Compton is known as a pioneer.

As the first woman assigned to cover the White House on network television and with more than 40 years on the air for ABC News, her longevity and impact are significant. After retiring from daily coverage in 2014, Ms. Compton reignited her career by returning to ABC to cover the 2016 political conventions, as well as accepting a fellowship at Harvard's Kennedy School of Government focusing on media coverage of the 2016 election. She now combines her personal experiences on the White House beat with fresh scholarship from the prestigious Miller Center for presidential studies in Virginia.

Ms. Compton's professional awards and honors are numerous, but you'll be captivated by her charm, wit, and warmth. She's an engaging person with keen intelligence and a wealth of experience, so her better to help ICMG members try to make some sense of what we're hearing out of Washington, DC.



## EXHIBIT OPPORTUNITIES AT THE BEST TRADESHOW IN THE INDUSTRY!

This is your opportunity to have your company in front of industry decision makers. Booths are available at the ICMG Annual Conference but spaces are going fast. Reserve your booth space now by visiting [www.icmg.org](http://www.icmg.org) or contacting the ICMG staff at 703-885-3501.

**RATES:**

**PREMIUM BOOTH (10X10)**

Member Registration: \$2,750

Non-Member Registration: \$3,400

Additional Booth Attendees: \$895.00

**Included with your booth:**

Draped table, 2 chairs and sign

2 conference registrations

Listing on the ICMG event app

5+ hours of dedicated exhibit hall activity

## NEW OPPORTUNITY THIS YEAR!

Titanium Sponsorship (Available!)	\$ 10,000
Platinum Sponsorship (Available!)	\$ 7,500
Gold Sponsorship (Available!)	\$ 5,000
Opening Reception Sponsorship - SOLD	\$ 5,000
Welcome Lunch And Day 1 Breaks (Available!)	\$ 5,000
Keynote Sponsorship - SOLD	\$ 5,000
Speed Networking Sponsorship (Available!)	\$ 3,500
Lanyard Sponsorship - SOLD	\$ 2,500
Day 2 Breakfast Sponsorship (Available!)	\$ 2,500
Pad & Pen Sponsorship (SOLD!)	\$ 1,500

To secure your ICMG 2018 Annual Conference Sponsorship, visit:

[www.icmg.org](http://www.icmg.org)

## SPONSORSHIP OPPORTUNITIES TO SHOWCASE YOUR COMPANY

A variety of event and year-long sponsorship opportunities are available. Seize this opportunity to boost your visibility, get ahead of your competitors and elevate your public profile among industry members.

<p><b>TITANIUM: \$10,000</b></p> <p>Titanium Sponsorship includes five complimentary conference registrations, Networking into the Night sponsorship, one corporate membership, standard booth space, three full-page ads in the Exchange Magazine, one half-page ad in the ICMG Directory, one room drop, premium visibility on the ICMG website; on-site at the conference; and in the conference app, and single use of the attendee mailing list.</p>	<p><b>PLATINUM: \$7,500</b></p> <p>Platinum Sponsorship includes three complimentary conference registrations, one corporate membership, standard booth space, one half-page ad in the ICMG Directory, three half-page ads in the Exchange Magazine, one room drop, and single use of the attendee mailing list.</p>
<p><b>GOLD: \$5,000</b></p> <p>Gold Sponsorship includes two complimentary conference registrations, one corporate membership, one half-page ad in the ICMG Directory, three half-page ads in the Exchange Magazine, the option to provide one promotional item to attendees at Networking into the Night, and single use of the mailing list.</p>	<p><b>WELCOME LUNCHEON AND DAY 1 BREAKS: \$5,000</b></p> <p>Welcome Luncheon and Day 1 Breaks Sponsorship includes two complimentary conference registrations, logo on cocktail napkins at beverage stations during lunch and day 1 afternoon break, logo on signage on lunch buffet tables, logo recognition on the ICMG conference website and in the conference app with link, and single use of the ICMG mailing list.</p>
<p><b>OPENING RECEPTION: \$5,000</b></p> <p>Opening Reception Sponsorship includes two complimentary conference registrations, logo on cocktail napkins used at the bar and with hors d'oeuvres during the reception, logo recognition signage at each bar during the reception, logo recognition on the ICMG conference website and conference app with link, and single use of the ICMG attendee mailing list.</p>	<p><b>SPEED NETWORKING: \$5,000</b></p> <p>Speed Networking Sponsorship includes two complimentary conference registrations, logo on event signage, opportunity to provide a promotional item for each attendee to be distributed at the event, logo recognition on the ICMG conference website and conference app with link, and single use of the ICMG attendee mailing list.</p>
<p><b>KEYNOTE ADDRESS: \$5,000</b></p> <p>Keynote Address Sponsorship includes two complimentary conference registrations, opportunity to address attendees prior to keynote address, opportunity to introduce keynote speaker with ICMG-provided script, logo recognition on the ICMG conference website and conference app with link, and single use of the ICMG attendee mailing list.</p>	<p><b>LANYARD: \$2,500</b></p> <p>Lanyard Sponsorship includes logo on name badge lanyards provided to each attendee, logo recognition on the ICMG conference website and conference app with link, and single use of the ICMG attendee mailing list.</p>
<p><b>DAY 2 BREAKFAST: \$2,500</b></p> <p>Day 2 Breakfast Sponsorship includes logo on cocktail napkins used at beverage station during breakfast, logo recognition signage on buffet tables, logo recognition on the ICMG conference website and conference app with link, and single use of the ICMG attendee mailing list.</p>	<p><b>PAD AND PEN: \$1,500</b></p> <p>Pad and Pen Sponsorship includes logo on notepads and pens set at each seat in the session room, logo recognition on the ICMG conference website and conference app with link, and single use of the ICMG attendee mailing list.</p>

## CONFERENCE AGENDA

NEW SCHEDULE PATTERN THIS YEAR

THURSDAY, FEBRUARY 1ST	
7:30AM - 8:30AM	Golf Registration and Warm Up
8:30AM - Noon	Charity Golf Event to benefit First Tee
11:00AM - 1:00PM	General Registration Meeting Registration
12:30PM - 2:00PM	Welcome Luncheon
2:00PM - 2:30PM	ICMG 2018 Opening General Session
2:30PM - 3:45PM	Ann Compton Keynote Address
3:30PM - 3:45PM	Break
3:45PM - 5:30PM	Member Introductions
5:30PM - 7:30PM	Networking Reception
FRIDAY, FEBRUARY 2ND	
8:30AM - 9:10 AM	Breakfast in Exhibit Hall
9:15AM-10:30AM	Panel Session - InsureTech
9:15AM-10:30AM	Panel Session - Product Innovation: Moving Products from the Drawing Board to the Market Place
10:30AM - 10:45AM	Break
10:45AM - Noon	Panel Session - Regulation Conversation
10:45AM - Noon	Panel Session - Growing Distribution in Challenging Times
Noon - 1:30 PM	Lunch
1:30PM-3:00PM	Speed Networking
3:00PM - 3:15PM	Break
3:15PM - 4:00PM	Product Networking - Current Conversation: Building Connections Through Products and Markets
5:30PM - 7:00PM	Cocktails with Exhibitors
7:00pm - 8:00pm	Exhibitor Tear-Down
7:15PM - 9:45PM	Networking Into The Night Reception