

ARIAS•U.S. 2019 FALL CONFERENCE  
OCTOBER 3-4, 2019

*BACK TO*  
*BROOKLYN*

ARIAS  
U.S.

**25** ANNIVERSARY  
YEARS



# ARIAS•U.S. Heads Back to Brooklyn!

## ***ONLY A BRISK WALK TO THE...***

Brooklyn Bridge Entrance, Transit Museum, Brooklyn Historical Society, Brooklyn Supreme Court, Brooklyn Promenade, Barclays Center, Brooklyn Academy of Music, Jane's Carousel, and More!

...Or enjoy a great meal at a number of restaurants, including Queen restaurant, Dekalb Market, Brooklyn Roasting Company, Bar Tabac Waterfront Ale House, La Defense, Henry's Inn, Circa Brewing Company, Armando's Italian Restaurant, and More!

...Or do some shopping at Dumbo Flea Market, Montague Street, Smith Street, Empire Stores, and More!

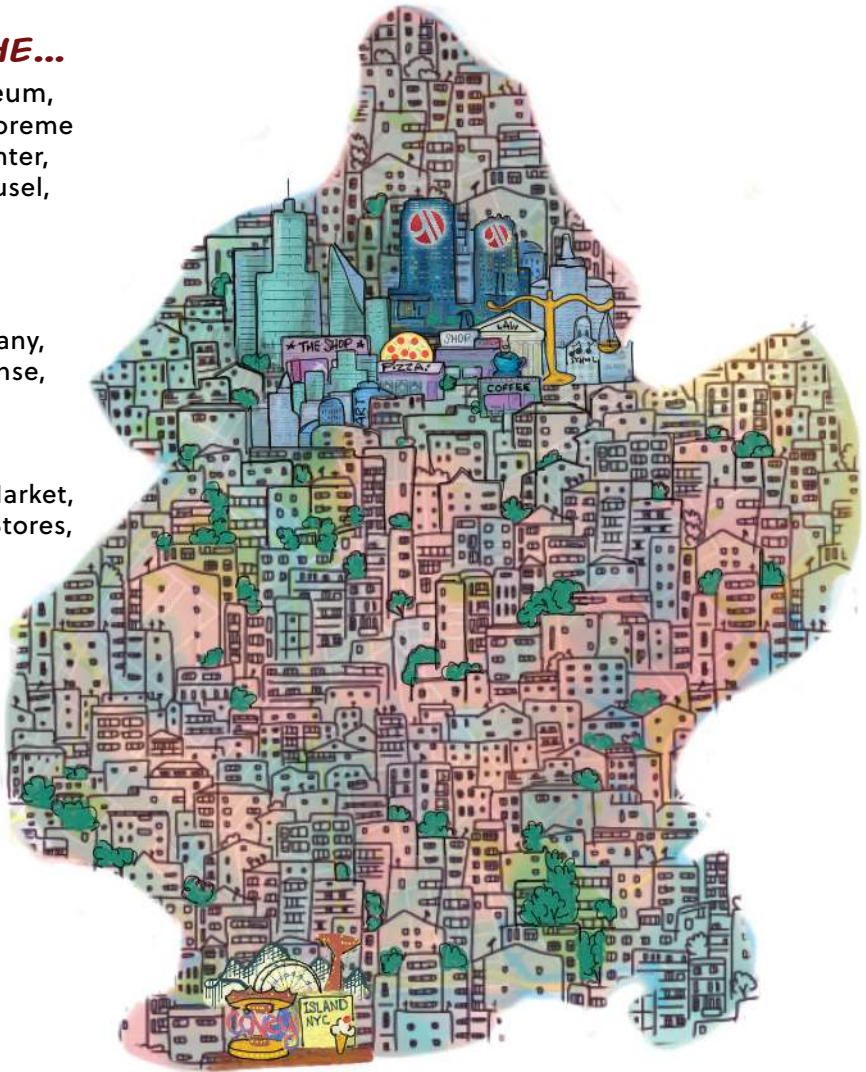
## ***SUBWAY LINE INFORMATION:***

**N R** Court Street, Jay Street Metrotech

**4 5** Borough Hall

**A C F** Jay Street Metrotech

**2 3** Hoyt Street



## ***BECOME A SPONSOR!***

Learn about opportunities to showcase your company at the conference — details begin on page 10.

## ***BOOK YOUR ROOM TODAY!***

### ***HOTEL ACCOMMODATIONS:***

ARIAS•U.S. has secured a block of rooms at a reduced rate at the New York Marriott at the Brooklyn Bridge. To make your room reservation, visit <https://book.passkey.com/event/49920210/owner/13490/home> or call 1-877-303-0104. Reduced rate guest rooms start at \$299. They are on a first-come, first served basis, ending on Monday, September 9, 2019. Be sure to reference the ARIAS • U.S. Fall Conference to receive the reduced rate.

# Welcome from the Conference Program Co-Chairs

Dear Colleagues:

Welcome back to Brooklyn! This conference marks an important milestone, the 25th anniversary of ARIAS•U.S.!

In connection with this, the ARIAS•U.S. Board of Directors has spent part of the last year thinking about and developing a strategic plan for the next twenty-five years. Please join us to discuss the future of ARIAS•U.S. and to hear the strategic plan, which involves making ARIAS a center of expertise for all insurance and reinsurance disputes. In a break with the usual format, the conference will not kick off with a keynote speaker but with a session by the entire ARIAS•U.S. Board of Directors who will discuss the strategic plan and their vision for the next 25 years of ARIAS•U.S.; later in the day, conference attendees will be invited to provide feedback in smaller group sessions.

Consistent with our goal of expanding the footprint of ARIAS•U.S. we will also present panels on:

- Insurance arbitration, including the development of ARIAS•U.S. rules for insurance disputes as well as the views of policyholders' counsel;
- Life reinsurance disputes, which appear to be occurring with increasing frequency;
- Mediation, which is an area where ARIAS•U.S. members could play a far greater role given its growing acceptance and use in re/insurance disputes; and
- U.S. regulations and their impact on transactional and legacy deals.

While enlarging our footprint is a critical goal for the vibrancy of our organization, a core focus will continue to be reinsurance arbitrations, and we will present panels on issues that come into play in almost every reinsurance arbitration including:

- The role of confidentiality in arbitration, especially given recent court decisions;
- What we can learn from other arbitral and judicial forums, including in bench and jury trials; and
- What's Your Reinsurance IQ?

Finally, a key takeaway from the Board's strategic planning sessions is that relationship building is pivotal to the ARIAS•U.S. experience. As well as providing a breakout session on building a brand and developing business, we are also customizing a networking session where company representatives will meet arbitrators and outside counsel on an individual basis to learn more about their practice and expertise. Please note that because arranging these meetings will take some time on our part, this part of the program is only open to attendees who complete their registrations prior to the end of the regular registration period (i.e., on or before September 16th).

Speaking of relationship building brings us back to Brooklyn. That is to say, one of the reasons we are returning to Brooklyn this fall is that member surveys were enthusiastic about the more focused location, which is free from Manhattan's distractions and facilitates what we do best, which is to enhance our existing relationships and to develop new ones.

What better way could there be to kick ARIAS off for another 25 years!

All program materials will be provided electronically in advance. Hard copies will be available on site.

As always, the conference will be conducted in accordance with the ARIAS•U.S. Antitrust Policy, which is available in the "About ARIAS" section of the website, at [www.arias-us.org](http://www.arias-us.org).

See you in Brooklyn!

Sincerely,

Marc L. Abrams  
Attorney, Mintz, Levin, Cohn, Ferris, Glovsky and  
Popeo, P.C.

Stephen M. Kennedy  
Partner, Clyde & Co US LLP

Eridania Perez  
Partner, Squire Patton Boggs (US) LLP

Alysa B. Wakin  
Vice President and Claims Counsel  
Odyssey Reinsurance Company

# ARIAS•U.S. 2019 Fall Conference

## Wednesday, October 2

11:00 a.m. – 1:00 p.m.	<b>Women's Networking Luncheon</b>
12:00 p.m. – 1:00 p.m.	<b>Arbitrator and Umpire Seminar Lunch</b>
1:00 p.m. – 5:00 p.m.	<b>Arbitrator and Umpire Seminar</b>

## Thursday, October 3

7:00 a.m. – 9:00 a.m.	<b>Registration</b>
7:30 a.m. – 8:30 a.m.	<b>Breakfast</b>
8:30 a.m. – 8:40 a.m.	<b>Welcome from the Conference Co-chairs</b>
8:40 a.m. – 10:10 a.m.	<b>ARIAS-U.S.: Strategic Plans for The Next 25 Years</b> On the 25th Anniversary of the formation of ARIAS•U.S., the Board of Directors has advanced a strategic plan for ensuring that ARIAS•U.S. continues to succeed and thrive over the next 25 years. In this panel discussion, the entire Board will share its viewpoints with the membership.
10:10 a.m. – 10:40 a.m.	<b>Morning Refreshment Break</b>
10:40 a.m. – 11:30 a.m.	<b>Rules for the Resolution of Insurance and Contract Disputes—Making an Expanded ARIAS a Reality</b> This session will provide an overview of the new rules and will highlight three key aspects: panel composition, ethical challenges, and option mediation. Next, we will explore the question of where we go from here. What are the next steps to obtaining further buy-in from the policyholder community, brokerage community, insurers and litigating counsel? How can/should ARIAS expand arbitrator certification and mediation training? How are the new rules relevant to ARIAS arbitrators, counsel and clients? <i>Panel: Peter Halprin, Pasich LLP David Ichel, X-Dispute LLC Deirdre Johnson, Squire Patton Boggs (US) LLP Peter Rosen, JAMS Steven Rosenstein, AIG Alysa Wakin, Odyssey Reinsurance Company</i>
11:30 a.m. – 12:20 p.m.	<b>The Life Reinsurance Partnership—Is the Relationship Heading for a Breakup?</b> The reinsurance relationship in the life industry has often been referred to as a life-long commitment. Cedents and reinsurers know that the relationship will span the decades a policy is in force and as a result, the parties have historically resolved their disputes through informal means. But is that changing? This Panel of life industry experts will review the history of life reinsurance, discuss the nature and trends of current key disputes, and forecast how these disputes could affect life reinsurance relationships in the future. The Panel will also examine how ARIAS•U.S. can accommodate the evolving life reinsurance dispute landscape. <i>Panel: Katherine Billingham, Scottish Re Suman Chakraborty, Squire Patton Boggs (US) LLP Susan Mack, Adams and Reese LLP More panelists to be added</i>

# ARIAS•U.S. 2019 Fall Conference

12:20 p.m. – 12:25 p.m.	<b>Announcements from the Executive Director</b>
12:30 p.m. – 2:00 p.m.	<b>Luncheon</b>
1:30 p.m. – 2:00 p.m.	<b>Networking Lounge – Open networking</b>
2:00 p.m. – 2:50 p.m.	<b>Breakout Sessions Round 1</b> <i>See breakout session descriptions on page 7.</i>
3:00 p.m. – 3:50 p.m.	<b>Breakout Sessions Round 2</b> <i>See breakout session descriptions on page 7.</i>
3:50 p.m. – 4:15 p.m.	<b>Afternoon Refreshment Break</b>
4:15 p.m. – 5:05 p.m.	<b>Breakout Sessions Round 3</b> <i>See breakout session descriptions on page 7.</i>
5:05 p.m. – 6:00 p.m.	<b>Annual Meeting and Elections</b>
6:00 p.m. – 8:00 p.m.	<b>Networking Reception</b>

## Friday, October 4

7:30 a.m. – 8:30 a.m.	<b>Breakfast</b>
8:00 a.m. – 8:30 a.m.	<b>Are you interested in volunteering or joining an ARIAS•U.S. Committee? Join us at this time to see how you can get involved.</b>
8:30 a.m. – 9:20 a.m.	<b>Effective Mediation Strategies for Insurance and Reinsurance Disputes</b> This panel will focus on the mediation of insurance disputes from the perspectives of policyholders insurers counsel, and re/insurance mediators. In addition to providing practical guidance on mediation process and advocacy, this panel will examine how mediations affect re/insurance, perceived bars to the mediation of re/insurance disputes, and suggestions for making mediation more attractive to ceding companies and reinsurers. <i>Moderator: Ellen Farrell, Squire Patton Boggs (US) LLP</i> <i>Panel: Benedict M. Lenhart, Covington &amp; Burling LLP</i> <i>Ryan Russell, Allianz US</i> <i>Michael D. Young, JAMS</i>
9:20 a.m. – 10:10 a.m.	<b>Confidentiality—Does it Still Exist? Should it?</b> This session will explore recent case law addressing the issue of confidentiality in reinsurance arbitrations and also provide guidance to practitioners, arbitrators and clients on the state of confidentiality in a typical arbitration. We will also explore whether the ARIAS form should be enhanced in light of recent case law developments as well as broader issues, including the value of confidentiality itself and how arbitrators should treat attempts to use confidential materials from other arbitrations (including rulings) in the arbitrations before them. <i>Moderator: Marc Abrams, Mintz Levin, Cohn, Ferris, Glovsky and Pepeo, P.C.</i> <i>Panel: Timothy Curley, Allianz US</i> <i>Jeanne Kohler, Carlton Fields</i> <i>Elizabeth Mullins, Swiss Re</i> <i>Melanie Rouvray Kampe, Hannover Re</i>

# ARIAS•U.S. 2019 Fall Conference

**10:10 a.m. – 10:35 a.m. Morning Refreshment Break**

**10:35 a.m. – 11:25 a.m. Bench and Jury Trials, ARIAS and Other Arbitral Forums – What We Can Learn from Each Other**

Courts and international arbitration participants marvel at party-appointed arbitrator advocacy, ex parte communication and honorable engagement considerations in ARIAS arbitrations, while ARIAS arbitration participants scratch their heads at black letter law decisions that turn the parties' agreement on its head. Most wonder how a jury can possibly adjudicate a complex reinsurance dispute, and some ask that same question about judges in motion practice, bench trials and appeals. This panel of seasoned veterans who have arbitrated and litigated in domestic and international forums will bring their experience to address the (mis) perceptions of the various systems and discuss why what some view as a negative is actually a positive. The panel will also address how to improve arbitral processes, the roles that ARIAS arbitrators can play in bench and jury trials and international arbitrations, and why the ARIAS stable of experienced (re)insurance arbitrators has been underutilized to date.

*Panel: Mark Chudleigh, Kennedys LLP  
Mary Beth Forshaw, Simpson Thacher & Bartlett LLP  
Stephen Kennedy, Clyde & Co US LLP  
Joshua R. Schwartz, Chubb  
Kim Wilkerson, AXA XL Bermuda*

**11:25 a.m. – 12:15 p.m. Ethics Session**

Game on! This game style presentation will be sure to keep you entertained. And you will almost certainly learn a thing or two about ethics along the way.

**12:15 p.m. – 12:20 p.m. Closing Remarks**

*Mike Frantz, Munich RE*

## THANK YOU TO OUR SPONSORS



Lanyards



Women's Networking Luncheon



25th Anniversary Swag



Branded Networking Lounge Area

**NY CLE CREDIT:** A maximum of eight hours of Continuing Legal Education credits are available to those who attend this conference, which breaks down as follows: 1.0 CLE credits for Ethics and 8.0 CLE credits for Areas of Professional Practice. This program is structured for both newly admitted attorneys and experienced attorneys. Sign-in and sign-out sheets will verify attendance at all sessions and will be the basis upon which certificates of attendance will be prepared and sent, but certification of completed credit hours to CLE Boards is the responsibility of each attorney.

## BREAKOUT SESSIONS DESCRIPTIONS

### **Breakout Option 1: Bespoke Networking Session**

In this customized networking session, we will connect client representatives with arbitrators and outside counsel but on an individual basis. Please note that because customized meetings are time consuming to set up, this session will only be open to arbitrators and counsel who register for the conference by September 16th. So please get those registrations in!

### **Breakout Option 2: Round Pegs in Round Holes: Effectively (and ethically) Marketing, Evaluating, and Selecting Arbitrators in a Changing World**

As we approach the third decade of the new century, ARIAS is looking to an expanded future. And, the pool of qualified arbitrators keeps growing. Thus, few arbitrators can simply wait for the phone to ring, while users have opportunities to go beyond the "usual suspects." But how to market effectively? How to choose confidently? This session explores, from the viewpoints of arbitrators, companies, and counsel, what works, what doesn't work, what hasn't been tried, and what's ethical (or not). In addition, we'll explore what's new for buyers and sellers in the age of social media. We'll have interactive discussion among attendees and with the Panel.

*Panel:* David A. Attisani, Choate, Hall & Stewart LLP  
Charles Ehrlich, ARIAS-U.S. Certified Arbitrator  
Michael Frantz, Munich RE  
Mark S. Gurevitz, MG Re Arbitrator & Mediator Services LLC  
Larry P. Schiffer, Squire Patton Boggs (US) LLP

### **Breakout Option 3: What's Your Reinsurance IQ?**

We're all members of an elite organization focused on the highly professional resolution of commercial disputes. Much of our attention, historically, has been given to questions of reinsurance involving insurers and their reinsurance counter-parties. We consider the many facets of reinsurance, including its practices, transactions, financial effects, accounting peculiarities, legal considerations, and jargon. We must be highly expert in all aspects of the business, from its big-picture questions to its minutiae. But how expert are we really? Join this session and find out.

*Panel:* John Chaplin, Compass Reinsurance Consulting LLC  
John Dore, Sheridan Ridge Advisers LLC  
Sandy Hauserman, Stones River Consulting LLC

### **Breakout Option 4: New Beginnings: U.S. Regulation is Generating More Flexibility for Transactional and Legacy Deals-The Who, What, Where, Why and How of Insurance Division and Business Transfer Laws**

This presentation is designed to build on previous presentations on this extremely important topic and address why these laws exist and what they actually will do, the challenges to completion of a division or transfer, what a divided company might look like, how companies are expected to use these new tools, and how divisions and transfers relate to the potential impact on reinsurance and reinsurance disputes.

*Panel:* Martin Cillick, Allstate Insurance Department  
Buddy Combs, Oklahoma Insurance Department  
Luann Petrellis, Insurance Industry Consultant  
Allison Tam, Willkie Farr and Gallagher LLP

### **Breakout Option 5: ARIAS•U.S.: The Next 25 Years Small Group-Engagement and Discussion**

*In these group discussions board members will host smaller breakout sessions designed to obtain the membership's candid feedback on the strategic plan proposed earlier in the schedule. The Board looks forward to vigorous discussion geared toward ensuring a thriving organization.*

***Make your breakout selections on your registration form!***

# 2019 ARIAS•U.S. PROGRAMS

DETAILS FOR ALL EVENTS ARE ON THE ARIAS•U.S. WEBSITE  
ARIAS-US.ORG

## 2019 WEBINAR PROGRAM

SEPTEMBER 18 —

*Price Optimization and Unfair Rate Discrimination: Emerging Regulatory and Litigation Issues in the Era of "Big Data"*

DECEMBER — *Details to be announced*

## 2019 WORKSHOPS & SEMINARS

### OCTOBER 2 — **ARBITRATOR & UMPIRE SEMINAR**

Half-day session (1:00 - 5:00 p.m.); includes lunch starting at 12:00 p.m.  
Counts towards ARIAS-U.S. certification educational seminar credit.  
New York Marriott at the Brooklyn Bridge, N.Y.

*Arbitrators and umpires play different roles in the typical U.S. reinsurance arbitration. This year's seminar will focus on the difference in those roles as they impact key decision points on the road to a hearing. The faculty for this program are arbitrators who have extensive experience both in the role of a party-arbitrator and in the "middle chair" and will feature a lively discussion of how their role in a particular case impacts their approach to the hard decisions.*

### NOVEMBER 6 — **INTENSIVE ARBITRATOR TRAINING WORKSHOP**

Full-day program, with lectures and mock arbitrations. Counts towards ARIAS-U.S. initial educational seminar credit. (Does not count toward renewal credits.)  
8:30 a.m. – 4:30 p.m. ET | Troutman Sanders LLP, 875 Third Avenue, New York, NY 10022

ARIAS-US.ORG





# 2019 Fall Conference Registration Form

(a separate form is required for each attendee)

Prefix: Mr. / Mrs. / Ms. First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_

Badge First Name (ie, Bob for Robert): \_\_\_\_\_ ☐ I am a First-Time Attendee

Which best describes your participation at the conference? Check all that apply: ☐ Law Firm ☐ Company ☐ Arbitrator

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

Street Address: \_\_\_\_\_ Suite/Floor: \_\_\_\_\_

City: \_\_\_\_\_ State/Province: \_\_\_\_\_ Postal Code: \_\_\_\_\_ Country: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

I would like to earn CLE credits for the following state (mark all that apply): ☐ for IL CLE, please provide a 7-digit ARDC

Number \_\_\_\_\_ ☐ NY ☐ PA ☐ Other: \_\_\_\_\_

ADA or Special Needs: \_\_\_\_\_

Dietary Restrictions: ☐ Vegetarian ☐ Vegan ☐ Kosher ☐ Gluten-Free

Food Allergies: \_\_\_\_\_

Emergency Contact Name: \_\_\_\_\_ Phone: \_\_\_\_\_

ARIAS-U.S. posts on the conference page of the website the list of registrants including attendee name, organization, city, and state. Please indicate your preference to be included on this list. ☐ Yes, include me. ☐ No, do not include me on this list.

## ARIAS-U.S. 2019 Fall Conference Registration Fees

(please circle your fee):

Registrant Type	Early (due August 14)	Regular (due September 16)	Late (Onsite)
Member*	\$1,125.00	\$1,175.00	\$1,275.00
Non-member**	\$1,475.00	\$1,525.00	\$1,625.00

\*Members include designated corporate representatives and individual members.

\*\*Non-members may apply for membership and receive member rates. Application is available online through the Membership section of the website.

**Member/Non-member registration fee includes:** Meeting costs, program materials, coat check, two breakfasts, one luncheon, and one cocktail reception. Only conference attendees and guests registered in advance may attend the meals and reception. All registrants will be provided a name badge to wear during the conference. For security purposes, you will be required to wear your name badge at all times during conference activities. **Not included in registration fee:** Travel and lodging.

### CALCULATE YOUR TOTAL DUE:

CONFERENCE REGISTRATION FEE: \$ \_\_\_\_\_

#### GUEST RATES\*

Please select below if you are inviting a guest to attend meals and reception only

\$240 Guest – All Meals: \$ \_\_\_\_\_

\$55 Guest Breakfast Ticket – Thursday, 10/3: \$ \_\_\_\_\_

\$65 Guest Lunch Ticket – Thursday, 10/3: \$ \_\_\_\_\_

\$75 Guest Reception Ticket – Thursday, 10/3: \$ \_\_\_\_\_

\$45 Guest Breakfast Ticket – Friday, 10/4: \$ \_\_\_\_\_

Guest Name: \_\_\_\_\_

Please list any dietary restrictions of Guest: \_\_\_\_\_

**TOTAL DUE:** \$ \_\_\_\_\_

### BREAKOUT SESSION SELECTION – THURSDAY, OCTOBER 2, 2019:

Please rank your top three (3) breakout topics in order of preference with "1" being your first choice of interest. (Visit the ARIAS-U.S. Fall Conference website for topic descriptions.)

1. Bespoke Networking Session
2. Round Pegs in Round Holes: Effectively (and ethically) Marketing, Evaluating, and Selecting Arbitrators in a Changing World
3. What's Your Reinsurance IQ?
4. New Beginnings: U.S. Regulation is Generating More Flexibility for Transactional and Legacy Deals: The Who, What, Where, Why and How of Insurance Division and Business Transfer Laws

## PAYMENT INFORMATION

You may register for the 2019 ARIAS-U.S. Fall Conference online at [www.arias-us.org](http://www.arias-us.org) or complete the following credit card information and submit the form to: ARIAS-U.S., 7918 Jones Branch Drive, Suite 300, McLean, VA 22102 or via fax 703-506-3266 or via email [info@arias-us.org](mailto:info@arias-us.org). For payment by check, please make the check payable to ARIAS-U.S. (Fed ID #13-3804860) and send to: *By First Class mail:* ARIAS-U.S., 6599 Solutions Center, Chicago, IL 60677-6005; *By Overnight mail:* ARIAS-U.S., Lockbox #776599, 350 E. Devon Ave., Itasca, IL 60143

Credit Card #: \_\_\_\_\_

Exp Date: \_\_\_\_ / \_\_\_\_ Billing Zip Code: \_\_\_\_\_ Sec Code: \_\_\_\_\_

Name as it appears on card: \_\_\_\_\_

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

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



## 2019 ARIAS•U.S. Fall Conference 25<sup>th</sup> Anniversary Sponsorship Opportunities

ARIAS•U.S. (AIDA Reinsurance & Insurance Arbitration Society) is the leading not-for-profit trade association for the insurance and reinsurance industry. ARIAS•U.S. promotes excellence, advancement, and education around insurance and reinsurance alternative dispute resolutions as well as provides a pool of certified arbitrators. Membership is open to law firms, corporations, and individuals interested in helping to achieve the goals of the Society.

For ARIAS•U.S.'s 25<sup>th</sup> Anniversary, the Fall Conference will take place on Thursday, October 3, and Friday, October 4, 2019, at the Marriott New York Brooklyn Bridge hotel in Brooklyn, NY. This two-day conference will include general sessions, breakout sessions, breakfast, lunch, and networking events. Expected attendance is 350.

### Why You Should Be Involved

Involvement with ARIAS•U.S. provides your company with:

- Brand exposure to this lucrative target market before, during, and after the event;
- The opportunity for your company to interact with ARIAS•U.S. leadership and core supporters; and
- A win-win scenario for your company, your target audience, and ARIAS•U.S.

**Sponsorship opportunities are customizable**, so if you don't find the opportunity that's perfect for your company, please contact us!



### ARIAS•U.S.

7918 Jones Branch Drive, Suite 300 • McLean, VA 22102  
Tel: 703-574-4087 • Fax: 703.506.3266 • Email: [smeier@arias-us.org](mailto:smeier@arias-us.org)

## Networking, Meals, & Reception Sponsorship Opportunities

### ***Networking Breakfasts – Thursday, October 3, and Friday, October 4, 2019***

***(\$3,000 per sponsor, 2 opportunities available)***

The Thursday Networking Breakfast starts the day off with an array of fresh fruit, baked goods, and piping hot beverages while attendees have the opportunity to leisurely catch up with colleagues. The Friday Networking Breakfast is also a great chance to raise brand awareness for your company as attendees continue to network before the final sessions. Take this opportunity for your company to have signage right by each food and beverage station as guests linger over coffee and a hearty breakfast before they head back home.



### ***Networking Breaks – Thursday, October 3, and Friday, October 4, 2019***

***(\$2,500 per sponsor, 3 individual opportunities available)***

If ever there was a group that takes their networking breaks seriously, it would be the ARIAS Conference attendees. Take this opportunity for your company to have signage right by each food and beverage station as guests linger over coffee and talk shop.



**Brooklyn Bridge Luncheon – Thursday, October 3, 2019**

*(\$4,000, exclusive sponsorship)*

There's no better way to grab the attention of each attendee than to sponsor the main meal of the conference—the opening day luncheon. Your sponsorship will have signage around the room acknowledging your company as the luncheon sponsor.



**25<sup>th</sup> Anniversary Evening Reception – Thursday, October 3, 2019**

*(\$5,000, exclusive sponsorship)*

Attendees enjoy drinks and light fare as they mingle with business associates. In addition to signage welcoming the attendees and located around the event space, the sponsor of this reception can take advantage of offering a customized drink incorporating their company brand.

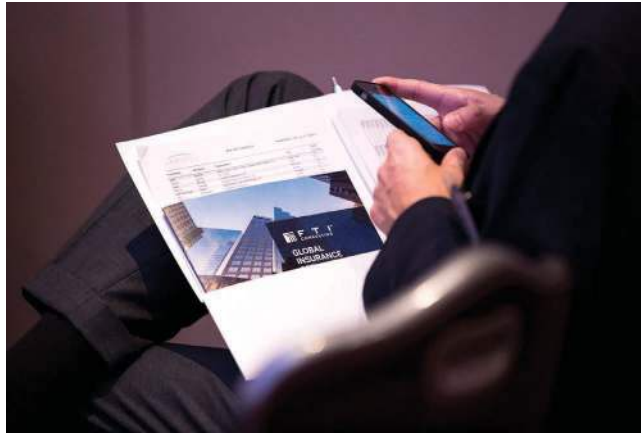


**Women's Networking Event**

*(\$2,500, 2 sponsorships available)*

The Women's Networking Group meets year-round in smaller mentoring circles, virtually and at larger in-person events. The Fall Luncheon is a great chance to get your company's name in front of senior executives and women rising through the ranks. In addition to providing an opportunity for women in the industry to learn more about their colleagues, the meeting offers the occasion to have fun while creating food for thought to bring back to the professional setting.

## Additional 2019 Fall Conference Sponsorship Opportunities



### **25<sup>th</sup> Anniversary Accessory Sponsorship**

**(\$3,000 - \$5,000, 3 sponsorship opportunities available)**

What better way to leave behind your company's brand than with a bit of swag that celebrates the 25<sup>th</sup> anniversary of ARIAS-U.S. Professional gear, playful gadgets, or some useful work tools can be marked with your company's logo.

### **Charging Stations**

**(\$4,000, 2 sponsorships available)**

People rely heavily on mobile technology to stay connected. Whether at trade shows, conferences, or events, mobile devices are often the key to networking opportunities—and the moment the battery runs out, business stops. Take the opportunity to sponsor several mobile charging stations that will provide attendees with a convenient way to get the back-up power they need to stay connected and give your company the chance to raise brand awareness.

### **Conference Lanyards**

**(\$2,500, ~~exclusive sponsorship~~) SOLD**

### **Branded Networking Lounge Area**

**(\$1,000, ~~2 sponsorships available~~) – 1 opportunity left!**

### **Conference Program Advertisements**

**(\$850 – full-page ad, \$500 – half-page ad)**

**All ARIAS•U.S. Fall Conference Sponsors Receive:**

- Logo placement and recognition in marketing collateral, event signage, and onsite materials as a conference sponsor.
- Logo placement and recognition on ARIAS•U.S. Fall Conference webpage with link to your corporate website.
- Logo placement and recognition as a sponsor in ARIAS•U.S. Quarterly Issue – Fall Conference Recap Section.
- Opportunity to include an insert in the Fall Conference registration materials.
- Recognition as a sponsor from the podium at the Opening & Closing General sessions.
- Opportunity to send an e-mail to attendees pre- or post-conference.\* (Sponsor will provide the content and it will be approved by the ARIAS•U.S. Board. Staff will send out on behalf of your company.)

*\*Available to sponsors at the \$4,000 or above level.*

**For more information on the ARIAS•U.S. Sponsorship Opportunities, please contact Sara Meier, Executive Director, ARIAS•U.S., at 703-506-3282 or [smeier@arias-us.org](mailto:smeier@arias-us.org).**

**ARIAS•U.S. is a 501(c)6 organization. Tax Identification Number: 13-3804860.**





## Sponsorship Commitment Form

### EVENT SPONSORSHIP

☐ Networking Breakfasts – \$3,000 per sponsor  
(2 opportunities available)

☐ Brooklyn Bridge Luncheon – \$4,000  
(Exclusive sponsorship)

☐ Networking Breaks – \$2,500 per sponsor  
(3 opportunities available)

☐ Thursday Evening Reception – \$5,000  
(Exclusive sponsorship)

☐ Wifi Sponsorship – \$4,000  
(Exclusive sponsorship)

☐ Charging Stations – \$4,000 per sponsor  
(2 sponsorships available)

☐ ~~Conference Lanyards – \$2,500~~  
(Exclusive sponsorship) **SOLD**

☐ Women's Networking Event – \$2,500 per sponsor  
(2 sponsorships available)

☐ Branded Networking Lounge Area – \$1,000  
per sponsor (**1** sponsorships available)

☐ ~~25<sup>th</sup> Anniversary Accessory Sponsor – \$3,000 – \$5,000~~  
(Exclusive sponsorship) **SOLD**

☐ Conference Program Advertisement  
(\$850 – full-page ad, \$500 – half-page ad)

Contact Person: \_\_\_\_\_

Company or Agency Name: \_\_\_\_\_

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

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

Telephone/Fax/E-mail: \_\_\_\_\_

### Payment Information:

Cancellation Policy: All sponsorship fees are non-refundable.

☐ Invoice or ☐ VISA ☐ AMEX ☐ MasterCard      Grand Total Due: \$ \_\_\_\_\_

CC# & Exp. Date \_\_\_\_\_ / \_\_\_\_\_ CVV: \_\_\_\_\_

Print Name \_\_\_\_\_ Signature \_\_\_\_\_

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