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Brandywine Valley Chapter

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2014 Industry Day  
***Insurance Fraud Prevention  
Summit***

October 24, 2014



**Sponsorship/ Advertiser/  
Exhibitor Information**

Carriage House at Rockwood Park  
610 Shipley Rd.  
Intersection of Washington St.  
Extension and Shipley Rd.  
Wilmington, DE 19809



# Brandywine Valley CPCU Society Chapter I-Day 2014

Dear Risk Management and Insurance Professionals:

On Friday, October 24, 2014, from 7:30am- 2:00pm, the Brandywine Valley Insurance community will come together at the Carriage House at Rockwood Park in Wilmington, Delaware for Industry Day (I-Day), organized by the Brandywine Valley CPCU Society Chapter. This event will draw up to eighty insurance professionals in our community and provide a great opportunity for you to showcase your organization as well as recognize those employees that have earned designations in 2013 & 2014 through The Institutes. To help underwrite the day, various Sponsorship, Exhibition, and Advertisement opportunities exist. Your support is appreciated and will help ensure a successful event.

This year's program includes:

- A panel discussion on fraud from five perspectives; the agent, the underwriter, the special investigation unit, the medical investigation area, and the state.
- Opportunity to earn four Delaware and Pennsylvania Continuing Education credits
- Recognition and celebration of the 2013 and 2014 CPCU and IIA designees
- Networking with leaders of the Brandywine Valley insurance industry
- Keynote Speaker United States Senator Tom Carper, Senior Senator for Delaware

The purpose of the Brandywine Valley Chapter is to support the CPCU Society strategic plan of knowledge, empowerment, and engagement. Your generous contributions will help support the chapter to provide programs that build the future leaders of our industry in the Brandywine Valley area.

We have included a detailed sponsorship levels document with this letter. If you are interested in being a part of this event, please contact me at 302-252-4933 or at [elizabeth.carter@21st.com](mailto:elizabeth.carter@21st.com) I look forward to hearing from you.

Kind regards,

Elizabeth Carter CPCU, AIS, AIT, AINS  
Vice President, Brandywine Valley CPCU Society



Brandywine Valley  
CPCU Society Chapter

**2014 Industry Day**  
**“Insurance Fraud Prevention Summit”**  
**October 24, 2014**

**Program**

7:30am – 8:15am

Breakfast

8:30am – 12:30pm\*

Panel Discussion– *“Fighting Fraud From All Angles”*

Moderator- Ralph Ackerman, President- Brandywine Valley CPCU Society Chapter

**Panel Speakers**

- John Steindl, Vice President, Kimberly Vassel Insurance Services
  - From an Agent Perspective- Client and Coverage
  
- Linda Buckley, Automobile Underwriting Fraud Prevention Specialist, 21st Century Insurance
  - From an Underwriter Perspective- Defining and Combating Fraud
  
- Dan Jaeger, SIU Group Vice President, Chubb Insurance
  - From an Investigator Perspective- Awareness and Recognition
  
- FIFTEEN (15) MINUTE BREAK
  
- David Smith, President, Medical Investigation Group, Inc.
  - From a Medical Provider Perspective - Credentials and Compliance
  
- Gerald R Pepper, Director , and Franklin T Pyle Jr., Deputy Director, DE Department of Insurance Fraud Bureau
  - From a State Perspective- Codes and Trends

*\* Up to Four (4) PA General Continuing Education credits pending approval, and up to Four (4) DE Ethics Continuing Education credits pending approval (which can also be used as general CE credits).*

12:45pm – 2:00pm

Lunch

Recognition of New Designees  
Recognition of Sponsors and Exhibitors  
Keynote Speaker- Senator Tom Carper,  
US Senator for Delaware

For Speaker bios, please visit our website at <https://brandywinevalley.cpcusociety.org/meetings-events/2014-brandywine-valley-i-day>



**Brandywine Valley**  
CPCU Society Chapter

## Brandywine Valley CPCU Society Chapter I-Day 2014 Program Advertising Rates

Have your organization reach many top insurance professionals in the Brandywine Valley! Ads must be received in one of the following formats: jpg, tiff, pdf, eps or bmp. Please see the attached information for sizes and pricing.

**The deadline for payment and your ad copy is September 22, 2014.**

Ad	Maximum Size of Ad	Cost of Ad
Business Card Patron Ad (B&W)		\$25.00
One quarter page (B&W)	<i>4 1/2" wide x 1 3/4" high</i>	\$50.00
Half Page (B&W)	<i>4 1/2" wide x 3 3/4" high</i>	\$75.00
Full Page (B&W)	<i>4 1/2" wide x 7 1/2" high</i>	\$100.00
Full inside back cover (Color)	<i>4 1/2" wide x 7 1/2" high</i>	\$150.00
Full inside front cover (Color)	<i>4 1/2" wide x 7 1/2" high</i>	\$150.00
Full back cover (Color)	<i>4 1/2" wide x 7 1/2" high</i>	\$200.00

Please note that contributions to this Chapter, even if made on behalf of or intended for an organization exempt under §501(c)(3) (i.e., a charity), are not deductible as a charitable donation.



Brandywine Valley CPCU Society Chapter  
 C/O Ralph Ackerman  
 27 Lawson Avenue  
 Claymont, DE 19703  
[www.brandywinevalley.cpcusociety.org](http://www.brandywinevalley.cpcusociety.org)

# Brandywine Valley CPCU Society Chapter I-Day 2014 Program Advertising

Please mail this form with check or credit card information payable to Brandywine Valley CPCU

Brandywine Valley CPCU Society Chapter  
C/O Ralph Ackerman  
27 Lawson Avenue  
Claymont, DE 19703

Or you may make payment by visiting our website.

[www.brandywinevalley.cpcusociety.org](http://www.brandywinevalley.cpcusociety.org) and go to the I-Day section

Questions: tel# 302-252-4933

Email ads to: [elizabeth.carter@21st.com](mailto:elizabeth.carter@21st.com). Ads must be received in one of the following formats: jpg, tiff, pdf, eps or bmp.

**The deadline for payment and your ad copy is September 22, 2014.**

TYPE OF ADVERTISEMENT: \_\_\_\_\_

Firm: \_\_\_\_\_

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

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

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

Enclosed is our check for \$ \_\_\_\_\_ or

VISA# \_\_\_\_\_

MC# \_\_\_\_\_

AMEX# \_\_\_\_\_

NAME ON CARD \_\_\_\_\_

EXPIRATION DATE \_\_\_\_\_ SECURITY COE \_\_\_\_\_

SIGNATURE \_\_\_\_\_

Please note that contributions to this Chapter, even if made on behalf of or intended for an organization exempt under §501(c)(3) (i.e., a charity), are not deductible as a charitable donation.

## Brandywine Valley CPCU Society Chapter I-Day 2014 Sponsorship Rates

The net proceeds of your sponsorship will enable the Brandywine Valley Chapter to provide programs that build the future leaders of our industry in the Brandywine Valley area

<p><b><u>Platinum Level:</u></b></p> <ol style="list-style-type: none"> <li>1. A Table which includes all-day registration for 8 people at I-Day</li> <li>2. A full page B &amp; W Ad in the official I-Day program</li> <li>3. Recognition at lunch as Platinum Level Sponsor</li> <li>4. Your logo on the Brandywine Valley CPCU Web-Site</li> <li>5. Your logo on PowerPoint show at I-Day</li> </ol>	<p><b>\$650.00</b></p>
<p><b><u>Gold Level:</u></b></p> <ol style="list-style-type: none"> <li>1. All-day registration for 4 people at I-Day</li> <li>2. A full page B &amp; W Ad in the official I-Day program</li> <li>3. Recognition as Gold Level Sponsor during Session</li> <li>4. Your logo on the Brandywine Valley CPCU Web-Site</li> <li>5. Your Logo on PowerPoint show at I-Day</li> </ol>	<p><b>\$400.00</b></p>
<p><b><u>Silver Level:</u></b></p> <ol style="list-style-type: none"> <li>1. All-day registration for 2 people at I-Day</li> <li>2. Half page B &amp; W Ad in the official I-Day program</li> <li>3. Recognition as Silver Level Sponsor during Breakfast</li> <li>4. Your logo on the Brandywine Valley CPCU Web-Site</li> <li>5. Your Logo on PowerPoint show at I-Day</li> </ol>	<p><b>\$250.00</b></p>
<p><b><u>Bronze Level:</u></b></p> <ol style="list-style-type: none"> <li>1. All-day registration for 1 person at I-Day</li> <li>2. One quarter B &amp; W Ad in the I-Day program</li> <li>3. Your logo on the Brandywine Valley CPCU web-Site</li> <li>4. Your Logo on PowerPoint show at I-Day</li> </ol>	<p><b>\$150.00</b></p>

Please note that contributions to this Chapter, even if made on behalf of or intended for an organization exempt under §501(c)(3) (i.e., a charity), are not deductible as a charitable donation.



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C/O Ralph Ackerman  
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[www.brandywinevalley.cpcusociety.org](http://www.brandywinevalley.cpcusociety.org)

# Brandywine Valley CPCU Society Chapter I-Day 2014 Sponsorship

Please mail this form with check or credit card information payable to Brandywine Valley CPCU

Brandywine Valley CPCU Society Chapter  
C/O Ralph Ackerman  
27 Lawson Avenue  
Claymont, DE 19703

Or you may make payment by visiting our website:  
[www.brandywinevalley.cpcusociety.org](http://www.brandywinevalley.cpcusociety.org) Questions: tel# 302-252-4933

For Platinum, Gold, and Silver Level Sponsorships, email ads to:  
elizabeth.carter@21st.com. Ads must be received in one of the following formats: jpg, tiff, pdf, eps or bmp.

**The deadline for payment and your ad copy is September 22, 2014.**

**LEVEL OF SPONSORSHIP:** \_\_\_\_\_

Firm: \_\_\_\_\_

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

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

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

Enclosed is our check for \$ \_\_\_\_\_ or

VISA# \_\_\_\_\_

MC# \_\_\_\_\_

AMEX# \_\_\_\_\_

NAME ON CARD \_\_\_\_\_

EXPIRATION DATE \_\_\_\_\_ SECURITY CODE \_\_\_\_\_

SIGNATURE \_\_\_\_\_

Please note that contributions to this Chapter, even if made on behalf of or intended for an organization exempt under §501(c)(3) (i.e., a charity), are not deductible as a charitable donation.

# **Brandywine Valley CPCU Society Chapter I-Day 2014 Exhibitor Prospectus**

**When:** October 24, 2014

**Exhibit hours:** 7:30 AM to 2:30 PM

**Where:**

Carriage House at Rockwood Park

610 Shipley Rd., Intersection of Washington St. Extension and Shipley Rd.  
Wilmington, DE 19809

**Questions? Telephone:** (302) 252-4933

**Email:** elizabeth.carter@21st.com

## **EXHIBIT AREA INFORMATION - 8' wide space**

### **LOCATION & COSTS:**

**Each exhibitor will have 8' wide space. Exhibitor registration will include two full I-Day registrations. Additional registrations may be purchased at the regular price.**

Early-bird Exhibitor Registration (received by August 31, 2014) \$200.00

Regular Exhibitor Registration (received after August 31, 2014) \$250.00

### **EXHIBIT REGISTRATION DEADLINE**

The deadline for reserving exhibit space is Oct 10, 2014. No refunds will be given for cancellations after this date.

### **SETUP & TEARDOWN:**

Exhibitors may set up their tables on October 24, 2014 between 7:00 AM and 7:30 AM. Exhibits must be dismantled no earlier than 1:30 p.m. on Friday, October 24, 2014. Teardown must be completed by 3:00 PM.





# Brandywine Valley CPCU Society Chapter I-Day 2014 Exhibitor Agreement

Firm: \_\_\_\_\_

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

Telephone: \_\_\_\_\_ Email: \_\_\_\_\_

## **EXHIBIT FURNISHINGS & FIXTURES**

1. 8' wide' display area with a 6' draped table.
2. Two chairs

If you need additional furnishings & fixtures, please contact Elizabeth Carter at 302-252-4933

## **RESTRICTIONS:**

No attachments of any kind are to be made to any part of the building. Combustible gas or fluids or any open flame apparatus is not permitted. Printed advertising may be distributed by exhibitors from within the confines of the assigned booth space only. Audio devices must not interfere with other exhibitors.

## **SHIPMENT OF EXHIBITS:**

The Carriage House will not accommodate advance shipments to the facility. Displays should be brought on the day of the event.

## **PUBLIC ADDRESS EQUIPMENT:**

The use of PA equipment or self-contained message repeating devices must be approved by the Brandywine Valley CPCU Chapter.

## **LIABILITY:**

Although the Brandywine Valley CPCU Chapter and Carriage House will make reasonable efforts to make the exhibit area secure, neither the Brandywine Valley CPCU Chapter, as an association and corporation, the employees or members thereof, nor the Carriage House owners, managers and employees thereof, will be responsible for injury, loss or damage that may occur to the exhibitor, the exhibitor's employees or property prior to, during, or subsequent to the period mentioned in the exhibit contract. The Brandywine Valley CPCU Chapter also will not be responsible for the payment of any fees or assessments due to BMI, ASCAP or any other organization for the playing of music by any exhibitor or exhibitor's employees in the exhibit area. The exhibitor, upon signing this form, expressly releases the Brandywine Valley CPCU Chapter, its members, and Carriage House from any and all claims for loss, damage, or injury. Exhibitors desiring to carry insurance must place it at their own expense.

# Brandywine Valley CPCU Society Chapter I-Day 2014 Exhibitor Agreement

## Payment Calculation:

Exhibit Table Fee ( \$200 until 8/31/2014, \$250 after 8/31/2014) \$ \_\_\_\_\_

Two I-Day registrations	Included
One 8' wide exhibit space	Included
One 6 foot draped table	Included
Two Chairs	Included

## Optional items:

Additional 6 ft. draped table (limit 1) \$20 (\$30 after 10/10/14) \$ \_\_\_\_\_

If you need additional furnishings and fixtures, please contact Elizabeth Carter;  
[elizabeth.carter@21st.com](mailto:elizabeth.carter@21st.com) or 302-252-4933

**TOTAL PAYMENT ENCLOSED** \$ \_\_\_\_\_

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Brandywine Valley CPCU Society Chapter  
C/O Ralph Ackerman  
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Or you may make payment by visiting our website: [www.brandywinevalley.cpcusociety.org](http://www.brandywinevalley.cpcusociety.org)

Questions: contact Elizabeth Carter at [elizabeth.carter@21st.com](mailto:elizabeth.carter@21st.com) or 302-252-4933

Enclosed is our check for \$ \_\_\_\_\_ or

VISA# \_\_\_\_\_

MC# \_\_\_\_\_

AMEX# \_\_\_\_\_

NAME ON CARD \_\_\_\_\_

EXPIRATION DATE \_\_\_\_\_ SECURITY CODE \_\_\_\_\_

SIGNATURE \_\_\_\_\_

**Please return this entire document with your payment!**

(Exhibitor Agreement Page 2 of 2)



Brandywine Valley Chapter

# Brandywine Valley CPCU Society Chapter I-Day 2014 Exhibitor Registration

**Exhibit date and time:** Friday, October 24, 2014 7:30am- 2:30pm

**Exhibit location:**

Carriage House at Rockwood Park  
610 Shipley Rd., Intersection of Washington St. Extension and Shipley Rd.  
Wilmington, DE 19809

**Exhibit space:** 8' wide display area with a draped 6 foot table

**Exhibit fee:** \$200, including two I-Day registrations (until 8/31/14)  
\$250 (registration payments received after 8/31/14)

Full Name of Exhibiting Company: \_\_\_\_\_

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

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

Business Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

The Exhibitor and all booth representatives agree to abide by all exhibit terms, conditions and regulations set forth in the exhibit information, exhibit agreement and exhibit application pages of this document.

**PERSON AUTHORIZING EXHIBIT TABLE SPACE:** \_\_\_\_\_

**SIGNATURE DATE:** \_\_\_\_\_

**EXHIBIT LISTING TO READ:** \_\_\_\_\_

**DESCRIPTION OF PRODUCT OR SERVICE TO BE DISPLAYED:** \_\_\_\_\_

**PRIMARY BOOTH REPRESENTATIVE:** \_\_\_\_\_

(Include designations)

**Badge name for primary booth representative:** \_\_\_\_\_

**ADDITIONAL BOOTH REPRESENTATIVE:** \_\_\_\_\_

(Include designations)

**Badge name for additional booth representative:** \_\_\_\_\_

*P.S. - Please share this information with your co-workers and other insurance professionals*