




# IAI 23 PROSPECTUS

# BRANDING SPONSORSHIPS + EXHIBITS

2000+  
  
ATTENDEES

PREMIER | CORE | VALUE | MILITARY

INDUSTRY SUPPLIERS | INTERNATIONAL BUSINESS

120+  
  
COUNTRIES  
REPRESENTED

PREMIER MEMBERS HAVE FIRST PICK!

 UPGRADE YOUR MEMBERSHIP STATUS  
CONTACT JULIA O'CONNOR AT  
[membership@iamovers.org](mailto:membership@iamovers.org)

IAI  SAFE

| INTERNATIONAL ASSOCIATION OF MOVERS

# IMPORTANT INFORMATION

## ENTRY REQUIREMENTS TO CANADA



Official information about entry to Canada can be found on the Government of Canada [website](#). U.S. Passport holders do not need a visa to enter Canada.

The visa application process can take several months, so IAM encourages attendees to apply for visas as early as possible.

IAM is unable to contact Canadian embassies in support of an individual attempting to gain entry into Canada to attend the IAM Annual Meeting & Expo.

### VISAS

Not sure if you need a visa to visit Canada? Please visit the [Canada Immigration and Citizenship page](#).

For more VISA information, please visit the [Canada VISA page](#) on our website.

### IAM's guidelines for providing invitation letters are as follows:

- Invitation letters will only be issued to members who have registered for the full conference.
- The letter will be available in your confirmation email.
- If a visa is denied, IAM will refund according to our cancellation and refund policy.
- The invitation letter does not financially obligate IAM in any way. All expenses incurred in relation to the IAM Annual Meeting & Expo are the sole responsibility of the attendee.
- IAM is not authorized to assist with the visa process beyond providing an invitation letter.

### COVID-19 REQUIREMENT FOR AIR TRAVEL FROM CHINA, HONG KONG, AND MACAO

As of January 5, all air travelers, 2 years of age and older, arriving from the People's Republic of China, Hong Kong or Macao must show a negative COVID-19 test result, taken no more than 2 days before their departure, to the airline to board their flight. For more information and to stay up to date, please visit the Government of [Canada Travel and Testing page](#).

## THANK YOU TO OUR 2022 SPONSORS!

### BRANDING

**CARELINE**  
Moving & Storage



**M. DYER GLOBAL**  
MOVING | LOGISTICS | STORAGE



### GOLD



# IMPORTANT INFORMATION

## SALES BEGIN

**WEDNESDAY, APRIL 5**

**FOR PREMIER MEMBERS ONLY**

Not a premier member? Upgrade your membership status by contacting Julia O'Connor at [membership@iamovers.org](mailto:membership@iamovers.org).

**WEDNESDAY, APRIL 12**

**FOR CORE MEMBERS**

**WEDNESDAY, APRIL 19**

**FOR VALUE MEMBERS**

TENTATIVE

## EXPO HALL HOURS & ACTIVITIES

**DO NOT BOOK APPOINTMENTS IN THE EXPO HALL DURING NON-ATTENDEE HOURS**

**SATURDAY, OCT. 7**

SET UP

10:00 AM - 6:00 PM

**SUNDAY, OCT. 8**

SET UP

10:00 AM - 5:00 PM

**MONDAY, OCT. 9**

EXPO HALL OPEN TO EXHIBITORS ONLY

8:00 AM - 10:00 AM

OPEN TO ATTENDEES

10:00 AM - 6:00 PM

**TUESDAY, OCT. 10**

OPEN TO ATTENDEES

10:30 AM - 5:00 PM

**WEDNESDAY, OCT. 11**

OPEN TO ATTENDEES

8:00 AM - 5:00 PM

**THURSDAY, OCT. 12**

OPEN TO ATTENDEES

8:00 AM - 12:00 NOON

TEAR DOWN

12:00 NOON - 4:00 PM

**SPONSOR & EXHIBITOR BOOTH PACKAGES** CAN BE RESERVED AT [IAMMEETINGS.COM](http://IAMMEETINGS.COM)



**IMPORTANT NOTE:** Exhibit and sponsorship purchases will only be accepted online. No faxes or phone calls will be accepted. Membership and past due invoices must be paid in full to purchase a booth or sponsorship. **Premier Members have first pick!**

# BRANDING SPONSORSHIPS

## ALL BRANDING SPONSORSHIPS INCLUDE

- ONE 10X10 PREMIUM PLACED BOOTH
- ONE FULL CONFERENCE REGISTRATION
- ONE EXHIBIT HALL ONLY REGISTRATION
- MENTION ON THE IAM SOCIAL MEDIA OUTLETS
- LOGO ON SPONSORSHIP SIGNAGE AND CONFERENCE WEBSITE

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# MEETING POINTS LOUNGE PACKAGE

\$30,000 / ONE AVAILABLE



INCLUDES LOUNGES A, B, C (FORMERLY MEETING POINTS) CONSISTING OF 1,200 SQFT



PREMIUM 10X10 BOOTH #1223

**YOUR LOGO** ON THE FOLLOWING ITEMS:

- BRANDED PILLOWS
- + FURNITURE TO ACCOMMODATE UP TO 16 PER LOUNGE
- + ABILITY TO PLACE COLLATERAL AND SWAG IN EACH LOUNGE

# OPENING RECEPTION

\$20,000 / ONE AVAILABLE



PREMIUM 10X10 BOOTH #1114

**YOUR LOGO** ON THE FOLLOWING ITEMS:

- KNOW-BEFORE-YOU-GO EMAIL  
AT THE BOTTOM WITH HYPERLINK
- INCORPORATED IN VENUE DECOR  
CO-BRANDED WITH IAM LOGO
- COCKTAIL NAPKINS
- + THANK YOU FROM IAM PRESIDENT CHARLES WHITE  
DURING IAM MEMBERSHIP ADDRESS
- + SIGNATURE COCKTAIL

*\*Picture shown is for illustration purpose only. Actual product may vary due to product enhancement.*

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# REGISTRATION PACKAGE

\$20,000 / ONE AVAILABLE



## PREMIUM 10X10 BOOTH #1122

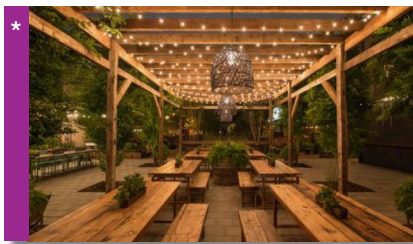
**YOUR LOGO**

ON THE FOLLOWING ITEMS:

- THE ANNUAL MEETING AND EXPO CONFERENCE SITE
- REGISTRATION CONFIRMATION EMAIL  
AT THE BOTTOM WITH HYPERLINK (GOES TO ALL ATTENDEES)
- KNOW-BEFORE-YOU-GO EMAIL  
AT THE BOTTOM WITH HYPERLINK (GOES TO ALL ATTENDEES)
- LANYARDS  
CO-BRANDED WITH IAM LOGO
- ALL REGISTRATION KIOSKS  
CO-BRANDED WITH IAM LOGO

# IT'S FIVE O'CLOCK SOMEWHERE BAR

\$18,000 / ONE AVAILABLE




## BAR AREA IS 3600 SQFT



## PREMIUM 10X10 BOOTH #1215

**YOUR LOGO**

ON THE FOLLOWING ITEMS:

- DIGITAL BRANDED SIGNAGE AT THE BAR AREA  SUSTAINABILITY
- COASTERS
- + CUSTOM SIGNATURE DRINK  
SUBJECT TO HOTEL AVAILABILITY
- + QR CODE STICKERS ON TABLE LINKING TO YOUR WEBSITE
- + TWO DAILY ANNOUNCEMENTS IN THE HUB

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## BRANDING SPONSORSHIPS

# GUEST ROOM PACKAGE

**\$15,000** / ONE AVAILABLE



2022 Guest Room Package Sponsor.



**(1) ROOM DROP FOR EACH ATTENDEE**

SPONSOR SUPPLIES THE GIFT OF CHOICE.  
MUST BE APPROVED BY IAM.



**PREMIUM 10X10 BOOTH #1217**

**YOUR LOGO**

ON THE FOLLOWING ITEMS:



**HOTEL KEYCARD**

AT ALL FOUR HOTELS. CO-BRANDED WITH IAM LOGO

# TECH PACKAGE

**\$10,000** / ONE AVAILABLE



**CREATE BRANDED WI-FI USERNAME AND PASSWORD**

@ **INTERCONTINENTAL & CONVENTION CENTER**

USERNAME AND PASSWORD MUST BE APPROVED

BY IAM AND THE CONFERENCE HOTEL



**PREMIUM 10X10 BOOTH #1116**

**YOUR LOGO**

ON THE FOLLOWING ITEMS:



**(2) CHARGING STATIONS PLACED IN THE EXPO HALL**



**(1) DAILY PUSH NOTIFICATION**

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# BRANDING SPONSORSHIPS A-LA-CARTE

## INCLUSIONS

- LOGO ON SPONSORSHIP SIGNAGE
- SHOUT-OUT ON IAM SOCIAL MEDIA OUTLETS



**\$10,000** / ONE AVAILABLE

**IAM SAFE**

## HAND SANITIZER STATIONS

- (8) HAND SANITIZER STATIONS PLACED IN EXPO HALL
- BRANDING AT MEDICAL ROOM

**\$3,000** / EACH

ONE OPPORTUNITY PER RECEPTION  
*FIRST COME, FIRST SERVED*

## RECEPTION SPONSORSHIP

- IAM LEADERSHIP ALLIANCE RECEPTION
- NEW MEMBER/VOLUNTEER RECEPTION
- DAB MOVER GROUP RECEPTION

**\$2,500** / FOUR OPPORTUNITIES

## DAILY BOBA TEA AND COFFEE CART

- LOCATED IN THE HUB

**\$1,000** / EACH

## SESSION SPONSORSHIP

- LOGO ON SIGNAGE, SESSION SLIDES, AND RECOGNITION AT BEGINNING OF EACH SESSION

FOR MORE INFORMATION  
AND PRICING, PLEASE CONTACT  
[IAMEXHIBITS@MMSMEETINGS.COM](mailto:IAMEXHIBITS@MMSMEETINGS.COM)

## 15-MINUTE INTERVIEW WITH BEN CROSS



DON'T SEE SOMETHING YOU LIKE? WE CAN CURATE A PACKAGE FOR YOU!  
CONTACT KATIA BY PHONE: **202.624.1771** OR EMAIL: [iamexhibits@mmsmeetings.com](mailto:iamexhibits@mmsmeetings.com)

*\*2022 IAM Safe Sponsor. Picture shown is for illustration purpose only. Actual product may vary due to product enhancement.*

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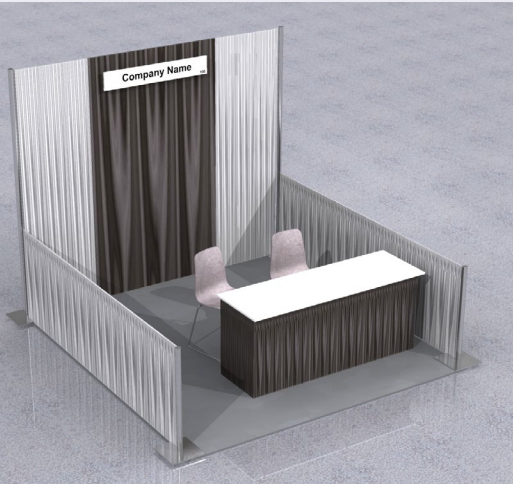


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SPONSOR & EXHIBITOR

# BOOTH PACKAGES



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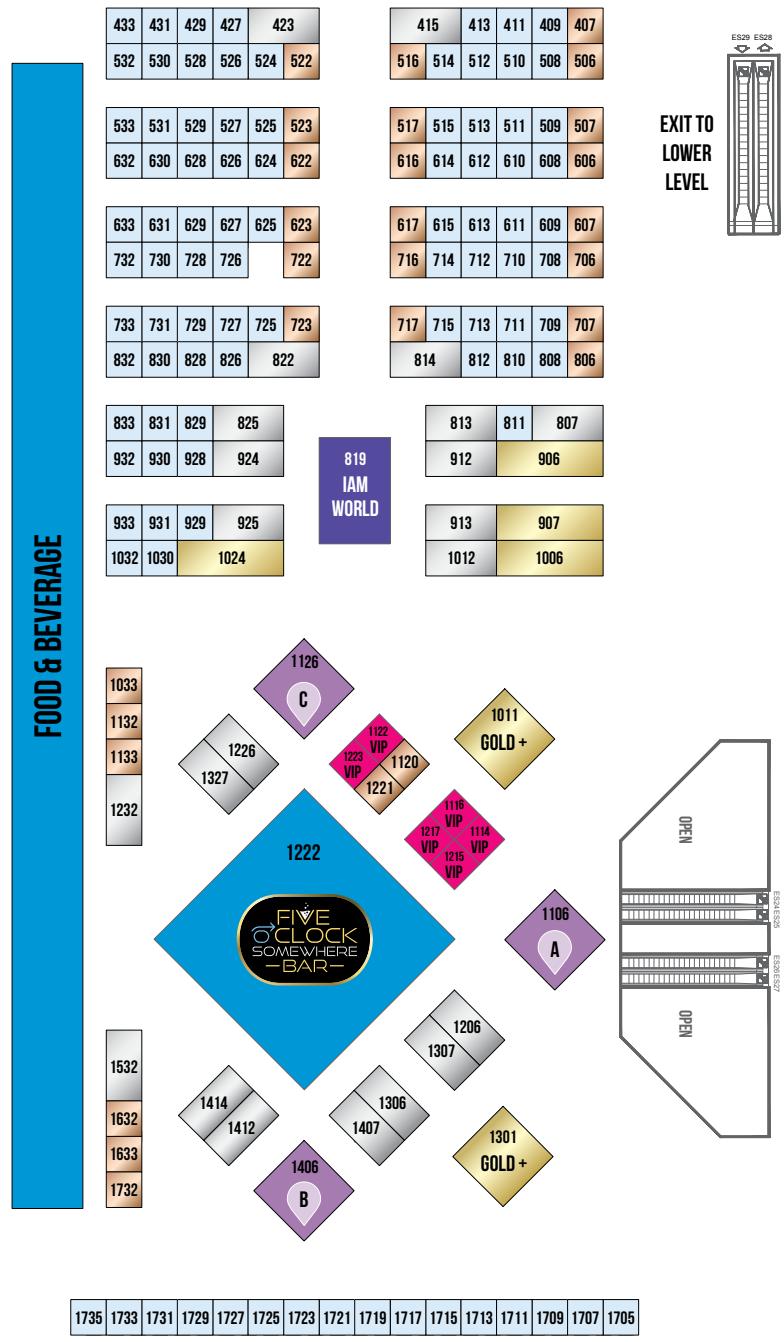
|   | GOLD +   | GOLD     | SILVER  | BRONZE  | EXHIBITOR |
|---|----------|----------|---------|---------|-----------|
|   | \$15,000 | \$11,500 | \$7,000 | \$5,000 | \$3,450   |
| <b>BOOTH SIZE</b>   | 20x20    | 10x30    | 10x20   | 10x10   | 10x10     |
| <b>ONE FULL REGISTRATION</b>  | ✓        | ✓        | ✓       | ✓       | ✓         |
| <b>ATTENDEE LIST</b><br><i>Pre- and post-conference attendee lists with email, phone numbers, and physical address. Includes only attendees who have consented to be listed</i> | ✓        | ✓        |         |         |           |
| <b>6 FOOT TABLE</b>   | 4        | 3        | 2       | 1       | 1         |
| <b>CHAIRS</b>   | 8        | 6        | 4       | 2       | 2         |
| <b>COMPLIMENTARY PASSES TO EXHIBIT HALL ONLY</b>  | 5        | 4        | 3       | 2       | 1         |
| <b>COMPLIMENTARY TICKETS TO OPENING RECEPTION</b>   | 5        | 4        | 3       | 2       | 1         |
| <b>BRANDING OPPORTUNITIES</b>   |          |          |         |         |           |
| STATE OF IAM MEMBERSHIP ADDRESS   | ✓        | ✓        | ✓       | ✓       |           |
| CONFERENCE WEBSITE  | ✓        | ✓        |         |         |           |
| EMBEDDED HYPERLINK ON ONE E-BLAST<br><i>Date selected by IAM</i>  | ✓        | ✓        |         |         |           |
| EXHIBIT HALL ENTRANCE   | ✓        | ✓        | ✓       | ✓       |           |
| MENTION ON IAM SOCIAL MEDIA OUTLETS   | ✓        | ✓        |         |         |           |
| RECOGNITION IN PORTAL MAGAZINE  | ✓        | ✓        | ✓       | ✓       |           |
| <b>RESERVED TABLE AT CLOSING DINNER</b>   | ✓        | ✓        |         |         |           |
|  <b>15-MINUTE SEGMENT WITH BEN CROSS</b>   | ✓        | ✓        |         |         |           |

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# THE HUB

## IAM ACTIVE ZONE



- MEETING POINT LOUNGES
- GOLD
- SILVER
- BRONZE
- EXHIBITOR

# SPONSOR & LEVEL EXHIBITOR

# TERMS & CONDITIONS

Member companies (**Participant**), by purchase of a booth or sponsorship, agree to abide by the following terms and conditions as managed by International Association of Movers/Meeting Management Services (**Organizer**):

1. **Eligibility:** Participant must be a member in good standing to purchase a booth or sponsorship and remain in good standing through the end of the Annual Meeting. At least one company representative must be registered as a full conference attendee.
2. **Company Listings:** Your company name and address must match your membership name and address. Alternate names and addresses are not allowed.
3. **Participant Code of Conduct:**
  - Personnel representing a Participating company shall be dressed for the professional environment of the Annual Conference. Participants dressed in an inappropriate manner may be ejected from the Annual Meeting or requested to modify their dress at the sole discretion of the Organizer.
  - Discrimination and Harassment: Participant agrees that any form of discrimination or harassment by company personnel based on a person's sex (including pregnancy), race, color, religion, national origin, disability, age, sexual orientation, veteran status, genetic information, or other status protected by law will not be tolerated at the Annual Meeting. Conduct that is discriminatory or offensive to a reasonable person is inappropriate at the Annual Meeting and violates this policy, even if it does not meet the legal definition of unlawful misconduct. Personnel in violation of this policy must leave the premises immediately, without a refund.
  - Personnel must always conduct themselves in a professional manner. Behavior, displays or demonstration that is in any way demeaning, threatening, coercing, and/or abusive, including profane language, or offensive gestures is prohibited. Personnel or displays in violation of this policy will be required to leave the premises immediately, and they along with their employer at the time of the violation may be prohibited from attending the Annual Meeting the following year. Organizer has sole discretion in determining what constitutes a violation of this section, and what sanction is taken.
  - Should Participant misrepresent any product or article displayed in a booth, Organizer may forthwith and without any liability whatsoever, terminate this contract for such booth and require the Participant to remove from the premises all its products, equipment, and furniture.
3. **Space Assignments:** Space will be considered on a first-come, first-served basis. The Organizer reserves the right to move spaces and organize final assignments as needed. Decisions regarding space are solely at the discretion of the Organizer.
4. **Space Usage:** Participant shall not sublet or share space provided by the Organizer. Participant will forfeit space not occupied by the close of the installation period of 5pm - Sunday, October 8, 2023. The space may be resold or reassigned as designated by the Organizer. **Participant may not block the view of other Participants.** Participants items must remain within the assigned space. Participant must remain within their purchased space while distributing literature, product samples or other materials.
5. **Official Service Contractor:** To assure orderly and efficient installation, operation, and removal of the displays, and to minimize confusion by the presence or solicitation of unknown or unqualified firms, **Cross Connect and GES** have been selected as our official service contractors. **Both contractors** will send a service kit containing information on material handling, furnishings, electrical, signs, labor, booth cleaning, display rental, telephone, audio/visual, photography, computer rental, and recommended transportation carriers.

6. **Exhibit Hours:**

|                       |                                   |                      |
|-----------------------|-----------------------------------|----------------------|
| Saturday, October 7   | Expo Hall Set Up                  | 10:00 AM - 6:00 PM   |
| Sunday, October 8     | Expo Hall Set Up                  | 10:00 AM - 5:00 PM   |
| Monday, October 9     | Expo Hall Open to Exhibitors Only | 8:00 AM - 9:59 AM    |
|                       | Expo Hall OPEN                    | 10:00 AM - 6:00 PM   |
| Tuesday, October 10   | Expo Hall OPEN                    | 10:30 AM - 5:00 PM   |
| Wednesday, October 11 | Expo Hall OPEN                    | 8:00 AM - 5:00 PM    |
| Thursday, October 12  | Expo Hall OPEN                    | 8:00 AM - 12:00 NOON |
|                       | Expo Hall Tear Down               | 12:00 NOON - 4:00 PM |

7. **Early Dismantling of Space:** Spaces are to remain set up until 12:00 noon on Thursday, October 12, 2023. You may not dismantle your space prior to 12:00 noon. **Early dismantling will result in a \$500 penalty and may result in loss of future privileges.**
8. **Safety Regulations:** The use or storage of flammable liquids, gases, or solids will not be permitted. Participants must adhere to all municipal and state laws, rules and regulations. No combustible decorations are permitted, and other material must comply with local fire department regulations.
9. **Food and Beverage:** No food and beverage is allowed within your space.
10. **Guard Service:** Organizer will provide guard service when the exhibit hall is closed and exercise reasonable care for the protection of Participant's material and display. Beyond this, Organizer, its officers, agents, employees, subsidiaries, affiliates, and members (separately or collectively) cannot accept responsibility for any damage to or for the loss or destruction of any Participant property because of fire, theft, or accidents or other causes.
11. **Minimum Age for Entry:** The minimum age to enter the Expo Hall is 21 years old.
12. **Liability:** Participant shall be fully responsible for paying any and all damages to property or center, its owners or managers, which results from any act or omission of Participant. Participant agrees to defend, indemnify, and hold harmless, hotel and center, its owners, managers, officers or directors, agents, employees, subsidiaries and affiliates, from any damages or charges resulting from Participants' use of the property. Participants' liability shall include all losses, costs, damages, or expenses arising from or by reason of any accident or bodily injury or other occurrences to any person or persons, including the Participant, its agents, employees, and business invitees which arise from or out of the Participant's occupancy and use of premises, the Venue or any part thereof.
13. **Payment:** Full payment is due by August 11, 2023. Organizer reserves the right to cancel and reassign exhibit space if payments are not received by Friday, August 11, 2023.
14. **Cancellation and Refunds:**

**Cancellation by Participant:** Written notice must be sent to iamexhibits@mmmeetings.com by the following dates.

  - Prior to June 30, 2023: 50% refund of participation fee less 10% administrative fees plus forfeit the right to reserve hotel suites
  - July 1 to August 10, 2023: 25% refund of participation fee less 10% administrative fees plus forfeit the right to reserve hotel suites
  - After August 11, 2023: Forfeit all participation fees plus forfeit the right to reserve hotel suites

**Cancellation by Organizer:** In the event the Annual Meeting is canceled due to inclement weather, acts of God, strike, lockouts, acts of the elements, or other acts or occurrences beyond Organizer's control, Participant shall not have any right to claim a refund for money paid by Participant to Organizer. In rare circumstances, acts or events beyond the Organizer's reasonable control may require the cancellation of the Annual Conference. Organizer will not be responsible for any additional damages, fees, or costs associated with a cancellation. If Organizer cancels or postpones the Annual Meeting, all paid Participants are eligible for one of the following three choices:

- Apply funds as a credit toward the following year. Registrations will be fully transferable to other colleagues at your organization.
- Apply funds as a credit (equivalent value) towards the IAM Portal magazine and/or other advertising opportunities.
- Apply funds as a credit towards membership dues.

15. **Amendment of Terms and Conditions:** All matters or questions not specifically covered by the terms and conditions shall be subject solely to the decision of Organizer and the Venue. These rules and regulations may be amended at any time by the Organizer and the Venue. All amendments shall be binding.