



The Sales Community Comes Together

Flamingo Hotel

Las Vegas

November 2nd –4th

Sponsorship Program





Unite Member Conference

The first annual AA-ISP Member Conference will take place on November 2nd - 4th at the Flamingo Hotel in Las Vegas, Nevada. Unite 2016 will bring together our community for three days of learning, networking, and celebration of our growing profession!

Unite will include general session presentations, specialized workgroup training, and panel discussions lead by sales experts from across the globe.

The Vendor Exhibit area (or Technology Expo) will be set up adjacent to the meeting rooms and will be open at times throughout the event. Additionally, sponsors will have the opportunity to give product demonstrations and one-on-one meeting opportunities.

The 2016 Unite format is unique, as it provides an opportunity to connect with attendees in a relaxed, informal manner all while enjoying the sites in Las Vegas!



The Sales Community Unites



Attendee Information

The 2016 Unite Conference will bring together all levels of sales professionals. With workshops dedicated to reps, managers, executives, sales recruiters, B2B, and B2C this conference will provide networking and educational opportunities for all.

Attendee Titles to Include:

- Inside Sales Manager
- Inside Sales Reps
- Inside Sales Directors
- Sales Development Reps
- Recruiting
- Inside Sales Supervisor
- Inside Sales Team Leader and Sr. Rep
- Vice President of Inside Sales
- Marketing Professionals
- Training and Development

Attendee Interests Include:

- CRM Tools
- Sales and Productivity Tools
- Leadership and Personal Development
- Sales Training
- Marketing Tools and Services
- Lead Generation Services and Skills
- Personnel Recruitment
- Outsourcing and Consulting Services





Companies that may be represented:

913	Focus	Pentair
99 Summer Street	Folloze	PeopleAdmin
a la mode	FoodState	Perceptive Software
A Sales Guy Consulting	Force Management	Perfect Front End
A-1 Search	Ford Motor Company	Performance Architects
A-Team Selling	ForeSee	Perka
A.M. Leonard Inc	ForgeRock	PerkinElmer
A10 Networks	Forghany Law, P.C.	PerksCard
AA Electric	Formstack	PersistIQ
AA-ISP	Forrester Research	PetalMD
AAM	Forte Research Systems, Inc.	Peter Cox Appraisals
ABB Concise	Fortify Solutions Inc.	Petra Industries, Inc.
ABB, Inc.	Fortrex Technologies, Inc.	Petroleum Traders
Aberdeen Group	Forward Financing	Pfizer Animal Health
ABF Freight	Foundation6	PGA TOUR
ABILITY Network Inc	Fox River Graphics, LLC	PGI
About Communications	FPL Energy Services	PGI Soundpath
ABP Technology	Franklin	PharMEDium Services, LLC
Abraic, Inc.	Freedom	PHENIX Research Products
Abreon	French Tech Hub	Philips
Absorption Corp	Freshspot Marketing	Phoenix Mecano Inc.
ACA Talent	FRHI	Phone Works
Accel Partners	FRHI Hotels and Resorts	PI Worldwide
Accenture	Fromm International	PILERA SOFTWARE
Accertify	Frontier	Pilot Flying J
accesso, LLC	Frosch Marketing	Pindrop Security
ACCO Brands	Fruition Partners	Piney River Ranch LLC
Accurate Background Inc	FTI Consulting	Ping Identity
Acentus	Fujitsu America, Inc.	Pinnacle Consulting Group
AchieveGlobal	Fulcrum Capital	Pipeline Manager
Achilles Group Limited	Fullscope	Pipeno
ACL	Fusebill	Piqora

[Click here](#) for a full list of companies using AA-ISP to improve the performance of their Inside Sales teams.



AA-ISP 2016 Unite - Sponsorship Opportunities Marquee Level Sponsor

- Featured 30 minute presentation at General Session (content related to need-to topic)
- Dedicated demo room for 1 hour demo presentation
- Co-Sponsorship of Networking Reception
- Speaker's picture on attendee guidebook cover
- Receive pre- and post-conference "opt-in" attendee list
- 1x1 Meeting offering for attendee with meeting space, based on availability basis
Scheduling is at sponsor's discretion
- Signage at all activities
- Premium location in Vendor Lounge area — 2 - 6' table (power and internet not included)
- Marketing materials included in conference agenda packet
- Prominent placement of logo on all event marketing materials and on website
- Corporate overview included in attendee conference materials (Limit 125 words)
- 3 Attendee Badges for Company Representatives
- 4 Guest Badges
- 7 - 1 year AA-ISP Professional Level Memberships





AA-ISP 2016 Unite - Sponsorship Opportunities Platinum Level Sponsor - \$15,000

- Breakout Session presentation (content related agreed-to topic)
- Dedicated demo room for 1 hour demo presentation
- Co-Sponsorship of evening Networking Reception
- Receive pre- and post-conference “opt-in” attendee list
- Signage at all activities
- 1x1 Meeting offering for attendees - meeting space provided on availability basis
Scheduling is responsibility of sponsor
- Premium location in Vendor Exhibit area — 6’ table (power and internet not included)
- Marketing materials insert included in conference agenda packet
- Prominent placement of logo on all event marketing materials and on website
- Corporate overview included in attendee conference materials (Limit 125 words)
- 3 Attendee Badges for Company Representatives
- 3 Guest Badges
- 6 - 1 year AA-ISP Professional Level Memberships



Terms, conditions, and privileges are subject to change without notice.



AA-ISP 2016 Unite - Sponsorship Opportunities ***Gold Level Sponsor - \$10,000***

- Dedicated demo room for 1 hour demo presentation
- Receive post-conference “opt-in” attendee list
- 1x1 Meeting offering for attendees - meeting space not provided
Scheduling is responsibility of sponsor
- Sponsorship of Lunch Activities
 - Premium signage near buffet and seating area
- Attend evening Networking Reception
- Preferred location in Vendor Exhibit area - 6' table (power and internet not included)
- Logo placement on select event marketing materials and on AA-ISP website
- Corporate overview included in attendee conference materials (Limit 100 words)
- 3 Attendee Badges for Company Representatives
- 2 Guest Badges
- 5 - 1 year AA-ISP Professional Level Memberships



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AA-ISP 2016 Unite - Sponsorship Opportunities Silver Level Sponsor - \$7,500

- Table in the vendor Exhibit area — (power and internet not included)
- 1x1 Meeting offering for Attendees - meeting space not provided
Scheduling is responsibility of sponsor
- Sponsor of Breakfast and signage near buffet area
- Attend evening Networking Reception
- Logo placement on select event marketing materials and on AA-ISP website
- Corporate overview included in attendee conference materials (Limit 80 words)
- Receive post-conference “opt-in” attendee list
- 2 Attendee Badges for Company Representatives
- 2 - 1 year AA-ISP Professional Level Memberships



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AA-ISP 2016 Unite - Sponsorship Opportunities	Marquee	Platinum	Gold	Silver
Price	\$20,000	\$15,000	\$10,000	\$7,500
Number Available	5	9	6	15
Featured 30 minute presentation at General Session (agreed-to topic)	X			
Breakout Workgroup Session (agreed to topic)		X		
Demo Room for 1 Hour Session	X	X	X	
Co-Sponsorship of evening Networking Reception	X	X		
Speaker picture on cover of attendee guidebook	X			
Speaker featured on Conference Website	X	X		
Speaker biography included in attendee guidebook	X	X	X	
Receive pre-conference “opt-in” attendee list	X	X		
Receive post-conference “opt-in” attendee list	X	X	X	
1x1 Meeting offering for attendees with meeting space provided based on availability (Scheduling is sponsors responsibility)	X	X	X	X
Table in Vendor Exhibit area	X - Premium	X - Prominent	X - Preferred	X
Signage at all activities	X	X		
Marketing materials insert included in conference agenda packet	X	X		
Sponsorship of Lunch Activities	X	X	X	
Sponsorship of Breakfast	X	X	X	X
Logo placement on select event marketing materials and on AA-ISP website	X Prominent	X	X	X
Corporate Overview in attendee guidebook	X - 125 Words	X - 125 Words	X - 100 Words	X - 80 Words
Attendee Badges (Company Representatives)	3	3	3	2
Guest Badges	4	3	2	0
AA-ISP Professional Level Memberships	7	6	5	2

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AA-ISP 2016 Unite - Stand Alone Sponsorship Opportunities

Opportunity	Description	Inventory	Price
Media Sponsorship	<ul style="list-style-type: none"> For advertisers only Logo placed on select event marketing materials and on AA-ISP website Sponsorships of breaks with signage near serving area Corporate overview included in attendee conference materials (60 words) 	2	\$1,500
Media Sponsorship with Inserts	<ul style="list-style-type: none"> All items above Marketing materials insert included in conference agenda packet 	3	\$2,000
Bag Insert	<ul style="list-style-type: none"> Marketing materials insert included in conference agenda packet 	4	\$1,500
Conference Pens	<ul style="list-style-type: none"> Pens to be inserted into conference booklet Exclusive sponsorship Sponsor Logo on Pens 	1	\$1,500
Lanyards SOLD OUT	<ul style="list-style-type: none"> Lanyards with company logo (2 color) Exclusivity – only your logo on the lanyard Logo on select conference marketing materials 	1	\$3,000
Entertainment for Networking Reception	<ul style="list-style-type: none"> Appropriate signage at reception Exclusive sponsor for reception entertainment Logo on select conference marketing materials 	1	\$2,000
Coffee Sponsor	<ul style="list-style-type: none"> Appropriate signage near coffee stands Branded coffee cups/holders to be used during the event Logo on select conference marketing materials Corporate overview included in attendee conference materials (60 words) 	1	\$5,000
Drink Station Sponsor	<ul style="list-style-type: none"> Exclusive sponsorships of all drink stations throughout the conference Branded cups to be used for the duration of the conference Logo on select conference marketing materials Corporate overview included in attendee conference materials (60 words) 	1	\$7,500
Hotel Keycards	<ul style="list-style-type: none"> Exclusive sponsorship of hotel guest room keycards 	1	\$4,000
Last Day Suitcase Check Station	<ul style="list-style-type: none"> Signage at Luggage Check Luggage tags branded with sponsor logo 	1	\$2,500
Attendee Welcome Bags	<ul style="list-style-type: none"> Logo bag for attendee welcome package Exclusivity – only sponsor logo on the welcome bag (2 color) Logo on select conference marketing materials 	1	\$4,000



AA-ISP 2016 Unite – Member Conference

Sponsor Agreement

Instructions: To become a sponsor, please complete, sign, and fax to the AA-ISP at 1-800-604-7085 or scan and e-mail to billing@aa-isp.org. If you have any questions, or need assistance, please contact AA-ISP member services at 1-800-604-7085 ext: 130 or e-mail info@aa-isp.org.

Sponsor Information:

Company Name: _____ Phone: _____

Name: _____

Title: _____

Select Sponsor Level

Address: _____

E-mail address: _____

_____ Silver : \$7,500

_____ Gold : \$10,000

_____ Platinum: \$15,000

_____ Marquee: \$20,000

_____ Stand Alone Options: _____

Terms: General details are referenced in Attachment 1 and 2. All presentations are on an agreed to topic. Sponsorship includes access to all conference activities and meals for sponsor representatives. Up to 2 additional sponsor representatives above the sponsorship level are welcomed at \$425.00 per person. Additional sponsor attendees are welcomed and will receive a 25% discount on member rates. Sponsorship does not include hotel or any other associated expenses.

Terms of Payment: Balance due on signing by check or credit card. Cancellations must be submitting in writing to the AA-ISP via billing@aa-isp.org. Requests for refunds received 45 days prior to event will receive a refund of 50%. Within 45 days of conference, no refunds will be given. Please make checks payable to the *American Association of Inside Sales Professionals* and remit to 1593 112th Court W, Inver Grove Heights, MN 55077. By accepting the terms and conditions, I hereby agree to and understand the above cancellation policy.

_____ I acknowledge I have read and accept the terms and conditions stated above.

Payment Information:

Amount: \$_____ Due Date: On Signing Name on Card: _____

Card Type: _____ Exp. _____ Card Number: _____

Signature: _____ Date: _____

Print Name: _____ Title: _____

Company: _____