2018 SPONSORSHIP PROSPECTUS

2018 Winter Meeting
February 25-28, 2018
Omni at Amelia Plantation
Amelia Island, FL
Commitments requested by January 12, 2018

2018 Annual Meeting
July 31 – August 3, 2018
Wailea Beach Resort
Maui, HI
Commitments requested by June 22, 2018

Additional Meetings in 2018:
- Litigation Management College
- Corporate Counsel Symposium
- Professional Women’s Forum
- TechU Academy
- LMC Graduate Program
- 6 Webinars

Overview of the FDCC
The Federation of Defense & Corporate Counsel is an international organization founded in 1936 to further the principles of knowledge, justice and fellowship. The Federation has approximately 1300 members from the United States, Australia, Canada, Latin America, Europe, the Middle East and Asia. Our members include experienced attorneys in private practice who specialize in the defense of civil litigation, corporate counsel, risk managers, and insurance claims executives. Membership is by invitation only, following an extensive peer review selection process.

Our members are given numerous opportunities to get together throughout the course of the year both in person and virtually. We appreciate the support provided by our sponsors, which allows for stronger programming, resulting in greater attendance.
Who We Are

We are comprised of lawyers who are national and international coordinating counsel and trial counsel for nearly all national insurance carriers and Fortune 500 companies. Our members are current and former leaders in many national organizations and networks across the country, including the American College of Trial Lawyers, American College of Coverage Lawyers, DRI, International Academy of Trial Lawyers, Canadian Defense Counsel, AIDA, NAMWOLF and more.
The Federation of Defense & Corporate Counsel (FDCC) understands the challenges faced by exhibitors, manufacturers, and service providers and the myriad of choices made to maximize investments. FDCC meetings gather the highest level of law firm partners, managing partners, corporate counsel - decision makers – to provide you with the best return on your investment. A variety of sponsorship levels are available on a first-come, first-selected basis. To participate on behalf of your company, contact FDCC Executive Director Kimberly LaBounty at Kimberly@thefederation.org or (630) 433-4517.

FDCC Winter and Annual Meetings
As our capstone events of the year, the winter and annual meetings attract at least 200 domestic and international members plus families to these multiple-day programs. Full sponsors* receive the benefit of exclusivity – we will not bring in any competing company to these events. This gives you several days and events to share who you are, what you do, and the services you offer that meet members’ needs.

All sponsors are recognized on the FDCC Winter or Annual Meeting landing page and in marketing materials relating to the program. The company logo will also appear on conference sponsor recognition signs and mentioned during the plenary sessions, including opening slides each morning. Exhibit staff are welcome to attend programs and evening functions. Spouses and children of sponsors are welcome to attend the conferences and participate in tours and activities. (Additional registration fees apply.)

Items available for Sponsorship:
Table-top exhibit: $7,500 each, or sign up for both the Winter and Annual for a total of $14,000. Exhibits are located just outside the plenary session room. Sponsorship includes two staff registrations to attend the program and networking functions (a $1,500+ value). Additional personnel are charged the regular registration rate.

Welcome Reception ($7,500): In addition to recognition noted above, you will be thanked on event signage and on the inside front cover of the on-site program book. You are also invited to bring two representatives to this event.

Dessert Reception ($5,000): In addition to recognition noted above, you will be thanked on event signage and on a full-page ad in the interior of the on-site program book. You are also invited to bring two representatives to this event.

Theme Party ($8,000): In addition to recognition noted above, you will be thanked on event signage and on the back cover of the program book. You are also invited to bring two representatives to this event.

Gala Dinner ($8,000): In addition to recognition noted above, you will be thanked on event signage and on the inside back cover of the program book. You are also invited to bring two representatives to this event.

Breakfasts ($3,000ea): In addition to recognition noted above, you will be thanked on signage at the buffets.

AM Breaks ($1,500ea): In addition to recognition noted above, you will be thanked on signage at the buffets.

Attendee Giveaways ($5,000): In addition to recognition noted above, your logo will be on the item.

Lanyards ($1,500): In addition to recognition noted above, your logo will be on the item.

Event Mobile App ($4,000ea/$7,500both): In addition to recognition noted above, your logo will appear prominently in the app.

Wifi ($3,000ea/$5,000both): In addition to recognition noted above, your company name will be part of the wifi access/password.

Tours (TBD): In addition to recognition above, you will be recognized during the tour and can have one representative join the tour.

*Full sponsorship is defined at $7,000 and higher. To reserve your exclusivity for the winter and annual meeting you must sign up by December 1, 2017.
Corporate Counsel Symposium

A two-day conference with content focused on in-house counsel primarily, along with outside counsel seeking to provide value-added services to their clients: the CCS is celebrated as the preeminent conference for corporate counsel and outside defense counsel in America. FDCC outside counsel members are encouraged to attend and invite their corporate counsel clients who are responsible for law department or litigation management, as well as executives involved in compliance, risk management, document management, and human resources. Typically we have 150-175 in attendance, which is our current capacity. We anticipate larger numbers in 2018. The program begins Sunday afternoon and concludes at noon on Tuesday.

*Items available for Sponsorship*: All sponsors are recognized on the FDCC CCS landing page and in marketing materials relating to the program. The firm or company logo will also appear on the Conference Sponsor recognition signs.

**Table-top exhibits** ($3,500): Includes two staff registrations to attend the program and networking functions.

**Reception** ($2,000, with a max of three available): Includes two staff registrations to attend the reception.

**Breakfast** ($750ea): Includes recognition on buffet signage and the option of having flyers on the registration table.

**AM or PM break** ($500ea): Includes recognition on buffet signage and the option of having flyers on the registration table.

**Lanyards** ($1,000): In addition to recognition noted above, your logo will be on the item.

**Event Mobile App** ($2,000): In addition to recognition noted above, your logo will appear prominently in the app.

**Conference Wifi** ($1,500): In addition to recognition noted above, your company name will be part of the wifi access/password.

*Exclusivity is not available at this meeting.*

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TechU Academy

2018 will be our inaugural year for this meeting, which is part of a new certificate program in trial technology that has been exclusively created, designed and launched by the FDCC. The program will be two days in length, with a networking reception, meal functions and breaks to give attendees an opportunity to speak with sponsoring organizations. It is slated for the spring of 2018 and will be targeting member attorneys looking to improve their trial technology skills.

*Items available for Sponsorship*: All sponsors are recognized on the FDCC event landing page and in marketing materials relating to the program. The firm or company logo will also appear on the Conference Sponsor recognition signs.

**Table-top exhibits** ($2,000): Includes two staff registrations to attend the program and networking functions.

**Reception** ($2,000, with a max of three available): Includes two staff registrations to attend the reception.

**Breakfast** ($500ea): Includes recognition on buffet signage and the option of having flyers on the registration table.

**AM or PM break** ($300ea): Includes recognition on buffet signage and the option of having flyers on the registration table.

**Lanyards** ($1,000): In addition to recognition noted above, your logo will be on the item.

*Exclusivity is not available at this meeting.*
**LMC and LMC Grad Program**
The LMC and LMC Grad program sponsorship gives you two program sponsorships in one! This is a five-day, immersion-style program to help develop and hone critical skills that lead to improved claims handling performance. The program has been held more recently at Emory University and targets claims counsel at insurance companies.

Sponsorship is available via table-top exhibits at $1,500, by sponsoring the reception at $1,000 (max of three available) or without a physical presence at $500 (by providing materials to attendees in their on-site packets). Sponsors are recognized on the FDCC LMC and LMC Grad Program landing page and in marketing materials relating to the program, including a flyer in the on-site binder. The company logo will also appear on the Conference Sponsor recognition sign. Table-top exhibit sponsorship includes one staff registration to attend the program and networking functions.

*Exclusivity is not available at this meeting.*

**Regional Program (International)**
This will be a half- to one-day program on a topic area most applicable to those attendees in the region. We will be targeting corporate counsel members and non-members to attend. We anticipate attendance at about 75.

Sponsorship is available at $1,000 (max of four available) or without a physical presence at $300 (by providing materials to attendees in their on-site packets). Sponsors are recognized on the FDCC Program landing page and in marketing materials relating to the program. The firm or company logo will also appear on Conference Sponsor recognition signs.

*Exclusivity is not available at this meeting.*

**FDCC Online Learning**
Take advantage of the opportunity to reach our members throughout the year – sponsor a webinar! FDCC provides online learning on a variety of topics, from marketing your firm’s website to updates on specific legal areas of interest. Attendance ranges from 40 to 110 and typically CLE credit is offered. Webinars are typically held over the lunch hour mid-week for one hour.

Sponsorship is available at $750 per webinar, with a limit of two sponsors per webinar. Sponsors are recognized on the FDCC online learning landing page and in marketing materials relating to the program. In addition, a special tab that is viewable during the webinar will provide your company logo, a company/product description and link to your website. Finally, we will make a verbal mention of appreciation in the beginning of the webinar.

**SPECIAL PLATINUM LEVEL OFFER**
Want to be a sponsor for *ALL* FDCC meetings and webinars in your product/service category? FDCC offers a special promotion JUST for you! Simply pay one flat fee of $25,000 for the year and we will ensure your name is affiliated with every meeting listed in this prospectus (a $6,000 savings). AND you will be the exclusive sponsor in your product category at the winter and annual meetings. **PLUS,** we will give full-page recognition in one edition of our printed *Federation Flyer* publications and identify you on special Platinum Level signage. Ads are currently not available in the *Flyer*, so this gives you special exposure.

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*FDCC recognizes many of its activities and events provide potential sources of revenue or other nonfinancial benefits through legitimate and worthwhile opportunities for sponsorships and other promotional activities. It is also necessary to recognize FDCC’s reputation and image must be protected. The Board of Directors, at its discretion, governs the granting of such rights to non-FDCC entities seeking to associate themselves with FDCC. Please be advised that Sponsors/Exhibitors are not endorsed by the FDCC, which reserves the right to revoke sponsorship status at any time that the Executive Committee determines the sponsor’s/exhibitor’s business purposes and functions to be inconsistent with the core values of FDCC.*
2018 FDCC Meeting Information

AUDIENCE
Typical meeting attendees include law firm partners, managing partners, and industry and corporate counsel. The winter and annual meetings typically draw 200+ members plus spouses, and other meetings typically range from 50 to 225.

EXHIBIT SCHEDULE
Generally speaking, exhibit setup is the day prior to or the morning of the first program day and move-out is after the last meal function break.

BOOTH DESCRIPTION
Each standard space includes one six to eight-foot table, two chairs, one basic electrical power supply, and full meeting registration for up to two exhibit staff (see meeting description for details). We cannot guarantee that the exhibitor space will be locked at night or during breaks; please confirm with staff prior to making arrangements.

BOOTH FEE
See meeting descriptions for specific pricing. Most fees include either one two staff registrations. Additional attendees will be charged a fee based on sponsor level. For the staff registrations, the fee includes access to meal functions for those staff only. Spouse, child and additional staff registrations are charged separately.

REGISTER NOW!
There are a limited amount of available booths sold on a first-come, first-served basis. All registrations received by the dates indicated will be part of the final program book.

MARKETING
Exhibitors will receive a list of registrant names to use for direct mail and marketing purposes.

SPONSORSHIP
We welcome the opportunity to create additional opportunities for you and your company to get involved and find ways to expand your reach to FDCC members and attendees.

HOUSING INFORMATION
FDCC will secure a limited number of standard rooms at a special group rate plus applicable state and local taxes. You will be responsible for booking your own hotel rooms. These rates will be available for a limited time. For more information, please visit our website for the most up-to-date information.

SHIPPING INFORMATION
Typically, all boxes shipped to the event hotel must display a label stating the name of recipient, date of recipient’s arrival at the hotel, and the address and phone of the destination hotel. Any fees for packages and storage by exhibitors are the responsibility of the exhibitor/shipper.

DAMAGE & LOSS OF PROPERTY
The company listed on the agreement agrees to be responsible and reimburse the hotel host for any damage done to hotel property by said company, their employees or contracted services. The event hotel does not accept responsibility for the damage or loss of any merchandise or articles left in the hotel prior to, during, or following said company’s function. We cannot guarantee that the exhibitor space will be locked at night or during breaks; please confirm with staff prior to making arrangements.

CANCELLATION
The exhibit agreement may be cancelled up to four weeks before the event date. A 50% refund will be granted. Contracts cancelled within four weeks of the event will be charged the full exhibit fee.

CONTACT — FDCC Executive Director, Kimberly LaBounty, at Kimberly@thefederation.org or (630) 433-4517
Terms, Conditions and Rules for Exhibiting in an FDCC-Sponsored Exhibit

1. INDEMNITY AND LIMITATION OF LIABILITY
Neither FDCC, nor the host Hotel/convention facility (hereinafter Exhibit Building), nor any of its officers, agents, employees or other representatives shall be held liable for, and they are hereby released from liability for, any damage, loss, harm or injury to the person or property of the Exhibitor or any of its visitors, officers agents, employees or other representatives, resulting from their theft, fire, water or accident or any other cause. The Exhibitor shall indemnify, defend and protect FDCC and the Exhibit Building and save FDCC and the Exhibit Building, harmless from any and claims, demands, suits, liability damages, loss, costs, attorney’s fees and expenses of any kind which might result from or arise of any action or failure to act on the part of the Exhibitor or its officers, agents, employees or other representatives. It is the responsibility of the Exhibitor to maintain proper insurance coverage for its property and liability.

2. ASSIGNMENT OF EXHIBIT SPACE
FDCC shall assign the Exhibit Space to the Exhibitor for the period of the Exhibit (provided the Exhibit Building is made available to FDCC) in priority order passed on receipt of enclosed contract and sponsor level. Such assignment is made for the period of each Exhibit only and does not imply that the same or similar space be held or offered for future exhibits. Every effort will be made to respect the Exhibitor’s space choices whenever possible, but FDCC’s decision will be final. FDCC reserves the right to transfer assignments when such action is deemed to be in the best interest of the total exhibition. FDCC reserves the right to withdraw its acceptance of this Application/Contract if it determines in its sole discretion that the Exhibitor is not eligible to participate or the Exhibitor’s product or services is not eligible to be displayed in this Exhibit.

3. USE OF EXHIBIT SPACE
An exhibitor shall not assign to a third party its right hereunder to the Exhibit Space or any portion thereof without the prior written consent of FDCC, which it may withhold at its sole discretion if such consent is given, the Exhibitor shall assume full responsibility for the conduct of the assignee and all its representatives, and the Exhibitor shall not charge its assignee more than a proportionate share of the exhibit fee based upon the amount of Exhibit Space assigned.

3. DISPLAYS AND DECORATIONS
Merchandise, signs, decorations or display fixtures shall not be pasted, taped, nailed or tacked to walls. No Exhibit, merchandise or equipment shall be left in any aisle, but shall be confined to Exhibit Space. No signs or advertising devices shall be displayed outside Exhibit Space or projecting beyond limits of Exhibit Space as to interfere with any neighboring Exhibit.

4. OBSERVANCE OF LAWS
Exhibitor shall abide by and observe all laws, rules regulations and ordinances of any applicable government authority and all rules of the Exhibit Building.

5. EXHIBITOR CONDUCT
The prior written consent of FDCC is required for the employment or use of any live model, demonstrator, solicitor or device for the mechanism reproduction of sound. Such employment or use shall be confined to the Exhibit Space. FDCC, in its sole and absolute discretion, may withdraw its consent at any time, in which event Exhibitor shall terminate such activity immediately. Exhibitors are prohibited from bringing alcoholic beverages into the Exhibit Area without consent from FDCC. Exhibitor shall refrain from any action that will distract attendees from attendance at the Exhibit during open hours. Exhibitor shall not lead attendees from one Exhibit Space to another or to elevators or escalators. Exhibitors or any of its representatives shall not conduct itself in a manner offensive to standards of decency or good taste.

6. PHOTOGRAPHS
No photographs or recordings shall be taken in educational sessions without prior consent of FDCC.

7. AGREEMENT TO TERMS, CONDITIONS AND RULES
Exhibitor agrees to observe and abide by the foregoing Terms, Conditions and Rules and by such additions Terms, Conditions and Rules made by FDCC from time to time for the efficient or safe operation of the Exhibit, including but not limited to, those contained in this contract. In addition to FDCC’s right to close an Exhibit and withdraw its acceptance of this Application/Contract FDCC in its sole judgment, may refuse to consider for participation in future Exhibits an Exhibitor who violates or fails to abide by all such Terms, Conditions and Rules. There is no other agreement or warranty between the Exhibitor and FDCC except as set forth in this document. The rights of FDCC under this contract shall not be deemed waived except as specifically stated in writing and signed by an authorized representative of FDCC.
**2018 SPONSOR AGREEMENT**

**YES! I want to support the FDCC!**

- **PLATINUM SPONSOR for ALL meetings in 2018 at $25,000**

- **FDCC Winter Meeting OR FDCC Annual Meeting (please select)**
  - Welcome Reception @ $7,500
  - Theme Party @ $8,000
  - One Breakfast @ $3,000
  - App for Both @ $7,500
  - Lanyards @ $1,500
  - Exhibit @ Both Meetings @ $14,000
  - Gala Dinner @ $8,000
  - Attendee Giveaway @ $5,000
  - One AM Break @ $1,500
  - Wifi Sponsorship @ $3,000
  - Exhibit @ Winter @ $7,500
  - Dessert Reception @ $5,000
  - Tours @ TBD
  - Event Mobile App @ $4,000
  - Wifi for Both @ $5,000
  - Exhibit @ Annual @ $7,500

- **Corporate Counsel Symposium -**
  - Table-top @ $3,500
  - Tuesday Breakfast @ $750
  - Lanyards @ $1,000
  - Reception @ $2,000
  - Monday Break @ $500
  - Mobile App @ $2,000
  - Monday Breakfast @ $750
  - Wifi @ $1,500

- **Trial Technology Institute -**
  - Table-top @ $2,000
  - Day 2 Breakfast @ $750
  - Lanyards @ $1,000
  - Reception @ $2,000
  - Day 1 Break @ $500
  - Day 2 Break @ $500

- **LMC and LMC Grad Program -**
  - Table-top @ $1,500
  - Reception @ $1,000
  - Flyers Only @ $500

- **Regional Program (International) -**
  - Reception @ $1,000
  - Flyers Only @ $300

- **FDCC Webinar Sponsor (please select how many you wish to sponsor at $750 each):**
  - 1
  - 2
  - 3
  - 4
  - 5
  - 6
  - 7
  - 8
### COMPANY INFORMATION

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#### PAYMENT TYPE
- [ ] Check / money order (US funds only)
- [ ] Visa
- [ ] American Express
- [ ] MC
- [ ] Discover

#### CARD INFORMATION
- Card Number: __________________________
- Expiration Date: ________________________
- CVV Code: ______________________________
- Cardholder Name: _______________________
- Billing Address: _________________________
  *(if different from above)*

#### PLEASE SELECT YOUR PRODUCT CATEGORY (please pick ONE):

- Court Reporting
- Litigation Software
- Expert Witness Locating Svcs
- Private Investigation
- Insurance
- Forensic Engineering
- Forensic Construction
- Forensic Accounting
- Legal Invoice Prep
- Medical Consulting
- E-Discovery/Data Recovery
- Trial Presentation & Graphics
- Travel Agency
- Adventure Trips
- Computer Sales
- Jury Consulting
- Office Supplies
- Billing Analytics
- Language Translation Svcs
- Cyber Security
- Entertainment
- Engineering Consulting
- Trial Consulting
- Other ____________________

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I have read the PROSPECTUS INFORMATION provided by FDCC. I hereby agree to abide by the terms and conditions listed on page 7 of the Prospectus. I authorize FDCC to reserve sponsorship in the name of the company and product category listed above. I understand this agreement may be cancelled up to four weeks before the event date and a 50% refund will be granted. Agreements cancelled within four weeks of the event will be charged the full sponsorship fee.

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Signature ___________________________________________ Date __________

FDCC Approval Signature ______________________________ Date __________