



**INSURANCE
ASSOCIATION
OF THE CARIBBEAN INC.**



39th Annual

Caribbean Insurance Conference 2019

THE SHIFTING LANDSCAPE IN INSURANCE –

THE CHALLENGE OF CHANGE

June 2– 4, Cancun, Mexico

SPONSORSHIP BROCHURE

CORPORATE OPPORTUNITIES

2019

<http://iac-caribbean.com/about-the-cic/>

THE SHIFTING LANDSCAPE IN INSURANCE – THE CHALLENGE OF CHANGE

Conference Summary

Dates: 2 - 4 June 2019

Venue: Fiesta Americana Grand Coral Beach and Spa, Cancun, Mexico

Anticipated Audience: 500+ Delegates/ 28+ Countries

Registration Deadlines

Early Bird Registration	08 April
Regular Rate Registration	20 May
Late Registration	May 21 and onwards

Advertising Deadlines

Close off for booking March 26, 2019
 Artwork Submission Deadline - April 2, 2019

Hotel Booking Deadline

May 2, 2019 (Discounted group rate cannot be guaranteed for bookings made after this date)

About the Conference Hotel

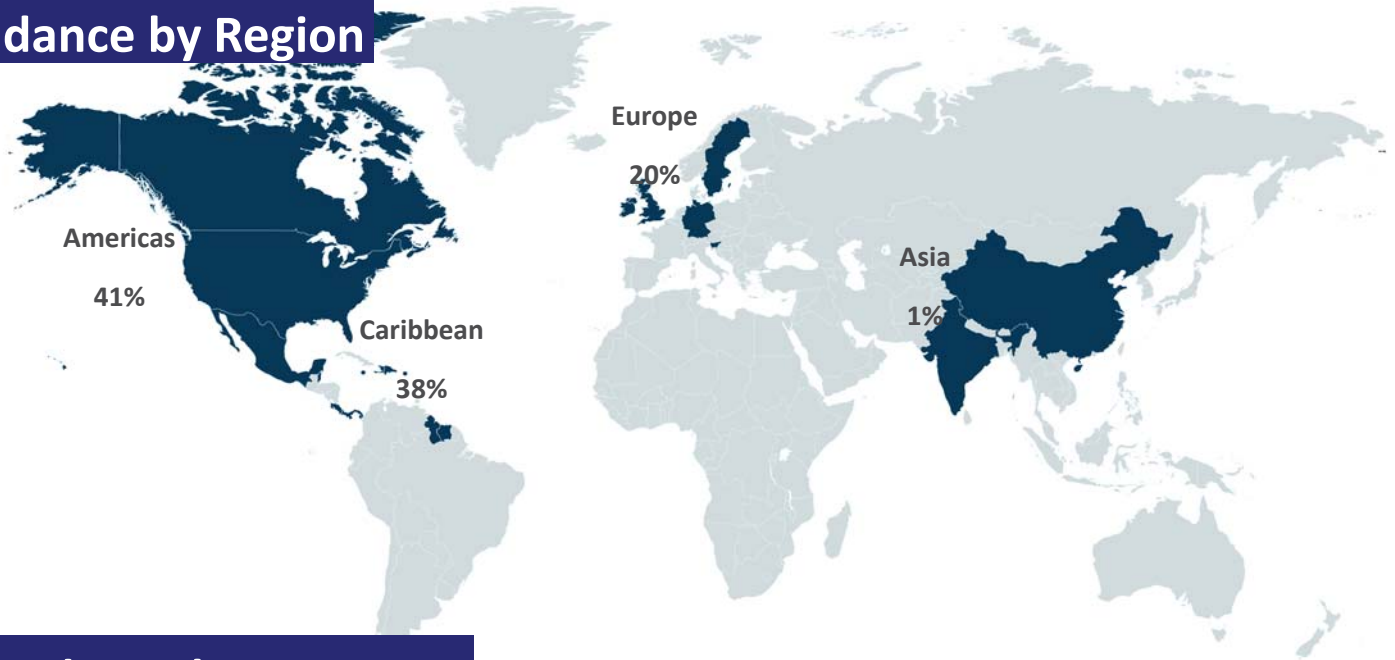
Cancun’s luxury resort located on a secluded stretch of white sand beach and its 602 all ocean view suites, each with a private terrace facing the magical turquoise waters. This Caribbean resort offers a spacious, heated cascading pool with three swim-up bars and sun loungers, while the private beach provides shaded palapas. Grand Fiesta Americana Coral Beach Cancun resort’s highest two floors are dedicated to the Grand Club, which provides lavish services, a dedicated lounge and personal concierge as well as above-and-beyond amenities available in both the VIP Penthouse lounge and beach side sundeck. A perfect blend of serenity and activity, this Cancun resort is steps away from the destination’s vibrant nightlife, and Luxury Shopping as well as the high speed ferry to colorful and picturesque Isla Mujeres.

Registration Fees:

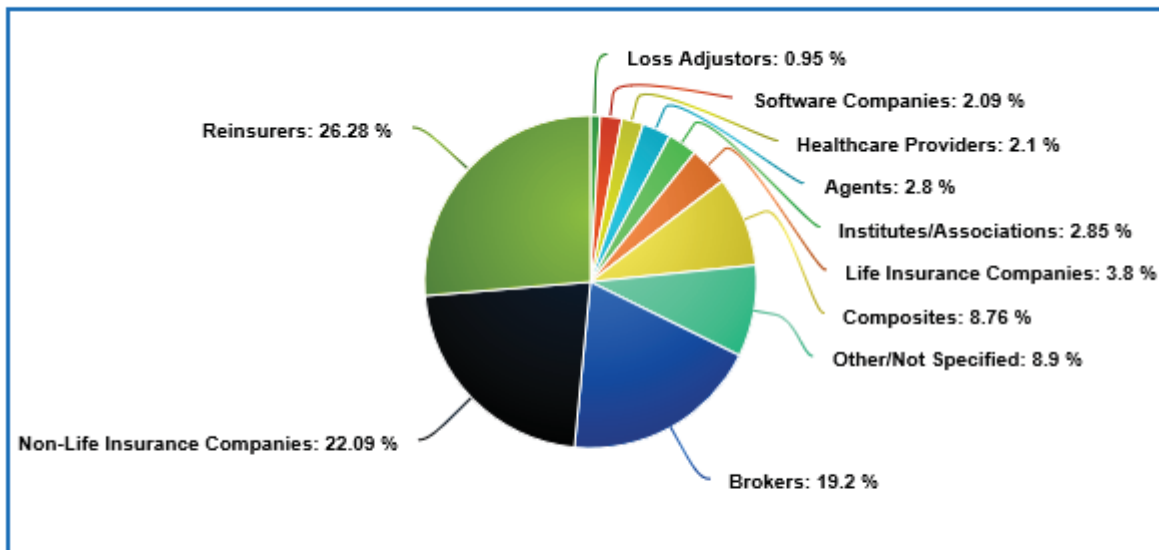
CATEGORY	EARLY BIRD REGISTRATION FEE (BY APRIL 8TH 2019)	REGISTRATION FEE (APRIL 9TH-MAY 20TH 2019)	LATE REGISTRATION FEE (AFTER MAY 20TH 2019)
IAC MEMBER	US\$675.00	US\$725.00	US\$825.00
LIMRA/LOMA MEMBER	US\$675.00	US\$725.00	US\$825.00
IAC & LIMRA/LOMA MEMBER	US\$675.00	US\$725.00	US\$825.00
NON MEMBER	US\$995.00	US\$1045.00	US\$1145.00
SPECIAL INTEREST/ EXHIBITORS	US\$500.00	US\$550.00	US\$650.00
SPOUSE/GUEST	US\$150.00	US\$150.00	US\$150.00

EXPECTED CONFERENCE ATTENDANCE

Attendance by Region



Attendance by Company



- Loss Adjustors
- Software Companies
- Healthcare Providers
- Agents
- Institutes/Associations
- Life Insurance Companies
- Composites
- Other/Not Specified
- Brokers
- Non-Life Insurance Companies
- Reinsurers

500+

DELEGATES

91

COMPANIES

30

COUNTRIES

25

SPONSORS

19

SPEAKERS

10

BOOTHS

2

NETWORKING
EVENTS

1

GREAT
CONFERENCE!

About CIC

The Insurance Association of the Caribbean, Inc., in association with LIMRA and LOMA is pleased to present The Caribbean Insurance Conference, the premier conference for professionals in the Caribbean Insurance Industry. The Conference will be held **June 2 - 4, 2019 in Cancun, Mexico.**

This **educational and networking opportunity** will be attended by over **500 delegates** from **280 companies** in **35 countries** across the world. Our 38th Annual Conference held in Jamaica had a delegate attendee list of over 500 persons. It is our hope that the 39th Annual Conference will be even bigger and better, delivering a wealth of valuable information for future thinking insurance professionals.

Careful planning by our experienced Conference Committee will ensure that **first class, state-of-the-art facilities and speakers** add to a quality programme.

The success of this Annual Conference is greatly reliant on your contribution to the various conference events and programmes. Your partnership is important to the Annual Conference and we value your contribution to this prestigious event.

Our participants are **high-level executives in leading organizations** from around the world and our goal is to provide our sponsors an opportunity to increase their visibility and network with a **highly motivated and professional association** that is continuing to grow in the region and beyond.



Why become a Sponsor?

Boost your company's visibility

- ◆ Increase visibility with the key decision makers in the Caribbean Insurance Industry

Maximise exposure

- ◆ Promote your business to an international audience that includes attendees from across the Caribbean, USA and Europe. This means greater targeted, marketing reach for your business

Gain new customers and market share

- ◆ Increase sales and create a profile with a targeted group of professionals and decision makers from the industry's leading players

Connect with new clients and partners

- ◆ Obtain exposure to current and potential clients and partners

Increase recognition

- ◆ A one stop shop to gain knowledge and form new relationships

Showcase your products and services

- ◆ Distribute permanent reminders and/or showcase products or services at the conference

Enhance your competitive position

- ◆ Obtain direct access to potential clients during and after the event with the exclusive and confidential delegate listing



Sponsorship Opportunities

There are five levels of partnership, each with **lucrative benefits** to ensure that your **support is recognised and highlighted throughout the conference and beyond.**

Sponsorship packages may be shared between two or more partners. Pages 7 - 14 outline the Conference Partnership opportunities, levels and benefits of becoming a partner.

Combined sponsorship package allow sponsors to choose two or more opportunities to gain the benefits associated with the cash value of the sponsorship. E.g, a combination of two bronze items automatically upgrades you to the silver sponsorship level. You would therefore receive all the benefits of a silver sponsor.

We look forward to your partnership at this regional insurance forum and thank you in advance for your kind support.

Sponsorship	Amount	Number Available
Platinum	US\$30,000.00	Combination of opportunities totalling US\$30,000
Gold:	US\$20,000.00	2 Individual Opportunities @ US\$20,000 OR A combination of opportunities totalling US\$20,000.00
Silver:	US\$10,000.00	11 Opportunities @ US\$10,000 OR A combination of opportunities totalling US\$10,000.00
Bronze:	US\$5,000.00	20 Opportunities OR A combination of opportunities totalling US\$5,000.00
Corporate Partner:	US\$2,000.00 - US\$4,000.00	12 Opportunities

Past Sponsors 2007-2018

- A. M. Best Company
- Active Care Management
- Advantage General Insurance Company Ltd
- Aero Jet International
- Aetna International
- Alwen Hough Johnson
- American Life Insurance Company
- Aon Re Canada Inc.
- Bahamas First
- Buesing Consulting Group
- Canadian Medical Network
- Carib Brewery (St. Kitts & Nevis) Ltd
- Caribbean Catastrophe Risk Insurance
- Cayman First
- Central Bank of Curacao
- Choice Network
- Chubb
- CMN Inc
- Compu-Quote Inc.
- COLFIRE
- Colina
- COSVI
- Curacao Hospitality & Tourism Association
- Demerara Mutual Life Assurance Society
- Digicel
- EC Global Ins Co Ltd
- Ennia Caribe NV.
- Equisoft
- Exam One
- Family Guardian Insurance Company
- Fatum N.V
- First Citizens Bank
- Fraser Fontaine & Kong Limited
- General Accident Inc Co
- Generali Worldwide
- Genre Mexico
- Global Medical Management
- Grace, Kennedy & Company Limited
- Guardian Holdings Ltd
- Guardian Insurance Co.
- Guardian Life of the Caribbean Limited
- Gulf Insurance Ltd
- Hannover Re.
- HSBC Insurance Brokers Limited
- Hyland Software
- IBM Canada
- Insurance Company of the West Indies.
- Insure Edge - Powered By DAMCO
- International HealthCare Advisors
- International Reinsurance Manager
- Island Heritage
- J. B. Boda & Co. (U.K) Limited
- JS Johnson Insurance Agents and Brokers
- Jackson Memorial Hospital International
- Jamaica International Insurance Co. Ltd
- JLT Risk Solutions Ltd.
- KPMG Barbados
- Kane LPI Solutions
- Korpodeko
- L I A T
- Life of Jamaica Limited
- Lloyd's of America
- LOGIC 3 and Tai
- M & C General Insurance Co. Ltd
- Malliouhana Anico Insurance Company Ltd
- Maritime General Insurance
- Memorial International
- Munich Reinsurance Company.
- National Caribbean Insurance Company Ltd
- Netherlands Antilles & Aruba Assurance
- New India Assurance Co (T&T) Ltd
- NUA
- Olympus Managed Health Care
- Optimum Re Insurance Company
- Pan American Life Insurance Group
- Presidio Reinsurance Group
- Puerto Rico Convention Bureau
- Quest Diagnostics
- RBTT Bank N.V
- Redbridge Group of Florida
- Reinsurance Company of Trinidad & Tobago
- Ritz Carlton Jamaica
- Royal Star Assurance
- Rums of Puerto Rico
- Sagicor Life Inc - Barbados
- Sagicor Life Inc. - Trinidad
- Scotia Life Trinidad and Tobago
- Shelter Insurance
- St. Kitts Nevis Marriot Resort & Spa
- Summit Insurance Company Ltd
- SunGard
- Swiss Reinsurance Company Canada
- T.W Metals
- Tatil
- TDC Group of Companies
- Trinidad & Tobago Insurance Limited.
- Trinidad Tourism Development Company
- U.S. Virgin Islands Tourism
- Willis Re

Platinum Sponsor

Package Cost: \$30,000US

OPPORTUNITIES:

- Combine two or more sponsorship opportunities to the value of \$30,000US or more

BENEFITS

EXCLUSIVE SPONSORSHIP ELEMENT

- ◆ Recognition as a premium sponsor of the Conference, with highest priority branding among sponsor levels
- ◆ Your Company's logo displayed prominently on/at the item/s and/or event/s of your choice

Conference Attendance

- ◆ 3 complimentary conference registrations
- ◆ Reserved seating at conference opening ceremony in designated sponsorship seating area
- ◆ 10 Reserved seats at conference closing party

Pre-Event Advertising / Website

- ◆ Logo included in all event collateral including Conference website with a link to sponsor's website.
- ◆ Logo included in pre-conference print and digital campaigns
- ◆ IAC sponsor-created e-blasts, promoting sponsor's involvement in the event

On-Site Promotion

- ◆ Official recognition of sponsor at Conference Opening and Closing party
- ◆ Acknowledgement banner promoting your company as a Platinum Sponsor
- ◆ Provision of area for a special Exhibition Booth (3m x 3m) in priority position
- ◆ Opportunity for small brochure inserts in delegate bags
- ◆ Opportunity to place company material on sponsor table at the Conference
- ◆ Sponsor designation on name badge

Conference Souvenir Magazine

- ◆ One complimentary full page advertisement in the Conference Souvenir Magazine
- ◆ Acknowledgement in Conference Souvenir Magazine with the inclusion of your corporate logo and recognition as sponsor
- ◆ Company write-up in Conference Souvenir Magazine

Media Relations & Social Media

- ◆ Acknowledgement in the Marketing and Public Relations campaign for CIC 2019
- ◆ The inclusion of your corporate logo and recognition as sponsors in communications to conference attendees.

EXTRAS

- ◆ 15% Discount on all conference services booked such as meeting rooms etc.
- ◆ Opportunity to provide promotional Products and literature to be distributed in conference bags

Gold Sponsor

Package Cost: \$20,000US

OPPORTUNITIES:

- Choose from 2 unique opportunities or combine two or more sponsorship opportunities to the value of \$20,000US

BENEFITS

EXCLUSIVE SPONSORSHIP ELEMENT

- ◆ Recognition as a premium sponsor of the Conference, with priority branding among sponsor levels
- ◆ Your Company's logo displayed prominently on/at the item/s and/or event/s of your choice

Conference Attendance

- ◆ 2 complimentary conference registrations
- ◆ Reserved seating at conference opening ceremony in designated sponsorship seating area
- ◆ 8 Reserved seats at conference closing party

Pre-Event Advertising / Website

- ◆ Logo included in all event collateral including Conference website with a link to your company's website.
- ◆ Logo included in pre-conference print and digital campaigns
- ◆ IAC sponsor-created e-blasts, promoting sponsor's involvement in the event

On-Site Promotion

- ◆ Official recognition of sponsor at Conference Opening and Closing party
- ◆ Acknowledgement banner promoting your company as a Gold Sponsor
- ◆ 25% discount on Exhibition Booth (3m x 3m) in priority position
- ◆ Opportunity for small brochure inserts in delegate bags
- ◆ Opportunity to place company material on sponsor table at the Conference
- ◆ Sponsor designation on name badge

Conference Souvenir Magazine

- ◆ One complimentary half page advertisement in the Conference Souvenir Magazine with the opportunity to upgrade to full page
- ◆ Acknowledgement in Conference Souvenir Magazine with the inclusion of your corporate logo and recognition as sponsor
- ◆ Company write-up in Conference Souvenir Magazine

Media Relations & Social Media

- ◆ Acknowledgement in the Marketing and Public Relations campaign for CIC 2019
- ◆ The inclusion of your corporate logo and recognition as sponsors in communications to conference attendees.

EXTRAS

- ◆ 10% Discount on all conference services booked such as meeting rooms etc.
- ◆ Opportunity to provide promotional Products and literature to be distributed in conference bags

Silver Sponsor

Package Cost: \$10,000US

OPPORTUNITIES:

- Choose from 11 unique opportunities or combine two or more sponsorship opportunities to the value of \$10,000US

BENEFITS

EXCLUSIVE SPONSORSHIP ELEMENT

- ◆ Recognition as a sponsor of the Conference, with priority branding among sponsor levels
- ◆ Your Company's logo displayed prominently on/at the item/s and/or event/s of your choice

Conference Attendance

- ◆ 1 complimentary conference registration
- ◆ Reserved seating at conference opening ceremony in designated sponsorship seating area
- ◆ 6 Reserved seats at conference closing party

Pre-Event Advertising / Website

- ◆ Logo included in all event collateral including Conference website with a link to your company's website.
- ◆ Logo included in pre-conference print and digital campaigns
- ◆ IAC sponsor-created e-blasts, promoting sponsor's involvement in the event

On-Site Promotion

- ◆ Official recognition of sponsor at Conference Opening and Closing party
- ◆ Acknowledgement banner promoting your company as a Silver Sponsor
- ◆ 10% discount off one Exhibition Booth (3m x 3m) in priority position
- ◆ Opportunity for small brochure inserts in delegate bags
- ◆ Opportunity to place company material on sponsor table at the Conference
- ◆ Sponsor designation on name badge

Conference Souvenir Magazine

- ◆ One complimentary quarter-page advertisement in the Conference Souvenir Magazine
- ◆ Acknowledgement in Conference Souvenir Magazine with the inclusion of your corporate logo and recognition as sponsor
- ◆ Company write-up in Conference Souvenir Magazine

Media Relations & Social Media

- ◆ Acknowledgement in the Marketing and Public Relations campaign for CIC 2019
- ◆ The inclusion of your corporate logo and recognition as sponsors in communications to conference attendees.

EXTRAS

- ◆ 5% Discount on all conference services booked such as meeting rooms etc.
- ◆ Opportunity to provide promotional Products and literature to be distributed in conference bags

Bronze Sponsor

Package Cost: \$5,000US

OPPORTUNITIES:

- Choose from 20 unique opportunities or combine two or more sponsorship opportunities to the value of \$5,000US

BENEFITS

EXCLUSIVE SPONSORSHIP ELEMENT

- ◆ Recognition as a sponsor of the Conference, with branding among sponsor levels
- ◆ Your Company's logo displayed prominently on/at the item/s and/or event/s of your choice

Conference Attendance

- ◆ 50% discount off one conference registration
- ◆ Reserved seating at conference opening ceremony in designated sponsorship seating area
- ◆ 4 Reserved seats at conference closing party

Pre-Event Advertising / Website

- ◆ Logo included in all event collateral including Conference website with a link to your company's website.
- ◆ Logo included in pre-conference print and digital campaigns
- ◆ IAC sponsor-created e-blasts, promoting sponsor's involvement in the event

On-Site Promotion

- ◆ Official recognition of sponsor at Conference Opening and Closing party
- ◆ Acknowledgement banner promoting your company as a Bronze Sponsor
- ◆ 5% discount on Exhibition Booth (3m x 3m) in priority position
- ◆ Opportunity for small brochure inserts in delegate bags
- ◆ Opportunity to place company material on sponsor table at the Conference
- ◆ Sponsor designation on name badge

Conference Souvenir Magazine

- ◆ 10% discount off any advertisement in the Conference Souvenir Magazine
- ◆ Acknowledgement in Conference Souvenir Magazine with the inclusion of your corporate logo and recognition as sponsor
- ◆ Company write-up in Conference Souvenir Magazine

Media Relations & Social Media

- ◆ Acknowledgement in the Marketing and Public Relations campaign for CIC 2019
- ◆ The inclusion of your corporate logo and recognition as sponsors in communications to conference attendees.

EXTRAS

- ◆ Opportunity to provide promotional Products and literature to be distributed in conference bags

Corporate Partner

Package Cost: \$2,000US - \$4,000US

OPPORTUNITIES:

- Choose from 12 unique opportunities ranging from \$2,000US to \$4,000US

BENEFITS

EXCLUSIVE SPONSORSHIP ELEMENT

- ◆ Recognition as a sponsor of the Conference, with branding among sponsor levels
- ◆ Your Company's logo displayed prominently on/at the item/s and/or event/s of your choice

Conference Attendance

- ◆ Reserved seating at conference opening ceremony in designated sponsorship seating area
- ◆ 2 Reserved seats at conference closing party

Pre-Event Advertising / Website

- ◆ Logo included in all event collateral including Conference website with a link to your company's website.
- ◆ Logo included in pre-conference print and digital campaigns
- ◆ IAC sponsor-created e-blasts, promoting sponsor's involvement in the event

On-Site Promotion

- ◆ Official recognition of sponsor at Conference Opening and Closing party
- ◆ Shared acknowledgement banner with other Corporate Partners promoting your company as a Sponsor
- ◆ Opportunity for small brochure inserts in delegate bags
- ◆ Opportunity to place company material on sponsor table at the Conference
- ◆ Sponsor designation on name badge

Conference Souvenir Magazine

- ◆ 5% discount off any advertisement in the Conference Souvenir Magazine
- ◆ Acknowledgement in Conference Souvenir Magazine with the inclusion of your corporate logo and recognition as sponsor
- ◆ Company write-up in Conference Souvenir Magazine

Media Relations & Social Media

- ◆ Acknowledgement in the Marketing and Public Relations campaign for CIC 2019
- ◆ The inclusion of your corporate logo and recognition as sponsors in communications to conference attendees.




EXTRAS







- ◆ Opportunity to provide promotional Products and literature to be distributed in conference bags

GENERAL SPONSORSHIP LEVELS AND BENEFITS AT A GLANCE

Sponsorship Levels	Platinum	Gold	Silver	Bronze	Corporate Partner
	\$30,000 And above	\$20,000	\$10,000	\$5,000	Below \$5,000
BENEFITS					
Acknowledgement in the Marketing and Public Relations campaign for CIC 2019	•	•	•	•	•
Complimentary Registration for delegates representing your company	• Three (3) packages	• Two (2) packages	• One (1) package	• 50% discount off one (1) package	
The inclusion of your corporate logo and recognition as sponsors in communications to conference attendees	•	•	•	•	•
Company website link on the IAC website for one year	•	•	•	•	•
***Discount on all conference services booked such as meeting rooms and golf	• 15%	• 10%	• 5%		
Acknowledgement banner placed in a strategic location	•	•	•	•	Shared banner with other corporate partners
***Discount on Exhibition Booths	• Free Booth	• 25%	• 10%	• 5%	
Discounted advertisement in conference souvenir magazine	• Free Full Page Colour Ad	• Free Half Page Colour Ad	• Free Quarter Page Colour Ad	• 10%	• 5%
***Acknowledgement in all Conference publications such as Souvenir Magazine.	•	•	•	•	•
Reserved seating at conference functions	• 10 Seats	• 8 Seats	• 6 Seats	• 4 Seats	• 2 Seats
Products and literature distributed in conference bags	•	•	•	•	•
Products and literature placed on sponsors' table	•	•	•	•	•

Partnership Opportunities

Sponsored Item	Sponsorship level	Benefits Package	Sponsors
SPECIAL EVENTS			
♦ Opening Ceremony	\$15,000.00	Silver	
✓ Cocktail Reception	\$10,000.00	Silver	
♦ Closing Party - Dinner	\$10,000.00	Silver	
♦ Closing Party - Entertainment	\$15,000.00	Silver	
♦ 2 Breakfast Breaks Monday Tuesday	\$10,000.00 \$5,000.00 per day	Silver for two Breakfast Breaks Bronze for one Breakfast Break	
♦ 2 Coffee Breaks Monday Tuesday	\$10,000.00 \$5,000.00 per day	Silver for two Coffee Breaks Bronze for one Coffee Break	
♦ 2 Lunch Breaks Monday Tuesday	\$15,000.00 \$7,500.00 per day	Silver for two Lunch Breaks Bronze for one Lunch Break	
♦ Keynote Speaker - Opening Ceremony	\$7,500.00	Bronze	
♦ Conference Business Centre	\$5,000.00	Bronze	
♦ Conference Centre Wi-Fi	\$5,000.00	Bronze	
CONFERENCE MEMORABILIA			
✓ Official Conference Polo Shirts	\$15,000.00	Silver	
♦ Official Conference Backpack	\$20,000.00	Gold	
♦ Portfolios	\$10,000.00	Silver	
♦ Travel Mugs	\$5,000.00	Bronze	
♦ Delegate Listing/Directory	\$5,000.00	Bronze	
♦ Pens	\$5,000.00	Bronze	
♦ Companion Shirts	\$5,000.00	Bronze	
♦ Companion Bags	\$5,000.00	Bronze	
♦ Notebooks	\$5,000.00	Bronze	
✓ Lanyards & Conference Badges	\$5,000.00	Bronze	

Sponsored Item	Sponsorship level	Benefits Package	Sponsors
CONFERENCE MEMORABILIA			
◆ Reusable Sports Bottle	\$5,000.00	Bronze	
◆ Desk Clocks	\$5,000.00	Bronze	
✓ Portable Power Bank/Mobile Charger	\$5,000.00	Bronze	
◆ Highlighters	\$2,000.00	Corporate Partner	
◆ Conference Bag Stuffing	\$2,500.00	Corporate Partner	
◆ Key Rings	\$2,500.00	Corporate Partner	
◆ Conference Hotel Key Card	\$4,000.00	Corporate Partner	
✓ Conference Wristbands	\$2,000.00	Corporate Partner	
◆ Luggage Tags	\$2,500.00	Corporate Partner	
✓ Pathway Directional Signs	\$2,000.00	Corporate Partner	
◆ Post-it Note Book	\$2,000.00	Corporate Partner	
✓ Conference Water Station	\$2,000.00	Corporate Partner	
◆ Mobile Phone Sanitiser	\$2,000.00	Corporate Partner	
◆ Lip balms	\$2,000.00	Corporate Partner	
◆ Mobile Phone Popsocket	\$2,000.00	Corporate Partner	
SPECIAL SPONSORSHIP PACKAGES			
◆ IAC Annual Scholarship	\$2,500 \$5,000 \$10,000	Partner Bronze Silver	
◆ Keynote Session - Monday Morning	\$7,500.00 per session	Bronze	
✓ Official Conference Gifts	\$20,000.00 value	Gold	
✓ Official Conference Welcome Kit	\$10,000.00	Silver	
◆ Conference Registration Desk	\$5,000.00	Bronze	
✓ Wellness Corner	\$5,000.00	Bronze	