Exclusive Exhibitor & Sponsorship Opportunities
Solution Center: April 5 - 6, 2018

Share Your Solutions to Business Challenges

Register at www.ogr.org/exhibitors

8’ x 2’ Banner included with sponsorships of $1000 or more!
Welcome to Savannah

Exhibitor events on April 5 & 6.

This year OGR is throwing a completely different opening party - forget the traditional Welcome Reception in the tradeshow. This year, you’ll join funeral home owners and other exhibitors for dinner on the golf course on Thursday, April 5. Take part in an optional putting tournament or just mingle with attendees and enjoy cocktails on the deck and then a barbecue dinner in a nearby pavilion; you won’t have to be tied to your table the first night, and the cost of dinner is included with registration. Please take advantage of this opportunity to strengthen existing friendships and to create new ones. Remember, you have access to more than 95% decision makers when you attend OGR’s conferences, so this will be a great time to get to know them.

Consultation Tables
In addition to a 6 foot table where you can display products and services, OGR will be providing a cocktail round across the aisle for you to hold meaningful, uninterrupted conversations during the new Solution Center. These consultation tables will be reserved for your company to use at any time. OGR will highlight the solutions your company provides throughout the Solution Center, so be sure to complete the Exhibitor Problem/Solution Statements when you register online. The center will run from 9 a.m. - 1 p.m. on Friday, April 6.

Problem / Solution Focus
OGR members need to solve problems. When registering, OGR is asking each exhibitor to share up to 3 solutions to common challenges they hear from their customers. If you exhibit at OGR’s Solution Center, these solutions will be your trigger for catching members’ attention. OGR will display these talking points on each exhibitor’s consultation table. We want OGR members to walk away from your table saying, “This supplier can help me improve my business!” This change will help you enhance your status as a trusted advisor. OGR will not reserve exhibitor tables if exhibitors do not provide a problem/solution when they register.

Demonstration Stations*
Do you have a product or service you’d like to highlight? Show your best product to funeral home attendees and promote the services you provide by reserving a 15-minute demonstration session. Time slots are available at 9:15 a.m., 10:15 a.m., 11:15 a.m., and 12:15 p.m. on Friday, April 6, 2018. The price is $375, which includes a projector and screen. Hurry! These sell out fast.

*Demonstration Stations are subject to OGR approval and will be reviewed in the order they are received.
Exhibitor Information

Exhibitors may choose one of the following:

- One (1) draped 6’ tabletop - $799 (non-member: $899)
- One 10’ x 3’ space with 6’ draped table - $999 (non-member: $1099)

All exhibitor registrations include:
One (1) reserved cocktail round for consultations with attendees in the Solution Center, one (1) registration to attend Thursday’s opening Dinner on the Green, Friday’s plated breakfast and keynote session, and Friday’s Solution Center refreshment breaks. Tickets may be purchased for Thursday’s Celebratory Luncheon and Friday’s Taste of Savannah Closing Dinner.

All 2018 exhibitor registrations will be taken online at www.ogr.org/exhibitors

Exhibitor’s Profile
Each exhibiting company will provide OGR with a descriptive profile detailing the products, services, or history of the company for inclusion in the onsite conference directory and OGR Conference App. The description should be 60 words or less and be submitted by March 2, 2018, to Laine Phillips at lphillips@ogr.org. OGR reserves the right to edit all copy to comply with editorial guidelines and length specifications.
Exhibit Details

**Location of the Solution Center**
The Solution Center will be located at Westin Savannah Harbor Golf Resort & Spa Hotel in the A & B Grand Ballroom. OGR reserves the right at all times to modify the floor plan to meet the needs of the showcase and the exhibitors.

**Exhibitor Hours**
All exhibitors are invited to mingle with OGR Members and staff.

- **Thursday, April 5**
  - Dinner on the Green – 6:00 – 8:30 p.m.

- **Friday, April 6**
  - Plated breakfast and education session – 7:30 – 9:00 a.m.

In the Solution Center 9:00 a.m. – 1:00 p.m.

**EXHIBITOR SET-UP**
Thursday, April 5 from 12:00 p.m. – 5:00 p.m.

**EXHIBITOR MOVE-OUT**
Friday, April 6 from 1:00 – 5:00 p.m.
All exhibits must be staffed and remain intact until the official closing hour.

**Installation and Dismantling**
Exhibitors will be permitted to begin assembling their exhibits at 12:00 p.m. on Thursday, April 5. In all cases, exhibits booths must be set up by 5:00 p.m. on Thursday, April 5.

Dismantling: all exhibits must be removed by the exhibiting company no earlier than 1:00 p.m., Friday, April 6. No exhibit or part of an exhibit may be removed from the space allocated during the period of the showcase, except in extreme cases. Permission for such removal must be obtained from Laine Phillips, Member Resources Director. Any exhibitor who tears down prior to official closing time without permission from the Member Resources Director will be charged a penalty fee of $250.

**Use of Space**
Each exhibitor is responsible for keeping the aisle or aisles near the exhibit space free of congestion due to demonstrations or other promotions.

**Hotel**
Move-in Instructions: The Solution Center will be located in the A & B Grand Ballroom. Check your exhibitor confirmation letter for more details.

**Rates for Boxes/Packages**
Inbound and outbound receiving and delivery fees will be applied on a per package basis. Please schedule your packages to arrive 1-2 days prior to the event start date to avoid being charged a storage fee/day. Packages storage fees will apply to each package received and stored for more than five calendar days. Check your exhibitor confirmation letter for the Westin Resort Pricelist or go online at: [www.ogr.org/annual-conference-exhibitor](http://www.ogr.org/annual-conference-exhibitor).

**Liability**
Exhibitor hereby assumes entire responsibility and hereby agrees to protect, defend, indemnify and save OGR and the Hotel, its members, its owners, its operator and each of their respective parents, subsidiaries, affiliates, employees, officers, directors, and agents harmless against all claims, losses or damages to persons or property, governmental charges or fines and attorney’s fees arising out of or caused by its installation, removal, maintenance, occupancy or use of the exhibition premises or a part thereof, excluding any such liability caused by the sole gross negligence of the Hotel and its employees and agents.

**Insurance**
Exhibitor shall obtain and keep in force during the term of the installation and use of the exhibit premises, policies of Comprehensive General Liability Insurance and Contractual Liability Insurance, insuring and specifically referring to the Contractual liability set forth in this Exhibit Agreement, in the amount not less than $2,000,000 Combined Single Limit for personal injury and property damage. OGR, the hotel, its owners, and its operator shall be included in such policies as additional named insureds. In addition, Exhibitor acknowledges that neither the Hotel nor its owners maintain insurance covering exhibitor’s property and that it is the sole responsibility of Exhibitor to obtain business interruption and property damage insurance insuring any losses by Exhibitor.

**Security**
OGR will not provide security. Exhibitors are solely responsible for their own exhibit and personal materials and should insure the exhibit against loss or damage from theft, accident, vandalism, fire, or other causes. All property of an exhibitor is understood to remain in the exhibitor’s care, custody, and control in transit to, from, or within the confines of the exhibits.

**Care of Building and Equipment**
Exhibitors or their agents must not injure or deface the walls or floors of the building, the exhibit space, or the equipment of the exhibit space. Nothing will be posted on, tacked, nailed, screwed, or otherwise attached to columns, walls, floors, or other parts of the building or furniture. All materials used in decoration must be flameproof. Electrical wiring must conform with National Electrical Code Safety Rules. Combustible materials or explosives are not permitted in the exhibits. Exhibitors will obtain Hotel’s advance written approval before using items in event and function space that could create noise, noxious odors, or hazardous effects (e.g., loud music, smoke or fog machines, dry ice, confetti cannons, candles, or incense) and before engaging in any activities outside of the reserved function rooms (e.g., registration table). Customer will obtain any required Fire Marshall or other safety approvals, and will pay any expenses incurred by Hotel as a result of such activity, such as resetting smoke or fire alarms or unusual cleanup costs.

**Cancellations**
All cancellations must be made in writing to Laine Phillips, OGR Member Resources Director. Exhibitor fees, less a 50% cancellation fee, are refundable if written notice is received for cancellations before March 2, 2018. No refunds will be made for no-shows and late cancellations. Cancellations received after March 2, 2018, obligates the exhibitor to full payment of the exhibit space and forfeiture of all monies paid. No refunds will be made after this date. Failure to occupy exhibit space does not release the exhibitor from the obligation to pay for full cost of the exhibit space.
Dinner on the Green at Westin Golf Course (Thursday)  
Replacing The Welcome Reception, this event features 2 drink ticket per attendee, BBQ dinner & putting competition.

1 Available - $3,500
- 3-minute promotional presentation during event (talk only)
- Placement of promotional takeaways at each seat
- 2 additional dinner tickets for company reps
- Retractable banner with your graphics (yours to keep), plus logo signage in the pavilion
- Company logo on OGR’s website and conference promotional material
- Listing in on-site guide & mobile app
- One (1) 30-second PA Announcement during Solution Center hours on Friday

Celebratory Luncheon (Thursday)  
1 Available - $3,150
- 3-minute promotional presentation after lunch
- Placement of promotional takeaways at each seat
- 2 Luncheon tickets for company reps
- Retractable banner with your graphics (yours to keep), plus in-room logo signage
- One (1) 30-second PA Announcement during Solution Center hours on Friday
- Company logo on OGR’s website and conference promotional material
- Listing in on-site guide & mobile app

Taste of Savannah Closing Party (Friday, hosted by OGR president)  
1 Available - $2,500
- Placement of promotional takeaways at each seat
- 2 tickets to event for company reps
- Retractable banner with your graphics (yours to keep), plus in-room logo signage
- One (1) 30-second PA Announcement during Solution Center hours on Friday
- Company logo on OGR’s website and conference promotional material
- Listing in on-site guide & mobile app

Opening Session “The Solution Room” (Wednesday) 1 Available - $1,650

Keynote “Relationship Marketing” (Thursday) 1 Available - $1,650
- 3-minute promotional presentation before session
- Retractable banner with your graphics (yours to keep), plus in-room logo signage
- One (1) 30-second PA Announcement during Solution Center hours on Friday
- Company logo on OGR’s website and conference promotional material
- Listing in on-site guide & mobile app
Breakfast & Education Session: “Do Funerals Matter?” (Friday)
1 Available - $1,350
- 3-minute promotional presentation before session
- Retractable banner with your graphics (yours to keep), plus in-room logo signage
- One (1) 3-second PA Announcement during Solution Center hours on Friday
- Company logo on OGR’s website and conference promotional material
- Listing in on-site guide & mobile app

Education Sessions: “From Tragedy to Triumph” (Thurs.), “How I’m Saving My Funeral Business” (Fri.)
2 Available - $1,250 each/$2,195 both
- Retractable banner with your graphics (yours to keep), plus in-room logo signage
- One (1) 30-second PA Announcement during Solution Center time
- Company logo on OGR’s website and conference promotional material
- Listing in on-site guide & mobile app

Continental Breakfast (Thursday)
1 Available - $995
- One (1) 30-second PA Announcement during Solution Center hours on Friday
- Company logo on OGR’s website and conference promotional materials
- Listing in on-site guide & mobile app

Refreshments in Solution Center (Friday)
3 Available - $750 each/$1,995 all
- One (1) 30-second PA Announcement about your company during the Solution Center
- Company logo on OGR’s website and conference promotional material
- Listing in on-site guide & mobile app

Breaks (Thursday)
4 Available - $650 each/$1,995 all
- One (1) 30-second PA Announcement about your company during the Solution Center
- Company logo on OGR’s website and conference promotional material
- Listing in on-site guide & mobile app

Print Advertising
Exhibitors are encouraged to promote their products and services in the official Conference Directory and The Independent® magazine, OGR’s flagship publication. Advertising packages and pricing can be obtained by contacting Scott McClure at (800) 637-8030, smcclure@ogr.org, or through the online registration form.

Full conference schedule at www.ogr.org/annual-conference-schedule

Sponsorships of $1,000 or more will include an 8’ X 2’ retractable banner & stand for display at the show. The unit is yours to keep at completion of the conference.

Sponsor will supply graphics in dimensions of 7.85’ X 1.85’ with a .125’ bleed, eps or pdf formats preferred.

Graphics must be received by February 1, 2018 to smcclure@ogr.org