



# Issues Answers

SYMPOSIUM

To Our Sponsors, Exhibitors and Friends,

The Tennessee Association of Health Underwriters is proud to announce the Eighth Annual Issues and Answers Symposium.

The planning is well underway for another outstanding educational event. The TNAHU Issues & Answers Symposium has become recognized as a premier gathering of the top healthcare benefit professionals (agents/brokers and carriers) from across the state. This year's Symposium promises to be no less!

No effort is being spared to assure our sponsors and exhibitors a genuine value in return for their support. The program is being designed specifically to maximize "face time" with those you seek to serve.

On behalf of the more than 450 professionals who make up the Tennessee Association of Health Underwriters, let me thank you once again for your generous support in the past. Without you, we could not have made the Issues & Answers Symposium the keystone of our professional education initiative.

We have enclosed a registration form for this year's event. We very much look forward to seeing you in Nashville, March 23-24, 2011.

Cordially,

Mark Jackson  
President  
Tennessee Association of Health Underwriters

**Tennessee Association of Health Underwriters**

P.O. Box 280718 • Nashville, TN 37228

THE EIGHTH ANNUAL  
**Issues**  
**Answers**  
SYMPOSIUM

**March 23-24, 2011**  
Willis Conference Center  
at One Century Place  
26 Century Boulevard  
Nashville, TN 37214  
615-872-6400

**HEALTHCARE**  
**revolution**  
be a part of the solution

Presented by **TNAHU**

TENNESSEE ASSOCIATION OF  
HEALTH UNDERWRITERS

**Presented by  
The Tennessee Association of Health Underwriters**

Issues & Answers has established itself as the premier professional event for the employee healthcare benefits community throughout Tennessee. From its inception in 2004, this event has attracted a following among sponsors, exhibitors and the states' top agent/brokers along with their most significant clients from all across Tennessee.

**This is Your Opportunity for High Profile Recognition**

Our sponsorship program offers high profile recognition for those industry leaders willing to invest in the value of the professional. Be recognized among the generous industry leaders sponsoring this outstanding event. Sponsorship at every level has been recognized as a true value proposition from approximately 25 sponsors and exhibitors who have participated year after year in this highly regarded annual event. Don't miss this chance to visit and share ideas with more than two hundred of Tennessee's most influential agent/brokers and their top clients. To increase exhibitor activity, Symposium attendees who visit all exhibit booths will be eligible for prize drawings at the end of the Symposium.

Be included among the industry leaders supporting this outstanding event. To secure your exhibit space, complete the enclosed registration form and mail with full payment. Registration is also available on-line at [www.tnahu.org](http://www.tnahu.org). If you register on-line, you may pay with credit card. The deadline to register is March 1.

**For exhibitor information contact:**

Kathryn Collins  
Kathryn Collins & Co.  
2308 Foxhaven Drive  
Franklin, TN 37069  
Phone: 615-661-0059 • Fax: 615-661-9897  
Email: [kathryn@kcollinsco.com](mailto:kathryn@kcollinsco.com)  
or visit our website: [www.tnahu.org](http://www.tnahu.org)

Be recognized among the industry leaders  
sponsoring this outstanding event!

## Sponsorship Levels

*Your Opportunity for High Profile Recognition*

### **Diamond Sponsor \$12,500**

- Three 6 x 8 exhibit booth spaces with three 6' tables in prime location (The Main Foyer offers maximum visibility for your company throughout the event)
- Company name and logo prominently featured on Symposium screen
- Sign announcing your Diamond sponsorship displayed in prominent location in Willis Conference Center.
- Recognition as sponsor of either Wednesday evening cocktail reception or Thursday luncheon with signage including company name and logo
- Two full page four-color advertisements in Event Program
- Listing as Diamond level sponsor in Event Program
- You may make a five minute presentation to the group during the morning Symposium session
- Registration for all events including the cocktail reception, continental breakfast, the Symposium sessions and lunch for ten attendees

### **Platinum Sponsor \$10,000**

- Two 6 x 8 exhibit booth spaces with two 6' tables in prime location (The Main Foyer offers maximum visibility for your company throughout the event)
- Company name and logo prominently featured on Symposium screen
- Recognition as sponsor of either Thursday morning breakfast or Symposium program with signage including company name and logo
- Full page four-color advertisement in Event Program
- Listing as Platinum level sponsor in Event Program
- You may make a four minute presentation to the group during the morning Symposium session
- Registration for all events including the cocktail reception, continental breakfast, the Symposium sessions and lunch for eight attendees

### **Gold Sponsor \$5,000**

- 6 x 8 exhibit booth space in prime location (The Main Foyer offers maximum visibility for your company throughout the event)
- Company name and logo prominently featured on Symposium screen
- An announcement of your Gold sponsorship at your chosen event
- Half page full-color advertisement in Event Program
- Listing as Gold level sponsor in Event Program
- You may make a three minute presentation to the group during the morning Symposium session
- Registration for all events including the cocktail reception, continental breakfast, the Symposium sessions and lunch for six attendees

### **Silver Sponsor \$2,500**

- 6 x 8 exhibit booth space in prime location (The Main Foyer offers maximum visibility for your company throughout the event)
- Company name and logo featured on Symposium screen
- An announcement of your Silver sponsorship at your chosen event
- Quarter page full-color advertisement in Event Program
- Listing as Silver level sponsor in Event Program
- Registration for all events including the cocktail reception, continental breakfast, the Symposium sessions and lunch for four attendees

### **Exhibitor \$1,000**

- 6 x 8 exhibit booth (Room 104)
- Listing as exhibitor in Event Program
- Registration for all events including the cocktail reception, continental breakfast, the Symposium sessions and lunch for two attendees

## The Agenda

We've assembled an outstanding line-up of regional and nationally recognized authorities that will address the pressing healthcare issues of our day and share their vision of the future challenges facing our industry. Designed for both agent/brokers and their top clients, this Symposium presents an excellent opportunity to build mutual understandings while strengthening vital relationships.

### Wednesday, March 23, 2011

**4:30pm - 6:00pm** Exhibitor Registration

**5:00pm - 6:00pm** Exhibitor Setup

**6:00pm - 7:30pm** Cocktail Reception with Exhibitors

*All registrants, speakers, sponsors, and exhibitors are included*

---

### Thursday, March 24, 2011

**6:30am - 7:00am** Exhibitor Setup

**7:00am - 8:00am** Registration / Continental Breakfast with Exhibitors

**8:00am - 12:00pm** Symposium

**12:00pm - 1:30pm** Luncheon and Exhibitor Visits

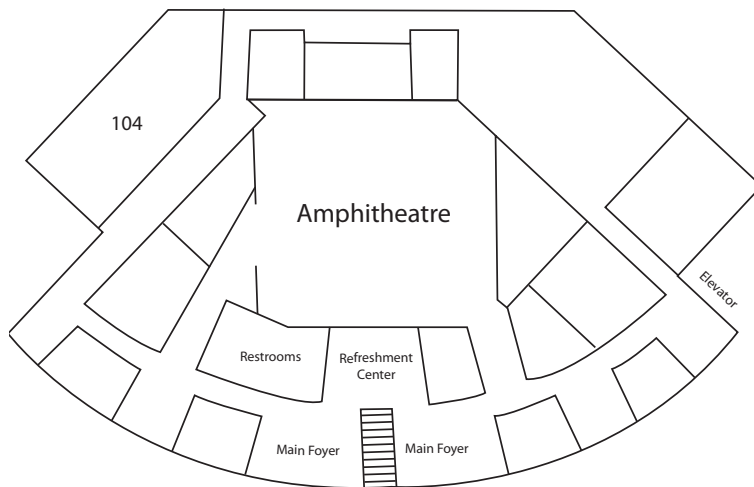
**1:30pm - 3:00pm** Symposium

---

### Hotel Accommodations

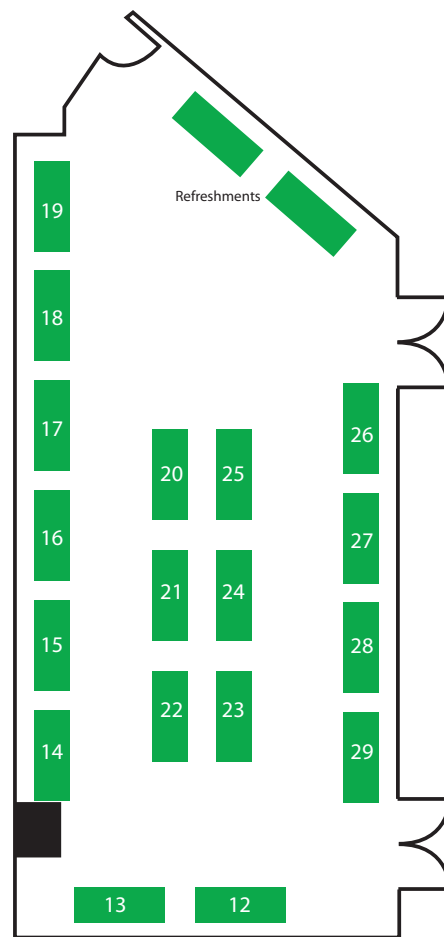
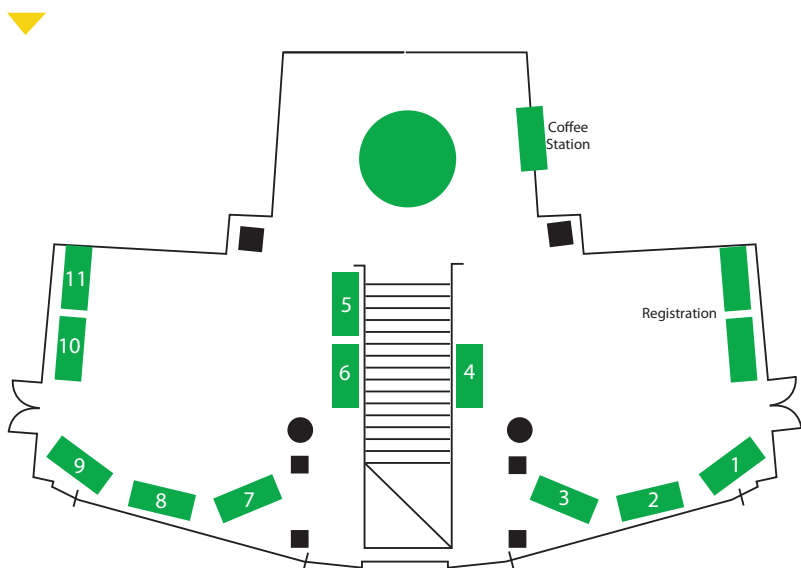
TNAHU has arranged a group rate at the Embassy Suites Nashville Airport Hotel for the Symposium at \$119.00 plus tax. All room reservations should be made directly with the Embassy Suites Nashville Airport Hotel (10 Century Blvd., Nashville, TN 37214). Their number is 615-871-0033 or 800-362-2779. Refer to the Tennessee Association of Health Underwriters group block when making your reservation. The hotel cut-off date is February 25, 2011.

**Conference Center** ▼  
**Layout**



**Exhibit Booths - Room 104** ▶

**Exhibit Booths - Main Foyer**  
 Reserved for Diamond, Platinum,  
 Gold and Silver Sponsors



# Registration Form

## SPONSORSHIP AND EXHIBIT BOOTH REGISTRATION FORM

Company Name \_\_\_\_\_  
Representative \_\_\_\_\_  
Title \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
Phone \_\_\_\_\_ Fax \_\_\_\_\_  
E-mail address \_\_\_\_\_

### Level of Sponsorship:

- Diamond** (\$12,500)       **Gold** (\$5,000)       **Exhibit Booth Only** (\$1,000)  
 **Platinum** (\$10,000)       **Silver** (\$2,500)

### Please indicate preference of booth location

First Choice # \_\_\_\_\_  
Second Choice # \_\_\_\_\_  
Third Choice # \_\_\_\_\_

See floor plan for desired booth number. Booths will be assigned based on date of receipt of registration form and full payment.

Signature of Responsible Party \_\_\_\_\_  
Title \_\_\_\_\_

Do you require electricity? \_\_\_\_\_ Yes \_\_\_\_\_ No

Will you be shipping materials to the Conference Center? \_\_\_\_\_ Yes \_\_\_\_\_ No

Are you providing a door prize? \_\_\_\_\_ Yes \_\_\_\_\_ No

As a sponsor/exhibitor, you receive complimentary registrations as outlined on the Sponsorship Levels page.  
Please provide your company's registrant names below.

\_\_\_\_\_  
\_\_\_\_\_

**Make check payable to Tennessee Association of Health Underwriters and mail with registration form by March 1, 2011:**

Kathryn Collins  
Kathryn Collins & Co.  
2308 Foxhaven Drive • Franklin, TN 37069 • Phone: 615-661-0059 • Fax: 615-661-9897  
E-mail: kathryn@kcollinsco.com