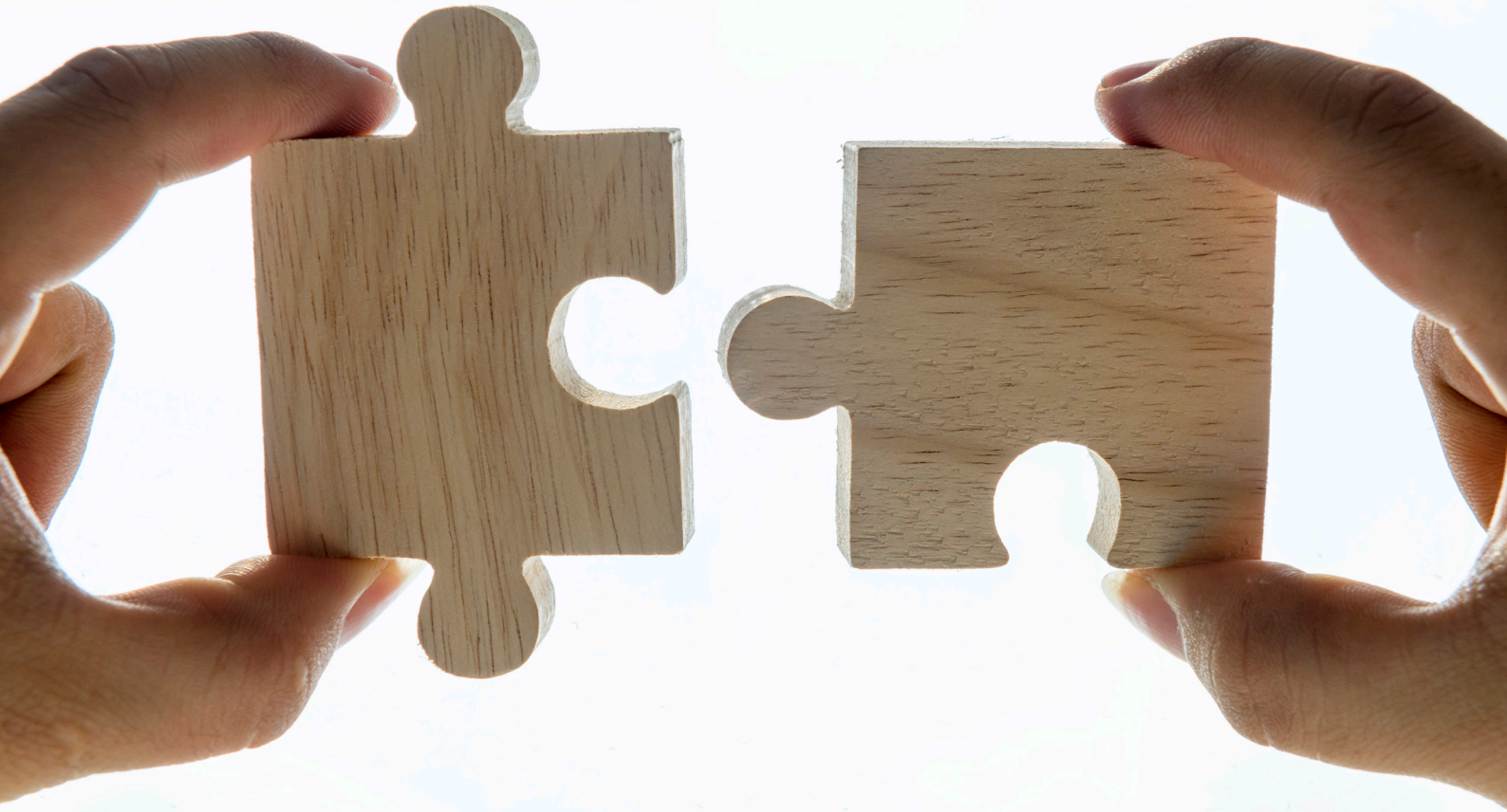




# **BOTH SIDES OF THE FENCE**

9 OCTOBER 2020, ADELAIDE OVAL

WORKERS COMPENSATION SEMINAR



**SPONSORSHIP & EXHIBITION PROSPECTUS**

# Invitation

After another successful year, the 'Both Sides of the Fence' Workers Compensation Seminar is back at Adelaide Oval in 2020. Following on from the successful celebration of the 21st Seminar in 2019, which was attended by over **200 delegates**, the Workers Compensation Seminar will continue to combine informative and engaging speakers with the opportunity for industry colleagues to network and discuss important issues.

Over 98% of delegates that attended the Seminar in 2019 said they would attend in the future. Delegates also described the Seminar as:

"Informative, interesting and well-presented subject matter"

"Excellent CPD value, interesting speakers and great location services"

"Interesting and useful - great networking opportunities"

The 'Both Sides of the Fence' Workers Compensation Seminar will provide your organisation with great exposure, specifically:

- ◆ Exposure to an interested, relevant and influential audience;
- ◆ An excellent opportunity to maintain a high profile;
- ◆ Networking both formally and informally; and
- ◆ Enabling your employees to attend a quality educational program.

To confirm your acceptance please complete the Sponsorship Application Form at the back of this proposal and return it to the Seminar Organisers. You will be sent a confirmation letter and invoice for the sponsorship amount.

Specific details regarding the artwork for logos and advertisements, location of display areas and/or signage, specifications and delivery details for signage and delivery of satchel inserts will be sent in the confirmation letter accompanying your tax invoice.

Please return your Sponsorship Application Form as soon as possible to secure your preferred sponsorship package.

If you would like to discuss any of the packages in detail, please don't hesitate to contact Callie Smallwood via +61 8 08 8125 2200 or [callie.smallwood@aomevents.com](mailto:callie.smallwood@aomevents.com). We are more than happy to work with you to create a package that will work for you and your organisation.



## Further Information

**Presented by**

**The Society of Labour Lawyers (SA)**

**Supported by**

**Australian Insurance Law Associate SA Branch**

**Venue**

**Adelaide Oval**

**War Memorial Drive, North Adelaide**

For all sponsorship queries, or for any other Seminar matters, please contact the organisers.

**Callie Smallwood**

**All Occasions Group**

**12 Stirling Street, Thebarton SA 5031**

**P. 8125 2200**

**E. [callie.smallwood@aomevents.com](mailto:callie.smallwood@aomevents.com)**

# Sponsorship Packages

Please select from the following packages. If you would like to discuss other sponsorship options, please contact Callie Smallwood (callie.smallwood@aomevents.com). As the Society of Labour Lawyers (SA) is a non profit organisation and its members have no reasonable expectation of a surplus from the Seminar, we are not quoting you an ABN. Therefore, please do not withhold tax from the payment.

## Platinum Sponsor

**\$6,000**

### Exhibition

- 1 X Trade Table in registration foyer

### Registration and Social Function

- 10 X Complimentary Full Delegate Seminar Registrations

### Marketing and Promotions

- Company logo featured in all seminar materials, including website, seminar handbook and seminar signage
- 2 satchel inserts supplied by sponsor by the advised deadlines, lightweight and no larger than A4 size
- Display of company free standing banner in seminar room (placement at organisers discretion)
- Formal acknowledgement of Platinum Sponsorship level during seminar
- Full delegate list, name, organisation and email address in pdf format (subject to the permission of the delegate)

## Barista Station Sponsor (Exclusive Opportunity)

**\$4,400**

### Registration and Social Function

- 2 X Complimentary Full Delegate Seminar Registrations

### Marketing and Promotions

- Opportunity for sponsor to supply branded aprons, cups and napkins, etc. (sponsor to supply)
- Opportunity to display 1 sponsor provided pull up banner at the barista station
- Logo displayed on barista station signage
- Company logo featured in all seminar materials, including website, seminar handbook and seminar signage
- Full delegate list, name, organisation and email address in pdf format (subject to the permission of the delegate)
- 1 satchel insert supplied by sponsor by the advised deadline, lightweight and no larger than A4 size



# Sponsorship Packages

## Seminar Supporter

\$2,750

### Registration and Social Function

- 4 X Complimentary Full Delegate Seminar Registrations

### Marketing and Promotions

- Company logo featured in all seminar materials, including website, seminar handbook and seminar signage
- 1 satchel insert supplied by sponsor by the advised deadline, lightweight and no larger than A4 size
- Display of company free standing banner in seminar room (placement at organisers discretion)
- Full delegate list, name, organisation and email address in pdf format (subject to the permission of the delegate)

## Seminar Lunch Sponsor (Exclusive Opportunity)

\$2,750

### Registration and Social Function

- 1 X Complimentary Full Delegate Seminar Registration
- 9 X Tickets to the Seminar Lunch

### Marketing and Promotions

- Opportunity to display 4 sponsor provided pull up banners in the Ian McLachlan Room (lunch venue)
- Logo displayed on the seminar registration site
- Logo printed on the lunch menus
- Company logo featured in all seminar materials, including website, seminar handbook and seminar signage
- Full delegate list, name, organisation and email address in pdf format (subject to the permission of the delegate)
- 1 satchel insert supplied by sponsor by the advised deadline, lightweight and no larger than A4 size

## Delegate Satchel Sponsor (Exclusive Opportunity)

\$2,750

### Registration and Social Function

- 2 X Complimentary Full Delegate Seminar Registrations

### Marketing and Promotions

- Company logo featured in all seminar materials, including website, seminar handbook and seminar signage
- Company name/logo printed on delegate satchels alongside 'BSOTF22' logo (must be signed on by 30 June 2020)
- 1 satchel insert supplied by sponsor by the advised deadline, lightweight and no larger than A4 size
- Full delegate list, name, organisation and email address in pdf format (subject to the permission of the delegate)

SOLD



# Sponsorship Packages

## Delegate Lanyard and Name Badge Sponsor (Exclusive Opportunity)

**\$3,300**

### Registration and Social Function

- 2 X Complimentary Full Delegate Seminar Registrations

### Marketing and Promotions

- Company logo featured in all seminar materials, including website, seminar handbook and seminar signage
- Company name/logo lanyards used for every delegate (Lanyards to be supplied by sponsor)
- Company logo used on every delegate name badge
- 1 satchel insert supplied by sponsor by the advised deadline, lightweight and no larger than A4 size
- Full delegate list, name, organisation and email address in pdf format (subject to the permission of the delegate)

## Networking Drinks Sponsor (Exclusive Opportunity)

**\$1,500**

### Registration and Social Function

- 2 X Complimentary Full Delegate Seminar Registration

### Marketing and Promotions

- Company logo featured in all seminar materials, including website, seminar handbook, seminar signage
- Pull up banner displayed during Networking Drinks
- Company logo featured on signage on serving tables during drinks
- Full delegate list, name, organisation and email address in pdf format (subject to the permission of the delegate)

## Conference USB Sponsor (Exclusive Opportunity)

**\$1,500**

### Registration and Social Function

- 1 X Complimentary Full Delegate Seminar Registration

### Marketing and Promotions

- 1 company USB for insertion in the 'BSOTF22' delegate satchel (to be supplied by the sponsor)
- Company logo featured in all seminar materials, including website, seminar handbook and seminar signage
- Full delegate list, name, organisation and email address in pdf format (subject to the permission of the delegate)

## Water Bottle Sponsor (Exclusive Opportunity)

**\$1,500**

### Registration and Social Function

- 1 X Complimentary Full Delegate Seminar Registration

### Marketing and Promotions

- Opportunity to supply a branded drink bottle for delegates (to be supplied by the sponsor)
- Company logo featured in all seminar materials, including website, seminar handbook and seminar signage
- Display of company free standing banner in seminar room (placement at organisers discretion)
- Full delegate list, name, organisation and email address in pdf format (subject to the permission of the delegate)



# Sponsorship Packages

## Session Sponsor

\$1,250

### Registration and Social Function

- 1 X Complimentary Full Delegate Seminar Registrations

### Marketing and Promotions

- Opportunity to Chair the session that is being sponsored
- Recognition as a Session Sponsor on audio visual display in main plenary room during the sponsored session
- Company logo featured in all seminar materials, including website, seminar handbook and seminar signage
- 1 satchel insert supplied by sponsor by the advised deadline, lightweight and no larger than A4 size
- Full delegate list, name, organisation and email address in pdf format (subject to the permission of the delegate)

## Morning Tea Sponsor (Exclusive Opportunity)

\$1,500

### Registration and Social Function

- 1 X Complimentary Full Delegate Seminar Registration

### Marketing and Promotions

- Company logo featured in all seminar materials, including website, seminar handbook and seminar signage
- Company logo featured on signage on serving tables during morning tea
- 1 satchel insert supplied by sponsor by the advised deadline, lightweight and no larger than A4 size
- Full delegate list, name, organisation and email address in pdf format (subject to the permission of the delegate)

## Pad/Pen Sponsor (One Opportunity of Each Available)

\$500

### Marketing and Promotions

- 1 company notepad or pen (depending on sponsorship) for insertion in the 'BSOTF22' delegate satchel (to be supplied by the sponsor)
- Company logo featured in all seminar materials, including website, seminar handbook and seminar signage
- Full delegate list, name, organisation and email address in pdf format (subject to the permission of the delegate)



# Sponsorship Packages

Satchel Insert	\$750
----------------	-------

Marketing and Promotions

- Company logo featured in all seminar materials, including website, seminar handbook and seminar signage
- 1 satchel insert supplied by sponsor by the advised deadline, lightweight and no larger than A4 size
- Full delegate list, name, organisation and email address in pdf format (subject to the permission of the delegate)

Trade Table	\$1,750
-------------	---------

Exhibition

- 1 X Trade Table in registration foyer

Registration and Social Function

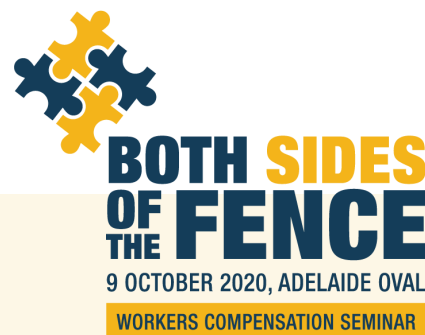
- 2 X Complimentary Full Delegate Seminar Registrations

Marketing and Promotions

- Company logo featured in all seminar materials, including website, seminar handbook and seminar signage
- 1 satchel inserts supplied by sponsor by the advised deadlines, lightweight and no larger than A4 size
- Formal acknowledgement as an exhibitor during seminar
- Full delegate list, name, organisation and email address in pdf format (subject to the permission of the delegate)



# Sponsor Application Form



## CONTACT PERSON\*

\*All correspondence will be directed to this person

First Name

Surname

Organisation

Position

Address

Suburb

State

Country

Postcode

Office Number

Mobile Number

Email Address

## SEMINAR SPONSORSHIP PACKAGES (Please tick preference)

- |  |  |
|--|--|
| <input type="checkbox"/> Platinum Sponsor - \$6,000                        | <input type="checkbox"/> Water Bottle Sponsor - \$1,500        |
| <input type="checkbox"/> Barista Station Sponsor - \$4,400                 | <input type="checkbox"/> Session Sponsor - \$1,250             |
| <input type="checkbox"/> Seminar Supporter- \$2,750                        | <input type="checkbox"/> Seminar Morning Tea Sponsor - \$1,500 |
| <input type="checkbox"/> Seminar Lunch Sponsor - \$2,750                   | <input type="checkbox"/> Satchel Insert - \$750                |
| <input type="checkbox"/> Delegate Satchel Sponsor - \$2,750                | <input type="checkbox"/> Pad Sponsor - \$500                   |
| <input type="checkbox"/> Networking Drinks Sponsor - \$1,500               | <input type="checkbox"/> Pen Sponsor - \$500                   |
| <input type="checkbox"/> Delegate Lanyard and Name Badge Sponsor - \$3,300 | <input type="checkbox"/> Trade Table - \$1,750                 |
| <input type="checkbox"/> Conference USB Sponsor - \$1,500                  |  |

## SPONSORSHIP AGREEMENT

I/We agree to the terms and conditions set out in this Seminar Sponsorship and Exhibition Prospectus

Signature

Date

PLEASE RETURN THIS FORM TO:

All Occasions Group  
12 Stirling Street, Thebarton SA 5031  
E. callie.smallwood@aomevents.com  
P. 08 8125 2200  
D. 08 8125 2218





# Sponsorship and Exhibition Contract

## Terms and Conditions

These terms and conditions constitute a contract between you ('the Exhibitor/Sponsor') **Society of Labour Lawyers** (ABN: 60 209 214 762) and **All Occasions Group Pty Ltd** (ABN 44 109 863 514) ('the Seminar Organisers') in relation to the sponsorship and/or use of exhibition space at the **Workers Compensation, Both Sides of the Fence Seminar** at Adelaide Oval ('the Venue') in Adelaide, South Australia from 9 October 2020 ('the Seminar'). By signing the application form you are indicating your acceptance of these terms and conditions.

### Acceptance and Allocation

The Seminar Organisers, reserves the right to accept or reject any application at its absolute and unfettered discretion with the return of any deposit paid in the event of a rejection. Sponsorship and exhibition packages, which may be limited in number, will be generally allocated in the order of the receipt of application forms. Allocation of sponsorship packages and booths regardless of the preference indicated, and alteration of the floor plan is at the discretion of the Seminar Organiser, whose decision will be final.

### Application and Payment

To confirm your acceptance of a Sponsorship or exhibition package please complete the Booking form at the back of this brochure and return to cal-lie.smallwood@aomevents.com and specify the package required. A confirmation letter will then be sent to you outlining the exhibitor or sponsorship details, along with a tax invoice due within 21 days. If payment is not received by this date, the package will be released for re-sale. As spaces are strictly limited, returning a Booking Form does not guarantee a place as a Sponsor/Exhibitor. You will be contacted with a confirmation letter to confirm your acceptance as a Sponsor/Exhibitor.

### Cancellation Policy

Cancellations will be accepted in writing only. A cancellation notice received prior to 3 months from the seminar start date will be subject to a 50% cancellation fee. A cancellation notice received within 3 months of the seminar start date will be subject to a 100% cancellation fee.

### Legal Responsibility

The Seminar Organisers and the Venue accept no responsibility for any act, omission or other default on the part of the Sponsor/Exhibitor during or in connection with the Seminar that results directly or indirectly in any loss, damage, personal injury or death. The Sponsor/Exhibitor agrees to indemnify the Seminar Organisers in respect of any claim and demands in respect thereof. The Sponsor/Exhibitor acknowledges that the Seminar Organisers are not responsible for any loss or damage to the Sponsors/Exhibitors property and that all Sponsors/Exhibitors material and equipment is the sole responsibility of the Sponsor/Exhibitor. The Organisers will not be liable for any indirect or consequential damages arising out of a breach of this Sponsor/Exhibitor contract. In the event that the Seminar or Exhibition is cancelled or delayed through no fault of the Seminar Organisers, including but not limited to fire, flood, labour disputes, natural disasters, acts of God, civil disorders, riots, insurrections, work stoppages, slowdowns or disputes, or other similar events then the Sponsor/Exhibitor shall not be entitled to any refund or any claim for any loss of damage.

### Exhibitor Display Rules

- The Seminar Organisers shall determine the hours during which the Exhibition shall be conducted and the hours of access for Exhibitors, including any variations of access times as may be necessary.
- The allocated exhibition table must be staffed at all times during the exhibition and removal of any exhibition display must not commence until after the exhibition closes.
- All advertising material, such as banners, must be displayed within the designated area.
- Excessive noise that inconveniences other exhibitors or the seminar must be avoided.
- Exhibitors must not obstruct aisles and walkways.
- While Exhibitors are encouraged to pursue novel methods of attracting people with their stand, practices disadvantaging other exhibitors or detracting from the Exhibition are not permitted.

### Detailed Requirements and Due Dates:

- The Seminar Organisers requirements regarding the artwork for logos and advertisements, specifications and delivery details for signage, arrangements for static display, delivery of satchel inserts or other arrangements will be sent to you at a later date with relevant due dates.
- Logos will be requested in both .jpg and .eps format, high resolution 300dpi. If logos in other formats are received, the Organisers are not responsible for the quality of the logos displayed in any of the promotional material.
- In the event that materials, information or artwork required by the Seminar Organisers are not received by the designated due date, their use for their intended purpose cannot be guaranteed the Organisers are not responsible for any losses sustained as a result.

### Sponsorships

Nothing contained in the agreement will be deemed to constitute a joint venture or agency relationship between you and Seminar Organisers. You must not do anything where you will, in any way, be represented that you are a partner of the Seminar Organisers.

### Sponsorship and Exhibition Packages

Please refer to the Sponsorship packages in this Sponsorship & Exhibition Proposal document. Any variations to the description of each package must be as agreed in writing with the Seminar Organisers. Sponsorship and Exhibition entitlements will not commence until the Booking Form and payment is received by the Seminar Organisers.

### Venue

The Sponsor/Exhibitor and the servants, agents, contractors and invitees of the Sponsor/Exhibitor are also to observe the rules, regulations and procedures as prescribed by the Venue.