

**ICMG 2011**  
DORAL RESORT MIAMI  
FEBRUARY 2-4



Inter-Company  
Marketing Group

27TH ANNUAL MEETING

**DORAL RESORT**  
MIAMI, FLORIDA  
FEBRUARY 2-4, 2011



## EXHIBIT INFORMATION & APPLICATION

For developing business relationships in the insurance industry, the ICMG Annual Meeting is the single most important meeting you can attend. Whether you're an insurance carrier looking for increased business opportunities, a distributor interested in meeting numerous carriers, or a company with products or services that can improve business for insurance companies, being an ICMG exhibitor will maximize your promotional opportunities in front of this key audience.

### CONNECT WITH SENIOR INSURANCE EXECUTIVES

As an ICMG exhibitor, you can meet face-to-face with senior level marketing and business development executives representing hundreds of companies in the insurance industry, all in one place! There is no better place to meet colleagues who are looking to learn more about new products, ideas, and approaches to the business. In addition to the concentrated formal exhibit time, you'll also be able to meet with clients or prospective alliance partners informally over the meeting days, your company and contact information will be included in the Exhibit Hall Guide, and you'll be able to send one mailing to all ICMG members.

**WHEN:** February 2-4, 2011

**WHERE:** The Doral Golf Resort & Spa, Miami, Florida  
Legendary golf resort just minutes from Miami International Airport.

**FEES:** **\$1890 for ICMG Members / \$2390 for Nonmembers\***  
Includes Booth, 2 Exhibitor Passes to the meeting, 5 Concentrated Exhibit Hours plus Networking over 3 days with hundreds of insurance & financial services executives!  
\*Earlybird rate; \$200 increase after 10/31/2010.

### SIGN UP TODAY!

Booth space is limited, so reserve yours today. Everything you need to sign up is included in this packet. If you have any questions, contact Audrey Wittenburg at 703-729-7701 or [awittenburg@icmg.org](mailto:awittenburg@icmg.org).

Additional information about the ICMG Annual Meeting is posted at [www.icmg.org](http://www.icmg.org).  
Inter-Company Marketing Group, 44335 Premier Plaza, Suite 125, Ashburn, VA 20147  
Phone: 703-729-7701, Fax: 888-220-5492, Email: [info@icmg.org](mailto:info@icmg.org)

# CONFERENCE INFORMATION FOR EXHIBITORS

## ABOUT THE PROGRAM

ICMG is renowned for its open atmosphere and its unique focus on providing a networking platform for insurance & financial services executives to develop business relationships with one another. To succeed in the midst of unprecedented change in the industry...it takes connections with others in the business to find the opportunities that are out there and act on them. Whether you're looking to meet potential alliance partners or colleagues with ideas to share, ICMG is the place to be.

## PROFILE OF ATTENDEES

ICMG's Annual Meeting draws over 300 senior insurance & financial services executives interested in networking and exchanging information on strategic alliances and other industry issues, as well as meeting with current and potential strategic alliance partners. A list of last year's attendees and exhibitors is included in this packet.

## EXHIBITOR SERVICES

ICMG's official exhibitor services company will be handling exhibitor shipments, setting up the Exhibit Hall, and coordinating electrical service and furniture/equipment rentals. Exhibitor Service Kits, with all necessary forms and information, will be sent in early December to the contact person listed on your application.

## PRELIMINARY AGENDA - SUBJECT TO CHANGE

### WEDNESDAY, FEBRUARY 2, 2011

11am-1p	Registration/Photos/Exhibit Setup & Lunch
12:15-12:45p	First-Timers' Meeting
1-5p	Opening General Session, Attendee Intros
5-6:30p	Opening Reception & Exhibits (1.5 Hr)
7p	Optional Dine-Arounds

### THURSDAY, FEBRUARY 3, 2011

7-8a	Breakfast & Exhibits (1 Hr)
8-10a	General Session
10:15-11:15a	Breakout Sessions
11:30-12:30p	Exhibits • Refreshments • Prizes (1 Hr)
12:45-5:30p	Golf Tournament on Doral's Gold Course (\$170)
6-7:30p	Find Your Dinner Partner - Networking Cocktail Hour in the Exhibit Hall (1.5 Hr)
7:30-8:30p	Exhibitor Move-Out (Optional)

### FRIDAY, FEBRUARY 4, 2011

7:30-9a	Exhibitor Move-Out (Final)
8-9a	Continental Breakfast
9-10:45a	Closing General Session

## DORAL GOLF RESORT & SPA

The Doral Golf Resort & Spa, a Marriott property, is located at 4400 NW 87th Avenue, Miami, FL 33178. To obtain ICMG's group rate of \$245/night, go to [www.icmg.org/housing](http://www.icmg.org/housing). All exhibitors should book rooms as early as possible to ensure being in the ICMG block. For more information about the resort, see [www.doralresort.com](http://www.doralresort.com).

## EXHIBIT FEE INCLUDES:

- **5 Concentrated Hours** of exhibit time—plus additional free networking time. Booth time is concentrated to maximize traffic. Once you have met attendees in the exhibit booth, the rest of the conference is free for networking and meeting with attendees of interest.
- **Two Exhibitor Registrations** to the conference. Exhibitors can attend all three days of the conference for maximum networking opportunities. Additional exhibitors may participate for \$765 each.
- **Exhibit Booth:** 8' deep x 10' wide with 8' high back wall and 3' side rails. Includes one 6' draped table, two chairs, wastebasket, and a sign with company name and booth number.
- **Mailing List:** Exhibiting companies may send one mailing to all ICMG members. The mailing list will be sent to the exhibiting company's contact person 3 weeks before the conference unless a different date is requested.
- **Take-Home Exhibit Hall Guide:** ICMG's printed exhibit hall guide includes full company and contact information for each exhibitor.
- **Security Service:** The Exhibit Hall will be monitored by a security guard; however, exhibitors are responsible for their property and should insure any valuables.

## EXHIBIT HALL FLOORPLAN

The floorplan will be available on ICMG's website once it has been approved. Booth selection will be in the order that complete applications and payment were received.

## QUESTIONS?

All exhibit-related questions should be directed to Audrey Wittenburg at 703-729-7701 or [awittenburg@icmg.org](mailto:awittenburg@icmg.org).



Booth time is concentrated to allow for more open time to meet with attendees!



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# EXHIBIT APPLICATION



## 1. COMPANY INFORMATION

Your company will be listed in the Exhibit Hall Guide as:

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Web Site: \_\_\_\_\_

Company Description (what you offer or are looking for):

Use the same description printed last year—  
[www.icmg.org/annual\\_meeting/2010/exhibits/exhibitors.asp](http://www.icmg.org/annual_meeting/2010/exhibits/exhibitors.asp)

Attach description or enter it here (MAXIMUM 100 WORDS):

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

## 2. EXHIBIT CONTACT PERSON

All exhibit correspondence will be sent to this person:

Name: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

If address is different from above, please include:

Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

## 3. EXHIBITING PERSONNEL

List all people who will be exhibiting, including the Contact Person shown above if that person will be exhibiting. Please attach an Exhibiting Personnel form for each person.

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

## 4. EXHIBITOR AGREEMENT

On behalf of this exhibiting company, I agree to the terms and conditions outlined in the 2011 Exhibitor Agreement (next page), including cancellation deadlines and refund policy.

Authorized Signature: \_\_\_\_\_

Printed Name: \_\_\_\_\_

Title: \_\_\_\_\_

## 5. EXHIBIT FEES

Exhibit Booth Fee (Includes first two exhibitors' registrations)

ICMG Member Rate \$2090 \_\_\_\_\_

Non-Member Rate \$2590 \_\_\_\_\_

Earlybird Discount (paid by 10/31/2010) -\$200 \_\_\_\_\_

Exhibitors beyond the first two ( \_\_\_ x \$765) \_\_\_\_\_

2011 Dues ( \_\_\_ x \$175) \_\_\_\_\_

At least one person from the company must pay 2010 dues (\$175 per individual) for the company to qualify for the member rate. Each member receives access to ICMG's online database, a Directory listing, and newsletters.

Member(s): \_\_\_\_\_

ICMG Golf Tournament 2/3/2011 ( \_\_\_ x \$170) \_\_\_\_\_

Golfer(s): \_\_\_\_\_

TOTAL: \_\_\_\_\_

## 6. PAYMENT INFORMATION

Check (Payable to ICMG)

Check No: \_\_\_\_\_ Check Date: \_\_\_\_\_

Credit Card (Visa/MasterCard/AmEx)

Acct No.: \_\_\_\_\_

Exp. Date: \_\_\_\_\_ CVV: \_\_\_\_\_

Cardholder's Name: \_\_\_\_\_

Signature: \_\_\_\_\_

## 7. SEND TO ICMG—KEEP A COPY

Please send this form, including payment and Exhibiting Personnel forms, to:

ICMG  
44335 Premier Plaza, Suite 125  
Ashburn, VA 20147

Credit card payments may be faxed to 888-220-5492.  
Please keep a copy for your records.

**ICMG Tax ID #54-1878536**

# ICMG EXHIBITOR AGREEMENT - 2011

1. Exhibit Hall hours will be scheduled to allow sufficient time for conference attendees to visit exhibits of their choice. These hours will not conflict with any part of the conference program or scheduled ICMG functions (other than the food functions that are held in the Exhibit Hall).
2. The Exhibit Hall will be located in the same facility as the conference and will be easily accessible to attendees.
3. ICMG will provide 8' x 10' carpeted booths that will include 8' draped back rails, 3' draped side rails, one company ID sign with 1½" black letters on white background, one 6' x 30" draped table, two chairs, and a waste basket. Any additional furniture may be rented from the Exhibitor Services Company.
4. ICMG has contracted with an Exhibit Services Company to handle booth installation for the exhibit. This firm will handle all drayage. **THE RESORT WILL NOT ACCEPT EXHIBITOR SHIPMENTS.** An Exhibitor Service Kit with shipping info and details on the services provided by the Exhibitor Services Company will be sent in early December to the exhibiting company contact person shown on the application form. Additional services must be arranged and paid for by the Exhibitor.
5. All charges for guest rooms and other expenses incurred by Exhibitor will be payable by Exhibitor direct to the Hotel or to the Exhibitor Services Company, as appropriate.
6. ICMG will provide a mailing list of ICMG members to each Exhibitor for one-time use approximately 3 weeks before the conference unless the Exhibitor requests it to be sent at a different time.
7. ICMG will distribute to attendees onsite an Exhibit Hall Guide including the company name and address, contact information for exhibiting personnel, and booth location for each Exhibitor.
8. Exhibitors are granted permission for "room drops" (deliveries to attendees' rooms) during the conference at their own expense.
9. The exhibit fee is \$2090 for ICMG members (or a company that has at least one ICMG member) and \$2590 for nonmembers or companies not eligible for membership. This fee is reduced by \$200 for payments received by 10/31/2010. The Exhibit Fee includes two Exhibitor registrations. This permits each Exhibitor to participate in all conference functions. Additional exhibitors may be added for \$765 each.
10. ICMG will send exhibit-related correspondence, including significant program changes, exhibitor services company materials, mailing list, etc., to the contact person identified on the application form. The contact person is responsible for notifying the other exhibitors.
11. Exhibitors must submit all necessary fees and forms to ICMG by December 1, 2010, to guarantee full inclusion in the Exhibit Hall Guide. Exhibit space is limited and may sell out before that date. Booth locations will be selected by the Exhibit Contact Person in the order in which payment was received.
12. **EXHIBIT CANCELLATION DEADLINES**

Full Refund:	By December 29, 2010
50% Refund:	By January 12, 2011

No refunds after January 12, 2011. Cancellations should be addressed in writing to ICMG, 44335 Premier Plaza, Suite 125, Ashburn, VA 20147 or via fax to 888-220-5492. CANCELLATIONS SHOULD NOT BE SENT BY E-MAIL. Call ICMG to confirm receipt: 703-729-7701.
13. Exhibitors must have ICMG's prior approval to operate any noise-making equipment (musical instruments, videos, recordings, etc.).
14. Exhibitors who wish to offer prizes or sample materials, or sponsor any type of contest, must have ICMG's prior approval.
15. ICMG and the Hotel management and staff will not be responsible for the safety of the Exhibitors, their agents or employees, or their property, from theft or damage by fire, accident or other causes. Exhibitors wishing to insure must do so at their own expense.
16. Booth decorations must be flameproof and otherwise in compliance with all hotel requirements.
17. Exhibitors or their agents and employees shall not cause damage to the walls or floors of the building, the booths, or any equipment supplied to the booths. If damage occurs, the Exhibitor will be held liable by ICMG, the hotel or the Exhibitor Services Company, as appropriate.
18. Electrical, internet, and telephone requirements must be arranged through the Exhibitor Services Company. Forms necessary for making these arrangements will be provided by the Exhibitor Services Company by early December.
19. All Exhibitors are required to wear official ICMG badges.
20. Exhibitors are not to imply ICMG endorsement of their products or services, nor use the ICMG logo without permission.
21. Exhibitor assumes the entire responsibility and liability for losses, damages, and claims arising out of injury or damage to Exhibitor's displays, equipment, or other property brought upon the premises of the Hotel, and shall indemnify and hold harmless the Hotel agents, servants and employees from any and all such losses, damages and claims.
22. ICMG reserves the right to make changes to these rules and regulations, as well as the exhibit hall floorplan, as ICMG deems necessary or beneficial for the good of the conference and the attendees. ICMG will notify Exhibitor Contacts of any changes.
23. Booth space is limited. Booths are reserved only when ICMG receives payment of the full exhibit fee.

## ACKNOWLEDGMENT

Signature on the Exhibit Application indicates that your company agrees to and will abide by the terms and conditions outlined in this Exhibitor Agreement.



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# EXHIBITING PERSONNEL

Please complete one copy of this form for each person who will be exhibiting at the meeting.

**Full Name:** \_\_\_\_\_

**First Name** for Badge (skip if you go by your first name above): \_\_\_\_\_

**Title:** \_\_\_\_\_

**Company:** \_\_\_\_\_

**Street:** \_\_\_\_\_

**City/State/Zip:** \_\_\_\_\_

**Country** (skip if United States): \_\_\_\_\_

**Phone:** \_\_\_\_\_ **Fax:** \_\_\_\_\_

**E-Mail:** \_\_\_\_\_

**Company Type:** ICMG is a networking forum for developing business relationships among insurance/financial services companies. Please indicate your company type below.

- |  |   |
|--|---|
| <input type="checkbox"/> Insurance Company                                       | <input type="checkbox"/> Fraternal Organization                 |
| <input type="checkbox"/> Reinsurance Company                                     | <input type="checkbox"/> Third Party Administrator              |
| <input type="checkbox"/> Managed Care Company (HMO/PPO)                          | <input type="checkbox"/> Actuarial Firm                         |
| <input type="checkbox"/> Insurance-Related Product Manufacturer (Discount Plans) | <input type="checkbox"/> Other Type of Distributor (Bank, etc.) |
| <input type="checkbox"/> Marketing Organization (Agency/Brokerage)               | <input type="checkbox"/> Other Company Type (specify): _____    |

**Members:** Please update your Member Profile at [www.icmg.org](http://www.icmg.org) - the Description section should include insurance products and services you are seeking or offering for possible strategic alliances (max. 100 words). Profiles are searchable online and will be printed in the upcoming ICMG Directory.

**NOTE:** Companies exhibiting at the member rate need to have at least one employee who is a member of ICMG, but the exhibiting personnel are not required to be members of ICMG. Membership in ICMG is by individual, not by company. To find out if your 2011 individual membership dues were paid, log in at [www.icmg.org](http://www.icmg.org) or call 703-729-7701.

## REGISTRATION OPTIONS:

- Exhibitor**       Interested in **Dine-Arounds**, 7pm February 2.       Interested in **Sponsorship Opportunities**; please send info.
- First-Timer:** Check here if this is your first ICMG Meeting. Who **referred you** to ICMG? \_\_\_\_\_
- Planning to attend **Breakout A:** Cross Selling and In-Force Marketing       Planning to attend **Breakout B:** Worksite Marketing & Voluntary Benefits

## CONFERENCE FEES:

Exhibitor, Dues, and Golf may have been paid on the Exhibit Application form. If not, they may be paid by completing the sections below.

**Paid with Exhibit App.**

**Add**

- |                          |  |
|--------------------------|--|
| <input type="checkbox"/> | <input type="checkbox"/> <b>\$765 - Registration Fee</b> - the Exhibit Fee includes the first two registrations and additional exhibitors may attend for \$765 each. |
| <input type="checkbox"/> | <input type="checkbox"/> <b>\$175 - ICMG 2010 Membership Dues</b> - Membership is optional as long as one person from your company is an ICMG member.                |
| <input type="checkbox"/> | <input type="checkbox"/> <b>\$170 - Golf Tournament at Doral's Gold Course Wednesday afternoon 2/4/11</b> - Handicap (optional): _____                               |

Requested Golfers: \_\_\_\_\_

- \$125 - Spouse/Guest Ticket for (Name):** \_\_\_\_\_

Guest tickets enable a spouse/guest to accompany you to the Opening Reception, Cocktail Hour, breakfasts, and Keynote Presentation. Guests receive Guest Name Badges and are not listed in the Attendee List. Colleagues wishing to meet with people in the Exhibit Hall must register as Attendees or Exhibitors.

\$ \_\_\_\_\_ **TOTAL DUE**

ICMG Tax ID #54-1878536

## PAYMENT INFORMATION:

**Payment Option:**  Check     Visa     MasterCard     American Express

**Credit Card Number:** \_\_\_\_\_ **Expiration Date:** \_\_\_\_\_ **CVV:** \_\_\_\_\_

**Cardholder's Name:** \_\_\_\_\_

**Refund Policy:** All cancellations must be received in writing via fax (888-220-5492) or by mail/express delivery at the address below. Full refund of fees other than Exhibit Fee if cancellation notice received by 1/4/2011, 50% refund if cancellation notice received from 1/5/2011 to 1/26/2011. No refunds after 1/26/2011. Substitutions will be allowed at no additional charge. NOTE: Exhibit fee cancellation deadlines are different from the registration policies shown here - see the 2011 Exhibitor Agreement or call ICMG at 703-729-7701 for more information.

**Mail To:** ICMG, 44335 Premier Plaza, Suite 125, Ashburn, VA 20147 or fax to 888-220-5492. **Questions?** Call 703-729-7701 or write to [info@icmg.org](mailto:info@icmg.org).

# LAST YEAR'S ATTENDEES & EXHIBITORS

ICMG'S 26TH ANNUAL MEETING HELD IN TUCSON

A&H Intermediaries, CEO  
Access Plans, SVP Retail Plans & Nat Sales Dir  
Advanced Marketing Inst., Insurance Coord.  
Advantage Benefits Card, National Sales Dir  
Aegon Financial Partners, Sr Dir Business Devel  
Aetna, Head, National Distribution  
Aetna, National eBroker Sales Director  
Affinion Group, Dir Market Devel/VP Sales/VP  
Product Management  
AffinityCare, Inc., President  
AgentMethods LLC, Principal  
All Web Leads, Dir Business Devel/VP Sales  
Allstate, Sr Agency Processing Mgr Fin Svcs Distr  
American Enterprise Grp, AVP Product Mktg/  
Mktg Comm Mgr/Sales VP/Sales VP Indep Distr  
American Health Value, CEO & Nat Mktg Dir  
American Independent Mktg, Dir Affin Channel  
American National, VP, Direct Mktg & Sales  
American-Amicable Life of TX, Assistant VP  
America's Health Insurance Plans, Deputy Dir  
AmeriLife Group, Dir Business Devel/Dir Distr  
AmeriPlus, President  
Ameritas, VP Business Devel  
AmWINS Group Benefits  
Anderson Direct Marketing, VP  
Apptical Corp., Director, National Sales  
ARAG Legal Ins, Managing Dir, Wholesale Sales  
askAFS, VP Business Devel  
Assist America, Director of Sales and Marketing  
Assist America, Regional Business Devel Mgr  
Assurant Health, National Accounts Manager  
Assurant Health, VP - National Accounts  
Assurant Specialty Property, Exec Sales Consult  
Assurity Life, Dir Critical Illness & Dis Inc  
Assurity Life, VP Individual Sales  
Atlanta Life, Chief Underwr & AVP Group Sales  
AXIS Global Accident & Health, Assistant VP  
AXIS Global Accident & Health, Marketing Mgr  
AXIS Global Accident & Health, Reg Sales Mgr  
Baltimore Life, VP Bus Dev/Nat'l Accounts VP  
Beazley Group, Head A&H Reinsurance USA  
Benefit Source, Business Developer  
BenefitMall, Exec VP/VP Carrier Relations/Car-  
rier Relations Mgr  
Benefits Selling Magazine, Publisher/Act Exec  
Billin Medina-Warren Hispanic Mkt Consulting  
Blue Cross Blue Shield of Michigan  
Brainshark, Customer Experience Director  
BrokersWeb.com, VP Sales  
Brown & Brown of California, Sr VP  
CalSurance, Account Executive  
Carlson Marketing, VP, Business Devel  
Catholic Holy Family Soc - CFL PreNeed, SVP  
Catholic Order of Foresters, Sr.VP, Marketing  
Cevian Intermediaries, Executive VP  
Chartis, SVP/VP Business Devel  
Chubb & Son, VP  
Cinergy Health, CMO  
Claims & Benefit Management, Inc., President  
Coalition America, Inc., Director, National Sales  
Colorado Bankers Services, President/SVP  
Community Health Solutions, CMO  
Consult A Doctor, VP Sales/Dir Business Devel  
Co-ordinated Benefit Plans, EVP Sales & Mktg  
Corporate Call Center Inc., VP Sales & Mktg/Dir  
Business Devel  
Cost Containment Group/CalIMD, Bus Devel  
Council for Affordable Health Ins, Executive Dir  
Coverdell, Exec VP/Sr Dir Mktg Strategy/Dir  
Sales/Reg Sales Dir  
Cranbury Professional Svcs, President/SVP  
Custom Disability Solutions, Dir Business Devel  
D.W. Van Dyke & Co. of CT, Pres & CEO/VP  
Dale Turvey & Associates, President  
DenteMax, Director, National Leasing Sales  
DirectMail.com, Dir Natl Accts/List Mgr  
Disability Ins. Specialists, Managing Member/  
VP Business Devel

DMW Worldwide LLC, Chairman & CEO  
Dynamic Solutions, Inc., President  
eHealth, Managing Director  
eHealthInsurance, Managing Director  
Employee Benefit Adviser, Nat'l Ad Dir/W Sales Mgr  
Envoy Health Services, Sr VP: Marketing/Sales  
EPIC Hearing Healthcare, Director - Sales & Marketing  
Epsilon Targeting, Director, Business Devel  
Europ Assistance USA, Director of Business Devel  
Excel Vision, CEO  
EyeBenefits, President  
Fairmont Specialty, VP Mktg/AVP/Sr Mktg Assoc  
Farm & Ranch Healthcare, Inc., President  
Finalight, CEO  
First Consulting & Admin, VP & Sr Consult/Assoc Consult  
Fringe Benefit Group, CEO/Executive VP  
Futurity First Insurance Group, VP Health Products  
Gen Re Life Health, VP  
General Agent Center, VP  
Gilsbar, Inc., Business Devel Consultant  
GMAC, Business Devel Director/Business Devel Mgr  
GoHealth VMO, Sr VP  
Golden Rule Insurance Company, Asst. VP of Sales  
Gordon Marketing, President  
Gorman Health Group, CMO  
Hammerman & Gainer, Inc  
Health Insurance Innovations, President & CEO  
Health Plan One, CEO  
HealthCompare, VP/VP Carrier Rel/VP Medicare Sales  
HealthPlan Svcs, Pres & CEO/Exec VP/Sales/SVP  
Dist/SVP Sales/VP Nat'l Sales  
HealthyAmerica, President  
Hirsch Communications Consulting, President  
HTH Worldwide, Director of Individual Sales  
Humana Financial Protection Products, Nat'l Sales Ldr  
Humana Specialty Benefits, Director, Special Markets  
Humana, Inc., Bus Devel Consult/Nat'l Dir Sales Strat-  
egic Alliances/Nat'l Sales Mgr Strategic Alliances  
IA American Life Insurance Co., VP  
IBM Insurance Outsourcing Svcs, Business Devel Exec  
IdeaStar Inc., VP  
IHC Health Solutions, Sernior VP, Dental  
IMAC, VP  
Innovative Reinsurance Group, VP  
InsPro Technologies, Regional VP  
Insurance Administrative Solutions (IAS), SVP, CMO  
Insurance Intermediaries, GM/VP - L&H Brokerage  
Insurance Partners, President  
InsuranceBroadcasting.com, Chief Information Officer  
InsuranceNewsNet.com, Associate Publisher  
InsuranceStudy, COO/President  
Integrated Healthcare, President  
InVision Group, Managing Director  
IOA Re, Executive VP  
Kelsey National Corporation, Director of Business Devel  
Kroll Fraud Solutions, Business Devel  
LeClair Insurance, CEO/Marketing Director  
Life Line Screening, SVP Business Devel/VP Bus Dev  
LifeSecure Insurance, VP, Product & Marketing  
LIMRA International, Strategic Consultant  
Lincoln Heritage Life Insurance Company, VP  
LiveOps, VP Sales  
Longevity Alliance, Ops/Finance/HealthTeam Supervisor  
Lotsolutions  
LTC Global Affinity Marketing Division, VP  
Market Insurance Co, Director, Marketing & Admin  
Marketing Direct, Pres/Director, Business Devel  
Marsh Global Consumer, Managing Director  
Marsh/Seabury & Smith, Inc., VP  
Mass Marketing Insurance Group, President  
Medigap360, CEO/President  
Merchants Benefit Administration, President/VP/Sales  
Meridian Management Group, President/VP Personal  
Exp Protection Div  
MetLife, Business Devel Mgr/Channel Head LTC  
Michael Edwards Direct, Sr VP  
Modern Woodmen of America, Pres & CEO/Mktg Mgr,  
MWAGIA, Inc.  
MS Marketing Solutions, President

## ICMG THANKS THE 2010 EXHIBITORS:

Advantage Benefits Card  
American Enterprise Group  
American Health Value  
America's Health Insurance Plans  
AmeriLife Group  
**BenefitMall (2001-10\*)**  
Benefits Selling Magazine  
**Brainshark (2007-10\*)**  
BrokersWeb.com  
CalSurance  
Community Health Solutions  
Consult A Doctor  
**Coverdell (2007-10\*)**  
DirectMail.com  
Employee Benefit Adviser  
**First Consulting & Administration (2008-2010\*)**  
GMAC Insurance  
Go Health VMO  
HealthCompare  
**HealthPlan Services (2006-10\*)**  
**Humana, Inc. (2008-10\*)**  
InsPro Technologies  
InsuranceBroadcasting.com  
InsuranceNewsNet.com  
**InsuranceStudy (2008-10\*)**  
The Karis Group  
**LeClair Insurance (2008-10\*)**  
Life Line Screening  
Marsh Consumer/Seabury & Smith  
National Assoc. of Professional Agents  
New Benefits, Ltd.  
Norvax  
Norvax  
Presence Technology  
Problem Solving Enterprises  
Quotit  
Response Mail Express  
Securian Dental Plans  
Stuart Allen & Associates  
**The IHC Group (2007-10\*)**  
United American Insurance Co.  
WLT Software

Highlighted companies were recognized with **Longtime Exhibitor Awards** for three or more consecutive years of exhibiting at ICMG Meetings!

Munich American Reassurance Co, Grp Mktg Underwr/  
VP & Actuary/VP Business Devel/SVP  
Mutual Med, President, COO  
Myewellness, President  
NASW Assurance Services, Inc., Product Manager  
National Assoc. of Professional Agents, President  
National Assoc. of Professional Agents, Bus Devel Mgr  
National CooperativeRx, Director of Statagic Accounts  
National Fraternal Congress of America, Pres & CEO  
National Fraternal Congress of Amer, VP Mem & Mktg  
National Guardian, AVP & Actuary/AVP & Dir Vol Ben  
National Health Insurance Co., VP, CMO  
National Life Group, 2nd VP - Product Devel  
NationsHealth, VP  
Nationwide Specialty Health, AVP  
Neishloss & Fleming, Inc., Chairman & CEO  
New Benefits, Exec VP Sales/Dir. Sales & Client Svcs  
New York Life Insurance Company  
Next Generation Insurance Grp, Managing Partner  
Norvax, CEO/Pres & CTO/VP Sales & Business Devel  
Omega Administrators, VP of Sales  
On Call International, President/CEO/VP Sales  
Optimum Re, VP, Critical Illness Marketing  
Oxford Life, Director of Marketing  
Physicians Mutual, AVP - Strategic Implement.  
Premier Admin Solutions/Commty Health Solns, CEO  
Presence Technology, Exec VP USA/Reg Sales Dir  
Problem Solving Enterprises, Pres/Business Devel  
PSA, Sr VP/VP  
Purchasing Power, VP Sales & Marketing  
QBE Specialty, Sr VP  
Quotit, VP National Sales  
Re-Solutions Intermediaries, VP  
Response Mail Express, Dir Corp Sales/Sr Mkt Consult  
RGA Reinsurance, VP/Regional VP  
Risk Solution Resources, President/VP, Claims  
Secure A Quote, Director Of Sales  
Securian Dental Plans, CSO/Sr Distr Relations Exec.  
Securian Financial, 2nd VP, Marketing & Admin  
Securitas Financial Group, CMO  
Security Life, Executive VP/CMO

Selected Market Insurance Group, CEO/President  
Sr Market Sales, Pres/Dir Medicare Solutions  
Seven Corners Assist, Director of Business Devel  
SF&C Insurance Associates, Inc., President  
Standard Life and Accident, VP, CMO  
Starmark, VP Sales/Dir Corporate Accounts  
Starmount Life Insurance Company, Chairman  
Starr Global Accident & Health, Reg Sales Mgr  
Stuart Allan & Assoc, Dir L&H/General Sales Mgr  
SurePoint Advisors, Sr VP  
Talus Brokerage Services, Sr Products Manager  
Ternian Insurance Group, Pres/Affinity Sales Dir  
Texas Life Insurance Company, VP  
The American College, VP of Sales & Marketing  
The Chandler Group Consultants, Partner  
The IHC Group, CEO  
The Karis Group, Chairman and Founder  
The Marketing Alliance, Agency Devel Specialist  
The Pinnacle Benefits Group, President & CEO  
The World & Brown Companies, Dir Events Mktg  
Third Party Benefits of Florida, CEO  
ThomasArts, Dir Lead Acquisition Marketing  
Transamerica Worksite Marketing, VP Bus Devel  
United American Ins Co, Sr. VP/ General Agents  
United Commercial Travelers, VP, Marketing  
UnitedHealthOne/Golden Rule, Natl Acct Executive  
Universal American Corporation, SVP & CMO/VP  
Indep Agency Sales/VP Agent Services  
URL Financial Group, Chairman - CEO  
USAA Life General Agency, Exec Dir Product Mgmt  
USHEALTH Group, EVP & General Counsel  
USI Affinity - Collegiate Ins Resources, Pres/COO  
VantageAmerica Solutions, President  
Veiovio, Mgr, Business Network Devel  
Ventura Associates, VP Strategic Planning  
WLT Software Enterprises, Exec VP/Bus Relations  
Woodmen Insurance Agency, Chairman/President  
WP Warren Consulting, Marketing Consultant  
Your Wellness Partners, Partner  
Zurich Insurance, AVP National Director of Sales