

DISCOVER ICMG ONLINE

www.icmg.org

Join this dynamic, up-to-the-minute forum designed for companies interested in financial services strategic alliances!

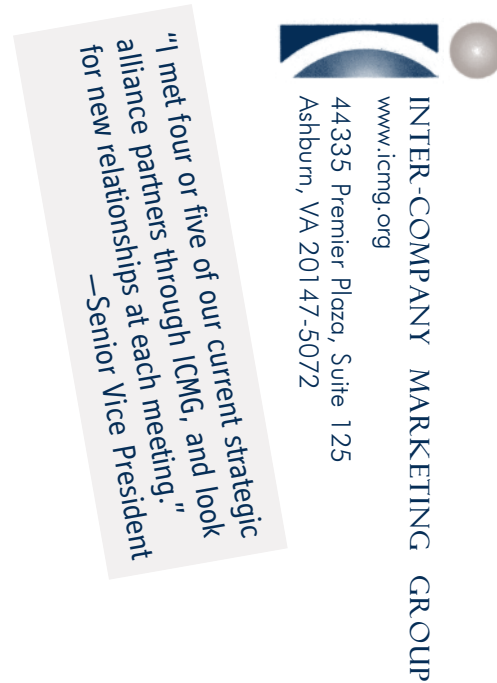
- Apply for Membership online...
- Register online for ICMG's Annual Meeting...
- Find members, products, or companies in online Member Search...
- Your Member Profile includes a full company and product description—you can update anytime...
- Post Messages to others interested in financial services strategic alliances...

ICMG's renowned networking power—now online!

"Contacts are everything to me. This is what ICMG effectively offers me."

—President

INTER-COMPANY MARKETING GROUP
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FOSTERING INSURANCE STRATEGIC ALLIANCES & NETWORKING



Do you want to...

- Do more business through strategic alliances?
- Build relationships with companies looking to create co-marketing arrangements?
- Network and connect with hundreds of potential alliance partners—all in one place?

...ICMG is *THE* place for you!



The Inter-Company Marketing Group is the premier nonprofit association that fosters strategic alliances between financial services companies, providing:

- Targeted networking opportunities
- Sharing of knowledge and experience
- Resources for successful inter-company alliances

ICMG's keystone is its Annual Meeting, which is renowned as "the best in the industry" for meeting potential alliance partners and solidifying ties with existing contacts.

ICMG's online Member Forum provides year-round opportunities for members to connect with one another and continue improving their business through strategic alliances.



ICMG members are senior-level marketing decision-makers engaged in alliances, or searching for new partners in insurance & financial services.

ICMG meetings also draw providers of other products and services compatible with this market. Membership is open to anyone involved in or associated with strategic alliances with insurance & financial services companies.

A list of companies represented in the membership is available at www.icmg.org or by calling 703-620-6332.

"No other association provides networking and alliances as its primary focus. ICMG is unique."

—Business Development Officer

MEMBER BENEFITS

ICMG membership helps you meet and develop relationships with others involved in financial services strategic alliances.

Upon acceptance as a member, you will receive:

- The ICMG Membership Directory with contact information and company descriptions,
- The *Exchange* newsletter, with strategic alliance experiences, industry trends, member profiles, classified ads, and more,
- Opportunities to broadcast to the membership the type of alliance you seek: in advertising, at the conference, and in your print and online directory listings,
- Access to Discussion Groups and Member Search features in the online Member Forum,
- Savings on registration and exhibit fees at the Annual Meeting, where you can meet with hundreds of senior level decision makers.

BEST MEETING IN THE BUSINESS

The ICMG Annual Meeting takes place in warm and sunny locations in late January or early February. Its unique format, with attendee introductions and focused networking events, makes it the most effective meeting you can attend for meeting others involved in strategic alliances.

Attended by hundreds of financial services marketing decision makers, ICMG meetings are known for the collegial and open atmosphere of sharing information and ideas for mutual success.

"I met more people at the ICMG Meeting than at any other conferences I have attended."

—VP, National Account Sales

"This group keeps me in touch with the industry and provides me with contacts for my long-term care insurance consulting business." —President



MEMBERSHIP DUES

ICMG Membership Dues are \$175 per calendar year per individual.

Each individual from a company must be a member in order to be listed in the directory, gain access to the online Member Forum, and attend ICMG Meetings.

Dues are not prorated; however, new members joining in the fourth quarter will be enrolled through the following calendar year.

MEMBERSHIP ^{more than} PAYS FOR ITSELF

Meeting hundreds of people who you are already or may want to be forming strategic alliances with—all in one place—will save you time, money, and business trips.

Also, member savings in ICMG advertising alone will pay for your ICMG dues. Opportunities to advertise in the Annual Meeting program, Membership Directory, etc., help place your company's name in front of the most targeted group of decision makers available. Additional visibility is gained through newsletter articles, speaking opportunities, sponsorships, and much more!

ICMG MEMBERSHIP APPLICATION

1 Contact Information: Once your application is accepted, you will be sent a new member kit, a password to ICMG's online Member Forum, and instructions to help you set up your online Member Profile at www.icmg.org.

First Name _____ Middle Initial _____ Last Name _____ Professional Designations _____

Title _____

Company _____

Street Address _____

City _____ State _____ Zip/Postal Code _____ Country _____

Phone _____ Ext. _____ Fax _____ E-mail _____

2 Membership Eligibility: ICMG Membership is available to individuals who are involved in or associated with inter-company agreements with insurance and financial services companies. Please indicate your company type below.

- | | | |
|--|---|---|
| <input type="checkbox"/> Legal Reserve Insurance Company | <input type="checkbox"/> Brokerage Firm | <input type="checkbox"/> Third Party Administrator |
| <input type="checkbox"/> Managed Care Company (HMO/PPO) | <input type="checkbox"/> Agency | <input type="checkbox"/> Actuarial Services Company |
| <input type="checkbox"/> Provider of Non-Insurance Products (dental, vision, Rx, legal, etc.) | <input type="checkbox"/> Fraternal Organization | <input type="checkbox"/> Reinsurance Company |
| <input type="checkbox"/> Other—Please Specify: _____ | | |

3 How did you find out about ICMG?

- | | |
|---|---|
| <input type="checkbox"/> Referred by (name): _____ | <input type="checkbox"/> I'm replacing a current ICMG member (please enter name): _____ |
| <input type="checkbox"/> I saw ICMG's ad in: _____ | <input type="checkbox"/> I'm a former member. |
| <input type="checkbox"/> I found ICMG's website on the Internet. | <input type="checkbox"/> Other: _____ |
| <input type="checkbox"/> I received ICMG information by direct mail / fax / e-mail. | |

4 Applicant Signature: I hereby make application for membership in the Inter-Company Marketing Group. I understand that this application is subject to ICMG's determination of membership eligibility.

Signed: _____ Date: _____

5 Payment: Please enclose \$175 Membership Dues (check payable to ICMG or Visa/MC/AmEx).

Credit Card Number: _____ Exp. Date: _____

Signature: _____

6 Send To ICMG: Mail completed application with payment to: ICMG, 44335 Premier Plaza, Suite 125, Ashburn, VA 20147-5072. Credit card payments may be faxed to ICMG at 888-220-5492. Questions? Call 703-729-7701.