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Annual Convention

June 27 - 29, 2022 • Sheraton Grand at Wild Horse Pass, Chandler, Arizona (Phoenix metro area)

Are law firms and attorneys a key source of business for you?

If yes, you'll want to be at the State Bar of Arizona's Annual Convention in June.

When you Sponsor or Exhibit at the State Bar Convention, you'll connect with nearly 1,400 attorneys during this three-day event.

Top reasons successful companies exhibit:

- 1. Meet attorneys one-on-one: Meet attorneys in person and begin building relationships.
- **2. Raise awareness of your company and brand in the legal community:** The annual State Bar Convention is the largest in-person legal event in the state each year. This is the ideal opportunity to make your company and services known to attorneys.
- **3. Re-connect with your current or past clients:** It's difficult to schedule face-time with attorneys. Connect with them here.
- **4. Track the competition:** More than half of exhibitors say they exhibit because their competition is there. Protect existing client relationships, research your competitor and don't be left out when attorneys are looking for new solutions.
- **5.** Connect with key partners: Leverage the opportunity to identify and meet potential new business partners in the legal market and build mutually beneficial alliances.

Source: The Value of Trade Shows, a white paper published by Skyline and EXPO Magazine

The annual State Bar Convention is an ideal way to personally introduce you and your company to a large number of attorneys.

To take advantage of this opportunity, please confirm your participation as an exhibitor or sponsor as soon as possible. Booths typically sell out by the end of February.

Please see the Exhibitor Application on page 7.

Lisa Bormaster Fontes State Bar of Arizona

ENCLOSURES:

Page 1 (front) – Convention letter

2 (back) - Convention site map

Page 3 (front) - Convention overview

4 (back) – Convention magazine info

Page 5 (front) – Specialized sponsorships

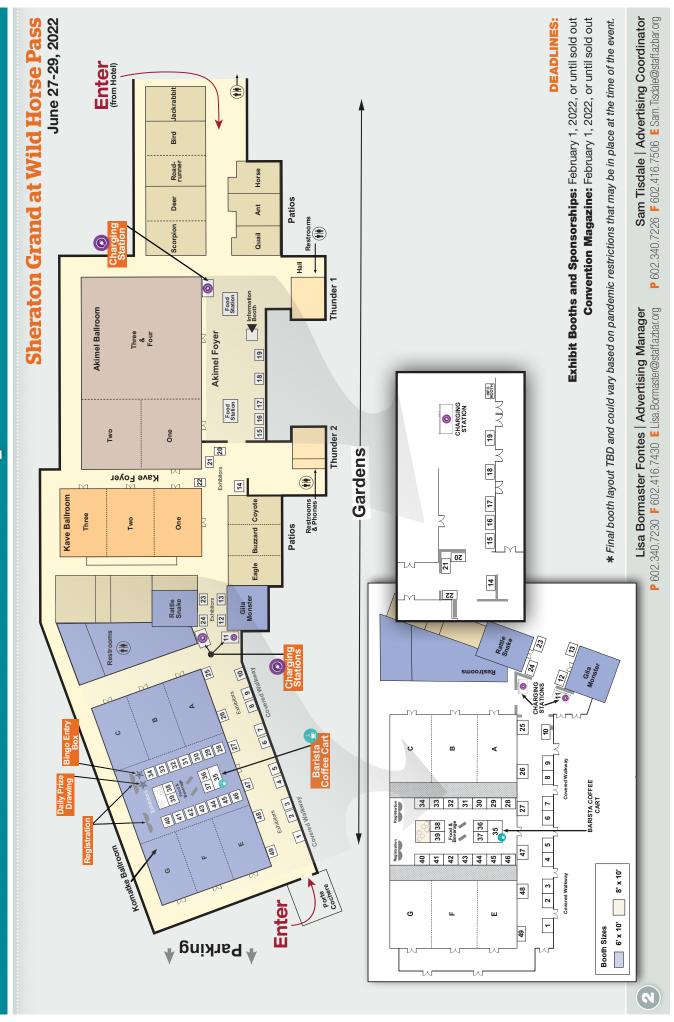
6 (back) - Sponsorship opportunities

Page 7 (front/back) - Exhibitor application

INprint



2022 Annual Convention Site Map





2022 Annual Convention Overview

Connect with Attorneys

If law firms and attorneys are a key client base for your company, you'll want to sponsor, exhibit, or take advantage of both opportunities at this three-day annual event.

MARKETING OPPORTUNITIES:

Exhibit: Exhibit booth spaces are assigned on a first-come, first-serve basis. Reserve your booth now and lock in your location. Booths typically sell out by March 1. Standard exhibit booth package is \$2,995; please see page 7.

Sponsor: Various levels of Convention sponsorships are available on a first-come, first-serve basis. To develop a custom sponsorship or promotional package, please contact the State Bar Advertising Manager. Sponsorships range from \$600 – \$10,000, see pages 5 and 6 for opportunities and descriptions.

Advertise: The Convention magazine is mailed to every attorney practicing in Arizona. This special issue containing all Convention seminars is mailed two months in advance of the Convention and distributed during the Convention. Total circulation is 24,500. Rates are on page 4.

Network: Take advantage of additional opportunities to connect with attorneys at Convention events. Your exhibit booth or sponsorship includes tickets to select Convention lunches, as well as evening social events. See page 7.

CONVENTION ATTENDEES:

- The State Bar Convention is the largest legal event held each year in Arizona.
- Attendance in Phoenix averages 1,400 attorneys; in Tucson, 1,100 attorneys.
- More than 40 sessions of Continued Legal Education classes are presented by leading lawyers in the State over three days.
- The Convention is timed in order for attorneys to complete their annual Continuing Legal Education requirements by June 30.

The State Bar markets the Convention to every attorney in Arizona for several months leading up to the event, including:

- Email campaigns to State Bar members.
- State Bar website promotion (site averages 303,000 page views monthly.)
- Advertising in Arizona Attorney Magazine (mailed to every attorney in the state each month; circulation 24,500).

ATTENDEE DEMOGRAPHICS:

Average attendance: Phoenix: 1,400 attorneys

- 43% from firms of two or more attorneys; 57% sole practitioners
- 91% from the Phoenix or Tucson greater metropolitan areas; 9% from other counties
- 79% from Phoenix; 12% from Tucson

Average attendance: Tucson: 1,100 attorneys

- 39% from firms of two or more attorneys; 61% sole practitioners
- 31% from Tucson: 60% from Phoenix

2022 CONVENTION DATES AND LOCATION:

June 27-29, 2022 • Sheraton Grand at Wild Horse Pass, Chandler, Arizona





BUSINESS GOALS FOR EXHIBITORS AND SPONSORS:

- Drive sales through one-on-one contact with attorneys.
- Showcase your products or services to a large number of attorneys.
- Schedule appointments, build relationships, generate referrals.

PURCHASE DEADLINES:

Exhibit Booths and Sponsorships:

February 1, 2022, or until sold out

Convention Magazine:

February 1, 2022





2022 Annual Convention Magazine

THE CONVENTION MAGAZINE SERVES AS THE CONVENTION'S REGISTRATION GUIDE AND OFFICIAL PROGRAM.

- Advertising in the Convention magazine will reach every attorney in Arizona.
- The 64-page glossy publication features the three-day Convention agenda; details on all sessions; schedule of all breakfasts and luncheons; descriptions of evening networking events during the Convention; and lists exhibitors and sponsors.
- The Convention magazine is mailed to every attorney in the state two months in advance of the Convention.
- Additional copies are distributed during the Convention.
- Digital edition is posted online in mid-April.
- Total circulation: 24,500.

Exhibitor Advertising:

- Included with each exhibit booth, Convention exhibitors receive a half page, full-color ad (value of \$1,345) in the Convention magazine. Double booths receive a full page, full color ad (value of \$2,265.) (When exhibit space is booked by the magazine deadline of February 1, 2022. Otherwise, the ad will appear in a 2022 issue of Arizona Attorney Magazine.)
- Single-booth exhibitors may upgrade to a full page, full color ad for the difference in rate of \$920.

Display Ad Rates: (INCLUDES FULL COLOR)

Full page: (7.25"w × 9.75"h)	
Full page w/bleed: (8.625"w × 11.125"h)	\$2,265
One-half page: (7.25"w × 4.75"h)	\$1,345

Premium Positions:

Back Cover (1/2 Page Only) \$1,805
Inside Front Cover \$2,775
Inside Back Cover \$2,700
Page 1\$2,775
Page 3\$2,675
Other guaranteed positions add 15%

Display Ad Deadlines and Digital Specs:

Space Reservation: February 1, 2022 Materials Due: February 15, 2022

PREFERRED FILE FORMATS:

High resolution – 300 DPI minimum – digital files. Adobe Acrobat PDF. Images from the Internet NOT accepted as they will NOT print clearly in the magazine.

AD SUBMISSION:

Email to Lisa.Bormaster@staff.azbar.org

DESIGN/PRODUCTION SERVICES:

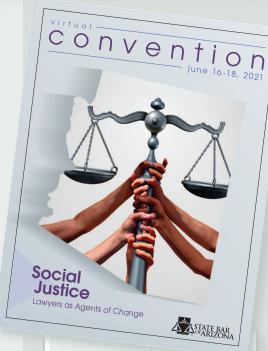
Design and production is available to develop and produce final ad materials at \$95/hr: minimum one hour.

ADVERTISING RATES AND TERMS:

All rates are net. Payment is required prior to insertion unless credit has been previously established. All ads are positioned at the discretion of the publisher unless guaranteed positioning fee of 15% is paid. Advertisers are solely responsible for the content of their advertisements.

2022 CONVENTION DATES AND LOCATION:

June 27-29, 2022 • Sheraton Grand at Wild Horse Pass, Chandler, Arizona



Full Page 7.25" × 9.75"

Half Page 7.25" × 4.75"

Insert Opportunities:

Provide your **pre-printed** marketing piece to be bound in the Convention magazine, which is mailed to 24,500 attorneys.

EXCLUSIVITY: Limited to one insert

2022 RATE: \$2,600

Deadlines, Pre-Printed Inserts:

SPACE RESERVATION:

February 1, 2022

SAMPLE: Provide by February 22, 2022 **MATERIALS:** At printer by March 4, 2022

QUANTITY REQUIRED: 25,000

Requirements

Sample of insert required for preapproval by the State Bar of Arizona. Rates applicable for a 2-4 page preprinted insert. Additional costs may be incurred based on insert weight and size.





2022 Annual Convention Specialized Sponsorships

Exclusive Specialized Sponsorships

These sponsorship opportunities are tailored to creatively promote your unique products and services.

For the full list of benefits for the sponsorships below, or to develop a custom sponsorship or promotional package, please contact Lisa Bormaster Fontes.

BARISTA COFFEE CART SPONSOR - \$6,000

EXCLUSIVE TO ONE SPONSOR; FIRST-COME FIRST-SERVE

Convention attendees receive free gourmet coffee served by a barista at the free-standing coffee café, courtesy of this sponsor. Includes your exhibit booth located near the café stand.

Other Benefits include: Exhibit booth space; Convention magazine advertising; your logo on Convention website and mobile app (with links to your website); acknowledgment in Convention magazine; insert in Convention bag, and more

BUSINESS SERVICES CENTER SPONSOR — \$6,000

EXCLUSIVE TO ONE SPONSOR; FIRST-COME FIRST-SERVE

Your booth is the destination for Convention attendees to print/copy/collate documents. Ideal opportunity for an office machines/office solutions/document management company. Demonstrate your equipment and proprietary software.

Other Benefits include: Premium double exhibit booth space; Convention magazine advertising; your logo on Convention website and mobile app (with links to your website); insert in Convention bag, and more.

CHARGING STATION SPONSOR - \$6,000

EXCLUSIVE TO ONE SPONSOR; FIRST-COME FIRST-SERVE

Your company's booth is the destination for Convention attendees to charge their electronic devices. Equipment will be provided by the State Bar.

Other Benefits include: Exhibit booth space; Convention magazine advertising; your logo on signage; acknowledgment in Convention magazine; insert in Convention bag, and more.

WELLNESS SPONSOR - \$5,000

EXCLUSIVE TO ONE SPONSOR; FIRST-COME FIRST-SERVE

Attorney wellness is a vital issue. As a top tier sponsor you'll support attorney well being and the complimentary wellness room for attendees. Signage and announcements will promote the Wellness Room and your sponsorship.

Other Benefits include: Exhibit booth space; Convention magazine advertising; your logo on signage; acknowledgment in Convention magazine; insert in Convention bag, and more.

WiFi SPONSOR - \$6,000

EXCLUSIVE SPONSOR; FIRST-CO' -SERVE

Your y is recognized as the sponsor of access for Convention attendees. ViFi service provided by venue.

er Benefits include: Convention magazine avertising; your logo on Convention website and mobile app (with links to your website); insert in Convention bag, and more.

CONVENTION BAG SPONSOR - \$5,000

EXCLUSIVE SPONSORS (NON-COMPETITION ST-COME FIRST-SERVE

Your y logo on one side of the official County had bags provided to attendees.

sponsor logo on opposite side. The Bar logo will appear on both sides.

ther Benefits include: Exhibit booth space; Convention magazine advertising; your logo on Convention website and mobile app (with links to your website); acknowledgment in Convention magazine; insert in Convention bag, and more.

FLASH DRIVE SPONSOR - \$5,000

EXCLUSIVE TO ONE SPONSOR; FIRST-COME FIRST-SERVE

Each Convention attendee receives a flash drive containing all seminar materials. Your logo featured on one side; State Bar logo on the other. State Bar provides flash drive.

Other Benefits include: Exhibit booth space; Convention magazine advertising; your logo on Convention website, and mobile app (with links to your website): insert in Convention bad, and more.

LANYARD SPONSOR - \$5,000

EXCLUSIVE SPONSOR; FIRST-CO' -SERVE

Your I alanyard around the neck of all attended in attended in attended with your or attendees' name tags.

ther Benefits include: Exhibit booth space; Convention magazine advertising, and more.

MOBILE APP SPONSOR - \$5,000

EXCLUSIVE TO ONE SPONSOR; FIRST-COME FIRST-SERVE

As the Convention's official Mobile App sponsor, your brand will be in front of all attendees.

Other Benefits include: Exhibit booth space; the opportunity to attach your brochure or video to your Banner Ad; your logo on Convention website and mobile app (with links to your website); acknowledgment in Convention magazine, and more.

PLEASE SEE REVERSE SIDE FOR OTHER SPONSORSHIPS



STATE BAR CONVENTION:

June 27–29, 2022 Sheraton Grand at Wild Horse Pass, Chandler, AZ

PURCHASE DEADLINES:

Exhibit Booths and Sponsorships:

February 1, 2022, or until sold out

Convention Magazine:

February 1, 2022

NOTEPAD SPONSOR - \$5,000

EXCLUSIVE TO ONE SPONSOR; FIRST-COME FIRST-SERVE

Convention attendees receive a notepad printed with your logo and advertising message.

Other Benefits include: Exhibit booth space; Convention magazine advertising; your logo on Convention website and mobile app (with links to your website); acknowledgment in Convention magazine; insert in Convention bag, and more

TUESDAY NIGHT RECEPTION SPONSOR — \$2,500

Sponsor will receive recognition as presenting sponsor.

Other Benefits include: Your logo on signage at entrance to event; on cocktail napkins; on Convention website and mobile app (with links to your website); acknowledgment in Convention magazine.

MONDAY EVENING EVENT SPONSOR — \$1,500

LIMITED TO THREE; FIRST-COME FIRST-SERVE

Other Benefits include: Your logo on signage at entrance to event; on cocktail napkins; drink tickets; on Convention website and mobile app (with links to your website); acknowledgment in Convention magazine; insert in Convention bag, and more.

IN-ROOM SEMINAR SPONSOR — \$750-\$2,000

Be an in-room sponsor of a full or half-day session for a specific practice area, including Bankruptcy, Real Estate, Probate & Trust, Family Law, Construction, Tax, and others. Rates and benefits vary based on practice area and length of session.

Sponsorships are available on a firstcome, first-serve basis.

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2022 Annual Convention Sponsorships

Build a greater share of the legal market

Your sponsorship of the State Bar Annual Convention – the largest legal event held annually in Arizona - will dramatically raise your company's visibility in Arizona's legal community.

Sponsorships provide visibility to attorneys in several media: in print, online, via email, and in person, as well as your 30-minute CLE seminar which will be promoted to Convention attendees through emails, signage and in the printed Convention program.

GOLD SPONSOR: \$10,000 — Exclusive to one

Podium time: Two minutes to address audience at Wednesday luncheon.

CLE Presentation: Opportunity to present your exclusive 30-minute CLE seminar; your topic will be promoted to attendees. Topic to be approved by State Bar of Arizona.

Recognition: Company logo on all Convention emails to members, Convention website, and mobile app (all with live links to your website); acknowledgment in Convention magazine; insert in Convention bag.

Signage: Your logo prominently displayed on sponsor sign throughout the Convention, at entrance; luncheons and social events.

Double Exhibit booth space: \$5.990 value.

Advertising: Two full page, full color ads: One full page, full color ad in Convention magazine, \$2,265 value. (Mailed in April to every attorney in the state and distributed during the Convention; circulation 24,500.) One full page, full color ad in Arizona Attorney Magazine, \$3,085 value.

Luncheons and social events: Two tickets to Monday and Wednesday luncheons (\$180 value). Four tickets to social events Monday and Tuesday evenings.

SILVER SPONSOR: \$7,500 — Limited to two

Recognition: Company logo on all Convention emails to members, Convention website, and mobile app (all with live links to your website); acknowledgment in Convention magazine; insert

CLE Presentation: Opportunity to present your exclusive 30-minute CLE seminar; your topic will be promoted to attendees. Topic to be approved by State Bar of Arizona.

Signage: Your logo displayed on sponsor sign throughout the Convention, at entrance; luncheons and social events.

Exhibit booth space: \$2,995 value.

Advertising: One full page, full color ad: One full page, full color ad in Convention magazine, \$2,265 value. (Mailed in April to every attorney in the state and distributed during the Convention; circulation 24,500.) One full page, full color ad in Arizona Attorney Magazine, \$3,085 value.

Luncheons and social events: Two tickets to Monday and Wednesday luncheons (\$160 value). Two tickets to social events Monday and Tuesday evenings.

BRONZE SPONSOR: \$5,000 — Limited to five

Recognition: Company logo on all Convention emails to members, Convention website, and mobile app (all with live links to your website); acknowledgment in Convention magazine; insert in Convention bag.

CLE Presentation: Opportunity to present your exclusive 30-minute seminar; your topic will be promoted to attendees. Topic to be approved by State Bar of Arizona.

Signage: Your logo displayed on sponsor sign throughout the Convention, at entrance; luncheons and social events.

Exhibit booth space: \$2,995 value.

Advertising: Half page, full color ad: One half page, full color ad in Convention magazine, \$2,265 value. (Mailed in April to every attorney in the state and distributed during the Convention; circulation 24,500.)

Luncheons and social events: Two tickets to Monday and Wednesday luncheons (\$160 value). Two tickets to social events Monday and Tuesday evenings.

■ Sponsorships are available on a first-come, first-serve basis.

PLEASE SEE REVERSE SIDE FOR SPECIALIZED SPONSORSHIPS



STATE BAR CONVENTION:

June 27-29, 2022 **Sheraton Grand at Wild Horse** Pass, Chandler, AZ

CONVENTION ATTENDEES:

Average attendance: Phoenix: 1,400 attorneys

- 43% from firms of two or more attorneys; 57% sole practitioners
- 91% from the Phoenix or Tucson greater metropolitan areas: 9% from other counties
- 79% from Maricopa County

Tucson: 1,100 attorneys

■ 39% from firms of two or more attorneys; 61% sole practitioners

CONVENTION PROMOTION:

Marketed to every attorney in Arizona (all State Bar members):

- Email campaigns
- azbar.org website promotion (site averages 303,000 page views monthly)
- Arizona Attorney Magazine, full color ads (24,500 mailed)
- Convention magazine (24,500) mailed)

PURCHASE DEADLINES:

Exhibit Booths and Sponsorships:

February 1, 2022, or until sold out

Convention Magazine:

February 1, 2022





2022 Annual Convention Exhibitor Application

June 27-29, 2022 | Sheraton Grand at Wild Horse Pass | Chandler, AZ 85226

NOTICE TO APPLICANT: The State Bar of Arizona reserves the right to reject any exhibitor application. Acceptance of any exhibitor application shall be made in the sole discretion of the State Bar of Arizona. No exhibitor rental agreement shall be accepted without the written signature of the authorized agent of the State Bar of Arizona. Only one company may occupy a booth. The company occupying the booth may not utilize credentials of any other company or have sponsorships of their booth from other vendors/companies

	SPONSOR (DES	SCRIBE)\$
Tod	day's Date:	Time Submitted:
Coi	ntact Name:	
Em	nail:	Phone:
Add	dress/City/State	/Zip:
1.	Includes: three & white lettered different dimen	ace/Confirmation of Booth: e days of exhibiting at the Convention; 8' × 10' back and side draped area; 6' draped table; 2 chairs; waste basket; black d sign of Exhibitor's name. Each booth may be occupied by only one company. Certain booth locations may have slightly nsions, you will be notified if your assigned booth is not 8' × 10'.
		rve a SINGLE Exhibit Booth space at the Convention for \$2,995.
		rve a DOUBLE Exhibit Booth space at the Convention for \$5,990 .
2.		onvention events: Your exhibit package includes tickets to select meals and networking events during the dditional tickets will be available for purchase at a later date.
	Continental Open to all	Breakfast: attendees. Buffet located in the Exhibit Hall Monday, Tuesday and Wednesday mornings.
	Luncheons: Monday: To	wo tickets included. Additional tickets will be available to purchase at a later date.
	Tuesday:	Option one: AZ Foundation for Legal Services and Education Fundraiser Luncheon, tickets will be available to purchase at a later date.
		Option two: Box lunches will be available to pre-order at a later date.
	Wednesday	y: Your choice of one State Bar of Arizona Annual Luncheon ticket. Additional luncheon tickets will be available at a later date
		etworking events: Two tickets included to each event, Monday and Tuesday nights. Additional tickets will be available e at a later date.
3.		Magazine advertising: When you reserve your booth space by February 1, 2022, each single booth includes a half r ad (value of \$1,345) in the official State Bar Convention Magazine mailed in April to every attorney in the state.
	Each double b 2022. For mo	booth includes a full page, full color ad (value of \$2,265). Deadline: Your completed ad is due no later than February 15 per information see the Convention magazine rate sheet.
	When you rese	erve your booth after February 15, 2022, you will receive your half page ad in Arizona Attorney Magazine, Circulation 24,500
	☐ Please upg	grade me to a full page, full color ad for the difference in rate of \$920.
4.	Assignment of Space: Exhibit space will be assigned on a first-come, first-serve choice, in order of acceptance of a signed re agreement. The State Bar reserves the right to determine in its sole discretion, the exact location of Exhibitor's exhibit space, and fur reserves the right to relocate Exhibitor's assigned exhibit space, at any time, in an area other than that selected by Exhibitor, upon r fication to Exhibitor by the State Bar.	
5.	Payment: Fu	Il payment for exhibit space is due with this application.
		check. Please make check payable to State Bar of Arizona and mail with a copy of this form to: Arizona, P.O. Box 842699, Los Angeles, CA 90084-2699.
	☐ I would like	to pay by credit/debit card. Please call the State Bar of Arizona at 602-340-7226 to make your secure phone payment.
6.		In case of cancellation by Exhibitor, payment is refundable as follows:



2022 Annual Convention Exhibitor Application

7.	Exhibit hours: Booths will be open and must be staffed during the hours below. Please do not leave your booth unattended during these hours. Monday – Tuesday, 7:00 a.m. – 5:00 p.m.; Wednesday – 7:00 a.m. – 3:00 p.m.					
8.						
9.	Please specify companies and/or types of industries/products you would like to be close to or away from:					
	Close to:	Away from:				
10.	Please provide a brief description of your product, equipment and/or service to be exhibited:					
11.	11. Exhibitor packet: You will receive an exhibitor information package by the end of April that includes:					
	 Information about the optional prize donation for the Bingo card drawing — minimum value \$75 Convention magazine 	 Information about rental of add optional furniture or fixtures Convention schedule including and special events 	itional Convention facility map including booth locations			
	■ Exhibitor tips	■ FAQs				
	Information about optional internet arrangements for exhibitors	List of other exhibitors with cor information	ntact			
resulting from or caused by the use and occupation of the exhibit space whether such use is authorized or not, or from any act or omission of Exhibitor, any of its officers, agents, employees, guests, patrons or invitees; and Exhibitor shall, at its sole risk and expense, defend any and all suits, actions or other legal proceedings which may be brought or instituted against the SBA, its officers, employees, agents, guests or invitees, or any such claim, demand or cause of action; and Exhibitor shall pay and satisfy any judgment or decree which may be rendered against its officers, employees, agents, guests or invitees in any such suit, action or other legal proceedings; and Exhibitor shall pay for any and all damages to the property of the SBA, for loss or theft of such property, done or caused by Exhibitor, its officers, agents, employees, guests, patrons or invitees. The exhibitor assumes the entire responsibility and liability for losses, damages and claims arising out of injury or damage to exhibitor's displays, equipment and other property brought upon the premises of the Sheraton Grand at Wild Horse Pass and shall indemnify and hold harmless the Resort agents, servants and employees from any and all such losses, damages and claims. INSURANCE – Exhibitor shall maintain in full force and effect during the Exhibitor's use and occupation of said facilities as herein provided, and any extension thereof, at Exhibitor's expense, bodily injury, personal liability and property damage insurance. In addition to Exhibitor the SBA, its officers, employees, agents, guests or invitees shall be named as additional insureds with primary coverage whether or not such insureds shall have other insurance against any loss covered by said insurance. Said policy shall not be less than five hundred thousand dollars (\$500,000) Single Limit covering Bodily Injury, Personal Injury and Property Damage (including legal liability for damage to property of the SBA arising out of or in any way connected with the Exhibitor's occupancy o						
righ	right to reject this application and that this agreement is not accepted until executed in writing by the SBA; and on behalf of the Exhibitor hereby subscribe and agree to the terms, promises, covenants and conditions stated herein.					
Ac	cepted by Exhibitor:					
Sig	gnature F	Print or Type Name	Date			
Ac	Accepted by State Bar of Arizona:					
Sig	gnature	State Bar of Arizona	Date			
En	nail/Fax/Mail this form to:	FO	R STATE BAR USE ONLY			



Lisa Bormaster Fontes, Advertising Manager

Email: Lisa.Bormaster@staff.azbar.org **Phone:** 602-340-7230 **Fax:** 602-416-7430

State Bar of Arizona, 4201 N 24th St, Ste. 100, Phoenix, Arizona 85016-6266

Date received by the State Bar:

Space assigned:

Amount received: