

The world's largest sales & marketing conference for death care professionals presents

SO YOU THINK YOU CAN SELL?



ICCFA's
WIDE WORLD
OF SALES
CONFERENCE

January 18-20, 2012
Bally's/Paris Resort
& Casino
Las Vegas, NV

BENEFITS OF SPONSORSHIP INCLUDE:

Listing in promotional program (mailed to 15,000+ companies)

Flier in the conference take-home binder
(each sponsor may provide ICCFA with a flier advertising its company products/services. This will be included in the conference binder and will be part of a giveaway contest at the conference in which the attendees will have to find the answers to questions from the sponsor fliers)

Company name on on-stage signage

Listing in ICCFA Magazine

Listing in ICCFA's bi-weekly electronic newsletter, *Wireless*

Listing on the conference webpage

Recognition via announcements throughout the conference

SPONSORSHIP OPPORTUNITIES

- Speaker Garrison Wynn: \$7,500-10,000
- Speaker Paul Lushin: \$7,500-10,000
- Welcome Reception: \$5,500-7,500
- Thursday Lunch: \$5,500-7,000
- Thursday Coffee Breaks: \$3,500-5,000
- Friday Coffee Breaks: \$3,500-5,000
- Audio/Visual Support: \$500-3,500
- Sales Binder: \$1,000
- On-Time Prize Awards: \$1,000-1,500

CO-SPONSORSHIPS ARE WELCOME

Find more info at
www.wideworldofsales.com

More than 350 attendees annually
Target the preneed sales industry

Who attends?

- 80% owners and sales managers
- 20% counselors

Keynote Speakers

What the Top 1% of Salespeople Do Differently

Garrison Wynn has worked with some of the world's most effective corporate leaders and business developers. He has a background in manufacturing, entertainment, telecom and financial services. In addition, he has direct experience with the funeral service profession, having worked for several years in the mid-1980s as a manager at Service Corporation International's Houston headquarters.



GARRISON
WYNN

What to Do When You Feel You Are Losing Control of the Sale

Paul Lushin is owner of Lushin and Associates Inc., the largest sales training firm in the state of Indiana, serving a wide variety of clients, including Flanner & Buchanan funeral homes, cemeteries and cremation centers in Indianapolis.



PAUL
LUSHIN

For more information, please contact:

- Michael Nercesian, Meetings Coordinator, at michaeln@iccfa.com or 703.391.8402;
- Ty Lohman, Program Co-Chair, at tlohman@lohmaninc.com or 386.267.1100; or
- Kim Medici Shelquist, Program Co-Chair, at kshelquist@homesteaderslife.com or 515.440.7777.

Deadline for sponsorship: August 18, 2011

SPONSORSHIP COMMITMENT FORM

COMPANY INFORMATION

Name _____

Title _____

Company _____

Address _____

City _____ State/Prov _____ Zip/Postal Code _____

Phone () _____ Fax () _____

E-mail address _____

Web address _____

LEVEL OF SPONSORSHIP

We would like to contribute \$ _____ to sponsor the Wide World of Sales Conference.

In particular, we are interested in sponsoring (if applicable):

- | | | |
|--|--|---|
| <input type="checkbox"/> Keynote Speaker Garrison Wynn | <input type="checkbox"/> Keynote Speaker Paul Lushin | <input type="checkbox"/> Welcome Reception |
| <input type="checkbox"/> Thursday Lunch | <input type="checkbox"/> Thursday Coffee Breaks | <input type="checkbox"/> Friday Coffee Breaks |
| <input type="checkbox"/> Audio/Visual Support | <input type="checkbox"/> Sales Binder | <input type="checkbox"/> On-Time Prize Awards |

Signature _____

PAYMENT

- CHECK (Please make payable to ICCFA)
- DISCOVER VISA MASTERCARD AMERICAN EXPRESS

Name on credit card _____

Credit card # _____

Exp. Date _____

Security ID# _____

*SECURITY ID#: 3-digit number on back of card or
4-digit number on front of American Express card*

Signature _____

Card's Billing Address (required) _____



Please complete this form and return it to:

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