



Exhibitor &  
Sponsorship  
OPPORTUNITIES  
2006-07

November 5-11, 2006  
Grand Sierra Resort & Casino  
Reno, Nevada

June 3-9, 2007  
Marriott Memphis Downtown &  
Memphis Cook Convention Center  
Memphis, Tennessee



# Exhibitor & Sponsorship OPPORTUNITIES 2006-07

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## M&A SOURCE® MIDDLE MARKET EXPO

The highly acclaimed M&A Source Middle Market Expo brings together Merger & Acquisition professionals and Private Equity Groups from around the globe. The Expo is the industry's best deal-making event where everyone has the same goal – to make deals happen! With dozens of companies talking directly to hundreds of interested and qualified attendees over the years, it is no surprise that significant transactions are made at each Expo. The contacts you'll walk away with will prove invaluable for closing lucrative deals in the future.

Don't miss this incomparable opportunity on **November 9, 2006** in **Reno, NV** and on **June 7, 2007** in **Memphis, TN**.

**Space is limited, so sign up today!**

## WHY YOU SHOULD ATTEND

- On average, over \$10 billion dollars of businesses are sold by M&A Source members annually.
- More than 80 percent of PEGs (Private Equity Groups) say quality networking opportunities are provided within the intimate atmosphere of the show.
- At a typical Expo, 60 PEGs are in attendance at each conference to seek out businesses currently on the market. These groups manage funds ranging from \$1 million to \$1 billion.
- Many PEGs from numerous companies across the U.S. regularly attend the M&A Middle Market Expo. Among them: Florida Capital Partners, Inc., Fox Paine & Company, Draupnir, LLC, Prospect Partners, JP Morgan Chase Bank, Wynnchurch Capital Ltd, Svoboda Collins, LLC and Wells Fargo Mezzanine Capital.

*"The M&A Source Middle Market Expo has consistently provided the best marketing opportunity to reach intermediaries who work with lower-middle market companies. We've found our sponsorship experiences invaluable in helping us develop meaningful long-term relationships, uncover interesting deals and reinforce our focus as a lower-middle market private equity firm."*

— **William V. Glastris, Jr.**, Principal, Prospect Partners, LLC

*The descriptions and specifications contained in this brochure were in effect at the time the publication was approved for printing.*

# M&A Source Middle Market Expo Information

## TABLE TOP ASSIGNMENTS

Tables will be assigned to sponsors first and then on a first-come, first-served basis.

## FEES

Early-bird Registration for a table top is \$995 and includes one (1) registration for the entire conference. A supplemental fee of \$200 per person is applied to additional personnel, and does not cover the cost of attending the full conference, meal functions or workshops. After the first registration deadline, the fee increases to \$1,195. After the second deadline and onsite, the fee increases again to \$1,395. See the registration form on pages nine and ten for a complete list of deadline dates and fee changes.

## PROMOTE YOUR PRESENCE AT THE EVENT!

- Issue press releases announcing your participation in the M&A Source Middle Market Expo
- Include the M&A Source logo and conference dates with your company's advertisements
- Use your mailing labels in your marketing campaigns
- Invite your clients, brokers and prospective brokers who are registered for the conference to stop by your booth at the Expo
- Send us your clients mailing information and we'll do the invitations for you

**Sponsorship Applications must be received at M&A Headquarters at least three weeks prior to the Expo in order to be included in the onsite brochure.**

## M&A SOURCE MIDDLE MARKET EXPO SCHEDULE

All events take place in the M&A Middle Market Expo (*preliminary schedule subject to change*)

### Thursday (November 9, 2006 and June 7, 2007)

6:00 a.m. – 7:00 a.m.

#### Set-up

7:00 a.m. – 9:00 a.m.

#### Continental Breakfast

7:00 a.m. – 3:00 p.m.

#### M&A Source Middle Market Expo

10:00 a.m. – 11:00 a.m.

#### Coffee Break

12:00 p.m. – 1:00 p.m.

#### M&A Source Middle Market Expo Buffet Luncheon

3:00 p.m. – 5:00 p.m.

#### Tear-down

## Rules and Regulations

The application contract is subject to the approval of the M&A Source® which reserves the right to refuse applications or to cancel any exhibit before or during the conference period that does not meet the required standards of the Fire Marshall. Exhibits may also be canceled because of display materials, conduct of exhibitors, deviation from standard exhibition procedures, or for any reason that, in the opinion of the M&A Source President, conflicts with the character of the exhibit area of the conference.

Setup begins at 6:00 a.m. on Thursday for the Expo. Table assignments are based on receipt of all requested information and payment of the booth fees. If any exhibitor is not set up and in

order by Thursday, November 9, 2006 or by Thursday, June 7, 2007 at 7:00 a.m., M&A Source reserves the right to assign the space to another exhibitor or to make such use of the space deemed necessary to appropriate with NO refund being made to the original contracting exhibitor.

## LIABILITY

It is agreed that the exhibitor shall assume all responsibility for any loss, damage or injury that they shall have or cause, and that they shall indemnify and hold harmless the M&A Source, the Grand Sierra Resort & Casino and/or the Memphis Marriott Downtown and the Memphis Cook

Convention Center and its directors, officers, representatives, agents, members or employees from all liability due to injury, loss or damage.

A copy of your certificate of insurance is required and must accompany your application.



# Sponsorship Opportunities

Strengthen your corporate exposure by becoming an M&A Source conference sponsor. Sponsorship ensures that your company name is highly visible and achieves significant coverage to all attendees during the conference.

## M&A WEDNESDAY LUNCH

*Sponsorship Cost: \$5,500*

This formal setting offers an ideal networking opportunity with attendees.

- Give a five-minute presentation introducing your company prior to the event
- Distribute promotional items at the event
- Sponsorship logo recognition on signage at the event
- One pre-conference IBBA membership mailing list for event marketing purposes
- One post-conference attendee mailing list
- Sponsor acknowledgement in the onsite brochure (subject to deadline)
- Special sponsor onsite badge
- Special thank you from the podium to all sponsors



## LUNCH IN THE M&A MIDDLE MARKET EXPO (THURSDAY)

*Sponsorship Cost: \$5,000*

This sponsorship allows you to have more time with the attendees in the M&A Middle Market Expo.

- Distribute promotional items at the event
- Sponsorship logo recognition on signage at the luncheon
- One post-conference attendee mailing list
- Sponsor acknowledgement in the onsite brochure (subject to deadline)
- Special sponsor onsite badge
- Special thank you from the podium to all sponsors



## CONFERENCE & SPEAKER BINDERS

*Sponsorship Cost: \$4,000*

Your company's name on the cover and spine of the Speaker Binders will assure non-stop exposure both during the conference and beyond. All registered attendees receive a copy of the Speaker Binder and take it home as a reference guide.

- Sponsorship logo on cover and spine of binder
- Sponsorship logo recognition on signage at event
- One post-conference attendee mailing list
- Sponsor acknowledgement in the onsite brochure (subject to deadline)
- Special sponsor onsite badge
- Special thank you from the podium to all sponsors

## CONFERENCE TOTE BAGS

*Sponsorship Cost: \$4,000*

Your company's name on the conference tote bags will assure non-stop exposure both during the conference and beyond. All registered attendees receive a tote bag.

- Sponsorship logo on front of bag
- Sponsorship logo recognition on signage
- One post-conference attendee mailing list
- Sponsor acknowledgement in the onsite brochure (subject to deadline)
- Special sponsor onsite badge
- Special thank you from the podium to all sponsors



## REGISTRATION BAG INSERTS

*Sponsorship Cost: \$1,000*

Insert company literature/professional material in to each M&A Conference attendee's registration bag. M&A Source requires prior approval of sponsor-provided materials. There is a limit of one promotional piece per company.

- Sponsorship logo on front of bag
- Sponsorship logo recognition on signage
- One post-conference attendee mailing list
- Sponsor acknowledgement in the onsite brochure (subject to deadline)
- Special sponsor onsite badge
- Special thank you from the podium to all sponsors

## HOTEL KEY CARDS WITH COMPANY LOGO

*Sponsorship Cost: \$2,500*

Attendees will be using the card and your company logo during all seven days of either conference with this exclusive sponsorship!

- Sponsorship logo on hotel room key card
- One post-conference attendee mailing list
- Sponsor acknowledgement in the onsite brochure (subject to deadline)
- Special sponsor onsite badge
- Special thank you from the podium to all sponsors

## CONTINENTAL BREAKFAST (THURSDAY)

*Sponsorship Cost: \$2,500; Exclusive Co-Sponsor: \$1,500*

Help attendees start their morning right by providing the most important meal of the day.

- Sponsorship logo recognition on signage at event
- One post-conference attendee mailing list
- Sponsor acknowledgement in the onsite brochure (subject to deadline)
- Special sponsor onsite badge
- Special thank you from the podium to all sponsors

## LANYARDS WITH YOUR COMPANY LOGO

*Sponsorship Cost: \$2,000*

Have the conference attendees wear your corporate logo around their neck. Attendees will be wearing your company name during all Expo hours and all seven days of either conference with this exclusive sponsorship!

- Sponsorship logo recognition on signage
- One post-conference attendee mailing list
- Sponsor acknowledgement in the onsite brochure (subject to deadline)
- Special sponsor on-site badge
- Special thank you from the podium to all sponsors

## M&A WORKSHOP (WEDNESDAY)

*Sponsorship Cost: \$2,000 Exclusive*

Get exposure by sponsoring a workshop (four opportunities). A sign with your logo will be provided by the M&A Source (Costs are listed per opportunity/workshop).

- Five minute introduction by your representative at the workshop
- Sponsorship logo recognition on signage at event
- One post-conference attendee mailing list
- Sponsor acknowledgement in the onsite brochure (subject to deadline)
- Special sponsor onsite badge
- Special thank you from the podium to all sponsors

## COFFEE BREAKS (WED., THURS., FRI. OR SAT.)

*Sponsorship Cost: \$1,700 (for entire day)*

Attendees enjoy the opportunity to network during the daily coffee breaks (two per day). Give your company exposure to the well-attended breaks with a sponsorship.

- Sponsorship logo recognition on signage at event
- Sponsor acknowledgement in the onsite brochure (subject to deadline)
- Special sponsor onsite badge
- Special thank you from the podium to all sponsors



## COMPLIMENTARY MASSAGE (FRIDAY 7:30 a.m. – 5:30 p.m.)

*Sponsorship Cost: \$1,000*

Everyone loves a massage – especially if it's free. Sponsor a 10-minute massage for conference attendees during the IBBA Trade Fair hours on Friday. You'll be the hit of the event.

- Sponsorship logo recognition on signage at event
- Sponsor acknowledgement in the onsite brochure (subject to deadline)
- Special sponsor onsite badge
- Special thank you from the podium to all sponsors



## BLOOD PRESSURE CHECK (THURSDAY 6:00 p.m. – 7:30 p.m. AND SATURDAY 7:30 a.m. – 11:00 a.m.)

*Sponsorship Cost \$800*

Provide conference attendees with a personal reading of their blood pressure Thursday and Saturday. An EMT or Registered Nurse will complete a card with your company as the official sponsor.

- Sponsorship logo recognition on signage at event
- Sponsor acknowledgement in the onsite brochure (subject to deadline)
- Special sponsor onsite badge
- Special thank you from the podium to all sponsors



*"In the M&A Expo, there is not a better venue for intermediaries and investors together. For the past 10 years, we at FCP have not missed one M&A Expo – that is how important we believe this event is!"*

**David J. Malizia**, Florida Capital Partners, Inc.

# M&A Source Educational Program and Middle Market Expo

## Conference

November 5-11, 2006

## M&A Source Middle Market Expo

November 9, 2006 7:00 a.m. – 3:00 p.m.

## HOTEL

The hotel features 1,995 luxurious guestrooms, a full-service business center, 11 restaurants, expansive meeting space and plenty of 24-hour casino action, all in one convenient location. All guest rooms are outfitted for your comfort and convenience, featuring: full size refrigerators, data ports, voicemail and premium cable TV.

The hotel is less than a mile from Reno International Airport and runs a continuous shuttle to and from the airport. The hotel is also less than a mile from downtown Reno, so making a trip to its attractions is easy. For your convenience, there is a local transit system that connects the Grand Sierra Resort & Casino with downtown.

### Grand Sierra Resort & Casino

2500 E. Second St.  
Reno, NV 89595  
Phone: 1-800-501-2651  
Reservations: 1-800-648-5080

Rate: \$89.00 (single/double)  
(\$10 per night extra for each additional person in room)  
Cut off date: October 5, 2006  
Check-in: 3 p.m.  
Check-out: 11 a.m.

For additional information or questions contact M&A Source Headquarters at 1-888-686-4222 or via email at [admin@masource.org](mailto:admin@masource.org).

All changes or cancellations of a reservation may be made up to 48 hours prior to arrival without penalty. Cancellations made less than 48 hours prior to scheduled arrival will forfeit one night's stay plus tax.

### Guest Room Amenities:

- Air Conditioning/Heating with Individual Controls
- In-room Coffee
- Easy to Set Alarm Clock Radio

### Hotel and Convention Center Services:

- Full Service Business Center
- 24-Hour Casino on Property
- 11 Restaurants
- Clothing Store

- Laundry/Valet Service
- Bowling Alley
- Pool
- Fitness Center

## TRAVEL

We are pleased to announce that our group travel management company Apollo Travel, will handle our travel arrangements. Agents are available to help book your reservations from 6 a.m. to 8 p.m. (CST) Monday through Friday, and are available 24/7 should you need emergency travel assistance. You may contact Apollo Travel Agency at 1-866-880-6483 and International attendees should contact Apollo (001) 312-236-3939.

### Negotiated Discounts with Apollo Travel for this Meeting!

As an attendee of the Fall 2006 Conference held November 5-11 in Reno, you will receive discounts on airlines and car rentals that have been specifically negotiated for your trip!

When stranded at the airport due to severe weather, mechanical delays, or when needing an immediate change due to scheduling issues, your agency is an indispensable ally.

Tickets will be issued and an e-mail will be sent confirming your itinerary. The price of your ticket(s), including our service fee will be listed. Restrictions, fees, and cancellation penalties will apply.

Apollo is the preferred travel agency for this meeting and would like to assist you in confirming the least expensive air and car rates for your trip.

## TO BOOK YOUR TRAVEL TODAY

**US Attendees Call**  
1-866-880-6483

**International Attendees Call**  
(001) 312-236-3939

Email [travel@travelapollo.com](mailto:travel@travelapollo.com) or go online to [www.themeetingevent.com](http://www.themeetingevent.com). Please use the following steps to help navigate the online site:

- Click on the "Click Here to REGISTER" button to begin.
- Fill in the requested information and click "Submit."
- A page will appear confirming your registration. You will not be asked to register again in the future.
- Click "Log into your account" to be taken to the login page.
- Please enter the same password used during the registration process and click "Log in".
- Once logged in to the Travel Center, click "Group Travel" located in the list of blue boxes that starts with "Book Travel, Trip Templates, etc."
- Next, please choose the IBBA/M&A meeting you are attending in November and carefully follow the remaining prompts.



MEMPHIS, TN

# M&A Source Educational Program and Middle Market Expo

## Conference

June 3-9, 2007

## M&A Source Middle Market Expo

June 7, 2007 7:00 a.m. – 3:00 p.m.

## HOTEL AND CONVENTION CENTER

The hotel features 600 guestrooms, 2 restaurants, a full-service business center and an indoor pool, spa and fitness center. All guest rooms are outfitted for your comfort and convenience, providing you with the Room that Works® by Marriott – with everything (including Internet access) that you need to do business while in Memphis.

The Marriott Memphis Downtown is also connected to the Memphis Cook Convention Center, which boasts 300,000 square feet of meeting space. Both the hotel and convention center are located in the center of downtown Memphis and are an official bus stop on the Memphis Trolley Line, providing you with easy access to all of the area attractions. The Memphis International Airport is a mere 15 minute drive away, making arrival and departure fast and easy.

### Memphis Marriott Downtown

250 North Main Street  
Memphis, TN 38103  
Phone: 1-901-527-7300  
Reservations: 1-800-228-9290

For additional information or questions contact M&A Source Headquarters at 1-888-686-4222 or via email at admin@masource.org.

Rate: \$164.00 (single/double)  
Cut off date: TBD  
Check-in: 4 p.m.  
Check-out: 11 a.m.

### Guest Room Amenities:

- Air Conditioning/Heating with Individual Controls
- In-room Coffee
- In-room hair dryer, iron and ironing board
- Easy to Set Alarm Clock Radio

### Hotel Services:

- Full Service Business Center
- 2 Restaurants
- Gift Shop
- Concierge
- Valet/Bell Service
- Dry Cleaning Service
- Connected to Convention Center
- Indoor Pool/Spa
- Fitness Center

## TRAVEL

We are pleased to announce that our group travel management company Apollo Travel, will handle our travel arrangements. Agents are available to help book your reservations from 6 a.m. to 8 p.m. (CST) Monday through Friday, and are available 24/7 should you need emergency travel assistance. You may contact Apollo Travel Agency at 1-866-880-6483 and International attendees should contact Apollo (001) 312-236-3939.

### Negotiated Discounts with Apollo Travel for this Meeting!

As an attendee of the Spring 2007 Conference held June 3-9, 2007 in Memphis, you will receive discounts on airlines and car rentals that have been specifically negotiated for your trip!

When stranded at the airport due to severe weather, mechanical delays, or when needing an immediate change due to scheduling issues, your agency is an indispensable ally.

Tickets will be issued and an e-mail will be sent confirming your itinerary. The price of your ticket(s), including our service fee will be listed. Restrictions, fees, and cancellation penalties will apply.

Apollo is the preferred travel agency for this meeting and would like to assist you in confirming the least expensive air and car rates for your trip.

## TO BOOK YOUR TRAVEL TODAY

### US Attendees Call

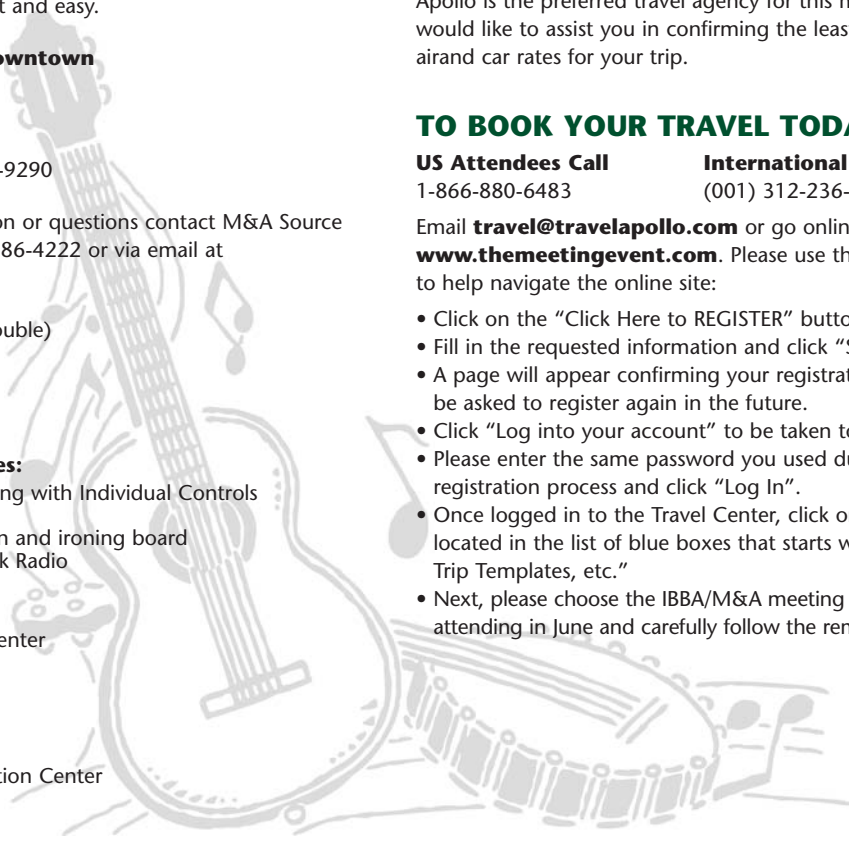
1-866-880-6483

### International Attendees Call

(001) 312-236-3939

Email [travel@travelapollo.com](mailto:travel@travelapollo.com) or go online to [www.themeetingevent.com](http://www.themeetingevent.com). Please use the following steps to help navigate the online site:

- Click on the "Click Here to REGISTER" button to begin.
- Fill in the requested information and click "Submit."
- A page will appear confirming your registration. You will not be asked to register again in the future.
- Click "Log into your account" to be taken to the login page.
- Please enter the same password you used during the registration process and click "Log In".
- Once logged in to the Travel Center, click on "Group Travel" located in the list of blue boxes that starts with "Book Travel, Trip Templates, etc."
- Next, please choose the IBBA/M&A meeting you are attending in June and carefully follow the remaining prompts.



# Past Exhibitors

The M&A Source Middle Market Expo can aid you in strengthening your business opportunities. Network with the nation's leading investment groups at the conference and make deals with the numerous Private Equity Groups (PEGs) and Intermediaries that participate. The M&A Source Middle Market Expo is a must-attend event if you are buying or selling a business. Some past exhibitors include:

Alliance Holdings, Inc.	Goense Bounds & Partners	Pinnacle Peak Capital Partners, LLC
Allied Capital	Graham Partners	PNC Bank
Alpine Investors, LP	Greenfield Commercial Credit	Polaris Venture Partners
American Capital Strategies	GUARDAIR CORP	Prairie Capital
American Industrial Partners	Hamilton Robinson, LLC	Progress Equity Partners, Ltd.
APAX Partners	Hammond, Kennedy, Whitney & Co, Inc.	Prometheus Partners
Arbor Private Investment Company	Hanover Partners, Inc.	Prospect Partners, LLC
Aureus Capital	Harbert Management	Prudential Capital Partners
Bayview Capital Partners LP	Harbour Group Industries, Inc.	RAF Industries
Blue Point Capital Partners	Hastings Equity Partners, LLC	Ridgeview Capital
Blue Sage Capital	H.I.G. Capital	River Associates Investments, LLC
Bolder Capital, LLC	High Impact Structures, LLC	River Capital, Inc.
Bradford Equities Fund, LLC	High Street Capital	Riverside Partners, Inc.
Branford Castle, Inc.	Horizon Partners, Ltd.	Saunders Karp & Megrue/SKM Growth Investors
Brentwood Capital Advisors	ICV Capital Partners, LLC	SB Partners Capital Fund LP
Brookside Capital Partners	Ironwood Capital	Seidler Equity Partners, LP
Calitus Mezzanine Partners	Jordan Industries, Inc.	Shansby Group, The
Calvert Street Capital	JMAC, Inc.	Silkroad Resources, LLC
Cambridge Capital Partners	JP Morgan Chase Bank	Sowell & Co
Capital For Business, Inc.	Key Principal Partners	Sterling Investment Partners, LP
CapitalSouth Partners	Keystone Capital, LLC	Stock Sale Compliance, LLC
Carousel Capital	KLH Capital, L.P.	Summer Street Capital Partners, LLC
Castanea Partners	KRG Capital Partners	Summit Partners
CHB Capital Partners	LaSalle Capital Group, LP	Sun Capital Partners, Inc.
Christian Stanley, LLC	Legg Mason Merchant Banking, Inc.	Svoboda Collins, LLC
Churchill Capital	Lincolnshire Management, Inc.	Swander Pace Capital
Cherington Capital	Lineage Capital	Swift River Investments
Chrys Capital	Long Point Capital, Inc.	Synergy Investment Group, LLC
Clarion Capital Partners, LLC	Lynwood Capital Partners	Technology Tree Group, Inc.
Clearview Capital, LLC	MASCO Corporation	The Barish Fund
CMS Companies	Mainsail Partners	The Cambria Group
Context Advisors	MCG Capital	The Carlyle Group
Copeley Capital	MCM Capital Partners	The Columbia Group, LLC
Cornerstone Capital Holdings	Mercury Capital, Inc.	The Compass Group
Dubin Clark & Company	Merion Investment Partners, LP	The Edgewater Funds
E&A Industries, Inc.	Merit Capital Partners	The Riverside Company
EBSCO Industries Inc.	Merrill Lynch Financial Services Inc.	The Shansby Group
Eckford Group	Meriweather Capital Corporation	Thompson Street Capital Partners
Encore Consumer Capital	Metapoint Partners	Tonka Bay Equity Partners
Entrepreneur Partners	Mezzanine Management, LLC	Topspin Partners L.P.
Equitable Capital Management, LLC	MidCoast Financial	Transition Capital Partners, Ltd.
Evolve Capital	MIGG Capital, LLC	Triton Capital Partners
FB Commercial Finance	Milestone Partners	Trivest, Inc.
Florida Capital Partners/	Montgomery, Shelton & Company	TSG Consumer Partners, LP
FCP Investors, Inc.	Moro Corporation	Unique Investment Corporation
FdG Associates	Nationwide Valuations	Virginia Capital
Ferro Management Group, Inc.	New England Capital Partners	Waveland Investments, LLC
First Capital, LLC	Norwest Equity Partners	Wells Fargo Mezzanine Capital
Foreman Investment Capital, LLC	Onyx Capital International, Inc.	Westcap Partners Private Equity Fund
Friend Skoler & Co.	Oryx Capital Investments, Inc.	Westham Partners, LLC
Gallagher Industries, LP	Pacific Partners	WestView Capital Partners
Gateshead Partners	Palladium Equity Partners	WHI Capital Partners
Gen Cap America, Inc.	Peachtree Equity Partners	Wingate Partners
Generation Equity Investors	Peninsula Capital Partners, LLC	Wynnchurch Capital, Ltd.
G.L. Ohrstrom & Co., Inc.	Pfingsten Partners, LLC	ZS Fund L.P.

## ATTENTION INTERNATIONAL ATTENDEES

In the past several months, the U.S. State Department rules regarding attendees coming to the U.S. for conferences (from outside the U.S.) have changed. Not every international visitor is required to obtain a visa to enter the U.S., however, some countries that did not need a visa prior to September 11, 2001, may need one now. Please check with the U.S. Embassy in your area to confirm whether or not you are required to obtain a visa and allow 60 days prior to the conference to begin the application process. If you require a visa, you will need a letter of invitation to attend the conference. To receive this letter, please forward your name, title, company, mailing address, e-mail address and passport number (with expiration date) to M&A Source Headquarters (fax 312-673-6599 or e-mail request to Moe Desmarais at [mdesmarais@masource.org](mailto:mdesmarais@masource.org))

# Sponsorship and Exhibitor Application

M&A Middle Market Expo – Reno, Nevada • November 9, 2006

M&A Middle Market Expo – Memphis, Tennessee • June 7, 2007

To apply, please mail or fax application to: **M&A Source® Headquarters**, 4365 Paysphere Circle, Chicago, IL 60674; Fax: 312-673-6599

## COMPANY INFORMATION (PLEASE PRINT EXACTLY AS YOU WISH IT TO APPEAR)

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

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

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

City, State/Province, Zip/Postal Code: \_\_\_\_\_

Country: \_\_\_\_\_

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

Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

Type of Business (PEGs, Financial, Investment Firm, etc.): \_\_\_\_\_

Additional Personnel (\$200 charge for each additional person)

**You must submit all additional attendee names with payment. A \$50 attendee name change fee will be strictly enforced.**

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

Address, City, State/Province, Zip/Postal Code: \_\_\_\_\_

Phone, Fax, E-mail: \_\_\_\_\_

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

Address, City, State/Province, Zip/Postal Code: \_\_\_\_\_

Phone, Fax, E-mail: \_\_\_\_\_

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

Address, City, State/Province, Zip/Postal Code: \_\_\_\_\_

Phone, Fax, E-mail: \_\_\_\_\_

EXHIBITORS					
FALL 2006	Before September 22, 2006	After September 22, 2006	After October 27, 2006	QUANTITY	TOTALS
REGULAR BOOTH	<input type="checkbox"/> \$995	<input type="checkbox"/> \$1,195	<input type="checkbox"/> \$1,395	X	
EXTRA ATTENDEE(\$200)				X	
SPRING 2007	Before April 20, 2007	After April 20, 2007	After May 25, 2007	QUANTITY	TOTALS
REGULAR BOOTH	<input type="checkbox"/> \$995	<input type="checkbox"/> \$1,195	<input type="checkbox"/> \$1,395	X	
EXTRA ATTENDEE (\$200)				X	
				<b>GRAND TOTAL</b>	

# Sponsorship and Exhibitor Application

## CANCELLATION OF EXHIBITION SPACE

Cancellations must be made in writing, mailed, or faxed, to M&A Source Headquarters. Cancellations prior to the start of the conference (November 5 or June 3) will be charged a 20 percent cancellation fee. Cancellations after the start of the conference will be charged a 20 percent cancellation fee and the balance will be refunded a certificate valid for future expenses. Refunds may take up to 60 days to process.

## SPONSORSHIPS

M&A Source will attempt to accommodate preferences; however, sponsorships are granted on a first-come, first-served basis.

**I would like to sponsor (check all that apply):**

## PAYMENT (U.S. FUNDS ONLY.)

All fees must be paid in full, or M&A Source will not consider the Application complete and will not assign booth space or sponsorship.

FALL 06		SPRING 07		FALL 06		SPRING 07	
<b>SOLD</b>	<input type="checkbox"/>	M&A Luncheon (Wednesday) . . . . .	\$ 5,500	<input type="checkbox"/>	<input type="checkbox"/>	<b>Coffee Breaks</b>	
<b>SOLD</b>	<input type="checkbox"/>	Lunch in the Middle Market Expo . . . . .	\$ 5,000	<input type="checkbox"/>	<input type="checkbox"/>	Wednesday . . . . .	\$ 1,700
<input type="checkbox"/>	<input type="checkbox"/>	Conference & Speaker Binder . . . . .	\$ 4,000	<input type="checkbox"/>	<input type="checkbox"/>	Thursday . . . . .	\$ 1,700
<b>SOLD</b>	<input type="checkbox"/>	Conference Tote Bags . . . . .	\$ 4,000	<input type="checkbox"/>	<input type="checkbox"/>	Friday . . . . .	\$ 1,700
<input type="checkbox"/>	<input type="checkbox"/>	Registration Bag Inserts . . . . .	\$ 1,000	<input type="checkbox"/>	<input type="checkbox"/>	Saturday . . . . .	\$ 1,700
<input type="checkbox"/>	<input type="checkbox"/>	Hotel Key Cards with Company Logo . . . . .	\$ 2,500	<input type="checkbox"/>	<input type="checkbox"/>	Onsite Brochure Advertising	
<input type="checkbox"/>	<input type="checkbox"/>	Continental Breakfast . . . . .	\$ 2,500			(see advertising contract on page 11)	
<input type="checkbox"/>	<input type="checkbox"/>	Exclusive CoSponsor . . . . .	\$ 1,500	<input type="checkbox"/>	<b>SOLD</b>	<b>Miscellaneous</b>	
<b>SOLD</b>	<b>SOLD</b>	Lanyards with Company Logo . . . . .	\$ 2,000	<input type="checkbox"/>	<input type="checkbox"/>	Complimentary Massage . . . . .	\$ 1,000
<b>SOLD</b>	<input type="checkbox"/>	M&A Workshop (each) . . . . .	\$ 2,000	<input type="checkbox"/>	<input type="checkbox"/>	Blood Pressure Check . . . . .	\$ 800
				<b>Sponsorship Total = \$ _____</b>			

Payment is accepted via check (payable to M&A Source) or credit card:

American Express  MasterCard  Visa  Check

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

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

Card Number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

**Total Payment Enclosed = \$ \_\_\_\_\_**

(Add Exhibitor and Sponsorship)

## EXHIBITOR/SPONSOR SIGNATURE

It is understood that, upon signing this application form, we are subject to the provisions of the M&A Source Exhibitor and Sponsor rules and regulations and agree to abide by them. By your signature, you accept receipt of all fax and email communication and confirmation from IBBA and M&A Source.

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

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

**You will receive a fax confirmation of your registration fees. If you are faxing this form with your credit card information – please do NOT also mail it.**

**Your insurance certificate must accompany this application.**

**You must register by Friday, September 22, 2006 to avoid a \$200 late fee for the Fall 2006 Conference.**

Fall 2006 Table Top before September 22: \$995 / Fall 2006 Table Top after September 22: \$1,195

**You must register by Friday, April 20, 2007 to avoid a \$200 late fee for the Spring 2007 Conference.**

Spring 2007 Table Top before April 20: \$995 / Spring 2007 Table Top after April 20: \$1,195

# Onsite Brochure Advertising Contract

## ONSITE BROCHURE ADVERTISING

You now have the opportunity to advertise in our onsite brochure. Advertising in this brochure will ensure the attention of all conference attendees, new members and exhibitors. The onsite brochure is distributed to all individual members, guests and attendees to both the IBBA and M&A Source conference programs. To take advantage of the benefits of advertising in this daily reminder of all the activities, please fill in the appropriate spaces below and send with payment to **M&A Source, 401 N. Michigan Ave., Chicago, IL 60611-4267**. If you have any questions, contact M&A headquarters at 1-888-686-4222. Use your ad to highlight your booth, Expo participation, sponsorship or special promotion in connection with the conference. Ad space is limited, so guarantee your placement today!

### ADVERTISING RATES AND SPECIFICATIONS

These size specifications are program dimensions. Only black and white ads accepted. Camera-ready art with 100 line screen. Payment must accompany order. Publisher reserves the right to refuse advertising which is not deemed appropriate.

Please indicate your ad location/rate below:

Ad Location	Dimensions	Rate
<input type="checkbox"/> Inside Front or Back Cover (Fall 2006 and Spring 2007: Inside Front Cover SOLD)	8 1/4" x 3 1/2" (no bleeds)	\$1,000
<input type="checkbox"/> Full Page	8 1/4" x 3 1/2" (no bleeds)	\$750
<input type="checkbox"/> Half Page	4 3/8" x 3 1/2" (no bleeds)	\$500
<input type="checkbox"/> Business Card	2" X 3 1/2" (no bleeds)	\$200

**Closing Date: Advertisements and payments must be received no later than October 2, 2006 for the Fall 2006 Conference and April 30, 2007 for the Spring 2007 Conference.**

**Total amount due: \$** \_\_\_\_\_  
(Reminder, payment is due with order.)

### PAYMENT (U.S. FUNDS ONLY.)

Payment is accepted via check or credit card:

American Express    MasterCard    Visa    Check

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

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

Card Number: \_\_\_\_\_

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

Fax: \_\_\_\_\_

By your signature, you accept receipt of all fax and e-mail communication and confirmation from IBBA and M&A Source.

### COMPANY INFORMATION

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

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

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

City, State/Province, Zip/Postal Code: \_\_\_\_\_

Country: \_\_\_\_\_

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

Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

#### M&A Source

401 N. Michigan Avenue, Chicago, IL 60611-4267  
Phone: 1-888-686-4222  
Fax: 1-312-673-6599  
E-mail: admin@masource.org  
Web site: www.masource.org

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

### RULES & REGULATIONS

- The advertiser is liable for the payment of all advertising charges incurred at the rates specific herein whether advertising order is placed by advertiser or through an advertising agency or other second party representative. Failure of advertising agency or other second party representative to pay advertising charges does not relieve advertiser of this obligation.
- Advertiser or advertising agency assume liability for all content (including text, representation and illustration) of advertisements printed and also assume responsibility for any claims arising there from made against IBBA/M&A Source.
- Advertiser and advertising agency assumes all responsibility for seeing that advertisements comply with federal, state and local laws and regulations, and agree to indemnify and protect IBBA/M&A Source from any violations thereof.
- Payments shall be made to M&A Source upon return of the advertising contract.
- M&A Source may terminate this contract a) without notice if advertiser shall fail to pay M&A Source for the advertising as provided above; b) without notice, if advertiser becomes insolvent, makes an assignment for the benefit of creditors, is adjudged bankrupt, or a receiver of the property of business of advertiser is appointed, or if advertiser shall file a petition seeking relief as a debtor under the Federal Bankruptcy Act, or if a petition is filed against advertiser for reorganization under said Act or for adjunction for bankruptcy; c) upon five days notice, for any other cause considered sufficient by the publisher.

# Mark Your Calendars

The M&A Source has been searching for new locations for our upcoming conferences. We are pleased to announce the following location for our next conference. Please save the following date and we'll see you in Reno!

## **M&A SOURCE EDUCATIONAL PROGRAM AND MIDDLE MARKET EXPO**

**Spring 2007**

June 3-9, 2007

Marriott Memphis Downtown & Memphis Cook Convention Center  
Memphis, TN



401 N. Michigan Ave.  
Chicago, IL 60611-4267  
Phone: 1-888-686-4222  
Fax: 1-312-673-6599  
E-Mail: [admin@masource.org](mailto:admin@masource.org)  
[www.masource.org](http://www.masource.org)