



AMERICAN ASSOCIATION FOR

JUSTICE

2019

ANNUAL CONVENTION

EXHIBITOR PROSPECTUS

WHERE TRIAL LAWYERS UNITE

SAN DIEGO CONVENTION CENTER

JULY 27-30 | 2019

www.justiceannualconvention.org

Sponsored by Lisa Blue and John Eddie Williams, Jr.

WHERE TRIAL LAWYERS UNITE

JOIN THE AMERICAN ASSOCIATION FOR JUSTICE IN SAN DIEGO FOR THE AAJ 2019 ANNUAL CONVENTION!

By participating in the Exhibit Hall, you will have the opportunity to network, mingle, and interact with 3,000 of the nation's top plaintiff attorneys, all while taking in the beauty of San Diego.

The Exhibit Hall is home to registration and AAJ's interactive activities, which are a prime location for you to meet and network with the top trial attorneys in the world. This area helps to deliver a relaxing, welcoming, and enjoyable setting to see and meet with the top trial attorneys in the world. In addition, the Exhibit Hall is located just steps away from the CLE programs and meetings taking place at the convention.

EXHIBIT HALL FEATURES



FOOD SERVICE

Breakfast and coffee will be provided Saturday–Monday.



INTERACTIVE ACTIVITIES

- Pop-Up Snack Cart
- Professional Headshot Lounge
- Terrace Play Area



NEW THIS YEAR!

The Exhibit Hall will be open during registration hours on Friday and will kick off the convention with dedicated hours and a hosted reception.

EXHIBIT HALL DATES/HOURS*



Friday, July 26 | 2:00 pm–6:00 pm

Saturday, July 27 | 8:00 am–4:00 pm

Sunday, July 28 | 8:00 am–3:00 pm

Monday, July 29 | 8:00 am–3:00 pm

**Hours subject to change.*

EXHIBITING INFORMATION

BOOTH PRICING

Premium Booth, 8' x 8': \$4,050

Non-Premium Booth, 8' x 8': \$3,550

WHAT IS INCLUDED

For 8' x 8' booths:

- Draped back wall and side rails
- Booth identification sign
- One (1) 6' x 30" black skirted table
- Two (2) chairs
- One (1) wastebasket
- Carpet

Booth spaces also include:

- Four complimentary Exhibit Hall registrations per 8' x 8' purchased exhibit space
- Two tickets to the Opening Reception. Additional tickets will be available for purchase on site.
- Listing on AAJ's Annual Convention website, www.justiceannualconvention.org
- Listing on AAJ's mobile app
- Pre- and post-show attendee list (name, firm, city, state)

PAYMENT

A 50% non-refundable deposit must be paid upon the sale of the exhibit space. Final payment is due May 17, 2019. If booth is selected after May 17, 2019, it must be accompanied by payment of 100% of the total booth price.

WHAT IS NOT INCLUDED

- Furniture
- Freight and material handling
- Storage of crates and empty boxes
- Cleaning services within your booth
- Labor and other services needed for your exhibit space
- Electricity
- Hardwired internet

CANCELLATION POLICY

All cancellations and/or requests for refunds must be made in writing to shanise.cole@justice.org.

Cancellations received in writing by AAJ are subject to the following:

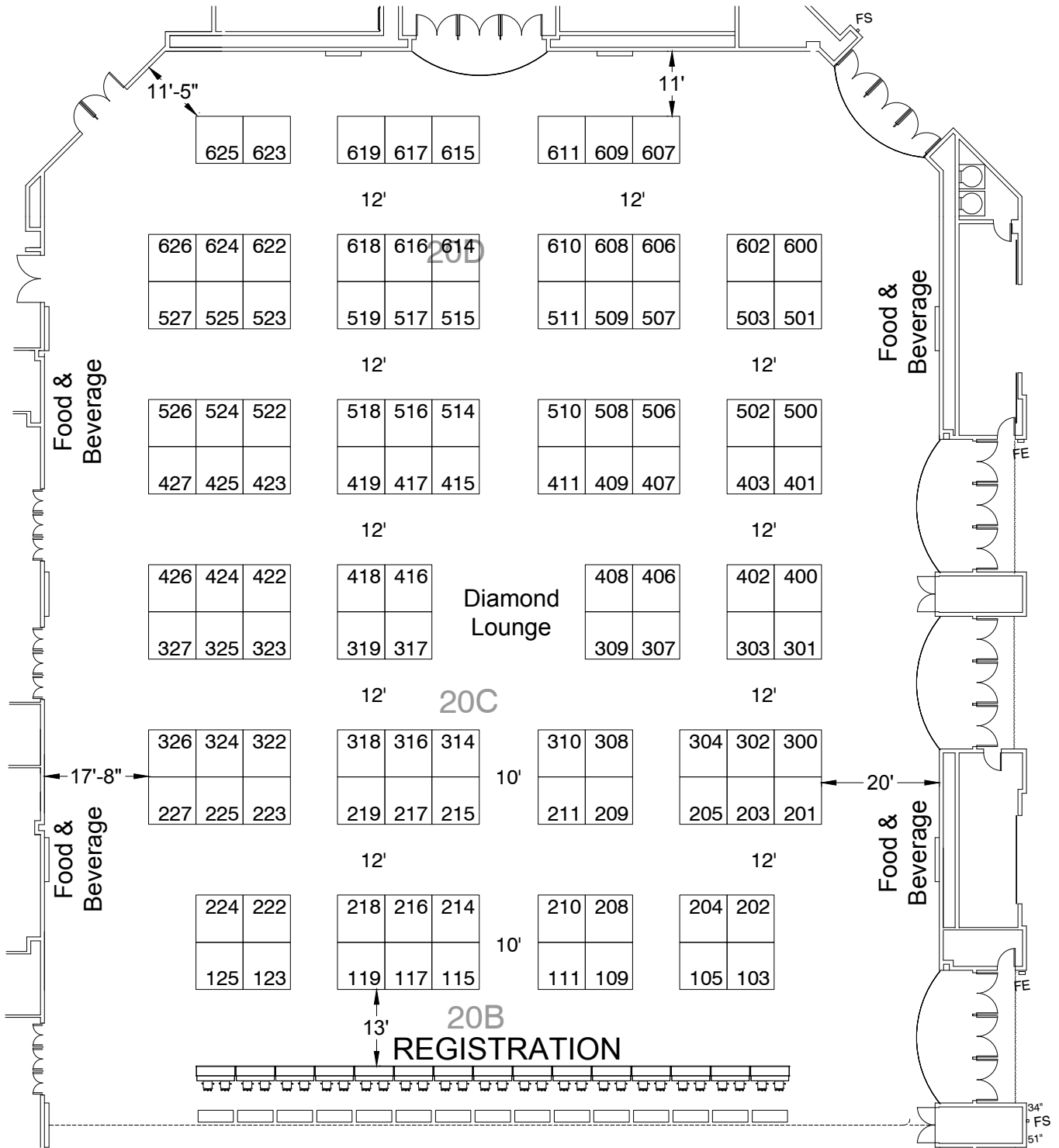
- Cancellations made on or before May 17, 2019, will receive a 50% refund of the TOTAL booth cost. If only a deposit has been made up to this point, the deposit (up to 50% of the total booth cost) will be surrendered.
- For cancellations made after May 17, 2019, no refunds will be made.



QUESTIONS? READY TO BOOK YOUR SPACE?

Contact **Shanise Cole** at shanise.cole@justice.org.

FLOOR PLAN



RULES AND REGULATIONS

FOR THE AMERICAN ASSOCIATION FOR JUSTICE EXPOSITION

These Rules and Regulations are a part of the AAJ 2019 Annual Convention Exposition and should be read carefully to ensure compliance.

The goal of the American Association for Justice (AAJ) is to create a professional atmosphere for its attendees throughout the entire convention including all educational sessions and the Exhibit Experience. In addition, we want Exhibitors to have opportunities to interact with attendees in an environment that is conducive to a successful exchange. We particularly want to ensure that no action of any one Exhibitor in any way detracts from a successful meeting experience for fellow Exhibitors or attendees.

To ensure that these important goals are met, we have established these Exhibit Rules and Regulations. AAJ reserves the right to reject any Exhibit Application for reasons including, but not limited to, the inappropriateness of promoting Exhibitor's product and/or services. As a condition of exhibiting, each Exhibitor agrees to observe the rules stated in this document, and any Exhibiting Company that does not do so will be subject to whatever action deemed necessary by AAJ to correct or prevent the violation.

It is the Exhibiting Company's responsibility to communicate all information regarding exhibit rules and policies to all members of the company who will be participating in AAJ's Expositions, as well as to any agents, contractors, or other personnel authorized or acting on behalf of the Exhibiting Company prior to and during the AAJ Exposition.

We greatly appreciate your cooperation, and we will work hard to ensure that the AAJ Exposition is the best possible forum for marketing your products and services each year.

Any Exhibitor who has any remaining balance due for the AAJ 2019 Annual Convention will not be allowed to set up until their balance has been paid in full.

1. AGREEMENT TO TERMS AND CONDITIONS: Exhibitors must abide by the terms of the Contract, the Rules and Regulations, and any applicable provisions of AAJ's agreement with the management of the facility where the exposition will be held.

2. AAJ ACCEPTANCE POLICY:

AAJ reserves the right to reject Exhibiting Companies whose product or service is not in compliance with AAJ advertising policy, i.e., the exhibit materials should not have an emphasis on large jury awards or settlements, or on maximizing damages, or otherwise overemphasize monetary considerations. AAJ will not accept booths marketing alcohol, tobacco, or firearms, and has the right to reject materials with sexual connotations in questionable taste. AAJ may also reject Exhibiting Companies offering products or services in direct competition with AAJ services.

3. WHAT YOUR EXHIBIT SPACE INCLUDES:

Exhibit Booths are 8' x 8' (unless otherwise indicated) with a height limit of eight feet. AAJ will provide each Exhibit Booth with the following:

- Standard draped back wall and side rails
- Company booth identification sign
- One (1) 6-foot draped table
- Two (2) chairs
- One (1) wastebasket
- Daily cleaning of aisles

These items cannot be substituted or exchanged. All measurements shown on the floor plan are approximate, and AAJ reserves the right to make such modifications as may be deemed necessary, making equitable adjustment with any Exhibitor(s) thereby affected. AAJ also reserves the right to adjust the floor plan to meet the needs of the Exhibition.

All furniture and accessories, electrical requirements, internet access, additional booth carpeting, and booth cleaning are the responsibility of the Exhibitor.

4. ALTERATION TO EXHIBIT SPACE AND EXHIBIT HALL LAYOUT:

AAJ SHOW MANAGEMENT shall be entitled to alter the layout if, in their opinion, this is in the general interest of the Exhibition.

5. INSTALLATION AND DISMANTLING OF THE EXHIBITS:

Delivery of freight and installation of the exhibits will begin the afternoon of Thursday, July 25, 2019, and installation must be completed no later than Thursday, July 25, 2019, at 8:00 pm. Booths that are not set by 8:00 pm on Thursday, July 25, 2019, will lose 5 priority points. Priority points are used in the pre-sales process and give Exhibitors priority in their exhibit space selection order. Freight delivered to a booth but unopened by 8:00 pm, Thursday, July 25, 2019, will be removed from the Exhibit Experience and the Exhibits Manager reserves the right to reassign such space to another Exhibitor, or make such use of the space as deemed necessary or appropriate with no refund being made to the original contracting Exhibitor. If exhibit space is not reassigned, Exhibitor will not be permitted to set their booth until the end of show hours on the first day of the Exhibit Experience.

Dismantling of exhibits may not begin until 3:00 pm, Monday, July 29, 2019, and must be completed by 4:30 pm, Monday, July 29, 2019. Booths that break down before 3:00 pm on Monday, July 29, 2019, will lose 5 priority points. Priority points are used in the pre-sales process and give Exhibitors priority in their exhibit space selection order. Companies will be notified via email post-show of the priority point penalty. Goods and materials used in the exhibit, except bona fide samples, shall not be removed from the Exhibit Experience until the Exhibition has officially been closed. The Exhibits Manager has the option to remove exhibits which have not been removed by that time and charge the expense to the Exhibitor. Exhibitors shall comply with all union regulations where applicable.

6. CHILDREN:

No one under the age of 18 will be allowed on the Exhibit Hall floor during designated Exhibit Hall setup and teardown. During official Exhibit Hall hours, all children under the age of 18 must be registered and accompanied by an adult at all times to be on the Exhibit Hall floor.

7. PAYMENT TERMS:

Exhibitor agrees to pay a 50% non-refundable deposit of the total cost of their assigned exhibit space during their virtual sales appointment. SHOW MANAGEMENT reserves the right to cancel any Exhibitor's application and release their assigned exhibit space if the minimum 50% deposit is not received during the virtual sales appointment. Final payment for any remaining balance due for exhibit space must be paid in full no later than Friday, May 17, 2019. SHOW MANAGEMENT reserves the right to cancel and release the exhibit space of any Exhibitor who has not paid for their exhibit space in full by Friday, May 17, 2019. No refunds will be granted to any Exhibitor who has not paid their remaining balance by Friday, May 17, 2019. Any Exhibitor who purchases exhibit space after Friday, May 17, 2019, agrees to pay for their exhibit space in full within 7 calendar days from the date when they submitted their online Exhibit Application.

8. CANCELLATION AND WITHDRAWAL:

An Exhibitor may cancel or withdraw from the Exhibition subject to the following conditions:

The Exhibitor shall give the Exhibits Manager notice in writing to cancel or withdraw from the Exhibition. The date the Exhibitor's written request of cancellation is received by AAJ will be considered the official cancellation date.

- On or before Friday, May 17, 2019: Cancellations made on or before Friday, May 17, 2019, will receive a 50% refund of the TOTAL booth cost. If paid in full, 50% of the exhibit fee will be refunded. If only a deposit has been made up to this point, the deposit (up to 50% of total booth cost) will be surrendered.
- After Friday, May 17, 2019: No refund is given.

9. USE OF SPACE:

All demonstrations, distribution of circulars, or other promotional activities must be confined to the limits of the Exhibit Booth and must not interfere with adjacent booths or intrude on aisle space. Demonstration of equipment that requires the use of space above the 8-foot back wall height must be approved by the Exhibits Manager prior to the opening of the Exhibition. No Exhibitor shall assign, sublet, or share the space allotted without the knowledge and written consent of the Exhibits Manager. There are no booth shares permitted. Only goods manufactured or dealt in by Exhibitors in the regular course of business, except for prizes, shall be exhibited. Exhibitors shall not under any circumstances distribute any form of materials relating to the exhibit in any area of the convention beyond their exhibit space unless previously approved by the AAJ Exhibits Manager.

Special booth promotions such as artists, magicians, mascots, etc., and the photographing of such presentations, are to be contained in the booth. Unless approved by the Exhibits Manager, Exhibitors are not to take photographs of competitors' booths.

10. BOOTH CONSTRUCTION AND SHOW SERVICES:

All Exhibit Booths must adhere to the IAEE booth display rules and regulations. Booth carpeting (if facility is not carpeted), decorations, furniture, signs, and electrical connections are available to the Exhibitor through the Official General Service Contractor, who will bill the Exhibitor directly. SHOW MANAGEMENT is not responsible for any service provided by independent contractors. SHOW MANAGEMENT reserves the right to finish and decorate any unfinished partitions, floors, walls, or backs of signs that are exposed to the public and to charge the cost to the Exhibitor. Peninsula Booths are not permitted.

11. STAFFING OF EXHIBITS:

No more than three individuals may operate a single booth at the same time, with the exception that up to six individuals may operate a double booth. Also, for safety, fire, and ADA regulations, booths must be set up to allow working space for exhibit personnel within the confines of the exhibit space. Exhibit personnel will not be allowed to stand in the aisles.

12. EXHIBIT HALL BADGES:

All Exhibitor personnel must be registered and wear their badge at all times during the convention. Each Exhibiting Company will also receive two (2) tickets per exhibit space purchased to the Opening Reception as part of their registration.

RULES AND REGULATIONS

FOR THE AMERICAN ASSOCIATION FOR JUSTICE EXPOSITION

13. ATTENDANCE AT EDUCATIONAL PROGRAMS:

Exhibitors may attend AAJ Education programs, provided that they shall not distribute any promotional materials whatsoever or engage in sales activity while attending the programs. Exhibitors who are invited speakers are also NOT allowed to distribute company brochures or promotional materials in the meeting rooms before, during, or after their presentation. Continuing Legal Education Credits (CLEs) are not offered to Exhibitors unless they are AAJ members and paid registrants for the convention.

14. FOOD AND BEVERAGE:

No food and/or beverage may be served without prior permission from the Exhibits Manager and facility.

15. RESTRICTIONS IN OPERATION OF EXHIBITS:

The Exhibits Manager reserves the right to close exhibits which, in the sole discretion of the Exhibits Manager, are in bad taste, are excessively noisy, employ offensive or unprofessional methods of operation, or in any way detract from the quality of the Exhibition, interfere with the other Exhibitors, or are deleterious to AAJ's professional image. Exhibitors shall not use their exhibit space or conduct any other convention activities which impugn, demean, or contravene the product, services, or organization of any other Exhibitor. AAJ, through the Exhibits Manager, reserves the right to evict any persons or Exhibitors whose conduct is deemed in violation of this agreement, offensive, disruptive, unethical, or undignified; and to prevent the distribution of materials that are in any way incompatible with AAJ's standards of decorum, taste, or professionalism. In the event of such restriction or eviction, AAJ is not liable for any refunds of rentals or other exhibit expense. Unusual advertising plans and stunts which are designed to attract attention to a particular exhibit must be submitted to the Exhibits Manager for approval 30 days prior to the opening of the Exhibition.

16. FACILITY MEETING SPACE:

No Exhibitor-sponsored meetings, entertainment, or similar activities will be permitted in the hotel, meeting rooms, or other private or public facilities of the hotel without the prior approval of AAJ Convention Staff.

17. PROPERTY DAMAGES:

Exhibitors or their agents shall not in any way damage the building, the booths, or the equipment of the booths. No signs, parts of exhibits, supplemental lighting, or any other exhibit material may be taped, posted, tacked, nailed, screwed, or otherwise attached to columns, walls, floors, or any interior or exterior surface of the Exhibition facility or furniture.

18. SECURITY:

Although security service will be furnished, SHOW MANAGEMENT cannot and will not be responsible for damage to, loss, and/or theft of property belonging to any Exhibitor, its agents, employees, business invitees, visitors, or guests. Each Exhibitor must carry their own insurance.

19. INSURANCE:

Notwithstanding the fact that AAJ may employ security service, neither security personnel, AAJ, the official service contractor, hotel management, or any of the officers or employees of the above will be responsible for the safety or property of Exhibitors from theft, strike, or damage by fire, water, storm, or vandalism. Each Exhibitor acknowledges that it is responsible for obtaining appropriate insurance coverage. The Exhibitor shall, at its sole cost and expense, procure and maintain throughout the term of the contract for exhibit space, comprehensive general

liability insurance against claims of bodily injury or death and property damage occurring in or upon or resulting from the premises leased. The general liability insurance should recognize the American Association for Justice (AAJ) as an additional insured. Such insurance shall include contractual liability and products liability coverage with the combined and single limits of liability of not less than \$1,000,000. The Exhibitor shall, at its sole cost and expense, throughout the term of this contract, procure and maintain worker's compensation, employer's liability, and occupational disease insurance in full compliance with all federal and state laws governing all of the Exhibitor's employees engaged in the performance of any work for the Exhibitor. The Exhibitor must obtain and furnish to AAJ SHOW MANAGEMENT a certificate of insurance evidencing the required insurance. The Exhibitor must provide a certificate of insurance no later than Thursday, June 27, 2019.

20. LIMITATIONS AND LIABILITY:

Neither AAJ, its officers, directors, members, representatives, employees, or suppliers, nor the meeting facility, nor the service contractor or their officers, representatives, employees, or subcontractors shall be liable for, and are hereby released from, any claims, liabilities, losses, damages, or expenses relating to or arising out of any injury to any personnel of Exhibitor or to any other person for any loss of or damage to any property of the Exhibitor or any other property where such injury, loss, or damage is incident to, arises out of, or is in any way connected with Exhibitor's participation in the Exposition. The Exhibitor shall be fully responsible for any such injury, loss, or damage and the Exhibitor shall protect, indemnify, hold harmless, and defend AAJ, its officers, directors, agents, employees, the San Diego Convention Center, its owners, agents, and employees against all such claims, liabilities, losses, damages, and expenses. Exhibitor shall, and shall cause its employees to, indemnify, defend, and hold harmless AAJ, the San Diego Convention Center, its members, employees, agents, and contractors from all liability arising from or related to the use of the exhibit space including, without limitation, transportation, placement, removal, or display of exhibit and drayage.

21. SAFETY, FIRE, AND HEALTH:

The Exhibitor is charged with knowledge of all local laws, ordinances, and regulations pertaining to health, fire prevention, and public safety affecting his or her participation in the Exhibition. Compliance with such laws is mandatory for all Exhibitors and is the sole responsibility of the Exhibitor. All materials used in the exhibit area must be flameproof and fire-resistant to conform to local fire ordinances and the fire regulations of the facility. All hangings must clear the floor and electrical wiring must conform to local ordinances. If unusual equipment is to be installed, or equipment that conflicts with fire codes is to be used, the Exhibitor should communicate with the Exhibits Manager for information concerning the facility and its regulations. All projection equipment and activities must be in accordance with the requirements of the fire prevention authorities and in compliance with any agreements entered into by AAJ with the management of the Exhibit Hall or applicable labor unions. All plans for installation and operation of projection equipment must be approved by AAJ before operation is undertaken. All lighting devices, displays, or demonstrations must be arranged in such a manner as not to distract or interfere with other Exhibitors or the Exposition in general. Exhibits which include the operation of lighting devices, sound equipment, or any noise-making devices must secure approval for the operation of same from the Exhibits Manager prior to the opening of the Exhibition.

22. FORCE MAJEURE:

In case of cancellation or suspension of the Exhibition due to force majeure, an extraordinary event or circumstance beyond the control of the parties including fire, blizzard, flood, earthquake, volcanic eruption, storm, hurricane, or other natural disaster, war, regulations of the authorities, strike, or other circumstances beyond the control of AAJ that might render it impossible or difficult to carry through the arrangement, AAJ shall be entitled to transfer, in whole or in part, the arrangement to other premises, to postpone the implementation of the arrangement to another time, or to cancel the arrangement, and the AAJ shall not be liable to pay compensation to the Exhibitor or be bound to reimburse the stand rental paid, nor be liable for any expenditure or liability or loss, including consequential loss incurred by the Exhibitor.

23. OTHER EXHIBIT CONTRACTORS:

Exhibitors must submit a Notification of Intent to Use Non-Official Service Contractor to the Exhibits Manager by Thursday, June 27, 2019. Exhibitor-appointed contractor shall have the right to provide services (excluding material handling and furniture) and to utilize qualified employees on the exhibit floor as requested by an Exhibitor. The Exhibitor-appointed contractor must carry public liability insurance for bodily injury and property damage in the minimum amount of \$1,000,000. An original Certificate of Insurance must be submitted to the Exhibits Manager by Thursday, June 27, 2019, verifying public liability insurance for bodily injury and property damage for the time period covering the Exhibition. Upon arrival at the Exhibition, Exhibitor-appointed contractor personnel must check in with either the Exhibits Manager or the in-house service contractor to present their credentials and receive permission to work on the floor.

24. MUSIC LICENSING:

The Exhibitor shall be responsible for securing any and all necessary licenses or consents for: a) Any performance, displays, or other uses of copyrighted works or patented inventions, and b) any use of any name, likeness, signature, voice or other impression, or other intellectual property owned by any third party used, directly or indirectly, by the Exhibitor. The Exhibitor hereby agrees to indemnify, defend, and hold AAJ harmless from and against any claim of liability and any resulting loss, cost, or damage (including costs of lawsuit and attorney's fees) for failure to obtain these licenses or consents and/or for infringements or other violations of the property rights or the rights of privacy or publicity of any third party.

25. AMERICANS WITH DISABILITIES ACT:

Exhibitors shall be responsible for making the exhibit accessible to persons with disabilities as required by the Americans with Disabilities Act, and violation shall fall within the conditions of Rule #21.

26. AMENDMENTS/ENFORCEMENT:

All matters and questions not covered by these Rules and Regulations are subject to the final judgment and decision of the Exhibits Manager. These Rules and Regulations may be amended at any time by AAJ upon written notice to Exhibitors. AAJ reserves the right to enforce compliance with these Rules and Regulations.