



Sponsorship Package

2017 Market Partner Conference

November 9 – 11, 2017 | Paradisus | Los Cabos, Mexico

www.PAIMarketPartners.com



Sponsorship Opportunities

Thank you for your interest in sponsoring the 2017 Payment Alliance International (PAI) Market Partner Conference!

When: November 9-11, 2017
Where: Los Cabos, Mexico
Resort: Paradisus Los Cabos

We've listened to what our customers keep telling us and we're bringing the PAI Market Partner Conference BACK to Los Cabos ("Cabo"), Mexico! We've selected the BRAND NEW Paradisus Los Cabos (a Melia property), an upscale, all-inclusive experience on a private beach at a smaller venue – only 350 rooms total!

As always, the conference will include high-caliber speakers, thought-provoking and interactive break-out sessions, plenty of exhibit hall hours and networking opportunities, social gatherings, and fun in the sun. Paradisus Los Cabos is a beautiful facility, with spectacular amenities and a gorgeous private beach.

We have the largest network of distributors in the payments industry with over 1,400 participating Market Partners in the PAI distribution channel. We hope you will join us at Paradisus Los Cabos where nearly 300 of our Market Partners come together to share successes, challenges, and new revenue opportunities.

As a preferred vendor or card scheme, we would like to extend an invitation to you to participate via sponsorship opportunities ranging from non-cash promotional items to event hosting, to the Presidential, Keynote, Diamond, Platinum, and Gold level sponsorships that include exhibitor and speaking opportunities.

We heard from so many of our Market Partners that last year was our best event ever and we anticipate this year's to be even more successful as we take the conference back to where it all started...Mexico. We hope that you will be able to participate in a way that will give your brand and products access to this captive, valuable audience. Arrive early and join us for the **PAI Golf Scramble** on Thursday morning, or spend a leisurely day on the beach, unwind in the spa, kick back by the pool, or enjoy the waves and warm sand.

The following page lists the sponsorship categories that are available. We thank all of our past and future sponsors and hope to count you among our 2017 participants.

For questions about sponsorship, please call or email:
Donna Embry: DonnaE@GoPAI.com or 502.212.4011
www.PAIMarketPartners.com



Sponsorship Levels

Sponsorship Packages	Keynote (\$40,000)	Presidential (\$25,000)	Diamond (\$10,000)	Platinum (\$5,000)	Gold (\$3,000)
Conference Signage, Wi-Fi, Electricity	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Networking at all Events	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Preferred Sponsor Space in Exhibit Hall	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
Standard Sponsor Space in Exhibit Hall				<input type="checkbox"/>	<input type="checkbox"/>
Complimentary Guest Room for one person (11/9/17 – 11/12/17)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
Podium Time at Conference (# Minutes)	15	15	10		
Conference Registrations/Badges	4	4	4	3	3
Event Sponsorships and Sponsor Level					
Thursday, 11/9/17: Pre-Conference Golf Scramble (\$5,000); includes green fees and club rentals for two players				<input type="checkbox"/>	
Thursday, 11/9/17: Opening Reception (\$5,000)				<input type="checkbox"/>	
Friday, 11/10/17: Keynote (\$40,000)	<input type="checkbox"/>				
Friday, 11/10/17: Reception in Exhibit Hall (\$5,000)				<input type="checkbox"/>	
Saturday, 11/11/17: Pre-Awards Cocktail Reception (\$5,000)				<input type="checkbox"/>	
Saturday, 11/11/17: Awards Banquet (\$25,000)		<input type="checkbox"/>			

Non- Cash Contribution "Giveaways" (Total Quantity)	
Gift Cards	Any value/quantity

Broker & International Shipping Details

Please be aware that shipment of any items sent to/from Mexico must be arranged with a broker, and strict adherence to shipping labels, procedures, and deadlines must be met. Once you have registered as a sponsor for this year's conference, we will provide preferred broker information to you.

Sponsorship Rules and Regulations

- Contract for Sponsorship must be made via the online SPONSORS page of the 2017 PAI Market Partner Conference website (www.PAIMarketPartners.com).
- Assignment of space will be based on the order in which applications are received.
- Limit one table per company.
- Nothing can be affixed to walls, floors, or ceilings.
- Insurance and Liability: Neither PAI, its Market Partners, officers, representatives or employees will be responsible for any injury, loss or damage that may occur to the Sponsor or its employees or property from any cause whatsoever prior to, during or subsequent to the period covered by the contract. It is understood that the nature of the facilities available, the presence and circulation of large numbers of people, the difficulty of effective supervision over the protection of large numbers of removable materials and various other factors, make it reasonable that each Sponsor shall assume the risk of any injury, loss, or damage. The Sponsor, by completing and submitting the Sponsor Registration fields on the SPONSORS page of the 2017 PAI Market Conference website (www.PAIMarketPartners.com), assumes such risk and releases PAI, and its Market Partners, officers, representatives and employees from any and all claims for any such loss, damage or injury.
- Payment: If any Sponsor fails to pay the fee or fails to abide by the “Rules and Regulations” stated herein, PAI reserves the right to terminate this contract immediately without refund of any monies previously paid. Full payment is required upon completion and submission of the Sponsor Registration fields on the SPONSORS page of the 2017 PAI Market Conference website.
- Cancellation: All payments are non-refundable. ALL cancellations must be directed to PAI in writing. Special case refunds will be addressed at the discretion of PAI.
- The Sponsor’s maximum liability under the Contract for Sponsorship for damages of any nature (whether in contract, tort or otherwise) shall not exceed the payments made by Sponsor to PAI under the contract.

In order to sign up as a sponsor for the 2017 PAI Market Partner Conference, you must access our online conference website and complete/submit the information as requested on the SPONSORS page. Once the online form is submitted, your registration and commitment to participating at our conference will go into effect, signifying you have agreed to the Sponsorship Rules and Regulations as stated above.

Please access our conference site to begin the registration process:

www.PAIMarketPartners.com

Scheduling Rooms and Flights

Access conference information on our website:
www.PAIMarketPartners.com.

We recommend you book your airfare for early arrival on 11/9/17 and departure on 11/12/17 (plan to arrive on Wednesday, 11/8/17 if you would like to participate in the Thursday morning PAI golf scramble – register now!).

There are no formal sessions scheduled for Sunday. PAI personnel, sponsors, and most of the attendees will still be there, so if you wish to stay it will be a fantastic networking opportunity for you – and a great time!

Sponsor Setup

Sponsor table setup is 3:00 - 5:00 PM on 11/8/17 and 11:00 AM – 5:00 PM on 11/9/17, followed by the opening reception the same evening. No other setup time is available, so plan your flights accordingly.

Making Your Reservation

How to Register: To register for the conference and to make your hotel reservation, please access the PAI Market Partner Conference website at www.PAIMarketPartners.com and follow the registration instructions.

1. **Conference Registration:** You will need to register for the event itself so we have your name/registration details (complete the form fields on the Register page of the www.PAIMarketPartners.com website).
2. **Hotel Registration:** *All guest rooms are available on a first come first serve basis.* The resort's cut-off date for accepting reservations is September 30, 2017 in order to secure the PAI negotiated rate. Click on the "Click here to book this room" link on the conference website to book your room online. The link will take you directly to the Paradisus Los Cabos Resort reservation page where you will be able to reserve a room(s) at the PAI negotiated room rates.
3. **Airport/Hotel Transportation:** We suggest flying into the Los Cabos International Airport.

If you have any questions, please contact Donna Embry at DonnaE@GoPAI.com or 502.212.4011.