



Southeastern Bankruptcy Law Institute, Inc.

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October 31, 2017

PROSPECTIVE EXHIBITOR

Re: Exhibition Space and Sponsorship at The Southeastern Bankruptcy
Law Institute 44th Annual Seminar on Bankruptcy Law and Rules

Dear Sir/Madam:

The Southeastern Bankruptcy Law Institute, Inc., will be holding its 44th Annual Seminar on Bankruptcy Law and Rules at the Ritz-Carlton (soon to be known as The Whitley), in Buckhead beginning Thursday, March 22, 2018, and concluding Saturday March 24, 2018. The 2018 seminar will be held in the Legacy Ballroom on the main level of the hotel. Once again, we are offering exhibition space. The first 10 (ten) exhibitors who sign up will be exhibiting outside the Legacy Ballroom area of the hotel. A layout of the space is attached. After the first 10 (ten) exhibit spaces are reserved, we cannot guarantee space. Each registrant will be required to pass the exhibitors many times daily for ingress and egress to the seminar, therefore, visibility of exhibitors and level of traffic will be high. Also, the breakfasts and coffee breaks are scheduled in the same area to help with traffic to Exhibitors.

Please visit the SBLI website at www.sbli-inc.org for information regarding the 2018 Seminar Program and faculty. We are updating it periodically as material and content becomes available.

The exhibition fee for this year's seminar is **\$1,500.00**, which should be **payable to the Southeastern Bankruptcy Law Institute, Inc.** and **forwarded directly to Thomas E. Raines, 3296 Summit Ridge Parkway, Suite 2110.** The fee includes one (1) standard 3'x 6' table and two (2) chairs. **Please note that we cannot accept 10x10 displays. We only have room for table top displays.** The fee does not cover electrical power or telephone lines, which must be arranged through the hotel. Please note that exhibition space will be reserved and assigned in the order of receipt of the exhibition fee. Please reserve exhibition space as soon as possible because space is limited.

An exhibitor is accepted subject to its agreement that no final sales of merchandise will be conducted on the premises of the Institute hotel during the seminar. IRS rulings indicate that where a tax-exempt sponsor allows an exhibitor to make final sales upon the premises, the amount of such final sales

will be included in the sponsor's income as unrelated business income. Therefore, the Institute will not allow final sales to be conducted. It is my understanding that when an order is taken subject to approval by your home office, such activity does not constitute a final sale and will not adversely affect the income of the Institute.

Sponsorships are available. Again this year we are offering sponsorships for those Exhibitors who would like to obtain more visibility with the registrants. We are pleased to offer Exhibitors the opportunity to sponsor all or part of a coffee break or a continental breakfast, a lunch, or the annual registrant cocktail party. The sponsorship fees start at \$2,000.00 for a partial sponsorship. Each sponsor will receive appropriate recognition from the podium and signage at the sponsored event.

We look forward to having a representative of your company at this year's seminar. If you have any questions concerning the seminar, the exhibition fee, the arrangements and conditions of the exhibition, or the sponsorships, please do not hesitate to contact me or my paralegal, Kelly Kennedy, at (770) 263-0093 or the SBLI Seminar Director, Mallory Decker, at (770) 451-4448.

Please complete the enclosed Exhibitor Reservation Form and return to Thomas E. Raines, 3296 Summit Ridge Parkway, Suite 2110, Duluth, Georgia 30096 along with your check. The space is limited, therefore, it is on a first-come, first-serve basis. We look forward to seeing you at the seminar.

Very Truly Yours,



THOMAS E. RAINES

Enclosure