



# VASN 2018 Exhibitor Opportunities

*Take Advantage of This Special Offering —  
Exhibit at two events at a discounted rate*

## **VASN Resource Fair at Longwood University, Farmville**

Tuesday, July 10, 2018  
9:00am-11:00am – Set Up  
11:00am-6:00pm – Tables Open  
6:00pm-7:00pm – Take Down

## **34<sup>th</sup> Annual VASN Fall Conference in Norfolk, VA**

November 2 & 3, 2018 from 9:00 am—5:00 pm Daily

**The cost to participate in one of these events alone is:**

Non-Profit: \$300.00

For-Profit: \$800.00

**If you participate in both events, the price per event becomes:**

Non-Profit: \$225.00

For-Profit: \$675.00

***To qualify for the discounted rates BOTH contracts must be submitted at the SAME TIME.***

All contracts must be accompanied by a deposit check made payable to **VASN, Inc.**, for both conferences by **June 15, 2018, and the balance is due by September 15, 2018.** Table space will not be confirmed until the deposit is received. All fees must be paid in full before the exhibiting company will be permitted to register on-site or occupy table space.

Please complete the attached Exhibit Space Application and Contract and mail to:

VASN Exhibits Manager  
512 Herndon Parkway, Suite D  
Herndon, VA 20170  
Fax: 703-964-1246

E-mail: [mpearson@conferencemanagers.com](mailto:mpearson@conferencemanagers.com)



## Exhibit Space Contract for VASN Resource Fair & 34<sup>th</sup> Annual Conference

Exhibit Dates: July 10, 2018 & November 2 & 3, 2018

**Company Information:**

Company Name \_\_\_\_\_ Contact \_\_\_\_\_

Street Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_ Phone \_\_\_\_\_

Email \_\_\_\_\_ Website \_\_\_\_\_

Signature \_\_\_\_\_ Date \_\_\_\_\_

**Exhibit Table Rental Rates: (please mark your selection below in box below)**

- Commercial/For-Profit Exhibitor -- \$675.00 per table at **both** conferences
- Non-Profit Exhibitor -- \$225.00 per table at **both** conferences

**Reservation Procedure:**

All contracts for both exhibitor opportunities must be accompanied by a deposit check made payable to **VASN, Inc.**, for the amount noted below and received by **June 15, 2018**. Exhibitor table space will not be confirmed until payment is received. All fees must be paid in full before the exhibiting company will be permitted to register on-site or occupy table space. Only checks will be accepted for payment, no credit cards please. The balance of the payment is due by **September 15, 2018**.

***To qualify for the discounted rates BOTH contracts must be submitted at the SAME TIME.***

Please mail the attached the Exhibit Space Application & Contract to:

VASN Exhibits Manager  
 512 Herndon Parkway, Suite D  
 Herndon, VA 20170  
 Fax: 703-964-1246  
 E-mail: [mpearson@conferencemanagers.com](mailto:mpearson@conferencemanagers.com)

Commercial Exhibitor		Non Profit Exhibitor	
Exhibit Total	\$1350.00	Exhibit Total	\$450.00
Total due with this contract	\$675.00	Total due with this contract	\$225.00
Additional Due September 15	\$675.00	Additional Due September 15	\$225.00

**Cancellation Policy:**

*Any exhibitor who cancels all or part of the purchased table space on or prior to June 15, 2018, will forfeit and pay to VASN, Inc., as liquidated damages, a sum of money equal to 50% of the full non-discounted price of similar exhibitor's table space. Any exhibitor who cancels all or part of purchased booth space after June 15, 2018 will forfeit and pay to VASN, Inc., as liquidated damages, a sum of money equal to 100% of the full price of said exhibitor's table space, not to exceed any monies already paid. In the event of a default by the exhibitor, as set forth in the previous sentence, the exhibitor shall forfeit as liquidated damages, the amount set forth above, regardless of whether Show Management enters into a further lease for the space involved.*