正本

檔　　號：
保存年限：

臺灣醫療暨生技器材工業同業公會
收文 107.01.05
號：107015

經濟部工業局　函

機關地址：106臺北市信義路三段41-3號
聯絡人：技正 李家豪
聯絡電話：(02)27541255 分機2323
電子郵件：chlee@moeaidb.gov.tw
傳真：(02)27061993

241新北市三重區重新路5段609巷6號3樓之3

受文者：臺灣醫療暨生技器材工業同業公會

發文日期：中華民國107年1月3日
發文字號：工化字第10700037840號
速別：普通件
密等及解密條件或保密期限：
附件：如文

主旨：有關促進臺紐醫療器材產銷合作後續推動事宜一案，請貴公會確認是否參加紐西蘭退休養老村協會舉行之年會，請查照。

說明：

一、依據駐紐西蘭代表處經濟組106年12月29日紐經字第10600012200號函辦理（如附件）。

二、有關駐紐西蘭代表處經濟組來函說明旨揭協會將於2018年6月25日至28日在奧克蘭舉行年會，出席年會每人需繳付1,500紐元，租用展示攤位每個攤位為3,500紐元，提供1位人員免參加論壇，第2位可以650紐元優惠價格參加。若貴公會會員廠商欲參加年會，請逕復駐紐西蘭代表處經濟組，並副知本局貴公會出席廠商名單。

正本：臺灣醫療暨生技器材工業同業公會
副本：駐紐西蘭代表處經濟組

局長 呂正華

依照分層負責規定授權單位主管決行

檔號	/	保存年限	
	/ /		

駐紐西蘭代表處經濟組　函

機關地址：Level 23, 100 Willis St, Wellington, New Zealand
承 辦 人：駐紐經濟組
聯絡電話：64-4-4736474
傳　　真：64-4-4738962
電子郵件：tecowec@taipei.org.nz

受文者：

發文日期：中華民國 106 年 12 月 29 日
發文字號：紐經字第 10600012200號
速別：最速件
密等及解密條件或保密期限：普通
附件：如文(簡章.pdf、報名表.docx)

主旨：關於促進臺紐醫療器材產銷合作後續推動工作一案，續請查照。

說明：

一、復貴局 106 年 9 月 13 日工化字第 10600884290 號函。

二、紐西蘭退休養老村協會執行長 John Collyns 日前告知本組，2018 年紐西蘭退休產業協會年會甫訂於 6 月 25 日至 28 日在奧克蘭 Sky City Grand Hotel 舉行。本項年會每年輪於澳洲與紐西蘭舉行，2016 年在紐舉行時約共有 360 位業者出席，本年會議並預定提供 61 個展示攤位。

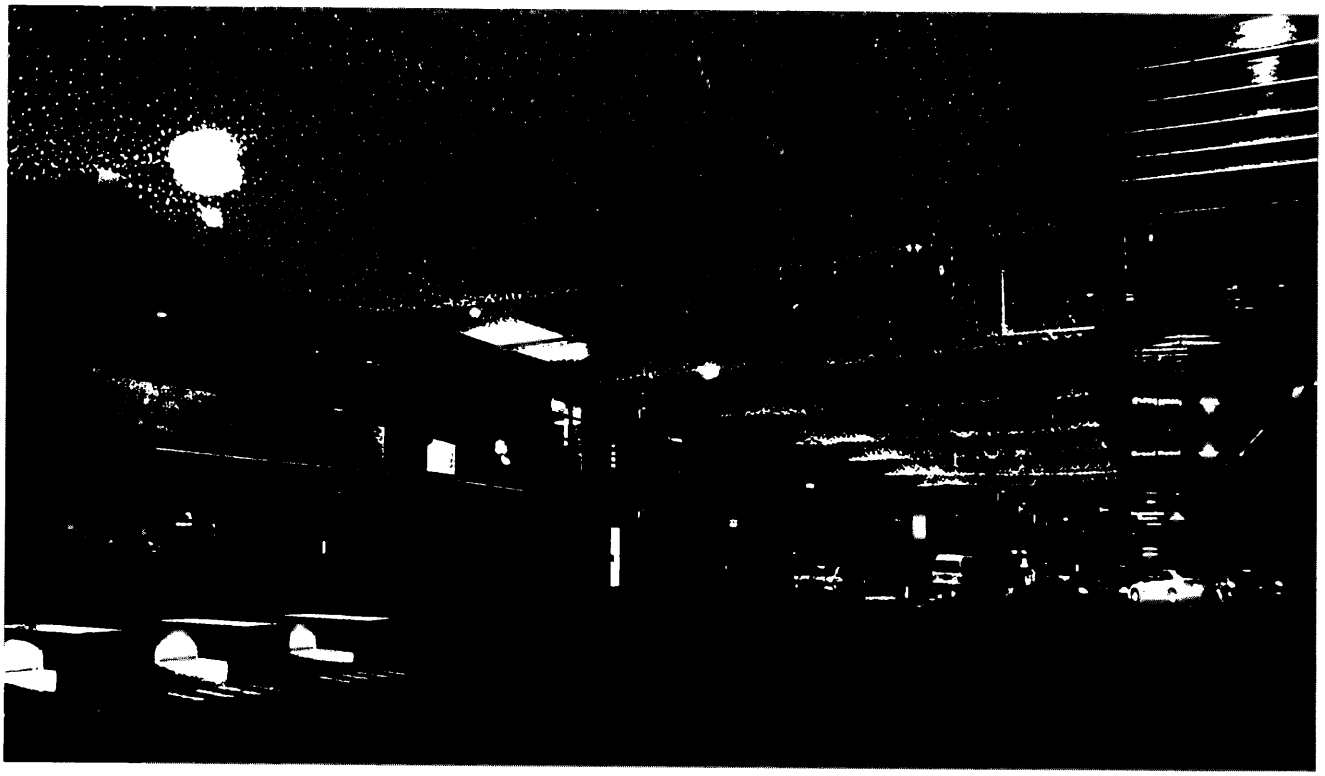
三、出席本次年會每人需繳付 1,500 紐元，如租用展示攤位每個攤位為 3,500 紐元，並提供 1 位人員免費參加論壇，第 2 位可以 650 紐元優惠價格參加。此外，業者亦可資助舉辦相關活動，惟須先洽商辦理時間與所需經費。我方如擬參加本次年會以增加與紐方業者交流，請及早賜告俾利本組續與紐方洽商協助促成。

四、檢附旨述年會簡章及相關報名資料，併請查參。

正本：經濟部工業局
副本：經濟部國際貿易局、臺灣醫療暨生技器材工業同業公會

駐紐西蘭代表處經濟組

駐紐西蘭代表處經濟組



RETIREMENT VILLAGES ASSOCIATION

2018 CONFERENCE

SPONSORS' AND EXHIBITORS' PROSPECTUS.

SKY CITY GRAND, FEDERAL STREET, AUCKLAND

24-27 JUNE 2018

INTRODUCTION FROM THE PRESIDENT

Welcome to our Sponsors' and Exhibitors' prospectus for our 2018 Conference. This year we are returning to Auckland, but for the first time since 2000 we're at the Sky City Grand hotel. Sky City are able to cater for the entire event – plenary sessions, break-outs, a 61-stand trade show, gala dinner for 220 people plus an exciting show, and quality accommodation under one roof.

While it's still too early to confirm the programme's details, the Conference's broad appeal will be maintained as it is each year, with relevance for all our members – developers, owners, managers and associate members alike.

Sky City continues our tradition of providing first class facilities for our Conference – the NZ Rooms for the plenary sessions and an adjacent trade show area where we will be holding the opening cocktail function, lunches and morning and afternoon teas.

Sky City has also given us a very competitive accommodation rate so you have everything you want on site.

You will probably be aware that the retirement village sector is expanding rapidly to meet the demands of a new generation of retirees. The development pipeline sees 104 existing villages building or planning 7,000 new units, while a further 68 brand-new villages with more than 8,800 units are in the design, consent or construction phase. You will want to be part of our rapidly-expanding sector, and our conference is purpose-built to let you do that.

Our conference is our shop window to the world. It's the place to come and meet the industry's movers and shakers, to display your newest goods and services, or to remind people of the good solid service you've been providing all year. It's the place to meet new customers and renew your relationships with existing ones.

In short, if you're selling into the retirement village industry, you can't afford to miss this event.

360 delegates, partners, sponsors and exhibitors attended our last Auckland Conference in 2016. This time we have 61 stands in different sizes and prices, and our innovative conference app and quiz will encourage delegates to visit your stand. There's more about this later in the prospectus.

Please note that some sponsorship packages have been already committed, and we are grateful to those sponsors who have entered into long-term agreements with us – it certainly helps us to plan with confidence! But there are still some excellent opportunities left and I urge you to reserve your opportunity **NOW** because we all know they'll go quickly.

I look forward to welcoming you to Sky City in June 2018!

Graham Wilkinson
President, Retirement Villages Association

2018 Conference Programme Outline

Sunday, 24 June	Architectural Profiles' Welcome to Auckland informal drinks function at Sky City
Monday, 25 June	Exhibitors pack-in from midday Programmed Property's Golf Tournament coaches depart the conference hotels for the best local course, finishing mid-afternoon. An alternative tour for non-golfers will be available. 5.15 pm Briefing for 1st time attendees 6.00 pm Opening Cocktail Party in the trade exhibition.
Tuesday 26 June	8.30 am Conference opens with MC Jackie Clarke, sponsored by Covenant Trustees 11.00 am morning tea sponsored by VCare 12.25 pm sponsored lunch 3.00 pm afternoon tea sponsored by VCare 4.00 pm RVA AGM Evening – Crombie Lockwood Gala Dinner.
Wednesday 27 June	9.00 am Conference opens with MC Jackie Clarke, sponsored by Covenant Trustees 11.15 am morning tea sponsored by VCare 12.20 pm sponsored lunch and prize draws 5.00 pm Conference closes Exhibitors pack-out after lunch.
Thursday 28 June	8.00 am Masterclass 11.00 am Coaches depart for a village site tour.

The Association reserves the right to vary the above programme if necessary.

CONFERENCE SPONSORSHIP AND EXHIBITION OPPORTUNITIES

As it is each year, the RVA's Conference will be an outstanding opportunity to leverage and profile your business to an influential audience.

This prospectus details the special opportunities which will ensure your business gains maximum exposure and exclusive benefits.

There is a range of sponsorship opportunities, and each year we build on the previous year's success. Some key sponsorships have already been taken, so if you don't want to miss out, it pays to reserve your sponsorship and/or trade stand now.

Gold and Silver sponsors will have the opportunity to provide a short video of no more than three minutes' duration on any topic they choose or they can introduce the speaker they've sponsored.

Sky City provides a first-class conference facility and a trade show area. The plenary sessions will be held in the NZ Rooms 3 and 4 and the NZ Foyer, while the trade exhibition will be in NZ Rooms 1 and 2, plus the Marlborough Rooms. All catering during the conference business sessions will be in the trade show. The programme will allow delegates to inspect the trade stands, mix and talk business.

Maximise your investment with our app!

We will be using our innovative app to encourage delegates to engage with exhibitors as we have done for the last couple of conferences. On scanning your QR Code on your stand a question comes up on the app which requires the delegate to ask you for the answer, and this exchange creates the engagement. There will two major prize draws, one of $2,500 at the end of Day 1, focussed on exhibitors in the Marlborough Rooms, and one of $5,000 at the end of Conference for delegates who have answered enough questions correctly. They must be in the room to win!

If you have any particular requests, contact the Association Manager, Ed Thomas, on 04 499 0448 (DDI). We will be happy to look after any specific needs you have. The Association is committed to ensuring that supporting businesses receive the maximum benefit from their involvement.

Contact us :

John Collyns (Executive Director) DDI +64 4 499 0449
Ed Thomas (Association Manager) DDI +64 4 499 0448
Roisín Burns (Administration Officer) 64 4 499 7090
Karen Bradley (Accounts) 64 4 499 7090

Retirement Villages Association
PO Box 25 022
Featherston St
Wellington

Fax : +64 4 499 4240
Email : info@retirementvillages.org.nz
Website : www.retirementvillages.org.nz

REGISTRATIONS

Please use the sponsorship and trade stand reservation form enclosed with this prospectus to secure your sponsorship and/or trade stand **NOW**.

We will send out registration and accommodation details in early 2018 to all RVA members and associates. Delegates will be invited to register at that time. Registrations are transferable to another person at any time with the payment of a $50 administration fee.

This year we are providing a personalised Myers-Briggs analysis for all delegates and exhibitors. The cost of this is included in the trade stand packages. There will be two sessions during Conference that will focus on your Myers-Briggs analysis and what it means. The analysis will be yours to take away after the event.

All registrations will be via the Association's Conference website.

Cancellations for either the conference registrations or the trade show may be refunded, less a $150 administration fee, only up to 27 April 2018. Cancellations received after that date will not be refunded, but delegates and exhibitors are welcome to transfer them to someone else on the payment of the $50 administration fee.

The stand will be confirmed only when it's paid for in full.
All sponsorship and trade show fees must be paid in full by 11 May 2018. The RVA reserves the right to cancel any reservation which remains unpaid after this date.

Trade Expo (not a RVA event) at Sky City

SPONSORSHIP PACKAGES SCHEDULE

Platinum

1.	RVA Principal sponsor	**ANZ**

Gold

2.	Gala dinner	**SPONSORED by Crombie Lockwood Ltd**
3.	Master of Ceremonies	**SPONSORED by Covenant Trustees**
4.	Golf Day	**SPONSORED by Programmed Property Services**
5.	Opening cocktail function	**$15,000**
6.	Health checks/massages	**Price on application**

Silver

7.	Lunch, Wednesday afternoon	$7,500
8.	Lunch, Thursday afternoon	$7,500
9.	Keynote speakers (3)	$7,500 each

Bronze

10	Informal drinks on Tuesday evening	**Sponsored by Architectural Profiles Ltd**
11.	Other speakers (6)	$3,000 each
12.	Wednesday morning and afternoon teas	**Sponsored by VCare International**
13.	Thursday morning tea	**Sponsored by VCare International**
14.	Coach sponsorships	$3,000
15.	Espresso machine	**SPONSORED by ANZ**
16.	Head and neck massages	**Price on application**

Additional non-sponsored opportunities

Supplied delegate gifts	$550
Satchel inserts	$250/A4 insert

For more details of each sponsorship opportunity, please see the relevant paragraph in the prospectus. For more information, please contact the Association on 04 499-7090 or info@retirementvillages.org.nz.

Sponsorship options summary

Sponsorship package inclusions	Principal Sponsor	Gold Sponsor	Silver Sponsor	Bronze Sponsor
	Negotiable	$15,000	$7,500	$3,000
Recognition of sponsorship level during conference and relevant events	✓	✓	✓	✓
Recognition in all written conference materials	✓	✓	✓	✓
Recognition on conference website	Prime position	Prime position		
Logo on screen during conference	✓	✓	✓	✓
Speak to plenary session	✓	✓	✓	
Trade stand **OR** delegates	Complementary	Complementary	50% discount	30% discount
Recognition in phone app	Prime position	Prime position	✓	✓
Receive lists of delegates and contact details	✓			
Choice of one "free" regional forum to sponsor	✓	✓		
Opportunity to sponsor a sector forum day	✓			
"Free" advertisements in RVA newsletter	Up to 4 annually	Up to 4 annually		

SPONSORSHIP OPPORTUNITIES

The ANZ has agreed to continue as the RVA's Principal Sponsor. This arrangement includes a number of Conference-related benefits as well as others throughout the year.

The details of the agreement remain confidential.

2. Gala dinner – Wednesday 22 June Gold

This opportunity has been sponsored by Crombie Lockwood

The Association's gala dinner is the main focus of the Conference social programme.

This is a unique opportunity for a sponsor to create maximum profile and support the Conference. The sponsor can have direct input into the night and will have the opportunity to address delegates during the Conference business session.

The evening will finish with an extravaganza Las Vegas stage show featuring Tim Beveridge, Jackie Clarke, dancers and a show band.

Benefits: This sponsor receives:

- exclusive naming rights to the dinner and pre-dinner drinks function;
- six complimentary tickets to the gala dinner;
- one complimentary trade stand **OR** if a trade stand is not desired, two complimentary full delegates;
- their logo included in the conference programme, conference sponsors' banner, and other conference promotional material;
- the opportunity to run a three minute video clip on any topic at an agreed spot in the plenary programme
- their sponsorship mentioned by the MC at regular intervals throughout the event;
- their logo included in the dinner menu and display company banners or signs in the dinner venue.

3. Master of Ceremonies Gold

This opportunity has been sponsored by Covenant Trustees

We're delighted that Jackie Clarke, an outstanding MC, is returning by popular demand to run the show in 2018.

Jackie has turned a love of singing and a genuine gift of the gab into a stellar career in the performing arts spanning over a quarter of a century. She's a multi-talented entertainer who's at home on stage (*Anything Goes, Sweet Charity, Mum's the Word, Little Shop of Horrors, Joseph and the Amazing Technicolour Dreamcoat, Porgy and Bess*) and screen (*Showcase, Skitz*). Jackie is not afraid to work with children (*NZ Idol*) or animals (*Hairy Maclary*).

Jackie is in high demand as an MC/chanteuse/raconteur and hosts many glittering corporate, community and arts events, exploiting her uncanny ability to scrub up reasonably well in a sparkly frock and wax lyrical.

Recent stage highlights include starring in *Mamma Mia* in Auckland, starring in the world premiere of *C the Musical* by Paul Jenden and Gareth Farr at Circa Theatre in Wellington, touring with the NZSO narrating a Roald Dahl adaptation of *Little Red Riding Hood* and a swansong performance at Coca Cola Christmas in the Park after 20 years as a core artist. Jackie has also toured the country for the past four years hosting thousands of kiwi kids in the *Kids for Kids* concert series.

Jackie currently sings with The Lady Killers, Jubilation Gospel Choir, the kiwi music revue *High, Wide & Handsome* and is a bona fide powerhouse diva in her own right. She's been part of the kiwiana trio When The Cat's Been Spayed, The Darlings and Marching Orders, guested with Dave Dobbyn, Annie Crummer, Mika, Don McGlashan and many more. She's also donned a flash frock to sing with all the major orchestras in New Zealand and has been asked back.

Jackie's television career includes judging *NZ Idol* (series 2), *Showcase* (series 2 & 3), co-hosting *Saturday Live*, starring in comedy shows *Skitz* and *The Semisis*, and presenting documentaries; *Here To Stay* (Scottish episode), *Anzac Songs, Wise Women & Song and Twins*.

Jackie is also mum to two gorgeous sons, Stan and Ernie. Unfortunately she can't parallel park to save herself, but apart from that, she's awesome.

Benefits: As a Gold sponsor, this package extends beyond Conference and includes:

- The ability to promote themselves as "Gold Sponsor"
- Exclusive "naming rights" to the MC by having their name mentioned regularly by the MC throughout the conference;
- One complimentary trade stand **OR** if a trade stand is not desired, two complimentary full delegates;
- Logo included in the conference programme, conference sponsors' banner, and other conference promotional material;
- the opportunity to run a three minute video clip on any topic at an agreed spot in the plenary programme;
- First choice of other RVA events and activities to sponsor;
- A "free" regional forum depending on availability;
- An agreed number of "free" advertisements in the RVA's newsletter;
- The opportunity to write regular opinion pieces for the newsletter;
- A prime position on the RVA's website with links to your home page.

4. Golf Day Gold

The sponsor of the Golf Tournament is Programmed Property Services.

Monday 25 June 2018 will be "The Programmed Golf Tournament" held at a course yet to be decided.

Coaches will depart Sky City and play will commence with a "shotgun" start in an Ambrose format. Water and soft drinks will be available on the course during the day. Prize-giving will take place in the early afternoon, and coaches will return to the hotel mid-afternoon.

The golf tournament is an excellent way to get your company's name in front of industry decision-makers in relaxed and informal, yet memorable, surroundings. Prizes will be awarded by our Conference MC, Jackie Clarke.

Benefits: As a Gold sponsor, this package extends beyond Conference and includes:

- The ability to promote themselves as "Gold Sponsor"
- Exclusive "naming rights" to the Golf Tournament;
- One complimentary trade stand **OR** if a trade stand is not desired, two complimentary full delegates;
- Logo included in the conference programme, conference sponsors' banner, and other conference promotional material;
- the opportunity to run a three minute video clip on any topic at an agreed spot in the plenary programme.
- First choice of other RVA events and activities to sponsor;
- A "free" regional forum depending on availability;
- An agreed number of "free" advertisements in the RVA's newsletter;
- The opportunity to write regular opinion pieces for the newsletter;
- A prime position on the RVA's website with links to your home page.

5. Opening Cocktail Party on Tuesday evening Gold

The Opening Cocktail Party signals the formal start of proceedings. It will be held in the trade show area and is an excellent way for the sponsor to gain exposure. It will be accompanied with canapés, wine, beer, and soft drinks. The cost of this event is included in delegates' registration fees.

Cost : $15,000

Benefits: As a Gold sponsor, this package extends beyond Conference and includes:

- The ability to promote themselves as "Gold Sponsor"
- Exclusive "naming rights" to the Opening Cocktail Party and any subsequent activities on the Monday evening;
- One complimentary trade stand **OR** if a trade stand is not desired, two complimentary full delegates;
- Logo included in the conference programme, conference sponsors' banner, and other conference promotional material;

- the opportunity to run a three minute video clip on any topic at an agreed spot in the plenary programme;
- First choice of other RVA events and activities to sponsor;
- A "free" regional forum depending on availability;
- An agreed number of "free" advertisements in the RVA's newsletter;
- The opportunity to write regular opinion pieces for the newsletter;
- A prime position on the RVA's website with links to your home page.

6. Health checks — Gold

Arrange for some simple health tests for delegates – things like blood pressure checks, resting heart rate, BMI calculations, and so on. This sponsorship fits perfectly with the Conference theme – "It's all about the People".

Delegates will be encouraged to take some time out and have the tests done, and the sponsor's name will be associated with them. We are researching what might be available when and details will be finalized closer to the event, but if you would like to be part of a sponsorship option with a difference, now's the time to get in.

Costs : negotiable.

Benefits: As a Gold sponsor, this package extends beyond Conference and includes:

- The ability to promote themselves as "Gold Sponsor"
- Exclusive "naming rights" to the health checks stand, if a stand is required;
- One complimentary trade stand **OR** if a trade stand is not desired, two complimentary full delegates;
- Logo included in the conference programme, conference sponsors' banner, and other conference promotional material;
- the opportunity to run a three minute video clip on any topic at an agreed spot in the plenary programme;
- First choice of other RVA events and activities to sponsor;
- A "free" regional forum depending on availability;
- An agreed number of "free" advertisements in the RVA's newsletter;
- The opportunity to write regular opinion pieces for the newsletter;
- A prime position on the RVA's website with links to your home page.

7&8 Conference lunches — Silver

There will be two Conference lunches for delegates and exhibitors –Wednesday and Thursday. They will be held in the trade show area and can be themed to suit the individual sponsor if required. It is an opportunity to target delegates and the sponsor can promote their own product or service to the target audience.

Cost: $7,500 per lunch

Note that if a single sponsor elects to take both lunch opportunities the package will be $15,000 and we will upgrade the sponsorship to Gold with the benefits that upgrade brings.

Benefits: This sponsor receives:

- Exclusive naming rights to a lunch;
- A 50% discount on their trade stand **OR** if a stand is not required, a 50% discount on one full registration;
- An A4 table promotion on each of the catering stations during the lunch break;
- Logo included in the conference programme, conference sponsors' banner, and other conference promotional material;
- the opportunity to run a three minute video clip on any topic at an agreed spot in the plenary programme.

9. Keynote speakers (3) Silver

Keynote speakers are the centrepiece of any Conference and are often a major incentive for people to attend. Our Keynote speakers for 2018 are in the process of being confirmed.

Cost: $7,500 per keynote speaker.

Benefits: These sponsors receive:

- Logo included in the conference programme, conference sponsors' banner, and other conference promotional material;
- An acknowledgement by the MC when introducing and thanking the speakers, **OR** the opportunity to introduce the speaker themselves;
- A 50% discount on their trade stand **OR** if a stand is not required, a 50% discount on one full registration.

10. Informal drinks on Sunday evening Bronze

Note this event is sponsored by Architectural Profiles Ltd

The start of any conference is a highlight for everyone as they catch up with old friends and colleagues and meet new ones. This informal cocktail party (subsidised cash bar) at the conference hotel on Sunday evening is the perfect opportunity to do so – and you will get the credit! The evening will be promoted as the "(sponsor's name) Welcome to Auckland drinks function".

Benefits: This sponsor receives:

- Exclusive naming rights to the function and the right to erect appropriate signs there, as agreed with the hotel management;
- Logo included in the conference programme, conference sponsors' banner, and other conference promotional material.
- A 30% discount on their trade stand **OR** if a stand is not required, a 30% discount on one full registration.

11. Other speakers (6) Bronze

As the business programme is still being finalised, we are unable to confirm exactly who will be speaking but we are confident that they will be a drawcard. This sponsorship allows us to defray some of the costs of hosting them.

Cost: $3,000 per speaker

Benefits: These sponsors receive:

- Logo included in the conference programme, conference sponsors' banner, and other conference promotional material;
- An acknowledgement by the MC when introducing and thanking the speakers;
- A 30% discount on their trade stand **OR** if a stand is not required, a 30% discount on one full registration.

12 & 13. Morning and afternoon teas — Bronze

Note all three events are sponsored by VCare Ltd

The morning and afternoon teas will be served in the trade show area and offer valuable opportunities to increase your profile.

Benefits: These sponsors receive:

- Exclusive naming rights to the break;
- An A4 table promotion at each catering station;
- Logo included in the conference programme, conference sponsors' banner, and other conference promotional material.
- A 30% discount on their trade stand **OR** if a stand is not required, a 30% discount on one full registration.

14. Coach Sponsorship — Bronze

The village site tour on Thursday 28 June is an excellent opportunity to get your name in front of a group of delegates. At this stage we are not guaranteeing the trip will take place, but the final sponsorship amount will be adjusted accordingly with the sponsor, depending on what the conference programme is.

Cost : $3,000 (negotiable according to the final tour programme)

Benefits : This sponsor receives :

- Exclusive naming rights to the coaches and all associated publicity material for the individual tours;
- Recognition by the MC when making any announcements regarding the coach tours;
- The opportunity to erect appropriate signs to promote their sponsorship in the coach, as agreed with the coach operator;
- A 30% discount on their trade stand and the associated registration for one person **OR** if a stand is not required, a 30% discount on one full registration;
- Logo included in the conference programme, conference sponsors' banner, and other conference promotional material.

15. Espresso machine — Bronze

Please note – this opportunity has been taken by the Principal Sponsor.

We're sure Sky City's coffee is just fine, but occasionally something a little stronger is required, and the "(sponsor's name) espresso service" will hit the spot. We've arranged for an espresso cart to be stationed in the trade show from 7.45 am on Tuesday and Wednesday.

Benefits: This sponsor receives:

- Exclusive naming rights to the espresso machine service;
- The opportunity to erect appropriate signs to promote their sponsorship;
- Logo included in the conference programme, conference sponsors' banner, and other conference promotional material.

16. Head and neck massages — Bronze

Something different – a sponsored head and neck massage with a qualified masseuse. We'll have a couple of chairs set up and ready for action. Drop in during one of the breaks and the next session will be all the better for it!

Cost: $3,000 plus masseuse and stand costs

Benefits: This sponsor receives:

- Exclusive naming rights to the massage sessions;
- The MC will promote the massages at appropriate times during the conference;
- The opportunity to erect appropriate signs to promote their sponsorship;
- A 30% discount on their trade stand **OR** if a stand is not required, a 30% discount on one full registration
- Logo included in the conference programme, conference sponsors' banner, and other conference promotional material.

Satchel inserts

We know that industry suppliers will want to have a quick and easy way to contact delegates and putting material in the conference pack is one way to achieve this.

Cost - $550 per gift (pad, pen, etc) or $250 per A4 insert

Payment / Cancellation / Refund Policy

All stand, sponsorship and registrations will be invoiced on receipt of your completed registration form. Once invoiced, payment is expected on our usual trade basis of one month following invoice.

Should payment not be effected within our usual trade terms, the RVA reserves the right to re-market the Sponsorship/Trade Stand to other interested parties.

Cancellations of registrations prior to close of business 11 May 2018 will incur a fee of $150.

All stand, sponsorship registration cancellations on and after 11 May 2018 are transferable with a $50 administration fee, but not refundable.

TRADE STANDS

Engagement with delegates

We appreciate that engagement with delegates is the principal reason why our associate members exhibit at Conference, which we take seriously. Our innovative phone app encourages this interaction - delegates scan the exhibitors' QR Code and answer a question posed by the exhibitor. The delegates ask the exhibitors for the answers, which generates the engagement. Those who answer a minimum number correctly go into a draw for a $2,500 travel voucher drawn on Tuesday afternoon, focussed on exhibitors in the Marlborough Rooms, and a $5,000 travel voucher drawn at the end of the Conference. There will be "bonus points" allocated to exhibitors' stands in the Marlborough Rooms to encourage people to visit them.

Feedback from exhibitors in the past has been overwhelmingly positive about our app and the way it drives engagement. The MC will also encourage people to visit stands.

There will be time set aside at Wednesday lunch for exhibitors' raffle draws.

Note that all exhibitors and stand staff will have the opportunity to take part in our unique online Myers-Briggs personality analysis, to be completed before the conference starts. There will be two sessions during the Conference that will focus on your analysis and it will be yours to take away afterwards.

Sky City is ideally-suited for a professional trade show. We have arranged space for 29 x 3 m x 1.8 m conventional wall stands plus seven 3m x 2m and 19 2m x 2m inner stands (see picture). Exhibitors may hire a double stand if they wish. See the last page for the floor plan.

Sites will be allocated on a first-come, first served basis, so it pays to be in early. Please use the registration form accompanying this prospectus.

Trade stand prices

RVA Associate Members:	3m x 1.8 m stand and registration for 1 exhibitor	$2,900
	3m x 2m inner stand and registration for 1 exhibitor	$2,900
	2m x 2m inner stand and registration for 1 exhibitor	$2,400
	Additional stand support personnel (each)	$500
Non RVA members:	3m x 1.8 m stand and registration for 1 exhibitor	$3,500
	3m x 2m inner stand and registration for 1 exhibitor	$3,250
	2m x 2m inner stand and registration for 1 exhibitor	$2,850
	Additional stand support personnel (each)	$650

Premium stands are shown in yellow above and in the layout on page 21.

Exhibitors may register additional stand staff at $500 ($650 for non-members) each to assist on the stand. Each additional person will have full registration rights, as below.

Conference registration includes a personalised Myers-Briggs analysis completed online before the event, access to all business sessions, morning and afternoon teas, lunches on Tuesday and Wednesday, the informal drinks session on Sunday, and the Opening Cocktail function on Monday.

Thanks !

Thank you for your support for our conference. The Association values your support and we are sure that this year's event will be a successful one for everyone.

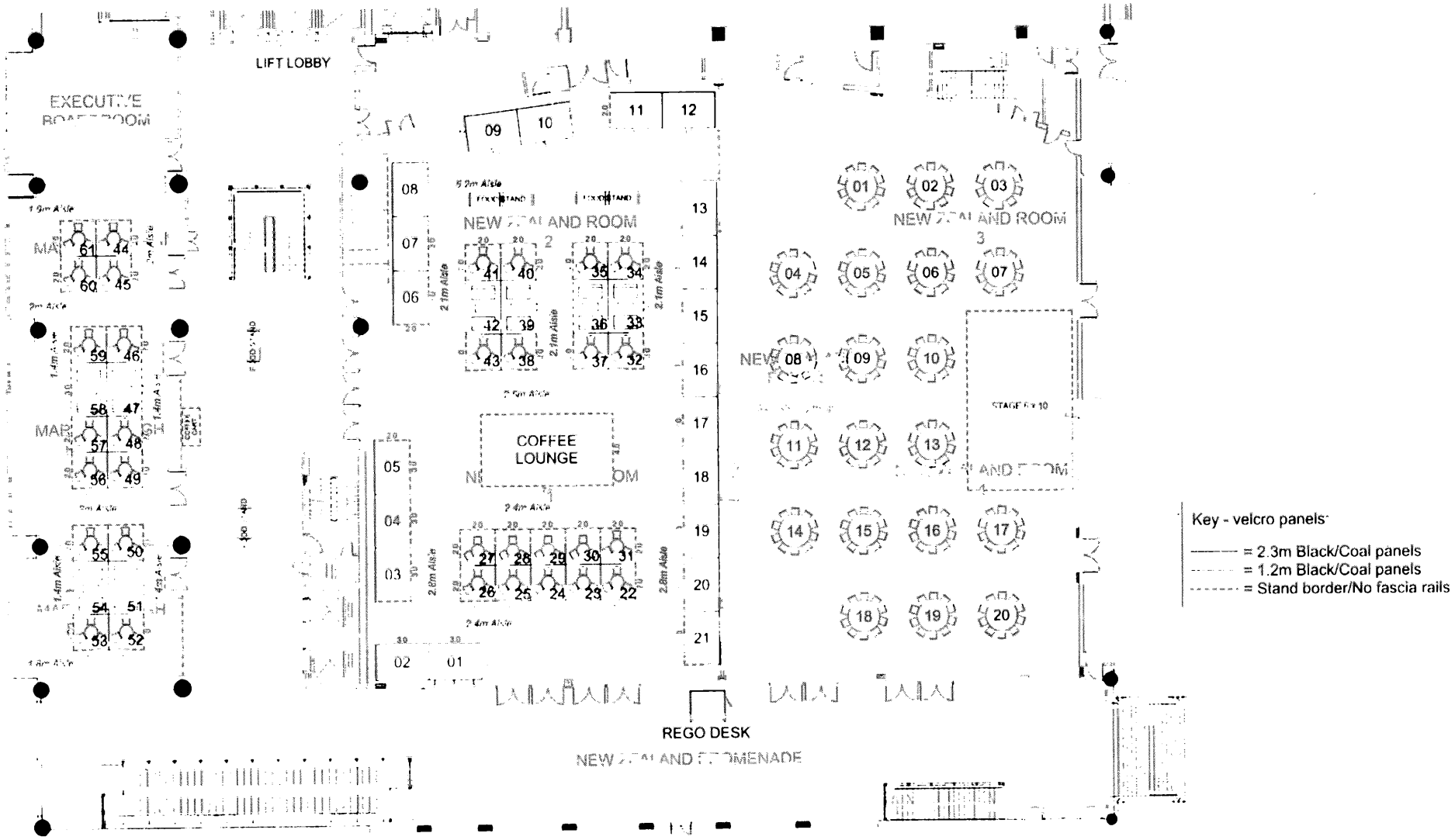
We'd like to acknowledge our long-term contractual sponsors who have confirmed their support for 2018:

Principal Sponsor

Confirmed Gold Sponsors

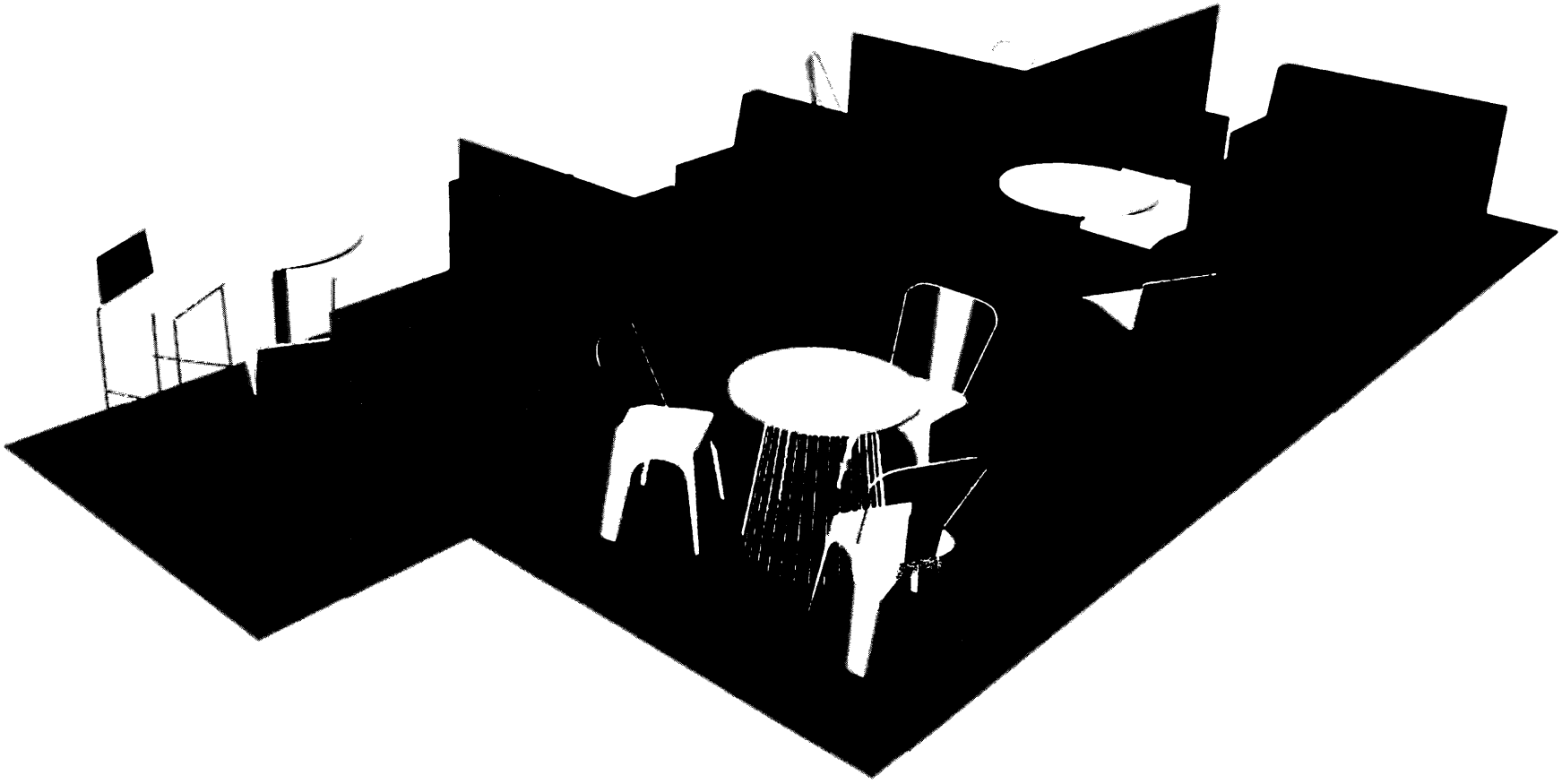
Confirmed Silver Sponsors

Confirmed Bronze Sponsors



Premium stands shown in yellow

Example layout for inner stands with 1.2m high panels



EXHIBITION HIRE SERVICES | Displayworks

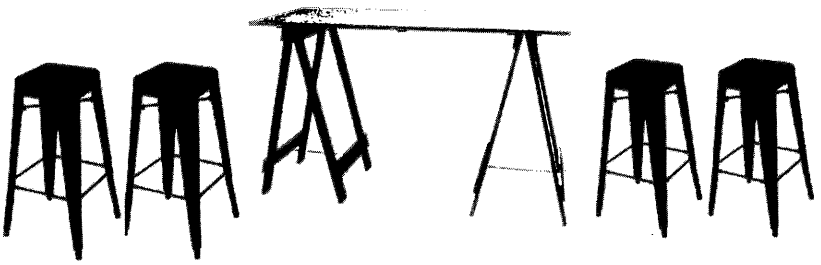
Auckland **Hamilton** **Wellington** **Christchurch** **Queenstown**

OPTION 1

1x Timberland Barleaner (Whitewash)
4x Lyon Barstools

$320 + GST

Lyon Barstool Colour Options:

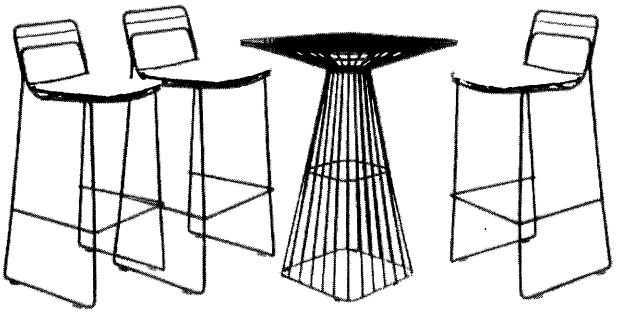


OPTION 2

1x Rio Barleaner
4x Rio Barstools

$340 + GST

Rio Barleaner Colour Options:
Rio Barstool Colour Options:

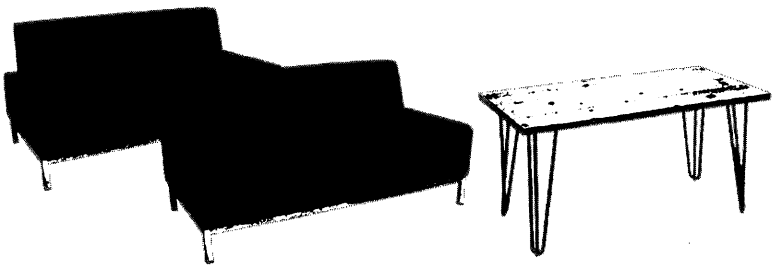


OPTION 3

2x Ascot Two Seater Lounge
1x Paperclip Coffee Table

$395 + GST

Ascot Lounge Colour Options:
Coffee Table Colour Options:

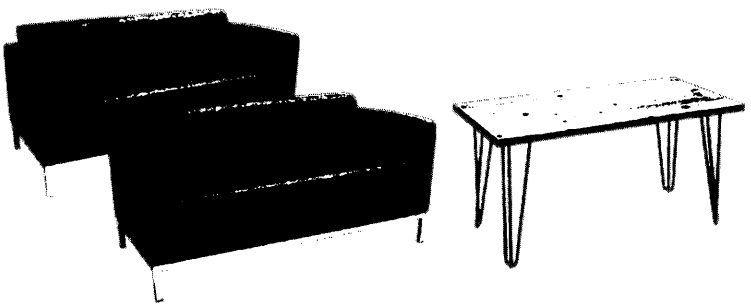


OPTION 4

2x Ascot Two Seater Tub Sofa
1x Paperclip Coffee Table

$415 + GST

Ascot Sofa Colour Options:
Coffee Table Colour Options:



Furniture Packages are subject to availablity Furniture images in this document are not to scale

RVA NEW ZEALAND
Retirement Villages Association

Registration of Interest in Sponsorship and Trade Stands – 2018

Retirement Villages Association Annual Conference, Sky City Grand, Federal St, Auckland, 25-27 June 2018

Authorising person	**David Waters**		
Company	**Architectural Profiles Ltd**		
Principal person on the stand's name	**David Waters**		
Contact Phone/s	**021950522**	Email	**David.waters@aplnz.co.nz**

We would like to sponsor the following events (please tick in the appropriate box to the right). Prices EXCLUDE GST.

Event	Cost	✓	Event	Cost	
Opening cocktail function	$15,000		Supplied delegates' gifts	$550 each	
Health checks (No 6)	Negotiable		Satchel Inserts	$250 per A4 insert	
Lunch, Tuesday (No 7)	$7,500		Premium stand	$2,900 ($3,500)	×
Lunch, Wednesday (No 8)	$7,500		Inner stand	$2,400 ($2,850)	
Keynote Speakers (No 9)	$7,500		***Cancellations of ROI before 11 May 2018 are refundable less a $150 fee. Cancellations made after 11 May 2018 are transferable with a fee of $50 but not refundable.***		
Other Speakers (No 11)	$3,000				
Coach sponsorships (No 14)	$3,000				
Head and neck massages (17)	$3,000				

Please indicate preferred stand from the plan on page 18. Stands are sold on first come first served basis.

Stand Number	**Prices:**	**Member $2,900: extra staff $500 each**	**Non Member $3,500: Extra Staff $650 each**
Preference (1st, 2nd, 3rd)	**Names of additional support staff for trade stand. NB: Each trade stand comes with one free delegate registration.**		
5, 3, 6,1	Philip Negus		

The Association will invoice you for the full cost of the sponsorship / trade stand on receipt of this form. All moneys due must be paid in full on the 20th of the month following the invoice date. The stand is confirmed when it's paid.

From 1 February 2018 we want to include all sponsors' details on our conference web site and in the promotional literature sent in support of gaining delegate registrations. Please send us your high resolution logo in TIF or JPG format please and a short descriptive paragraph on your goods or services for our advertising purposes.