



## EXHIBITOR OPPORTUNITY GUIDE

# BBF 2024 CONFERENCE

## AUGUST 24-25, 2024

COURSES OFFERED  
FRIDAY, AUGUST 23<sup>RD</sup>

📍 CARIBE ROYALE ORLANDO



**BUSINESS BROKERS OF FLORIDA®**  
*Advisors Connecting Buyers & Sellers*

The Business Brokers of Florida® (BBF) is the largest state business brokerage association in the country, representing thousands of businesses for sale annually. Our bi-annual Conference is where the top business brokers come to build the skills and forge the bonds that get more deals done!

As a valued Affiliate Member of the BBF, this is your exclusive opportunity to meet face to face with BBF Business Brokers across the state. Dedicated exhibition time and fun networking events will maximize your exposure to the BBF community!

## New This Year

Your Exhibitor registration includes a table and one company representative in our dedicated exhibition space. You'll have ample time to interact with attendees during dedicated exhibition time, lunches, breaks and networking receptions. Your only issue will be how to follow up with all the great connections you'll make!

**WANT TO REALLY STAND OUT?** Choose one of our additional Sponsorship options, or consider a Package to stay in front of membership year round!



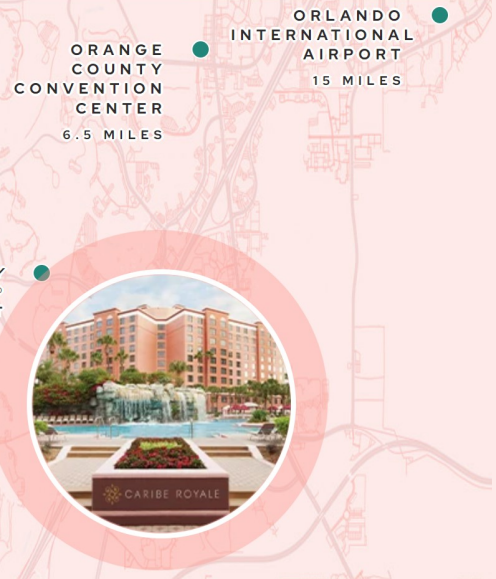
# CARIBE ROYALE

## ORLANDO

An Exceptional  
Meeting  
Destination *In the  
Heart of Orlando*



CARIBE ROYALE  
ORLANDO  
WALT DISNEY  
WORLD®  
RESORT



## Agenda *Highlights*

### FRIDAY, AUGUST 23

3:30PM | EXHIBITOR SETUP

5:30PM | WELCOME NETWORKING RECEPTION

### SATURDAY, AUGUST 24

*Exhibitor Hours: 7:30am-7:00pm*

8:00AM | BREAKFAST WITH EXHIBITORS

11:15AM | EXHIBITION TIME

12:00PM | LUNCH WITH EXHIBITORS

3:30PM | EXHIBITION TIME

5:30PM | NETWORKING RECEPTION



### SUNDAY, AUGUST 25

*Exhibitor Hours: 7:30am-1:30pm*

8:00AM | BREAKFAST WITH EXHIBITORS

11:15AM | EXHIBITION TIME

12:00PM | LUNCH WITH EXHIBITORS

1:30PM | EXHIBITOR BREAKDOWN



# EXHIBITOR + SPONSOR OPPORTUNITIES

## BOOK EARLY + SAVE!

### Exhibitor Table

Exhibit package includes one 6 foot table and one registration. This is an 8x8 space, table top exhibit only!

Registration Deadline: July 12, 2024

\$995

On/Before April 19, 2024

\$1,195

On/Before June 1, 2024

\$1,495

After June 1, 2024

Sign up early to get the full benefit of all our Conference promotion exposure!

Exhibitors will be featured on our Conference website and in our numerous email sends promoting the event. Attendee registration opens the second week of June.

## SPONSORSHIPS-AT-A-GLANCE



### Premier Sponsorships

- Friday Reception Sponsor \$10,000
- Saturday Lunch Sponsor \$10,000
- Saturday Reception Sponsor \$10,000
- Sunday Lunch Sponsor \$10,000
  
- WiFi Sponsor \$5,000
- Education Sponsor \$5,000
- Headshot Sponsor \$5,000
- Conference Bag Sponsor \$3,000
- Name Badge Sponsor \$3,000
- Conference Bag Insert \$350



Premier Sponsorships provide prominent Conference exposure + access to exclusive savings on year-round marketing!

See the following pages for detailed descriptions and info on savings packages!



# SPONSORSHIP DETAILS

## EXCLUSIVE PREMIER SPONSORSHIPS



**ONLY PREMIER SPONSORSHIPS INCLUDE COVETED STAGE TIME AT THE EVENT,  
PLUS YOUR TABLE AND TWO ATTENDEES!**

### **Friday Welcome Reception Sponsor | \$10,000 | Exclusive**

Be the company who welcomes the crowd as we kick off the 2024 Conference! We'll even have a signature drink crafted in your name! Your sponsorship includes your exhibit table and two attendees, plus exclusive branding at the reception, premier recognition on the conference website and in all event materials, and a 15 minute stage speaking spot.

### **Saturday Lunch Sponsor | \$10,000 | Exclusive**

Our attendees will all gather together in the ballroom to share a meal during our educational lunch program—which will recognize YOU as our special sponsor! Your sponsorship includes your exhibit table and two attendees, plus exclusive branding at the lunch, premier recognition on the conference website and in all event materials, and a 15 minute stage speaking spot.

### **Saturday Cocktail Party Sponsor | \$10,000 | Exclusive**

After a long day of learning, attendees will have you to thank for some fun networking around our exhibitor area. We'll even have a signature drink crafted in your name! Your sponsorship includes your exhibit table and two attendees, plus exclusive branding at the reception, premier recognition on the conference website and in all event materials, and a 15 minute stage speaking spot.

### **Sunday Lunch Sponsor | \$10,000 | Exclusive**

Everyone loves recognition and your company will stand out as the sponsor of this luncheon featuring special recognition of our service and performance award recipients for 2023—something all our members love! Your sponsorship includes your exhibit table and two attendees, plus exclusive branding at the reception, premier recognition on the conference website and in all event materials, and a 15 minute stage speaking spot.



**For only \$2,000 more you can maximize your exposure and value by making your sponsorship a PACKAGE and getting year-round visibility with the BBF Broker community!**

See page 7 for details.

# SPONSORSHIP DETAILS

## EXCLUSIVE SPONSORSHIPS

**ALL SPONSORSHIPS INCLUDE EMAIL, WEBSITE AND SIGNAGE RECOGNITION, PLUS A PAGE WITHIN OUR EVENT APP, ENSURING ATTENDEES SEE YOU AT EVERY TURN!**

**SPONSORS MUST BE EVENT EXHIBITORS SO DON'T FORGET TO ORDER YOUR TABLE TOO!**

### **WIFI Access Sponsor | \$5,000 | Exclusive**

Perhaps the most important sponsorship according to our attendees! As the WIFI Sponsor, your logo and information will be featured all over the entire Conference referencing the WIFI Access Code! PLUS, we'll work with the venue to create a custom passcode in your company's honor. That will be hundreds of people typing your code each day!

### **Education Sponsor | \$5,000 | Exclusive**

Our selection of educational Workshops are the highlight of the Conference! Feature your logo and contact information on the beginning slide of every presentation as attendees enter the room, and on the evaluation form all attendees will complete. We'll also include your logo on the Workshops download webpage, which is visited by all attendees multiple times to access their workshop materials.

### **Headshot Spot Sponsor | \$5,000 | Exclusive**

Conference attendees will be provided with a free, professional headshot photo station—all courtesy of YOU! Prominent signage and frequent reminders will include your information as the company to thank for this special offer. Plus, you're welcome to brand the photo room with your signage, swag or snacks as people wait for their photo opp.

### **Conference Bag Sponsor | \$3,000 | Exclusive**

Talk about visibility! Conference goers carry their bags all Conference long, and take them home for continued use. Want your company's logo to literally be in the hands of everyone? Then grab this exclusive sponsorship and we'll have your logo imprinted right on the bag. Anywhere an attendee looks, they will see YOU!

### **Name Badge Sponsor | \$3,000 | Exclusive**

What's the first thing we do when meeting people at a Conference? Look at their name badge! And every attendee will be wearing your brand when you are the exclusive name badge sponsor. This is a budget friendly choice with big impact!

### **Conference Bag Insert | \$350 | Several Available**

Everybody likes to find swag in their bag! Provide us with your promotional item, handout or brochure and we'll make sure it's in every Conference bag passed out to attendees. This is a great way to entice interest in visiting your table and/or to help people remember you long after the Conference.





## TURN YOUR PREMIER SPONSORSHIP INTO A PACKAGE AND YOU'LL HAVE A COMPREHENSIVE, TURNKEY MARKETING PROGRAM IN PLACE AT A SIGNIFICANT SAVINGS!

In addition to your selected Premier Sponsorship (see page 5), you'll receive the following:

### **Preferred Event App Display + Placement**

More Visibility = More Opportunity!

### **1 Ad in the BFF Bulletin E-Newsletter**

An exclusive showcase of your company with your custom message!

### **1 Exclusive Educational Webinar**

The best way to educate our membership on how you can help them!

### **1 Dedicated Email Send**

Your exclusive message, delivered straight to the inbox of all BBF members!

### **Public Website Ad**

Get featured on the site where FL business brokers, sellers and buyers all come!

**A COMPREHENSIVE  
MARKETING PROGRAM  
FOR ONLY \$12,000!**



We will help you plan the right timing and combination of your package items to work synergistically with your overall marketing plan!

## DON'T MISS OUT

Sponsorships are awarded on a first come, first served basis.

Return your order form today to lock in your opportunity!



# 2024 Conference

## Exhibitor + Sponsor Contract

Complete all sections of this contract (2 pages) and return to [bbf@allyamc.com](mailto:bbf@allyamc.com). You will then be emailed an invoice with a payment link. Your space and sponsorship (if applicable) will not be reserved until both the contract and payment are received.

Primary Contact Name, Title

Website URL link for Conference Site

Email Address

Phone Number

Company Name ("Company")

Company Address

City

State/Province

Zip/Postal Code

Country

### EXHIBITOR FEES (select one unless choosing a Premier Sponsorship below)

On/Before April 19, 2024 ☐ \$995

Exhibitor purchase includes one complimentary admission.

On/Before June 1, 2024 ☐ \$1,195

Additional Exhibitor Attendees are \$475 each.

After June 1, 2024 ☐ \$1,495

Qty \_\_\_\_\_ x \$475 Total \_\_\_\_\_

### SPONSORSHIPS + SAVINGS PACKAGES (select all that apply)

NOTE: Premier Sponsorships include your exhibitor table and two attendees.

#### Premier Sponsorships (Exclusive)

<input type="checkbox"/>	FRIDAY RECEPTION SPONSOR	\$10,000	<input type="checkbox"/>	YES, MAKE IT A PACKAGE FOR ONLY \$2,000 MORE!
<input type="checkbox"/>	SATURDAY LUNCH SPONSOR	\$10,000	<input type="checkbox"/>	YES, MAKE IT A PACKAGE FOR ONLY \$2,000 MORE!
<input type="checkbox"/>	SATURDAY RECEPTION SPONSOR	\$10,000	<input type="checkbox"/>	YES, MAKE IT A PACKAGE FOR ONLY \$2,000 MORE!
<input type="checkbox"/>	SUNDAY LUNCH SPONSOR	\$10,000	<input type="checkbox"/>	YES, MAKE IT A PACKAGE FOR ONLY \$2,000 MORE!

#### A la Carte Sponsorships (add-ons to standard exhibitor table)

<input type="checkbox"/>	WIFI SPONSOR	\$5,000
<input type="checkbox"/>	EDUCATION SPONSOR	\$5,000
<input type="checkbox"/>	HEADSHOT SPONSOR	\$5,000
<input type="checkbox"/>	CONFERENCE BAG SPONSOR	\$3,000
<input type="checkbox"/>	NAME BADGE SPONSOR	\$3,000
<input type="checkbox"/>	CONFERENCE BAG INSERT	\$350

**DON'T FORGET TO  
COMPLETE PAGE 2**





## PAYMENT INFORMATION

Billing Representative Name: \_\_\_\_\_

Billing Representative Email: \_\_\_\_\_

*The invoice will be sent to the email entered above.*

Total Amount Due:     \$\_\_\_\_\_ (from Page 1 selections)

## TERMS AND CONDITIONS

Upon signing below, I verify that I am an authorized signatory for the Company and that Company will comply with all conditions under which the event space at the event facility is leased to the Business Brokers of Florida ("BBF"), which may change or be appended at any time without prior notice. No refunds, in whole or part, will be given unless the BBF 2024 Conference is cancelled, in which case all exhibitor/sponsor fees paid will be refunded and this represents the BBF's sole obligation in the event of a cancellation.

\_\_\_\_\_  
Authorized Name (Print)

\_\_\_\_\_  
Date

\_\_\_\_\_  
Authorized Signature