

I-Day San Diego 2021 (10/27/21) - Attendee Information

Location: Town and Country Convention Center 500 Hotel Circle North San Diego, CA 92108

Exhibit Hall: The exhibits will be in the Golden State Hall (formerly Grand Hall) at the Town & Country. It will be open from 9:30-12:00 and then 1:30-4:00. It is closed during our luncheon. ALL ATTENDEES MUST HAVE A BADGE if you plan to attend the exhibit hall, CE class, or the lunch. Pre-registration is encouraged to help save time at registration.

Schedule:

CE Class: 8:00 – 10:00 am

Exhibit Hall: Open 9:30-11:45 am

Luncheon: 12:00 -1:30 pm (exhibit hall closed)

Exhibit Hall: Re-opens 1:30 – 4:15 pm

Registration Times:

CE Registration is from 7:20-7:50 am. * No late entries will be accepted. Please plan time accordingly.

I-Day Registration for Exhibit Hall is from 9:00-11:45 am and will reopen at 1:30 for afternoon session.

Pricing (All lunch tickets will go up \$10 per person after 10/1/21):

Exhibit Hall Entrance – Free (must register even though there is no cost)

CE Class – Free (must register even though there is not cost)

Lunch Ticket – \$65.00 (\$60 for those registered in 2020.)

Lunch Tickets for 10 – \$650.00 (\$50 discount for those that registered in 2020).

**The social distancing guidelines may restrict how many guests can be seated at one table. If you have/will be purchasing a lunch table for 10, we will keep you informed as to how we will be seating your group. We will keep you together, but restrictions may have your group at 2 tables next to each other.*

Luncheon: The luncheon will be from 12:00 to approximately 1:30 pm. The exhibit hall will be closed during this time. You must purchase a lunch ticket to attend this portion of the event. We will present our industry awards and have a guest speaker (TBD).

CE Class (2 credits): “Managing Your Personal / Sales Velocity” Course #366852 presented by Tim Parenti with First Insurance Funding. This class is free to attend but RSVPs are needed by October 1st to make sure we have a seat for you. We will have limited number of spaces for walk in guests on the day of the class. *See the class description and presenter bio on page 2.

Theme: TBD

Badges: All registrants will receive a printed badge at registration on the day of the event. If you register for multiple people, you will include them on a badge order form. Here are three ways to make sure you have registered:

1. Individual registrants:
 - a. Go online and register at www.iiabsandiego.com/upcoming-events/
 - b. Send in a badge request form
2. Group registrations:
 - a. Send in a badge request form *Since badges are required for this event; it is important to include *EVERYONE* on this badge list.
3. Guests invited:
 - a. Make sure you have been included on a badge request for a company or group or fill one out for yourself.

Sleeping Room Rates: The Town & Country Hotel's rate is \$149.00++ for our group. You can use this link to register for a room. <https://book.passkey.com/gt/218129968?gtid=7cdcc854dd6374f634c58c70bce0da24> If you prefer, you can call (800) 772-8527 and mention our group name "I-Day 2021".

Event Parking for 10/27/21: \$8.00 per vehicle (to be paid at booth gate on Oct. 27, 2021)

Sponsorships Available for attendees:

Program Ad - \$500.00 (w 4.5" X h 3.5") **Multiple Available**

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Lunch Chair Promo - \$400.00 (your company pamphlet on every lunch chair) **SOLD**

Lunch Ticket - \$ 400.00 (logo on lunch tickets) **SOLD**

CE Class - \$ 400.00 (signage at class) **Multiple Available**

Breakfast - \$400.00 (signage in exhibit hall near coffee/Danishes in am) **Multiple Available**

Beverage - \$400.00 (signage in exhibit hall near bar area in afternoon) **Multiple Available**

Registration - \$ 400.00 (small signage on registration table) **Multiple Available**

I-Day Questions: Contact IIAB San Diego at 619-749-5168 or email Lori at lori@iiabsandiego.com

CE Class Presenter BIO:

TIM PARENTI –

SENIOR VICE PRESIDENT SALES

Wintrust / FIRST Insurance Funding



Tim began his career with the Allstate Insurance Company as a Senior Manager overseeing Operations, Customer Service, Information Technology and Training. He went on to lead one of the world's premier consulting and training organizations with operations in over 50 countries around the world. At the time of Tim's departure, he was the #2 Producer in the history of their organization.

In addition to sales, Tim was involved in the research, design and facilitation of material designed to improve the overall ability, performance and productivity of hundreds of organizations in a variety of different industry concentrations. During his 20+ year career, over 500,000 people in a variety of positions including Sales Professionals, Mid-Level Managers, Presidents and CEO's have benefitted from his material.

Whether it's Sales, Leadership, Change Management, Performance Management, Negotiating, Strategic Planning, Employee Engagement, Customer Service, or Target Interviewing, Communication – Tim's strengths lie in helping address the real challenges that confront businesses on a daily basis.

CE Class Description for How to Leverage your Personal / Sales Velocity:

Have you ever wondered why some people are more successful and productive than others? They work at an incredible rhythm and pace with minimal distraction and total focus. The question is, "How did they get this way?" Is it just in their DNA? The answer is Habits. They have pre-identified the necessary habits they needed to acquire and then integrate those habits to drive their personal goals.

This session will explore the scientific understanding Habits, how they're formed and the key drivers of habit development. Understanding the connection of Emotional Intelligence coupled with Will Power, the participants will walk away with the framework to help develop the key habits needed to attain their sales goals and objectives.