



# IMAWA's 70th annual convention & trade show February 20-21, 2024

## DoubleTree by Hilton Hotel - Bloomington

10 Brickyard Drive, Bloomington, IL 61701



For room reservations [call 309-664-6446](tel:309-664-6446) and say you're with [IMAWA](https://www.imawa.com) to get our **\$119 group rate**.

**Deadline to guarantee a room at our special group rate  
is January 29, 2024!**

*brought to you by...*

## Illinois Movers' and Warehousemen's Association

932 S. Spring Street, Springfield IL 62704

phone 217-585-2470 or toll free 888-791-2516

e-mail [imawa@imawa.com](mailto:imawa@imawa.com) website [www.imawa.com](http://www.imawa.com)



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# IMAWA's 70th Annual Convention Program

## Tuesday, February 20

- 12:30 pm **IMAWA General Board Meeting** *(by invitation only)*
- 1:00 pm **Convention Registration Opens  
and Exhibit Area Setup** *(complete by 4:00 pm)* Brickyard I, II, & III
- 2:00 pm **Understanding Illinois' Tariff Regulations** Brookridge Room  
**Adina Dunn and Kristen Burch** - *Illinois Commerce Commission*  
**Rory McGinty** - *McGinty Law Offices, P.C.*
- 5—7 pm **Welcome Reception & Trade Show** Brickyard I, II, & III  
**Scholarship Presentations**  
**Move For Hunger Update & Recognition Award**  
**Networking, Libations & Trade Show** *in exhibit area*

## Wednesday, February 21

- 7:30 am **Breakfast** Brickyard I, II, & III
- 8:00 am **New Member Recognition and  
Breakfast Keynote: Coaching, Developing, and Leading Sales Professionals**  
**Vince Burruano** - *Consultant and Former VP of Sales for JK Moving Services*
- 9:00 am **Financial Ratios & Benchmarking for Movers:  
Learn What Your Numbers are REALLY Telling You**  
**Tracy Bech** - *Starboard Collectives and 60 Minute CFO*
- 10:00 am **Break with the Exhibitors / Exhibitor Bingo** Brickyard I, II, & III
- 11:00 am **Marketing Your Moving Company in 2023:  
SEOs, Social Media, and the Digital Kitchen Sink**  
**Travis Weathers** - *Rotate Digital*
- 12:00 pm **IMAWA Business Meeting & Luncheon Session** Brickyard I, II, & III
- 12:30 pm **Luncheon Keynote Speaker**  
**Ed Katz** - *Entrepreneur, Inventor & Author; Founder Peachtree Movers*
- 1:30 pm **Moving Company Panel Presentation** Brickyard IV & V  
**New Movers Panel: Keys to Surviving and Thriving**  
*Speakers TBA*  
**Veteran Movers Panel: Navigating a Down Economy**  
*Speakers TBA*
- 3:00 pm **Convention Adjourns**



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**REGISTRATION**

PEOPLE  
DETAILS

**Everyone MUST register and acquire a badge.**

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/ Zip: \_\_\_\_\_

Contact: \_\_\_\_\_

Phone \_\_\_\_\_ E-MAIL: \_\_\_\_\_

**Full-Time Registration: \$350 per person**  
Please print name(s) below as it should appear on each badge

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

**IMPORTANT DEADLINES**

Hotel Room: **January 29**—be sure to mention IMAWA to get our special group rate.

Sponsor Banners: **February 6**

Exhibitor Contracts: **February 6**

Sponsorships Commercials and printed Signage: **February 6**

Sponsorships will always be gratefully accepted and recognized on our website and in subsequent materials.

**SEE NEXT PAGE FOR  
PAYMENT DETAILS** 



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**Registration Checklist:**

**Have you submitted:**

- Convention Registration
- Exhibit Contract
- Sponsorship Options
- \$ Payment \$

**Remember!**

Hotel Rooms:

Call DoubleTree by Hilton Hotel Reservations at 309-664-6446 and ask for IMAWA group rate

**Reserve by January 29** for a room in our group block

**IMAWA Room Rate:**  
\$119.00/night king/double.

**After January 29 ALL rooms are subject to availability at likely higher price.**

Convention Registration:

Email or mail directly to IMAWA  
email [imawa@imawa.com](mailto:imawa@imawa.com)  
Phone: 217-585-2470  
toll free 888-791-2516  
(no fax!)

**Please notify IMAWA if any special accommodations are needed for any registrants.**

**SEND YOUR  
CONVENTION  
REGISTRATION FORM  
& PAYMENT TO:**

**Illinois Movers' and  
Warehousemen's  
Association**  
932 South Spring Street  
Springfield, IL 62704

Phone 217-585-2470  
e-mail: [imawa@imawa.com](mailto:imawa@imawa.com)

Description	Total \$\$
Total of <b>Full-Time People</b> Registrations (from other side)	\$
<b>Exhibits @ \$500</b> per EACH 8 x 10' booth space (each space includes I.D. sign, 6' skirted table and 2 chairs) <b>Note: Deadline to reserve exhibit is February 6, 2024</b> (see mandatory exhibit contract & registration form for more details)	\$
<b>Electricity</b> for booth space (standard outlet ) \$ 75.00  <b>LIMITED NUMBER OF BOOTHS WITH ELECTRICAL ACCESS</b> <b>ALL electrical hookups MUST be arranged IN ADVANCE through IMAWA or electricity will be denied on site</b>  (see exhibit contract signature page & registration form for more details)	<b>Electricity?</b>  <b>If YES, add \$75</b>  \$
<b>Convention and Event Sponsorships</b>  <b>Thank you for your generosity.</b> Sponsorships help keep registration fees down. The earlier you respond, the sooner we can begin publicizing your sponsorship! <b>(See Sponsorship Opportunities or call us with your ideas.)</b>  1st Choice if you prefer to sponsor a specific item or event:  _____	\$
<b>Commercials</b> Gold, and Silver sponsorship categories include some commercials. You may purchase additional commercials to promote your company @ \$100 per slide.  <b>How Many ADDED Commercials @ \$100.00 per slide?</b> _____	\$
<b>3' x 5' Banner</b> Qty _____ @ \$250.00 each Full color, vinyl logo banner for display in general session room. <b>All banners remain the property of IMAWA.</b>	\$
Credit Card Number: _____ Name as it Appears on Card: _____ Zip Code: _____ Expiration Date: _____ CVV Code: _____ There is a \$ 10.00 processing fee to pay via credit card.	
<b>Total amount of check enclosed</b>	<b>\$</b>

**Because of meal guarantees, you must cancel in writing by February 6, 2024 to receive a refund. No refunds will be given after February 6. Substitutions are welcome.**



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**SPONSORSHIP  
OPTIONS**

**Note these deadlines:**

February 6 for all \*banners  
February 6 for commercials and  
on-site printed convention signage

February 6 to reserve exhibit  
space

**All members are invited to be a convention sponsor, helping us provide quality programming at affordable prices. "You're welcome to submit your own power point slide for your individual "commercial" or we'll design it for you.**

**Commercials run continually in the expo area during all meals, breaks, and events.**

**Gold Level Perks**

- 2 Convention Registrations
- 2 Video Commercial
- Display Company Banner \*
- Logo on printed materials & signage
- Noted in Friday Update & IMAWA Website



**GOLD  
SPONSOR**

**\$ 2,000**

**Silver Level Perks**

- 1 Convention Registration
- 1 Video Commercial
- Display Company Banner \*
- Logo on printed materials & signage
- Noted in Friday Update & IMAWA Website



**SILVER  
SPONSOR**

**\$ 1,000**

**Bronze Level Perks**

- Included in one group commercial listing all sponsors
- Logo on printed materials & signage
- Noted in signage, Friday Update, & IMAWA Website



**BRONZE  
SPONSOR**

**\$ 500**

**\* Banners** are 3' x 5' full color vinyl with your company's logo. **All banners remain the property of IMAWA.** Fees cover banner display in general session room throughout the convention. If you wish to order additional vinyl banners for your own use, we are happy to help you order from our supplier



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EVENT  
SPONSOR  
OPTIONS

**All members are invited to be an Event Sponsor.  
Event sponsors will have their company displayed  
throughout the event sponsored.**

<b>Cocktail Reception Sponsor</b>	<b>\$ 1,000.00</b>
<b>Lanyard Sponsor</b>	<b>\$ 1,000.00 (plus cost of lanyards)</b>
<b>Name Badge Sponsor</b>	<b>\$ 750.00</b>
<b>Lunch Sponsor</b>	<b>\$ 750.00</b>
<b>Breakfast Sponsor</b>	<b>\$ 500.00</b>
<b>Program Sponsor</b>	<b>\$ 500.00</b>
<b>Raffle Sponsor</b>	<b>\$ 500.00</b>
<b>WIFI Sponsor</b>	<b>\$ 500.00</b>
<b>Break Sponsor</b>	<b>\$ 250.00</b>
<b>Coffee Sponsor</b>	<b>\$ 250.00</b>



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**Exhibitor Contract Signature Page**

**You must sign and return this page today to guarantee an exhibit space.**

**Event registration is separate from exhibit fees**

**Cost for electricity is \$ 75.00**

**You must reserve electrical hookup in advance directly with IMAWA,  
or service will be denied on site.**

**I have read and I accept the terms** of the Exhibitor Contract (see following two pages) for the IMAWA convention to be held at **DoubleTree by Hilton Hotel - Bloomington, IL**  
**I understand** that **event registration and electricity for the booth are not included with the exhibit fee** and except registrations included with Gold and Silver sponsorships and that **all exhibit personnel must register** to be admitted to exhibit floor.

Signed: \_\_\_\_\_

Company: \_\_\_\_\_

Date: \_\_\_\_\_

**about  
ELECTRIC  
OUTLETS:  
LIMITED  
NUMBER**

**ALL electrical hookups MUST be arranged in advance through IMAWA.**

Make your electrical hookup arrangements on your convention registration form provided by IMAWA. **If you do not make these arrangements in advance, you will be refused electricity on site.** Limited numbers for access to electrical outlets; first come, first served.

**YES. I will need electricity.** I will confirm this on my convention registration form. **I understand the separate charge is \$75.00 and that I will be denied electricity on site if I do not request it in advance.**

**NO. I will not need electricity.**

**ACTION  
REQUIRED**

**To reserve an exhibit space, you must complete & return this signed page to**  
Illinois Movers' and Warehousemen's Association  
**DEADLINE: February 6, 2024**

- or e-mail scanned, signed copy to imawa@imawa.com**
- or mail with your event registration form to:**  
Illinois Movers' and Warehousemen's Association  
932 South Spring Street—Springfield IL 62704



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Exhibitor Contract Terms: *Page 1 of 2*

Thank you for making the decision to exhibit! We appreciate your support and look forward to welcoming you to our annual convention. Please read the following exhibitor contract terms and then EMAIL or MAIL back to IMAWA the Exhibitor Contract Signature Page to guarantee space.

### Sponsorship & management

Exhibit space in connection with the IMAWA convention is under the control of the Illinois Movers' and Warehousemen's Association. Each exhibitor is required to sign and return to IMAWA the Exhibitor Contract Signature Page to acknowledge and agree to these terms.

**Exhibits and electricity MUST be reserved by February 6, 2024 to guarantee your placement.**

### Registration and Admission

**Everyone must register and acquire a badge, even if attending only the exhibit area.** The convention is not open to the general public. Admission to any of the convention functions and activities, including but not limited to the exhibit area, is limited to those individuals who have properly registered and paid the registration fee for the convention events and who are identified with an IMAWA convention name badge.

### Arrangement of exhibits

Booth assignments will be designated by IMAWA. **No booth assignments may be changed without express permission of IMAWA staff.**

Indoor exhibits are \$500 per booth and include:

- 8 ft. x 10 ft. booth (pipe & drape)
- identification sign for booth
- skirted 6' display table + 2 chairs
- prime exhibit time adjacent to general meeting space, with meals & social events in the exhibit area.

**Electrical Hookup is \$75.00 and MUST BE RESERVED IN ADVANCE**

Additional booths are \$500 each; you may consolidate several into one larger space.

## **Exhibit Showcase Hours**

**Tuesday Evening - February 20th**

**5:00 to 7:00 p.m.** — Cocktails with exhibitors.

**Wednesday, February 21st**

- **7:30 to 9:00 a.m.** — Breakfast with Speaker
- **10:00 to 10:30 a.m.** — Coffee Break
- **12:00 to 1:30 p.m.** — Lunch with Speaker

***Exhibit hall is open during general sessions & breakout sessions.***

You may dismantle your exhibit after lunch on Wednesday. Please be courteous and wait until guests have moved to the general session room for the afternoon program.

*Exhibit hours may be changed without notice.*

**Extra and/or special tables, extra chairs, etc., must be arranged in advance through IMAWA at a separate charge. Please register early to avoid last-minute angst for everyone!**

All exhibitors shall arrange their displays so they use only the booth area contracted for, and in such a manner as to recognize the rights of other exhibitors, and to conform to the overall pattern developed for the exhibit area. Exhibit display must not obstruct traffic flow or the view of the adjacent booths. No materials are to be attached, in any manner, to the hotel's walls, floors, ceilings, columns, or fixtures.

**No sharing or subletting of space without express permission of IMAWA staff.**

**IMAWA and the Hotel assume no liability for loss of or damage to any exhibit materials or contents. You are responsible for the safety and security of your exhibit & contents.**

contract terms continued next page







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**Exhibitor Contract Terms: *Page 2 of 2***

Exhibitor shall be fully responsible to pay for any and all damages to property owned by the Hotel, its owners, or managers which results from any act or omission of Exhibitor. Exhibitor agrees to defend, indemnify and hold harmless the Hotel and each of its respective affiliates and their officers, directors, partners, agents, members, managers and employees (collectively, the "Hotel indemnified parties") from and against any and all demands, claims damages to persons or property, losses and liabilities, including reasonable attorneys' fees (collectively "Claims") arising out of or caused by the Exhibitors or its members', agent's, employees', independent contractors' negligence in connection with the use of Hotel property, except to the extent and percentage attributable to the negligence of the Hotel indemnified parties.

Exhibitor's liability shall include all losses, costs, damages or expenses arising from or out of or by reason of any accident or bodily injury or other occurrences to any person or persons, including the Exhibitor, its agents, employees, and business invitees which arise from or out of Exhibitor's occupancy and/or use of the exhibition premises, the Hotel or any part thereof. The Exhibitor understands that the Hotel does not maintain insurance covering the Exhibitor's property and that it is the sole responsibility of the Exhibitor to obtain such insurance.

**Procedure for Set-up:**

Setup time for exhibits will begin Tuesday, February 20, 2024 at 1:00.

If you are unable to set up your exhibit on Tuesday afternoon, you may set up before 7 a.m. Wednesday morning. For the safety of our guests and smooth flow of the trade show, no set up will be allowed during breakfast.

Note: Please notice the set-up times and plan accordingly. No alternative setup is permitted without *express advance permission* from IMAWA staff!

**Take Down:**

For safety and to avoid disruption of the trade show area, booths may not be dismantled until after lunch on Thursday without express permission from IMAWA staff.

**Shipping of exhibit materials:**

**IMAWA and the Hotel will accept no responsibility for any exhibits shipped directly to the Hotel, and Hotel may assess you a receiving fee.**

***End. Please remember to complete & return the signature page to reserve your space.***