



SOUTHERN
WOMEN'S
SHOW²⁰¹⁷

SHOPPING / FOOD / FASHION
HEALTH / BEAUTY / FUN

september 22-24 charleston area convention center

CHARLESTON

EXHIBITOR KIT



WWW.SOUTHERNWOMENSSHOW.COM

WELCOME

Dear 2017 Exhibitor,

We are delighted to welcome you to the Southern Women's Show in Charleston!

We want to make sure that you and your business are fully prepared for the show. Included in this kit is everything you need to prepare for the show including general show information, rules and regulations and additional promotional opportunities.

Also included are helpful tips to maximize your participation and boost your results at the show. You will be competing with other exhibitors for the attention of the same show guests, so it is very important for you to have an eye-catching exhibit and get the exposure you deserve. You've made the right choice to exhibit at the Southern Women's Show in Charleston and we want to ensure that you capitalize on your participation and generate the best return on investment by standing out in the crowd!

Please take time to review these materials and be in touch if you have any questions or concerns. We are happy to help in any way. Let us know how we can help you succeed.

Sincerely,



Stacy Abernethy
Executive Show Manager
sabernethy@southernshows.com
704.494.7554



Ashton Powell
Assistant Show Manager
Apowell@southernshows.com
704.494.7546

For more information contact:

SouthernShows^{INC}

PO Box 36859 • Charlotte, NC 28236 704.376.6594 • 800.849.0248 • Fax 704.376.6345

www.SouthernShows.com

GENERAL INFORMATION

SHOW DATES

September 22-24, 2017

SHOW LOCATION

Charleston Area Convention Center
5000 Coliseum Drive
North Charleston, SC 29418

SHOW DAYS & HOURS

Friday, September 22: 10:00am - 7:00pm
Saturday, September 23: 10:00am - 7:00pm
Sunday, September 24: 11:00am - 5:00pm

PUBLIC SHOW ADMISSION

Adults \$12 at the Door
Youth (6-12) \$6
Under 6 FREE with Paying Adult

EXHIBIT SPACE RATES

\$10 per square foot
10' x 10' = \$1,000
10' x 20' = \$2,000
Exhibits 300 continuous sq. ft. or larger = 5% discount
Corner space \$100 extra not to exceed \$200
Floor covering is required for all exhibits (not provided).
All unfinished tables are to be draped to the floor.

SPACE RENTAL INCLUDES

- 8' high draped backdrop
- 3' high draped booth dividers
- Standard ID sign (7" x 44")
- General exhibit hall security
- Listing in official show program and on official show website
- Badges for staff
- Discounted admission tickets

EXHIBITOR DOCUMENTS ONLINE

The following documents are available online at www.SouthernWomensShow.com

- Exhibitor Kit
- Decorator forms
- Forms for electrical, telephone, internet and other utilities
- Information for creating your exhibitor website
- Show floorplan

1. MOVE-IN:

Wednesday, September 20: Noon to 6:00pm
Thursday, September 21: 9:00am to 7:00pm
Exhibits must be fully set up by Thursday, September 21 at 7:00pm

2. MOVE OUT:

Sunday, September 24: 5:00pm to 10:00pm
All products must be removed from the building by Sunday, September 24 by 10:00pm

3. EXHIBITOR CREDENTIALS:

- 100 square feet of exhibit space – 8 badges and 5 complimentary tickets
- 200 square feet of exhibit space – 12 badges and 10 complimentary tickets
- 300 or more square feet of exhibit space – 14 badges (with 2 extra badges for every additional 100 square feet) and 5 complimentary tickets for every additional 100 square feet

4. RULES FOR BADGE USE:

Exhibitor badges may be picked up at the show office. Each badge gains admission for one exhibitor.

All exhibit personnel MUST wear a badge while on the show floor. When leaving the show, exhibit personnel may return badges to the show office for safe keeping to be used again that day or another day.

Lost badges will not be replaced.

Additional badges must be purchased for \$12.

Badges may only be worn by individuals working in an exhibit.

SHOW CONTACTS

Stacy Abernethy, *Executive Show Manager*
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Ashton Powell, *Assistant Show Manager*
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apowell@southernshows.com

SPONSORED BY



GENERAL INFORMATION

5. EXHIBITOR GUEST TICKETS:

Boost traffic to your exhibit space! Take advantage of the opportunity to promote your participation by distributing guest tickets to your existing customers, prospects, friends and employees. Each exhibitor receives 5 complimentary admission tickets and additional tickets can be purchased at a discounted exhibitor rate. Exhibitor guest tickets are available in books of 10 for \$6 each. Tickets admit one person, one time only. TICKETS ARE NOT TO BE SOLD. See page 19.

6. SECURITY:

General security and door guards are provided in the exhibit areas from the beginning of Move-In to the completion of Move-Out.

7. AISLE SPACE:

Aisle space may not be used for exhibit purposes or for general solicitation of business.

8. FIREPROOFING:

All exhibits must conform to the Fire Marshal's regulations. Exhibit equipment must be flameproof and flammable liquids and gases are subject to special regulations. Food that produces grease laden vapors or cooking grease must be approved by the Fire Marshal in advance. Any exhibitor cooking at the show must have a fire extinguisher in their exhibit space.

9. SELLING OR SAMPLING FOOD:

The Charleston Area Convention Center has an exclusive food service contractor (Centerplate). No food or beverage may be brought in or delivered to the Convention Center with the exception of previously approved sample products distributed at exhibits. Food products sold from exhibit spaces must be packaged in bulk form and sealed for off-premise consumption. If you are sampling a food or beverage, the sample size must be 2oz. or less (or should fit in a standard 1-inch condiment cup). Each exhibitor sampling food must fill out the sampling form and return it to Southern Shows. Alcohol can not be sampled in exhibit space without a Centerplate employee. *The sampling form can be found on page 14.*

10. NOT ALLOWED:

Helium balloons, popcorn, stickers, enclosed exhibits or tent coverings larger than 10' x 10' area, straw, combustible materials.

11. VEHICLES:

Any vehicle in the exhibit hall must conform with fire regulations.

- Battery cables must be disconnected.
- Gas tanks must be taped shut or have a lockable gas cap, and must contain no more than a quarter tank of fuel.
- Exhibitors must work with Show Management to coordinate Move-In and Move-Out. Exhibitors are responsible for all spotting fees levied by the show decorator.

12. DIRECTIONS TO THE CHARLESTON AREA CONVENTION CENTER:

www.charlestonconventioncenter.com/getting-to-charleston-south-carolina/

13. PARKING:

Parking is available in lots A,B or C.

NEW THIS YEAR - FREE parking for exhibitors and show guests. *Parking map is available on page 15.*

14. TAXES:

South Carolina law requires vendors conducting sales in South Carolina to have a valid South Carolina retail license, report and pay the applicable sales tax. If you are an organization devoted exclusively to public or charitable purposes then you may be exempt from the retail license and sales tax requirements. Contact the Revenue Officer noted below to discuss your situation.

What you should do:

- Complete form SCDOR-111 Tax Registration Application (see pages 20-21).
- Pay the \$50 license fee with your application. *Please note that if your business ownership type is a Corporation or LLC you must register with the South Carolina Secretary of State before we can process your application. You may contact them at 803-734- 2158.*
- Submit your application to the address below.
**SC Department of Revenue
Attn. Kathleen Snyder, Revenue Officer
Charleston Office / Taxpayer and Business Services
2 South Park Circle Suite 100
Charleston, SC 29407**
- If you already have a valid SC Retail License, please provide the d/b/a and license number and send it to the Revenue Officer named above.
- If you are a public or charitable organization, please contact the Revenue Officer named above.
- Any questions, contact Kathleen Snyder (843.953.8339/ kathleen.snyder@dor.sc.gov)

15. CARPET/DRAPE COLORS:

Aisle carpet is pink and drape is white.

16. RETURN/EXCHANGE POLICIES:

Forms of payment accepted as well as return and/or exchange policies must be posted and show guests must be informed if purchase is a final sale item. Exhibitors should also provide receipts outlining policies for exchanges/returns and final sale.

GENERAL INFORMATION

17. SHIPPING ADDRESS INFORMATION:

Between August 28, 2017 - September 13, 2017:

Warehouse Shipping Address:

Exhibiting Company Name / Booth # _____

**SOUTHERN WOMEN'S SHOW
C/O FREEMAN / UPS FREIGHT
4150 AZALEA DR
CHARLESTON, SC 29405**

Items will be accepted as crated, boxed or skidded materials beginning Monday, August 28, 2017, at the above address. Material arriving after September 13, 2017 will be received at the warehouse with an additional after deadline charge. Warehouse materials are accepted at the warehouse Monday through Friday between the hours of 8:00am - 4:00pm. If required, provide your carrier with this phone number: 404.253.6494

*Warehouse closed on Monday, September 4, 2017 for holiday

Show site shipping address:

Exhibiting Company Name / Booth # _____

**SOUTHERN WOMEN'S SHOW C/O FREEMAN
CHARLESTON AREA CONVENTION CENTER
5000 COLISEUM DRIVE
NORTH CHARLESTON, SC 29418**

Shipments will accepted at the exhibit facility beginning Wednesday, September 20, 2017 at 10:00am. Shipments arriving before this date may be refused by the facility. Any charges incurred for early freight accepted by the facility are the responsibility of the Exhibitor. If required, provide your carrier with this phone number: 404.253.6494

OFFICIAL SHOW HOTEL



HYATT PLACE®

3234 West Montague Avenue, North Charleston, SC 29418

843.302.8600

www.charlestonairport.place.hyatt.com

Free parking and walking distance to the adjacent Charleston Area Convention Center

- Complimentary hotel-wide Wi-Fi Internet access
- Enjoy your complimentary a.m. Kitchen Skillet™ served daily, with hot breakfast items, fresh fruit, oatmeal and plenty more to choose from
- Grab 'n Go case: offers new sandwiches & greens from our Gallery Menu and bottled beverages for moments on the run
- Indoor Pool
- Self-service check-in/check-out kiosks
- Complimentary 24-hour Stay Fit® fitness center with Life Fitness® cardio equipment

PLEASE BE SURE TO ASK FOR THE SOUTHERN WOMEN'S SHOW RATE

\$139 for a standard King or Queen – All rooms also include a sofa bed.

August 26, 2017 is the deadline to receive discounted rate

RULES & REGULATIONS

Exhibitors shall be bound by the Rules and Regulations set forth herein, and by such amendments or additional rules and regulations which may be established by Show Management. References to 'Show Management' herein shall be deemed to include the Show, Show Sponsors, Endorsers, the facility, and duly authorized representatives, agents or employees of the foregoing.

1. PHYSICAL LIMITATIONS

Standard exhibits (one or more spaces in a straight line) will be confined to a maximum 8ft in the rear half of the space, and a maximum of 4ft in the front half of the space. If an exhibitor has three or more exhibit spaces in a line, the center space(s) (ones not adjoining other exhibitors) may extend 8ft high to the front of the exhibit.

Peninsula exhibits (four or more spaces back to back with aisles on three sides) may be 8ft high only in the center 10 ft off backline. All display fixtures and product must be configured to avoid blocking the sightline to adjoining exhibits.

Island exhibits (four or more exhibit spaces with aisles on all four sides). No height restriction. Pre-approved banners may be hung from the ceiling, over the exhibitor's space, in most buildings. Contact Show Management for size banners permitted, and cost to hang banners.

Exceptions to these rules may be granted by Show Management.

2. FLOOR COVERING

All exposed floor area within the exhibit must be covered with carpet or appropriate floor covering.

3. DECORATIONS

Materials and decorations used in exhibits must be flame resistant. Electrical wiring and equipment must conform with National Electrical Code Safety Rules.

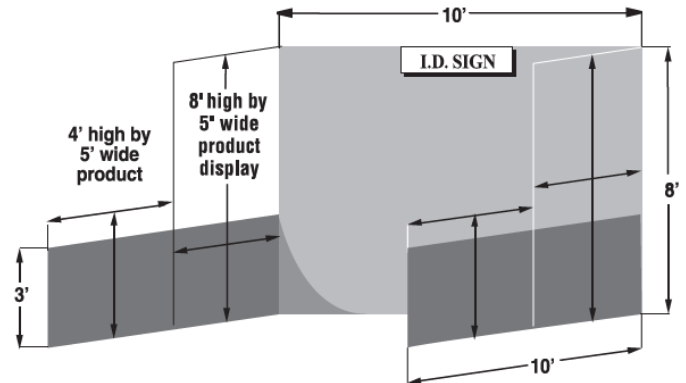
If equipment or machinery requiring special amperage, or appliances that might come under fire codes are planned as part of the exhibit, please contact show management regarding facility codes, and availability of necessary services.

4. UNFINISHED EXHIBITS

Displays adjoining other exhibits, or exposed to the aisles, must be finished out in a manner that is attractive when viewed by show guests and adjoining exhibitors.

5. EXHIBIT APPEARANCE

Exhibits must be kept in good order during all hours the show is open to the public. Show Management reserves the right to approve the character and content of all exhibits, as well as the right to remove product or decorations that do not meet approval.



6. BANNERS/SIGNS/WORDING OF SIGNS

All signs must be professional, of appropriate size and nature, and displayed within the limits of the leased exhibit space. The use of plastic or oilcloth banners is discouraged. Show Management reserves the right to remove any sign deemed unacceptable, and will not approve signs such as the following: Truckload Sale; Going Out of Business; Wholesale Prices.

Note: Only island exhibits may hang pre-approved overhead signs and banners.

7. USE OF COPYRIGHTED & TRADEMARKED MATERIAL

Exhibitors are responsible for procuring the rights to copyrighted and trademarked material used in conjunction with their participation in the show, and for any consequences, fees and fines resulting from improper use. Materials include, but are not limited to, music, photographs, video, and logos. Uses include, but are not limited to, the exhibitor's exhibit in the show, material distributed at the show, material posted to exhibitor-created pages on the Southern Shows Inc. website and other online entities related to the show, and materials provided to Southern Shows Inc. for promotion of the exhibitor. The exhibitor understands that the use of copyrighted and trademarked materials without prior consent from the copyright holder is a violation of copyright laws and that the exhibitor is fully responsible for any consequences of using such materials. Southern Shows Inc. does not monitor the use of exhibitors' materials, and takes no responsibility for such content.

RULES & REGULATIONS

8. STAFFING

Exhibit areas, with the exception of pre-approved static features, must be staffed throughout show hours.

9. USE OF EXHIBIT SPACE

Demonstrations, sales, solicitations, and use of circulars or promotional materials must be kept within the exhibitor's assigned space.

Exhibitors may not conduct or solicit business beyond the confines of their exhibit.

Mascots and costumed company representatives must remain within the confines of the leased exhibit space, unless 'roaming' has been approved by Show Management.

Materials promoting other events, as well as products and/or materials not related to the exhibiting company, are prohibited. Advertising, circulars, catalogues, folders, or devices shall not be distributed or placed in the aisles, registration areas, or other public show areas.

Any activity that results in obstruction of aisles, or nearby exhibitor's space will be suspended until congestion problem is solved.

10. SOLICITATION

Exhibitors are prohibited from soliciting other exhibitors, except from within their own assigned exhibit space. Non-exhibiting firms or organizations are not permitted to solicit business within the show.

11. NOISE

Exhibits which include the operation of equipment, musical instruments, radios, A/V equipment, public address systems, or any noise-making machines must be arranged inside the space, so that resulting noise does not disturb adjacent exhibitors and their patrons. Use of microphones must be approved by Show Management.

12. FOOD

The sale, sampling or distribution of food or beverages for consumption on the premises must be approved by Show Management. Check with Show Management about specific facility and health department rules and costs in each city.

There is a sampling form that must be submitted by exhibitors to Show Management for approval by the facility. See page 13.

13. PRIZES, LOTTERIES AND RAFFLES

Winners of contests promoted at the show must be selected at the show, and winner's names provided to Show Management. Any advertising or promotion which involves attracting show guests to an exhibitor's location by any inducement which might be construed as a lottery, is strictly prohibited. Drawings

or contests must comply with local, state and national guidelines. Every exhibitor is charged with knowledge of national, state, and local laws governing games of chance, lotteries, raffles and the like.

14. FIRE, HEALTH REGULATIONS

Exhibitors are charged with knowledge of all laws, ordinances, and regulations pertaining to health, fire prevention, customs, and public safety, while participating in any exhibition (show) produced by Southern Shows, Inc. Compliance with such laws is mandatory, and the sole responsibility of the exhibitor. If you are unsure of or unfamiliar with local laws, please request copy of same from Show Management.

15. DAMAGE TO FACILITIES

Exhibitor will be charged for any building and/or grounds damage caused by exhibitor, exhibit personnel, or sub-contractors of the exhibitor. Additionally, exhibitor will be charged for removal of paint, oil, grease, adhesive tapes, floor abrasives, or for excessive debris left in the exhibitor's space.

16. MATERIAL LEFT AT SHOW

Exhibitor agrees that Show Management, without incurring any liability for damage or loss, has the right to dismantle and pack property that has not been removed prior to established move-out day and time. Such dismantling and packing will be at the sole expense of the exhibitor. Exhibitor agrees, with respect to any exhibit material or property of the exhibitor for which shipping arrangements have not been made, that Show Management shall have the right and authority to clear such property from the exhibition premises, designate carrier(s) for its return, send it to public or private storage, or otherwise dispose of it, without incurring any liability therefore. Cost of such removal, return, storage, and other disposition shall be charged to and paid by the exhibitor.

17. USE OF SHOW GUEST REGISTRATIONS

Any names or data collected by an exhibitor as the result of a drawing, contest, or any other activity conducted at the show may be used only by that exhibitor and only for purposes relating to products demonstrated, sold or promoted at the show. An exhibitor accepting space in the show specifically agrees not to sell or give away any of the names collected at the show to any other individual or organization.

18. ASSIGNMENT OF SPACE

Space assignment is made in keeping with exhibitor's request, when feasible. Final determination of space assignment is made by Show Management, and assignments may be made or changed at any time when, as determined by Show Management, such change is in the best interest of the show.

RULES & REGULATIONS

19. CANCELLATION POLICY

All cancellations must be in writing. Facsimiles and emails are acceptable written forms. Cancellations received six months prior to the show date will be refunded the full amount paid at the time of cancellation, less a \$100 cancellation fee. Cancellations received between three and six months prior to the show date will be refunded any sum paid over the required 50% deposit. Cancellations received at any time during the three months prior to the show date will receive no refund.

Failure to setup within specified move-in times will result in forfeiture of exhibit space and all monies paid to date. Exhibit space can be reassigned at Show Management's discretion.

Exceptions are cancellations that occur within 48 hours of space request and confirmation. Space reserved and cancelled within a 48-hour period will receive full refund of monies received, with no cancellation fee.

20. TERMINATION OF SHOW OR CONTRACT

Show Management reserves the right to terminate the show if use or occupancy of the show premises is, or will be, materially interfered with by reason of fire, casualty, strike, embargo, injunction, act of war, act of God, unanticipated construction making the building unsuitable for occupancy, any other emergency, or any other act or event not the fault of Show Management during any period of time the availability of the said premises is critical to successful production of the show. It is expressly agreed that such a termination shall not constitute a breach of the contract. Should any contingency interrupt or prevent the holding of the show, Show Management will return such portion of the amount paid for space as may be determined to be equitable by Show Management after deduction of such amounts as may be necessary to cover expenses related to termination, including a reserve for claims in connection with the show.

If for any reason Show Management determines the location of the show should be changed, or the dates of the show postponed, no refunds will be made, but Show Management shall assign to the exhibitor, in lieu of the original space, such other space as Show Management deems appropriate, and the exhibitor agrees to use such space under the same Rules and Regulations.

The show and/or Show Management shall not be financially liable, or otherwise obligated in the event the show is cancelled, postponed, or relocated, except as provided herein. Show Management reserves the right to cancel the contract without further obligation at any time prior to Show opening by rescinding all future obligations under the contract.

Show Management may cancel the contract for cause if (a) exhibitor has failed to pay the total space rental 60 days prior to show opening; (b) exhibitor fails to perform any material term or condition of the contract; or (c) exhibitor refuses to abide by all rules and regulations established by Show Management for the show.

21. TRANSFER OR SUB-LEASING SPACE PROVIDED

Exhibitors shall neither assign nor sublet all or any part of the space rented without the permission of Show Management, and Show Management shall be under no obligation to grant such permission.

22. PRODUCTS AND SERVICES DISPLAYED AND SOLD MUST BE ACCORDING TO CONTRACT

Exhibitor may not exhibit or sell, in the space assigned, any goods or services other than those specified on the Exhibit Space Application (or approved in writing as an addendum to the contract by Show Management). Additionally, exhibitor may not exhibit in the space, or permit to be exhibited therein, displays or advertising materials of any sort bearing the name or form of advertising other than that of exhibiting company or approved sponsor.

23. ILLEGAL MERCHANDISE

Merchandise or services prohibited by law are not allowed in the show. This includes, but is not restricted to, unlawful reproductions of brand name merchandise.

24. OBJECTIONABLE MATERIAL

Merchandise and displays containing socially or otherwise objectionable graphics, symbols and/or language are not permitted. Acceptability is determined by Show Management. We recommend that you seek pre-approval of any items that may be subject to this regulation.

25. USE OF IMAGES

Southern Shows, Inc. reserves the right to use photographs and video taken of exhibitor, exhibit personnel, exhibitor's space or feature stage presentations. These photographs may be used only to promote Southern Shows, Inc. events.

26. INSURANCE

Exhibitors are required to provide an insurance certificate covering liability for exhibit contents, personnel and show guests within the exhibitor's assigned space. The certificate should list Southern Shows Inc. as an additional insured. The insurance limits on the certificate should be a minimum of \$1,000,000 for each occurrence and \$2,000,000 in the aggregate.

RULES & REGULATIONS

27. LIABILITY

It is expressly understood and agreed by the exhibitor that he/she will make no claim of any kind against Show Management for any loss, damage, theft, or destruction of goods or exhibit; nor for any injury that may occur to himself or his employees while in the exposition facility; nor for any damage of any nature, or character whatsoever, and without limiting the foregoing, including any damage to his business by reason of the failure to provide space for an exhibit or removal of the exhibit; or for any action of Show Management in relation to the exhibit or exhibitor. The exhibitor shall be solely responsible to his own agents, employees and to all third persons. Including invitees and the public for all claims, liabilities, actions, costs, damages and expenses arising out of or relating to the custody, possession, operation, maintenance or control of said leased space or exhibit and for negligence or grievances otherwise relating thereto. Exhibitor is also held responsible for his or her agents and employees performing on show stages. Exhibitor does hereby indemnify and hold harmless Show Management against any and all such claims as may be asserted against it.

28. DISCLAIMER OF RESPONSIBILITY

To the extent that Show Management does not have control over parking, food concessions, loading and unloading areas, or any and all other facilities and services used in, at, or in conjunction with the show, including equipment owned by the facility or show decorator, Show Management expressly disclaims responsibility for any aspect thereof. Show Management shall, to the best of its ability, serve as the liaison between the exhibitor and any such third party. Exhibitor agrees not to deal directly with any such third party without first notifying Show Management.

29. AGREEMENT ACCEPTANCE AND UNWRITTEN RULES

Upon acceptance of the Application/Contract by Show Management, it shall be a legal binding contract, provided that each party may cancel within the conditions of the contract. Show Management reserves the right to make and publish show rules and regulations for the conduct of the exhibitor, and the show generally. Further, Show Management reserves the right to make changes, amendments and additions to these rules and such further rules and regulations as it considers necessary for the good of the show. Any matters not specifically covered herein, or in the application/agreement or show prospectus, are subject to decision by Show Management, and its decision on any matters which may arise thereunder shall be final.

30. ADDITIONAL RULES AND REGULATIONS

Additional rules and regulations pertaining to specific shows may be included within the exhibitor kit available to each exhibitor.

15 TIPS TO MAXIMIZE YOUR PARTICIPATION

Quality exhibits attract quality audiences. Quality audiences generate quality sales! Boost your exhibit traffic and boost your results! No other form of advertising offers your customers the opportunity to see, touch, taste, feel and shop the way an exhibit does. Remember, you only have 5-7 seconds to catch a guest's attention. Make your first impression count!

Below are guidelines and helpful hints to help you create an attractive, memorable and productive exhibit, and to ultimately drive traffic to your exhibit.

1. Set goals. Preplan your exhibit for the best results. Scale out the space before arriving onsite, determine your physical needs, and determine the space you will need for demonstrations, customer interaction and sales. Then share your goals with your staff so they can help you accomplish your objectives.
2. Reach out to your customers in the area and invite them to come see you at the show. We can provide you with a special discount code for your customers to use to purchase online tickets or we can send you artwork for a discount coupon to share.
3. Work your social media – let your Facebook and Instagram followers know that you're part of the show. If you want to do a promotion and give away tickets to the show, let us know and we can help make it happen.
4. Do you send eNewsletters to your customers or have a calendar of events on your website? Let the world know that you're going to be at the show and to come see you. Maybe you might want to offer an incentive for stopping by your exhibit space.
5. Consider offering a bounce back coupon or incentive to drive traffic back to your retail store/website after the show.
6. Encourage your clients, friends and family to forward your show news to their friends -- you can offer them the same special discount code
7. Floor covering is required. It makes your exhibit space more attractive and helps your feet last longer! Also, hide unsightly table legs, boxes, supplies and extra materials by draping tables to the floor with floor length linens or table skirts. Carpet and table skirts are available through the show decorator.
8. Make sure to clearly identify your company and product. Place your signage at eye level or higher. Avoid unprofessional handwritten signs and vinyl banners. Show them your best image.
9. Do not overwhelm show guests with brochures and literature. Two-thirds of all brochures handed out to show guests are thrown away and forgotten. Meet your guests and hand them materials individually so that you make face to face contact.

15 TIPS TO MAXIMIZE YOUR PARTICIPATION

10. If you can demonstrate your product, do it! Add an activity or demonstration to draw attention to your space and attract show guests. Engage them!

11. Conduct a Register to Win promotion to drive traffic to your booth. Such promotions also allow you to create an effective database for follow up sales.

12. Your staff is the most important part of your exhibit. Carefully select and train exhibit personnel. Your staff should be knowledgeable about your product or service, should be approachable and inviting, should greet and communicate with show guests, and must be enthusiastic! 85% of show guests' first impressions are based on your staff. Remember, people buy from people! Train them, share your goals and get them to engage.

13. Sample, sample, sample! Women love to touch, taste and smell products before making the decision to buy. Offer them a sample of your product! It works!

14. Schedule time on one of our stages! Stage time is available FREE of charge to those exhibitors who want additional exposure onsite. And...performing on stage is a sure fire way to drive traffic back to your exhibit space. All stage schedules are promoted on the official show website, in the official show program, on show signage and through hourly PA announcements at the show. Sign up today!

15. Smile and have fun!

OUTSTANDING EXHIBITS WILL BE RECOGNIZED AND REWARDED!

Each exhibit display is awarded 100 points and deductions are made for the following:

1. No floor covering: -30
2. Tables not completely covered: -10
3. Unprofessional signs or vinyl banners: -10
4. Uninvolved personnel (eating, drinking, reading or missing from exhibit entirely): -10
5. Exposed boxes, excess stock, trash or other unsightly materials: -5
6. Company identity or product not clear: -5
7. Literature or product unprofessionally displayed: -5

CREATE YOUR FREE WEBPAGE AND COUPON

One of the benefits of exhibiting in a Southern Shows, Inc. event is the ability to promote your company through a free webpage tied to your listing on the show website. Along with your promotional page, you can also create a coupon to help attract show guests to your exhibit.

Your page should be designed to let show guests know what you will be doing at the show, should encourage them to look for you there, and should help them to easily find you after the show is over. This page, which you set up and control, can include:

- Your logo
- Photos of your product
- A description of your company and products
- A coupon to attract show guests to your exhibit
- Your website address

Shortly after you receive your exhibit space confirmation, you will receive an email letting you know your company has been posted to the show website. The email will provide you with instructions for setting up your page. If you have already established a webpage, it will encourage you to make sure it is up to date.

Once you create your webpage, it is yours to control and update as needed. There are several important things to know about your webpage:

- It is tied to the email address that you included on your application
- Your page, and any coupon attached to it, will post to the websites of all the Southern Shows, Inc. events that you are contracted for. Therefore, if you're in more than one show, you'll want to make sure the content (and coupon if you create one) applies to all shows. Or you will want to update it before each show.
- Even if you're only participating in one event each year, your website will re-post the next time you participate in that show. Therefore, you'll want to make sure the information is correct for the following year.

EXHIBITOR FOOD BOOTH PERMIT HOLD HARMLESS AGREEMENT

EXHIBITOR FOOD BOOTH PERMIT APPLICATION

Please fill out the information below and email the completed form to Ashton Powell at apowell@southernshows.com no later than **Monday, August 21, 2017** in order to be considered for sampling at the Southern Women's Show in Charleston. Samples must be 2oz or less. No alcohol can be sampled without a Centerplate employee.

Show: _____
 Date: From _____ To _____
 Exhibitor: _____
 Contact Person: _____
 Address: _____
 City/State/Zip: _____
 Phone Number: _____
 Fax Number: _____

Items to be Sampled	Size

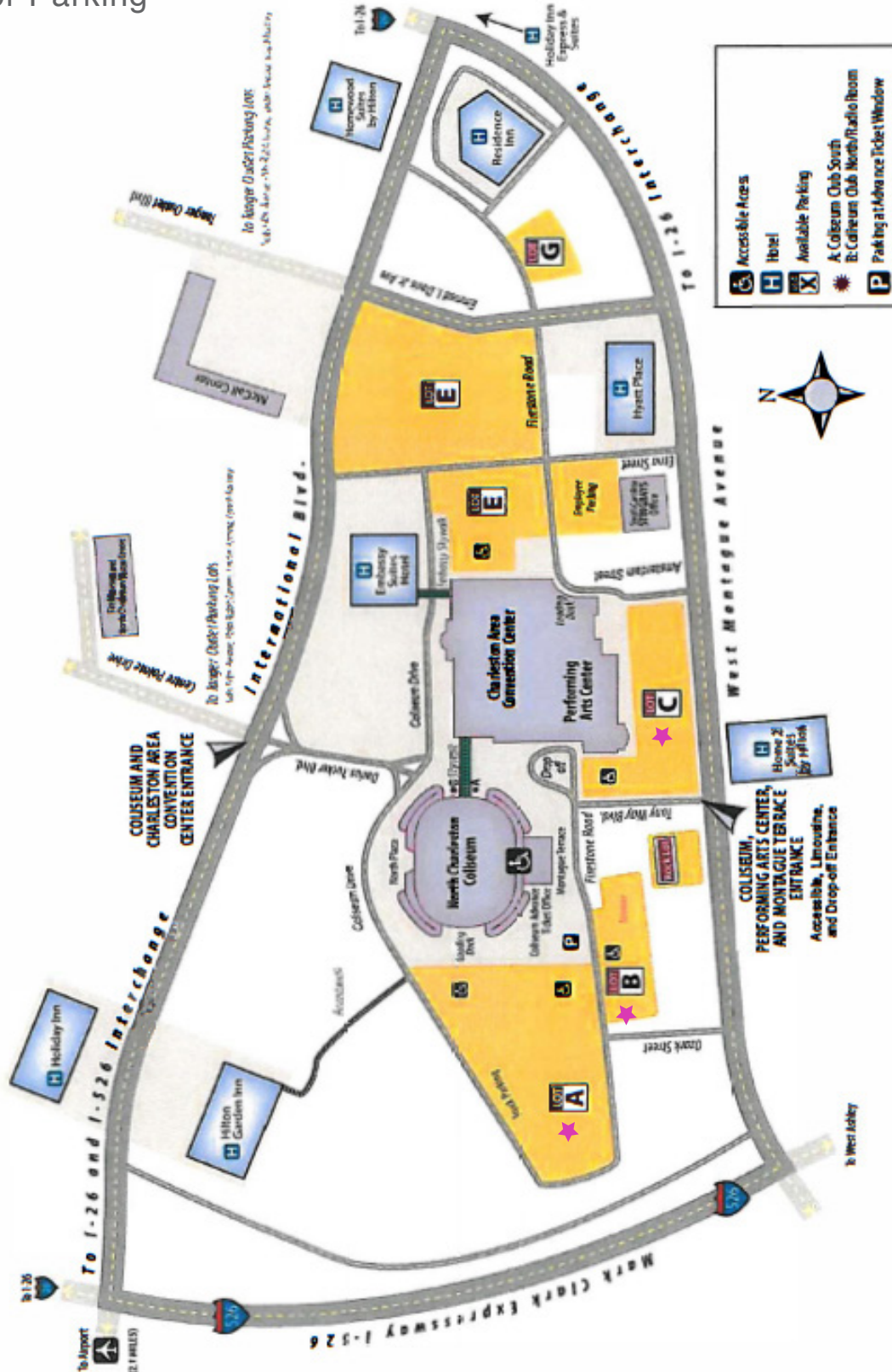
Exhibitor Food Booth Permit Hold Harmless Agreement

Notwithstanding the issuance of a Food Booth Permit by Centerplate, Exhibitor understands and acknowledges that Centerplate has no responsibility for the quality, preparation or storage of any beverages or food product to be sampled or dispensed by Exhibitor. Exhibitor must comply with all laws, rules and regulations applicable to the purchase, storage, preparation and dispensing of the beverages and food products covered by this permit. Exhibitor shall indemnify, defend and hold Centerplate and the City of North Charleston and their respective officers, owners, directors, employees, agents and affiliates harmless from and against any and all suits, claims, liabilities, judgments expenses (including attorney's fees and court costs), damages or losses, arising from the sampling, preparation, storage or dispensing of beverages and/or food products under the permit or at the show.

Exhibitor Name: _____
 Address: _____
 Signature: _____
 Print Name: _____
 Date: _____

PARKING GUIDE

✦ Exhibitor Parking



MAIN FASHION STAGE

The Main Fashion Stage is a main focal point of the show seating over 300 guests. Guests can enjoy fashion shows, dance routines and entertainment in this area. Dressing rooms, professional sound and light system, and skilled sound and light personnel are provided at the stage. Presentations should be no longer than 30 minutes and run every hour on the hour.

The Main Fashion Stage is promoted in the Official Show Program, on the Official Show Website and through onsite signage and announcements. Time on the Main Fashion Stage is available free of charge and must be requested by completing this form. Scheduling will be at the discretion of Show Management, whose objective is to present the best variety for visitors. Participants will be notified by email regarding the number of shows and times assigned. There is an opportunity for a dress rehearsal on Thursday, September 21st from 3:00pm - 6:00pm.

*Stage Dimensions: 24' Wide x 12' Deep | Runway: 12' Wide x 16' Long

Name _____

Company Name _____

Address _____

City _____ State _____ Zip _____

Telephone _____ Fax _____

Email _____

SHOW DAYS AND TIMES FOR PRESENTATION

Friday, September 22 hourly from 11:00am - 6:00pm; Saturday, September 23 hourly from 11:00am - 6:00pm;
Sunday, September 24 hourly from Noon - 4:00pm

1. Total number of performances requested _____

2. List days and times convenient for your performances (*please be as flexible as possible*) _____

3. Name of Emcee & Coordinator _____

4. Number of models per performance _____

**One complimentary model pass per performer will be available for pickup at the Show Office beginning Wednesday, September 20. For youth performers (under 16 years), one complimentary ticket will be provided for parent/guardian.*

5. Title of demonstration and name as it will appear in Show Program, Website and onsite signage (limit 50 characters)

Title of demonstration _____

Presented By (Company Name) _____

Please complete and submit request no later than 10 weeks prior to the show. Fax completed forms to 704.376.6345 or email/mail to the address below.

**Southern Shows, Inc. reserves the right to assign stage time based on availability*

QUESTIONS?

Stacy Abernethy, *Executive Show Manager*
704.494.7554 • 800.849.0248 x219
sabernethy@southernshows.com

Ashton Powell, *Assistant Show Manager*
704.494.7546 • 800.849.0248 x117
apowell@southernshows.com

SPOTLIGHT STAGE REQUEST

The Spotlight Stage is the perfect setting to present interactive demonstrations and workshops. The area is set theater style, seats approximately 20-30 people and is equipped with a podium, microphone, TV monitor and table for materials. Any visual aids/AV equipment (including laptop, cables, etc) needed for presentations are the sole responsibility of the presenter. Overhead lighting cannot be dimmed. Presentations should be no longer than 30 minutes.

The Spotlight Stage is promoted in the Official Show Program, on the Official Show Website and through onsite signage and announcements. Please mail a press kit and photo of the speaker if available.

Time on the Spotlight Stage is available free of charge and must be requested by completing this form. Scheduling will be at the discretion of Show Management, whose objective is to present the best variety for visitors. Participants will be notified regarding the number of shows and times assigned.

Name _____

Company Name _____

Address _____

City _____ State _____ Zip _____

Telephone _____ Fax _____

Email _____

SHOW DAYS AND TIMES FOR PRESENTATION

Friday, September 22 hourly from 11:00am - 6:00pm; Saturday, September 23 hourly from 11:00am - 6:00pm;
Sunday, September 24 hourly from 11:00am - 4:00pm

1. Total number of stage times requested _____

2. List days and times convenient for you *(please be as flexible as possible)* _____

3. Name of Emcee & Coordinator _____

4. Number of the speaker if different from above _____

**One complimentary ticket per speaker per day will be available for pickup at the Show Office beginning Wednesday, September 20.*

5. Title of demonstration and name as it will appear in Show Program, Website and onsite signage (limit 50 characters)

Title of demonstration _____

Presented By (Company Name) _____

Please complete and submit request no later than 10 weeks prior to the show. Fax completed forms to 704.376.6345 or email/mail to the address below.

**Southern Shows, Inc. reserves the right to assign stage time based on availability*

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PROMOTIONAL OPPORTUNITIES

PROMOTIONAL OPPORTUNITY #1: GRAND PRIZES (VALUED AT \$250)

If you will be doing a register to win for a prize worth \$250 or more please let us know. Guests will sign up to win these prizes during the show at your exhibit space. We will promote these grand prizes on our website. Registration for the prize must be in your space at the show, but the winner can be notified after the show. You must state when the winner will be notified. Added benefit: you build an effective database to that you can reach out to for additional sales throughout the year!

To participate please respond back to this email with the following information:

Number & Value of prize(s) _____

Description of prize(s) _____

Exhibitor Name & Company _____

We will also need a picture of the item for the website. Please attach to the email when you return form.

PROMOTIONAL OPPORTUNITY #2: NURSES' DAY

The Southern Women's Show is partnering with the SC Nurses Association to celebrate Nurses on Saturday with SC Nurses' Day! The Southern Women's Show along with the SC Nurse Association will promote this day to nurses in the area and encourage them to come to the show for special shopping deals! We'll provide signage at the entrance and promote the day pre-show to encourage guests to shop at the exhibits offering discounts. If you will provide a discount for nurses, please let us know!

To participate please respond back to this email with the following information:

Exhibitor Name & Company _____

Confirm the % off you will offer to all nurses _____

PROMOTIONAL OPPORTUNITY #3: GIRLS NIGHT OUT AND MOTHER DAUGHTER DAY

Friday and Saturday Night will be Girls Night Out and Sunday will be Mother Daughter Day! We would love for exhibitors to offer specials or gifts with purchase that relate to Girls Night Out or Mother Daughter Day. We will have a sign at the entrance indicating it is Girls Night Out and Mother Daughter Day as well as information on the website advertising these days. There will also be hourly prizes for Mother Daughter Day!

To participate please respond back to this email with the following information:

Exhibitor Name & Company _____

Description of the prize _____

Please return this form no later than Friday, August 25, to participate in any of the above promotions!
YES!! You can participate in more than just one!

QUESTIONS?

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704.494.7554 • 800.849.0248 x219
sabernethy@southernshows.com

Ashton Powell, *Assistant Show Manager*
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apowell@southernshows.com

HELP US SPREAD THE WORD

Are you a member of a club, organization, home party business, PTA or church group? Do you blog, send special mailings, E-News, or even payroll stuffers that could be used to promote the show and your participation?

Return this form and we'll send you two free tickets and an electronic E-News to forward or print for distribution at your next meeting or through mailings. All we ask is that you generate buzz about the show! Introduce the show to fellow club members, provide them with show dates, and encourage them to attend (and of course, to visit your exhibit space)!

Name _____

Company Name _____

Address _____

City _____ State _____ Zip _____

Telephone _____ Fax _____

Email _____

YES! SEND ME TWO FREE TICKETS AND....

Electronic E-news to print or send electronically

I plan to give them away at the _____ meeting on _____

This will be sent/given away to _____ number of people

Also, encourage your friends to attend the show by offering them your exhibitor discount! Exhibitor guest tickets are just \$6! This is a substantial saving....regular adult admission is \$12 per ticket!

YES! I'D LIKE TO ORDER....

_____ Exhibitor Guest Tickets *(Please indicate quantity.)*

A check for \$ _____ is enclosed

I'd like to pay by credit card

Credit Card # _____ Expiration ____ / ____ CWV Code _____ Amount \$ _____

Card Holder's Name as it Appears _____

Billing Address _____

City _____ State _____ Zip _____

Place ticket in the file to be picked up at Show Office.

Mail ticket to me in advance *(Must be ordered 2 weeks in advance)*

Please complete and submit request no later than 10 weeks prior to the show. Fax completed forms to 704.376.6345 or email/mail to the address below.

QUESTIONS?

Stacy Abernethy, *Executive Show Manager*
704.494.7554 • 800.849.0248 x219
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Ashton Powell, *Assistant Show Manager*
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**SOUTH CAROLINA DEPARTMENT OF REVENUE
TAX REGISTRATION APPLICATION**

INTERNET REGISTRATION: **SCBOS.SC.GOV**

Mail TO: SC DEPARTMENT OF REVENUE
REGISTRATION UNIT
COLUMBIA, SC 29214-0140



Please Print
Use Blue or
Black Ink

FOR OFFICE USE ONLY

SID# _____
W/H _____
SALES _____
USE _____
PARTNERSHIP _____
LICENSE TAX _____

SCDOR-111
(Rev. 8/15/12)
8048

Section A: Taxes to be Registered for This Business Location - Make Checks Payable to SCDOR

- Retail Sales/Accommodations License (**Section B - \$50 license tax is required**)
- Artist & Craftsman's License (**Section B - \$20 license tax is required**)
- Nonresident Withholding Exemption (**Section D**)
- Use Tax (**Section B - No fee required**)
- Withholding Tax (**Section C**)

1. Owner, Partnership, or Corporate Charter Name		2. FEIN _____ SSN _____	
3. Mailing Address (for all correspondence) _____ In Care Of _____ Street _____ City State ZIP		4. Type of Ownership <input type="checkbox"/> Sole Proprietor (one owner) <input type="checkbox"/> Partnership (two or more owners, other than LLP) <input type="checkbox"/> LLC/LLP filing as: <input type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Single Member <input type="checkbox"/> South Carolina Corporation Date Incorporated _____ <input type="checkbox"/> Foreign Corporation State and Date Incorporated _____ <input type="checkbox"/> Other (explain) _____	
5. Business Phone Number	6. Daytime Phone Number		
7. Email Address	8. Fax Number		
9. Physical Location of Business (No P.O. Box) Required For All Tax Types _____ Street _____ City County (Required) State ZIP		10. Is Physical Location within S.C. City Limits? <input type="checkbox"/> Yes <input type="checkbox"/> No Which city? _____ Are you an S.C. Resident? <input type="checkbox"/> Yes <input type="checkbox"/> No How long have you lived in S.C? ____ YR ____ MO	

Section B: Retail Sales/Accommodations/Artist & Craftsman License/Use Tax

In and out-of-state sellers. A retail license will not be issued to a person with any outstanding state tax liability.

11. Purchaser's Certificate of Registration for Use Tax: Effective Date of Registration _____ mm/dd/yy	
12. Is Your Business Seasonal? <input type="checkbox"/> Yes <input type="checkbox"/> No If yes, list months active: _____ You must file a zero return for active periods with no sales.	
13. How Many Retail Sales Locations Do You Operate in S.C. under Your Ownership? _____	
14. Trade Name (Doing Business As)	15. Location of Records (No P.O. Box)
16. Main Business (i.e., Retail Sales, Manufacturing, Service, etc.)	17. Anticipated Date of First Retail Sales mm/dd/yy
18. Type of Business	
<input type="checkbox"/> Agriculture, Forestry, Fishing, & Hunting (11) <input type="checkbox"/> Max Tax (Vehicles) (44) <input type="checkbox"/> Professional, Scientific, & Technical Services (54) <input type="checkbox"/> Health Care & Social Assistance (62) <input type="checkbox"/> Mining (21) <input type="checkbox"/> Retail Trade (44-45) <input type="checkbox"/> Management of Companies & Enterprises(55) <input type="checkbox"/> Arts, Entertainment, & Recreation (71) <input type="checkbox"/> Utilities (22) <input type="checkbox"/> Artists & Craftsman (45) <input type="checkbox"/> Administrative & Support, Waste Management & Remediation Services (56) <input type="checkbox"/> Accommodation & Food Services (72) <input type="checkbox"/> Construction (23) <input type="checkbox"/> Transportation & Warehouse (48-49) <input type="checkbox"/> Education Services (61) <input type="checkbox"/> Other Services (81) <input type="checkbox"/> Manufacturing (31-33) <input type="checkbox"/> Information (51) <input type="checkbox"/> Real Estate, Rental & Leasing (53) <input type="checkbox"/> Public Administration (92) <input type="checkbox"/> Wholesale Trade (42) <input type="checkbox"/> Finance & Insurance (52) <input type="checkbox"/> Durable Medical Equipment (44) <input type="checkbox"/> Real Estate, Rental & Leasing (53)	
19. Check If You Sell These Products	
<input type="checkbox"/> Motor Oil <input type="checkbox"/> Tires <input type="checkbox"/> Lead Acid Batteries <input type="checkbox"/> Large Appliances <input type="checkbox"/> Aviation Gasoline/Jet Fuel <input type="checkbox"/> Prepaid Wireless Cards <input type="checkbox"/> Service to Cellular and Personal Communications Users	

Complete Page 2 of This Form to Apply for Withholding Tax

80481013

Section C: Withholding Tax

Every employer having employees earning wages in SC must register for withholding. Other types of payments also require state tax withholding. See instructions for more information.

20. Check the box that applies to your business:

- 02 **Resident business:** Principal place of business is inside South Carolina.
- 05 **Nonresident Business:** Principal place of business is outside of South Carolina.

21. Filing Frequency:

- Quarterly:** Returns must be filed every quarter.
- 01 **Annual:** All employees are household employees, farmers, fishermen or ministers. Returns are filed at the end of each calendar year.

22. Anticipated Date of First Payroll (mm/dd/yyyy): _____

This date will be used as the open date of your withholding account, and returns must be filed beginning with this date regardless of activity.

Section D: Nonresident Withholding Exemption

Check the appropriate block to administratively register with the Department and claim exemption from nonresident withholding required by SC Code Sections 12-8-540 (rents and royalties), 12-8-550 (temporarily doing business or performing services in SC), or 12-8-570 (trust or estate beneficiaries). The exempt person agrees to be subject to the jurisdiction of the Department and the S.C. courts to determine S.C. tax liability, including withholding, estimated taxes, and interest and penalties, if any. Registering is not an admission of tax liability, and, does not, by itself, require the filing of a tax return.

See instructions for further information.

Main Business: _____

- I agree to file SC tax return
- I am not subject to SC Tax Jurisdiction (no NEXUS)

Section E: Name(s) of Business Owner, General Partners, Officers, or Members

Social Security Number	Name/Title/General Partners	Home Address	% Ownership

Social Security Privacy Act

It is mandatory that you provide your social security number on this tax form. 42 U.S.C 405(c)(2)(C)(i) permits a state to use an individual's social security number as means of identification in administration of any tax. SC Regulation 117-1 mandates that any person required to make a return to the SC Department of Revenue shall provide identifying numbers, as prescribed, for securing proper identification. Your social security number is used for identification purposes.

Upon completion of **both pages, sign and date the application below.**

I certify that all information on this application, including any attachments, is true and correct to the best of my knowledge.

SIGNATURE OF OWNER, ALL PARTNERS, OR CORPORATE OFFICER

TITLE

DATE

**MAIL TO: SC DEPARTMENT OF REVENUE
REGISTRATION UNIT
COLUMBIA, SOUTH CAROLINA 29214-0140**

If you have questions about this form, please call (803) 896-1350.