

# SOUTHERN WOMEN'S SHOW<sup>2018</sup>

SHOPPING / FOOD / FASHION  
HEALTH / BEAUTY / FUN

# OCTOBER 4 - 7

birmingham-jefferson  
convention complex

# 2018 exhibitor kit



SOUTHERNWMENSSHOW.COM



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SOUTHERN  
WOMEN'S  
SHOW<sup>2018</sup>  
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## WELCOME

Dear 2018 Exhibitor,

We are delighted to welcome you to the 2018 Southern Women's Show in Birmingham!

We are excited about plans for this year's show and want to make sure that you and your business are fully prepared and highly successful. Included in this kit is everything you need to prepare for the show, including general show information and Rule & Regulations.

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 send out and get the exposure you deserve. You've made the right choice to exhibit and we want to ensure the you capitalize on your participation and generate the best return on investment by standing out in the crowd!

Please take the time to review these materials and be in touch if you have an questions or concerns. Let us know how we can help you succeed!

Sincerely,



Beth Anderson  
*Executive Show Manager*

For more information contact:

**SouthernShows<sup>INC</sup>**

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

[www.SouthernShows.com](http://www.SouthernShows.com)

## GENERAL INFORMATION

### SHOW DATES

October 4 - 7, 2018

### SHOW LOCATION

Birmingham-Jefferson Convention Complex  
2100 Richard Arrington Jr. Blvd North  
Birmingham, AL 35203

### SHOW DAYS & HOURS

Thursday, October 4: 10am - 7pm  
Friday, October 5: 10am - 8pm  
Saturday, October 6: 10am - 7pm  
Sunday, October 7: 11am - 5pm

### 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](http://www.SouthernWomensShow.com)

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

### SHOW CONTACTS

Beth Anderson, *Executive Show Manager*  
704.376.3623, 800.849.0248 x107  
banderson@southernshows.com

Taylor Peavey, *Assistant Show Manager*  
704.494.7545, 800.849.0248 x115  
tpeavey@southernshows.com

#### 1. MOVE-IN:

Tuesday, October 2: 12pm - 7pm  
Wednesday, October 3: 9am - 7pm

#### 2. MOVE OUT:

Sunday, October 7: 5pm - 11pm

#### 3. EXHIBITOR CREDENTIALS:

- 100 square feet of exhibit space – 8 badges and 5 complimentary tickets
- 200 square feet of exhibit space – 8 badges and 10 complimentary tickets
- 300 or more square feet of exhibit space – 16 badges and 15 complimentary tickets (with 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 \$10.

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

#### 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.

Tickets admit one person, one time only.

TICKETS ARE NOT TO BE SOLD.



## GENERAL INFORMATION

### 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. NOT ALLOWED:

Helium balloons, popcorn, stickers, enclosed exhibits or tent coverings larger than 8' x 8' area, straw, combustible materials.

### 10. 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.

### 11. PARKING

Parking is available in various lots surrounding the BJCC starting at \$10. Limited street parking is also available.

### 12. ACCOMMODATIONS

Sheraton Birmingham Hotel  
2101 Richard Arrington Jr Blvd. North  
Birmingham, AL 35302  
205.324.5000  
Rate: \$129 per night  
Conveniently located across the street from the BJCC

### 13. CARPET/DRAPE COLORS:

Carpet: Pink  
Drapes: Black

### 14. TAXES:

All exhibitors who reside outside of Jefferson County are responsible for paying their taxes at the close of the show on Sunday, October 7. You will need to add a 10% tax to all sales. Tax forms will be available at the Show Office or from the tax collector onsite. The tax collector will provide envelopes. Only checks or cash will be accepted. If paying by check, please be advised that you will be paying THREE (3) government entities; the city, county and state. All payments are made separately, so please bring enough checks. You must pay your taxes at the conclusion of the show.

### 15. OFFICIAL GIFT BAG:

Be part of the Official Gift Bags that will be handed out at the front entrance to guests each day. You can reserve insert space for your promotional products, samples, coupons with special offers PLUS you may determine how many items you would like to include. Please contact us for more information.

### 16. RETURN POLICY:

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.

## 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 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.

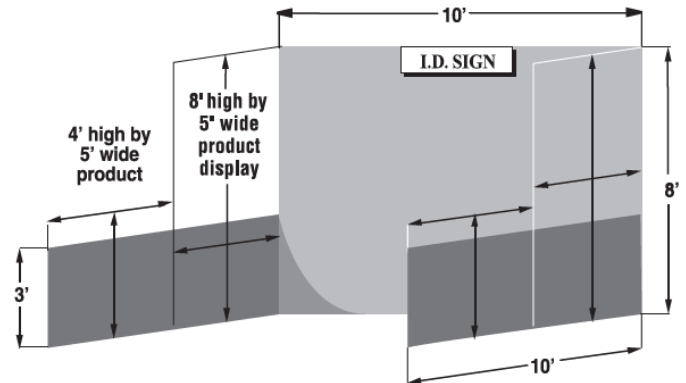
If equipment or machinery requiring special amperage, or appliances that might come under fire codes are planned as part of the exhibit, please contact show management regarding facility codes, and availability of necessary services.

### 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.

### 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.

# OCTOBER 4 - 7

# birmingham-jefferson convention complex



## 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. OBJECTIONAL 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 FOR MAXIMIZING 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 FOR MAXIMIZING 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.

## SPOTLIGHT STAGE REQUEST

*This form is to be printed, filled out, and faxed or emailed in.*

The Spotlight Stage is the perfect setting to present interactive demonstrations and workshops. The area seats approximately 30-50 people and is equipped with a microphone and table for materials. Projectors and overheads are not provided. Any visual aids needed for presentations are sole responsibility of the presenter. Overhead lighting can not 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 the 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 PRESENTATIONS

Thursday, October 4th hourly from 11:30am - 6:30pm; Friday, October 5th hourly from 11:30am - 7:30pm;  
Saturday, October 6th hourly from 11:30am - 6:30pm; Sunday, October 7th hourly from 11:30am - 4:30pm

1. Total number of stage times requested \_\_\_\_\_

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

3. Name of speaker if different from above \_\_\_\_\_

Check one:  Leave pass(es) at Show Office for pick up  Mail pass(es) to the address provided above

\*One complimentary ticker per speaker per day will be available at the Show Office beginning Wednesday, October 3rd.

5. Title of seminar/workshop and name as it will appear in Show Program, Website and onsite signage (limit 40 characters)

Title of seminar/workshop \_\_\_\_\_

Presented By (Company Name) \_\_\_\_\_

Please complete and submit request with 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

**SouthernShows<sup>SM</sup>**

Attn: Taylor Peavey  
P.O. Box 36859  
Charlotte, NC 28236

### QUESTIONS?

Taylor Peavey, Assistant Show Manager  
704.494.7545 • 800.849.0248 x115  
tpeavey@southernshows.com



## COOKING STAGE REQUEST

*This form is to be printed, filled out, and faxed or emailed in.*

The Cooking Stage is the perfect setting to demonstrate the latest in entertaining, introduce time saving recipes, and talk about healthy cooking. The working kitchen is equipped with a refrigerator, stove/oven and microwave. Running water is available in the prep area. Also provided is a professional sound and light system, including cameras and video monitoring, and seating for approximately 100 people. Presentations should be no longer than 30 minutes. Chefs are responsible for bringing their own cooking utensils, sampling supplies, groceries, and cleaning supplies. Note: Chefs must leave the Cooking Stage clean after each presentation.

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

Time on the Cooking 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 PRESENTATIONS

Thursday, October 4th hourly from 11:30am - 6:30pm; Friday, October 5th hourly from 11:30am - 7:30pm;  
Saturday, October 6th hourly from 11:30am - 6:30pm; Sunday, October 7th hourly from 11:30am - 4:30pm

1. Total number of cooking demonstration times requested \_\_\_\_\_

2. List days and times convenient for your demonstrations (*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, October 3rd.*

Check one:  Leave pass(es) at Show Office for pick up  Mail pass(es) to the address provided above

5. Title of demonstration and name as it will appear in Show Program, Website and onsite signage (limit 40 characters)

Title of demonstration \_\_\_\_\_

Presented By (Company Name) \_\_\_\_\_

Please complete and submit request with 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*

**SouthernShows<sup>SM</sup>**

Attn: Taylor Peavey  
P.O. Box 36859  
Charlotte, NC 28236

### QUESTIONS?

Taylor Peavey, *Assistant Show Manager*  
704.494.7545 • 800.849.0248 x115  
tpeavey@southernshows.com

## FASHION & ENTERTAINMENT STAGE REQUEST

*This form is to be printed, filled out, and faxed or emailed in.*

The Fashion & Entertainment Stage is a main focal point of the show seating 350 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 Fashion & Entertainment Stage is promoted in the Official Show Program, on the Official Show Website and through onsite signage and announcements. Time on the Fashion & Entertainment 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. There is an opportunity for a dress rehearsal on Wednesday, October 3rd.

Name \_\_\_\_\_

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

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_

### SHOW DAYS AND TIMES FOR PRESENTATIONS

Thursday, October 4th hourly from 11:00am - 6:00pm; Friday, October 5th hourly from 11:00am - 7:00pm;  
Saturday, October 6th hourly from 11:00am - 6:00pm; Sunday, October 7th hourly from 11:00am - 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, October 3rd.*

*For youth performers (under 16 years), one complimentary ticket will be provided for parent/guardian.*

Check one:  Leave pass(es) at Show Office for pick up  Mail pass(es) to the address provided above

5. Title of demonstration and name as it will appear in Show Program, Website and onsite signage (limit 40 characters)

Title of demonstration \_\_\_\_\_

Presented By (Company Name) \_\_\_\_\_

Please complete and submit request with 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*

**SouthernShows<sup>SM</sup>**

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### QUESTIONS?

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704.494.7545 • 800.849.0248 x115  
tpeavey@southernshows.com

## WOMEN LOVE TO WIN PRIZES

*This form is to be printed, filled out, and faxed or emailed in.*

Increase your exposure and drive traffic to your exhibit by offering a prize valued at \$500 or more! Generate buzz and excitement among show guests and give away gift certificates, dinner, vacations, memberships, gift baskets, or shopping sprees! You provide the gift and we'll help spread the word!

Name \_\_\_\_\_

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

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_

Description of Prize: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Value of Prize: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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

**SouthernShows**<sup>SM</sup>

Attn: Taylor Peavey  
P.O. Box 36859  
Charlotte, NC 28236

### QUESTIONS?

Taylor Peavey, *Assistant Show Manager*  
704.494.7545 • 800.849.0248 x115  
tpeavey@southernshows.com

## 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 fill out 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: FINDERS KEEPERS SCAVENGER HUNT

We are excited to once again host the "Finders Keepers Scavenger Hunt". Each day, we will hide gifts throughout the show. When a guest finds a gift, they keep it! Inside will be a certificate directing the guest to your exhibit space to collect their prize. Provide a prize to be given away one day or all four days. Your prize should be valued at approximately \$15. Please, no gifts with purchase.

To participate please fill out the following information:

Exhibitor Name & Company \_\_\_\_\_

Description of Prize \_\_\_\_\_

Number of Prizes \_\_\_\_\_

### PROMOTIONAL OPPORTUNITY #3: VIP SHOPPERS

A limited number of VIP guests will be given a shopping map highlighting your exhibit space, as well as a VIP lanyard pass, so you know who qualifies for the special discount. We'll provide signage indicating your exhibit as a VIP Shopping Stop, as well as pre-show promotion to highlight your exhibit. All you need to do is offer a discount (minimum of 20%), gift certificate or a complimentary service. We direct the shoppers to your exhibit to pick up the certificate, product or discount for immediate sales.

To participate please fill out the following information:

Exhibitor Name & Company \_\_\_\_\_

Description of Discount \_\_\_\_\_

Please return this form to [tpeavey@southernshows.com](mailto:tpeavey@southernshows.com) no later than Friday, August 31, to participate in any of the above promotions! YES!! You can participate in more than just one!

### QUESTIONS?

Beth Anderson, *Executive Show Manager*  
704.376.3623 • 800.849.0248 x107  
[banderson@southernshows.com](mailto:banderson@southernshows.com)

Taylor Peavey, *Assistant Show Manager*  
704.494.7545 • 800.849.0248 x115  
[tpeavey@southernshows.com](mailto:tpeavey@southernshows.com)



## HELP SPREAD THE WORD

Are you a member of a club, organization, home party business, PTA or church group? Do you post on social media, blog, send special mailings or e-news to promote your participation in the show?

**Make sure to follow and tag us on Facebook at @SoutherWomensShowBirmingham and Instagram at @SouthernWomensShow**

Return this form and you'll receive the materials you need to generate buzz about your exhibit at the show! Introduce the show to your club members, customers, and followers and encourage them to visit you there!

### OPTIONS

- Send me an electronic flyer for sharing via e-newsletters, on social channels or printing for distribution.
- Send me social graphics via email I can use to promote my participation in the show!
- I want to host a ticket giveaway on social media. Send me a ticket giveaway graphic. I will give away 5 tickets and send the first and last names of the winners to **asmith@southernshows.com** by **September 25**. Tickets will be waiting at will call under the last name of the winner.

Name \_\_\_\_\_

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

Email \_\_\_\_\_

*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 transactions over \$100 will incur a \$5 processing fee.)*

Credit Card # \_\_\_\_\_ Expiration \_\_\_\_ / \_\_\_\_ CVW Code \_\_\_\_\_ Amount \$ \_\_\_\_\_

Card Holder's Name as it Appears \_\_\_\_\_

Billing Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

- Place tickets in the file to be picked up at Show Office.
- Mail tickets to me in advance *(Must be ordered 2 weeks in advance)*

*Please complete and submit request no later than 2 weeks prior to the show. Fax completed forms to 704.376.6345 or email/mail to the address below.*

**SouthernShows<sup>SM</sup>**

Attn: Taylor Peavey  
P.O. Box 36859  
Charlotte, NC 28236

### QUESTIONS?

Taylor Peavey, *Assistant Show Manager*  
704.494.7545 • 800.849.0248 x115  
tpeavey@southernshows.com

## EXHIBITOR FAQ'S

### WHAT CAN I EXPECT FROM THE LOCATION AT THE BIRMINGHAM JEFFERSON CONVENTION COMPLEX?

Our location at the Birmingham Jefferson Convention Complex attracts a diverse audience from the heart of Birmingham and surrounding areas. Our location offers exhibitors exceptional space and a location that appeals to a young, savvy demographic (as well as the faithful who have made the show a part of their lives for more than two decades).

[Click here](#) to see a map of the Convention Center/downtown area.

### CAN YOU TELL ME ABOUT LOGISTICS AND WHAT TO EXPECT?

The Southern Women's Show is located in the North Exhibit Hall. The Show Office and registration desk is located on the main convention center floor lobby to the left of the Main Show Entrance.

- **Move-In:** The Convention Center is not a Union facility. Move-In is Tuesday, October 2nd from 12-7pm and Wednesday, October 3rd from 9am-7pm. If you have any questions prior to that time, please call Taylor Peavey at 704.494.7545. Move in will be through roll up door #1 and loading dock #2, which is across from the Sheraton.

[Loading Details](#) - Convention staff, security and show personnel will monitor, and exhibitors are expected to follow instructions of FM Convention Contractors staff manning the docks.

- No parking of vehicles in the loading docks with the exception of loading and unloading merchandise.
- The Convention Center does not provide carts or dollies.
- Exhibitors are expected to adhere to the hours provided by show management for loading in and out of the Convention Center.
- Carts and heavy conveyance are not permitted through any glass doors in the facility (this includes the main entrance.)
- Only hand-carry items are permissible from the main entrances.
- The Convention Center does not have a shipping and receiving department. Any drayage or exhibitor merchandise must be shipped directly to the decorator.

### HOW DO I MAKE ARRANGEMENTS FOR TECHNICAL NEEDS?

*NOTE: All technical equipment/needs must be ordered and paid for by September 21 to receive the advance rate. [Click here for forms.](#)*

- **Internet**
  - Ethernet is available for \$300.
  - Wireless Internet service is available per day, per device for \$9.95.
- **Phone Services**
  - Standard phone line - \$150
  - standard phone line with phone instrument.
- **Electrical Utility Outlets**
  - 110/120 V outlet, up to 20 Amps - \$70
  - Power Strip - \$20 each

For more info about Internet/Electrical/Phone accommodations, please call 205.458.8898 at the Birmingham-Jefferson Convention Complex or email the service desk at: [service.desk@bjcc.org](mailto:service.desk@bjcc.org)

### ARE FOOD AND CONCESSIONS AVAILABLE IN THE CONVENTION CENTER?

The concession area is located next to the main entrance, where you will find burgers, hot dogs, chicken tenders, french fries, salads, and other snacks.

### WHAT ABOUT HANDICAPPED ACCESSIBILITY OR SPECIAL ACCOMMODATIONS?

- All of the bathrooms are handicap accessible and provide a handicap stall.
- There are handicap ramps located through-out the building. Every level in the building is accessible by elevators as well as escalators.
- Wheelchairs are not provided.

### SOCIAL MEDIA

Take advantage of our social media presence.

- Like our Facebook page at- [facebook.com/southernwomensshowbirmingham](https://facebook.com/southernwomensshowbirmingham)
- Follow us on Instagram at [SouthernWomensShow](https://SouthernWomensShow)
- Tag your photos from the show with [#swsbirmingham](https://#swsbirmingham)
- Add us on Snapchat [@SouthernWShows](https://@SouthernWShows)

### ARE THERE SPECIAL RATES FOR EXHIBITORS AT AREA HOTELS?

Yes, we have a special rate at the Sheraton Birmingham Hotel, conveniently location across the street from the BJCC. The first 100 guests to reserve their room receive free wireless internet and discounted parking for \$6.

Sheraton Birmingham Hotel | 205.324.5000  
2101 Richard Arrington Jr Blvd. North, Birmingham, AL 35302  
Rate: \$131 per night **Advance rate deadline: August 29, 2018**

### WHAT RESTAURANTS ARE CLOSE TO THE CONVENTION CENTER?

- Todd English Pub:  
2221 Richard Arrington Jr Blvd N, Birmingham, AL 35203
- Texas de Brazil  
2301 Richard Arrington Jr Blvd N, Birmingham, AL 35203
- Mugshots Burger Bar  
2311 Richard Arrington Jr Blvd N, Birmingham, AL 35203
- Octane Coffee  
2221 Richard Arrington Jr Blvd N, Birmingham, AL 35203
- Subway - *located directly across the street The Southern*  
2301 Richard Arrington Jr Blvd North, Birmingham, AL 35203

We are here to help make your participation in the show a resounding success story. Please contact Taylor Peavey with the Southern Women's Show, 704.494.7545, if you have questions or need more information.

### FOR MORE INFORMATION:

BETH ANDERSON  
Executive Show Manager 704.376.3623  
800.376.0248 x107  
[banderson@southernshows.com](mailto:banderson@southernshows.com)

TAYLOR PEAVEY  
Assistant Show Manager 704.494.7545  
800.849.0248 x115  
[tpeavey@southernshows.com](mailto:tpeavey@southernshows.com)

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[www.SouthernShows.com](http://www.SouthernShows.com)