



Thursday-Saturday
October 1-3, 2015
Mystic Marriott Hotel & Spa
625 North Road, Groton, CT

*Jointly sponsored by the Mid-Atlantic, New England,
New York, and New Jersey Units of ACA International*

June 24, 2015

New for 2015 – Four ACA Units - 11 states!

Dear Preferred Supplier:

The Mid-Atlantic Collectors Association, New England Collectors Association, New Jersey Collectors Association and New York State Collectors Associations, state and multi-state units of ACA International representing over 400 collection agency members, will jointly host the **2015 Northeast Debt Collection Expo** with wide aiming areas of interest to credit and collection businesses, and credit professionals. The objective of this Expo is to provide a forum for innovative solutions to issues common within our industry.

If you are a preferred provider offering products or services of use to our market constituency, we believe the addition of your company to our exhibit hall forum will be of great interest to our attendees.

This Expo will be held on **October 1-3, at Mystic Marriott Hotel & Spa, Groton CT**, and will be attended by professionals involved in the credit and collection business, owners, managers, attorneys, and other representatives -- **the very decision-makers** who use your products and services.

Past Expos have been attended by a solid cross section of professionals, suppliers and vendors, and registrants have found previous programs to be worth the investment of their time.

We will be announcing the program by way of multiple email campaigns, along with a hard-copy mailer being **sent to over 600 ACA International members and prospective members located in nine states in the Mid-Atlantic and the Northeast regions**. *The event is open to all individuals--not just ACA members.*

Included here is more information regarding the event, including **Sponsorship Opportunities** that include your vendor booth fee and other benefits to amplify your involvement, along with vendor/exhibitor enrollment form.

If you have any questions or need additional information, please contact this year's event coordinator, Rose Jeffries (Mid-Atlantic Collectors) by phoning (717) 730-9745.

Thank you in advance for your consideration of this program and we hope we can count on your support at our October 1-3 event!

Sincerely,

Heath Adler, Vice President
New York State Collectors Association

Harry Albert, President
Mid-Atlantic Collectors Association

P.S. Members from 11 states and four ACA units will attend this event. Booth space is limited. To ensure your spot and to benefit from early-bird savings, be sure to enroll early.



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11 States representing 4 ACA Units*

SPONSORSHIP PROGRAM OVERVIEW

NEDCC '15 is a terrific opportunity to showcase your organization to more than 100 attendees who will gather Thursday-Saturday, October 1-3 at Mystic Marriott, Groton, CT to discuss both the management, and technical innovations and tools available to the collection industry. Prime sponsorship opportunities exist for this event. Please see the sponsorship information below. Sponsorship reservation form is also included. October 2 Private Reception (cash bar) and Mystic Ghost Tour is an additional \$125 per person.

Platinum Sponsor - \$5,000 (Limit: 1)

- One NEDCC Table-top booth (includes **TWO** attendee enrollments)
- Full-page company ad in digital program
- Company logo placed on event web site page with link to your web site
- Company logo in all printed advertisements promoting NEDCC '15
- Company name listed on all event-supported printed material including NEDCC pocket-agenda
- Lanyards with company name OR logo
- Booth number along with a description of products and services will be listed in the digital program
- Able to request printed labels (pre-meeting and post meeting) identifying attendees
- Ability to provide information at EXPO Registration table (brochure, flyer, etc.)
- Signs indicating sponsorship of Thursday's Welcome Reception and Friday Luncheon
- Opportunity to greet attendees and provide 5 min. overview of your company and services during the Reception
- Logo or company name on complimentary Jump Drive we provide to all attendees and containing full program, speaker presentations, bios, and Vendor descriptions.
- Two additional pages of company information loaded on complimentary flash drive.

Gold Sponsorship - \$2,500 (Limit: 2)

- One NEDCC table-top booth (includes TWO attendee enrollments)
- Full-page company ad in digital program
- Company logo placed on event web site page with link to your web site
- Company logo in all printed advertisements promoting NEDCC '15
- Company name listed on all event-supported printed material including NEDCC agenda
- Booth number along with a description of products and services will be listed in the printed program
- Able to request printed labels (pre-meeting and post meeting) identifying attendees
- Signs indicating your co-sponsorship of Friday and Saturday breakfast

Silver Sponsorship - \$1,500 (Limit: 4)

- One NEDCC table-top booth (includes a SINGLE attendee enrollment)
- Half-page ad in printed program
- Company logo placed on event web site page with link to your web site
- Booth number along with a description of products and services will be listed in the printed program
- Able to request printed labels (pre-meeting and post meeting) identifying attendees
- Signs indicating your co-sponsorship of Friday breaks

Bronze Sponsorship - \$1,250 (Limit: 8)

- One NEDCC table-top booth (includes a SINGLE attendee enrollment)
- Company logo placed on event web site page with link to your web site
- Booth number along with a description of products and services will be listed in the printed program
- Able to request printed labels (pre-meeting and post meeting) identifying attendees
- Quarter page ad in printed program
- Your name listed as sponsor



Exhibitor Sponsorship Opportunities

Includes cost of vendor booth and program ad.

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PLATINUM Sponsor - \$5,000 (Limit: 1)

Please enroll me as the sole, platinum sponsor of NEDCC '15. I have also completed the vendor enrollment contract listing my company information, along with information for our TWO (2) attendees covered by the level of sponsorship. Payment of \$5,000 along with the completed vendor enrollment contract will be forwarded via US Mail. This sponsorship includes ONE (1) table-top booth. October 2 Private Reception and Ghost Tour required extra fee.

GOLD Sponsor - \$2,500 (Limit: 2)

Please enroll me as a GOLD sponsor of NEDCC '15. I have also completed the vendor enrollment contract listing my company information, along with information for our TWO (2) attendees covered by the GOLD level of sponsorship. Payment of \$2,500 along with the completed vendor enrollment contract will be forwarded. October 2 Private Reception and Ghost Tour required extra fee.

SILVER Sponsor - \$1,500 (Limit: 4)

Please enroll me as a SILVER sponsor of NEDCC '15. I have also completed the vendor enrollment contract listing my company information, along with information for our ONE (1) attendee covered by the SILVER level of sponsorship. Payment of \$1,500 along with the completed vendor enrollment contract will be forwarded via US Mail. October 2 Private Reception and Ghost Tour required extra fee.

BRONZE Sponsor - \$1,250 (Limit: 8)

Please enroll me as a BRONZE sponsor of NEDCC '15. I have also completed the vendor enrollment contract listing my company information, along with information for our ONE (1) attendee covered by the BRONZE level of sponsorship. Payment of \$1,000 along with the completed vendor enrollment contract will be forwarded via US Mail. October 2 Private Reception and Ghost Tour required extra fee.

ALL SPONSORSHIP LEVELS: If you enroll in the "buy-in" for the October 2 private reception and Mystic ghost tour (\$125 per person), please note so in the right column, and add amount to sponsorship payment.

The information below applies only to the contact person for this sponsorship. You still need to complete the Vendor Contract Enrollment (Attached) and provide us with the name of the attendee(s) covered under the sponsorship level you select. If selecting to sponsor, 1) no additional vendor monies are necessary except if you elect to participate in the October 2 Private Reception and Ghost Tour; or 2) if you enroll additional attendees not covered under your level of sponsorship.

CHOOSE ONE: Please reserve the following sponsorship for our company. Payment is either enclosed, or will be forwarded immediately via USPS.

- PLATINUM (\$5,000)
- GOLD (\$2,500)
- SILVER (\$1,500)
- BRONZE (\$1,250)

NAME OF PERSON HANDLING THIS SPONSORSHIP

COMPANY NAME (AS IT WILL APPEAR IN ALL PUBLISHED MATERIAL)

STREET ADDRESS

CITY

STATE

ZIP

PHONE NUMBER

EMAIL ADDRESS

*Add-On Option _____ Number attending
October 2 Private Reception (cash bar) and
Mystic Ghost Tour at \$125 each.

\$_____ Sponsorship Total

\$_____ Total October 2 Buy-In for ___ People

\$_____ Total Payment Due

Important: Make check payable to **Mid-Atlantic Collectors Association. Mail form with payment to: NEDCC Expo, 116 Forest Dr., Camp Hill, PA 17011.** You may fax your reservation form to (717) 730-6786, and mail your check the same day. To verify remaining sponsorships, telephone Rose Jeffries by dialing: (717) 730-9745.



EXHIBITOR APPLICATION & CONTRACT

October 1-3, 2015
Mystic Marriott Hotel & Spa, Groton, CT
More Expo Info: Telephone Rose Jeffries at (717) 730-9745

Thursday, Friday, Saturday
Hotel Rate: \$159+++
Telephone (877) 901-6632
by 8/31/15 and ask for
NEDCC EXPO Rate.

EXHIBITOR INFORMATION

COMPANY NAME (AS IT WILL APPEAR IN ALL PUBLISHED MATERIAL)

ATTENDEE TITLE BADGE FIRST NAME

STREET ADDRESS

CITY STATE ZIP/POSTAL CODE

PHONE NUMBER FAX NUMBER

E-MAIL ADDRESS OF PERSON ATTENDING WEB ADDRESS

TERMS: A \$500 deposit must accompany this signed application/contract. Space will be reserved and confirmed only after payment is received.

This fee is for ONE attendee. Additional exhibitor-attendees may enroll at additional rate of \$225 using paper download.

BALANCE SHALL BE PAID IN FULL NO LATER THAN SEPTEMBER 15, 2015. Applications or contract may be submitted after SEPTEMBER 15, but must be accompanied by full payment.

CANCELLATION POLICY: The exhibitor must notify NEDCC Expo in writing no later than August 30 of intention to cancel or withdraw from the conference.

The exhibitor will be refunded all sums paid less \$500. After AUGUST 30, 2015, no refund of sums paid, and the exhibitor will be obligated to pay the total contract cost of the exhibit space as outlined in this contract. NEDCC Expo reserves the right to resell unpaid booth space, but unpaid balance still will be due.

Please sign and return this contract with payment to:

Mid-Atlantic Collectors
116 Forest Drive
Camp Hill, PA 17011
Tel (717) 730-9745
Fax (717) 730-6786

Send balance of payment no later than September 15, 2015

NEDCC EXPO USE ONLY
Contract is accepted. Space allotted is subject to change should circumstances require.

Date

Space(s) Assigned

PERSON IN CHARGE OF BOOTH RESERVATION (This individual will be a secondary contact for information only, not an attendee:

Name: _____
Phone: _____ **E-mail:** _____

CATEGORIES (Please check specialties only under one category. If more are checked, the first will be listed.)

- Consulting
 - ___ Mergers & Acquisitions
 - ___ Training
 - ___ Bad debt portfolios
 - ___ Communications solutions
- Letters
 - ___ Forms Providers/Printing/Mailing
 - ___ Return Mail Processing
- Equipment
 - ___ Dialers
 - ___ Telephone
 - ___ Collection Hardware
- Services
 - ___ ACH or Check Processing
 - ___ Check Servicing
 - ___ Fund Transfer
 - ___ International Services
 - ___ Scoring
 - ___ Skip tracing
 - ___ Staffing
 - ___ Data & Document Management
 - ___ Broadcast of Voice Messaging
 - ___ Collection Attorneys
- Software
 - ___ Billing
 - ___ Collection
 - ___ Dialer
 - ___ Skip
 - ___ Payment Solutions
- Other _____

EXHIBITOR FEES: \$500 deposit required to secure your reservation. Balance due 9/15/15. Includes one table. **Checks payable to Mid-Atlantic Collectors Association.**

- Early Bird Fee \$1000 Signed agreement and deposit received **prior** to 9/15/15
- Regular Fee \$1300 Signed agreement and deposit received **after** 9/15/15

_____ Total number of skirted tables requested @ \$1000, or \$1300 each if after 9/15/15.

\$ _____ Vendor Fee

\$ _____ Add \$125 Buy-In for Friday, October 2 Private Reception (cash bar) & Ghost Tour (limited to 70 people)

\$ _____ Total Due



EXHIBITOR APPLICATION & CONTRACT

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More Expo Info: Telephone Rose Jeffries at (717) 730-9745

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\$500 DEPOSIT (OR FULL PAYMENT) REQUIRED WITH CONTRACT. BALANCE DUE SEPTEMBER 15, 2015. Acceptance of this application by the undersigned constitutes a contract. As exhibitor, I have read and agree to abide by the rules of the EXPO TERMS which are deemed part of this contract. All of our exhibit staff attending will be informed of, and will abide by the rules governing this event. I understand this enrollment only covers one attendee. Additional representatives attend by completing paper enrollment and submitting with payment.

Signature _____ Title _____ Date _____

As part of our Vendor/Exhibitor package, NEDCC Expo will make available to attendees a description of your products/services which will introduce your company to our attendees. Below, please provide a 100 word description of your company's products and/or services. No preprinted materials with the company description unless it is an MS Word document containing the 100 word description. Descriptions provided that do not conform to these specifications will be edited to include ONLY the first 100 words appearing on the printed piece. (NEDCC Expo reserves the right to edit for space.)

NOTE: As part of your exhibitor benefit, your hyperlinked logo will appear on our Vendor Hall web page. **No logos will be uploaded and linked unless product description has been received.**

Send 300 dpi logo in jpg format to : rjeffries@midatlanticcollectors.org

Description of products/services (due with contract.)

Hotel Accommodations: Room Rate: \$159+++. Telephone Mystic Marriott Reservations by dialing during normal business hours, M-F: 1-877-901-6632. Request the special rate for the NEDCC Expo.

Room block expires 8/31/15 or when sold out.

Why exhibit at the NEDCC Expo 2015 Conference October 1-3? ACCESS!

- Conveniently located for your clients located in eleven states throughout New England and the Mid-Atlantic Regions.
- Regular attendance will be amplified by many of your current clients, and prospective clients.
- Exhibit hall open from Thursday afternoon through Saturday, Noon. Attendees are able to visit over 3 days.
- Opportunity to showcase your services and products to a concentrated audience comprised of *decision makers*.
- Booth number along with a description of products and services will be listed in the onsite program.
- Click-through company logo on NEDCC Expo Conference web page accessed by visiting the EXPO page found at www.midatlanticcollectors.org
- Pre-Event Registration provided as Excel file
- Fee includes **one paid registration** to event enabling you to join other regular program components and circulate with your customers. (Does not include Friday evening buy-in event.)
- Additional booth staff attend for \$225.
- Event registration held in Exhibit area
- Continental breakfasts, AM and PM breaks, reception, and Friday lunch all staged in exhibit area.

Questions? Telephone Rose Jeffries (717) 730-9745.

Northeast Debt Collection Conference & Expo
% MACA, 116 Forest Drive, Camp Hill, PA 17011

Phone (717) 730-9745 • Fax (717) 730-6786 • E-mail
rjeffries@midatlanticcollectors.org
midatlanticcollectors.org



OCTOBER 1-3, 2015
MYSTIC MARRIOTT HOTEL & SPA
625 NORTH ROAD
GROTON, CT

THURSDAY, OCTOBER 1

- 1:00 Unit Board Meetings: Mid-Atlantic, New Jersey, New York
- 3:00 NYSCA Annual Meeting (following NYSCA Board Meeting)
- 1:00 - 6:00 Vendor Set-Up (EXPO Hall)
- 6:00 - 7:00 EXPO Registration (EXPO Hall)
- 6:00 - 8:00 EXPO HALL Grand Opening & Cocktail Reception (EXPO Hall)

FRIDAY, OCTOBER 2

- 7:15 - 8:25 EXPO Registration, Continental Breakfast, and Networking (EXPO Hall)
- 8:30 - 8:35 Welcome and Opening Remarks
- 8:35 - 9:00 **ACA Update**
Patrick Morris, CEO (ACA International)
- 9:05 - 10:00 **Keynote Address: Collection is a Marathon: How to Achieve Greater Victory**
Matt Jones - Seven Continent Marathon Man
- 10:00 - 10:15 **Break (EXPO Hall)**
- 10:20 - 11:05 **What You Need to Know About Credit Reporting for Claims in NY**
Mitchell L Williamson, Esq. (Pressler and Pressler LLP)
- 11:10 - Noon **Lessons Learned for Running Your Agency**
Joshua Gindin, Esq. (Gindin Kessler LLC)
- Noon - 1:00 **Luncheon (EXPO Hall)**
- 1:05 - 1:50 **Beware of What You Mail: Letter Issues for Collectors in 2015 (Panel)**
Moderator: Robert H. Obringer, SVP Compliance (Phillips & Cohen Associates, Ltd.)
Michael Del Valle, Attorney (Sessions, Fishman, Nathan and Israel, LLC)
Richard J. Perr, Esquire (Fineman Krekstein & Harris, P.C.)
RevSpring (TBD)
- 1:55 - 2:40 **eOscar**
Chip Hellman, Consultant (Ontario Systems)
- 2:40 - 2:55 **Break (EXPO Hall)**
- 3:00 - 4:15 **Best Ideas**
Harry Strausser III, President (The Remit Corporation)
- 5:00 - 8:30 **Optional: Private Reception and Mystic Ghost Tour (Pre-Paid Registration Required)**
Benefits ACPAC Administrative Fund



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SATURDAY, OCTOBER 3

- 8:00 - 9:00** **Continental Breakfast (EXPO Hall)**
- 9:05 - 10:00** **What to Expect on the Compliance Horizon**
Richard J. Perr, Attorney (Fineman Krekstein & Harris)
- 10:05 - 10:30** **Break & Door Prizes (EXPO Hall)**
- 10:30 - 11:15** **501r Final Regulations for Charitable Hospitals**
Debra J. Ciskey, Compliance Officer (Wakefield and Associates Inc.)
- 11:20 - Noon** **Training in the Compliant Age**
Rick Doane, President (Sunrise Family of Companies)
- Noon** **NEDCC EXPO Adjourns - Lunch on Own**