

## MEDIA KIT & PROSPECTUS



STRATEGIC ADVERTISING PARTNERS:

Brides

WEDDING



### Partial Client List-Full List Available Upon Request

### More than 1,000 companies exhibit yearly.

a.

Abbington Banquets Admit One DJs A La Carte Entertainment American Express Travel American Family Insurance American Laser Centers Amy Beck Cake Designs Andrew's Garden Anthony Gowder Designs An Enchanted Evening Aries Charter Transportation Arthur Murray Dance Studios Awesome DJs

b

Baird & Warner Baking Institute Barbados Tourism Board Bed Bath & Beyond Bella Bianca Bridal Couture Bloomingdales Registry Blue Daisy Floral Design Bridal Elegance of Ottawa Bridal Elegance of Ottawa Bridal Salon at Macy's Brides By Demetrios Britany Lynn Studios Britzan Couture Broadway in Chicago Buca Di Beppo's

**C**----

Caffe Gelato Cage & Aquarium Cakefections Cattelya Bridal & Floral Carson Pirie Scott & Co. **Cary Travel Express** Chicago Party Rentals Chicago Social Brides Chiro One Classic Chassis Cliento Photography Coldwell Banker Concept One Photography Countryside Flowershop Couture Cupcake & Cafe Creative Cakes Cruises, Inc.

d.

David Mark Photography DBY Events & Invitations Dear Emily Invites Dental One Partners Derreck Matichak Video Direct Buy Divine Designs & Events DJs For You Donna's Custom Flowers Doubletree Hotels Dream Vacations Drury Lane Theater Dutch Girl Photography

Eaglewood Resort & Spa Edward Fox Photography Edward Weiland Photography Elysia Root Cakes Embassy Suites Chicago Eminjayin Productions Essence Photo & Video Ethan Lord Jewelers Eva's Bridals of Oak Lawn Eva's Bridals on LaGrange Exquisite Designs Floral Exquisite Limousine Extreme Sounds Entertainment

f.....

g

#1 Flowers & Gifts Famous Dave's Catering Fifth & Main Productions First Choice Travel & Cruise Floral Events Formally Modern Tuxedo Francia Bridal Fred Astaire Dance Studios

Geneva National Golf Club George Street Photo & Video Georgio's Banquets Gibson's Steakhouse Glen Abog Photography Gloss Photography Studios Grand DJ Entertainment Grand Geneva Resort Greenstar Paperie

#### h....

Hand & Stone Massage Hilton Oak Lawn Hotel Orrington Hotel Sax Chicago Hyatt Regency Hotels

i.....

I Do Photobooths Image Icon Photography Initials Island Getaways Itasca Country Club

Jacob Henry Mansion James & Sons Jewelers Jenny Taylor Boudoir Photography John Amico Salon Jos A. Banks Joshua Albanese Photography

#### k....

Karen Scobbie Cakes Karry-A-Tune Chicago Kesh Events Kiss Cinema Kina Wicks Photography Kissed by the Sun Creations Knits & Knots

#### .....

Lavish Weddings Lazaro Leeson's Cakes Lena Lee Photography Lia Sophia Jewelry Liberty Travel Life's Sweeter Side Lisa Hoppe Travel Consulting Loudbyte Cinematography Lovies Letter Loyola University Chicago Lucky Invitations

#### m

Macy's Gift Registry Maria Elena Headpieces Mario Tricoci Hair Salons MaryKay Cosmetics Marriott Hotels & Resorts MDM Entertainment Men's Wearhouse Mexico Tourism Board MI Homes Mount Prospect Flowers

#### n

Nadeau's Ice Sculptures Nakasato Photography Naples Bakery National Bakery Natural Beauty Med Spa Neriphoto Nightlife Entertainment Nikki Winter Photography NV Makeup Artistry

### 0-----

Oak Mill Bakery Off The Avenue Event Planning Okyne Medialab Omni Chicago Hotel Origami Owl Our Decor Events & Floral Designs

Palace Resorts Peggy's Passion for Flowers Pink Shell Beach Resort Pottery Barn Prabha Petals Premier Bride Magazine Prestige Wedding Decoration

#### r.....

R3MG Creative Boutique Renaissance Chicago North Shore Robyn Photography Rodan & Fields Ron McKinney Studios Royal Melbourne Country Club

#### S

Sandra Ortiz Photography Shaadi Creations Shutterbooth Silverleaf Resorts Spinnin' Discs Entertainment Stemline Creative Sugar Hills Bakery Sweet Pea Cakes Swissotel Chicago Hotel

### t-----

Tejani Terlie Design Co. The Arboretum Club Traveling Photobooth The Sanctuary Salon & Spa The Wit Hotel Things Remembered Timothy Whaley Photographic Artists TipsyCake Tinkers Travel Tone Productions Toni Marie's Sweets Tourist Board of St. Lucia Trellis Tuan Bui Photography

#### u.....

Ultimate Travel Universal Sounds

#### **W**.....

Wedding Guide Chicago Westin Hotels & Resorts White Satin Bridal Williams Sonoma Wyndham Chicago Wynn Films



"Bridal Expo Chicago Luxury is the only show we will exhibit within. Their marketing, locations, and brides are all top-notch. They always reinforce the luxury brand, and we see their advertising everywhere. We've seen our clientele grow by more than 25% and Bridal Expo Chicago Luxury will always be the cornerstone of our marketing budget."

-Kasey Larson, Owner, DBY Custom Invitations

"We have been proud to have a partnership with Bridal Expo Chicago Luxury Events for the past seven years. Having our magazine on the chairs at each fashion show is such a special touch, and many of the designers we feature in our pages are then seen live right on their runway. The high level of vendors and fashion are a perfect mix, and they do it well in a very big way."

- Amy Allen, Group Publisher Modern Luxury Brides (Chicago Social)

"If there's one contract for marketing dollars that always gets signed, it's this one. Without question, Bill and his team at Bridal Expo Chicago put on the only quality shows in the industry. I think it is because they care equally about the experience and quality of the shows for both the brides AND the vendors. These expos allow us to connect personally to thousands of new, affluent brides in a year in a short period of time- impossible in any other way. It gives brides a sneak-peak in a no-pressure environment that ultimately drives them to pick up the phone, get in their cars and hold consultations with us!"

— *Timothy Whaley,* President of Timothy Whaley Photography

"The Bridal Expo Chicago produces the most professional and elegant bridal events in the Midwest. The shows connect wedding vendors and brides in a personal and exciting environment that ultimately drives results. We are proud to be a part of the show." - Natalie Bauer & Melissa Russell, Owners of Bella Bianca Bridal Couture

"Bill Brennan, Jim Verraros and the Bridal Expo Chicago Luxury Team, always bring top designers and companies to their events. Since 2009, our company has connected with great vendors and consistently booked quality clients at Bridal Expo events. Bridal Expo Chicago Luxury Events is a great source for wedding inspiration in the Midwest. If you're a business owner or an engaged couple, we highly recommend attending!" - Steve Gribben & Ton-Essa La'Rocque; Owners, Loudbyte Cinematography

"Working with Bridal Expo Chicago Luxury was a wonderful experience and way to promote our business to an upscale Chicago audience. Your team is dedicated and committed to hand selecting the city's best vendors and creating a show that exudes true luxury. Carol's commentary during the show was smooth and informative and we were very excited to be able to make a guest appearance during the show. Thank you again for inviting Ines Di Santo to be a part of your flawless event. You selected the perfect venue to represent our brand and you really know how to treat your Designers and showcase their collections to the right audience in an elegant and informative way." -Ines Di Santo & Veronica Di Santo for Ines Di Santo Bridal Couture

"We decided to give it a shot and I was thrilled with the responses received! Both brides and grooms expressed a genuine interest in our services. Couples from the Bridal Expo Chicago have visited us for items such as engagement rings, wedding bands, redesigning settings, etc., and it has been an absolute pleasure working with them. This was money well spent."

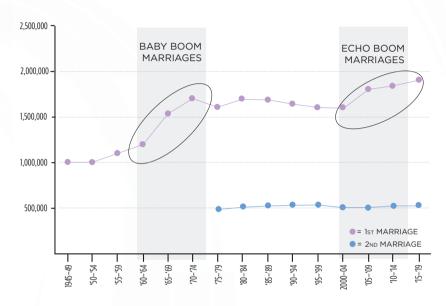
-Larry Zimont, Ethan Lord Jewelers

"I can strongly recommend Bridal Expo Chicago to any new vendors or sponsors. They not only excel in professionalism, but in marketing. They truly care about their clients' success."

## \$100 BILLION DOLLAR MARKET

The market is growing, but so is the competition! The battle over brides and their dollars is intensifying. Welcome to the new world order where some wedding marketers will thrive and others will fade away.

## HISTORICAL TREND OF FIRST AND SECOND MARRIAGES



19Source: NCHS, 2004; Historical Trends & Projections 1945-2020 by George S. Masnick, DemographerBABY

- The number of first marriages has been relatively flat for the past 25 years; approximately 1.6 million annually
- Expected to grow to 1.9 million annually by 2020 (+19%) (combined with second marriages, growth expected +30%)
- Upward trend is being driven by the following factors:
  - Echo boomers reaching marrying age

www.justlovemepd.com

• High levels of foreign immigration into the U.S. since 1990

Source: Fairchild Bridal Infobank American Wedding Study, 2005; NCHS, 2004; Historical Trends & Projections 1945-2020 by George S. Masnick, Demographer

**Knowledge is power.** Wedding professionals who are dedicated to excellence, stay current on changing trends, and emotionally connect with their prospects will become the successful industry leaders during the next decade. Price will remain important, however it will never replace value, quality, and service.

## SPENDING BEHAVIOR & TRENDS IN THE CURRENT ECONOMY

Engaged women display the buying habits of affluent fortysomethings\*

43% spent more than they had originally budgeted for the wedding\*\*

**83%** said their wedding budget/planning was NOT affected by the economic downturn\*\*

Brides spend nearly **3x more** than the average consumer\*\*\*

Your target bride is savvy and sophisticated-and has \$\$\$ to spend. Only top-notch vendors will do for her wedding.\*

"In 2011, budgets increased for the first time since the economic downturn, and this past year, in 2012, we saw that wedding budgets are continuing to rise even more and to an all-time high since 2008," said Carley Roney, cofounder of The Knot. "Couples are increasingly less concerned with the economy and are comfortable investing more than ever in the once-in-alifetime experience of planning their wedding and making it a fabulous experience for their guests."

### Here Comes The Bridal Party and Their Check Books. Today's Bride is...

- educated, savvy & sophisticated
- taking 10-11 months of planning to get it right
- shopping an average of 4-5 vendors per category to find the perfect match
- a smart shopper and seeking out the best values
- willing to pay more to get something special
- annoyed when vendors don't return phone calls
- seeking vendors who "listen" to their needs
- can tell whether your website is outdated or current in 3 seconds

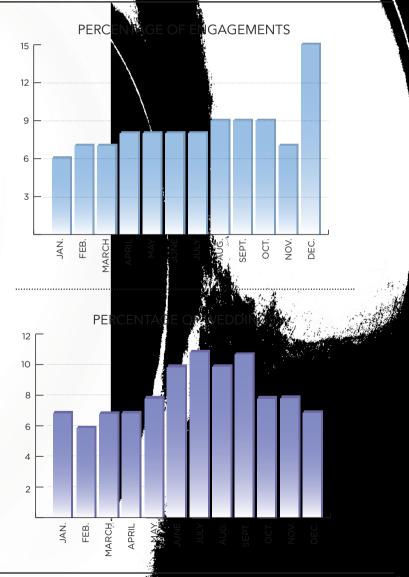
Engagement Ring <sup>4</sup>	Wedding Cake <sup>4</sup> \$546
Wedding Bands <sup>2</sup>	Transportation <sup>4</sup>
Wedding Gown & Accessories <sup>1</sup>	Gift Registry Median Value <sup>2</sup>
Attendant Dresses	Reception Venue <sup>4</sup>
Formalwear <sup>2</sup>	Wedding Day Beauty <sup>2</sup>
Invitations/Announcements	Wedding Planner\$1,874
Attendant Gifts\$550	Honeymoon\$4,778
Photographer <sup>4</sup>	Ceremony Musicians <sup>4</sup>
Videographer <sup>4</sup>	Favors <sup>4</sup>
Florist & Décor <sup>4</sup>	Rehearsal Dinner <sup>4</sup> \$1,184
Music: 68% of brides book a DJ <sup>4</sup> <b> \$1083</b>	Music: 17% of brides book a band <sup>4</sup> <b>\$3,084</b>

<sup>1</sup>Roper Starch Worldwide/Modern Bride Magazine I <sup>2</sup>Source: The Knot Real Wedding Study 2008 I <sup>3</sup>Source: American Wedding Study, 2006, 2007 I <sup>4</sup>Source: The Knot Real Wedding Study 2013

## A NEED TO MARKET YEAR ROUND



Weddings and engagements are a year round business: rocky's successful wedding professionals not only exhibit in our dist quarter shows, but also spread their marketing dollars over Saring, Summer, and Fall to ensure a continual flow of business.



With the time cycle of engineements and weddings occurring year round shouldn't your marketing strategy include a year round program as well?

w.justlovemepd.con

## CHICAGO: #2 IN MOST SPENT ON WEDDINGS

Based on the most recent *knot* survey these are the areas around the US where couples spend the most on their weddings.

New York City (Manhattan):	\$76,687
Chicago, IL:	\$49,810
New York Metro (Long Island, Hudson Valley	
& NYC Outer Boroughs):\$49,002, \$46,300,	\$39,602
Northern/Central New Jersey & Southern New Jersey:	
\$48,496,	\$35,375
Rhode Island:	\$47,399
Santa Barbara/Ventura, CA:	\$42,319
Boston, MA:	\$39,239
Philadelphia, PA:	\$38,369
Connecticut:	\$38,009
San Francisco, CA:	\$35,344

©Bridal Expo, Inc.

## Wedding Style

Wyoming has the most casual weddings (39%), while Chicago, IL, has the most formal (black-tie) weddings (44%).

## Wedding Trend to Watch

BOOMING BUDGETS—Brides are spending even more on their weddings. Following 2011's trend of growing budgets, for the second year in a row since the economic downturn, the average wedding spend has grown year over year, hitting \$28,427, the highest level since 2008. In this vein, fewer brides (26%) say the economy affected their wedding spend – a statistic that has continually decreased year over year, from 29% in 2011, 31% in 2010 and 34% in 2009. Wedding standards also continue to rise, as the average wedding spend per guest increased to \$204, as compared to \$196 in 2011 and even \$194 in 2009. In fact, about 1 in 8 brides (13%) are spending more than \$40,000 on their nuptials, and nearly 1 in 4 (23%) didn't even have a budget.

## 7 Deadly Sins of

the 1<sup>st</sup> Time Exhibitor (Or, How to **NOT** Get Business at The Show)

- 1. Never read our easy-to-follow Help Guide
- **2.** Fail to create or ever implement a post show follow up plan
- **3.** Once contracted, exhibitor procrastinates on visiting a show or watches our online video series
- **4.** Neglect to practice setting up their booth in advance as a practice run
- **5.** Prepare for the show at the last minute, or, not at all
- **6.** Come to the show without objectives or defined goals
- **7.** Never script or develop a succinct face-to-face marketing message

We have developed a separate Help Guide specifically so that you can avoid all of the unnecessary pitfalls, we want you to succeed!

# A WINNING STRATEGY IN A HIGHLY COMPETITIVE MARKET

### **BRIDAL SHOWS**

Face-to-Face Contact Effective Personal Selling

Influencing The Bride's Buying Behavior

BRIDAL MAGAZINES

Featured Branding Image Driven

WEB PRESENCE 24/7 Convenience Validation

Three marketing applications that deliver maximum results when utilized in unison to create the ultimate trifecta. It is and always has been a highly competitive market dominated by ingenuity and therefore repeat exposure is essential to effectively influence the brides buying behavior.

## This Business Module is the Blueprint for Success if Your Goal is to Build Wealth in the Local Bridal Market

CHICAGO	Estimated number of weddings State wide: <b>74,065 annually</b> * Estimated number of weddings Metro Chicago: <b>53,000</b> Percent considered formal: <b>65%</b> Total number of formal weddings Metro Chicago: <b>38,000</b> <b>1 in 4</b> will plan a Destination Wedding out-of-state** Number of Millionaires: <b>212,300</b> *, an increase over 2010 of 7.1%
ATTENDEES	MARKET SHARE
	26% of all brides in Metro Chicago order tickets to attend our show
	Total annual ticket orders: <b>13,800+</b>
	Total number of people attending our shows including the bride: <b>28,000</b>
	Total number of attending brides for our events in 2010: <b>9,015</b>
	Percent female: 85%
	Economic impact to local bridal economy: <b>\$251,260,000</b>
	WEBSITE+
	Unique visitors: 394,000+ annually
	Website hits: 12 Million+ annually
	Total page views: <b>1,137,966</b>
DEMOGRAPHICS	Age: Bride: <b>29</b> , Groom: <b>30</b> **
	*Income: <b>\$84,000</b>
	*Employed full-time: <b>80%</b>
	*Attended college: <b>97%</b>
WEDDING SPENDING	<b>43%</b> of all brides spend more on their wedding than they budgeted****
	<b>65%</b> of all brides are willing to spend more to get something special***
	Average wedding budget in Chicago: <b>\$35,389</b> **
	Average cost for a "off-label" wedding dress: <b>\$1,099</b> **
	National cost for a bridge line designer dress: <b>\$1,500</b> to <b>\$3,000</b>
	National cost for Haute Couture dresses: <b>\$5,000+</b> (About 3-4% of Entire Market)
	Nearly <b>one in five (19%)</b> of brides parents are paying for the wedding themselves
	Reception typically accounts for <b>42%</b> of wedding costs
	The bridal gown typically accounts for <b>10%</b> of the wedding budget
WEDDING PLANS	Average Number of guests: 141**
	Size of the bridal party: 10
	Length of engagement: <b>14 mo.</b> ***
	Time before wedding when ordering tickets: <b>11 mo.</b>
*Wall Street Journal, July 11, 2011. Number o encompassing Illinois.	f weddings based on 2010 Illinois County Clerks Offices and National Vital Statistics for areas

å

\*\*The Knot.com 2010 Survey

\*\*\*Martha Stewart Weddings Q1 2011 Bridal Study, conducted in conjunction with Lightspeed Research \*\*\*\*Data obtained from Brides.com survey, October 2008, Brides Local Magazine reader and user study conducted by Equation Research from October 20, 2008 to November 10, 2008

PRINT ADVERTISING Four full pages in Wedding Guide Chicago

Four full pages in Chicago Social Brides

Three full pages in Premier Bride, WI

### ONLINE ADVERTISING Brides.com

- CSBrides.com
- WeddingGuideChicago.com
- PremierBride.com
- TheUnionStation.com
- WeddingWire.com
- ProjectWedding.com
- Onewed.com
- GetMarried.com

### **GOOGLE & INTERNET**

**RANKINGS** Listed number "1" organically under search results for "Bridal Expo Chicago" Listed number "1" organically under search results for "Luxury Bridal Shows"

Listed number "1" organically under search results for "Bridal Expo"

Year long paid sponsored links on Google

EMAIL MARKETING 8 Million+ emails sent in-house

2 Million+ emails sent out via media partners

DIRECT MAIL 160,000 direct mail four-color postcards sent to

Chicago Bridal Market annually

PARTNERSHIPS Links into our site from nearly 75 other sites

Comprehensive Vendor Referral Program

Host Properties and Hotels

POS Ticket Exposure at 9 Area Bridal Salons







## **EXHIBITOR OPPORTUNITIES**

There is a fundamental reason why today's bridal events in every market across the country are so extraordinary successful; attendees are on a need-to-buy-now mission and participating retailers are fulfilling these needs. Brides know what they want when they see it! And that is precisely why they want to attend Bridal Expo Chicago and Milwaukee. This highly lucrative market segment is prized by your competitors and begs the question—Can you afford not to be in the show? **Costs: Starting at \$875** 

## E-Blast Program

Our database of brides is quite extensive, accurate, and valuable, making contracting for an e-blast extremely attractive and cost-effective. Send us your artwork and text along with the desired link destination, and we'll send your email out to more than 25,000 actively engaged brides and grooms-to-be. For more details and availability, speak with your account representative. **Cost: \$1,595 (that's about \$.06 per impression)** 

## Wedding Day Resources Program

After each of our 13,800 brides-to-be order tickets to attend Bridal Expo, a popup window appears, inviting the brides to start their wedding planning by visiting our Wedding Resources Directory. This section of our website is organized and direct, making it very user friendly for a bride to find what she is looking for including a link from our Wedding Resource page directly to your site! **Cost: \$58 monthly/ \$696 Annually** 





## **Direct Mail Bridal Program**

Most wedding professionals conduct e-blast ad campaigns, but few have found a cost-effective way to efficiently reach brides via direct mail. Now you CAN reach and impact 13,800 to-be-weds (22% of the Regional Bridal Market) cost effectively through our simple and turn key program without ever leaving your office. Design and ship us your 8.5 x 5.5 four-color glossy direct response ad piece and we'll include them inside ALL bridal show ticket packets mailed from our offices to brides-to-be in advance of every show. This program is the lowest cost direct mail program in the world. We guarantee it!

Cost: \$7,500 Annually

## In the Bride's Bag

For non-local clients that want to target a specific bridal show, but cannot attend as an exhibitor, we offer the opportunity of including your catalogue brochure into each Bridal Bag every bride-to-be receives upon entering the Expo. This program is ideal for larger out-of-town retailers or honeymoon destinations with multi-page catalogues including manufacturers of china, home electronics, kitchen appliances, and destination hotels around the globe. Participation fees are much less than the cost of conventional bulk mailings to a geo-targeted customer base of engaged couples.

Costs: Single Sheets \$2 each; Catalogs \$4 each

## PRINT ADVERTISING

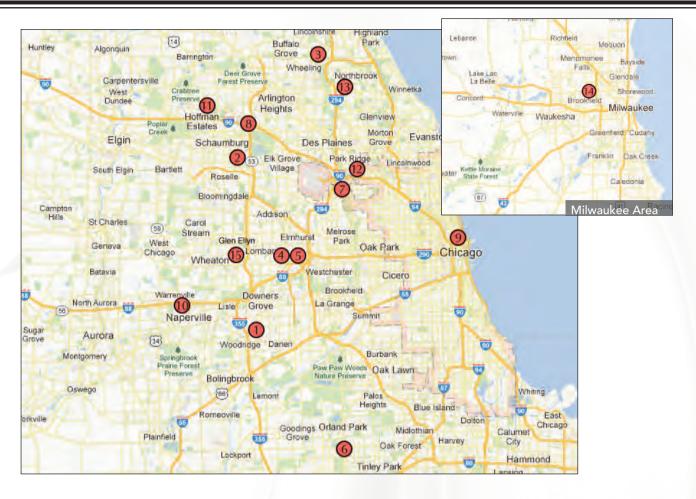
Wedding Guide Chicago







## BRIDAL EXPO CHICAGO AND MILWAUKEE LOCATIONS



## 2015 SHOW LOCATIONS AND DATES

- 1. Ashyana Banquets, Downers Grove—Sunday, March 15, 2015
- 2. Belvedere Banquets, Elk Grove—Sunday, January 11, 2015 | Wednesday, August 5, 2015
- 3. Chevy Chase Country Club, Wheeling-Wednesday, June 17, 2015
- 4. DoubleTree Hotel, Oak Brook—Sunday, January 18, 2015 | Sunday, April 19, 2015 | Sunday, October 11, 2015
- 5. Drury Lane Theatre, Oak Brook—Wednesday, February 18, 2015 | Wednesday, September 9, 2015
- Georgios Banquets, Orland Park—Sunday, January 25, 2015 | Sunday, April 28, 2015 | Wednesday, July 15, 2015 | Sunday, November 8, 2015
- 7. Hyatt Regency O'Hare, Rosemont—Sunday, March 22, 2015
- Hyatt Regency, Schaumburg—Sunday, February 1, 2015 | Sunday, June 28, 2015 | Sunday, September 13, 2015

- Marriott Michigan Ave.—Sunday, February 22, 2015 | Sunday, June 7, 2015
- 10. Marriott Hotel, Naperville—Sunday, May 3, 2015
- Marriott Hotel, Hoffman Estates—Sunday, April 12, 2015 | Sunday, November 15, 2015
- 12. Marriott Hotel, O'Hare—Sunday, January 4, 2015 | Sunday, October 18, 2015
- Renaissance Hotel, Northbrook—Sunday, February 8, 2015 | Sunday, September 27, 2015
- Sheraton Hotel-Brookfield, WI—Sunday, March 8, 2015 | Sunday, May 31, 2015 | Sunday, September 20, 2015 | Sunday, November 1, 2015
- 15. The Abbington, Glen Ellyn—Sunday, August 9, 2015

## COMPANY HEADQUARTERS

Chicago and Milwaukee

 Suburbs:
 Signature Events Group, Ltd. Bridal Expo, Inc.

 400 River Ridge Dr., Elgin, IL 60123 | (847) 428-3320 | (847) 428-3317 Fax

Chicago: Signature Events Group, Ltd. Bridal Expo, Inc. 207 E. Ohio Street, Suite 410, Chicago, IL 60611 | (312) 427-4325

Milwaukee:	(414) 42	7-4325
	Email	info@BridalExpoChicago.com
	Web	BridalExpoChicago.com   BridalExpoMilwaukee.com

## THE STAFF

Bill Brennan President, ext. 222 bill@bridalexpochicago.com

bill@bridalexpomilwaukee.com

### Paula Burnette

Vice President Operations, ext. 221 paula@bridalexpochicago.com paula@bridalexpomilwaukee.com

### Jim Verraros

National Bridal Sales Manager, ext. 226 jim@bridalexpochicago.com jim@bridalexpomilwaukee.com

### Carol Lee Tardi

Fashion Director, ext. 227 carol@bridalexpochicago.com carol@bridalexpomilwaukee.com

### Lisa Ellis

Vendor Relations/Accounting, ext. 224 lisa@bridalexpochicago.com lisa@bridalexpomilwaukee.com

### Dena Rodrian

Account Manager, ext. 228 dena@bridalexpochicago.com dena@bridalexpomilwaukee.com

### Erin McNamee

Administrative Assistant, ext 225 erin@bridalexpochicago.com erin@bridalexpomilwaukee.com

## **GETTING STARTED**

There is no better time than the present to become an exhibitor or sponsor of the show. Please review the contract for the dates and locations that appeal to you and then call your account representative with questions you may have and to confirm that the shows you want are still available. And don't forget to also download our free Help Guide for new clients on our website that explains the rules of the show as well as how you can achieve a maximum return on your investment. Your success is important to us and we look forward to speaking with you soon.



Authorize Credit Card Signature \_

# 2016 Exhibit License Contract

The Signature Events Group, Ltd. | 400 River Ridge Drive, Elgin, IL 60123 Chicago: 847.428.3320 | Milwaukee: 414.427.4325 | Fax: 847.428.3317

Company:		Contact Person:		
Address:		City/State:		Zip:
Title:	Phone:		_Fax:	
Type of Service: Ema	ail:		Cell:	
Client Signature(I state that I am authorized to enter into co	ontracts on behalf of my com			Received:

By signing this contract you are entering into a binding agreement subject to rules and provisions on reverse side of this page.

Single Booth: 6' x 8' space with (1) six-foot clothed table, price below Beginner Booth: (1) 30-inch round High-Boy table in a 3' x 4' space for \$495.00 Triple Booth: 6' x 14' space with (2) six-foot clothed tables, price below Triple Booth: 6' x 20' space (3) six-foot clothed tables for \$2,200.00

Day	Date	Location	City	Single	Double	Extra Service	Total	Deposit	Balance
Sun	1/10/16	Hyatt Regency	Schaumburg	\$ 1,075.00	\$ 1,275.00	\$	\$	\$	\$
Sun Sun	1/17/16 1/24/16	Marriott Hotel Marriott Hotel	Chicago/O'Hare Oak Brook	\$ 1,150.00 \$ 975.00	\$ 1,275.00 \$ 1,175.00	\$	\$\$	\$ \$	\$
Sun Sun	1/24/16	Georgios Banquets	Orland Park	\$   975.00 \$   900.00	\$ 1,050.00	\$ \$	\$	\$	\$\$
Ned	2/10/16	Belvedere Banquets	Elk Grove	\$ 900.00	\$ 1,075.00	\$	\$	\$	\$
Sun	2/21/16	Renaissance Hotel	Northbrook	\$ 900.00 \$ 075.00	\$ 1,075.00 \$ 1,175.00	\$	\$	\$	\$
Wed Sun	2/24/16 2/28/16	Drury Lane Theatre Marriott Michigan Ave	Oak Brook Chicago	\$    975.00 \$ 1,150.00	\$ 1,275.00 \$ 1,275.00	\$\$	\$ \$	\$ \$	\$\$
Sun	3/13/16	Ashyana Banquets	Downers Grove	\$ 900.00	\$ 1,075.00	\$	\$	\$ \$	\$
Sun	3/20/16	Marriott Hotel	Chicago/O'Hare	\$ 1,150.00	\$ 1,275.00	\$	\$		\$
Sun	4/10/16 4/20/16	Marriott Hotel	Hoffman Estates	\$ 900.00 \$ 975.00	\$ 1,050.00 \$ 1,175.00	\$	\$	\$	\$
Wed Sun	4/20/16	Drury Lane Theatre Georgios Banquets	Oak Brook Orland Park	\$   975.00 \$   900.00	\$ 1,050.00	\$ \$	\$\$	\$ \$	\$\$
Sun	5/15/16	Marriott Hotel	Naperville	\$ 950.00	\$ 1,150.00	\$	\$	\$	\$
Sun	6/12/16	Marriott Michigan Ave	Chicago	\$ 1,150.00	\$ 1,275.00	\$	\$	\$	\$
Wed	6/15/16	Chevy Chase C.C.	Wheeling	\$ 900.00	\$ 1,075.00	\$ \$	\$\$	\$ \$	\$
Sun	6/26/16	Hyatt Regency	Schaumburg	\$ 1075.00	\$ 1,275.00	\$	•	· · <u></u>	\$
Sun	7/17/16	Marriott Hotel	Naperville	\$ 950.00	\$ 1,150.00	\$	\$\$	\$ \$	\$
Wed	7/20/16	Georgios Banquets	Orland Park	\$ 900.00	\$ 1,050.00	\$		· · · · · · · · · · · · · · · · · · ·	\$
Wed Sun	8/17/16 8/21/16	Belvedere Banquets Abbington Banquets	Elk Grove Glen Ellyn	\$ 900.00 \$ 900.00	\$ 1,075.00 \$ 1,075.00	\$ \$	\$ \$	\$ \$	\$ \$
			2	• • • • • •		·			¢
Ned Sun	9/14/16 9/18/16	Drury Lane Theatre Hyatt Regency	Oak Brook Schaumburg	\$   975.00 \$ 1,075.00	\$ 1,175.00 \$ 1,275.00	\$ \$ \$	\$ \$ \$	\$ \$	\$ \$
Sun	9/25/16	Renaissance Hotel	Northbrook	\$ 900.00	\$ 1,075.00	\$	\$	\$	\$
Sun	10/9/16	Marriott Hotel	Oak Brook	\$ 975.00	\$ 1,175.00	\$	\$ \$	\$ \$	\$
Sun	10/16/16	Marriott Hotel	Chicago/O'Hare	\$ 1,150.00	\$ 1,275.00	\$	\$	\$	\$
Sun Sun	11/13/16 11/20/16	Georgios Banquets Marriott Hotel	Orland Park	\$ 900.00 \$ 900.00	\$ 1,050.00 \$ 1,050.00	\$ \$	\$\$	\$ \$	\$ \$
		al Shows 2016	Hoffman Estates	φ 900.00	φ 1,000.00	Φ	Ψ		Ψ
Sun	3/6/16	Sheraton Hotel	Brookfield, WI	\$ 900.00	\$ 1,000.00	\$	\$	\$	\$
Sun	5/22/16	Sheraton Hotel	Brookfield, WI	\$ 900.00	\$ 1,000.00	\$	\$	\$	\$
Sun Sun	9/11/16 11/6/16	Sheraton Hotel Sheraton Hotel	Brookfield, WI Brookfield, WI	\$ 900.00 \$ 900.00	\$ 1,000.00 \$ 1,000.00	\$	\$	\$	\$
Jun	11/0/10	Sheraton noter	BIOOKIIEIG, WI	\$ 900.00	Totals	Ψ	Ψ	φ	Φ
Make	check payab	le to <b>Bridal Expo, Inc.</b> CC	ONTRACTS ARE NO	N-CANCELAB		cosit required for each	show. Balance d	ue 30 days prior to e	each show date.
		below for the following				how. Electrical ser	vice defined as		
	Electric	@ \$65 Extra	Table @ \$75	Drape @	2 \$60	2 Sets of Labels	@ \$65	CD-Rom or E-F	-
Credit	t Card Nur	nber				Exp. Date		Security Cod	e#
		Cord Signature				Data			

Date

## License & Contract Rules, Terms and Conditions

1) Signing of this contract constitutes that this agreement is a legal and binding contract for both the company and person obtaining exhibit space. Company or Person is defined as "Exhibitor." For and in consideration of the fees specified, The Signature Events Group, (hereinafter referred to as "Show Management" or "SM") grants Exhibitor a revocable license to occupy space in Bridal Expo Chicago/Milwaukee (hereinafter referred to as "Show"). Said license may be revoked at the discretion of SM if SM has reason to believe that the Exhibitor has a place of business located at site that also has other businesses that are in competition with SM. It is expressly understood and agreed that the purpose of this Exhibit License Contract is to provide for the mutual benefit of each party and to promote the successful business operations of each party. Any act by Exhibitor that is not considered to be in furtherance of this goal shall be deemed to be a satisfactory reason for SM to revoke the license hereunder.

2) For the convenience of the Exhibitor, SM will accept submission of this agreement by facsimile. The parties agree that, if a signed copy of this agreement is transmitted by facsimile, the facsimile copy shall be deemed to be an original document & fully enforceable thereas.

3) All deposits are to assure your space, are non-refundable or transferable, and the balance of the entire contract is also due even if Exhibitor cancels the show or does not arrive on location at the contracted show unless the licensed is revoked by SM pursuant to Section 1 hereof. If payment in full is not received according to the terms, SM, may terminate this agreement and reassign space to another vendor. No vendor may set-up at any show without prior payment in full. Exhibitors whose checks are returned for Nonsufficient Funds will be charged an additional \$50.00.

4) The Exhibitor agrees and undertakes to indemnify and hold harmless SM, its agents, contractors, officers, sponsors, and employees from and against all claims, damages, actions, liability, losses and expenses in connection with loss of life, personal injury, and damage to property occasioned wholly or in part by any act of omission or fault of the Exhibitor or attending public. The Exhibitor also acknowledges that SM does not assume any responsibility whatsoever for any property of the Exhibitor and that the Exhibitor will take whatever steps it deems necessary to protect its staff and personal booth contents. Insurance of booth contents and personnel is recommended. SM does not maintain insurance covering the Exhibitor's property and personnel.

5) The list of brides-to-be provided to the Exhibitor may not be disclosed, copied or duplicated in any manor. Additionally the bridesto-be shall not be harassed in any fashion. The list is solely owned by SM and will be monitored to prevent unauthorized use. Any unauthorized use of the brides-to-be lead list by third parties causes significant damages to SM, but the actual amount of damage would be extremely difficult to determine. Therefore, SM may at its option, pursue an action to enjoin the use or seek judgment at law for \$3000 for each unauthorized use, such being the agreed and stipulated damage amount by each party. Exhibitors who purchase "Beginner Booths" do not and may not receive a copy of the list of brides.

6) SM will be responsible for providing the Exhibitor a set up letter approximately 30 days prior to the show date containing all event details. Any space not occupied by said time on the set-up letter will be forfeited by the Exhibitor and no refund will be made to Exhibitor. This shall occur 1/2 hour prior to the start time of each event held. SEG will not be held liable for misdirected mail or faxes. It is the sole responsibility of the Exhibitor to call and confirm set-up and show times as well as SM's receipt of faxed contracts, a minimum of 5 days prior to each contracted show.

7) Exhibit booths are assigned by SM according to category. Booth requests will be taken into consideration by SM, but are never guaranteed.

8) Exhibitor agrees that SM may list the Exhibitor in show promotional materials and use photography or video taken at the show for publicity purposes without compensation to Exhibitor.

9) SM shall not be held responsible or liable when any show is cancelled, and such cancelled is caused directly or indirectly from fire, flood, earthquake, or other acts of God, strikes, lockouts, terrorist attacks or governmental warnings, other labor difficulties, acts of the public enemy riots, insurrections, governmental regulations, adverse weather conditions, or any other cause or events beyond the control of SM. SM will use its best effort to reschedule the contracted show, and SM shall not be liable for booth fees or any other loss or damage associated with cancelling or rescheduling event.

10) Except as specifically provided otherwise in this agreement, should SM fail to hold the show as herein provided or to furnish to Exhibitor the space herein described, SM shall refund to Exhibitor all amounts paid hereunder and such refund shall be accepted by Exhibitor as complete settlement and discharge of Exhibitor's claims and demands. Show dates and locations are subject to change. If a change occurs, Exhibitor shall have the option of participating at the new show date or receiving a full refund.

11) Table sharing is prohibited. Only the named Exhibitor on the contract shall be exhibiting or disseminating information. If SM finds this not to be true, then the named Exhibitor and its company will be liable for an additional table space-charge based on the single booth rate of the show and/or required to immediately leave the show.

12) All matters and questions not covered within this agreement are subject to the decision of SM. Shall Exhibitors be in breach of any provision hereunder and SM elects to enforce such provision, then SM, in addition to any damages or relief awarded, shall be entitled to receive interest at the rate of 1.5% per month from the date of breach, plus all expenses incurred in the enforcement of the terms hereof, including, but not limited to, reasonable attorney's fees, court costs and all other expenses, whether or not litigation is filed. All parties shall agree that jurisdiction, venue, and choice of law shall be in Kane County, Illinois. If the final balance is not received in full 30-days in advance of the contracted show date, a \$75 late fee may be assessed in addition to the final balance.

13) The promotional and instructional information provided by SM to Exhibitor is accurate as of its publication date; however, SM reserves the right to change or modify details of the show without notice. SM may issue additional rules as it deems necessary for the orderly presentation of the show. Any rule may be amended at any time by SM provided that such amendment shall not substantially diminish the rights or increase the liability of Exhibitor. This agreement shall represent the entire agreement between Exhibitor and SM. SM shall not be bound by any representation or understanding not expressly set forth in this agreement. No provision of this agreement shall be modified except by the written mutual consent of the parties.

14) If any clause of this agreement is found to be invalid or unenforceable, the remainder of the agreement shall continue in full force and effect without regard to the invalidated clause.