

Convention Questionnaire

Background

The PNW Conventions are held over 2 days, with golf on a 3rd day. This involves a minimum of a two-night stay. *There is usually the option to stay additional days at the group rate, particularly if it butts up against a weekend day.*

Day 1: [*attendees can arrive the night before or during the morning*] (a) vendor setup in the morning, (b) registration, (c) state business meetings in the afternoon, (d) reception, (e) casual/buffet dinner. **(See Note 2.)**

Day 2: (a) buffet breakfast, (b) main business meetings, (c) free time, (d) reception with silent auction, (e) plated dinner with vendor introductions, officer installations, raffle/silent auction winners, keynote speaker (optional). *(If possible with the venue, vendors typically set up in the same room as the main business meeting, receptions and dinners, maximizing accessibility for attendees.)*

Day 3: (a) attendee check out of venue, (b) golf in the morning (*see Note 1*).

NOTE 1: Golf can be the afternoon of the day before Day 1 *or* on the day after Day 2. Or, while not likely practical, the morning of Day 1 could be set up for golf *if* there are enough golfers for an early shotgun start *and* the golfers are willing to arrive a day early and add a 3rd night.

NOTE 2: Historically, particularly for Washington State only conventions, agents had an exclusive relationship with one underwriter, and there were not the number of underwriters as there are today. The underwriters would invite their agents to a private dinner after the reception on the first night. However, this practice has been generally discontinued in recent years (not just in the Pacific Northwest) mostly because agents have multiple underwriters, making it difficult and awkward for underwriters and agents to coordinate this arrangement. Also, those underwriters willing to do this need to get a “head count” sufficiently in advance to book space in a local restaurant, which is dependent on early registration by attendees. Also, certain venues do not have nearby restaurants for this option, or restaurant options are limited.

Questions

What is your choice of month (*Note: Will always avoid end-of-month days*)

1. May
2. June
3. July
4. August
5. No preference

Days of the week preference

1. Monday & Tuesday (check in p.m. Sunday or a.m. Monday; check out/golf on Wednesday)
2. Thursday & Friday (check in p.m. Wednesday or a.m. Thursday; check out/golf on Saturday)
3. Mid-week (Tuesday-Wednesday, Wednesday-Thursday)
4. No preference

Type of Event Preference

1. Destination location (e.g., resort/lodge with more potential for area activities; family oriented)
2. Business meeting focus (e.g., city center)
3. No preference

Golf Preference

1. Before the first day of meetings
2. The day after the final dinner
3. The morning of the state business day
4. Golfer, but no preference
5. Not a golfer

Who you are

1. Insurer Management
2. Insurer Underwriter
3. Agent Management
4. Agent Underwriter
5. Vendor
6. Other