



## SURPASS YOUR YEAR-END GOALS WITH THE INTERNATIONAL BUSINESS BROKERS ASSOCIATION

The IBBA Trade Fair attracts close to 300 business brokers, intermediaries and merger and acquisition professionals seeking products and services to improve their bottom line. Twice a year, the Trade Fair is the “go-to place” for professionals to identify new business partners and vendors. Will you be there to market your business?

If you are a franchisor, lender or you offer products or services to business brokers, secure your spot at the IBBA Trade Fair to meet key decision makers and purchasers from around the world.

### Attendees at this event:

- Are 100 percent engaged in the transactions of business
- Represent buyers and sellers
- Specialize in Main Street transactions

### With each 10' x 10' booth space you receive:

- One IBBA Conference registration\* (access to workshops and networking events)
- Use of pre-show and post-show attendee lists to promote your business, introduce your company and follow up with valuable business leads
- One 8' high backdrop
- Two 33" side rails
- One 6' x 30" table draped/skirted in white
- Two chairs
- One wastebasket
- One 7" x 24" identification sign

\*There is a fee of \$250 for each additional exhibitor registration.

Your Target  
Market is Here.  
Are You?

### IBBA Trade Fair

May 12-13, 2011  
New Orleans Marriott  
New Orleans, LA

Reserve your booth by  
**April 15, 2011** to save \$400!

*Space is assigned based on a first-come, first-served basis so contact **sales@ibba.org** for a contract today!*

**IBBA** INTERNATIONAL  
BUSINESS BROKERS  
ASSOCIATION, INC.®

*The International Business Brokers Association® (IBBA®) is the largest international non-profit association operating exclusively for the benefit of people and firms engaged in the various aspects of business brokerage and mergers and acquisitions. Today, the IBBA has close to 1,500 cooperative business brokers and intermediaries around the world.*

# Important Information for IBBA Trade Fair Exhibitors

## Fees and Deadlines

Reserve your booth by **April 15, 2011** to save \$400!

On or Before April 15, 2011	After April 15, 2011
\$995	\$1,395

## Assignment of Exhibit Space

Exhibit space will be assigned approximately one month prior to the conference on a first-come, first-served basis. Booth assignments will not be made until IBBA Headquarters has received your completed exhibitor application and full payment.

## Drive Brokers to Your Booth

- Introduce yourself using the pre-show attendee mailing list
- Invite your current customers and prospects with a customizable e-mail from IBBA Headquarters
- Add the IBBA Conference logo to your website and encourage people to register

## IBBA Brings Attendees to You

The IBBA Trade Fair, taking place at the IBBA Conference for Professional Development, is promoted through an integrated mix of print and electronic advertising, direct mail, social media and more to a highly targeted audience. Plus, links to each exhibiting company will be posted on **www.ibba.org!**

## Conference/Year-Round Sponsorship Opportunities

Become a sponsor to expand your company's exposure, experience significant coverage at IBBA events and ensure that your business' name is highly visible to all attendees and members throughout the year.

Partnering with IBBA not only increases your visibility and grows your market share, corporate support underscores your leadership and commitment to the business brokerage community.

We can help you develop a package that meets your marketing needs. Please contact **sales@ibba.org**, call **312-673-5734** or visit **www.ibba.org** for more information.



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