



NAPEO's Exhibit Point System

Introduction

NAPEO's exhibit point system was established to determine priority for the assignment of booth space in NAPEO's trade show. Exhibitors accumulate points by purchasing exhibit space, sponsorships and advertising in the *PEO Insider*.

Process

Exhibit space will be assigned first to those companies with prior exhibit experience, according to the following point system. Prior year exhibitors will have until the deadline provided to submit a space application, full payment and booth preference. At that time, staff will assign space according to accumulated points. After that, exhibit space will be assigned on a first-come, first-served basis, regardless of points.

Type	Unit	Points
EXHIBITS	Single booth	50
	Additional Booths	20
SPONSORSHIPS	Per \$500	5
ADVERTISING	Per \$500	5

NAPEO's Medallion Partners receive Bonus exhibitor points as follows: Industry Champion-600, Black Diamond-500, Diamond-400, Platinum-300, Gold-200, Silver-150, and Bronze-100.

Policies

1. NAPEO's exhibit point system is retroactive to 1991 with respect to exhibits and sponsorships. Points for advertising apply only to NAPEO's monthly magazine, the *PEO Insider*, and are retroactive to the December 1996 issue.
2. Companies must exhibit each year **consecutively** to maintain points. If a company chooses to skip a year of exhibiting, they lose all accumulated points. **Exception:** If a company applies for exhibit space, but cannot be accommodated due to space constraints, they will not lose points collected in past years.
3. When two or more companies merge, their points shall not be added. Rather, the company with the most points will carry those points over to the new company.
4. Corporate affiliates or sub-divisions will maintain separate points as long as they exhibit under different names. They may consolidate and collect points as a single company only if they exhibit under a single corporate name.
5. Failure to abide by NAPEO's Exhibit Terms and Conditions will result in a loss of all accumulated points. Past due balances (more than 90 days overdue) with the Association may also result in a loss of points.

Questions about NAPEO's Exhibit Point System may be directed to Nancy Benoudiz, NAPEO's Director of Service Partner Accounts at (703) 739-8169 or nbenoudiz@napeo.org