

2012 VRN Spring Outlet Retail Deal Making

March 8-9
The Hilton Orlando
Orlando, Florida

**Retailers
register
for free!**
See inside
for details

Flourish

Outlet retailing in
the new economy

See inside for more details



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2519 N McMullen Booth Rd
Ste 510-356
Clearwater, FL 33761



F 2012 VRN Spring Outlet Retail Deal Making

Tabletop Deal Making, Cocktail Reception ...

Flourish...

Outlet retailing in the new economy

Program at a Glance

THURSDAY, MARCH 8

3:00 – 7:00 pm **Registration**
 5:00 – 7:00 pm **Hosted Reception**

FRIDAY, MARCH 9

8:30 am – 3:00 pm **Registration**
 9:00 – 10:00 am **Breakfast**
 9:00 am – 3:00 pm **Deal Making**
 12:00 noon – 1:00 pm **Lunch**
 3:00 pm **Meeting adjourns**



The Hilton Orlando

Sign up today!

Advance registration is \$295 for ICSC members, \$375 for non-members. For details on exhibiting and advertising opportunities contact Sally Stephenson at +1 847 835 1617; fax: +1 847 835 5196 or email: sstephenson@icsc.org.

IMPORTANT TIP: Make appointments in advance with your most significant business partners during deal making hours to enhance your success at the meeting!

I ncrease Your Visibility

Deliver your important message before, during and after the 2012 VRN Spring Outlet Deal Making! Advertise in Value Retail News and the VRN Spring Outlet Deal Making Program.

Convention Special Discounts

Advertise with a ½ page or larger in three (3) consecutive issues of Value Retail News including the March Convention issue and receive a free ¼ page ad in the Spring Deal Making Program.

Find out how to qualify for preferred advertiser discounts in the Spring Deal Making Program

2012 Advertising Closing Dates

Jan/Feb 2012 11/14/11
 March 2012 12/28/11
 April 2012 2/1/12
 May 2012 3/7/12
 2012 Spring Guide 1/30/12

Contact Sally Stephenson for details at +1 847 835 1617 or E-Mail: sstephenson@icsc.org

R

egistration Form



2012 VRN SPRING OUTLET RETAIL DEAL MAKING

The Hilton Orlando • Orlando, FL • March 8-9, 2012

How to register:

Fax: +1 732 694 1800
(Credit card registrations only)

Online: www.icsc.org/2012svr
(Credit card registrations only)

Mail: VRN/ICSC
Attention: Registration Department
PO Box 26958
New York, NY 10087-6958

Registration fee:

	Member*	Nonmember
Advance:	\$295	\$375
On-Site:	\$365	\$465

ICSC Member Nonmember

**To qualify for the member fee, each registrant must be an ICSC member or affiliate member. To become an ICSC member, call ICSC Member Services at +1 646 728 3800*

Deadlines: To be listed in the Meeting Attendees List, your registration must be received by February 6, 2012. To qualify for the advance registration fee, your registration must be received by 12:00 noon EST February 21, 2012.

Cancellations: All cancellations are subject to a \$25 cancellation fee. No refunds will be given for cancellations received after February 21, 2012. All requests for refunds must be received by ICSC in writing.

Special needs: Anyone desiring an auxiliary aid for this meeting should notify Ester Vivona at +1 646 728 3647 no later than February 21, 2012.

Hotel reservations: A block of rooms has been reserved at the Hilton Orlando, 6001 Destination Parkway, Orlando, FL. \$189 single occupancy, cut-off date February 22, 2012. Be sure to book your hotel early! To make your reservation, we invite you to visit www.icsc.org/2012svr. To the right of the page, you will see the banner "Book Hotel Now." There will find the description of the hotel and the electronic form, which features live inventory within the group block. Additionally, you will receive an immediate email confirmation of the reservation to the email address you provide on your form. Although we do require our reservations in writing, we're happy to answer your questions during our office hours of Monday to Friday 8:00 am – 5:30 pm EST toll free at +1 888 ICSC TVL (427 2885) ext 412. For more information, log onto www.icsc.org/2012svr.

Registration Information: (Please print and complete an individual registration form for each attendee.)

NAME _____

COMPANY _____

ADDRESS _____

CITY _____

STATE/PROVINCE _____

ZIP/POSTAL CODE _____

COUNTRY _____

TELEPHONE _____

FAX _____

E-MAIL _____

ICSC MEMBERSHIP NUMBER _____

Please check here if any of the above information has recently changed.

Payment:

Check or money order made payable to ICSC enclosed for \$ _____

MasterCard Visa AMEX Discover \$ _____

NAME (AS IT APPEARS ON CARD) _____

SIGNATURE _____

CREDIT CARD # (INCLUDE ALL DIGITS) _____

EXPIRATION DATE (MONTH/YEAR) _____



I authorize ICSC (VRN) to send me announcements regarding its programs and services that may be of interest to me or my colleagues. The notices can be in a postal mail, fax, e-mail, phone or other delivery mechanism.



Exhibit Space Application



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The fees for each tabletop display are shown below and include a 6' x 30" draped table; 2 chairs; a prominently displayed company sign.

	Member	Non-Member
First Call Early Bird Rate, must be received no later than November 1, 2011	\$280.00	\$330.00
After November 1, 2011	\$310.00	\$360.00

The fee does not include meeting registration.

In order to provide a high quality event the following guidelines have been established:

- Exhibit must not hang over the edge of the table
- Exhibit must not rise more than 3' above the table
- No floor easels, electrical equipment, hanging signs, banners or balloons

For further assistance please call Sally Stephenson, ICSC, +1 847 835 1617, FAX +1 847 835 5196, sstephenson@icsc.org or Ester Vivona, ICSC, +1 646 728 3647, FAX +1 732 694 1747, evivona@icsc.org

Exhibit Information: (Please print)

COMPANY (AS IT SHOULD APPEAR IN PROGRAM/SIGNAGE)

CONTACT

ADDRESS

CITY

STATE/PROVINCE

ZIP/POSTAL CODE

COUNTRY

TELEPHONE

FAX

E-MAIL

ICSC MEMBERSHIP NUMBER

Exhibitor Payment and Processing

Total number of tabletops requested \$ _____ Total Cost for tabletop(s) \$ _____ Total Check Amount \$ _____

No refunds will be issued for voluntary booth cancellations.

Important: All exhibitors must register. Please complete attached registration form.

Payment: Check or money order made payable to ICSC enclosed for \$ _____

MasterCard Visa AMEX Discover \$ _____

NAME (AS IT APPEARS ON CARD)

SIGNATURE

CREDIT CARD # (INCLUDE ALL DIGITS)

EXPIRATION DATE (MONTH/YEAR)

Each person who is working at the exhibit table must be an advance paid registrant for the meeting.

Application for exhibit space at the 2012 VRN Spring Outlet Deal Making indicates the applicant's willingness to abide by all exhibit terms and conditions, general regulations, and rules and regulations to be sent under separate cover at a later date. Exhibitor accepts as part of this agreement, and agrees to comply with, the rules governing the deal making set forth and any additions or amendments to these rules as may be included in the official Exhibitor Service Kit to be forwarded to each Exhibitor at a later date.