

2026

Sponsorship Prospectus



2026 Networking Events

Sponsorship Opportunities & Event Calendar

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OFFERINGS & PRICING



Roundtables - In-Person Meeting

Our highly popular series of in-person roundtable meetings bring together industry leaders and experts to discuss developments, trends and current issues facing specific distribution channels and product lines.

Our in-person Roundtables generally have two sponsorship levels which are based on the number of attendees a sponsoring firm chooses to send¹:

- Option A - \$16,500 for two sponsor representatives
- Option B - \$13,000 for one sponsor representative

¹ Executive Roundtable and the Compliance Roundtable use a different format than our other in-person events, therefore we employ a different sponsorship cost for these sessions. Please contact us for details.



Virtual Forum - Online Meeting

Our online series of Virtual Forums covering issues, challenges and opportunities related to the annuity, insurance and structured product businesses in a 75-minute format.

A maximum of 3 sponsoring firms per meeting.

- Sponsorship costs are \$3,750 per meeting

Virtual Roundtable - Online Meeting

Combining the format of a traditional roundtable with the convenience of a virtual event. Virtual Roundtables allow for more in-depth discussions in a two-hour format.

A maximum of 6 sponsoring firms per meeting.

- Sponsorship costs is \$6,000 per meeting

Spotlight Series - Online Meeting

This series will focus on showcasing our technology & carrier partners and providing introductions to product solutions, case studies and value added content.

- [Inquire for pricing](#)

2026 NETWORKING EVENTS

Dates and locations are subject to change.

IN-PERSON EVENTS

Feb 24-25	Insurance Roundtable	Nashville, TN
Mar 12-13	Annuity Roundtable for Independent BDs & RIAS	Nashville, TN
Apr 16-17	Structured Products Roundtable	Charlotte, NC
May 14-15	Annuity Roundtable for Banks, Wires & Regionals	Charlotte, NC
Jun 3-4	Business Ownership Transition Roundtable with LXCouncil	Nashville, TN
Jul 28-29	Advisory Annuity Solutions Roundtable	Amelia Island, FL
Sep 15-16	Insurance & Annuity Executive Roundtable	Amelia Island, FL
Sep 16-17	Compliance & Supervision Roundtable	Amelia Island, FL
Oct 20-21	Insurance Roundtable	Las Colinas, TX
Nov 19-20	Annuity Roundtable	Las Colinas, TX
Dec TBA	Alternative Investments Roundtable	Location TBA

VIRTUAL EVENTS

Apr 2	Outsourced Insurance Desk (OID) Virtual Roundtable
May 28	Insurance Virtual Forum
Sep 3	Annuity Virtual Forum
Oct 1	CDA Virtual Roundtable
Oct 29	Structured Products Virtual Forum
Nov 10	Planning for LTC Virtual Roundtable

[View Events page on our website for event descriptions.](#)

SCHEDULE

ADDITIONAL OPPORTUNITIES

In an effort to provide opportunities for additional recognition, Saltzman Associates has implemented additional sponsorship opportunities. **For In-Person Roundtables only.** Contact us for more details.



Presentation Booklet Ad

Advertisements will be placed prominently in the presentation booklets. Booklets are provided to all participants in both print and digital formats.

- \$500 per meeting



WiFi Sponsor

Acknowledgment as the roundtable WiFi sponsor. WiFi access code customized to display brand name.

- \$1,500 per meeting (Limit 1 per meeting)



Reception Sponsor

Sponsorship includes signage, specialty cocktail and an opportunity to address the group during the reception.

- \$5000 per meeting (Limit 1 per meeting)

EXTRAS

BENEFITS OF SPONSORSHIP

Saltzman Associates' highly regarded networking events provide an environment for members of our industry to discuss issues, challenges and opportunities related to the annuity, insurance, alternatives and structured product businesses within brokers dealers, RIAs, and banks We offer different meeting formats that rely on sponsorship support so that representatives from these channels can attend for free.

BENEFITS

BENEFITS	IN-PERSON ROUNDTABLES	VIRTUAL MEETINGS
Sponsor logos are featured on the event web page, event collateral and during the session.	✓	✓
Sponsors are free to participate in the regular discussion of the meeting	✓	✓
Where appropriate, sponsor representatives are "featured" (called on/highlighted to comment/ contribute during the session)	✓	✓
Access to a directory of attendees containing contact info, including name, firm, title, email and phone number(s)	✓	✓
Sponsors are recognized repeatedly during each meeting and in all event functions	✓	✓
Digital video and audio recordings of the event		✓
Each sponsor gets an opportunity during the session to directly address the attendees/promote their organization		✓
Company logo recognition on signage displayed at the event	✓	
In person networking opportunities with key decision-makers throughout the event, including group meals and receptions	✓	
Additional sponsorship opportunities are available for in-person roundtable sponsors	✓	