

BIG 1 INDEPENDENT INSURANCE AGENTS OF NEBRASKA

THE POWER OF PARTNERSHIP

WHY PARTNER WITH BIG I NEBRASKA?

Stronger Together: Supporting Independent Agencies Across Nebraska

At the Big "I" of Nebraska, we believe in building a stronger, more vibrant future for independent insurance agencies—and we can't do it without partners like you. Your partnership is more than an opportunity for visibility; it's an investment in nurturing, protecting, and growing the independent agency channel across Nebraska.

By partnering with us, you'll foster meaningful connections with over 500 independent agency locations and the decision-makers who drive their success. Together, we'll create opportunities that strengthen Nebraska's independent insurance system while simultaneously elevating your business.

HERE'S WHAT PARTNERING WITH US CAN DO FOR YOUR BUSINESS:

- Deep Engagement: Build lasting relationships with influential agency leaders through exclusive networking opportunities and events.
- Targeted Visibility: Highlight your brand across Premier & Signature events. digital platforms, and exclusive opportunities for year-round recognition.
- Shared Success: Align your brand with the trusted reputation of the Big "I" of Nebraska to amplify your impact while supporting independent agencies.
- Stronger Together: Collaborate with us to create connections that matter. supporting the independent insurance channel now and for generations to come.

THE REACH OF PARTNERSHIP

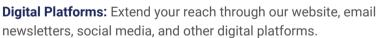
Expanding Visibility, Amplifying Impact

Your investment as a Big "I" Nebraska partner ensures unparalleled access and statewide visibility. Here's how we help you connect with Nebraska's independent agencies and beyond:



Events: Gain exposure at key events like the Annual Convention, Spring Summit, and the IIAN Foundation Golf Tournament.

Education Opportunities: Support professional development programs that empower independent agencies to grow and thrive.





Advocacy Efforts: Be part of the initiatives that shape the industry's future through our legislative advocacy programs.

Together, we'll create a stronger, more vibrant future for Nebraska's independent insurance system.

PARTNERSHIP BUILT TO DELIVER MORE!

What Makes Our Partnership Program Stand Out:

- Customizable SOLUTIONS
- Exclusive SAVINGS
- Personalized BENEFITS
- Unmatched VISIBILITY
- Focused EXPOSURE
- Strategic CONNECTIONS
- Accelerated GROWTH
- Sustained IMPACT

BIG 10 INDEPENDENT INSURANCE AGENTS OF NEBRASKA

BY THE NUMBERS



800+ Convention & Event Attendees



member agencies & branches



Education

Participants



1,157

Followers

585

Followers

100+

NExtgen Young

Agent Members

1,700+ Active Email Subscribers



2.000+ Big I Nebraska Professional Reach





25% Email Open Rate



Legislative **Advisory Council** Members



Women in Insurance Members



1,155 Followers



Followers



LET'S BUILD SOMETHING EXTRAORDINARY.

ASSOCIATION EVENTS | 2025

— MORE WAYS TO STAY CONNECTED

NEXTGEN NEW YEAR CELEBRATION

Jan 9, 2025 | Wonderbowl - Regency, Omaha

WIN (WOMEN IN INSURANCE NE) "EMPOWER HER" CONFERENCE

Jan 16, 2025 | Apothecary Lofts, Lincoln

BIG I NEBRASKA DAY AT THE CAPITOL

Jan 22, 2025 | UNICO Group, Lincoln

BIG I NEBRASKA SPRING SUMMIT

March 11-13, 2025 | Younes North, Kearney

BIG I LEGISLATIVE CONFERENCE

April 30 - May 2, 2025 | Washington, D.C.

IIAN FOUNDATION JAY JACUPKE MEMORIAL GOLF TOURNAMENT

August 21, 2025 | Woodland Hills Course, Eagle

BIG I FALL LEADERSHIP CONFERENCE & YOUNG AGENTS LEADERSHIP INSTITUTE (YALI)

Sept 11-13, 2025 | Nashville, TN

BIG I NEBRASKA ANNUAL CONVENTION

Oct 8-10, 2025 | Embassy Suites, Lincoln





800+
Annual
Event
Attendees



Did you Know?

Good Life & Diamond
Partners enjoy
premium level
exposure, exclusive
discounts, and yearround recognition.



Renew by January 9th

to attend all our upcoming events and get the most from your Partnership!

PROGRAM TIERS DESIGNED FOR IMPACT

Targeted Engagement, Lasting Connections

Our tiered partnership levels allow you to select the benefits and engagement opportunities that best align with your business goals, offering increasing levels of visibility, access, and influence within Nebraska's independent insurance community.

- Good Life: Our pinnacle partnership tier, for organizations leading Nebraska's independent insurance industry. Enjoy unmatched exposure, priority access, and exclusive opportunities to connect with agency leaders at all major events and initiatives.
- **Diamond:** Experience premier visibility and engagement with influential agency leaders through tailored sponsorships and toptier recognition across all platforms and events.
- Platinum: Gain elevated exposure with enhanced benefits, ensuring strong engagement at all major events and across digital and in-person opportunities.
- **Gold:** Build meaningful connections with significant visibility across key platforms and events, creating robust opportunities for growth.
- Silver & Bronze: Gain recognition and access to member resources, offering a strong start to grow your presence and relationships within the independent insurance community.

EVERY partner plays a vital role in PROTECTING, PROMOTING, & GROWING Nebraska's independent insurance industry.

DISCOVER EVEN MORE EVENTS

Scan the QR code to explore the Big I Nebraska Events Calendar and stay informed about upcoming opportunities to connect and engage throughout the year.



BIG I NEBRASKA 2025 PARTNER PROGRAM BENEFITS									
Acceptate manufacturing included (#750 malus)		Diamond	Platinum	Gold	Silver	Bronze			
Associate membership included (\$750 value)	Life \$15,000	\$9,000	\$6,000	\$4,000	\$2,750	\$1,250			
FOUNDATIONS C	NERSHIP								
Big I Nebraska Membership included for 1 Calendar Year	✓	✓	✓	✓	✓	✓			
Exclusive Member Pricing for all IIAN Events & Classes	✓	✓	✓	✓	✓	✓			
Exclusive Use of the Big I Nebraska Logo	✓	✓	✓	✓	✓	✓			
Access to Big I Nebraska Member List Upon Request*	✓	✓	✓	✓	No Email	No Email			
Complimentary use of the Big I Nebraska Education Center & Conference Room	4	3	2	1					
Priority Consideration for Committee Participation	✓	✓	✓						
PARTNER PROMOT	ION ADV	'ANTAGE	S						
Priority & Special Sponsorship of Additional Big I Nebraska Premier & Signature Events	√								
Exclusive Top Tier Recognition at ALL Big I Nebraska Premier & Signature Events	✓	✓							
Partner Recognized with Logo/Hyperlink in Big I Nebraska Staff Email Signature Blocks	✓	✓							
Partner Recognized w Logo* in ALL Big I Nebraska Insider/Newsletter Issues	Premier Placement	✓	✓						
Partner Listing with Logo* on Website & In Big I Nebraska Partner Directory	✓	✓	✓	✓	Name Only	Name Only			
Partner Discount for any Big I Nebraska Digital or Print Advertising	25%	20%	15%	15%	10%	10%			
Partner Recognized with Logo* in the Big I Nebraska Education Center & Conference Room	✓	✓	✓	✓	Name Only	Name Only			
Partner Recognized with Logo* before all Big I Nebraska Webinars & Online Events	√	✓	✓	✓	Name Only	Name Only			
Partner Spotlight or Feature in Big I Nebraska Digital Publication & Weeklong ad on IIAN.org	4	2	1	25% discount	20% discount	10% discount			
Partner Recognized with Logo* displayed on the Big I Nebraska Events App	✓	✓	✓	✓	Name Only	Name Only			
Partner Spotlight on IIAN Social Media & Newsletters: Spotlights to be submitted by Partner & tagged across ALL Big I Nebraska channels. (All levels receive recognition on digital media at initial sign-on and renewal)	12	6	4	2	1				
NEXTGEN NEW YEAR CELEE	RATION	JANUA	RY 9, 20)25					
Signature Event Headline Sponsor	√								
Complimentary Attendee Registration	3	2	2	1	1	1			
WIN (WOMEN IN INSURANCE) "EMPOWER HER" CONFERENCE JANUARY 16, 2025									
Signature Event Headline Sponsor	✓								
Complimentary Attendee Registration	3	2	1						
BIG I NEBRASKA DAY AT THE	- JANU	ARY 22,	2025						
Lunch with Senators Sponsor	✓								
Legislative Forecast & Issues Briefing Headline Sponsor	√	✓							
Complimentary Attendee Registration - Briefing & Lunch	4	3	2	1					
Shadad Sactions indicate items either									

Big I Nebraska 2025 Partner Program Benefits	Good Life	Diamond	Platinum	Gold	Silver	Bronze			
Continued	\$15,000	\$9,000	\$6,000	\$4,000	\$2,750	\$1,250			
BIG I NEBRASKA SPRING SUMMIT MARCH 11-13, 2025									
Complimentary Attendee Registration - Full Premier Event	5	4	3	2	1				
Complimentary Kickoff Event & Cocktail Hour Attendee Registration	3	2	1						
Gift Registration of NExtgen or Agent Attendee (Chosen by Partner)	1	1	1						
Spring Summit Showcase Booth Includes Complimentary 1 Day Attendee Registration for day of the Showcase (Priority Placement by Partner Level)	Extra Large	√	✓	✓	50% discount	40% discount			
Spring Summit Showcase Attendees	6	5	4	3	2	2			
Individual Session Sponsor with Option to Have Spotlight Video Before Session	✓	✓							
BIG I LEGISLATIVE CONFEREN	NCE AP	RIL 30 - I	MAY 2, 2	2025					
Complimentary Attendee Registration – Full Event (Does Not Include Travel & Hotel, etc.)	1	1							
Sponsor NExtgen Attendee for Conference: Chosen by NExtgen Committee (Includes Cost of Attendee Registration, Airfare, & Hotel)	1								
BIG I NEBRASKA SUMMER BOARD RETREAT TBD - JUNE 2025									
Board Outing & Dinner Headline Sponsor	✓								
Complimentary Attendee for Board Outing & Dinner	2	1							
IIAN FOUNDATION GOLF TOU	RNAMEN	IT AUG	UST 21, 2	2025					
Signature Event Headline Sponsor	✓								
Complimentary Hole Sponsor (Includes Attendees at Sponsored Hole by Partner Level)	4	3	3	2					
Complimentary Player Registrations	4	4	4	2					
BIG I FALL LEADERSHIP & YOUNG AGENTS LEAD	DERSHIP (CONFERE	NCE SE	PTEMBE	R 11-13, 2	2025			
Complimentary Attendee Registration – Full Event (Does Not Include Travel & Hotel, etc.)	1	1							
Sponsor NExtgen Attendee for Conference: Chosen by NExtgen Committee (Includes Cost of Attendee Registration, Airfare, & Hotel)	1								
BIG I NEBRASKA ANNUAL CON	/ENTION	ОСТОВЕ	ER 8-10, 2	2025					
Complimentary Attendee Registration - Full Premier Event	5	4	3	2	1				
Complimentary Kickoff Event & Cocktail Hour Attendee Registration	3	2	1						
Gift Registration of NExtgen or Agent Attendee (Chosen by Partner)	1	1	1						
Annual Convention Expo & Trade Fair Booth Includes Complimentary 1 Day Attendee Registration for day of the Showcase (Priority Placement by Partner Level)	Extra Large	✓	√	✓	50% discount	40% discount			
Annual Convention Expo & Trade Fair Attendees	6	5	4	3	2	2			
Big I Nebraska Board Dinner Headline Sponsor (Includes Complimentary Attendee based on Partner Level)	2	1							
Individual Session Sponsor with Option to Have Spotlight Video Before Session	✓	✓							
Keynote Speaker or Session Headline Sponsor	✓								

ADDITIONAL INFORMATION

— & FREQUENTLY ASKED QUESTIONS

LOOKING FOR A NON-TRADITIONAL WAY TO PARTNER WITH BIG I NEBRASKA?

We understand that not every business fits within our traditional partnership tiers but some may still want to seek meaningful ways to connect with us and explore a non-traditional way to support Nebraska's independent insurance agencies as well as our association. If this sounds like you, our **Exclusive Access Partner Program** (EAP Program) might be the perfect fit. While not as expansive in exposure or reach as our standard partnership levels, the EAP Program offers targeted opportunities to:

- Engage in *revenue-sharing* or *referral fee* partnerships.
- Provide **special pricing** or **complimentary benefits** to our members.
- Introduce essential tools, innovative solutions, or niche services that bring direct value to independent agencies or support the association's mission.

The EAP Program is designed to create tailored opportunities for impactful collaboration. Whether through co-branded content or educational offerings, exclusive pricing on services, pilot programs, or specialized support services, this program amplifies your brand's visibility while aligning it with the trusted reputation of Big I Nebraska.

CAN I UPGRADE PARTNER LEVELS AT ANY TIME?

Yes, you can upgrade your partner level anytime! Upgrades made outside your initial sign-up or renewal period will be prorated based on the month you upgrade. However, discounts on total partnership investments and bundling additional sponsorship opportunities are only available during the initial sign-up and renewal windows.

HOW DO DISCOUNTS AND BUNDLING WORK FOR CUSTOMIZING AND ADDITIONAL SPONSORSHIPS?

Partners receive discounts on "Additional Sponsorship Opportunities" throughout the year based on their partner level. However, discounts on total partnership investment and bundling for higher recognition are only available during the initial sign-up or renewal periods. This allows partners to customize their package upfront and secure the best pricing and desired recognition for the year.

New partners can bundle and apply discounts at sign-up, while renewing partners have until January 31st to finalize their package for upgraded recognition. Additional sponsorships purchased after the initial sign-up period or January 31st still qualify for the partner-level discount but cannot be applied to upgraded partner-level recognition. Keep in mind, some sponsorships are limited in quantity and may sell out if you wait too long to act.

WHAT IF MY TOTAL INVESTMENT EXCEEDS THE COST OF A HIGHER PARTNERSHIP LEVEL?

If your total sponsorship investment—including discounts—exceeds the cost of a higher partnership level, you'll be recognized at the higher level for the calendar year. However, your official partnership level will remain the same unless you choose to formally upgrade. Contact our team to explore how upgrading can further enhance your benefits.

WHO DO I CONTACT ABOUT NEXT STEPS OR FOR MORE DETAILS?

Brian BradleyDirector of Member Engagement &

Strageic Partnerships Email - brian.bradley@biginebraska.org Office - 402.476.2951 | Cell - 402.326.5093



CONTENT & ADVERTISING GUIDELINES:

How can I advertise in IIAN newsletters or website?

Partners can advertise in IIAN newsletters, on the Big I Nebraska website, and other platforms offered by IIAN. For a complete list of ad sizes, formats, and costs, refer to the IIAN **Advertising Opportunities Sheet**. Guaranteed ad placements for your partnership level are communicated 60–30 days before publication or spotlight dates, depending on the format and timeline.

What is required to submit content for spotlights or features?

Spotlights and features can be tailored to your partnership level and span various platforms, including:

- Blog posts highlighting your services
- · Podcasts or video interviews with IIAN staff
- Landing pages or web features with homepage ads
- Social media campaigns or blasts

Content requirements generally include:

- Written content in Word or PDF format (300-500 words)
- High-resolution images (JPG or PNG, 300 dpi minimum)
- Topics relevant to independent insurance agencies

Submission deadlines are typically two weeks before publication but may vary by platform. For guaranteed spotlights, instructions will be provided 60-30 days before your scheduled date.

Where can I find the Advertising Opportunities Sheet?

The IIAN **Advertising Opportunities Sheet** includes all available ad placements, sizes, formats, costs, and submission details (JPG, PNG, or PDF). *Partners receive this sheet upon sign-up or renewal but can also request it anytime*.

For assistance call (402) 476-2951 or contact:

Jacilyn Bruns | jacilyn.bruns@biginebraska.org Brian Bradley | brian.bradley@biginebraska.org

READY TO TAKE THE NEXT STEP?

Fill out the **Partner Investment Form** below or **Scan the QR Code** to **Apply Online Today!**



Additional Sponsorship & Visibility		Good Life	Diamond	Platinum	Gold	Silver	Bronze		
Opportunities	Price	40% Discount	30% Discount	25% Discount	20% Discount	10% Discount	N/A		
NEXTGEN HOSTED EVENTS SUMME	R BOA	RD RETI	REAT	EDUCA'	TIONAL	SPONS	ORS		
NExtgen Holiday/New Year Celebration Sponsor	\$500	Included	\$350	\$375	\$400	\$450	N/A		
NExtgen GIVE Fundraiser Event Sponsor (Coincides with Big I YA Give Day)	\$1,000	\$600	\$700	\$750	\$800	\$900	N/A		
*NExtgen Lunch & Learn Webinar Series Sponsor *NExtgen Think & Drink and Social Event Sponsor (Both Nextgen Sponsorships are for the FULL YEAR)	\$1,500	\$900	\$1,050	\$1,125	\$1,200	\$1,350	N/A		
Sponsor NExtgen Attendee for Big I Legislative or YALI Conference: Chosen by NExtgen Committee (Includes Cost of Attendee Registration, Airfare, & Hotel)	\$1,500	Included Not Discounted	No Discount Available						
Summer Board Outing & Dinner Headline Sponsor	\$1,500	Included \$1,050 \$1,125			\$1,200	\$1,350	N/A		
WIN (WOMEN IN INSURA	NCE) "E	EMPOW	ER HER"	' CONFE	RENCE				
Signature Event Headline Sponsor	\$2,000	Included	\$1,400	\$1,500	\$1,600	\$1,800	N/A		
Signature Event Lunch Sponsor	\$1,000	\$600	\$700	\$750	\$800	\$900	N/A		
*Flower Bar Sponsor *Signature Event Breakfast Sponsor	\$750	\$450	\$525	\$560	\$600	\$675	N/A		
*Signature Event Networking Sponsor *Signature Event Beverage Sponsor	\$500	\$300	\$350	\$375	\$400	\$450	N/A		
*Swag Bag Sponsor (Swag Items Provided by Partner) *General Sponsor (Name & Logo Listed at Event)	\$250	\$150	<i>\$175</i>	\$185	\$200	\$225	N/A		
BIG I NEBRASKA DAY AT THE CAPITOL									
Lunch with Senators Sponsor	\$1,000	Included	\$700	\$750	\$800	\$900	N/A		
Legislative Briefing & Issues Sponsor	\$500	Included	Included	\$375	\$400	\$450	N/A		
*Breakfast & Coffee Bar Sponsor									
*Lanyard & Name Tag Sponsor	\$250	\$150	\$175	\$185	\$200	\$225	N/A		
SPRING SUMMIT BIG I NEBRASKA ANNUAL CONVENTION									
Premier Event Lunch Sponsor	\$2,000	\$1,200	\$1,400	\$1,500	\$1,600	\$1,800	N/A		
Big I Nebraska Annual Convention Board Dinner Sponsor (1 Attendee included)	\$1,500	Included	Included	\$1,125	\$1,200	\$1,350	N/A		
Premier Event Breakfast Sponsor	\$1,000	\$600	\$700	\$750	\$800	\$900	N/A		
Kickoff Outing & Cocktail Hour Sponsor	\$750	\$450	\$525	\$560	\$600	\$675	N/A		
Keynote Session Sponsor	\$750	Included	\$525	\$560	\$600	\$675	N/A		
*Premier Event Hospitality Suite Sponsor *Premier Event Networking & Break Sponsor *Premier Event Photo Booth Sponsor	\$500	\$300	\$350	\$375	\$400	\$450	N/A		
Individual Session Sponsor	\$500	Included	Included	<i>\$375</i>	\$400	\$450	N/A		
Premier Event Raffle & Giveaway Sponsor	\$250	\$150	<i>\$175</i>	\$185	\$200	\$225	N/A		
(Items Provided by Partner or Purchased by IIAN)					7200	7220	,		
IIAN FOUNDATION GOLF TOURNAMENT									
Signature Event Headline Sponsor	\$2,000	Included	\$1,400	\$1,500	\$1,600	\$1,800	N/A		
Tournament Player Gift Sponsor	\$1,000	\$600	\$700	\$750	\$800	\$900	N/A		
Signature Event Grab & Go Lunch Sponsor	\$750	\$450	\$525	\$560	\$600	\$675	N/A		
*Tournament Beverage & Drink Cart Sponsor *Tournament Golf Cart Sponsor	\$500	\$300	\$350	\$375	\$400	\$450	N/A		
*Pin Flag Upgrade (Logo on Pin Flag at Hole) – 18 Available	9000	<i>Ş300</i>	<i>Ş</i> 330	ن رون	Ş 4 00	Ş450	/V/A		
Tournament Pin Prize Sponsor – 7 Available	\$400	\$240	\$280	\$300	\$320	\$360	N/A		
Tournament Hole Sign Sponsor	\$350	Included	Included	Included	Included	\$315	N/A		

>Shaded Sections indicate items either: >Items with (*) are sold individually and grouped by price

Full Price of Sponsorship

Included in Partner Level

NO Discount Available

grouped by price.

>Certain items are limited in quantity and, if not included in your partnership tier benefits, are available on a first-come, first-served basis.



THANK YOU 2024 PARTNERS

DIAMOND



PLATINUM







GOLD

































Nationwide Brokerage Solutions











SILVER

AF Group
Arlington/Roe
Farmers Mutual Hail Insurance

Grinnell Mutual Rain & Hail, LLC Stonetrust Workers' Compensation

BRONZE

Farmers Alliance Mutual Insurance
First Insurance Funding
Lift Local
Midwest Family Mutual
Midwest Regional Agency
National American Insurance Co.
National General, an Allstate Co.
Norfolk Mutual Insurance Company
Omaha National
Paul Davis Restoration

Pennsylvania Lumbermens Mutual Philadelphia Insurance Companies Preferred Marketing Associates RAS Ringwalt & Liesche

Risk Placement Services, Inc. SIAA Smart Choice Agents Program Stroud National Agency, Inc. The Essential Step

Travelers

PARTNER INVESTMENT FORM



— CUSTOMIZE YOUR PARTNERSHIP & SPONSORSHIP PACKAGE

Step 1: NEW or RENEWAL Partnership Select one option below:				NEW PARTNER EXCLUSIVE OFFER: New partners can complete the New Partner Application online.							
	NEW	RENEWAL		Scan the QR Code to get started! SAVE BIG: Commit to a 2-Year Partnership and save up to your total investment.				2-42-00			
•	Choose your Partn	•		anna ganla:	_						
	Select the partnership							NT OFFERS:	But well but and		
NEW!	GOOD LIFE \$	15,000	GOLD \$4,000	J	5% Early Payment Discount: Pay your total Partnership Inv in full by JANUARY 31st and enjoy a 5% discount on your t						
	DIAMOND \$9	9,000	SILVER \$2,7	50	inv	estment.					
	PLATINUM \$	6,000	BRONZE \$1,	250	rec	eive an ad	Iditional 10	0% discount on you	e by DECEMBER 31st and r TOTAL Partnership		
Step 3:	Customize or Add A	Additional S	ponsorship Opr	oortunities		•		of 15% when combi			
-	Refer to the Additiona			higher tier and secur				or Upgrades: Level Up your partnership to a re the maximum 20% discount on your total			
	Guide. For extra entri		he form online or	email your			nvestment		•		
	additional selections. Sponsorship Oppo				Cost/I	Discoun	ted Cost		OPTION FOR		
									M RECOGNITION:		
									Partnership Investment,		
								exceeds the	dditional Sponsorships, e cost of a higher-tier		
								partnership option to:	level, you'll have the		
									e to that higher tier and		
		Total Cost	t of Additional S	Sponsorshi	ps				l its associated benefits		
				P	P			OR, • Receive	recognition at the		
	Step 4: Submit Your Details & Key Contacts							higher t	ier level for the		
	Share your contact in: Business Name	onnect with y					remainder of the calendar year without changing your official				
	Primary Email								ship tier.		
	Partner Website					Billing Contac					
	Primary Phone							*if different than par	tner contact.		
	Business Address							Billing Contact	t Email		
		City		State	Zip						
	Mailing Address							Billing Contac	t Phone		
		City		State	Zip						
	Partner Contact Na	ame			Partne	r Conta	ct Email				
	Partner Contact Pl	hone			Date C	f Birth					
	Partner Contact Co	ell			Gende	r N	Male	Female	<u>RENEWAL</u> PARTNERS		
Step 5: Confirm Payment Option & Finalize Your Partne					ship Payment M			t hod (Select One)	Fill this Form out		
Review, Confirm, & Finalize Your Partnership Invest				•		Invoice			online by scanning the QR Code Below.		
Total Partnership Investment Estimate					(Payable to Big I Nebraska)						
	Printed Name					Online Credit Card (link will be emailed)					
	Signature						Online C				
	*By signing, you acknowle	dge that all partn	ershin investments ar	e non-refundabl	le and agree t	the terms	outlined in	the IIAN Partner Guide.			