



SALES CONVENTION

HEALTH AND SAFETY GUIDELINES

Sales Convention 2021 will be different, reflective of our renewed commitment to safeguard the health and wellness of our attendees, employees, communities and families. Your safety remains our top priority, and we've put together these standards in accordance with CDC guidelines, our own organizational policies, as well as the restrictions put in place by our host hotels, venues, airlines and the city of Las Vegas. These measures will help us ensure a Sales Convention that's as safe as it is spectacular.

HEALTH AND SAFETY GUIDELINES FOR 2021 SALES CONVENTION INCLUDE:



Travel and host city health and safety guidelines will be easily accessible to attendees on our website and mobile app. As we navigate the challenges of virus prevention and spread, it's important to understand the guidelines we've put in place so everyone can follow them. These standards will be available to download and access from the mobile app and website at any time.



Increased hand sanitizer stations. Throughout the venue as well as in our host hotels, theme party location and Sunshine Kids benefit concert, we'll have readily available hand sanitizer and hand washing stations, which we encourage attendees to use often to protect against the spread of germs.



Sales Convention staff and suppliers will be continually cleaning high-touch areas. Our staff and suppliers will sanitize high-touch areas at regular intervals with safe and effective cleaning products.



Sneeze guards at the registration counters. Registration will look much different in 2021. For the safety and protection of our attendees as well as our registration staff, we'll have sneeze guards in place at every registration station. We will also designate appointment times for attendees, vendors and guests with social badges to pick up their credentials.



Increased social distancing signage. You'll notice new signage and event elements at next year's Sales Convention to help remind attendees about our efforts to social distance as much as possible.



Safety training and daily temperature checks for employees. Our on-site staff will be fully vetted on the procedures and practices that will keep attendees safe, based on CDC guidelines as well as the compiled guidelines of our venue and hotels. Additionally, every employee will receive a temperature check prior to the start of daily duties.



Staggered registration pickup times for attendees. In an effort to enforce social distancing and limit registration crowds, we will stagger registration times for attendees.



Reduced capacity for meeting space to encourage social distancing. Our meeting spaces, including University sessions will be capped at pre-determined capacities to discourage the gathering of large crowds and encourage social distancing.



Networking opportunities that encourage social distancing. All networking functions in 2021 will be structured to promote optimal social distancing.



Masks provided to attendees at their requests. You are encouraged to bring your own masks, but should you forget, we will provide a mask during any Sales Convention 2021 event.



Increase to-go drinks and food options. We know lines tend to accumulate at our food and beverage stations, so this year we're amplifying our to-go efforts to avoid an excessive number of attendees gathering in close proximity.



Reduce collateral and encourage full adoption rates for mobile app. This will create fewer touch points by limiting the number of handouts circulated and maximizing information-sharing via mobile app. We will be requiring that all attendees provide a unique email to ensure they have access to all communications and tools.



Restructure the exhibit hall flow, increase exhibit hall hours. This year, our Vendor & Exhibitor Showcase will be organized to ease the flow of traffic, alleviate high-traffic volume of attendees and incentivize virtual networking.



We will have a virtual option should the live event be unsafe to perform. If circumstances change and it is determined that for the safety of our attendees and staff, we cannot conduct our event in line with our strict health standards, Sales Convention will be virtual; all attendees who register for the in-person event will be automatically enrolled in our virtual experience.

These guidelines will be continually evaluated and updated according to the latest CDC regulations and standards put in place by our host hotel, venue and host city. We are working with each of the venues to update their enhanced sanitation and safety protocols as that information becomes available, including automatic disinfection and thermometric checks.

If you have any questions or concerns about the above guidelines, please contact our Berkshire Hathaway HomeServices Customer Success team at BHHSsupport@hsfranchise.com or 855-422-9052. You can also visit www.bhhsevents.com for additional details and to review the CDC guidelines, host hotel, venue and city guidelines.

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