

**January****Get to know the industry  
insurance rock-stars!****Deadline Dec. 10****March****Crank it Up!***Focus on speakers, sound  
systems and microphones***Deadline Feb. 10****May****Set the Table!***Focus on beverage and  
food-service products***Deadline Apr. 10****July****ED's Official  
Feature Entertainer  
Directory****Deadline June 10****September****The Official 30th  
Anniversary EXPO  
Program Guide****Deadline July. 25****November****Impressively dressed!***Special Focus on club  
merchandise and uniforms***Deadline Oct. 10****GET TO KNOW THE INDUSTRY INSURANCE ROCK-STARS!****A Special Focus on the personalities behind the brand**

Insurance is a necessity for every single adult nightclub, and no two insurance companies — or insurance agents — are exactly alike. In this Special Focus, we'll go beyond the coverages and brands in order to get to know these rock-star agents themselves! There are fewer decisions a club owner will make more important than which insurance company they'll work with, and these personal profiles will provide a window into this process.

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Focus