

The Lightworkers Festival 2021

Thank you for expressing interest as an exhibitor at our 2021 Lightworkers Festival, Saturday 15th and Sunday 16th May 2021, at the Brisbane Showgrounds Pavilion Hall, 600 Gregory Terrace, Bowen Hills, Queensland.

The Lightworkers Festival is an alternative psychic expo with a carnival theme, connecting talented Psychics, Healers and Alternative Stallholders with new age customers, looking to advance their own spiritual knowledge. We provide an amazing space for you to showcase your services and products, assisting you to increase your business profile, generate quality leads and increase business revenue.

About Us

We create psychic events that support new age practitioners and suppliers to showcase their services and products, we aim to provide the community with a selection of options when it comes to their own alternative spiritual growth. As event managers we aim to restore the spiritual equilibrium to the original premise it was created for, namely to pass on spiritual wisdom, knowledge, and guidance, and to enable the community to find great services and products to support their long-term spiritual growth.

We also value high quality business relationships and growing your business through ongoing referrals, recommendations, and authentic leads. We have a vast array of expo knowledge and experience having hosted over 28 Psychic Expos at 13 different venues from the Gold Coast to Byron Bay. We have an understanding of the event management role of showcasing Exhibitors to their audience. Over the past 2 years we hosted over 5000 Attendees and 120 Exhibitors, and showcased our psychic events across our social media platforms to 195.000 people (and continually growing), in readiness for this task.

Venue

The Expos are situated in spaces that capture the ambience of Carnival, Modern, Industrial, and Old Worldly. We have a particular focus on the Brisbane Showgrounds in 2021, as this was the original setting for Psychic and New Age Expos for many years. The organisers undertook a mammoth renovation and restoration project in 2013, the space now offers exhibitors a modern large facility in the centre of Brisbane City. The space is the central point for many major concerts, trade fairs, cultural festivals, agricultural shows and eco expos throughout the year.

Exhibitor Incentives

This psychic festival aims to provide exhibitors with an annual event to showcase their spiritual businesses to the Brisbane customer. It also provides exhibitors with an opportunity to introduce new products to the market, to provide talks and demonstrations and to launch products, resources and upcoming retreats & programs. The Lightworkers Festival will offer exhibitor incentives including:

* Spacious Carnival Marque with roof and walls.
* Marketing Campaign
* Print Media Coverage pre-event
* Brisbane Radio Coverage
* Facebook Live Coverage
* Feature Posts on Facebook & Instagram page.
* Email newsletters campaign to pre-registrant attendees monthly.
* Provision of social media promotional posts for stallholders to circulate.
* Wandering performers and entertainers during the expo.
* Feature on Website Gallery and Stallholder Page with hyperlinks
* Your business promotional material inserted into 400 free attendee gift bags (value $125)
* Free two-day entry tickets to distribute to your clients (valued at $80- $120)
* RNA Showground Venue co-hosting and exposure to approximately 14,000 Facebook followers.
* Exposure to our existing social media platform of over 193k.
* Access to a Private Stallholders page
* Password website access to three informative videos for creating professional social media posts, compiling client databases for targeted marketing, and a step by step tutorial for creating ticketed campaigns.

Attendee Incentives

Customers will also be provided with a number of incentives to register and attend the event including:

* “Lightworkers Festival”Entry Goody Bags for the first 200 pre-registered attendees each day (400 in total over two days).
* FREE Hardcopy of a Spiritual Magazine.
* Interactive “Facebook Live” posts and chats with upcoming Readers, Healers & Stallholders.
* Guest Speakers each day covering a range of Psychic Development subjects and themes.
* Ongoing demonstrations & talks throughout the expo, including five Psychic Workshops each day.
* Live entertainers, buskers and performers across the whole of the expo.
* Social Media competitions and incentive rewards to attend.
* Free Bump in day Friday 14th May from 10am
* Two-day discounted entry passes.

Exhibitor Space and Packages:

Venue: Brisbane Showgrounds Pavilion Hall, 600 Gregory Terrace,

 Bowen Hills, Queensland.

Date: Show- May15th and 16th, 2021. (Bump in Friday 14th May)

Open Hours: 9am -8pm Saturday (attendee hours)

 9am-6pm Sunday (attendee hours)

Attendee Entry Fee: $15 - $20

Exhibitor Fee:

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|  | Before March 10th +GST |
| Readers Lane  | $199 |
| Carnival Row Single3x3m Multi-coloured Gazebo | $1450 |
| Carnival Row Double3x6m Multi-coloured Gazebo | $2850 |

\*Corner spaces are two sided- add 10% to the total, limited spots available.

Readers Lane $199+GST for two days

* Up to 700 sqm readers space (reader to supply own table & chairs)

Group Marketing Campaign including

* Event Print Media
* Event Social Media coverage
* Individual Gallery Feature

\*Hosting Commission fees apply as per Terms & Conditions below.

Carnival Row Single $1450+GST for two days

* 3 x 3m Carnival Gazebo space with back wall & sidewalls.
* Marketing campaign including printed media, radio coverage, social media releases and live chats.
* Feature on Website Gallery and Stallholder Page with hyperlinks.
* Email marketing campaign to promote the event pre event.
* Inclusion of business promotions in the expo gift bags, for the first 400 pre-registered attendees (valued at $125).
* Password access to x3 free marketing videos including Creating Professional Social Media Posts, Designing Ticketed Events to build your Database, & Generating Business Leads Post-Event.
* Three free two-day entry tickets (valued at $60)

Carnival Row Double $2850+GST for two days

* 6m x 3m size Carnival Gazebo space with back wall & sidewalls.
* Marketing campaign including printed media, radio coverage, social media releases and live chats.
* Feature on Website Gallery and Stallholder Page with hyperlinks.
* Email marketing campaign to promote the event pre event.
* Inclusion of business promotions in the expo gift bags, for the first 400 pre-registered attendees (valued at $125).
* Password access to x3 free marketing videos including Creating Professional Social Media Posts, Designing Ticketed Events to build your Database, & Generating Business Leads Post-Event.
* Six free two-day entry tickets (valued at $120)

Terms & Conditions

This is a two-day event, please apply only if you are available for both Saturday and Sunday. FREE bump in on Friday from 12noon-5pm.

**Expression Of Interest-** We require a completed online application form, and a copy of your insurance certificate before we can access your application. This does not secure a space; we will review your application and inform you of the outcome within 7 days. An invoice will then be issue for a no-refundable total deposit of $300. You are welcome to pay the whole fee, please let us know and we will send an invoice for the total amount. No bookings will be reserved until all documentation and the initial payment have been received. This will then secure your booking and ensure you are allocated a booth.

**\*\*Readers Lane**- is a hosted communal space for Psychic Readers only. Readers will be charged a non-refundable, non-transferable fee of $199 plus GST to secure a space. 30 reading spaces will be available through Expression of Interest only. Only applications that address the full application will be given consideration. Successful applicants will be informed within 7 days of application, and an invoice to pay will be issued. The full payment is due within 7 days of invoicing, sorry no exceptions. Should the payment not be received by the due date and no correspondence has been entered into, the booking will be cancelled and released to the next person on the waitlist. The space allocated is 1.5m including table & chairs space. No product or stock sales allowed. Reader Banners will be allocated a display space on the day that will not obstruct the flow of traffic. A bio statement and recent photo is to be provided for marketing purposes and for display on the information wall at the venue. The event organisers require a high resolution clear photo to be emailed, and a clear well-written bio statement on the application form. Readers Lane timeslots are 30-minute or 60-minute readings unless you specify different. The hosting team will deduct a commission of 35% including GST. This cost will cover promotional marketing throughout the campaign, organising bookings, collecting payments and managing customer enquiries on the days of the expo. At the close of business on Sunday completed readings will be paid out. Readers are responsible for keeping to the schedule and maintaining their own times. During the actual reading period with a customer the host takes no responsibility for managing a reader’s timelines, as they are unable to leave the customer desk. Readers are encouraged to bring their own stopwatch or use their mobile phone alarm app. Readers to arrange a block out time for breaks/lunch etc. with the hosts before the public enter, on the morning of the exhibition. The hosts will provide each customer with a ticket of purchase to record the number of sales per reader. Customers will be encouraged to hand over their ticket to the reader. This is a record for the reader to keep, to ensure the correct totals are recorded. If you feel your readings are worth more value than the standard “Readers Lane” rate you are encouraged to apply for your own readers stall, where you can set your prices accordingly.

**Payment**- Full balance of the stallholder payment is required by March 1st 2021. Please indicate on the application if you require a payment plan option. Four equal payments of the outstanding balance will be automatically billed.

**Cancellations**- The deposit secures your Exhibitors space and activates promotional material to be circulated. This is a non-refundable payment, if you choose to cancel your booking for any reason, you forfeit all payments made. However consideration for a transfer to a similar business may be considered, once we have assessed your replacement. The organisers take no responsibility for finding a transfer or replacement for your booking. You are responsible for contacting the organisers to discuss your replacement. They must complete the application form and submit their insurance certificates before any changes can be approved. This must be done within two weeks of your notice of intent to the organisers. The organising committee reserve the right to decline requests if the services or products do not fit the focus of the festival. Should the venue cancel the event due to unforeseeable circumstance, the organisers will engage with the venue to secure a refund under the RNA Terms & Conditions 6.1.a and 6.1.b. In the event of a forced Majeure under RNA terms 18.1.1 neither parties are liable and the RNA will refund all monies to the organisers 18.3, less any event related expenses incurred.

**Payment Options**- Once a deposit has been paid, a payment schedule can be issued under the time payment four instalment option. This is for stallholders only. Please tick this option when applying. All outstanding payments are due by ***March 1st 2021.*** If we do not receive full payment by this date reserved spaces will be reallocated to the waitlist. And no further bookings will be issued until we receive the outstanding payment (dependant on availability).

**Insurance**- Exhibitors MUST carry and hold current Public Liability Insurance of a minimum of $20M. A certificate of currency must be provided upon booking. We reserve the right to cancel or refuse any business that doesn't meet this standard requirement. Exhibitors should ensure adequate measures are taken to protect their stand, property and stock. The venue will be securely locked overnight, however you must have full stock insurance. Although all precautions will be taken to secure the space, the organisers and the venue, take no responsibility for loss, damage or theft. Should circumstances beyond the organiser’s control postpone, prevent, or abandon the venue, the exhibitor agrees to indemnify the organisers for any loss suffered in the event of any such claim made against the organisers.

**Electricity-** You are required to supply your own electrical items, these must be tag test certified within the last three month of the expo date. We take no responsibility for the safety of your equipment or its operation. Please ticks if you require power, charges will apply, with limited availability.

**Workplace Health & Safety-** Closed shoes and high visibility vests are required during set up and pack down. No children are allowed during these activities. Exhibitors are not to dismantle before the festival closes and the public has left.

**Bump In**- Strictly from 12noon Friday 14th May, 2021. Please offload stock and move your vehicles within 15 minutes, traffic wardens will monitor the flow. Staff are unable to assist with unloading or packing up. If you are running late you will be required to cart your stock by trolley into the venue. Sorry we do not supply trolleys.

**Bump out** - After 6pm Sunday May 16th. Rubbish to be placed in the bins at the end of each day.

**Setup**- Ambience is important, have fun styling your space and create an atmosphere that shows your business at its best. Please stay within your allocated space to reduce obstructions to your fellow exhibitors. Nothing may be permanently fixed directly to the walls including no bolts, nails, tacks, screws, gaffer tape or glue. Velcro dots only are allowable. Feel free to use the Gazebo frame to loosely tie your items. Exhibitors will be responsibility for any damage to the gazebos, the walls, floor or venue fixtures. Table covers must go to the floor, no covers to touch the light fittings. No combustible or toxic fumes allowable in the venue, no naked flames, candles or smoke permitted. No installations on the display that are deemed a fire or safety risk. No Animals allowed. Please leave tables and chairs in their allocated spaces at the end of each day.

**Gift Bags-** If you have indicated that you wish to include promotional material for the Freebie Gift Bags please email the organisers to discuss your requirements. Items and marketing material should add value to the attendees experience of spiritual growth and development, be creative and get noticed. It is at the discrepancy of the organisers whether products and promotional material are deemed appropriate for the gift bags. All consideration will be taken to assess any items provided, spiritual development and new age items and marketing material will be prioritised. Products with your logo and branding will be prioritised also.

**Exhibitors** assigned a space for their sole use only, unless specific written permission has been given. Only one business per stall is allowed unless prior permission has been requested, with a maximum of two staff in a single 3x3m stall and four staff per 6x3m booth, unless otherwise authorised. The floor plan has been created to accommodate stall sizes and the natural flow of traffic; consideration has been given to each exhibitor’s needs and requirements. Specific spaces may be requested on a first come first serve basis. However organisers reserve the right to allocate at their discretion. No subletting or stand sharing is permitted unless a specific agreement has been arranged with the organisers. Every exhibitor is required to submit a booking form and current insurance certificate.

**Parking**- Street parking and underground parking is around the venue, please be mindful of access driveways and parking requirements. Organisers take no responsibility for vehicle parking or security. Park away from the venue to allow for attendees to access the venue with ease. For parking options a link has been placed on The Lightworkers Festival website under “Venue”.

**Extra Information**- Please refrain from placing promotional material on vehicles around the venue. Photos and Videos will be taken on the day for social media promotions, marketing purposes and public relation activities. These may be shown in a public environment pre and post event. Please note that any images and photographs that you use within your own business marketing material must also have prior consent for display. We will do our best to accommodate your business needs however no preferential treatment will be given. We reserve the right to refuse entry or remove persons deemed inappropriate at any time during the event. The expo takes no responsibility for any personal or professional property loss, damage or injury. Exhibitors are required to carry their own insurance for loss, damage or injury to their property, staff and equipment. Exhibitors’ waiver any claims against the expo when completing an application to exhibit at the expos. All terms and conditions must be adhered to, should the organiser amend these conditions exhibitors will be notified by email, as per their application form details.

Contact Details:

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Event Managers

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