



# FINTECH GENERATIONS INSURTECH™

2026

SPONSORSHIP  
OPPORTUNITIES

JUNE 10

**June 10, 2026**

**The Dubois Center at UNC Charlotte Center City**  
**320 E 9th St, Charlotte, NC 28202**

## **Fintech + Insurtech Generations**

**Fintech & Insurtech Generations** is where innovation thrives.

Fintech + Insurtech Generations (FIG) is where innovation thrives. The conference brings together the leaders building what's next in financial and insurance technology—executives, founders, investors, and ecosystem partners—through engaging discussions and meaningful networking.

As the Southeast's premier fintech + insurtech gathering, FIG is designed for real connection. Attendees come to exchange insights, explore emerging technologies, and form partnerships that move the industry forward—while strengthening the entrepreneurial ecosystem in Charlotte and the broader region.

With senior leaders across finance and insurance, top startup founders, and key community builders in the room, FIG puts your brand at the center of the conversations that matter. Sponsorship opportunities are designed to align with a range of goals, from awareness and credibility to relationship-building and pipeline.

This year, be a part of something even bigger. FIG is the anchor event of Charlotte Fintech Week—RevTech Labs' latest community-driven endeavor that brings innovators, investors, entrepreneurs, and industry leaders together for a full week of panels, workshops, networking events, and programming across the city. FIG is where the week's biggest conversations converge, connecting Charlotte's thriving ecosystem with global leaders to collaborate, learn, and grow.

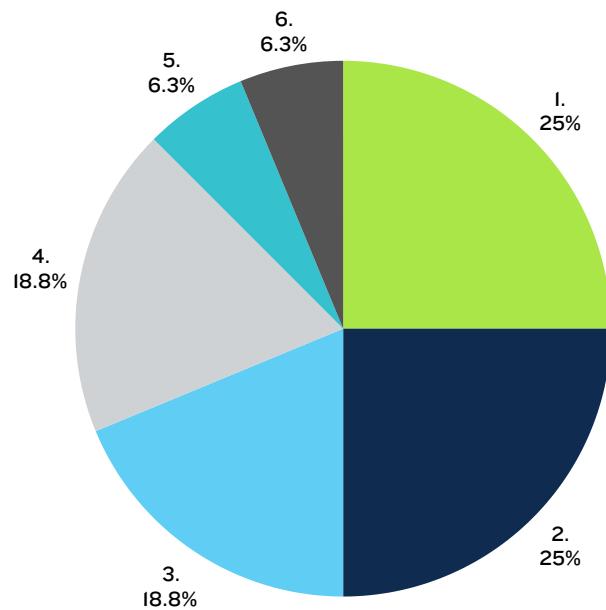
**Are you ready to sponsor our 2026 conference or looking to get involved in other ways?**

**Contact [syates@revtechlabs.co](mailto:syates@revtechlabs.co) for more information.**



## FIRM TYPES

1. Startup Founders & Entrepreneurs
2. Corporate Innovation & Investment Arms
3. Financial Services & Insurance Firms
4. Venture Capital & Growth Equity
5. Accelerators & Incubators
6. Government & Academic Innovation Programs



## ARCHETYPES

### 1. Founders & Entrepreneurs

- **Who:** Fintech & Insurtech startup founders across various stages (mainly Series A), especially from underrepresented backgrounds
- **Why They Attend:** Gain exposure to corporate innovators and investors, network with peers and potential advisors or co-founders, participate in workshops and panels for practical, strategic insights

### 2. Investors

- **Who:** Venture capitalists, angel investors, family offices, and corporate venture arms
- **Why They Attend:** Source high-quality, early-stage deal flow, meet founders innovating in fintech and insurtech, stay current on trends, talent, and technologies shaping the space

### 3. Fintech & Insurtech Companies

- **Who:** Larger firms (>\$1B revenue) working in financial services or insurance.
- **Why They Attend:** Discover innovations, build visibility within a targeted audience, form strategic partnerships, and learning from thought leadership sessions

### 4. Service Providers

- **Who:** Legal firms, consultants, accelerators, software vendors, and ecosystem partners
- **Why They Attend:** Connect with & support growing startups, position their services as essential for scaling companies, engage with investors and corporates seeking specialized expertise

## Past Attendee Job Titles

### Finance:

CEO- Truist  
CFO- JP Morgan  
CRO- KeyBank  
CPO- Credit Karma  
CTO- Bank of Ozark  
CTO- Brighthouse Fin.  
CTO- Bank of America  
VP Fintech- Atlantic Capital Bank  
Head of Partnerships- Mambu  
Director Corp. Strategy- 53 Bank  
Director of Ops- Citizens Bank  
SVP- Goldman Sachs  
SVP- Morgan Stanley

### Insurance:

CTO- Allstate  
CTO- USAA  
SVP- TIAA  
Head of GCDT- AIG  
Senior Director- Hippo

“From casual chats to deeper discussions, it was clear that everyone showed up to grow, to contribute, and to walk away better than they came in. That kind of atmosphere stays with you long after the event ends.”

“Big shout-out to all the organizers, partners, and sponsors. Phenomenal conference, super-rich content, meaningful connections!”

“Beyond the meaningful conversations and connections, I also appreciated the overall energy of the experience. There was a sense of momentum and shared purpose that made every moment feel intentional.”

## Profile

Senior to Director level employees at major financial and insurance institutions.

### HEAD COUNT

400-500 total  
250-350 concurrent  
60+ speakers

### BREAKDOWN

#### Executives



#### Senior Leaders



#### Director + Mid level



### WHY THEY ATTEND

- Access to exclusive content
- Building strategic industry relationships
- Exposure to emerging innovations

## Past Notable Speakers



**Marques Ogden**  
Former NFL &  
CEO  
Ogden Ventures



**Frank Holding, Jr.**  
CEO  
First Citizens Bank



**Rodney Hood**  
Eleventh Chairman &  
Board Member  
NCUA



**Lisa Wardlaw**  
CSFO Farmers  
New World Life



**Dennis Gada**  
EVP Finance  
Infosys



**Darrell Esch**  
Former Head of  
Venmo, SVP PayPal



**Alexis Vaughn**  
AVP Marketing  
Cowbell



**Nigel Morris**  
President, COO  
Capital One



**Brandon Krieg**  
Co-Founder  
STASH



**Beth Johnson**  
CEO  
Citizens



**Rochelle Clarke**  
Founder & CEO  
Continuity  
Strength



**Gen. Ray Odierno**  
Sr. Advisor  
JP Morgan Chase



**Colleen McCreary**  
CPO  
Credit Karma



**Cathy Bessant**  
Vice Chair  
Bank of America



**Babette Reynolds**  
MD, Global Fin. Crimes  
Bank of America



**Daniel Seay**  
CIO, Commercial Bank  
Fifth Third



Brighthouse  
FINANCIAL



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a TELUS International Company



CHARLOTTE  
THE DUBOIS CENTER



OMNI PUBLIC  
PUBLIC RELATIONS



CITY OF  
CHARLOTTE



GoDgtl

by PruTech

WH

WAGNER HICKS

MM  
MORRIS,  
MANNING &  
MARTIN, LLP

## General Sessions

These plenary sessions emphasize key themes and motivate attendees. They're intentionally curated to align with conference objectives.

## Industry Breakout Tracks

Smaller sessions give every attendee an opportunity to dive deeper into specific themes and become active participants through industry-specific workshops, seminars, roundtable and panel discussions.

## Awards Breakfast

Our Ecosystem's best entrepreneurs and brightest mentors. Collective engagement drives the ecosystem and those in the seat who contribute deserve to be recognized.

## Industry Cocktail Reception

Even thought leaders and industry innovators need to unwind. Attendees, speakers, sponsors and exhibitors are invited to connect over live music, light fare, and cocktails.

## RTL Demo Sessions

Our most sought-after sessions. The capstone of the RTL Accelerator program brings our Founders back to Charlotte to pitch to investors over two days.

## Startup Alley

The Demo Floor gives attendees access to experience the products and services of top Founders, and interact with them in realtime.

## Networking Lounges

A place for attendees to connect and recharge. Branded lounge furniture encourages organic networking without restrictions, and charging stations to boost device batteries.

## Activations

Creating a memorable brand experience for attendees through interactive activities and engaging campaigns to give the extra 'Wow' factor.

## Exclusive VIP Dinners

Conference speakers, CSuite leaders and executives are invited to some of the best that Charlotte has to offer for an invitation-only, small format dinner.

### Title Sponsor - \$30k

As the Title Sponsor of FIG, you'll receive premier branding, a main stage speaking opportunity, and high visibility across all event materials. Benefits include access to VIP experiences, exhibit space, and more. This package offers unmatched exposure to top fintech and insurtech leaders.

### BENEFITS

- **30** full conference passes
- Opportunity to share a one-minute video after opening remarks (sponsor to provide video)
- Speaking opportunity on the main stage
- Exclusive branding placement on the main stage
- High-visibility branding on printed and digital conference materials
- Half-page ad in the conference program in a premium location (sponsor to provide copy and creative)
- Exhibit space in atrium (sponsor covers associated booth costs)
- Title Sponsor featured in FIG communications — including pre-event outreach, post-event follow-up, and media coverage
- An invitation to an invite-only VIP dinner
- Seat on the FIG Content Steering Committee (multiple team members welcome, including region-specific reps)
- Access to the full attendee list: 7 days prior to the event for pre-registered guests, 1 day prior with updated registrations, and the full list following the conclusion of the event



## Platinum Sponsorship - Annual Program Sponsor - \$20K+

Annual sponsors receive customized contracts tailored to their specific goals and engagement preferences. Each partnership is unique, with add-on opportunities that have previously included mainstage sponsorship, happy hour or networking reception sponsorship, branded candy bar or snack activations, registration area sponsorship, networking lounge sponsorship, and thought leadership opportunities such as panels, fireside chats, or workshops. We work closely with each sponsor to design a package that aligns with their brand, audience, and strategic objectives.

### BENEFITS

- Industry exclusivity within your category
- **20** full conference passes
- 2 invitations to an invite-only VIP Dinner
- Speaking opportunity on the main stage
- Sponsorship of digital event signage
- Opportunity to introduce and present awards to Outstanding Mentors
- Branded email sent to the entire RTL alumni network OR all past FIG attendees on your behalf (sponsor to provide copy and creative)
- One featured spotlight in RTL's LinkedIn — can include a video or targeted message (sponsor to provide copy and creative)
- Half-page ad in the conference program in a premium location (sponsor to provide copy and creative)
- High-level branding placement across all print, digital, and on-site materials
- Seat on the FIG Content Steering Committee (multiple team members welcome, including region-specific reps)
- Access to the full attendee list: 7 days prior to the event for pre-registered guests, 1 day prior with updated registrations, and the full list following the conclusion of the event

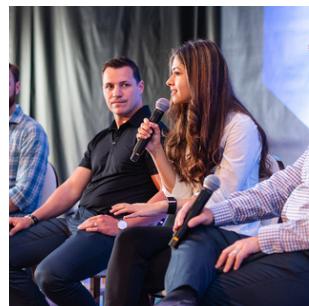


## Gold Sponsorships - \$10K

### BENEFITS

- **15** full conference passes
- High-level branding placement across all print, digital, and on-site materials
- 2 invitations to the VIP Dine-a-Round Dinners. Intimate dinners of 10-12 high-profile attendees
- Promotional features across RTL & FIG LinkedIn accounts and newsletters (35K reach)
- Seat on the FIG Content Steering Committee (multiple team members welcome, including region-specific reps)
- Opportunity to place branded materials or giveaways on a shared sponsor table
- Reserved table in the upstairs meeting area for private meetings with entrepreneurs or investors
- Access to the full attendee list: 7 days prior to the event for pre-registered guests, 1 day prior with updated registrations, and the full list following the conclusion of the event

\*All Gold Sponsors will receive the following benefits plus additional event benefits of chosen sponsorship\*



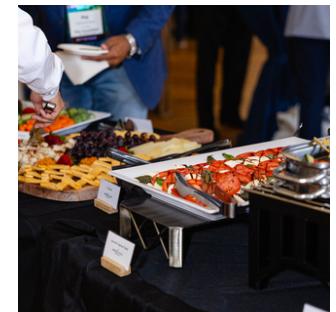
### CHOOSE ONE:

- Thought Leadership Sponsor
  - Take the stage for a speaking slot to share your expertise with our audience through a featured panel, fireside chat, or keynote session.
  - Stage branding during the session, and seat at RevTech Labs VIP Dinner
- Cocktail Reception Sponsor
  - Connect with attendees in a relaxed setting while your brand takes center stage during this high-energy networking happy hour event.
  - Branding on napkins/plates/cups, opportunity to MC event kick-off, entertainment sponsor, and signature cocktail or mocktail
- Registration Sponsor
  - Exclusive branded registration desk, premium branding on Swapcard event app, and branding on attendee name badges.
- Speaker Green Room Sponsor
  - Branded signage, speaker gift & refreshments, access to all speakers before and after their sessions

### Silver Sponsorships - \$5K

#### BENEFITS

- 5 full conference passes
- High-level branding placement across all print, digital, and on-site materials
- 1 invitation to an invite-only VIP Dinner
- Promotion on RTL & FIG LinkedIn accounts and newsletters (35K reach)
- Seat on the FIG Content Steering Committee (multiple team members welcome, including region-specific reps)
- Opportunity to place branded materials or giveaways on a shared sponsor table
- Access to the full attendee list: 7 days prior to the event for pre-registered guests, 1 day prior with updated registrations, and the full list following the conclusion of the event



#### CHOOSE ONE:

- Workshop Sponsor
  - Host a branded, content-driven session that positions your team as thought leaders in front of founders and investors. 30-50 conference attendees
- Dine-Around Sponsor
  - Host an intimate invite-only dinner at one of Charlotte's fine dining establishments post-event
  - Access to the attendee list to choose up to 8 conference attendees for dinner planned by RTL
  - Sponsor picks up the tab
- Networking Lounge Sponsor
  - Align your brand with top VCs and LPs by sponsoring the exclusive space where investors gather and make connections.
- Lunch Sponsor
  - Gain high-visibility branding during one of the conference's busiest and most social hours — with optional speaking or networking component.
  - Branding on napkins/plates/cups, option to speak on the main stage before announcing lunch break

\*All Silver Sponsors will receive the following benefits plus additional event benefits of chosen sponsorship\*

## Bronze Sponsorships - \$3K

\*All Bronze Sponsors will receive the following benefits plus additional event benefits of chosen sponsorship\*

### BENEFITS

- 3 full conference passes
- High-level branding placement across all print, digital, and on-site materials
- 1 invitation to an invite-only VIP Dinner
- Promotion on RTL & FIG LinkedIn accounts and newsletters (35K reach)
- Seat on the FIG Content Steering Committee (multiple team members welcome, including region-specific reps)
- Opportunity to place branded materials or giveaways on a shared sponsor table
- Access to the full attendee list: 7 days prior to the event for pre-registered guests, 1 day prior with updated registrations, and the full list following the conclusion of the event

### CHOOSE ONE:

- Elevated Candy & Snack Bar Sponsor
  - Premium branding on a deluxe candy and snack bar curated by RTL to offer attendees a little pick-me-up throughout the day
- Gamification Sponsor
  - Branded game with a custom prize pack to promote attendee engagement at the event, with the opportunity to present prizes to winners
- Exhibit Booth Sponsor
  - Small (6x6) or Large (10x10) booth in atrium with upgrade option for premium space

