



PRESENTED BY DEVRY UNIVERSITY

REGISTRATION BROCHURE



DECEMBER 6-9, 2015

GAYLORD OPRYLAND
RESORT & CONVENTION CENTER





PBE0 JOB FAIR

This Dec. 6 – 9, the Gaylord Opryland Resort & Convention

Center in Nashville, Tennessee, will host the 2015 PBE0 Job Fair, presented by DeVry University. Each year at the Baseball Winter Meetings, the Job Fair gives individuals seeking employment in the baseball industry the opportunity to meet with club executives and interview on-site for a variety of available positions.

The process is simple and streamlined. Job Fair attendees can search jobs ranging from internships to full-time positions, then apply, interview and receive offers all while at the Baseball Winter Meetings. With December marking the height of the baseball hiring season, an average of 400 – 500 jobs are posted each year for a similar number of job seekers. Most clubs are hiring for positions beginning in January 2016, with Short Season-A™ and Rookie® level clubs hiring for later in the year. For a list of short season clubs, visit the classification page on www.MiLB.com. Historically, the split for full-time versus internship positions is about 70 percent/30 percent, and we cannot guarantee how many full-time positions will be posted.

JOB FAIR PROCESS

The Job Posting Room, which opens on Sunday, Dec. 6, at 3:30 p.m., immediately following the conclusion of the Business of Baseball Workshop, is where all of the available positions will be numbered and posted according to category (e.g., Ticket Sales, Stadium Operations, Marketing & Promotions, etc.). When you find a position for which you would like to apply, write the job number, title and the phone number where you can be reached while in Nashville on your résumé, before submitting into its respective résumé drop box. You will need a separate résumé for each

JOB CATEGORIES

- Administrative Assistant
- Creative Services
- Media/Public Relations
- Social Media
- Advertising/Sponsorship
- Event Management
- Stadium Operations
- Assistant GM
- Group Sales
- Ticket Sales
- Baseball Operations/Scouting
- IT/Computer Network Systems
- Turf/Grounds Management
- Business/Accounting/Finance
- Marketing & Promotions
- Other
- Clubhouse/Equipment Manager
- Mascot
- Play-by-Play
- Community Relations
- Senior Management
- Concessions/Catering

position for which you are applying. It is encouraged that you make numerous copies of your résumé before arriving to the Baseball Winter Meetings. However, there are on-site services offered by the hotel for a fee should you need to utilize them.

For more information on the Job Fair process, visit the Job Fair General Information page on www.PBE0.com or email questions to Info@PBE0.com. Job seekers should plan to attend the Orientation Session on Sunday, Dec. 6, during the Business of Baseball Workshop. For more information, including 'Frequently Asked Questions,' visit the PBE0 Job Fair page at www.PBE0.com.

AGENDA

SUNDAY, DECEMBER 6

Registration Counter	7 a.m. – 4 p.m.
Business of Baseball Workshop	8 a.m. – 3:30 p.m.
PBE0 Office, Job Posting Room & Workroom	3:30 – 5 p.m.

MONDAY, DECEMBER 7 & TUESDAY, DECEMBER 8

Registration Counter	8 a.m. – 4 p.m.
PBE0 Office & Job Posting Room	9 a.m. – 5 p.m.
Interview Room, Interview Schedule Room & Workroom	9 a.m. – 6 p.m.

WEDNESDAY, DECEMBER 9

PBE0 Office & Job Posting Room	9 a.m. – 5 p.m.
Interview Room, Interview Schedule Room & Workroom	9 a.m. – 6 p.m.

Dates and times are subject to change without notice.



VISIT PBEO ON THE WEB

Job seekers can find complete PBEO Job Fair information, including résumé tips, proper attire for events and more, on www.PBEO.com. On the home page, click on the Job Fair logo on the right-hand navigation bar, or 'Job Fair' in the top navigation bar. The 'Frequently Asked Questions' page will also serve as a resource for Job Fair attendees. If you have any questions about the Job Fair, email info@PBEO.com and a member of the Minor League Baseball staff will respond in a timely manner.

RÉSUMÉS

Bring at least 100 copies of your résumé, as you never know how many jobs may appeal to you. Making copies on-site may be costly. Play-by-Play applicants should submit a demo tape or CD and résumé in an envelope (8.5" x 5.5").

ATTIRE

Business attire is suggested, especially for interviews. For men, a jacket and tie are recommended while a suit/dress/pants/skirt with collared shirt is suggested for women. For special events throughout the week, attire ranges from casual to business. Keep in mind your potential future employer may be on-site during the week, so a presentable and professional appearance is recommended at all times.

FEDEX OFFICE

The FedEx Office at the Gaylord Opryland Resort & Convention Center is pleased to extend a 10 percent discount on Business Center Services to PBEO Job Fair attendees. The services eligible for a discount include Self-Service Computer Rental stations, Self-Serve Copying, Full Service Printing & Binding Services and Faxing Services. Attendee must present his or her badge to receive the discount.

ABOUT NASHVILLE

From its honky-tonks and juke joints to the hallowed halls of its historic venues, Nashville is known the world over as Music City. As the state capital of Tennessee, this picturesque city offers its visitors sports, culinary arts, shopping, world-renowned attractions, visual arts

and stunning outdoor beauty. One aspect of the city's past especially relevant to baseball fans is the history of Sulphur Dell. Built in 1870, Nashville's professional baseball teams called Sulphur Dell home for 94 years until the Nashville Vols (South Atlantic League) played their final game on Sept. 8, 1963. The site was demolished in 1969, and the area now houses the newly constructed First Tennessee Park, home of the Pacific Coast League's Nashville Sounds. Visit Nashville and see a city steeped in a musical legacy and experience a generous helping of Southern charm and hospitality!

FUTURE PBEO JOB FAIR SITES

Gaylord National Resort & Convention Center

National Harbor, Maryland

December 4 - 7, 2016

Walt Disney World Swan and Dolphin Resort

Orlando, Florida

December 10 - 13, 2017



Job seekers search through hundreds of jobs in the Job Posting Room.

**OVER 55% OF SURVEY RESPONDENTS
RECEIVED A JOB OFFER
AT THE 2014 PBEO JOB FAIR.**





REGISTRATION

Online registration with a major credit card can be completed by visiting www.PBEO.com, or by filling out and returning the attached form along with payment by Oct. 23, 2015, for a discounted rate. After this date, registrations will only be taken on-site (cash or credit card only) and registration fees will increase by \$50. If you are a current PBEO member, your subscription must run through Dec. 9, 2015, to register at the Current Member rate. If it does not, you must register as a Non-Member, which would extend your PBEO membership by another year.

On-site registration counters will open at 7 a.m. on Sunday, Dec. 6. Registration is also open on Monday, Dec. 7, and Tuesday, Dec. 8, from 8 a.m. – 4 p.m. Registering in advance ensures that you will receive your registration package, along with your official name badge, prior to the event, eliminating the need to visit the registration counter. The first 400 registrants will also receive a ticket to redeem an attendee gift on-site. Your name badge must be worn at all times to gain entrance to the Job Posting Room and the Baseball Trade Show.

REGISTRATION INCLUDES

Full access to the PBEO Job Fair, Business of Baseball Workshop, Baseball Trade Show* and a PBEO Attendee Gift! Registration DOES NOT include entry to Baseball Winter Meetings special events, including the Banquet, Awards Luncheon or Gala. Tickets for individual events can be purchased on-site at the Baseball Winter Meetings registration counter. Non-Member registration includes a one-year membership to www.PBEO.com (a \$50 value).

* Job seekers will not be allowed access to the Baseball Trade Show from 1 – 4 p.m. on Wednesday, Dec. 9.

† Attendee Gift tickets will be distributed to the first 400 registrants.

**72.5% OF MiLB CLUBS
POSTED POSITIONS
AT THE 2014 PBEO JOB FAIR.**

BUSINESS OF BASEBALL WORKSHOP

The annual Business of Baseball Workshop, which gives job seekers inside information about working in the sports industry from a list of distinguished speakers, will be held on Sunday, Dec. 6, from 8 a.m. – 3:30 p.m.

BENEFITS OF ATTENDING

- Learn the ropes of the Job Fair process during the Orientation Session.
- Discover how to find the right job in baseball.
- Gain the skills to make you more marketable and increase your earning potential.
- Network with baseball executives.
- Hear career-building ideas from industry insiders and key decision makers.
- Acquire critical interview skills.
- AND get a head start on your competition.

Registration for the Business of Baseball Workshop is INCLUDED with the cost of the Job Fair. To make the most of your Job Fair experience, be sure to include this day of learning in your travel plans.



The Business of Baseball Workshop provides a great opportunity to learn both about the industry and PBEO Job Fair.

“The PBEO Job Fair provides endless opportunities that truly allow you to find your niche in the baseball world. The Job Fair gives job seekers chances to put their résumés in action and their interview skills to the test, but most importantly, their faces on the map.”

Cheyne Reiter

Communications Coordinator, Reno Aces
2014 Job Fair attendee





BASEBALL WINTER MEETINGS & BASEBALL TRADE SHOW



The Baseball Winter Meetings is the annual gathering of members of The National Association of Professional Baseball Leagues, Inc. d/b/a Minor League Baseball, Major League Baseball and their affiliated parties. Known as the largest gathering of baseball executives in the world, the Baseball Winter Meetings brings together front office personnel, trade show exhibitors and job seekers in one place for five days of seminars, league meetings and organizational meetings. Among the week's notable events are the Baseball Trade Show, PBEO Job Fair and other special events, such as the Banquet, Awards Luncheon and Gala. The Baseball Trade Show features a multitude of products and goods that clubs can purchase to use and/or give away in their ballparks. In addition, innovative and unique items are featured in the New Product Showcase. For more information on these events, visit www.BaseballWinterMeetings.com and www.BaseballTradeShow.com.

ADDITIONAL TICKET PURCHASES

Job Fair attendees are NOT automatically registered for Baseball Winter Meetings special events. However, there are many benefits in purchasing tickets for and attending them. The Banquet (Sunday), Awards Luncheon (Monday) and Gala (Wednesday) give job seekers chances to further network with other job seekers and industry executives. Individual special event tickets will be available at a discount and may be purchased on-site* at the Baseball Winter Meetings registration counter located at the Delta Registration Counter in the Delta Lobby of the Gaylord Opryland Resort & Convention Center.

BANQUET

Dec. 6, 7 – 9 p.m.: \$75

Sponsored by New Era Cap Co., this annual event recognizes some of the most prestigious awards in the baseball industry, including the King of Baseball, the John H. Johnson President's Award, the Larry MacPhail Award, the Warren Giles Award, the Sheldon "Chief" Bender Award, the Mike Coolbaugh Award and the John Henry Moss Community Service Award. For more information on these awards, visit www.BaseballWinterMeetings.com.

AWARDS LUNCHEON

Dec. 7, 12:15 – 2:30 p.m.: \$75

Sponsored by Musco Sports Lighting, the annual Awards Luncheon recognizes some of the top individuals and clubs within the game of baseball. Highlights of the event include opening remarks from Minor League Baseball President & CEO Pat O'Conner, followed by award presentations for the Joe Bauman Trophy, Rawlings Woman Executive of the Year, the Bowie Kuhn Award, Sports Turf Managers of the Year, Scouts of the Year and more. The Awards Luncheon is attended by more than 1,000 individuals and is a way for attendees from both Minor League Baseball and Major League Baseball to honor their peers and colleagues.

GALA AT WILDHORSE SALOON

Dec. 9, 7 – 10 p.m.: \$75

Sponsored by Essensa, K&K Insurance, New Era Cap Co. and Rawlings, the Gala's laid-back atmosphere and casual social setting offers Baseball Winter Meetings attendees, Baseball Trade Show exhibitors and job seekers a chance to network and socialize beyond the week's scheduled meetings. Taking place at Wildhorse Saloon, this year's Gala will provide an evening full of delicious food, cocktails and mingling among your peers and colleagues, along with a country line dancing lesson from the Wildhorse dancers.

* Prices and availability subject to change without notice.



HOUSING

PBE0 Job Fair attendees are responsible for making their own housing arrangements while attending the Baseball Winter Meetings and PBE0 Job Fair. The Gaylord Opryland Resort & Convention Center will host the Baseball Winter Meetings, PBE0 Job Fair and Baseball Trade Show. Due to space limitations, housing will not be available for booking at the Gaylord Opryland Resort & Convention Center. However, there are numerous hotels nearby. Neither Minor League Baseball nor PBE0 makes any representation with respect to any of these properties.

If you would like to use the Gaylord Opryland Resort & Convention Center as a reference point for your search, use the following address:

Gaylord Opryland Resort & Convention Center
2800 Opryland Drive
Nashville, TN 37214

CONTACT INFORMATION

For Professional Baseball Employment Opportunities (PBE0) Job Fair questions or general information, contact us at any of the following:

Professional Baseball Employment Opportunities
P.O. Box A
St. Petersburg, FL, 33731-1950
Website: www.PBE0.com
Email: Info@PBE0.com
Phone: (866) WE-R-PBE0 (866-937-7236)
Fax: (727) 821-5819

TRAVEL & TRANSPORTATION

AIR TRAVEL INFORMATION

Nashville International Airport (BNA)

Nashville International is the closest international airport to the Gaylord Opryland Resort & Convention Center. For parking information, travel to and from the airport or a full airport guide, visit www.nashintl.com.

GROUND TRAVEL INFORMATION

Airport Shuttle

The Gaylord Opryland Resort & Convention Center offers daily roundtrip shuttle service from Nashville International Airport to the hotel. Upon your arrival, you can find the Gaylord Opryland Welcome Desk on the lower level between the two escalators. An agent can assist with your travel needs and ticket purchase or you can use their kiosk, conveniently located at the Welcome Desk. If an attendant is not available, the hotel shuttle can be located immediately to the left as you exit the front door of the lower level.

Cost: A one-way Gaylord Opryland shuttle ride to or from the airport is \$30 and round trip is \$40. Visit www.gaylordopryland.com for additional information.

Taxi Service

A one-way taxi fare to or from the airport to Gaylord Opryland Resort & Convention Center is approximately \$25 (does not include gratuity). Visit www.nashintl.com for additional ground transportation information and pricing.

Hotel Parking

- Self-parking: \$23 daily
- Valet parking: \$30 daily



Make sure to network, not only with executives, but with your fellow job seekers.



An employer interviews a job seeker at the 2014 PBE0 Job Fair.





2015 PBEO JOB FAIR

REGISTRATION FORM



Complete this registration form and return it along with credit card information, check or money order payable to: Professional Baseball Employment Opportunities, P.O. Box A, St. Petersburg, FL, 33731-1950, **no later than Oct. 23.**

Registration materials will be sent to attendees in early to mid-November. More information is available at www.PBEO.com, and you may also register online.

Registration includes: PBEO Job Fair, Business of Baseball Workshop, Baseball Trade Show* and Job Fair Attendee Gift† (DOES NOT include Baseball Winter Meetings special events, including the Gala, Banquet and others).

* Job seekers will not be allowed into the Baseball Trade Show from 1 – 4 p.m. on Wednesday, Dec. 9.

† Attendee Gift tickets will be distributed to the first 400 registrants.

ATTENDEE INFORMATION

Current Member† \$150§ **Non-Member \$200§**

† Current Member's subscription must run through 12/9/15. If not, you must register as a Non-Member.

§ Registration fees will increase by \$50 after the Oct. 23 deadline.

Name _____		Phone _____	
Street Address (No P.O. Boxes) _____		City _____	State _____ ZIP _____
Username [‡] _____	Password [‡] _____	Email _____	

Do you or anyone in your party have any special needs as addressed by the Americans with Disabilities Act? Yes No
 I have read and understand the Terms listed at the bottom of this registration form and the General Rules on Page 7.

[‡] Please create/enter your username and password for www.PBEO.com (required). Usernames and passwords must be 6 to 10 alphanumeric characters.

PAYMENT INFORMATION

Check Money Order Visa MasterCard AMEX Discover

Card Number _____ Expiration Date ____/____

Print Name _____

Authorized Signature (Card Holder)[#] _____

MAKE CHECKS PAYABLE TO
PROFESSIONAL BASEBALL
EMPLOYMENT OPPORTUNITIES
All credit card transactions will appear as Minor League Baseball.

Terms

Refund Policy: A refund of Job Fair registration fees will be made upon written request only if the request is received on or before Oct. 30, 2015. No refunds will be issued for registration cancellations after this date. Advance Non-Member registration includes a one-year membership to www.PBEO.com, a \$50 value. PBEO membership fees are non-refundable. Job Fair registration forms received after Oct. 23, 2015, as well as on-site registration, will be an additional \$50 per attendee.

[#]By signing, you agree to all rules and regulations for the Baseball Winter Meetings (found on www.BaseballWinterMeetings.com) and the General Rules of the PBEO Job Fair, found on the following page.





ATTENDEE CONDUCT & LIABILITY

Attendees must abide by all applicable laws, codes, regulations, ordinances, rules (including the rules of the convention), and all directions given by the convention staff and/or the convention site. Attendees assume all risks and responsibility for attending the Baseball Winter Meetings, Baseball Trade Show, PBE0 Job Fair, and all events related to them. Generally speaking, attendees are expected to behave in a professional and courteous manner when attending events. The hotels, convention staff, and Organizer reserve the right to immediately reject, eject, remove, or prohibit any attendee from the Baseball Winter Meetings, Baseball Trade Show, PBE0 Job Fair, and all events related to them, if, in their sole and absolute discretion, the attendee violates any rules or regulations, or if the attendee's conduct is deemed detrimental or disruptive to the Baseball Winter Meetings, Baseball Trade Show, PBE0 Job Fair, or other related events, or another attendee's safety or comfort. If any attendee is rejected, ejected, removed, or prohibited from the Baseball Winter Meetings, Baseball Trade Show, PBE0 Job Fair, or other related event, the attendee shall not be entitled to any refund of registration fees or other fees and will remain liable for any damages caused by his or her actions.

ATTENDEES AGREE THAT THE NATIONAL ASSOCIATION OF PROFESSIONAL BASEBALL LEAGUES, INC. (THE "NAPBL"), PROFESSIONAL BASEBALL PROMOTION CORP. (THE "ORGANIZER"), MAJOR LEAGUE BASEBALL, GAYLORD OPRYLAND RESORT & CONVENTION CENTER, AND ALL OF THEIR RESPECTIVE OWNERS, SUBSIDIARIES, AFFILIATED COMPANIES, MEMBER LEAGUES AND CLUBS, SHAREHOLDERS, DIRECTORS, OFFICERS, EMPLOYEES, REPRESENTATIVES, AGENTS, CONTRACTORS, SUBCONTRACTORS, AND ATTORNEYS SHALL NOT BE LIABLE TO ANY ENTITY OR INDIVIDUAL FOR ANY LOSS, DAMAGE, OR INJURY ARISING OUT OF OR RELATING TO (i) ANY NEGLIGENT, RECKLESS, OR INTENTIONAL ACT OR OMISSION OF ATTENDEES (OR ANY OF ATTENDEES' OFFICERS, EMPLOYEES, REPRESENTATIVES, AGENTS, GUESTS, OR INDEPENDENT CONTRACTORS) OR (ii) ANY VIOLATION OF ANY APPLICABLE LAW, CODE, REGULATION, ORDINANCE, OR RULE BY ATTENDEES (OR ANY OF ATTENDEES' OFFICERS, EMPLOYEES, REPRESENTATIVES, AGENTS, GUESTS, OR INDEPENDENT CONTRACTORS). EACH EVENT LISTED IN (i) AND (ii) IS AN "INDEMNIFIED EVENT." ATTENDEES AGREE TO INDEMNIFY AND HOLD HARMLESS THE NAPBL, ORGANIZER, MAJOR LEAGUE BASEBALL, GAYLORD OPRYLAND RESORT & CONVENTION CENTER, AND ALL OF THEIR RESPECTIVE SUBSIDIARIES, AFFILIATED COMPANIES, MEMBER LEAGUES AND CLUBS, SHAREHOLDERS, DIRECTORS, OFFICERS, EMPLOYEES, REPRESENTATIVES, AGENTS, CONTRACTORS, SUBCONTRACTORS, ATTORNEYS, AND INSURERS FROM ANY AND ALL CLAIMS, THREATS, DAMAGES, INJURY, LOSSES, LIABILITY, SUITS, ACTIONS, DEMANDS, JUDGMENTS, PROCEEDINGS (WHETHER LEGAL, EQUITABLE, ADMINISTRATIVE, OR OTHERWISE), COSTS, AND EXPENSES (INCLUDING, WITHOUT LIMITATION, ATTORNEYS' FEES) RELATING TO OR ARISING FROM AN INDEMNIFIED EVENT.

PBE0 JOB FAIR & BASEBALL WINTER MEETINGS GENERAL ATTENDANCE POLICY

The Baseball Winter Meetings are not open to the general public. In order to attend, you must be (i) a member of The National Association of Professional Baseball Leagues Inc., d/b/a Minor League Baseball, or Major League Baseball, (ii) a Baseball Trade Show exhibitor, (iii) a PBE0 Job Fair attendee, or (iv) an Approved Non-Member. Non-Member applications must be approved prior to registration and will be considered on a case-by-case basis, in Minor League Baseball's sole and absolute discretion.

Minor League Baseball and Major League Baseball clubs and leagues may only register, purchase additional tickets or name badges, and request housing for individuals who are employed by their organization.

Any company that is in the business of selling a product or service to any Minor League or Major League Baseball club or league can only attend the Baseball Winter Meetings as a Baseball Trade Show exhibitor.

Any professional or amateur sports league, club, or organization must go through the Non-Member approval process as mentioned above and will be considered on a case-by-case basis, in Minor League Baseball's sole and absolute discretion.

Minor League Baseball, in its sole and absolute discretion, reserves the right to refuse admittance to any person or entity for any lawful reason. A member that has previously purchased a Name Badge Only may purchase an upgrade to a full registration package that includes tickets to all events by paying the on-site registration fee.

NON-TRANSFERABLE CONVENTION NAME BADGES

A convention name badge serves as a revocable license for admission to the Baseball Winter Meetings, Baseball Trade Show and PBE0 Job Fair. Convention name badges are required to gain entry to the Baseball Trade Show. Convention name badges are non-transferable. Convention name badges must be worn at all times and must be presented upon request. Tickets are required to attend special events and are not transferable. Minor League Baseball reserves the right, in its sole and absolute discretion, to terminate an attendee's license at any time and require the attendee to leave the premises. Anyone so removed from the convention will not receive any refund of fees previously paid. Re-entry to the convention will not be allowed. In addition, Minor League Baseball reserves the right, in its sole and absolute discretion, to terminate an attendee's license at any time and require attendee to leave the premises if an attendee presents a name badge that does not belong to him or her or cannot produce required identification. Sharing name badges is strictly prohibited.

CHILDREN'S ATTENDANCE POLICY

Children age 4 and older must have a ticket and convention name badge to gain entry to the Baseball Trade Show and Baseball Winter Meetings special events. Costs for children age 4 or older are the same as for adults.

LOST/REPLACEMENT POLICY

If you lose or leave your registration materials at home, a replacement name badge can be purchased on-site at the PBE0 Job Fair registration counter. If you lose special event tickets or a full passport, the charge for a replacement is the face value of the individual ticket. Upon your return home, a refund will be issued if you return all materials intact to our offices within fourteen (14) days after the last day of the event.

USE OF LIKENESS

Attendee irrevocably consents to the NAPBL and Organizer, and their employees, agents, and personnel, using the likenesses of attendee and attendee's employees, agents, personnel, invitees, and guests for purposes including, without limitation, the operation of the Baseball Winter Meetings, Baseball Trade Show and PBE0 Job Fair publicity, marketing, and promotion of the Baseball Winter Meetings, Baseball Trade Show, PBE0 Job Fair and other programs. Attendee understands and agrees that the likenesses may be copied and distributed by various methods, including, without limitation, photography, video, television, websites, social media, brochures, email advertisements, magazines, and newspapers. Attendees and exhibitors understand that, although the NAPBL and Organizer will endeavor in good faith to use the likenesses in accordance with standards of good judgment, the NAPBL and Organizer cannot warranty or guarantee that any further dissemination of the likenesses will be subject to the NAPBL and Organizer's control. Accordingly, attendee, on behalf of himself, herself, or itself and all of its employees, agents, personnel, invitees, and guests, releases the NAPBL and Organizer from any and all claims and liability related to the likenesses or the dissemination thereof.

USE OF EMAIL ADDRESS

Email addresses of registrants are shared with Baseball Winter Meetings sponsors so that they can provide information about industry products and reviews. In addition, if you reserve housing through the Minor League Baseball office, your email address will be given to your assigned hotel in order to send hotel confirmation numbers.

VENUE AND CHOICE OF LAW

Any dispute, controversy or claim arising out of the Baseball Trade Show shall be adjudicated in state or federal courts located in St. Petersburg or Tampa, Florida. These rules and regulations shall be governed by the laws of the state of Florida.

