

CONNECTION SESSION

Speaker Bio



John Neofotistos
Managing Partner,
exhibitorinsurance.com

John Neofotistos has dedicated over 34 years to the trade and consumer show industry, beginning in 1982 with Thompson Ahern, where he discovered his passion for the sector. He joined Mendelssohn-Commercial in 1983, quickly rising to Manager roles at the Sheraton Centre and Metro Toronto Convention Centre. John was instrumental in removing cross-border customs barriers, helping make Canada a desirable event destination.

In 1999, he pivoted to the registration technology space as VP of Sales at AR Systems, where he introduced innovative tools like web-based badging and Quik-Reg to streamline the attendee experience.

In 2004, John founded ExhibitorInsurance.com, becoming a Registered Insurance Broker of Ontario. He pioneered online exhibitor insurance solutions and helped CAEM members standardize liability requirements.

His efforts modernized insurance processes across the industry and created new revenue opportunities for organizers.

A longtime CAEM supporter, John has served on committees and the Board, mentored members, and actively contributed to industry events. His career is defined by one word: service—to clients, colleagues, and the industry at large.



CAEM | June 16-18, 2025

CURRENTS of
CONNECTION

Fredericton / New Brunswick 