



WAPMU Annual Meeting & Workshop

Exhibitor Prospectus



February 16-18, 2018
Miami, Florida U.S.A.
The Colonnade Hotel- Coral Gables

EXHIBIT

DATES & HOURS*

SET-UP

THURSDAY, FEBRUARY 15, 2018

7:00 P.M. - 9:00 P.M.

AND/OR

FRIDAY, FEBRUARY 16, 2018

8:00 A.M. - 10:00 A.M.

SHOW HOURS

FRIDAY, FEBRUARY 16, 2018

10:00 A.M. - 5:00 P.M.

NETWORKING RECEPTION 6:00 P.M. - 8:00 P.M.

SATURDAY, FEBRUARY 17, 2018

7:30 A.M. - 3:00 P.M.

SUNDAY, FEBRUARY 18, 2018

7:30 A.M. - 1:00 P.M.

TEAR DOWN

SUNDAY, FEBRUARY 18, 2018

1:30 P.M. - 3:00 P.M.

*HOURS SUBJECT TO CHANGE

Scot Sarver
Executive Director
Office: 978-430-7747
Email: ssarver@wapmu.org

**THE WORLD ACADEMY OF PAIN MEDICINE ULTRASONOGRAPHY
ANNUAL MEETING & WORKSHOP
MIAMI, FLORIDA USA
FEBRUARY 15-18, 2018**

ABOUT

WAPMU is a multidisciplinary educational not-for-profit medical association conducting practical CME accredited courses and striving to provide evidence-based approaches in procedural anatomy and interventional techniques related to the treatment of chronic pain. The WAPMU has over 1430 members in the fields of anesthesiology, PM&R, rheumatology, neurology, radiology and orthopedics.

Annual Meeting Topics:

- Peripheral Nerve Stimulation
- Denervation
- Surgical Intervention Procedures
- Orthobiologics/ Regenerative Medicine
- Cancer Pain
- Anatomy Session
- Innovations in Pain Medicine

ATTENDANCE

Projected attendance for the WAPMU Annual Meeting & Workshop includes an anticipated 200+ plus pain management specialist including anesthesiologists, orthopedics, physiatrists, neurologists, surgeons, general practitioners, physician assistants, nurse practitioners, nurses, therapists and healthcare professionals. We anticipate that the majority of our attendees will be from North America, with additional representation from South America, Europe and Asia.

EXHIBIT INFORMATION

LOCATION

The Hotel Colonnade (An SPG Property) located in Coral Gables/ Miami, FL. USA will host the entire program. To encourage optimum interaction, the Exhibit Hall will be located within the hotel with close proximity to general sessions and within the guidelines of ACCME rules. The Exhibit Hall will serve as the venue for continental breakfasts, lunch and all refreshment breaks as well as the Friday Networking Reception.

HOTEL ACCOMMODATIONS

WAPMU will have a room block located at The Hotel Colonnade available at a discounted rate. Relaxed accommodations with access to beach & pool. Multiple restaurants within walking distance. Exhibitors are welcome to choose their own accommodations.

SITE INSPECTIONS

Exhibitors and Supporters are free to visit the Meeting venue at their convenience. Please contact the venue directly to arrange a tour.

COST/PAYMENT

Cost per -Tabletop is \$1800.00 which includes:

- (1) 6' table (2) chairs - YOUR DISPLAY MUST FIT ON A 6-Foot TABLETOP.
- (2) Complimentary representative badges – Additional badges may be purchased for \$300.00 each.
- Participation in the Networking Reception on Friday January 13, 2017 and the cocktail party on Saturday January 14th.

We assign space based upon receipt of your booking form. Upon receipt, we will send you a confirmation and invoice for 50% deposit of the contracted space. The deposit is due by January 1, 2018. Any remaining balance is due by January 31, 2018.

****Additional Opportunities Located on Page 7**

In case you are paying by credit card, kindly note that any and all payments are subject to an additional fee of 3.5% handling/bank charge.

REFUNDS AND CANCELLATIONS

Cancellations received in writing by January 1, 2018 will be subject to a 25% administrative fee. There will be no refunds for cancellations received after January 1, 2018.

SPACE ASSIGNMENT

Space will be assigned in the order in which booking forms are received. Applications received after January 1, 2017 will be on a space available basis. Exhibitors wishing to avoid assignment of space adjacent to a particular competitor should indicate this on their application.

*The Program Committee reserves the right to alter the Floor Plan at any time without prior notice.

SHIPPING INFORMATION

Shipments should be made through WAPMU and The Hotel Colonnade. Shipping instructions will be included once booking is confirmed.

MAILING/EMAIL LIST

Each registered exhibitor will receive a pre-registration list approximately 15 days before the meeting, a printed copy at the meeting, and a final registration list within 3 days after the meeting.

BADGE POLICY

All participants affiliated with exhibits must be registered. Each person will be issued an exhibitor badge and must be employed by the Exhibitor or have a direct business affiliation. Each company is allotted two badges per tabletop purchased. Additional badges are \$300 each. Company representative names and email addresses are due by email to Stacy Alves at salves@wapmu.org on or before January 15, 2018.

CONDUCTING EXHIBITS

Exhibitors shall be in accord with the ACCME, PhRMA, ADVAMED, and/or NEMA guidelines governing support of Healthcare Professionals. Electrical or other mechanical apparatus must be muffled so noise does not interfere with other exhibitors. Character of the exhibits is subject to approval of the program committee. The right is reserved to refuse applications because of concerns over not meeting standards required or expected, as well as the right to curtail exhibits or parts of exhibits, which reflect against the character of the meeting. This applies to displays, literature, advertising, novelties, souvenirs, conduct of person, and unreasonable activity.

INFRINGEMENT

Interviews, demonstrations, and the distribution of literature or samples must be made within the area assigned to the exhibitor. Canvassing or distributing of advertising matter outside the exhibitor's own space will not be permitted and subjects the exhibitor to immediate dismissal from the meeting without refund.

SECURITY

A security guard may or may not be furnished to be on duty in the exhibit area when the exhibits are closed. **The safekeeping of the exhibitor's property shall remain the responsibility of the exhibitor at all times.** WAPMU and the host hotel are not responsible for theft, loss or damage which may occur and advise each exhibitor to be sure that stands and tabletop displays, equipment and material is insured at full value, that the display is staffed during show hours, and that the display is stored each evening for safe-keeping.

LIABILITY

The Exhibitor assumes entire responsibility and hereby agrees to protect, indemnify, defend and save WAPMU, its sponsors and endorsers, the Board of Directors, the Program Committee, members, management, meeting management as well as the hotel and its officers, employees and agents, harmless against all claims, losses or damages to persons or property, Governmental charges or fines and attorneys fees arising out of or caused by Exhibitor's installation, removal, maintenance, occupancy or use of the exhibition premises or a part thereof, excluding any such liability caused by the sole negligence, gross negligence or willful misconduct of WAPMU, its Board of Directors, program committee, sponsors, endorsers, management, meeting management and the hotel, its employees and agents. Exhibitor acknowledges that WAPMU, its sponsors, members and endorsers, the Program committee, and/or meeting managers and the hotel do not maintain insurance covering the exhibitor's property and thus it is the sole responsibility and obligation of the exhibitor to obtain business interruption and property damage insurance covering such losses by exhibitor.

FIRE PROTECTION

All materials used in the exhibit area must be flame-proof and fire-resistant in order to conform to the local fire ordinances and in accordance with regulations established by the local Fire Department. Crepe paper or other paper is not to be used in crating merchandise. Display racks, signs, spotlights and special equipment must be approved before use, and all displays are subject to inspection by the Fire Prevention Bureau. Any exhibit or parts thereof found not to be fire-proof may be dismantled. All aisles and exits must be kept clear at all times. Fire stations and fire extinguisher equipment are not to be covered or obstructed.

PROTECTION OF THE HOTEL BUILDING

Exhibitors will be held liable for any damage caused to the hotel property, and no material or matter of any kind shall be posted on, tacked, nailed, screwed or otherwise attached to columns, walls, floors or other parts or portions of the building or furnishings. Whatever may be necessary to properly protect the building, equipment or furniture will be installed at the expense of the exhibitor. If any controversy arises as to the need or propriety thereof, the Convention Service Manager of the Hotel will be the final judge thereof and his/her decision shall be binding on all parties concerned.

EXHIBITOR LISTING IN FINAL PROGRAM

Upon receipt of the booking form, you will be asked to send a 50-word Exhibitor Company/Product profile. This will be published in the list of exhibitors in the Program. Failure to provide the profile by the deadline will preclude your company from being listed in the Program. Profiles are due on or before January 15, 2018.

ACCME GUIDELINES RELATED TO THE SEPARATION OF PROMOTIONAL ACTIVITIES FROM ACCME ACCREDITED EDUCATIONAL ACTIVITIES.

In compliance with the ACCME *Standards for Commercial Support*, all exhibiting companies must abide by the following:

- Exhibit and other promotional fees shall be separate and distinct from educational grants/commercial support.
- All exhibitors must be in a room or area separate from the education and the exhibits must not interfere, or in any way compete with the learning experience prior to, during, or immediately after the activity.
- All promotional activities including interviews, demonstrations, and the distribution of literature or samples must be made within the exhibitor's space only. Canvassing or distributing promotional materials outside the exhibitor's rented exhibit space is not permitted.
- Company representatives may attend educational general sessions at WAPMU's discretion. However, representatives must refrain from holding any commercial discussions in the educational sessions.
- Onsite Monitoring - The separation of promotional materials and activities from the educational arena is strictly enforced throughout the activity by WAPMU's onsite staff.

INSERT AND DISPLAY MATERIALS

Please note that all materials entering the venue may incur a handling charge by the hotel or the Society. This includes materials for inserts and display. In order to receive a price quote for handling and to assure arrival of your materials, please be sure to complete any "Pre-Advise" form included in the shipping instructions when you receive the Exhibitor Memorandum on or about January 15, 2018.

ADDITIONAL OPPORTUNITIES

PLATINUM SUPPORTER (1 AVAILABLE)

\$20,000

Designation included on all print materials and highlighted on website

One (1) Tabletop Exhibit Display (prime location)

Two (2) additional complimentary registrations for a total of four (4) registrations

One (1) Pre & Post Registration Mailing List

One (1) Platinum Supporter Showcase Luncheon time slot with 60 minute Presentation (No CME provided). Slots available on Friday, February 16 (12:00 – 1:00 p.m.), **OR** Saturday, February 17 (12:00 – 1:00 p.m.) **OR** Sunday, February 18 (12:00 – 1:00 p.m.). The time slot includes separate presentation room, standard audiovisual, lunch food & beverage.

Full Page Advertisement in Final Program

Company-Provided Product Flyer in Annual Meeting Conference Materials

Website link at www.wapmu.org

GOLD SUPPORTER (2 AVAILABLE)

\$15,000

Membership Designation included on all print materials and highlighted on website

One (1) Tabletop Exhibit Display (prime location)

Two (2) additional complimentary registrations for a total of four (4) registrations

One (1) Pre & Post Registration Mailing List

One (1) Exclusive supporter designation at Networking Reception on Friday, February 16 (6:00-8:00 p.m.)

Full Page Advertisement in Final Program

Company-Provided Product Flyer in Annual Meeting Conference Materials

Website link at www.wapmu.org

SILVER SUPPORTER (3 AVAILABLE)

\$12,000

Designation included on all print materials and highlighted on website

One (1) Tabletop Exhibit Display. (prime location)

Two (2) additional complimentary registrations for a total of four (4) registrations

One (1) Pre & Post Registration Mailing List

One (1) Exclusive supporter designation of the breakfast each morning with signage at food and beverage stations along with company provided product flyers.

Full Page Advertisement in Final Program

Company-Provided Product Flyer in Annual Meeting Conference Materials

Website link at www.wapmu.org

BRONZE SUPPORTER**\$5,000**

Designation included on all print materials and highlighted on website
One (1) Tabletop Exhibit Display
Two (2) additional complimentary registrations for a total of four (4) registrations
One (1) Pre & Post Registration Mailing List
Full Page Advertisement in Final Program
Company-Provided Product Flyer in Annual Meeting Conference Materials
Company Thank-You signage at refreshment stations during breaks.
Website link at www.wapmu.org

CONFERENCE BAGS**\$3,000**

Distributed to all attendees. Your company logo along with WAPMU's Logo is imprinted on bag. You may include One (1) Company/product flyer in the bag

FINAL PROGRAM ADVERTISING**FULL PAGE****\$750****HALF PAGE****\$500****INSIDE FRONT COVER OR BACK COVER****\$1000****FINAL PROGRAM USB ZIP DRIVES****\$2500**

Distributed to Attendees with full program lectures. WAPMU provides 4GB USB Zip Drives with Company Logo at Company's discretion.

PROMOTIONAL MATERIAL**\$500**

Distributed to all attendees. Company-provided Product Flyer in the annual Meeting conference Materials.

**FOR MORE INFORMATION ON EXHIBITION AND MARKETING OPPORTUNITIES
PLEASE CONTACT:**

Scot Sarver at 978-430-7747, ssarver@wapmu.org

Michelle Byers-Robson at 415-518-5391, michellehbyers@gmail.com

David Rosenthal at 913-568-8104, rosenthal.davida@gmail.com

APPLICATION FOR EXHIBIT SPACE

The World Academy of Pain Medicine Ultrasonography

February 16-18, 2018 in Miami, Florida USA

FAX TO: (781) 207-1293

EMAIL TO: ssarver@wapmu.org

Company Name: _____

Exhibit Coordinator: _____ Email: _____ Onsite/

Local Contact: _____ Email: _____

Address: _____

City/State/Zip: _____

Telephone: _____ Fax: _____

___ **Platinum Sponsor (\$20,000.00)**

___ **Gold Sponsor (\$15,000.00)**

___ **Silver Sponsor (\$12,000.00)**

___ **Bronze Sponsor (\$5,000.00)**

___ **Program Sponsor (\$1,800.00)**

Additional Sponsorships:

___ **Meeting Bag Sponsorship (\$3,000.00)**

___ **Meeting App Sponsorship (\$3,000.00)**

___ **Program Advertising: ___ Full Page: \$750.00, ___ Half Page: \$500.00, ___ Premium Ad: \$1,000.00**

___ **Meeting Bag Inserts (\$500.00)**

Product/Equipment Being Displayed: _____

(Email a 50-word description to salves@wapmu.org by December 15, 2017 to be included in the Final Program)

Please list the name of any company that you do **not** wish to be located next to or across from and we will do our best to accommodate you. _____

We agree to abide by the Rules and Regulations established for exhibitors in this Prospectus and understand the cost of each Tabletop booth is \$1800. Upon receipt of this booking form at the Society Offices, I understand that I will be sent an invoice for deposits/balances due.

Enclosed is \$ _____ Check #: _____

Please make checks payable to WAPMU and mail to WAPMU, 153 Main Street, #209, North Reading, MA 01864

Please pay by Credit Card (I understand that all credit card transactions will be charged a 3.5% service fee)

Circle ONE: ___ American Express ___ VISA ___ MasterCard

CC# _____ - _____ - _____ Expires Date: _____

Sec. Code: _____ Name as it appears on Card: _____

Address associated with Credit Card: _____
City _____ State _____ Zip _____

SIGNATURE: _____ DATE: _____

Cancellation Policy:

**Cancellations received in writing by January 1, 2018 will be charged a 25% administrative fee.
There will be no refunds for cancellations received after January 1, 2018.**