

NINE
LOCATIONS
NATIONWIDE

2021 EXHIBIT & SPONSORSHIP PROSPECTUS













A leading provider of high-quality, affordable Continuing Medical Education for Nurse Practitioners & Physician Assistants in a fun environment.

Whether your targets are **Physician Assistants** or **Nurse Practitioners** in primary or specialty care, the 2021 Skin, Bones, Hearts & Private Parts conferences are for **YOU!** 

**Skin, Bones, Hearts & Private Parts** is one of the fastest growing series of national Continuing Medical Education conferences in the country. **Our primary audience is Physician Assistants and Nurse Practitioners with an average of 250 – 350 per event.** The four-day educational program has four main tracks: Dermatology, Orthopedics, Cardiology, and Women's Health. Supplemental tracks are offered in Diabetes, Gastroenterology, Infectious Diseases, Pediatrics, Respiratory, Pain Management, and other relevant topics.

# **CME CREDIT HOURS**

Our 2021 CME conference topics for Nurse Practitioners & Physician Assistants explore best practices & new research in:



**Dermatology** 



**Orthopedics** 



Cardiology & Emergency Medicine



Women's Health

...AND MORE!





#### ONE OF THE MOST POPULAR & FASTEST GROWING EVENTS FOR PAS & NPS IN THE COUNTRY!





# **PRODUCT THEATERS**

Product Theaters are the best opportunity to deliver your product information and education. Bring a speaker from your speaker bureau on your product or services. Offered over breakfast or lunch, 55 minutes are allotted for the presentation inclusive of questions/answers. Product Theaters are exclusive, unopposed presentations with an average attendance of 200 - 250. Product Theaters are promotional and may concentrate on a specific product, medication, or disease state (does not provide CME credit).

	Single Program	5+ Programs
Breakfast	\$31,250	\$29,685
Lunch	\$37,500	\$35,625

Food and beverage is included in the fixed pricing (based on an average attendance of 200 - 250 participants)

# **PRODUCT THEATER BENEFITS**

- Meals
- Ballroom
- Audio Visual Technicians & Equipment (screen, LCD projector, microphone)
- All time periods are exclusive
- Electronic attendee file including full name, degree, address, e-mail and NPI#
- Promotion on website, on-site at event, and inclusion in several e-mails



# **SPONSOR RESPONSIBILITIES**

#### **IN-PERSON SPEAKER**

- Identify speaker and pay related expenses
- Design and print Product Theater invitations, flyers, signs, etc. (if applicable)
- Introduce speaker, distribute and collect program materials, sign in sheets, etc.

#### VIRTUAL SPEAKER

- Identify speaker and pay related expenses
- Design and print Product Theater invitations, flyers, signs, etc. (if applicable)
- Speaker slide deck to be submitted to SBHPP prior to the event for testing
- A test session with the speaker to be scheduled prior to the event
- Distribution, collection of program materials supplied & sign in sheets will be handled by the SBHPP on-site team
- Supply introduction message to be given by the SBHPP on-site team



# THE SBHPP DIFFERENCE

See how the value of our Product Theaters matches up against other national organizations

Question	National Associations	SBHPP
Are there other Product Theaters at the same time as mine?	Yes, often there are 3 or more Product Theaters running concurrently; Many national associations publish the policy of "Attendees are served on a 1st come, 1st served basis." Attendees are oftentimes confused about which program to attend, and although many may want to learn about your product, they are often turned away because space fills up.	There are NO competing programs - you have all the prescribers' undivided attention! Our management team is committed to hosting the most professional program for you; everyone can expect to be accommodated.
How many participants will attend my Product Theater?	Attendance is not guaranteed as there are usually multiple programs running at the same time.	Virtually all our conference attendees participate in the Product Theaters. We promote your programs multiple times via advance e-blasts. This way, attendees commit to attending the program and therefore increases overall Product Theater participation. Additionally, we promote your Product Theater on-site with registration staff and placement of materials, signage, etc.
How many times per year can you host a product theater for me?	Just one time per year - during the annual meeting.	Most of our Product Theater sponsors like to engage our audience multiple times throughout the year. That's why we feature 9 programs across the country with dates and locations chosen by you.
What is the investment?	Fees are as high as \$75,000 - \$100,000 for each Product Theater; Association has only 1 chance per year to fill coffers.	We know ROI is important to you, and because we don't have expensive overhead like many national organizations, the investment is much more affordable. You could host multiple nationally attended Product Theaters with us for what you may spend at just 1 event with some other organizations. GREAT VALUE!

# **PAST SPONSORS:**











According to a recent study in The American Journal PAs in the U.S. Collectively, these increasingly 1.2 BILLION PRESCRIPTIONS IN THE U.S. EACH YEAR!

# **PRODUCT THEATER FAQ'S**

Once your Product Theater agreement has been signed, you will be assigned a logistics contact who will be in regular communication with you to ensure your program is executed flawlessly.

## Q: Is there a sign-in procedure?

**A:** We scan the QR code on attendee badges as they enter the room, and we provide you an electronic attendee file including full name, degree, address, e-mail and NPI#.

## Q: Do I need to send representatives from my company?

**A:** No, Product Theater sponsors are not required to send personnel to our events, but they are certainly welcome to do so. If there are flyers/packets to be distributed to attendees, our staff can handle that.

## Q: What audio visual equipment is provided?

**A:** The room will be set with a dedicated technician, screen, LCD projector, and lavaliere microphone. Speakers are encouraged to bring their own laptop, but they can use ours if needed.

## Q: Where does my speaker go when they arrive on-site?

**A:** They should come to our registration desk – we will introduce the speaker to our audio visual team who can help with a slide review if needed. About 10 minutes before the session, our A/V team will provide the speaker with a lavaliere microphone.

## Q: How is the recruitment handled?

**A:** All attendees are encouraged to attend the program multiple times. The title of the session will be posted to our web site, and attendees will receive multiple e-mails from us with general information about what to expect at the event.

# Q: Are there opportunities available to promote the session via e-mail?

**A:** Yes, for \$3,500 per event, there are "Pre & Post Event E-Blasts" available. Two pre-event e-mails to pre-registered attendees (to announce the program, build excitement, etc) and two post show e-mails to final attendee list (to reinforce key messaging, action items, links to provider and patient resources, questionnaire about program with contest to win prize, etc). E-mail content to be provided by sponsor.

# Q: What materials do sponsors usually send?

**A:** Sponsors frequently send literature and posters that we can place in our registration area.

# Q: How does the food and beverage work?

**A:** Our staff selects the menus and works with the venues for efficient service.

# Q: What if we need hotel rooms?

**A:** Your team, speaker, etc are certainly encouraged to stay at our host property. Information and special discounts are listed on our web site.

# Q: When will I receive the address of the properties if I need to ship anything?

**A:** Once your Product Theater agreement has been signed, we will provide the property addresses/instructions.



# SATELLITE SYMPOSIA

Skin, Bones, Hearts & Private Parts is pleased to offer satellite symposia (CME or non-CME) as a forum for the presentation of continuing education programs developed by other providers.

Acceptable educational formats for satellite symposia include presentations by speakers, panel discussions, films, and video presentations. Satellite symposia opportunities are *exclusive*, and are offered in the main general session ballroom at either lunch or breakfast, or as part of the main conference agenda. Average attendance is 250 - 350 Physician Assistants and Nurse Practitioners.

	Single Program	Multiple Locations
Breakfast or Lunch	\$29,500	\$27,500
CME Activity Only	\$24,500	

## SYMPOSIA BENEFITS

- One-hour CME activity, integrated into main conference agenda
- Meals included (breakfast or lunch), if chosen option
- No incremental audience development fees
- Audio Visual Technicians & Equipment (screen, LCD projector, microphone)
- All time periods are exclusive
- Electronic attendee file including full name, degree, address, e-mail and NPI#
- Promotion on website and on-site at the convention

Note: Enduring materials/ARS available for additional fees.

## **EDUCATION PROVIDER RESPONSIBILITIES**

- Development and accreditation of the program
- Faculty Arrange and pay for all travel, lodging, food and honoraria for faculty
- Two signs are permitted in convention public space

## **FEE SCHEDULE**

A \$500 non-refundable application deposit is due within 30 days of program approval by the education committee. Balance paid within 30 days after deposit. Failure to provide required payment will result in cancellation of the application and forfeiture of the \$500 application fee.

Skin, Bones, Hearts & Private Parts will be certified for CME/CE credit in 2021 by Postgraduate Institute for Medicine







# **CONFERENCE EXHIBITOR**

**INVESTMENT: \$950/EVENT** 

## **EXHIBIT SPACE INCLUDES:**

- Exhibit space includes one 6' skirted table and two chairs in carpeted exhibit area
- Conference Exhibitors & Sponsors Guide will include a listing for each exhibiting company
- All exhibitors will receive an attendee list post-conference
- · Admittance of 2 company representatives
- Access to educational seminars & refreshment breaks

# **EXHIBIT SPACE ALLOCATION**

To register for exhibit space, complete the application and submit with payment for approval. Exhibit booths are assigned on a first come, first paid basis. Payment in full must be received prior to booth setup. Upon approval, SBHPP agrees to hold space for the company signing this application and returning it to the SBHPP office with full payment. The authorized signature makes this contract firm and binding and you understand and agree to abide by all rules, regulations, and conditions of this contract.

# **EXHIBIT SCHEDULE**

All conferences offer the same exhibit schedule, unless otherwise noted. All hours are unopposed.

#### **TUESDAY\***

Install: 7:30 a.m. - 9:30 a.m.

Exhibit Hours: 9:00 a.m. - 3:30 p.m.

Exhibits & Network/Refreshment Break: 9:30 a.m. - 9:45 a.m. Attendee Lunch on Own/Exhibits: 11:15 a.m. - 12:30 p.m. Exhibits & Network/Refreshment Break: 2:00 p.m. - 2:15 p.m.

#### **WEDNESDAY\***

Exhibit Hours: 9:00 a.m. - 3:30 p.m.

Exhibits & Network/Refreshment Break: 9:30 a.m. - 9:45 a.m. Attendee Lunch on Own/Exhibits: 11:15 a.m. - 12:30 p.m. Exhibits & Network/Refreshment Break: 2:00 p.m. - 2:15 p.m.

Dismantle: 3:30 p.m.

\*Exhibit days for Orlando & Myrtle Beach are Monday & Tuesday.



# **SPONSORSHIP OPPORTUNITIES**

## **EXPAND YOUR BRAND WITH RELEVANT ENGAGEMENT SOLUTIONS**

The following opportunities allow you to create a support package that meets your marketing goals, while staying within a more limited budget. Rates are per conference. Sponsorship opportunities are also available to non-exhibitors. A 25% surcharge will be applied.

Total reach with all nine programs: **3,150 Clinicians!** 

#### PRE & POST EVENT E-BLASTS: \$3,500

- 2 Pre-event emails to pre-registered attendees (to announce the program, build excitement, etc)
- 2 Post show emails to final attendee list (to reinforce key messaging, action items, links to provider and patient resources, questionnaire about program with contest to win prize, etc)

#### **EMAIL INVITATION: \$1,000**

Make sure conference attendees stop by your exhibit by sending them a broadcast email invitation prior to the conference. Our professional system supports HTML and plain text email messages. Use this cost-efficient marketing effort to send professional emails, with optouts managed for you. Plus we will provide a real-time HTML tracking report. This opportunity is available only to companies who have secured exhibit space. Additional options are available for a national marketing email blast.

# **ON-GOING SBHPP PROMOTIONAL E-BLASTS** Pricing Provided upon request

We can include your logo/links in a series of national SBHPP e-blasts throughout the year reaching over 130,000 PAs/NPs per blast. (15 sends would total approx. 2 million exposures)

#### **LANYARDS: \$2,000**

Get your company name seen by displaying it on the neck strap of the name badge lanyard that will be worn by each attendee during the conference. These lanyards are often also used post-conference by attendees in their home practices and clinics, extending your company recognition beyond the conference.

#### **REGISTRATION BAG: \$3,000**

Distributed to all attendees at conference registration/check-in. Corporate or brand logo displayed on one side of the official conference bags.

#### **REGISTRATION BAG INSERT: \$500**

- **EARLY BIRD DISCOUNT** 10% off if payment is received 60 days prior to conference
- Sponsor may provide one literature or promotional piece to be inserted into the registration bag, which is given to each attendee at on-site conference registration/check-in. PLEASE NOTE: All materials must be reviewed and approved by SBHPP. Magazines, newspapers and other bulky publications are subject to approval and pricing must be confirmed by contacting SBHPP Sponsorship Management.

#### **GOBO LIGHTED LOGO: \$3,000**

Catch attendees' attention as they enter the conference space by displaying your logo in the registration area. A Gobo lens will be created with your company logo and then placed in a lighting element that will shine on the wall in a prominent, welcoming space of the conference.

#### **STANDING SIGNS**

Premier banner locations are available throughout the conference area. This is a great way to maximize your presence onsite. Sponsor provides the banner stand with banner. All signage must be approved by SBHPP.

SINGLE SIDED: \$1,000 DOUBLE-SIDED: \$1,500

#### **PASSPORT TO PRIZES: \$750**

Drive traffic to your booth by participating in the popular Exhibit Hall Passport activity. Attendees must visit 100% of the co-sponsors' booths, collect stickers supplied by SBHPP and then return the card to be entered into a special prize drawing.

#### **CONFERENCE NOTEPADS: \$2,500**

The conference notepads provide an easy and effective way to get your message in the hands of all the conference registrants. This notepad is a valuable tool used by attendees during the conference sessions. Your company will design the cover.









# WHAT ATTENDEES ARE SAYING

"Excellent conference. I will highly recommend to friends."

"Good conference that provided good topic information and evidenced-based recommendations."

"Staff and speakers for the conference were most wonderful!"

"The best conference I have been to by far. Speakers kept my attention the entire time. Speakers were fun and had personalities and liked to joke around. This is very important. Also, they were very informative. You can tell they like their jobs."

"I recommend this conference to many FNP. Information and content is always very beneficial."



#### **EXHIBIT RULES & REGULATIONS**

#### **RESERVING EXHIBIT SPACE**

To register for exhibit space, complete the application and submit with payment for approval. Exhibit booths are assigned on a first come, first paid basis. Payment in full must be received prior to booth setup. Upon approval, SBHPP agrees to hold space for the company signing this application and returning it to the SBHPP office with full payment. The authorized signature makes this contract firm and binding and you understand and agree to abide by all rules, regulations, and conditions of this contract.

#### **CONTRACT FOR SPACE**

By completing the application for the 2021 SBHPP Conference, the company, organization, association and management company (collectively referred to as "exhibitor" or "exhibit"), acknowledge they have fully read and agree to comply with all information provided in the full rules & regulations (available online), as well as related procedures, forms and communications. Completion of the application process represents a firm and binding contract with the understanding and agreement to abide by all rules, regulations and condition of SBHPP and the conference venue. Failure to abide by such rules and regulations result in forfeiture of all monies paid or due to SBHPP under terms of this agreement. SBHPP Management reserves the right to accept or reject any and all applications.

#### **CANCELLATIONS AND REDUCTIONS**

Cancellations must be made in writing and sent to Event Management at Meeting Management Associates, 16 W State St, PO Box 723, Sherburne, NY 13460 or via email to melissa@mma-inc.com. Any exhibitor who wishes to cancel or reduce space 30 days prior to the conference start date, will receive a full refund of the booth fee for the space reduced or the booth cancelled. Requests for cancellation or reduction of space received less than 30 days prior to the conference start date and up to 10 days before will result in rollover of exhibit fee to 2022 conference. For those requests received less than 10 days from the conference start date, no refund will be issued.

#### For Complete Rules & Regulations, please visit skinbonescme.com

If a desired item or opportunity is not listed, please contact SBHPP Exhibit & Sponsorship Management.

#### **EXHIBIT MANAGEMENT CONTACT**

#### **SALES & SPONSORSHIPS**

For further information or to reserve an opportunity please contact:

#### **MELISSA SMITH**

Phone: 607-674-4752 Fax: 607-674-6132

Email: melissa@mma-inc.com

# **SATELLITE SYMPOSIA CONTACT INFORMATION**



EDUCATION PROVIDER
Company Name:
Street Address:
City/State/Zip/Country:
Primary Contact/Title:
Phone Number:
E-Mail:
GRANTOR/COMMERCIAL SUPPORTER
Company Name:
Street Address:
City/State/Zip/Country:
Primary Contact/Title:
Phone Number:
E-Mail:
INVOICE INFORMATION (Please complete the following invoicing information)  Company Name:
Street Address:City/State/Zip/Country:
Primary Contact/Title:
Phone Number:
E-Mail:
PROGRAM INFORMATION
Program Title:
Potential Faculty:
Program Description (Must be 100 words or less):
Proposed Agenda:

# **SATELLITE SYMPOSIA CONTACT INFORMATION** (cont)



ACCREDITED PROVIDER	
Company Name:	
Street Address:	
City/State/Zip/Country:	
Primary Contact/Title:	
Phone Number:	
E-Mail:	
Learning Objectives:	
Accreditation Statement:	
DisclosureStatement:	
PLEASE CHECK THE TYPES OF CREDIT THAT TI  CME Credit CE Credit None (Fellows-In-Training) Allied Health Care Professionals Other:	HIS SYMPOSIUM WILL OFFER:
<b>DATE/TIME PREFERENCE</b> Please check your 2021 venue locations	
Destin, FL: June 8 - 11	☐ San Antonio, TX: Oct. 5 - 8
☐ Myrtle Beach, SC: July 26 - 29	Orlando, FL: Oct. 25 - 28
☐ Virginia Beach, VA: Aug. 10 - 13	Atlanta, GA: Nov. 2 - 5
☐ Chicago, IL: Aug. 31 - Sept. 3	☐ Las Vegas, NV: Nov. 16 - 19
Pensacola Beach, FL: Sept. 14 - 17	

Please submit application and payments to:

Melissa Smith

c/o Meeting Management Associates

16 West St Street, PO Box 723, Sherburne, NY 13460

melissa@mma-inc.com • P: 607-674-4752 • F: 607-674-6132 • SkinBonesCME.com

# **EXHIBIT, SPONSORSHIP, PRODUCT THEATER** & SYMPOSIUM REGISTRATION FORM



Complete this form and return to the address listed below. (Use one form for all conferences)

S

Street Address:  City/State/Zip/Country:  PhoneNumber:  E-Mail:  Fax:  Company Website:  Primary Contact:  Signature:  Companies Preferred in Close Proximity:  Companies to Avoid Placement By:  PAYMENT METHOD  Enclosed is a check for \$  (payable to Meeting Management Associates)  Please charge my:  Mastercard  Visa  American Express  Account #:  Cardholder Name:  Billing Zip:  Signature:  Signature:  Product Theater Breakfast  Sal, 250  Product Theater Breakfast  Sal, 250  Product Theater Breakfast  Sal, 250  Satellite Symposia CME Only  Satellite Symposia CME	Company Name:	e:					Date:				
City/State/Zip/Country: PhoneNumber: E-Mail: F-Mail: F											
Phone Number:											
E-Mail:											
Company Website: Primary Contact: Signature: Companies Preferred in Close Proximity: Companies to Avoid Placement By:  PAYMENT METHOD  Enclosed is a check for \$    (payable to Meeting Management Associates) Please charge my:   Mastercard   Visa   American Express  Account #:											
Primary Contact:											
Signature:											
Companies Preferred in Close Proximity:											
PAYMENT METHOD  Enclosed is a check for \$	Signature:										
Enclosed is a check for \$	Companies Preferred in	Close P	roximit	y:							
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Enclosed is a check for \$											
Please charge my: Mastercard Visa American Express  Account #:											
Cardholder Name:	Enclosed is a check for	\$			_ (payab	le to Me	eeting N	1anager	ment As	sociate	5)
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Desting Zip:   Signature:   S	Account #:						Ex	p Date:			
Signature:   Sig											
Opportunity  Cost (Per Event) Destin Myrtle Beach Beach Chicago Pensacola Beach Antonio Orlando Atlanta Las Vegas  Product Theater Breakfast \$31,250 Product Theater Lunch \$37,500 Satellite Symposia w/Meal \$29,500 Satellite Symposia CME Only \$24,500 Exhibit Space \$950 Pre & Post Event E-Blasts \$3,500 Email Invitation \$1,000 On-Going SBHPP Promo E-Blasts Call for Quote Lanyards \$2,000 Registration Bag \$3,000 Registration Bag Insert \$500 GOBO Lighted Logo \$3,000 Standing Signs - Single Sided \$1,000 Passport to Prizes \$750 Conference Notepads \$2,500											
Product Theater Breakfast   \$31,250	Dilling Zip		Jigi i	ature							
Product Theater Lunch         \$37,500	Opportunity		Destin			Chicago			Orlando	Atlanta	
Satellite Symposia w/Meal         \$29,500           Satellite Symposia CME Only         \$24,500           Exhibit Space         \$950           Pre & Post Event E-Blasts         \$3,500           Email Invitation         \$1,000           On-Going SBHPP Promo E-Blasts         Call for Quote           Lanyards         \$2,000           Registration Bag         \$3,000           Registration Bag Insert         \$500           GOBO Lighted Logo         \$3,000           Standing Signs - Single Sided         \$1,000           Standing Signs - Double Sided         \$1,500           Passport to Prizes         \$750           Conference Notepads         \$2,500	Product Theater Breakfast	\$31,250									
Satellite Symposia CME Only         \$24,500           Exhibit Space         \$950           Pre & Post Event E-Blasts         \$3,500           Email Invitation         \$1,000           On-Going SBHPP Promo E-Blasts         Call for Quote           Lanyards         \$2,000           Registration Bag         \$3,000           Registration Bag Insert         \$500           GOBO Lighted Logo         \$3,000           Standing Signs - Single Sided         \$1,000           Standing Signs - Double Sided         \$1,500           Passport to Prizes         \$750           Conference Notepads         \$2,500	Product Theater Lunch	\$37,500									
Exhibit Space \$950	Satellite Symposia w/Meal	\$29,500									
Pre & Post Event E-Blasts         \$3,500           Email Invitation         \$1,000           On-Going SBHPP Promo E-Blasts         Call for Quote           Lanyards         \$2,000           Registration Bag         \$3,000           Registration Bag Insert         \$500           GOBO Lighted Logo         \$3,000           Standing Signs - Single Sided         \$1,000           Standing Signs - Double Sided         \$1,500           Passport to Prizes         \$750           Conference Notepads         \$2,500		\$24,500									
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Conference Notepads \$2,500	Standing Signs - Double Sided	\$1,500									
·	Passport to Prizes	\$750									
TOTAL COSTS	Conference Notepads	\$2,500									

Please submit application and payments to: Melissa Smith, c/o Meeting Management Associates, 16 West St Street, PO Box 723, Sherburne, NY 13460 Phone: 607-674-4752 | Fax: 607-674-6132