

EXHIBITOR PROSPECTUS



ANNUAL MEETING AND SCIENTIFIC SESSIONS

OCTOBER 19-21, 2018
GAYLORD OPRYLAND HOTEL, NASHVILLE TN
2800 OPRYLAND DRIVE
NASHVILLE TN 37214

EXHIBIT DATES & HOURS* SET-UP

FRIDAY, OCTOBER 19, 2018 - 12:00 P.M. -2:30 P.M.

SHOW HOURS

FRIDAY OCTOBER 19, 2018

2:30 P.M. – 5:30 P.M.

NETWORKING RECEPTION 5:30 P.M. – 6:30 P.M.

SATURDAY, OCTOBER 20, 2018

7:30 A.M. – 4:00 P.M.

TEAR DOWN

SATURDAY 4:00 -5:00 P.M.

*HOURS SUBJECT TO CHANGE

**TENNESSEE PAIN SOCIETY
ANNUAL MEETING AND SCIENTIFIC SESSIONS
OCTOBER 19-21 2018
GAYLORD OPRYLAND HOTEL, NASHVILLE TN**

HISTORY

The Tennessee Pain Society is an association of physicians and healthcare practitioners whose mission is to serve people who suffer from acute and chronic pain by advancing research and treatment and to increase the knowledge and skill of the regional professional community. We are pleased to announce that the 2018 program will continue to attract over 200 pain management specialists, family practice physicians with a clinical interest in pain management, anesthesiologists, orthopedists, physiatrists, neurologists, surgeons, physician assistants, nurse practitioners, nurses, therapists and healthcare professionals from Tennessee and our neighboring States who wish to network and learn the latest techniques, treatments, and options in acute and chronic pain management. We invite you to support and exhibit at the 2018 Annual Meeting and Scientific Sessions.

ATTENDANCE

Projected attendance for the Annual Meeting and Scientific Sessions includes an anticipated 200-plus pain management specialists, family physicians with a clinical interest in pain management, anesthesiologists, orthopedists, physiatrists, neurologists, surgeons, general practitioners, psychiatrists, physician assistants, nurse practitioners, nurses, therapists and healthcare professionals from Tennessee and our neighboring States who have an interest and /or pain management practice and specialize in acute and/or chronic pain management.

EXHIBIT INFORMATION

LOCATION

The Gaylord Opryland Hotel is located in Nashville, which is mid-state, and an easy drive for all participants. The venue is unique and attractive to participants and their families. To encourage optimum interaction, the Exhibit Hall will be located in close proximity to sessions and within the guidelines of ACCME rules. Corporate Members have priority display placement. The exhibit area will serve as the venue for all refreshment breaks as well as the Friday Evening Networking Reception.

HOTEL ACCOMMODATIONS

On behalf of the meeting participants, the Society has secured sleeping rooms at The Gaylord Opryland Hotel at the significantly discounted rate of \$212.00 per night standard room for single/double (+ state and local taxes) To ensure availability, please reserve your room before September 27, 2018 and as soon as possible by calling the Hotel at 615-889-1000 and mention the Tennessee Pain Society.

Please reserve by Thursday September 27, 2018 to take advantage of the group rate. Your reservations are subject to the hotel cancellation policy in effect as stated on your confirmation from the hotel.

COST/PAYMENT

Cost per -Tabletop is \$2,500.00 for applications and payments received by July 1, 2018 (Early Bird)
\$2,750.00 after July 1, 2018

- (1) 6' table (2) chairs - YOUR DISPLAY MUST FIT ON A 6-Foot TABLETOP.
- (2) Complimentary representative badges – Additional badges may be purchased for \$275.00 each.
- Participation in the Networking Reception on Friday, October 18, 2018.

Payment of the contracted space should be forwarded with the Application for Exhibit Space by July 1, 2018 to take advantage of the early bird discount rate.

REFUNDS AND CANCELLATIONS

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

SPACE ASSIGNMENT

Space will be assigned in the order in which applications with payments are received. Corporate Members are given priority placement. The application deadline is September 1, 2018. Applications received after this date 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.

EXHIBIT SERVICES

On or about September 18, 2018 the Tennessee Pain Society will issue a memorandum to registered exhibiting companies. The memorandum will contain all necessary information and order forms including:

- Drayage and shipping
- Labor regulations and rates
- Furniture, display and decorating rentals
- Electrical and telephone service
- Audiovisual and computer rentals

SHIPPING INFORMATION

Shipments should be made through the Tennessee Pain Society and the Gaylord Opryland Hotel and shipping instructions will be included in the exhibitor memorandum.

MAILING 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 5 days after the meeting. Use of this list will be restricted to a one time only use and information directly related to the meeting.

BADGE POLICY

All participants affiliated with a company 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 \$275 each and **no exchanging badges are permitted**. Company representative names and email addresses are due by email to Lisa Lineback at llineback.lisa@yahoo.com on or before October, 1 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, but the safekeeping of the exhibitor's property shall remain the responsibility of the exhibitor at all times. The Tennessee Pain Society and the Gaylord Opryland 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 safekeeping.

LIABILITY

The Exhibitor assumes entire responsibility and hereby agrees to protect, indemnify, defend and save the Tennessee Pain Society, its sponsors and endorsers, the Board of Directors, the Program Committee, members, and meeting managers as well as the Gaylord Opryland 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 the Tennessee Pain Society, its Board of Directors, program committee, sponsors, endorsers, meeting managers, and the Gaylord Opryland Hotel its employees and agents. Exhibitor acknowledges that the Tennessee Pain Society, its sponsors, members and endorsers, the Program committee, and/or meeting managers and the Gaylord Opryland 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.

Questions? Call Robin Hoyle, Tennessee Pain Society Executive Director at 407-790-4180 or email to robin@robinhoyle.com

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 fireproof 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 please send a 50-word Exhibitor Company/Product profile to **Lisa Lineback by email to llineback.lisa@yahoo.com** . 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 September 1, 2018.

EXHIBITOR CONFIRMATION BY SOCIETY

Once an Exhibition Booking Form and payment is received, confirmation of your participation will be sent to you by email. You can pay exhibit fees online or by check.

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 sessions at the Tennessee Pain Society 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 the Tennessee Pain Society 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 October 1, 2018.

SITE INSPECTIONS

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

For more information on Exhibition and Marketing Opportunities please contact:

Lisa Lineback, Director of Exhibits at llineback.lisa@yahoo.com

Robin L. Hoyle JD, Executive Director at robin@robinhoyle.com

Society Office Telephone: 407-790-4180

ADDITIONAL OPPORTUNITIES

2018-19 PLATINUM CORPORATE MEMBERSHIP

\$25,000

2018 ANNUAL MEETING Participation as follows:

- Membership Designation included on all print materials, membership roster, and highlighted on website
- One (1) Tabletop Exhibit Display in designated Corporate Member location
- Two (2) additional complimentary registrations for a total of four (4) registrations
- One (1) Pre & Post Registration
- One (1) Platinum Corporate Member Showcase Timeslot with 60-minute presentation. (No CME Provided) Timeslots available Friday October 18 (lunch), Saturday October 19 (lunch) Saturday October 19 (afternoon reception). The timeslot includes separate presentation room, standard A/V (podium, microphone, house sound, projector, screen). Society provides food/beverage to all meeting attendees. This is the only session for these timeslots. Not parallel
- Company-Provided Product Flyer in Annual Meeting Conference Materials
- Two (2) representatives appointed to the Industry Advisory Committee
- Website link at www.tennesseepain.org

2018-19 GOLD CORPORATE MEMBERSHIP

\$15,000

2018 ANNUAL MEETING PARTICIPATION AS FOLLOWS:

- Membership Designation included on all print materials, membership roster, and highlighted on website
- One (1) Tabletop Exhibit Display in designated Corporate Member location
- Two (2) additional complimentary registrations for a total of four (4) registrations
- One (1) Pre & Post Registration Mailing List
- Company-Provided Product Flyer in Annual Meeting Conference Materials
- Corporate Member showcase timeslot at breakfast for 45 minutes on either Saturday October 19 or Sunday October 20. This is the only session for this timeslot. Not parallel. The timeslot includes separate presentation room, standard A/V (podium, microphone, house sound, projector, screen). Society provides food/beverage to all meeting attendees
- One (1) representative appointed to the Industry Advisory Committee
- Website link at www.tennesseepain.org

2018-19 SILVER CORPORATE MEMBERSHIP**\$10,000****2018 ANNUAL MEETING PARTICIPATION AS FOLLOWS:**

- Membership Designation included on all print materials, membership roster, and highlighted on website
- One (1) Tabletop Exhibit Display in designated Corporate Member location
- Two (2) additional complimentary registrations for a total of four (4) registrations
- One (1) Pre & Post Registration Mailing List
- Company-Provided Product Flyer in Annual Meeting Conference Materials
- Corporate Member showcase timeslot for 20 minutes during the Saturday October 19 non-CME parallel afternoon sessions (either Interventional or Non-Interventional Session). The timeslot includes standard audiovisual
- One (1) representative appointed to the Industry Advisory Committee
- Website link at www.tennesseepain.org

2018-19 CORPORATE MEMBERSHIP**\$5,000****2018 ANNUAL MEETING PARTICIPATION AS FOLLOWS:**

- Membership Designation included on all print materials, membership roster, and highlighted on website
- One (1) Tabletop Exhibit Display in designated Corporate Member location
- One (1) additional complimentary registration for a total of three (3) registrations
- One (1) Pre & Post Registration Mailing List
- Company-Provided Product Flyer in Annual Meeting Conference Materials
- Company Acknowledgement at Annual Meeting
- One (1) representative appointed to the Industry Advisory Committee
- Website link at www.tennesseepain.org

CONFERENCE BAGS**\$2,500**

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

PROMOTIONAL MATERIAL**\$ 500**

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

LANYARDS

Distributed to all attendees. Company-provided lanyards for badges.

\$ 500**WINE POUR AT NETWORKING RECEPTION****\$1,000**

Serve up to 7 bottles of society-provided wine from your display during the Networking Reception on Friday, October 18, 2018

REGISTER ONLINE TODAY**WWW.TENNESSEEPAIN.ORG**