



Association of Physician
Assistants in Oncology

EXHIBITOR PROSPECTUS

*Nashville,
Tennessee*

APAO 2022 Regional Meeting

March 17-19, 2022
Omni Nashville Hotel
Nashville, Tennessee

www.apao.cc

2022 Regional Meeting

Nashville, Tennessee

March 17-19, 2022 | Omni Nashville Hotel | Nashville, Tennessee | www.apao.cc

EXPECTED ATTENDANCE OF 100-150
WEB AND MARKETING PRESENCE OF OVER 24,000 HEALTH PROFESSIONALS!

Our members love to connect! Be sure you are connecting with APAO members and solidifying your support today. Being a supporter at the APAO 2022 Regional Meeting means that you will establish new connections and maximize your reach through added benefits.

Don't miss out on getting your company in front of our attendees and members. The APAO website is responsible for almost 35% of the attendance at our events, with our emails and e-flashes at 25%. Be part of that traffic by having your company logo included in these high volume outlets.

How Did You Hear About This Event?

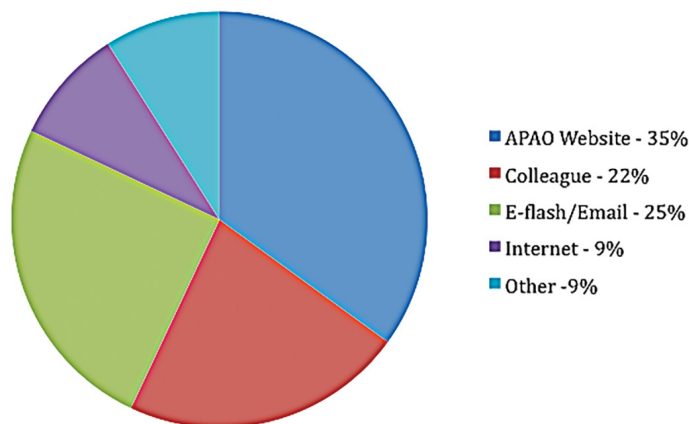


Exhibit Hall Schedule

(subject to change)

THURSDAY, MARCH 17, 2022

| | |
|-------------------------|--|
| 8:35 a.m. - 10:35 a.m. | Exhibitor Set-Up |
| 10:35 a.m. - 3:15 p.m. | Exhibit Hall Open |
| 10:35 a.m. - 11:05 a.m. | Refreshment Break With Exhibitors |
| 2:45 p.m. - 3:15 p.m. | Refreshment Break With Exhibitors |
| 5:30 p.m. - 6:30 p.m. | Networking Wine and Cheese Reception in Exhibit Hall |

FRIDAY, MARCH 18, 2022

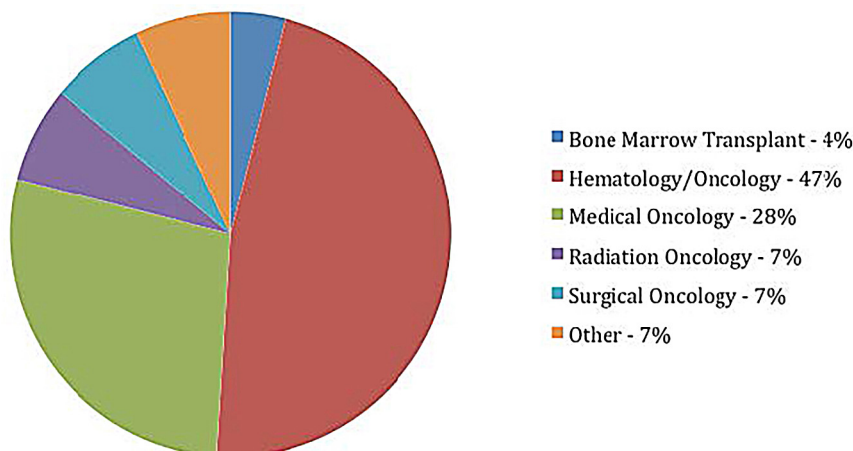
| | |
|-------------------------|-----------------------------------|
| 10:35 a.m. - 3:15 p.m. | Exhibit Hall Open |
| 10:35 a.m. - 11:05 a.m. | Refreshment Break With Exhibitors |
| 2:45 p.m. - 3:15 p.m. | Refreshment Break With Exhibitors |
| 3:15 p.m. - 5:15 p.m. | Exhibitor Break-Down |



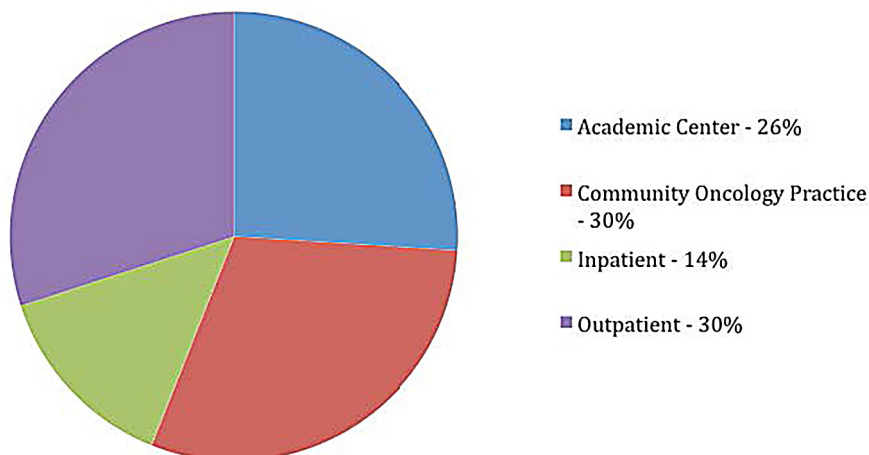
SHOWCASE YOUR PRODUCTS/SERVICES AT THE APAO 2022 REGIONAL MEETING

SUPPORT OPPORTUNITIES INCLUDE: Lectures/seminars, exhibit hall breaks, meeting pens, lanyards, bags, meeting notepads, or an idea you would like to propose.

What is Your Specialty?



Where do you practice?



APAO Attendees Are...

Physician Assistants
Nurse Practitioners
Active Military
Pharmacists
PA Students

APAO Attendees Look For...

Each day the APAO 2022 Regional Meeting will present the opportunity for you to showcase your products and services to over 100 attendees. If your products or services support medical professional needs, indirectly or directly, then we invite you to become part of the Symposium.

Healthcare Education
Pharmaceuticals
Latest Innovations
Insurance
Uniforms
Financial Institutions
Surgical
Diagnostic Equipment
Recruitment



A LA CARTE SUPPORTER OPPORTUNITIES

*Please note: The following opportunities do not include an exhibit booth.
To add an exhibit booth, please complete page 7.*

NON-CME PRODUCT THEATER LUNCHEON - \$30,000 (THREE AVAILABLE FOR THURSDAY, FRIDAY, AND SATURDAY)

- Company logo on luncheon signage
- Lunches provided to attendees by APAO
- Recognition in program as luncheon supporter
- Unopposed lunchtime slot
- AV provided in room (requests for special set-ups may result in additional charges by the hotel and will be the Sole responsibility of the company holding the luncheon)
- Company marketing table at luncheon

NON-CME PRODUCT THEATER BREAKFAST - \$20,000 (THREE AVAILABLE FOR THURSDAY, FRIDAY, AND SATURDAY)

- Company logo on breakfast signage
- Breakfast provided to attendees by APAO
- Recognition in program as breakfast supporter
- Unopposed breakfast time slot
- AV provided in room (requests for special set-ups may result in additional charges by the hotel and will be the sole responsibility of the company holding the breakfast)
- Company marketing table at breakfast

WELCOME RECEPTION - \$12,000 (EXCLUSIVE)

- Exclusive signage at reception
- Recognition in program as reception supporter
- Two VIP cocktail tables reserved for your company representatives

WI-FI SUPPORTER - \$8,000 (EXCLUSIVE)

- Company logo and QR Code with company website on table tent signs which will be located throughout conference announcing the Wi-Fi login
- QR code with company website on Wi-Fi password card printed on all badges
- QR code with company website on Wi-Fi signage at registration desk

NETWORKING WINE AND CHEESE RECEPTION IN EXHIBIT HALL - \$5,000 (EXCLUSIVE)

- Exclusive signage at reception
- Company name recognition in program
- Two VIP cocktail tables reserved for your company representatives

REFRESHMENT BREAK - \$2,000 (FOUR AVAILABLE)

- Company logo on refreshment break signage
- Recognition in program as refreshment break supporter

SUPPORTER SURVEY - \$800

- Send a supporter survey through the meeting app (includes one complimentary notification alert on site)
- Two complimentary push notifications to all attendees

OFF-SITE DINNER EVENT PROMOTION - \$500 (SATURDAY - TWO AVAILABLE)

- Complimentary e-blast to attendees to promote your company's off-site event

NOTIFICATION ALERTS - \$200

- Notification alerts sent through meeting app

Become a supporter of the APAO 2022 Regional Meeting. This is an ideal way to stand out from other exhibitors, maximize your visibility, and deliver a message of support and commitment to the Physician Assistants in oncology. By helping to defray expenses, supporters help APAO keep meeting fees lower which increases attendance! To receive additional discounts on opportunities, check out the APAO Corporate Alliance Partnership Program on page 10. If you want your company support acknowledged in the program, we must have written commitment by January 17, 2022. Depending on the level of support, APAO supporters can receive the following:

- Priority placement in Exhibit Hall (if a booth is purchased)
- Recognition in printed program
- Profile included in meeting app
- Recognition by the APAO leadership during meeting activities
- Supporter ribbon for name tag

SUPPORT OPPORTUNITIES

- Non-CME Product Theater Luncheon (3)..... \$30,000
- Non-CME Product Theater Breakfast (3)..... \$20,000
- Welcome Reception \$12,000
- Wi-Fi Supporter..... \$8,000

- Wine and Cheese Reception..... \$5,000
- Refreshment Breaks (4)..... \$2,000
- Supporter Survey..... \$800
- Off-site Dinner Event Promotion..... \$500
- Notification Alerts \$200

* No off-site promotions during meeting events. All ancillary events must be approved in writing by APAO staff.

ADVERTISING OPPORTUNITIES

- Website logo (4 months: April - July 2022)..... \$4,000
Include link to company website or educational program from main home page

Newsletter Advertisement

(OncoNews) Pre-Meeting (2022) or Post-Meeting (Nov/Dec 2022)

- Full Page (full color, 7-1/2" x 10") \$1,000
- Half Page
(full color, 3-5/8" x 10" or 7-1/2" x 4-7/8")..... \$750
- Quarter Page (full color, 3-5/8" x 4-7/8") \$500
- Eighth Page (full color, 3-1/2" x 2")..... \$250

High-resolution .jpg, .tiff, .eps (fonts converted to outlines), and .pdf files are acceptable. Email the files to Heather Wiedeman at hwiedeman@kmgnet.com.

PAYMENT

- Check/Money Order (Payable to APAO, 222 S. Westmonte Dr, Ste. 111, Altamonte Springs, FL 32714)
 - Visa ○ MasterCard ○ American ○ Express Please charge my credit card in the amount of \$_____
- Account Number _____
- Exp. Date _____ CVV _____
- Cardholder's Name _____
- Cardholder's Signature _____
- Credit Card Billing Address _____
- City/St/Zip _____
- Company Name _____ Primary Contact _____
- Telephone _____ Email Address _____



Platinum Exhibitor \$40,000

CHOOSE (1): Registration Sponsor Registration Bags
INCLUDES:

- Six complimentary representatives
- Two complimentary tables in exhibit hall
- Company logo on all exhibitor recognition material (online and printed) that attendees will see before, during, and after the meeting
- An attractive exhibitor recognition sign
- Signage recognition for supported function (if applicable)
- Recognition by the APAO leadership during meeting activities
- Special ribbons for exhibit personnel
- Company logo in PowerPoint rotation at intermission of APAO meeting sessions daily on the support acknowledgment page
- Full-page ad in on-site program or newsletter
- Attendee list pre- and post-show (includes full name, designations, company and email)
- Complimentary registration bag insert

Gold Exhibitor \$25,000

CHOOSE (1): Meeting App Charging Station
INCLUDES:

- Four complimentary representatives
- One complimentary table in exhibit hall
- Company logo on all exhibitor recognition material (online and printed) that attendees will see before, during, and after the meeting
- An attractive exhibitor recognition sign
- Signage recognition for supported function (if applicable)
- Recognition by the APAO leadership during meeting activities
- Special ribbons for exhibit personnel
- Company logo in PowerPoint rotation at intermission of APAO meeting sessions daily on the support acknowledgment page
- Half-page ad in on-site program or newsletter
- Attendee list pre- and post-show (includes full name, designations, company and email)
- Complimentary registration bag insert

Silver Exhibitor \$15,000

CHOOSE (1): Lanyards Notepads and Pens
INCLUDES:

- Three complimentary representatives
- One complimentary table in exhibit hall
- Company logo on all exhibitor recognition material (online and printed) that attendees will see before, during, and after the meeting
- An attractive exhibitor recognition sign
- Signage recognition for supported function (if applicable)
- Recognition by the APAO leadership during meeting activities
- Special ribbons for exhibit personnel
- Company logo in PowerPoint rotation at intermission of APAO meeting sessions daily on the support acknowledgment page
- Quarter-page ad in on-site program or newsletter
- Attendee list pre- and post-show (includes full name, designations, company and email)
- Complimentary registration bag insert

Bronze Exhibitor \$10,000

INCLUDES:

- Two complimentary representatives
- One complimentary table in exhibit hall
- Company logo on all exhibitor recognition material (online and printed) that attendees will see before, during, and after the meeting
- An attractive exhibitor recognition sign
- Signage recognition for supported function (if applicable)
- Recognition by the APAO leadership during meeting activities
- Special ribbons for exhibit personnel
- Company logo in PowerPoint rotation at intermission of APAO meeting sessions daily on the support acknowledgment page
- Business card ad in on-site program or newsletter
- Attendee list pre- and post-show (includes full name, designations, company and email)

EXHIBITOR CONTRACT

1. Company Information (As it should appear in the print materials) (PLEASE PRINT)

Company Name _____
Street Address _____
City/St/Zip _____
Website _____
Main Telephone _____

2. Primary Contact Person (PLEASE PRINT)

Primary Contact Name _____ Primary Title _____
Primary Telephone _____
Primary Email _____

3. Booth Fees

- ☐ Standard Exhibitor \$3,000
☐ Bronze Exhibitor \$10,000
☐ Silver Exhibitor \$15,000
☐ Gold Exhibitor \$25,000
☐ Platinum Exhibitor \$40,000
☐ Additional rep ____ x \$350 each \$ _____
TOTAL \$ _____

DOOR PRIZE

- ☐ We will provide: _____
* Companies donating door prizes will receive special recognition during prize drawings.

Name of Representatives

City/State

Email

1. (Comp) _____
2. (Comp) _____
3. _____
4. _____

Exhibitor participation: Two complimentary representatives per exhibit space. \$350 per additional representative.

4. Payment (All applications/contracts submitted must include FULL PAYMENT. (Check applicable boxes)

☐ AmEx ☐ VISA ☐ MC # _____
Exp. Date _____ CVV _____ Amount to Charge \$ _____
Name of Cardholder _____ Signature of Cardholder _____
Credit Card Billing Address ☐ Same as above
Address _____ City/St/Zip _____

5. Company Descriptive Paragraph (50 words or less. Include here or email to hwiedeman@kmgnet.com no later than January 17, 2022.)

6. Please list companies you prefer not to be near, we will do our best to accommodate all requests

7. Acceptance of Binding Contract for Commercial Support

We agree to all of the Terms and Conditions for this event (located on page 8 and on APAO website). This application is made by the undersigned, an authorized signatory of the above-listed company, and constitutes a binding contract with APAO.

Name: _____ Title: _____
Signature: _____ Date: _____



1. Contract: The following rules and regulations become binding upon acceptance of this contract between the applicant (Exhibitor) and his/her employees and the Association of Physician Assistants in Oncology (APAO), the show host.

2. Exhibit Space Description: Packages include a 6' draped and skirted table, two chairs, a wastebasket, an ID sign, profile inside event app, and two representative name badges. All additional Exhibitor representatives will be charged \$350.00 each to attend. No walls, partitions, signs, or decorations may be erected which will interfere with the general view "down the aisle" or with other exhibits. If additional space is needed for display purposes, additional fees will apply. As per APAO rules, all additional charges incurred, including but not limited to electrical or internet services and shipping, are at the Exhibiting Company's expense.

3. Space Assignment: Table locations will be assigned at the sole discretion of show management. Placement will be made based on receipt of payment in full, exhibit package level, order in which contracts were received, electrical needs and, if possible, separation of direct competitors. Management reserves the right to rearrange the floor plan without notice when necessary to facilitate a successful traffic flow.

4. Adherence to Schedule: Exhibitor understands that no move-ins or moveouts will be permitted other than in accordance with the schedule set forth in the schedule of events. In the event that APAO incurs additional expenses as a result of Exhibitor's failure to adhere to the move-in/move-out schedule, Exhibitor agrees to reimburse APAO for any such additional expenses. It is required that exhibits be properly manned during the posted hours. Exhibit space is subject to modification prior to the Meeting to adapt to necessary changes in Meeting session times; however, all exhibitors will receive adequate notice should this be necessary.

5. Exhibit Disclaimer: This agreement is for the rental of the exhibit space only. APAO has not made and does not make any warranty of representation whatsoever, either expressed or implied, including but not limited to (1) the level of attendance at the Meeting, (2) the number of meeting attendees who will visit any of the exhibits, or (3) whether any exhibit will be seen by persons having the authority to procure or commit to procure products or services being exhibited.

6. Unoccupied Space: APAO reserves the right, should any rented space remain unoccupied after the first hour of the show's opening, to rent or occupy said space. Any person, partnership, or corporation engaging space who shall fail to make payment as herein provided shall thereby and thereupon forfeit all rights in and to the use of assigned space, and APAO shall have the right to dispose of such space in such a manner as it may consider to its interest without liability on the part of APAO.

7. Payments and Refunds: The total amount for exhibit space is due upon reserving of space and signing of the contract. In the event an Exhibitor cancels a contract, APAO must be notified in writing for refunds to be made. There will be a \$250.00 administration fee assessed for all cancellations. No refunds will be issued for cancellations after February 14, 2022.

8. Food Service: APAO reserves the right to provide food and beverage service during certain hours in the exhibit area. Exhibitor fees include the continental breakfasts, refreshment breaks, lunch, and Thursday night Wine and Cheese Reception. Tickets must be purchased for any other events.

9. Noisy and Obnoxious Equipment: The operation of whistles or any objectionable device will not be allowed. After the show opens, noisy and

unsightly work will not be permitted. APAO reserves the right to restrict exhibits that may be objectionable or to order the removal of any portion of an exhibit which in the judgment of APAO is detrimental to or distracts from the general order of the exhibits.

10. Fire and Safety Regulations: In order to comply with local fire ordinance requirements, all decorative material must be flame resistant. No volatile or flammable fluids, substances or materials of any nature prohibited by city fire regulations or insurance carriers may be used at any table. All local regulations will be strictly enforced and the exhibitor assumes all responsibility for compliance with such regulations. Fire hose cabinets and fire exits must be left accessible and in full view at all times.

11. Indemnification and Limitation of Liability: Exhibitor shall assume responsibility for damage to the Site caused by exhibitor and shall indemnify and hold harmless APAO, its employees, agents, officers, and directors and the Site for all liability ensuing from any cause whatsoever, that directly or indirectly involved exhibitor including accidents or injuries to Exhibitor, its agents or employees. Exhibitor assumes full responsibility for any accident, injury or property damage to any person viewing its exhibit where such accident, injury or property damage is caused by negligence of exhibitor, its agents or employees. All exhibit materials, equipment, and property of any kind belonging to or under the control of the exhibitors that may be on licensed premises of the Site shall be the SOLE risk of the Exhibitor. In the event that any Exhibitor's property is stolen, lost, destroyed or damaged, no part of such loss or damage is to be charged or borne by APAO or the Site unless APAO or site had direct involvement in such loss or damage. In addition, exhibitor acknowledges that APAO and the Site do not maintain insurance covering exhibitor's property and that it is the sole responsibility of exhibitor to obtain business interruption and property damage insurance covering such losses by exhibitor. Proof of liability insurance must be submitted with space agreement. Reasonable care should be exercised to protect all exhibits.

12. Damage to Property: Exhibitors are liable for any damage caused to the building, floor, walls, columns, or to standard exhibit space equipment, or to other Exhibitors' property. Exhibitors must not apply paint, lacquer, adhesive, tape, Velcro, or any other coating to building, columns, floors, or to standard exhibit space equipment.

13. Public Policy: Exhibitors are charged with the knowledge of all ordinances and regulations pertaining to taxes, health, fire prevention, customs, and public safety while participating in this show. Compliance with such laws is mandatory for Exhibitors and is the responsibility of the Exhibitor.

14. Use of Exhibit Space: Exhibitors shall reflect their company's highest standards of professionalism while maintaining their exhibit space during show hours. No Exhibitor shall assign, sublet, or share exhibit space without the written permission of APAO.

15. Pre-Shipping Materials: Please remember that the Association of Physician Assistants in Oncology (APAO) cannot be held liable for your shipment. Upon receipt of your completed Exhibitor Application, you will receive an email from APAO headquarters confirming your company's registration along with the necessary paperwork to order electrical/AV services and shipping information.

16. APAO reserves the right to limit any company, organization or individual from exhibiting at the APAO 2022 Regional Meeting for any reason whatsoever.



Association of Physician
Assistants in Oncology

Nashville, Tennessee

APAO 2022 Regional Meeting

The APAO 2022 Regional Meeting will be held at the Omni Nashville Hotel, Nashville, Tennessee. Rooms are available for meeting participants at the reduced rate of \$299, single/double, plus tax per night. Room reservations can be made by calling Omni Nashville Hotel at (615) 782-5300. Ask for a room in the APAO block to receive the reduced rate. This rate is available until Monday, February 14, 2022, or until the block sells-out.

**THE HOTEL IS EXPECTING
A SELL-OUT OVER OUR
DATES!**

**DON'T DELAY...
MAKE YOUR
RESERVATIONS NOW!**

PROGRAM GOALS

- APAO will accept corporate partnership with organizations that share a common goal in improving the delivery and quality of care to people with cancer and related diseases.
- Partnership helps to facilitate interaction between external stakeholders, APAO leadership, and members of APAO.
- Partnership will enable APAO and its membership to engage in initiatives to decrease the burden and suffering for all people affected by cancer.

ABOUT APAO

APAO was the first organization dedicated to representing PAs specializing in oncology and maintains the largest membership of PAs compared to any organization representing advanced practice providers in oncology. The mission of APAO is to promote the utilization of Physician Assistants in the delivery of exceptional care to people with cancer and related disorders, which is achieved by providing a forum for information exchange and networking in oncology, advocating for health care policies that promote the utilization of PAs and facilitating the continuing education and professional development of PAs and other healthcare professionals in oncology.

| Partnership Levels | | | |
|--|--------------------------|------------------|-------------------|
| LEVEL | Platinum \$15,000 | Gold \$10,000 | Silver \$5,000 |
| Corporate Recognition on APAO Website | Graphic, Bio & Hyperlink | Graphic & Bio | Graphic |
| Complimentary E-Blast to Members | 4 Annually | 2 Annually | 1 Annually |
| Advertisement in Quarterly Newsletter | Full Page | Half Page | Quarter Page |
| Discounted sponsorship rate for Annual Oncology Symposium | 10% | 5% | None |
| Promotional Materials in Annual Oncology Symposium | ✓ | ✓ | ✓ |
| Premium Site at Annual Symposium Exhibit Hall | ✓ | ✓ | |
| Private Meeting With Board of Directors at Annual Oncology Symposium | ✓ | | |

CORPORATE ALLIANCE PARTNERSHIP PROGRAM APPLICATION FORM

Company Name _____ Representative Name _____

Address _____

City/State/Zip Code _____

Telephone Number _____

Email Address _____ Web / URL _____

Annual Partnership Category: ☐ Platinum (\$15,000) ☐ Gold (\$10,000) ☐ Silver (\$5,000)

Signature _____ Date _____

Payment Information:

☐ Check (Payable to APAO, 222 S. Westmonte Dr, Ste. 111, Altamonte Springs, FL 32714) ☐ Visa ☐ MasterCard ☐ AmEx

Please charge my credit card in the amount of \$ _____

Account Number _____ Exp. Date _____

Cardholder's Name _____ Cardholder's Signature _____

Credit Card Billing Address ☐ Same as above

City/St/Zip _____