

THE DUKE PAIN SYMPOSIUM
APRIL 28-30, 2017

EXHIBITOR PROSPECTUS

DUKE PAIN MEDICINE'S



**CONTROVERSIES IN PAIN MEDICINE:
*INTEGRATING ADDICTION AND CURRENT
LEGISLATION WITH PROTECTING THE
PATIENT AND PRACTICE*
APRIL 28 – 30, 2017
THE FRIDAY CENTER
CHAPEL HILL, NORTH CAROLINA**

JOINTLY PROVIDED BY AND IN COLLABORATION WITH



**THE DUKE PAIN SYMPOSIUM
APRIL 28-30, 2017**

**EXHIBIT
DATES & HOURS*
SET-UP**

FRIDAY, APRIL 28, 2017 2:00-3:00 PM

SHOW HOURS

FRIDAY, APRIL 28, 2017

3:00 – 6:30 PM

SATURDAY, APRIL 29, 2017

7:30 AM – 5:30 PM

TEAR DOWN

SATURDAY, APRIL 29 5:30-6:30 PM

*HOURS SUBJECT TO CHANGE

HISTORY

Following the success of the Pain Addiction and the Law (“PAL”) and Duke Pain Medicine programs over the past 9 years, Duke Pain Medicine and the Pain Society of the Carolinas have identified a need for further education for practicing physicians and HCP’s as outlined in the program. This program will address issues facing the pain patient and his health care provider.

We are pleased to announce that the 2017 program will address current trends and topics in managing a patient with chronic pain. As with PAL, this meeting will attract pain management and family practice physicians with a clinical interest in pain management as well as anesthesiologists, neurologists, oncologists, psychiatrist, surgeons, physician assistants, nurse practitioners, nurses, therapists, trainees, and healthcare professionals who wish to network and learn about the issues facing both the patient and their practice. We invite you to support and exhibit at the 2017 meeting.

ATTENDANCE

Projected attendance for this program includes an anticipated 150–plus pain management specialists, family physicians, oncologists, primary care, internal medicine, anesthesiologists, orthopedics, physiatrists, neurologists, surgeons, general practitioners, physician assistants, nurse practitioners, nurses, therapists, trainees and healthcare professionals with a clinical interest in cancer pain management, palliative care, and end of life.

LOCATION

Situated at 100 Friday Center Drive, Chapel Hill, **The Friday Center** provides convenient access from all points in the North Carolina Research Triangle and beyond, **The Friday Center** provides an ideal setting for ACCME accredited continuing education. To encourage optimum interaction, the Exhibit Hall will be located in close proximity to sessions and within the guidelines of ACCME rules. The Pain Society of the Carolinas - 2015-2016 Corporate Members will have priority display placement. The exhibit area will serve as the venue for all refreshment breaks.

EXHIBIT INFORMATION

COST/PAYMENT

Cost per -Tabletop is \$1,250 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 \$200.00 each.
- A 50% deposit of the contracted space should be forwarded with the Application for Exhibit Space or no later than February 1, 2017. Any remaining balance is due by April 1, 2017.

NOTE: The Pain Society of the Carolinas 2016 corporate members receive an additional complimentary representative badge for a total of three (3) badges.

REFUNDS AND CANCELLATIONS

Cancellations received in writing by February 1, 2017 will be subject to a 25% administrative fee. There will be no refunds for cancellations received after February 1, 2017.

SPACE ASSIGNMENT

Space will be assigned in the order in which applications with deposits are received. The Pain Society of the Carolinas 2015-2016 Corporate Members are given priority placement. The application deadline is February 1, 2017. 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 April 5, 2017 the meeting planner 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 Friday Center and shipping instructions will be included in the exhibitor memorandum

MAILING LIST

Each registered exhibitor will receive a pre-registration list approximately 10 days before the meeting, a roster onsite, and a final registration list within 3 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 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 \$200 each. Company representative names and email addresses are due by email to Lisa Lineback at llineback.lisa@yahoo.com on or before April 15, 2017.

Note: The 2015 – 2016 Pain Society of the Carolinas Corporate Members Receive an additional complimentary badge for a total of three (3) badges

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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 Program Committee, Duke University, the Pain Society of the Carolinas, the meeting planner and The Friday Center 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 The Program Committee, Duke University, the Pain Society of the Carolinas, the meeting planner and The Friday Center 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 Program Committee, Duke University, the Pain Society of the Carolinas, the meeting planner and The Friday Center. Exhibitor acknowledges that The Program Committee, Duke University, the Pain Society of the Carolinas, the meeting planner and The Friday Center 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, meeting planner, at (401) 619-4682 or by 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 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 VENUE BUILDING

Exhibitors will be held liable for any damage caused to the venue 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

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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 venue will be the final judge thereof and his/her decision shall be binding on all parties concerned.

EXHIBITOR LISTING IN SUPPORTERS BOOKLET

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 Supporters Booklet. Failure to provide the profile by the deadline will preclude your company from being listed in the Program. Profiles are due on or before April 15, 2017.

EXHIBITOR CONFIRMATION BY SOCIETY

Once an Exhibition Booking Form is received confirmation of your participation and an invoice will be sent to you by email. Deposits are due by February 1, 2017 with any balance due by April 1, 2017

**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 Program Committee'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 the ACCME joint provider and the meeting planner's onsite staff.

INSERT AND DISPLAY MATERIALS

Please note that all materials entering the venue may incur a handling charge by the venue. 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 shipping forms included in the shipping instructions when you receive the Exhibitor Memorandum on or about April 5, 2017.

ADDITIONAL OPPORTUNITIES

TRAINEE SCHOLARS IN PAIN MEDICINE (EXCLUSIVE)

\$15,000

Support the registration of up to 20 Medical Students, Residents and Fellows to participate in the full meeting! It is well known that medical students and fellows are very limited in their exposure to lessons on management of cancer pain, palliative care, and end-of-life. As the Trainee Scholars supporter, your company would be entitled to recognition as the "TRAINEE SCHOLAR SUPPORTER". Marketing Invitations for this no-fee for trainees to attend program will include identification of your support and commitment to the education of our

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future practitioners. You may also plan a special dinner presentation for the Trainee Scholars on Saturday evening, April 30 following the program. The meeting planner for this activity will assist you with venue selection and invitations without additional fee. Food and beverage for the dinner attendees is included. Any presentation and a/v at the Trainee Scholar Dinner is at the expense of the supporter.

- One (1) Tabletop Exhibit Display at preferred 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 Conference Materials

INDUSTRY LUNCHEON SYMPOSIA (NO CME PROVIDED) \$10,000

Industry symposia to showcase your products and services on Saturday, April 29, 2017 during the lunch hour or Sunday April 30, 2017 during the brunch hour. Room, Standard a/v and food/beverage are included and this session is open to all attendees.

- One (1) Tabletop Exhibit Display in preferred 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 Conference Materials

INDUSTRY BREAKFAST SYMPOSIA (NO CME PROVIDED) \$5,000

Industry symposia to showcase your products and services on Saturday, April 29, 2017 OR Sunday April 30, 2017 during the Breakfast – 30 minutes. Room, Standard a/v and breakfast are included and this session is open to all attendees.

- One (1) Tabletop Exhibit Display in preferred 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 Conference Materials

BREAK SUPPORTER \$2500

Exclusive acknowledgement at one (1) meeting break during the program.

- One (1) Tabletop Exhibit Display in preferred location.
- One (1) additional complimentary registrations for a total of four (4) registrations
- One (1) Pre & Post Registration Mailing List
- Company-Provided Product Flyer in Conference Materials

CONFERENCE BAGS \$1500

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

PROMOTIONAL MATERIAL \$ 250

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

LANYARDS \$200

Distributed to all attendees. Company-provides lanyard. Company Logo at Company's discretion.

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APPLICATION FOR EXHIBIT SPACE

Duke Pain Medicine Cancer Pain, Palliative Care, and End of Life

Provided in Collaboration with the Pain Society of the Carolinas

April 28-April 30, 2017 at the Friday Center, 100 Friday Center Drive, Chapel Hill, North Carolina

FAX TO: (727) 362-6210

EMAIL TO: llineback.lisa@yahoo.com

Note: The 2015-2016 Pain Society of the Carolinas Corporate Members Receive an extra badge for a total of 3 complimentary badges with a tabletop display.

Company Name: _____

Exhibit Coordinator: _____ Email: _____

Onsite/ Local Contact: _____ Email: _____

Address: _____

City/State/Zip: _____

Telephone: _____ Fax: _____

Number of Tabletop booths (\$1,250 each): _____ *Booth Height is restricted to 8ft. and must fit a 6-foot tabletop. Note:*

Additional Opportunities: (list here) _____

Product/Equipment Being Displayed: _____

(Email a 50-word description to robin@robinhoyle.com by April 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 \$1,250. A 50% deposit should accompany the application for exhibit space to be allocated a tabletop and must be received no later than February 1, 2017. I understand that I will be sent an invoice for any balance due.

Enclosed is \$ _____ Check #: _____

Please make checks payable to The Pain Society of the Carolinas and mail to: Duke Pain Meeting Attn: Robin L. Hoyle, 6800 Gulfport Blvd. Suite 201-212, South Pasadena FL 33706

Please pay by Credit Card (I understand that you will send me an invoice)

SIGNATURE:..... DATE

Cancellation Policy: Cancellations received in writing by February 1, 2017 will be charged a 25% administrative fee. There will be no refunds for cancellations received after February 1, 2017.