

# **EXHIBITOR PROSPECTUS**









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# THE ELEVENTH ANNUAL HCOP WINTER CONFERENCE

OJAI VALLEY INN AND SPA . OJAI, CALIFORNIA

JAN 26-27 2018



#### **HCOP 11th Annual Winter Conference**

January 26-27, 2018 Ojai Valley Inn and Resort Ojai, California

#### Dear Colleagues:

It is our pleasure to invite you to support the **HCOP 2018 Winter Conference** ("HCOP 2018") as a commercial supporter and/or exhibitor.

## 1. About the Headache Cooperative of the Pacific

The Headache Cooperative of the Pacific (HCOP) was formed in the summer of 2007 in response to a growing desire for better communication and education among healthcare providers who treat headache patients.

Modeled after the very successful Headache Cooperative of New England (HCNE) and under the guidance of its Founding President, Steven Graff-Radford, DDS (deceased) and Founding Director Alan Rapoport, MD, HCOP has been incorporated as a non-profit organization whose mission is to promote communication and spread headache information among headache caregivers and researchers, to provide headache education for non-headache specialists, and to increase understanding of headache in the community. Membership is open to all types of headache caregivers and we encourage our patients to form community support groups.

### 2. Attendee Profile

HCOP 2018 is open to all healthcare professionals who are focused on improving the quality of patient care for those individuals who suffer from headaches. Some of those attendees are:

- Neurologists
- Emergency medicine physicians
- Family practice physicians
- Internal medicine physicians
- Obstetricians/Gynecologists
- · Pain management physicians
- Dentists

Others in attendance include: scientists, researchers, medical educators, nurse practitioners, physician assistants, psychiatrists, and psychologists.



# 3. HCOP Mission Statement

The mission of the Headache Cooperative of the Pacific is to promote communication and spread headache information among headache caregivers and researchers, to provide headache education for non-headache specialists, and to increase understanding of headache in the healthcare community through:

- Advancing the science of headache through education and coordinated research
- Providing a forum to link providers of headache care throughout the western states
- Supporting access to appropriate care for our patients
- Increasing awareness about national and international organizations and journals devoted to headache research and patient care

# 4. Why You Should Exhibit at this Meeting

- Over 75% of the attendees are prescription writing physicians.
- Smaller setting allows one-on-one interaction with attendees.
- Two (2) Exhibit-hall ONLY badges for the meeting.
- Complimentary hotlink listing on the HCOP website www.hcop.com
- An Exhibit Hall designed to maximize visibility and foot traffic by incorporating breakfast/break
- Food and beverage service in the exhibit hall.

# 5. Support Opportunities at HCOP 2018

We invite you to select from the following support opportunities available for HCOP 2018. All support and exhibit opportunities are offered on a first-come, first-served basis and will be confirmed upon receipt of payment.

### A. Welcome Dinner NO LONGER AVAILABLE

Friday, January 26, 2018 from 6:30 p.m. to 8:30 p.m.

Sole Supporter: \$30,000

- The Welcome Dinner will be held the first night of the conference and is open to all attendees. The Welcome Dinner sole supporter receives the following in consideration of their support:
- Three (3) complimentary full conference registrations
- Name recognition on conference acknowledgement of support
- Name recognition in the HCOP 2018 meeting program
- Name recognition on the HCOP website with a link to your company website

### B. Conference Wi-Fi

Sole Supporter: \$10,000

Support this essential service in the General Session Room and the Exhibit Hall for all attendees during the conference. The Conference Wi-Fi sole supporter receives the following in consideration for their support:

- One (1) complimentary full conference registration
- Name recognition on conference acknowledgement of support
- Name recognition in the HCOP 2018 meeting program
- Name recognition on the HCOP website with a link to your company website

### C. Audience Response System (ARS)

**Sole Supporter:** \$10,000

Support the technology to collect participant responses in real-time to enhance the educational impact

and engage the audience firsthand with session content. The ARS sole supporter receives the following in consideration for their support:

- One (1) complimentary full conference registration
- Name recognition on conference acknowledgement of support
- Name recognition in the HCOP 2018 meeting program
- Name on the HCOP website with a link to your company website

### D. Charging Station

#### Sole Supporter: \$10,000

Support a convenient charging kiosk in the Exhibit Hall on Friday, January 26 and on Saturday, January 27 to enable attendees to charge their smart phones and other electronic devices on site. This is a great opportunity to link your company's name and logo with this service.

Charging Station supporters receive the following in consideration for their support:

- One (1) complimentary full conference registration
- Name and logo recognition on the Charging Station
- Name recognition on conference acknowledgement of support
- Name recognition in the HCOP 2018 meeting program
- Company name on the HCOP website with a link to your company website

### E. Continental Breakfast in the Exhibit Hall

#### One opportunity at \$10,000

Support the continental breakfast on Saturday, January 27, 2018 from 7:00 a.m. to 8:00 a.m. in the Exhibit Hall and increase your company's visibility with attendees.

The Continental Breakfast supporter receives the following in consideration for their support:

- One (1) complimentary full conference registration
- Name recognition on signage at the breakfast location in the Exhibit Hall
- Name recognition on conference acknowledgement of support
- Name recognition in the HCOP 2018 meeting program and on the meeting website

Company name on the HCOP website with a link to your company website

### F. Lunch in the Exhibit Hall

#### One opportunity at \$15,000

Support lunch on Saturday, January 27, 2018 from 12:00 p.m. to 1:00 p.m. in the Exhibit Hall and increase your company's visibility with attendees. The lunch supporter receives the following in consideration for their support:

- Two (2) complimentary full conference registrations
- Name recognition on signage at the lunch location in the Exhibit Hall
- Name recognition on conference acknowledgement of support
- Name recognition in the HCOP 2018 meeting program and on the meeting website
- Company name on the HCOP website with a link to your company website

### G. Coffee Breaks in the Exhibit Hall

#### Three opportunities at \$7,500 each:

- ❖ Friday, January 26 from 3:00 p.m. to 3:15 p.m.
- Saturday, January 27 from 10:00 a.m. to 10:15 a.m.
- ❖ Saturday, January 27 from 2:45 p.m. to 3:00 p.m.

Support one or more coffee breaks so all attendees can enjoy networking and a visit to the Exhibit Hall between educational sessions. The Coffee Break supporters receive the following in consideration of their support (per break):

- One (1) complimentary full conference registration (per sponsored break)
- Name and logo recognition on signage at the break location in the Exhibit Hall
- Name recognition on conference acknowledgement of support
- Name recognition in the HCOP 2018 meeting program and on the meeting website
- Company name on the HCOP website with a link to your company website

### H. Hotel Key Cards

Sole Supporter: \$10,000

Have your logo imprinted on all hotel key cards given out to HCOP 2018 attendees staying at the Ojai Valley Inn and Resort during the meeting. The Hotel Key Card supporter receives the following in consideration for their support:

- Corporate logo on the key cards of all HCOP 2018 attendees staying at the Ojai Valley Inn and Resort
- One (1) complimentary full conference registration
- Name recognition on conference acknowledgement of support
- Name recognition in the HCOP 2018 meeting program and on the meeting website
- Company name on the HCOP website with a link to your company website

### I. <u>Conference Tote Bags</u>

Sole Supporter: \$10,000

Support the conference tote bags and have your company name, along with the conference name, imprinted on the tote bags and distributed to all attendees at registration. The Conference Tote Bag supporter receives the following in consideration for their support:

- One (1) complimentary full conference registration
- Name recognition on the tote bags
- Name recognition on conference acknowledgement of support
- Name recognition in the HCOP 2018 meeting program
- Company name on the HCOP website with a link to your company website

### J. <u>Conference Lanyards</u>

Sole Supporter: \$10,000

Support the conference lanyards and have your company name imprinted on the lanyards and distributed to all attendees at registration. The Conference Lanyard supporter receives the following in consideration for their support:

- One (1) complimentary full conference registration
- Name recognition on the lanyards
- Name recognition on conference acknowledgement of support
- Name recognition in the HCOP 2018 meeting program
- Company name on the HCOP website with a link to your company website

### K. Meeting App

#### Sole Supporter: \$10,000

Support the conference meeting app and have a landing page for your company with a link to your company website. The Conference Meeting App supporter receives the following in consideration for their support:

- One complimentary full conference registration
- Name recognition on the landing page of the Meeting App with a link to your company website
- Name recognition on conference acknowledgement of support
- Name recognition in the HCOP 2018 meeting program
- Company name on the HCOP website with a link to your company website

# L. \*\*\*NEW THIS YEAR\*\*\* - Conference Blanket

#### Sole Supporter: \$10,000

It's always so cold in the General Session room! Why not support the conference blankets and have your company name, along with the conference name, imprinted on the blankets and distributed to all attendees at registration? The Conference Blanket supporter receives the following in consideration for their support:

- One complimentary full conference registration
- Conference logo on the blankets
- Name recognition on conference acknowledgement of support
- Name recognition in the HCOP 2018 meeting program
- Company name on the HCOP website with a link to your company website

# 6. Exhibit Opportunities at HCOP2018

### A. Benefits of Exhibiting

- A focused conference environment ideal for companies dedicated to delivering products and services that support research, diagnostics, and treatment for headache
- Breakfast/lunch/break food and beverage stations are located in the Exhibit Hall to ensure maximum visibility and foot traffic for exhibitors
  - Exhibits bring you face-to-face with your audience
- Name recognition on conference acknowledgement of support
- Name recognition in the HCOP 2018 meeting program and on the meeting
- Company name on the HCOP website web site with a link to your company website
- Support the educational and mentoring mission of HCOP

### B. Available Exhibit Opportunities

### Standard Tabletops – 6' x 30" skirted exhibit table for \$7,000 each

Nonprofit price: \$3,500 per table

- Companies choose their location at sign-up. Price includes one table with two chairs
- Two tabletop spaces may be purchased to make a combined 12' space for a pop-up exhibit
- Standard tabletop purchase Includes:
  - Two complimentary exhibitor only registrations per tabletop purchase
  - Name recognition on conference acknowledgement of support
  - ❖ Name recognition in the HCOP 2018 meeting program and on the meeting website with a link to your company website
  - ❖ Name and logo recognition on the HCOP website

#### C. Exhibit Hall Schedule\* & Miscellaneous Information

Assignments are made on a first-come, first-served basis. To secure your preferred space, please complete the enclosed Application/Contract for Exhibit Space. **All requests for exhibiting space must be approved by the HCOP Exhibiting Committee.** 

#### **Exhibit Location**

Ojai Valley Inn & Spa 905 Country Club Rd. Ojai, CA 93023

#### <u>Tentative Exhibit Schedule (subject to change)</u>

#### **Exhibitor Set-Up**

Thursday, January 25 6:00 pm - 8:00 pmFriday, January 26 6:00 am - 11:00 am

#### **Exhibit Days/Hours**

Friday, January 26 1:00 pm – 4:00 pm Saturday, January 27 7:00 am – 4:00 pm

#### **Exhibitor Dismantle**

Saturday, January 27 4:00 pm

Dismantling <u>must not</u> start prior to the close of exhibit hours on Saturday, January 27 at 4:00 pm and materials <u>must</u> be removed from the floor by 6:00 pm.

#### **Exhibit Space Rates**

Regular Rate \$8,000 per 6' x 30" skirted exhibit table Publisher Rate \$4,000 per 6' x 30" skirted exhibit table

#### **Exhibit Space Configuration**

Standard booths are one 6' x 30" skirted exhibit table, with 2 chairs, and a waste basket.

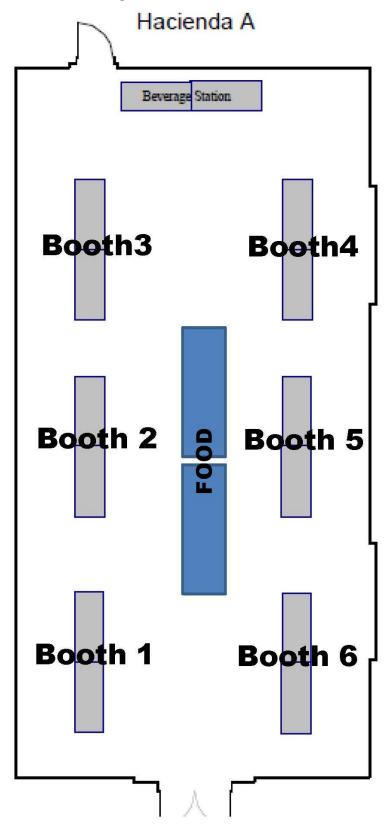
#### **Exhibitor Directory**

The Exhibitor Directory will be distributed to each Conference registrant as part of the final program.

Exhibitor's name, address, booth number(s), and description of product(s)/service(s) are highlighted. Descriptions are limited to 75 words or less. The Exhibitor Directory Request form is sent to all exhibitors after receipt of signed contract and payment.

<sup>\*</sup>Subject to change without notice.

# D. HCOP 2018 Preliminary Floor Plan





# APPLICATION FOR SUPPORT/EXHIBIT SPACE AT HCOP2018

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First:			Last:	Credentials (MD, PharmD, etc.)					
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	Welcome l	Reception	on - \$30,000 <b>(NO</b>	LONGE	R AVAILABLE)			Coffee Break (AM Saturday	9) - \$7,500
	Conference	e Wi-Fi	- \$10,000					Coffee Break (PM Saturday)	) - \$7,500
	Audience l	Respons	e System (ARS) -	\$10,000	ı			Hotel Key Cards - \$10,000	
	Charging S	Station -	\$10,000					Conference Tote Bags - \$10	,000
	Continenta	l Break	fast in the Exhibit	Hall - \$	10,000			Conference Lanyards - \$10,0	000
	Buffet Lur	ch in th	e Exhibit Hall - \$	15,000				Meeting App - \$10,000	
	Coffee Bre	ak (AM	Saturday) - \$7,50	00				NEW THIS YEAR! - Confe	rence Blanket - \$10,000
EXHI	BIT OPPO	ORTUN	NITIES .						
		•	*		able) - \$7,000 each			Nonprofit Rate - \$3,500 each	1
-					following companies*	··· -			
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#### **EXHIBITOR TERMS AND CONDITIONS**

EXHIBIT MANAGEMENT IS TALLEY MANAGEMENT GROUP, INC., 19 Mantua Road, Mt. Royal, NJ 08061 USA (856) 423-7222, Fax (856) 423-3420, Email mtraino@talley.com.

**ELIGIBLE EXHIBITS:** SHOW MANAGEMENT reserves the right to determine the eligibility of any Company or Product to exhibit in the Show and further reserves the right to reject any application and/or limit space assigned to any one Company.

INSTALLATION, SHOW AND DISMANTLEMENT: Exhibitor agrees to comply with assigned move-in and installation days and hours as detailed in the prospectus. Exhibits may not be removed from the Facilities until final closing of the show unless special permission is obtained in writing in advance from SHOW MANAGEMENT. Exhibits must be removed from the Facility by the time specified in the prospectus. Any displays or materials left in booths, without instructions will be packed & shipped at the discretion of SHOW MANAGEMENT, and all charges will be assessed to Exhibitor.

CANCELLATION, WITHDRAWAL OR REDUCTIONS IN SPACE: Cancellation or reductions in space and refund is subject to the following conditions: Exhibitors shall give written notice of cancellation. If written notice is received more than 60 days prior to show opening, total money less a 50% cancellation fee will be refunded to Exhibitor; no refunds will be allowed for any cancellation less than 60 days prior to the opening of the Show and SHOW MANAGEMENT reserves the right to re-sell space.

SPACE ASSIGNMENTS AND SUBLEASE: Booth assignments will be made according to the date of receipt of application on a space available basis. Exhibitors may not sublease the booth or any equipment provided by SHOW MANAGEMENT, nor shall Exhibitor assign this lease in whole or in part without written notice to and approved by SHOW MANAGEMENT in advance of the trade show.

**RELOCATION OF EXHIBITS:** SHOW MANAGEMENT reserves the right to alter the official floor plan, and/or re-assign any Exhibitor's location as deemed advisable. SHOW MANAGEMENT further reserves the right to make such changes, amendments and additions to these terms and conditions and such further regulations as it considers necessary for the good of the Show.

LIMITATION OF EXHIBITS: SHOW MANAGEMENT reserves the right to stop or remove from the Show any Exhibitor, or his representative, performing an act or practice which in the opinion of SHOW MANAGEMENT is objectionable or detracts from the dignity of the Show or is unethical to the business purpose of the Show. SHOW MANAGEMENT reserves the right to refuse admittance of exhibits or materials to the Show until all dues and fees owed are paid in full. No Exhibitor shall hold any social event, hospitality suite or meeting or demonstration to which attendees are invited, or entices attendees off the Show floor during official Show hours.

MUSIC, AUDIO EFFECTS, PHOTOGRAPHY and VIDEOTAPING: Music and audio-visual devices with sound are permitted only in those locations designed by SHOW MANAGEMENT and at such decibel intensity as not to interfere with the activities of other Exhibitors. Photography and videotaping other than by official SHOW MANAGEMENT photographers are not permitted within the exhibit hall at any time. Only the Exhibitor may grant permission to have its exhibit and/or products obtographed.

**COPYRIGHT LAW:** No copyrighted music may be played or sung in the exhibition area in any fashion (including, but not limited to: background music on video or audio presentations) without obtaining appropriate licensing. The Exhibitor shall indemnify SHOW MANAGEMENT, HCOP and the facility, their officers, directors, employees, and agents and save them free and harmless from any and all liability whatsoever, for any infringement of or other violation arising out of the use of copyrighted music.

**SECURITY:** Although security service will be furnished, SHOW MANAGEMENT cannot and will not be responsible for damage to, loss and/or theft of property belonging to any Exhibitor, its agents, employees, business invitees, visitors or guests. Each Exhibitor is to carry his or her own insurance.

**APPLICABLE LAWS:** This contract shall be governed by the laws of the State of New Jersey. Exhibitor agrees to abide by all federal (including but not limited to FDA), state, and city laws, ordinances, and regulations concerning fire safety, health, environment, public safety and hazardous materials and all regulations and restrictions imposed by the Facility. All displays and decorations must be fireproof.

**LIMITATION OF LIABILITY:** The Exhibitor agrees to make no claim for any reason whatsoever against: SHOW MANAGEMENT, the Convening Organizations, their officers, directors, employees, agents and authorized representatives the hotels, and Service Contractor, known from this point on as Headache Cooperative of the Pacific for any of the following:

- The Exhibitor agrees to make no claims against Headache Cooperative of the Pacific for loss, theft, damage to goods, or injury to himself, his employees, or attendees while in the exhibition area, nor any consequential damage to his business for failure to provide space for the exhibit or for the failure to hold Headache Cooperative of the Pacific as scheduled. The Exhibitor assumes entire responsibility and hereby agrees to protect, indemnify, defend and save Headache Cooperative of the Pacific from claims, losses, damages to persons or property, governmental charges for fines and attorney's fees related to the use of the exhibition premises or part thereof. In addition, Exhibitor acknowledges that Headache Cooperative of the Pacific does not maintain insurance covering Exhibitor's property and that it is the sole responsibility of Exhibitor to obtain business interruption and property insurance covering such losses by Exhibitor.
- THE ABOVE-CITED REGULATIONS as well as all conditions stated in the Headache Cooperative
  of the Pacific Exhibitor Prospectus and exhibit application become a part of the contract
  between the Exhibitor and Headache Cooperative of the Pacific.

INSURANCE: All property of Exhibitor is understood to remain under its custody and control in transit to and from or within confines of the Facilities. SHOW MANAGEMENT does not maintain insurance covering Exhibitor's property. Exhibitor shall carry Comprehensive General Liability coverage including premises, operations and contractual liability coverage of at least \$1,000,000 for Personal Injury Liability and \$500,000 for Property, Worker's Compensation with Employer's Liability with applicable statutory coverage. Certificates shall be furnished upon request.

FORCE MAJEURE: In the event the Facility or any part of the exhibit area thereof becomes unavailable, whether for the entire event or a portion of the event, as a result of fire, flood, tempest, inclement weather or other such cause, or as a result of governmental intervention, malicious damage, acts of war, strike, lock-out, labor dispute, riot, or other cause or agency over which SHOW MANAGEMENT has no control or should SHOW MANAGEMENT decide, because of such cause, that it is necessary to cancel, postpone or re-site the exposition or reduce the move-in or installation time, show time or move-out time, SHOW MANAGEMENT shall not be liable to indemnify or reimburse Exhibitor in respect to any damages or loss, direct or indirect, arising as a result thereof.

**TERMINATION OF RIGHT TO EXHIBIT:** SHOW MANAGEMENT reserves the right to terminate without notice an Exhibitor's right to exhibit if an Exhibitor or any of their representatives fail to observe the conditions of this contract, or in the opinion of SHOW MANAGEMENT, they conduct themselves in an unethical or unprofessional manner. Such exhibitors will be dismissed without refund.

CME: The Winter Conference is a CME-certified activity and is managed in accordance with the Accreditation Council for Continuing Medical Education (ACCME)'s Standards for Commercial Support. Exhibitors are required to adhere to those policies. Separation of education and promotional space and activities must be maintained as stated in those policies. Appropriate acknowledgement of support will be provided to the learners.

**ADDENDUM:** SHOW MANAGEMENT reserves the right to make changes, amendments, and additions to these rules as considered advisable for the proper conduct of the exposition, with the provision that all Exhibitors will be notified of such changes.

#### **EXHIBITOR RULES AND REGULATIONS**

BOOTH CONSTRUCTION & SHOW SERVICES: Standard booths are two six foot skirted tables.

**GENERAL SHOW POLICIES:** Noisy or offensive exhibits are prohibited. Distribution of literature or samples must be related to exhibit and distribution limited to within Exhibitor's space. Canvassing the exhibit hall is strictly prohibited. No food or beverages may be distributed from Exhibitor's space without the pre-show approval of SHOW MANAGEMENT. The Exhibitor may not display signs that are not professionally prepared or in the opinion of the Show Manager detract from the appearance of the Show in any manner whatsoever. The Show Manager shall have sole control over all admission policies at all times.

**USE OF DISPLAY SPACE**: A representative of the exhibiting company must be present at the booth(s) at all times during the posted exhibit hours. With the exception of book publishers, the sale of merchandise or equipment of any kind is prohibited in the exhibit hall. The use of the Headache Cooperative of the Pacific logo on displays, signs, giveaways, promotional literature or other material is strictly prohibited. In addition, the use of the acronym "HCOP" must not be used on pre, during and post show promotional material unless specific written permission is granted. Use of any Sponsor or participating organization logo is strictly prohibited unless permission is granted directly from those organizations in writing. Signs or other articles are prohibited from being fastened to the walls, pillars or electrical fixtures. The use of thumbtacks, tape, nails, screws, bolts or any other tool or material which could mar the floor or walls is prohibited. Drip pans must be used under all equipment where there is a possibility of leakage. No helium filled balloons or adhesive backed stickers may be given out by Exhibitors.

FDA APPROVAL/CLEARANCE: If an Exhibitor intends to display, introduce or feature an article whose pre-market approval or clearance is pending from the US Food & Drug Administration, the Exhibitor's materials, and the Exhibitor's personnel must disclose that such article has not received final FDA approval/clearance and must clearly convey the status of such article consistent with such laws, rules and regulations administrated by the FDA. The exhibit and any associated materials also must adequately and completely disclose that the article is not currently available for sale or commercial distribution in the US. Exhibitors shall indemnify and hold harmless SHOW MANAGEMENT and Headache Cooperative of the Pacific from and against any and all costs, fees, expenses, penalties, damages and claims arising from Exhibitor's failure to comply with all laws, rules and regulations (including those of FDA) applicable to such article (including any law, rule or regulation governing the display, introduction, or advertising of such article prior to final FDA approval/clearance).

**EXHIBIT HALL BADGES:** All Exhibitor personnel must be registered. One (1) exhibit hall only badge is provided with the purchase of one booth. This badge does not allow entry to educational sessions or social events. Additional exhibit hall only badges are available for purchase at \$50 each.

**UNION LABOR:** Exhibitors are required to observe all union contracts in effect among SHOW MANAGEMENT, official contractors, facilities and various labor organizations represented. Any labor required for installation or dismantle, decoration or use of equipment, must be ordered through the general service contractor. Tipping is strictly forbidden for any personnel providing any services.

**BOOTH GIVEAWAYS:** All booth giveaways must be approved by SHOW MANAGEMENT prior to the meeting

**NOTE:** Advertising options and exhibitor activities will be conducted and managed in accordance with the policies set forth by the accredited provider under the guidance of the Accreditation Council for Continuing Medical Education's Standards for Commercial Support.