

EASTERN ORTHOPAEDIC ASSOCIATION Exhibitor Prospectus



48th Annual Meeting
October 18-21, 2017 | Miami Beach, FL

www.eoa-assn.org

Average
Attendance:
325 US-based
orthopaedic
surgeons

BENEFITS OF EXHIBITING

Who Attends the EOA Annual Meeting?

The Eastern Orthopaedic Association's Annual Meeting is the meeting of choice for over 300 orthopaedic surgeons practicing on the east coast. DOs and Allied Health Professionals also attend the meeting to stay ahead of the curve in the field of orthopaedics. The EOA provides continuing medical education to those individuals who are on the forefront of both scientific and socioeconomic orthopaedic causes.



Why Choose EOA To Exhibit?

Understanding the importance of our exhibit partners, EOA strives to make sure your exhibiting funds afford you plenty of face-time with our attendees. We believe these connections are as valuable to our attendees as they are to you. Exhibiting with the EOA provides you the benefit of the following:

Dedicated Time With The Attendees

All **breakfasts** are served in the exhibit hall. We arrange the exhibit hall so that food and beverages are strategically placed to maximize traffic for everyone. Additionally, we have an **Exhibitor Reception**, a two-hour social event with drinks and heavy hors d'oeuvres in the exhibit hall. This event is well attended and usually exceeds the time scheduled because of the positive experience. It's a great setting to develop relationships with the doctors. We have several **breaks each day** and give out prizes valued at approximately \$275 per day in the exhibit hall. Doctors are required to have a card stamped by numerous exhibitors in order to be eligible for the prize. We find that in addition to the general interest in your products and services, the prize is a great incentive to drive traffic to you.

FREE Pre-Meeting Attendee Mailing List

Exhibitors will receive a complimentary pre-registered attendee mailing list as it becomes available before the meeting. You can use the list to promote your products/services in advance and potentially boost traffic at your booth.

FREE Post-Meeting Attendee Mailing List

To assist you in your post-meeting marketing efforts, the EOA will supply, upon request, a FINAL list of registrants which will allow you to conduct follow-up correspondence with registrants via mail.

Attendance at the Scientific Portion of the Meeting

To better prepare and equip your sales force, EOA welcomes and encourages your registered representatives to attend the scientific program portion of the meeting. This will enable your company to gather the most current and relevant information in the orthopaedic field, further build rapport with the attendees, and gain a competitive advantage in the industry.

Acknowledgement in the Scientific Program

Your company will be listed in the Scientific Program along with contact information, website address, and a brief company description.

Personalized Onsite Assistance

The Eastern Orthopaedic Association (EOA) strives to make your exhibiting experience the best business investment possible. We appreciate your involvement and look forward to partnering with you for many years to come. To ensure a positive experience and productive meeting, we have a dedicated EOA Onsite Coordinator available to assist you with locating doctors and making exhibit arrangements. Friday morning, breakfast is on us and delivered fresh to your booth!

Travel and Hotel Information



Meeting Hotel

Loews Miami Beach Hotel
1601 Collins Avenue
Miami Beach, FL 33139

To reserve a room, call the hotel at (888) 879-0462. Mention you are attending the EOA Annual Meeting to ensure you receive the discounted group rate.

The hotel is about a 25-minute drive from Miami International Airport (MIA). A cab ride is a flat rate of \$35 one-way.

Interested in maximizing your exposure to EOA attendees? Become a meeting sponsor.

The EOA offers multiple sponsorship levels to allow you to stand out and enable you access to additional social environments to meet with medical professionals. In addition to providing you with additional representative badges and, at the Gold and Platinum levels, an increased booth size, each level either includes, or provides a discount, on the additional opportunities below. Please see page 4 for a list of each sponsorship level and the benefits included, or the discount afforded to you to purchase additional exposure opportunities.

Pre-Meeting Advertising

As a sponsor, you will have the opportunity to include sidebar advertising for your company in one of the pre-meeting emails sent to every member of the EOA. This is a great way to reach every member of the association, even if they are unable to attend the meeting. As a Platinum or Gold sponsor, you will also have the ability to run a banner ad on the EOA website, which receives additional traffic as our registrants sign up for the meeting.

Full-page color advertising in the *Journal of Surgical Orthopaedic Advances*

The *Journal of Surgical Orthopaedic Advances* is the official journal of the Eastern Orthopaedic Association, as well as the Western Orthopaedic Association and the Southern Orthopaedic Association. With a distribution to over 4,000 orthopaedic surgeons nationwide, this opportunity provides the ability to reach a wide audience.

Welcome Packet Advertising

Provide us with a flyer or advertisement to include in our meeting registration packets. There is no better way to immediately make your presence known to meeting attendees.

"Showtime 60" Industry Luncheon (2 available)

Have a new product or procedure you want to debut or promote? As a Platinum sponsor, you may have the opportunity to present a 45-60 minute presentation over lunch in our main scientific program room. There will be no competing scientific events during this time period.

Door Drop Advertising (3 available)

Hosting an Industry Luncheon or have products to promote? As a sponsor, you may have the opportunity to provide EOA with a door drop to be distributed to all the EOA attendees staying in the meeting hotel.

Social Events

As a sponsor, you will also receive tickets to the President's Private Dinner, Welcome Reception, Golf Tournament, and Founders Dinner which will provide your representatives additional opportunities to meet and discuss your products with our attendees.

Registration and Badge Pick-Up

Exhibitor check-in and set-up is scheduled for 12:00 pm – 5:00 pm on Wednesday, October 18, 2017. A meeting packet with exhibitor identification badges will be distributed upon check-in at the Exhibitor Registration Desk. All onsite representatives and spouses/guests who will attend the meeting must coordinate participation through their respective company. The number of onsite representatives varies by exhibit level (see chart on p. 4).

IMPORTANT DATES

August 18, 2017
Deadline for Exhibitor Application and \$500 Deposit

September 1, 2017
Deadline for Cancellation and Partial Refund

September 1, 2017
Final Deadline for Balance of Exhibitor fees

September 8, 2017
Deadline to Submit Copy for Final Program

October 18, 2017
Exhibitor Booth Set-up (12:00pm – 5:00pm)

October 19-21, 2017
Exhibits Open (6:30am – 12:30pm)

October 21, 2017
Exhibit Booth Break Down

EXHIBITOR BADGES MUST BE WORN THROUGHOUT THE DURATION OF THE MEETING.
They are proof of registration and are required for admittance to all functions and social events.

APPLICATION FOR EXHIBIT SPACE

Eastern Orthopaedic Association • 48th Annual Meeting • Miami Beach, FL • October 18-21, 2017

Mail, email or fax form and payment to: Eastern Orthopaedic Association, Attn: Audrey McDonough | 110 West Rd, Suite 227, Towson, MD 21204
 Phone: 866-362-1409 | Fax: 410-494-0515 | amcdonough@datatrace.com | Tax ID 23-173-8956

Company Information

Company Name _____

Contact Name _____ Title _____

Email _____ Phone _____

Street _____

City/State/Zip Code _____

Exhibiting Level (check one)

Benefits Available	<input type="checkbox"/> Platinum \$35,000	<input type="checkbox"/> Gold \$25,000	<input type="checkbox"/> Silver \$15,000	<input type="checkbox"/> Bronze \$10,000	<input type="checkbox"/> Copper \$5,000	<input type="checkbox"/> Exhibit \$3,000
Complimentary Representatives*	10	8	6	4	2	2
Booth Size	8 x 16	8 x 16	8 x 10 **	8 x 10 **	8 x 10 **	8 x 10 **
Showtime 60 Luncheon	Included	N/A	N/A	N/A	N/A	N/A
Banner on EOA Website	Included	Included	N/A	N/A	N/A	N/A
JSOA 4-color, full page ad	Included: 2 pages	Included: 1 page	\$1,000/page	\$1,250/page	\$1,500/page	\$2,000/page
Sidebar Ad in Pre-show Email to Members	Included	Included	\$200	\$250	\$300	\$300
Door Drop Advertising	Included	Included	Included	\$500	\$1,000	\$1,500
Show & Tell 30-Minute Presentation***	Included	Included	Included	Included	N/A	N/A
Flyer/ad in Registrant Packet	Included	Included	Included	Included	\$500	\$750
President's Private Dinner tickets	2	2	2	2	2	N/A
Welcome Reception tickets	10	8	6	4	3	\$TBD/person
Golf Tournament tickets (non-transferable)	5	4	3	2	1	\$TBD/person
Founders Dinner tickets	5	4	3	2	1	\$TBD/person

Exclusive Opportunities: Contact Audrey McDonough at 866-362-1409 or amcdonough@datatrace.com

Mobile App Sponsorship / WiFi Access Sponsorship / Dessert Sponsorship / Job Board Sponsorship / Power Up Station Sponsorship

* Additional representative badges are \$250 each

** Possible reduction to 8 x 8 depending on space availability

*** Please reserve presentation slot 60 days prior to the meeting

Fees Calculation of Total Fee (insert fees from section above).

<input type="checkbox"/> Exhibiting Level	\$ _____	<input type="checkbox"/> Door Drop	\$ _____	<input type="checkbox"/> Founders Dinner tickets	\$ _____
<input type="checkbox"/> Additional Representatives	\$ _____	<input type="checkbox"/> Flyer in Registrant Packet	\$ _____	Total Fee	\$ _____
<input type="checkbox"/> Full Page, Color JSOA Ad	\$ _____	<input type="checkbox"/> Welcome Reception tickets	\$ _____	Amount Paid	\$ _____
<input type="checkbox"/> Sidebar Email Ad	\$ _____	<input type="checkbox"/> Golf Tournament tickets	\$ _____		

Payment Information

- \$500 non-refundable deposit is due with the receipt of the application by August 18, 2017
- Full payment must be received by the EOA by September 1, 2017

To Pay by Credit Card: Deposits and exhibit amounts \$5,000 or less may be paid by credit card. Please use our secure payment processing server at www.eoa-assn.org. Simply click "Exhibit Information" in the menu on the right side.

To Pay by Check: Any exhibit level may be paid by check. Please return a copy of this form with your check, made payable to EOA to:

EOA
 110 West Road, Suite 227
 Towson, MD 21204