



# HISTORY, PASSION, PERFORMANCE

Together Towards Tomorrow

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★ APRIL 24-27, 2017 ★  
HYATT REGENCY NEW ORLEANS, NEW ORLEANS, LA

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Partnering with AAOHN is the ideal way for your company to connect with key decision makers and influencers in order to become the solution of choice. Cut through the competition by building relationships that matter – help make your company's tomorrow brighter!

**GLOBAL SUMMIT**  
APRIL 23-24, 2017

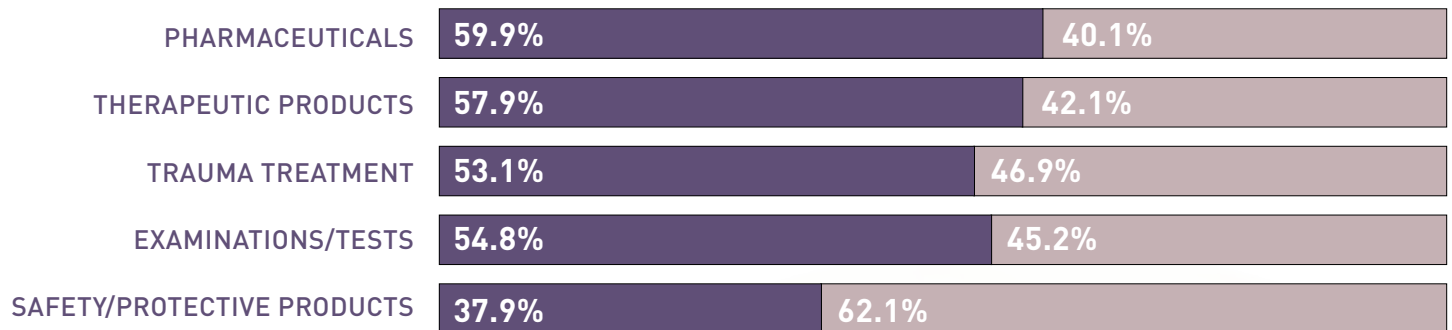
# CONNECT WITH US! MEET AAOHN

The AAOHN Annual Conference is the premier educational and networking event for occupational health nurses and other professionals in related disciplines. With a focus on employee health and well-being, AAOHN members provide business compatible solutions that result in enhanced productivity and decreased healthcare cost.

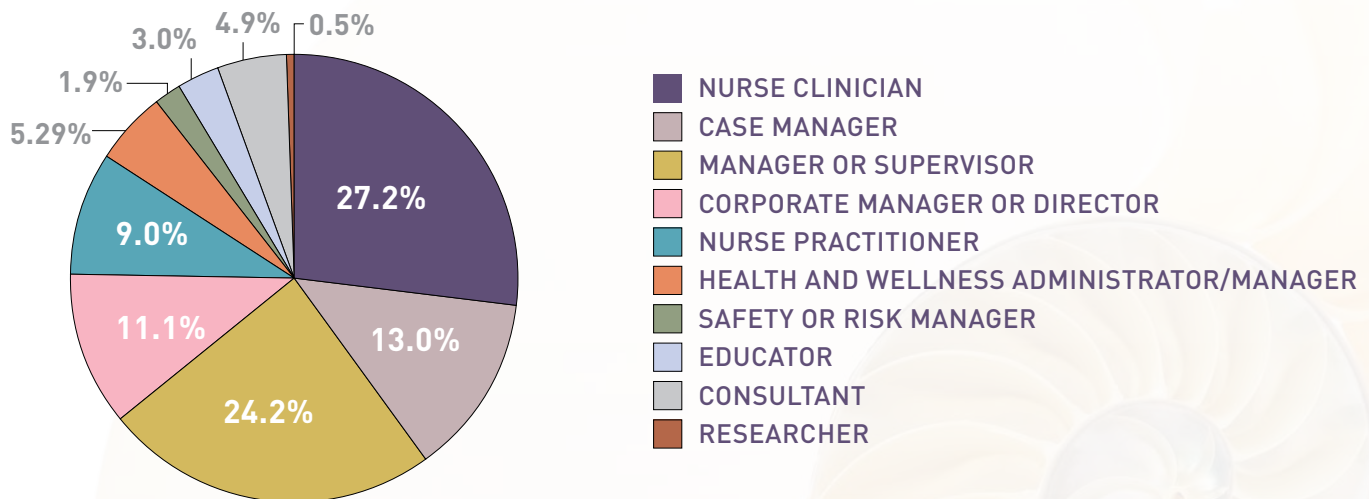
AAOHN brings together purchasing decision makers and influencers, identifying those vendors who support program and service delivery.

## ATTENDEE PURCHASING POWER

■ Purchase Products ■ Recommend Products



## ATTENDEES BY JOB DESCRIPTION



*“Networking with everyone is important, whether it is the vendors or other members, you learn a lot.”*

# PREMIER PARTNER SPONSORSHIP OPPORTUNITIES

Demonstrate your ultimate commitment and support with premier partnership levels. Reach out to Shane Adriatico for available options level details.

	Diamond — \$25,000	Emerald — \$15,000	Ruby — \$7,500
<b>Booth Space</b>	30x30 island	20x20 island	10x10 corner
<b>Conference Badges</b>	3 full conference badges	2 full conference badges	2 full conference badges
<b>Published Sponsorship Recognition</b>	●	●	●
<b>Membership Mailing List</b>	2x	1x	1x
<b>Pre- and Post-show Attendee List (Including Emails) to Use Within Six Weeks Before/ After Conference)</b>	●	●	●
<b>AAOHN Corporate Membership (One Year)</b>	●	●	●
<b>Subscription to <i>Workplace Health and Safety</i> Journal and Monthly AAOHN Newsletter (One Year)</b>	●	●	
<b>Advertisement in <i>Workplace Health and Safety</i></b>	½ page color ad, four issues	¼ page color ad, four issues	
<b>Advertisement in Newsletter</b>	Tower ad in six issues		
<b>Recognition on AAOHN Website (One Year)</b>	●	●	●

“The classes are always great but the thing I benefit most from is the ability to network with colleagues and vendors.”

# À LA CARTE SPONSORSHIP OPPORTUNITIES

Choose from the à la carte sponsorship opportunities to create a custom package that speaks for your company's goals with this captive AAOHN audience. Reach out to Shane Adriatico for more available options and recommended packages.

## INCREASE YOUR EXPOSURE:

The following opportunities feature predominate display of your company name and logo, maximizing brand awareness with attendees.

- **NEW! \$10,000** – Wednesday Exhibit Hall Lunch sponsorship
- **\$5,000** – Printing of Program at a Glance to include company logo on front page and one full-page ad
- **\$5,000** – Sponsorship of conference tote bags with company logo prominently positioned on bag
- **NEW! \$5,000** Hotel key cards *(Exclusive)*
- **\$5,000** – Sponsorship of conference lanyards and badge holders with printed company logo
- **NEW! \$5,000** Refreshment breaks
- **NEW! \$4,500** Branded water bottles *(Exclusive)*
- **NEW! \$500** – Floor decals

## TECHNOLOGY LEADER

The following opportunities offer welcomed technology to attendees, and include recognition for your generous support.

- **NEW! \$12,000** – WiFi Portal Sponsor
- **NEW! \$10,000** – Charging Lounge
- **NEW! \$9,000** – ConferenceMobile App Sponsorship *(Exclusive)*
- **NEW! \$2,000** – Charging Station *(Exclusive)*

## THOUGHT LEADERSHIP

Demonstrate your company leadership or feature thought leaders in the specialty with opportunities that foster connections and critical discussions with attendees.

- **\$5,000** – Prospective Client Meet and Greet (PCM) with up to 20 prospects
- **\$5,000** – Scheduled podium time for company representative to address attendees (3-5 min.) at conference welcome reception or chapter leaders' breakfast
- **\$3,000** – Speaker Sponsorship
- **NEW! \$1,500** – Focus Group

## EXPERIENCE ENHANCEMENT

Make an impact on the attendee experience with these opportunities that include display of your company name and logo.

- **NEW! \$9,000** – Tuesday Exhibit Hall Opening Reception Sponsorship
- **NEW! \$6,000** – Relaxation Massage Station
- **NEW! \$5,000** – Locally themed food stations in front of booth
- **NEW! \$2,000** – Wine and king cake walk (Limit 5)
- **NEW! \$1,500** – Branded Revelers walking the show floor *(Exclusive)*

## VIRTUAL POST CONFERENCE

- **\$25,000** – Sponsor the AAOHN live stream with your logo on the event page and your slide or video between sessions *(Exclusive)*
- **\$10,000** – Host the live stream in a private, branded player for your community
- **\$10,000** – Sponsor free access library card of content to all attendees and drive attendance to your vendor booth
- **\$2,500/10 Attendees** – Purchase live stream passes for customers, employees and/or prospects
- **\$1,000/session** – Sponsor conference re-broadcasts; you select the session
- **\$1,000/3 sessions** – Play sessions on your website, post conference, in an embedded player (each additional session after first 3 costs \$100)
- **\$1,000/100 credits** – Purchase session credits to give clients and prospects, allowing the user access to one session in the library

*“Updated resources for occupational health nursing are available through sales, presentations, vendor exhibitions and networking...all in one place.”*

# À LA CARTE SPONSORSHIP OPPORTUNITIES (Continued)

## NEW! GLOBAL SUMMIT SPONSOR

**\$10,000 (LIMIT 2)**

Be one of two exclusive sponsors of the global summit preconference event. Get in front of 150 domestic and international attendees that gather for this triennial event.

- (2) company representatives to attend full conference
- Partner recognition on global summit promotion on AAOHN website with a link to company website
- Partner recognition on signage at event
- Post event attendee list to include mailing and email address
- Sponsor breakfast or lunch during event
- 5 minute speaking spot
- Brochure or unique giveaway to be given out at registration
- Full page ad in program guide

*“Not only are the sessions related to our practice but it is a great chance to network and see new products.”*

## EXHIBIT AT AAOHN

Each booth includes:

- Two (2) complimentary exhibitor badges
- Exhibitor pre-event webinar
- Pre-show marketing kit to promote your participation
- **NEW!** Listing in Annual Conference Program Guide (Includes booth number, company name, phone number, website, email, and 50-word company description)
- Listing on Conference website
- **NEW!** Pre-show attendee list (mailing address and phone number)
- 8' high back drape and 3' side drape

## BOOTH RATES

The following opportunities offer welcomed technology to attendees, and include recognition for your generous support.

- **\$1,800** – 10'x10' Inline Booth
- **\$1,900** – 10'x10' Corner Booth
- **\$625** – Non-commercial

## EXCLUSIVE HOURS FOR EXHIBITORS

The AAOHN annual conference schedule includes a **minimum 6 hours of dedicated time!**

# 2017 NATIONAL CONFERENCE EXHIBITOR APPLICATION

All applications will be reviewed by the Board of Directors. No application is approved without written notice of acceptance. Please print or type information exactly as you would like it to appear in all published materials. Please be sure to complete all sections.

## 1. COMPANY INFORMATION

Company \_\_\_\_\_

Contact \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_ ZIP \_\_\_\_\_

Telephone \_\_\_\_\_

Email \_\_\_\_\_

Website \_\_\_\_\_

Please select the category that best fits the products or services of your company:

- Certification
- Supplies and Equipment
- Computer Systems/software
- Education
- Emergency/trauma
- Ergonomics
- Medications
- Occupational Health Services
- Personal Protection/safety
- Publications

## 2. PREMIER PARTNER SPONSORSHIP

- Diamond — \$25,000
- Emerald — \$15,000
- Ruby — \$7,500

## 3. À LA CARTE SPONSORSHIP

\_\_\_\_\_ \$ \_\_\_\_\_

\_\_\_\_\_ \$ \_\_\_\_\_

\_\_\_\_\_ \$ \_\_\_\_\_

Total à la carte sponsorship \$ \_\_\_\_\_

## 4. GLOBAL SUMMIT SPONSORSHIP

- \$10,000

## 5. BOOTH INFORMATION

- 10'x10' Inline Booth — \$1,800
- 10'x10' Corner Booth — \$1,900
- Non-commercial — \$625

6. TOTAL PAYMENT \$ \_\_\_\_\_

## 7. PAYMENT INFORMATION

**Full payment is required with application.** Make checks payable to AAOHN. All cancellations must be made in writing. The cancellation policy is detailed in the Rules and Regulations.

- Check enclosed (payable in U.S. funds to AAOHN)
- Credit card information

*\*Information for credit card payments will be provided on your invoice.*

## 8. AUTHORIZATION

It is understood that by signing the application and contract, the applicant is subject to the provisions of the Rules and Regulations governing AAOHN and agrees to abide by them.

Signature \_\_\_\_\_

Date \_\_\_\_\_

Title \_\_\_\_\_

# RULES & REGULATIONS



## Space Allocation and Payment

All exhibits will be at the Hyatt Regency New Orleans. Space cannot be assigned without a signed application and the required 50 percent deposit. The balance of the exhibit space rental must be paid in full. Please see AAOHN 2017 Annual Conference application to submit your deposit.

## Exhibit Specifications

Booths include:

- 8 feet high background draping
- Draping on each side, 3 feet high
- One line sign, identifying the exhibitor

**Exhibitors will be bound by the IAEE Construction Rules and Regulations which will be included in the Exhibitor Services Manual.**

## Reduction or Cancellation of Space

**Reduction of Space:** If notice is received prior to November 4, 2016, the exhibitor will be responsible for a \$100 processing fee. If notice is received after November 4, 2016 and prior to January 6, 2017, the exhibitor will be responsible for 50% of the reduced portion of their exhibit space (i.e. if exhibitor contracted for 200 square feet, then reduced to 100 square feet, the exhibitor is responsible for 50% of the total cost of the 100 square feet reduced in addition to the total cost of the 100 square feet kept). If notice is received after January 6, 2017, no refunds are issued on reduced space.

**Cancellation of Space:** If notice is received prior to November 4, 2016, the exhibitor will be responsible for a \$100 processing fee. If notice is received after November 4, 2016 and prior to January 6, 2017, the exhibitor will be responsible for 50% of their total contracted space. If notice is received after January 6, 2017, no refunds are issued.

If for any reason beyond AAOHN's control, the 2017 Annual Conference must be cancelled, shortened, delayed or otherwise altered or changed, Exhibitor understands and agrees that all losses and damages which it may suffer as a consequence thereof are its responsibility and not that of AAOHN, its directors, officers, employees or agents. Exhibitor understands that it may lose all monies it has paid to AAOHN for space in the exhibition, as well as other costs and expenses it has incurred, including travel to the show, setup, lodging, freight, employee wages, etc.

Exhibitor, as a condition of being permitted by AAOHN to be an Exhibitor in the 2017 Annual Conference, agrees to indemnify and hold harmless AAOHN, its directors, officers, employees or agents, from any and all loss,

which Exhibitor may suffer as a result of show cancellation, duration, delay or other alterations or changes caused in whole or in part by any reason outside AAOHN's control.

## Suitability of Exhibits

AAOHN reserves the right to determine the eligibility of any exhibitor for inclusion in the AAOHN 2017 Annual Conference Exhibits and to prohibit an exhibitor from conducting and maintaining an exhibit if, in the sole judgment of AAOHN, the exhibitor or exhibit or proposed exhibit shall in any respect be deemed unsuitable. The foregoing prohibition relates to persons, conduct, articles or merchandise, printed materials, souvenirs, catalogs and any other items, without limitation, which reflect the character of the exhibit. No cash sales are permitted at any time.

## Non-Profit Exhibitors

Non-profit exhibitors (i.e., organizations classified by the IRS as a tax exempt organization under Section 501 of the Internal Revenue Code, excluding AAOHN) or governmental agencies that wish to obtain the AAOHN non-profit exhibit rate of \$625 must submit a written request for space, along with proof of their non-profit or government status. AAOHN will review each request and upon approval will grant the organization one booth in the exhibit hall at the AAOHN 2017 Annual Conference at the non-profit rate. Non-profit exhibitors will be responsible for any and all costs related to their exhibit participation at the Annual Conference (e.g., furnishings, labor, material handling, etc.). Non-profit exhibitors are subject to all Exhibit Rules and Regulations set forth in the Exhibitor Prospectus and the Exhibitor Services Manual. AAOHN reserves the right to limit the number of booths set aside on the show floor at the non-profit rate. Non-profit exhibitors may choose space based on availability after the space selection.

## Intellectual Property Matters

The exhibitor represents and warrants to AAOHN that no materials used in or in connection with their exhibit infringe the trademarks, copyrights (including, without limitation, copyrights in music and other materials used or broadcast by exhibitor) or other intellectual property rights of any third party. The exhibitor agrees to immediately notify AAOHN of any information of which exhibitor becomes aware regarding actual or alleged infringement of any third party's trademarks, copyrights or other intellectual property rights. The exhibitor agrees to indemnify, defend and hold AAOHN, its agents, successors and assigns harmless from and against all losses, damages and

costs (including reasonable attorneys' fees) arising out of or related to claims of infringement by exhibitor of the trademarks, copyrights and other intellectual property rights of any third party. Notwithstanding the foregoing, AAOHN shall not be liable for and expressly disclaims all liability for infringement or alleged infringement of the trademarks, copyrights or other intellectual property of any third party arising out of the actions of any exhibitor.

## Exhibit Setup

Installation rules and regulations will be listed in the Exhibitor Services Manual sent out to all exhibitors in February.

Empty boxes cannot be stored behind the exhibit booth; they must be removed from the exhibit hall prior to the show opening and cannot be returned prior to the conclusion. No part of any exhibit, or signs relating thereto, shall be posted, nailed or otherwise attached to columns, walls, floors, or other parts of the building or its furniture, in any way to deface same. Damages arising from failure to observe these rules shall be payable by the exhibitor.

Exhibit space not occupied at the opening of the show may be reassigned by AAOHN exhibit management without refund of the rental paid.

Excessively noisy or obstructive work is not permitted during exhibit hours. Mechanical apparatus must be muffled so noise does not disturb other exhibitors. Audio effects must not infringe on the rights of other exhibitors or visitors to the exhibit hall.

All materials and installations must conform with federal, state and municipal safety and fire laws, ordinances and regulations.

## Exhibit Hours and Admission

Admittance during non-show hours without permission from AAOHN exhibit management is prohibited. AAOHN exhibit management shall have the sole control over admission policies. All persons visiting the exhibit area, including exhibit booth representatives, will be required to register and to wear an appropriate badge.

## Dismantling of Exhibits

Exhibits are to be kept intact until the closing of the show on Wednesday, April 26, 2017. All exhibits on the exhibit floor are to be fully removed by 9:00 p.m., April 26, 2017 (time subject to change). If exhibits are not removed by the specific time, AAOHN has the right to remove exhibits and charge the expense to the exhibitor. Any Exhibitor who begins dismantling and removal of his display before

the close of the show may lose priority points and/or the privilege of exhibiting in future shows. This rule will be strictly enforced.

### Shipment of Exhibits

The official show decorator will receive freight shipments for exhibitors. Exhibitors who wish to forward materials in advance of the exhibit opening must consign their exhibits to the official show decorator. Exhibits and related materials will not be accepted in advance as freight by the facility and will be redirected to the official show decorator at the exhibitor's expense. Shipping information will be included in the Exhibitor Services Manual. Installation and dismantling of exhibits may be done by exhibitors' personnel or by the official show decorator at rates listed in the Exhibitor Services Manual.

### Staffing

Exhibits must be staffed by qualified employees of the exhibitor at all times during the show hours. Each individual staffing an exhibitor's booth is required to register and must wear the exhibitor badge furnished. All exhibiting companies will be provided with two complimentary badges per 10' x 10' booth.

### Minimum Age For Admission

Children under the age of 16 are not permitted on the exhibit floor at any time.

### Subletting Prohibition

Exhibitors may not assign or sublet this contract, or permit others to use any contracted exhibit space without the express approval of AAOHN exhibit management.

Exhibitors must show only products or services manufactured or sold by them in the regular course of business. The featuring of names or advertisements of non-exhibiting firms or businesses will not be permitted. If an article of a non-exhibiting firm or business is required for the operation or display of any exhibitor's wares, identification of such article shall be limited to the usual and regular nameplates, imprinting, or trademarks under which the article is sold in the regular course of business.

### Meeting Rooms and Offsite Functions

AAOHN reserves the right to control all suites and meeting rooms in those hotels which are providing housing for AAOHN. No entertainment, meetings, tours, special events, hospitality suite functions, or other offsite events will be permitted during the AAOHN Conference activities unless approved by AAOHN. Companies who are not in accordance with the stated rules may lose their privilege of exhibiting at this and future conferences.

### Canvassing by Non-Exhibitors

The AAOHN 2017 Annual Conference is limited to registered attendees as well

as registered representatives of firms, professional organizations and dealers who have contracted with AAOHN for exhibit space and/or sponsorship. No other persons or concerns will be permitted to demonstrate their products or distribute advertising materials at any time during the AAOHN meeting.

Market research companies will be assigned space only if research is being done for a company exhibiting on the floor. Research companies must indicate on the exhibit application the company for which they are conducting market research.

### Insurance and Security

Exhibitors wishing to insure their exhibit material, goods and/or wares against theft, damage by fire, accident or loss of any kind must do so at their expense. Each exhibiting company is responsible for obtaining insurance (liability and fire/theft) in such amounts as deemed appropriate to comply with its obligation hereunder and for its own protection.

As a courtesy to exhibitors, guard service for the exhibit area will be furnished during the hours deemed necessary by AAOHN exhibit management. The furnishing of such service is in no case to be understood or interpreted as a guarantee against loss or theft of any kind.

### General

**Use of Space:** All demonstrations or other promotional activities must be confined to the limits of the booth. Sufficient space must be provided within the booth to contain persons watching demonstrations and other activities. Each exhibitor is responsible for keeping the aisle adjacent to the booth free of congestion. Exhibitors' representatives may not work in exhibit space other than their own.

No animals are allowed on the show floor at any time during move-in, move-out or show hours.

Each exhibitor must have a floor covering in the entire space rented if the exhibit hall is not already covered. If no covering is installed by Tuesday, show management will order carpet for the space at the exhibitor's cost.

**Promotion Information:** Samples, publications, etc., may be distributed by the exhibitor only from within the exhibitor's own booth. Solicitation of business or conferences in the interest of business, except by exhibiting companies, is prohibited.

**Use of Logo:** The AAOHN logo and AAOHN meeting logo may not be reproduced on any items or documents distributed at the meeting without the express permission of AAOHN exhibit management.

**Raffles and Drawings:** Raffles and drawings may be conducted within the confines of the exhibitor's own booth. AAOHN exhibit management will not be responsible for any promotion of such raffles and drawings,

and winners will not be announced by show management.

**Sales:** Selling of merchandise for delivery is strictly prohibited. Display space is provided to participating companies to exhibit and demonstrate products and services on the basis of their potential information and commercial value, and not for the purpose of direct commerce. Orders may be taken, but sales transactions involving the exchange of product for payment is strictly prohibited. Also note that accepting orders on-site may have tax implications in the jurisdiction where the exhibit is held.

**Music License:** No exhibitor shall cause any copyrighted music to be played or performed. Exhibitors are responsible for individual ASCAP/BMI music licensing fees if applicable.

**Events:** Functions for AAOHN attendees cannot be scheduled during official show or program hours, including social events, without direct approval from AAOHN show management.

### Liability

The exhibitor is liable for any damage caused to the building, or to standard booth equipment, or to other exhibitors' property, by the exhibitor, the exhibitor's agents, or employees. Exhibitors are urged to review their own insurance coverage. Neither the Association, the official show decorator, nor the facility are responsible for any injury, damage or loss that may occur to the exhibit or its employees, representatives, or agents or its property, from any cause whatsoever; and the exhibitor agrees to defend, indemnify, and hold forever harmless AAOHN exhibit management, the Association, its employees and agents, from all loss, liability, expense, and penalty, including attorney's fees, on account of personal injury or damage to property sustained by the exhibitor or by any person or persons arising out of, during, or in connection with this agreement, whether such injury or damage is due or claimed to be due by any negligence of AAOHN exhibit management, its employees, agents, or any other person.

### Amendments

These rules may be amended at any time by AAOHN exhibit management, provided that amendments shall not substantially diminish the rights or increase the liability of the exhibitor. These rules and regulations along with those listed in the Exhibitor Services Manual become a part of the contract between the exhibitor and American Association of Occupational Health Nurses.

They have been formulated for the best interests of the exhibitors. It is important to review these terms and conditions, as well as any general information, with your on-site booth personnel. AAOHN exhibit management respectfully asks the full cooperation of exhibitors in their observance. Any matters not specifically covered by the preceding rules shall be subject solely to the decision of AAOHN exhibit management.