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**GAPNA**

Gerontological Advanced  
Practice Nurses Association

# Annual Conference

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**September 26-29, 2018**

*Washington, DC*

*Marriott Wardman Park Hotel*

**Support & Exhibition Prospectus**

[www.gapna.org](http://www.gapna.org)

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**GAPNA**

Gerontological Advanced  
Practice Nurses Association

# Annual Conference

## *Dear Exhibitor*

The Gerontological Advanced Practice Nurses Association (GAPNA) invites you to join us at our **2018 Annual Conference**. GAPNA is a dynamic and emerging professional organization representing the interests of advanced practice nurses who care for older adults. Our annual Conference will take place September 26-29 in Washington, DC at the Marriott Wardman Park.

GAPNA is a name chosen to reflect the diversity of our current and potential members, all who are interested in providing the highest quality of care to older adults. We are the only advanced practice nursing organization that focuses on older adults, the fastest growing segment of the population.

GAPNA members are interested in a wide variety of topics that range from clinical issues to health policy issues. Our educational tracks feature expert faculty presenting cutting edge information on medical and nursing care, pharmacology, social support, and health policy pertaining to older adults.

We encourage you to make plans to join us in Washington, DC where you will have a great opportunity to connect with this emergent and unique group of healthcare providers!

Kind Regards,



*Jack Edelman, Director of Marketing*

## *Benefits of Exhibiting — You will...*

### **ENGAGE** **CONNECT** **PARTNER**

**Have the opportunity to interact** with an expected attendance of 600+ APN decision makers and industry leaders who want to know about your products and services.

**Have dedicated time to network** — exhibit hours are scheduled at dedicated times that will allow you maximum opportunity. Receptions, prize drawings and breaks are also hosted in the Exhibit Hall to increase traffic.

**Be able to establish regional and local leads** for your products or services.

# Build Your **BRAND AT** GAPNA

Position your company as a leader at gerontological nursing's premier event.

*The GAPNA Annual Conference brings together Advanced Practice Nurse Leaders from around the country.*

## GAPNA Facts

- ★ Overall impression of GAPNA Exhibition — **85.7%** of exhibitors rated the show excellent or good.
- ★ **92.9%** of GAPNA exhibitors achieved their goals/objectives for exhibiting at the show.

## We Deliver APN Decision Makers

- ★ **96%** of GAPNA nurses have direct care responsibilities.
- ★ **80%** of GAPNA members have prescribing authority.

# ENGAGE CONNECT PARTNER



# SPONSORSHIP OPPORTUNITIES:

## **GAPNA Program Book Advertising** ..... **Cost varies depending on ad size**

The printed program book will be distributed in Washington, DC. The program book contains useful information about the meeting and its events. This opportunity allows you to place four color advertisements. Rates are net non-commissionable.

Type	Back Page 4th Cover	Inside Back 3rd Cover	Run of Book Ads
Program Guide	\$2,000	\$1,500	\$1,200

**Closing Date:** August 15    **Materials Due:** August 22

## **Registration Delivery Program** ..... **\$950 per piece**

Inclusion of promotional material, such as a flyer, in the participants' conference bags. Please note that the material must be provided by supporter and must be approved by GAPNA. Quantity of promotional pieces required for distribution is 650. The maximum size of each piece is 8.5" x 11".

\* The distribution arrangement for session invitations and promotional inserts may change. Companies will be advised accordingly.

## **Free Standing Meter Boards** ..... **\$950 per meter board**

Free Standing meter board signs are an effective affordable way to communicate with GAPNA attendees. These two-sided meter boards display your artwork in high traffic areas within the exhibit hall and GAPNA convention space which can carry your corporate logo and booth number.



## **Table Tent Advertising** ..... **\$1,000 for (5) table tents (front & back)**

Table tent advertising in the GAPNA Networking Areas within the meeting space and exhibit hall provides great exposure in busy gathering areas seen by hundreds of attendees each day.



## **Floor Decals** ..... **\$1,500 for (5) Decals (limited to 3 supporters)**

Floor decals are a great way to drive traffic to your exhibit booth providing recognition, and distinguishing your company from your competitors. Decals will be placed throughout the convention space (approved areas) in the GAPNA meeting room areas. Decals are approximately 24" H x 24" W (live area for artwork is approximately 18"x18"). Approval of artwork required.



## **Speaker Sponsorship Opportunities** ..... **starting at \$1,500**

Help GAPNA in securing some of the most sought after speakers in the industry. Excellence comes at a cost and your unrestricted grant to support a session is appreciated by all attendees and leadership. Your company's name and logo will appear on signage and in the program book.

## **Keynote Speaker** ..... **\$3,000**

As a Keynote speaker, you can mold your presentation into a unique and distinctive moment for the GAPNA audience. Don't miss out on this opportunity to capture the full attention of our attendees.

## **Program-at-a-Glance (Exclusive Sponsorship)** ..... **\$3,000**

This valuable tool is the attendee's best friend and will feature your company logo on the front! The program-at-a-glance is one of the most frequently used items on site. It includes valuable conference information such as the sessions, times, locations and hotel map.

## **Lanyard/Badge Holder (Exclusive Sponsorship)** ..... **\$3,500**

What better way to get recognized than to have 500+ attendees wearing your name around their necks throughout the conference.

## **Customized Focus Groups** ..... **\$5,000**

GAPNA has a long-standing reputation for providing high-quality research on gerontological trends and best practices. Put this expertise to work for your organization to achieve your business goals! Let GAPNA help you get the feedback you need. Customized focus groups with specific areas of expertise can be arranged to help you meet the needs of your organization. Corporate Supporters only.

## **Hotel Key Cards (Exclusive Sponsorship)** ..... **\$5,000**

Hotel guests look at their guestroom key cards approximately 12 times a day, making key cards the number one advertising instrument for many companies. Take advantage of this great marketing tool by sponsoring key cards, which will have your company logo or design on the front of the card.

## **Post-It Flag Plus Highlighter Conference Pens (Exclusive Sponsorship)** ..... **\$5,000**

Distributed to all attendees at registration with their conference materials, this is a valuable way to get your company's name into the hands of every attendee.

*All supporting companies will be recognized in the following locations:*  
GAPNA's meeting website — Onsite signage | Printed meeting materials — Mobile App

**Refreshment Breaks** ..... **starting at \$5,000**

Take advantage of one of our themed breaks to spotlight your company's name and logo. Enhancements can be added for an additional charge. Allow us to customize something to fit your budget needs!

**Conference Notebooks** ..... **\$6,000**

Another great way to have your company's name in the hands of all attendees; these portfolios are ideal for note-taking at the conference and at work.

**Mobile App** ..... **\$7,500**

The GAPNA conference app is an attendee favorite. It launches one week before the meeting and is available for months afterward. Attendees use it to view all sessions, presentation materials, faculty bios, meeting room locations, and more! It's what attendees are using most at the meeting. The app also includes an interactive industry support listing with your exhibit booth location, company profile, web link, and email for direct contact. Your exclusive support includes:

- Promotional e-blast out to all GAPNA members when the app opens
- Push notification to visit sponsor's booth (one time use – choose one day of meeting)
- Sponsor recognition on app can include sponsor's PDF download and booth information

**WiFi Support (Exclusive Sponsorship)** ..... **\$7,500**

Number one question while on-site at the Annual Conference: "What's the wifi password?" As the exclusive wifi sponsor, your company logo will appear on the wifi splash page when attendees log in to the internet from their devices on-site. Additionally you can choose a simple password for the convention wifi network. Your company logo will also appear on floor decals in the exhibit hall and signage throughout the conference.

**Tote Bags (Exclusive Sponsorship)** ..... **\$8,500**

Always a conference favorite, these insulated bags are in demand every year as attendees will use them to hold their conference materials on site and will continue to use at home and work for years to come.

**Professional Online Library (pre, post and onsite exposure)** ..... **\$15,000**

This is your chance for 12 months of constant exposure! The Online Library is a new opportunity that will be sure to get your name out there! One month prior to the meeting all attendees will access their handouts via the Online Library website. In addition, six weeks after the conference the Online Library will be available to the entire membership for their chance to gain CE credits for sessions they didn't evaluate onsite at the conference. GAPNA will promote and engage members with announcements and special deals all year long to ensure site activity. Multi-year pricing available.

**Satellite Symposium/Industry Supported Presentation Theater** ..... **\$20,000-\$25,000**

Take advantage of this opportunity to gain exposure to advanced practice gerontological leaders. Host one of the limited educational offerings during the conference (see page 6 for details).

## Drive Traffic to Your Booth **PASSPORT to Prizes**

We would love for you to consider donating a prize for our "Passport" program. The more prizes available, the more excited our attendees will be! If you donate a prize, you will be included on a special recognition sign at the conference, as well as in our program book. Each attendee will receive a "passport" when registering. Participants will be required to visit participating exhibitors' booth and receive a stamp acknowledging the visit to your booth. Upon completion they will place the passport into a raffle bin. Several winners will be drawn (attendees must be present to win).



# Industry Supported Presentation Theater



## Annual Conference – Washington, DC September 26-29, 2018 | Marriott Wardman Park

The Gerontological Advanced Practice Nurses Association (GAPNA) invites you to host an Industry Supported Presentation Theater (ISPT) at its 2018 conference in Washington, DC. The ISPT is scheduled for 60 minutes and does not compete with educational sessions.

### Wednesday, September 26

5:15 p.m. – 6:30 p.m. . . . . (1) Exclusive ISPT

### Thursday, September 27

7:00 a.m. – 8:00 a.m. . . . . (2) Concurrent ISPTs  
12:30 p.m. – 1:30 p.m. . . . . (2) Concurrent ISPTs  
6:30 p.m. – 8:00 p.m. . . . . (1) Exclusive ISPT

### Friday, September 28

7:00 a.m. – 8:00 a.m. . . . . (2) Concurrent ISPTs  
12:00 p.m. – 1:00 p.m. . . . . (2) Concurrent ISPTs  
5:45 p.m. – 7:00 p.m. . . . . (1) Exclusive ISPT

### Saturday, September 29

7:00 a.m. – 8:00 a.m. . . . . (2) Concurrent ISPTs

### What is an Industry Supported Presentation Theater (ISPT)?

An ISPT is a dedicated time for Industry to host a session that provides information on a specific product or service of interest to APNs working in the area of gerontology. Since these sessions may be promotional and are specific to a certain product, no CNEs are available for these sessions. We do not accept CNE sessions and these presentations will not compete with promotional sessions.

The ISPT will allow you the opportunity to highlight your presentation in a relaxed atmosphere while focusing only on your product and the APNs in attendance.

ISPT sessions do not compete with any other educational programming in the time period allotted.

### Access Fee

The access fee applies for each event even if a company holds more than one event. No space will be confirmed without payment in the full amount. The access fee \$20,000-\$25,000 is based on the timeslot selected. Checks must be made payable to GAPNA.

Access Fee of \$20,000-\$25,000 Includes the following value added services

- Pre-meeting registration mailing and email list (addresses only) approximately 30 days prior to meeting
- Pre-meeting designated email for the ancillary event sessions. The pre-meeting email blast will be sent by GAPNA on the industry supporter's behalf and will include all ancillary event session information. RSVP link to supporter can be included.
- (1) Badge scanner to track attendee attendance.
- Standard A/V set.
- Attendee bag insert for session invitation (invitation provided by supporter and subject to approval)
- Meeting space rental
- GAPNA will provide on-site signage reflecting the schedule of ancillary events

The application for the ISPT is included. Applications will be reviewed by GAPNA. Applicants will be notified of the acceptance of the application at which time an invoice for a non-refundable deposit of \$5,000 will be generated and due within 30 days. The balance due of \$15,000/\$20,000 will be due no later than **July 23, 2018.**

### Contact Information

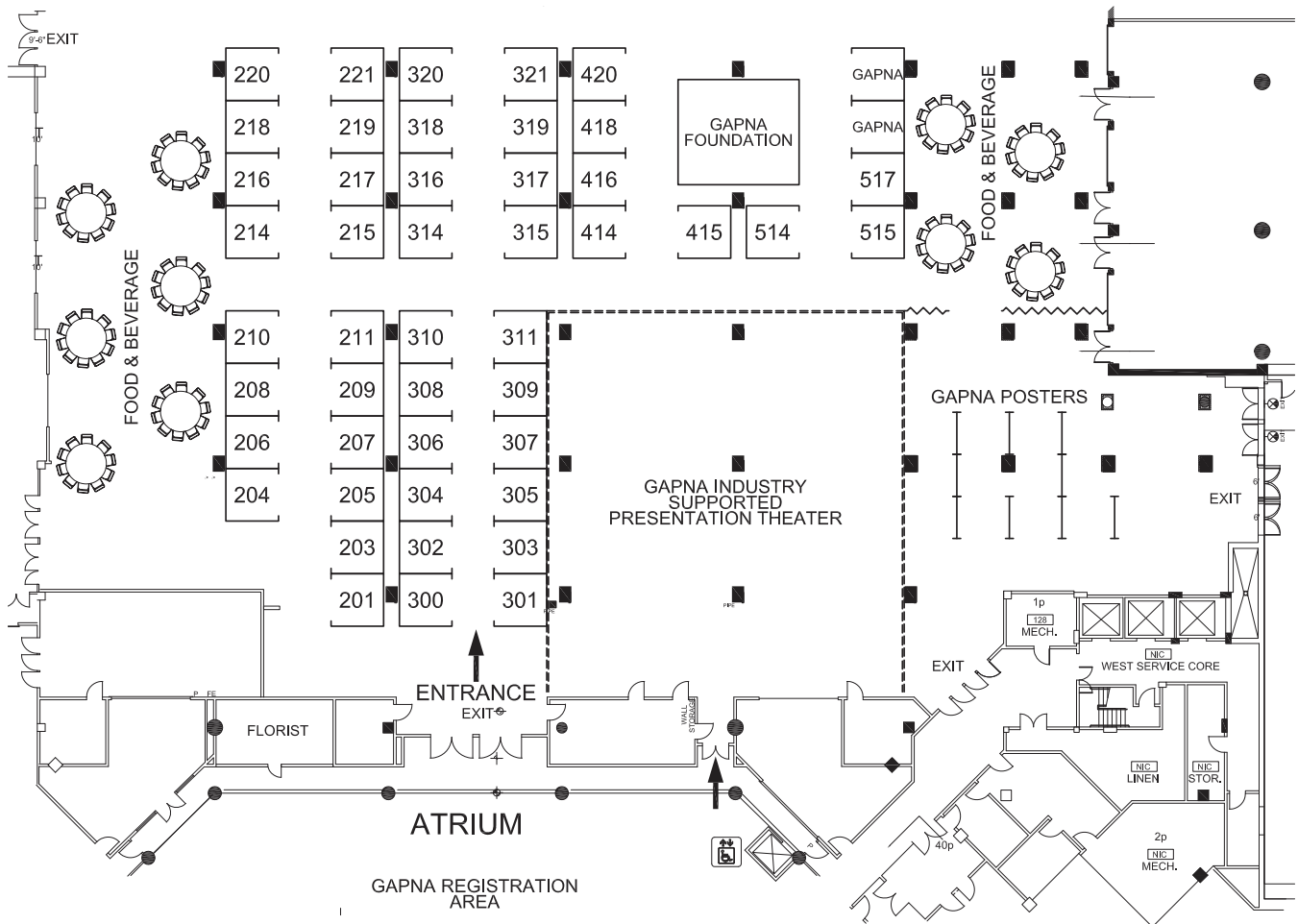
For any questions regarding the ISPT, please contact Jack Edelman at Jack.Edelman@ajj.com or 856-256-2313.

# Terms and Conditions

- 1. Application.** Application for booth space must be made on the printed form provided by GAPNA and be executed by an individual who has the authority to act on behalf of the applicant.
- 2. Exhibit Booth Price.** The prices for exhibit space are as follows: \$2,595 per each 10' x 10' booth space, \$5,100 per each 10' x 20' booth space, \$9,500 per 20x20 booth space. Each 10' x 10' booth space includes pipe, drape, an identification sign, listing in the official conference program guide, exhibitor badges for three representatives, discount access to the pre-conference list, and, upon request, the post-conference participants list. Additional badges can be purchased for a fee of \$100 each.
- 3. Cancellation of Booth Space.** Cancellations and requests for refunds must be received in writing 90 days prior to the opening date of the exhibits. If these requirements are met, 50% of the exhibit fee minus \$250 administration fee will be refunded after the conference.
- 4. Assignment of Booth Space.** Booth space is assigned on a first-come, first-served basis according to exhibit contract date of receipt and exhibitor preferences. GAPNA will make every attempt to assign the requested booth space. GAPNA reserves the right to assign other than the requested space and to rearrange the floor plan and/or relocate exhibits, if necessary.
- 5. Hospitality and Entertainment.** No entertainment or social functions may be scheduled by an exhibitor to conflict with educational program hours, exhibit hours, or social events held during the conference. Companies that are not exhibiting are prohibited from hosting hospitality or social functions.
- 6. Conduct of Exhibits.** Interviews, demonstrations, and distribution of literature or samples must be made within the booth space assigned to the exhibitor. Canvassing or distributing of advertising outside the exhibitor's own booth will not be permitted.
- 7. Installation/Dismantling of Exhibits.** All exhibits must be installed by 5:00 p.m. on September 26, 2018. Exhibits will dismantle on Friday, September 28, 2018. All exhibits must be dismantled no later than 9:00 p.m. on September 28, 2018. Exhibitors are prohibited from dismantling prior to the show closing.
- 8. Exhibit Contractor.** The official contractor will have a service desk available during the installation and dismantling of the exhibits. The official contractor will manage the following services: exhibit manual, decorator, booths and signs, electrical needs, and shipping.
- 9. Indemnification.** Exhibitor assumes entire responsibility and hereby agrees to protect, indemnify, defend, and save the sponsor, the Hotel and Anthony J. Jannetti, Inc. and its employees and agents harmless against all claims, losses and damages to persons or property, governmental charges or fines and attorney's 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 of the Hotel and its employees and agents.
- 10. General Conference Registration.** Any exhibitor wishing to register for and attend the conference educational sessions will register through the normal registration process used by conference participants. Exhibitors paying conference registration fees will be awarded contact hours for educational sessions attended.
- 11. Insuring Exhibits.** Exhibitors are encouraged to insure their exhibits, merchandise, and display materials against theft, fire, etc. at their own expense. It is recommended that the exhibitor contact its insurance broker to obtain all-risk insurance or a rider policy covering exhibit property while absent from home premises for exhibit purposes.
- 12. Fire Regulations and Health Precautions.** No exhibitor will be allowed to use any flammable decorations in the exhibit booth.
- 13. Shipping Instructions.** Information on shipping exhibit materials will be included in the Exhibit Manual. Should you have additional questions not answered in the Exhibit Manual, please contact the official contractor.
- 14. Selling in Exhibit Space.** The selling of any products and the related taxes for delivery during the GAPNA conference is the sole responsibility of the exhibitor.
- 15. Exhibit Contractors.** Should an exhibitor choose to use an independent contractor for booth setup and dismantling, the contractor must comply with the requirements of the official contractor as specified in the Exhibitor Manual. The exhibitor will provide GAPNA with evidence that the contractor has a Certificate of Insurance with a minimum of \$1 million liability coverage, including property damage.
- 16. Unauthorized Social Events, Marketing Events, Door Drops, Focus Groups.** GAPNA does not permit any competing meetings or events with its conference including networking, social events, door drops, and educational programming. Any company or organization interested in planning a meeting, event, or marketing venue during the conference must submit a written request for consideration to GAPNA. The request should be addressed to Jack Edelman, Director of Marketing and faxed to 856-589-7463 or e-mailed to jack.edelman@ajj.com

# 2018 Exhibit Schedule & Floor Plan

## Marriott Wardman Park — Exhibit Hall C



## Exhibit Schedule (Tentative and Subject to Change)

### Wednesday – September 26

8:00 am – 5:00 pm Exhibitor Move-In

### Thursday – September 27

9:15 am – 10:45 am Exhibits/Grand Opening

5:00 pm – 6:30 pm Exhibits/Reception

### Friday – September 28

9:15 am – 10:45 am Exhibits/Coffee Break

2:15 pm – 3:15 pm Exhibits/Refreshment Break/  
Prize Drawing

3:15 pm – 9:00 pm Exhibits Dismantle

### Booth Prices

10' x 10'	\$2,595
10' x 20'	\$5,100
20' x 20'	\$9,500

**Your booth includes** pipe and drape, three exhibitor name badges, a listing in the official program book, an identification sign, access to the pre-conference participants list, and access to the post-conference participants list.

### Hall Information:

Marriott Wardman Park  
Exhibits are in Exhibit Hall C.  
Ceiling Height 11'  
Maximum Island height is 10'.  
Booths are 10' x 10'  
The Exhibit Hall is carpeted.

### Exhibit Management:

Jack Edelman, Director of Marketing  
jack.edelman@ajj.com  
Samantha Healy, Marketing Coordinator  
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Anthony J. Jannetti, Inc.  
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