

2023 Exhibitor Prospectus

Work-Related Injuries Workshop: New Challenges & New Solutions



March 27th & 28th, 2023
The Conference Center at Waltham Woods
Waltham, Massachusetts

Organized by

Tony Tannoury, MD
Chief of Spine Surgery, Boston University
Center for Minimally Invasive Surgery

An I.M.S. Event

Endorsed by

The Lou Millender Foundation

Table of Contents

- Who Is Workers Comp Care?
- Quick Facts
- Conference Audience
- Program Sessions
- Products & Services to Exhibit
- Exhibit Level Opportunities
- A La Carte Support Opportunities
- Questions
- Exhibit Application Form

Who Is Workers Comp Care?

Who Are We?

The Workers Comp Care group is a New England-based think tank, comprised of leading experts in the fields of orthopedics, surgery, occupational medicine, mental health, nursing, case management, insurance adjusters and legal advocacy. We are dedicated to providing educational resources and networking opportunities to professionals who practice in the workers' compensation arena.

The annual in-person Work Related Injuries Workshop is the Workers Comp Care signature event. The conference is hosted by the International Musculoskeletal Society (IMS) and under the endorsement of the Louis H. Millender Foundation. *This upcoming year, Workers Comp Care will proudly celebrate the conference's 10-year anniversary!*

Under the guidance of our nationally renowned Advisory Board and faculty, the Work Related Injuries Workshop offers a 360-degree view of workplace injuries, tackling both current challenges and emerging solutions. The conference features our unique "Fast-Focused-Fun" format, where attendees will experience more than 55 high-yield presentations. Topics covered include orthopedic surgery and other clinical reviews, alternative treatment options, case management, legal decision-making, insurance-related topics, HR policies, injury and disability prevention, vocational rehabilitation, return-to-work protocols, emerging issues, and so much more.

Workers Comp Care also hosts Lunch & Learn live webinars, aimed at providing highly informative presentations, discussions, and opportunities to interact with subject matter experts, all in the space of one hour.

Our Mission

The Workers Comp Care group seeks to improve the care of injured workers and optimize their recovery from disability by providing exceptional education to all professionals involved in workplace injury prevention, care, treatment, management, and recovery.

We are guided by our belief to treat the injured worker as a whole person, and to understand how important it is to enable them to maintain both their work and their home lives as productive members of their families and communities. Workers Comp Care provides a unique and complete overview of work-related injuries and work disability, bringing all stakeholders together to network and exchange knowledge with the goal of advancing the standards of care for injured workers.

Quick Facts

Average Attendance ~ 300

- Our annual Work Related Injuries Workshop has been sold out for the past five years at 300 attendees.

Audience Demographics

Location

- The majority of our attendees at the Work Related Injuries Workshop typically come from the following states. However, we also have attendees that come from the remaining 44 states as well.
 - Massachusetts
 - New Hampshire
 - Vermont
 - Rhode Island
 - Connecticut
 - New York

Job Titles

The primary attendee titles are listed below. However, for a complete list, please see the Audience section within the following Exhibitor Prospectus.

- Attorneys
- Clinical Case Managers
- Court Judges
- HR Professionals
- Occupational Health Professionals
- Insurance Professionals
- Nurses & Nurse Practitioners
- Occupational Health Physicians
- Occupational Therapists
- Pain Management Specialists
- Physical Therapists
- Orthopedic Surgeons
- Rehab Medicine Specialists
- Spine Specialists

2023 Advisory Board Members

Nancy Clover RN, COHN-S, FAAOHN
President
Occupational Health Connections

Karen Huyck, MD, PhD, MPH
Assistant Professor, Dept. of Occupational & Environmental Medicine
Dartmouth-Hitchcock Medical Center/Geisel School of Medicine at Dartmouth

Nancy L. Segreve, MA, CRC, CCM.
Vocational Consultant/Partner
Occupational Resource Network

Maria DelMuto, PT, CCM
Clinical Case Manager
Mass General Brigham

Michael P. Kelley, AIC, ARM
Senior Vice President, Director of Claim Operations
HUB International New England, LLC

Chadi Tannoury, MD
Asst Professor of Orthopedics & MIS Spine Surgery, Medical Director of Outpatient Clinic & Director of Spine Research
Boston University School of Medicine & Boston Medical Center

Dean Hashimoto, MD, JD
Chief of Occupational and Environmental Medicine
Mass General Brigham

Kenneth A. Larsen, DMIN, PhD, ABMP
Clinical Psychologist
Department of Medicine, New England Baptist Hospital

Robert A. (Abe) Timmons, DO, MPH, FACOEM
Occupational Medicine Specialist & Medical Director
The Center for Occupational & Employee Health, Exeter Hospital, NH

Alice Hathaway
Senior Claims Specialist
CorVel Corporation

Phyllis G. Phillips, Esq.
Approved Mediator, Retired Judge
Mediation Works, LLC

Thomas H. Winters, MD, FACOEM, FACPM
Principal & Chief Medical Officer
Occupational & Environmental Health Network

Audience

This meeting draws companies and individuals spanning various industries and professions, convening a wide breadth of audience members from clinical settings, the insurance industry, legal arena, and so much more! It is a unique forum for exhibitors to expose state of the art products and services and accelerate engagement with existing clients, while simultaneously offering the opportunity to expand reach to new customers.

A complete list of attendees the meeting draws includes, but is certainly not limited to the following-

- Attorneys
- Claims Managers, Specialists, Directors, & VPs
- Clinical Case Managers
- Court Judges
- Disability Managers & Directors
- Federal-Sector Workers' Compensation Professionals
- Insurance Industry Professionals
- HR Managers, Directors, & VPs
- Managed Care Providers
- Neurosurgeons
- Nurses: NPs, RNs, Nurse Case Managers, Occupational Health Nurses
- Occupational Health Managers, Directors, & VPs
- Occupational Health Physicians
- Occupational Therapists
- Orthopedic Surgeons
- Pain Management Specialists
- Physical Therapists
- Rehab Medicine Specialists
- Return-to-Work Coordinators/Specialists
- Risk Management Professionals
- Safety Managers
- Spine Specialists
- Third Party Administrators
- Workers' Compensation Managers, Directors, & VPs

Program Sessions

Our 2023 meeting will offer fast paced, "Rapid Fire" interactive discussions on the following topics over the course of approximately 55 sessions.

- Clinical Updates & Reviews:
 - Spine
 - Shoulder
 - Hand, Wrist & Forearm
 - Knee
 - Foot & Ankle
- Updates in Physical Therapy
- Updates and Demonstrations in Acupuncture & Massage Therapy
- Orthotics & Prostheses
- Culinary Medicine & Rehab
- How COVID Changed the Work from Home Paradigm
- Healthcare Burn Out
- Return-to-Work Protocols
- The UR Process
- Legal Discussion: The Value & Art of the IME, the Impartial, & the Narrative Report
- Negotiation Ethics
- Lessons from Workers Comp for Employers
- Work Culture
- And More!

Products & Services to Exhibit

As in previous years, we look forward to working together with the top-notch companies in the industry, such as yours; we consider this of paramount importance in planning a successful meeting. In partnering with industry leading companies, we seek to provide the meeting attendees with information regarding products and services in some of the following areas:

- Bill Review
- Case Management
- Claims Investigation
- Claims Management Software
- Consulting
- Cost Containment
- Disability Management
- Ergonomic Solutions
- Healthcare Management
- Independent Medical Exams
- Injury Prevention
- Insurance
- Legal Services
- Managed Care
- Medical/Pharmaceutical
- Medicare Set-Asides
- Medical Devices
- Processing Solutions
- Prosthetics & Orthotics
- Rehabilitation
- Reporting Software
- Return to Work
- Risk Management
- Safety
- Screening
- Surveillance
- TPAs
- Transportation & Translation
- Vocational Rehabilitation

Exhibit Level Opportunities

All exhibitors will receive the following benefits:

- **NEW THIS YEAR!** Request a 10-minute meeting with one faculty member of your choosing!
- Company recognition on our website with a link to your company website (due to CME regulations name only can be included, no logos)
- Company recognition in our Program booklet (due to CME regulations name only can be included, no logos)
- Unlimited FREE workshop passes for you to invite your customers and prospects to visit you at the meeting
- First right to the same sponsorship in 2024
- *Additional opportunities are available as outlined below*

Please note that all activities below will be conducted on the Exhibit Floor and will be separate from the educational sessions. Company-sponsored events and exhibits are non-CME accredited.

Platinum Level Exhibitor (\$10,000)

- Two (2) stations displaying company products/services for the two full days of the workshop in designated exhibit areas (booths permitted)
- Five (5) complimentary company staff registrations
- Five (5) complimentary tickets to Gala Dinner

Gold Level Exhibitor (\$7,000)

- Two (2) stations displaying company products/services for the two full days of the workshop in designated exhibit areas (booths permitted)
- Four (4) complimentary company staff registrations
- Four (4) complimentary tickets to Gala Dinner

Silver Level Exhibitor (\$5,000)

- One (1) station displaying company products/services for two full days of the workshop in designated exhibit areas (booths permitted)
- Three (3) complimentary company staff registrations
- Three (3) complimentary tickets to Gala Dinner

Bronze Level Exhibitor (\$2,500)

- One (1) station displaying company products/services for two full days of the workshop in designated exhibit areas (booths permitted)
- Two (2) complimentary company staff registrations
- Two (2) complimentary tickets to Gala Dinner

A La Carte Support Opportunities

All will receive the following benefits:

- Company recognition on our website with a link to your company website
- Company recognition in our Program booklet

Gala Dinner Chaperone: (\$5,000) – One available

- Company brochure (one page, front and back) on Gala Dinner tables, identifying your company as the Gala Dinner Chaperone
- Two (2) company representatives may be present

Cocktail Hour Chaperone: (\$2,000) – Two available

- Company brochure (one page, front and back) on cocktail tables, identifying your company as the Cocktail Hour Chaperone
- Two (2) company representatives may be present

Lunch Chaperone: (\$2,000) – Two available

- Company brochure (one page, front and back) on luncheon tables, identifying your company as the Lunch Chaperone
- Two (2) company representatives may be present

Breakfast Chaperone: (\$1,500) – Two available

- Company brochure (one page, front and back) on tables during breakfast, identifying your company as the Breakfast Chaperone
- Two (2) company representatives may be present

Coffee Break Chaperone: (\$1,500) – Three available

- Company brochure (one page, front and back) on snack tables during breaks, identifying your company as the Coffee Break Chaperone
- Two (2) company representatives may be present

Questions?

If you have any questions about the information outlined in this Exhibitor Prospectus, please contact the Program Director, Michela Capobianco at Michela@bostonmis.com.

Exhibit Application Form

Please fill out this application form indicating your company's selected level of support. Return the completed form **along with a high resolution file of your company logo** via email to Michela Capobianco at Michela@bostonmis.com.

Upon submission of this form, please also complete your payment. Payment should be completed at www.workerscompcare.com under the Sponsorship Payment page.

Exhibitor Checklist:

- ✓ Exhibitor Application Form
- ✓ High Resolution Logo
- ✓ Payment

Company Information:

COMPANY NAME

COMPANY WEBSITE

CONTACT NAME

MAILING ADDRESS

CITY/STATE/ZIP

PHONE

EMAIL ADDRESS

Please check level of Support:

- | | |
|--|--|
| <input type="checkbox"/> Platinum Level Exhibitor (\$10,000) | <input type="checkbox"/> Gala Dinner Chaperone (\$5,000) |
| <input type="checkbox"/> Gold Level Exhibitor (\$7,000) | <input type="checkbox"/> Cocktail Hour Chaperone (\$2,000) |
| <input type="checkbox"/> Silver Level Exhibitor (\$5,000) | <input type="checkbox"/> Lunch Chaperone (\$2,000) |
| <input type="checkbox"/> Bronze Level Exhibitor (\$2,500) | <input type="checkbox"/> Breakfast Chaperone (\$1,500) |
| | <input type="checkbox"/> Coffee Break Chaperone (\$1,500) |