

# 2024 Exhibitor Prospectus

## Work-Related Injuries Workshop: New Challenges & New Solutions

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**March 25<sup>th</sup> & 26<sup>th</sup>, 2024**  
**The Conference Center at Waltham Woods**  
**Waltham, Massachusetts**

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*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**

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# Who Is Workers Comp Care?

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## 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 is Worker Comp Care's 11<sup>th</sup> year hosting this conference.

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 interested parties 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 attracts approximately 300 people throughout the two days

## 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
- Physician Assistants
- Orthopedic Surgeons
- Rehab Medicine Specialists
- Spine Specialists

## 2024 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 DeMuto, PT, CCM**  
*Medical 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, FAOA, FAAOS**  
*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**  
*Sr. Vice President, Workplace Health*  
Mass General Brigham  
*Professor of Law,*  
Boston College Law School  
*Visting Professor of Medicine,*  
Harvard Medical School

**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 Adjuster*  
Employer's Insurance

**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

**Tony Tannoury, MD**  
*Chief of Spine Surgery,*  
Center for Minimally Invasive Surgery  
Boston University School of Medicine & Boston Medical Center



# Conference Audience

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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
- Physician Assistant
- Rehab Medicine Specialists
- Return-to-Work Coordinators/Specialists
- Risk Management Professionals
- Safety Managers
- Spine Specialists
- Third Party Administrators
- Workers' Compensation Managers, Directors, & VPs



# Industry Categories

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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
- Medical Devices
- Processing Solutions
- Prosthetics & Orthotics
- Rehabilitation
- Reporting Software
- Return to Work
- Risk Management
- Safety
- Screening
- Surveillance
- TPAs
- Transportation & Translation
- Vocational Rehabilitation



# Program Sessions

Our 2024 meeting will offer our signature "Fast-Focused-Fun" interactive discussions on the following 27 topic areas over the course of approximately 55 sessions.

- Orthopedic Updates & Reviews:
  - Cervical & Lumbar Spine
  - Shoulder
  - Hand, Wrist & Forearm
  - Knee
  - Foot & Ankle
- The Latest Return-to-Work Protocols
- Understanding CRPS
- Updates in Traumatic Brain Injuries & Concussions
- The Latest in PRP Injections
- Innovative Physical Therapy Techniques
- Medical & Policy Updates on Long COVID
- The Benefits of Alternative & Complementary Medicines
  - Yoga
  - Massage
  - Reiki
  - Acupuncture
- Using Artificial Intelligence to Predict Patient Selection & Treatment Outcomes
- Advances in Orthotics & Prostheses
- Promoting Mental Wellness
- Best Practices in –
  - Claims Management
  - Case Management
  - Vocational Rehab
- Legal Decision Making
- Workplace Safety
- What's New in Occupational & Environmental Medicine
- Emerging Treatments
- And more!



# Benefits of Exhibiting or Sponsoring

Join us as an exhibitor or sponsor of the 2024 Work Related Injuries Workshop to experience the following benefits:

- Connect with the industry leaders and decision-makers in all sectors that touch worker injurer
- Generate qualified new leads and sales
- Survey current and potential customers on their current needs
- Launch new products and services
- Conduct user-group meetings about your products and services
- Identify what your competition or complementary companies are offering
- Network with 300 of your industry peers

## **PLUS - You're an attendee too!**

All exhibitor and sponsorship registrations grant you access to all of the education sessions. We encourage you to attend and participate in all of the sessions (and obtain CEU credits). What better way to connect with prospective customers than to interact and engage with them throughout the day?





# Exhibit Level Opportunities

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All exhibitors will receive the following benefits:

- Over 9 hours each day of exhibitor hall time
- A 10-minute meeting with one of our faculty members 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
- Breakfast, lunch, coffee breaks, and \*Gala Dinner included
- First right to the same sponsorship in 2025
- Additional opportunities are available as outlined below

*\*Gala Dinner is included for Exhibitors only, except for the Gala Dinner Chaperone*

*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)

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- 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)

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- 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)

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- 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)

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- 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

# Sponsorship Opportunities

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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



# Exhibit Hall Dates & Hours

**The Conference Center at Waltham Woods**  
Waltham, Massachusetts  
Phone: 508.259.1018 | Email: [michela@bostonmis.com](mailto:michela@bostonmis.com)

**Exhibitor Hall:**  
Percy Conference Room & Main Lobby

**Monday, March 25<sup>th</sup>, 2024**

Exhibit Booth Setup..... 6:30 am  
Exhibit Hall Opening/Breakfast..... 7:30 – 8:00 am  
Morning Coffee Break w/Exhibitors..... 9:50 – 10:20 am  
Afternoon Coffee Break w/Exhibitors..... 3:10 – 3:40 pm  
Gala Dinner..... 6:00 – 9:00 pm

**Tuesday, March 26<sup>th</sup>, 2024**

Breakfast w/ Exhibitors..... 7:30 – 8:00 am  
Morning Coffee Break w/Exhibitors..... 9:40 – 10:10 am  
Afternoon Ad Hoc Meetings w/Exhibitors..... To be scheduled separately  
Exhibit Booth Dismantle..... Meeting adjournment at 4:20 pm

*\*Break times subject to change*



# Recent Exhibitors & Sponsors

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- 4Web Medical
- Acuity Surgical
- Associated Medical
- BioPhysics Pharma
- Biosystems/DJO Global
- Boston Hernia & Pilonidal Center
- Boston Medical Center, Department of Orthopaedics
- Boston Pain Specialist
- Boston Orthopaedic & Spine
- Boston Scientific
- Boston Sports & Shoulder Center
- Brainlab
- Brooks Law
- Calamari Medical
- Cambridge Health Alliance, Department of Occupational Health
- Case Managers Society of New England
- Cerapedics
- Concentra
- Corporate Health Resources
- CorVel
- Coventry
- Dartmouth Health
- DePuy Synthes
- DJO Medical
- Elliquence
- Ethicon
- Excel Orthopaedic Specialists
- Gaylor Specialty Healthcare
- H Wave
- Happy Doctor Project
- Homelink
- HUB International New England
- Injured Workers Pharmacy
- Keches Law
- Kids' Chance of Vermont
- Law Offices of Deborah G. Kohl
- Law Offices of Martin B. Schneider, PC
- Life Instruments
- Lilly
- Massachusetts Association of Occupational Health Nurses (MaAOHN)
- Massachusetts Department of Labor Standards, OSHA Consultation Program
- Med League Legal Nurse Consulting
- Medical & Life Care Consulting Services
- Medtronic, Restorative Therapies Group & Interventional Pain Group
- Moriarty & Associates, PC
- NECOEM
- Neuromonitoring Associates
- New England Physiatry
- New England Work Injury Group
- Nuvasive
- Occupational Health Connections
- Occupational & Environmental Health Network (OEHN)
- ODG by MCG
- OEM Press
- Pacira Pharmaceuticals
- Pierce, Pierce & Napolitano
- Private Home Care Services
- Professional Physical Therapy
- ProX Physical Therapy
- Ready, Kiernan & McNally, LLP
- SeaSpine
- Steward Healthcare
- Stryker Spine
- TeleEMG
- Tentindo, Kendall, Canniff & Keefe, LLP (TKCK)
- Top Left Medical
- Unity Surveillance & Investigation
- Vanguard Medical
- Vericel
- Work-Fit
- Zetroz
- Zimmer/Biomet/LDR Spine

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***ADD YOUR NAME TO THE LIST!***

*Contact Michela Capobianco, Program Director  
to reserve your booth today!*

*Phone: 508.259.1018*

*Email: [michela@bostonmis.com](mailto:michela@bostonmis.com)*

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# Reserve Your Booth or Sponsorship Today!

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Please reach out today and grab a booth or sponsorship opportunity while they last!

**Michela Capobianco**

Program Director

Phone: 508.259.1018 | Email: [michela@bostonmis.com](mailto:michela@bostonmis.com)

Please include:

- ✓ Requested Exhibitor or Sponsorship Package
- ✓ Two-Sentence Company Overview
- ✓ High Resolution Company Logo
- ✓ Completed payment at [www.workerscompcare.com](http://www.workerscompcare.com) under the Sponsorship Payment page

