

A WORKERS COMP
CARE EVENT



2025

WORK RELATED INJURIES WORKSHOP

EXHIBITOR PROSPECTUS

March 24th & 25th, 2025

The Conference Center at Waltham Woods
Waltham, Massachusetts



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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 is Worker Comp Care's 11th 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.



WORKERS COMP CARE LEADERSHIP

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2025 PLANNING COMMITTEE

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*Clinic Director (Lexington), Physical
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QUICK FACTS

ATTENDANCE:

The conference sells out each year, with approximately **300** people in attendance 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, both speakers and attendees come each year 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 Conference Audience section within the following Exhibitor Prospectus.

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

EXHIBITORS & SPONSORS:

Opportunities to join us as an exhibitor or sponsor sell out each year. We encourage those interested to sign up now to ensure your choice for partnership is still available!

CONFERENCE AUDIENCE

The Work Related Injuries Workshop 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

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 2025 meeting will offer our signature “Fast-Focused-Fun” interactive discussions in 29 topic areas over the course of over 75 presentations and interactive workshops.

- Aggravation, Exacerbation, & Recurrence: Legal & Medical Perspectives
- Cervical Spine Review & Updates
- Complementary Medicine & Claims Adjusters
- Deep Dive into IMEs
- Disruptive Technologies in Prosthetics
- Does Gross Negligence by the Employee or Employer Impact the Handling of a MA Compensation Claim
- Does the Cost of Spine Treatment Matter?
- Emerging Treatments: Face of the Future or Flop
- Equipping Medical Providers to Write Legally Sufficient Causation Opinions
- Foot & Ankle Injuries & Treatment Options
- Hand & Forearm Injuries & Treatment Options
- How Person-Centered Care Improves Outcomes
- Knee Anatomy & Physical Exam
- Lumbar Spine Review & Updates
- Motivational Interviewing
- Motor Vehicle Accidents Complicating Workers' Compensation Injuries
- Mystery of Concussions: Ethical Dilemmas
- Overcoming the Challenges of Substance Use Disorder
- Physical Therapy & Pain Management
- Physical Therapy Live Demo
- Return-to-Work and the Aging Worker
- Running a High Efficiency Occ Med Clinic
- Shoulder Injuries & Treatment Options
- The Hidden Toll of War Trauma
- What Happens in a Conference?
- What's New in Occ Med
- Why Employee Health & Safety Is a Bottom-Line Business Activity
- Yoga
- Your Workers' Compensation Case is Approved? Your Workers' Compensation Case is Denied! Now What?





BENEFITS OF EXHIBITING & SPONSORING

Join us as an exhibitor or sponsor to experience the following benefits:

- Connect with the industry leaders and decision-makers in all sectors that touch worker injuries
- 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

PLATINUM LEVEL EXHIBITOR (\$10,000)

- One (1) station displaying company products/services for the two full days of the workshop in designated exhibit areas
- Priority given to station location to ensure highest foot traffic
- Five (5) complimentary company staff registrations
- Five (5) complimentary tickets to Gala Dinner
- Two (2) promotional emails throughout the year to the full Workers Comp Care email audience

GOLD LEVEL EXHIBITOR (\$7,000)

- One (1) station displaying company products/services for the two full days of the workshop in designated exhibit areas (booths permitted)
- Priority given to station location to ensure highest foot traffic
- Four (4) complimentary company staff registrations
- Four (4) complimentary tickets to Gala Dinner
- One (1) promotional email blast to the full Workers Comp Care email audience

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)
- Station location is dependent on availability
- Three (3) complimentary company staff registrations
- Three (3) complimentary tickets to Gala Dinner
- One (1) promotional email blast to the full Workers Comp Care email audience

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)
- Station location is dependent on availability
- Two (2) complimentary company staff registrations
- Two (2) complimentary tickets to Gala Dinner



EXHIBITOR DETAILS

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)
- Post-conference attendee list
- Breakfast, lunch, coffee breaks, and Gala Dinner included
- First right to the same sponsorship in 2026
- ***NEW this year:** First come, first pick for booth location

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.

EXHIBIT HALL DATES & TIMES

Monday, March 24th, 2025

- Exhibit Booth Setup.....6:30 am
- Exhibit Hall Opening/Breakfast.....7:30 – 8:00 am
- Morning Coffee Break w/Exhibitors.....9:45 – 10:15 am
- Afternoon Coffee Break w/Exhibitors.....3:40 – 4:10 pm
- Gala Dinner.....6:15 – 9:15 pm

Tuesday, March 25th, 2025

- Breakfast w/ Exhibitors.....7:30 – 8:00 am
- Morning Coffee Break w/Exhibitors.....10:00 – 10:30 am
- Afternoon Ad Hoc Meetings w/Exhibitors....To Be Scheduled Separately
- Exhibit Booth Dismantle.....At Exhibitor Discretion

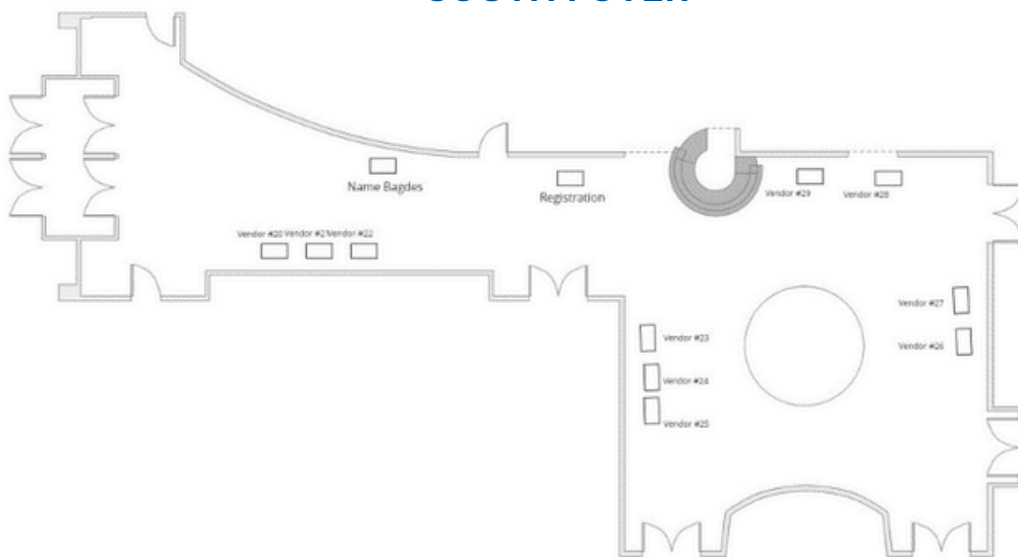
**Break times subject to change*



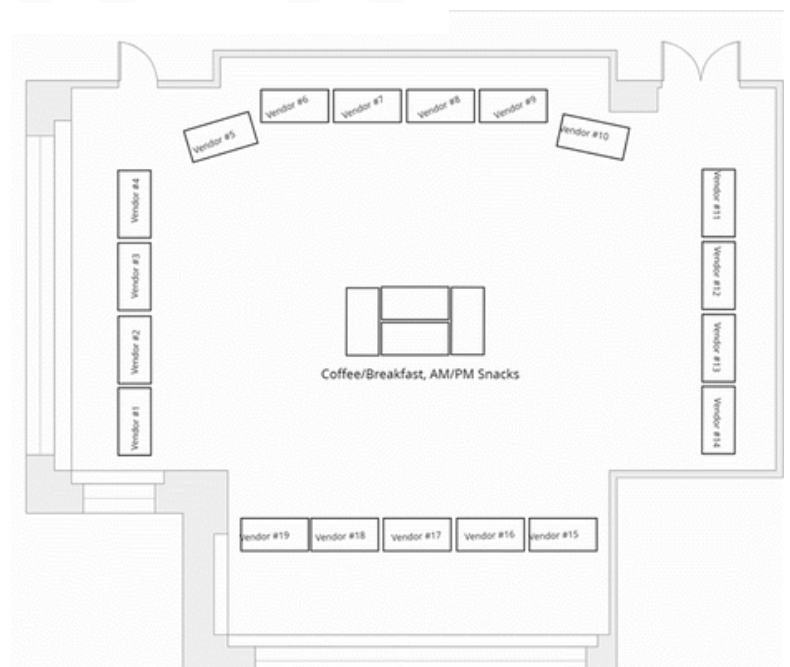


EXHIBITOR FLOOR PLAN

SOUTH FOYER



PERCY CONFERENCE ROOM



SPONSORSHIP OPPORTUNITIES

All sponsors 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
- Five (5) minute company welcome message & overview provided by company representative
- Two (2) company representatives may be present at Gala Dinner

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 at Gala Dinner Cocktail Hour

Faculty Welcome Reception Chaperone: (\$2,000) – Two available

- Signage and company brochure (one page, front and back) on cocktail tables, identifying your company as the Faculty Welcome Reception Chaperone
- Company overview provided to the faculty attendees by Program Chair

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) – Four 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

Lanyard Sponsor: (\$2,000) – One available

- Company name/logo printed on conference name badge lanyards distributed to all attendees

Swag Bag Sponsor: (\$2,000) – One available

- Company name/logo printed on conference swag bags distributed to all attendees

RESERVE YOUR BOOTH OR SPONSORSHIP TODAY!



Please reach out today and reserve your booth or sponsorship package while they last!

CONTACT:

Michela Capobianco
Program Director, Workers Comp Care
Email: michela@bostonmis.com
Mobile: 508.259.1018

PLEASE INCLUDE:

- Requested Exhibitor or Sponsorship Package
- Requested Booth Number (First Choice & Second Choice)
- Two-Sentence Company Overview
- High Resolution Company Logo
- Completed payment at www.workerscompcare.com under the Sponsorship Payment page

Thank you!

RECENT EXHIBITORS & SPONSORS

- 4Web Medical
- Accelus Spine
- Acuity Surgical
- Applied VR
- Associated Medical
- ATI Physical Therapy
- BioPhysics Pharma
- Biosystems/DJO Global
- Boston Hernia
- Boston Medical Center, Dept. of Orthopaedics
- Boston Pain Specialist
- Boston Orthopaedic & Spine
- Boston Scientific
- Boston Spine Surgery
- Boston Sports & Shoulder Center
- Brainlab
- Brooks Law
- Calamari Medical
- Cambridge Health Alliance, Dept. of Occ Health
- Case Managers Society of New England
- Cerapedics
- CitiRehab
- Concentra
- Corporate Health Resources
- CorVel
- Coventry
- Dartmouth Health
- DePuy Synthes, a Johnson & Johnson Company
- DJO Medical
- Elliquence
- Ethicon
- Excel Orthopaedic Specialists
- Gaylor Specialty Healthcare
- Ged Lawyers
- H Wave
- Hanger Clinic
- 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
- MobilityWorks
- Moriarty & Associates, PC
- New England College of Occupational & Environmental Medicine (NECOEM)
- Neuromonitoring Associates
- New England Physiatry
- New England Work Injury Group
- Nuvasive
- Oakley Home Access
- Occupational Health Connections
- Occupational & Environmental Health Network (OEHN)
- ODG by MCG
- OEM Press
- Pacira Pharmaceuticals
- Pappas OPT
- Pierce, Pierce & Napolitano
- Private Home Care Services
- ProCare Transportation & Language Services
- Professional Physical Therapy
- ProX Physical Therapy
- Ready, Kiernan & McNally, LLP
- SeaSpine
- Steward Healthcare
- Stryker Spine
- TeleEMG
- Tentindo, Kendall, Canniff & Keefe, LLP
- Top Left Medical
- Unity Surveillance & Investigation
- Vanguard Medical
- Vericel
- Work-Fit
- Zetroz
- Zimmer/Biomet/LDR Spine
- Zoll Medical

A photograph showing the back of two people in white lab coats looking at a large X-ray of a human spine. One person is holding a pen and pointing at a specific vertebra on the X-ray. The image is partially covered by a dark blue geometric overlay on the right side.

WORKERS
COMP CARE

LET'S PARTNER
TOGETHER

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