

2020 Exhibitor Prospectus

Work-Related Injuries Workshop: New Challenges & New Solutions



March 23rd & 24th, 2020
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

Dear Supporter,

We are happy to announce the most awaited workers' compensation meeting of the year! The 2020 [Work Related Injuries Workshop](#) is quickly approaching and we want you to be a part of it.

We are excited for the opportunity once again to have elite industry companies, such as yours, partner with us and/or exhibit during the event. Undoubtedly, our attendees will greatly benefit from you joining us to demonstrate and market some of your latest techniques, technologies, products, and services developed for work-related injury.

Our two-day workshop will offer a unique platform to address the latest concepts, challenges, and trends for managing work-related injuries. It will convene a diverse group of professionals and subject matter experts, aimed at providing various perspectives on a wide range of challenging topics, including –

- Case management
- Clinical reviews
- Legal decision making
- Policy
- Return to work protocols
- Utilization review
- Workers' compensation

The workshop is being organized by [Tony Tannoury, MD](#), Chief of Spine Surgery at Boston University and the [Advisory Board](#), comprised of recognized leaders in the field of work related injury. Each member of the team represents different areas in the field of worker injury, which includes medical, legal, and case management, just to name a few.

The target audience members include a wide range of professionals from many different industries. 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
- Human Resources & Occupational Health Professionals
- Insurance Industry Professionals
- Nurses & Nurse Practitioners
- Occupational Health Physicians
- Occupational Therapists
- Physical Therapists

The projected attendance this year is over 300, which is full capacity. The previous years' workshops were all sold out.

Lastly, but certainly not least, our workshop is very proudly endorsed by the **Lou Millender Foundation**.

For more information, I encourage you to visit our website at www.workerscompcare.com.

If you are interested in exhibiting at this year's event, or partnering in some other way, please complete the attached Exhibit Application Form at the end of this packet and return it to the contact information provided.

Thank you for your consideration. We look forward to hearing back from you.

Sincerely,



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

ADVISORY BOARD MEMBERS

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Network*

Dean Hashimoto, MD, JD
*Chief of Occupational and Environmental
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Partners HealthCare System*

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Audience

This meeting draws companies and individuals spanning various industries and professions, convening a wide breadth of audience members. It is a unique forum for exhibitors to accelerate their engagement with existing clients, while simultaneously offering the opportunity to expand their reach to new customers.

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

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

Program Sessions

Our 2020 meeting will offer in-depth and interactive discussions on the following topics:

- Spine, Shoulder, Hand & Wrist
- Catastrophic Injuries
- Brain Injuries
- Musculoskeletal Pain Due to Overuse
- What's New in Medical Marijuana
- The Digital Tsunami
- EMGs
- Physical Therapy
- Updates on the Opioid Epidemic
- Proving Causation
- Emerging New Industries
- Assistive Technologies and Prosthetics
- Updates from the Office of Education and Vocational Rehab
- "Ask the Expert"
- "Who Wants to be a Millionaire"
- "If You Had a Magic Wand"
- Etc!

Our popular Interactive Workshop Sessions will also be back this year! Topics will be discussed in a highly interactive, round-table format and will cover all areas, including:

- Clinical
- Insurance
- Legal
- Policy
- Workplace
- Etc

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
- Processing Solutions
- 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:

- 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 2020
- *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

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

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

Company Sponsored Presentations: (\$2,500) – Two available

- Company will be able to present its services during a 15-minute presentation
- Company brochure (one page, front and back) will be distributed during the session, identifying your company as the Company Sponsor
- 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 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"/> Company Sponsored Presentation (\$2,500) |
| <input type="checkbox"/> Silver Level Exhibitor (\$5,000) | <input type="checkbox"/> Cocktail Hour Chaperone (\$2,000) |
| <input type="checkbox"/> Bronze Level Exhibitor (\$2,500) | <input type="checkbox"/> Lunch Chaperone (\$2,000) |
| | <input type="checkbox"/> Breakfast Chaperone (\$1,500) |
| | <input type="checkbox"/> Coffee Break Chaperone (\$1,500) |