

# Exhibitor Prospectus

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

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May 2<sup>nd</sup> & 3<sup>rd</sup>, 2016

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

*Endorsed by*

**The Lou Millender Foundation**

Dear Supporter,

We are happy to announce our 2016 workshop entitled “Work Related Injuries: *New Challenges & New Solutions.*” It is this year’s not-to-miss event for professionals in the worker injury industry and we hope you can be a part of it!

Today, we are reaching out to you to formally invite you, along with other top tier companies in the field of worker injury, to join us for this workshop. We are excited at the opportunity to have top elite companies such as yours partner with us and exhibit during the event. Our attendees will greatly benefit from you joining us to demonstrate some of your latest techniques, technologies, products, and services that you have developed to address work-related injury.

The 2-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 area in the field of worker injury, which includes medical, legal, case management, employers, and the Department of Industrial Accidents (DIA), just to name a few.

The target audience members include a wide range of professions 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 staff of medium to large employers
- 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.

Our unique meeting will offer an interactive and participatory workshop format via panel, round-table, and case-based discussions.

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

For more information, I encourage you to visit our website at <http://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 reservation form at the end of the Exhibitor Prospectus and return it to Michela Capobianco at [michela@bostonmis.com](mailto:michela@bostonmis.com). Also, please feel free to reach out to Michela should you have any questions.*

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**

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

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

**Omar Hernandez, JD**  
*Senior Judge*  
Department of Industrial Accidents

**Karen Huyck, MD, PhD, MPH**  
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Medicine  
Dartmouth-Hitchcock Medical Center/Geisel  
School of Medicine at Dartmouth

**Stefanos N. Kales, MD, MPH, FACP,  
FACOEM**  
*Division Chief, Occupational & Environmental  
Medicine Medical Director, Employee &  
Industrial Medicine*  
Cambridge Health Alliance

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

**Maureen McManus**  
*Administrative Judge*  
Massachusetts Department of Industrial  
Accidents - Fall River

**Diane M. Neelon**  
*Director of the Office of Health Policy*  
Massachusetts Department of Industrial  
Accidents (DIA)

**Robert A. (Abe) Timmons, DO, MPH,  
FACOEM**  
*Department Chair*  
Dept. of Occupational Medicine  
Dartmouth-Hitchcock Nashua  
Clinic/Geisel School of Medicine at  
Dartmouth

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

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# Audience

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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
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# Program Sessions

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Our 2016 meeting will offer the following sessions:

Preliminary Program Session Titles		
CLINICAL	1	Care Delivery & System Insights
	2	Making Sense of Shoulder Injuries
	3	Neck Injuries: Not All Injuries Are Alike
	4	Understanding Back Injuries: Why Is It So Difficult to Navigate?
	5	Non-Invasive Treatment of Neuropathic Pain
	6	Forensic Psychiatry
	7	Traumatic Brain Injury & PTSD
	8	Occupational Health Related Disciplines
	9	Neuro-musculoskeletal Physical Examinations
LEGAL	1	Patient Council Viewpoint
	2	How To Expedite Claim Processing
	3	Administrative law judge and role of Impartial
	4	Full mock trial
INSURANCE	1	Claim Manager Resources & Techniques
	2	Settlement Differences in Different States
	3	FMLA Basics
WORKPLACE	1	What Does the Employer Want?
	2	Return to Work Protocols
	3	Complex Fitness for Duty
Policy	1	Affordable Care Act Updates
Misc	1	Occupational Health Related Disciplines, including Physical Therapy, Chiropractic Medicine, Acupuncture, Mindfulness, Yoga, and Meditation
	2	Opioid Use

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

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

# Products & Services to Exhibit

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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
  - Medicare Set-Asides
  - Processing Solutions
  - Rehabilitation
  - Reporting Software
  - Return to Work
  - Risk Management
  - Safety
  - Screening
  - Surveillance
  - TPAs
  - Transportation & Translation
  - Vocational Rehabilitation
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# Exhibit Level Opportunities

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All exhibitors will receive the following benefits:

- Acknowledgement on our website with a link to your company website
- Acknowledgement in our Program booklet
- 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 2017
- *Additional opportunities are available as outlined below*

*Please note that all activities below will be conducted in the exhibit area and will be separate from the educational sessions. Company-sponsored 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
- 15 x 12 exhibit booth in the exhibit area with one (1) table and two (2) chairs (booths permitted)
- Five (5) complimentary company staff registrations
- Five (5) complimentary tickets to Gala Dinner
- Company logo in our Program booklet (logos only, no product information may be included)
- Company logo displayed on full meeting screen before meeting start and during breaks, where appropriate
- Company logo on meeting website with a link to your company website
- Full page advertisement in Program booklet (logos only, no product information may be included)

## 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
- 12 x 10 exhibit booth in the exhibit area with one (1) table and two (2) chairs (booths permitted)
- Three (3) complimentary company staff registrations
- Three (3) complimentary tickets to Gala Dinner
- Company logo displayed on full meeting screen before meeting start and during breaks, where appropriate
- Company logo on meeting website with a link to your company website



- Full page advertisement in Program booklet (logos only, no product information may be included)

## **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
- 10 x 10 exhibit booth in the exhibit area with one (1) table and two (2) chairs (booths permitted)
- Two (2) complimentary company staff registrations
- Two (2) complimentary tickets to Gala Dinner
- Company logo on meeting website with a link to your company website
- Half page advertisement in Program booklet (logos only, no product information may be included)

## **Bronze Level Exhibitor (\$2,500)**

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- One (1) station with company products for the two full days of the workshop in the designated exhibit areas
- Two (2) complimentary company staff registrations
- 10 x 10 exhibit booth in the exhibit area with one (1) table and two (2) chairs (booths permitted)
- Company logo on meeting website with a link to your company website
- Quarter page advertisement in Program booklet (logos only, no product information may be included)

# A La Carte Support Opportunities

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Additional support opportunities are included below.

*Please note that all activities below will be conducted in the exhibit area and will be separate from the educational sessions. Company-sponsored 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) – Four available**

- Company will be able to present its services during a 10 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
- One (1) company representative 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
- One (1) company representative may be present

# Questions?

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If you have any questions about the information outlined in this Exhibitor Prospectus, please contact Michela Capobianco at [Michela@bostonmis.com](mailto:Michela@bostonmis.com).

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# Exhibit Application Form

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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](http://www.workerscompcare.com) under the Sponsorship page.

**Exhibitor Checklist:**

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

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**Company Information:**

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COMPANY NAME

COMPANY WEBSITE

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CONTACT NAME

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MAILING ADDRESS

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CITY/STATE/ZIP

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PHONE

FAX

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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)         |