


# FLORIDA MGMA

## 2019 AFFILIATE SPONSORSHIP PROGRAM

*Strengthen Your  
Business Relationships*





Are you looking to reach medical practice executives throughout Florida? The Florida Medical Group Management Association is a one-of-its-kind state organization dedicated to serving the unique needs of practice administrators throughout the state. We offer unique opportunities to connect with practices from all over the state with over 500 members exclusively focused in medical practice administration.

Florida MGMA recognizes the value and importance of your marketing dollar. We've developed a variety of opportunities with you in mind – our Corporate Sponsorship program as well as our A La Carté offerings.

### **Membership Opportunities**

Booth prices are different for our Affiliate Members and non-Members. Annual dues for an Affiliate Member is \$250. Please visit our website [www.flmgma.com](http://www.flmgma.com) to join as an Affiliate Member if you aren't already involved in this capacity. Make a statement by aligning your company with our organization. By becoming an Affiliate Member you also reap the unique benefits of networking access, access to industry news and information, a listing in our Affiliate Member Directory on the home page


of our website, and discounts on events. Being an Affiliate Member in our organization is not just a title; it's a pathway to success.

### **Sponsor and Exhibitor Opportunities**

Through sponsorship and exhibit opportunities, Florida MGMA conferences represent your best opportunity to network with practice executives from throughout the state. Whether you choose to sponsor an event, highlight your products or services as an exhibitor or both, you will be taking advantage of a tailor-made opportunity to provide you with access to decision makers and quality leaders.

### **Advertising Opportunities**

Our growing membership of medical practice professionals receive electronic and printed communications for news and information. We have a printed quarterly newsletter that is mailed to our membership, archived on our website and used as a marketing tool to recruit new members. In addition we have Web Sponsorships available which will give members a link directly from our site to yours. Our chapter also provides Free Quarterly Webinars to our members that your company can sponsor. Please consider supporting our chapter by advertising in one or all of these member communications.



*Don't miss these extraordinary opportunities to reach your target market. Take advantage of these convenient, cost-effective options to grow your presence in Florida. Invest in your future today!*

**(561) 452-6702 • (205) 981-2901 - Fax**

**[www.flmgma.com](http://www.flmgma.com)**



# Florida MGMA 2019 ANNUAL CONFERENCE

June 12-14, 2019 • Hyatt Regency Grand Cypress, Orlando

## The Event

The Florida MGMA Annual Conference offers both general sessions and breakout sessions for medical practice executives and medical group managers throughout Florida. It features top-notch speakers and materials, along with valuable networking opportunities. Participants will be updated on future trends and projected changes in healthcare delivery and their potential impact on physician practices.

## The Attendees

Approximately 200 decision-makers and leaders from throughout practice administration in Florida convene annually for this event. Medical group administrators, executives, managers, health administration students and faculty make up the conference roster. The meeting is not too big to be impersonal, but plenty big to provide numerous quality leads.

## Networking

While the meeting will be packed with valuable and entertaining presentations, the onsite meal functions and networking breaks will provide an all-too-rare opportunity for attendees to catch-up with old acquaintances and make new ones. There is a lunch, reception, and four networking breaks that will be held in the exhibit area, while the breakfasts and Thursday luncheon will be enjoyed in the neighboring ballroom. Everyone appreciates the food and fellowship associated with these events. Exhibitors are encouraged to attend sessions and meals with our conference attendees for additional networking time and exposure.

## Exhibit Hall

(60) 8' x 10' booths will be available. Booths include full pipe and drape, a 6' draped table, signage, two chairs, a waste-basket, wireless internet access and electricity. Booth fees include meals and meetings for two representatives. Additional representatives may participate for an additional charge. Your booth fee also includes a pre and post conference attendee list in Excel format. All exhibit spaces are assigned on a first-come, first-serve basis with priority given to Conference Sponsors.

## EXHIBITOR EVENTS

### Wednesday, June 12, 2019

9:00 - 11:30 am	Exhibit Set Up
12:00 - 1:00 pm	Lunch in Exhibit Hall
2:45 - 3:30 pm	Break in Exhibit Hall
5:00 - 6:00 pm	Reception in Exhibit Hall
6:00 - 8:00 pm	Dinner & Activity

### Thursday, June 13, 2019

7:30 - 8:30 am	Breakfast in Exhibit Hall
9:45 - 10:30 am	Break in Exhibit Hall
12:00 - 1:00 pm	Networking Lunch
2:00 - 2:45 pm	Break in Exhibit Hall
4:00 pm	Exhibit Tear Down



**MGMA**  
FLORIDA

*Uncork...*  
**Your Practice's  
Potential**

**June 12-14, 2019**  
Hyatt Regency Grand Cypress  
Orlando, FL

# Florida MGMA **2019 ANNUAL CONFERENCE**

June 12-14, 2019 • Hyatt Regency Grand Cypress, Orlando

## SPONSORSHIP OPPORTUNITIES

- \_\_\_\_\_ **Program Binder:** Sponsorship is \$2200
- \_\_\_\_\_ **Program Booklet:** Sponsorship is \$1400
- \_\_\_\_\_ **Conference Bag:** Sponsorship is \$2500
- \_\_\_\_\_ **Conference Flash Drive:** Sponsorship is \$1250
- \_\_\_\_\_ **Business Card Holder:** Sponsorship is \$1500
- \_\_\_\_\_ **Audio Visual Sponsorship:** Sponsorship is \$1000
- \_\_\_\_\_ **Strolling Lunch in the Exhibit Hall:** Sponsorship is \$1500
- \_\_\_\_\_ **Wednesday Keynote General Session:** Sponsorship is \$1500
- \_\_\_\_\_ **Wednesday Afternoon Break:** Sponsorship is \$1500
- \_\_\_\_\_ **Wednesday Reception/Dinner Cocktails:** Sponsorship is \$1500
- \_\_\_\_\_ **Wednesday Dinner:** Exclusive Sponsorship is \$3500 or Co-sponsorship for \$1750
- \_\_\_\_\_ **Thursday Breakfast:** Sponsorship is \$1750
- \_\_\_\_\_ **Thursday Morning Break:** Sponsorship is \$1200
- \_\_\_\_\_ **Thursday Lunch:** Sponsorship is \$2000
- \_\_\_\_\_ **Thursday Afternoon Break:** Sponsorship is \$1500
- \_\_\_\_\_ **Friday Keynote General Session:** Sponsorship is \$1500
- \_\_\_\_\_ **Education Sponsorship:** Sponsorship is \$1000



**Sponsorships are granted on a first come, first served basis.**

**Sponsors will receive priority placement of booth space at conference**

# Quarterly Newsletter Ad Space

The Florida MGMA News is a printed, four-color publication mailed to our entire membership roster, currently over 500 on or around the below dates of publication. The newsletter is also archived on our website for our membership or outside interested parties to access the information.

**Ads will be four-color.**

## PRICE PER ISSUE:

Full Page Ad	\$900
Half Page Ad	\$550
Quarter Page Ad	\$350

## DATES OF PUBLICATION:

February 1, 2019 (Spring)  
May 1, 2019 (Summer)  
August 1, 2019 (Fall)  
November 1, 2019 (Winter)

## DEADLINE FOR AD PLACEMENT:

10 days before scheduled date of publication

## ACCEPTABLE AD FORMATS:


.pdf, .jpg, .tif

## AD SIZES:

Full Page Ad	8"w x 10.5"h
Half Page Ad	8"w x 4.75"h
Quarter Page Ad	4"w x 4.75"h

**If you pre-pay all four ads, there will be a 10 % discount off the total price of placement if pre-payment is in full.**

**Please email ad on or before the deadline date to: [fmgma@yahoo.com](mailto:fmgma@yahoo.com)**



**MGMA**  
FLORIDA

**Florida MGMA News** Vol. XVI • Issue II  
Spring 2018



**Florida MGMA Annual Conference Pictures**  
June 20-22, 2018 - Hyatt Regency Grand Cypress, Orlando

We currently have 160 medical practice executives registered to attend the Florida MGMA 2018 Annual Conference and we hope you are making plans to join us! The conference being held June 20-22, 2018 at the Hyatt Regency Grand Cypress in Orlando. Our theme is *Ringmasters in Healthcare*. All our members should have already received their conference brochures in the mail.

We also have lots of wonderful exhibitors and sponsors in attendance to add to the networking and fun. We plan to bring back last year's extremely popular **Casino Night** with a Circus theme! **We will have a little fun on Wednesday as our favorite Circus characters, so come dressed the part!**

The Hyatt Regency Grand Cypress is an excellent location for a quick summer vacation right in your backyard! The hotel includes a 850,000 gallon lagoon-style pool that has 12 waterfalls, a water slide, a rope bridge, and a swim-through rock grotto with a hidden jacuzzi. Also included is use of the fitness center as well as various bikes and boats and even a rock climbing wall...all at no additional cost!

REGISTER TODAY at [www.fmgma.com](http://www.fmgma.com)!



A Quarterly Publication of Florida Medical Group Management Association

Advancing the practice of good medicine.  
**NOW AND FOREVER.**

We're taking the mal out of malpractice insurance.  
However you practice in today's ever-changing healthcare environment, we'll be there for you with expert guidance, resources, and coverage. It's not lip service. It's in our DNA to continually evolve and support the practice of good medicine in every way. That's malpractice insurance without the mal. Join us at [thedoctors.com](http://thedoctors.com)



**THE DOCTORS COMPANY**  
medical malpractice insurance

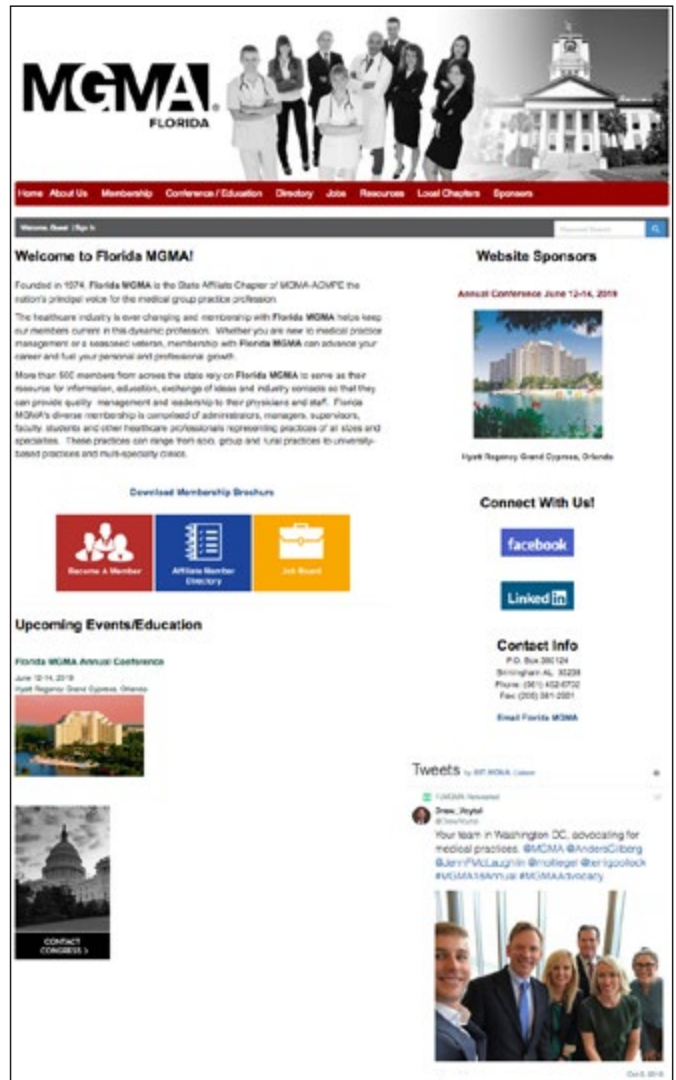


# Website Sponsorship

The Florida MGMA Website - [www.flmgma.com](http://www.flmgma.com), is our face on the web. Our updated website has association information, an online membership application, conference information and pictures, online conference registration, sponsor listings, a job bank and a Members Only area that includes a membership directory, list serve and a variety of other resources for our members and non-members. Your website sponsorship will include a listing on the Sponsorship area of our website. In addition, your sponsorship will rotate your company logo on the home page of our website. This logo also includes a link that will take visitors directly to your company's website.

**Web Site Sponsorship Listing** - Includes: Company Logo, Contact Name, Contact Email, Address, Phone and Description of Product/Service. Listing will include Company Logo with a Link to Sponsoring Company's Web Site.

Sponsorship - **\$1200 year listing and logo rotation**



Company Name \_\_\_\_\_

Contact \_\_\_\_\_

Phone \_\_\_\_\_

Fax \_\_\_\_\_

Email \_\_\_\_\_

# Florida MGMA Affiliate Sponsorship

## Terms and Conditions

### Defined Terms:

- a. The term "Florida MGMA" means the Florida Medical Group Management Association and each of its respective officers, directors, staff, agents and representatives.
- b. The Florida MGMA Conference and all portions thereof, is owned, sponsored, produced, and managed by the Florida Medical Group Management Association.
- c. The term "Exhibitor" means, collectively, the company or person that applied for exhibit space and agreed to enter into the contract upon acceptance by Florida MGMA.

### Qualifications of an Exhibitor:

Florida MGMA's Show management will, in its sole discretion, determine whether a prospective Exhibitor is eligible to participate in the Florida MGMA Conference. Exhibitors shall be limited to those whose products or services are related to medical, professional, or practice interests. Florida MGMA reserves the right to refuse or provide exhibit space to any exhibiting company not compatible with the general character and objectives of Florida MGMA upon receipt of their application.

### Cancellation Policy:

**2019 Annual Conference:** cancellation fee of \$500 per booth will be charged to exhibitors who cancel prior to May 1, 2019. Cancellation after May 1, 2019 or failure to occupy space obligates the exhibitor to full payment and Florida MGMA reserves the right to re-sell the booth space.

#### **Written notice is required to cancel booth space.**

No refunds will be given on conference sponsorships, newsletter ads or website sponsorships.

### Compliance:

- a. Smoking inside the Florida MGMA Conference is prohibited.
- b. Florida MGMA conference management reserves the right to reject, remove or prohibit any exhibit/display in whole or in part, or any Exhibitor or its representatives if, in the opinion of Florida MGMA Show management, the exhibit or the activities of the Exhibitor or its representatives violates the contract, the Rules or Regulations, or are detrimental to the goals

and purposes of the Florida MGMA Conference.

- c. Prohibited or inappropriate conduct which results in the Exhibitor removal will also result in the forfeiture of all exhibit fees, or any other fees; the Exhibitor will remain liable for any damages due to its actions.
- d. Use of a booth space by two or more companies is not permitted. Subletting of space is not permitted and will result in a ban from future conferences.
- e. Any Exhibitor who is a "no show", meaning that the booth is not set up and staffed by the show opening time of 11:30am on June 12, 2019 for the Annual Conference without prior permission, will forfeit his/her booth space for the duration of the Florida MGMA 2019 Conference. Non-attendance does not constitute cancellation on the Exhibitor's part, and no refunds or credits will be issued. Florida MGMA's Conference management will replace a "no show's" booth space as it determines is in the best interest of Florida MGMA.

### Promotional Errors:

Florida MGMA will not be liable for any errors or omissions in the Florida MGMA Conference's attendee lists, websites, newsletter or any other promotional or on-site materials.

#### **\*\*\*NO SUITCASING WILL BE ALLOWED\*\*\***

Suit-casing is the act of soliciting business in the aisles during the exhibition or in other public spaces, including another company's booth or a hotel lobby. Please note that while all meeting attendees are invited to the Exhibit Hall, any person/s who have NOT PAID for an Exhibit Booth at the conference who is observed to be soliciting business in the aisles or other public spaces, in another company's booth, who is in violation of any portion of the Exhibit Policy, will be asked to leave immediately. Additional penalties may be applied. Show Management recognizes that suit-casing may also take the form of commercial activity conducted from a hotel guest room or hospitality suite; a restaurant, club, or any other public place of assembly. For the purposes of this policy, suitcasing violations may occur at venues other than the exhibition floor and at other events. Show Management must be informed of any hospitality suites, and expressed consent must be received prior to the event.

# Florida MGMA Affiliate Sponsorship 2019

## Sponsorship Commitment Sheet

Company Name: \_\_\_\_\_

### Annual Conference - June 12-14, 2019 - Orlando, FL

_____ Exhibit Booth - Affiliate Member	\$1500
_____ Exhibit Booth - Non Member	\$1800
_____ # Additional Company Reps @ \$175 each (2 included in price)	\$_____
_____ Sponsorship: _____	\$_____

### Newsletter - (10% discount if placing in all four issues, must be paid in full)

Price Per Issue	# issues _____ Full Page Ad	\$900	\$_____
	# issues _____ Half Page Ad	\$550	\$_____
	# issues _____ Quarter Page Ad	\$350	\$_____

\_\_\_\_\_ **Website Sponsor** \$1200

**TOTAL 2019 Commitment** \$\_\_\_\_\_

To pay by credit card, please visit our website to fill out the online form and payment at:  
[www.flmgma.com](http://www.flmgma.com), under Education / Exhibitors Sponsors

Please return pages 7 & 8 via email at [flmgma@yahoo.com](mailto:flmgma@yahoo.com)  
or fax to (205) 981-2901 or you can mail to:

Florida MGMA  
P.O. Box 380124  
Birmingham, AL 35238-0124



# Florida MGMA Affiliate Sponsorships 2019

## Payment Form

Company Name \_\_\_\_\_

Contact \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_

I agree to the terms and conditions

Please mail payment by check to: **Florida MGMA**  
P.O. Box 380124  
Birmingham, AL 35238-0124

To pay by credit card, please visit our website to fill out the online form and payment at:  
[www.flmgma.com](http://www.flmgma.com), under Education / Exhibitors Sponsors

**You May Fax Payment by Credit Card to (205) 981-2901**

Credit Card Type    VISA    Mastercard    American Express  
(please circle one)

Credit Card Number \_\_\_\_\_

Expiration Date \_\_\_\_\_

V-Code (3 or 4 digit number security code) \_\_\_\_\_

Name on Card \_\_\_\_\_

Signature \_\_\_\_\_

Billing Address \_\_\_\_\_

Billing City, State and Zip Code \_\_\_\_\_

Cardholder's Email Address \_\_\_\_\_

Date \_\_\_\_\_



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