



THE BUSINESS OF PAIN PRESENTS:

THE NEXT BIG THING

Where Pain Medicine, Science and Business Intersect

Presented by Course Director: Sean Li, MD

September 26th – 29th, 2024

Loews Vanderbilt Hotel, Nashville, TN



Business
of Pain

For questions, contact Jeremy Mattila | jeremy.mattila.scora@gmail.com

The Business of Pain presents: The Next Big Thing is a conference that offers a dynamic exhibit hall for entities interested in networking with the interventional pain management community. This annual conference brings together clinicians and industry partners from across the nation, who are involved in the business of pain medicine. The conference covers timely and relevant issues and challenges in the pain medicine business arena that are of importance to this audience.

The Next Big Thing conference attendees will include members of the interventional pain management community, which includes clinical providers (physicians, mid-level practitioners, fellows, and nurses), administrators (CEO's, operations management, practice managers, and billing personnel) as well as industry partners.

The attendees will represent a range of professional levels and are seen as influential partners and decision-makers in their practices.

Join more than 30 organizations participating in various exhibit hall breaks and planned events for attendees.

WHY SPONSOR?

Exhibiting at The Next Big Thing conference gives you the opportunity to:

- Meet customers face-to-face
- Showcase your products and services
- Generate new leads
- Support the field
- Reach key decision makers

INCREASE BOOTH TRAFFIC WITH ON-SITE MARKETING OPPORTUNITIES

Choose from an array of options tailored to fit a range of budget and sales goals



SPONSORSHIPS

PLATINUM \$25,000

- First choice Saturday Lunch Symposium which includes all attendees or other Symposium of your choice
- Platinum Sponsor recognition in meeting app and signage
- Banner ad with link to website in meeting app
- 3 push notifications through meeting app
- 10 complimentary badges*
- 10'x10' booth space in premium location
- Inclusion of 1 printed piece in attendee meeting bags
- Email Blast: one pre-conference and one post-conference
- Product Theater

GOLD \$17,500

- Friday Lunch; Friday APP Lunch Symposium Sponsorship; Saturday Gala Dinner; or any remaining Symposium of your choice* (first-come, first-served)
- Gold Sponsor recognition in meeting app and signage
- Banner ad with link to website in meeting app
- 2 push notifications through meeting app
- 8 complimentary badges**
- 10'x10' booth space in premium location
- Inclusion of 1 printed piece in attendee meeting bags
- Email Blast: one either pre-conference or post-conference

SILVER \$12,500

- Breakfast Symposium Sponsorship* (first-come, first-served) or Cocktail Reception
- Silver Sponsor recognition in meeting app and signage
- Banner ad with link to website in meeting app
- 2 push notifications through meeting app
- 6 complimentary badges**
- 10'x10' booth space
- Inclusion of 1 printed piece in attendee meeting bags

BRONZE \$8,500

- Coffee Break* (first-come, first-served)
- Bronze Sponsor recognition in meeting app and signage
- Banner ad with link to website in meeting app
- 1 push notification through meeting app
- 3 complimentary badges**
- 6' table top exhibit
- Inclusion of 1 printed piece in attendee meeting bags

BASIC \$5,000

- 6' table top exhibit
- 2 complimentary badges**
- Inclusion in meeting app and signage



ADDITIONAL SPONSORSHIP OPPORTUNITIES

\$5,000 APP Course Sponsorship

\$3,000 Meeting Bags

- Sponsor has the ability to designate the number of meeting bags and will be responsible for payment for meeting bags

\$3,000 Key Cards

- Sponsor has the ability to designate the number of key cards and will be responsible for payment for key cards

\$3,000 Lanyard Sponsorship

\$2,500 Product Theater

\$1,500 Banner Ad in Meeting App

\$1,000 Push Notification in Meeting App

\$1,000 Inclusion of materials in meeting bags

Company/Product description listing in meeting app: All vendors will receive complimentary listing in the meeting app. Each listing will contain the company name, logo and 50-word description of the company/product/service. Email your 50-word description to Jeremy Mattila no later than August 1, 2024 for inclusion in the meeting app. jeremy.mattila.scora@gmail.com

*Symposium Meal Sponsorships

Symposium sponsorships are restricted to Platinum, Gold, Silver, and Bronze sponsors. Symposia will NOT be eligible for CME credit. The planning committee must approve symposium topic and faculty and reserve the right to alter or change to insure compliance, fair balance and program integrity. Symposium times will be assigned on a first-come, first-served basis. Symposium fees do not include Food and Beverage charges associated with the sponsored event. Food and Beverage for the session must be coordinated through the planning committee and comply with acceptable standards. Symposium sessions will be held in a room separate from full conference sessions. Symposium sponsors will be allowed to set up 2 hours prior to session. Sponsor must pay all Food and Beverage costs associated with said event as well as any ancillary or special AV requirements.

** Badges are valued at \$250 each for approved sponsors/exhibitors. Additional badges ARE available at the rate of \$250 each after the number that accompanies a sponsorship level are exhausted for those industry attendees that are PRE-REGISTERED. For additional badges issued onsite for those that are not PRE-REGISTERED, the cost per badge will be assessed at \$500 and payment will be required onsite. For industry members attending that are NOT exhibiting or sponsoring, badges are charged at the INDUSTRY rate of \$750.00 each

Contact Info

SCORAH
Jeremy Mattila -
jeremy.mattila.scora@gmail.com

Hotel Reservations

The Business of Pain presents: The Next Big Thing conference has contracted a guaranteed room block with the Loews Vanderbilt Hotel in Nashville, TN.

Housing Contract

Adrienne Whisler -
adrienne702@gmail.com



ADDITIONAL INFORMATION

ACCME GUIDELINES

No commercial promotional materials shall be displayed or distributed in the same room immediately before, during, or after an educational activity, certified for credit, takes place. Representatives of commercial companies may attend an educational activity, but they may not engage in sales activities while in the room where the educational activity takes place.

ATTIRE

Attire of all exhibit personnel should be consistent with the professional atmosphere of a professional education conference.

BOOTH/PROMOTIONAL ACTIVITY

Booth promotional activities, such as demonstrations, live interviews, market research, etc., may not interfere with normal traffic flow nor infringe on neighboring exhibits. Booth/promotional activities will not be permitted outside of the exhibitors assigned booth space.

CANCELLATION/EXHIBIT NO-SHOWS

If the cancellation is made within 45 days before The Next Big Thing conference, no refund will be provided.

A company that reserves booth space and fails to inform the planning committee in writing of its plans to not attend, automatically forfeits 100% of the total cost of the exhibit space assigned. Exhibiting companies will be considered a no-show if the booth space is unoccupied by 6:00 PM on Thursday, September 26, 2024.

COMPANY SPONSORED MARKETING EVENTS AND ACTIVITIES

The planning committee requests the following considerate recognitions by our sponsors: Please do NOT plan any outside marketing events, activities and/or labs that compete with The Next Big Thing conference. The following evenings are "free" nights for our attendees, faculty, and planning committee: Friday, September 27th after 5:30 PM, Saturday, September 28th after 8:30 PM, and Sunday, September 29th after 11:00 AM. The planning committee is more than happy to assist our sponsors in coordinating dinners and events at those times at NO CHARGE. Nevertheless, we kindly ask you to coordinate these activities with us to ensure smooth operation and avoid any conflicts with The Next Big Thing conference events. Please contact us if you have any questions. We are more than happy to assist you and appreciate your consideration!

FIRE & SAFETY REGULATIONS

Exhibitors must comply with all federal, state, and local fire and building codes that apply to the facility.

PAYMENT/CONFIRMATION/SPACE ASSIGNMENTS

All applications require full payment for the sponsorship level and requested exhibit hall location. Full payment must be received **45 days prior to conference**. A confirmation email will be sent upon receipt of application.

RECORDING AND PHOTOGRAPHY CLAUSE

The planning committee reserves exclusive rights to record (audio and video) and photograph all conference proceedings for use in marketing materials, presentations and course content sales. Exclusive, written permission and licensing fee(s) is required in order to take, use, or reproduce any photography, audio, video from the exhibition or conference proceedings.

BLACK OUT HOURS

NO competing events from Friday, September 27th at 6:00 AM through Sunday, September 29th at Noon.



EXHIBITOR LETTER OF AGREEMENT

COMPANY NAME _____ **DATE** _____

Payment is due 45 days prior to the meeting. If payment is not received within 45 days of the meeting, your spot may be forfeited.

SPONSORSHIP OPTIONS

- | | |
|--|-----------------|
| <input type="checkbox"/> Platinum Sponsorship | \$25,000 |
| <input type="checkbox"/> Gold Sponsorship | \$17,500 |
| <input type="checkbox"/> Silver Sponsorship | \$12,500 |
| <input type="checkbox"/> Bronze Sponsorship | \$8,500 |
| <input type="checkbox"/> Basic Sponsorship | \$5,000 |
| <input type="checkbox"/> APP Course Sponsorship | \$5,000 |
| <input type="checkbox"/> Meeting Bags | \$3,000 |
| <input type="checkbox"/> Key Cards | \$3,000 |
| <input type="checkbox"/> Lanyard Sponsorship | \$3,000 |
| <input type="checkbox"/> Product Theater | \$2,500 |
| <input type="checkbox"/> Banner Ad in Meeting App | \$1,500 |
| <input type="checkbox"/> Push Notification in Meeting App | \$1,000 |
| <input type="checkbox"/> Inclusion of materials in meeting bags | \$1,000 |

TOTAL _____

SYMPOSIUM SPONSORSHIP _____ **DAY** _____

(Breakfast, Lunch, Dinner, Cocktail Reception)

All sponsors/exhibitors must agree to adhere to all hotel, CME and conference requirements. Signature on this form confirms sponsor agreement to sign any and all forms as required by the conference CME provider.

Questions regarding sponsorships contact: Jeremy Mattila - jeremy.mattila.scora@gmail.com



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PAYMENT INFORMATION

PRIMARY CONTACT _____

ADDRESS _____

PHONE _____ EMAIL _____

CARD NUMBER _____ EXP DATE _____ CVV _____

NAME ON CARD _____ SIGNATURE _____

AGREEMENT

I agree to support The Business of Pain Presents: The Next Big Thing with the above stipulations indicated in this prospectus

SIGNATURE _____ DATE _____

WHO WILL BE ATTENDING? (REQUIRED)

PLATINUM (10), GOLD (8), SILVER (6), BRONZE (3), EXHIBIT (2)

Additional badges \$250 each. Non-Sponsor Industry Badge \$750 each.

1.	EMAIL
2.	EMAIL
3.	EMAIL
4.	EMAIL
5.	EMAIL
6.	EMAIL
7.	EMAIL
8.	EMAIL
9.	EMAIL
10.	EMAIL

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Make checks payable to & Mail to:

The Business of Pain Conference
c/o Michelle Byers-Robson
Tax ID #88-1528133
392 Allen Street
Lebanon, OH 45036

Email form or any questions to:

Jeremy Mattila -
jeremy.mattila.scora@gmail.com