

# BUSINESS OF PAIN **THE NEXT BIG THING**

*Where Pain Medicine, Science and Business Intersect*

Presented By: Course Director – Sean Li, MD and  
Emeritus Director, Pain Innovation Program – Peter Staats, MD, MBA

**October 8–11, 2026**

**Fontainebleau, Miami Beach, Florida**

For questions, contact Kimberley Meegan – [kimberley.meegan@scorah.net](mailto:kimberley.meegan@scorah.net)

**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

| Benefits                             | PLATINUM<br>\$25,000   | GOLD<br>\$17,500   | SILVER<br>\$12,500                        | BRONZE<br>\$8,500 | BASIC<br>\$5,000 |
|--------------------------------------|--|--|---|-------------------|------------------|
| Symposium / Featured Event*          | First-choice Saturday Lunch Symposium (all attendees) or Symposium of choice | Friday Lunch, Friday APP Lunch, Saturday Faculty Dinner, or remaining Symposiums | Breakfast Symposium or Cocktail Reception | Coffee Break      | -                |
| Exhibit Space                        | 10' x 10' Premium Location   | 10' x 10' Premium Location   | 10' x 10'                                 | 6' Tabletop       | 6' Tabletop      |
| Sponsor Recognition on App & Signage | Included   | Included   | Included                                  | Included          | Included         |
| Banner Ad in Meeting App             | Yes  | Yes  | Yes                                       | Yes               | No               |
| Push Notifications                   | 3  | 2  | 2   | 1                 | 0                |
| Complimentary Badges**               | 10   | 8  | 6   | 3                 | 2                |
| Printed Piece in Attendee Bags       | 1  | 1  | 1   | 1                 | No               |
| Email Blast Inclusion                | Pre + Post Conference  | Either Pre or Post   | No  | No                | No               |
| Product Theater                      | Yes  | No   | No  | No                | No               |



# 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 (Plus Cost of Lanyards)**

**\$2,500 Product Theater**

**\$2,500 Branded Registration Tablet Frames (Includes 2 Tablets)**

**\$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 Kimberley Meegan no later than September 1, 2026 for inclusion in the meeting app. [kimberley.meegan@scorah.net](mailto:kimberley.meegan@scorah.net)

\*Symposium sponsorships are restricted to Platinum, Gold, Silver, and Bronze sponsors. Symposiums 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

Kimberley Meegan -  
[kimberley.meegan@scorah.net](mailto:kimberley.meegan@scorah.net)

## Hotel Reservations

The Business of Pain presents: The Next Big Thing conference has contracted a guaranteed room block with the Fontainebleau, Miami Beach, Florida

## Housing Contract

Sarah Sarver  
[sarah.sarver@scorah.net](mailto:sarah.sarver@scorah.net)



## **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 planning committee is more than happy to assist our sponsors in coordinating dinners and events at those times at NO CHARGE, however, 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!

## **BLACK OUT HOURS**

NO competing events are permitted during the following times: Thursday, October 8th: 7:30 AM - 6:30 PM, Friday, October 9th: 7:00 AM - 9:00 PM, Saturday, October 10th 7:00 AM - 7:00 PM, Sunday, October 11th 8:00 AM - 12:00 Noon.

## **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.**

## **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.

## **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.

## **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.

## **FIRE & SAFETY REGULATIONS**

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



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

**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: Kimberley Meegan - [kimberley.meegan@scorah.net](mailto:kimberley.meegan@scorah.net)



# EXHIBITOR LETTER OF AGREEMENT

**Name:** \_\_\_\_\_

**Phone:** \_\_\_\_\_ **Email:** \_\_\_\_\_

**Address:** \_\_\_\_\_ **City:** \_\_\_\_\_ **State:** \_\_\_\_\_ **Zip:** \_\_\_\_\_

**PAY BY:**     **CREDIT CARD (LINK BY EMAIL)**     **ACH**     **CHECK**

## **SPONSORSHIP CANCELLATION POLICY**

Cancellation of sponsorship must be submitted in writing. The following cancellation deadlines and penalties apply:

- 25% non-refundable deposit of total commitment is required to reserve sponsorship
- 50% of total commitment due and non-refundable 6 months prior to conference
- 75% of total commitment due and non-refundable 3 months prior
- 100% of total commitment due and non-refundable 30 days prior

No refunds or credits will be issued for cancellations after the respective deadlines. All amounts due will be invoiced and payable in accordance with this policy.

## **AGREEMENT**

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

**SIGNATURE:** \_\_\_\_\_ **DATE:** \_\_\_\_\_

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

Upon receipt of your commitment form a link will be emailed to your primary contact to register your attendees.

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

### **Make checks payable to & Mail to:**

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

### **Email form or any questions to:**

Kimberley Meegan  
kimberley.meegan@scorah.net