

## *Case Management Society of New England*

*2 Nashua Rd.*

*Pelham, NH 03076*

*Tel.: 603-329-7481 Fax: 888-314-7375*

*Email: CMSNE@comcast.net*

*Website: www.CMSNE.org*

Dear Prospective Conference Exhibitor:

It doesn't seem possible that it has been almost a year since our last conference but here we are planning our 23rd annual conference, ***"The Roadmap to Excellence -Achieving the Skills, Knowledge & Abilities for Case Management Practice"***. It will be held September 27 & 28, 2012 at the DCU Center in Worcester, MA. Our success in the past would not have been possible without your support therefore, in an effort to encourage your continued support and in consideration of these difficult economic times, we are maintaining our exhibiting fees at the 2008 rate. We are hopeful that we will be able to rely on you again this year so that we can present another successful conference. Our goal is to exceed our attendance of 375 Case Management professionals and 80 exhibitors who attended the two day event last year.

Conferences can only succeed through the generous contribution and participation of our friends and supporters. Since registration fees cannot cover all the expenses that CMSNE incurs during the conference, we are seeking your support. There are many ways that you can participate in the conference, some of them are sponsoring an unrestricted educational grant, set up an exhibition booth, or sponsoring the popular conference tote bag or give away. The enclosed literature details all the benefits of sponsorship.

This year we will again be offering the exhibitors the additional incentives that were so well received last year, that is, the increased opportunity to interact with the attendees by participating in the CEU program and/or the raffle. Those exhibitors wishing to participate in either or both incentives will have their booth highlighted. We are excited to have the opportunity to offer the CEU credit for the exhibition hall, but for it to be successful we will need your cooperation in meeting the July 15th deadline for submission of your material. The enclosed literature also explains in detail the requirements to participate in these two offerings.

New this year, in an effort to increase circulation and participation in the exhibit hall, CMSNE will be holding raffles midway through each exhibitor scheduled time. Participants must be present in the exhibit hall to win. This raffle will be open to paid conference attendees only.

We are pleased that again this year we will be offering the services of SER Exhibition Services who will be in touch with each exhibitor in order to meet all your conference needs.

Please contact Maureen Ferguson to discuss your interest in supporting our upcoming conference. We look forward to hearing from you and knowing that we can count on your support.

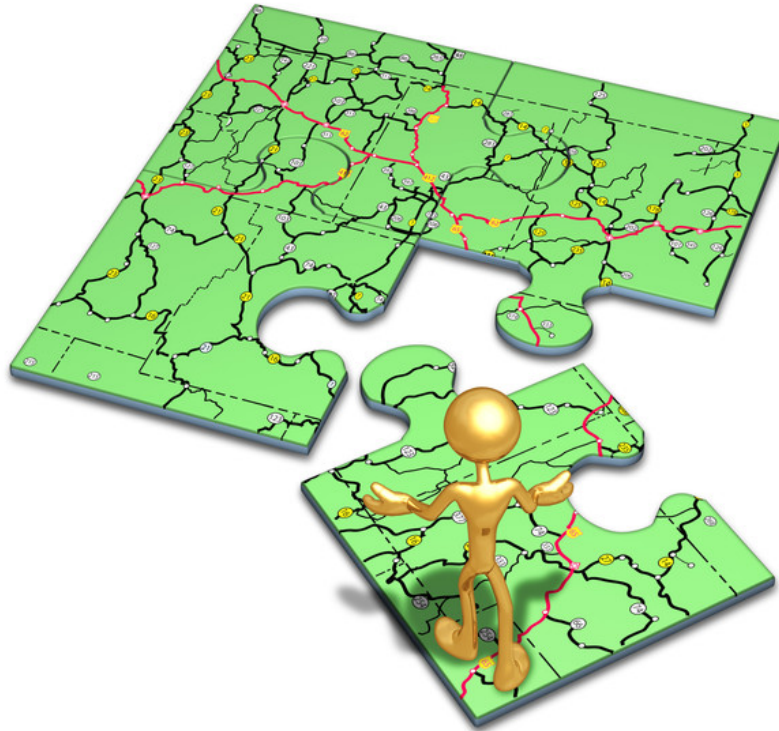
Sincerely yours,

CMSNE Exhibitor Coordinators

***CMSNE is the proud winner of the CMSA National award for  
Chapter Excellence for their 2009 Annual Conference***

**Case Management Society of  
New England  
Twenty Third Annual Conference**

***Exhibitor Prospectus***



***The Roadmap to Excellence -  
Achieving the Skills, Knowledge & Abilities for  
Case Management Practice***

**Thursday September 27 & Friday September 28, 2012  
DCU Convention Center, Worcester, MA**

***CMSNE is the proud winner of the CMSA National award for  
Chapter Excellence for their 2009 Annual Conference and  
Chapter Excellence in 2010 for Use of Technology***

## EXHIBITOR FORMAT AND FEES - SAME FEES AS 2008

**2 Days** **\$825 standard booth/\$100 pipe & drape = \$925**  
**\$925 prime booth/\$100 pipe & drape = \$1025**

All booths are located in one central exhibit area and measure 10'x8'. The booth package includes; 8' high back wall and 3' high side drape, one 6' skirted table, two folding chairs and a 7" x 44" ID sign. On-site exhibiting services are coordinated by SER Exposition Services (SER). Prime exposure booths are identified with a "P".

Upon receipt of a completed Contract Agreement to Exhibit and your registration fee, by the Case Management Society of New England (CMSNE), SER will forward additional exhibit information to your attention.

Please note: Two exhibit hall passes with luncheon tickets are included with each 10'x8' booth reservation. Only the two individuals registered from your company with proper conference identification are entitled to participate in meal functions. If you plan to have more than two representatives at your booth, you may purchase additional exhibit hall/luncheon tickets at the rate of \$175 per person for the two days. Company representatives wishing to attend educational sessions and receive CEU's must register for the conference, full conference registrations are available for the member rate of \$200. Each exhibit booth will receive a conference agenda and attendee list at onsite registration. Non-registered company representatives may man the booth, but company provided ID's are MANDATORY - these individuals are not eligible for any meal event.

### APPLICATION AND SPACE ASSIGNMENT

CMSNE reserves the right to exercise sole discretion in the acceptance or refusal of applications for booth space. Space commitments will be recorded in order of payment received date. Booth assignment is done on a first come, first serve basis. Preference given to CMSNE corporate sponsors and those who have previously exhibited at CMSNE conferences. **This year we are pleased to announce the availability of accepting credit card payments for booths and sponsorships.**

Please complete in full the enclosed Contract Agreement to Exhibit form. Make your check payable to CMSNE and mail to:

**Case Management Society of New England**  
**2 Nashua Rd., Pelham, NH 03076**

E-mail CMSNE@comcast.net or call 603-329-7481 for more information.

### CONFERENCE EVENTS GRANTS

CMSNE accepts unrestricted educational grants to sponsor specific conference expenses. All grants will be acknowledged based on the level of contribution. The following is a breakdown of the levels of contribution and the associated benefits:

- \$1000 **3 Conference tote bag** sponsorships includes your company name/logo on a tote bag and a full color recognition poster displayed prominently at the conference. **(7/15/12)**
- \$2000 **Conference lunch bag** with your company name/logo on it and a full color recognition poster displayed prominently at the conference. (limited to 1 sponsor) **(7/15/12)** *(Sponsor provided bags will be accepted.)*
- \$2000 **Conference Folder** with your company name/logo on it and a full color recognition poster displayed prominently at the conference. (limited to 1 sponsor) **(7/15/12)**
- \$200 **Bottled Water** labeled with your company name/logo and a full color recognition poster displayed prominently at the conference. (limited to 2 sponsors one per day) **(7/15/12)**
- \$1000 **Morning or afternoon breaks sponsorship** includes signage at the break area and a full color recognition poster displayed prominently at the conference. (limited to 4 sponsors) **(7/15/12)**
- \$750 **Snack Sponsorship for Hunger/Homelessness Special Session** includes signage at the session and a full color recognition poster displayed prominently at the conference. (limited to 1 sponsor) **(7/15/12)**
- \$500 **Unrestricted grant.** A full color recognition poster displayed prominently at the conference. **(8/15/12)**

Acknowledgement of all sponsorships will be made in the conference literature and at designated times during the conference. **Check with chapter office for availability of sponsorships.**

# EXHIBIT HALL INITIATIVES

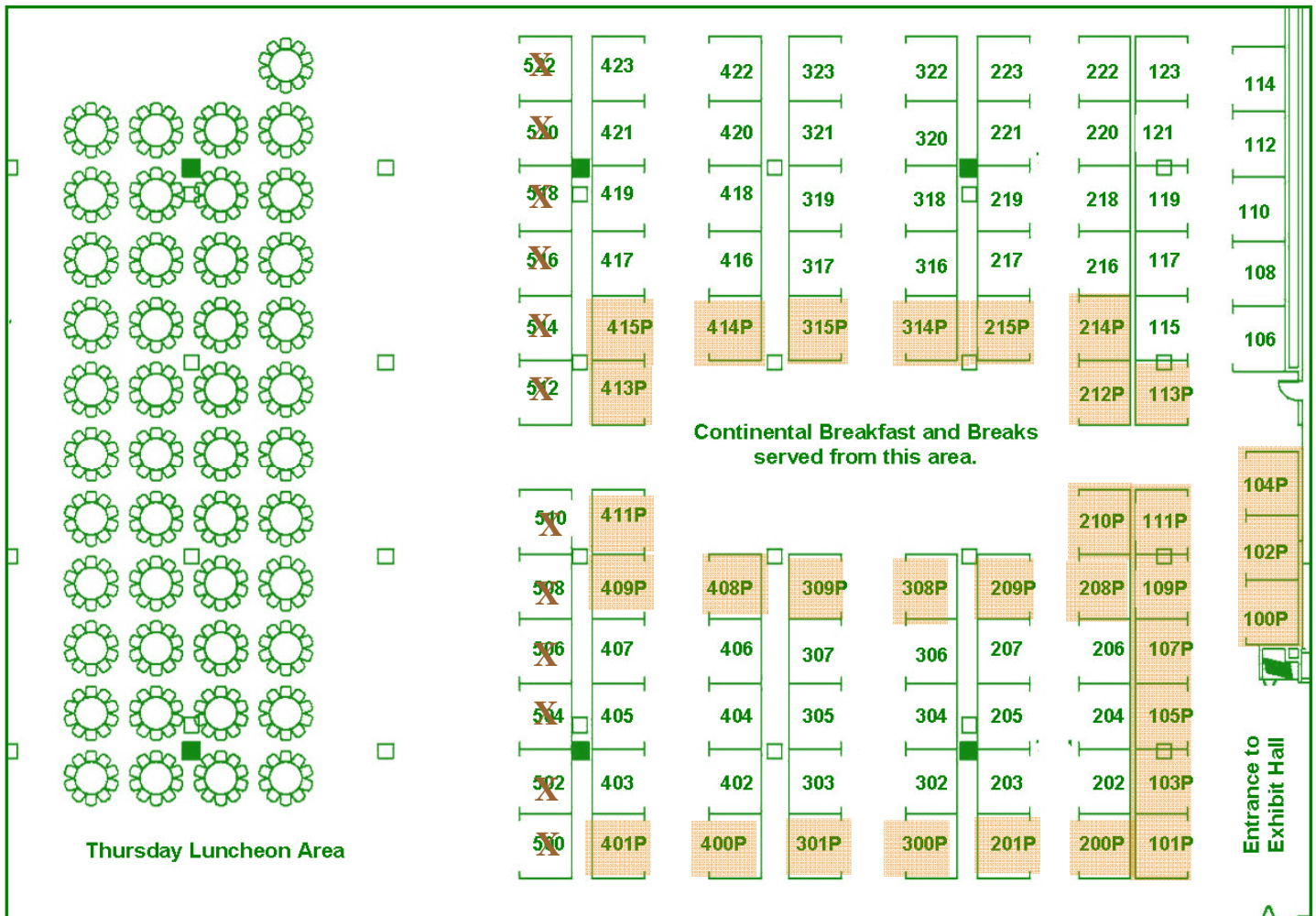
CMSNE will continue to utilize exhibit hall traffic enhancement incentives this year. The value of these opportunities have proven quite valuable in encouraging quality attendee/exhibitor interaction. Participation in these incentives is optional but definitely beneficial to both attendee and exhibitor and is at no additional fee.

- 1) **CEU option:** Interested exhibitors provide an educational objective that the attendee would be able to answer after visiting your booth. To assist attendees in identifying participating exhibitors, your booth will be designated as a CEU participant. The attendees document proof of their visit to a minimum of fifteen (15) highlighted exhibitors and submit a completed questionnaire to receive 1 additional CEU. **Participation in this initiative insures that attendees will visit your booth.**
- 2) **CMSNE Dollars option:** Each attendee who visits your booth and listens to your presentation should receive one "CMSNE dollar" (CMSNE will provide you with the "dollars"). For every 5 dollars that are collected they can be redeemed at the CMSNE booth for a raffle ticket. Prizes will be drawn after the afternoon session on Friday, September 28th.

**If you are interested in participating in either of these programs, please complete the information request on page 2 of the Contract Agreement to Exhibit Form.**

**New this year, in an effort to increase circulation and participation in the exhibit hall, CMSNE will be holding raffles midway through each exhibitor scheduled time, participants must be present in the exhibit hall to win.**

## 2012 EXHIBITOR BOOTH FLOOR PLAN - NORTH EXPO HALL - DCU CENTER, WORCESTER, MA



Prime booths are shaded and identified by the "P".  
"X" - booths no longer available

CMSNE  
 2 Nashua Rd.  
 Pelham, NH 03076

## 2012 SCHEDULE OF CONFERENCE EVENTS

### Wednesday, September 26, 2012

7:00 - 9:00p Registration opens - DCU for Exhibitors/Hotel for Attendees  
 5:00 - 7:00p Pre-conference CEU Session (dinner)

### Thursday, September 27, 2012

6:00- 7:30a Pre-conference CEU session (breakfast)  
 7:00 - 8:00a **Registration - Exhibitor Hall\* - Cont. Breakfast**  
 8:00 - 8:30a Welcome - Announcements  
 8:30 - 9:45a General Session A - *Patrice V. Sminkey - Chief Executive Officer, CCM Commission*  
 9:45 - 10:45a **Break - Poster Sessions - Exhibitor Hall\*  
 Special Raffle Prize Drawing (10:15a)**  
 10:45a - 12:00p Breakout Session 1  
 12:00 - 12:30p **Break - Poster Sessions - Exhibitor Hall\***  
 12:30 - 1:45p **Lunch - Exhibit Hall**  
 1:45 - 3:00p Breakout Session 1  
 3:00 - 3:30p **Break - Poster Sessions - Exhibitor Hall\*  
 Special Raffle Prize Drawing (3:15p)**  
 3:30 - 4:45p General Session B - *Randall Otto, Ph.D. Neuropsychology, Braintree Rehab Hospital*  
 4:45p Evaluation Collection  
 5:00 - 6:00 p Special Session - *Hunger and Homelessness*  
 6:00p Special Session Evaluation Collection  
 6:00 - 8:00p Post-conference CEU Session (dinner)

### Friday, September 28, 2012

6:30 - 7:45a Pre-conference CEU session (breakfast)  
 7:30 - 8:00a **Registration - Exhibitor Hall\* - Cont. Breakfast**  
 8:00 - 8:30a Welcome - Announcements - CMOY Award  
 8:30 - 10:00a General Session - *Speaker TBD - Politics and Healthcare Today - Case Managers Making an Impact*  
 10:00 - 11:00a **Break - Poster Sessions - Exhibitor Hall\*  
 Special Raffle Prize Drawing (10:30a)**  
 11:00a - 12:15p Breakout Session 3  
 12:15 - 12:30p **Break - Poster Sessions - Exhibitor Prize  
 Distribution\* - Bag Lunch Distribution**  
 12:30 - 1:45p Bag Lunch - Breakout Session 4  
 1:45 - 2:00p Break  
 2:00 - 3:15p Breakout Session 4  
 3:15 - 3:30p Travel  
 3:30 - 4:30p General Session D - *Darren LaCroix, The Humor Institute, Inc.*  
 4:30p Closing Remarks - Evaluation Collection

**Total Exhibitor Hall time = 6 hours**

**CONTRACT AGREEMENT TO EXHIBIT and/or SPONSORSHIP OF EVENT**

**Exhibit Days, September 27 & 28, 2012, DCU Convention Center, Worcester, MA**

*Please reserve space for our exhibit at CMSNE's Twenty Third Annual Conference. If our choice space has been allocated, we request CMSNE to assign what is considered best available space. We understand that this application becomes a contract when signed by us and accepted by CMSNE. Whenever possible, CMSNE will assign your first choice.*

**EXHIBITOR INFORMATION** *(Please print or type)*

1 <sup>st</sup> Choice _____	_____ Booth Prime - \$925 Standard \$825	\$ _____
	_____ Pipe & Drape (required of all exhibitors)	\$ 100.00
2 <sup>nd</sup> Choice _____	_____ Additional Exhibit Hall/Luncheon registrations (\$150)	\$ _____
	_____ Full conference registration (CEU attendees \$200)	\$ _____
	_____ Grant Sponsorship(s)	\$ _____
	<b>Total Amount Enclosed</b>	\$ _____

**Full payment of the booth is required with application to guarantee booth assignment.** Application must be submitted by August 15, 2012. CMSNE Federal Tax Identification #04-3159207. Upon receipt of your exhibitor contract, confirmation will be forwarded to SER Exposition Services who will send you an event service manual providing additional information for your exhibiting needs.

**GRANT SPONSORSHIP OPPORTUNITIES**

**CMSNE accepts unrestricted educational grants to help offset specific conference expenses. All grants will be acknowledged based on the level of contribution. The following is a breakdown of the levels of contribution and the associated benefits:**

**Please choose a sponsorship opportunity:**

<input type="checkbox"/>	\$1000	<b>3 Conference tote bag</b> sponsorships includes your company name/logo on a tote bag and a full color recognition poster displayed prominently at the conference. <b>(7/15/12)</b>
<input type="checkbox"/>	\$2000	<b>Conference lunch bag</b> with your company name/logo on it and a full color recognition poster displayed prominently at the conference. (limited to 1 sponsor) <b>(7/15/12)</b> <i>(Sponsor provided bags will be accepted.)</i>
<input type="checkbox"/>	\$2000	<b>Conference Folder</b> with your company name/logo on it and a full color recognition poster displayed prominently at the conference. (limited to 1 sponsor) <b>(7/15/12)</b>
<input type="checkbox"/>	\$200	<b>Bottled Water</b> labeled with your company name/logo and a full color recognition poster displayed prominently at the conference. (limited to 2 sponsors one per day) <b>(7/15/12)</b>
<input type="checkbox"/>	\$1000	<b>Morning or afternoon breaks sponsorship</b> includes signage at the break area and a full color recognition poster displayed prominently at the conference. (limited to 4 sponsors) <b>(7/15/12)</b>
<input type="checkbox"/>	\$750	<b>Snack Sponsorship for Hunger/Homelessness Special Session</b> includes signage at the session and a full color recognition poster displayed prominently at the conference. (limited to 1 sponsor) <b>(7/15/12)</b>
<input type="checkbox"/>	\$500	<b>Unrestricted grant.</b> A full color recognition poster displayed prominently at the conference. <b>(8/15/12)</b>

Acknowledgement of all sponsorships will be made in the conference literature and at designated times during the conference.  
Check with chapter office for availability of sponsorships.

**PLEASE FINALIZE EXHIBITOR REGISTRATION ON NEXT PAGE.**

Please provide the following information on how your company will appear in conference syllabus:

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

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Title: \_\_\_\_\_

Telephone: \_\_\_\_\_ FAX: \_\_\_\_\_

E-mail: \_\_\_\_\_ Website: \_\_\_\_\_

Any special onsite needs that CMSNE should be aware of: \_\_\_\_\_

**Credit Card Payment Information:** Type: \_\_\_\_\_ Card #: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

Name as it appears on the Card: \_\_\_\_\_ Total Amt to be Charged: \_\_\_\_\_

Billing address for the credit card (if different from above):

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

**PLEASE INCLUDE A DESCRIPTION OF YOUR COMPANY'S PRODUCTS  
AND/OR SERVICES (50 WORD MAX)**

\_\_\_\_\_  
Signature Company Representative

\_\_\_\_\_  
Date

**EXHIBIT HALL INITIATIVES**

We would like to participate in the CEU initiative and here is our educational objective and answer for the attendee (required by 7/15/12):

Objective:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Answer:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

We would like to participate in the CMSNE Dollars for Prizes Exhibitor Incentive Raffle.