



2019 CMSA Minnesota Fall Conference

*"Case Management . . . A Kaleidoscope
of Change"*

Exhibit and Sponsorship Opportunities

October 4, 2019

Minneapolis

Marriott West

Minneapolis, MN

Conference 7:00am – 4:30pm

Vendor setup 6:00am to 7:00am

1:00pm takedown

For more information or to
register, visit cmsaminnesota.org

or

email cmsaminnesota@gmail.com

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Presented by
Case Management Society of America (CMSA)-Minnesota Chapter

About CMSA

Established in 1990, the Case Management Society of America is the only international, non-profit 501(c)(6), multi-disciplinary, professional organization dedicated to the support and advancement of the case management profession. Since its inception, CMSA has been at the forefront of setting professional standards for the industry, which allows for the highest level of efficiency and integrity, as well as developing national and local leaders who are recognized for their practice and professional excellence. The CMSA-Minnesota Chapter's conference is a venue where national and local industry leaders meet to learn and contribute their collective experiences toward advancing case management.

About the CMSA-Minnesota Chapter Conference

The CMSA-Minnesota Chapter Fall Conference is designed to provide Case Managers, Social Workers, Nurses, Care Coordinators, Rehab Professionals, Health Coaches, Discharge Planners, Utilization Reviewers, Counselors, CMSA Members, Students and Other Professionals throughout Minnesota and Upper Midwest with current information they can use to influence their marketplace. The Fall Conference encourages networking and relationship building, increases awareness of partnership opportunities, identifies and promotes win/win programs and situations, and provides an opportunity to exchange valuable information and ideas.

Attendees will have the hour prior to the conference and a one hour morning break and for exhibitor viewing.

Why Should You Exhibit at the CMSA Fall Conference?

CMSA is your marketing partner! Exhibit at the CMSA Fall Conference and create your best opportunity to meet, support and sell to your market, in one place, at one time. Exhibit and meet with local and national audience of key healthcare decision makers who are looking for new resources and ideas to manage and improve the delivery of healthcare. Exhibit and create a prime opportunity for you to generate leads, meet new prospects, strengthen existing relationships and introduce new products and services.

Who Attends the CMSA Fall Conference?

Historically, we have had approximately 125 to 150 attendees including Case Managers, Nurses, Social Workers, Care Coordinators, Health Coaches, Discharge Planners, Utilization Reviewers, Rehabilitation Counselors, CMSA Members, Students, Physical Therapists, Occupational Therapists, and Other Professionals.



Who Should Exhibit – Exhibit Area Open to Attendees from 7:00am to 1:00pm on Friday. Exhibitors are asked to set up beginning at 6:00am the morning of the conference.

Anyone who needs to position their company in front of healthcare decision makers

Home Care agencies

Healthcare organizations

Information system software and hardware providers

Pharmaceutical manufacturers

Disease management programs

Healthcare publications

Medical suppliers

Recruiters

Claims Processors/Clearing houses

Actuaries

Pharmacy benefit managers

Consulting companies

Insurance Companies

Case Management Companies

Subacute/long-term care/long-term acute care facilities

Independent and Assisted Living facilities

Group Homes

Conference Chair

Becky Schmidt

becky.schmidt@allina.com

Conference Exhibit Information

Francis Sheehy

francis@libertyoxygen.com

CMSA-Minnesota Board Representative

Tracey Armstrong

Tracey.Armstrong@lssmn.org

Conference Location

Minneapolis Marriott West

9960 Wayzata Boulevard

Minneapolis, Minnesota 55426-1008

Phone: 952-544-4400



Exhibitor Application

CMSA-Minnesota Chapter 2019 Conference

Please reserve the following for my organization:

Exhibitor Booth:

- ┆ \$650.00 (postmarked or online registration completed on or before 9/23/19)
- ┆ \$700.00 (postmarked or online registration after 9/24/19)
- ┆ \$2,500.00 Gold Sponsor
- ┆ \$1,500.00 Silver Sponsor
- ┆ \$1,000.00 Bronze Sponsor

List any companies and/or products you do not wish to be in close proximity to your display.

Name of company representative(s) attending conference (limit 2)

1. _____

2. _____

Please attach a separate sheet with a brief description of your product or service as it will appear for attendees in the exhibitor handout (no more than 30 words).

Standard Booth (includes a 6-foot table with tablecloth)

Additional booth needs: Electricity - (\$35.00)

Contact name: _____ Title: _____

Email Address: _____ (confirmation will be sent via email only)

Company Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____

I have read and understand the attached CMSA Fall Conference EXHIBIT RULES & REGULATIONS.

Signature _____

Registration online at <https://vendor-registration-cmsa-mn-2019-fall-conference.eventbrite.com>
or complete application above and/or mail with your payment - checks payable to: CMSA-Minnesota

CMSA-Minnesota Conference

Kathy Thurston

4608 14th Avenue South

Minneapolis, MN 55407

Exhibitor space is assigned on a first-come, first-served basis **based on the date the payment is received.**
Every effort will be made to honor requests regarding booth location.



CMSA-Minnesota Chapter Exhibit Rules & Regulations

General - All matters and questions not covered by the regulations are subject to the decision of CMSA-Minnesota Chapter. In the event of any such decision being of general interest, written notice will be given by CMSA-Minnesota Chapter to exhibitors as may be affected.

“CMSA” used herein or in subsequent regulations shall mean the Case Management Society of America Minnesota Chapter, its committees or agents acting for the Management of the Meeting and Exhibition.

Who May Exhibit – The exhibition is only for those companies offering products, equipment and services that are related to the case management profession and which have no outstanding payments due for other goods or services. CMSA reserves the right to determine eligibility of any applicant as an Exhibitor up to and including the dates of the conference.

Assignment of exhibit space – Assignment of space will be made on a first come, first serve basis, CMSA reserves the final decision and right, in the best interest of the Exhibit, to amend the floor plan, assign, or relocate selected space in areas other than that selected by Exhibitor. Cost of Exhibit Space – The cost of the exhibit spaces is noted in the application. Cost includes: booth fee, table, and two lunches.

Hold Harmless Clause – The exhibitor assumes the entire responsibility and liability for losses, damages, and claims arising out of exhibitors activities on the Hotel premises and will indemnify, defend, and hold harmless the Hotel, its owner, and its management company, as well as their respective agents, servants, and employees from any and all such losses, damages, and claims.

The Exhibitor assumes the entire responsibility and liability for Exhibitor’s losses, damages, and claims arising out of injury or damage to Exhibitor’s displays, equipment, and other property brought upon the exhibition premises and shall indemnify, defend and hold harmless CMSA, its officers, directors, or agents from any and all such possible losses, damages and claims caused by Exhibitor’s negligence.

Assignment of Booth Space – Exhibits shall be arranged so as to avoid obstructing the general view of the other exhibits in the Exhibition area. Exhibits must be self-contained within the booth area assigned, and chairs, furniture, or exhibit materials are NOT to be placed outside the booth area. Demonstrations are permitted only within the confines of the individual’s booth. No interference with normal traffic flow and infringement of neighboring exhibits will be permitted.

Objectionable Displays – CMSA reserves the right to reject or terminate exhibit privileges of any Exhibitor including personnel in whole or in part, which because of notice, conduct or personnel, method of operation, materials, or for other causes which CMSA believes is not compatible with the purpose of the Conference and Exhibition, or any other reason in the opinion of CMSA, without liability for any refunds or other expenses incurred.

Compliance with Laws – Exhibitors shall bear responsibility for the Exhibitor’s compliance with any and all local, city, state and federal safety, fire and health laws, ordinances and regulations including the policies, rules and regulation of the Minneapolis Marriott West.

Exhibit Hours - In their own best interest, and for security, Exhibitors are encouraged to keep an attendant at their booths during all open hours. It is agreed that no Exhibitor will dismantle or remove any part of their exhibit prior to the show closing.

Force Majeure – Should any circumstance beyond the control of, and not the fault of CMSA prevent the conference from being held as scheduled, or the exhibit space not being available for uses herein specified due to war, governmental action or order, act of God, fire, strikes, labor disputes or any other causes beyond the control of CMSA, this agreement shall immediately terminate and the Exhibitor’s prorated share of the total amount paid by Exhibitor, less all reasonable costs and expenses incurred by exhibit management in connection with the Exhibition, shall be returned.

Subleasing – Exhibitors may not sublet, sub-divide or assign their space, or any part thereof.

Copyrighted Works – Exhibitor acknowledges and agrees that it shall be solely responsible for obtaining any licenses, permits, etc. which may be required for it to display any copyrighted materials including, but not limited to, music, video, and software.

Changes – CMSA reserves the right to make any reasonable changes in the rules necessary to insure the health and safety of those in attendance, the significance of the exhibition and harmony of operation. Exhibitors will be advised of any such changes by bulletin.

Violations – Violations of any of these Rules and Regulations on the part of Exhibitor, its employees or agents shall, at the option of CMSA, constitute cause CMSA to terminate this Agreement, expel Exhibitor from the show, and Exhibitor shall forfeit all fees paid CMSA.

Refunds and Cancellations – Exhibitors may receive a full refund for an exhibit space if the request is received in writing on or before September 23, 2019. No refunds will be given after September 24, 2019. For your protection, your request for cancellation must be made in writing and mailed to CMSA-Minnesota, 4608 14th Avenue South Minneapolis, MN 55407 (postmarked by September 23, 2019) or emailed to: cmsaminnesota@gmail.com.

