

# 2019 Spring Seminar

Company Name

Contact Person

Street Address / P.O. Box

City / State / Zip

Phone/Fax

Email

Names of representatives who will staff display:

Representative Name

Phone / Fax Email

Representative Name

Phone / Fax

Email

Reverse Expo Exhibit Program (also includes Session 1, 2 and 3).....\$3,000

**The following prices do not include the Reverse Expo**

Friday Only Exhibit (Single).....\$ 1,000

Saturday Only Exhibit (Single)..... \$ 1,000

Friday/Saturday Single (Single) ..... \$ 1,500

Website Advertising .....\$ 250

## Liability

Exhibitor agrees to protect, save, and hold the Virginia Society of Health-System Pharmacists and Kingsmill Resort and all agents and employees there- of (hereinafter collectively called indemnitees) forever harmless for any damages or changes imposed for violations of any law or ordinance, whether occasioned by the negligence of the exhibitor or those holding under the exhibitor, and further, exhibitor shall at all times protect, indemnify, save and hold harmless the Indemnitees against and from any and all losses, costs, damage, liability, or expenses (including attorney's fees) arising from or our of or by reason of any accident or bodily injury or other occurrence to any person or persons, including the exhibitor, its agents, employees and business invitees which arises from or out or by reason of said exhibitor's occupancy and use of the exhibition premises, the resort, or any part thereof.

Virginia Society of Health-System Pharmacists  
3015 N Shannon Lakes Dr, #303, Tallahassee, FL 32309

Tax ID 51-0235169 • (850) 906-0779

[Fax \(678\) 401-0259 • Email contact@vshp.org](mailto:contact@vshp.org)

## An Invitation to Exhibit and Support Virginia Society of Health-System Pharmacists

2019 Spring, March 14-16,  
Kingsmill Resort, Williamsburg



### Connect with the top health-system pharmacy directors in Virginia!

**W**e invite you to exhibit at Virginia's premier continuing education seminar of the year. We have

developed an outstanding program with a minimum of 12 hours of continuing education. We are hosting our event at Kingsmill Resort. Our education agenda coupled with the ideal meeting site should bring VSHP to greater heights in meeting participation. This year's Spring Seminar will provide a great return on investment with the best in visibility, branding and exposure.

#### Reverse Expo Exhibit Program

Hospital pharmacy executives and directors will host and staff the exhibit booths while the vendors, suppliers and manufacturers will walk the trade room floor visiting each hospital and health system booth to dialogue with the hospital pharmacy executives about their products and solutions. We find this to be a much more cost-effective and time-effective way to ensure that the suppliers get to meet as many hospital decision makers as they normally would in a traditional trade show format. Our conference is built around providing the optimum environment for building relationships with hospital decision makers. VSHP has invited the following systems to participate: Inova Health System, Sentara, Carilion Clinic, Bon Secours Hampton Roads and Richmond, Riverside, Virginia Commonwealth University Health System, University of Virginia Health System and HCA Health System. Participants from each facility to be announced shortly.

# Exhibiting Opportunities

## Exhibit Information-New Expanded

### Exhibit Hours

VSHP's Spring Exhibit Program will begin promptly at 11:00am on Friday, Mar 15. Setup will begin at 9:00 am on Friday. This year, we are offering one- and two-day registration. We will offer incentives for our registrants to remain in the exhibit hall during the entire exhibit program.

Once you have completed the application, forward by fax to (678) 401-0259 and send the original application with check made payable to VSHP, Tax ID 51-0235169, 3015 N Shannon Lakes Dr, #303, Tallahassee, FL 32309

### Marketing Opportunities

VSHP will hold two breakfast events, one lunch, and a dinner program offering the opportunity to provide a presentation on new developments and products. If you are interested in sponsoring one of these events, please contact Steve Glass at 850-906-0779.

### Hotel / Spring Seminar Registration

Exhibitors should arrange their own hotel accommodations. VSHP has negotiated room rates at Kingsmill Resort. Please visit the VSHP webpage for the hotel reservation link.

### Dates / Times of Exhibit Program-New Expanded Hours

Reverse Expo .....	Mar 14 .....	4:00pm – 5:30pm
Session 1.....	Mar 15.....	11:15am – 1:15pm
Session 2.....	Mar 15.....	5:30pm – 7:30pm
Session 3 .....	Mar 16 .....	9:00am – 10:00 am

## For further information

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### Advertising Spring Seminar Program (\$250)

Place an 8.5 x 11 black-and-white ad in our Spring Seminar program, which is distributed to each of the meeting registrants. The syllabus includes all of the logistical information pertaining to the 2019 Spring Seminar, including coupons and special opportunities available to meeting registrants only. Members will be reviewing the materials often, so it is a great advertising opportunity.

### Reverse Expo Exhibit Program (\$3,000)

Hospital pharmacy executives and directors will host and man the exhibit booths while the vendors, suppliers and manufacturers will walk the trade room floor visiting each hospital and health system booth to dialogue with the hospital pharmacy executives about their products and solutions. New this year, the reverse expo will be on Thursday afternoon in conjunction with the VSHP Leadership Forum which a full day program for Directors of Pharmacy. Invited participants exhibitors include Inova Health System, Sentara, Carilion Clinic, Bon Secours Hampton Roads and Richmond, Virginia Commonwealth University Health System, University of Virginia Health System and HCA Health System. Participants from each facility will be announced shortly.

### Exhibit Booth (\$1,500) both days • (\$1000) single day

Each table top booth will be assigned on a first-reserved, first-assigned basis at the sole discretion of VSHP. Each booth consists of a 6-foot draped table. Exhibitors may request electricity through the official drayage contractor.

### Meeting Breaks (\$750)

VSHP will offer four separate breaks during the educational sessions. Sponsorship will be recognized in printed meeting materials and on signage at each of the breaks. Sponsor representatives may be present during the breaks.

### Continental Breakfasts (\$1,250 - \$1,750)

VSHP will be offering two continental breakfasts during the Seminar. Sponsorship will be recognized in printed meeting materials and on signage at each of the breakfasts. Sponsor representatives may be present during the breakfasts.

### Promotional or CE Dinner (\$4,500 – \$7,500)

VSHP would like to offer a banquet on Friday evening. The banquet can host a promotional topic of your choosing. Your topic and objectives will require prior approval of the VSHP Education Committee. Sponsorship will be recognized in printed meeting materials and on signage outside of the banquet. Sponsor may have 10 representatives join our membership for the banquet. Banquet sponsorship will offer an Associate Member booth during both exhibit programs, including the 8.5 x 11 advertisement in the Program Syllabus. Please contact Steve Glass at (850) 906-0779 for further details, including the educational agenda and how you can assist VSHP in reaching its educational goals.

**Promotional Luncheon (\$2,500 – \$4,500)** VSHP will serve a luncheon which you can offer a promotional topic. Sponsorship will be recognized in printed meeting materials and on signage outside of the luncheon. Sponsor may have 10 representatives join our membership for lunch. Luncheon sponsorship will offer an Associate Member booth during both exhibit programs, including the 8.5 x 11 advertisement in the Program Syllabus. Please contact Steve Glass at (850) 906-0779 for further details, including the educational agenda and how you can assist VSHP in reaching its educational goals.

### Promotional Breakfast (\$2,500 – \$4,500)

VSHP will serve a breakfast that can offer a promotional topic. Sponsorship will be recognized in printed meeting materials and on signage outside of the breakfast. Sponsor may have 10 representatives join our membership for breakfast. We will offer an Associate Member booth during both exhibit programs, including the 8.5 x 11 advertisement in the Program Syllabus. Please contact Steve Glass at (850) 906-0779 for further details.