



Washington State
Dermatology
Association

February 19, 2019

Dear Exhibitor:

We are happy to announce the Pacific Northwest Dermatological 86th Annual Scientific Conference. This year's meeting will be held August 9-11 at [Suncadia Resort](#) in Cle Elum, Washington. We would like to invite your company to participate as an exhibitor or sponsor of this meeting.

This year's conference promises to be another outstanding and successful event, with opportunities to meet leading dermatologists from various subspecialties. We expect an excellent turnout due to this year's meeting venue. We are anticipating about 100 dermatologists to be in attendance.

To maximize your exposure to this group of physicians, please consider one of the sponsorship opportunities outlined in the sponsorship document. Please note, sponsors receive priority exhibit space assignments and only sponsors are eligible to receive an electronic list of attendees prior to the conference to promote visits to your display. If your company has an online grant process, please send that information to Becky Constantine at becky@wsma.org.

The Washington State Dermatology Association appreciates the overwhelming support and continued relationship with our exhibitors, we and look forward to your participation at this meeting!

If you have any questions please contact Becky at the WSDA office, at (206) 956-3635 or becky@wsma.org.

Sincerely,

Becky Constantine
Association Executive
Washington State Dermatology Association

WASHINGTON STATE DERMATOLOGY ASSOCIATION

PRESENTS

PACIFIC NORTHWEST DERMATOLOGICAL 86TH ANNUAL SCIENTIFIC CONFERENCE

AUGUST 9-11, 2019

EXHIBITOR PROSPECTUS

BENEFITS

WSDA supporters will participate as vendors during the Pacific Northwest Dermatological 86th Annual Scientific Conference. Companies will receive acknowledgement in the conference e-syllabus as well as recognition of support at the podium. Complimentary breakfast, coffee breaks and welcome reception for two company representatives are included. Sponsors receive registration for four representatives.

ATTENDEES

Dermatologists and dermatology practitioners from across the Pacific Northwest are expected to attend. Anticipated attendance is 100.

SCHEDULE

Friday, August 9, 2019

10:00 AM – 12:00 PM	<i>Exhibit Set-up</i>
12:00 – 12:50 PM	<i>Registration/Visit Exhibits</i>
12:50 PM – 2:45 PM	Meeting
2:45 – 3:10 PM	<i>Break/Visit Exhibits</i>
3:10 PM - 5:45 PM	Meeting
5:45 – 7:00 PM	<i>Welcome Reception with Exhibitors</i>

Saturday, August 11, 2019

7:00 – 7:55 AM	<i>Registration/Continental Breakfast/Visit the Exhibits</i>
7:55 – 9:45 AM	Meeting
9:45 – 10:15 AM	<i>Break/Visit Exhibits</i>
10:15 – 12:20 PM	Meeting

Sunday, August 12, 2019

7:00 – 7:55 AM	<i>Registration/Continental Breakfast/Visit the Exhibits</i>
7:55 – 9:45 AM	Meeting
9:45 – 10:05 AM	<i>Break/Visit Exhibits (Exhibitors may breakdown after this break)</i>
10:05 – 11:00 AM	Meeting

LOCATION

[Suncadia Resort](#)

Cle Elum, WA

\$235-\$329/night (+tax and daily resort fee)

Call 866-904-6300 and ask for the Pacific Northwest Dermatological Room Rate.

EXHIBITOR SPACE

One standard booth includes a 8 x 8 table and one chair. Exhibit space will be assigned based on level of sponsorship, exhibit booth purchased, followed by first come basis.

REPRESENTATIVE REGISTRATION

All exhibitor representatives must be registered for the meeting. Standard tables include two exhibit representatives. You may purchase additional company representatives at \$250.00 each. Exhibit representatives will not be allowed on the exhibit floor without registration and a name badge.

EXHIBITOR SHIPPING AND STORAGE

Shipping information will be available soon.

SHOW MANAGEMENT QUESTIONS

Becky Constantine, Association Executive, WSDA

Ph 206-956-3635; Fax 206-441-5863; Email becky@wsma.org

EXHIBIT PRACTICES AND REGULATIONS

- The WSDA reserves the right to restrict exhibits, without refund, which may be falsely entered.
- Distribution of literature, samples, etc., in the exhibit area by firms that are not participating as paid exhibitors is strictly prohibited.
- No subletting of space is permitted without the consent of the WSDA.
- Exhibitors are responsible for shipping, storage, and installation of exhibit materials, and all costs involved thereby.
- There is a **\$250 service fee on all cancellations. No Refunds for cancellations received after July 1, 2019**
- The WSDA and Suncadia Resort do not guarantee against theft, vandalism or otherwise.
- It is expressly understood that exhibitors shall indemnify and hold harmless the WSDA and Suncadia Resort of all liability (damage or accident) that might ensue from any cause in connection with transfer, installation, maintenance or removal of exhibits, or in display of exhibits.
- In the event of fire, strikes, or other uncontrollable circumstances, the contract for space will not be binding.
- It is expressly understood that the WSDA will not pay for special equipment, facilities and services ordered by technical exhibitors.
- Electrical and other apparatus must be operated so that the noise does not interfere with other exhibitors.
- All electrically wired display material must comply with requirements of the National Board of Fire Underwriters.
- Aisles must be kept clear. To this end, exhibits must be arranged so that exhibitors and their representatives will be within their exhibit space.
- Care must be taken by the exhibitor not to deface or destroy any part of the exhibit areas. In the event of property damage caused by him/her, the exhibiting company will be held responsible.
- Use of the name "WSDA" or that of any officer of said Association, in recommendation of a product or services, is expressly prohibited.
- Table space not occupied by the close of the exhibit installation period as specified above, will be forfeited by the exhibitor, and this space may be resold, reassigned or used by the conference management.

Agreement for Participation & Conduct by Commercial Interests at CME Activities

The Accreditation Council for Continuing Medical Education (“ACCME”) defines a Commercial Interest as “any entity producing, marketing, re-selling, or distributing health care goods or services consumed by, or used on, patients. The ACCME does not consider providers of clinical service directly to patients to be commercial interests.”

_____ (“Company”) agrees that it is an ACCME defined Commercial Interest and thereby agrees to the following in conjunction with a CME activity accredited by the Washington State Medical Association (WSMA) and, if applicable, the joint provider __Washington State Dermatology Association_ (“Joint Provider”):

1. Arrangements for commercial exhibits and/or promotional activities and/or In-Kind Support cannot influence planning or interfere with the presentation, nor can they be a condition of the provision of commercial support for the CME activity.
2. Exhibit and/or Promotional Activity fees and/or In-Kind Support are not considered commercial support of the CME activity and will not be acknowledged as educational grants.
3. The Company must be granted prior approval from the WSMA if the Company desires to provide funds for the use of social events and/or promotional activities. Such funds are considered to be commercial support, which requires a separate Letter of Agreement. The Company must provide all funds approved for such events to the WSMA, or, when applicable, to its Joint Provider, for distribution. No other payments shall be given to the director of the activity, planning committee members, teachers or authors, Joint Provider, or any others involved with the supported activity.
4. Live (staffed exhibits, presentations) or enduring (printed or electronic advertisements) promotional activities must be kept separate from CME.
5. Social events or promotional activities at the CME activity cannot compete with or take precedence over the CME activity. Industry-sponsored social events or promotional activities, including Company-sponsored social events or promotional activities, must be approved by the WSMA, even if the events are off-site.
6. The WSMA reserves the right to refuse exhibit space or promotional activity space for any reason. The WSMA reserves the right to close an exhibit or promotional activity for any reason. In addition, any representatives of Company who conduct themselves unethically or outside the guidelines provided by the WSMA may be asked to remove their Company’s exhibit. The Joint Provider can exercise these rights on behalf of the WSMA if the WSMA is not present.
7. Adherence to Guidelines – It is the responsibility of Company to distribute the guidelines below to all Company representatives attending the CME activity and/or working the exhibit space.

Company agrees that its actions, and the actions of its representatives, shall not violate the following guidelines:

1. Product-promotion materials or product-specific advertisement of any type is prohibited in or during CME activities.
2. Advertisements and promotional materials cannot be displayed or distributed in the educational space immediately before, during or immediately after the CME activity.
3. Educational materials that are used during a CME activity cannot contain any advertising, corporate logo, tradename, or a product group message of an ACCME defined commercial interest.
4. Representatives of Company can attend the CME activity at the discretion of the WSMA or Joint Provider but cannot engage in sales or promotional activities while in the space of the CME activity as determined by the WSMA or Joint Provider, if applicable, consistent with the ACCME guidance. Representatives of Company must remove their company name badges and anything with a corporate logo, tradename or a product group message while in the educational space of the CME activity.

5. Representatives of Company cannot act as agents providing CME to learners.

Conditions & Guidelines Agreement Statement: The Company, WSMA and its Joint-Provider (if applicable) agree to abide by all requirements of the **ACCME Standards for Commercial Support**.

Duration: This agreement shall remain in effect until one or more parties terminate the agreement in writing.

Photo Release Waiver: By signing this Agreement, Company hereby grants the WSMA permission to use its likeness in a photograph, video, or other digital media in any and all WSMA publications, including web-based publications, without payment or other consideration.

COMPANY

_____ **Signature**
_____ **Printed Name**
_____ **Company Name**
_____ **Title**
_____ **Date**

WSMA REPRESENTATIVE

_____ **Signature**
_____ **Printed Name**
_____ **Title**
_____ **Date**

WSMA JOINT PROVIDER REPRESENTATIVE

_____ **Signature**
_____ **Printed Name**
_____ **Title**
_____ **Date**



Washington State Dermatology Association

Presents

PACIFIC NORTHWEST DERMATOLOGICAL 86th ANNUAL SCIENTIFIC CONFERENCE

MAXIMIZE YOUR EXPOSURE: EXCLUSIVE OPPORTUNITIES

Conference Supporters Receive...

- Verbal recognition at the podium
- Complimentary exhibit space
- Print acknowledgement of support on posters, the WSDA e-syllabus and website
- Electronic list of attendees prior to the conference to promote visits to your booth
- Four vendor ticket packages, with sponsorship ribbons
- Access to the Saturday Night Dinner

GOLD SUPPORTER.....\$7,000

- Welcome Reception (1 Available)
- Saturday Dinner (1 Available)
- WiFi Sponsor (1 Available)

SILVER SUPPORTER..... \$5,000

- Saturday Breakfast (1 Available)
- Sunday Breakfast (1 Available)

BRONZE SUPPORTER.....\$4,000

- Friday Coffee Break (1 Available)
- Saturday Coffee Break (1 Available)
- Sunday Coffee Break (1 Available)

This form must accompany the signed letter of agreement and payment.
 Exhibit space is complimentary – if requesting space, please fill out the exhibitor agreement
 or contact Becky Constantine at Becky@wsma.org

Company _____

Contact Person _____

Phone _____ Email _____

[] CHECK ENCLOSED [] CREDIT CARD PAYMENT: [] VISA [] M/C

NO. _____ Exp. Date _____

Name on Card _____ Address _____

Signature _____

WASHINGTON STATE DERMATOLOGY ASSOCIATION
Presents
PACIFIC NORTHWEST DERMATOLOGICAL
86TH Annual Scientific Conference

August 9 – 11, 2019
Suncadia Resort | Cle Elum, WA
EXHIBITOR AGREEMENT

COMPANY NAME _____

PRIMARY CONTACT _____ TITLE _____

ADDRESS _____

CITY/STATE/ZIP _____

TELEPHONE _____ E-MAIL (REQUIRED) _____

COMPANY WEBSITE _____

PRIMARY BOOTH REPRESENTATIVE CONTACT (THIS INFORMATION WILL BE PUBLISHED & DISTRIBUTED TO ATTENDEES)

NAME _____ TITLE _____

ADDRESS _____

CITY/STATE/ZIP _____

TELEPHONE _____ E-MAIL (REQUIRED) _____

REPRESENTATIVES STAFFING YOUR BOOTH

1) _____ 2) _____

Two allowed, additional representatives \$250 each

3) _____ 4) _____

PRODUCT/ SERVICE TO BE DISPLAYED: _____

PLEASE INDICATE COMPANIES YOU DESIRE NOI TO BE LOCATED ADJACENT TO (I.E. COMPETITOR):

1) _____ 2) _____

THE SIGNATURE BELOW SIGNIFIES THAT THE COMPANY REPRESENTATIVE HAS READ AND AGREES TO ABIDE BY ALL WSDA EXHIBIT PRACTICES AND REGULATIONS (SEE ENCLOSED)

Signature _____ **Title** _____

SPONSORSHIP OPPORTUNITY (ATTACHED FORM) **SPONSORSHIP AMOUNT** _____

EXHIBIT SPACE: Exhibit space will be assigned based on level of sponsorship, exhibit booth purchased, followed by first come basis.

EXHIBIT BOOTH (8 X 8) **# OF BOOTHS** _____ @ \$3,000.00 EA _____

TICKET FOR ADDITIONAL REPRESENTATIVE **# OF REPS** _____ @ \$ 250.00 EA _____

TOTAL AMOUNT ENCLOSED _____

CHECK ENCLOSED **CREDIT CARD PAYMENT:** VISA M/C NO. _____
Name on Card _____ Exp. Date _____
Signature _____
Billing Address _____

Meeting Agenda

Friday	Speaker	Topic/Title
12:00-12:50	Registration/Visit Exhibits	
12:50-1:00	Welcome Announcements	
1-1:30	Jen Gardner MD	TBD
1:30-2:00	Markus Boos MD	Non-Accidental Trauma + Mimics
2:00-2:30	Andrew Blauvelt MD	Therapeutic Update on Psoriasis
2:30-2:45	Q&A	
2:45-3:10	Break/Exhibits	
3:10-3:40	Paul Nghiem MD	Skin Cancer Guidelines Update
3:40-4:10	Kari Wanat MD	Beside Diagnostics for Every Dermatologist
4:10-4:40	Jen Gardner MD	Melanoma Treatment Update
4:40-5:10	Molly Hinshaw MD	CPC
5:10-5:25	Q&A	
5:25- 5:45	Resident presentation	Greatest Cases
5:45	Adjourn	
5:45-7:00	Welcome Reception	
Saturday		
7:00-7:55	Breakfast/exhibits	
7:55 – 8:00	Announcements	
8:00-8:30	Molly Hinshaw MD	Nail Disorders

8:30-9:00	Andrew Blauvelt MD	Psoriasis and Heart Disease: We Can Make a Difference
9:00-9:30	Peter Lio MD	TBD
9:30-9:45	Q&A	
9:45-10:15	Break/Exhibits	
10:15-10:45	Kari Wanat MD	Bullous dz
10:45-11:15	Ken Katz MD	Syphilis
11:15-11:45	Peter Lio MD	Integrative Approaches to Atopic Dermatitis: What is the Evidence?
11:45-12:00	Q&A	
12:00-12:20	Resident presentation	Greatest Cases
12:20	Adjourn	
12:30pm	Lunch with reps	
6:30pm	Family dinner	
Sunday		
7:00-7:55	Breakfast/Exhibits	
7:55-8:00	Announcements	
8:00-8:30	Kachiu Lee MD	Hypertrophic burn scars: the role of the dermatologist
8:30-9:00	Markus Boos MD	What's New in Peds Derm
9:00-9:30	Ken Katz MD	LGBT Health
9:30-9:45	Q&A	
9:45-10:05	Break/Exhibits	
10:05-10:35	Kachiu Lee MD	Chemical peels: The Old is New Again
10:35-10:55	Resident presentation	Greatest Cases
11:00	Adjourn	