



National Association for Practical Nurse Education and Service

1940 Duke St., Suite 200 • Alexandria, VA 22314

Phone: 703-933-1003 • Fax: 703-940-4089

Email: napnes@napnes.org • Web: www.napnes.org

**Exhibitor / Sponsor Convention Contract
COUNCIL OF PRACTICAL NURSE EDUCATORS**

2008 PN Educator Workshop

SHOWCASE YOUR PRODUCTS AND SERVICES

to a select audience of

Registered Nurses • Nurse Educators • Program Directors

to be held at

**George Mason University
Arlington Campus Original Building
Room 329
3401 N. Fairfax Dr.
Arlington, VA 22201**

June 20th, 2008

Sponsor an Event and Get A Free Premium Table!

NAPNES counts on the generosity of our sponsors, and exhibitors to help make our PN Educator Workshops a great experience for the Registered Nurse, Practical Nurse Educators and Program Directors that attend. It is a perfect opportunity for companies that want to reach this highly targeted audience.

The 2008 PN Educator Workshop theme is “Critical Transitions”. Speakers include Nancy Spector, PhD, RN, Director of Education, National Council State Boards of Nursing; Mary O. Eyles, PhD, RN, Director of Education, National Association for Practical Nurse Education and Service, Inc.; and G. Constance Butherus, MA, RN, Chairperson, Council of Practical Nurse Educators. For more information on the program, visit www.napnes.org/copne.

This year, NAPNES has two opportunities for organizations to participate in the PN Educator Workshop. The highest level of participation is at the sponsor level, exhibitor booths will also be available for this full-day event. See page two of this document for details about each level of participation or visit our website at www.napnes.org/copne.

If your organization would like to participate at any level, please complete the attached form and mail or fax to NAPNES or you can register online at www.napnes.org/copne. NAPNES contact information is located at the top of this page.

Sponsors and vendors are invited to make reservations at the Holiday Inn Ballston at the group rate of just \$119.00 per night (single/double). For reservations call 1-800-972-3159. The hotel offers free shuttle service to the venue and to within a one mile radius of the hotel.

2008 PN Educator Sponsor/Exhibitor Programs

Event Sponsors

Event sponsorship is the highest level of participation. As an event sponsor, organization agrees to sponsor any one of six available events. Sponsors receive the following promotional considerations:

- Full color ad in the PN Educator Workbook - sponsor must supply camera ready artwork
- 24" x 36" Full Color Poster announcing your sponsorship of the program - sponsor must supply camera ready artwork
- Up to 1/2 Page ad for one full year in the Journal of Practical Nursing - sponsor must supply camera ready artwork
- Graphic Ad shown in rotation on NAPNES home page for up to 1 full year - sponsor must supply image in gif or jpg format
- Special full page listing on NAPNES website for up to 1 full year
- Free premium exhibitor space
- Free Agency Membership to NAPNES for 1 full year
- Contributions are a fully tax deductible expense for your organization
- Use of the appropriate NAPNES "Contributor" seal for one full year.
- Sponsorship credit in live webinar and recorded post-event online streaming video.

Sponsorship Opportunities and Costs

Workshop Luncheon - Estimated \$3,795.00

Sponsorship pays for the plated luncheon. The luncheon is priced at \$25.30 per person inclusive. Sponsor will be required to submit deposit equal to one hundred attendees upon registration. Balance will be billed after workshop with terms of net 30 days. Maximum number of attendees is 350 for this venue.

Promotional Mailings Sponsor - \$3,000.00

Sponsorship pays for printing and mailing costs for workshop promotional materials. In addition to sponsor consideration above, this sponsor will receive special promotional announcement space in mailer.

Workshop Continental Breakfast - Estimated \$2,700.00

Sponsorship pays for the continental breakfast. The breakfast is priced at \$18.00 per person inclusive. Sponsor will be required to submit deposit equal to one hundred attendees upon registration. Balance will be billed after workshop with terms of net 30 days. Maximum number of attendees is 350 for this venue.

Webinar Sponsor - \$2,500.00

Sponsorship covers the cost of providing this workshop as a live Internet based seminar for participants who wish to attend virtually. Payment due upon sponsor registration.

Workshop Breaks - Estimated \$1,500.00

Sponsorship pays for executive coffee service provided to attendees. The cost is \$10.00 per person inclusive. Sponsor will be required to submit deposit equal to one hundred attendees upon registration. Balance will be billed after workshop with terms of net 30 days. Maximum number of attendees is 350 for this venue.

AV Sponsor - \$1,000.00

Sponsorship covers the cost of A/V Equipment. Payment due upon registration.

Sponsorships are sold on a first come, first served basis. Registration must be received with payment as noted to secure sponsorship.

Exhibitors

Exhibitors support our workshop through purchase of booth space subject to exhibitor guidelines set forth on page three of this document. The cost of booth space is \$250 for single 10' space or \$400 for double space. In exchange for their support, NAPNES will provide exhibitors the following promotion and other considerations:

- ¼ page ad in the PN Educator's Workbook
- Classified ad in the *Journal of Practical Nursing* for one full year
- Link to your corporate website on NAPNES website
- Payment is fully tax deductible

NAPNES

2008 SPONSOR/EXHIBITOR GUIDELINES

Reserve Table(s) directly with NAPNES at www.napnes.org or via the attached form

Purpose: The National Association for Practical Nurse Education and Service is the oldest practical nurse organization in the United States. NAPNES promotes quality health care and supports LP/VNs as an integral part of nursing. They provide individual care in a variety of health care settings such as acute care, long-term care, and other community health care agencies. Membership in NAPNES is open to LP/VNs, RNs, physicians, hospital and nursing home administrators, educators, students and anyone who is in harmony with the goals and objectives of NAPNES.

Eligible Exhibits: NAPNES reserves the right to determine the eligibility of any company or product for inclusion in the exposition.

Exhibit Set-up: 7:00 a.m., Friday, June 20th, 2008 • Dismantle: 5 p.m.

Exhibit Hours: 8:00 a.m. - 5:00 p.m.

Installation and Dismantling: Exhibits must be installed prior to first opening session of workshop or during lunch. In no way may exhibitor set up and/or dismantle an exhibit during session breaks.

Furnishings: Furniture and/or additional draping, accessories, and signs are the sole responsibility of the exhibitor. Table coverings (provided by University) as well as all equipment must be of non-flammable material. All decorative materials must be fire-resistant in accordance with standards established by local regulations and ordinances.

Payment: Exhibitors will pay fifty percent of the table rent (which is non-refundable), submitted with the Exhibit Contract; the remaining 50 percent is to be paid **no later than May 20th, 2008**. Sponsors will pay the amount as noted on page two. Sponsors will be billed the remaining amount (actual number of attendees plus 10% overage) on or about June 24th, 2008 with terms net 30 days.

Failure to Pay

Failure to remit the balance of booth rental by the date specified on the application form constitutes cancellation of contract and the reserved space will be subject to resale without refund of deposit.

Use of Exhibit Space

Exhibitors agree not to sublet any space allotted to them without written consent of NAPNES nor to display or advertise goods other than those manufactured or carried by them in the regular course of business. No person, firm, or organization not having contracted with NAPNES for the occupancy of space in the exhibit area will be permitted to display or demonstrate its products, processes or services, distribute advertising materials in the corridors, or in any other way occupy or use the facilities anywhere in the University for a purpose inconsistent with these regulations in conjunction with the NAPNES PN Educator Workshop.

Exhibitor Activities

Exhibitor agrees not to schedule or conduct any outside activities including, but not limited to: receptions, seminars, symposiums, and hospitality suites that are in conflict with the official published program of NAPNES.

Responsibility

If the exhibitor fails to comply in any respect with the terms of this agreement, NAPNES shall have the right, without notice to exhibitor, to offer said space to another exhibitor, or to use said space in any other manner; but this shall not be construed as affecting the sponsor or exhibitors responsibility to pay the full amount specified by the contract.

Food and Drink Distribution

Exhibitors shall not dispense nor distribute any bulk food items, such as popcorn or peanuts at any time, or any other throw-away items without prior approval of NAPNES. No drink distribution by exhibitors will be allowed.

Contact: For more information, please contact:

NAPNES PN Educator Workshop
1940 Duke Street
Suite 200
Alexandria, VA 22314
Telephone: (703) 933-1003
FAX: (703) 940-4089

2008 PN Educator Sponsor/Exhibitor Registration

National Association for Practical Nurse Education & Service, Inc.

1940 Duke St., Suite 200 • Alexandria, VA 22314 • Telephone: (703) 933-1003 • FAX: (703) 940-4089

In accordance with the terms of this contract, the organization below contracts for Sponsorship Exhibit Space (check one) and services offered by the National Association for Practical Nurse Education and Service, Inc. (NAPNES) at the 2008 PN Educator Workshop, June 20th, 2008, George Mason University, Arlington, Virginia.

Company Name			
Contact Name			
Address			
City, ST, Zip			
Telephone		Fax	
Product / Service To Be Showcased			
Special Booth Needs (electricity, Internet, etc.) Additional fees may apply payable to the University.			
Names and titles of persons staffing booth (required for exhibitor badges)			

Sponsors

Please select event(s) you wish to sponsor (sold on first come, first served basis):

Select	Event	Select	Event	Select	Event
<input type="checkbox"/>	Luncheon	<input type="checkbox"/>	Breakfast	<input type="checkbox"/>	Breaks
<input type="checkbox"/>	AV Sponsor	<input type="checkbox"/>	Webinar	<input type="checkbox"/>	Marketing Material Mailing

Exhibitors

Please select the desired booth type:

Description	Regular	Double / Premium
COPNE PN Educator Workshop		

Payment Method (check one):

Check Enclosed Money Order Enclosed Amount Enclosed.....: \$_____

Charge my (check one) VISA MasterCard (complete the following):

Name on Card: _____ Expiration Date on Card: _____

Card Number : _____ Daytime Phone Number: _____

Amount to be charged: \$ _____ Authorized Signature: _____

EXHIBITOR ACCEPTANCE: I, the duly authorized representative of the undersigned company, on behalf of that company, subscribe and agree to all the terms and conditions contained herein. An exhibitor's failure to comply with any aspect of this agreement shall result in the cancellation of the agreement. Upon cancellation of the agreement, NAPNES reserves the right to offer requested space to another exhibitor or to use forfeited space in any other manner.

Date: _____ Authorized signature: _____

Printed Name: _____

Title: _____