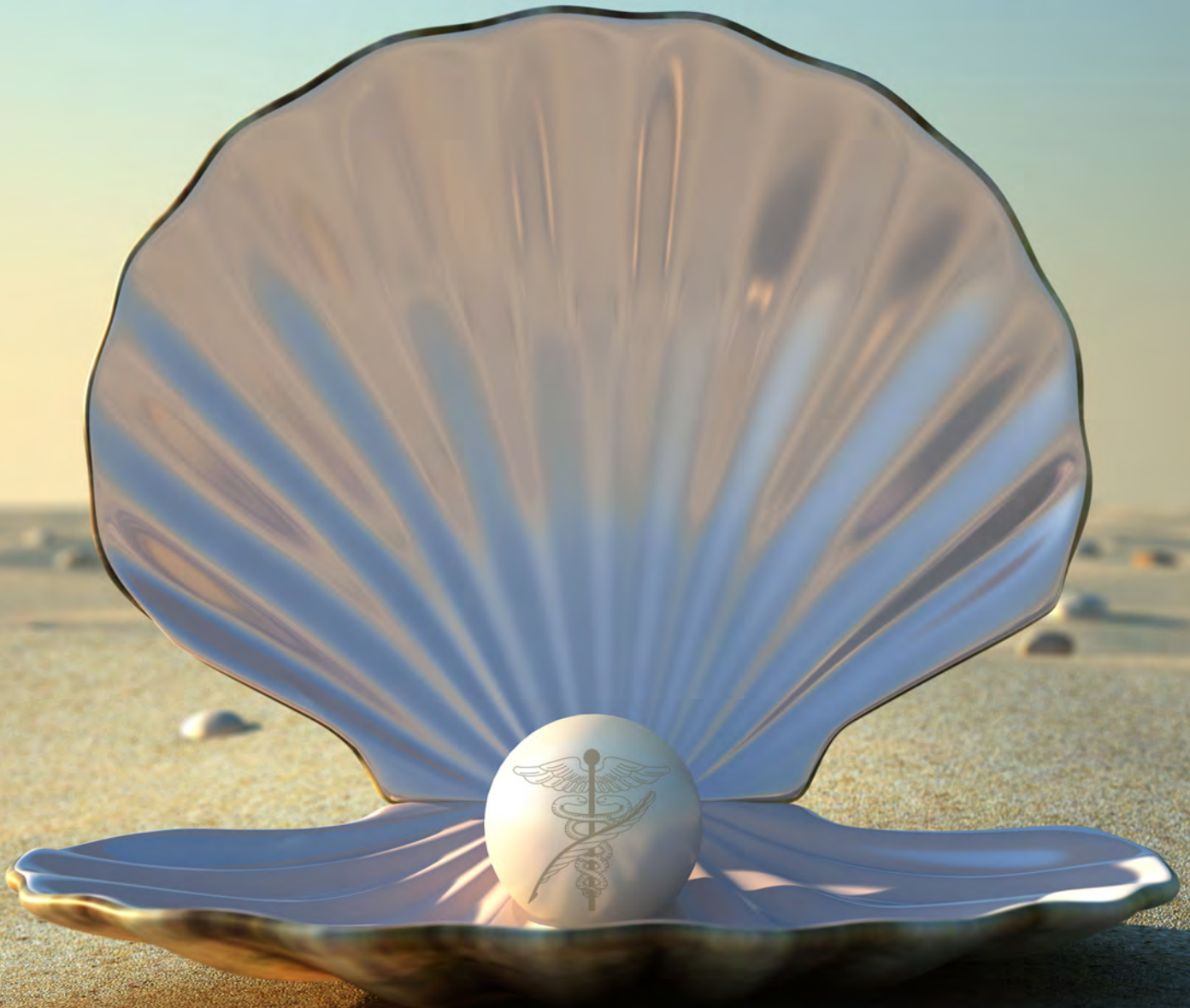
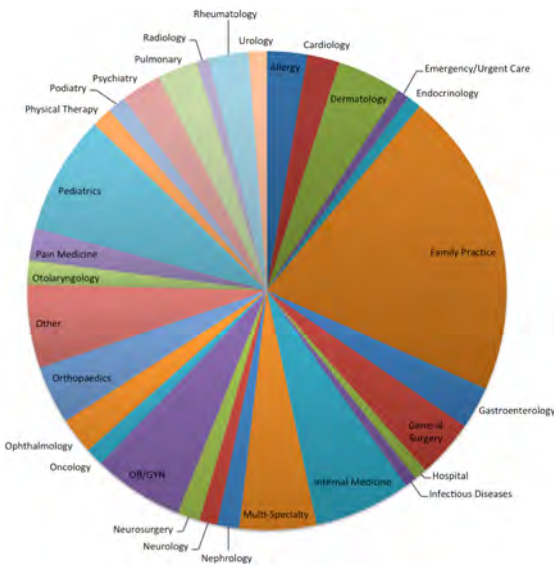


30th Annual PAHCOM Conference

Pearls of Wisdom



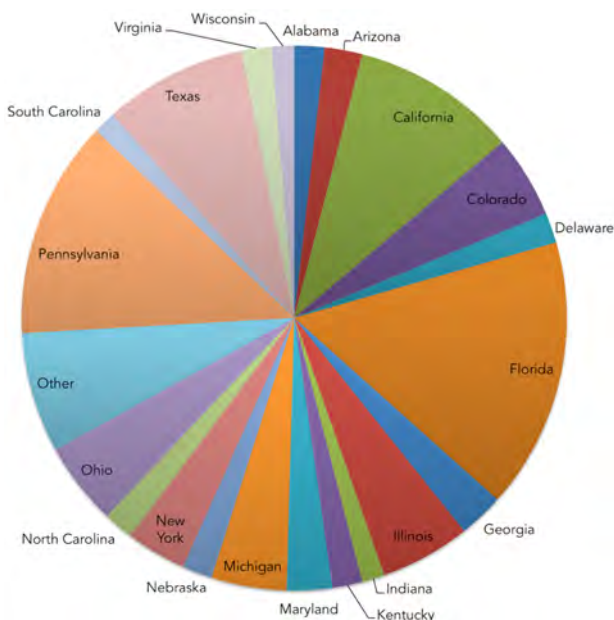
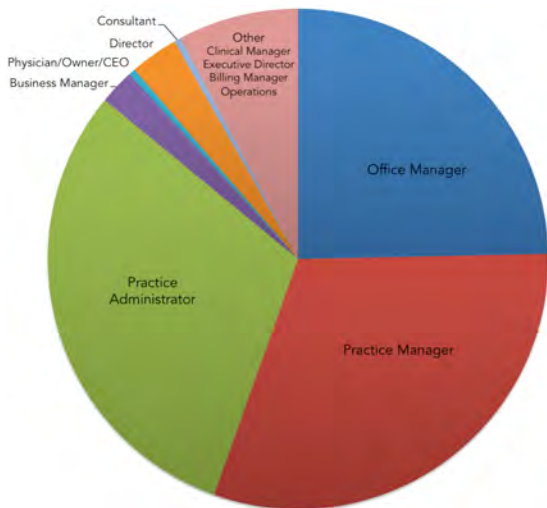
Wyndham Grand Clearwater Beach
October 15-18, 2018



**Alignment:
Who we are and who we want to meet!**

(See the last pages of this Prospectus for full size charts.)

- Accounting
- Ancillary/Lab Test/Services
- Answering Service
- Appointment Systems
- Banking
- Billing/Coding
- Books/Manuals/Publications
- Clinical Supplies
- Collections
- Compliance
- Credentialing/Provider Enrollment
- Cybersecurity
- Data Management
- Education/Training
- Electronic Medical Records (EMR/EHR)
- Employee Benefits
- Equipment
- Furniture
- Government
- Human Resources
- Information Technology
- Insurance
- Legal
- Linens & Uniforms
- Marketing
- Medical Society
- Office Supplies/Paper/Forms
- Payment Processing
- Pharmaceuticals/Injectables
- Practice Management Systems (PMS)
- Printing
- Revenue Cycle
- Transcription
- Vaccines
- Website Services



30th Annual PAHCOM Conference
WYNDHAM GRAND CLEARWATER BEACH, FL OCTOBER 15-17, 2018

Exhibit at the 30th Annual PAHCOM Conference and share your solutions with 200+ medical office managers from around the country. These professionals are the decision makers regarding practice purchases. Even in practices where the doctors make the final call, their office managers are heavy influencers of decisions around practice management and business direction. Meet them face-to-face at this event and see what a difference it makes for your business!



Exhibit Hall Schedule

TUE

- 7:30 am – 8:30 am Networking Breakfast
- 10:00 am – 10:30 am Networking Break (Wheel of CASH)
- 12:15 pm – 1:15 pm **Networking Lunch (NEW in 2018)**
- 3:00 pm – 3:30 pm Networking Break (Wheel of CASH)
- 5:30 pm – 7:30 pm Networking Reception (Wheel of CASH - Guests Welcome)

WED

- 7:30 am – 8:30 am Networking Breakfast
- 10:00 am – 10:30 am Final Networking Break with Exhibitors! (NEW 30 mins Exhibitor Drawings)
- 10:30 am – 11:00 am **Exhibit Tear Down & Load Out (NEW 11am hard stop!)**

All Exhibit Hall Networking Events include food and beverages.



30th Annual PAHCOM Conference
WYNDHAM GRAND CLEARWATER BEACH, FL OCTOBER 15-17, 2018



Included with each Exhibit Booth

- Exhibit space during the conference (Most booth spaces are 8' deep x 10' wide. Some are 8' deep and 8' wide. See the diagram on page 6 for details.)
- Note that this year we are not using pipe & drape spaces.
- Table 6' x 30" plus 2 side chairs and a wastebasket
- Logo recognition in the PAHCOM Annual Conference onsite materials and signage
- Four access badges to Exhibit Hall for use by the personnel staffing Exhibitor's booth
- Four access badges to Educational Sessions and Keynotes for use by the personnel staffing Exhibitor's booth
- Logo, company name, and 500 character maximum description in the Conference Program
- List of registered conference attendees and mailing addresses for pre-conference mailer
- List of conference attendees and mailing addresses for post-conference mailer
- Five free beverage tickets. Give these to customers! Good for drinks at the exhibitor reception or any PAHCOM event cash bar including the Awards Banquet. Good for everything from sodas to wine to cocktails.
- Hundreds of Medical Managers interested in YOUR Solutions

30th Annual PAHCOM Conference
WYNDHAM GRAND CLEARWATER BEACH, FL OCTOBER 15-17, 2018

Membership Status	With Promo Code Before May 31 st	Regular Price (before Promo Code)
PAHCOM Member	\$2700 	\$2900
Non-Member	\$3600	\$3800

Reserve your booth before September 15th and Save \$200 with Promo Code: **PAHCOM2018**

How to Secure Your Booth! and all other sponsorships and advertising...

Order your Exhibit Booth and other Sponsorships online at PAHCOM.com



Click the green Store button top right of page.



Click the bottom left tile "Sponsor/Corporate/Exhibitor"

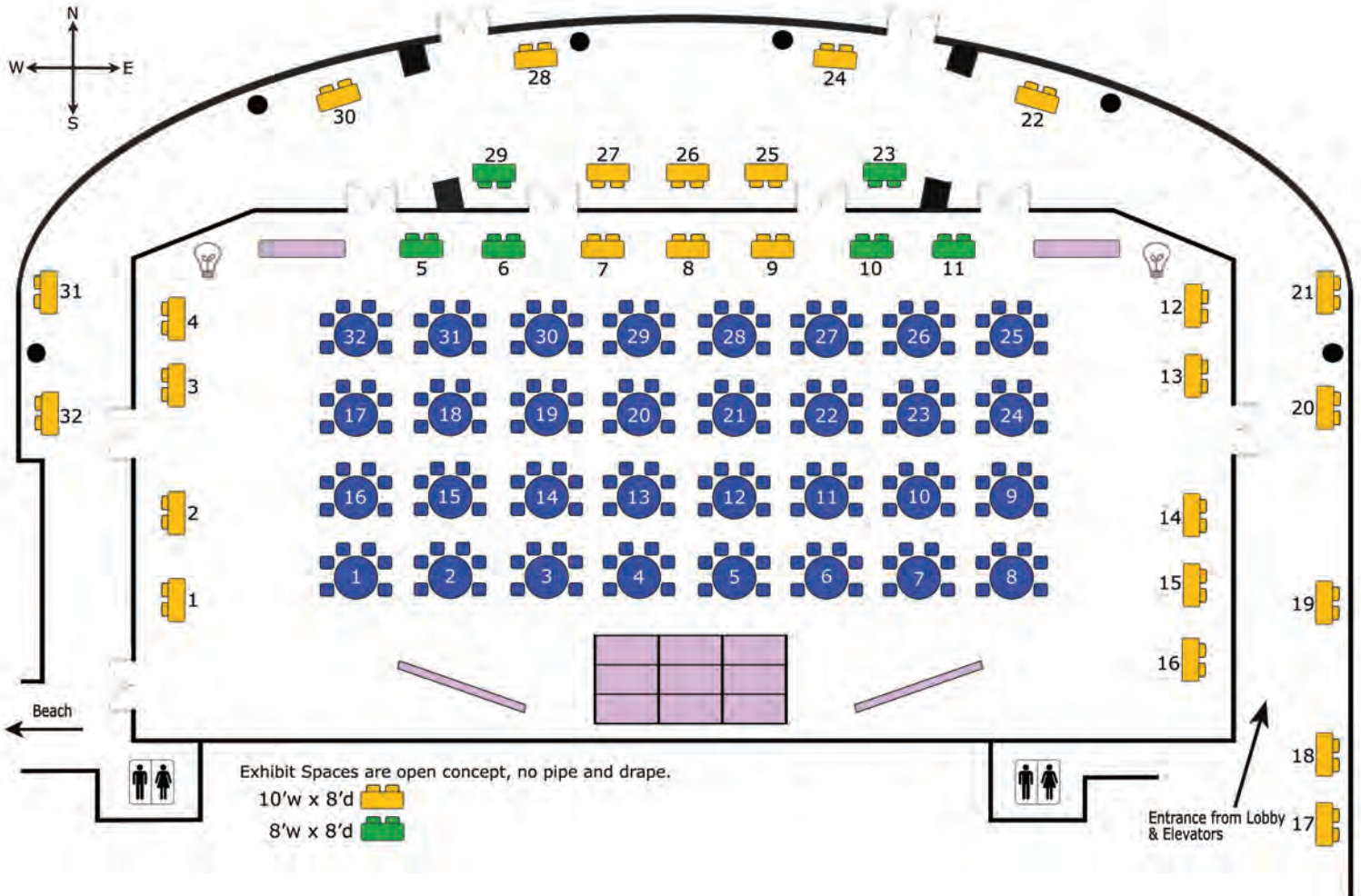


Look for this tile image.



That is where all orders for conference exhibits, advertising, and sponsorships can be placed. Questions? We're happy to help you make sure your sponsorship or Exhibit is exactly as you want it. Contact us anytime for assistance at sponsor@pahcom.com

30th Annual PAHCOM Conference
WYNDHAM GRAND CLEARWATER BEACH, FL OCTOBER 15-17, 2018



We just updated our Exhibit Floor!

We also added more total exhibit time
and close the show earlier to facilitate your flight schedule.

30th Annual PAHCOM Conference

WYNDHAM GRAND CLEARWATER BEACH, FL OCTOBER 15-17, 2018

Exhibit Booth Setup
Monday
October 15, 2018
12:00 pm – 5:00 pm

Exhibitor Service Center: We will have exhibit support staff on hand to assist you with any additional services you may need including the setup and/or teardown of your booth.

Booths and materials should be shipped to the advance warehouse 30 days prior to the show.

Exhibit Booth Teardown
Wednesday
October 17, 2018
10:30 am – 11:00 am
(11am is a hard stop)

Exhibitor Service Kit: Order your additional services (Electrical, Telephone, Audio Visual) in advance via the Exhibitor Service Kit.

Your Exhibitor Service Kit will be sent to you via email six weeks in advance of the show (to your email account on file with your original booth order invoice).

For more information on Exhibit Services, contact:

Kathy at Gulf Coast Expo
Kathy@gulfcoastexpo.com
813-915-8066

VENUE & LODGING

Wyndham Grand Clearwater Beach!

Plan ahead and save on your hotel

Make your reservations early and get the benefit of the PAHCOM room discount! Tell them at registration that you're with PAHCOM and enjoy our \$192/night rate. Rooms will sell out at this discount so make your plans early.

Visit the Wyndham Grand website and make your hotel reservation.
WyndhamGrandClearwater.com



Tampa International Airport is the closest major airport to Clearwater Beach, Florida. Shuttle service is available from the airport to the hotel for a fee.

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WYNDHAM GRAND CLEARWATER BEACH, FL OCTOBER 15-17, 2018

Details about each of the below options are included on the following pages.

Members refers to PAHCOM Corporate Membership - <https://www.pahcom.com/corporate/corporate-benefits.html>

	Member Price	Non-Member Price
10' x 8' Exhibit Booth (use code: PAHCOM2018 for more discounts)	\$2900	\$3800
Scholarship Fund Sponsor	\$1000	\$1000
Scholarship Drawing Grand Prize	\$500	\$500
Networking Break Sponsor (Wed afternoon)	\$675	\$750
Networking Break Sponsor (Thurs morning)	\$675	\$750
Sponsor a KEYNOTE Session	\$5300	\$6500
Sponsor a GENERAL Session	\$4700	\$5800
Sponsor a BREAKOUT Session	\$900	\$1100
Advertise in the Conference Program (full page)	\$1400	\$1600
Advertise in the Conference Program (half page)	\$800	\$1000
Buy Beverage Tickets (pack of 10)	\$89	\$99
Goodie Bag Item	\$550	\$650

Consider one of three VIP level conference sponsorships for your company!

Platinum, Gold, and Silver sponsorships are available. These senior levels of sponsorship include significant brand exposure with your logo on the conference website, on conference email news to thousands of recipients, in conference print materials, and all that comes with session sponsorships (signage throughout the venue at the conference, logo on the movie screens and value message delivered before the Keynote by one of our Board members).

Contact us if your company is interested in exploring one of these VIP Sponsorships. sponsor@pahcom.com

30th Annual PAHCOM Conference
WYNDHAM GRAND CLEARWATER BEACH, FL OCTOBER 15-17, 2018

Sponsor the PAHCOM Scholarship Fund \$1000

Make a donation to the Scholarship Fund to be announced during the conference and in The PAHCOM Journal post conference. Attendees will be making donations throughout the conference event as well. Your donation of \$1000 will both show your support of continued education for medical office managers and encourage more attendees to contribute. Last year twelve medical office managers attended the conference with support from the scholarship fund.

Donations of \$1000 or more in advance of the conference will be announced during the conference by National Advisory Board members in the morning Keynote in front of all attendees.

A presentation slide will be shown on two giant movie screens with your logo and value messaging recognizing you as a scholarship fund sponsor.

The Scholarship Fund directly benefits Medical Managers in need. Every penny (100%) of donations go to member education with zero administrative costs paid by the fund. The PAHCOM National Office absorbs all administrative costs of the Scholarship Fund Program.



Sponsor the Scholarship Drawing Grand Prize

Throughout the conference a Scholarship Fund Drive is held and raffle tickets sold. On the final evening of the conference, a drawing is held for the winner. Each year the prize is the latest model iPad. The sponsor company is recognized by the Board before the Tuesday Keynote as well as during the Awards Ceremony on Wednesday evening.



Sponsor a Networking Break \$675

Non-Members add \$75

Your sponsorship of a Networking Break includes the following:

- **Goodie Bag Item** - A promotional item you provide will be included in the goodie bag given to each attendee
- **Logo Promotion** - Your logo and company name will be presented as the coffee break sponsor in the conference program, and on signage in the break area.



Networking Breaks held during Exhibitor hours are held in the exhibit hall and are not sponsored by one but rather all exhibitors. Two breaks are held after exhibitor hours and in the ballroom foyer. Those two breaks are open for sponsorship. Please make your selection.

- Wednesday afternoon Networking Break
- Thursday morning Networking Break

NOTE: There can only be one sponsor per break.

GOODIE BAG ITEM SPONSOR

Sponsor a Goodie Bag Item \$550

Non-Members add \$100

Every attendee will receive a bag upon check in at the event that includes their Conference Program, fliers, and other logo goodies. Make sure your value proposition is on board! Medical Managers need solutions and this is where the brand awareness begins.

Ship your items ahead of time and we'll include them in the bags. Goodie Bags are stuffed in advance at the PAHCOM National Office. Plan for 200 items (fliers, pens, buttons, etc.) to arrive in Lady Lake Florida in early September.

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WYNDHAM GRAND CLEARWATER BEACH, FL OCTOBER 15-17, 2018

Beverage Tickets Pack of Ten \$89

Non-Members add \$10

Draw more attendees to your booth with beverage tickets! For use at the Exhibitor Reception and/or the Awards Dinner. Tickets can be used at any PAHCOM cash bar for various beverages ranging from sodas to wine to cocktails. Each exhibit booth will receive five complimentary tickets but you'll run out fast so stock up now. Tickets purchased here will be included in your registration package at PAHCOM conference check-in.

Exhibitor Reception

On Tuesday evening the exhibit hall becomes THE place to be with heavy hors d' oeuvres, exhibitors in full swing, and a cash bar which accepts tickets. This event is open to all conference attendees. Exhibitors are highly encouraged to participate in the conference theme. This year's theme is "Leader of the Pack!"

Share your tickets with booth visitors the entire day long and throughout the reception as tickets can also be redeemed the following evening at the Awards Dinner.

Awards Dinner

On Wednesday evening conference attendees and paid guests will enjoy the Awards Dinner. This is a full service dinner, awards ceremony, and entertainment with a cash bar which accepts beverage tickets. Exhibit booths have closed by this time but exhibitors are welcome to purchase a guest ticket and attend if they choose. Beverage tickets distributed from your booth during exhibit hall hours are appreciated by attendees at this gala event!



Sponsor a Keynote Session \$5300

Non-Members add \$1200

Your sponsorship of a Keynote Session includes the following:

Logo Promotion - Your logo and company name will be presented as the keynote sponsor in the conference program, on the movie screens as attendees enter the session room, and on signage outside the session doors.

Introduction to Attendees - As part of the pre-session announcements, you will be introduced to the audience by a member of the National Advisory Board and asked to stand as the Board member shares a short description of your services.

Website Promotion - Acknowledgement on the PAHCOM homepage for two weeks prior to and two weeks following conference

Goodie Bag Item - A promotional item you provide will be included in the goodie bag given to each attendee

Conference Registrations - For two medical managers or administrators (to be used as "scholarships" or promotional prizes awarded to any healthcare manager/administrator of your choosing. (**NOTE: Registrations may not be used for Vendors/Exhibitors/Salespeople, etc. Registrants must be in healthcare management.)

Awards Dinner Tickets - For two of your staff as the conference registrations noted above already include awards banquet tickets. The Awards banquet is open to Attendees and Exhibitors and Sponsors and is the Wednesday evening semi-formal dinner/ceremony/dancing.

NOTE: There can only be one sponsor per session.



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Sponsor a General Session \$4700

Non-Members add \$1100

Your sponsorship of a General Session includes the following:

Logo Promotion - Your logo and company name will be presented as the session sponsor in the conference program, on the movie screens as attendees enter the session room, and on signage outside the session doors.

Introduction to Attendees - As part of the pre-session announcements, you will be introduced to the audience by a member of the National Advisory Board and asked to stand as the Board member shares a short description of your services.

Goodie Bag Item - A promotional item you provide will be included in the goodie bag given to each attendee

Conference Registration - For one medical manager or administrator (to be used as a "scholarship" or promotional prize awarded to any healthcare manager/administrator of your choosing. (**NOTE: Registration may not be used for Vendors/Exhibitors/Salespeople, etc. Registrants must be in medical office management.)

Website Promotion - Acknowledgement on the PAHCOM homepage for one week prior to and one week following conference.

Awards Dinner Ticket - For one of your staff as the conference registration noted above already includes an awards banquet ticket. The Awards banquet is open to Attendees and Exhibitors and Sponsors and is the Wednesday evening semi-formal dinner/ceremony/dancing.



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Sponsor a Breakout Session \$900

Non-Members add \$200

Your sponsorship of a Breakout Session includes the following:

Logo Promotion - Your logo and company name will be presented as the session sponsor in the conference program, on the movie screens as attendees enter the session room, and on signage outside the session doors.

Introduction to Attendees - As part of the pre-session announcements, you will be introduced to the audience by a member of the National Advisory Board and asked to stand as the Board member shares a short description of your services.

Goodie Bag Item - A promotional item you provide will be included in the goodie bag given to each attendee.

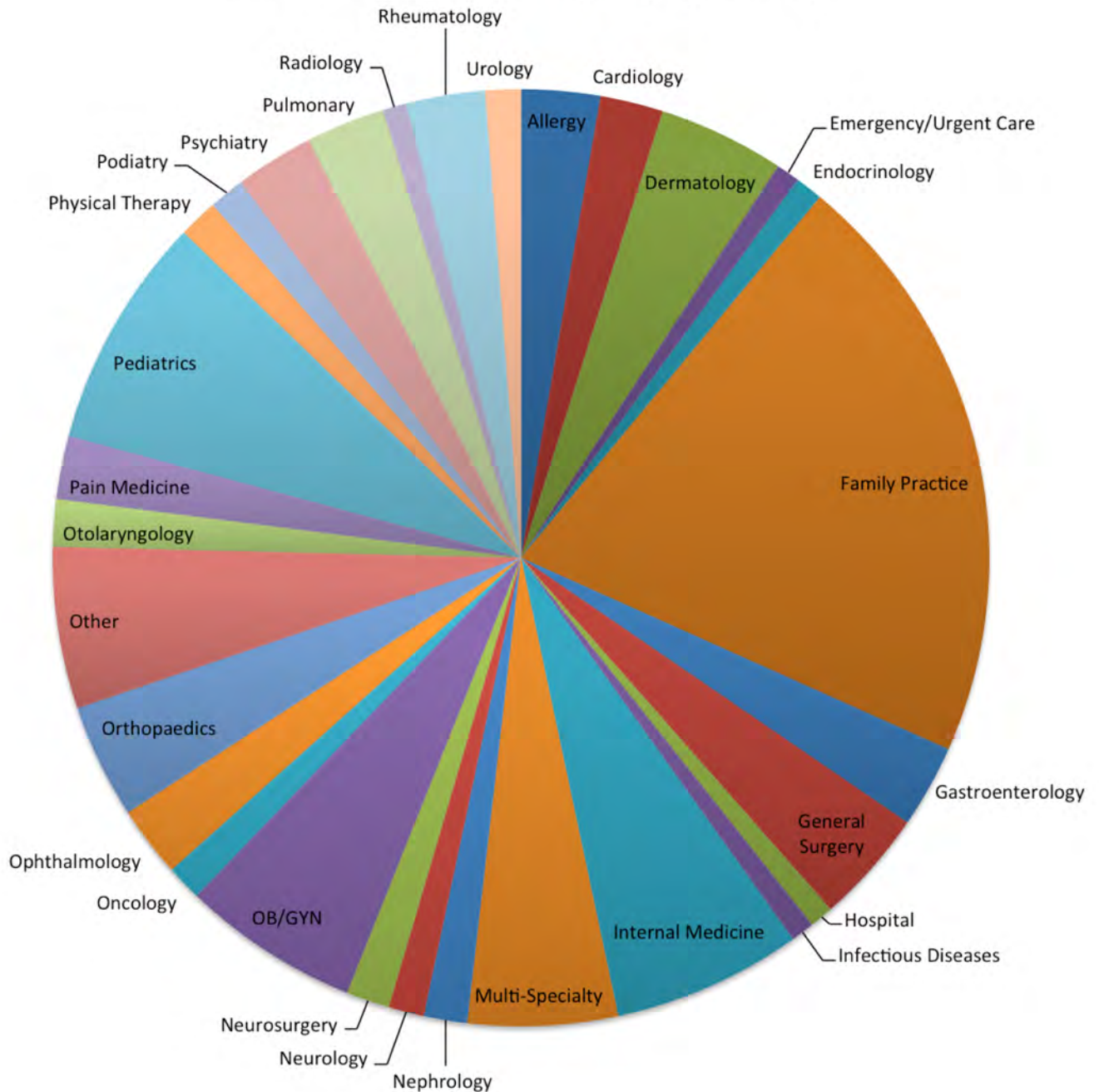
NOTE: There can only be one sponsor per session.



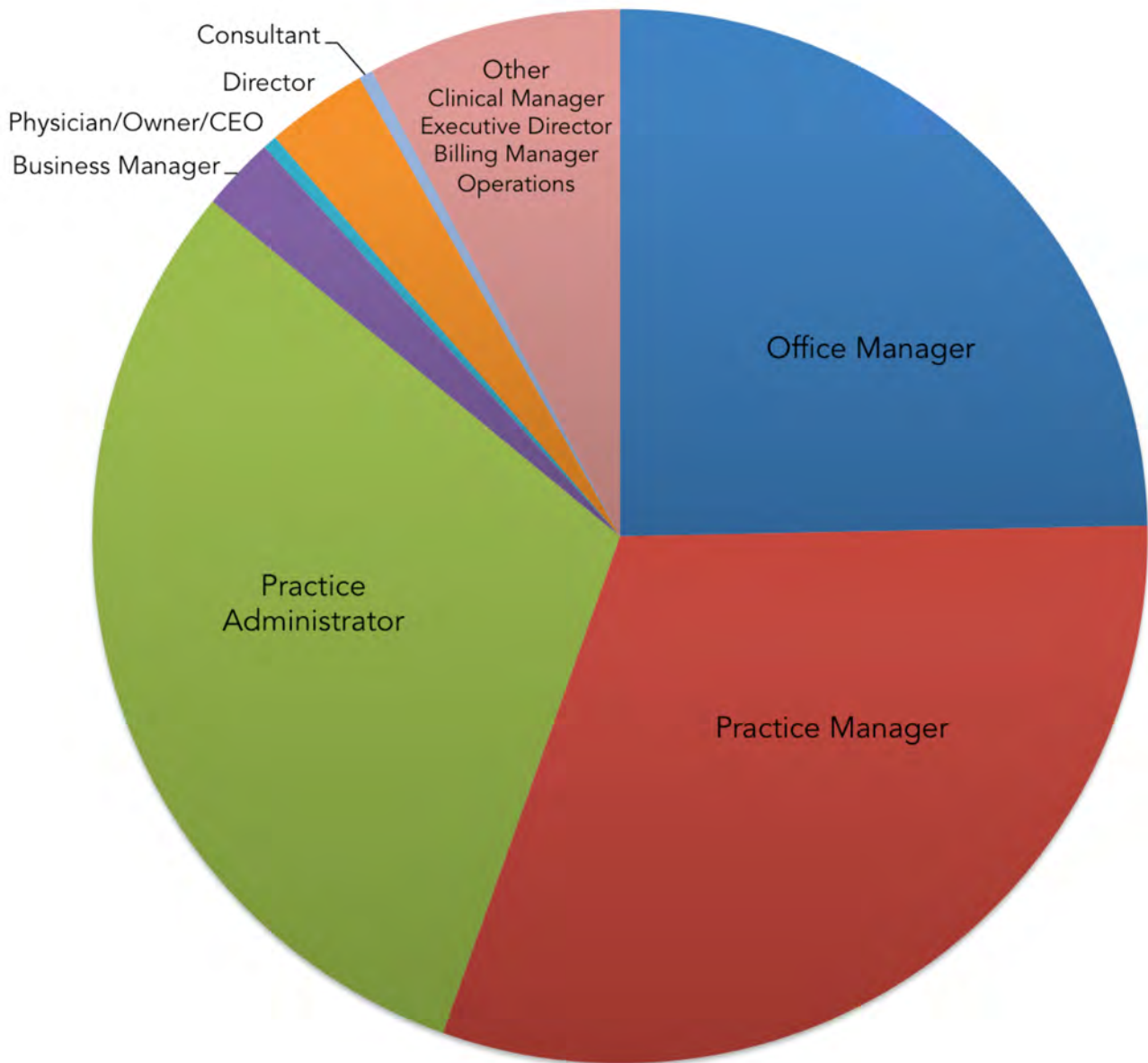
Breakout sessions are split between two sessions at the same time wherein one is in the larger room with more attendees and the other in a smaller room with fewer attendees. Breakout session sponsorships will be sold on a first come first served basis.

Contact sponsor@pahcom.com for current availability and options.

PAHCOM Membership by Specialty



PAHCOM Membership by Job Title



PAHCOM Membership by State

