

2023 MISSOURI MGMA ALLIANCE SPONSORSHIP PROGRAM



*Strengthen Your
Business Relationships*

Please accept our invitation to highlight your company and reach medical practice administrators and managers throughout Missouri. In this brochure we will share opportunities for your company to connect with professionals whose focus is in medical practice administration. These opportunities include becoming a Missouri MGMA Business Partner member, exhibiting at our Annual Conference, and sponsorships.

MO MGMA Membership

When you join Missouri MGMA as a Business Partner member you are aligning your company with our association and gain access and exposure to the Active members of MO MGMA. Our members are encouraged to take advantage of your industry knowledge and expertise. Membership includes executives and managers of private group practices, integrated delivery systems, and companies that support medical provider organizations. Business Partner members are listed in our member database, contribute educational content to our newsletters, webinars, and breakout sessions, and receive discounts on events. MO MGMA's membership includes:

- 626 Active members (practice administrators)
- 54 Business Partner members
- 28 Lifetime members

Alliance Sponsorship

Our Annual Conference is a great opportunity to promote your products/services and network with practice administrators. Our Alliance partners interact with attendees and are invited to attend all general sessions, meals, and social activities.

Reverse Trade Show

Exhibitors are given the opportunity to spend individualized, quality time with decision makers during the conference. Participants will have one hour to present the benefits of your products/services to practice executives. During the hour you will spend 10 minutes with 2 decision makers from 6 organizations.

Newsletter Sponsor

Six times a year over 800 professionals receive *Communiqué*, our industry news and information newsletter. We also use this publication to send to administrators across the state who are interested in membership.

Website Sponsor

Our website, mgma-mo.org, houses tools and information, association news, on-line membership application, event information, sponsor listings, Career Center and a Members Only area that includes a membership directory and a variety of other resources for our members and website visitors. Your logo appears on our home page and includes a link that will take visitors and members directly to your company website.



MISSOURI MGMA 2023 ANNUAL CONFERENCE

May 10-12, 2023 • Doubletree by Hilton Hotel St. Louis - Chesterfield

Education

The Missouri MGMA Annual Conference begins Wednesday, May 10th and concludes Friday, May 12th. Nationally-recognized speakers present general, specialty and breakout sessions designed to educate and respond to the ever changing healthcare management industry. Our program routinely receives accreditation from the ACMPE and AAPC.

Attendees

Practice administrators, C-suite executives, and medical group professionals from the Missouri area attend this annual educational and networking event.

Networking Opportunities

Pack your baseball jersey and meet us in the exhibit hall! Networking is ranked second behind education as the reason our attendees come back year after year. Through riveting sessions, an inviting exhibit hall, great meals and fun events our agenda is built with you in mind. With six hours of direct exhibitor contact, our goal is to provide you the opportunity to market your services and products to decision makers across the state.

Exhibit Hall

Fifty tabletop exhibits are available. Associate Alliance fee includes conference meals and attendance for two primary representatives. Additional company representatives may attend at an additional fee. Exhibit locations are assigned based on the level of sponsorship in the conference as well as the order applications are received with payment.

Location

Doubletree by Hilton Hotel St. Louis - Chesterfield
16625 Singly Ridge Road
Chesterfield, MO 63017

We have secured a room block at the discounted rate of \$159/night. Please make your reservation by April 12th to receive this special rate. To access the online reservations link, please visit our website at mgma-mo.org.

**Sign up today to become a sponsor
or exhibitor at mgma-mo.org.**

EXHIBITOR EVENTS*

Wednesday, May 10th

- 1:00 - 5:00pm Exhibit Setup
- 4:15 - 5:30pm Welcome & Opening General Session
- 5:30 - 6:30pm Opening Night Reception

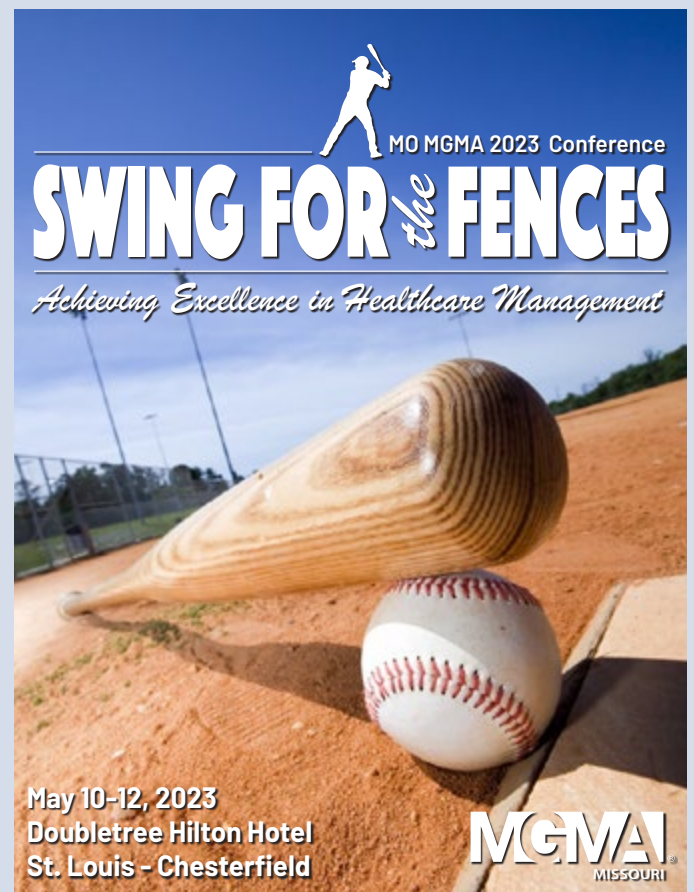
Thursday, May 11th

- 7:30 - 8:30am Breakfast with Exhibitors
- 10:45 - 11:30am Networking Break in Exhibit Hall
- 11:30 - 12:30pm Reverse Tradeshow (optional w/ fee)
- 12:30 - 1:30pm Lunch with Exhibitors
- 2:45 - 3:30pm Networking Break in Exhibit Hall
- 5:00 - 6:30pm Trivia Night with Exhibitors

Friday, May 12th

- 7:30 - 8:15am Breakfast with Exhibitors
- 9:00 - 9:30am Exhibitor Debrief Meeting
- 9:30 - 10:00am Networking Break in Exhibit Hall
- 10:30 - 12:00pm Exhibit Dismantle

*Events may change after final conference Agenda has been determined.



MISSOURI MGMA 2023 SPONSORSHIPS

ALLIANCE BENEFITS	ASSOCIATE	PARTNER	EXECUTIVE
	\$2,000	\$5,000	\$10,000
Annual conference exhibit space	Included	Included	Included
Contribute newsletter article(s)	1	2	4
Conference registrations for company reps	2	4	6
Annual conference opening night sponsor			Included
Video ad up to 30 seconds in length played on opening night. (Videos must be produced by company)		Included	Included
Reverse Trade Show participant		Included	Included
Opportunity to present educational webinar			Included
Membership List		Included	Included
Website Sponsor		Included	Included
Attendee T-shirt with company logo			Included
Logo on conference marketing materials		Included	Included
Mention on social media		Included	Included

ANNUAL CONFERENCE ACTIVITY SPONSORS

Annual Conference Activity Sponsorships allow your company to target your exposure to the conference attendees. Whether it's a networking event, education hour or meal, you'll find a wide variety of ways to give your company maximum exposure. **Activity Sponsorship does not include exhibit space.**

CONFERENCE ACTIVITY OR ITEM	AMOUNT
Conference Attendee Lanyard with company logo	\$2,000
Keynote Speaker Brian Parsley	\$2,000
Keynote Speaker Damon West	\$2,000
Keynote Speaker Susan Childs	\$2,000
Keynote Speaker Steve Cruze	\$2,000
Keynote Speaker Joe Quitoni	\$2,000
Opening Reception Bar	\$1,500
Trivia Night	\$1,000
WiFi Access	\$1,000
First Time Attendee Breakfast	\$750
Refreshment Break	\$750
Program Booklet	\$750
Education Sponsor	\$750

Questions? Email us at info@mgma-mo.org or call 205-616-5938

Newsletter Sponsorship

Missouri MGMA's *Communique* is published bi-monthly to our entire database and is used as a marketing tool to attract new members. Newsletters are archived on our website for a period of one year and newsletter sponsors are featured in our eNews emails.

PRICE PER ISSUE:*

Full Page	\$750
Half Page	\$400
Quarter Page	\$250

* A discount of 10% off total with placement of four or more sponsorships.

DATES OF PUBLICATION:

February 15, 2023	August 15, 2023
April 17, 2023	October 16, 2023
June 15, 2023	December 15, 2023

DEADLINE FOR PLACEMENT:

10 days before scheduled date of publication

ACCEPTABLE FORMATS:

.pdf, .jpg, .tif

SPONSORSHIPS:

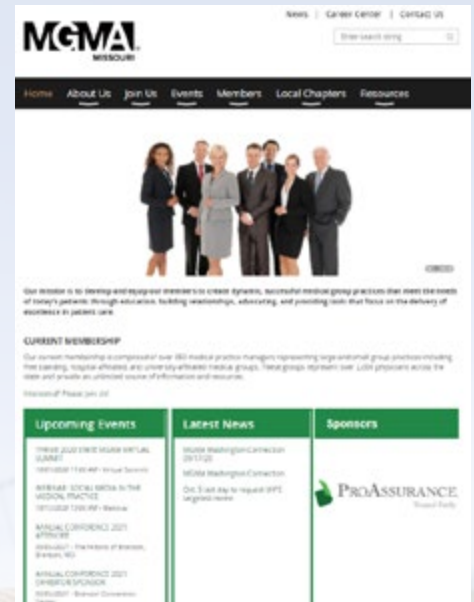
Full Page	8" w x 10.5" h
Half Page	8" w x 4.75" h
Quarter Page	4" w x 4.75" h



Website Sponsorship

The Missouri MGMA website is one of the key methods of sharing communications between the Missouri MGMA members. In addition to providing online membership applications and conference information, our website also contains sponsor information, industry news and updates, and a Members Only area that includes a membership directory and other resources. Missouri MGMA members are comprised of medical practice managers representing large and small group practices including free standing, hospital-affiliated, and university-affiliated medical groups. These groups represent over 2,000 physicians across the state and provide an unlimited source of information and resources.

Website Sponsorship is \$750 annually.



Don't miss an opportunity to increase your visibility within the Missouri healthcare community



What's included in your website sponsorship?

- Listing on the Sponsors area of our website
- Company logo & contact information (POC, email, & number)
- Full description of your offered services
- Link back to your company's website

Questions?

Email us at info@mgma-mo.org

or call 205-616-593

MISSOURI MGMA EXHIBITOR/ SPONSOR TERMS & CONDITIONS

Qualifications of an Exhibitor

Missouri MGMA conference management will, in its sole discretion, determine whether a prospective Exhibitor is eligible to participate in the MO MGMA Conference. Exhibitors shall be limited to those whose products or services are related to medical, professional, or practice interests. MO MGMA reserves the right to refuse to provide exhibit space to any exhibitor not compatible with the general character and objectives of the MO MGMA Conference, or if the MO MGMA Conference is full upon receipt of the application.

Compliance

- a. Smoking inside the MO MGMA Conference is prohibited
- b. Exhibitors may not serve alcohol inside the MO MGMA Conference.
- c. MO MGMA Conference management reserves the right to reject, remove or prohibit any exhibit/display in whole or in part, or any Exhibitor or its representatives if, in the opinion of MO MGMA Conference management, the exhibit or the activities of the Exhibitor or its representatives violates the contract, the Rules or Regulations, or are detrimental to the goals and purposes of the MO MGMA Conference.
- d. Prohibited or inappropriate conduct which results in the Exhibitor removal will also result in the forfeiture of all exhibit fees, or any other fees; the Exhibitor will remain liable for any damages due to its actions.
- e. Use of a booth space by two or more firms is not permitted. Subletting of space is not permitted.
- f. Any Exhibitor who is a "no show", meaning that the booth is not set up and staffed by the Conference opening time, without prior permission, will forfeit his/her booth space for the duration of the MO MGMA Conference. Non-attendance does not constitute cancellation on the Exhibitor's part, and no refunds or credits will be issued. MO MGMA Conference management will replace a "no show's" booth space as it determines is in the best interest of the MO MGMA Conference.
- g. "Suitcasing" is prohibited. Suit-casing is the act of soliciting business in the aisles during the exhibition or in other public spaces, including another company's booth or a hotel lobby.

Assignment of Exhibit Space

- a. Exhibitor may consider his/her space as reserved in the MO MGMA conference upon acceptance

of a completed application and full payment has been received. Conference Sponsors will receive premier booth placement in the exhibit hall. Other exhibitors will be assigned space based on the order in which the application and payment have been received.

- b. MO MGMA Conference management reserves the right to assign exhibit space, change the floor plan or move Exhibitor's exhibit space, without prior notice, if MO MGMA Conference management determines that it is in the best interest of the MO MGMA Conference.

Cancellation Policy

- a. A refund less a \$300 processing fee will be made to the Exhibitor if cancellation is received by April 8, 2023.
- b. No refunds will be issued after April 8, 2023.
- c. MO MGMA assumes no responsibility for having included the name of the cancelled Exhibitor in materials related to the MO MGMA Conference.

Promotional Errors

MO MGMA will not be liable for any errors or omissions in the MO MGMA Conference's attendee lists, websites, newsletter or any other promotional or on-site materials. MO MGMA assumes no responsibility for having included the name of a cancelled Exhibitor in material related to the MO MGMA Conference.

*****NO SUITCASING WILL BE ALLOWED AT ANY OF MO MGMA'S MEETINGS*****

Please note that while all meeting attendees are invited to the Exhibit Hall, any person(s) who have not paid for an Exhibit Space at the conference who is observed to be soliciting business in the aisles or other public spaces, in another company's booth, who is in violation of any portion of the Exhibit Policy, will be asked to leave immediately. Additional penalties may be applied. Conference Management recognizes that suit-casing may also take the form of commercial activity conducted from a hotel guest room or hospitality suite; a restaurant, club, or any other public place of assembly. For the purposes of this policy, suit-casing violations may occur at venues other than the exhibition floor and at other events. Conference Management must be informed of any hospitality suites, and expressed consent must be received prior to the event.



PO Box 381533
Birmingham, AL 35238

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REGISTER TODAY!