



# WAPA 2018 Fall Conference

October 25-27 | Suncadia Resort | Cle Elum, WA

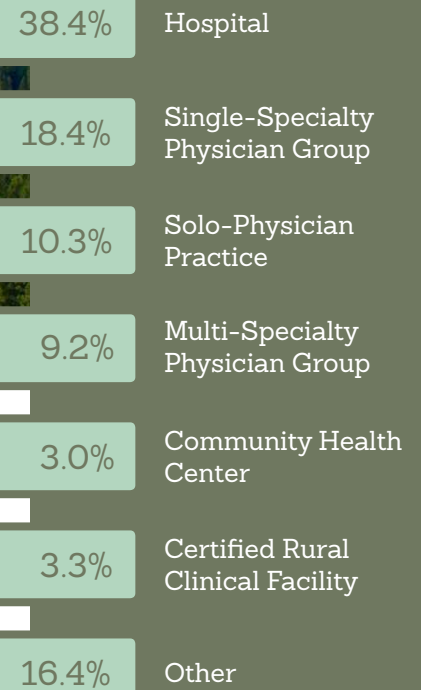
## Exhibitor Prospectus

Sponsorship and Advertising Opportunities  
Booth Space





## PA Work Environment<sup>†</sup>



## Where PAs Come for Opportunity

250 PAs from Washington and the surrounding region will be at the WAPA Fall Conference looking to be introduced to innovative products and new technologies — Will you be there too?

A Physician Assistant (PA) practices medicine under the direction of a physician. As members of healthcare teams, PAs:

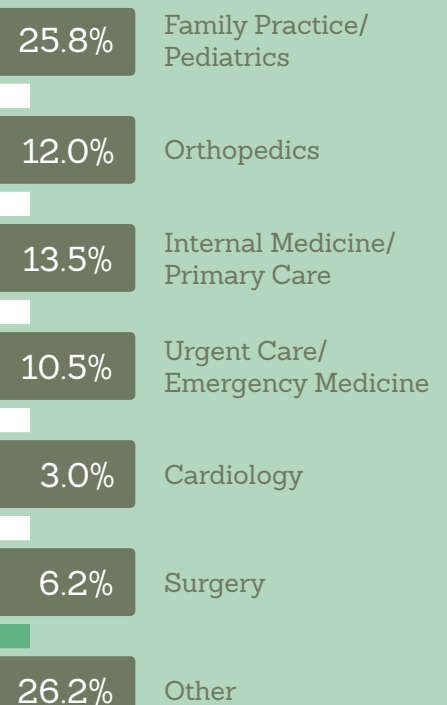
- take medical histories,
- diagnose and treat patients,
- consult and refer to specialists,
- prescribe medications,
- assist in surgery,
- counsel patients and
- perform minor procedures.

A PA exercises considerable autonomy in diagnosing and treating patients, but the supervising physician and state law determine the scope of a PA's practice. PAs practice in a wide variety of specialties and settings.

Today, PAs are one of the **fastest-growing** occupations on the front lines of healthcare.<sup>†</sup>

- Every year, a typical PA treats 3,500 patients<sup>†</sup>
- The profession has **grown 34%** since 2006<sup>†</sup> and is expected to continue growing
- Nearly one-third (32%) of PAs practice in primary care<sup>†</sup>, the largest segment of which is family medicine (23% of PAs overall)

## PA Practice Specialties\*



<sup>†</sup>Source: 2013 AAPA Annual Survey

\* Source: 2014 WAPA Spring Conference

Since being involved with the WAPA, I feel it has been beneficial for the children and families across the region. I have been able to connect with providers on a level that is truly amazing; **providing resources and tools to ensure seamless accessibility to care at Shriners Hospitals for Children. Thank you WAPA and your commitment to patients across the region.**

Trina Olson  
Shriners Hospitals for Children®  
—Spokane

PAs are a key target group for Boehringer Ingelheim. This is my fifth year as an exhibitor as the traffic to our booth is always great. I get to see students, recent grads, and PAs from all specialties.

Clarence Perry  
Boehringer Ingelheim



PAs work in Team  
Practice with  
Physicians.

Reach a PA and You  
Reach the Team.

# Sponsorship Opportunities: Add Visibility and Traffic to Your Booth

## Gold | \$4,500

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- 3 tables per day for 2 days
- Preferred exhibit space
- 4 lunch passes per day for representatives
- Copy of the conference e-syllabus
- Prominent citation on our e-syllabus and brochure
- Gold supporter acknowledgement from conference podium
- Gold ribbons for exhibit area personnel
- Gold supporter listing in the WAPA newsletter covering the conference

## Silver | \$2,500 – \$4,499

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- 2 tables per day for 2 days
- Preferred exhibit space
- 3 lunch passes per day for representatives
- Copy of the conference e-syllabus
- Prominent citation on our e-syllabus and brochure
- Silver supporter acknowledgement from conference podium
- Silver ribbons for exhibit area personnel
- Silver supporter listing in the WAPA newsletter covering the conference

## Bronze | \$1,500 – \$2,499

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- 1 table per day for 2 days
- 2 lunch passes per day for representatives
- Copy of the conference e-syllabus
- Bronze supporter citation on our e-syllabus and brochure
- Bronze supporter acknowledgement from conference podium
- Bronze ribbons for exhibit area personnel
- Bronze supporter listing in the WAPA newsletter covering the conference

## Exhibitor Space | \$900

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- 1 table per day
- 1 lunch pass per day for representatives
- Copy of the conference e-syllabus

# Practices and Regulations

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- WAPA 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.
- Exhibitors are responsible for shipping, storage, and installation of exhibit materials and all costs involved thereby.
- There is a \$100 service fee on all cancellations. No Refunds for cancellations received after October 1, 2018.
- WAPA and Suncadia Resort do not guarantee against theft, vandalism, or otherwise.
- It is expressly understood that exhibitors shall indemnify and hold harmless WAPA 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. It is expressly understood that WAPA 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 are 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 "WAPA" 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 or used by the conference management.

# Booth, Representative & Exhibitor Shipping Information

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## Booth Information and Exhibit Space

One booth includes a 6' skirted table. Additional electrical outlets must be requested through WAPA and put on your registration form. Please check with the WAPA registration desk when you arrive for the exhibit location. Tables will be assigned on a first-come, first serve basis unless you are a Gold, Silver, or Bronze sponsor and are entitled to preferred exhibit space. Please bring your own extension cords. Neither WAPA nor Suncadia Resort will accept responsibility for any items left in your exhibit area. You may wish to take anything of value with you.

## Exhibit Hours

During registration, and at all morning and afternoon breaks on October 25 and 26, 2018. See schedule for more information.

## Set Up

The exhibit area will be available beginning at 6:00 PM on Wednesday, October 24, 2018. After that, exhibitors can begin setting up at 6:00 AM each of the following days of the conference.

## Move Out

3:30 PM, Friday, October 26, 2018

## Shipping and Receiving

Arrangements for delivery of parcels should be made with Suncadia Resort. Packages for function may be delivered to the hotel up to two days prior to the event. (October 21, 2018). Parcels must be addressed to the guest responsible for claiming the parcel at the Hotel.

WAPA Conference  
October 25 – 27, 2018  
Company Name:  
Rep Name:  
Hold for arrival: *(insert your arrival date)*

Parcels should have the following on each item:  
List the number of packages total in your shipment  
(e.g., 1 of 3, 2 of 3, 3 of 3).

Suncadia Resort  
Attn: WAPA Conference  
3600 Suncadia Trail  
Cle Elum, WA 98922

# Reserve your space!



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Company Name

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Exhibitor Contact

Title

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Address

City/State/Zip

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Phone

Fax

Email Address

▶ Please provide email addresses of representatives who will be at the meeting (*for meeting information*).

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1st Representative

Email Address

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2nd Representative

Email Address

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3rd Representative

Email Address

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4th Representative

Email Address

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Product(s) to be displayed

## I WOULD LIKE TO BE ONE OF THE FOLLOWING SPONSORS:

**GOLD** over \$4,500

**SILVER:** \$2,500 – \$4,499

**BRONZE:** \$1,500 – \$2,499

We are interested in supporting one or more conference activities (Raffle Gifts, Speaker Luncheons, Coffee Breaks, or Social Events) through the donation of an unrestricted gift.

**\*\*OR\*\***

## **\*\*PLEASE RESERVE THE FOLLOWING EXHIBIT SPACE\*\***

Thursday/Friday • October 25 and 26, 2018: \$900

Electrical Outlets Required:  Yes  No How Many? \_\_\_\_\_ (*Bring your own extension cords*)

\* Non-profit and small business discount available. Please contact WAPA at: [lmk@wsma.org](mailto:lmk@wsma.org) or call (206) 956-3624

Enclosed is my check for payment

Please charge my American Express, VISA or Mastercard

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Name on Card

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Billing address & Zip Code

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Credit Card Number

Expiration Date

Security Code

Please Return Completed application, along with payment to: WAPA ■ 2001 Sixth Avenue, Suite 2700 ■ Seattle, WA 98121

FAX: (206) 441-5863 ■ EMAIL: [lmk@wsma.org](mailto:lmk@wsma.org) ■ QUESTIONS: (206) 956-3624 ■ TAX ID: 91-0953376

There is a \$100 service fee on all cancellations. No Refunds for cancellations received after October 2, 2018.



The Fall WAPA Conference was truly a pleasurable and effective event. The constant interaction with the Physician Assistants—the medical providers on the frontline of patient care—was informative, beneficial, and helped strengthen current relationships and created a plethora of new contacts. It was a true honor to be involved in such a well run organization and event!

CPT Michael Plotkowski, MPAS, PA-C  
US Army Healthcare Recruiting

For more information,  
please contact  
Linda Krause  
Association Executive  
206-956-3624  
[LMK@wsma.org](mailto:LMK@wsma.org)



Throughout the years, the efforts of many PAs have resulted in Washington State having one of the best Physician Assistant practice laws in the nation. Our aim is to increase the membership in our organization so that we continue to represent all PAs working in our state.

WAPA works to ensure the professional growth and recognition of PAs in the healthcare team and promote excellence of patient-centered care in Washington State.