

# A<sub>Ph</sub>A2020

Annual Meeting & Exposition  
Gaylord National Resort | March 20-23

## Presentation Theater Brochure and Contract

Gain direct access to pharmacists and pharmacy professionals at pharmacy's leading national meeting!

[WWW.APhAMEETING.ORG](http://WWW.APhAMEETING.ORG)



# Conduct a Presentation Theater at APhA2020

Find unparalleled access to pharmacists and pharmacy professionals at the American Pharmacists Association's 2020 Annual Meeting & Exposition. More than 6,000 pharmacists and pharmacy professionals from every practice setting gather for 4 days of professional education, career enhancement, and networking.

Take advantage of this opportunity to create and deliver a customized event to this key audience.

## Benefits of Conducting a Presentation Theater

- More than 6,000 pharmacy professionals; including community, hospital, and consultant pharmacists, pharmaceutical scientists, student pharmacists, pharmacy technicians, and others interested in advancing the profession attend the APhA Annual Meeting and Exposition.
- Increase your company or product visibility among practicing pharmacists at **the** key national pharmacy meeting.
- Receive an attendee list electronically after the conference, containing complete demographic information of all session attendees, including e-mail addresses.

## Presentation Theater Guidelines

- These sessions provide you an opportunity to present APhA2020 attendees information on your company, specific products, practice topics or therapeutic areas provided by company-designated presenters.
- The material presented in presentation theaters may be promotional and may concentrate on a specific product or drug. For this reason, these sessions are not approved for CPE credit.
- All presentation theater supporters are required to provide food and beverages for attendees.



## Supporting Organizations Are Responsible for:

- Establishing a direct-bill application with the meeting facility
- Assuming the cost for food, beverages of your choice, and any other meeting management-related expenses beyond basic audio visual
- Designing, printing, and distributing presentation theater invitations
- Providing on-site management of the presentation theater
- Creation, management, and delivery of the presentation theater program

Note: APhA does not guarantee attendance at the presentation theater and will not refund a supporter's fee on the basis of attendance.

## APhA2020 Presentation Theater Schedule

- Presentation theaters (except the Saturday evening presentation theater) are conducted in the Exhibit Hall.
- The proposed program length must not exceed the time frames listed below.
- APhA does not provide a speaker ready room for presentation theater speakers.
- Supporting organizations may request their preferred date and time from the following schedule. To avoid topic duplication in scheduling, APhA retains the right to make final scheduling decisions.

Saturday, March 21, 12:00 pm–1:00 pm\* or 1:30 pm–2:30 pm\* or 5:30 pm–7:00 pm\*\*

Sunday, March 22, 12:00 pm–1:00 pm\* or 1:30 pm–2:30 pm

\* Presentation theaters will run concurrently during these time slots.

\*\*Saturday night presentation theater will be set for 100

## Application Process

Program proposals should be submitted using the Presentation Theater Contract. Applications are processed on a first-come, first-served basis and presentation theater opportunities typically go quickly. Applicants will be notified in writing of acceptance of their presentation theater proposal with confirmation of assigned date, time slot, and location no later than December 6, 2019.

All submissions for presentation theaters are subject to review and approval by APhA. Each program will be evaluated on the following criteria:

- Relevance to the contemporary practice of pharmacy
- Timeliness of subject matter
- Extent to which the presentation theaters present a variety of topics. Programs that address the same therapeutic area will not be scheduled concurrently; however, they may be scheduled on different days or in different, same-day time slots.

## Presentation Theater Fees

### For exhibiting companies:

- \$27,500 for theaters at 12:00 pm or 1:30 pm on Saturday and Sunday.
- \$30,000 for the theater on Saturday at 5:30 pm.

### For non-exhibiting companies:

- \$40,000 for all theater time slots on Saturday and Sunday.

### The presentation theater fee includes–

- One meeting room in the APhA exhibit hall with schoolroom-style seating for 100
- Saturday evening presentation theater will be in the Gaylord National Resort (APhA HQ Hotel) with seating for 100
- Presentation theater announcement on the APhA2020 Web site that includes date, time, theater title, and brief description
- Complimentary APhA-developed presentation theater door drop delivered to attendees at APhA2020 hotels

## Promotion

All promotional materials must receive APhA approval prior to distribution or posting. Please allow 5 business days for this process, and factor this requirement into your production timeline.

Affiliation with APhA2020 must be indicated on all promotional materials by the following statement: "A presentation theater held in conjunction with APhA2020."

**Cancellation Policy:** Notice of cancellation must be received in writing, and terms are as follows: refund of all fees paid, less \$500 processing fee, for cancellations received by October 31, 2019; 50% of fees paid, less \$500 processing fee, for cancellations received between November 1, 2019 and November 29, 2019. No refunds will be made for cancellations received on or after November 30, 2019.

Note: APhA does not guarantee attendance at the presentation theater and will not refund a supporter's fee on the basis of attendance.



# PRESENTATION THEATER CONTRACT

**APhA2020 • March 20–23, 2020 • National Harbor, Maryland**

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Contact name and title

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Organization

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Address

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City

State

Zip

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Phone

Fax

E-mail

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Supporting company (required)

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Title/Program description

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### Preferred date and time for Presentation Theater

Please rank your preferred date and time  
("1" being your first choice)

\_\_\_\_\_ Saturday, March 21, 12:00 pm–1:00 pm\*

\_\_\_\_\_ Saturday, March 21, 1:30 pm–2:30 pm\*

\_\_\_\_\_ Saturday, March 21, 5:30 pm–7:00 pm

\_\_\_\_\_ Sunday, March 22, 12:00 pm–1:00 pm\*

\_\_\_\_\_ Sunday, March 22, 1:30 pm–2:30 pm\*

### Supporting organizations are responsible for:

- Assuming the cost for food and beverage for 100 people.
- Establishing direct billing with the meeting facility for expenses.
- Providing on-site management and the presentation theater, speaker and optional handouts.
- Any other meeting management related expenses

*\*Presentation theaters will run concurrently during these times slots.*

*Cost: \$27,500 per one-hour presentation theater*

My signature below verifies that I have read and understand the conditions of this contract as well the terms and conditions contained on the reverse side of this contract. By signing below I am indicating my company's agreement to be bound by support fees and all such terms and conditions. I further understand the APhA2020 Presentation Theater payment and cancellation policy.

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Signature

Date

Send completed application to:  
John Russell, American Pharmacists Association  
2215 Constitution Avenue, NW, Washington, DC 20037  
Phone: 202-429-7570  
E-mail: jrussell@aphanet.org

## APhA2020 PRESENTATION THEATER CONTRACT TERMS AND CONDITIONS

This Contract, contains the entire agreement between the supporting company ("supporter") and the American Pharmacists Association ("APhA"). "APhA2020" or the "show", to be held March 20-23, 2020 at the Gaylord National Resort & Convention Center, is produced and managed by APhA.

### **1. Eligible Presentation Theater Supporters:**

APhA reserves the right to determine eligibility of any company to participate as a presentation theater supporter. APhA can refuse or terminate this contract if already executed, to any company whose topic is not, in APhA's sole judgment, compatible with and complementary to the show and the industry which APhA2020 serves. In the event of such termination, APhA shall refund, in full, all payments; including deposits, which it may have received from the supporter.

### **2. Presentation Theater Time Assignments:**

Time assignments will be made based upon the date the Contract is received, as well as the proposed topic. Furthermore, in the judgment of APhA, if it becomes necessary to change the original time, then APhA may do so by notification to the supporter's authorized representative.

**3. Presentation Theater Fees:** The APhA2020 presentation theater cost is outlined on the front of this Contract.

**4. Payment:** The appropriate fee must accompany this Contract. No presentation theater will be held unless full payment is received prior to the start of APhA2020.

**5. Cancellations:** Supporter has the right to cancel their theater at any time by written notice to APhA. Refunds will be issued based on the total amount due and the date the notice of cancellation is received. A \$500 non-refundable fee will be withheld from the amount refunded to cover administrative costs. Under all circumstances, APhA retains the right to resell any theater cancelled by the supporter.

### **Refunds will be based on the following schedule:**

Notice of cancellation received:

**By October 31** — Refund of all fees minus \$500 processing fee.

**November 1 through November 29** — 50% refund of total theater fees minus \$500 processing fee.

**November 30** — No refunds will be issued for cancellations received on or after this date.

**6. Use of Presentation Theater:** In keeping with the educational purpose of APhA2020, sales are prohibited in theaters. No subletting or sharing of theater space is permitted. All theater activities must be confined to the limits of rented presentation theater space and must not impede traffic or interfere with the activity of other participants.

### **7. Americans with Disabilities Act (ADA):**

Supporter shall have sole responsibility for ensuring that its theater is in full compliance with the Americans with Disabilities Act and any regulations under that Act. Supporter will ensure the accessibility of theater space and agrees to hold harmless and indemnify APhA, and its officers, directors, trustees, employees, and agents against any claims, damages, loss or exposure, including attorneys' fees and costs, arising out of or related to any alleged ADA violation. shall be responsible for all accessibility requirements and labor accommodation requirements under the ADA relating to the exhibit hall and attendee facilities.

### **8. Waiver and Indemnification:**

(A) Supporter agrees to make no claim of any nature whatsoever against APhA, or its officers, directors, trustees, employees, and agents, except as specifically provided for herein. This waiver shall include, without limitations: (i) loss, damage or injury to any property of the supporter by fire, theft, destruction, vandalism or any other cause, except for such loss or damage directly attributable to the gross negligence of APhA or its officers, directors, trustees, employees, and agents; (ii) any injury to the supporter, its agents or employees by any cause, except for such injury directly attributable to the gross negligence of APhA or its officers, directors, trustees, employees, and agents; (iii) loss, damage or injury to the supporter's business by reason of space location or the failure to provide space for the show, or by any failure to hold the show as scheduled; (iv) loss, damage or injury to the supporter's business caused by fire, electrical service interruption, or any other interruption occurrence; and (v) all consequential commercial damages arising out of any aspect of this agreement. (B) Supporter shall indemnify and hold APhA and its officers, directors, trustees, employees, and agents harmless from and against any and all claims, penalties, damages, losses, costs, charges and expenses whatsoever, including attorneys' fees and costs, arising out of the supporter's participation in the show, including, without limitation, the following: (i) damage or injury to any person, persons or property arising from or by reason of the occupation and use of the presentation theater space; (ii) acts done or caused to be done by the supporter or its officers, directors, agents, employees, guests or invitees; (iii) any breach by the supporter of its obligations hereunder; (iv) any loss, damage or destruction to property of the presentation theater facilities caused by the supporter, or its officers, directors, agents, employees, guests or invitees; and (v) any loss, theft, misappropriation or

otherwise, or damage or destruction of any property of the product theater or property of its guests or invitees brought into the presentation theater space of the presentation theater facilities; except where such claims are directly attributable to the gross negligence of APhA or its officers, directors, trustees, employees, and agents and specifically provided for herein in Paragraph 11(A)(i) or Paragraph 11(A)(ii). (C) Supporter hereby agrees to waive the right to subrogation by its insurance carriers to recover losses sustained under its insurance contract for real and personal property, when permitted by its contracts with its carriers. (D) In no event shall APhA be liable for indirect or consequential damages and any damages assessed against APhA shall be capped, to the extent permitted by law, to the amount of rental fee paid by the supporter hereunder to APhA.

### **9. Supporter Insurance:**

The supporter shall, at its sole cost and expense, procure and maintain through the term of this contract, comprehensive general liability insurance to insure against the risks covered under this Agreement and against claims for bodily injury or death and property damage occurring in or upon or resulting from the show and the theater space. Such insurance shall include contractual liability and product liability coverage, with combined single limits of liability of not less than \$1,000,000. Such insurance shall name APhA as an additional insured, and supporter shall upon request provide APhA with a certificate so indicating. Workers Compensation and any other insurance or required licenses shall be in full compliance with all federal and state laws, covering all of supporter's employees engaged in the performance of any work for the supporter. All property of the supporter is understood to remain under its custody and control in transit to and from and within the confines of the presentation theater area.

### **10. Show Attendees and Supporter Staff:**

Admission to the exposition will be available only to registered attendees and supporter staff of at least 18 years of age. Proof of age may be required to obtain entrance into the exposition. APhA makes reasonable attempts to attract quality attendees to the exposition, but does not guarantee specific volumes of traffic or levels of qualification. Traffic at any given theater is a function of that particular theater and not the responsibility of APhA.

### **11. Security:**

Supporter is responsible for the security of their materials and content. Security personnel contracted directly by APhA through are intended primarily for crowd control and credentials verification. Supporter is encouraged to budget and make security arrangements for sensitive or valuable items. APhA is not responsible for the security of supporter's property. Protection, both security and insurance coverage, of supporter's property is the sole responsibility of the supporter.

**12. Failure to Hold Show:** Should fire, hurricane, earthquake, flood, strikes, civil disturbance, Acts of God, political or social boycott, or any other circumstances beyond the control of make it impossible or impractical or materially impact on the ability to hold the show at the scheduled time, APhA reserves the right to cancel or terminate the show, in whole or in part, for any such force majeure situation. In such event, APhA may retain only such part of the supporter's theater fee as shall be required to compensate it for reasonable expenses incurred up to the time of such cancellation. All remaining presentation theater fees shall be refunded. In no event shall APhA be liable for any direct, indirect or consequential damages resulting in the failure to hold the show.

### **13. Amendment of Rules:**

APhA reserves the right to make changes, amendments and additions to these terms and conditions at any time, and all changes, amendments and additions so made shall be binding on the supporter with the provision that all supporters will be advised of any such changes. Any matters not specifically covered herein are subject to decision by APhA.