

LeadingAge™
Kansas

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LIFE ON
Purpose

2018

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EXHIBITOR *Prospectus*





2018 SPRING CONVENTION & EXPO

WHEN: Tuesday, April 24th

WHERE: Convention Hall at Century II Convention Center,
Wichita, KS

WHY ATTEND: This is LeadingAge Kansas' largest event. At this meeting, not only will you have access to the primary decision makers of our member organizations, but influencers including: Chief Financial Officers, Board Members, Nursing Directors, Purchasing Managers, etc. Don't underestimate the voice and purchasing power of these individuals!

COST: \$750/single booth space

NUMBER OF VENDORS: 90-100

EVENT DETAILS

- An 8' by 10' exhibit space including pipe and drape
- Printed company name on sign
- 2 Chairs and 1 wastebasket
- Vendor packet including: name badges, participant list, conference program/agenda
- Morning refreshments and lunch for three exhibit reps
- Admittance to any session on same day as trade show
- It is your responsibility to arrange for the shipping of your display to and from the event venue. LeadingAge Kansas does not handle these arrangements, and there will not be a shipping center on site once you arrive. It is recommended exhibitors ship their materials through the decorating company (Henry Helgerson Company). Henry Helgerson Company is located at 2601 North Athenian Ave, Wichita, KS 67203. More information will be provided to you regarding shipping once your exhibitor contract is processed.

2018 POLICY & LEADERSHIP CONFERENCE

WHEN: Thursday, October 4th

WHERE: Manhattan, KS

WHY ATTEND: This meeting is largely comprised of decision makers in an intimate setting. You will spend less time having to qualify members and more time discussing your products/ services with the people who can actually make the purchasing decisions. Spaces for vendors are limited so you will have less competition from similar type companies at this event.

COST: \$700/single booth space

NUMBER OF VENDORS: 30-40

THIS EVENT GENERALLY SELLS OUT, SO REGISTER EARLY.

EVENT DETAILS

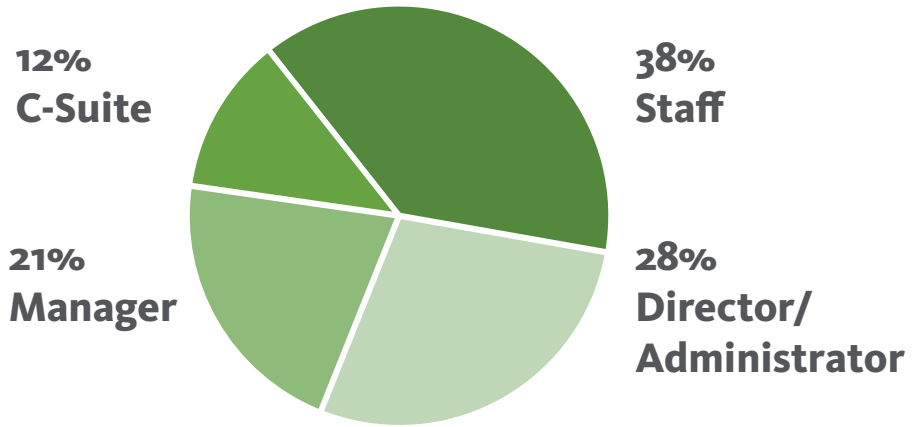
- A 6' draped table
- 2 chairs and 1 wastebasket
- Vendor packet including: name badges, participant list, conference agenda
- Business meeting lunch for 3 vendor reps
- Admittance to any session on same day as vendor show
- It is your responsibility to arrange for the shipping of your display to and from the event venue. LeadingAge Kansas does not handle these arrangements, and there will not be a shipping center on site once you arrive.

EXHIBITOR ADVANTAGES

- Showcase your products and services to a captive audience of over 300 residential and community based senior service organizations
- Network with senior care industry leaders and frontline staff
- Develop new leads and strengthen existing business relationships
- Create brand awareness and highlight your organization's products and services
- Increase your visibility within the membership and differentiate yourself from the competition
- Position your organization as a leader and an expert in the field of aging
- Overcome objections face-to-face and accelerate the buying process
- Learn from nationally recognized presenters while having FUN

2017 CONFERENCES - WHO ATTENDED?

CAREER LEVEL OF ATTENDEES



PROVIDER TYPE

- Corporate Chain Member **20%**
- CCRC **79%**
- Skilled Nursing Facility **84%**
- Assisted Living **56%**
- Independent Living **62%**
- Home Health **35%**

COMMUNITY LOCATION

- 35% SC Kansas
- 28% NE Kansas
- 18% SW Kansas
- 15% NW Kansas
- 4% SE Kansas



Thank you **TO OUR 2017 EXHIBITORS**

- 360 Care
- Alliance Monitoring Technologies, L.L.C.
- Allied Health Career Training, LLC
- Alloy Architecture
- Alzheimer's Association, Central and Western Kansas Chapter
- American Medical Technologies
- AmeriHealth Caritas
- Alixa Rx
- Apollo Corporation
- AuBurn Pharmacy
- Ben E. Keith
- BioTech X-Ray Inc
- BKD, LLP
- Bland & Associates
- BlueStrata EHR
- Breathe Oxygen and Medical Supply
- C&C Group
- Central National Bank
- CliftonLarsonAllen LLP
- Clock Medical Supply, Inc.
- Concordance Healthcare Solutions
- Conrade Insurance Group, Inc.
- Davey Coach Sales
- EVCO Wholesale Food Corp.
- Financial Management, Inc.
- FreeState Healthcare
- Fuqua Construction, Inc.
- Genesis Rehab Services
- GERTI
- GLMV Architecture, Inc.
- Good Energy Solutions, Inc
- HealthDirect Pharmacy Services
- High Plains Senior Marketing
- INAalert
- Infinity Rehab
- KaMMCO
- Kansas Mobile Solutions
- Key Rehabilitation, Inc.
- KSU Center on Aging - PEAK 2.0
- McKesson Medical Surgical
- MMIC Group
- Morrison Community Living
- Omnicare
- Networks Plus
- New Paradigm Solutions, Inc.
- Penner Patient Care, Inc.
- PharMerica
- Preferred Podiatry Group, PC
- Preston Pharmacy
- Prospera NPWT
- PS Lifestyle, LLC
- Rehab Solutions
- RehabCare
- Rich & Cartmill
- Select Rehabilitation
- Senior Care Pharmacy
- Senior Dent
- Senior Dental Care
- Senior Rx Care Pharmacy
- Senior TV
- Simpson Construction Services, Inc.
- Sims Insurance Services, Inc.
- Sterling Dental of North America
- Summit Care, Inc.
- Sunflower Health Plan
- Thomas McGee, L.C.
- United Healthcare Community & State
- Value First
- WestRock Solutions, LLC
- WS Communications

Learn more about them: <http://leadingagekansas.org/associate-member-virtual-tradeshaw>

Want to be more visible?

Become a Premiere Partner or Sponsor an event. Contact Lisa Stuever for more details.

*Please complete the following as you would like it to appear in our directory and on our website.

Company Name _____

Contact person's name/title _____

Address _____ City/State _____

Zip _____

Phone _____ Alt Phone (optional) _____

Email/contact person _____

Website _____

Tradeshow manager _____ Email _____

(Name and email address of anyone else who needs to receive exhibit arrangement information)

Name _____ Email _____

Name _____ Email _____

Please choose from the following options that best meets your company's goals/objectives:

MENU OF OPTIONS	COST	
Spring Convention Single Booth Space (1) 8x10	\$750.00	
Spring Convention Double Booth Space (2) 8x10's (A \$200.00 savings!)	\$1,300.00	
Policy & Leadership Conference Single Booth Space (1) 8x10	\$700.00	
Policy & Leadership Conference Double Booth Space (2) 8x10's (A \$200.00 savings!)	\$1,200.00	
Spring and Policy & Leadership Conference Single Booth Space (1) 8x10 (A \$200.00 savings!)	\$1,250.00	
Spring and Policy & Leadership Conference Double Booth Space (2) 8x10's (A \$200.00 savings!)	\$2,300.00	
LeadingAge Kansas Associate Membership	\$600.00	\$600.00
*TOTAL:		\$ _____

Enclosed is my check for \$_____ Check # _____

*Please note: All Exhibitors are required to become Associate Members of LeadingAge Kansas.

Be sure to include the membership fee in addition to any exhibitor opportunities your company wishes to participate in.

Office Use Only

Packet Thank You Database Excel

SEE REVERSE SIDE TO COMPLETE CONTRACT

Please provide a brief description of your company and its products and services to be used for our website and the exhibitor program at the Spring Convention (attach a separate sheet if needed):

If your company is attending the Spring Expo, please print the names of up to three vendor representatives who will be in attendance for name badges:

1) _____ 2) _____ 3) _____

If your company is attending the Policy & Leadership Conference, please print the names of up to three vendor representatives who will be in attendance for name badges:

1) _____ 2) _____ 3) _____

Please list the name of any of your competitors or companies you wish to not be placed by the day of the trade show and we will accommodate you to the best of our ability:

1) _____ 2) _____ 3) _____

PAYMENT INFORMATION

Check your desired method of payment: Visa MC Discover Check

Credit Card No. _____ Exp. Date: _____ CVV: _____

Cardholder's Name _____ Signature _____

Please note: Your Associate Membership/Exhibitor Contract will not be processed until payment is received in full.

If paying by check, please mail in contract with payment to:

LeadingAge Kansas
Attn: Lisa Stuever
217 SE 8th Ave.
Topeka, KS 66603-3906

If paying by credit card, please fax or email contract with payment information to:

Attn: Lisa Stuever
Fax: (785) 233-9471
lisa@leadingagekansas.org

To register online, please visit LeadingAgeKansas.org and click on Exhibit under Quick Links on the right side of home page.



HOW ARE BOOTH SPACES DETERMINED?

The majority of booth and table spaces are determined on a first come, first serve basis. It's important to sign up early! We try to the best of our ability not to place you next to a competitor, though we cannot make any guarantees. Ultimately, LeadingAge Kansas has the discretion to place companies in the places we deem to be most appropriate. Priority spacing is granted to sponsors and Value First exhibitors. Booth assignment numbers will be provided to you at least two weeks prior to the events.

CANCELLATION POLICY

- If you have purchased a booth space for the **Spring Convention** (April 24th), **April 10th** is the last day to cancel.
- If you have purchased a booth space for the **Policy Conference** (October 4th), **September 23rd** is the last day to cancel.
- All cancellations will receive a 50% administrative fee. There will be no refunds granted for cancellations past the deadlines.

DISCLAIMERS

Each exhibitor assumes entire responsibility and liability for losses, damages and claims arising out of the exhibitor's activities at the conference site and/or hotel premises and will indemnify, defend, or hold harmless, LeadingAge Kansas, the Hotel, Convention Center, decorating company, their owners and management companies as well as their representative agents and employees from any and all such losses, damages and claims. LeadingAge Kansas, the Convention Center and/ or Hotel and decorating company will not be responsible or liable for any loss, damage or claims arising out of an exhibitor's activities on the Hotel/Convention Center premises, except for any claims, loss or damages resulting directly from its negligence.



NO SOLICITING EXCEPT REGISTERED EXHIBITORS

Conference participants agree to refrain from marketing products or services during the course of the conference. Registered exhibitors are the exceptions. Violators of this policy will be invoiced the full Associate Member/Exhibitor amount.

ASSOCIATE MEMBERSHIP BENEFITS

- Electronic subscription to our Aging Update Newsletter (distributed to over 2,000 aging services employees across the state of Kansas.)
- Member pricing to all education offerings
- Access to the "members only" portion of our website
- Presentation opportunities (Associate Members and Kansas sponsors are given preference)
- Exhibitor/Sponsorship opportunities
- Advertisement opportunities



217 SE 8th Ave.

Topeka, KS 66603

Phone: 785.233.7443

lisa@leadingagekansas.org

www.leadingagekansas.org



ABOUT US

LeadingAge Kansas is the association of not-for-profit retirement communities, senior housing, nursing homes, hospital based long-term care units, PACE programs, assisted living providers, and community-based service providers throughout the state. Our association is comprised of approximately 160 members across the state of Kansas who serve over 25,000 seniors each day. For more detailed information about our association, please visit our website at WWW.LEADINGAGEKANSAS.ORG.

PROGRAM CONTACT

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