

Vendor Displays

Celebrating FADONA's 30th Anniversary

Sailing to Your True Leadership Potential

Oct. 27-30, 2017

Join us for an exclusive three-night Leadership Workshop and Cruise with Bahamas itinerary sailing from Port Canaveral, FL.



<u>DAY</u>	<u>DATE</u>	<u>CITY/PORT</u>	<u>EVENT</u>	<u>SCHEDULE</u>	<u>LOCATION</u>
Friday	Oct. 27	Port Canaveral	Depart	4 p.m.	
Friday	Oct. 27	Port Canaveral	On board Registration	4-6 p.m.	Conference Center*
Friday	Oct. 27	At sea	<i>Your Attitude Determines Your Success</i>	6-7:30 p.m.	Explorer*
Friday	Oct. 27	At sea	Dinner together – Late seating	8:30 p.m.	Ship's Dining Room
Saturday	Oct. 28	At sea	<i>Mastering Your Stress for Better Success</i>	9-10:30 a.m.	Explorer*
Saturday	Oct. 28	Nassau	Vendor Exhibits	10:30 a.m.-11:30 a.m.	Voyager*
Saturday	Oct. 28	Nassau	At port	12 p.m.-11:59 p.m.	
Saturday	Oct. 28	At sea	Dinner together – Late seating	8:30 p.m.	Ship's Dining Room
Sunday	Oct. 29	At sea	<i>Teamwork Makes the Dream Work</i>	9-10:30 a.m.	Explorer*
Sunday	Oct. 29	Cococay	At port	8 a.m.- 5 p.m.	
Sunday	Oct. 29	Cococay	Vendor Exhibits	5-6 p.m.	Voyager*
Sunday	Oct. 29	At sea	<i>Managing Healthier Work & Personal Relationships</i>	6-7:30 p.m.	Explorer*
Sunday	Oct. 29	At sea	Dinner together – Late seating	8:30 p.m.	Ship's Dining Room
Monday	Oct. 30	Port Canaveral	Arrival	7 a.m.	

*Conference Center - Deck 7, midship

Vendor Display Opportunities

Numerous unique opportunities are available for vendors to leverage their participation. Become an official sponsor of FADONA's *Sailing to Your True Leadership Potential* workshop aboard the *Majesty of the Seas*, Oct. 27-30, 2017.

VENDOR DISPLAY FEES: Each six-foot tabletop display costs \$450.

FEATURES & BENEFITS:

- ◆ Dedicated display room right next to the workshop meeting room in the Conference Center.
- ◆ Set up display materials once in our dedicated display room in the ship's Conference Center on Deck 7 and leave them for the entire cruise.
- ◆ Display fee includes optional attendance at the Leadership Workshop, where you may earn CEs/CEUs for Florida-licensed nurses and nursing home administrators.
- ◆ You are invited to introduce yourself and provide a three-minute presentation to attendees about your company and its goods and services.
- ◆ This is the ultimate networking event! Sign up today!
- ◆ Very exclusive event with a maximum of 20 display tables.

Book Your Cruise:
Call FADONA at
(561) 683-0037

SCHEDULED TIMES FOR TABLETOP DISPLAYS (subject to change without notice):

- ✓ **Setup** 4 p.m. **Friday, Oct. 27, 2017**
- ✓ **Display** 10:30 a.m.-11:30 p.m. **Saturday, Oct. 28, 2017** (Arrive 30 minutes before and after an educational session.)
- ✓ **Display** 5-6 p.m. **Sunday, Oct. 29, 2017**
- ✓ **Optional** Arrive 30 minutes before each workshop session to mingle with attendees.
- ✓ **Dismantle** 8 p.m. **Sunday, Oct. 29, 2017**

FADONA's Vendor Display Application & Agreement

Sailing to Your True Leadership Potential: Oct. 27-30, 2017

Exhibiting Firm _____

(Please print or type on this form. Provide name of the firm as you wish it to appear in convention material and on booth sign.)

Name of Company Contact _____ Title _____

Address _____

City/State/Zip _____

Telephone _____ Fax _____ Email _____

1. Type of goods or services that you will exhibit at your booth: _____

2. I, the undersigned, agree to rent _____ six-foot tabletop display(s) during FADONA's ***Sailing to Your True Leadership Potential*** workshop, **Oct. 27-30, 2017**. Alliance Council members are entitled to a **\$75** discount per display.

3. No refunds will be made after **Oct. 6, 2017**, and a **\$100** administrative fee will be deducted for written cancellations received prior to **Oct. 6, 2017**. After that date, entire fee will be forfeited.

4. I further understand and agree that all costs and responsibilities of exhibiting will be the responsibility of the applicant.

5. I have read the enclosed rules, regulations, and agreements, and fully understand, agree to, and will comply with all stated rules, regulations, releases, and/or agreements.

6. **(Optional)** I agree to donate _____ to be given away as a door prize. I understand that our company name will be included in workshop materials as the donor of this door prize(s).

7. **Name Badges:** Print names of representatives needing badges (**limit two per booth—\$50 for each extra rep.**):

a. _____ b. _____

c. _____ d. _____

All Trade Show name badge requests must be received prior to Sept. 29, 2017.

Get Involved! Join the Alliance Council and network with LTC directors of nursing, ADONs, and other nurse administrators. Distinguish your company from the competition with marketing tools that identify you as a member in good standing of the Alliance Council.

8. **Yes!** Annual **Alliance Council** dues in the amount of **\$250** are enclosed.

9. **Yes!** We want to be a _____ **Level Sponsor** (see Sponsorships & Display Fees box below).

10. Number of tabletop displays requested is _____, for a total of \$ _____.

11. a. A check in the amount of \$ _____, to cover the display fee, membership, and/or sponsorship level is enclosed, **or**

b. Payment in the amount of \$ _____ has been made online at **www.fadona.org** on _____. We are mailing/faxing this completed and signed agreement directly to FADONA.

12. Yes, please help me find a roommate for the cruise.

13. Yes, I/we plan to attend the Leadership Workshop.

14. Approved by: _____

Authorized signature of exhibiting firm

_____ *Date*

15. Accepted by FADONA : _____

_____ *Date*



Sponsorships & Display Fees

— Please circle your choice —

DISPLAY FEE

Six-foot Tabletop Display
\$450 each

SPONSORSHIP LEVELS:

Bronze	\$1,250
Copper	\$1,500
Silver	\$1,750
Gold	\$2,000
Platinum	\$2,500
Tote Bags	\$650
T-Shirts:	\$750
Name Badge Holders	\$550

*Alliance Council members receive a \$75 discount per display.
Payment received: \$ _____

Processed by: _____

Date: _____

Mail completed form with check payable to: FADONA
400 Executive Center Drive, Suite 208, West Palm Beach, FL 33401
(561) 683-0037 • Fax: (561) 689-3624 • Email: icordes@fadona.org

UNBEATABLE CRUISE RATES start at \$284* per person (double occupancy, interior cabin)

Enjoy a **three-night Bahamas** itinerary. Sail off to the sunshine and beaches of the Bahamas on this fabulous mini-vacation. You'll enjoy fun activities, lavish meals with the company of FADONA convention attendees, entertaining Vegas-style shows, a friendly casino, and all the pampering service **Royal Caribbean Cruise Line** is famous for. **You must call FADONA to book this cruise ASAP.**

The first 50 cabins receive a \$50 onboard ship credit!

*Taxes of \$81.30 per person are required and additional as are the prepaid gratuities of \$40.50 per person. Rates are based on double occupancy and on a per-person basis. Accommodations are included in the cruise rate as well as all meals, shipboard entertainment, and activities. Single occupancy and third and fourth guest rates are available upon request. **Vendors must be signed up to exhibit in order to sail on FADONA's Leadership Cruise.**

1. Application for Exhibit Space: Complete the enclosed *Vendor Display Application & Agreement* and return it to:

FADONA, Attention: Ian Cordes, 400 Executive Center Drive, Suite 208, West Palm Beach, FL 33401

We can only accommodate a maximum of twenty (20) six-foot tabletop displays, making this opportunity very unique. Tabletop display locations aboard the ship will not be assigned. We urge you to keep your displays simple and be able to carry everything on board (by you or the ship's porters).

2. Sponsorship Opportunities: We invite you to sponsor one or more of the following:

- Bronze* Level:** One (1) six-foot tabletop display, one (1) berth (inside cabin, double-occupancy required)..... **\$1,250**
- Copper* Level:** One (1) six-foot tabletop display, one (1) berth (inside cabin, double-occupancy required), 1/3rd-page ad in the Leadership Workshop program.....**\$1,500**
- Silver* Level:** One (1) six-foot tabletop display, one (1) berth (inside cabin, double-occupancy required), 1/3rd-page ad in the Leadership Workshop program and statewide *FADONA Focus* newsletter.....**\$1,750**
- Gold* Level:** One (1) six-foot tabletop display, one (1) berth (inside cabin, double-occupancy required), 1/2-page ad in the Leadership Workshop program and statewide *FADONA Focus* newsletter..... **\$2,000**
- Platinum* Level:** One (1) six-foot tabletop display, one (1) berth (inside cabin, double-occupancy required), full-page ad in the Leadership Workshop program and statewide *FADONA Focus* newsletter.....**\$2,500**
- Tote Bags:****\$650**
- T-Shirts:****\$750**
- Name Badge Holders:** **\$550**

Sponsorship opportunities are limited. Act now to reserve your selection by contacting Ian Cordes at the FADONA business office, (561) 683-0037, icordes@fadona.org, or (561) 689-6321. *Sponsorship Levels that include cruise berths are for the FADONA convention sailing dates only, double occupancy required; advertisers must provide finished artwork for their ads.

As a generous sponsor, you will receive the following:

- Company name shown as event sponsor in the convention program.
- Introduction and recognition at the event.
- Name badges with special "Sponsor" ribbons for company representatives.
- Acknowledgment of your sponsorship in *FADONA Focus*, the association's official statewide newsletter, and on our website.

3. Door Prizes:

Door prizes are especially popular with workshop participants, drawing big crowds. Giveaways will be held at the end of the Trade Show. Exhibitors are invited to present their door prizes to the lucky winners (participants must be present to win). To donate a prize, please indicate on the enclosed agreement. Acknowledgment of donation will be included in the convention packet and announced at the time of the drawing.

4. Cancellations:

Exhibit fee refund requests must be received in writing before Oct. 6, 2017 (administrative fee of \$100 will be deducted). Cancellation after Oct. 6, 2017, will result in forfeiture of entire fee.

5. Rules and Regulations:

- a. Neither FADONA, FADONA's representatives, nor Royal Caribbean Cruise Line (RCCL), will be held responsible for any injury, loss, or damage that may occur to exhibitor, exhibitor's employees/contractors, or property, or to any other person prior, during, or subsequent to period covered by exhibit contract. Each exhibitor releases FADONA, its representatives, and RCCL from such liabilities and agrees to indemnify and hold harmless FADONA, its representatives, and RCCL against any and all claims for such injury, loss, or damage. Exhibitor assumes entire responsibility and liability for losses, damages, and claims. Exhibitor assumes responsibility and agrees to indemnify and defend FADONA, representatives, and RCCL and its respective owners, board members, employees, and agents against any claims and expenses arising from use of exhibit areas.
- b. Exhibitor shall be fully responsible to pay for any and all damages to property owned by RCCL, its owners, or managers that result from any act or omission of exhibitor. Exhibitor's liability shall include all losses, costs, damages, or expenses arising from, out of, or by reason of any accident, or bodily injury, or other occurrences to any person or persons, including the exhibitor, its agents, employees, and business invitees that arise from or out of the exhibitor's occupancy and use of exhibition premises, RCCL, or any part thereof.
- c. Exhibitor understands that neither FADONA, its representatives, nor RCCL maintains insurance covering the exhibitor's property, and it is exhibitor's sole responsibility to obtain such insurance. Exhibitors are encouraged to carry their own insurance, through their own sources, at their own expense.
- d. Materials and installation subject to all federal, state, and local fire and building codes, which may apply to places of public assembly.
- e. Each exhibitor is responsible for the safeguarding of its goods, materials, equipment, and display at all times.
- f. Exhibitors may not share any part of booth with another exhibitor or may not resell either all or part of a booth.

**Register to display, join FADONA, book your cruise,
and pay online by credit card at www.fadona.org.**

Presented by the Florida Association Directors of Nursing Administration/LTC

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- g.** Each exhibitor must provide attendant(s) to man exhibit space and name a lead representative to be responsible for the installation, operation, and dismantling of exhibit. We ask the lead representative to introduce him- or herself to FADONA staff onboard. Please notify the FADONA business office of any replacements of exhibit space representatives.
- h.** Noisy equipment, amplified speech or music, distracting bright lights, visual slides, music or voices that may annoy other exhibitors or registrants, and utilizing space outside your table are prohibited. Appropriate action will be taken for those not complying with this rule.
- i.** Each exhibitor is obliged to keep a clean and orderly booth. All aisles must be kept clear of exhibits.
- j.** Any exhibiting firm that discards its display(s) or any type of “bulk” material not considered normal refuse accumulated during the *Vendor Display* must make arrangements for removal at own expense. If RCCL is to remove this material, exhibitor may be charged directly by RCCL.
- k.** Soliciting in the exhibit hall by representatives of firms that have not rented a tabletop display is prohibited. FADONA reserves the right to eject any unauthorized persons soliciting orders, distributing advertisements, or showing their products from the display area. Offenders waive any right and/or claims for damages against FADONA arising from enforcement of this rule.
- l.** FADONA reserves the right to accept or reject applications for display space without recourse from applicant.
- m.** FADONA reserves the right to restrict, eject, or reassign any exhibitor or its representative(s) as may be required, in the best interest of other exhibitors or FADONA, prior to or during the *Vendor Displays*, without recourse from restricted exhibitors.
- n.** FADONA may amend these terms and conditions and documents included herein by reference and each exhibitor shall be bound thereby. In the event of any amendments or additions to these regulations, written notices will be given by FADONA to such exhibitors as may be affected by them. In addition, FADONA may post or publish notice of such amendments as it may think appropriate or find practical. FADONA may also amend the exhibit schedule as needed.
- o.** All matters and questions not covered by the regulations set forth will be decided by FADONA and these decisions must be accepted as final in the event of disagreements between exhibitors.
- 6. General Information & Inquiries:** Contact **Ian Cordes**, FADONA’s director of operations, with any questions you may have regarding the *Vendor Displays*, sponsorships, how to join FADONA as an Alliance Council member, etc. He can be reached at (561) 683-0037, (561) 689-6321, or via email at icordes@fadona.org.

