



UTAH MEDICAL GROUP
MANAGEMENT ASSOCIATION

Presents...



**“Healthcare in Motion –
An Award-Winning Practice”**

UMGMA 2012 Annual Conference



Invitation to Exhibitors

To all supporters of Utah Medical Group Management Association:

We would like to invite you to join us at our annual Utah Medical Group Management Association conference to be held May 2-4th, 2012 at The Chateaux at Silver Lake in Deer Valley. At our conference in 2011 we had over 100 medical management professionals in attendance and as our reputation continues to grow we expect more participants this year. We have had exceptional involvement from our exhibitors in the past, and we appreciate your continued support of UMGMA.

Additionally, we will have our annual golf tournament on May 2nd at the Stonebridge Golf Course in West Valley City, which will provide you with an excellent opportunity to relax and get to know our attendees. This year we will have our golf tournament in the morning and then lunch immediately following where prizes will be awarded. Please indicate on the registration form if you would like to attend this event or if you would like to sponsor a hole.

Schedule at a Glance (Subject to change)

Wednesday, May 2nd, 2012

*8:30 am – Golf Tournament @ Stonebridge Golf Course in West Valley City
4pm – Exhibitor check in and booth set up
6:30pm – Mix and Mingle dinner with exhibitors*

Thursday, May 3rd, 2012

*7:30am – Registration and breakfast with exhibitors
8:15am – Session 1
10:00am – Break with exhibitors
10:45am – Session 2
11:30am – Lunch with exhibitors
1:00pm – Session 3
2:00pm – Break with exhibitors
2:45pm – Session 4
4:30pm – Games and prize drawings with exhibitors
6:30pm – Take down booths*

Friday, May 4th, 2012

Additional attendee sessions and business lunch



2012 Associate Sponsorships

<p style="text-align: center;">Platinum (New!) Only Three Available!</p> <p>Exclusive sponsorship of one of the following events at the Annual Conference: (First Come, First Served)</p> <p style="text-align: center;">Awards Banquet Business Lunch Mix 'n Mingle Dinner</p> <p>*This sponsorship includes sign advertisements and a five minute introduction with captive audience.</p> <p>Corporate logo and website link with 25 word company description (including contact information) on UMGMA Website.</p> <p>Corporate logo and website link with 25 word company description, in all four quarterly newsletters.</p> <p>2012 Associate Membership for 2 people.</p> <p>One exhibit booth space for our Annual Conference. Includes 2 people. First choice on one of three premium booth exhibit locations exclusively reserved for Platinum sponsors.</p> <p>Full-page color ad in premium location in conference workbook.</p> <p>Recognition on Fall Conference Sponsor Board.</p> <p>Listed in and have access to our online membership directory.</p> <p>Corporate logo recognition on sponsor board at all education sessions throughout the year.</p> <p>Name recognition at all education sessions throughout the year.</p> <p>First choice for additional sponsorships.</p> <p>Ability to add articles and events to UMGMA website and quarterly e-newsletters.</p> <p>Speaker Introduction at General Membership Luncheons.</p> <p style="text-align: center;">\$5,000</p>	<p style="text-align: center;">Gold</p> <p>Corporate logo and website link with 25 word company description (including contact information) on UMGMA Website.</p> <p>Corporate logo and website link with 25 word company description, including contact information in all 4 UMGMA quarterly newsletters.</p> <p>2012 Associate Membership for 1 person.</p> <p>One exhibit booth space for Annual Conference. First choice of exhibit location. Includes 2 people.</p> <p>Recognition on Conference Sponsor Board.</p> <p>Conference attendee roster emailed prior to conference.</p> <p>Full page B&W Ad in Annual Conference Workbook</p> <p>Listed in and have access to our online membership directory</p> <p>Name recognition at all education sessions throughout the year</p> <p>First choice for additional sponsorships (i.e. annual conference opportunities and golf tournament)</p> <p>Ability to add articles and events to UMGMA website and newsletter.</p> <p>Speaker introduction and name recognition at conference.</p> <p style="text-align: center;">\$3,500</p>	<p style="text-align: center;">Silver</p> <p>Corporate logo and website link on UMGMA website (including contact information)</p> <p>Corporate logo and website link in all 4 UMGMA quarterly newsletters.</p> <p>2012 Associate Membership for 1 person.</p> <p>One exhibit booth space for Annual Conference. Second choice of exhibit location. Includes 2 people.</p> <p>Recognition on Conference Sponsor Board.</p> <p>Conference attendee roster emailed prior to conference.</p> <p>Half page B&W Ad in Annual Conference Workbook</p> <p>Listed in and have access to our online membership directory</p> <p>Name recognition at all education sessions throughout the year</p> <p>Second choice for additional sponsorships (i.e. annual conference opportunities and golf tournament)</p> <p style="text-align: center;">\$2,500</p>	<p style="text-align: center;">Bronze</p> <p>Corporate logo on UMGMA Website</p> <p>Corporate logo and website link in all 4 UMGMA quarterly newsletters.</p> <p>2012 Associate Membership for 1 person.</p> <p>One exhibit booth space for Annual Conference. Third choice of exhibit location. Includes 2 people.</p> <p>Recognition on Conference Sponsor Board.</p> <p>Conference attendee roster emailed prior to conference.</p> <p>Quarter page B&W Ad in Annual Conference Workbook</p> <p>Listed in and have access to our online membership directory</p> <p>Name recognition at all education sessions throughout the year</p> <p>Third choice for additional sponsorships (i.e. annual conference opportunities and golf tournament)</p> <p style="text-align: center;">\$2,000</p>
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The following additional Sponsorship opportunities will be offered first to our Platinum Sponsors, then to our Gold Sponsors, then to our Silver and Bronze. After our Platinum, Gold, Silver and Bronze sponsors have made their decisions the remaining opportunities will be open to all other Associate Members.

Other Sponsorship Opportunities

Golf Tournament ~ May 2nd, 2012

Hole Sponsorship – You may sponsor a hole on the course at the Annual Conference Golf Tournament. Sponsorship includes breakfast with the attendees, signage at the hole, opportunity to stay at the assigned hole and mingle with conference attendees.

Golf Luncheon Sponsorship – You may sponsor the lunch after the tournament where golfers will be coming in, eating and receiving awards for their performance that day! Sponsor may have five minutes to introduce their company.

Annual Conference ~ May 2-4th, 2011

Registration bags – Place your logo on the bags that attendees receive upon registration. Bags are distributed to all attendees and are very useful as they tour the exhibit hall. (Sponsor will provide 150 bags by set deadline)

Registration bag extras – (lip balm, tissues, hand sanitizer, lotion etc.) Have your logo printed on any number of incidentals that attendees may need throughout the conference. Items go in registration bags provided to all attendees. (Sponsor to provide 150 of the item by set deadline)

*If you would like to recommend additional ideas for sponsorship, let us know!

Attachment A

Until accepted by UMGMA, this contract shall constitute only an application to exhibit by Exhibitor, which application may be accepted or declined by UMGMA at its sole discretion.

Location

The Chateaux at Silver Lake
7815 Royal Street East
Park City, UT 84060
www.the-chateaux.com

Call 1-855-288-2978- for lodging reservations. Ask for the UMGMA special rate of \$99 per night. Call before April 2nd to secure this pricing and ensure availability.

Booth space

One booth includes an 8' x 10' carpeted display area with one 8' banquet table and two chairs.

Electrical Hookup

All booths will have access to an electrical outlet. Exhibitors must provide their own power strip.

Internet Access

There will be wireless Internet access in the exhibit hall and meeting rooms.

Door Prize Drawings

Exhibitors are encouraged to offer door prize drawings as an incentive for attendees to visit your booth. These drawings and a one-minute company introduction will be held at the end of the day on Thursday at 4:30 pm. We will emphasize to our participants that they must be present to win, which will give you one more opportunity to be recognized by our participants.

Confirmation / Booth Assignment

Booth space will be assigned by UMGMA after April 1, 2012. UMGMA will assign space based on sponsorship level, then the date the application is accepted with full payment of the fee. UMGMA's assignment of booth space shall be final. UMGMA reserves the right to change booth assignments at any time before or during the Conference, as UMGMA may, in its sole discretion, deem necessary. UMGMA will do everything possible to accommodate requests based on first come first served basis.

Move in

Installation of the exhibit can start after 4:00 pm on Wednesday, the day before the date on which the Conference begins or can be done early on Thursday morning as long as exhibit setup is completed by 7:30am. If Exhibitor has not claimed and occupied its assigned booth by 7:30 a.m. the morning of the day on which the Conference begins, UMGMA may cancel or reassign Exhibitor's booth space without notice or refund to Exhibitor. If Exhibitor has claimed and occupied its assigned booth by 7:30 a.m. the morning of the day on which the Conference begins but has not completed set up of the exhibit, UMGMA may, in its sole discretion, either: (1) assign labor to set-up any display that is not in the process of being erected; or (2) order the all display materials and supplies removal of that are not in the process of being set up. Exhibitor is responsible for all such costs incurred by UMGMA.

Move out

No exhibit shall be packed, removed, dismantled or in the process of being removed before the end of conference sessions on Thursday without written permission from UMGMA. Exhibitor's space must be vacated and all display materials removed from the Conference premises by 10pm Thursday evening. There will be no storage of merchandise on the Conference premises except that Exhibitor may leave its display in its exhibit booth, at Exhibitor's own risk, overnight during the Conference dates. Exhibitor acknowledges that any property left behind after 24 hours after the end of the Conference will be deemed abandoned and may be removed by UMGMA, or by the facility at which the Conference is held, at Exhibitor's expense.

Registration/Badges

All representatives of Exhibitor must register at the exhibitor's registration desk and wear the official exhibitor's badge for admission to and while in the exhibit hall. Company badges will not be accepted in lieu of the official badge. Exhibitors may not deface or mark badges in any manner.

Representations and Warranties

Exhibitor represents and warrants that at the time any Exhibitor Promotion is to run or be placed (1) all talent consents or releases will have been obtained, to the extent required, and all necessary consents and permissions will have been obtained for the Exhibitor Promotion to be used, (2) it will have the right and authority to place the Exhibitor Promotion, (3) nothing contained in the exhibitor Promotion or use of the Exhibitor Promotion by UMGMA under this Contract will violate or infringe upon the rights of any person or entity, including, without limitation, any copyright, trademark, or right of publicity or privacy, or libel, defame or disparage any person or entity, or violate any law, rule or regulation, including, without limitation, any U.S. Postal regulations, and (4) the Exhibitor Promotion will not contain any instructions, information or recommendation that, if followed or relied on, would result in injury to any person, property or thing.

Limitations on Exhibitor Rights

The rights granted to Exhibitor are subject to the following limitations and conditions: (a) Exhibitor agrees that (1) this contract is non-exclusive and additional exhibitors (including those who may compete with Exhibitor) have been and will continue to be solicited and granted identical or similar rights to Exhibitor, and (2) no rights are granted hereby with respect to any activities of UMGMA other than as specified herein.

Release /Indemnification/Limitation of Liability

Exhibitor assumes all risk of loss and liability in connection with the Conference, including but not limited to the transportation and packing and unpacking display of products at the Conference. UMGMA shall not be liable or otherwise responsible for Exhibitor's participation in the Conference, operation of exhibit space at the conference, or for any actions of any person in connection with the Conference, including but not limited to employees or agents of the facility at which the Conference is held. Exhibitor releases, waives and discharges any claim, demand or cause of action that Exhibitor, its officers, directors, employees, agents or guests ("Releasers") may have against UMGMA, its directors, officers, employees, agents, members or volunteers ("Releasees") for any liability for any loss, damage, claim or cause of action of any kind arising out of Releasers' participation in the Conference, operation of exhibit space at the Conference, or the actions or activities of Releasers or any other person (including other exhibitors or sponsors), whether caused by the negligence of Releasees or otherwise. Without limiting the foregoing, Exhibitor agrees that in no event shall UMGMA's liability to Releasers exceed the amount of the fee actually paid by Exhibitor. In no event shall UMGMA be liable for any loss of income, profit, or incidental or consequential damages of any nature.

Disclaimer

While UMGMA desires that the Conference be successful for its members and Exhibitors, it specifically disclaims any warranty with respect to success or results for Exhibitor.

Default

If Exhibitor violates any of the terms of the Contract, UMGMA may take such actions as it deems appropriate in its sole discretion including but not limited to terminating the Contract and exercising any remedies it may have hereunder or under applicable law, removing Exhibitor and its exhibit from the conference or prohibiting Exhibitor from participation in future exhibit or sponsorship opportunities. In any event, if Exhibitor has defaulted in its performance under the terms of this Contract, UMGMA will not be liable for refunds of any fees paid by Exhibitor hereunder.

Applicable laws

Exhibitor shall comply with all federal, state and local laws, ordinances and regulations pertaining to health, fire and public safety, while participating in the Conference.

Termination

In the event that UMGMA determines, in its sole discretion, that Exhibitor has committed an illegal or improper act or engaged in acts or activities inconsistent with UMGMA's mission, values or activities, then UMGMA may terminate this Contract unilaterally by notice to Exhibitor, without further liability hereunder or refund of any fees paid.

Further Rules and Regulations

Any rules and regulations of the facility where the Conference is held are hereby incorporated into this Contract to the extent applicable and Exhibitor agrees to be bound by such applicable rules and regulations. UMGMA will provide Exhibitor with a copy of such rules and regulations if any. To the extent that the rules and regulations conflict with the terms of the Contract, the rules and regulations of the facility will govern.

Governing Law

This Contract shall be governed by the laws of the State of Utah, without giving effect to principles of conflict of laws.

2012 UMGMA Annual Conference - Exhibitor Application

Exhibitor desires to exhibit Exhibitor's products at the conference and agrees to the rules and regulations as set forth on this page and Attachment A included with this form.

Company Name	
Exhibitor Contact	
Title	
Address	
City, State, Zip	
Phone	
Email address	
Website	
Business Description	

Number of people attending from your company (necessary for lunch count): _____
 Please list ALL representatives attending conference

Golf (Shotgun start is at 8:30 am) – Only two vendors maximum per foursome

Yes, count us in for golf! Number playing: _____
 Not this year (Include \$60 per player)

*For golf questions please call Ray Davis @ 801-473-5267-or ray.davis@hcahealthcare.com

Name of Golfer	Handicap

Fees

Sponsorships		
Platinum (3 Available)	\$5000	\$ _____
Gold	\$3500	\$ _____
Silver	\$2500	\$ _____
Bronze	\$2000	\$ _____
Associate Membership Dues: (All exhibitors MUST register as Associate Members) (Waived for Platinum, Gold, Silver & Bronze Sponsors)	\$175	\$ _____
Exhibit Fee: (Waived for Platinum, Gold, Silver & Bronze Sponsors)	\$825	\$ _____
Additional attendees meals: (2 lunches included with each exhibitor fee)	\$25/person	\$ _____
Golf Fee: (Includes lunch)	\$60/person	\$ _____
Other Sponsorships: (please specify sponsorship desired) _____		\$ _____
<u>Total enclosed :</u>		\$ _____

Payment Method:

- Check – Please make checks payable to UMGMA
- Credit Card – Credit card payments are ***ONLY*** accepted online at www.umgma.com

All exhibitors who wish to register must submit the following by mail, email or fax:

1. Annual Conference Exhibitor Application
2. Payment for booth fees and membership dues, as well as any additional sponsorships
3. Associate Membership Application
4. Code of Ethics, signed

Please note – your registration is NOT complete until ALL of the above items are received. Incomplete applications will not be accepted and may result in forfeiture of booth space.

Send completed forms and payment to:

UMGMA – Exhibitor registration
PO Box 1042 (Please note new address!)
Layton, Utah 84041

email: office@umgma.com
fax: 801-771-0829

Thank you for your support!

*Questions: Exhibitor Relations
Aaron Lowe
alowe@centralutahclinic.com
(801) 354-8269

Association Administrator
Ann Smith
office@umgma.com
(801) 944-8646

2012 UMGMA ASSOCIATE MEMBER REGISTRATION

2012 Registration Form

Company Name	
Individual Name	
Title	
Address	
City, State, Zip	
Phone	
Fax	
Email	
Website	
Business Description	

- * A signed contract must be received before Associate's membership becomes active.
- * All Associate Members are subject to the terms and conditions outlined in the Associate Membership Contract.

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UMGMA Administrator
Ann B. Smith
P O Box 1042
Layton, Utah 84041
Tel: 801-944-UMGMA (8646)
Fax: 801-771-0829
Email: office@umgma.com
Web: www.umgma.com

UMGMA Associate Membership Contract

_____ (will be referred to as Applicant) applies for membership in The Utah Medical Group Management Association (referred to as UMGMA) as an Associate Member. Applicant understands that this application is subject to acceptance and approval by the UMGMA Executive Board. Applicant understands that membership as an Associate does not include participation in the UMGMA email forum, business meeting, voting rights or the right to hold a Committee or Board position within the UMGMA. Applicant also understands that annual dues for Associate members are \$175.00 (\$225.00 for late registration) to be paid in full at time of application. By signing, applicant agrees to pay annual dues and abide by the guidelines set forth in the UMGMA Code of Ethics (below), this contract and the UMGMA Bylaws. Upon acceptance, this application shall become a binding agreement between Applicant and UMGMA.

CODE OF ETHICS ~ Associate Members

- 1) Associate Members who also sell products or services shall not utilize information obtained at UMGMA functions such as meetings, workshops or seminars for their personal financial gain, including the solicitation of such products or services at any time during UMGMA functions except when acting in the capacity of exhibitor or in the normal course of membership.
- 2) Associate Members shall direct their activities to the mission, goals and objectives of UMGMA, which are to elevate through education the competence, standards and knowledge of all members.
- 3) Associate Members shall not misuse information disseminated in UMGMA publications, meetings, workshops, seminars or other UMGMA functions. Misuse of information includes representing UMGMA information to other persons as having been authored or originated from any person or organization other than UMGMA.
- 4) Associate Members shall not disparage the work or conduct of other members but shall report unprofessional and or unethical conduct to the UMGMA Executive Board.
- 5) Associate Members shall conduct themselves in a professional manner, maintaining a high personal standard of professional integrity and ethics.
- 6) The UMGMA Executive Board has the right to cancel this contract and the membership of the Applicant at anytime, for any reason.

Applicant Signature: _____ Date: _____

Representing: _____ (Name of Company)