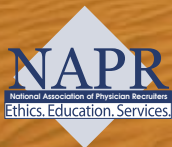


# FLOURISH DURING THE DROUGHT:

IS YOUR  
SUCCESS A  
MIRAGE?



**NAPR & NALTO**

**NALTO**

**2012 ANNUAL CONVENTION**

**DOUBLETREE PARADISE VALLEY RESORT  
SCOTTSDALE, ARIZONA • APRIL 11-13, 2012**



# NAPR & NALTO 2012 ANNUAL CONVENTION...A CAN'T-MISS EVENT!



# EXHIBIT WITH NAPR & NALTO IN ARIZONA!



The NAPR & NALTO Convention will focus the attention of approximately 200 attendees on your company. These professionals represent search firms and major hospitals that plan to use their time at the Convention productively. This will include researching new technologies and products that are available. **They know their competition will, too.**

Why is it to your advantage to be part of the NAPR & NALTO 2012 Convention? Exhibiting at the Convention is an outstanding opportunity to market your product and/or services and network with members of NAPR and NALTO. **Don't miss out on this networking opportunity!**

## EXHIBIT HALL SCHEDULE\*

### Wednesday, April 11, 2012

10:00 a.m.	-	4:00 p.m.	Exhibit Set-up & Move In
8:00 a.m.	-	7:00 p.m.	Registration Open
6:30 p.m.	-	7:30 p.m.	Exhibit Displays Open
6:30 p.m.	-	7:30 p.m.	Presidents' Welcome Reception & Exhibit Hall Grand Opening

### Thursday, April 12, 2012

7:30 a.m.	-	8:30 a.m.	Continental Breakfast with Exhibitors
7:30 a.m.	-	3:00 p.m.	Exhibit Displays Open
10:00 a.m.	-	10:30 a.m.	Refreshment Break with Exhibitors
12:00 p.m.	-	1:30 p.m.	NALTO Business Meeting & Luncheon
12:00 p.m.	-	1:30 p.m.	NAPR Installation & Awards Luncheon/ Introduction of Exhibitors
2:30 p.m.	-	3:00 p.m.	Refreshment Break with Exhibitors
6:30 p.m.	-	9:00 p.m.	Thursday Night Event - Tentative

### Friday, April 13, 2012

8:30 a.m.	-	9:00 a.m.	Continental Breakfast with Exhibitors
8:30 a.m.	-	1:30 p.m.	Exhibit Displays Open
10:30 a.m.	-	11:00 a.m.	Refreshment Break with Exhibitors
12:15 p.m.	-	1:30 p.m.	Box Lunch with Exhibitors, Vendor Appreciation Award, Vendor Registration Drawing
1:30 p.m.	-		Exhibit Teardown

\*Tentative schedule, subject to change.

## EXHIBIT FEES

**This year's NAPR & NALTO Exhibit Hall will be pipe and drape format. Please be sure to note the display type on your application to assist NAPR & NALTO Headquarters in laying out the exhibit hall. The vendor fee for a 8' x 10' booth space includes one full Convention registration to all meetings and social events held during the Convention. Up to two additional representatives from your firm may register at the discounted rate of \$455 per person.**

**NAPR and NALTO Membership Incentive: A vendor membership application is available online for your convenience. Take \$800 off the exhibit space fee if you join now!**

## HOTEL

Cut-off date for hotel reservations is March 2, 2012. Guest Rooms - \$149.00 (single/double). Contact the hotel directly by calling 800-222-8733. Request the NAPR & NALTO room block to receive the discounted rate.

DoubleTree Paradise Valley Resort  
5401 N. Scottsdale Road  
Scottsdale, AZ 85250-7090

Reservations must be received by the hotel prior to March 2, 2012, to guarantee the accommodations of your choice. Reservations made after this date will be confirmed on a space available basis only. When calling the hotel, please be sure to mention the NAPR & NALTO (National Association of Physician Recruiters) Annual Convention room block to receive the reduced rate.

## CANCELLATION POLICY

In the event an Exhibitor cancels a contract, NAPR & NALTO must be notified in writing for refunds to be made. There will be a \$100.00 administration fee assessed for all cancellations received by March 9, 2012. A 75% refund will be available for cancellations received between March 10 and March 30, 2012. No refunds will be issued for cancellations after March 30, 2012.

## CONTACT INFORMATION

Sandy Manon, Exhibits Coordinator, NAPR & NALTO Headquarters, 222 S. Westmonte Drive, Suite 101, Altamonte Springs, FL 32714; telephone 800-726-5613, Fax 407-774-6440, Email: [smanon@kmgnet.com](mailto:smanon@kmgnet.com); [www.napr.org](http://www.napr.org) or [www.nalto.org](http://www.nalto.org).



# NAPR & NALTO EXHIBITOR RULES & REGULATIONS

- Contract:** The following rules and regulations become binding upon acceptance of this contract between the applicant (Exhibitor) and his/her employees and the National Association of Physician Recruiter (NAPR) and the National Association of Locum Tenens Organizations (NALTO), the show sponsor.
- Exhibit Space Description:** Packages include one 8' x 10' booth, two chairs, an ID sign, and one representative name badge. Up to two additional Exhibitor representatives may register at \$455 per person to attend. No walls, partitions, signs, or decorations may be erected which will interfere with the general view "down the aisle" or with other exhibits. If your pre-contained Exhibit Unit will not fit in a 8' x 10' space, you will be required to purchase a second booth or forego use of the oversized Exhibit Unit.

As per NAPR & NALTO Rules, all additional charges incurred including but not limited to electrical or internet services, shipping, and security fees are at the Exhibiting Company's expense.
- Space Assignment:** Table locations will be assigned at the sole discretion of show management. Placement will be made based on receipt of payment in full, extent of sponsorship, order in which contracts were received, electrical needs and, if possible, separation of direct competitors. Management reserves the right to arrange the floor plan as necessary to facilitate a successful traffic flow.
- Adherence to Schedule:** Exhibitor understands that no move-ins or move-outs will be permitted other than in accordance with the schedule set forth in the schedule of events. In the event that NAPR & NALTO incurs additional expenses as a result of Exhibitor's failure to adhere to the move-in/move-out schedule, Exhibitor agrees to reimburse NAPR & NALTO for any such additional expenses. It is imperative that booths be properly manned during the posted hours. Booths are subject to modification prior to the Convention to adapt to necessary changes in Convention session times; however, all Exhibitors will receive adequate notice should this be necessary.
- Exhibit Hours and Disclaimer:** Exhibit space must be occupied during all exhibit hours of the Annual Convention as posted. This agreement is for the rental of the exhibit space only. NAPR & NALTO has not made and does not make any warranty of representation whatsoever, either expressed or implied, including but not limited to (1) the level of attendance at the Annual Convention, (2) the number of meeting attendees who will visit any of the exhibits, or (3) whether any exhibit will be seen by persons having the authority to procure or commit to procure products or services being exhibited.
- Unoccupied Space:** NAPR & NALTO reserves the right, should any rented tables remain unoccupied after the first hour of the show's opening, to rent or occupy said space. Any person, partnership, or corporation engaging space who shall fail to make payment as herein provided shall thereby and thereupon forfeit all rights in and to the use of assigned space, and NAPR & NALTO shall have the right to dispose of such space in such a manner as it may consider to its interest without liability on the part of NAPR & NALTO.
- Payments and Refunds:** The total amount for exhibit space is due upon reserving of space and signing of the contract. In the event an Exhibitor cancels a contract, NAPR & NALTO must be notified in writing for refunds to be made. There will be a \$100.00 administration fee assessed for all cancellations received by March 9, 2012. A 75% refund will be available for cancellations received between March 10 and March 30, 2012. No refunds will be issued for cancellations after March 30, 2012.
- Food Service:** NAPR & NALTO exhibit package includes tickets for one representative at all social events held during the Convention.
- Noisy and Obnoxious Equipment:** The operation of whistles or any objectionable device will not be allowed. After the show opens, noisy and unsightly displays will not be permitted. NAPR & NALTO reserves the right to restrict exhibits that may be objectionable or to order the removal of any portion of an exhibit which in the judgment of NAPR & NALTO is detrimental to or distracts from the general order of the exhibits. If Vendor wishes to have music at his space, the Vendor must obtain a music license to do so.
- Fire and Safety Regulations:** In order to comply with local fire ordinance requirements, all decorative material must be flame resistant. No volatile or flammable fluids, substances or materials of any nature prohibited by city fire regulations or insurance carriers may be used in any booth. All local regulations will be strictly enforced and the exhibitor assumes all responsibility for compliance with such regulations. Fire hose cabinets and fire exits must be left accessible and in full view at all times. Vendor agrees to comply with all Americans With Disabilities Act regulations in the design and set up of the exhibit.
- Indemnification and Limitation of Liability:** Exhibitor shall assume responsibility for damage to the Site and shall indemnify and hold harmless NAPR & NALTO, its employees, agents, officers, and directors and the Site for all liability ensuing from any cause whatsoever, including accidents or injuries to Exhibitor, its agents or employees. Exhibitor assumes full responsibility for any accident, injury or property damage to any person viewing its exhibit where such accident, injury or property damages is caused by negligence of exhibitor, agents or employees. All exhibit materials, equipment, and property of any kind that may be on licensed premises of the Site shall be the SOLE risk of the Exhibitor. In the event any Exhibitor's property is stolen, lost, destroyed or damaged, no part of such loss or damage is to be charged or borne by NAPR & NALTO or the Site. In addition, Exhibitor acknowledges that NAPR & NALTO and the Site do not maintain insurance covering Exhibitor's property and that it is the sole responsibility of Exhibitor to obtain business interruption and property damages insurance covering such losses by Exhibitor. Proof of insurance must be submitted with space agreement. Reasonable care should be exercised to protect all exhibits.
- Damage to Property:** Exhibitors are liable for any damage caused to the building, floor, walls, columns, or to standard booth equipment, or to other Exhibitors' property. Exhibitors must not apply paint, lacquer, adhesive, tape, Velcro, or any other coating to building, columns, floors, or to standard booth equipment.
- Public Policy:** Exhibitors are charged with the knowledge of all ordinances and regulations pertaining to taxes, health, fire prevention, customs, and public safety while participating in this show. Compliance with such laws is mandatory for Exhibitors and the responsibility of the Exhibitor.
- Use of Exhibit Space:** Exhibitors shall reflect their company's highest standards of professionalism while maintaining their exhibit space during show hours. No Exhibitor shall assign, sublet, or share exhibit space without the written permission of the NAPR & NALTO.
- Prizes:** We request each Exhibitor donate a gift or gift card to be used as a door prize valued at \$50.00 or more (i.e., gift baskets, books, etc.). Door prize drawings will be held at various times during the Convention. Your company will be acknowledged as the provider of the door prize.
- Force Majeure:** In the event of fire, strikes, or other uncontrollable circumstances, NAPR & NALTO shall determine the amount of exhibit fees to be refunded.





# NAPR & NALTO EXHIBITOR SPACE AGREEMENT

**National Association of Physician Recruiters and National Association of Locum Tenens Organizations**  
222 S. Westmonte Dr., Ste. 101 • Altamonte Springs, Florida 32714 • 407-774-7880 • Fax: 407-774-6440  
2012 Annual Convention • April 11-13, 2012 • DoubleTree Paradise Valley Resort • Scottsdale, Arizona

**NAPR Vendor Member**     **NALTO Vendor Member**     **Non-Member**

Company (print as it should appear on signage): \_\_\_\_\_

Contact Person for Pre-Show Correspondence: \_\_\_\_\_

Contact Person for Convention Program Listing: \_\_\_\_\_

Address: \_\_\_\_\_

City/St/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Primary Rep (Comp. Reg.): \_\_\_\_\_ 2nd Rep (\$455): \_\_\_\_\_

3rd Rep (\$455): \_\_\_\_\_ Product or service to be displayed: \_\_\_\_\_

**Electrical needed?**     Yes\*     No

\*You will be responsible for bringing all materials necessary for the operation of your display (i.e., extension cords, power strips, etc.) Any additional fees are at the vendors expense.

**Internet?**     Yes     No

**Display Type:**     Custom Floor Model     Tabletop     4' Pop-Up     8' Pop-Up

The undersigned (hereinafter called Vendor) and the National Association of Physician Recruiters (hereinafter called NAPR) and National Association of Locum Tenens Organizations (hereinafter called NALTO) agree as follows: The rules and regulations on facing page become binding upon the signing of this contract between the Vendor, its agents, or employees and NAPR & NALTO, the show sponsor. We have thoroughly read the 2012 Exhibitor Prospectus and agree to abide by its terms. We realize no refunds will be made for cancellations after March 30, 2012. Vendor agrees to accept a relocation should it be necessary for reasons beyond the control of the NAPR & NALTO. This agreement is irrevocable and becomes effective when signed by a representative of the NAPR & NALTO. Please enclose with this form your payment and proof of liability insurance. **NAPR Tax ID Number: 41-1512922; NALTO Tax ID Number: 01-0630044.**

NAPR & NALTO authorizes Vendor, under the terms set forth, to exhibit products, services, and materials applicable to the physician recruiting profession in the space to be designated by NAPR & NALTO in the exhibit area of the DoubleTree Paradise Valley Resort during the NAPR & NALTO 2012 Annual Convention and Trade Show at the aforementioned site at the fee specified. This contract is not assignable. No prior or present agreements or representations shall be binding upon the parties unless included in this Contract. No modification or change in this Contract shall be valid or binding upon the parties unless in writing and executed by the party intended to be bound by it.

Authorized Signature: \_\_\_\_\_

Print Name: \_\_\_\_\_ Title: \_\_\_\_\_

Table locations will be assigned at the sole discretion of show management. Placement will be made based on date of received contract, electrical needs, and, if possible, direct competitors.  
Competitors: \_\_\_\_\_

Check here if you are disabled or require special services. Attach written description of needs.

**Exhibitors are encouraged to provide door prizes for the Convention.**

We will donate: (Describe prize): \_\_\_\_\_

**EXHIBIT SPACE NEEDED:**

	<b>By 1/30/12</b>	<b>After 1/30/12</b>
____ of booths requested at Member Rate	<input type="checkbox"/> \$1,350	<input type="checkbox"/> \$1,750
____ of booths requested at Non-Member Rate	<input type="checkbox"/> \$2,150	<input type="checkbox"/> \$2,550
____ # of additional reps	<input type="checkbox"/> \$455	

**TOTAL AMOUNT ENCLOSED \$** \_\_\_\_\_

**Exhibit Fee Includes:** 8' x 10' pipe and drape booth space with 6' table ; 2 chairs; a listing of your firm in Convention promotional materials; one (1) full registration for all Convention activities and meals. **THIS DOES NOT INCLUDE ELECTRICITY.** Up to two (2) additional representatives from your firm may register at the discounted rate of \$455.00 each. **Add \$100 for those who register on-site (if space is available).**

**PAYMENT METHOD**

CHECK (Please make check payable to NAPR or NALTO)

**TOTAL ENCLOSED: \$** \_\_\_\_\_ (Total fee to be paid at time of submission of this contract.)

CREDIT CARD:     MasterCard     Visa     Am Ex

Amount Charged:    \$ \_\_\_\_\_

Card Number: \_\_\_\_\_

Exp. Date: \_\_\_\_\_

Cardholder Name: \_\_\_\_\_

Signature: \_\_\_\_\_

Credit Card Billing Address:    r Same as above

Address: \_\_\_\_\_

**Complete this form and mail with a check or fax with credit card information to:**

NAPR & NALTO Headquarters  
222 S. Westmonte Dr., Ste. 101 • Altamonte Springs, FL 32714  
Phone: 407-774-7880 • Fax: 407-774-6440  
Email: smanon@kmgnet.com

**FOR NAPR/NALTO USE ONLY:**

Amount Paid: \_\_\_\_\_ Check/Auth #: \_\_\_\_\_ Date: \_\_\_\_\_

Confirmation Mailed: \_\_\_\_\_ Initialed: \_\_\_\_\_

# EXHIBIT WITH NAPR & NALTO IN ARIZONA!



## SPECIAL THANKS TO THE 2011 EXHIBITORS/SPONSORS

ACP American College of Physicians  
AHACareerCenter.org  
AmazingMail.com  
American Academy of Pediatrics  
Association of Staff Physician Recruiters  
Avis Budget Group  
Badmus Law Firm, PLLC  
CLS Healthcare Specialist  
Direct Medical Data  
DocCafe.com  
Doc-in-a-Box  
Elsevier  
Healthcare Data Solutions  
HEALTHeCAREERS Network  
JAMA & Archives Journals  
Medical Marketing Service, Inc. (MMS)  
NAPR / NAPR Services, Inc.  
New England Journal of Medicine  
PedJobs  
Physician & Nurse Licensing Services  
PracticeLink.com  
PracticeMatch  
Siskind Susser PC  
Society of Hospital Medicine  
Temporary Accommodations  
Travelers Haven  
Wolters Kluwer Health / Lippincott Williams & Wilkins  
Zero-In Recruitment Marketing



***Company name not on the list?  
Don't be left out in 2012 — Sign Up Today!***



# NAPR & NALTO EXHIBITOR SPONSORSHIP AGREEMENT

2012 Annual Convention • April 11-13, 2012 • DoubleTree Paradise Valley Resort • Scottsdale, AZ

Increase your company's visibility at the NAPR & NALTO Annual Convention by sponsoring a special event. By helping to defray expenses, sponsors help NAPR & NALTO keep Convention fees down which helps increase attendance! Depending upon the level of sponsorship, NAPR & NALTO sponsors can receive the following: sponsor appreciation sign; credit given in the Convention on-site program; acknowledgements by the NAPR & NALTO leadership at the general sessions; credit in pre-convention promotional materials (if printing deadlines are met); and listing in post convention issue of NAPR's official newsletter *The Pulse* — with distribution of over 4,000.

SPONSORSHIP DEADLINE: MARCH 9, 2012		CO-SPONSOR LEVEL	<input checked="" type="checkbox"/>	YES, MY COMPANY WILL CO-SPONSOR
<b>WEDNESDAY, APRIL 11, 2012</b>	Presidents' Reception:			
	Food .....	\$3,000		<input type="checkbox"/>
	Drink Ticket (1) .....	\$1,000		<input type="checkbox"/>
<b>THURSDAY, APRIL 12, 2012</b>	Keynote Speaker .....	\$9,500		<input type="checkbox"/>
	Speaker .....	\$3,000 - \$5,000		<input type="checkbox"/>
	Continental Breakfast.....	\$1,500		<input type="checkbox"/>
	Morning Refreshment Break .....	\$ 800		<input type="checkbox"/>
	NALTO Business Meeting & Luncheon.....	\$1,500		<input type="checkbox"/>
	NAPR Business Meeting/Installation Luncheon.....	\$3,000		<input type="checkbox"/>
	Afternoon Refreshment Break .....	\$ 800		<input type="checkbox"/>
	Thursday Night Event .....	\$20,000		<input type="checkbox"/>
<b>FRIDAY, APRIL 13, 2012</b>	Keynote Speaker .....	\$7,500		<input type="checkbox"/>
	Speaker .....	\$3,000 - \$5,000		<input type="checkbox"/>
	Continental Breakfast.....	\$1,500		<input type="checkbox"/>
	Morning Refreshment Break .....	\$ 800		<input type="checkbox"/>
	Box Lunch with Exhibitors.....	\$2,500		<input type="checkbox"/>
	Afternoon Refreshment Break .....	\$ 800		<input type="checkbox"/>

ADVERTISING	Deadline for ad submission is March 9, 2012.		
Advertising in the on-site program gives your company high visibility at the Convention. For additional information on advertising in the Convention program, please contact Elaine York, NAPR & NALTO Headquarters at 407-571-1135. NAPR & NALTO has the right to refuse ad copy. Ink color is at publisher's discretion.			
Outside Back Cover (4-C) .....7-1/2" x 10" .....	\$1,800 <input type="checkbox"/>	1/2 Page (BW) .....7-1/2" x 4-7/8" .....	\$600 <input type="checkbox"/>
Inside Back Cover (4-C).....7-1/2" x 10" .....	\$1,250 <input type="checkbox"/>	1/4 Page (BW) .....3-5/8" x 4-7/8" .....	\$400 <input type="checkbox"/>
Full Page (4-C).....7-1/2" x 10" .....	\$950 <input type="checkbox"/>		

SPONSORSHIP PAYMENT	Sponsorships are offered on a first-come, first-served basis. Complete the sponsorship payment form below and return with payment in full to NAPR & NALTO.
<b>2012 TOTAL SPONSORSHIP: \$ _____ (Form must be received by March 9, 2012)</b>	
Company: _____	Contact: _____
Address: _____	City/St/Zip: _____
Phone: _____	Fax: _____
Email: _____	
Method of Payment: <input type="checkbox"/> Enclosed is my check (payable to NAPR or NALTO) <input type="checkbox"/> Visa <input type="checkbox"/> MasterCard <input type="checkbox"/> Am Ex	
Card #: _____	Exp. Date: _____
Name on Card: _____	Signature: _____
Credit Card Billing Address: <input type="checkbox"/> Same as above Address: _____	
City/St/Zip: _____	



**National Association of Physician Recruiters**  
**National Association of Locum Tenens Organizations**  
222 S. Westmonte Dr., Ste. 101  
Altamonte Springs, FL 32714

**IMPORTANT TRADE SHOW INFORMATION ENCLOSED!**  
**WWW.NAPR.ORG - WWW.NALTO.ORG**



**SEE YOU IN  
ARIZONA!**