



NALTO

The National Association of
Locum Tenens Organizations

2021 NALTO

Fall Fly-In

October 18-19, 2021
DoubleTree by Hilton New Orleans
New Orleans, LA



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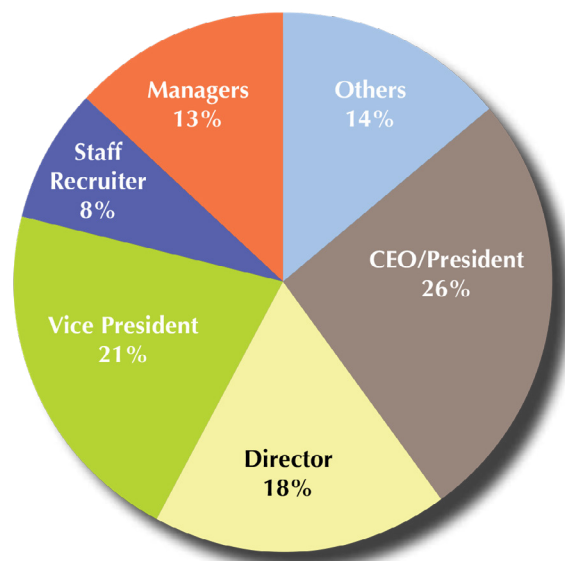
The National Association of Locum Tenens Organizations® (NALTO®) Fall Fly-In represents more purchasing power for related products and services than any other event. Seventy-eight percent of attendees have a title of Director or above and recognized purchasing power. Our attendees represent the leadership teams of some of the largest locum tenens firms as well as some of the largest healthcare systems and physician groups in the United States. The NALTO® Fall Fly-In is the only meeting of its kind where exhibitors have the opportunity to network with and sell to search firms, locums firms, and in-house leaders.

We expect another great turnout in New Orleans and have opened the door of opportunity for our vendors this year! There are also opportunities for your organization to sponsor certain events or speakers (see pages 3 & 4). This is a great way for attendees to become more familiar with your organization!

Thank you for your support of NALTO® and we look forward to seeing you in New Orleans in October.

James Heil
NALTO® Vendor Chair

Attendees' Roles Within Their Organizations





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Become A Sponsor

Sponsorship Levels	Item (pick one)	Description
Platinum - \$5,000	<input type="radio"/> Monday Evening Event	Get ready for great food, a great experience, and some of the best networking in the industry! Sponsor will have attractive signage and recognition ensuring their company is not forgotten!
Diamond - \$3,000	<input type="radio"/> Hotel Wi-Fi Sponsor	Increase your company's awareness and signage throughout the event by providing the Fly-In Meeting Wi-Fi code.
	<input type="radio"/> Tuesday Morning Sessions	These important morning sessions are PACKED with important content relevant to all. Sponsor will kick off the introductions to these sessions and be given the opportunity to promote their companies. Signage included.
Gold - \$1,500	<input type="radio"/> Monday Members Orientation	This event allows new, on-going, and Board members, exposure to network and present your companies to one another. You will have the opportunity to introduce yourself and your organization to the group!
	<input type="radio"/> Monday Welcome Reception	The Members Orientation rolls into the Welcome Reception as all members gather to kick off the evening!
	<input type="radio"/> Tuesday Breakfast with Exhibitors	Breakfast is the most important meal of the day, some say! Take this time to help the attendees get the morning started off right! Enjoy signage, recognition, and the opportunity to introduce your company.
	<input type="radio"/> Tuesday Luncheon & Business Meeting	Lunch with all NALTO® members. You will be given the opportunity to introduce yourself and your company to leave a lasting impact on everyone.
Bronze - \$1,000	<input type="radio"/> Tuesday Afternoon Session: Networking Round Tables	Back by popular demand! This committee and topic round table session provides a way for NALTO® committees to strategize and discuss diverse topics important to our industry, as well as plan for the Annual Convention. Help facilitate the session with representatives from Committee Chairs AND the NALTO® Board. Give an introduction of yourself and your company.
	<input type="radio"/> Attendee Lanyards	Sponsor the official NALTO® 2021 Fall Fly-In Lanyard! An effective way to have your company's brand seen and worn by all conference participants throughout the entire multi-day event.

Sponsorships DO NOT include event registration. Sponsor reps must register for this event.

☐ Welcome Goodie Bag Free for sponsors! Include one item in our NALTO® welcome goodie bag! Examples: literature, special offers for attendees, raffle/give-away opportunities.

Tabletop Display - \$750 (members)
\$1,000 (nonmembers)
Please complete page 5. Enhance your company's presence this year with a tabletop display. There will be breakout time with vendors PLUS the tables are present in high trafficked areas during the Members Orientation session, Welcome Reception, and two different 30-minute intervals. Promote your company, have a giveaway or raffle, enact a demo. You choose to captivate the crowd!

☐ CHECK (Please make check payable to 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: _____ CVV Code: _____

Cardholder Name: _____ Signature: _____

Credit Card Billing Address: ☐ Same as above

Address: _____ City/St/Zip: _____

Please return this form to NALTO® Meeting Planner, Shannon Wenger, swenger@kmgnet.com.
NALTO® Headquarters • 222 S. Westmonte Dr., #111 • Altamonte Springs, FL 32714 • 407-774-7880 • Fax: 407-774-6440



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1. **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 Locum Tenens Organizations® (NALTO®), the show sponsor.

2. **Exhibit Space Description:** Packages include one 6' table, two chairs, an ID sign, and one representative name badge. Up to two additional Exhibitor representatives may register at \$250 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 on a 6' table you will be required to purchase a second table or forego use of the oversized Exhibit Unit.

As per 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.

3. **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.

4. **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 NALTO® incurs additional expenses as a result of Exhibitor's failure to adhere to the move-in/move-out schedule, Exhibitor agrees to reimburse NALTO® for any such additional expenses. It is imperative that tables be properly manned during the posted hours. Tables are subject to modification prior to the Fall Fly-In to adapt to necessary changes in Fall Fly-In session times; however, all Exhibitors will receive adequate notice should this be necessary.

5. **Exhibit Hours and Disclaimer:** Exhibit space must be occupied during all exhibit hours of the Fall Fly-In as posted. This agreement is for the rental of the exhibit space only. 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 Fall Fly-In, (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.

6. **Unoccupied Space:** NALTO® reserves the right, should any rented space remain unoccupied after the first hour of the event'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 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 NALTO®.

7. **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, 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 August 16, 2021. No refunds will be issued for cancellations after August 16, 2021.

8. **Food Service:** NALTO® exhibit package includes tickets for one representative at all social events held during the Fall Fly-In.

9. **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. 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 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.

10. **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. 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.

11. **Indemnification and Limitation of Liability:** Exhibitor shall assume responsibility for damage to the Site and shall indemnify and hold harmless 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 damage 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 NALTO® or the Site. In addition, Exhibitor acknowledges that 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.

12. **Damage to Property:** Exhibitors are liable for any damage caused to the building, floor, walls, columns, or to other Exhibitors' property. Exhibitors must not apply paint, lacquer, adhesive, tape, Velcro, or any other coating to building, columns, or floors.

13. **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.

14. **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 NALTO®.

15. **Force majeure:** In the event of fire, strikes, or other uncontrollable circumstances, NALTO® shall determine the amount of exhibit fees to be refunded.

NALTO® is Professionally Managed by:





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☐ NALTO® Vendor Member

☐ Non-Member

Company Name (print as it should appear on signage): _____

Contact Person for Pre-Show Correspondence: _____ ☐ Onsite ☐ Contact Only

Address: _____

City/St/Zip: _____

Phone: _____ Email: _____

Primary Rep (Comp. Reg.): _____ Email: _____ City/St _____

2nd Rep (\$250): _____ Email: _____ City/St _____

3rd Rep (\$250): _____ Email: _____ City/St _____

The undersigned (hereinafter called Vendor) and the National Association of Locum Tenens Organizations® (hereinafter called NALTO®) agree as follows: The rules and regulations on page 4 become binding upon the signing of this contract between the Vendor, its agents, or employees and NALTO®, the show sponsor. We have thoroughly read the 2021 Exhibitor Prospectus and agree to abide by its terms. We realize no refunds will be made for cancellations after August 16, 2021. Vendor agrees to accept a relocation should it be necessary for reasons beyond the control of the NALTO®. This agreement is irrevocable and becomes effective when signed by a representative of the vendor. Please enclose with this form your payment and proof of liability insurance. NALTO® Tax ID Number: 01-0630044.

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 NALTO® in the exhibit area of the DoubleTree by Hilton New Orleans during the 2021 NALTO® Fall Fly-In 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.

By signing this form, we agree to all terms and conditions on page 4 of this prospectus.

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: _____

Product or Service displayed: _____

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

EXHIBIT SPACE NEEDED

_____ of tables requested at Member Rate \$750

_____ of tables requested at Non-Member Rate \$1,000

_____ # of additional reps (limit two) \$250

TOTAL AMOUNT ENCLOSED \$ _____

Exhibit Fee Includes: 6' table, 2 chairs, a listing of your company in meeting promotional materials, and one (1) full registration for all meeting activities and meals. THIS DOES NOT INCLUDE ELECTRICITY. Up to two (2) additional representatives from your firm may register at the discounted rate of \$250 each. Add \$100 for those who register on-site (if space is available).

PAYMENT METHOD

☐ CHECK (Please make check payable to 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: _____ CVV Code: _____

Cardholder Name: _____

Signature: _____

Credit Card Billing Address: ☐ Same as above

Address: _____

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

NALTO® Headquarters
222 S. Westmonte Dr., Ste. 111 • Altamonte Springs, FL 32714
Phone: 407-774-7880 • Fax: 407-774-6440
Email: swenger@kmgnet.com

FOR NALTO® USE ONLY:

Amount Paid: _____ Check/Auth #: _____ Date: _____ Confirmation Mailed: _____ Initialed: _____