

MASSAGE & MYOTHERAPY AUSTRALIA
2020 NATIONAL CONFERENCE



Mastery

The Path to Success

2020 EXHIBITOR KIT

23-24 MAY AT THE STAMFORD PLAZA,
GLENELG, SOUTH AUSTRALIA



MASSAGE &
MYOTHERAPY
AUSTRALIA

Welcome!



You are invited to take part in the 16th Annual National Conference of Massage & Myotherapy Australia and contribute to its success!

Massage & Myotherapy Australia is holding its 16th National Conference, 23-24 May at the Stamford Plaza, Glenelg in Adelaide.

This will be the most important industry event in 2020.

The Conference is expected to attract both Australian and international delegates.

For exhibitors and advertisers, it will offer a chance to speak face to face with buyers and customers under one roof over two days.

We are offering your business/organisation an opportunity to be involved in what will be the biggest internationally respected massage industry event of the year in Australia.

All listed opportunities in this brochure are limited and we will be accepting advertisers, sponsors and exhibitors on a first-come, first-served basis. To avoid disappointment, we encourage you to complete the booking form as soon as possible.

Please note that a deposit of 50% must be received with your booking form to confirm your registration.

We look forward to seeing you in May 2020!

Kind regards,

David Sheehan

Conference Co-ordinator

Mobile: 0404 009 634 or email: david@comphs.com.au

Reasons to attend the 2020 National Conference in Adelaide:

- ✓ Take advantage of an ideal opportunity to have in-depth discussions with future customers
- ✓ Maximise exposure to your target market
- ✓ Gain instant credibility with customers
- ✓ Build awareness of your products and services within the industry
- ✓ Increase sales and leads for your products and services
- ✓ Learn more about the industry and where it is heading first-hand
- ✓ Expand your database of potential customers instantly and connect with them in person.

Who attends:

- ✓ Qualified practitioners from around Australia as well as international delegates
- ✓ Massage and Myotherapy educators
- ✓ Massage and Myotherapy students.

Reach your target audience



Previous Conference Sponsors and Exhibitors include...

- AON Insurance
- Australasian Lymphology Association
- Bruce Stark Ortho-bionomy
- CK Massage Training
- DesertPea Skin Care
- do TERRA
- Doyle's Physiotherapy GEMt
- Firm•n•Fold
- Fisiocrem
- Massage Champions
- Melrose Health
- PEMF Therapy Australia
- Rocktape
- ROWO
- Relievamed
- Soothe
- The Therapists Towel
- TUI Balmes & Waxes



Exhibitor Information

Past Sponsors and Exhibitors will confirm that we understand the importance of both the positioning and maximum exposure of our supporters.

Exhibitor Marketplace Schedule

This year we are bumping in early Saturday morning, in time for the official opening of the space at Morning Tea for delegates. As in previous years, we organise all catering to take place in the exhibit space to maximise delegates' exposure to your booth.

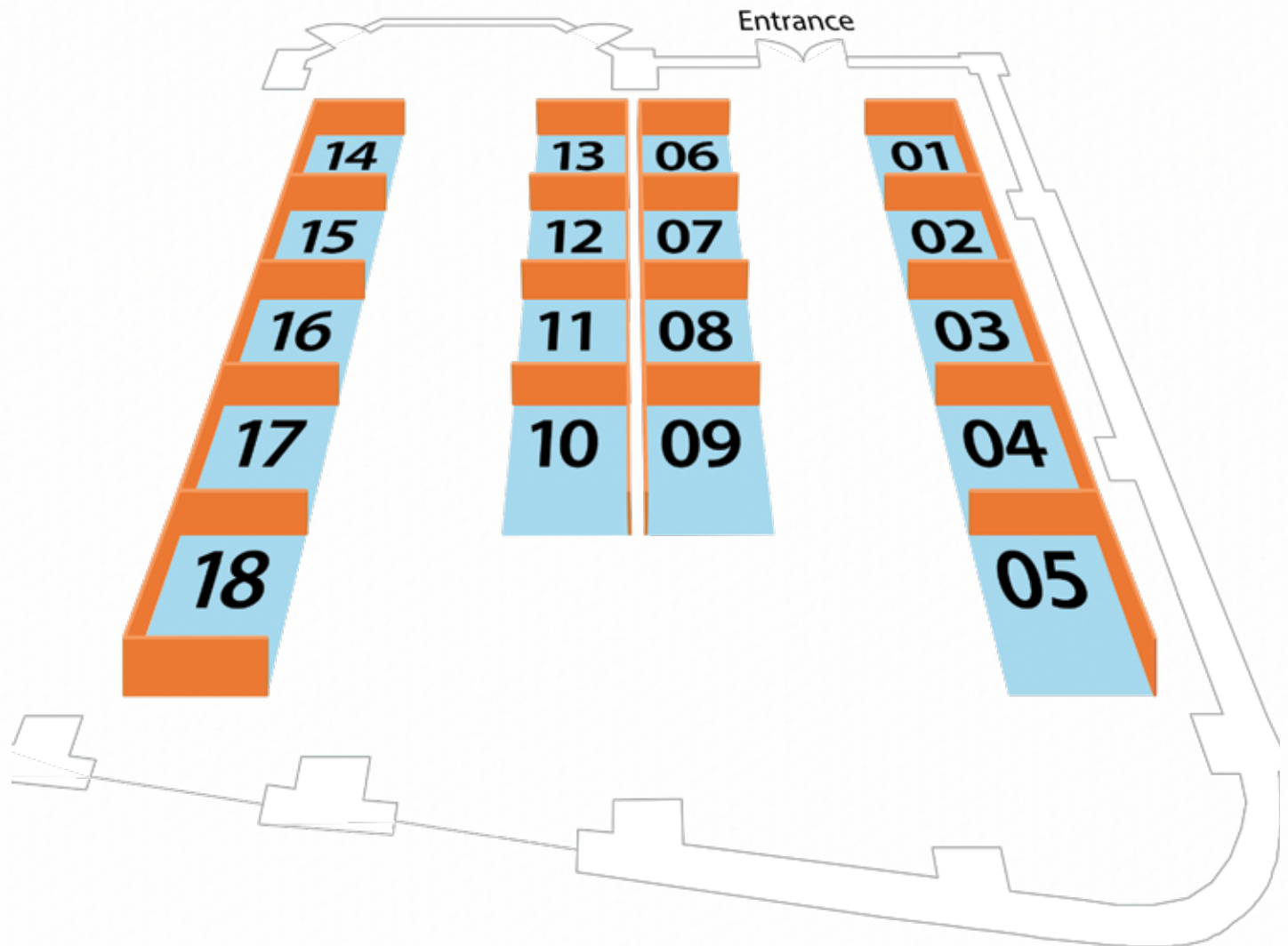
Saturday 23 May 2020

7:00am - 10:00am	Exhibitor registration & Bump-in
10:30am - 5:00pm	Exhibition opening times

Sunday 24 May 2020

10:30am - 3:30pm	Exhibition opening times
3:30pm - 6:00pm	Bump-out

Venue Floorplan



Floorplan subject to change.

Exhibition Packages

Constructed booths will be available for the duration of the event. All booths measure 3m x 2m. Exhibitors can purchase adjacent booths and combine them as a double or larger booth.

Standard exhibition shell scheme includes:

- » 3m x 2m booth
- » 1 x company/organisation name per booth, mounted on overhead fascia
- » Powerboard with 4 outlets
- » 2 x track mounted spotlights
- » 1 x showbag product insert.

Furniture items can be hired. Once you have confirmed your exhibition booth registration, an information pack will be forwarded to you approximately two months prior to the event.

All Exhibitors will receive the following additional benefits:

- » Company logo, description (max 30 words) and web link on our Conference website page
- » Complimentary daily food and beverage package for two (2)* booth attendants.

* Please note that additional booth attendant tickets are also available for \$120.00 per badge available for purchase either on this registration kit or when you arrive on Saturday morning.

1) Eligibility for Exhibiting

All products and services must be related to the practice or education of massage therapy and/or myotherapy and your booking of booth space is subject to approval. We reserve the right to refuse entrance/set-up to organisations that do not meet the standards required or expected, as well as the right to curtail or to close exhibits or parts of exhibits that reflect unfavourably on the character of the Conference or the Association. Booth sharing is strictly prohibited (see Terms and Conditions).

2) Exhibition Package Prices

(All pricing remains at 2018 levels)

First-time standard booth	3m x 2m	\$1,650 (GST incl.)
Previous exhibitor discount price	3m x 2m	\$1,350 (GST incl.)
Additional standard booths	3m x 2m	\$990 (GST incl.)

3) Exhibition Venue and Construction

Exhibitor booths will be in a visually prominent area where all morning and afternoon teas and lunches will be served, which will afford maximum impact and exposure to delegates.

4) Bump-in, Registration and Bump-out

Information on Bump-in and Bump-out is listed on page 4.

5) Forwarding Exhibition and Satchel Material

Information related to delivery of unaccompanied goods will be emailed to you closer to the date.

6) How to Book Your Booth

Only limited booth space is available for this Conference, so to avoid disappointment, we strongly advise you to complete and email the registration form as soon as possible.

7) Cancellations and Refunds

Please refer to the Terms and Conditions.

8) Booth Sharing

Booth sharing is not permitted without prior permission (see Clause 8 of Terms and Conditions). As a Not for Profit association, prices for the exhibition booths at our Conference are significantly reduced for providers to the industry; full commercial rates would be much higher. Therefore, we request that this clause is respected by our contractual arrangements.



Sponsorship Opportunities

General

Sponsorship plays an important role in the success of what is the most important date on the massage industry calendar. We understand the need for a mutually beneficial relationship with sponsors and advertisers and we will work with you on maximising your exposure to Conference delegates. The following sponsorship opportunities are available for the 2020 National Conference and all prices are GST inclusive.

	\$10,000	\$5,000	\$3,500	\$2,800	\$1,500	\$1,100	\$1650 (1st time) OR \$1350 (previous exhibitor)	POA	POA
	PLATINUM SPONSOR (EXCLUSIVE)	GOLD SPONSOR (2 SLOTS)	SILVER SPONSOR (4 SLOTS)	SACHEL SPONSOR	LANYARD SPONSOR	DIGITAL BRAND PACKAGE	EXHIBITOR	WELCOME EVENT (FRIDAY)	SUNDAY BREAKFAST
EXHIBIT / PASSES									
Exhibit Booth (3m x 2m)	2	2	1				1		
Exhibit Booth Passes	4	4	2				2		
Saturday Night Gala Dinner Tickets	4	2	2						
MARKETING / BRANDING / PUBLICITY									
Journal Advertising - November 2019 OR February 2020 OR May 2020	Full Page	Full Page	Half Page						
E News March 2020 AND April 2020 AND May 2020	Clickable Logo	Clickable Logo	Clickable Logo	Clickable Logo	Clickable Logo	Clickable Logo	Clickable Logo	Clickable Logo	Clickable Logo
Conference Bulletin	Clickable Logo + 50 word description	Clickable Logo + 50 word description	Clickable Logo + 50 word description	Clickable Logo + 50 word description	Clickable Logo + 50 word description	Clickable Logo + 50 word description	Clickable Logo	Clickable Logo + 50 word description	Clickable Logo + 50 word description
Branded Lanyard with your Company Logo					X				
Branded Conference Satchel with your Company Logo				X	X				
Showbag Insert Flyer	X	X	X	X	X	\$300	X	X	X
Showbag Insert Product	X	X	X	X	X	\$150	X	X	X
Scavenger Hunt	X	X	X				\$200		
Facebook Pre Event - 2 x instances with clickable logo and 50 word company description	X	X	X			X			
Logo on Event Website	X	X	X	X	X	X	X	X	X
Logo on Event Brochure	X	X	X	X	X		X	X	X
Logo on Gala Dinner Menu	X								
Verbal Acknowledgement as Sponsor during opening and closing address	X	X	X	X	X			X	X
Sponsors on stage backdrop (PowerPoint Slide)	X	X	X	X	X	X	X	X	X
SPEAKING / LEADERSHIP OPPORTUNITY									
30 Minute Speaking Opportunity to Delegates								X	X

Approval of advertising material is required. Please send a sample with your booking form BEFORE 6 April 2020 to:

David Sheehan, Conference Co-ordinator

M: 0404 009 634

E: david@comphs.com.au

PLEASE NOTE: Inserts larger than four pages will incur a surcharge of \$80 for each additional page. Approved advertisers will be advised closer to the event of the exact number of inserts required. Advertising space in the Journal is restricted, so please note that advertisements (and inserts) will be accepted in the first available issue depending on these restrictions.



Booking Form

MASSAGE & MYOTHERAPY AUSTRALIA 2020 NATIONAL CONFERENCE



We/I would like to take out the following exhibitor/sponsorship/advertising options

1. Sponsorship

- Platinum Sponsor (1 only) \$10,000 **\$ SOLD**
- Gold Sponsor \$5,000 \$ _____
- Silver Sponsor \$3,500 \$ _____
- Satchel Sponsorship \$2,800 \$ _____
- Lanyards Sponsorship \$1,500 \$ _____
- Digital Brand Package \$1,100 \$ _____

2. Advertising *(Showbag inserts are included for exhibitors)*

- Showbag Sponsorship Product Insert \$150 \$ _____
- Showbag Sponsorship Brochure Insert \$300 \$ _____
- 'Scavenger Hunt & Social Media Promotion \$200 \$ _____

3. Exhibiting

- 3m x 2m Booth \$1,650 \$ _____
- 3m x 2m Booth (2019 Exhibitors) \$1,350 \$ _____
- Additional Standard Booth \$990 \$ _____
- Additional Booth Attendants (2 only included in above price) each \$120 \$ _____

4. Saturday Night Gala Dinner tickets

(3-course meal, entertainment and beverages included)

- No. of tickets _____ x \$140 per ticket \$ _____

TOTAL \$ _____

5. Booth preference

Refer to venue floorplan (see page 4)

1st: Booth # _____ 2nd: Booth # _____ 3rd: Booth # _____

4th: Booth # _____ 5th: Booth # _____ 6th: Booth # _____

6. Organisation details

Organisation: _____

Contact: _____

Address: _____

Suburb: _____

State: _____ Postcode: _____

Tel: () _____

Email: _____

Your website address: _____

Please email the following to: david@comphs.com.au

- 1. Your company description (max 30 words) for the Massage & Myotherapy website**
- 2. Your company logo.**

By typing my full name in the box provided below, I hereby confirm I have read, understood and agree to the terms and conditions set forth in this Exhibitor Information Kit and understand that acceptance of advertising materials is subject to Massage & Myotherapy Australia approval. **Due to the high demand for booths a 50% deposit is required to confirm your booking.**

Name: _____

Date: ____ / ____ / ____

Method of payment

1. Please scan this completed form and email to **Roy John, Financial Controller, email: roy@massagemyotherapy.com.au**
2. An invoice will be emailed to you on receipt of your application form.
3. Credit card payment can be arranged on invoice by calling the Finance Department on 03 9602 7300.

(Massage & Myotherapy Australia is a brand of the Australian Association of Massage Therapists Ltd).

Massage & Myotherapy Australia
Level 8, 53 Queen Street, Melbourne VIC 3000
ABN 70 104 153 460

Exhibitor/Sponsor Terms & Conditions

1. Massage & Myotherapy Australia, a brand of the Australian Association of Massage Therapists will hereafter be referred to as "the Organisers".
2. Charges will be based on the 'booths' as shown in the plans of the Exhibition, which will include the total package shown in the brochure.
3. The Organisers reserve the right to re-plan the Exhibition to the benefit of Exhibitors/Sponsors, as they see fit.
4. The Organisers reserve the right to decline any application for a booth and no application will be considered unless made on the correct form. This form is to be completed fully and without alteration and booths are let on these conditions.
5. No booth will be held as let until this form is signed and returned to the Organisers with the appropriate fee. In the event of the Exhibition being abandoned, the Organisers will return all fees received but will not be responsible for the cost of any work carried out by the Exhibitors/Sponsors or their contractors.
6. If in the event of the Exhibitor/Sponsor failing to occupy the said space by the opening time of the Exhibition, the Organisers are authorised to occupy or cause the said space to be occupied in such manner as it may deem best for the interest of the Exhibitor/Sponsor and without releasing the Exhibitor/Sponsor from any liability hereunder.
7. No Exhibitor/Sponsor shall erect any sign, stand, wall or obstruction, which in the opinion of the Organisers interferes with an adjoining Exhibitor/Sponsor.
8. No Exhibitor/Sponsor shall display on her/his booth any advertisement for goods manufactured and/or sold, or services provided by a non-Exhibitor/Sponsor unless written permission has been obtained from the Organisers and no booth may be sublet in any manner without the consent of the Organisers. Exhibitors/Sponsors will comply with the rules and regulations stipulated by the Organisers, the venue, the Health Department and the Fire Brigade and with all relevant State and Commonwealth Acts.
9. The Exhibitor/Sponsor will not damage any walls or floors or ceiling of the Exhibition area in which her/his booth is located or by nails, screws, oil, paint or any other cause whatsoever.
10. Storage of any products or materials (including packaging) is the responsibility of the exhibitor. The Organiser is not responsible for providing storage space at the venue.
11. The Organisers reserve the right to postpone the holding of the Exhibition from the set dates, and hold the Exhibition on other dates as near to the original dates as practicable, utilising the right only where circumstances necessitate such action and without any liability to the Organisers.
12. The Organisers will take all precautions they consider necessary for the protection and security of exhibited articles but cannot be responsible for the safety, loss or damage of any exhibit or other property or any other person under any circumstances whatsoever.
13. Neither the Organisers nor the Exhibition venue owners or operators will be responsible for the safety of any exhibit or property of any Exhibitor/Sponsor, or any other person, for loss or damage of, or destruction to same, by theft or fire or any other cause whatsoever, or for any loss or damage whatsoever sustained by the Exhibitor/Sponsor by reason of any defect in the building caused by fire, storm, tempest, lightning, national emergency, war, labour disputes, strikes or lock-outs, civil disturbances, explosion, inevitable accident, force majeure, or any other cause not within the control of the Organisers or for any loss or damage occasioned, if by reason of happenings of any such event, the opening of the Exhibition is prevented or postponed or delayed or abandoned, or the building becomes wholly or partially unavailable for the holding of the Exhibition. The Exhibitor/Sponsor agrees and undertakes to insure the full replacement value of the contents of her/his booth and all associated equipment and materials.
14. Exhibitors/Sponsors are expected to provide staff for their booth for the duration of the Exhibition.
15. Exhibitors/Sponsors may only conduct competitions or offer prizes with the permission of the Organisers.
16. Exhibitors/Sponsors' nametags will be issued to all Exhibitors/Sponsors and their staff; these are not transferable and must be worn at all times during the Exhibition.
17. If due to any unforeseen circumstances it is found necessary to close the Exhibition on any day or days or to vary the hours the Exhibition is open the Organisers reserve the right to do so, at their sole discretion.
18. The Organisers may from time to time add to or vary the foregoing rules and regulations and do anything at their sole discretion they deem desirable for the proper conduct of the Exhibition. provided that such amendments or additions do not operate to diminish the rights reserved to the Exhibitor/Sponsor under the agreement and shall not operate to increase the liabilities of the Organisers.
19. These terms and conditions do not exclude any warranties and liabilities that cannot be disclaimed under the Trade Practices Act (TPA) or similar State or Territory legislation. Otherwise, the Organiser excludes all warranties and liabilities which may be implied by law. To the fullest extent permitted by law, the Organiser's liability for breach of any implied warranty or condition in relation to services supplied or offered by the Organiser which cannot be excluded is restricted, at the Organiser's option, to supply of the services again, or the payment of the cost of supplying the services again.
20. Exhibitors/Sponsors unconditionally agree to indemnify the Organiser and hold the Organiser harmless (including all of its officers, agents, employees and affiliates) from and against any and all loss, damage, liability and expense (including all reasonable legal fees) suffered or incurred by reason of any claims, proceedings or suits based on or arising out of the Exhibitor/Sponsor participating in the Exhibition.
21. If the Organiser suffers loss or damage or incurs any costs in connection with a breach of these terms or conditions, or any other legal obligation, Exhibitors/Sponsors agree to indemnify the Organiser (including all of its officers, agents, employees and affiliates) for those losses, damages and costs which are attributable to their breach.
22. If an Exhibitor/Sponsor cancels a booked 'booth' the following conditions apply:
 - i) For cancellations at least two months prior to the opening of the Exhibition a fee of 60% of the contracted price will apply.
 - ii) For cancellations less than two months prior to the opening of the Exhibition a fee of 100% of the contracted price will apply.
23. Exhibits are admitted to the Exhibition, and shall remain there, solely on strict compliance with these Terms and Conditions. The Organisers reserve the right to prohibit in whole or in part and reject any Exhibitor/Sponsor or her/his representative in the case of failure to comply with these Terms and Conditions. There shall be no return of payment if such rejection or prohibition is deemed necessary by the Organisers.
24. Exhibits must not be removed and displays must not be dismantled either partly or in total, before closing time on the last day of the Exhibition. All exhibits and display material must be removed as soon as possible and by the time indicated.
25. These terms and conditions are governed by and construed in accordance with the laws of Victoria and all users of this Site irrevocably and unconditionally submit to the non-exclusive jurisdiction of the courts of Victoria.
26. If any of these terms and conditions should be determined to be illegal, invalid or otherwise unenforceable, it shall be severed and deleted from the terms and conditions and the remaining terms and conditions shall survive, remain in full force and effect and continue to be binding and enforceable.