

# South Beach Symposium

medical + aesthetic dermatology

Revolutionizing  
Modern  
Dermatology

# PROSPECTUS



**FEB**  
**9-12**  
**2023**

LOEWS HOTEL  
MIAMI BEACH, FL

**LIVE MEETING**

# South Beach Symposium

medical + aesthetic dermatology

**SBS offers 3 days of face-to-face access with EXPANDED NETWORKING TIME in 2023.** This year, we are offering so much more! Our opportunities to engage and educate our attendees just got BIGGER.

- Industry-Sponsored Product Theaters
- Breakfast and Dinner Symposia
- Live Injections and Device Demonstrations
- Hands-On Injection Training
- Resident Training Workshop
- Focus Groups + Advisory Boards
- Roundtable Discussion Sessions
- Live Stream of Special Sessions
- Exclusive Keynote Address

## WANT TO MEET EVEN MORE ATTENDEES?

### ALLIED HEALTH

We now have more allied health professionals than ever. We added ONE FULL DAY of NP/PA dermatology education. You heard that right! Our industry partners asked, and we answered. With a full day allocated to the best practices for NP + PA's we will have more attendees to network and meet with.

### SBS UP AND COMING

Back by popular demand (and even better!) we are expanding on our residents education this year. SBS offers direct access to our resident attendees. SBS Up+Coming is designed to meet the needs of dermatology residents in training and gives you access to over **70+ residents and fellows**. HOW? Check out page 15 to see how your company can support our Residents Reception, Residents Networking Brunch, 'So you wanna be a KOL' round table, our most popular- the Residents Summit, and other Residents Scholarship opportunities.



# **M** MASTERS OF **PEDIATRIC DERMATOLOGY**

## **A PEDIATRIC FOCUS:** Masters of Pediatric Dermatology (MOPD)

What was once a one day program, has now expanded based on need to a full 2 day program that focuses on the treatments in pediatric & adolescent dermatology. This year, we have added an all new hands-on to focus on the growing need for a new type of learning. While, MOPD is still the same amazing meeting, it has expanded in scope to meet our attendees and industry partners needs.

Hosted by Lawrence A. Schachner, MD, Co-Director of the Division of Pediatric Dermatology at The University of Miami Miller School of Medicine, the MOPD brings together world-renowned experts in the field of pediatric dermatology to lecture on the latest advancements.

This year the MOPD meeting will take place on February 9th + 10th and include a separate track for allied health professionals to expand our reach to even more healthcare professionals.

# Attendee Breakdown:

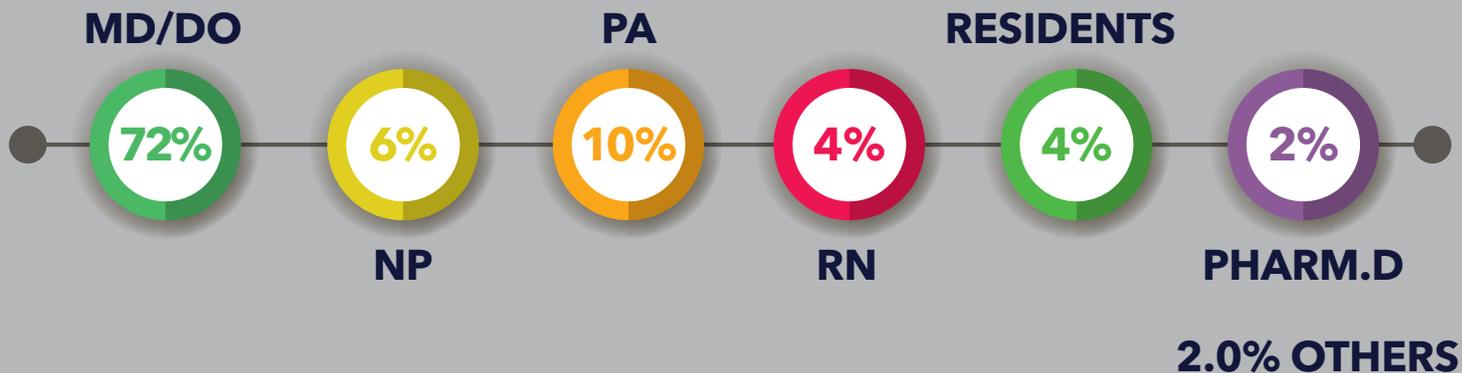
**80.0%**  
Physicians



**20.0%**  
Allied Health

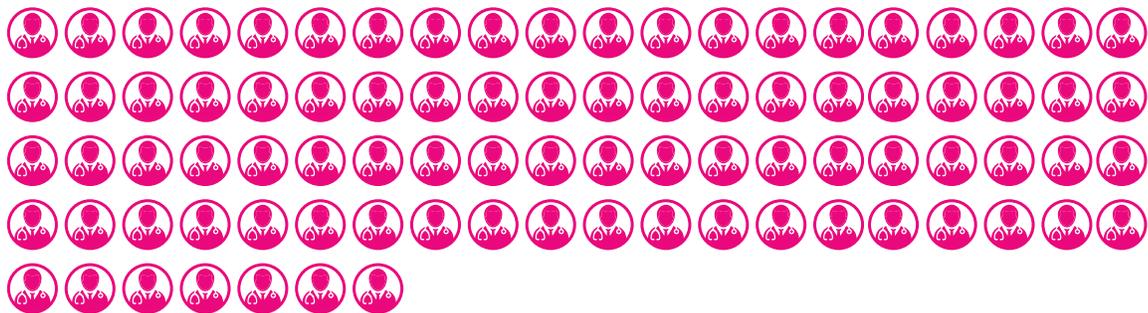


# Degree Breakdown



# Specialty:

**87.0%**  
Dermatology



**10.0%**  
Primary Care



**3.0%**  
Other



# Do You Do Virtual Programs Too?

**YES, WE DO!!!**



While our LIVE programs will always be our mainstay, we also added more virtual programs to our educational offerings - take a look at a few of our recent virtual programs (and the eyeballs we get!)

## Racial Disparities in Dermatology

**Learners:** 1,701 participants

**Test-Takers:** 815 completers

**Faculty Interview Podcasts:** 310 Views

## Dermatology on the Frontlines

**Learners:** 2,406 participants

**Test-Takers:** 1,012 completers

## Atopic Dermatitis Virtual Patient Clinician Summit

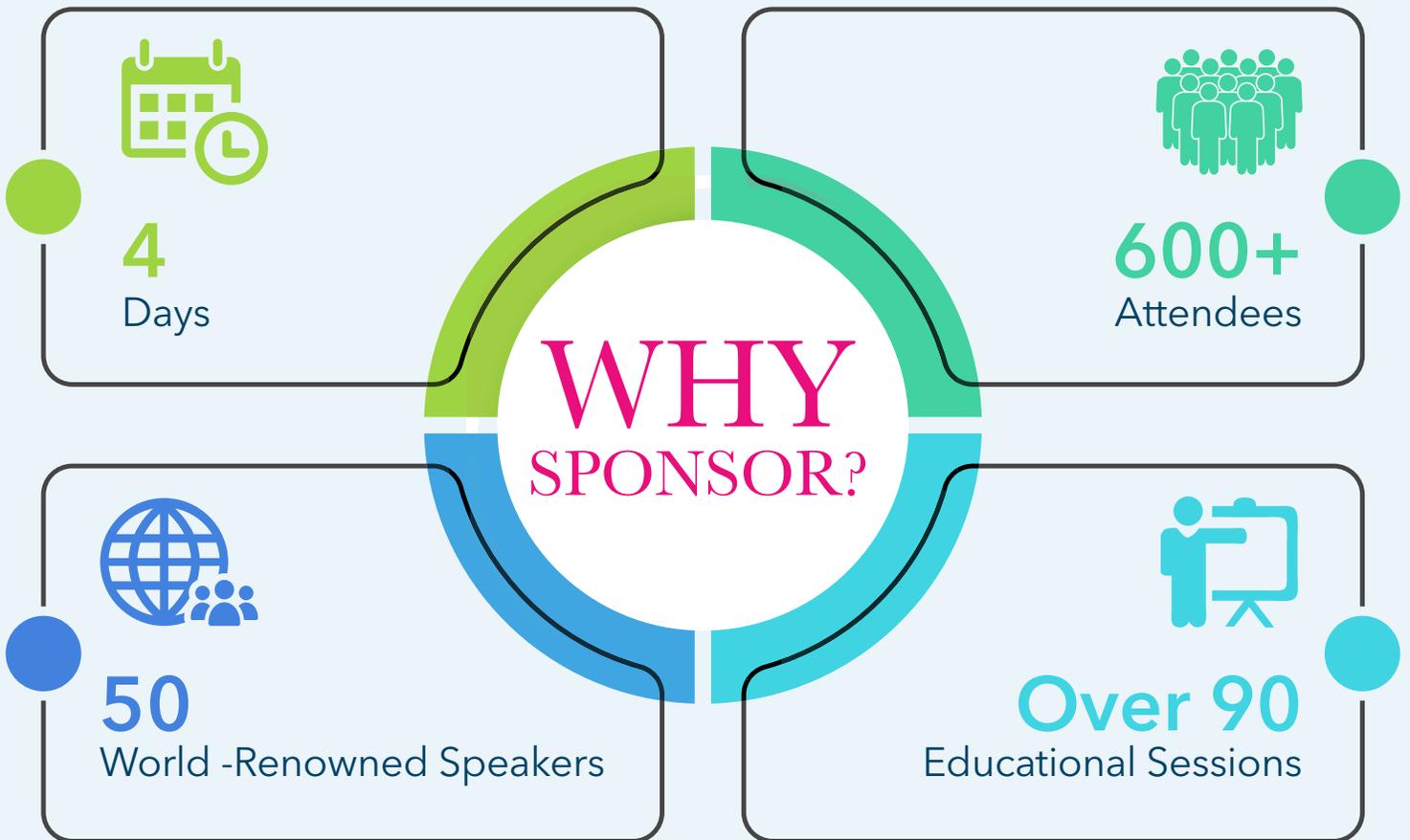
**Learners:** 636 participants

**Test-Takers:** 657 completers

## A New Wave of Systemic Treatments: Atopic Dermatitis, Meet JAK

**Learners:** 1,561 participants

**Test-Takers:** 8,188 completers



**1 South Beach Symposium has run successfully for 20 years.**

This will be our 21st year of providing the latest education in medical and aesthetic dermatology to a vested audience of healthcare providers: all of whom are committed to enhancing patient care.

**2 South Beach Symposium is more than a conference. It is an experience.**

Our attendees learn the latest updates in clinical education, through an interactive forum in which lectures are brief & focused. Attendees will receive opportunities to expand on multiple educational tracks, and continue learning through online education.

**3 South Beach Symposium delivers more than education. It provides access.**

Access for our attendees to the most prominent thought leaders in dermatology, and access for our exhibitors and sponsors to practitioners on the frontlines of dermatology and aesthetic medicine.

Two evening networking receptions. Additionally, all coffee breaks and refreshments are served in the Exhibit Hall.

Daily dedicated hours with attendees.

Exciting Passport Prizes designed to increase face time between exhibitors and attendees.

The Exhibit Hall is located next door to the General Session room!

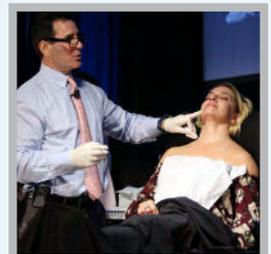
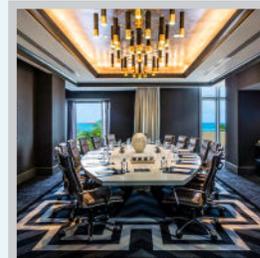


## SBS OFFERS

# Plan Your Strategy

## IMPORTANT DATES

Submit Company Description	November 15, 2022
Reserve Hotel Rooms	January 18, 2023
Submit Representative Badge Names	January 27, 2023
Lead Retrieval Deadline	January 27, 2023



# Exhibit Hall

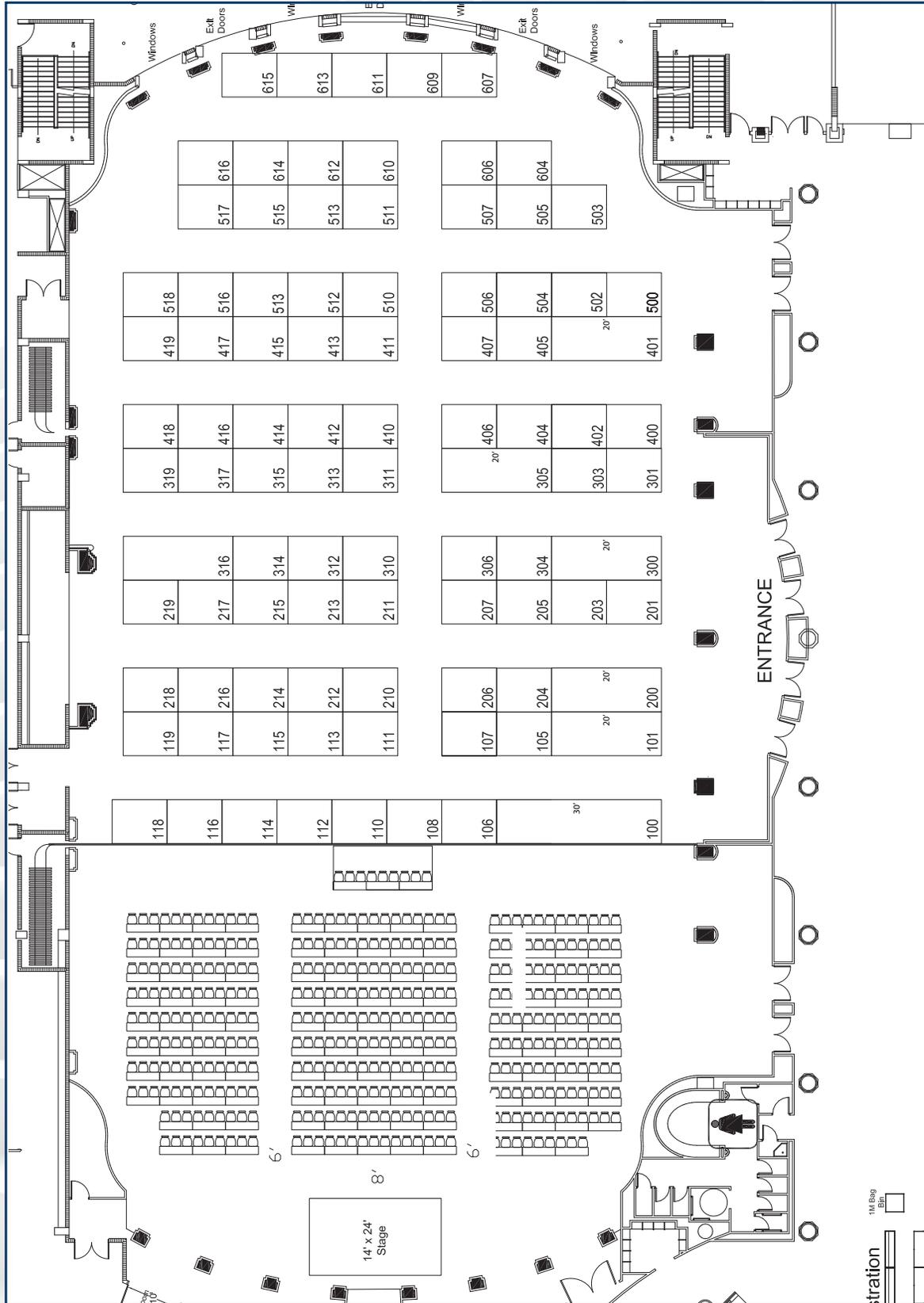


Exhibit Hall Preliminary Floorplan: 8x10 booths may be combined to form larger booths. Exhibitors may also indicate preferences about placement and priority is placed on sponsorship level as well as first-come, first-serve per request. Exhibit space is an approximation based on 2022 configuration and subject to change.

# Enhanced Hall Access in 2023:

Passport to Prizes Giveaway, Champagne Toast, Networking Receptions will be hosted inside the SBS Exhibit Hall



## Exhibit Hall Schedule & Hours:

# 2023

## VENUE

### LOEWS MIAMI BEACH HOTEL

1601 Collins Avenue,  
Miami Beach, FL 33129  
Room Rate - \$379 /night

## Thursday | February 9

Exhibit Hall Move-in:	7:00am - 4:00pm
Exhibit Hall OPEN:	5:30pm - 7:00pm

## Friday | February 10

Exhibit Hall OPEN:	8:30am - 6:30pm
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## Saturday | February 11

Exhibit Hall OPEN:	8:30am - 3:30pm
Exhibit Hall Move Out:	3:30 pm - 6:00 pm

\*Exhibitors may not begin breakdown until 3:30pm\*  
\*Exhibit Hall Hours Subject to Change\*

# WHY EXHIBIT?

Any company that wants to reach motivated, frontline clinicians involved in dermatologic care should join us! SBS attendees are diverse and multidisciplinary, yet they all share the desire for knowledge about the most useful products and services to improve their daily interactions with patients.

**EARLY BIRD DISCOUNT** \$6,000 Booth  
Sign up by August 14th!

## BOOTH DETAILS

### 8X10 Booth

\$7,000

(Includes tabletop, two chairs, tablecloth, wastebasket, and two complimentary registrations)

### 8X20 Booth

\$13,000

(Includes four chairs, tablecloths, four complimentary registrations and wastebasket)

### Passport to Prizes

\$495

(Optional but I wouldn't miss it!)

### Lead Retrieval

\$400

Choose between a Handheld unit or use the Mobile App

### Make it a Premier Package

Additional \$4,000

Includes Base Booth Amenities plus a Full-Page Ad in the Conference Guide or Banner Ad via the SBS Event App, Literature Insert, Lead Retrieval, and 2 Additional Conference Registrations

# Sponsorship Levels

## 2023

### 2023 FUSION SPONSORSHIP PACKAGES

Looking for something unique to meet your company's promotional goals? We will work with you to create a customized sponsorship package, specifically designed with your company in mind. Our overarching goal in offering sponsorship packages for your company is to increase visibility and engagement while merging and promoting branding through publications, signage, meeting materials, and other high exposure outlets throughout the meeting. At every support level, customized packages are built to meet your company's needs. Mix and match different opportunities to maximize your footprint!

#### SBS Sponsorship Levels

Recognition in order of Sponsorship Level on all meeting collateral

- Platinum - \$100,000+
- Gold - \$75,000+
- Silver - \$50,000+
- Bronze - \$25,000+

Select which exhibit and sponsorship opportunities fit your company's needs best and we will design a custom package that will not only deliver ROI immediately, but will also get you the best bang for your buck!



# Sponsorship Opportunities

## SBS Star Supporter Package



\$18,000

Join us at one of the HOTTEST sessions during South Beach Symposium. Our non-cme Device Day is over 2 hours long and allows companies to highlight their products. SBS has showcased lasers, microneedling and countless other procedures that happen LIVE at the hotel. We provide a patient room, basic medical materials and a physician's assistant to help prep the patient and offer 10-15 minutes on the main program.

### The Star\* Supporter package includes:

- Device Workshop or Non-CME presentation on SBS program agenda
- 8x10 Booth (includes 6 ft table, 2 chairs, waste basket, and company sign)
- 4 Full Conference Passes; 4 Exhibit Passes
- Official Sponsor Recognition on SBS Website, Mobile Conference App, Conference Guide, Meeting Materials and Company description listed on the Virtual Exhibit Hall online
- 2 complimentary passes to hand out to any physicians of your choice
- 2 tickets to VIP Faculty Dinner for company representatives -takes place at the Loews and would provide 2 of your representatives the more intimate opportunity to network with our VIP faculty, key opinion leaders
- 1 lead retrieval

## SBS Nightly News Sponsorship

\$30,000

### Sponsorship includes:

- Banner recognition on the SBS news email that will go out to all SBS meeting participants (with company logo)
- 1 email to SBS pre-registered list to promote sponsorship
- 3 social media posts to promote sponsorship
- Listing of logo on meeting title slide to announce the news segment; Announcement in housekeeping notes at the start of every day with acknowledgement of the supporter and reminder for attendees to be on the look out



## SBS Abstract Poster Session Competition

\$25,000

Support the inaugural SBS Abstract Poster Sessions at the 2023 conference. The purpose of the competition is to provide a venue to share innovations, stimulate research, showcase unique research projects, and to encourage networking among young physicians, senior physicians and KOL's at the meeting.

### Sponsorship includes:

- Non-CME session support of 15 min program time for the SBS poster session presenters on main stage (3 winners will present their abstracts on stage during this time)
- Ability of sponsor to speak at podium for 3 minutes and introduce winners
- Company representative to present award certificate to winner prior to abstract presentation on main stage
- Recognition on all meeting materials as supporter of the poster session competition
- 1 email to pre-registered list to promote sponsorship with company logo
- 3 social media posts to promote sponsorship
- Listing of logo on meeting title/housekeeping slide to announce sponsorship

## SBS VIP Faculty Reception

\$50,000

Support and engage with our KOL's at this new and improved dinner! This year we are offering some things sure to be a hit and garner some incredible buzz for your brand- complete with a red-carpet entrance!

### Sponsorship includes:

- Sponsorship of the VIP Faculty Reception that takes place on February 10th, 2023
- Ability to host 40+ KOLS and other industry leaders in a classic Miami setting
- Event to create a red-carpet experience with sponsored step and repeat with company logo



## "Budget Issues?"

Ask us about the Quickfire Round Opportunity for product placement

## SBS Refreshment Breaks

\*(price for each refreshment break)

\$15,000

Support our refreshment break at SBS and energize our attendees. Provide each attendee with branded to-go coffee cups and napkins along with some hearty snacks.

### Sponsorship includes:

- Sponsor recognition on all signage acknowledging support of the breaks
- Napkins and To Go Coffee Cups will have sponsors logo on them
- 1 email to SBS pre-registered list to promote sponsorship
- 3 social media posts to promote sponsorship
- Listing of logo on meeting title/housekeeping slide to announce sponsorship

## SBS Meeting Room

\$1,500 per day-  
\$5,000 for 4 days

Set up intimate meetings or host a slide review. These rooms help with creating a private area for whatever your business needs require.

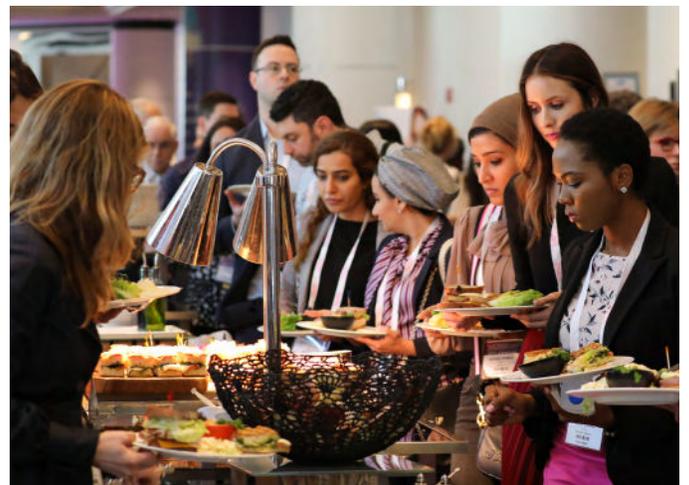
### Sponsorship includes:

- 1 meeting room from 7am-9pm for one day or for the 4 days of the SBS meeting
- Meeting Room to hold up to no more than 5 people maximum
- SBS will provide a Hotel contact to facilitate room set and Food and Beverage needs

## Welcome Reception

\$15,000

Help welcome our attendees to South Beach! Our welcome reception serves as the kick-off to our meeting on Thursday evening. Sponsor logo will appear on all signage, on cocktail napkins and on drink stirrers throughout the reception.



# Resident Focused Sponsorships

All Sponsors of Residency Programs will be listed on signage and in conference guide as a Visionary Supporter

## Residents Reception

\$40,000

Be the first to welcome residents to SBS after the Thursday Welcome Reception, for some more welcoming! We tailor an evening of food and refreshments allowing you to network and connect with the best and brightest up and coming physicians from across the country. (up to 25 participants)

## Residents Brunch

\$30,000

This brunch provides the opportunity for industry partners to share their therapy or disease state awareness on a topic of their choice for 1 hour. Company may also hold a "Meet Industry" presentation to discuss the ways they can get involved with the company either from a clinical trial perspective, R and D or future KOL mentorship. SBS to provide boxed lunches for every attendee (up to 25 participants)

## Residents Summit

\$25,000

(Exclusive - Only 2 slots Available)

Support a custom training session exclusive to residents and young practitioners, also gain insights and perspectives from the new generation. Sponsoring company receives us to 2-hour time block.

All Sponsorships includes:

- Meeting Room
- Sponsor recognition on all signage acknowledging support of this event
- Ability of sponsor to welcome everyone at the beginning of program
- 1 email to SBS pre-registered list to promote sponsorship
- 3 social media posts to promote sponsorship
- Listing of logo on meeting title/housekeeping slide to announce sponsorship



### ADDITIONAL OPTIONS

## Resident Scholarship Sponsorship

\$15,000

Help support 10 residents by covering their attendance to the program. This sponsorship helps cover the costs associated with our educational program and allows us to reach a new generation of physicians.

# Educational & Engagement Opportunities



## Advisory Boards

\$10,000-\$15,000

Advisory Boards are valuable opportunities to reach key opinion leaders in the Dermatology and Aesthetic Medicine communities. Sponsors will receive meeting room space for allotted time and assistance in identifying faculty to participate in the advisory board.

<b>2 Hour</b> Advisory Board \$10,000	<b>3 Hours+</b> Advisory Board \$15,000
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## Live Programs/Device Workshops

\$18,000

See page 12 for more information

Device workshops will provide each company with 15 minutes to either: 1) feature a live demonstration and didactic presentation OR will provide the company with 2) a Non CME presentation (and no demo) with a faculty member of their choice. The device workshop will take place during peak times in the General Session or in our other tracks.



### EXTEND YOUR REACH ADD ENDURING for \$12,000



Extend the reach of your live demonstration by having SBS capture the video footage to post on the SBS website for 1 year after the Symposium. Reach physicians that could not attend the live SBS meeting with this lasting option, and receive a maximum return on your investment. (*\*please note - speaker costs are not included in the workshop fee*)

## Poster

\$2,000

Educate our audience with the sponsorship of a clinical poster board to highlight cutting-edge research, experiments and new products or procedures.



# Turn Up Your Volume



## WIFI SPONSORSHIP

\$15,000

Wireless internet will be provided to all attendees. The sponsor will be acknowledged on meeting signage. The sponsor will be the WiFi password.

**SOLD OUT**



## ATTENDEE BAGS

\$20,000

Meeting bags will be given to all attendees. The sponsor will be acknowledged on meeting signage.

**SOLD OUT**



## ROTUNDA GLASS WINDOWS

(5 available) - each \$10,000  
All 5 windows for \$45,000



## MOBILE APP

\$10,000

The SBS mobile app will be used to access the meeting agenda, exhibitor listings, poster sessions, speaker bios, session evaluations and more. The sponsor will be acknowledged on an email announcement, receive banner advertisement on the app and will be acknowledged on meeting signage.



## FOOTPRINT SIGNAGE

\$10,000

Direct attendees to your booth with footprints featuring your company logo. These footprints will be strategically placed starting at the entrance to the Exhibit Hall and leading to your booth.



## ATTENDEE BAG INSERT

\$4,000

Your corporate literature or brochure will be placed in the attendee bag which will be distributed to all attendees at registration.



## LANYARDS

\$15,000

Lanyards will be given to all meeting attendees. The sponsor will be acknowledged on meeting signage.

**SOLD OUT**



## HOTEL KEY CARDS

\$20,000

Reach the attendees where they are staying and have your company logo on the hotel key card. The sponsor will be acknowledged on meeting signage.

**SOLD OUT**



## ELEVATOR LANDING

\$20,000

Sponsor the 4 wall frames in the elevator landing on the SBS Conference Level.

- Sponsor logo and/or customized message will appear on the elevator landing floor

**\*Not all branded opportunities include production costs, please ask us for more information.**



# Want Some Quality Time?

## SPONSOR A PRODUCT THEATER



SBS Industry Supported Programs provide a forum to deliver information about your newest product, device or service to our audience of relevant practitioners. In this format, industry partners may provide a learning session, showcase or demonstration of timely and relevant material, including new therapies, devices and clinical tools.

Engage attendees and make use of valuable face time with them, without any competition.

Industry Supported time slots are scheduled during uninterrupted times when educational sessions are not taking place to help maximize your attendance.

**Dates and Times will vary.**

**Reach out to Shannon O'Leary**

Director of Business Development  
LiVDerm, Masters of Pediatric Dermatology, South Beach Symposium  
Tarsus Medical

**C: 904-673-1004**

**[shannon@tarsusmedicalgroup.com](mailto:shannon@tarsusmedicalgroup.com)**

**Breakfast Non-CME Slot \$50,000**

**Lunch Non-CME Slot \$60,000**

**Dinner Non-CME Slot \$45,000**

# Want some Quality Time?

## PRODUCT THEATER / INDUSTRY SPONSORED SYMPOSIA

### The following is included in the fee:

- 45-minutes of program time
- Meeting room at hotel, set classroom or theater
- Basic audiovisual equipment including screen, projector, laptop, podium, and microphone
- 5 full conference passes, 5 exhibit hall passes
- 8x10 booth in Exhibit Hall (includes 6 ft table, 2 chairs, waste basket and sign)
- Acknowledgement on all meeting materials and on SBS website
- (1) one special events e-blast to pre-registered attendees distributed by SBS
- Bag stuffer to include in all attendee bags (Developed and printed by sponsor) \*
- Push notifications announcing the event via the app
- 4 tickets to VIP Faculty Event for company representatives
- 2 Lead Retrievals for duration of Product Theater

## EXTEND YOUR REACH

Enduring Activity  
Package \$15,000

### The above outlined benefits are included with the Professional Medical Education Activity plus:

Extend the reach of your program through an audio and/or video recording of your program. Your enduring activity will be hosted on the SBS website for 1 year and marketed to the SBS internal database. This unique opportunity will ensure that you receive maximum return on your investment and allow you to reach dermatology professionals who might not have had the opportunity to attend the live event!

- Recording of audio and/or video of live activity
- Posting of activity on SBS website for 1 year
- Advertisement of activity on the SBS website through one banner ad, social media posts and email blasts to SBS database

**Please note:** The sponsor is responsible for all pass through expenses related to the activity such as food and beverage, faculty expenses and honorarium as well as content development and development of program materials. Sponsor is responsible for Sunshine Act reporting as applicable.

### SATELLITE SYMPOSIA - CME

For more information on hosting a CME Satellite Symposium at SBS, please contact:  
[Laura@Southbeachsymposium.org](mailto:Laura@Southbeachsymposium.org) or call **305-219-5525** for an application.

### ADDITIONAL INFORMATION:

- Product Theaters are not accredited for CME/CE credits.
- Timeslots are assigned on a first-come, first-served basis.
- Platinum and Gold level supporters will receive the first opportunity for available slots.
- Food and Beverage is required to be provided by sponsoring company.
- The supporter must be an exhibitor at the South Beach Symposium in order to participate.

**FEBRUARY 9-12, 2023 | MIAMI BEACH, FL**

Company Name:

Web Address:

Contact Name:

Email:

Address:

City:

State:

Zip:

Country:

Phone:

Fax:

<input type="checkbox"/> 8X10 Booth (prior to August 14, 2022)	\$6,000	<b>What do you plan to exhibit?</b>	<b>Companies you prefer not to be placed next to:</b>
<input type="checkbox"/> 8X10 Booth (after August 14, 2022)	\$7,000		
<input type="checkbox"/> 8x20 Booth	\$13,000	<b>Total Amount Due:</b>	

**Additional Marketing & Sponsorship Options**

<input type="checkbox"/> Wi- Sponsorship   <b>SOLD OUT</b>	\$15,000	<input type="checkbox"/> Door Drop	\$6,000
<input type="checkbox"/> Attendee Bags   <b>SOLD OUT</b>	\$20,000	<input type="checkbox"/> Door Hangers	\$6,000
<input type="checkbox"/> Welcome Reception	\$15,000	<input type="checkbox"/> Escalator Runner Clings   <b>SOLD OUT</b>	\$45,000
<input type="checkbox"/> VIP Faculty Dinner	\$50,000	<input type="checkbox"/> Escalator Landing	\$15,000
<input type="checkbox"/> Lanyards   <b>SOLD OUT</b>	\$15,000	<input type="checkbox"/> Elevator Landing	\$20,000
<input type="checkbox"/> Star Supporter Package	\$18,000	<input type="checkbox"/> Wall Frames   <b>SOLD OUT</b>	\$20,000
<input type="checkbox"/> Enduring Package	\$15,000	<input type="checkbox"/> Speaker Ready Room   <b>SOLD OUT</b>	\$25,000
<input type="checkbox"/> Advisory Board (2 hours)	\$10,000	<input type="checkbox"/> Passport Sponsorship	\$495
<input type="checkbox"/> Advisory Board (3 hours+)	\$15,000	<input type="checkbox"/> Bag Insert	\$4,000
<input type="checkbox"/> Hotel Keycards   <b>SOLD OUT</b>	\$20,000	<input type="checkbox"/> Poster	\$2,000
<input type="checkbox"/> Refreshment Breaks	\$15,000 per day	<input type="checkbox"/> Nightly News	\$30,000
<input type="checkbox"/> Rotunda Glass Window Frames		<input type="checkbox"/> Abstract Session	\$25,000
<input type="checkbox"/> \$10,000 each <input type="checkbox"/> \$45,000 for all 5		<input type="checkbox"/> Beach Towels   <b>SOLD OUT</b>	\$15,000
<input type="checkbox"/> Mobile App	\$10,000	<input type="checkbox"/> Footprint Signage	\$10,000

**RESIDENT SPONSORSHIPS**

<input type="checkbox"/> Residents Reception	\$40,000
<input type="checkbox"/> Residents Brunch	\$30,000
<input type="checkbox"/> Residents Summit	\$25,000
<input type="checkbox"/> General Support	\$15,000

**PRODUCT THEATER**

<input type="checkbox"/> Breakfast Slot	\$50,000
<input type="checkbox"/> Lunch Slot	\$60,000
<input type="checkbox"/> Dinner Slot	\$45,000

**Additional Options**

<input type="checkbox"/> Lead Retrieval Scanner	\$400
(After January 20th, 2023, Cost \$450)	
<input type="checkbox"/> Handheld Unit	<input type="checkbox"/> Mobile App (3 Users)

**Payment in full must accompany this application**

By signing this application, Exhibitor attests that they have received, reviewed and consented to the attached Exhibitor Terms and Conditions. South Beach Symposium reserves the right to inspect or refuse any marketing materials listed above.

Signature:

Date:

## Payment Authorization Form

Company Name: \_\_\_\_\_

### Payment Information

Card Type:



Cardholder Name:

(as shown on card)

\_\_\_\_\_

Cardholder Number:

\_\_\_\_\_

Expiration Date:

(mm/yy)

\_\_\_\_\_

CVV:

\_\_\_\_\_

Total Amount:

\_\_\_\_\_

I, \_\_\_\_\_, authorize Tarsus Cardio to charge my credit card the amount of \$\_\_\_\_\_ for the agreed upon purchases.

**Payment Method:**



Check

If you are paying by check please mail your checks to Tarsus Cardio.  
1801 N. Military Trail, Suite 200, Boca Raton, FL 33431



Wire Transfer

(Please Call 561.771.6688 for details)

Customer Signature

Date

To view full terms & conditions as well as our cancellation policy, visit our website at [www.southbeachsymposium.org/assets/pdf/2020/SBS\\_2020-Exhibitor\\_and\\_Sponsorship\\_Application\\_Form\\_012319.pdf](http://www.southbeachsymposium.org/assets/pdf/2020/SBS_2020-Exhibitor_and_Sponsorship_Application_Form_012319.pdf)

## 1. Contract

The following Rules and Regulations become binding upon acceptance of this Contract between the Applicant and its employees, and the show sponsor. In addition, ACCME rules are followed.

## 2. Space Assignment

Booth locations will be assigned at the sole discretion of show management. Placement will be made based on date of reservation and separation of competitive products.

## 3. Booth Package Description

Booth packages include (1) 8'x 10' pipe-and-drape booth, (1) identification sign, 6 ft table, 2 chairs, waste basket and (3) representative registrations. Total individual exhibit floor space is limited to 8'x 10' unless requested and approved in writing. No walls, partitions, signs or decorations may be erected which will interfere with the general view "down the aisle", or other exhibits.

## 4. Show Move-In & Move-Out (Tentative)

Disclaimer: Exhibit Hours and Move in and Move out times are Tentative and Subject to Change

**Move-In Thursday, February 9, 2023**

Exhibit Hall Move-in: 7:00am – 4:00pm

**Move-Out Saturday, February 11, 2023 3:30 pm – 6:00 pm**

**NOTE:** No exhibitor will be allowed to break down their booth until after the break on Saturday, August 13. Exhibitor agrees that if they do not follow these set-up and tear down guidelines, the company will be charged \$500 and will be suspended from future shows. **DISCLAIMER:** Exhibit space is awarded on a first-come, first-served basis. Submission of this form does not guarantee exhibit space. SBS will notify exhibitor applicant if exhibit space request cannot be honored.

## 5. Exhibit Hours (Tentative)

Please email [a.loi@a4m.com](mailto:a.loi@a4m.com) for the most up to date schedule and times

**Thursday – February 9, 2023 5:30 pm – 7:00 pm**

**Friday – February 10, 2023 8:30 am – 6:30 pm**

**Saturday – February 11, 2023 8:30 am – 3:30 pm**

## 6. Unoccupied Space

SBS reserves the right, should any rented space remain unoccupied after the first hour of the show's opening, to rent or occupy said space.

## 7. Payments & Refunds

The total amount for sponsorship, grants and exhibit booth space is due upon the reserving of space and signing the contract. In the event an exhibitor or sponsors cancels a contract, SBS must be notified in writing. Exhibitors or Sponsors canceling 90 days or less prior to the start of the event will be charged a cancellation fee equal to 100% of the total contract charge. This includes any unpaid balance. Exhibitors or Sponsors canceling more than 90 days prior to the start of the event will be charged a cancellation fee equal to 50% of the total contract charge. This also includes any unpaid balance.

## 8. Food Service

SBS reserves the right to provide food and beverage during certain hours in the exhibit area.

## 9. Noisy Equipment

The operation of whistles or any objectionable device will not be allowed. After the show opens, noisy and unsightly work will not be permitted.

## 10. Security

Providing security for exhibits, exhibitor property and for exhibitors themselves, as well as for their employees, agents, representatives and guests, shall be the sole responsibility of the exhibitor or sponsor only.

## 11. Fire and Safety Regulations

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. All display materials and decorations must be flameproof and subject to inspection. No flammable substances may be used or shown in booths.

## 12. Liability and Insurance

The hotel management and SBS will take all reasonable precautions to avoid loss of exhibitors' property by theft or fire, but under no circumstances shall the hotel management or SBS be responsible for such losses, and it is recommended that exhibitors cover their property with suitable insurance. In the enforcement and interpretation of these rules and regulations, the decision of the SBS is final.

## 13. Damage to Property

Exhibitors and Sponsors are liable for any damage caused to the building, floor, walls, columns, or to standard booth equipment or to other exhibitors' property. Exhibitors and Sponsors must not apply paint, lacquer, adhesive or any other coating to building, columns, floors or to standard booth equipment.

## 14. Public Policy

Exhibitors and Sponsors are charged with 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.

## 15. Eligible Exhibits & Restrictions

SBS reserves the right to deny or cancel the registration of any exhibitor, sponsor or program attendee(s) whom the Board of Directors, in its sole discretion, feels would not be in the best interest of the SBS. SBS reserves the right to deny the exhibition of inappropriate items and products. Drugs, chemicals or other therapeutic agents listed in AMA's New and Non-Official Remedies, National Formulator or U.S. Pharmacopoeia may be displayed. Proprietary drugs, mixtures and special formulas may be displayed if documentary evidence of their acceptance by ethical medical organizations is on file with SBS headquarters. New, unlisted and/or initial display items must be submitted for clearance prior to opening of the meeting. Clinical and laboratory tests and evaluation on such items must be submitted at least three months prior to the opening date of the show. The same restrictions apply to medical journal advertisements or other displayed publications and all promotional literature.

## 16. Exhibit Floor Access

SBS reserves the right to limit access to the exhibit floor to anyone when it is not officially open.

## 17. Use of Booth Space

Exhibitors and Sponsors shall reflect their company's highest standards of professionalism while maintaining their booths during show hours. No exhibitor or Sponsors shall assign, sublet or share booth space without permission.

## 18. Exhibition Sales Policy

Exhibitors or Sponsors may not accept payments in cash or checks or deliver merchandise in the exhibit hall.

## 19. Irregular Canvassing/Advertising Distribution

Solicitation of business or meetings in the interest of business except that of exhibiting firms is prohibited. Exhibitors and Sponsors are urged to report to SBS any violations of this rule.

## 20. Force Majeure

The Exhibitor or Sponsors shall have no claim against the Organizers for loss, damages or compensation arising from the prevention, postponement or abandonment of the Exhibition for reasons beyond the Organizers' control ("force majeure"). Events of force majeure shall include but shall not be limited to war, terrorist action, national emergency, civil unrest, labour disputes, SARS or Coronavirus (Covid-19) or other epidemic, act of government or other government agency, closure or cessation of airline services, or a building becoming unavailable as a result of fire, storm, tempest, lightning or other Act of God. If, in the opinion of the Organizers, by rearrangement or postponement of the period of the Exhibition, or by substitution of another venue, hall or building, or by any other reasonable means, the Exhibition can be carried through, the contracts for space shall remain binding upon the parties, except as to the size and position, as to which any modification, substitution, or rearrangement shall be determined by the Organizers in their sole discretion.

# LiVDerm Product Theater Agreement

By contracting with LiVDerm to host a product theater at the Loews Miami Beach, sponsors must adhere to our food and beverage policies in order to hold a session.

Each company must provide food and beverage for 50% of our registered attendees at the Loews current menu pricing. Below is a pricing guide passed on current pricing\*

All prices listed (includes tax and gratuity)

## **BREAKFAST AVERAGE**

- Plated- \$44
- Continental- \$43
- Hot- \$61

## **BREAK AVERAGE**

- Package- \$32
- A la carte options available by the dozen

## **LUNCH AVERAGE**

- Plated- \$71
- Boxed- \$58
- Hot- \$84

## **RECEPTION AVERAGE**

- 2 hour package bar (middle tier)- \$62
- Food average per person- \$75

## **DINNER AVERAGE**

- 2 hour package bar (middle tier)- \$62
- Plated (4 course)- \$107
- Buffet- \$146

**Company Name:** \_\_\_\_\_

\_\_\_\_\_  
Company Signature

\_\_\_\_\_  
Date