

South Beach Symposium | *West Coast Derm*

medical + aesthetic dermatology

PROSPECTUS

OCTOBER 6-7

TERRANEA RESORT,
RANCHO PALOS VERDES, CA

2023





MORE THAN A CONFERENCE

More than a conference, this meeting is an opportunity for you to engage with top dermatologists from the West Coast in an intimate and elite location.

GREAT PROGRAM IN ONE BEAUTIFUL LOCATION

South Beach Symposium WEST COAST DERM

FRIDAY OCTOBER 6TH - SATURDAY OCTOBER 7TH, 2023

Hosted in the beautiful Terranea Resort on the Southern California coast, there will be plenty of opportunities to interact and engage in an intimate setting through several networking events, various workshops and creative ways to interact with our attendees on Aesthetic and Medical Dermatology topics. Do not miss the chance to attend this unique retreat and experience SBS Elite.

SBS TAKES THE WEST COAST | **OCTOBER 6TH & 7TH, 2023**
 RANCHO PALOS VERDES, CA

- ABOUT
- INVITATION TO EXHIBIT
- GENERAL INFORMATION
- SPONSORSHIP LEVELS
- SPONSORSHIP OPPORTUNITIES
- A LA CARTE SPONSORSHIP OPPORTUNITIES
- SPONSOR A NON CME SLOT
- APPLICATION FORM
- EXHIBITOR TERMS & CONDITIONS
- CONTACT INFORMATION

PLAN YOUR STRATEGY

IMPORTANT DATES

Submit Company Description
MAY 1, 2023

Submit Representative Badge Names
JUNE 15, 2023

Lead Retrieval Deadline
JUNE 15, 2023

Reserve Hotel Rooms
SEPTEMBER 13, 2023

REASONS TO EXHIBIT



ABOUT

● INVITATION TO EXHIBIT

GENERAL INFORMATION

SPONSORSHIP LEVELS

SPONSORSHIP OPPORTUNITIES

A LA CARTE SPONSORSHIP OPPORTUNITIES

SPONSOR A NON CME SLOT

APPLICATION FORM

EXHIBITOR TERMS & CONDITIONS

CONTACT INFORMATION



GENERAL INFORMATION

ENHANCED ACCESS IN 2023:

All lunches/meals to be hosted inside the Exhibit Foyer

PREMIER VENUE:

TERRANEA RESORT,
RANCHO PALOS VERDES, CA



EXHIBIT HALL SCHEDULE & HOURS:

LOAD IN

Thursday, October 5	5:00PM-9:00PM
Friday, October 6	7:00AM-9:00AM

EXHIBIT

Friday, October 6	10:30AM-7:30PM
-------------------	----------------

EXHIBIT

Saturday, October 7	10:00AM-3:30PM
---------------------	----------------

LOAD OUT

Saturday, October 7	3:30PM-6:00PM
---------------------	---------------

* Please note that exhibit hall hours are subject to change

TO RESERVE A BOOTH, PLEASE CONTACT:

Jenna Ferber

Email: jenna@livderm.org

ABOUT

INVITATION TO EXHIBIT

● GENERAL INFORMATION

SPONSORSHIP LEVELS

SPONSORSHIP OPPORTUNITIES

A LA CARTE SPONSORSHIP OPPORTUNITIES

SPONSOR A NON CME SLOT

APPLICATION FORM

EXHIBITOR TERMS & CONDITIONS

CONTACT INFORMATION

SPONSORSHIP LEVELS

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! The following discounts will apply on a la carte exhibit and sponsorship items when packaged at the above monetary levels:



ABOUT

INVITATION TO EXHIBIT

GENERAL INFORMATION

● SPONSORSHIP LEVELS

SPONSORSHIP OPPORTUNITIES

A LA CARTE SPONSORSHIP OPPORTUNITIES

SPONSOR A NON CME SLOT

APPLICATION FORM

EXHIBITOR TERMS & CONDITIONS

CONTACT INFORMATION

SPONSORSHIP OPPORTUNITIES

STAR SUPPORTER AND SHOWCASE SUPPORTER PACKAGE

\$18,000

Join us at one of the HOTTEST sessions during South Beach Symposium. Our **Star Supporter** package allows companies to highlight the newest devices and allows attendees to take a deep demo dive while watching your procedure in real time, on real patients. 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.

Star Supporter Package Includes:

- 10 minute Non-CME presentation on the SBS General Session
- Program agenda
- 6' table top (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 Social

PREVIOUS DEVICE DAY PARTICIPANTS



ABOUT

INVITATION TO EXHIBIT

GENERAL INFORMATION

SPONSORSHIP LEVELS

SPONSORSHIP OPPORTUNITIES

A LA CARTE SPONSORSHIP OPPORTUNITIES

SPONSOR A NON CME SLOT

APPLICATION FORM

EXHIBITOR TERMS & CONDITIONS

CONTACT INFORMATION

SPONSORSHIP OPPORTUNITIES



SBS BOOTH

6' table top	\$5,000
(Wastebasket, two chairs, company tent card)	

EXPERIENCE

Champagne Toast	\$15,000
SBS Nightly News Sponsorship	\$30,000
VIP Faculty Social	\$30,000
Refreshment Break	\$10,000
Welcome Reception	\$15,000
Flower Wall Selfie Station	\$20,000
Sponsored Yoga Session	\$10,000

SWAG

Attendee Bags	\$15,000
Lanyards	\$10,000
Conference Notepad + Pen	\$15,000
Faculty Amenity Baskets	\$10,000

EDUCATIONAL

Star Supporter Package	\$18,000
------------------------	----------

Product Theater

Breakfast	\$50,000
Lunch	\$60,000
Dinner	\$45,000
Residents Summit	\$25,000
Poster Abstract	\$2,000

ENGAGEMENT

Mobile App	\$10,000
Full Page Ad	\$2,800
Footprint Signage	\$15,000
Wifi Sponsorship	\$15,000
Hotel Keycards	\$15,000
Speaker Lounge	\$25,000
Door Drop	\$4,000
Advisory Board	\$15,000

HOTEL BRANDING

Archway Branding	\$25,000
Mirror Clings	\$15,000
Hotel TV Screens	\$10,000
Window Frames	\$25,000

ABOUT

INVITATION TO EXHIBIT

GENERAL INFORMATION

SPONSORSHIP LEVELS

SPONSORSHIP OPPORTUNITIES

A LA CARTE SPONSORSHIP OPPORTUNITIES

SPONSOR A NON CME SLOT

APPLICATION FORM

EXHIBITOR TERMS & CONDITIONS

CONTACT INFORMATION

WANT SOME QUALITY TIME?

SPONSOR A NON CME SLOT

PROFESSIONAL MEDICAL EDUCATION ACTIVITY

WANT SOME 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
- 1 Full Page, 4-color ad in the Conference Guide
- 4 conferences passes, 4 exhibit hall passes
- 6" table top
- 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
- 2 tickets to VIP Faculty Social
- 1 lead retrieval for non cme slot

SBS Non-CME programs provide a forum to deliver information about your newest product, device or service to our audience of relevant practitioners. In this format, corporate supporters 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.

Non-CME activities are scheduled during uninterrupted times when educational sessions are not taking place to help maximize your attendance.

These programs usually occur during break times or after the general session concludes for the day.

*Dates and times are subject to change

ABOUT

INVITATION TO EXHIBIT

GENERAL INFORMATION

SPONSORSHIP LEVELS

SPONSORSHIP OPPORTUNITIES

A LA CARTE SPONSORSHIP OPPORTUNITIES

• SPONSOR A NON CME SLOT

APPLICATION FORM

EXHIBITOR TERMS & CONDITIONS

CONTACT INFORMATION

Company Name:		Contact Name:		Web Address:	
<input type="text"/>		<input type="text"/>		<input type="text"/>	
Address:			Phone:		Email:
<input type="text"/>			<input type="text"/>		<input type="text"/>
City:	State:	Zip:	Country:		
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>		

EXHIBIT FEE: 6' table top (Wastebasket, two chairs, company tent card) \$5,000

Additional Marketing & Sponsorship Options

Total Amount Due: _____

EXPERIENCE	
<input type="checkbox"/> Champagne Toast	\$15,000
<input type="checkbox"/> SBS Nightly News Sponsorship	\$30,000
<input type="checkbox"/> VIP Faculty Social	\$30,000
<input type="checkbox"/> Refreshment Break	\$10,000
<input type="checkbox"/> Welcome Reception	\$15,000
<input type="checkbox"/> Flower Wall Selfie Station	\$20,000
<input type="checkbox"/> Sponsored Yoga Session	\$10,000

SWAG	
<input type="checkbox"/> Attendee Bags	\$15,000
<input type="checkbox"/> Lanyards	\$10,000
<input type="checkbox"/> Conference Notepad + Pen	\$15,000
<input type="checkbox"/> Faculty Amenity Baskets	\$10,000

EDUCATIONAL	
<input type="checkbox"/> Star Supporter Package	\$18,000
<input type="checkbox"/> Product Theater	
<input type="checkbox"/> Breakfast	\$50,000
<input type="checkbox"/> Lunch	\$60,000
<input type="checkbox"/> Dinner	\$45,000
<input type="checkbox"/> Residents Summit	\$25,000
<input type="checkbox"/> Poster Abstract	\$2,000

ENGAGEMENT	
<input type="checkbox"/> Mobile App	\$10,000
<input type="checkbox"/> Full Page Ad	\$2,800
<input type="checkbox"/> Footprint Signage	\$15,000
<input type="checkbox"/> Wifi Sponsorship	\$15,000
<input type="checkbox"/> Hotel Keycards	\$15,000
<input type="checkbox"/> Speaker Lounge	\$25,000
<input type="checkbox"/> Door Drop	\$4,000
<input type="checkbox"/> Advisory Board	\$15,000

HOTEL BRANDING	
<input type="checkbox"/> Archway Branding	\$25,000
<input type="checkbox"/> Mirror Clings	\$15,000
<input type="checkbox"/> Hotel TV Screens	\$10,000
<input type="checkbox"/> Window Frames	\$25,000

Additional Options

- Lead Retrieval Scanner \$350
 (After September 15th 2022, Cost \$450)
 - Handheld Unit
 - Mobile App (3 Users)

What do you plan to exhibit?

Companies you prefer not to be placed next to:

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: _____



Company Name: _____

Payment Information

Card Type:    

Cardholder Name: _____
(as shown on card)



Cardholder Number: _____

Expiration Date: _____ CVV: _____
(mm/yy)

Total Amount To Be Charged: _____

I, _____, authorize Tarsus Cardio dba LiVDerm 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 dba LiVDerm. 1801 N. Military Trail, Suite 110, Boca Raton, FL 33431
-  Wire Transfer (Please Call 561.997.0112 ext. 7520 for details)

Customer Signature

Date



Terms and Conditions

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. Exhibit Package Description

Exhibit packages include, (1) identification sign, 6 ft table, 2 chairs, waste basket and (3) representative registrations. 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

Exhibitor Move In:	Thursday, October 5	5:00PM-9:00PM
	Friday, October 6	7:00AM-9:00AM
Exhibitor Move Out:	Saturday, October 7	3:30PM-6:00PM

NOTE: No exhibitor will be allowed to break down their booth until after the break on Saturday, October 7. 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 Hall Hours

Please reach out to **Jenna Ferber** at jenna@livderm.org to receive updates on the schedule and times

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.

South Beach Symposium | *West Coast Derm*

medical + aesthetic dermatology

PROSPECTUS

OCTOBER 6-7

TERRANEA RESORT,
RANCHO PALOS VERDES, CA

2023

TO RESERVE A BOOTH, PLEASE CONTACT:

JENNA FERBER

Email: Jenna@livderm.org or call 954- 682-4203

www.livderm.org

1801 N. Military Trail, Suite 110. Boca Raton, FL 33431

TARSUS CARDIO DBA LIVDERM IS A DIVISION
OF TARSUS MEDICAL GROUP