

OCTOBER 6-9, 2020



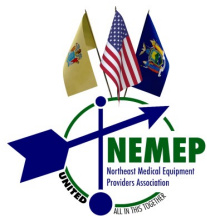
**MAMES**  
**2020**  
**VIRTUAL**  
**CONFERENCE**  
*CONNECTING  
THE SPACE  
BETWEEN US*



**Don't miss your  
opportunity to connect with  
leaders of the  
DME community!**

Reach hundreds of owners, upper  
management, and decision-makers  
selling and using your products and services.

**MAMES is proud to partner with these DME Associations on this Premier Virtual Event!**



Alabama Durable Medical Equipment Association



Pacific Association of Medical Equipment Services

Midwest Association for Medical Equipment Services PO Box 3007 Duluth, MN 55803 651-351-5395 [info@mames.com](mailto:info@mames.com)



# MAMES 2020 VIRTUAL CONFERENCE

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## We're going virtual!

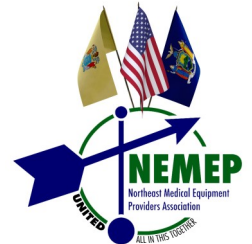
Since 1990 MAMES has gathered the best DME Providers in the Midwest each fall to network, learn from one another, and build our businesses together. Over the past 30 years, this conference has grown into one of the most popular events of its kind in the country, and in 2020 we are moving into an entirely new arena by going virtual due to the COVID-19 pandemic.

By moving to a virtual event, not only will we protect attendees from potential harm and illness, our reach will go even further, as we are now able to open this premier online event to DME Providers from across the country! Our DME Provider registration revenue share program will allow state DME associations that lack the resources of MAMES to invite their members to our event and share in the revenue.

While we will miss seeing our wonderful members in person, our pledge to you remains the same: MAMES will do everything in our power to make this the "Gold Standard" of exhibitor events, providing you the best return on your investment. We thank you for your continued support!

Warmest Regards,  
Rose and Jim Schafhauser, and the MAMES Executive Team

*MAMES is proud to partner with these DME associations for this event:*



PAMES

Pacific Association of Medical Equipment Services



Alabama Durable Medical Equipment Association

**MEETING YOUR CUSTOMERS WHERE THEY ARE**



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## What's included in your Virtual eBooth?

Your customers who are transforming our industry are not only surviving, but thriving in this ever-changing DME world. We need to do the same! MAMES has made a significant investment in the state-of-the-art **EventTechGroup Virtual Platform**, allowing us to bring you a premier online event that offers the best in education, networking, and leads generation.

### eBooth benefits

- “Virtual Floors” allow attendees to easily find your eBooth based on Sponsorship level, matching category interests, and other parameters
- Upload 7 promotional materials, including videos, links, documents, podcasts, images, and giveaways
- Message boards, live 1:1 or group text chat (multiple staffers can engage in chats simultaneously)
- Schedule 1:1 video chats and private demos
- Detailed reporting of conference activity, including registered attendee and visitor information
- Add-ons, such as pre-event email ads, are available on a limited basis; see Sponsorships on pages 4-5 for details.

### Technical support

New to eBooths? Event management will provide end-to-end support with user guides and best practices for building your eBooth. 24/7 phone and email support will be available immediately prior to and during the event.

### Already registered to exhibit?

If you previously registered for an exhibitor booth, your payment will be fully applied toward your virtual eBooth with all previously promised benefits, including:

- 2-6 virtual “badges,” based on sponsorship level
- Pre-show attendee list
- Sponsor recognition and special placement
- Digital program ads and logo placement

Please be aware the event takes place over the same dates as originally planned; however, the eBooth exhibit times have been expanded to enhance interaction with attendees.

## Conference Agenda (Tentative)

with eBooth exhibit time

All times are Central Time

### Tuesday, October 6

1:00 – 2:30p	Pre-recorded & live Q&A session
2:45 – 4:15p	Pre-recorded & live Q&A session
12:00 – 5:30p	<b>eBooth exhibit hall open</b>
4:15 – 5:30p	<b>Dedicated eBooth exhibit time</b>

### Wednesday, October 7

9:00 – 10:30a	Pre-recorded & live Q&A session
10:45a – 12:15p	Pre-recorded & live Q&A session
8:00a – 1:15p	<b>eBooth exhibit hall open</b>
12:15 – 1:15p	<b>Dedicated eBooth exhibit time</b>

### Thursday, October 8

1:00 – 2:30p	Pre-recorded & live Q&A session
2:45 – 4:15p	Pre-recorded & live Q&A session
12:00 – 5:30p	<b>eBooth exhibit hall open</b>
4:15 – 5:30p	<b>Dedicated eBooth exhibit time</b>

### Friday, October 9

9:00 – 10:30a	Pre-recorded & live Q&A session
10:45a – 12:15p	Closing Key note

**PLEASE NOTE:** The exhibit hall is open for attendees to visit throughout the event, allowing them to drop a “virtual business card” that lets you know they stopped by. During “Dedicated eBooth exhibit times,” we recommend your staff monitor your eBooth so you can interact with visitors via the Live Chat feature. Sponsors are invited to attend all conference online educational sessions.

**Please note:** Approximately 60 virtual eBooths will be available. One exhibit per associate member is offered. The location of your eBooth will be determined by MAMES Administration, based on Annual and Event Sponsorship levels **and is subject to change**. \$30 from each eBooth fee will be used to purchase gift card door prizes to be given away to attendees during exhibit hours.

**MEETING YOUR CUSTOMERS WHERE THEY ARE**





# MAMES 2020 VIRTUAL CONFERENCE

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## Sponsorships

Please choose the sponsorship that works best for you and your company by checking the appropriate box on your Conference Registration Form.



### Diamond Sponsor - \$695

#### *Includes:*

**Customizable Exhibitor eBooth** with ability to upload 7 promotional materials, including videos, links, documents, podcasts, images, giveaways, and more

#### **Basic Sponsor Benefits Package:**

- Company name/logo in both digital Attendee Registration Brochure and Event Program
- Invited to attend all conference online educational sessions
- Post-event attendee list
- Keyword search (Exhibitor, Company, Attendee) to easily identify leads
- Ability to request and schedule 1:1 video chat during conference

#### **PLUS Diamond-specific benefits:**

- Fifth and Sixth "Floor" placement in virtual exhibit hall – **based on space**
- 15 "Gamification Points" (4th highest level) to drive traffic to your eBooth
- 3 virtual badges to log into eBooth (contact Jim if more are needed)
- Diamond Sponsor recognition on Vendor Display Listing

#### **Current Diamond Sponsors include:**

Acuity Billing & Consulting  
BASYS Processing  
Bemis Mfg  
Broda  
CAIRE  
Essity  
HQAA  
First Quality Products  
Medline Industries  
MK Battery  
Orthozone  
PediFix Footcare  
Pharmacist Mutual  
Insurance Group  
Pride Mobility Corporation  
ResMed  
VGM Forbin  
VGM Insurance



### Silver Sponsor - \$995

#### *Includes:*

**Customizable Exhibitor eBooth, Basic Sponsor Benefits Package (see Diamond Sponsor for details), PLUS Silver-specific benefits:**

- Fourth and Fifth "Floor" placement in virtual exhibit hall – **based on space**
- 25 "Gamification Points" (3rd highest level) to drive traffic to your eBooth
- 4 virtual badges to log into eBooth (contact Jim if more are needed)
- Silver Sponsor recognition on Vendor Display Listing
- 1/2-page ad in digital Attendee Registration Brochure and Event Program
- Lead reporting
- Emails and FYI Ads to members based on previously set schedule

#### **Current Silver Sponsors include:**

Breathe  
Golden Technologies  
Health Mobius, LLC  
O2-Concepts  
Sigvaris

***Payments received for sponsorships before August 31 guarantee eBooth space!***

*See additional Sponsorship tiers on next page*

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# MAMES 2020 VIRTUAL CONFERENCE

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## Sponsorships (continued)

Please choose the sponsorship that works best for you and your company by checking the appropriate box on your Conference Registration Form.



### Gold Sponsor - \$1,495

#### *Includes:*

**Includes Customizable Exhibitor eBooth, Basic Sponsor Benefits Package (see Diamond Sponsor for details), PLUS Gold-specific benefits:**

- Third and Fourth “Floor” placement in virtual exhibit hall – **based on space**
- 35 “Gamification Points” (2nd highest level) to drive traffic to your eBooth
- 4 virtual badges to log into eBooth (contact Jim if more are needed)
- Gold Sponsor recognition on Vendor Display Listing
- 1/2-page ad in digital Attendee Registration Brochure and Event Program
- Lead reporting
- Emails and FYI Ads to members based on previously set schedule

#### **Current Gold Sponsors include:**

Abena  
ACHC  
Brightree  
Cardinal Health at-Home  
Compass Health Brands  
Drive DeVilliss Healthcare  
Fisher & Paykel  
Gemco  
Medequip Service Solutions  
Sleep8  
PlayMaker Health  
Precisions Medical  
Stander  
Universal Software Solutions  
Western Medical



### Platinum Sponsor - \$1,995

#### *Includes:*

**Includes Customizable Exhibitor eBooth, Basic Sponsor Benefits Package (see Diamond Sponsor for details), PLUS Platinum-specific benefits:**

- First and Second “Floor” placement in virtual exhibit hall
- 50 “Gamification Points” (highest level) to drive traffic to your eBooth
- 6 virtual badges to log into eBooth (contact Jim if more are needed)
- Platinum Sponsor recognition on Vendor Display Listing
- Pre-event attendee list
- 1/2-page ad in digital Attendee Registration Brochure and Event Program
- Lead reporting
- Emails and FYI Ads to members based on previously set schedule

#### **Current Platinum Sponsors include:**

Acu-Serve  
Allegiance Group  
Atlas Enterprise Software  
Coloplast  
CU/Tims  
Invacare  
McKesson  
Medical Alliances  
Merits  
OxyGo  
Philips Respiroics  
Prochant  
Professional Medical  
SoClean  
Telehealth Mobility Evals  
The Compliance Team  
Ventec Life Systems  
VGM Group

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## eBooth Exhibitor Only

Please choose the “eBooth Exhibitor Only” option on your Conference Registration Form.



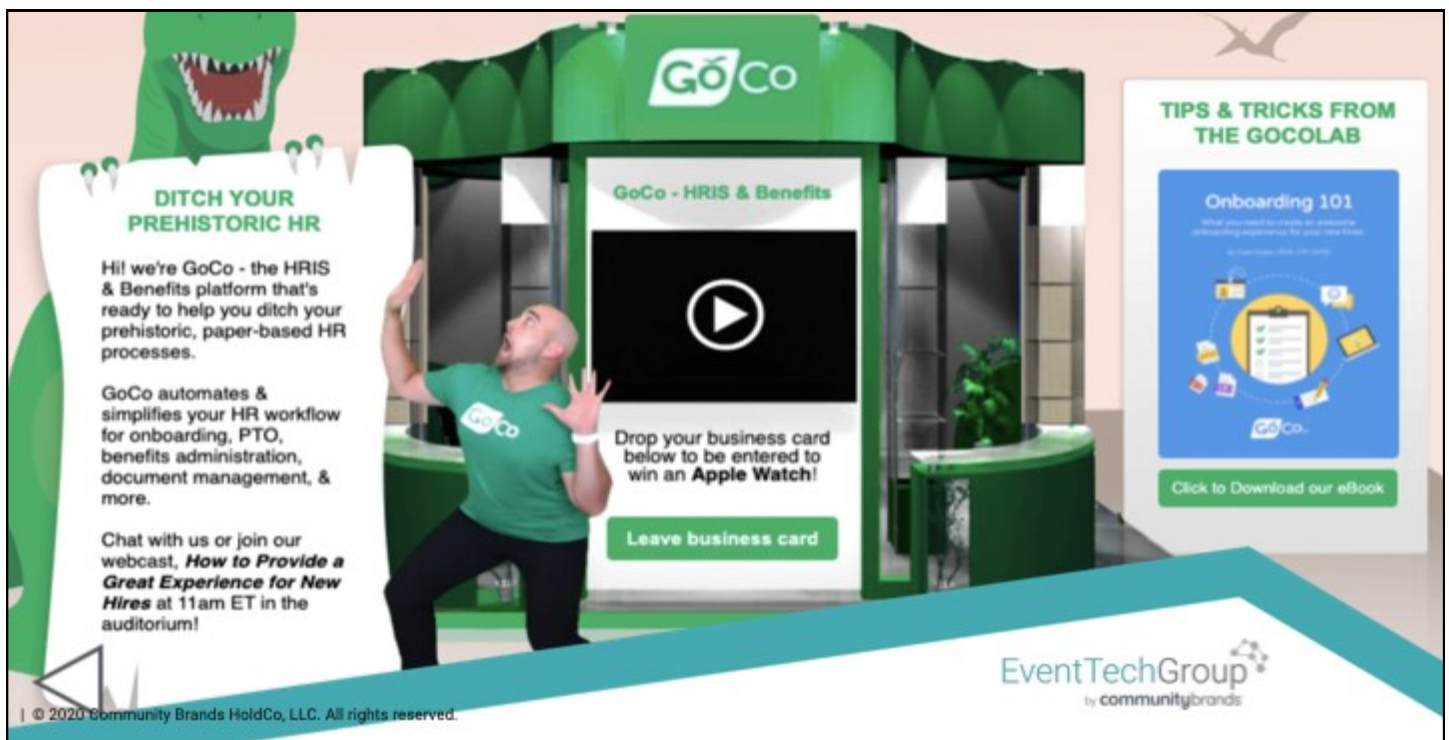
### eBooth Exhibitor Only - \$395

#### *Includes:*

**Customizable Exhibitor eBooth** with ability to upload 7 promotional materials, including videos, links, documents, podcasts, images, giveaways, and more

#### **Plus:**

- Placement in virtual exhibit hall
- Keyword search (Exhibitor, Company, Attendee) to easily identify leads
- Ability to request and schedule 1:1 video chat during conference
- 10 “Gamification Points” (lowest level) to drive traffic to your eBooth
- 2 virtual badges to log into eBooth (contact Jim if more are needed)



Branded eBooths display product videos and other materials, and offer live chat and video options with customers.

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Midwest Association for Medical Equipment Services PO Box 3007 Duluth, MN 55803 651-351-5395 [info@mames.com](mailto:info@mames.com)



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## eBooth Exhibitor and Sponsorship Form

Registration is open for eBooth exhibitors and event sponsorship until **August 31**. You are NOT registered for this event until payment has been received. Confirmations will be sent via email upon receipt of payment. A completed form is required for registration.

### **Registration Information**

Company Name: \_\_\_\_\_  
Contact Person: \_\_\_\_\_ Contact Person Email: \_\_\_\_\_  
Contact Person Phone: \_\_\_\_\_ Ext: \_\_\_\_\_  
Company Address: \_\_\_\_\_ City, St, Zip: \_\_\_\_\_  
First Attendee Name: \_\_\_\_\_ First Attendee Email: \_\_\_\_\_  
Second Attendee Name: \_\_\_\_\_ Second Attendee Email: \_\_\_\_\_

### **Sponsorship** (See pages 4-5 for details Note: all sponsorships include cost of eBooth)

#### **Check desired sponsorship level:**

\_\_\_ Diamond (\$695) \_\_\_ Silver (\$995) \_\_\_ Gold (\$1,495) \_\_\_ Platinum (\$1,995)

**Total Sponsorship Amount Due: \$** \_\_\_\_\_

### **eBooth Exhibitor Only** (See page 6 for details)

\_\_\_ eBooth Exhibitor (\$395)

**Note:** eBooth Exhibitor Only registrations will not be processed until August 31 and will be processed in order of receipt **IF** eBooth Exhibit slots are available.

**Event Sponsors are guaranteed an eBooth slot.**

**Total Booth Exhibitor Amount Due: \$** \_\_\_\_\_

**Total Amount Due: \$** \_\_\_\_\_

### **Method of Payment**

Check #: \_\_\_\_\_ Credit Card: \_\_\_ Visa \_\_\_ Master Card \_\_\_ American Express  
Credit Card #: \_\_\_\_\_ Expiration Date: \_\_\_\_\_  
Name on Credit Card: \_\_\_\_\_ Security Code: \_\_\_\_\_  
Credit Card Billing Address: \_\_\_\_\_  
Signature: \_\_\_\_\_ Email: \_\_\_\_\_

**Cancellation Policy:** Cancellations prior to August 15, 2020 will be refunded minus a \$40.00 processing fee. **There will be no refunds after August 19 2020.**

**If paying by check:** please remit this registration form and make payment to: MAMES, PO Box 3007, Duluth MN 55803.

**If paying by credit card:** please fax this form to: 218-216-8139, email to: info@mames.com; or contact Jim Schafhauser at the MAMES office (612-282-9821 direct) for immediate payment processing.

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