



## SPONSORSHIP & EXHIBITION PROSPECTUS

# 14th NATIONAL **LASER & COSMETIC MEDICINE CONFERENCE**

**3 - 4 NOVEMBER 2018**  
SOFITEL BRISBANE CENTRAL

The premier accredited conference designed for cosmetic professionals.

The Conference and Workshop are RACGP and ACRRM CME accredited.



PRE-CONFERENCE WORKSHOP



CONFERENCE



ACN

ENDORSED COURSE



acrrm  
ACCREDITED  
ACTIVITY  
2017 - 2019



ACAM

Australasian College of Aesthetic Medicine

## Invitation



Endorsed by the Australasian College of Aesthetic Medicine (ACAM), the **National Laser and Cosmetic Medicine Conference** is Australia's premier accredited conference designed for cosmetic medicine professionals. It provides an ideal platform for industry leaders and suppliers to come together and share knowledge.

In 2018, the 14th National Conference will be held in Brisbane from **3 - 4 November** at the Sofitel Brisbane Central. An outstanding program will be presented featuring keynote presentations from renowned and impartial international and national experts.

We extend a warm invitation to our industry partners to participate in LCMC 2018 and have ensured that ample time has been allocated throughout the program for delegates to meet with exhibitors and sponsors.

We look forward to seeing you in Brisbane.

**Dr Sharron Phillipson**, *Convenor*

### 2018 program focus areas

- Injectables
- Fractionated technology
- Facial rejuvenation techniques
- Medico-legal considerations
- Liposuction & liposculpture
- Skin cancer treatments
- Panel discussions
- Laser & Intense Light Therapy
- Stem cell advances
- Laser safety
- Phlebology / sclerotherapy
- Post treatment care
- Regulation

### Your return on investment includes...

Showcasing your organisation as a key conference partner and supporter

**Increasing your market share and brand recognition via exposure to a captive audience of health professionals**

Networking with potential clients in both formal and social settings

**Direct access to delegates interested in updating their knowledge of industry products and services**

Recognition as an industry leader for contributing to industry knowledge, training and networking

### Who attends the conference?

- Specialist Cosmetic Physicians
- Cosmetic Nurses
- Phlebologists
- General Practitioners
- Aesthetic Practitioners
- Laser / Dermal Clinicians
- Practice Nurses

### What delegates said about LCMC 2017...



*...very educational and professional* ● *World class cosmetic medicine conference...*

***...the best conference I attend all year!*** ● ***The quality of the conference was exceptional***

*This is a very well-priced conference in the cosmetic area* ● *A very high-quality conference*

***Great opportunity to secure last CPD points of the year*** ● ***...excellent speakers and program***

*...Conference was pitched well with good speakers giving great take-home advice on practical matters rather than esoteric and high-powered facts*



## Sponsorship Packages

Sponsorship packages can be tailored to meet your needs and marketing objectives. Please contact the Conference Secretariat to discuss further. Sponsorship will be secured with the return of the booking form and full payment to the Secretariat. Booths will be allocated on a first come first served basis once full payment is received.

All prices are inclusive of GST

| GOLD     | SILVER   | BRONZE  |
|----------|----------|---------|
| \$15,000 | \$10,000 | \$5,000 |

| Recognition & Branding Opportunities   |               |               |                          |
|--|---------------|---------------|--------------------------|
| Prominent acknowledgement on conference signage at registration desk                       | ●             | ●             | ●                        |
| Acknowledgement at opening session   | ●             | ●             | ●                        |
| Company logo to appear on <i>Thanks to Sponsors</i> PowerPoint slide                       | ●             | ●             | ●                        |
| Acknowledgement and logo in all published conference materials                             | ●             | ●             | ●                        |
| Company logo to appear in the conference app with a 300 word profile                       | ●             | ●             | ●                        |
| Company logo to appear in the conference app rotating banner                               | ●             |               |                          |
| Company logo to appear on the conference satchel   | ●             |               |                          |
| <b>NEW!</b> Participation in <b>Sponsors Showcase</b> within the plenary session*          | 5 mins        | 3 mins        | 2 mins                   |
| Website & Media Exposure   |               |               |                          |
| Conference e-marketing to include sponsor logo   | ●             |               |                          |
| Logo on conference website and link to company website                                     | ●             | ●             | ●                        |
| Exhibition, Registrations & Other Entitlements   |               |               |                          |
| Exhibition Booth + <i>complimentary entitlements</i>                                       | 2 booths      | 1 booth       | 50% reduction on 1 booth |
| Complimentary registrations  | 6             | 4             | 2                        |
| Complimentary Conference Dinner tickets  | 6             | 4             | 2                        |
| Discount on a Program, Social Program or Individual sponsorship option - <i>1 only</i>     | 50% reduction | 25% reduction | 15% reduction            |
| Downloadable flyers to be included in conference app - <i>size restrictions will apply</i> | 3             | 2             | 1                        |
| Database access to all consenting delegates  | ●             | ●             | ●                        |

**\*A first in 2018! Sponsors' Showcase** is a dedicated session for Gold, Silver or Bronze sponsors to directly address the delegates within the main program. **Say what you like in the time available!**

## Sponsorship Opportunities

### Product Demonstration

**\$5,000 ea 4 available**

40-minute time slots have been reserved in the program for sponsored product demonstrations.

This is your opportunity to provide a speaker and a model to demonstrate your product to all delegates.

- ▶ Logo & acknowledgement on conference website with a direct link to your website
- ▶ Opportunity to provide point of entry corporate signage
- ▶ Recognition on all conference signage
- ▶ Room hire and standard AV are included

### Conference App downloadable flyer OR a satchel insert

**\$700 / item** 1-12 page flyer  
**\$900 / item** 13+ page flyer or product / gift\*  
 (\*in satchel only)

All delegates who attend LCMC 2018 will have access to the conference app and receive a conference satchel. Increase your exposure during the conference by including either a downloadable flyer in the conference app or a paper or product insert in the satchel.

### Industry Hosted Breakfast Sessions

**\$5,000 ea 2 available**

**Saturday 3 & Sunday 4 November 2018**

60-minute time slots have been reserved in the Conference Program on both mornings.

- ▶ Company to nominate breakfast content and speaker/s (subject to committee approval)
- ▶ Logo and acknowledgement on conference website with a direct link to your website
- ▶ Opportunity to provide corporate signage at point of entry
- ▶ Database access to all consenting delegates registered for the breakfast
- ▶ Standard AV is included

*Catering & additional room hire costs to be met by the sponsoring company*

### Conference App

**\$4,000 1 available**

The conference app will be the primary mechanism by which delegates navigate around the conference, replacing the conference handbook used in previous years. It will operate across various platforms - iPad, iPhone and Android and will be subject to rigorous testing before deployment.

#### Features of the App

- ▶ Up to the minute access to the conference program
- ▶ Option to create a personalised schedule
- ▶ View session details and take notes
- ▶ Create a profile and search other attendee and speaker profiles
- ▶ Easy access to exhibitor/sponsor listings, maps, event specific social media
- ▶ Integration with Twitter, LinkedIn and Facebook

**As Conference App Sponsor your company will benefit from exposure including:**

- ▶ Interactive rotating banners
- ▶ Sponsor messages via the alert function
- ▶ 2 x downloadable flyers included in conference app (size restrictions apply)
- ▶ Recognition as Conference App Sponsor + logo in *Thanks to Sponsors* slide
- ▶ Logo & acknowledgement on conference website with link to your website

## Sponsorship Opportunities

### Conference Dinner

**\$4,000 1 available**

**Saturday 3 November 2018**

The Conference Dinner provides a fantastic opportunity for the sponsor to brand the Dinner and showcase products and / or services to all guests in a relaxed, social atmosphere.

#### Sponsorship provides:

- ▶ Opportunity to give a 5-minute presentation
- ▶ Public acknowledgment and thanks from Convenor at the Dinner
- ▶ Opportunity to provide corporate signage at point of entry
- ▶ Logo printed on menus
- ▶ 10 x complimentary tickets to the Conference Dinner (1 table)
- ▶ Recognition as Dinner Sponsor on conference app and in *Thanks to Sponsors* slide
- ▶ Logo & acknowledgement on conference website

### Notepads & Pens

**\$1,000 1 available**

An opportunity for your company branded notepad and pen to be inserted into delegate satchels. *Sponsoring company to provide pads and pens.*

### Welcome Drinks **\$2,500** 1 available

**Saturday 3 November 2018**

Informal drinks in the industry exhibition for 40 minutes at the end of Day 1 provides an ideal opportunity to showcase your company to all delegates.

#### Sponsorship provides:

- ▶ Public acknowledgment and thanks from Convenor at Welcome Drinks
- ▶ 5 x complimentary tickets to the Welcome Drinks
- ▶ Opportunity to provide corporate signage at point of entry
- ▶ Recognition as Welcome Drinks Sponsor + logo in the conference app and in *Thanks to Sponsors* PowerPoint slide
- ▶ Logo & acknowledgement on conference website with link to your website

### Charge Bar **\$2,500** 1 available

The charge bar gives delegates the opportunity to charge their phones, tablets or laptops during the conference. Branded charge bar to be positioned beside / on your exhibition booth and is a great way to attract delegates to your booth!

### Satchel **\$2,500** 1 available

Your company logo to be printed on the satchel, which will be distributed to all delegates and is highly visible during the conference and beyond.

- ▶ 2 x complimentary satchel inserts **OR** 2 x downloadable flyers to be included in conference app (*size restrictions will apply*)
- ▶ Recognition as Satchel Sponsor + logo in all printed conference materials and in *Thanks to Sponsors* PowerPoint slide
- ▶ Logo & acknowledgement on conference website with link to your website

### Coffee Cart **\$2,500** 1 available

The coffee cart will be operating throughout the conference. The sponsor may provide (*at own cost*) barista apron, cups, and other branding (*eg pop up banner*) adjacent to the coffee cart.

- ▶ Recognition as Coffee Cart Sponsor + logo in all printed conference materials and in *Thanks to Sponsors* PowerPoint slide
- ▶ Logo & acknowledgement on conference website with link to your website

### Website Banner **\$2,000** 1 available

The LCMC 2017 conference website received over 3000 individual hits. Increase your company's profile with this sponsorship opportunity.

- ▶ Place your company logo in the top corner of every page on the LCMC 2018 website with a direct link to your website
- ▶ 1 x rotation banner in the conference app



## Industry Exhibition

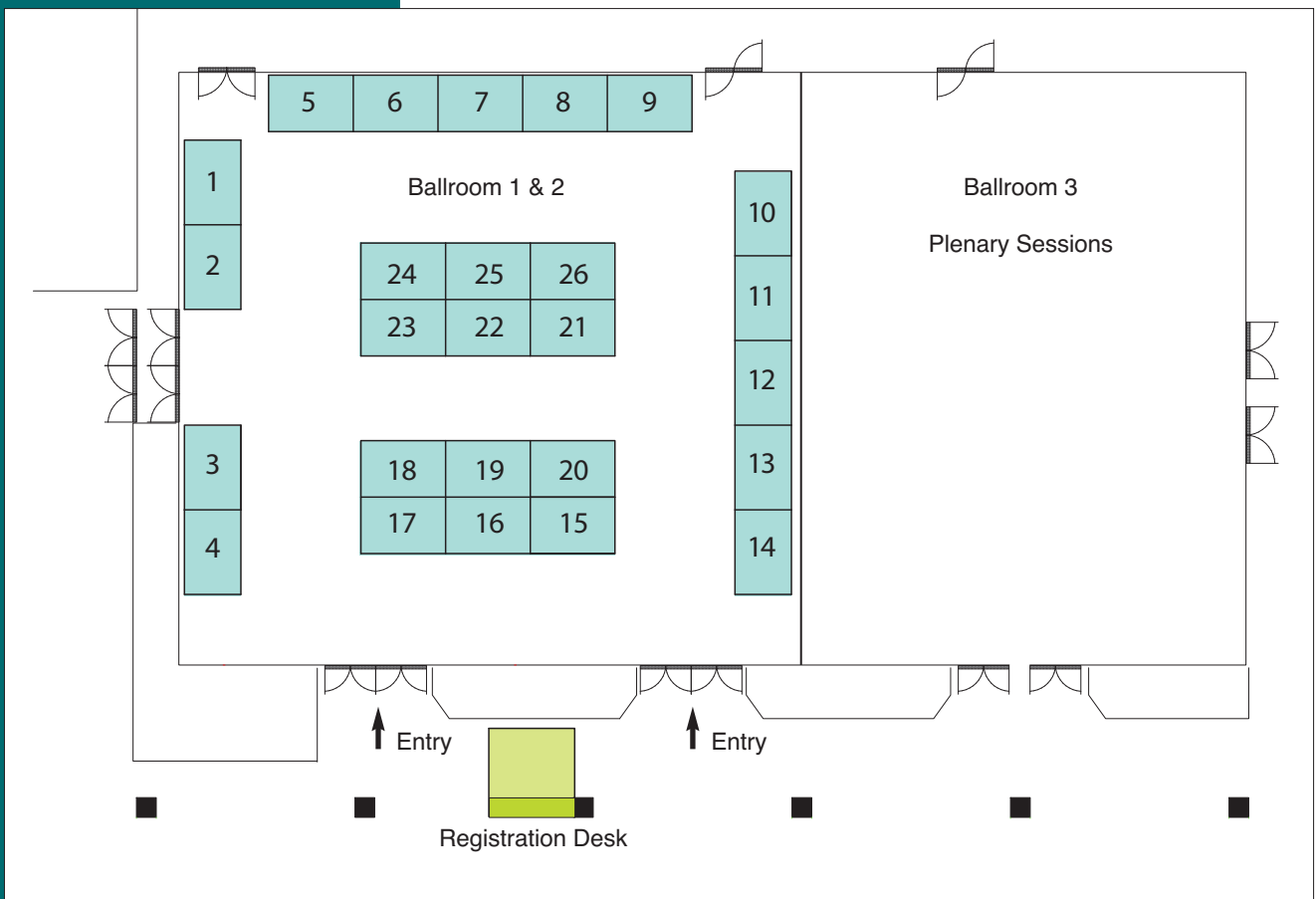
### Exhibition Booths **\$4,000 ea**

- ▶ 3m x 2m booth with octanorm panelling
- ▶ company fascia signage (up to 30 characters)
- ▶ lighting and power
- ▶ 2 x complimentary exhibitor passes including morning and afternoon tea, lunch, Welcome Drinks and access to all sessions.

Additional trade representative: **\$350** - early bird | **\$400** - regular

### Exhibition Floorplan

Ballroom Le Grand 1 & 2 | Sofitel Brisbane Central



Conference Secretariat - DC Conferences Pty Ltd

Suite 103, Level 1, 3-5 West Street, North Sydney NSW 2060 | PO Box 637, North Sydney 2059

**P** 61 2 9954 4400 | **F** 61 2 9954 0666 | **E** [lcmc2018@dconferences.com.au](mailto:lcmc2018@dconferences.com.au)

**T** [twitter.com/LCMConference](https://twitter.com/LCMConference) | **W** [www.dconferences.com.au/lcmc2018](http://www.dconferences.com.au/lcmc2018)

## Terms and Conditions

### The Contract

1. The term 'Organiser' refers to DC Conferences acting as agent for the National Laser and Cosmetic Medicine Conference.
2. The terms 'Sponsor' and 'Exhibitor' include any person, firm, company or corporation and its employees and agents identified in the Booking Form or other written request for Sponsorship or Exhibition Space.
3. A "Contract" is formed between the Organiser and Sponsor and / or Exhibitor when the Organiser accepts the signed application form.
4. The Organiser reserves the right to refuse application or prohibit a Sponsor/Exhibitor from participation without assigning a reason for such refusal or prohibition.
5. The Organiser may cancel the contract at their discretion if full payment is not received within 30 days of the invoice issue date. Additionally the Organiser reserves the right to cancel the contract at their discretion by returning the deposit within 30 days of receipt.
6. The Organiser reserves the right to change the exhibition floor layout if necessary.
7. The Organiser reserves the right in unforeseen circumstances to amend or alter the exact site of the location of the stand.
8. The Organiser may refuse without limitation to permit activity within the exhibition or may require cessation of particular activities at their discretion.
9. The Organiser reserves the right to specify heights of walls & coverings for display areas.
10. The Organiser may determine the hours during which the Exhibitor will have access to exhibition venue for setting up and dismantling.
11. The Organiser will specify conditions relating to the movement of goods and displays, prior, during and after the exhibition.
12. The Organiser will accept no liability for loss or damage of equipment displayed or used by the Exhibitor.
13. The Organiser and the Organising Committee reserve the right to change any part of the prospectus.

### Obligations and rights of the exhibitor

14. The Exhibitor must ensure that all accounts are finalised and paid 30 days prior to the conference start date.
15. The Exhibitor must use allocated space only for the display and promotion of goods and /or services within the scope of the exhibition.
16. The Exhibitor must comply with all directions /requests issued by the Organiser and the venue, including those outlined in the Exhibitor Manual.
17. The Exhibitor will submit plans and visuals of custom designed exhibits to the Organiser for approval at least 30 days prior to the conference start date.
18. The Exhibitor acknowledges that the Organiser will not be able to provide assistance in tracking lost deliveries.
19. The Exhibitor agrees that the Organiser will not be liable for any goods rejected by the venue or lost or damaged prior to the delivery date specified or on return.
20. It is the responsibility of the Exhibitor to ensure that the space hired for their exhibition complies with their company policy or codes of conduct.

### Storage of goods

21. Instructions regarding storage will be outlined in the Exhibitor Manual distributed prior to the exhibition.

### Stand services and construction

22. Official contractors will be appointed by the Organiser to undertake stand construction plus supply furniture and IT equipment. All non-official contractors wishing to enter the exhibition are required to provide current Certificates of Currency for Insurance, Public Liability and OH&S. Access will be denied without such documentation.

### Insurance and liability

23. All Exhibitors must have Public Liability Insurance for the period of the exhibition and must be able to produce this documentation immediately at the request of the Organiser.
24. Exhibitors must insure, indemnify and hold the Organiser harmless in respect of all damages, injuries, costs, claims, demands, expenses and interest for which the Organiser may become liable.
25. The Organiser, the venue and the Organising Committee cannot accept liability for any loss or damage to property sustained or occasioned from any cause whatsoever.

### Payment and Cancellation

26. All bookings must be accompanied with a credit card to secure the booking. If an invoice is requested, no monies will be charged to this credit card at time of booking.
27. If an invoice has been requested, payment must be made within 30 days of receiving the invoice.
28. If an invoice has been requested, your preferred booth allocation will be held for 30 days after the invoice has been sent. After this time, the Organiser reserves the right to reallocate any Exhibitor to another space if payment has not been received in full.
29. All payments and registrations must be confirmed and paid 30 days before the conference start date.
30. If payment has not been made 30 days before the conference start date, the Organiser reserves the right to charge the full amount owed to the credit card provided at time of booking.
31. Cancellation must be advised in writing to the Organiser.
32. If an Exhibitor cancels before they have paid for the booking, the Organiser reserves the rights to use the credit card provided at time of booking to charge the appropriate cancellation fee.
33. No Sponsor or Exhibitor shall occupy allocation space until all monies owing to the Organiser by the Sponsor or Exhibitor are paid in full.
34. The Exhibitor accepts that a cancellation fee of:
  1. 50% of the total contracted cost will be retained by the Organiser if cancellation occurs prior to 1 May 2018
  2. 100% of the total contracted cost will be retained by the Organiser if cancellation occurs on or after 1 May 2018.

# Sponsorship & Exhibition Booking Form

14th NATIONAL LASER AND COSMETIC MEDICINE CONFERENCE

## Exhibitor / Sponsor Information

Contact Name: \_\_\_\_\_  
 Title: \_\_\_\_\_ First Name: \_\_\_\_\_ Family Name: \_\_\_\_\_

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

Position: \_\_\_\_\_

Department: \_\_\_\_\_

Address: \_\_\_\_\_

Suburb: \_\_\_\_\_ State: \_\_\_\_\_

Country: \_\_\_\_\_ Postcode: \_\_\_\_\_

Phone: \_\_\_\_\_

Mobile: \_\_\_\_\_

Email: \_\_\_\_\_

## A. Sponsorship Packages *Indicate your selection*

Gold Sponsor **\$15,000**     Silver Sponsor **\$10,000**     Bronze Sponsor **\$5,000**

## B. Sponsorship Options *Indicate your selection/s*

Product Demonstration (4 available) **\$5,000 ea**

Industry Hosted Breakfast Session (2 available) **\$5,000 ea**

Conference App **\$4,000**

Conference Dinner **\$4,000**

Welcome Drinks **\$2,500**

Charge Bar **\$2,500**

Conference Satchel **\$2,500**

Coffee Cart **\$2,500**

Conference Website Banner **\$2,000**

Notepads & Pens **\$1,000**

Conference App Downloadable flyer **OR** **\$700**

Satchel Insert 1 - 12 page flyer **\$700**

13+ page flyer **OR** **\$900**

product / gift **\$900**

## C. Exhibition Booth / s \$4,000 ea

Please refer to the Exhibition Floorplan on Page 6 and indicate your preferred exhibition space/s.

1st Choice:  Booth No.    2nd Choice:  Booth No.    3rd Choice:  Booth No.

Please list below any companies you do not wish to be near. The Secretariat reserves the right to assign space(s) other than the choice requested.

\_\_\_\_\_

We will be organising a custom built stand:  YES  NO

Custom Builder Contact Details:

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

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Companies will be allocated booths on a first come basis once full payment is received. Please sign and return with payment.

Signature of Authorised Exhibitor Agent: \_\_\_\_\_ / / \_\_\_\_\_ Date:

## Payment Summary *All costs are inclusive of GST*

|                              |           |
|------------------------------|-----------|
| A. Sponsorship Package Total | \$        |
| B. Sponsorship Options Total | \$        |
| C. Exhibition Booth/s Total  | \$        |
| <b>GRAND TOTAL</b>           | <b>\$</b> |

## Payment Method *Select one*

**Option 1** - Credit Card

**Option 2** - Please send me an invoice

**A credit card is required to secure your booking. If you have chosen to be invoiced nothing will be charged to this card as per terms & conditions pg 7**

MASTERCARD     VISA     AMEX +3% surcharge

**EXPIRY DATE:** \_\_\_\_ / \_\_\_\_ / \_\_\_\_    **CVC** Card Verification Code: \_\_\_\_ - \_\_\_\_ - \_\_\_\_  
 ▼ Card No. (3 or 4 digit number located on back of card)

NAME ON CARD: \_\_\_\_\_

AUTHORISING SIGNATURE: \_\_\_\_\_

## Acceptance of Terms and Conditions *Please complete this section*

**On behalf of**

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

**Exhibition Declaration**

Signature: \_\_\_\_\_ / / \_\_\_\_\_ Date

I confirm that I have read and understood the terms and conditions of my selected sponsor/exhibitor options as laid out on pg 7 of this prospectus.

I/we acknowledge that exhibitors are **NOT permitted** to dismantle their booths before the end of lunch on Sunday 4 November 2018 and that my company representative/s will remain at the exhibition until the designated dismantling time.