



Australasian Conference of Cosmetic Medicine

SPONSORSHIP AND EXHIBITION PROSPECTUS

6 - 8 November 2020 | RACV Royal Pines Resort, Gold Coast, QLD



COSMETIC PHYSICIANS  
COLLEGE  
OF AUSTRALASIA



Australasian College of Aesthetic Medicine



Australasian College of Cosmetic Surgery

**One  
Conference.**

**One Venue.**

**One Voice.**

# Invitation

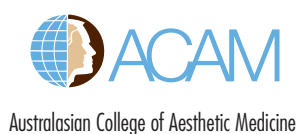


Image supplied by Tourism & Events Queensland

## Conference Venue

**RACV Royal Pines Resort Gold Coast** has been chosen as the venue for ACCM 2020. Providing flexible and versatile convention space, five-star accommodation and a championship golf course, it is the ideal venue for learning, networking and socialising - all in one location.

*We heard your feedback!*

**ACCM 2020 is an historic, inaugural combined conference** evolving from the cooperation of three Australasian Cosmetic Medicine Colleges, **CPCA, ACAM** and **ACCS**.

We have heard our industry partners' feedback - that there were too many conferences in this area which was very costly and inefficient for you.

The new **Australasian Conference of Cosmetic Medicine: ACCM 2020** will focus on all aspects of aesthetics, be it injectables, energy-based devices or cosmeceuticals. It is hosted by practitioners whose primary occupation is cosmetic medicine and the program comprises a mix of plenary and workshop sessions, industry demonstrations and breakfast sessions. **ACCM 2020** will be innovative, relevant and eco-friendly.

Each College will hold its AGM at the conference and the program has already been approved by the colleges and the RACGP for CPD accreditation. We anticipate the conference will be well supported by delegates from all three colleges and we conservatively estimate the attendance of 250+ delegates but numbers could be much higher.

**Don't miss out!** We invite you to select a sponsorship opportunity and a booth display. This is an opportunity not to be missed and we trust you will be inspired to join us for this exciting event on the Gold Coast this November.

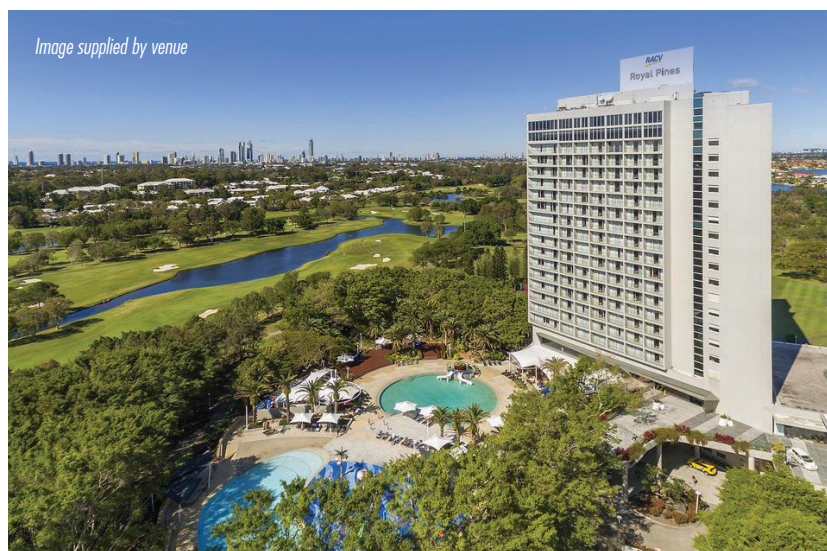


Image supplied by venue

## Program Focus Areas

### Procedural

- Cosmetic medicine injectables
- Laser and intense light therapy
- Cosmeceuticals
- Body contouring - devices & non surgical procedures
- Radio frequency, ultrasonic, microwave & fractionated technologies
- Ultrasound Imaging applications in cosmetic medicine
- Approaches to facial rejuvenation
- Laser safety
- Phlebology / sclerotherapy
- Post treatment care
- Quality assurance and best practice
- Handling & reducing risk of complications
- Certificate & diploma educational pathways
- Panel discussions

### Administration & Marketing

- Campaigning for growth through planning and practice management
- Social media
- Regulation of advertising
- Regulators, state and national laws (general)
- Medico-legal considerations
- Privacy law responsibilities
- Responsibilities of clinic owners: Scheduled medicines, poisons and therapeutic goods
- Working smarter, not harder
- Staffing and teamwork
- Dealing with patients

## Your return on investment includes....

Recognition as an industry partner at the inaugural ACCM

Access to three professional groups in one (saving your budget)

Networking with potential clients in both formal and social settings

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

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

## Who attends the Conference?

Cosmetic physicians

Aesthetic practitioners

Cosmetic nurses

Laser / dermal clinicians

Phlebologists

Practice nurses

General practitioners with an interest in cosmetic medicine

Cosmetic medical practice owners, managers and administration staff

## Sponsorship Packages

GOLD	SILVER	BRONZE
\$20,000	\$15,000	\$10,000

### RECOGNITION & BRANDING OPPORTUNITIES

Prominent acknowledgement on conference signage at registration desk	●	●	●
Acknowledgement at opening session	●	●	●
Company logo to appear in <i>Thanks to Sponsors</i> PowerPoint slide	●	●	●
Acknowledgement and logo in all published conference materials (subject to time of confirmation)	●	●	●
Company logo to appear in conference App with a 300-word profile	●	●	●
Company logo to appear in the Conference App rotating banner	●		
Participation in sponsors showcase 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	●	●	●
Banner advertisement on conference website (3 rotation position)	●		
Conference App push notifications	2	1	

### EXHIBITION, REGISTRATIONS & OTHER ENTITLEMENTS

Complimentary exhibition booth	1	50% Reduction on 1 booth	25% Reduction on 1 booth
Complimentary registrations	6	4	2
Complimentary gala dinner tickets	3	2	1
Discount on additional partnership opportunities (1 only)	50% Reduction	30% Reduction	10% Reduction
Database access to all consenting delegates	●	●	●

#### Conference Managers | DC Conferences Pty Ltd

Suite 103, Level 1 | 3 - 5 West Street North Sydney NSW 2060 | P +61 2 9954 4400

E ACCM2020@dcconferences.com.au | W www.dcconferences.com.au/accm2020



## Additional Partnership Opportunities

### Program Partnerships

#### International Key Speakers

*With subsidy from the conference budget*

We invite you to nominate an international key speaker for inclusion in the program. We understand the significant drawcard that well known and respected speakers can bring to the program, ultimately boosting delegate attendance.

Up to five international speakers will be accepted and the program committee has allocated funding from the conference budget of **\$4,000 AUD** per speaker to support the cost of travel from North America or Europe incurred by you, the sponsors. Support for key speakers from closer destinations will also be considered on an individual basis.

Key speakers will be given maximum exposure in the program by participating in plenary, workshop sessions and panel discussions.

**Proposals must be submitted to the Secretariat for inclusion in the program.** The Conference will also provide a complimentary registration for each selected key speaker and the company will cover the remaining costs of speakers' travel and accommodation.

#### Benefits for partners

- Logo and acknowledgement of Speaker Partner in all published material, on conference app and in *Thanks to Sponsors* slide
- Acknowledgement of Speaker Partner whenever the speaker appears in the program or app
- Acknowledgement of and thanks to Speaker Partner from the conference convenors and chairpersons
- Logo and acknowledgement on website and link to your website
- Recognition on conference registration desk signage

#### Industry Hosted Breakfast Sessions **\$5,000 ea**

**6 available | 2 per day | 7.15am - 8.15am**

**Friday 6, Saturday 7 and Sunday 8 November 2020**

This is your opportunity to host a session with your program and speakers.

- Company to nominate breakfast content & speaker/s (with committee approval)
- Recognition as Breakfast Session Partner (+ logo) in all printed materials, the conference App and in *Thanks to Sponsors* PowerPoint slide
- Logo and acknowledgement on conference website with a direct link to your website
- Opportunity to provide corporate signage at point of entry
- Standard AV is included
- Database access to all consenting delegates registered for breakfast

*Room hire and AV are provided if breakfast held in existing conference room. Catering of your choice additional*



*Image supplied by Tourism & Events Queensland*

## Additional Partnership Opportunities

### Social Partnerships

#### Gala Dinner \$5,000

1 available

**Saturday 7 November 2020**

The Conference Dinner, included for all delegates, provides a fantastic opportunity to highlight your company in a relaxed social setting.

##### Benefits for partner

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

#### Lunches \$4,000 ea

3 available

- Recognition as Lunch Partner (+ logo) in *Thanks to Sponsors*
- Logo and acknowledgement on conference website with a link to your website
- Recognition on all signage
- Opportunity to brand (at your cost) buffet stations with your company logo, pull up banners, napkins, venue lunch staff in company T-Shirt (subject to venue approval)

#### Networking Reception

**\$4,000**

1 available | **Friday 6 November 2020**

This is an excellent opportunity to highlight your company's brand and to showcase your products and services at the end of the first day's sessions.

##### Benefits for partner

- Acknowledgment and thanks from convenor at the reception
- 6 x complimentary tickets to the reception
- Opportunity to provide corporate signage at point of entry and on stage
- Recognition as Reception Partner (with logo), in the conference App and in *Thanks to Sponsors* PowerPoint slide
- Logo and acknowledgement on conference website with a direct link to your website

#### Barista Coffee Cart

**\$5,000**

1 available

Drive traffic to your booth! What better way to start a conversation with a delegate than by offering them a cup of your own branded barista coffee.

##### Benefits for partner

- Recognition as the Coffee Cart Partner in all printed conference material and in the *Thanks to Sponsors* PowerPoint slide
- Logo and link to company website on Conference Website

##### Coffee cart package includes:

- A barista preparing & serving freshly made coffee, a selection of black and herbal teas and hot chocolate during all conference breaks
- Paper cups, lids, full cream, skim, soya, & almond milk, sugars & stirrers
- Additionally, sponsors may provide (at own cost) your company branded barista apron / T-Shirts, napkins, cups and artwork to brand the cart.

##### Times available

**Friday** Morning / afternoon teas & lunch

**Saturday** Arrival tea / coffee, morning / afternoon teas & lunch

**Sunday** Arrival tea / coffee, morning tea & lunch

Includes 100 cups per day, additional cups on consumption

## Additional Partnership Opportunities

### Technology Partnerships

#### Conference App

**\$5,000**

*1 available*

This easy-to-use App will be essential for delegates to browse sessions, create personal calendars and find their way through the exhibition.

#### 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 and sponsor listings, maps, event specific social media
- Integration with Twitter, LinkedIn and Facebook

#### Benefits for partner

- 2 x downloadable flyers to be included in conference App (size restrictions apply)
- 3 x Push notifications during the conference
- Company logo on the conference App welcome page
- Recognition as Conference App Partner (+ logo) in *Thanks to Sponsors* slide
- Logo and acknowledgement on conference website with a link to your website
- Recognition on all conference signage

#### SPONSORSHIP

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 (see page 11) and full payment to the Secretariat.

Booths will be allocated on a first come first served basis once full payment is received. Sponsors receive priority booth allocation. All prices include GST.

#### Charge Bar \$3,500

*1 available*

Located within the exhibition, the charge bar enables delegates to recharge their mobile devices.

#### Benefits for partner

- Branded Charge Bar\*
- Recognition as Charge Bar Partner (+ logo) in *Thanks to Sponsors* slide
- Logo and acknowledgement on conference website with a link to your website
- Recognition on all conference signage

\*branding to be supplied by the partner



Image supplied by Tourism & Events Queensland

## Additional Partnership Opportunities

### Website Advertising

Drive more traffic to your website through the conference website which remains live well after the conference has concluded.

#### Masthead Banner

**\$2,500**

*Exclusive* 728 (w) x 90 (l) pixels (jpeg or gif)

#### Exclusive Tile Banner

**\$1,500**

*Exclusive use of banner*

Placed on right hand side of page. 305 (w) x 150(h) pixels (jpeg only)

#### Tile Banner

**\$300**

*3 Rotations*

Placed on right hand side of page 305 (w) x 150(h) pixels (jpeg only)

#### Thumbnail Advertisements

**\$500**

*1 advertising opportunity only per mail out*

The conference secretariat is regularly communicating with members, past delegates and potential delegates regarding the upcoming conference. Have your advert included in one of regular mail outs.

600 (w) x 800 (h) pixels (jpeg only)

*Clients to supply upload-ready files*

#### Lanyard Partner

**\$4,000**

*1 available*

All attendees will wear their name badge and lanyard for access to the conference. Let delegates wear your name!

- Recognition as Conference Lanyard Partner (+ logo) in  
*Thanks to Sponsors* slide

- Logo and acknowledgement on conference website with a link to your website

- Recognition on all conference signage

*Lanyards to be supplied by partner*

#### The Demo Zone \$500

A select number of demonstration stations will be set up at lunch and tea breaks. Delegate numbers will be limited to ensure clear viewing. Demonstration duration: 45 mins

#### Each Demo set-up includes:

- 1 massage bed
- 4 amp power outlet
- 1 x table & 2 chairs if required
- For laser booths: safety walls
- 30 word description of your demonstration to be included in the conference program

#### Responsibility of demonstration companies to provide:

- Sheets, towels, and clean-up supplies
- All safety measures
- Public Liability Insurance certificates and a statement that you are covered to give live demonstrations
- Models (For liability reasons conference delegates may **NOT** volunteer)
- Goggles and other protective wear as required for laser safety

*Demos can only be purchased when an exhibition booth is also booked*



## Exhibition & Demonstration Area options

### Industry Exhibition

The conference exhibition will be held in the **Monarch Room** which is immediately adjacent to the plenary session **Marquis Room**.

This exhibition area will be the central hub of the conference and an ideal place for networking with all morning teas, lunches and afternoon teas served in this area along with the Networking Reception.

### Conference Program

#### Thursday 5 November 2020

Afternoon / early evening  
 Exhibition build and pack in

#### Friday 6 November 2020

Full day conference  
 Exhibition Opens  
 Demonstration zone  
 Welcome Reception

#### Saturday 7 November 2020

Full day conference program  
 Exhibition open  
 Demonstration zone  
 Conference Dinner

#### Sunday 8 November 2020

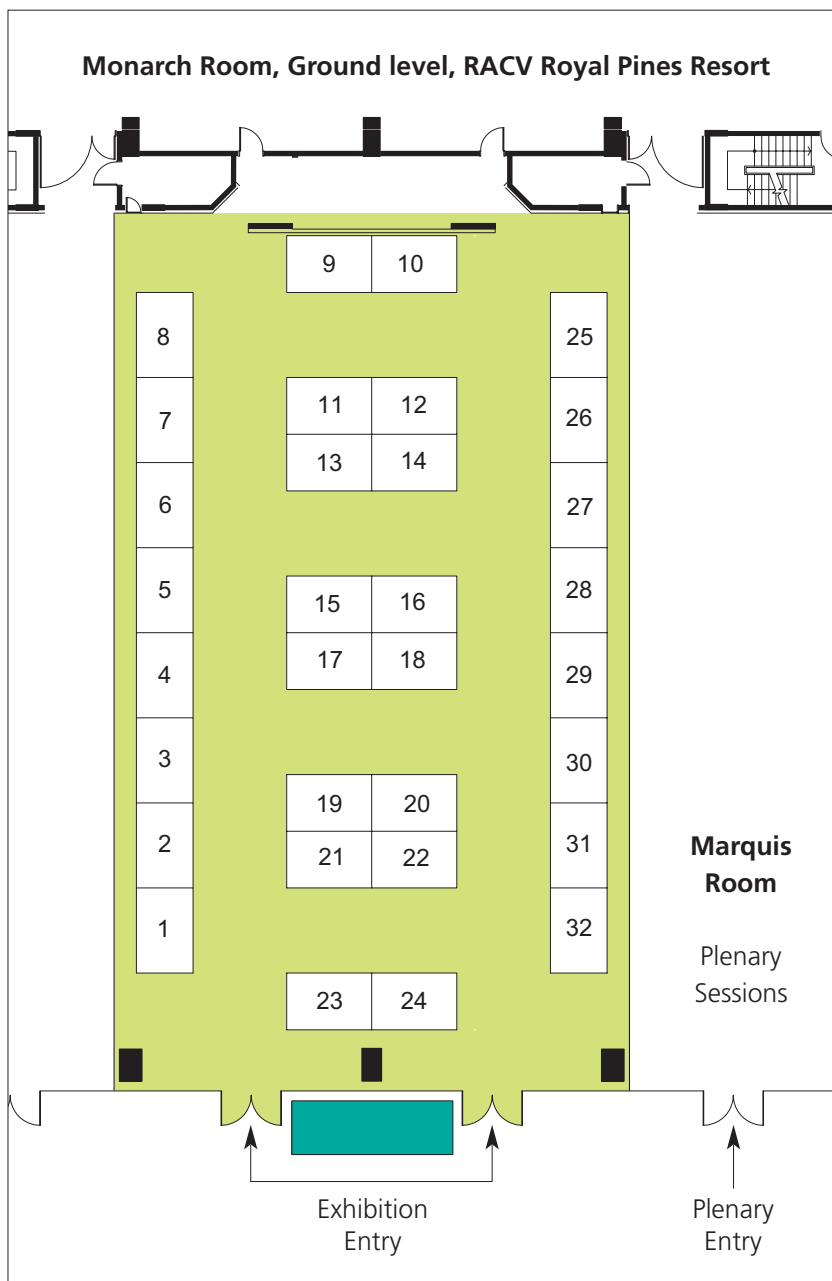
Conference close  
 at approximately 3pm  
 Exhibition close & pack out  
 at conclusion of lunch

### Exhibition Booth/s

**\$5,000 ea**

- 3m x 2m booth with Octanorm paneling, company fascia sign, lighting and power
- 2 x complimentary exhibitor registrations including morning and afternoon tea, lunch, the Networking Reception, and access to all sessions.
- Additional trade representatives: \$500

All costs are inclusive of GST



## Terms and Conditions

### The Contract

1. The term 'Organiser' refers to DC Conferences acting as agent for ACCM 2020.
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 receives the signed booking form or full payment, which ever comes first.
4. The Organiser reserves the right to refuse application or prohibit any 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 may refuse without limitation to permit activity within the exhibition or may require cessation of particular activities at their discretion.
8. The Organiser reserves the right to specify heights of walls and coverings for display areas.
9. The Organiser may determine the hours during which the Exhibitor will have access to exhibition venue for setting up and dismantling.
10. The Organiser will specify conditions relating to the movement of goods and displays, prior, during and after the exhibition.
11. The Organiser will accept no liability for loss or damage of equipment displayed or used by the Exhibitor.
12. The Organiser and the Organising Committee reserve the right to change any part of the prospectus.

### Obligations and Rights of the Exhibitor

13. The Exhibitor must ensure that all accounts are finalised and paid 30 days prior to the conference start date.
14. The Exhibitor must use allocated space only for the display and promotion of goods and/or services within the scope of the exhibition.
15. The Exhibitor must comply with all directions /requests issued by the Organiser and the venue, including those outlined in the Exhibitor Manual.
16. 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.
17. The Exhibitor acknowledges that the Organiser will not be able to provide assistance in tracking lost deliveries.
18. The Exhibitor agrees that the Organiser will not be liable for goods rejected by the venue or lost or damaged prior to the delivery date specified or on return.
19. 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

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

### Stand Services and Construction

21. 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

22. All Exhibitors must have Public Liability Insurance of \$10 million as minimum for the period of the exhibition and a copy of the certificate must be provided to the Organiser 30 days prior to the commencement of the conference.
23. 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.
24. 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

25. If an invoice has been requested, payment must be made within 30 days of receiving the invoice.
26. 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.
27. All payments and registrations must be confirmed and paid 30 days before the conference start date.
28. Cancellation must be advised in writing to the Organiser.
29. If an Exhibitor cancels before they have paid for the booking, the Organiser reserves the right to invoice the amount due as per the terms and conditions.
30. No Sponsor or Exhibitor shall occupy allocation space until all monies owing to the Organiser by the Sponsor or Exhibitor are paid in full.

#### 31. 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 5 May 2020**.
2. 100% of the total contracted cost will be retained by the Organiser if cancellation occurs **on or after 5 May 2020**.

## Sponsorship & Exhibition Booking Form

(All fees are inclusive of GST)

### 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 \$20,000 ☐ Silver \$15,000 ☐ Bronze \$10,000

### B. Additional Partnership Options *Indicate selection/s*

#### Program Partnerships

☐ International Keynote Speaker/s **By arrangement**

☐ Industry Hosted Breakfast Session (6 available) **\$5,000ea**

#### Social Partnerships

☐ Conference Dinner (1 available) **\$5,000**

☐ Networking Reception (1 available) **\$4,000**

☐ Barista Coffee Cart (1 available) **\$5,000**

☐ Lunch (3 available) **\$4,000ea**

#### Technology Partnerships

☐ Conference App (1 available) **\$5,000**

☐ Charge Bar (1 available) **\$3,500**

#### Website Advertising

☐ Masthead Banner (1) **\$2,500**

☐ Exclusive Tile Banner **\$1,500ea**

☐ Tile Banner **\$300ea**

☐ Thumbnail ads **\$500ea**

#### Product Demonstrations **\$500ea**

#### Lanyards (1 available) **\$4,000**

Conference Managers | DC Conferences Pty Ltd

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W www.dconferences.com.au/accm2020

### C. Exhibition Booth / s \$5,000ea

Please refer to the Exhibition Floorplan on Page 9 and indicate your preferred exhibition space/s.

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

☐ MASTERCARD ☐ VISA ☐ AMEX +3% surcharge

**EXPIRY DATE:** \_\_\_\_ / \_\_\_\_ **CVC** Card Verification Code: \_\_\_\_ (3 or 4 digit number located on back of card)

▼ Card No.

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

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

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

☐ **On behalf of** \_\_\_\_\_  
 Company Name:

I confirm that I have read and understood the terms and conditions of my selected sponsor/exhibitor options, as laid out on page 10 of this prospectus.

☐ **Exhibition Declaration** I/we acknowledge that exhibitors are **NOT** permitted to dismantle their booths before the end of lunch on Sunday 8 November 2020 & that my company representative/s will remain at the exhibition until the designated dismantling time.

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