



North Dakota DENTAL ASSOCIATION

ANNUAL SESSION 2019

September 19 – 21, 2019 • Delta Hotels by Marriott, Fargo, ND

GOLF OUTING

- Thursday, September 19, 12:00 p.m. (shotgun start) registration/lunch at 11:00 a.m.
- \$75 per person (includes green fees, lunch, cart rental & post-golf social)
- Rose Creek Golf Course, 1500 Rose Creek Parkway, Fargo ND

EXHIBITS SETUP

- Thursday, September 19 6:00 p.m. – 11:00 p.m.

EXHIBIT HOURS

- Friday, September 20 7:30 a.m. – 5:30 p.m.
- Saturday, September 21 7:30 a.m. – 2:00 p.m.

FEATURED SPEAKERS

Friday, September 20

JACK PFISTER, DDS LECTURE SERIES (6 CE HOURS)

“Medical Emergencies” and “Local Anesthesia”

Mel Hawkins, DDS..... 8:00 a.m. – 11:45 a.m.

Mel Hawkins, DDS..... 1:15 p.m. – 4:45 p.m.

Saturday, September 21

JAMESON - WORKPLACE CULTURE

(CE may not be available-subject to change) *We encourage any dental team member to attend the following courses sponsored by Jameson*

The High Performing Team Playbook...8:00 a.m. – 8:45 a.m.

Overcoming “I’ll Think About It” (Insurance)...9:00 a.m. – 11:30 a.m.

Roll out the Red Carpet (Customer Service).....1:15 p.m. – 3:15 p.m.

Conversations that Count / Social Media.....3:30 p.m. – 4:45 p.m.

NEW FOR 2019!! MINI-CLINIC SESSIONS FOR ALL DENTAL TEAM! (CE may not be available-subject to change)

We will be offering 3 mini-clinics on Saturday that will focus on education for the dental team members. We have a 2 hour Eaglesoft training scheduled and are working on an Equipment Maintenance and possible 3D Printing Clinic. These clinics are still being confirmed.

~ 30 minute breaks on Friday/Saturday morning and Friday afternoon ~

~ Friday - Attendee/Exhibitor Social in Exhibit Hall
4:30 p.m. – 5:30 p.m. ~

Top level sponsors will select booth location preference. Exhibit floor layout will be sent out in August beginning with the Platinum, Gold, Silver, and Bronze Sponsors. Basic Exhibitors will be assigned on a first-come, first-served basis. All attempts will be made to place exhibitors with competing products or services away from one another. Early

registration makes this possible. Assigned booth locations **cannot** be changed unless approval has been given by the Exhibits Chairperson.

Subletting or dividing exhibit space is not permitted, except with permission by the Exhibits Chairperson. Distribution of materials and displays must be limited to the booth space purchased. Additional booth space is available for purchase.

The NDDA reserves the right to refuse any advertising, sponsorship, exhibitor, etc. at the discretion of our board of trustees and in the best interest of our members.

ADVERTISING IN THE CONVENTION PROGRAM

- All exhibitors with a paid registration by August 9, 2019, will be listed in the Annual Session Program.
- Ad mats must be received by July 22, 2019.
- Additional advertising space may be purchased.
 - Full Page (7 ½" x 4 ½"): \$175.00
 - Half Page (3 ½" x 4 ½"): \$125.00

EXHIBIT FEES & SPONSORSHIPS (See Registration Form)

REMOVAL OF EXHIBITS

- Saturday, September 21, **no earlier than 2:00 p.m.** Removal must be completed by 7:00 p.m. unless advance



BOOTH SPECIFICATIONS

- 10' x 10' with back drapes and draped side rails
- 1 complimentary 8' table and 2 chairs
- Electricity is available at all booths
- Extension cords may be required and will be the exhibitor's responsibility
- Other voltages will require special handling. **Advance arrangements and special charges are the responsibility of the exhibitor and are at the expense of the exhibitor.**

LIABILITY

It is expressly understood and agreed between exhibitors and the Association that the Association shall be under no liability for loss of, or damage to, goods or property of exhibitors and each exhibitor, upon registration, expressly releases the North Dakota Dental Association from all liabilities. The Association shall not be responsible for any injury, loss, or damage that may occur to the exhibitor's officers, agents, employees or property prior, during, or subsequent to the period covered by this exhibit contract. All property of the exhibitor brought onto the premises by the exhibitor shall be at the risk of the exhibitor. The Association shall not be liable for any loss or damage thereto, or for any injuries to the exhibitors, its agents, officers, or employees. The exhibitor agrees to indemnify and hold harmless the North Dakota Dental Association for any loss or damage that may arise out of the premises described in this space contract.

STORAGE:

The Delta Hotels by Marriott in Fargo has agreed to receive freight for storage no more than 72 hours prior to the event. Be sure to note on the packages "Hold for the North Dakota Dental Association meeting, September 19th - 21st," and include the name of the person picking up the package on the outside. If you have any questions regarding the shipment of your product, please contact the Delta Hotels by Marriott Sales Team at (701) 277-9000.

TO BE INCLUDED IN THE ANNUAL SESSION BOOKLET, REGISTRATIONS MUST BE RECEIVED AND PAID IN FULL BY AUGUST 23, 2019



BOOTH CANCELLATION

- Prior to August 1, 2019, \$100.00 will be retained to cover expenses already incurred by the NDDA.
- Between August 2 and August 15, a 50% refund will be provided.
- After August 15, no refund will be provided.

Extenuating circumstances are to be evaluated by the NDDA Board of Trustees.

CONTACT INFORMATION

NDDA CONTACT:

Tracy Stoppelmoor, Exhibits Chairperson
North Dakota Dental Association
PO Box 592802
San Antonio, TX 78259-2802
Phone: (701) 223-8870
Fax: (701) 892-7068
E-mail: tstoppelmoor@smilenorthdakota.org

SHIPPING INFORMATION:

Delta Hotels by Marriott
1635 42nd St. South
Fargo, ND 58103
Phone: (701) 277-9000

**Note on packages "Hold for the NDDA meeting, September 19-21."*

ROOM RESERVATIONS

Delta Hotels by Marriott
1635 42nd St. South
Fargo, ND 58103
Phone: (701) 277-9000

**Note - Ask for ND Dental Association group rate - NDDA*





FIRM NAME _____

INDUSTRY TYPE (LAB, PRODUCTS, FINANCE, ETC.) _____

ADDRESS _____

NORTH DAKOTA TAX PERMIT NO. _____

CONTACT PERSON WITH YOUR COMPANY _____

TELEPHONE # OF CONTACT PERSON _____

E-MAIL ADDRESS _____

REPRESENTATIVE(S) ATTENDING CONVENTION (please note allowance based on Exhibitor level below) _____

EXHIBIT LEVEL/SPONSORSHIP OPPORTUNITIES:

_____ \$5,000 PLATINUM LEVEL (ANNUAL MEETING SPONSOR)

- EXHIBITOR LEVEL (BASIC) - Exhibit booth located in a high traffic area of your choice.

PLUS

- Recognition as Platinum Level Sponsor in exhibitor directory and on signage in registration area, and exhibitor area.
- Recognition as a sponsor for the Annual Meeting in the convention program, at exhibitor booth, and a full-page ad in the August (or December) Newsletter.
- Introduce Keynote Speaker before morning session and provide 5 minutes of information on your business. Limited availability of 2 sponsors – 1st response/registration basis.
- Includes 2 golf registrations for NDDA golf outing and a golf hole sponsorship.
- Double Booth included, if needed
- No limit to conference attendees and attendance is open to any Social or President's Mixer event.

_____ \$1,500 GOLD LEVEL (SPEAKER SPONSOR)

- EXHIBITOR LEVEL (BASIC) - Exhibit booth in a high traffic area. Up to 5 conference attendees.
Additional attendees at \$25 per person.
extra exhibitors attending # _____ @ \$25

PLUS

- Recognition as Gold Level Co-Sponsor in exhibitor directory, convention program, at exhibitor booth, signage in registration area, and on signage at the Scientific Session.
- Full page ad designed and submitted by your company and placed in convention program.
- Up to 8 company attendees may attend President's Mixer event.

_____ \$1,000 SILVER LEVEL (PRESIDENT'S MIXER SPONSOR)

- EXHIBITOR LEVEL (BASIC) - Up to 5 conference attendees. Additional Attendees at \$50 per person.
extra exhibitors attending # _____ @ \$50

PLUS

- Recognition as Silver Level Co-Sponsor in exhibitor directory, convention program, at exhibitor booth, signage in registration area, and on signage at the President's Mixer. Participation in social is encouraged!
- Half page ad designed and submitted by your company and placed in convention program.
- Up to 8 company attendees may attend President's Mixer event.

*Note: * The President's Mixer will be held Friday, September 20, beginning at 7:00 p.m., at the Delta Hotels by Marriott. To be attended by dentists, hygienists, dental assistants, office staff, exhibitors and spouses. All Registrants for the Annual Session are welcome with no additional charge.*

_____ \$600 BRONZE LEVEL (BREAK SPONSOR)

- EXHIBITOR LEVEL (BASIC) - Additional Attendees at \$50 per person. # extra exhibitors attending # _____ @ \$50

PLUS

- Recognition as a Bronze Level Co-Sponsor in exhibitor directory, convention program, at exhibitor booth, signage in registration area, and on signage near refreshment table.

_____ \$400 EXHIBITOR LEVEL (BASIC)

- Additional Attendees at \$50 - Up to 3 conference attendees.
extra exhibitors attending # _____ @ \$50

- Single (10' X 10') booth.
- Skirted display table.
- Company/organization name displayed on sign at booth.
- Regional exposure to approximately 400 healthcare professionals.
- Company name included in exhibitor directory.

_____ \$275 – ADDITIONAL BOOTH SPACE - DOUBLE BOOTH (10' X 20') – Exhibitor Level Above Required

_____ \$550 – ADDITIONAL BOOTH SPACE – TRIPLE BOOTH (10' X 30') - Exhibitor Level Above Required

_____ LATE FEE: – After August 1, 2019, add a \$100.00 late fee.

Registration forms should be received and paid by no later than September 3rd.

MAKE CHECKS PAYABLE AND RETURN FORMS TO:
NORTH DAKOTA DENTAL ASSOCIATION
P.O. BOX 592802
SAN ANTONIO, TX 78259-2802

Credit Card payments are available by contacting Tracy at the Central Office. Visa, Master Card, Discover and AmEx are all accepted.

ADDITIONAL SPONSORSHIP OPPORTUNITIES

_____ **\$1,500 EXHIBITOR SOCIAL** - Sponsor the event that all conference attendees, including the dental team members and exhibitors are invited to attend. Event is held right in the Exhibit Hall and you will be directly involved in the drawings that take place every 15 minutes during this time span. You may bring in the company resources for this time period and give away any logoed items you wish. Includes one (1) complimentary golf registration in addition to recognition/signage throughout the event.

_____ **\$1,000 HOUSE OF DELEGATES SOCIAL** – Provide sponsorship and attend a gathering after our annual House of Delegates meeting on Thursday evening. You may have 4 company representatives join us and includes one (1) complimentary golf registration, in addition to recognition/signage throughout the event.

\$ _____ **TOTAL EXHIBITOR LEVEL/SPONSORSHIP**

NDDA GOLF SCRAMBLE

The NDDA Golf Scramble is open to all attendees (including dental team members) and is also a great way to spend time with our members. The event will be held on Thursday, September 19th at Rose Creek Golf Course in Fargo with a shotgun start at Noon. Registration opens at 11am and lunch is available so you can grab a quick bite to eat and hit a few balls before the round begins. **Market your company or host a contest by sponsoring a hole. Plan on joining us for an afternoon of fun and golf followed by a cold beverage at the players' social. You may want to invite one of your best clients, our members, to enjoy a round of golf with you; what a great way to thank them for their business!**

SPONSORSHIP OPPORTUNITIES:

_____ **\$1500 GOLF CART SPONSOR** – Provide sponsorship of the golf carts and market your company with pride. Sponsorship includes event signage with your company name as well as signage in every player golf cart used during the event. **HOLE SPONSOR (attended)** included in the sponsorship as well as 2 complimentary players and an invitation to the social following the round. (Limited availability to 1st response). Recognition in conference booklet as sponsor also provided. **Hole # Requested** _____

_____ **\$1000 GOLF BALL SPONSOR** – your company name and/or logo will be imprinted on 30 dozen Dixon golf balls that will be distributed to all golfers (1 sleeve of 3 balls per person) with the remaining balls (approximately 12 dozen) coming back to you to use however you see fit, donated back as prizes for the drawings or give-a-ways at your booth, or for future use as you wish. The sponsorship also includes a golf **HOLE SPONSOR (attended)** so you can be at your preferred hole, if available, to host a game, hand out give-a-ways, or just hang out and say hello as the players come by; you will also receive two (2) complimentary golf players for the round; and recognition both at the course and the annual session as a sponsor. The sponsorship will also include recognition in the annual session program and a full size ad in the annual session program. **Hole # Requested** _____

_____ **\$500 GOLF SOCIAL SPONSOR** – Provide sponsorship and attend the social for players following the round. Your company name/logo will be displayed on a banner and signage at the course. **HOLE SPONSOR (attended)** included in the sponsorship as well as one (1) complimentary player and an invitation to the social following the round. Recognition in conference booklet as sponsor. **Hole # Requested** _____

\$ _____ **TOTAL GOLF PAID**

_____ **\$500 GOLF LUNCHEON SPONSOR** – Provide sponsorship and attend the luncheon for players prior to the shotgun start. Your company name/logo will be displayed on a banner and signage at the event. **HOLE SPONSOR (attended)** included in the sponsorship as well as one complimentary player and an invitation to the social following the round. Recognition in conference booklet as sponsor. **Hole # Requested** _____

_____ **\$300 HOLE SPONSOR (attended)** – Display your company name AND be present as player's round the course. You have the option of hosting a contest too. Hole preference is determined by paid sponsorship (1st response). Includes lunch and invitation to social following the event. You must be registered as an Exhibitor to sponsor this level. Recognition in conference booklet as sponsor. **Hole # Requested** _____

_____ **\$200 HOLE SPONSOR (unattended)** – Display your company name as player's round the course. Recognition in conference booklet as sponsor.

_____ **PRIZE SPONSOR (suggested \$100)** – Either provide monetary support for prizes awarded to players or provide golf related prizes for drawings. Recognition in conference booklet as sponsor and when prize is awarded.

_____ **NDDA GOLF SCRAMBLE REGISTRATION (\$75 PER PERSON):**

1. _____ 2. _____
3. _____ 4. _____

Please pair me with the following player(s):

1. _____ 2. _____
3. _____ 4. _____

ADVERTISING:

AD MATS MUST BE RECEIVED BY JULY 22, 2019. Please submit camera-ready ad, in a pdf format, via e-mail to tstoppelmoor@smilenorthdakota.org. Ads will be printed in black/white.

_____ \$175.00 FULL PAGE _____ \$125.00 HALF PAGE

\$ _____ **TOTAL ADVERTISING PAID**

\$ _____ **GRAND TOTAL DUE FOR EXHIBITOR LEVEL**

(including additional attendees if applicable), sponsorships, golf and advertising

CONTACT CENTRAL OFFICE FOR MORE INFORMATION:

CALL: (701) 223-8870

EMAIL: [TSTOPPELMOOR@SMILENORTHDAKOTA.ORG](mailto:tstoppelmoor@smilenorthdakota.org)

VISIT: WWW.SMILENORTHDAKOTA.ORG/MEETINGS-EVENTS

FOR OFFICE USE ONLY:

Exhibitor Level (P G S B E)	\$ _____
Extra Booth DBL TRP	\$ _____
Sponsorship (HoD E)	\$ _____
Ad Inc 1/2 FULL	\$ _____
GOLF # PLAYERS _____ @ \$75	\$ _____
GOLF SPONSOR (C B S L Ha Hu P)	\$ _____
ADS (PD) 1/2 FULL	\$ _____
TOTAL DUE	\$ _____
CHECK # _____ / CC (V MC D AM)	
DATE RECEIVED: _____	
DATE PROCESSED: _____	
DATE CONFIRMED: _____	