

# **Kansas Medical Group Management Association**

**Spring 2012 Conference**

**4/11/2012 - 4/13/2012**

**Wichita Marriott**

**Wichita, KS**

**Exhibitor Information**

January, 2012

Dear Business Associate:

The 2012 Spring Conference of the Kansas Medical Group Management Association will be held in Wichita, Kansas, on April 11-12-13, 2012 at the Wichita Marriott Hotel. You are invited to exhibit with us and/or sponsor one or more conference events. Over one hundred managers from all types of medical practices throughout the state will be attending this two-day conference making this a unique opportunity to reach these decision makers.

There are several ways that you can participate:

I. Exhibiting

Business Associates rent booths in the exhibit areas and may choose to offer door prizes during the conference breaks. KMGMA members are limited to win one door prize for the entire conference with the exception of a cash drawing at the end of conference. Exhibitors at this conference will be eligible for a drawing for free booth space at the 2012 Fall Conference in Overland Park, KS. We are pleased to include a link to your company's web site on the KMGMA web site with your booth fee. To exhibit at the Spring 2012 conference, please complete the enclosed Exhibitor Contract Form.

II. Sponsoring

Business Associates may participate in levels of sponsorship that supports the speakers, meals, and conference events. We recognize our sponsors with a poster displaying your company's name and logo throughout the conference as well as mention of the sponsorship at every opportunity so you receive the recognition you deserve. Sponsor logos and a link to your company's web site will be featured on a special page on the KMGMA web site. Spring conference sponsorship opportunities are available on the Sponsorship Registration Form.

KMGMA would not be able to provide quality programs and speakers or continue to enhance our organization without our Business Associates. To our previous exhibitors, we sincerely appreciate your past participation; and to all, we are aware of our need for your continued support. I welcome any suggestions to improve our relationship with conference exhibitors and sponsors. Thank you.

Sincerely,

Suzann Wright  
KMGMA President-Elect

**Kansas Medical Group Management Association  
Exhibitor Information**

**Booth Information**

Booth Size: 6'x8'

Fee per Booth: **\$700** Each booth includes registration and meals for 2 representatives.

Additional Fees: **\$100** for each additional representative, if more than 2 per booth.  
(See hotel information regarding shipping, electrical or internet fees)

Contract Deadline: **March 23, 2012 or until all spaces are rented. Exhibit booth payment can be made in two ways...by check or credit card. The contract & registrations are not valid until the fees are paid.**

**Exhibitor Guidelines**

- Business Associates will be limited to renting a maximum of two (2) booths per conference.
- Each booth includes pipe and drape, two chairs, table with linen and skirts and trash can
- **Booths are sold on a “first come-first served” basis.**
- Once a booth is assigned a location, it cannot be moved or traded for a different location without consulting with the President-Elect.
- Each Business Associate will be entitled to a link on the KMGMA web site ([www.kmgma.org](http://www.kmgma.org)) Links will be listed by category for one calendar year.

## **CAUTION!**

### **POTENTIAL EXHIBITORS**

**KMGMA realizes that the Wichita Marriott exhibit booths are six feet by eight feet. (The booth table is six feet.) This size poses problems for some of you. There is no simple solution except to offer you the opportunity to purchase two booths side-by-side for \$1,400.00.**

**We realize that you might feel that you can make a 12' x 6' booth fit in a 6' by 8' space...however, it makes your neighbors very cramped and unhappy. Please be sure that if you order a 6' x 8' booth, your exhibit will fit.**

**Thank you.**

**KMGMA Board of Directors**

Kansas Medical Group Management Association  
Spring 2012 Conference Exhibitor Contract and Sponsorship Registration Form

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

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

City, State, Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ E-mail: \_\_\_\_\_

Company Web Site: \_\_\_\_\_

All representative names for badges: \_\_\_\_\_

1. This application and contract for exhibit space indicates applicant's willingness to abide by all accompanying terms, conditions and general resolutions, as well as any additional rules or regulations the management deems necessary to the success of the exhibitions.
2. Payment in full of \$700.00 for each 6' x 8' booth must accompany this application. The fee for each exhibit space includes meals and refreshments for two representatives. For each additional representative include \$100 to cover the cost of meals and refreshments.
3. Each booth includes pipe and drape, two chairs, table with linen and skirts and trash can.
4. The exhibitor agrees to arrange with the hotel in advance for any electrical, telephone or other special services beyond those provided with this contract and to be financially responsible directly to the hotel for such arrangements.
5. The exhibitor agrees to accept all liability and responsibility for any damage to hotel property by their exhibits. The exhibitor further agrees to make no claim for any reason whatsoever, including negligence, against the Kansas Medical Group Management Association, any of its officers or members, or the hotel where exhibiting, for loss, theft, damage or destruction of goods, nor for any injury to itself or its employees while exhibiting at the conference.

( ) 6' x 8' Booths @ \$700 each (Number \_\_\_\_\_) \$ \_\_\_\_\_

Representatives beyond 2 per booth @ \$100 each \$ \_\_\_\_\_

Please indicate below the number of people from your company planning to attend each meal.

Thursday: Breakfast \_\_\_\_\_ Lunch \_\_\_\_\_ Dinner \_\_\_\_\_ Friday: Breakfast \_\_\_\_\_ Lunch \_\_\_\_\_

**Our company would also like to be:**

Bronze Sponsor: (\$400 - \$949) \$ \_\_\_\_\_

Silver Sponsor: (\$950 - \$1,499) \$ \_\_\_\_\_

Gold Sponsor: (\$1,500 and above) \$ \_\_\_\_\_

Total: \$ \_\_\_\_\_

Authorized Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Make checks payable to KMGMA or enclose credit card form. Return to: Claire Daniels, Executive Assistant, 5051 E. Lincoln #4C, Wichita, KS 67218; Phone: 316-686-4414; e-mail: cdaniels1@cox.net

# KANSAS MEDICAL GROUP MANAGEMENT ASSOCIATION

KMGMA accepts payment for conference fees in two ways: by check or credit card.  
If using a credit card, enclose this form with conference registration.

**ATTENTION: EXHIBITORS—DO NOT INCLUDE ELECTRICAL OR INTERNET FEES.**

Amount to be charged to the credit card: \_\_\_\_\_

Circle type of credit card: VISA, MasterCard, Discover

Name as it appears on the credit card: \_\_\_\_\_

Credit Card Number: \_\_\_\_\_

Expiration date: \_\_\_\_\_

Customer code on back of card: \_\_\_\_\_

Billing address: \_\_\_\_\_

\_\_\_\_\_  
(City) (State) (Zip code)

Telephone number: (\_\_\_\_\_) \_\_\_\_\_

Signature \_\_\_\_\_

Print name as signed: \_\_\_\_\_

Include with registration form. Return to: Claire Daniels, Executive Assistant, 5051 E. Lincoln #4C, Wichita, KS 67218; Phone: (316) 686-4414; e-mail: cdaniels1@cox.net

# KMGMA SPRING 2012 CONFERENCE SCHEDULE

## Wednesday, April 11, 2012

1:00 p.m. – 6:00 p.m. **Pre-Conference: Kansas Assn. of Rural Health Clinics -- Atrium**  
5:00 p.m. – 5:30 p.m. Executive Committee meeting with hotel staff-Board Room  
5:30 p.m. – 9:00 p.m. Executive Committee meeting - Executive Board Room  
6:30 p.m. Insurance Focus Group – Salons F-H  
6:30 p.m. MGMA/ACMPE Informational Meeting—Salon 1  
7:30 p.m. - 10:00 p.m. **Bank of Kansas Hospitality Suite - Room 217**  
4:00 p.m. - 11:00 p.m. Exhibitor Setup - Salons A-D, Pre-Assembly Area

## Thursday, April 12, 2012

7:00 a.m. – 8:00 a.m. Members' Registration - Pre-Assembly Area  
7:00 a.m. – 8:00 a.m. Breakfast—Atrium  
7:30 a.m. – 8:00 a.m. New Members Breakfast –Marriott Cinnabar Cafe  
7:00 a.m. – 9:00 a.m. Exhibitor Set-up - Salons A-D, Pre-Assembly Area  
8:30 a.m. – 8:45 a.m. Welcome and Announcements--Salons E-H  
8:45 a.m. – 10:00 a.m. **There Is Always an Opportunity to Astonish Yourself!** Bob Garner—Salons E-H  
10:00 a.m. – 11:00 a.m. Break – Exhibits – Salons A-D, Pre-Assembly Area  
11:00 a.m. – 12:00 p.m. KMGMA Business Meeting (Members Only) – Wichita Ballroom  
12:00 p.m. – 1:15 p.m. Lunch – Round Table Discussion—Salons E-H & Atrium  
1:15 p.m. – 2:30 p.m. Breakout Session #1  
A. **Recent Issues Affecting Hospitals and Physician Compensation,** Scott Palecki—Salon 1  
B. **ICD-10 Implementation: Where, Why and How,** Stacy Harper, JD, MHSA, CPC—Salon 2  
C. **HR Issues,** Kara Hunt, SPHR, & Phillip M. Hayes, SPHR—Atrium  
2:30 p.m. – 3:15 p.m. Break – Exhibits – Salons A – D, Pre-Assembly Area  
3:15 p.m. – 4:30 p.m. A. **Recent Issues Affecting Hospitals and Physician Compensation,** Scott Palecki—Salon 1  
B. **ICD-10 Implementation: Where, Why and How,** Stacy Harper, JD, MHSA, CPC—Salon 2  
C. **HR Issues,** Kara Hunt, SPHR, & Phillip M. Hayes, SPHR—Atrium  
5:30 p.m. Cocktail Reception—Salons E-F  
6:00 p.m. Buffet Dinner  
7:00 p.m. **An Evening of Comedy and Hypnosis with Keir Royale**

## Friday, April 13, 2012

7:00 a.m. – 8:00 a.m. Breakfast—Atrium  
7:00 a.m. – 8:00 a.m. Past Presidents' Breakfast - Marriott Cinnabar Cafe  
8:00 a.m. – 8:30 a.m. Break—Exhibits—Salon A-D, Pre-Assembly Area  
8:30 a.m. – 9:45 a.m. **Courageous Leadership: Accelerating Results in Uncertain Times**  
Chip Madera, MS, CSP--Salons E-H  
9:45 a.m. – 10:15 a.m. Break –Exhibits - Salon A-D, Pre-Assembly Area  
10:15 a.m. – 11:30 a.m. **Courageous Leadership: Accelerating Results in Uncertain Times**  
Chip Madera, MS, CSP--Salons E-H  
11:30 a.m. – 1:00 p.m. Lunch - Atrium  
1:00 p.m. Adjournment



# KEIR ROYALE

*Comedian/Hypnotists/Magician*



**COCKTAIL RECEPTION AT 5:30  
DINNER AT 6:00  
KEIR ROYALE AT 7:00.**





Please reserve the following accommodations:

Name \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip Code \_\_\_\_\_

Telephone Number ( ) \_\_\_\_\_

Accommodations (Please Check 1st Choice)  King  2 Double Beds

**Hotel Check In Time is 4:00PM Check Out Time is 12:00 Noon**

**Wichita Marriott is a non-smoking hotel**

Arrival Date \_\_\_\_\_ Departure Date \_\_\_\_\_

Number of People 1 2 3 4

All reservations must be guaranteed:

- Deposit Equivalent to One Overnight Stay
  - Amer Exp
  - Diner's
  - VISA/MC
  - Carte Blanche
  - JCB
  - Discover
- \*Credit Card will not automatically be charged.\*

\*Credit Card must be given at check in if being used as a form of payment.\*

Card Number \_\_\_\_\_ Expiration Date \_\_\_\_\_

Cardholder will be billed for 1 night's room and tax if reservation is not cancelled **within 24 hours** prior to arrival and remaining nights will be released.

Signature \_\_\_\_\_

NAME OF GROUP: **Kansas Medical Group Management**

**DATES: April 10<sup>th</sup>, 2012-April 13<sup>th</sup>, 2012**

**RATES: \$107.00**

TO ENSURE ROOM AVAILABILITY AND SPECIAL GROUP RATES AS ABOVE PLEASE SIGN AND RETURN BY **March 27<sup>th</sup>, 2012**

**FOR TOLL FREE RESERVATIONS CALL 1-800-610-0673 MONDAY - FRIDAY**

**8:00AM - 5:30PM OR MAIL TO :**

**THE WICHITA MARRIOTT HOTEL**

**9100 CORPORATE HILLS DRIVE**

**WICHITA, KS 67207**

**ATTN: RESERVATION DEPARTMENT**

**OR FAX THIS RESERVATION TO THE WICHITA MARRIOTT DIRECTLY: (316) 651-0634.**

# Marriott®

## WICHITA

9100 Corporate Hills Drive, Wichita, KS 67207  
316/651-0333  
Fax 316/651-0634

### Electrical/Equipment Order Form

Name of Convention: \_\_\_\_\_

Name of Exhibitor: \_\_\_\_\_

Name of Contact: \_\_\_\_\_ Contact Number: \_\_\_\_\_

Contact Email Address: \_\_\_\_\_

Dates of Convention: From \_\_\_\_\_ To \_\_\_\_\_

*Note: Requests must be received two weeks prior to the event to guarantee electrical hookups and equipment availability. Please return complete form with check, money order or credit card number to the above address.*

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#### Electrical Circuits:

\_\_\_\_\_ Up to 15 Amps/110 Volts-----\$15.00 per day/booth \_\_\_\_\_

\_\_\_\_\_ 16 to 20 Amps/110 Volts-----\$20.00per day/booth \_\_\_\_\_

\_\_\_\_\_ 21 to 30 Amps/110 Volts-----\$30.00 per day/booth \_\_\_\_\_

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\_\_\_\_\_ Up to 15 Amps/208/220 Volts/Single Phase-----\$20.00 per day/booth \_\_\_\_\_

\_\_\_\_\_ 16 to 20 Amps/208/220 Volts/Single Phase-----\$30.00 per day/booth \_\_\_\_\_

\_\_\_\_\_ 21 to 30 Amps/208/220 Volts/Single Phase-----\$40.00 per day/booth \_\_\_\_\_

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#### Additional Electrical Circuits Available. Please call for information.

#### Internet Connection:

High Speed Internet Connection (non-taxable)-----\$100.00 unlimited usage/per day

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#### Audio-visual Requirements:

A variety of audio-visual equipment is available for rent. Please contact our sales department directly for your needs.

Special equipment for hookups (wiring, special plugs, connectors, etc.) not available in Engineering stock will be charged at retail price. **Please allow at least two weeks notice.**

Name on Card \_\_\_\_\_ Type of Card \_\_\_\_\_

Credit Card # \_\_\_\_\_ Expiration Date \_\_\_\_\_

Authorized By: \_\_\_\_\_ Title: \_\_\_\_\_

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



## PACKAGES/BOXES

The following information may be helpful to vendors and exhibitors:

Please Ship Materials To:	Wichita Marriott Hotel 9100 E. Corporate Hills Drive Wichita, KS 67207 Attn: <i>(Event Manager Handling Your Function)</i>
Include on Packages/Boxes:	In-House Contact Name Name of Convention Start Date of Function
Returning Boxes at End of Your Program:	Please Hand Deliver Small Packages/Boxes to the Front Desk. Leave Larger Boxes/Freight in the Banquet Area and Ask the Front Desk to Have Them Shipped. Verify the Following Information with the Front Desk: <i>Number of Boxes Being Returned and the Name, Account Number and Address of the Destination.</i> All Boxes Must Be Sealed and Labeled Prior to Shipping. If These Procedures Are Not Followed, the Hotel Can Not Be Held Responsible for Their Delivery.
Due to limited space, we request shipments not arrive any earlier than seven (7) days prior to the group's arrival.	
Please Call the Wichita Marriott Hotel at (316) 651-0333, ext. 6170 If You Have Any Questions.	

# KMGMA SPRING GOLF TOURNAMENT



## WEDNESDAY, APRIL 11, 2012

**Tallgrass Country Club • 2400 North Tallgrass • Wichita, Kansas 67226**  
*Just east of 21st and Rock Road. If you need to cancel on the tournament date, please call Tallgrass Country Club at (316) 684-4110.*

**11:30 a.m.** Registration & Lunch - \$70 covers green fee, cart & luncheon  
**1:00 p.m.** Shotgun tee-off

**AWARDS:** Prizes to be awarded to each member of the 1st and 2nd place teams. Closest to the pin and longer putt get prizes.

**FORMAT:** *Scramble format. Customary scramble rules and using a minimum of 3 tee shots of each member.*

**RSVP:** **Please return the entry from below no later than April 4, 2012.**  
Note your handicap or average score for 18 holes. For additional information, please call Charley at (316) 687-2112, or Fax: (316)687-1260

*Golf sponsorships are available. Please contact Charley Larsen for more details. Directions on the reverse side.*

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### KMGMA GOLF - RETURN BY APRIL 4, 2012

Yes, I will be able to attend the KMGMA Golf Tournament.

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

Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Organization: \_\_\_\_\_

Phone Number: \_\_\_\_\_ Handicap or average score: \_\_\_\_\_

Return to: **Charley Larsen • The Center For Reproductive Medicine**  
9300 E. 29th North, Ste. 102 / Wichita, KS 67226

**Make checks  
payable to: KMGMA**

## **From the North:**

Exit Interstate I-135 at the K-96 exit and proceed east to Rock Road exit

Turn right (south) onto Rock Road 1 1/2 miles to 21st Street

Turn left (east) onto 21st Street and proceed approximately 1/3 mile

Tallgrass entrance will be on the left (north) side of the street

## **From the South:**

Exit the Kansas Turnpike at the Kellogg exchange

Proceed east on Kellogg 1/4 mile to Webb Road

Turn left (north) on Webb Road 3 miles to 21st Street

Turn left (west) on 21st Street 2/3 mile

Tallgrass entrance will be on the right (north) side of the street.

## **From the East:**

Exit the Kansas Turnpike at the Andover exchange

Proceed west on 21st Street 5 1/2 miles to Webb Road

Proceed west through Webb Road 2/3 mile

Tallgrass entrance will be on the right (north) side of the street

## **From Mid-Continent Airport via 400/54/Kellogg:**

Drive east on Kellogg from airport exit approximately 10 miles to Rock Road

Turn left (north) at Rock Road and proceed 3 miles to 21st Street

Turn right (east) on 21st Street 1/3 mile

Tallgrass entrance will be on the left (north) side of the street