



SPONSORSHIP
PROSPECTUS

O R L 18

71ST ANNUAL GENERAL
& SCIENTIFIC MEETING

RYDGES HOTEL, QUEENSTOWN, NEW ZEALAND

16 – 19
OCTOBER
2018

CONTINUING
PROFESSIONAL
DEVELOPMENT



WORKZ4U
CONFERENCE AND EVENT MANAGEMENT

PO Box 90641, Victoria Street West, Auckland 1142, New Zealand

T +64 9 917 3653
M +64 21 325 133
E donna@w4u.co.nz
W w4u.co.nz

NZSOHNS 2018

ORGANISING COMMITTEE

Associate Professor Patrick J.D. Dawes

President NZSOHNS

Mr Dean Ruske

Convenor

Mr Jeffrey Robinson

Co-Convenor

Mr Matthew Leaper

Chair Scientific Committee

Our Society has always enjoyed an excellent relationship with our colleagues in the medical industry. You keep us up to date with innovations that optimise our practice and we appreciate your hands-on support. This helps us maximise our patient care and supports registrar training. We value your support for our Annual Scientific Meeting and I look forward to catching up with you.

Associate Professor Patrick JD Dawes

President NZSOHNS

DEAR COLLEAGUES,

On behalf of the Organising Committee I wish to invite you to support the 71st Annual General and Scientific Meeting of the New Zealand Society of Otolaryngology, Head and Neck Surgery, to be held at the Rydges Hotel, Queenstown, from 16-19 October 2018.

We welcome our international keynote speakers; Mr Brian Bingham (current President of ENTUK and former chairman of the Board of Examiners of Great Britain and Ireland in ORL Head and Neck Surgery), Prof Shan Baker (Otolaryngologist and Facial Plastic Surgeon) and Associate Prof Stuart McKay. We are confident that you will find this a hugely enjoyable and valuable meeting.

Extensive sponsorship and exhibition opportunities are available and we encourage you to maximise your participation by considering a sponsorship of the meeting.

The NZ Society Meeting is an enjoyable one. Quality academic advancement in ORL is conjoined with social networking with our national colleagues and international guests to create a unique and intimate meeting.

See you in Queenstown for ORL 2018.

Regards

Dean Ruske

Convenor, NZSOHNS Annual Scientific Meeting 2018

For further information about sponsoring/exhibiting please contact Conference Managers



WORKZ4U
CONFERENCE AND EVENTS MANAGEMENT

Donna Clapham

PO Box 90641, Victoria Street West
Auckland 1142, New Zealand

T : +64 9 917 3653

E : conferences@w4u.co.nz

W : www.w4u.co.nz



BENEFITS OF SPONSORSHIP

As part of a comprehensive and effective marketing plan, sponsorship can provide positive results – especially important in today's economic climate.

Consider the benefits your organisation can enjoy in supporting this conference:

- **Exposure** to a local, national and international audience involved with Otolaryngology Head & Neck Surgery.
- **Opportunities** to raise your company's profile amongst a qualified target audience.
- **Recognition** including acknowledgment and clear demonstration of your organisation's involvement, commitment and support.
- **Valuable insights**, information and exposure to the latest medical developments in this speciality.
- **Inclusion** in the integrated, professional marketing campaign.
- **Advantages of legitimate tax deductions** in the areas of advertising and the promotion of products.
- **Ability to utilise your own marketing team** to work with the Meeting Secretariat to ensure your satisfaction on all of the above.

Code of Conduct

The organising committee has resolved to formalise a standard of behaviour for conference delegates and industry/sales representatives.

The Committee put a great deal of effort into planning and presenting this conference, for the benefit of all attendees. Our aims are:

- To ensure that all delegates gain the maximum benefit from attending
- Sponsors who are vital to the success of each conference achieve their goals and continue to support the conference
- Attendees recognise the benefits of the conference and support the presence of the industry as part of the industry exhibition
- Networking opportunities are undertaken on a formal, professional level and informally at social functions

As a participant you have a responsibility to yourself, your employer and your colleagues to conduct yourself in a professional manner at all times. The continued success of each conference and your colleagues relies on your participation, support and commitment to this effort. We will work together with your organisation to produce the best results.

ESTIMATED NUMBER OF DELEGATES: **150**

Delegate disciplines:

ORL Surgeons, Nurses, Trainees, Registrars

Allied specialities:

Audiologists, Speech and Language Therapists, Specialist Nurses and General Practitioners with ENT interest



PLATINUM SPONSOR **\$16,500.00**^{+GST}

- Company will be acknowledged as a PLATINUM SPONSOR
- Acknowledgement by the Convenor during the Opening and Closing sessions
- One complimentary exhibition space (prefabrication charge payable by partner at \$476+GST per stand)
- Priority choice of exhibition site
- Four complimentary Welcome Reception tickets
- Four complimentary Conference Dinner tickets
- Company logo on Conference Website with a link to company website
- Company logo & listing on conference mobile app
- Company logo on the Conference Programme
- Company logo on the front cover and listing inside the Conference Handbook with the tag line "Platinum Sponsor"
- Full page of advertising inside the Conference Handbook (artwork supplied by partner)
- Company logo and listing inside the Conference Handbook
- Company logo displayed on the Welcome Slide during the opening and closing sessions
- Company logo displayed on Conference Slides prior to each session and before each catering break
- Delegate list ten working days prior to conference

GOLD SPONSOR **\$13,250.00**^{+GST}

- Company will be acknowledged as a GOLD SPONSOR
- Acknowledgement by the Convenor during the Opening and Closing sessions
- One complimentary exhibition space (prefabrication charge payable by partner at \$476+GST per stand)
- Priority choice of exhibition site after Platinum Sponsor allocation
- Three complimentary Welcome Reception tickets
- Three complimentary Conference Dinner tickets
- Company logo on Conference Website with a link to company website
- Company logo & listing on conference mobile app
- Company logo on the Conference Programme
- Company logo on the front cover and listing inside the Conference Handbook with the tag line "Gold Sponsor"
- Half page of advertising inside the Conference Handbook (artwork supplied by partner)
- Company logo and listing inside the Conference Handbook
- Company logo displayed on the Welcome Slide during the opening and closing sessions
- Company logo displayed on Conference Slides prior to each session and before each catering break
- Delegate list ten working days prior to conference

CATEGORIES & ENTITLEMENTS

SILVER SPONSOR \$9,975.00^{+GST}

- Company will be acknowledged as a SILVER SPONSOR
- Acknowledgement by the Convenor during the Opening and Closing sessions
- Two complimentary Welcome Reception tickets
- Two complimentary Conference Dinner tickets
- Company logo on Conference Website with a link to company website
- Company logo & listing on conference mobile app
- Company logo on the Conference Programme
- Company logo and listing inside the Conference Handbook
- Quarter page of advertising inside the Conference Handbook (artwork supplied by partner)
- Company logo displayed on the Welcome Slide during the opening and closing sessions
- Delegate list ten working days prior to conference

SUPPORTING SPONSOR \$3,175.00^{+GST}

- Company will be acknowledged as a SUPPORTING SPONSOR
- Company logo on Conference Website with a link to company website
- Company logo and listing inside the Conference Handbook

BRONZE SPONSOR \$5,975.00^{+GST}

- Company will be acknowledged as a BRONZE SPONSOR
- One complimentary Welcome Reception ticket
- One complimentary Conference Dinner ticket
- Company logo on Conference Website with a link to company website
- Company logo & listing on conference mobile app
- Company logo on the Conference Programme
- Company logo and listing inside the Conference Handbook
- Delegate list ten working days prior to conference

MOBILE APP \$1,275.00^{+GST}

There is an opportunity to have your logo and a listing on the conference mobile app, with a link to your website.



EXHIBITION SPACE:

A medical exhibition will be held in conjunction with the conference. The Exhibition will open with the Welcome Reception from Tuesday 16 October 1700 -1900 hours.

All catering for morning & afternoon teas and lunch will be served in the Exhibition Hall.

Sites are booked on a first in, first served basis following the confirmation of the sponsors' sites.

Stand Size = 3 x 2m

SPONSORSHIP CANCELLATION POLICY

Cancellations must be made in writing three months prior to the commencement of the Conference. In exceptional circumstances, the Organisers will be prepared to consider cancellation of this contract, but only if the following conditions are complied with:

- That the request for cancellation is submitted in writing;
- That the request is received at least three months prior to the Conference;
- That the reason given for the cancellation is, in the opinion of the Organisers, well founded;
- If the cancellation is accepted more than six months before the conference commences, the Organisers shall retain 10% of the contract price. If the cancellation is accepted between three to six months before the conference the Organisers shall retain 50%. If the cancellation is accepted within three months of the Conference then 100% of the contract price will be forfeited.





71ST ANNUAL GENERAL & SCIENTIFIC MEETING

RYDGES HOTEL, QUEENSTOWN, NEW ZEALAND

16-19 OCTOBER 2018

ORL18

www.orl2018.org.nz



SPONSORSHIP APPLICATION

By signing this sponsorship application form you will be contracted to the indicated category and level of sponsorship. You confirm that you have read and agree to the Sponsorship Cancellation Policy. Sponsorship applications are confirmed on a first-in first-served basis. An invoice will be raised for your sponsorship following confirmation of receipt of this application by the Conference Managers. Please note that prices quoted are in New Zealand Dollars.

- | | |
|---------------------------------------------|------------------------|
| <input type="checkbox"/> Platinum Partner | \$16,500.00+GST |
| <input type="checkbox"/> Gold Partner | \$13,250.00+GST |
| <input type="checkbox"/> Silver Partner | \$9,975.00+GST |
| <input type="checkbox"/> Bronze Partner | \$5,975.00+GST |
| <input type="checkbox"/> Supporting Partner | \$3,175.00+GST |
| <input type="checkbox"/> Mobile App Listing | \$1,275.00+GST |
| <input type="checkbox"/> Exhibition Stand | |

☐ PLEASE SEND ME
AN EXHIBITION
PROSPECTUS

COMPANY NAME:

CONTACT NAME:

POSTAL ADDRESS:

TELEPHONE :

MOBILE:

SIGNATURE:

PAYMENT (in NZ dollars):

- ☐ **Cheque/bank draft**, payable to "Conference Trust Account - ORL2018"
- ☐ **Direct credit into the Conference Trust Account**
Bank:
ANZ Bank, Pukekohe Branch, King Street,
Pukekohe, New Zealand
Name of Account:
Workz4U Conference Trust Account - ORL2018
Account #: 06-0293-0099402-67
Swift Code: ANZBNZ22
Reference: ORL2018
- ☐ **Credit card** (Debits to your credit card will appear as 'Workz4U Ltd')

CARD NUMBER:

EXPIRY DATE:

VISA ☐

MASTERCARD ☐

AMEX ☐

NAME OF CARD HOLDER:

CARD BILLING ADDRESS:

AMOUNT IN NZ\$:

SIGNATURE

Please complete and send to donna@w4u.co.nz

Thank you for your support.