



# WAPA 2020 Fall Virtual Conference

October 28-30, 2020

## Exhibitor Prospectus

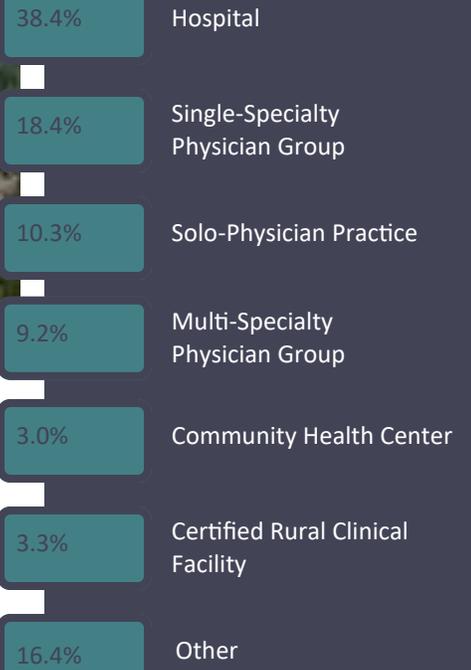
Sponsorship and Advertising Opportunities





## PA Work

### Environment+



## Where PAs Come for Opportunity

125+ PAs from Washington and the surrounding region will be at the WAPA Fall Conference looking to be introduced to innovative products and new technologies—Will you be there too?

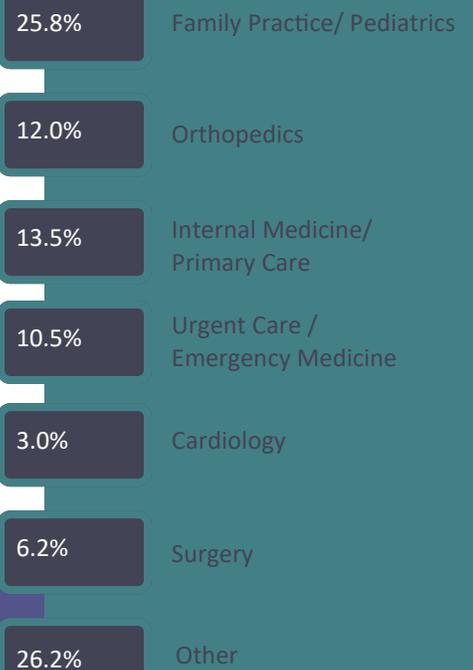
A physician assistant (PA) practices medicine under the direction of a physician. As members of healthcare teams, PAs:

- take medical histories,
- examine and treat patients,
- make diagnoses,
- prescribe medications,
- assist in surgery,
- counsel patients and
- perform minor procedures

A PA exercises considerable autonomy in diagnosing and treating patients, but the supervising physician and state law determine the scope of a PA's practice. PAs practice in a

## PA Practice

### Specialties \*



Today, PAs are one of the **fastest-growing** occupations on the front lines of healthcare.+

- Every year, a typical PA treats 3,500 patients+.
- The profession has **grown 34%** since 2006 +and is expected to continue growing
- Nearly one-third (32%) of PAs practice in +primary care, the largest segment of which is family medicine (23% of PAs over-all)

Since being involved with the WAPA, I feel it has been beneficial for the children and families across the region. **I have been able to connect with providers on a level that is truly amazing; providing re-sources and tools to ensure seamless accessibility to care at Shriners Hospitals for Children. Thank you WAPA and your commitment to patients across the region.**

Trina Olson  
Shriners Hospitals for Children® —  
Spokane

**PA's are a key target group for Boehringer-Ingelheim. This is my fifth year as an exhibitor as the traffic to our booth is always great. I get to see students, recent grads and PA's from all specialties.**

Clarence Perry  
Boehringer-Ingelheim



**PA's work in Team Practice with Physicians.**

**Reach a PA and You Reach the Team**

## Exhibit Opportunities: Engage in Dialogue, Educate PAs, Forge New relationships, Generate Leads...

### Gold | \$1,500

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- Copy of the conference e-syllabus
- Prominent citation on our e-syllabus and brochure
- Gold supporter acknowledgement from conference moderators (during introductions and on break and waiting room slides.
- Gold supporter listing in the WAPA newsletter covering the conference
- 30 minute discussion on your product in a break room | 1 on 1 with attendees
- Logo placement on WAPA website
- Attendee list AND 1 email blast by WAPA to attendee's

### Silver | \$1,000

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- Copy of the conference e-syllabus
- Prominent citation on our e-syllabus and brochure
- Silver supporter acknowledgement from conference moderators (during introductions and on break and waiting room slides.
- Silver supporter listing in the WAPA newsletter covering the conference
- 15 minute discussion on your product in a break room | 1 on 1 with attendees
- Attendee list and 1 email blast by WAPA to attendee's

### Bronze | \$700

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- Copy of the conference e-syllabus and Prominent citation on our e-syllabus
- Bronze supporter acknowledgement from conference moderators (during introductions and on break and waiting room slides.
- Bronze supporter listing in the WAPA newsletter covering the conference
- 10 minute discussion on your product in a break room | 1 on 1 with attendees
- Attendee list

### Logo \$500

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- Logo on e-syllabus with representative name and contact info (up to 3)
- Product description and Attendee list

# Advantages of a Virtual Exhibit

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- The same number of attendees are expected at the Fall virtual meeting as the in-person event in Suncadia
- No travel time or flight expenses
- No accommodation or meal expenses
- No shipping or storage fees
- Reach your target audience in less time
- We will be practicing social distancing until we can all gather safely.

## Please Join Us!

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We hope you will support WAPA with it's first exhibit virtual hall. We anticipate our attendee's will be as social and eager to hear about your new product , device or services.

We hope that you will leave having gained valuable information.

### Exhibit Hours

We will have breaks on October 28-30, 2020. See schedule for more information

### Suncadia Resort, Cle Elum WA | Fall 2022

We were disappointed with having to re-schedule this conference and yet again, have to move the Suncadia meeting to 2022. Who could have predicted a fire and then 2 years later, a pandemic! We are in the process of signing a contract with Suncadia

### Seattle Airport Marriott Hotel, Seatac WA | Spring 2020

### The Davenport Hotel, Spokane WA | Fall 2021

Save the date and join us for our 2021 Spring Meeting (hopefully in-person!) April 24-28, 2021

And plan to join us next Fall in Spokane, Washington. October 7-10, 2021



# Reserve your space!

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

Exhibitor Contact \_\_\_\_\_ Title \_\_\_\_\_

Address \_\_\_\_\_

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

( ) ( ) \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ Email Address \_\_\_\_\_

1st Representative \_\_\_\_\_ 2nd Representative \_\_\_\_\_

3rd Representative \_\_\_\_\_ 4th Representative \_\_\_\_\_

Product(s) to be displayed \_\_\_\_\_

For Sponsors, please let us know who you do not want to be placed next to (competitors.) We will do our best to honor your request

1.) \_\_\_\_\_ 2.) \_\_\_\_\_

### I would like to be one of the following sponsors:

Gold \$1,500.00

Silver - \$1,000.00

Bronze - \$700 .00

We are interested in supporting one or more conference activities (Raffle Gifts, Speaker Lunch-  
eons, Coffee Breaks, or Social Events) through the donation of an unrestricted gift.

**\*\*OR\*\***

LOGO— \$500.00

Questions? Please contact WAPA at: [LMK@WSMA.org](mailto:LMK@WSMA.org) or call (206) 956-3624

Enclosed is my check for payment

Please charge my American Express, Visa or Mastercard

Name on Card \_\_\_\_\_

Billing Address & Zip Code \_\_\_\_\_

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

Security Code (3 digit for Visa/Mastercard, 4 digit for AMEX) \_\_\_\_\_

#### Please Return Completed application, along with payment to:

Washington State Academy of Physicians Assistants | 2001 Sixth Avenue, Suite 2700, Seattle, Washington, 98121

Fax: (206) 441-5863 | Email: [lmk@wsma.org](mailto:lmk@wsma.org) | Questions: (206) 956-3624 | Tax ID: 91-0953376

There is a \$100 service fee on all cancellations. No Refunds for cancellations received after October 9, 2020.



The Fall WAPA Conference was **truly a pleasurable and effective event**. The constant interaction with the physician assistants - the medical providers on the front-line of patient care - was informative, beneficial, and **helped strengthen current relationships and created a plethora of new contacts**. It was a true honor to be involved in such a well run organization and event!

CPT Michael Plotkowski, MPAS, PA-C  
US Army Healthcare Recruiting

For more information, please contact  
Linda Krause  
Association Executive  
206-956-3624  
[lmk@wsma.org](mailto:lmk@wsma.org)



Throughout the years, the efforts of many PA's have resulted in Washington State having one of the best Physician Assistant practice laws in the nation. Our aim is to increase the membership in our organization so that we continue to represent all PAs working in our state.

WAPA works to ensure the professional growth and recognition of PAs in the healthcare team and promote excellence of patient centered care in Washington State.