

16th Annual Natural Supplements: An Evidence-Based Update

January 9-13, 2019

Sheraton San Diego Hotel & Marina • San Diego, California

Scripps.org/NaturalSupplements | [#ScrippsNatSup](https://twitter.com/ScrippsNatSup)

Exhibitor Prospectus

Exhibit at the country's premier continuing medical education conference and reach a multi-disciplinary audience of integrative thought leaders and health care professionals from across the United States.

About the Conference

Scientific evidence has shown that food choices and certain supplements can improve health and symptoms of disease. As a result, many Americans are self-prescribing and spending in excess of \$30 billion annually on herbal and dietary supplements to address their health concerns. It is important for health care providers to receive timely, evidence-based information in order to address the risks and benefits of supplements with their patients. In this dynamic partnership with patients, providers also need information about regulatory issues, dosing and product potency. To address these needs, world-renowned faculty will present a concise, clinically relevant overview of natural supplements in evidence-based practice, with an emphasis on disease states. This medical education event is a must-attend for anyone wanting to acquire a wide-range of knowledge and expertise for addressing and managing dietary supplement use.

Highlights

- Three days of evidenced-based educational sessions presented by internationally recognized researchers and clinicians
- Full day of interactive workshops to fine tune clinical applications
- Newly designed pre-conference seminars which will provide an in-depth look at new cutting-edge topics
- Opportunities to network with faculty and fellow attendees to build relationships with like-minded practitioners

Target Audience

This course is intended for any health care professional who makes nutritional recommendations or manages dietary supplement use.

Benefits of Exhibiting & Supporting

The Scripps Natural Supplements conference is a nationally accredited continuing medical education conference that has become the country's premier, integrative medicine program for their in-depth, comprehensive information, provided in a more intimate setting than typically offered by the larger association or trade show events. The exhibit hall is an integral part of the conference and we invite you to be a part of this conference where physicians, naturopathic doctors, nurse practitioners, nurses, nurse midwives, acupuncturists, chiropractors, dietitians, pharmacists, physician assistants, psychologists and any other health care professionals who make nutritional recommendations or manages dietary supplement use join together to review latest evidence-based findings, earn CME credits, network with colleagues.

Here are just a few benefits exhibiting offers:

- Interact face-to-face with influential decision makers in the field of integrative medicine
- Build visibility for your company in a competitive marketplace
- Expand your prospect place and strengthen existing customer relationships
- Introduce new products and services
- Generate new sales leads
- Give product demonstrations and distribute samples
- Lead Retrieval system will be available for purchase
- New venue with more centrally located exhibit hall

Scripps Center for Integrative Medicine

Scripps Center for Integrative Medicine blends conventional care with evidence-based complementary treatments and therapies. Physicians at the center take a holistic approach to health and wellness by prescribing a treatment plan that enables the patient to achieve a cohesive balance of mind, body and soul. The center, located in La Jolla, California, is the largest and most comprehensive hospital-based integrative medicine center in the United States and has been featured on many local and national media outlets, such as the Today Show and PBS. For more information visit www.scrippsintegrativemedicine.org.

Exhibit & Conference Contact

Meredith Twohy, Education Program Manager

Scripps Conference Services & CME

4275 Campus Point Court, CPB205, San Diego, CA 92121

Phone: 858-603-8105 Fax: 858-678-6422

Email: twohy.meredith@scrippshealth.org

Web: <http://www.scripps.org/conferenceservices>



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www.facebook.com/ScrippsCME

www.twitter.com/scrippshealth

www.youtube.com/scrippshealth

Subscribe to our newsletter: www.scripps.org/CMEemails

Exhibit Schedule

INSTALLATION - Thursday, January 10: 8 a.m.-Noon

Thursday, January 10

12:15-1:15 p.m. Lunch

3:30-3:45 p.m. Break & View Exhibits

Note: Thur. Jan. 10 are pre conference seminars only. This has been added for your benefit for increased access to the attendees but you are not required to formally exhibit during this day.

Friday, January 11

7- 8 a.m. Breakfast & View Exhibits

9:45-10:30 a.m. Break & View Exhibits

12:45 p.m.-2 p.m. Lunch

3:45-4:15 p.m. Break & View Exhibits

Saturday, January 12

7-8:15 a.m. Breakfast & View Exhibits

9:45-10:30 a.m. Break & View Exhibits

Noon-1:30 p.m. Lunch

3:30-4 p.m. Break & View Exhibits

Sunday, January 13

7-8:15 a.m. Breakfast & View Exhibits

10:45-11:15 a.m. Break & View Exhibits

DISMANTLING- Sunday, January 13: 10:45 a.m.-1:30 p.m.

Times are tentative and subject to change.

Attendee Demographics

Attendance

2012 Attendance 365

2013 Attendance 390

2014 Attendance 354

2015 Attendance 396

2016 Attendance 386

2017 Attendance 320

2018 Attendance 392

2019 Anticipated Attendance 400

Degree

Physician (MD/DO) **50%**

Naturopathic Doctor **2%**

Physician Assistant/ Nurse Practitioner **11%**

Acupuncturist **1%**

Research/PhD **4%**

Registered Nurse **8%**

Pharmacist **3%**

Dietitian **10%**

Other **11%**

Geographic Breakdown

West **54%**

Southwest **13%**

Midwest **13%**

Northeast **11%**

Southeast **6%**

Outside the US **3%**

Occupational Setting

Private Practice **34%**

Hospital/Clinical **35%**

Research **3%**

Teaching/Academia **8%**

Administration **2%**

Corporate/Industry **6%**

Other **12%**

Past Exhibitors & Supporters (List From 2018)

A.C. Grace Company	do TERRA	Metagenics, Inc.
Academy of Integrative Health and Medicine	Doctors Supplement Store	Nature Thyroid & RLC Labs, Inc.
Alfasigma USA, Inc.	Dunwoody Labs	Nutramax Laboratories Consumer Care, Inc.
Allergy Research Group	EnviroMed	Ortho Molecular Products, Inc.
Allied Powers, LLC	ENZO Nutraceuticals Ltd	Pacific Health Options/AVAZZIA
American Herbal Labs/New Vita Systems	Enzyme Science	Pharma Technology
American Nutrition Association	Genova Diagnostics, Inc.	Rejuvenation Science, Inc.
Apex Energetics	Great Plains Laboratory, Inc.	Salveo Diagnostics, Inc.
Arcana Empothecary	Green Roads Wellness	Standard Process Inc.
Bastyr University	Guarneri Integrative Health at Pacific Pearl La Jolla	The Center for Magnesium Education and Research
Bergamet NA	Hanna Company (Lifevantage)	The Scripps Center of Integrative Medicine
BESO Biological Research	Host Defense Mushrooms	Therapeutic Research Center
Bio-Tech Pharmacal, Inc.	Integrative Therapeutics, Inc.	Thorne Research, Inc.
Biotics Research Corporation	Jigsaw Health	True Health Diagnostic
Carlson Laboratories, Inc.	Kyoui	Vital Nutrients
CV Sciences	LifeSeasons	Zyto Corp
Designs For Health	L-Nutra	
	Meridian Valley Lab	

ANTICIPATED NUMBER OF EXHIBITORS IN 2019: 55

Exhibit Opportunities

8' x 10' space, 6' table (all booths except for 1 through 9)	\$3,500
10' x 10' space, 6' table (1 through 5)	\$4,500

Please note: *Scripps is a non-profit organization; therefore we cannot provide a non-profit discount on the exhibit fees.*

Included with your exhibit space:

- Materials: table, table linens, carpet, two chairs & wastebasket.
- Wireless internet in the exhibit hall.
- Complimentary access for two company representatives (an \$800 value) to exhibit and attend all conference activities (educational sessions and food & beverage functions) with reduced registration fees of \$350 available for each additional representatives.
- Access to mobile conference app containing course materials, recordings, faculty information and more
- Logo placement and company description in mobile conference app with link to your organization's website
- CME Credit: Exhibitors wishing to receive CME credit must complete the post conference evaluation to receive a certificate
- A list of pre-registered attendees will be sent to all confirmed exhibitors two weeks prior to the conference. Exhibitors will receive an updated list at the conference and a final list of attendees approximately one week after the conference has concluded. Per Scripps policy, the attendee lists will only include attendee name, degree, affiliation, city and state and **will not include** the attendees email address or street address.

Not included with your exhibit space:

- Please contact Blaine Convention Services for electricity, additional furniture or equipment rentals, labor for installing or dismantling your exhibit display.
- Lead Retrieval system available for purchase.
- Security: the exhibit area will not be locked each evening and no security guard will be present. Anything you leave in the exhibit area will be left at your own risk. Neither the Hotel, nor Scripps will accept liability for any items in the exhibit area at any time.

Payment/Confirmation/Space Assignments

- All applications must be received by **Monday, December 31, 2018**. Upon receipt of the application, a confirmation email will be sent.
- The exhibit cancellation deadline is **Monday, December 31, 2018**. Scripps will refund the exhibit fee, less a \$500 processing fee. After **Monday, December 31, 2018** no refunds will be granted, with no exceptions.
- Exhibit space must be occupied by **Friday, January 11, 2019**. Failure to meet this deadline will cause forfeiture of your space. Scripps may use or reassign the space without refund. Exhibitors who anticipate delays must notify Scripps.

Application Review

For an exhibit application to be accepted by Scripps, the products and services must be educational in nature and relate to the educational activity content. Scripps reserves the right to accept or reject a potential exhibitor based on its assessment of whether the company/organization's products and/or services are relevant to the conference content. All exhibits will be reviewed by Scripps.

Booth Traffic

While Scripps makes every effort to promote and encourage attendees to visit the Exhibit Hall, we cannot guarantee booth traffic. It is the exhibiting company's responsibility to promote its presence at the course.

Conference Venue & Shipping

Service Contractor & Shipping Details

Blaine Convention Services has been named the official service contractor for the conference and is appointed to ensure the orderly and efficient installation and removal of the overall exhibition. The official *Exhibitor Service Kit* will be available September 2018 and will be emailed directly to the email address provided on the exhibit application. Along with additional information, the service kit will contain information on:

- Freight shipping and handling
- Labor regulations and rates
- Furniture, display and other decorating rentals
- Ordering electrical, telephone services, and AV

Blaine Convention Services

114 South Berry Street

Brea, California 92821

Phone: 714-522-8270

Email: exhibitorservices@blaineconventionservices.com

Exhibitor Housing & Conference Venue

Sheraton San Diego Hotel & Marina

1380 Harbor Island Drive, San Diego, CA 92101

Reservations: 877-734-2726

Direct: 619-291-2900

[Book Your Reservation Online](#)

Housing

Please make your own hotel reservations by calling **Sheraton San Diego Hotel & Marina** directly and request the **Scripps Natural Supplements Conference Reduced Rate starting at \$199 per night**. A block of rooms is being held for us until **Wednesday, December 19, 2018**. This special room rate will be available until December 19, or until the group block is sold out, whichever comes first.

It has come to our attention that a housing company named "Exhibition Housing Services" is claiming to have a relationship with Scripps and is offering hotel reservation services for the 2019 Natural Supplements conference. This company and others like it are **NOT in any way** affiliated with Scripps or the conference and should NOT be used to make hotel reservations.

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Additional Support Opportunities & Pricing

Research Competition The call for research abstracts offers researchers, scientists, clinicians and students the opportunity to showcase the latest research in nutritional supplements and integrative medicine. Submission of original works (including works or projects in progress) will be accepted in three categories: - Original Clinical Research - Basic Sciences / Review / Case Studies - Student/Fellow/Resident Your valuable support will help provide scholarships and travel stipends for student submission. Your company will be acknowledged through signage, dedicated email as well as acknowledgement during the announcements of the winners on Sunday, January 13, 2019.	\$10,000
Satellite Symposium Scripps is pleased to offer satellite symposia as a forum for the presentation of industry-sponsored educational programs (non-CME) during the Natural Supplements conference. Satellite Symposia provide attendees with additional educational opportunities and are a great opportunity for your company to reach the conference attendees. Program content and product information are the sole responsibilities of the industry-sponsored supporter and will take place during the designated time slots and not within the official program hours. Requested symposia date and time assignments will be reviewed and approved on a first-come, first-served basis. Dates/Times available for Satellite Symposia: Contact Scripps Conference Services & CME for specific dates and times available for Satellite Symposia. Breakfast and lunch time slots available. Sponsorship fees include: - Approval to hold the event in conjunction with the Scripps conference - Approval to hold the event at the conference venue (based on space availability) - Inclusion of marketing collateral in attendee confirmation packets - E-mail blasts (2) to all registered attendees - Signage (1) and flyers posted near the Scripps registration desk - Inclusion in the conference daily announcements - Approval to send brochures/invitations out to non-registered attendees in the area The above fees do not include: - Creation of additional marketing materials such as brochures/invitations, signage, etc. (Scripps reserves the right to approve all materials) - All logistical arrangements and associated fees (food and beverage, audio-visual, etc.) is the responsibility of the hosting company - Exhibit space - Scripps Health cannot guarantee attendance during this event	\$20,000
Food & Beverage Stations Over 400 attendees and faculty will enjoy a delicious and healthy buffet compliments of your generous support. Your company signage will be strategically placed next to your selected food or beverage station in the exhibit hall, as well as in the designated seating area, providing you an opportunity to have your company sales image as a first impression with attendees. Sponsorship available Friday, Saturday or Sunday, based upon availability.	\$10,000
Faculty Dinner (Exclusive Sponsorship) SOLD You will be able to enjoy a moment away from the conference hustle and bustle with an exclusive dining and social experience with our distinguished faculty on the evening of Saturday, January 12, 2019 at Sheraton San Diego Hotel & Marina. Signage will include your company name and logo. Four (4) representatives from your company may attend.	\$7,500
Conference App & Internet (Exclusive Sponsorship) A mobile app will be provided to all conference attendees/faculty which is how all attendees and faculty will access the conference course materials from the convenience of their mobile device or computer. Your company will be listed as the sole supporter of this app.	\$7,500
Conference Charging Station (Exclusive Sponsorship) Conference attendees will be able to charge their electronic devices at stations located in the exhibit hall. The charging station will be wrapped with your company designed graphics and logo and displayed in the exhibit hall.	\$7,500

Reusable Water Bottles (Exclusive Sponsorship) Help attendees quench their thirst while reminding them of your company's presence at the conference. Your company's logo will be exclusively placed on the water bottle.	\$5,000
Conference Tote Bags (Exclusive Sponsorship) Each attendee will be given a high-quality reusable conference tote bag with your organization's logo prominently displayed and will stay with them long after the conference. You will also be entitled to one tote bag insert at no additional cost.	\$5,000
Conference Tote Bag Inserts Encourage a visit to your booth with a tote bag insert. All participants will receive a conference tote bag when they check-in at the conference.	\$500
Conference Lanyards (Exclusive Sponsorship) Your company's logo will appear on each attendee lanyard provided at check in for attendee and speaker badges.	\$5,000
Attendee/Faculty Conference Badges (Exclusive Sponsorship) Your company's logo will appear on each badge holder provided at check in for attendees and speakers.	\$5,000
Conference Portfolio Notepad (Exclusive Sponsorship) Conference attendees will see your logo when they take notes throughout the conference and beyond on specially prepared portfolio notepads provided to all attendees.	\$5,000
Hotel Room Key Cards (Exclusive Sponsorship) Provide a special welcome to conference attendees staying at Paradise Point by having your logo printed on custom keycards provided directly to participants as they check in.	\$5,000
Custom Sponsorship Putting together a high-quality, educational conference can be costly. Please contact us to build a sponsorship package that meets your promotional needs.	

CME Guidelines Related to Educational Grants, Exhibit Space and Promotional Activities

In compliance with the ACCME Standards for Commercial Support, arrangements for commercial exhibits or advertisements cannot influence planning or interfere with the presentation, nor can they be a condition of the provision of commercial support for CME activities.

- Exhibit and other promotional fees shall be separate and distinct from educational grants/commercial support.
- All exhibitors must be in a room or area separate from the education and the exhibits must not interfere or in any way compete with the learning experience prior to, during, or immediately after the activity.
- Company representatives must refrain from holding any commercial discussions in the educational ballroom. All promotional activities including interviews, demonstrations, and the distribution of literature or samples must be made within the exhibitor's space. Canvassing or distributing promotional materials outside the exhibitor's rented exhibit space is not permitted.
- Commercial interest representatives may attend CME activities at the discretion of Scripps for the direct purpose of the representatives' own education. However, they may not engage in sales or marketing activities while in the space or place of the educational activity.

Liability

- Neither Scripps, nor the Facility, the employees thereof, nor their representatives, nor any member of the Conference Committee shall be responsible for any injury, loss, or damage that may occur to the Exhibitor or his property from any cause whatsoever, prior to, during, or subsequent to the period of the Exhibit except for any injury, loss, or damage to the extent arising from the negligence or willful misconduct of Scripps, the Facility, their employees, their representatives or any member of the Conference Committee. The Exhibitor agrees to indemnify Scripps, the Facility and their employees, volunteers, and committees from any and all claims for loss, damage, or injury except for any claims for loss, damage or injury to the extent arising from the negligence or willful misconduct of Scripps, the Facility, their employees, volunteers, and committees. Exhibitors are encouraged to insure themselves against property loss or damage, and against both general and personal liability.

- Exhibitor understands and agrees that, for the safety of conference attendees, Exhibitor shall not perform any procedures on or provide any services to conference attendees that are either invasive or are customarily performed in a practitioner's office.

Guests

Under no circumstances may children/spouses/guests of representatives be in the exhibit area or conference areas unless they are registered attendees.

Scripps Conference Modification or Cancellation

Scripps reserves the right to modify the course's schedule or program as necessary. Scripps also reserves the right to cancel this conference, in which case a full refund of the registration/exhibit fees will be provided. We are unable to refund any travel costs (flight, hotel, etc.) in the case of Scripps cancellation.

Recording and Photography Clause

Scripps reserves exclusive rights to record (audio and video) and/or photograph all conference proceedings for use in marketing materials, presentations and course content sales.

Application

Contact Information

Company Name: <i>(as it should appear on marketing materials)</i>			
Exhibiting as (if different):			
Company Website: <i>(as it should appear on the conference app)</i>			
Primary Company Contact Name:			
Phone:		Email:	

Exhibit Space

Select your booth size here: ☐ 8'x 10' space - \$3,500 ☐ 10'x 10' space - \$4,500	Refer to the floor plan for available space and booth numbers and indicate your desired booth number(s) here: First Choice: _____ Second Choice: _____
Name of Company Representatives Working at Booth: <i>(2 complimentary representatives, 4 maximum)</i> To provide the names of your company representatives who will be onsite at the conference, visit this page to register each representative by selecting "Exhibitor Representative". You will need to do this for EACH representative who will be onsite.	

Additional Support Opportunities

☐ Satellite Symposium \$20,000	☐ Food & Beverage Stations \$10,000	☐ Faculty Dinner \$7,500
☐ Conference App & Internet \$7,500	☐ Conference Charging Station \$7,500	☐ Reusable Water Bottles \$5,000
☐ Conference Tote Bags \$5,000 (includes an insert)	☐ Conference Tote Bag <u>Insert ONLY</u> \$500	☐ Conference Lanyards \$5,000
☐ Attendee/Faculty Conference Badges \$5,000	☐ Conference Portfolio Notepad \$5,000	☐ Hotel Room Key Cards \$5,000
☐ Research Competition \$10,000		

Agreement

This application will not be processed unless signed and accompanied by full payment of exhibit/support fees. This application shall serve as both a contractual agreement and invoice for exhibitors

(Print name of company/organization)

agrees to abide by the rules and regulations of the **Natural Supplements conference/Scripps CME** set forth in the exhibitor prospectus.

Signature: _____ Title: _____ Date: _____

Method of Payment

Please select payment method: ☐ Check *Make checks payable to Scripps. The Scripps Tax ID number is: 95-1684089.*
☐ Visa ☐ MasterCard ☐ AMEX ☐ Discover *If paying by credit card, please complete the information below.*

Credit Card Number	Expiration Date	Security Code on Card (Required)
Name on Card	Signature	
Billing Address if Different From Above		

This application will not be processed unless signed and accompanied by full payment of exhibit/support fees.

Please send your completed application and full payment to:

Meredith Twohy · E-mail: twohy.meredith@scrippshealth.org

4275 Campus Point Court, CPB205 · San Diego, CA 92121

Fax: 858-678-6422