



Policies Payments Politics

*Tennessee MGMA & Knoxville MGMA
Legislative/Payer Conference*

August 17-18, 2017



Tennessee MGMA and Knoxville MGMA Legislative/Payer Conference Agenda

Thursday, August 17

8:00 am	Exhibitor Registration
9:30 am	Attendee Registration
10:30 - 11:45 am	Opening General Session <i>Sponsored by SVMIC</i> Washington Update Suzanne Falk, <i>MGMA Government Affairs</i>
11:45 - 12:45 pm	Networking Lunch with Exhibitors
12:45 - 1:45 pm	Compliant Physician Documentation in an Electronic World Kim Huey CHC, CPC, CCS-P, <i>KGG Coding & Reimbursement Consulting</i>
1:45 - 2:15 pm	Break with Exhibitors
2:15 - 3:15 pm	Practice Fiduciary Responsibilities and Cash Flow Tina Hogeman CPA, CMPE, <i>MGMA</i>
3:15 - 3:45 pm	Break with Exhibitors
3:45 - 5:00 pm	Billing for Non-physician Practitioners Kim Huey CHC, CPC, CCS-P, <i>KGG Coding & Reimbursement Consulting</i>
5:00 - 6:30 pm	Networking Reception with Exhibitors

Friday, August 18

7:30 - 8:15 am	Breakfast with Exhibitors <i>TMGMA Business Meeting & Scholarship Award Presentation</i>
8:15 - 9:15 am	Mobile Device Risks Joseph Granneman, <i>Illumination.io</i>
9:20 - 9:50 am	Break with Exhibitors
9:55 - 10:30 am	Payer Session - United Healthcare
10:35 - 11:10 am	Payer Session - Bureau of TennCare
11:15 - 11:50 am	Payer Session - Cigna
12:00 - 1:00 pm	Lunch with Exhibitors <i>Past Presidents' Council Scholarship Award and SVMIC Administrator of the Year Presentations</i>
1:10—1:45 pm	Payer Session - Cahaba
1:50—2:50 pm	State Legislative Update A. Yarnell Beatty, JD, <i>Tennessee Medical Association</i>
2:50—3:00 pm	Closing Remarks and Prize Drawing

TENNESSEE MGMA AND KNOXVILLE MGMA LEGISLATIVE/PAYER CONFERENCE

August 17-18, 2017 – Knoxville Marriott

Education

The Tennessee MGMA Legislative/Payer Conference is an annual event and begins Thursday, August 17th and concludes Friday, August 18th. We are very happy to be partnering with the Knoxville MGMA local chapter again this year. Together we are bringing nationally-recognized speakers to present general sessions designed to educate and respond to the ever changing healthcare management industry. This conference also provides breakout sessions with the payers that do business across our state.

Attendees

Approximately 120 practice administrators, managers and medical group professionals from the Tennessee area come together for this educational and networking event.

Networking Opportunities

Networking is ranked second behind education as the reason our attendees come back year after year. Our program focuses on education while creating opportunities for you to spend time with your current and future clients.

Exhibit Hall

Thirty-eight exhibit booths are available. Registration includes one 6' skirted tabletop, two chairs, and admission to all meals for **two** representatives. Additional company representatives may attend at an additional fee. Space assignments are based on the level of sponsorship in the conference as well as the order applications are received with payment.

Location

The Knoxville Marriott Hotel, 501 E Hill Avenue, Knoxville, TN. Call 800-228-9290 and use our group name: TNMGMA by Friday, July 28, 2017 to receive group room rates.

Sign up today to become a conference sponsor or exhibitor at TMGMA.com.

*EXHIBITOR EVENTS**

Thursday, August 17th

8:00 - 9:30am Exhibit Setup
9:30 - 6:30pm Exhibit Hall Open for Attendees
11:45 - 12:45pm Networking Lunch
1:45 - 2:15pm Refreshment Break with Exhibitors
3:15 - 3:45pm Refreshment Break with Exhibitors
5:00 - 6:30pm Reception with Exhibitors

Friday, August 18th

7:30 - 8:15am Breakfast with Exhibitors
9:15 - 9:50am Networking Break with Exhibitors
12:15 - 1:15pm Lunch with Exhibitors
1:30pm Exhibit Dismantle

*Events subject to change after final conference Agenda has been determined.

TENNESSEE MGMA AND KNOXVILLE MGMA LEGISLATIVE/PAYER CONFERENCE

August 17-18, 2017 – Knoxville Marriott

We hope your company will join us at our Legislative/Payer Conference.

Exhibit assignments will be made in the order of the receipt of your completed application and payment. Special consideration of exhibit location will be given to sponsors of our events. Your exhibit space includes an 8' skirted table furnished with two chairs, wireless internet, signage and electricity (if requested). **Your exhibit fee also includes a post conference attendee list in Excel format.**

Outlined below are our four conference sponsorship levels. Sponsors will receive special recognition at the conference and in our printed materials.

Gold Level (\$5,000) (Limit 2)	Exhibit Space and Premiere assignment in the exhibit hall Selected item or event (see Sponsorship Opportunities list below) Recognition on the Association's web site and a link to company web site Pre-conference attendee list in Excel format
Silver Level (\$3,500-\$4,999) (Limit 3)	Exhibit Space and Premiere assignment in the exhibit hall Selected item or event (see Sponsorship Opportunities list below) Recognition on the Association's web site Pre-conference attendee list in Excel format
Bronze Level (\$2,000-\$3,499) (Limit 5)	Exhibit Space and Premiere booth assignment in the exhibit hall Selected item or event (see Sponsorship Opportunities list below) Recognition on the Association's web site Pre-conference attendee list in Excel format

Sponsorship Opportunities:

_____ Attendee Padfolio - \$2,100	_____ General Session Sponsor - \$1,600
_____ Breakfast Sponsor - \$2,100	_____ Reception Sponsor - \$1,600
_____ Lunch Sponsor - \$2,100	_____ Break Sponsor - \$1,100
_____ Program Booklet Sponsor - \$1,600	_____ Education Sponsor - \$1,100

Spring Conference Exhibit Fees

Exhibit Space – TMGMA or KMGMA Affiliate Member

\$900

Exhibit Space – Non-member

\$1,200 (includes 12 month membership)

SIGN UP TODAY TO BECOME AN AFFILIATE MEMBER, SPONSOR OR EXHIBITOR!

TENNESSEE MGMA EXHIBITOR/SPONSOR TERMS & CONDITIONS

Qualifications of an Exhibitor:

TMGMA conference management will, in its sole discretion, determine whether a prospective Exhibitor is eligible to participate in the TMGMA Conference. Exhibitors shall be limited to those whose products or services are related to medical, professional, or practice interests. TMGMA reserves the right to refuse to provide exhibit space to any exhibitor not compatible with the general character and objectives of the TMGMA Conference, or if the TMGMA Conference is full upon receipt of the application.

Compliance:

- a. Smoking inside the TMGMA Conference is prohibited
- b. Exhibitors may not serve alcohol inside the TMGMA Conference.
- c. TMGMA Conference management reserves the right to reject, remove or prohibit any exhibit/display in whole or in part, or any Exhibitor or its representatives if, in the opinion of TMGMA Conference management, the exhibit or the activities of the Exhibitor or its representatives violates the contract, the Rules or Regulations, or are detrimental to the goals and purposes of the TMGMA Conference.
- d. Prohibited or inappropriate conduct which results in the Exhibitor removal will also result in the forfeiture of all exhibit fees, or any other fees; the Exhibitor will remain liable for any damages due to its actions.
- e. Use of a booth space by two or more firms is not permitted. Subletting of space is not permitted.
- f. Any Exhibitor who is a "no show", meaning that the booth is not set up and staffed by the Conference opening time, without prior permission, will forfeit his/her exhibit space for the duration of the TMGMA Conference. Non-attendance does not constitute

cancellation on the Exhibitor's part, and no refunds or credits will be issued. TMGMA Conference management will replace a "no show's" booth space as it determines is in the best interest of the TMGMA Conference.

- g. "Suit-casing" is prohibited. Suit-casing is the act of soliciting business in the aisles during the exhibition or in other public spaces, including another company's booth or a hotel lobby.

Assignment of Exhibit Space:

- a. Exhibitor may consider his/her space as reserved in the TMGMA conference upon acceptance of a completed application and full payment has been received. Conference Sponsors will receive premier booth placement in the exhibit hall. Other exhibitors will be assigned space based on the order in which the application and payment have been received.
- b. TMGMA Conference management reserves the right to assign exhibit space, change the floor plan or move Exhibitor's exhibit space, without prior notice, if TMGMA Conference management determines that it is in the best interest of the TMGMA Conference.

Cancellation by Exhibitor:

- a. A refund less a \$50 processing fee will be made to the Exhibitor if written notice is received by July 21, 2017.
- b. Cancellations received after July 21, 2017 and before August 1, 2017 are subject to a \$250.00 cancellation fee.
- c. No refunds will be issued after August 1, 2017.
- d. TMGMA assumes no responsibility for having included the name of the cancelled Exhibitor in materials related to the TMGMA Conference.

Promotional Errors:

TMGMA will not be liable for any errors or omissions in the TMGMA Conference's attendee lists, websites, newsletter or any other promotional or on-site materials. TMGMA assumes no responsibility for having included the name of a cancelled Exhibitor in material related to the TMGMA Conference.

NO SUITCASING WILL BE ALLOWED AT ANY OF TMGMA'S MEETINGS

Please note that while all meeting attendees are invited to the Exhibit Hall, any person(s) who have not paid for Exhibit space at the conference who is observed to be soliciting business in the aisles or other public spaces, in another company's booth, who is in violation of any portion of the Exhibit Policy, will be asked to leave immediately. Additional penalties may be applied. Conference Management recognizes that suit-casing may also take the form of commercial activity conducted from a hotel guest room or hospitality suite; a restaurant, club, or any other public place of assembly. For the purposes of this policy, suit-casing violations may occur at venues other than the exhibition floor and at other events. Conference Management must be informed of any hospitality suites, and expressed consent must be received prior to the event.





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2017 Legislative/Payer Conference
Knoxville Marriott Hotel • Knoxville, Tennessee • August 17-18, 2017

Exhibitor Application

Name of Company: _____

Contact person to whom confirmation & notices should be sent:

Name: _____

Mailing Address: _____

City, State, Zip: _____

Phone: (_____) _____ Email: _____

Contact person for LISTING in printed materials:

Name: _____

Phone: (_____) _____ Email: _____

Product/Service Description for printed materials (40 words or less) – can be emailed to rebekahfrancis@bellsouth.net

Are you a TMGMA Business Partner? _____

TMGMA By-Laws require all Corporate Sponsors and Exhibitors to be an Affiliate member. To join as an Affiliate member, please visit our website at www.tmgma.com or send an email to rebekahfrancis@bellsouth.net

Do you need electrical connection in your booth? _____

List any company you **do not wish to be near:** _____

Booth Representatives (Changes must be submitted in writing for insurance purposes):

1. Name: _____

Email: _____

2. Name: _____

Email: _____

3. Additional Representatives (**\$200 additional fee applies**):

Name: _____

Email: _____

I hereby acknowledge that until accepted by TMGMA, this agreement shall constitute only an application to Sponsor TMGMA events, which may be accepted or declined by TMGMA at its sole discretion. I understand that I will be contacted to confirm acceptance of this contract. I understand that this contract DOES NOT entitle me or my company use of the TMGMA, KMGMA or MGMA logo on any printed, digital, or written communication.

Authorized Signature: _____ Date: _____

Cost		Make Checks Payable to: Tennessee MGMA PO Box 380963 Birmingham, AL 35238 or to pay by credit card at www.tmgma.com
Exhibit Fee*	\$900	
Affiliate Member Dues @ \$225		
Sponsorship		
Additional Representative @\$150 each		
TOTAL		
*Registration includes one 8'skirted tabletop, two chairs, and admission to all meals for two representatives.		