



Rehabilitation **in ACTION**

action | collaboration | tenacity

**32nd National Conference**

**SPONSORSHIP  
AND TRADE  
EXHIBITION  
PROSPECTUS**



**ARNA**

Australasian Rehabilitation  
Nurses' Association

Founded in the Illawarra in 1991

**19 - 20 October 2023**  
QT Canberra, ACT

## INTRODUCTION

### The Australasian Rehabilitation Nurses' Association (ARNA) is pleased to invite you to support the 32nd National Conference.

#### When?

Thursday 19 – Friday 20 October 2023

#### Where?

QT Canberra, Australian Capital Territory

#### What?

The annual **ARNA National Conference** is the premier event for rehabilitation nurses. Featuring expert national and local presenters, the two-day conference provides an opportunity to share knowledge and exchange ideas on clinical practice and research that provides evidence-based best practice, standardisation, and innovation in rehabilitation nursing.

Along with an impressive program, delegates will have plenty of networking opportunities throughout conference breaks and social events to learn more about suppliers and connect with your company.

**Block the dates in your diary!  
We hope to see you in person in  
Canberra in October 2023!**

#### Who?

The Australasian Rehabilitation Nurses' Association (ARNA) is the peak professional membership association for rehabilitation nursing in Australasia.

ARNA began in 1991 in the Illawarra District of New South Wales, when several rehabilitation nurses got together to discuss ways of networking and enhancing the education of nurses in rehabilitation. Since then, ARNA has grown to include all the states and territories of Australia and has members in New Zealand and other nations.

#### Why attend?

- 1 Raise your company's profile** and brand awareness among a valuable target audience of nurses in rehabilitation
- 2 Demonstrate your commitment** to ongoing education and research in rehabilitation
- 3 Reach the largest gathering of up to 200 nurses** from Australia and New Zealand
- 4 Generate leads** and develop long term contacts with nurses
- 5 Strengthen your brand** and existing relationships
- 6 Differentiate your company** from your competitors
- 7 Gain recognition** including acknowledgement and clear demonstration of your organisation's involvement, commitment, and support to rehabilitation in nursing.

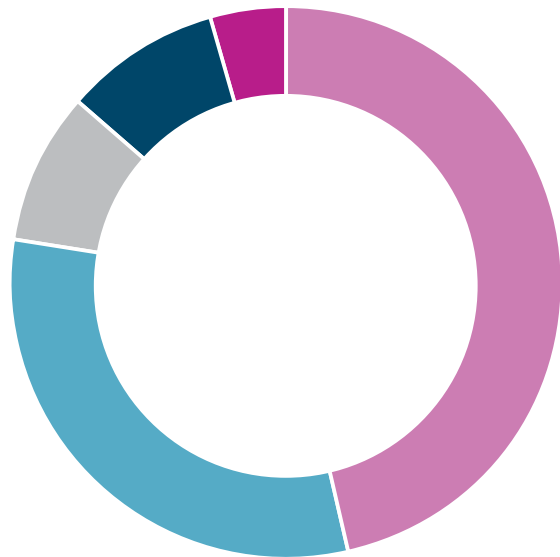
**Make sure you secure your sponsorship early to take advantage of all pre-conference promotions with exposure to over 4,000 industry members.**

## CONFERENCE DELEGATE PROFILE

Delegates are nurses of all levels, interested in rehabilitation, from many different backgrounds including public, private, inpatient, outpatient, and community-based rehabilitation services. This includes the following specialty areas:

- Acquired Brain Injury
- Gerontology
- Neurological
- Orthopaedic, and
- Spinal Cord Injury.

### Delegate Snapshot



- Registered Nurse - Rehab/Specialist
- Nurse Unit Manager/Chief Clinical Nurse
- Nurse Educator/Researcher
- Rehab Nurse Consultant
- Director Nursing

## SPONSOR FEEDBACK

“Great conference program, excellent engagement by the clinicians and very well organised. Clear, concise communication, it was wonderful to be involved!

**ARNA 2022 Conference Sponsor**



## SPONSORSHIP AND EXHIBITION

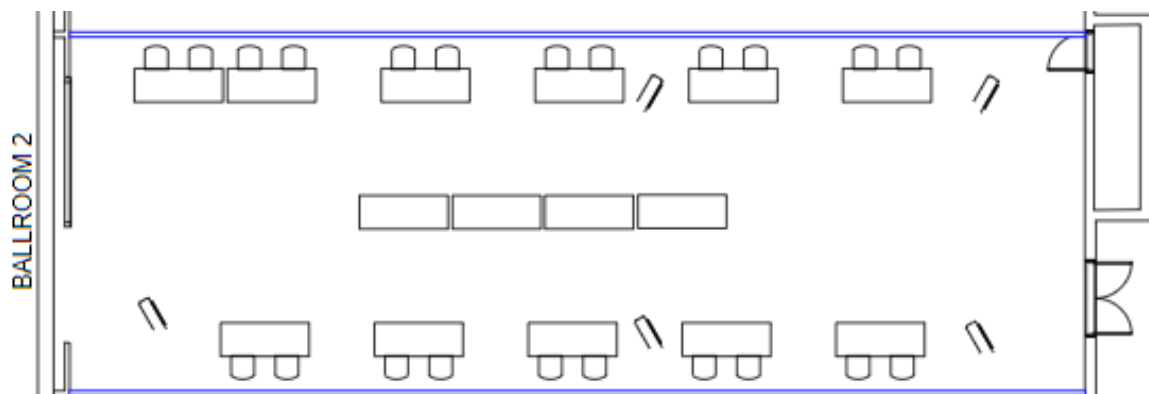
The 32nd ARNA National Conference will include a trade exhibition adjacent to the main plenary room. The exhibition is an integral part of the conference and provides a great opportunity for delegates to see your products and services and get to know you.

Our sponsors are vital, and we seek to ensure our sponsors receive the highest brand exposure possible in return for their investment. There are a variety of sponsorship packages available to suit your budget and objectives. Sign up early to gain maximum return on investment for your company, brand, and product.

The two-day program will be designed to maximise the opportunity for delegates to visit the exhibition. Refreshment breaks and conference posters will be in the exhibition area. The area is set to be the primary networking place for delegates, sponsors, and exhibitors.

Assignment of exhibition space will be based on priority allocation according to sponsorship level and then on a first come, first served basis according to the date payment is received.

All exhibitors will be provided with a trestle table (including linen), chairs and power board.



\*Floorplan subject to change without notification at the discretion of ARNA Conference Team

Further general and technical information, advice, and full details about the exhibition, venue, organisers, and ancillary services available to exhibitors will be circulated following a commitment to sponsor ARNA's 32nd National Conference. Please note all prices are in \$AUD and include GST. Sponsor terms and conditions apply. Contact us for more information.

**Hurry, as sponsorship packages are secured on a 'first come, first served' basis and can sell out fast.**

## SPONSORSHIP & EXHIBITION OPPORTUNITIES

ARNA invites you to join our 32nd National Conference to promote your organisation, develop key relationships and engage with decision makers and professionals in rehabilitation nursing.

Please use the following packages as a guide. We would be pleased to sit down with you and discuss these packages or any other sponsorship opportunities that will benefit your company and our delegates.

	PLATINUM SPONSOR \$15,750	GOLD SPONSOR \$11,025	SILVER SPONSOR \$7,875	BRONZE SPONSOR \$5,250	EVENT PARTNER \$2,625
<b>Available opportunities</b>	<b>1</b>	<b>1</b>	<b>2</b>	<b>4</b>	<b>10</b>
Exclusive pre-break presentation (5 min)	Day 1	Day 2			
Company logo on promotional material according to sponsorship level	✓	✓	✓	✓	✓
Full page advertisement in conference eprogram	✓	✓			
Half page advertisement in conference eprogram			✓	✓	
Company logo on bag with ARNA logo	✓				
Company logo on lanyard	✓				
Company logo displayed during breaks on conference projector screen/s	✓	✓	✓	✓	✓
Company logo in conference eprogram	✓	✓	✓	✓	✓
Double exhibitor table	✓				
Exhibitor table		✓	✓	✓	✓
Insert in conference bag	✓	✓	✓		
Exhibitor passes to conference including morning tea, afternoon tea and lunch	4	4	3	2	1
Attendance at dinner – 2 Exhibitor passes	✓	✓			
Access to delegate list of those delegates who have opted in*	✓	✓	✓	✓	

Prices listed are inclusive of GST

\*Please note we cannot guarantee numbers of delegates who will opt in  
+ARNA will source and supply the conference bag



## MAJOR SPONSORSHIP OPPORTUNITIES

### **Platinum Sponsor \$15,750 (Incl. GST)**

As a Platinum Sponsor, your organisation will receive the highest level of exposure and recognition in the lead up and during the event. This enables you to create a meaningful and lasting presence for your brand with an opportunity to address delegates, a double exhibition booth, and up to four delegates in attendance. Plus, receive additional exposure in our pre-event marketing consistent with your status as the premium event sponsor.

#### You will receive:

- 1 Premium opportunity to address the delegates during exclusive pre-break presentation on day one (5 min)
- 2 A double trade exhibition stand (Includes: tables, chairs and power)
- 3 Four full conference registrations, including all conference sessions, including day catering
- 4 Two additional passes to attend the conference dinner
- 5 A list of registered attendees that have consented to their details being shared
- 6 Four dedicated posts on your involvement in the conference on ARNA social media channels: LinkedIn, Twitter & Facebook
- 7 Verbal recognition as platinum sponsor during the opening and closing plenary
- 8 Recognition as platinum sponsor on the sponsor page of the conference website with your organisation's logo, link and a 200-word company profile
- 9 Logo on conference holding slides
- 10 Logo on all conference marketing EDMs sent by ARNA
- 11 One page advertisement in the conference eprogram



## ✦ Gold Sponsor \$11,025 (Incl. GST)

Create a lasting impression and solidify your organisation's position with ARNA delegates as a Gold Sponsor at the ARNA 32nd National Conference. With a trade table, significant brand awareness opportunities and up to four delegates in attendance, the presence of your organisation will be felt across the conference. As a Gold Sponsor, a representative from your organisation will also have the coveted opportunity to address the National Conference delegates on day two of the conference.

### You will receive:

- 1 Opportunity to address the delegates during exclusive pre-break presentation on day two (5 min)
- 2 One trade exhibition stand (Includes: table, chairs, and power)
- 3 Four full conference registrations, including all conference sessions, including day catering
- 4 Two additional passes to attend the conference dinner
- 5 A list of registered attendees that have consented to their details being shared
- 6 Three dedicated posts on your involvement in the conference on ARNA social media channels: LinkedIn, Twitter, and Facebook
- 7 Verbal recognition as a sponsor during the opening and closing plenary
- 8 Recognition on the sponsor page of the conference website with organisation's logo, link and a 200-word company profile
- 9 Logo on conference holding slides
- 10 Logo on all conference marketing EDMs sent by ARNA
- 11 One page advertisement in the conference eprogram



## ★ Silver Sponsor \$7,875 (Incl. GST)

Stand out from the crowd with our Silver sponsorship package. With significant brand awareness as well as three delegates in attendance, this will be the perfect opportunity to build lasting relations and generate leads for your organisation.

### You will receive:

- 1 One trade exhibition stand (Includes: table, chairs, and power)
- 2 Three full conference registrations, including all conference sessions, including day catering
- 3 A list of registered attendees that have consented to their details being shared
- 4 Verbal recognition as a sponsor during the opening and closing plenary
- 5 Recognition on the sponsor page of the conference website with organisation's logo, link and a 200-word company profile
- 6 Two dedicated posts on your involvement in the conference on ARNA social media channels: LinkedIn, Twitter & Facebook
- 7 Logo on conference holding slides
- 8 Logo on all conference marketing EDMs sent by ARNA
- 9 Half page advertisement in the conference eprogram





## **Bronze Sponsor \$5,250 (Incl. GST)**

Want exposure at the Conference? The Bronze sponsorship package will give you that added boost and enhance your presence at the event.

### You will receive:

- |  |   |
|--|---|
| <ol style="list-style-type: none"> <li>1 One trade exhibition stand (Includes: table, chairs, and power)</li> <li>2 Two full conference registrations, including all conference sessions, including day catering</li> <li>3 A list of registered attendees that have consented to their details being shared</li> <li>4 Verbal recognition as a sponsor during the opening and closing plenary</li> <li>5 Recognition on the sponsor page of the conference website with organisation's logo, link and a 200-word company profile</li> </ol> | <ol style="list-style-type: none"> <li>6 One dedicated post on your involvement in the conference on ARNA social media channels: LinkedIn, Twitter &amp; Facebook</li> <li>7 Logo on conference holding slides</li> <li>8 Logo on all Conference marketing EDMs sent by ARNA</li> <li>9 Half page advertisement in the conference eprogram</li> </ol> |
|--|---|

## **Event Partner \$2,625 (Incl. GST)**

Be part of the trade show providing an opportunity for delegates to see your products and services and get to know you.

### You will receive:

- |  |  |
|--|--|
| <ol style="list-style-type: none"> <li>1 One trade exhibition stand (Includes: table, chairs, and power)</li> <li>2 One full conference registration, including all conference sessions, including day catering</li> <li>3 Verbal recognition as a sponsor during the opening and closing plenary</li> </ol> | <ol style="list-style-type: none"> <li>4 Recognition on the sponsor page of the conference website with organisation's logo, link and a 100-word company profile</li> <li>5 Logo on conference holding slides</li> </ol> |
|--|--|

## OTHER EXCLUSIVE SPONSORSHIP OPPORTUNITIES

### Dinner Sponsor

The conference dinner will be held at the QT Canberra on 19 October 2023 in the Eureka Room. Sponsorship of the ARNA National Conference Dinner includes the following entitlements:

- |   |   |
|---|---|
| <p><b>1</b> Logo and acknowledgement as the exclusive conference dinner sponsor in conference promotional materials including eprogram, website and in social media</p> <p><b>2</b> Exclusive pre-dinner presentation (5 mins)</p> <p><b>3</b> Two full conference registrations, including all conference sessions, including day catering</p> <p><b>4</b> Two additional passes to attend the conference dinner</p> | <p><b>5</b> Acknowledgement (verbal) as conference dinner sponsor during the event</p> <p><b>6</b> Your banner displayed in a prominent location at the dinner</p> <p><b>7</b> Access to conference dinner delegate list (of those delegates who have opted-in)</p> |
|---|---|

### Coffee Cart Sponsor

The coffee cart will be located in the exhibition area, with high foot traffic throughout the two conference days. The coffee cart sponsorship package includes:

- |   |   |
|---|---|
| <p><b>1</b> Logo and acknowledgement as the coffee sponsor in conference promotional materials including eprogram, website and in social media</p> <p><b>2</b> Exclusive right to exhibitor table next to the coffee cart</p> <p><b>3</b> 2 sponsor passes to attend the conference</p> <p><b>4</b> Acknowledgement (verbal) as coffee sponsor during the event</p> | <p><b>5</b> Your banner displayed next to coffee cart</p> <p><b>6</b> Access to conference delegate list (of those delegates who have opted-in)</p> <p><b>7</b> Ability to provide branded coffee cups for delegates use during conference (sponsor to source and provide cups at their own cost)</p> |
|---|---|

## Pre-Conference Workshop Sponsor

We are excited to announce that ARNA will be hosting two pre-conference workshops as part of our **32nd National Conference**, and we invitation to sponsor these events. The workshops will be held on Wednesday 18th October at the QT Hotel, Canberra. Further details of the workshops can be found on our conference website [here](#).

### Morning Workshop: Writing for Publication

**0830-1230**

Open only to ARNA members – expected minimum numbers: 15 members

### Afternoon Workshop: Let's Get Clinical

**(Planned topics: continence and wound care)**

**1300-1700**

Open to all delegates – expected minimum numbers: 50 attendees

Pre-conference workshops are an excellent way to provide attendees with hands-on training and practical experience in a specific area of interest. With your sponsorship, we can offer an exceptional educational experience to our participants and enhance the overall quality of our conference. Workshop sponsorship will provide you with a unique opportunity to reach a targeted audience of rehabilitation nurses to showcase your products and services. In addition, your brand will be prominently displayed throughout the workshop, giving you maximum exposure and recognition.

### Sponsorship Investment & entitlements

**Writing for Publication Workshop - \$3,500 inc GST**

**Let's Get Clinical Workshop - \$6,500 inc GST**

Please note, a pre-conference workshop sponsorship is considered an 'add-on' opportunity to the conference sponsorship and not a stand-alone opportunity.

- |  |  |
|--|--|
| <p><b>1</b> 3-minute address to attendees at the start of the workshop</p>   | <p>pre-event marketing and promotional material (e.g. "Sponsored by")</p>  |
| <p><b>2</b> Pull up banner to be displayed at the workshop</p>   | <p><b>6</b> Logo exclusively displayed on the 'Thank you to our workshop sponsor' holding slide during the session</p> |
| <p><b>3</b> 2 complimentary ARNA conference tickets including the workshop (excludes conference dinner on Thursday 19th)</p> | <p><b>7</b> Logo displayed on the 'Thank you to our Sponsors' holding slide at the conference</p>                      |
| <p><b>4</b> Verbal acknowledgement as the workshop Sponsor at the opening and closing of the session</p>                     | <p><b>8</b> Logo, brand message (100 words max.) and link displayed on ARNA Conference website</p>                     |
| <p><b>5</b> Sponsor acknowledgement and logo inclusion on all conference</p>   |  |

## **Additional Sponsor pass \$1,100 (Incl. GST)**

Sponsor passes include the conference eprogram, morning and afternoon refreshments, lunch, and access to the exhibition area. Note that dinner tickets are to be purchased separately (for non-dinner sponsor delegates).

## **Add-on opportunities to increase brand exposure**

Add a custom and exclusive opportunity to any exhibition package to increase your brand sentiment and awareness with ARNA delegates.

Should you wish to add-on one of these exclusive opportunities, please contact [arna@arna.com.au](mailto:arna@arna.com.au) to discuss price and inclusions.

<b>Opportunity</b>	<b>Investment (incl GST)</b>
Conference Massage Sponsor	\$POA
Keynote Speaker Sponsor	\$2,200
Invited Speaker Sponsor	\$1,100
Conference App Sponsor	\$2,000
Juice Cart Sponsor	\$POA

## **CUSTOM PACKAGES**

ARNA would be more than willing to consider any suggestions on tailoring support items or packages should none of the items listed suit your company requirements. Packages are negotiable to provide what is beneficial to the sponsor and ARNA's 32nd National Conference. It is the express intention of ARNA to ensure that participating companies receive the highest recognition in return for their generous support and we look forward to building close and effective relationships with participating companies to ensure the event is a great success.

Sponsor passes include the conference eprogram, morning and afternoon refreshments, lunch, and access to the exhibition area. Additional exhibitor passes can be purchased and will have the same entitlement as above.

Note that dinner tickets are to be purchased separately (for non-dinner sponsor delegates).

## **PAYMENT TERMS**

All exhibition and sponsorship fees will be invoiced on acceptance and will be due for payment in full due on or within 14 days of invoice. The fee must be paid in full one month prior to the event. Space will be re-allocated if payment is outstanding.

## **CONTACT US**

For further information, please contact the ARNA Conference Sponsor Coordinator: Trisha Dodds on **M: 0457 059 228** or email [arna@arna.com.au](mailto:arna@arna.com.au)



# APPLY NOW

Please complete this form and return to [arna@arna.com.au](mailto:arna@arna.com.au).

On securement of the sponsorship, an invoice for the corresponding amount will be sent for payment.

COMPANY DETAILS (PLEASE USE BLOCK LETTERS)		
Company Name		
Name of Contact		
Position		
Company ABN Number		
Address		
City/Suburb		
State	Postcode	
Country		
Email Address		
Phone Number	Mobile Number	

SPONSORSHIP PACKAGES		
	Please mark your selection	COST
Platinum \$15,750		
Gold \$11,025		
Silver \$7,875		
Bronze \$5,250		
Event Partner \$2,625		
Dinner Sponsorship \$5,775		
Coffee Sponsor \$4,000		
Pre-conference Workshop Sponsor \$POA		
Keynote Speaker Sponsorship \$2,200		
Invited Speaker Sponsorship \$1,100		
Additional Sponsor Delegate Ticket \$1,100		
Conference App Sponsor \$2,000		
Conference Massage Sponsor \$POA		
Juice Cart Sponsor \$POA		
<b>TOTAL AUD \$</b>		

**All prices are quoted in AUD\$ and are inclusive of 10% GST**

## CANCELLATION POLICY AND TERMS

I acknowledge and agree to the terms and conditions stated below

- 1 ARNA reserves the right to amend all sponsorship packages.
- 2 Selection of sponsors will be based on their ability to meet the event requirements. ARNA reserves the right to limit the number of suppliers exhibiting similar services.
- 3 All sponsorship packages will only be confirmed on receipt of a signed agreement or booking form.
- 4 The sponsor agrees to pay ARNA the full fee due on or within 14 days of invoice. The fee must be paid in full one month prior to the event. Space will be re-allocated if payment is outstanding.
- 5 Cancellations received in writing before close of business 23 August 2023 will be eligible for 50% refund. No refunds will be granted for cancellation received in writing after close of business 23 August 2023.
- 6 No sponsor shall assign, sublet, or apportion the whole or any part of their sponsorship or exhibition package without ARNA's approval.
- 7 Exhibition floor plans and catering stations are not final and are subject to change at the discretion of ARNA.
- 8 ARNA does not accept any liability for losses incurred if the conference is cancelled, converted to hybrid or virtual or is postponed.
- 9 ARNA holds the right to use photographs, media, and content from the event for promotional activities. Sponsors may request in writing not to have photographs, media or content featuring their branding and/or representatives used for ARNA's promotional purposes.
- 10 If this event is affected by COVID-19 and needs to be altered to a hybrid event, postponed, or converted to an online event only, your package and any registration fees will be valid for when the event goes ahead at a future date or virtually.

By signing below, I declare that I have the authority to sign on behalf of the Company for this Sponsorship Agreement.

Signature of Applicant:

Name Printed:

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