

# THE BUSINESS OF LAUNCHING YOUR PRACTICE



8<sup>TH</sup> ANNUAL RESIDENTS' SYMPOSIUM

December 2-4, 2022

Seaport Hotel  
Boston, MA



Chair  
Nolan Karp, MD

Vice Chair  
Ashley Gordon, MD

[meetings.theaestheticsociety.org](http://meetings.theaestheticsociety.org)

For the first time ever, we invite you to participate at this meeting!

Take advantage of this opportunity to exhibit your products and services to residents and fellows who will soon be starting their own practices.

This symposium chaired by Nolan S. Karp, MD and Ashley Gordon, MD will be an exciting weekend filled with common business concerns and answers to the most commonly asked question of residents and fellows: What Comes After Graduation?

Visit the meeting [website](#). Click [here](#) for the agenda.

Submit your [application](#) today!

For information about exhibiting, please contact:

Erika Ortiz-Ramos  
[erika@theaestheticsociety.org](mailto:erika@theaestheticsociety.org)

Michelle Rincón,  
[michelle@theaestheticsociety.org](mailto:michelle@theaestheticsociety.org)

## Exhibit Space – space is limited

[Click here to download application](#)

**Fee:** \$2,450

**Exhibit Your Way!** Attend the sessions and network! Participation includes Facilitated Networking Reception, meals (per Agenda), and access to sessions (see prospectus for details) for up to two representatives. Select your preference below.

1. Six-foot Table: Includes two chairs and two company representative badges
2. One Cocktail Round Table: Includes two chairs and two company representative badges
3. Company Representatives Only: Includes two company representative badges
4. Six-foot Table - Without Personnel: see below\*
5. Cocktail Round Table - Without Personnel: see below\*

\*For Six-foot Table without personnel or Cocktail Round Table without personnel – The Exhibitor will be responsible to ship literature, products, etc. to the hotel. The Society staff will set up the table and ensure that it is presentable and replenished throughout the meeting. At the completion of the meeting any remaining literature, products, etc. will be shipped back to the exhibitor upon request. All shipping fees are at the expense of the exhibiting company.

For each table rented, exhibitors will receive:

- ❖ Your company's name and description included on handout to attendees
- ❖ Friday evening Facilitated Networking Discussions. Use this opportunity to connect with the attendees. Establish relationships AND as a special bonus...Ugly Holiday Sweater Contest
- ❖ Continental breakfasts, breaks and luncheons with meeting attendees
- ❖ Spectator admission to sessions – **excluding the Roundtable sessions on Sunday, December 4<sup>th</sup>.**
- ❖ Opportunity to connect with approximately 50 potential new customers in person
- ❖ Attendee list will be provided two weeks prior to the meeting (no email addresses)

## Space Assignments

- ❖ Placement of exhibits will be pre-assigned by the Director of Exhibits, based on conflict-of-interest positions and the date of receipt of the application
- ❖ Exhibitor tables will be pre-labeled for set-up
- ❖ Space assignments may not be changed

## Cancellation Policy

- ❖ In the event of cancellation, refunds will be made if notification of cancellation is received in writing to [erika@theaestheticsociety.org](mailto:erika@theaestheticsociety.org) prior to November 15, 2022.
- ❖ There will be a 25% administrative fee of \$612.50 per table/registration for ALL refunds
- ❖ Any cancellation received after November 15, 2022, or no shows to the meeting, will not be refunded.

## Rules & Restrictions

- ❖ Displays are limited to TABLETOPS and COCKTAIL ROUNDS ONLY. Banner stands may be displayed directly behind your table if space permits. No banners may be displayed on the sides of tables. All exhibits, equipment, displays, literature, video and audio equipment, etc. must be contained within the allotted space. Care is to be used so as not to obstruct those exhibiting in adjacent spaces.
- ❖ The exhibitor fee of \$2,450 includes everything noted on previous page. An additional representative may register for a non-transferable fee of \$550 (\$600 on-site) with a maximum of four representatives per tabletop - two representatives at a time. Badges are NOT transferable.
- ❖ For security reasons, The Aesthetic Society discourages cash transactions.
- ❖ Sales, order placement and/or delivery for/of merchandise is permitted. Each transaction must be accompanied by a receipt for the purchaser. All transactions must be conducted in a professional manner consistent with The Aesthetic Society's Rules and Regulations.

## Rules & Restrictions Continued

- ❖ Exhibits not adhering to these rules and regulations will be dismantled on-site at the exhibitor's expense with no refund.
- ❖ All exhibitors are expected to abide by all applicable Food and Drug Administration regulations. Products which are not FDA approved or are pending FDA approval will be permitted to be exhibited when accompanied by the appropriate signage.

All exhibits **MUST REMAIN INTACT** until the official closing time - Sunday, December 3, at 1:00 pm. If you dismantle your table prior to this time, you will be penalized, and three points will be deducted from your account. Please plan your travel accordingly.

**The Aesthetic Society reserves the right to control, restrict and supervise any exhibitor whose exhibit and/or conduct and activities are deemed objectionable.**

# Attendance Agreement In-Person and Virtual

## As Noted on the Application

- ❖ No Friends and Family. You will not allow any individual to participate in your place.
- ❖ PHI Confidentiality. You will hold in strictest confidence any protected health information revealed.
- ❖ Permission to be Photographed. You understand that The Aesthetic Society will record this event for its own purposes, including republication in print and on its digital platforms. You hereby give permission for The Aesthetic Society and its assigned, to use your name, photograph, and public-facing biography, without compensation to you, in conjunction with any such uses.
- ❖ Health and Wellness Policy. You agree to adhere to all infectious disease protocols in place during the event, including those imposed by The Aesthetic Society, the venue, the county health department, and any state directives, and if you so fail, you hereby consent to be ejected from the venue with no refund.
- ❖ Assumption of Risk. You accept and assume all risks of your in-person participation, including the risk of injury or contracting an infectious disease, including but not limited to COVID-19 exposure.
- ❖ Release of All Claims. You hereby release, indemnify against all costs, expenses, and attorney fees, and hold harmless the event venue and The Aesthetic Society, as well as their respective affiliates, directors, officers, agents, employees, contractors or volunteers, from any claims related in any fashion to the event.

## Liability/Security

- ❖ Although all reasonable efforts will be made to provide security, exhibitors are urged to secure valuables nightly. Neither The Aesthetic Society nor Seaport Hotel will be responsible for lost or stolen items.
- ❖ Exhibitor assumes entire responsibility and hereby agrees to protect, indemnify, defend and save The American Society for Aesthetic Plastic Surgery/The Aesthetic Surgery Education and Research Foundation, Seaport Hotel and their employees and agents harmless against all claims, losses and damages to persons or property, governmental charges or fines and attorney fees arising out of, or caused by, exhibitor's installation, removal, maintenance, occupancy or use of the exhibition premises or a part thereof excluding any such liability caused by the sole negligence of Seaport Hotel, its employees or agents.

## Liability/Security Continued

- ❖ Exhibitor must maintain sufficient liability insurance which covers all potential problems during the meeting.
- ❖ Exhibitor acknowledges that The American Society for Aesthetic Plastic Surgery, Inc., and Seaport Hotel do not maintain responsibility or insurance covering such losses by exhibitor. We are aware that general security will be provided and if losses or problems occur, we agree to promptly notify The Aesthetic Society's Director of Exhibits or Director of Meetings so that the proper authorities can be alerted.

# Installation and Dismantle, Exhibit Dates, Hours and Breaks

## Install/Dismantle Dates and Hours

### Install

**Friday, December 2**

4:00 pm - 6:00 pm

All exhibits must be completely set up by 6:00 pm. Unauthorized personnel are not allowed in the exhibits. **Please note, there will be NO SECURITY on this day.**

### Dismantle

**Sunday, December 4**

1:00 pm - 4:00 pm

All exhibits must remain intact until closing on Sunday, December 4, 2022, at 1:00 pm - the official closing time.

If you dismantle your table prior to this time, you will be penalized, and three points will be deducted from your account. **Please plan your travel accordingly.**

## Exhibit Dates and Hours

**Saturday, December 3**

7:00 am - 3:30 pm

Includes: Breakfast, morning break, lunch, and afternoon break

**Breakfast:** 7:15 am – 8:00 am

**Morning Break:** 9:30 am – 10:00 am

**Lunch:** 12:05 am – 1:05 pm

**Afternoon Break:** 2:55 pm – 3:25 pm

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**Sunday, December 4**

6:30 am - 1:00 pm

Includes: Breakfast, morning break and lunch

**Breakfast:** 6:45 am – 7:30 am

**Morning Break:** 9:15 am – 9:30 am

**Lunch:** 11:45 am – 12:30 pm

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**Exhibit schedule is subject to change**

## Shipping To and From the Hotel/Meeting

Exhibitors are responsible for their own shipping requirements and payment both to and from the meeting. If you are shipping boxes directly to the hotel, you **MUST** address your shipment as follows:

To: Guest Name  
C/O David Malone  
The Aesthetic Society Conference  
The Seaport Hotel  
1 Seaport Ln  
Boston MA 02210

**Packages will NOT be accepted prior to November 26, 2022.**

## Commonly Asked Questions

**How do I pay for shipping?** Packages must be paid for at the time of pick up. If you would like to prepay your shipping, you will need to request a credit card authorization form from David Malone, 617-385-4405 or [david.malone@seaportboston.com](mailto:david.malone@seaportboston.com)

**Will the hotel deliver my shipment to my table?**  
Only prepaid shipments will be delivered to the exhibitor tables.

**What are the associated handling and or delivery fees?** Prices per item shipped:

- Letters: \$2.00
- Up to 20lbs: \$5.00
- 20-50lbs: \$10.00
- 50+lbs: \$30.00
- Crates, Pallets: \$85.00

**How do I manage my outbound shipments?** If the packages are correctly labeled, the hotel can retrieve from exhibit floor and send out via FedEx/UPS etc. There is a fee, and this will need to be managed with the hotel.

For questions, please contact, David Malone, 617-385-4405 or [david.malone@seaportboston.com](mailto:david.malone@seaportboston.com)

## Targeted Sponsorship!

### **Residents Symposium Sponsorship - \$20,000**

Commit to an overarching sponsorship of the Residents Symposium to secure high-level benefits and visibility at this symposium and beyond. If residents are a key area of focus for your company this level of support will yield the best results to building relationships with residents, fellows, and doctors new in practice.

#### **Email for details:**

Jackie S. Nunn  
Senior Director, Industry Relations  
[jackie@theaestheticsociety.org](mailto:jackie@theaestheticsociety.org)





1 Seaport Lane  
Boston, MA 02110

Seaport Hotel, is offering the following accommodations (12/1- 12/3):

- Standard room \$169 plus tax

**Check-In/Check-Out Time**

Check-In is 3:00 pm

Check-Out is 12:00 pm

Please reserve your room by visiting

<https://reservations.travelclick.com/131437?groupID=3651820>

Deposit and cancellation penalties may apply.



## Last Day for Reservations

Tuesday, November 15, 2022, is the last day for reservations. After this date, room reservations at our preferred rate may no longer be available.



## Electrical, Internet and Audio-Visual Services

If you require electrical, internet access or audio-visual services, you must order these from Projection. **These ARE NOT included with your table.**

If staying at Seaport Hotel, please note - the Wi-Fi **DOES NOT** bleed down to the meeting rooms.

[Internet Access and Audio-Visual form](#)  
[Electrical form](#)

## Earning Exhibitor Priority Points

You can earn additional exhibitor priority points by:

- ❖ Utilizing guest room(s) in the official Aesthetic Society housing block - 3 points (3 points per company - not per room)
- ❖ Submitting your company description before the deadline - 1 point
- ❖ Supporting The Aesthetic Society's education programs, advertising and/or special projects - 1 point per \$5,000 spent

## Exhibitor Badge Registration

The [Exhibitor Badge Registration Form](#) should be returned by November 15, 2022, to [erika@theaestheticsociety.org](mailto:erika@theaestheticsociety.org) or via fax to 212.921.0011.

Any forms received after November 15 will be processed on-site at the meeting. The fee will be \$600 per badge printed onsite.

## Exhibitor Description

Complete and submit the [Exhibitor Description Form](#) via email to [erika@theaestheticsociety.org](mailto:erika@theaestheticsociety.org) - the description of your company's product/services in 50 words or less.

The Exhibitor Description form must be submitted prior to the deadline of November 15, 2022, to qualify. NO EXCEPTIONS.

## Important Dates to Remember

### Immediately

- ❖ [Complete Application and return with payment](#)

### November 15, 2022

- ❖ Cancellation deadline
- ❖ [Exhibitor Badge Registration deadline](#)
- ❖ [50-word company description](#) and information regarding show specials and/or giveaways due

### November 15, 2022

- ❖ Cut-off date for hotel reservations

## Additional Exhibit Opportunities

### [Face and Rhinoplasty Symposium](#)

Virgin Hotels Las Vegas

**Exhibit Dates:** January 12 - 14, 2023

**Meeting Dates:** January 12 - 14, 2023

### [The Aesthetic Meeting 2023](#)

Miami Beach Convention Center

**Exhibit Dates:** April 21 - 23, 2023

**Meeting Dates:** April 19 - 23, 2023

## Symposium Contacts

### Inquiries, Applications, Exhibitor Descriptions and Badges

Erika Ortiz-Ramos

Director of Exhibits

[erika@theaestheticsociety.org](mailto:erika@theaestheticsociety.org)

Michelle Rincón

Meetings and Exhibits Associate

[michelle@theaestheticsociety.org](mailto:michelle@theaestheticsociety.org)

### Affiliated Events and Special Assistance

Jamie Rosenstein

Meeting Manager

[jamie@theaestheticsociety.org](mailto:jamie@theaestheticsociety.org)

### Sponsorship and Advertising

Jackie S. Nunn

Senior Director, Industry Relations

[jackie@theaestheticsociety.org](mailto:jackie@theaestheticsociety.org)

### Social Media and Public Relations

Sarah Lilburn

Director, Public Relations

[sarah@theaestheticsociety.org](mailto:sarah@theaestheticsociety.org)



We invite you to take advantage of this opportunity to exhibit your products and services to this unique group of aesthetic plastic surgeons.

This symposium will focus on facial rejuvenation and rhinoplasty, featuring the latest surgical techniques and combinations using volume, restoration, energy-based modalities and shaping to gain optimal results. Aging concepts, anatomy, aesthetic evaluation, surgical options, fat grafting, fillers and complications will be presented.

An optional facial and rhinoplasty cadaver lab will be offered giving attendees the opportunity to experiment using the techniques featured in the symposium.

Submit your [application](#) today! For information about exhibiting at the Facial and Rhinoplasty Symposium, please contact Erika Ortiz-Ramos, [erika@theaestheticsociety.org](mailto:erika@theaestheticsociety.org) or Michelle Rincón, [michelle@theaestheticsociety.org](mailto:michelle@theaestheticsociety.org).



## FACE AND RHINOPLASTY SYMPOSIUM

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**January 12–14, 2023**

Virgin Hotels Las Vegas  
Las Vegas, NV

Co-Chairs: Christopher Surek, DO and  
Jason Roostaeian, MD

CME Available

[meetings.theaestheticsociety.org](https://meetings.theaestheticsociety.org)



# The Aesthetic Meeting 2023



Miami Beach, FL  
Miami Beach Convention Center  
April 19-23, 2023  
Exhibits: April 21-23



We invite you to apply to participate at The Aesthetic Meeting 2023!

The meeting will be held at the Miami Beach Convention Center, Miami Beach, FL

Exhibit Dates are:  
Friday, April 21 – Sunday, April 23, 2023.

Wondering why you should exhibit at The Aesthetic Meeting? Here are some reasons:

- Network with more than 1,000 Aesthetic Plastic Surgeons, Nurses and Physician Assistants
- Interact with surgeons interested in learning about your products and services
- Encounter prospective and existing clients and improve your brand visibility
- Educate and inform attendees about new changes or advances in your products

For more information, please contact Erika Ortiz-Ramos, [erika@theaestheticsociety.org](mailto:erika@theaestheticsociety.org) or Michelle Rincón, [michelle@theaestheticsociety.org](mailto:michelle@theaestheticsociety.org).