

Mayo Clinic School of Continuous Professional Development

13400 East Shea Boulevard
Scottsdale, Arizona 85259
480-301-4580

Dear Representative,

I, and the Mayo Clinic and Mayo Clinic School of Continuous Professional Development, would like to invite you to exhibit at our **Enhanced Recovery After Surgery: Avoiding Complications, Avoiding Opiates 2018** course being held at the Mayo Clinic Education Center in Phoenix, Arizona, on February 2-3, 2018. We expect approximately 100 Physicians, Nurse Practitioners, Nurses, Anesthesiologists, CRNA's and Dieticians to be in attendance.

Enhanced Recovery After Surgery (ERAS) is a multidisciplinary, multi-modal approach to perioperative care. The best of evidence-based medicine is employed to optimize the patient's post-operative course promoting early recovery while post-op complications and costs are reduced. We also focus on multi-modality pain management which allows for reduction in post-operative opioid use. This course will provide didactic sessions discussing evidence-based best practices by national and international leaders. We will also include a session relevant to reducing opioid use. Discussion panels will allow attendees to question experts directly and then return to their institutions with an implementation plan. Throughout the course, **3 hours have been protected as dedicated exhibitor time for attendees and industry to visit one-on-one.**

The fee to exhibit at this course is \$2,000. Space is limited; early registration is encouraged. To maintain a clear separation of promotion from education, all exhibits will be held in a different room/location than where the general sessions are held. Exhibits are open from registration until the conclusion of the final lecture on the last day. The basic exhibit fee will include a 6' skirted table for a table top display; the attendee list including name, degree, city, state to be distributed at the course; and an acknowledgement with signage and announcements during the course.

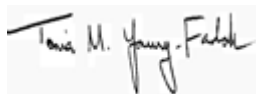
****NEW – Mayo Clinic now offers a variety of sponsorship opportunities for industry support! Please refer to the attached sponsorship description page for available opportunities!**

A signed and returned exhibitor agreement (attached) will confirm your exhibit space. Payment may be completed by sending your check made payable to (Mayo Clinic Arizona), Mayo School of Continuous Professional Development, Attn: Kristy Badder, 13400 East Shea Boulevard, Scottsdale, AZ 85259. Please denote course activity# **18S05257** on all correspondence. The Mayo Clinic Tax ID number is 86-0800150.

If you have any questions about our program or need additional information, please don't hesitate to contact us directly at 480-301-4580 or send an e-mail to Kristy Badder, exhibits manager, at Exhibits@Mayo.edu.

Our programs provide valuable information on unmet needs to the medical community. It is not possible to hold these meetings without significant contributions from industry like yours. We sincerely appreciate your consideration of this opportunity to join us for a truly unique educational program.

Sincerely,



Tonia M. Young-Fadok, MD, MS, FACS, FASCRS
Mayo Clinic Arizona
Professor of Surgery
Colon and Rectal Surgery



Mayo Clinic School of Continuous Professional Development (MSCPD)
Exhibitor Agreement

Activity Title	Enhanced Recovery After Surgery: Avoiding Complications, Avoiding Opiates 2018
Activity Number	18S05257
Location	Mayo Clinic Education Center, Phoenix, Arizona
Dates	February 2-3, 2018

Agreement between: ACCREDITED PROVIDER: Mayo Clinic College of Medicine – MSCPD AND:

Company Name (Exhibitor) (as it should appear on printed materials)	
Exhibit Contact (if different then exhibit Rep.)	
Name(s) of Representative(s) exhibiting: (Maximum of two representatives allowed per exhibit)	
Address	
Telephone	
Fax	
Email	
The named exhibitor wishes to exhibit at the above named activity for the amount of	\$2,000.00
Additional Sponsorship Opportunities	
<input type="checkbox"/> Lanyards (limited to one organization)	\$2,000
<input type="checkbox"/> Drawstring Bags (limited to one organization)	\$3,000
<input type="checkbox"/> Hotel Key Cards (limited to one organization)	\$4,000
<input type="checkbox"/> Conference Bag Inserts (multiple opportunities available)	\$1,500
Total Amount:	\$

NOTE: There may be additional charges depending on the meeting location (power, internet access, etc.).
Please list additional requests here: (please note: additional requests may incur additional fees)

TERMS AND CONDITIONS

- EXHIBITOR agrees to abide by ACCME Standards for Commercial Support as stated at www.accme.org: SCS 4.2:
“Product-promotion material or product-specific advertisement of any type is prohibited in or during CME activities. The juxtaposition of editorial and advertising material on the same products or subjects must be avoided. Live (staffed exhibits, presentations) or enduring (printed or electronic advertisements) promotional activities must be kept separate from CME.” “For live, face-to-face CME, advertisements and promotional materials cannot be displayed or distributed in the educational space immediately before, during or after a CME activity. **Providers cannot allow representatives of Commercial Interests to engage in sales or promotional activities while in the space or place of the CME activity.**”
- EXHIBITOR may only distribute educational promotional materials at their exhibit space. Distribution of non-educational items (pens, notepads, etc.), pharmaceuticals or product samples is prohibited.

- All exhibit fees associated with this activity will be given with the full knowledge of the PROVIDER. No additional payments, goods, services or events will be provided to the course director(s), planning committee members, faculty, joint provider, or any other party involved with the activity.
- Completion of this agreement represents a commitment and payment is due and collectible by the ACTIVITY DATE unless otherwise agreed upon by the PROVIDER. PROVIDER reserves the right to refuse exhibit space to EXHIBITOR in the event of nonpayment or Code of Conduct violation.
- PROVIDER agrees to provide exhibit space and may acknowledge EXHIBITOR in activity announcements. PROVIDER reserves the right to assign exhibit space or relocate exhibits at its discretion.

By signing below, I agree to the “Terms and Conditions” outlined on Page 1 of this Exhibitor Agreement (including ACCME Standards for Commercial Support):

The person signing below is authorized to enter into this agreement:

Exhibitor Representative Name	Signature	Date
Mayo Clinic Representative Name	Signature	Date
Kristy Badder		

PAYMENT INFORMATION

Please indicate your method of payment:

PROVIDER **Federal Tax ID number is 86-0800150.**

Please remit check payable to: **Mayo Clinic Arizona**. Please identify name of course on the check stub.

<input type="checkbox"/> Check	<input type="checkbox"/> Credit Card or Wire Transfer
<p>Make payable to Mayo Clinic Arizona and remit to:</p> <p>Mayo Clinic School of Continuous Professional Development Attn: Kristy Badder 13400 East Shea Blvd. Scottsdale, AZ 85259</p> <p>Please identify course Activity Number 18S05257 on the check.</p>	<p>For payment by credit card or wire transfer, please call the MSCPD Registrar at 480-301-4580</p> <p><i>Do not send credit card information via email or fax.</i></p>

Complete and return this form along with your payment made to Mayo Clinic Arizona,
Federal Tax ID# 86-0800150 to:

Mayo Clinic School of Continuous Professional
Development Attn: Kristy Badder
13400 East Shea Blvd.
Scottsdale, AZ 85259
T: 480-301-4580 F: 480-301-9161

Mayo Clinic School of Continuous Professional Development (MCSCPD)

Sponsorship Opportunities

Lanyards - \$2,000.00 (sponsor provided pre-printed lanyards; limited to one organization)

Every attendee is required to wear a name badge, so what better way to advertise your company than with your logo on a lanyard! Why ruin a perfectly good shirt with a pin hole from a name badge, when they could be wearing it on your company lanyard! (Quantity to be determined 60 days before course)

Drawstring Bags - \$3,000.00 (sponsor provided pre-printed drawstring bags; limited to one organization)

Help keep course attendees organized by providing them with a drawstring bag to carry their course materials in with your company's logo on it! Drawstring bags to be provided by sponsor; artwork and bag are subject to MCSCPD approval. (Quantity to be determined 60 days before course)

Hotel Key Cards - \$4,000.00 (limited to one organization)

Personalize hotel guest room keys with your company's logo or product promotion for immediate exposure to attendees. Use this as a great way to introduce yourselves to our attendees upon checking into the host hotel. (Artwork to be provided by sponsoring company. Artwork is subject to MCSCPD approval. Artwork due to Mayo Clinic by Feb. 1st)

Conference Bag Inserts - \$1,500.00 each (multiple opportunities available)

Conference bag inserts are a great opportunity to invite attendees to your booth, announce your booth participation or conference-related event. Your company will provide 400 copies of the flyer or advertisement (no larger than 8 ½ x 11, no more than one page) and MCSCPD will stuff them into the official conference bags. A limited number of bag inserts are permitted, so early reservation is encouraged. Artwork is subject to MCSCPD approval.

**** Interested in one of our sponsorship opportunities?! Contact MCSCPD for further information at mca.cme@mayo.edu or 480-301-4580.**

Enhanced Recovery After Surgery

Avoiding Complications, Avoiding Opiates

Friday, February 2, 2018

7:00 a.m. **Registration/Continental Breakfast**

7:50 **Welcome Announcements**

WHY SHOULD WE DO THIS?

Moderators: Dionisios Vrochides, M.D. and Tonia M. Young-Fadok, M.D.

8:00 **The Big Picture: What Happens When Dogma is Wrong?**
Tonia M. Young-Fadok, M.D.

8:15 **Improved Patient Outcomes**
Jamie Murphy, M.D., Ph.D.

8:30 **Improved Financial Outcomes**
Dionisios Vrochides, M.D.

8:45 **Q & A Panel Discussion**
Session Faculty

WHAT DOGMA NEEDS CHANGING?

Moderators: David A. Etzioni, M.D. and Ryan C. Craner, M.D.

9:00 **Pre-op Medical Optimization**
John H. Demenkoff, M.D.

9:20 **Patient Education**
Megan N. Wasson, D.O.

9:40 **Break**

10:00 **Bowel prep → no bowel prep → bowel prep: I'm confused**.....
David A. Etzioni, M.D.

10:20 **Pre-op Nutrition and Early Post-op Feeding are Safe**.....
Shreya Shetty, M.D.

10:40 **Surgeons and Anesthesiologists Don't Talk**
Ryan C. Craner, M.D.

11:00 **Breaking Down Barriers in Nursing Communication**.....
Jacque A. Crosson, MSN, RN, CPAN

11:20 **Q & A Panel Discussion**
Session Faculty

11:40 **Lunch**

Friday, February 2, 2018 (continued)

ANESTHESIA – INTRA-OP CHOICES IMPACT POST-OP OUTCOMES

Moderators: Andrew W. Gorlin, M.D. and Chris J. Jankowski, M.D.

12:50	PONV– Prophylaxis Starts Pre-op David P. Seamans, M.D.
1:10	Fluid Management for ERAS – Rationale and Basics Andrew W. Gorlin, M.D.
1:30	Fluid Management for ERAS – Advanced Monitoring..... Michael J. Scott, M.D.
1:50	Anesthesia Medications – Cost Considerations..... Ryan C. Craner, M.D.
2:10	Physiology of Pneumoperitoneum – New Medications and Devices Michael J. Scott, M.D.
2:30	Q & A Panel Discussion Session Faculty
2:55	Break

AVOIDING PAIN, AVOIDING OPIATES

Moderators: Tonia M. Young-Fadok, M.D. and Andrew W. Gorlin, M.D.

3:10	The role Surgery Plays in the Opioid Epidemic..... TBA
3:30	Rationale and Mechanisms of Multi-Modal Pain Management..... David P. Seamans, M.D.
3:50	Multi-Modal Analgesia – What Are the Options?..... Chris J. Jankowski, M.D.
4:10	TAP and QL blocks for the Anesthesiologist and the Surgeon Veerandra Koyyalamudi, M.B.B.S. and Tonia M. Young-Fadok, M.D.
4:30	Post-Operative Low-Dose Ketamine Infusion Melania K. Flores, MSN, RN
4:50	Q & A Panel Discussion Materials for work-groups tomorrow
5:10	Adjourn
5:10-7 p.m.	Attendee Reception

Saturday, February 3, 2018

7:00 a.m. **Registration/Continental Breakfast**

7:50 **Welcome Announcements**

GETTING YOUR PROTOCOL TOGETHER AND IMPLEMENTING IT: WORK-GROUPS

Moderators: Faculty

8:00 – 10:00 **ERAS Works for Simple and Complex Cases**
Horacio J. Asbun, M.D.

8:00 – 10:00 **Nursing – Communicating Across Multiple Areas.....**
Jacque A. Crosson, MSN, RN, CPAN and Melania K. Flores, MSN, RN – Put

8:00 – 10:00 **Surgery – Taking Charge of the Protocol.....**
Jamie Murphy, M.D., Ph.D. and Tonia M. Young-Fadok, M.D.

8:00 – 10:00 **Anesthesia – Communicating Across the Blood-Brain Barrier**
Andrew W. Gorlin, M.D. and Chris J. Jankowski, M.D.

10:00 **Q & A Panel Discussion**
Session Faculty

10:30 **Break**

ERAS IMPLEMENTATION PROGRAMS

Moderators: Andrew W. Gorlin, M.D. and Tonia M. Young-Fadok, M.D.

10:50 **Experience with ERAS Implementation –**
Anesthesiologist Perspective
Michael J. Scott, M.D.

11:10 **Experience with ERAS Implementation –**
Surgeon Perspective and Business Plan
Dionisios Vrochides, M.D.

QUICK SPECIALTY UPDATES

Moderators: Tonia M. Young-Fadok, M.D. and Michael J. Scott, M.D.

11:30 **Anesthesia.....**
Chris J. Jankowski, M.D.

11:40 **Colon and Rectal Surgery.....**
Jamie Murphy, M.D., Ph.D.

11:50 **Pancreas Surgery**
Horacio J. Asbun, M.D.

12:00 p.m. **Nursing.....**
Jacque A. Crosson, MSN, RN, CPAN

Saturday, February 3, 2018 (*continued*)

- 12:10 **GYN Surgery**
 Megan N. Wasson, D.O.
- 12:20 **Q & A Panel Discussion**
 Session Faculty
- 12:30 **Adjourn**

Request for Taxpayer Identification Number and Certification

Give Form to the
requester. Do not
send to the IRS.

Print or type
See Specific Instructions on page 2.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.

Mayo Clinic Arizona

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification; check only **one** of the following seven boxes:

☐ Individual/sole proprietor or single-member LLC ☐ C Corporation ☐ S Corporation ☐ Partnership ☐ Trust/estate

☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=partnership) ▶

Note. For a single-member LLC that is disregarded, do not check LLC; check the appropriate box in the line above for the tax classification of the single-member owner.

☒ Other (see instructions) ▶

501 (c) (3) tax-exempt nonprofit corporation

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) **1**

Exemption from FATCA reporting code (if any) **A**

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.)

13400 East Shea Boulevard

6 City, state, and ZIP code

Scottsdale, AZ 85259

Requester's name and address (optional)

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

Note. If the account is in more than one name, see the instructions for line 1 and the chart on page 4 for guidelines on whose number to enter.

Social security number

- -

or

Employer identification number

8 6 - 0 8 0 0 1 5 0

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions on page 3.

Sign
Here

Signature of
U.S. person ▶

Matthew Tugger

Date ▶

1/9/2017

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. Information about developments affecting Form W-9 (such as legislation enacted after we release it) is at www.irs.gov/fw9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)

- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding?* on page 2.

By signing the filled-out form, you:

- Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
- Certify that you are not subject to backup withholding, or
- Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income, and
- Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting, is correct. See *What is FATCA reporting?* on page 2 for further information.