



# Comprehensive Shoulder and Elbow Course: Current Concepts and Controversies

February 2-4, 2023 in Scottsdale, Arizona



**SPONSORSHIP PROSPECTUS**





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## WELCOME

Dear Potential Sponsor,

On behalf of the course director and conference planning committee: John Sperling, M.D., Jonathan Barlow, M.D., Mark Morrey, M.D., and JT Tokish, M.D. and the Mayo Clinic School of Continuous Professional Development, I am pleased to announce the **2023 Comprehensive Shoulder and Elbow Course: Current Concepts and Controversies** conference at the Westin Kierland in Scottsdale, Arizona. The conference is offered February 2-4, 2023.

This well-established conference provides the latest information on shoulder and elbow arthroscopy, arthroplasty, and fracture treatment. The conference has undergone recent expansion to include in-depth discussion on controversies in sports medicine, fracture, and reconstruction. The focus is on the best current practice in diagnosis, treatment and utilization of new technology.

Featuring case discussion, interactive debates, and re-live surgery, faculty with international expertise in shoulder and elbow surgery discuss how to optimize surgical techniques and how to avoid complications. Robust interactive sessions allow presenters and participants to discuss current concepts, challenges, and ongoing research in shoulder and elbow surgery.

Didactic sessions emphasize tips and pearls to approach complex shoulder and elbow reconstruction. Attendees are encouraged to bring cases for discussion.

Please visit the [conference website](#) for current details and regular updates.

This conference provides relevant information that can be applied to daily practice, including:

- Best current practices in diagnosis, treatment, and new technology
- Optimizing surgical techniques
- Avoiding surgical complications for better outcomes

The complete program schedule can be viewed on the [conference website](#) when it is available. We anticipate in excess of 100 attendees for the live course and an additional 20-30 via livestream.

We invite your company to join us along with world renowned orthopedic surgeons and support this conference. Based on the level of support you are interested in providing, we can offer various levels of recognition. Companies that support this Mayo Clinic conference are acknowledged several ways, including the opportunity for an onsite exhibit, signage at the conference, and featured in conference announcements. Ample opportunities are provided during the conference for sponsors and exhibitors to network with attendees and to showcase their products and services.

If you are interested in supporting the **2023 Comprehensive Shoulder and Elbow Course: Current Concepts and Controversies** or if you have questions, please contact Kathy Fuqua at [fuqua.kathy@mayo.edu](mailto:fuqua.kathy@mayo.edu) or 507-266-9815.

We appreciate your interest and enthusiasm in joining us for the **2023 Comprehensive Shoulder and Elbow Course: Current Concepts and Controversies** in Scottsdale.

Sincerely,

*Julie Reed*

CME Specialist  
Mayo Clinic

**Course Director**

John Sperling, M.D.

**Planning Committee**

Jonathan Barlow, M.D.

Mark Morrey, M.D.

JT Tokish, M.D.

## Date, Location, and Website

### Conference Date:

February 2-4, 2023

### Meeting Location:

Westin Kierland Resort  
6902 E. Greenway Parkway  
Scottsdale, Arizona

### Conference Website:

<https://ce.mayo.edu/shoulderelbow2023>

## Course Director

John Sperling, M.D.

## Planning Committee

Jonathan Barlow, M.D.  
Mark Morrey, M.D.  
JT Tokish, M.D.

## Primary Sponsorship/Exhibit Contact

Kathy Fuqua, Education Administration Coordinator [fuqua.kathy@mayo.edu](mailto:fuqua.kathy@mayo.edu)

507-266-9815

## General Sponsorship Information

### Contact

Kathy Fuqua  
Mayo Clinic School of Continuous  
Professional Development (MCSCPD)  
200 First St SW, Plummer 2-60  
Rochester, MN 55905  
[Fuqua.kathy@mayo.edu](mailto:Fuqua.kathy@mayo.edu)  
507-266-9815

### Sponsorship Opportunities

Re-Live Dinner Session (1)	\$27,000	Breakfast (3)	\$7,500	Exhibit Table (multiple)	\$2,500
Product Theater Luncheon (2)	\$17,000	AM or PM Break (5)	\$3,000		

See the following pages for information regarding what is included with each sponsorship level.

## Exhibit Details & Schedule

Exhibitor set-up is Wednesday, February 1 between 3:00 - 6:00 p.m. or Thursday, February 2 between 6:00 – 7:00 a.m.

Exhibitor tear-down is Saturday, February 4 at 11:45 a.m. (you may tear down after the morning break if you wish)

### Preliminary Exhibit Schedule (subject to change)

Thursday, February 2		Friday, February 3		Saturday, February 4	
6:45 – 7:25 a.m.	Registration and Breakfast	6:45 – 7:25 a.m.	Registration and Breakfast	6:45 – 7:25 a.m.	Registration and Breakfast
7:30 a.m.	Shoulder Instability	7:30 a.m.	Primary Anatomic Total Shoulder Arthroplasty	7:30 a.m.	Elbow Trauma
9:00 – 9:10 a.m.	<b>Break</b>	9:40 – 9:50 a.m.	<b>Break</b>	9:50 – 10:00 a.m.	<b>Break</b>
9:10 a.m.	Reconstructive Options for the Athlete	9:50 a.m.	Reverse Shoulder Arthroscopy	10:00 a.m.	Shoulder Trauma
12:15 – 1:15 p.m.	<b>Lunch</b>	12:20 – 1:20 p.m.	<b>Lunch</b>	11:45 a.m.	Adjourn
12:30 – 1:15 p.m.	PRODUCT THEATER	12:35 – 1:20 p.m.	PRODUCT THEATER <b>SOLD</b>		
1:15 p.m.	Sports Med Cases	1:20 p.m.	The Arthritic Elbow		
2:15 – 2:25 p.m.	<b>Break</b>	3:10 – 3:20 p.m.	<b>Break</b>		
2:25 p.m.	Shoulder and Elbow Injuries in the Athlete	3:20 p.m.	Complex and Revision Shoulder Arthroscopy		
4:45 p.m.	Adjourn	5:10 p.m.	Adjourn		
5:00 – 7:00 p.m.	RE-LIVE SURGICAL SESSION				

## Sponsorship Opportunities

### Re-Live Surgical Session – Thursday Evening (1 available)

**\$27,000**

- Dinner session, up to 2 hours
  - Sponsor is responsible to provide program invitations, food & beverage for attendees
  - Mayo Clinic will arrange AV equipment (screen, projector, microphone, podium) for this session
- Recognition signage at the entrance to dinner area
- Complimentary exhibit space (table, two chairs, electrical access, Wi-Fi)
- Marketing (signage and recognition at the conference)
- Conference attendee list

### Product Theater Luncheon – Thursday (1 available)

**\$17,000 each**

- 45-minute lunch session
  - Sponsor is responsible to provide AV equipment, program invitations
  - Lunch meal is provided by Mayo Clinic as part of participant registration fee
  - Mayo Clinic will arrange AV equipment (screen, projector, microphone, podium) for the luncheon
- Recognition signage at the entrance to the lunch area
- Complimentary exhibit space (table, two chairs, electrical access, Wi-Fi)
- Marketing (signage and recognition at the conference)
- Conference attendee list



**Breakfast (3 available)**

**\$7,500 each**

- Recognition signage at the entrance to the breakfast area
- Marketing (signage and recognition at the conference)
- Opportunity to provide approved branding at tables

**AM or PM Break (5 available; 3 in AM, 2 in PM)**

**\$3,000 each**

- Recognition signage at the entrance to the break area
- Marketing (signage and recognition at the conference)
- Opportunity to provide approved branding at tables

**Exhibitor Only**

**\$2,500**

- One 6' tabletop exhibit table (two chairs, electrical access, Wi-Fi)
- Marketing (signage and recognition at the conference)
- Symposium attendee list

## Lodging Accommodations

Westin Kierland

6902 E. Greenway Parkway

Scottsdale, Arizona 85254



\$325 USD +tax single/double

[Reserve your hotel room online](#) or call (800) 354-5892 and indicate you are attending the **Mayo Clinic Shoulder and Elbow** conference. In order to receive the special rate, reservations must be made before the room block is filled or before the expiration date of **January 2, 2023** whichever comes first. Reservations will be taken following this date based on space and rate availability. Group rates apply three days prior to and three days after the course dates, based on availability.

## Rules & Regulations

In applying for exhibit space, exhibitors agree to abide by the following regulations:

### Exhibit Regulations:

- Each exhibitor is responsible for compliance with the Americans with Disabilities Act (ADA) within its assigned space.
- Attire of exhibit personnel should be consistent with the professional atmosphere of the conference.
- Demonstrations by exhibitors may not interfere with normal traffic flow nor infringe on neighboring exhibits. Demonstrations are not permitted outside of the exhibitor's assigned space.
- Canvassing or distribution of advertising material by an exhibitor is not permitted outside of the exhibitor's space.
- Canvassing or marketing of any products or services in any part of the meeting rooms by anyone representing a non-exhibiting firm is strictly prohibited.
- Subletting of exhibit space is not permitted. Sharing of exhibit space is not permitted unless it is within divisions of the same company.
- It is the responsibility of the exhibitor to have all licenses, permits, and/or registrations required by the venue, city, municipality and/or state. The exhibitor is responsible for compliance with all applicable tax laws.

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

In compliance with ACCME Standards for Commercial Support, arrangements for commercial exhibits or advertisements cannot influence 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 classroom. All promotional activities including interviews, demonstrations, and the distribution of literature or samples must be made within the exhibitor's space. Canvassing or distributing promotion materials outside the exhibitor's rented exhibit space is not permitted.
- Commercial interest representatives that have paid a conference registration fee may attend CME activities for the sole purpose of the representatives' own education. However, they may not engage in sales or marketing activities while in the educational classroom.

### Liability:

Mayo Clinic School of Continuous Professional Development, the employees thereof, nor their representatives, nor any member of the Conference Committee or Westin Kierland shall be responsible for injury, loss, or damage that may occur to the Exhibitor or their property from any cause whatsoever, prior to, during, or subsequent to the period of the Exhibit. The Exhibitor agrees to indemnify, the Mayo Clinic Continuous Professional Development and Westin Kierland and their employees, volunteers, and committees from any and all claims for loss, damage, or injury. 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 participants, Exhibitor shall not perform any procedures on or provide any services to conference participants that are either invasive or are customarily performed in a practitioner's office.

# Terms and Conditions

## The Contract

1. The term 'organizer' refers to Mayo Clinic School of Continuous Professional Development (MCSCPD).
2. The terms 'sponsor' and 'exhibitor' include any person, firm, company, corporation, or association and its employees and agents identified on the Sponsor/Exhibitor Registration Form and/or Exhibitor Agreement.
3. A 'contract' is formed between the organizer and sponsor and/or exhibitor when the organizer accepts the signed Sponsor/Exhibitor Registration Form and/or Exhibitor Agreement.
4. The organizer reserves the right to refuse a registration or prohibit any sponsor or exhibitor from participating without providing a reason for such refusal.
5. The organizer reserves the right to change the exhibitor layout if necessary. Exhibitors will be notified of any changes.
6. The organizer may refuse without limitation to permit activity within the exhibit area or may require particular activities to stop at their discretion.
7. The organizer may determine the hours during which the sponsor and/or exhibitor will have access to the exhibit area for setting up and tearing down.
8. The organizer will specify conditions relating to the movement of goods and displays, prior, during, and after the exhibit times.
9. The organizer will not accept liability for loss or damage of equipment delivered, displayed, or used by the exhibitor at the venue.
10. The organizer and the organizing committee reserve the right to change any part of the prospectus.

## Obligations and Rights of Sponsors/Exhibitors

11. The exhibitor must ensure that all payments are made seven days prior to the conference load in date.
12. The exhibitor must use allocated space only for the display and promotion of goods and/or services within the scope of the exhibit area.
13. The exhibitor acknowledges that the organizer will not be able to provide assistance in tracking lost deliveries.

## Storage of Goods

14. Each exhibitor must make provisions for the safeguarding of their goods, materials, equipment and display items. No formal security is hired for this meeting.

## Payment and Cancellation

15. To confirm your space, full payment must be received with the Sponsor/Exhibitor Registration Form.
16. Cancellation must be made in writing via an email sent to: [Reed.julie1@mayo.edu](mailto:Reed.julie1@mayo.edu)
17. The Sponsor and Exhibitor cancellation fees are as follows:
  - The organizer will retain 50% of the total amount contracted cost if cancellation occurs on or before November 2, 2022.
  - The organizer will retain 75% of the total contracted cost if the cancellation occurs between November 3, 2022 and January 2, 2023.
  - The organizer will retain 100% of the total contracted cost if the cancellation occurs on or after January 3, 2023.

## Sponsor/Exhibitor Registration

### Sponsor/Exhibitor Information

Contact Name: \_\_\_\_\_

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

### Sponsorship Opportunity

Option	Cost	Day Preference (rank)	Day Preference (rank)	Day Preference (rank)
<input type="checkbox"/> Re-Live Theater	\$27,000	Thursday Only		
<input type="checkbox"/> Product Theater Luncheon	\$17,000	___ Thursday	SOLD	
<input type="checkbox"/> Breakfast	\$7,500	___ Thursday	___ Friday	___ Saturday
<input type="checkbox"/> AM Break	\$3,000	___ Thursday	___ Friday	___ Saturday
<input type="checkbox"/> PM Break	\$3,000	___ Thursday	___ Friday	
<input type="checkbox"/> Exhibit Only	\$2,500			

Exhibit table location is first-come; first-served.

### Payment Summary

Sponsorship Package Total \$ \_\_\_\_\_

### Payment Method

Make checks payable to:  
 Mayo Clinic  
 Mayo Clinic School of Continuous Professional Development  
 200 First St SW, Plummer 2-60  
 Rochester, MN 55905

Please identify **Shoulder-Elbow** on the check.  
 For payment by credit card or wire transfer, please call the MCSCPD Registrar at 800-323-2688. Please contact [fuqua.kathy@mayo.edu](mailto:fuqua.kathy@mayo.edu) if you require an invoice.

### Payment Method

On behalf of Company name: \_\_\_\_\_

I confirm that I have read and understand the terms and conditions of my selected Sponsor/Exhibitor options as described on page 8-9 of this prospectus.

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Sponsorships and Exhibits are not confirmed until this Registration Form, Letter of Agreement, and payment are received.

Please send to:  
 Mayo Clinic, MCSCPD  
 200 First St SW, Plummer 2-60  
 Rochester, MN 55905  
[Reed.julie1@mayo.edu](mailto:Reed.julie1@mayo.edu) <https://ce.mayo.edu/shoulderelbow2023>

### Sponsor and Exhibitor cancellation fees:

50% of the total amount contracted cost if cancellation occurs on or before November 2, 2022.  
 75% of the total contracted cost if the cancellation occurs between November 3, 2022 and January 2, 2023.  
 100% of the total contracted cost if the cancellation occurs on or after January 3, 2023.

*MCSCPD Use Only* Date Received: \_\_\_\_\_ Initials \_\_\_\_\_



**Mayo Clinic School of Continuous Professional Development  
Sponsor & Exhibitor Agreement**

Activity Title	Comprehensive Shoulder and Elbow Course: Current Concepts and Controversies
Activity Number	23R01313
Location	Westin Kierland, 6902 E. Greenway Parkway, Scottsdale, AZ 85254
Date	February 2-4, 2023

Agreement between: ACCREDITED PROVIDER: Mayo Clinic College of Medicine and Science – MCSCPD AND:

Company Name (Sponsor/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	
Email	
The named company wishes to Sponsor or Exhibit at this activity for the <b>total amount of \$</b> _____	
Indicate what you are sponsoring below:	

Sponsor Opportunity		
<input type="checkbox"/> Re-Live Surgical Session \$27,000	<input type="checkbox"/> Product Theater Luncheon \$17,000	<input type="checkbox"/> Breakfast \$7,500
<input type="checkbox"/> AM Break \$3,000	<input type="checkbox"/> PM Break \$3,000	
Exhibit Only		
<input type="checkbox"/> \$2,500		

- I need power at my exhibit table.
- I do not need power at my exhibit table.

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](http://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 SPONSOR/EXHIBITOR is obligated to provide full payment of all amounts due under this agreement by January 7, 2023 unless otherwise agreed upon by the PROVIDER. PROVIDER reserves the right to refuse exhibit space to SPONSOR/EXHIBITOR in the event of nonpayment or Code of Conduct violation.
- The Sponsor and Exhibitor cancellation fees are as follows:
  - The organizer will retain 50% of the total amount contracted cost if cancellation occurs on or before November 2, 2022.
  - The organizer will retain 75% of the total contracted cost if the cancellation occurs between November 3, 2022 and January 2, 2023.
  - The organizer will retain 100% of the total contracted cost if the cancellation occurs on or after January 3, 2023.
- PROVIDER agrees to provide exhibit space and may acknowledge SPONSOR/EXHIBITOR in activity announcements. PROVIDER reserves the right to assign exhibit space or relocate exhibits at its discretion.

**Note: All exhibitors must be approved by MCSCPD and this agreement is not binding until both parties have signed. MCSCPD maintains the right to refuse any exhibitor.**

**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

### *PAYMENT INFORMATION*

Please indicate your method of payment:

PROVIDER **Federal Tax ID number is 41-6011702.**

Please remit check payable to: Mayo Clinic- Mayo Clinic School of CPD. Please identify name of course on the check stub.

<input type="checkbox"/> Check	<input type="checkbox"/> Credit Card or Wire Transfer
Make payable to: Mayo Clinic Mayo Clinic School of Continuous Professional Development 200 First St SW, Plummer 2-60 Rochester, MN 55905  Please identify <b>Shoulder-Elbow</b> on the check.	For payment by credit card or wire transfer, please call the MCSCPD Registrar at 800-323-2688  <i>Do not send credit card information via email or fax.</i>

Complete and return this form along with your payment made to Mayo Clinic,  
Federal Tax ID# 41-6011702 before **January 7, 2023** to:

Kathy Fuqua, EAC  
200 First St SW, Plummer 2-60  
Rochester, MN 55905

T: 507-262-9815 E: [Fuqua.kathy@mayo.edu](mailto:Fuqua.kathy@mayo.edu)

