

**NCPA**  
**2023**  
**ANNUAL**  
**CONVENTION**

Orlando, FL – Oct. 14-17, 2023

*Sponsorship*  
*Brochure*



[ncpa.org/convention](https://ncpa.org/convention)

# Stand Out and Be Noticed!

## PUT YOUR BRAND AND MARKETING DOLLARS WHERE INDEPENDENT COMMUNITY PHARMACISTS PUT THEIR TRUST

4,000 pharmacy professionals will be exposed to your brand at the NCPA 2023 Annual Convention. Independent pharmacists are the most trusted experts in the health care industry making them an invaluable market for your products and services. By becoming a sponsor you will increase your brand recognition and get new customers.

### Benefits of Sponsorship:

- Company name and logo on NCPA Convention website
- Traffic builder for your booth
- Recognition in all pre and post convention promotional mailings
- Recognition in General Session walk-in videos
- Signage with your company name at each sponsored event
- Company name and logo in convention program guide
- Listing of company name on sponsorship marquee
- And much, much more...

## Attendee Profile

### Our Marketplace

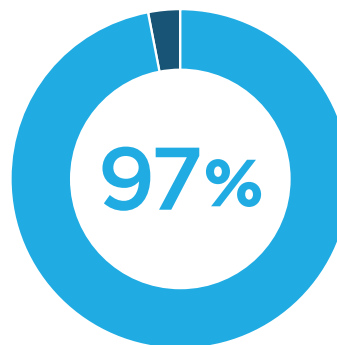
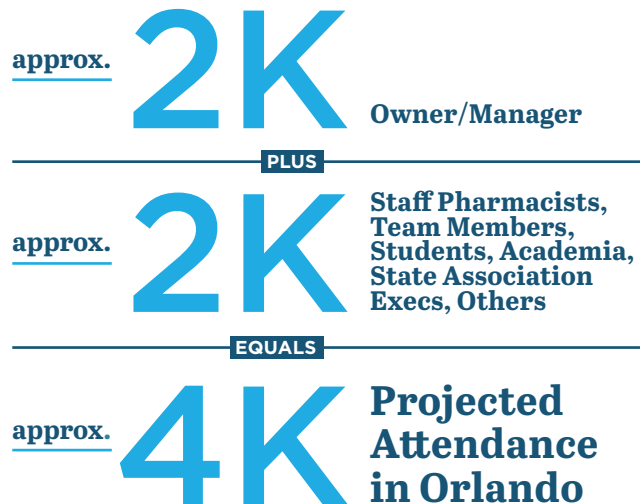
The National Community Pharmacists Association, founded in 1898, represents America's community pharmacists, including the owners of more than 19,000 pharmacies. The nation's independent pharmacies, independent pharmacy franchises, and independent chains represent a \$67.1 billion marketplace, dispensing 34 percent of the nation's retail prescription drugs.

### Who Attends?

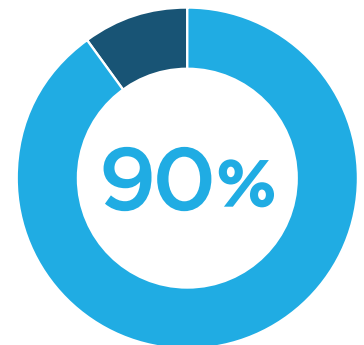
The NCPA Annual Convention provides you an opportunity to meet face-to-face with independent community pharmacy owners and managers.

### Who Sponsors?

NCPA's Annual Convention has a variety of exhibitors that sponsor... from companies that provide back office support, to technology firms that provide the nuts and bolts of pharmacy, to the front end of the store where you can find unique products. If your company falls into any of these categories, you need to be an exhibitor and sponsor at NCPA's Annual Convention.



of attendees rate the convention as excellent or good



of attendees found products or services at the NCPA annual convention that helped their business

# Awards

## INDEPENDENT PHARMACIST OF THE YEAR AWARD.....~~\$15,000~~ **SOLD**

The NCPA Willard B Simmons Independent Pharmacist of the Year Award is the premier award given to an independent pharmacist each year. Make sure your company name and logo are a part of this prestigious award, which is presented during the opening general session. Your company's representative will be present during this presentation.

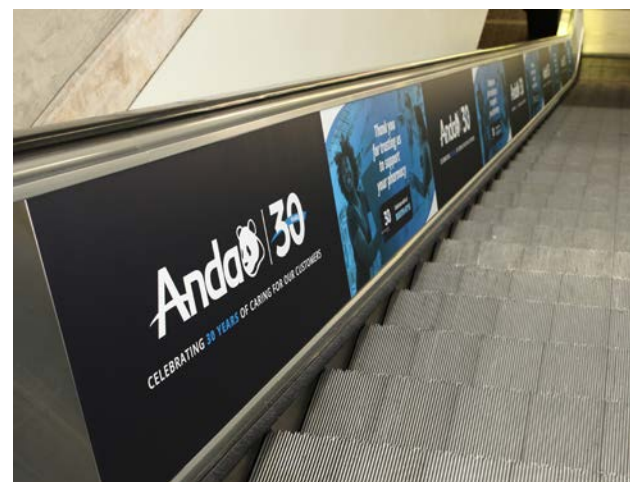
# Awards For Future Pharmacists

### Benefits of Sponsorship:

- Company name and logo on NCPA 2023 Annual Convention website
- Recognition in General Session walk-in videos
- Company name on sponsorship marquee
- Presentation and photo session of award with sponsoring company

## NCPA Student Chapter of the Year Award..... **\$5,000**

This award is given to the student chapter that demonstrates excellence throughout the year in promoting independent pharmacy and advocating for the profession. Evaluation of chapter activities is based upon criteria such as program originality, innovation, number of chapter members involved, impact on the community, benefit to student chapter members, and collaboration with independent pharmacies and health care organizations. Chapters receive \$2,000 as the chapter winner; \$1,000 for 1st runner up; \$500 for 2nd runner up; \$250 for the Most Improved Chapter.



# Logo/Brand Recognition

**CONVENTION TOTE BAGS..... \$17,000**

**YOUR OWN WALKING BILLBOARD!** What better way for your company to gain visibility than by being seen over and over during the convention? Every attendee will receive the Annual Convention tote bag bearing both the sponsor's logo and the NCPA Annual Convention logo. This attractive item provides visibility not just to the registrant carrying it, but to anyone who sees it. Attendees use their bags all four days of the convention and take them home.

**CONVENTION T-SHIRTS..... \$15,000**

**ATTENDEES LOVE T-SHIRTS!** Your company logo will be prominently displayed on the front of these t-shirts for everyone to see with the NCPA convention logo on the back. Every registered guest will receive a t-shirt when they pick up their badges and convention materials. Attendees always come back and ask for additional t-shirts to take home to their employees.

**HOTEL KEY CARD..... \$15,000**

**GREAT VISIBILITY!** What must be in every attendee's badge pouch, pocket, or purse? Their hotel key card. Be the company that attendees see every time they go to unlock their hotel room door. Put your name and logo in the hands of every convention attendee.

**CONVENTION BADGE LANYARDS..... \$12,000**

What more could you ask for? Your logo to be worn around the necks of all attendees! Great visibility at the conference - everywhere attendees walk!

**CONVENTION NOTEBOOKS..... \$12,000**

For a long term investment that keeps delivering visibility after the conference, your company logo is placed on the cover of the notebooks. These notebooks are used all year round which means you're always top of mind!

**CONVENTION BASEBALL CAPS..... \$10,000**

Attendees will be walking around town sporting their baseball cap with your company logo. Great marketing tool!

**BEVERAGE BOTTLES..... \$8,000**

Attendees are always looking for a cup to put their beverage in while attending workshops and other events. These plastic containers are just the item they need. Attendees will receive your company logo water bottle in their registration bags when they pick up their badges.

**SMARTPHONE CARD WALLET..... \$3,000**

This card pocket attaches to the back of your smartphone and holds items such as your business cards and hotel key card. Your company logo will always be seen as everyone uses their phones.

**LUGGAGE CLINGS..... \$4,000**

Keep picking up the wrong luggage at baggage claim because so many bags look alike? Luggage clings are a sure way to guarantee you have the right bags. These bright color clings wrap around the handle, making it easy to identify your luggage when it arrives. Your company logo will be prominently branded on these wraps for easy identification. Luggage wraps will be in attendee convention bags on-site.

**SOLD**

**SOLD**

**SOLD**

**SOLD**

**COFFEE CUP SLEEVES**..... **\$5,000**

**SOLD**

Attendees love coffee, and what better way to enjoy their favorite brew than with a coffee sleeve to wrap around their hot cups. Put your company logo and booth number on every coffee sleeve to increase your visibility at NCPA 2023 Annual Convention. Coffee sleeves will be placed at every breakfast food station and provided during coffee breaks to attendees.

**PENS**..... **\$5,000**

Attendees are always looking for pens, especially at the registration desk and during the workshop sessions. Your company logo pen will be in each session and at the registration counters.



**MEMBER'S COFFEE LOUNGE..... \$10,000**

A comfortable place to sit and relax can be a welcome haven in the middle of a busy convention that include lots of walking. Ensure that your brand is front and center in this casual setting developed to encourage networking and interaction with attendees. The Lounge is prominently located in the foyer as you enter into the mainstream of activity near the registration area and NCPA Membership booth. The Lounge includes comfortable seating, meeting table for group conversations, and power for device charging. Your company logo and booth number will be prominently displayed on signage at the entrance of the lounge. Food and beverages may be ordered directly through the convention center.

**ADVERTISING BOARDS..... \$2,500**

Deliver your message and branding on our advertising boards throughout the convention! Your advertising will be placed outside of the exhibit hall and will be seen by all attendees as they walk the convention halls. Board measures 36" wide x 84" high.





CONVENTION CENTER WIFI

*Sample  
Traffic Builder  
Opportunities*



NCPA PASSPORT GAME



CONVENTION CENTER NETWORKING LOUNGE  
(SAMPLE CONCEPT LOOK)

## *Maximize Exposure to Your Target Audience!*

**DOOR DROP BAGS** ..... **\$6,000**

**SOLD**

Display your company logo on the door drop bag, which will be delivered to all attendees staying at the host hotels on Saturday and Sunday. Your company may provide one complimentary flier to be inserted into each bag each day.

**DOOR DROP BAG INSERTS** ..... **\$3,000**

**AT YOUR DOOR SERVICE!** Deliver your message to every NCPA attendee prior to the opening of the Expo. Your promotional material goes directly to attendees when your company's information is placed on the door handle of their hotel room. Pharmacists will arrive at your booth ready to talk business and learn more about your product/services. To participate, simply follow these steps:

- Send a pre-printed sample of your promotional piece to NCPA for review and approval.
- Send 2,000 pieces of your door drop insert to NCPA headquarters no later than Sept. 20.

**PRE-CONVENTION MAILING** ..... **\$3,500**

The official convention pre-meeting mailer is sent by NCPA to all pre-registered 2023 attendees, as well as pharmacists within driving distance of the convention center. This marketing opportunity allows participating exhibitors the chance to get their pre-convention booth invitations, product announcements, and other marketing messages into the hands of attendees.

**REGISTRATION BAG INSERTS** ..... **\$3,500**

Better than first-class postal delivery. Make an impression when you put your company's product information directly into the hands of all attendees (exhibitors excluded) right from the start. NCPA will insert a pre-printed, single (no larger than 8" x 11") sheet of promotional literature into the tote bags provided to each attendee (excluding exhibitors).

# On-line & Messaging Support

## **CONVENTION CENTER WI-FI ..... \$25,000**

The number one question attendees ask during the convention is, what is the Wi-Fi password? Be the first company attendees see when they log on to access Wi-Fi. This will generate great traffic to your booth. Your sponsorship will provide Wi-Fi access throughout the convention center, including the exhibit hall, meeting rooms, and all public spaces. The sponsor can include a webpage posted on the Wi-Fi access and will also receive a mention in the Convention Program Guide, a flier in the registration bags, and signage throughout the center acknowledging this sponsorship.

## **PUSH NOTIFICATION MESSAGING**

Looks like a text message, but comes from the NCPA Convention App. A push notification is a powerful real-time marketing tool that grabs attendees' attention immediately. Announce your presence at the convention, a product or service, or a presentation at your booth. Messages are limited to 130 characters. (Time slots assigned in advance on a first-come, first-serve basis.) Company must submit text electronically to NCPA for prior approval.

### **Pre-Convention Push Notification ..... \$3,500**

(Push notifications will reach attendees within one week prior to their arrival. Limited to six companies per day.)

### **On-Site Push Notifications ..... \$3,500**

Push notifications will reach attendees during the convention. Limited to six companies per day.)

## **BROADCAST YOUR MESSAGE ON THE BIG SCREEN ..... \$3,500 (3 days)**

These 80-inch large-screen plasma televisions are centrally located in the NCPA registration area, exhibit hall foyer, and educational session areas. This is the perfect vehicle to reach attendees as they come and go throughout the convention. Your company message will be seen and heard by everyone. Your commercial and/or message can showcase a product or service and will be shown throughout the day. Limited slots available, so sign up today! Multiple slots can be changed daily. Commercials limited to 90 seconds or less.

# Hotel & Convention Center Opportunities

## **HOTEL ELEVATOR PLACARDS ..... \$12,000**

**GUARANTEED EXPOSURE!** Grab attendees' attention at the host hotel when they are a captive audience awaiting the elevators. Your company name and logo are prominently displayed on the elevator doors before hotel guests board. Great visibility!

## **ESCALATOR CLINGS ..... ~~\$8,000~~**

**GUARANTEED BRANDING!** These clings will be seen coming and going and located on the inside of the escalators! Showcase your message before all attendees and drive folks to your booth from this high-traffic area as they see your name when going up and coming down the escalators!

## **TABLE CLINGS ..... \$3,500 (10 tables)**

Everyone must eat, so why not have them looking at your logo when they do so. Lunch will be served in the exhibit hall Monday and Tuesday. These table clings will cover the tables in the rear of the hall with your company name, logo, and booth number and will not be missed.



**WINDOW CLINGS..... \$2,000 (1 cling)**

Let the natural light shine on your brand. This branding opportunity is a great way to capture the attention of attendees and the public.

**FLOOR CLINGS ..... \$500 each**

4' x 4' clings placed throughout the convention center with your artwork.

**PRODUCT SHOWCASE ..... \$900 each**

This one cubic foot clear box will showcase your product and will be placed in the registration area and other strategically located areas. Label will contain your product name, company name and logo.

**PASSPORT GAME.....\$900**

The NCPA Passport Game will put you face to face with attendees and increase brand awareness! What a great marketing opportunity at a price you cannot refuse.

**HANGING BANNER (4x8)..... \$5,000**

Your company message will be prominently displayed on a banner hung above the foyer area of the convention center. A great way to maximize your exposure on the exhibit floor! These hanging banners are the perfect opportunity to direct customers to your booth.

**COLUMN WRAPS ..... \$4,000**

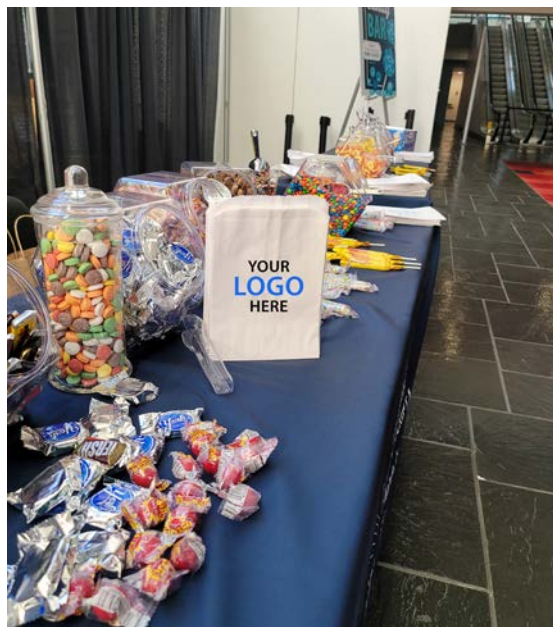
A branding opportunity with high visibility! Columns are located throughout the convention center. Expand your message on these wraps with your company logo and/or booth number for everyone to see as they enter and exit the center. Specs:115" wide x 96" high with a 1/8th inch bleed.

**EXPO AISLE BANNERS..... \$2,500**

Placing your company logo and booth number on these hanging banners will lead attendees to your booth and provide great exposure in the Expo.

**PARK BENCH ..... \$5,000**

Stand out in the of the convention center with your company branding placed down the heavily trafficked hallways leading to the exhibit hall and inside the exhibit hall. Two benches included. Each set of benches will include signage with your company name and booth number. **(Sign up early - limited number of benches available.)**



**THE CANDY BAR.....\$12,000**

**Three days of outside the exhibit hall exposure!** Attendees will be walking around with a bag of candy with your logo and website on it! The Candy Store will be near the Member Lounge found in the registration area. This is a high traffic area and sure to be a very popular place! The Candy Bar will open Sunday through Tuesday of the convention, 9am to 5pm daily. Candy included in pricing. You'll receive signage, logo on bag, mention in the General Session Walk In Slides, mention in the October issue of *America's Pharmacist*® Magazine, and on our sponsors marquis as well as the program guide.

# Continuing Education & Non-CE Support Opportunities

## CONTINUING EDUCATION WORKSHOPS

The number one reason NCPA convention attendees return to the event every year is because of the depth and focus of continuing education (CE) offered at the convention. This year's business education helps pharmacy owners, staff pharmacists and other members of the team expand their services in all aspects of business: tracking care over time, implementing services with an immediate return on investment, and improving efficiencies. NCPA welcomes support from like-minded organizations for business education through an unrestricted educational grant. However, ACPE standards mandate that CE supporters are not involved in the planning process for CE; therefore, there are not speaking or promotional opportunities available during any CE session. If you are interested in supporting continuing business education opportunities at the Convention with an education grant, please contact [stacey.loflin@ncpa.org](mailto:stacey.loflin@ncpa.org).

### Benefits

- Company's name on signage at sponsored event.
- Acknowledgement in podium copy.
- Company logo will appear in walk-in video in general sessions and name will appear in sponsored workshop session.
- Company listing on sponsorship marquee and in Convention Program Guide.

## NON-CE PRODUCT THEATER WORKSHOPS — INCLUDES MEAL

Product Theater Workshops provide a great opportunity for companies to present information about their product and services or introduce new products to educate pharmacists attending the convention. The material presented during the product theaters may be promotional and concentrate on a specific product. These sessions are considered promotional and may not offer continuing education credits. Top-notch time slots available; contact [stacey.loflin@ncpa.org](mailto:stacey.loflin@ncpa.org) for additional information and forms.

### Fee

Breakfast — Exhibitor/Corporate Member .....	\$25,000
Buffet lunch/dinner — Exhibitor/Corporate Member .....	\$35,000-\$75,000
Buffet lunch/dinner — Non-exhibitor .....	\$50,000-\$90,000

The administrative fees include promotion of the Product Theater Workshop, basic A.V. package (screen, microphone, podium, LCD projector), food and beverage, scanners. All other expenses are the responsibility of the supporting company. Estimated attendance is provided as guidance; actual attendance is not guaranteed.

# Reach Your Future Customers!

## PHARMACY STUDENTS SPONSORSHIP

More than 500 pharmacy students are expected to attend the Future Pharmacists Programs during the NCPA 2023 Annual Convention. **THESE ARE YOUR FUTURE CUSTOMERS!** On Saturday and Sunday, students can experience special programming specifically designed for their careers. These sponsorships provide your company the opportunity to reach the next generation of pharmacy professionals. Use these sponsorship opportunities to connect with pharmacy students and show what your company can offer them as a future business partner.

**FUTURE PHARMACISTS LUNCHEON** ..... ~~\$15,500~~

**“ALL ABOUT YOUR FUTURE” STUDENT LUNCHEON** ..... **\$12,500 per company**  
**(UP TO THREE COMPANIES)**

The “All About Your Future Luncheon” for pharmacy students only, allows companies to present non-CE topics on their business and services such as personal finance, ownership, adherence, leadership, and networking skills for young professionals and entrepreneurs. Your company may provide a topic and speaker, or moderate a panel. Each speaker will be allowed 20 - 25 minutes to talk on-stage at the podium. This is a great opportunity to REACH YOUR FUTURE CUSTOMERS!

# Member Benefits Networking Support

**OPENING NIGHT CELEBRATION** ..... ~~\$60,000~~

Welcome attendees at the Opening Night Reception Celebration, featuring networking, food and exciting entertainment. Your company name will be disseminated to the attendees before the conference officially opens. Sponsor will be invited on stage to deliver greetings and more throughout the evening.

**MIX & MINGLE DINNER & DANCE PARTY**..... **one company \$50,000 or two companies at \$25,000 each**

Close the show with a bang! Networking, food, and exciting entertainment. Your company name will be disseminated to the attendees before the conference officially opens. Sponsor will be invited on stage to deliver its message.

**EXPO RECEPTION** ..... **\$15,000**

This event is a highlight for the attendees. Wind down the opening day of the Expo by networking with your customers during the wine reception. Napkins with your company’s name will be at each station, along with signage. One station will be in front of your booth.

**NEW & LONG-TIME MEMBERS RECEPTION** ..... ~~\$7,000~~

What a great way to “make a first impression” by sponsoring this event. Be in the receiving line to greet and mingle with attendees at this special gathering of first-time convention attendees, new NCPA members, and members who have been with NCPA for 25 years or more. Excellent opportunity for your company to renew old acquaintances, network with your colleagues, and meet new NCPA members.

**PRESIDENT’S RECEPTION** ..... **\$2,500 - \$50,000 per company**

This private reception recognizes the contributions of NCPA President Hugh Chancy. Your company name will be included on all invitations and extra copies will be provided for you to distribute to your staff and colleagues. Company representatives may address the guests and/or present a special plaque or gift during the reception.

**GENERAL SUPPORT SPONSOR ..... \$2,500 and up**

NCPA's Annual Convention is designed to not only bring a high level of educational opportunities to meeting attendees, but also to provide an environment of unlimited networking opportunities. Annual Convention Support Grants provide much-needed broad support to NCPA independent community pharmacists and goes directly to support events at NCPA's 2023 Annual Convention. Your company name will be highlighted on the convention website, in the convention program and throughout the convention center.

## *Association Wide Sponsorships*

**(Available throughout the year)** Please contact Nina Dadgar, [nina.dadgar@ncpa.org](mailto:nina.dadgar@ncpa.org), Direct: 703-838-2673.

### **AMERICA'S PHARMACIST® MAGAZINE SUPPLEMENTS & ADVERTORIALS**

Supplements to *America's Pharmacist* magazine offer a great opportunity to advance your mission to provide high quality products and services to the independent community marketplace. Supplements can be offered with or without CE credits. They are free to members and bound separately with the magazine.

**CE Supplement:** The CE supplement will offer approximately 1.5 hours of CE credit. CE supplements are a valued resource to NCPA members, providing a free opportunity to gain continuing education and stay abreast of the latest information in the field.

**Advertorial Supplement:** Advertorial supplements can be product specific without CE credits offered. Tell your story as only you can, highlighting features, benefits, problems solved, patient improvements, business solutions, research reports or white papers. This provides the tools and techniques your customers and our members need to thrive in today's health care business environment.

**Cost: \$10,000 to \$20,000, call for quote**

**Six supplements/advertorials are available per year**

**Click-to-Learn:** Integrating both audio and visual presentation capabilities on the web, NCPA's Click-to-Learn product tutorials, modeled on physician e-detailing, offers the opportunity to differentiate your product, train, or otherwise educate pharmacists virtually on any topic. These programs may be custom designed to fit your needs and can include all or some of the following services: animation and narration; participant surveys and activity tracking; incentives for participation (additional cost).

**Cost for program: \$25,000 to \$35,000**

**Interactive Quiz:** NCPA can deliver your educational message, through an interactive quiz, where the test takers are engaged and at the same time they can measure their responses with their peers. NCPA will work with your team to come up with the most engaging questions. NCPA will promote the quiz via its social media and online products. Limited number of questions.

**Cost: \$15,000**

# NCPA Sponsorship Agreement



Contact Name.....

Company .....

Address.....

City.....

State.....

Zip Code .....

Telephone .....

Fax .....

E-Mail.....

## PLEASE RESERVE THE FOLLOWING SPONSORSHIP

## COST OF SPONSORSHIP

.....  
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.....

PLEASE INVOICE ME

CHECK ENCLOSED

CHARGE MY CREDIT CARD

Visa    MC    AMEX    DISCOVER

Number .....

Exp.....

Signature.....

Date .....

## FAX OR E-MAIL THIS FORM TO

NCPA Convention Department

Attention: Stacey Loflin

Phone: 703-683-8200, ext. 2655 / Fax: 844-293-1403.

stacey.loflin@ncpa.org

## SPONSORSHIP TERMS AND CONDITIONS

The NCPA Annual Convention will recognize sponsors for their support as outlined in the sponsorship brochure and in other activities as determined by NCPA to be appropriate for the convention. National Community Pharmacists Association reserves all rights and decision-making authority over all aspects of the sponsorship component, but not limited to selection of sponsors, identification of appropriate sponsorships; recognition of sponsors and any and all other terms, conditions, and fees. All sponsors receive the right-of-first refusal to sponsor the same opportunity at next year's conference. All sponsor listings for printed or electronic recognition benefits are contingent upon receipt of the sponsor's signed agreement and payment before specified deadline. Sponsors shall not assign, allocate or contract out the whole or any part of the sponsorship responsibilities or obligations assigned to it without the express prior consent of NCPA. There will be no refund after Aug. 1, 2023. 50 percent refund before July 31, 2023.