

October 31-
November 1



**Build your Practice.
Empower your Future.
Unleash your Inner Boss.**

Renaissance Orlando Resort & Spa
1905 Hotel Plaza Blvd, Lake Buena Vista, FL

Exhibitor Prospectus & Sponsorship Guide



#WeMeanBusiness

Table of Contents

- 01** Welcome Sponsors & Exhibitors! - Pg 2
- 02** Conference Schedule - Pg 4
- 03** Sponsorship & Exhibitor Opportunities - Pg 5-8
- 04** Sponsorship & Exhibitor Application - Pg 9
- 05** Hotel Information/
Parking - Pg 10
- 06** Rules & Regulations - Pg 11-14

Sponsor & Exhibitor Welcome

Dear NP Business Owners, Entrepreneurs, Business Partners, and Supporters,

On behalf of the Florida Association of Nurse Practitioners (FLANP), it is our distinct honor to welcome you to the first annual NP Business Boot Camp! We are thrilled to host this pioneering event, designed exclusively for Nurse Practitioners who are shaping the future of healthcare through entrepreneurship, innovation, and leadership.

This boot camp represents a major milestone for Nurse Practitioner business owners across the state of Florida. It reflects our commitment to empowering NPs to take charge of their professional destinies by equipping them with the tools, insights, and confidence needed to build, sustain, and grow successful practices and ventures. As the landscape of healthcare continues to evolve, the role of the NP as a business leader has never been more critical — and more promising.

This weekend is more than a gathering — it is a launchpad for transformation. Through a carefully curated series of workshops and expert-led sessions, we are delivering a priceless educational experience that will address the real-world needs, challenges, and opportunities of today's NP entrepreneurs. Whether you're just starting out, scaling your practice, or looking to innovate within your existing business model, this event is designed with your journey in mind.

We also recognize the importance of building community. That's why we are excited to host a special Halloween Networking Party during the boot camp weekend. Be sure to bring your costumes and join us for an evening of fun, creativity, and connection. It's the perfect opportunity to network, share ideas, and celebrate the incredible work we are all doing — in true Halloween spirit!

Together, we are laying the foundation for a stronger, smarter, and more united NP business community in Florida. Thank you for being part of this groundbreaking event. We can't wait to see the growth, collaboration, and inspiration that will emerge from this weekend.

With gratitude and enthusiasm,

Logan Andrews, APRN, FNP-BC (Chair) & Stephanie Sanchez, APRN, FNP-BC (Co-Chair)
Florida Autonomous Nurse Practitioners & Business Owners
FLANP APRN Business Ownership Committee
Build Your Practice. Empower Your Future. Unleash Your Inner Boss.

Past Conference Data

2024

EVENT APP USAGE

DOWNLOAD RATE
EVENT APP

82%

LOVED WHOVA
% OF ATTENDEES

91%

ACTIVE USERS
TOTAL

188

MOBILE APP USERS
TOTAL

183

WEB APP USERS
TOTAL

28

ATTENDEE CATEGORIES

TOP 5 ATTENDEE CATEGORIES

All attendees not in other categories

Exhibitors

Speakers

Organizers

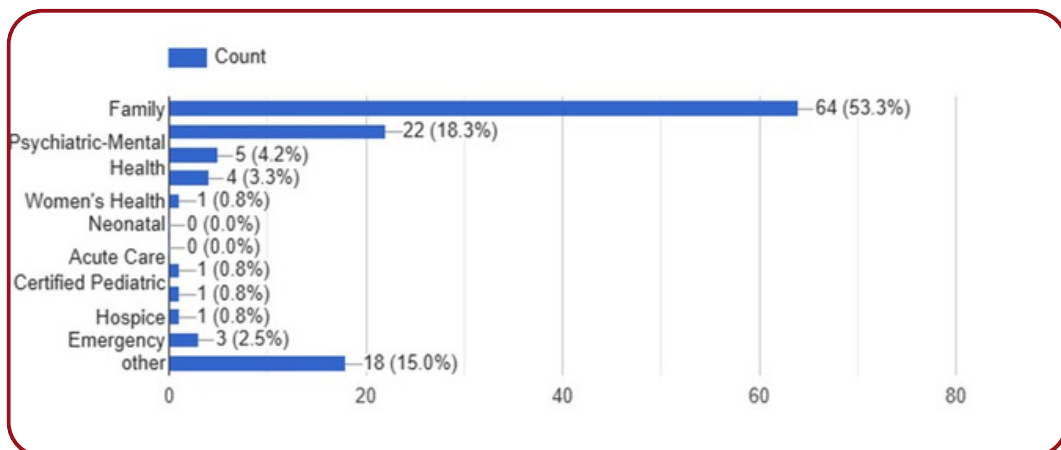
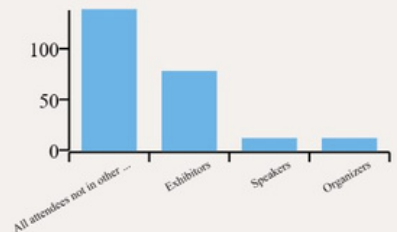
ATTENDEES

138

77

11

11



2023

OVERALL DOWNLOAD RATE

88%

ATTENDEE DOWNLOAD RATE FOR
WHOVA EVENTS
71%

SPEAKERS DOWNLOAD RATE

92%

SPEAKERS DOWNLOADED
12 of 13

ATTENDEE CATEGORIES

TOP 5 ATTENDEE CATEGORIES

All attendees not in other categories

Exhibitors

Speakers

Organizer

Organizers

ATTENDEES

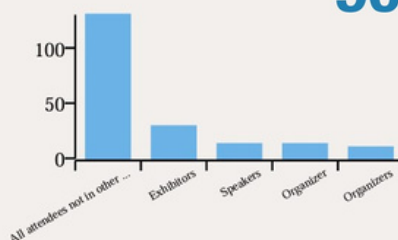
130

29

13

13

10



ATTENDEES LOVED OUR APP

90%

TOOK THE SURVEY
73

PROFILE VIEWS IN APP

1344

Conference Schedule

Thursday, October 30	Exhibitor Check-In & Set-Up	3pm - 7pm
	Early Attendee Check-In	5pm - 7pm
Friday, October 31	Check-In	7am - 8am
	Exhibit Hall	7am - 7:45am
	Breakfast/Sponsor Presentation	7am - 7:45am
	Welcome Message	7:45am - 8am
	Budget Building Session	8am - 8:50am
	Financial Planning Workshop*	9am - 11am
	Session 1	9am - 9:50am
	Session 2	10am - 10:50am
	Practice Funding/Capitol Acquisitions	11:10am - 12pm
	Exhibit Hall	12pm - 1pm
	Lunch/Sponsor Presentation	12pm - 1pm
	Everything Taxes	1pm - 1:50pm
	Coding & Billing Workshop*	2pm - 5:00pm
	Session 3	2pm - 2:50pm
	Session 4	3pm - 3:50pm
Dinner & Networking	6pm - 9pm	
Saturday, November 1	Breakfast/Sponsor Presentation	7am - 8am
	Exhibit Hall	7am - 8am
	Business Plan Development Workshop*	8am - 11am
	Session 5	8am - 8:50am
	Session 6	9am - 9:50am
	Session 7	10am - 10:50am
	Insurance Contracting & Negotiations	11:10am - 12pm
	Lunch/Sponsor Presentation	12pm - 1pm
	Exhibit Hall	12pm - 1pm
	Revenue Generation	1pm - 1:50pm
	Medical Malpractice & Liability	2pm - 2:50pm
Session 8 - Breakouts	3pm - 3:50pm	
Business Panel/Closing	4pm - 5pm	

Scheduled times are subject to change.

**Exhibit dismantle may not begin until the end of exhibit hall on Saturday at 1:00pm.*

**Attendees are
welcome to visit
Exhibitors at any time
during the conference.**

Exhibit & Sponsorship Opportunities

Exhibitor

Standard Table.....\$650

Exhibitor Standard Table includes a 6-foot table & 2 chairs. All exhibitors will have their logos included on the conference website, as well as their information in our Conference App.

Sponsorship Opportunities

Conference Sponsor.....\$7,000

Sponsoring the event will give you the advantage of being in front of the attendees on a large scale. Sponsorship includes signage, an exhibit table, 2 dinner tickets, lanyard sponsorship, full-page ad in the final program, and welcome tote insert.

Dinner Sponsor.....\$5,000

Sponsoring the reception will give you the opportunity to network with attendees in a relaxed setting. Sponsorship includes signage in the dinner hall, an exhibit table, 2 dinner tickets, a full-page ad in the final program, and a welcome tote insert.

Meal Sponsor.....\$2,500/3,500

Get in front of all attendees during the meal breaks. Sponsorship includes a standard exhibit table, signage at the meal & beverage tables, a quarter-page ad in the final program, and welcome tote insert.

*only 4 meal sponsorships available

Coffee Break.....\$1,500

Be responsible for making the attendees happy by providing coffee/tea ALL DAY! Your logo/company name will be spotlighted at the table with a large sign. Sponsorship also includes an exhibit table in the exhibit hall.

*only 2 coffee sponsorships available

Exhibit & Sponsorship Opportunities Continued

Welcome Bag.....\$800

Every conference attendee will receive a bag at check-in. Take advantage of this branding opportunity alongside FLANP.

Conference Notebooks.....\$800

Notebooks with your logo alongside the FLANP logo will be included in the welcome tote to all attendees. Stay on top of mind well after the conference through a versatile notebook.

Lanyards.....\$800

Be seen by everyone! Put your company logo in front of every conference attendee alongside the FLANP logo.

*Only available if Conference Sponsorship has not been reserved.

Final Program Ad.....\$200 - \$750

Get your companies information in front of every attendee with an ad in the final program. The program will be included in every welcome tote at check-in.

- Inside Front Cover.....\$750
- Inside Back Cover.....\$750
- Full-Page.....\$500
- Half-Page.....\$350
- Quarter-Page.....\$200

Dinner Table Sponsor.....\$500

Attend the dinner and have the opportunity to network with attendees. Sponsor can elect to provide table decorations following the conference theme. Includes 2 tickets to the dinner. This is available only as an add on to other sponsorship or exhibitor purchase.

Pens.....\$250

Pens with your logo alongside the FLANP logo will be included in the welcome tote. Sponsorship includes 75 retractable, medium-point pens. Upgrade to a multi-function stylus pen which attendees will keep and use after the conference for an additional fee.

**Welcome Package
Contribution.....\$250**

Sponsor an item in the FLANP welcome package. Contribute an item and surprise conference attendees at the check-in table. All items are co-branded with the FLANP and sponsor logo. Sponsor chooses the item; cost of item is not included in the sponsorship amount.

Welcome Bag Insert.....\$150

Put your message directly in the hands of each attendee by including a small flyer or other paper item of your choice in each welcome bag. Contributions are provided by the sponsor and must be approved.

QUESTIONS?

To inquire about being an exhibitor or sponsor of the FLANP NP Business Boot Camp or reserve your spot, please contact Jessie Thomas at admin@flanp.org or 850-363-3627.

We also invite you to consider becoming a Corporate Sponsor for FLANP which allows you to get in front of our members **year-round**. To discuss these options, please reach out to our Executive Manager, Jessie Thomas, at admin@flanp.org.



	Ultimate \$15,000	Diamond \$10,000	Platinum \$5,000	Gold \$2,500	Silver \$1,000	Bronze \$250
Corporate Sponsorship Page	X	X	X	X	X	X
Home Page - top slideshow (full year)	X					
Home Page - top slideshow (bi-monthly)		X	X			
Home Page - bottom rotating banner (full year)	X					
Home Page - bottom rotating banner (bi-monthly)		X	X	X	X	
Podcast Spotlight (bi-weekly)	X	X				
Podcast Spotlight (monthly)			X	X		
Newsletter (bi-monthly)	X	X				
Newsletter (quarterly)			X	X		
Newsletter (bi-annually)					X	X
Quarterly Membership Meeting (Full Slide)	X	X				
Quarterly Membership Meeting (Logo)			X	X	X	X
Conference (Website)	X	X				
Conference (Expo Table)	X	X				
Conference (Printed Prospectus)	X	X				

Exhibit/ Sponsorship Application

Our company is pleased to support the Florida Association of Nurse Practitioners' 1st NP Business Boot Camp by exhibiting and/or a sponsorship at the level indicated below.

Conference Name: **FLANP 2025 NP Business Boot Camp**

Sponsoring Company: _____

Contact Name: _____ Title: _____

Phone: _____ Email: _____

If selling items, what are you selling? _____

Please indicate the Sponsorship level/s:

- | | |
|--|---|
| <input type="checkbox"/> Annual Corporate Sponsor - Call needed to discuss further | |
| <input type="checkbox"/> \$7,000 Conference Sponsor | <input type="checkbox"/> \$800 Conference Notebooks |
| <input type="checkbox"/> \$5,000 Dinner Sponsor | <input type="checkbox"/> \$800 Lanyards |
| <input type="checkbox"/> \$3,500 Lunch Sponsor | <input type="checkbox"/> \$200 - \$750 Final Program Ad |
| <input type="checkbox"/> \$2,500 Breakfast Sponsor | <input type="checkbox"/> \$500 Dinner Table Sponsorship |
| <input type="checkbox"/> \$1,500 Coffee Break Sponsor | <input type="checkbox"/> \$250 Pens |
| <input type="checkbox"/> \$650 Exhibit Table | <input type="checkbox"/> \$250 Welcome Package Contribution |
| <input type="checkbox"/> \$800 Welcome Bag | <input type="checkbox"/> \$150 Welcome Tote Insert |

Exhibit Tables and Sponsorships are honored on a first come, first serve basis. You will receive an email if the exhibit table and/or sponsorship is available and has been approved along with an invoice for payment, or with updated details on remaining exhibit table and/or sponsorship options.

***To complete the reservation, payment must be completed & received by FLANP.**

QUESTIONS?

If you have any questions regarding being an exhibitor or sponsor of the FLANP NP Business Boot Camp, please contact Jessie Thomas at admin@flanp.org or 850-363-3627.

Hotel Reservations/ Parking

FLANP is excited to host the 1st FLANP NP Business Boot Camp at the **Marriott Renaissance Orlando Resort & Spa, located in the Disney Springs Resort Area!** A short 10-minute walk to the over 160 shops, entertainment venues & signature restaurants located in Disney Springs®.

Group rates will be available three days pre-October, 2025 and post-November 1 May 2, 2025 as long as the hotel is selling rooms to the general public.

Reservations must be received on or before Tuesday, September 30, 2025 when the room block rates close. We expect the room blocks to fill up quickly!

Rooms are \$159 per night

*Hotel room rates are subject to applicable state and local taxes (currently 12.5%) in effect at the time of check-out. The Resort Fee of \$45 per day is waived.

Reservation information will be provided at a later date.

All reservations must be accompanied by a first night room deposit or guaranteed with a major credit card from the conference exhibitor.

Parking:

- Optional Valet - \$38 per vehicle per day plus 6.5% tax.
- Discounted Self-Parking (on-site at hotel) - \$18 per vehicle per day/overnight plus 6.5% tax.

Rules & Regulations

Reserving Exhibit Space or Sponsorship Opportunity

To reserve an exhibit space or sponsorship opportunity, please complete the application online at

[https://www.flanp.org/page/Conference Exhibitors Sponsors](https://www.flanp.org/page/Conference_Exhibitors_Sponsors), or contact our Executive Manager at admin@flanp.org.

Approved applications received with full payment will be assigned on a first-come, first-served basis until all exhibit space and sponsorship opportunities are sold.

Contract for Space

By completing an application for the FLANP NP Business Boot Camp, the company, organization and association (referred to as the "exhibitor" or "sponsor") acknowledge they have fully read and agree to comply with all rules and requirements provided in this Exhibitor Prospectus & Sponsorship Guide.

Exhibitor agrees to have their space set up no later than October 31, 2025, at 8am.

FLANP highly encourages exhibitors to set up early on October 30, 2025, between 3-7pm.

Cancellations and Reductions

Cancellations must be made in writing and emailed to admin@flanp.org. Any exhibitor who wishes to cancel before **September 30, 2025**, will be charged 30% of the fee for the cancelled agreement. Requests for cancellation received after **September 30 2025**, will result in no refund.

In order for cancellation to be complete, exhibitors/sponsors must also cancel conference hotel block reservations.

FLANP reserves the right to cancel or deny any company or organization to exhibit or sponsor at its conference for any reason.

No Shows

Exhibitors/Sponsors with reserved exhibit space who do not inform FLANP in writing of their inability to exhibit prior to the first conference session, will forfeit all payments for the exhibit table/sponsorship and may not be eligible to exhibit or sponsor future FLANP conferences or events.

Relocation of Exhibits and Floorplan Revisions

FLANP reserves the right to revise the exhibit tables floor plan and/or relocate any assigned exhibitors as necessary for the betterment of the event as determined solely by FLANP.

Payment Policy

Approved applications will not be marked as completed until full payment is received. Credit card payments will be made by the exhibitor/sponsor through the invoice provided. Check payments must be made payable to the Florida Association of Nurse Practitioners and sent to PO Box 602, Lake Helen, FL 32744. All outstanding FLANP invoices must be paid before exhibit space or sponsorship can be assigned.

Hotel Reservations

Hotel reservation information will be available on the [website](#) by July 1, 2025. Exhibitors reserving hotel rooms outside the official FLANP Annual Conference Housing Block will be penalized.

Exhibit Displays & Signage

All exposed parts of displays must present an attractive appearance when viewed from the hall or adjoining exhibits and must not be objectionable to FLANP.

Backgrounds are limited to eight feet in height, inclusive of exhibitor name and logo. No signs can be posted, taped, nailed or attached to columns, walls, floors, or other parts of the facility.

Decoration Restrictions

The use of latex products is restricted. Balloons and inflatables are prohibited.

Exhibitor Conduct

The conduct of each exhibit is subject to approval of FLANP Exhibit Management, which reserves the right to require modification and/or removal of any exhibit which, in its opinion, is not appropriate to the FLANP NP Business Boot Camp. This regulation also applies to displays, literature, advertising, novelties, souvenirs and the conduct of representatives, etc. All exhibitors are responsible for ensuring their representatives and/or agents adhere to all of these rules and regulations.

Noise

Electric or other mechanical apparatus must be muffled so any noise does not interfere with other exhibits. Exhibit representatives must keep their phones and voice to a level that is not disruptive to neighboring exhibits, the main hall, and does not discourage attendees from visiting other exhibitors around their booth.

If FLANP Exhibit Management determines the sound is objectionable, it must be remedied immediately, or use of the sound equipment or device will be removed from the exhibit area for the remainder of the conference.

Distribution of Material

No canvassing or distribution of advertising materials will be allowed outside of an exhibitor's own exhibit area. Material found outside of exhibitor's area will be destroyed without notice.

Photos/Videos/Images

Exhibitor/Sponsor consents to FLANP using any photos, other images and any results of conference related activities that occur during the FLANP NP Business Boot Camp for media outreach efforts, promotional campaigns, various publications/communications or other business purposes as determined by FLANP without compensation.

Social Media

FLANP posts frequent updates to its social media during the boot camp:
Facebook: [@FLANP](#)
Twitter: [@FLANPorg](#)

Exhibitors are encouraged to follow FLANP's social media updates during the conference by using **#WeMeanBusiness**

FLANP Name & Logo

The FLANP name and logo are the exclusive property of the Florida Association of Nurse Practitioners (FLANP). They may not be used in any way, e.g. promotional literature, giveaways, by anyone else for any purpose.

FLANP Endorsement

Distribution of materials, brochures, samples or items and all related advertising and activities conducted during the conference does not constitute endorsement by FLANP.

Sales/Order Tracking

Sales and order taking (entering into a contract of sale) are allowed unless prohibited by law, in the exhibit hall. All transactions conducted in the exhibit hall must be consistent with the professional nature of the conference. Products or services must be exhibitor's own marketed product or service. FLANP Exhibit Management reserves the right to restrict sales activities that it deems inappropriate or unprofessional. No selling of products or services is allowed outside of the exhibit hall. Any exhibitor selling or taking orders during the conference must comply with all business licenses and sales and use tax requirements. Permission to sell items must be pre-approved by FLANP Exhibit Management.

Staffing

Exhibit area must be staffed at all times during exhibit hours by bona fide employees or representatives of the exhibitor. If the exhibit area is manned by one-person, small breaks may be taken. Exhibit areas left unmanned for an extended period of time may not be able to exhibit at future conferences.

Food/Beverage

No serving/supplying food or beverages in the exhibit are. Only the hotel can provide food/beverages to the attendees & exhibitors.

Exhibitor Staff Registration

All personnel affiliated with an exhibit must be pre-registered for an exhibitor staff badge. Each exhibitor will receive two (2) complimentary exhibitor badges. Additional exhibitor badges may be purchased for a fee of \$50 per registrant/badge. All exhibit staff badge registrations must be received by Friday, October 17, 2025.

Exhibit staff who wish to attend educational (CE and non-CE) sessions must register as a conference attendee. Badges will not be mailed in advance and, therefore, need to be picked up on-site at the Conference Check-In table.

Only representatives who are employed by the exhibiting company and who will be staffing the booth are to be registered for an exhibit table staff badge. Exhibitor badges will not be issued to registrants who should pay the attendee registration fee.

Surveys and Questionnaires

For exhibitors requesting to have attendees complete surveys and/or questionnaires, please note the following stipulations:

- Prior written approval from FLANP is required if an exhibitor wishes to have attendees complete any type of survey or questionnaire. Submission of sample survey or questionnaire must be received by September 30, 2025.
- A copy of the survey/questionnaire must be submitted to admin@flanp.org with a written statement of purpose, specific identification of who will have access to the information provided by the survey/questionnaire and whether the information will be used in ads, publications or statements to any news media source.

Giveaways, Sweepstakes, Contests & Drawings

Giveaways are permitted upon prior approval by FLANP. FLANP encourages creative marketing strategies; however, it asks that good judgement be used so as to not jeopardize the professional atmosphere of the exhibit hall. All giveaway items other than the customary descriptive product literature must be submitted to FLANP.

Shipments/Material Handling

There is limited availability for the hotel to store exhibitors' freight shipments. All shipments must be sent prepaid. COD shipments will not be accepted. Email Jessie Thomas at admin@flanp.org if you need to ship items directly to the hotel. For the return of your items, please have the prepaid return shipping label attached to your items.

Contract Obligations

By completing the Florida Association of Nurse Practitioners (FLANP) Exhibit/Sponsorship Application for the FLANP NP Business Boot Camp, the exhibitor acknowledges that they have fully read and agree to comply with all information provided in this Exhibitor/Sponsorship Prospectus, as well as related procedures, forms and communications. Completion of the application process represents a firm and binding contract with the understanding and agreement to abide by all rules, regulations and conditions of FLANP and the conference venue. Failure to abide by such rules and regulations results in forfeiture of all monies paid or due to FLANP under terms of this agreement and no exhibit/sponsor space will be provided.

Insurance

Exhibitors who wish to insure their exhibit materials, goods and/or wares against theft, damage by fire, accident or loss of any kind, must do so at their own expense. FLANP and the conference venue and each of their parents, subsidiaries and affiliates do not carry insurance of any sort on the exhibit or other property of Exhibitors/Sponsors and the above referenced entities assume no liability for loss or damage thereto from any cause.

Indemnification

The exhibitor agrees to indemnify, protect, save and keep FLANP and the conference venue and each of their parents, subsidiaries and affiliates and each of their officers, directors, agents and employees (individually and collectively the "Indemnified Parties") forever harmless from any and all claims for personal injury or death, or losses or damages to property in connection with the exhibitor/sponsor's participation in the Conference, and any and all losses, damages or charges imposed for violation of any law or ordinance by the exhibitor/sponsor or their employees or agents, as well as to strictly comply with the applicable terms and conditions contained in the agreement(s) between or among FLANP and the conference venue regarding the exhibition premises except for any claims or losses that arise from the gross negligence or willful misconduct of FLANP or the conference venue.

Release of Liability

The FLANP and conference venue and each of their parents, subsidiaries and affiliates and each of their officers, directors, agents, employees, members and guests (individually and collectively, the "Released Parties") do not assume any responsibility for personal injury or death or loss or damage to property, including exhibits, equipment, personal belongings, etc. except for personal injury, death or loss or damage to property that arises from the gross negligence of the Released Parties. The exhibitor/sponsor assumes entire responsibility and liability for any and all claims, losses, or damages arising out of personal injury or death or loss or damage to property, including the exhibitor/sponsor's display materials and other property, employees or contracted labor brought upon the premises, and agrees to indemnify and hold harmless the Released Parties against any and all claims for personal injury or death, or losses or damages to property, except such injury, death, loss or damage resulting from gross negligence or malice of Released Parties. To avoid damage to your equipment or display, please remain with your exhibit until your boxes are returned and your materials are packed.

Copyright

Exhibitor/Sponsor agrees that it is their responsibility the company represents and warrants the exhibit table, graphics and collateral do not violate any copyright, proprietary or intellectual property right of others; and it is factually accurate and contains no matter defamatory or otherwise unlawful.

Exhibitor is solely responsible for the content of the exhibit table, graphics and collateral. It is not FLANP's responsibility to review or monitor the exhibit table, graphics and collateral for copyright or other legal compliance.

Force Majeure

In the event FLANP should find it necessary to cancel or postpone the FLANP Business Bootcamp for any reason, including but not limited to, low registration, strikes, acts of nature, war, terrorist acts or other circumstances beyond FLANP's control, this agreement will be terminated immediately, and FLANP shall determine an equitable basis for the refund of such portion of the exhibit/sponsor fees as is possible, after due consideration of expenditures and commitments already made.

Important Contact Information

In order to give you the best service, please do not wait until the conference to ask questions, express concerns or resolve challenges which can be easily taken care of in advance.

Primary Contact

Jessie Thomas, Executive Manager
850.363.3627
admin@flanp.org

Mailing Address:

PO Box 602
Lake Helen, FL 32744

Website:

www.flanp.org



Meet the Boot Camp Team Leads



**Logan
Andrews**

APRN Practice
Ownership
Committee Chair



**Stephanie
Sanchez**

Vice President



**Jessie
Thomas**

Executive Manager