

Tri State Hearing Convention  
3904 Terrace Heights Dr PMB3  
Yakima, WA 98901

Dear Exhibitor,

On behalf of the board of Tri-State, I would like to invite you to attend the 45<sup>th</sup> annual Tri-State Hearing Convention to be held March 9-11, 2017 at the Coeur d'Alene Resort in Coeur d'Alene, Idaho.

We have a 45 year history and reputation for providing a well organized and successful conference. For those of you who are not familiar with us, we would like you to know that three cooperative Hearing Aid Societies from Oregon, Idaho, and Washington sponsor Tri-State annually. We rotate our meetings between these three states and include all neighboring states on our mail list. We attract 100-125 hearing professionals from some of the more remote areas of the Northwest. We strive to provide superior educational classes, and organize some fun activities, but, we need you as an exhibitor to make the convention complete. Thirty exhibitors joined us last year and together we presented a meeting that served the varied needs of Northwest hearing professionals.

As you read through the enclosed materials you will notice we give you six and a half hours of exhibit time with no competing activities. Your display and our activities are centered around the Exhibit Hall and are the main attraction. We want you to be successful and come back year after year.

We are inviting you to join us in sponsoring the Tri-State Welcome Party on Thursday night.

Tri-State offers six and a half hours of exhibit time, great speakers and educational seminars, lots of food and our reputation for fun loving Northwest hospitality, we always have a great show. All we need is you...!

Look over the enclosed information, fill out the registration form, send or e-mail it to me along with your payment, let us know that you plan to join us. I look forward to working with you March 9-11, 2017. Call me if you have any questions.

Sincerely,

Patsy Lenhard, Executive Director  
Phone (509) 833-4059 E-mail patslen@aol.com

## **2017 EXHIBITORS PROSPECTUS**

### **EXHIBITORS PACKAGE     \$ 800.00**

**EXHIBIT SPACE** is 8' x 10' with a 8' back wall and 3' side rails. 8' SKIRTED TABLE 1-600 watt electrical hookup will be provided to each booth.

The exhibit hall is fully carpeted and well lighted.

### **EXHIBIT TIME TOTALS SIX AND A HALF HOURS**

**MEAL TICKETS**-We will furnish on set of meal tickets with each full exhibitor package. One Friday Lunch, two Friday drinks, and one Saturday Lunch. Confirmation is required per event. Extra meal tickets can be purchased for additional exhibitors on your registration or in the registration room at the convention.

**FREE CONTINUING EDUCATION CLASSES**-Registration forms available in January.

**EXHIBITOR LISTING IN REGISTRATION PACKET**-Your booth number, company name, address, phone number and representatives name will be listed free of charge.

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## **General Information**

**BOOTH ASSIGNMENTS** are drawn randomly from the registrations received by Feb.1, 2017  
Booth assignments will be published in the Attendees packet. Please indicate any special consideration that should be given to your placement. Late registrations will be assigned exhibit space as available.

### **SHIPPING & DRAYAGE**

Due to circumstances beyond our control we will be unable to provide any storage or drayage this year at the Coeur d'Alene Resort It is available from **Design Events** If you have any questions please call **(208) 765-2595**

### **AIRPORT SHUTTLE TO THE HOTEL**

Transportation from the Spokane Airport to the Resort is available by calling the resort 24 hours in advance. The fee is \$59.00 round trip with a minimum guarantee on 2 guests per van.

### **HOTEL PARKING**

Overnight parking is \$9.00 .

### **STANDARD ROOM RESERVATIONS**

Can be obtained by calling the **Coeur d' Alene Resort (888) 965-6542.**

Make sure you instruct them that you are with the Tri-State Convention & ask for our group rate. Room rates are Lake Tower room \$169.00, includes, Park Tower room \$139.00 and North Wing \$119.00. Reservation must be made no later than January 26, 2017.

## **Extra Promotional Options**

**ADVERTISING INSERTS** may be placed in the back pocket of the registration packet for a fee of \$70.00. We will need 150 copies of your material limited to a 8 1/2 x 11” maximum size, no packets or booklets. Ship materials to 5907 Morningside Dr. Yakima, WA. 98901 by **February 1.**

### **SPONSORSHIP OF EVENTS**

- 1) Welcome Party with Exhibitors. Be a co-sponsor and have an opportunity to meet & greet the participants on the first night in a relaxed atmosphere. Refreshments and appetizers will be provided.
- 2) Additional activities are available for sponsorship:
  - Thursday Welcome Reception @250.00
  - Friday Morning Pre-Class Coffee @ 400.00
  - Friday Drinks (Beer / Wine) @1,500.00
  - Saturday Pre-Class Coffee @ 400.00
  - Saturday Box Lunch @ 4,000.00

### **EXHIBITORS PROMOTIONAL MAILER TO YOUR USERS;**

Why not advertise your attendance in our area? Consider including a promotional insert in your company’s mailers prior to the start of the convention we can use your help. Thanks!

### **SILENT AUCTION**

The silent auction is a great place to show your support for Tri-State. Please list the items you would like to donate. For more information on this exciting event please contact Don Cloutier @ (800) 388-6714

**LIVE AUCTION** a live auction will be held in the Exhibit Hall at 6:30 on Friday

### **EXHIBIT HALL CLASS IN THE EXHIBIT HALL**

We encourage you to participate in the class to be held in the exhibit hall on Saturday from 10:15-12:15. Submit 3 questions to Robert Shepard bob@audiologytech.com by January 10, 2016. Attendees will be required to ask you the 3 questions submitted and write down the answer in their book before you will sign it. They must have their book completed to receive credit for the class.

## EXHIBITORS AGENDA

### Thursday – March 9, 2017

12:00pm - 5:30pm	Registration Office Open
6:00pm - 8:00pm	Class Session A: Carol Rogin
8:00pm - 9:00pm	<b>Welcome To Tri State</b> Wine, Micro Brew, and Soft Drinks

### Friday – March 10, 2017

7:00am - 4:30pm	Registration Office Open
8:30am - 9:00am	Pre Class Coffee Break
9:00am - 11:00am	Class Session B: IHS Presentation
12:00pm - 1:00pm	Lunch
1:15pm - 2:15pm	Society Meetings
2:00pm - 4:00pm	<b>Exhibit Hall-Exhibitors Set Up</b>
2:30pm - 4:30pm	Class Session C: Manufactures Round Table
4:30pm - 7:30pm	<b>Exhibit Hall Open</b>
5:30pm - 7:30pm	Beer, Wine
6:30pm	Oral Auction

### Saturday – March 11, 2017

7:30am - 4:00pm	Registration Office Open
7:30am - 8:00am	Pre Class Coffee Break
8:00am - 10:00am	Class Session D: L.Hill, AuD. And Dr. F Warren
9:30am	Exhibitors Admitted only in Exhibit Hall
10:15am - 12:15pm	Exhibit Hall Class Session E: Passport to Better Hearing
10:15pm - 1:30pm	<b>Exhibit Hall open to all attendees and guests</b>
12:15pm - 1:00pm	<b>Silent Auction</b>
12:15pm - 1:30pm	<b>Box Lunch</b>
1:30pm - 3:00pm	<b>Exhibit Hall Tear Down</b>
1:45pm - 3:45pm	Class Session F Laurie Bunkholt
4:00pm - 6:00 pm	Class Session G Leanne Powers

### Sunday March 12, 2017

10:00am - 12:00pm	Tri-State Board Meeting
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**EXHIBITORS REGISTRATION  
TRI-STATE HEARING CONVENTION 2017**

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

Address \_\_\_\_\_ City \_\_\_\_\_ St. \_\_\_\_\_ Zip \_\_\_\_\_

Event Planner \_\_\_\_\_ Phone \_\_\_\_\_

E-Mail Address: \_\_\_\_\_

Lead Representatives E-Mail Address \_\_\_\_\_

List All Company Representatives that will attend Tri-State and need name badges

NAME \_\_\_\_\_ NAME \_\_\_\_\_

NAME \_\_\_\_\_ NAME \_\_\_\_\_

NAME \_\_\_\_\_ NAME \_\_\_\_\_

Exhibitor Package Fee.....\$ **800.00**

Meal Tickets.. are complimentary for **one representative per booth** reservation. Please indicate who receives which tickets and which events they will attend. Name \_\_\_\_\_

Fri. Luncheon [ ] Fri. Refreshments [ ] Sat. Luncheon [ ]

Extra Meal Tickets for additional representatives. Special meal requirements \_\_\_\_\_

Friday Luncheon \_\_\_\_\_ # of tickets \_\_\_\_\_ @ 25.00 per ticket

Friday Refreshments \_\_\_\_\_ # of tickets \_\_\_\_\_ @ 5.00 per ticket

Saturday Luncheon \_\_\_\_\_ # of tickets \_\_\_\_\_ @ 30.00 per ticket

Silent Auction Items \_\_\_\_\_ Retail Value \$ \_\_\_\_\_

Retail Value \$ \_\_\_\_\_

( ) Include our flyer insert in the registration packet @ 70.00.....\$ \_\_\_\_\_

**Events available for sponsorship.**

TriState Welcome Party @ 250.00.....\$ \_\_\_\_\_

Late Fee (add \$50.00 after February 1, 2017).....\$ \_\_\_\_\_

**TOTAL AMOUNT ENCLOSED..... \$ \_\_\_\_\_**

**MAKE CHECKS PAYABLE TO TRI-STATE CONVENTION**

Credit Card Type \_\_\_\_\_ Security Code \_\_\_\_\_ Expiration Date \_\_\_\_\_

Card # \_\_\_\_\_

Amount \$ \_\_\_\_\_ Signature \_\_\_\_\_

The enclosed registration form becomes a contract when signed by the exhibitor and indicates **ACCEPTANCE OF THE EXHIBITOR POLICES AND HOLD HARMLES AGREEMENT** while participating at the Tri-State Convention.

**HOLDS HARMLESS CLAUSE:** “The exhibitor assumes the entire responsibility and liability for losses, damages and claims arriving out of injury or damage to exhibitors displays, equipment, and other property brought upon the premises of the hotel and shall indemnify and hold harmless the hotel, agents, servants, and employees from any and all such losses, damages and claims.”

**STATEMENT OF POLICY FOR TRI-STATE EXHIBITOR PARTICIPATION**

- 1) No advertising shall be distributed in the hotel other than in the exhibit hall, registration packet or individual suites or rooms.
- 2) We ask that you follow the schedule for set-up, have your booth manned during the open exhibit hall hours, and are prompt in exhibit hall take down.
- 3) No refunds will be given for no shows.
- 4) Exhibitor activities centered around our convention must be approved by our Executive Director. Restrictions will apply to any event scheduled the designated hours of Tri-State activities.
- 5) Acceptance of both Tri-State policies for exhibitors and the hold harmless statement will be acknowledged by an authorized signature on your registration forms. Please be sure your company representative is aware of your acceptance of these policies prior to attending Tri-State 2017.

**I HAVE READ THE POLICY STATEMENT FOR EXHIBITORS AND THE HOLD HARMLESS AGREEMENT AND OUR COMPANY AGREES TO COMPLY WITH IT’S TERMS.**

Signed: \_\_\_\_\_ Date: \_\_\_\_\_

**MAIL TO: Tri-State Hearing Convention 3904 Terrace Heights Dr PMB3  
Yakima, WA 98901**

**Questions: Patsy Lenhard (509) 833-4059 E-mail [patslen@aol.com](mailto:patslen@aol.com)**

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