

**PREMIER
HOME CARE &
HOSPICE EXPO**

2020 Financial Management Conference and Expo

EXHIBITOR PROSPECTUS

July 26-28, 2020

Caesars Palace Las Vegas Hotel & Casino

Las Vegas, Nevada



Financial Management Conference and Expo Caesars Palace Las Vegas | July 26-28, 2020

Join the National Association for Home Care & Hospice (NAHC) in partnership with the Home Care & Hospice Financial Managers Association (HHFMA), July 26-28 for the 2020 Financial Management Conference in Las Vegas. More than 500 home care and hospice finance professionals and over 75 exhibiting companies are expected to attend this year's event.

- Do you market your company's products and services to the home care and hospice community?
- Are you trying to reach the leading home care and hospice agency owners, administrators, chief financial officers, or supervisors?
- Do you want to be considered a trusted partner by those who are responsible for making purchasing decisions for their agencies?

If your answer is "yes" to these questions, don't miss your opportunity to reach home care and hospice agency decision makers from across the country. NAHC is the nation's voice in the home care and hospice community.

Exhibit at FMC 2020 to build long-lasting relationships with CEOs, CFOs, administrators, supervisors, financial managers, special project coordinators, and consultants.

This event continues to grow in attendance each year and the Expo sells out quickly. Partner with NAHC today to help you reach the right audience!



RESERVE YOUR SPACE TODAY!

Christopher Adams | Director of Business Partner Relations | cta@nahc.org | 202-547-7424

Attendee Demographics

The Home Care & Hospice Industry's Most Comprehensive Expo

NAHC has a longstanding reputation of providing relevant, high-quality content along with an expo that features representation from both established and new players in the industry. NAHC offers the largest and most comprehensive exhibition that provides buyers with a first-hand look at the products and services they need. Our expo puts you in front of the right people at the right time who are prepared to make purchasing decisions for their organizations. **Nearly 67% of attendees at last year's conference reported they were the final decision maker (32%) or had significant influence on impacting decisions (35%).**

Learn more about the demographics of our conference attendees.

How many years experience do FMC attendees have in finance?



What size companies do FMC attendees represent?



40% with fewer than 150 employees.
26% with 150-500 employees.
16% with 500-1,500 employees.
5% with 1,500-2,500 employees.
12% with more than 2,500 employees.

40% OF ATTENDEES ARE CFOs, Controllers or other key finance positions of their agencies

27% OF ATTENDEES ARE CEOs, COOs, Presidents or Executive Directors of their agencies

Our attendees are interested in meeting with companies that offer the following:

Data Analytics Benchmarking Software
Data Performance Measurement
Business Services
Computer Software/Hardware Consulting
Electronic Medical Records
Marketing
Insurance
Pharmaceuticals

Education and Training
Telehealth/Technology
Accounting
Recruitment and Staffing
Communications Technology
Medical Devices and Supplies
Accreditation
Publishing

Fact Sheet

Conference Dates: July 26-28, 2020

Expo Dates: Sunday, July 26 - Monday, July 27, 2020

Location: Caesars Palace Las Vegas Hotel & Casino
3570 S Las Vegas Blvd
Las Vegas, NV 89109

Hotel Rate: \$219/night for single/double occupancy plus tax

Exhibit Investment: NAHC Business Partner Rate\$1,600 for each 8' x 8' space
Non Member Rate\$2,100 for each 8' x 8' space

Exhibit Includes: One 6' draped table, two chairs, waste basket, 7" x 44" sign with company name, company listing in attendee registration packet, plus two conference badges. **Business Partners also receive Attendees Lists including email addresses.**

Exhibitor Schedule:

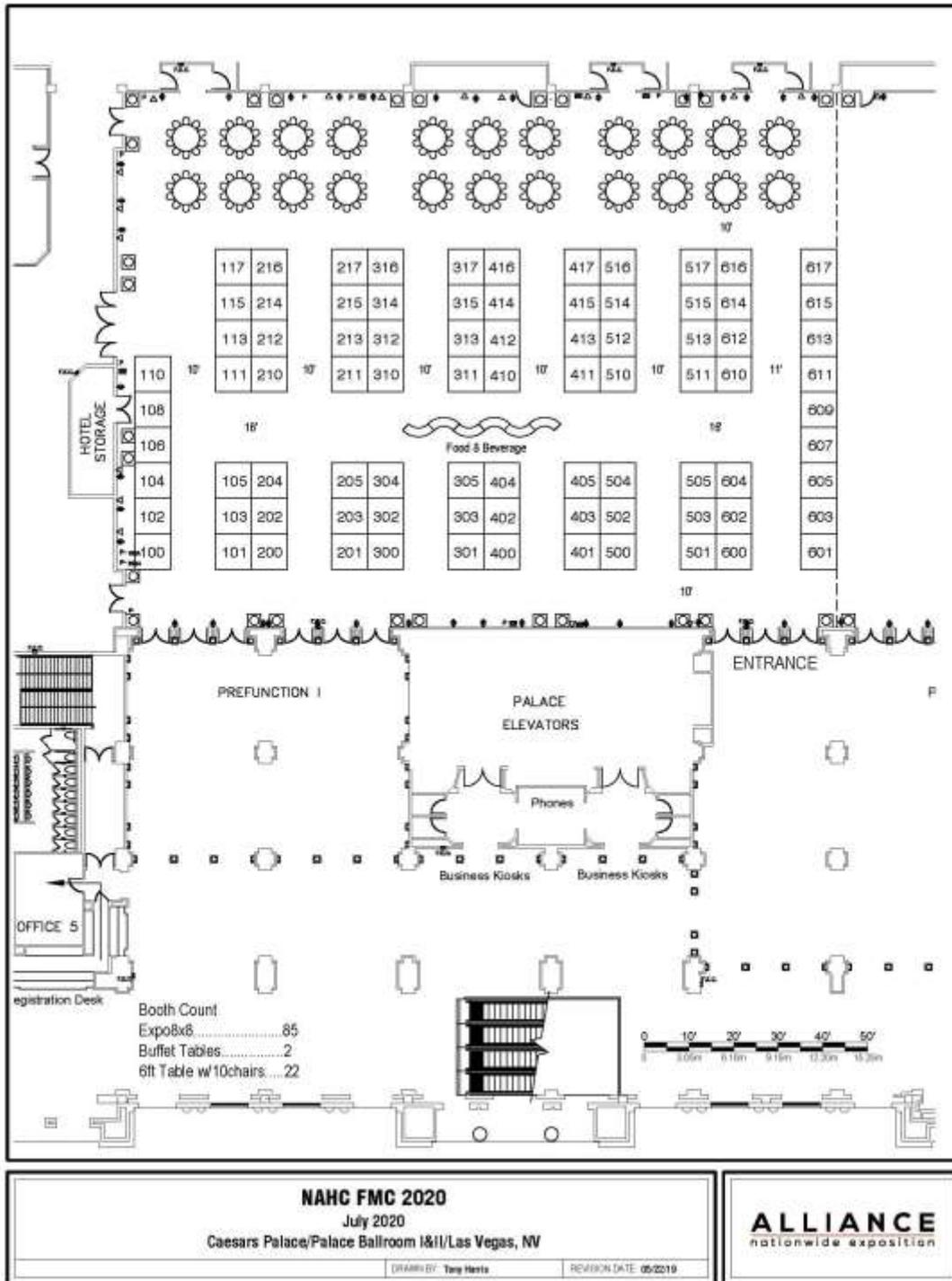
Sunday, July 26	
11:00 a.m. - 3:00 p.m.	Expo Set-up
4:00 p.m. - 6:30 p.m.	Opening Reception in the Expo*
Monday, July 27	
8:00 a.m. - 2:30 p.m.	Expo Open
8:00 a.m. - 9:15 a.m.	Breakfast with Exhibitors*
10:25 a.m. - 11:00 a.m.	Break in the Expo*
12:40 p.m. - 2:00 p.m.	Lunch in the Expo*
2:01 p.m. - 5:00 p.m.	Expo Teardown**

* Schedule is subject to change

** Official closing time for Expo is Monday, July 27 at 2:00 p.m. No packing of equipment or materials may begin until that time.

Show Contractor: Alliance-Exposition will provide the exhibitor services for this meeting. Please contact them at 1-888-528-2011 or service@alliance-exposition.com if you have any questions.

Expo Floor Plan



View the [Interactive Floor Plan](http://bit.ly/FMC2020fp)
 Link: <http://bit.ly/FMC2020fp>

Exhibitor Testimonials

“Each year McBee looks forward to connecting with the top financial industry leaders at the NAHC Financial Management and EXPO Conference. This event offers a valuable opportunity to network and build relationships in the community, all while growing our brand. We are proud of our long-standing partnership with NAHC and will continue to work together for many more years to come.”

- Mike Dordick, President, **McBee**

“The NAHC Financial Management Conference is a great opportunity for Corridor to gain insights into the most recent regulatory changes from key industry experts. We appreciate the expertise that NAHC FM brings to the table and we continue to invest and exhibit as it presents a very good ROI year over year.”

- Steve Molinari, MBA, Chief Revenue Officer and Vice President of Sales, **The Corridor Group**

“The NAHC Financial Management Conference and Expo is one of the best in the industry. In addition to providing top flight educational content and solutions to everyday revenue cycle problems, it has been a one stop shop to meet financial leaders in our industry and has been key for generating new business or upselling to our current client base.”

- Todd Montigney, Managing Principal, **BlackTree Healthcare Consulting**

“The NAHC Financial Management Conference enables us to connect with leading agencies throughout the country to share innovation in technology that can help improve an agency’s revenue, decrease their costs, streamline operations and ensure compliance so they can focus on patient care and improve patient outcomes.”

- John Olajide, President and CEO, **Axxess**

“The value of FMC for Homecare Homebase is it’s one of the few industry conferences that has a national-level financial focus. This is valuable to us because we are able to discuss in-depth our company’s analytics tools with home health & hospice financial executives. It’s a level of conversation that doesn’t normally happen at most shows.”

- Janna Schulze, Marketing Event Manager, **Homecare Homebase**

“The NAHC Financial Management Conference and Expo is a premier event for industry leaders to address some of the most pressing issues in home care and hospice today. The event has grown to unite providers, consulting experts, technology leaders and others with a strong spirit of collaboration as we work to position home-based care as a stronger facilitator of quality and cost efficiency across the U.S. healthcare system. With so much riding on the financial health of home-based care organizations, this event is the place to be for solutions, support and effective partnerships moving into 2020.”

- William J. Simione III, Managing Principal, **Simione Healthcare Consultants**

“NAHC leaders do a great job of framing a meaningful conference that delivers real value to both the attendees and exhibitors. We believe sponsoring and exhibiting at the NAHC Financial Management Conference & Expo is one of our best ROI Events of the year.”

- Chris Taylor, National Vice President of Sales, **KanTime Software**