

2021

# NAVIGATING THE PATHWAY

NSW State Conference & AGM

## Trade Sponsorship Prospectus



28th August 2021

Kirribilli Club  
11 Harbourview Crescent  
Lavender Bay, NSW 2060

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DAY SURGERY NURSES ASSOCIATION INC. NSW

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I am writing on behalf of the NSW Day Surgery Nurses Association (DSNA) to invite you to attend the 2021 State Conference

**Saturday 28th August 2021**

**“Navigating the Pathway”**

**to be held at**

**Kirribilli Club, Lavender Bay**

The NSW DSNA Conference attracts delegates from across NSW regional and metropolitan and addresses topics that are relevant, informative and provocative. The Nurses who attend are from all disciplines within the day surgery setting and although the majority are clinical Day Surgery nurses, we also attract CEO's, Directors of Nursing, Quality Consultants and Clinical Product Advisors.

If you are returning trade we thank you for your past support and look forward to seeing you at this conference again. I would like to take this opportunity to warmly invite you to attend the conference as a 2021 Trade Sponsor, giving you the opportunity to present and showcase your products in the Trade Display Hall face to face.

Early confirmation of your sponsorship will ensure a higher level of exposure. An extensive promotional campaign including advertisements, direct mail campaigns, email broadcasts and web exposure will be implemented in the lead up to NSW DSNA 2021 and the opportunity exists for your company to be represented as a key supporter of the event well in advance of the event.

To engage with our members, we hope you can support us with a raffle item for our selected charity. Further to this, if you have any marketing items that we can gift our members in their delegate bags, it is always a great reminder to them of Trade they have engaged with.

For further enquiries please contact Evelyn Elizondo [trade@nswdsna.com.au](mailto:trade@nswdsna.com.au) or Sonia Jones [sonia@nswdsna.com.au](mailto:sonia@nswdsna.com.au) and we will be happy to assist you with any enquiries that you may have in relation to the upcoming Conference. We all thank you for your continued support to all our members and look forward to seeing you at the Conference.

Thank you,

**Evelyn Elizondo**  
Trade Coordinator

**Sonia Jones**  
President



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NSW DSNA, in partnership with the other Australian states, promotes the open exchange and dissemination of knowledge, expertise and developments in all areas of Day Surgery through networking, collaboration, communication and support.

### The Objectives of NSW DSNA:

1. To maintain professional associations with national and international organisations.
  2. To provide a climate which fosters good fellowship and networking between members.
  3. To encourage research into all areas of Day Surgery Nursing
  4. To develop and recommend Day Surgery Best Practice Guidelines and provide expert advice to government and other relevant regulatory agencies.
- Sponsorship provides an excellent opportunity to promote your name, to support your brands and to maintain a high profile within the industry before, during and after the event.
  - Participants are keen to improve their skills and knowledge. Aligning your product and company to professional development of our members demonstrates your commitment to the industry.
  - Sponsorship provides you with an opportunity to consolidate corporate relationships and expose your staff to their key markets.
  - Your representatives can mix informally with professionals from around Australia.
  - Your company's involvement, commitment and support for NSW DSNA 2021 will be widely acknowledged as outlined in this proposal.
  - Your company will benefit significantly from exposure to a keenly interested, relevant and, above all, influential audience in an educational environment away from the competition of everyday distractions.
  - Sponsorship contributes to the promotion, planning, and operation of the conference, reducing the overall cost of managing and staging the event and enabling a higher level of participation by delegates.
  - The cost of sponsorship is a legitimate tax-deductible expense.
  - All prices quoted in this prospectus are quoted in Australian Dollars and exclude the Australian Goods and Services Tax (GST).



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Please note that the details in this document are correct at the time of printing. The Conference committee or event organisers do not accept responsibility for any changes that may occur. The sponsor is not paying for any entertainment expenditure incurred which may be incidental to the activities of the meeting. On this basis, all sponsorship monies should be tax deductible. Opportunities will be issued in order of receipt of sponsorship application form.

### SPONSORSHIP OPPORTUNITIES

Sponsors will receive acknowledgements, benefits, and entitlements according to the level of sponsorship contribution they choose. Sponsors will receive priority in the allocation and location of exhibition tabletops in order of their level of participation. Exhibitors will be allocated their preferred tabletop, subject to availability and in order of receipt of the confirmation form and payment.

Your total contribution will determine your recognition level as follows:  
Prices are exclusive of 10% GST

<b>EXHIBITION TABLETOP</b>	<b>AUD \$1,200.00</b>
<b>ADDITIONAL REPRESENTATIVE</b>	<b>AUD \$150</b>

The Organisers are planning an exhibition in conjunction with the meeting. The exhibition will be open to delegates during morning tea, lunch and afternoon tea. The area will ensure that exhibitors get maximum exposure and extensive opportunities for networking with delegates.

#### Each booth includes:

- 1 Table, clothed and skirted with two chairs
- Power outlet
- Company description and logo listed in the program book and website
- ONE complimentary trade registrations including access to the exhibition area for the conference with morning tea, afternoon tea and lunch
- Delegate list provided two weeks after the meeting (subject to delegate approval)



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## OPTIONS OF PAYMENT

All payments are to be payable via our website [www.nswdsna.com.au](http://www.nswdsna.com.au)  
or via the direct link to Trybooking <https://www.trybooking.com/BINZV>  
ALL PAYMENTS DUE BY - 30th June 2021

## CANCELLATION

After the official booking has been accepted by the NSW DSNA 2021 Conference Trade Liaison the Exhibitor will not withdraw, cancel, alter or reduce in any way their Agreement. However, the Organiser may, in its sole discretion, grant partial refunds to Exhibitors who give the Organiser written notice of their intention to withdraw from the Exhibition as follows:

Months' written notice before start of Exhibition Refund

- i) More than 3 months - 50%
- ii) More than 2 months to 3 months – 25%
- iii) 2 months or less - 0%

Any refunds of monies paid will be made after the meeting after Saturday 28th August 2021. The company will not be entitled to any interest that the organiser may have derived from deposits made by the company. All bank charges, including senders and receiver's charges, resulting from a refund related to cancellation of a sponsorship items will be passed on to the sponsor/exhibitor. In the event of cancellation due to COVID-19 enforced by venue under NSW Health regulations, refund will be offered if future date of Conference not within 6 months of re-scheduled date.

Please print clearly and keep a photocopy of this form for your records. Upon payment of fees, a tax invoice will be forwarded  
ABN: 14 909 560 342

**To confirm your company's participation at the NSW DSNA 2021 Conference, please complete the details below:**

Company Name: .....

Contact Person: ..... Position: .....

Address: .....

Phone: ..... Fax:.....

Email: .....



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All prices below are in Australian dollars and are exclusive of GST, please add 10%.

Yes, we would like to participate as the following sponsor of this conference (please tick) :

I have read the Sponsorship Prospectus document, understand the entitlements offered, and agree to be invoiced a total of:

\$: ..... + GST 10% for the items selected above.

I have read and agree to the attached terms and conditions Yes (please tick) :

Signature: .....

Date: .....

A tax invoice will be sent upon receipt of your application form.

## TERMS AND CONDITIONS

1. Definitions 'Agreement' means an agreement made in accordance with the Exhibitor Space Agreement and Contract Form. 'Co-Exhibitor' means any person, firm, body corporate, unincorporated association or authority that is exhibiting their own products or services on the table top of an Exhibitor and includes all employees, agents and representatives of such person, firm, body corporate, unincorporated association or authority. 'Exhibition' means the event, "ADSNA 2019 Conference", which will take place in Sydney, Australia 24th August 2019. 'Exhibitor' means any person, firm, body corporate, unincorporated association or authority that is allocated space by the Organiser in the Exhibition and includes all employees, agents and representatives of such person, firm, body corporate, unincorporated association or authority. 'Organiser' means NASOG and its employees, agents and representatives.

2. Agreement for Participation and Acceptance a) A binding contract comes into existence in accordance with the Agreement and these Terms and Conditions upon the Organiser's acceptance of the Agreement. b) The Organiser may reject any Agreement or accept such Agreement in respect of a reduced display space or different table top location or both. c) Upon acceptance of an Agreement, the Exhibitor will be granted a non-exclusive licence to exhibit at the Exhibition with no right to grant sub-licences. d) The Organiser reserves the right to alter, at any time, the size, shape or position of the floor plan as may be necessary for the best interests of the Exhibition. The Organiser will reduce the fee payable by any Exhibitor whose display space is reduced. e) Exhibits must, in the Organiser's opinion, fall within the scope of the Exhibition. No other exhibits or products are to be displayed without the prior written consent of the Organiser.



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3. Rental of Table Tops, Design and Signs a) The fee does not include the following: connections for electricity, water, gas, waste, compressed air, loading and handling equipment and staff, advertising catalogue or handbill, telephone, insurance, electric current, cleaning of exhibits or any State and Federal taxes levied on this agreement including stamp duty, unless otherwise stated by the Organiser in writing. b) The design of all exhibits and their weight and character is subject to the prior approval of the Organiser. The Organiser may, at the Exhibitor's expense, remove or alter any table top or exhibit that does not meet with the Organiser's approval. c) The Exhibitor must have their display space ready, with all exhibits completed and available for display by the time specified by the Organiser before the opening of the Exhibition. d) The Exhibitor is, at all times during the Exhibition: i) Required to keep their table top open to view and properly staffed by competent representatives. ii) Responsible for the maintenance of their table top and display space in a clean and tidy condition. iii) Required to conduct any business from their display space only and to keep passageways in front of their display space free from obstruction. iv) Prohibited from disposing of or parting with stock on display for cash payment (including food, drink, tobacco or promotional aides), unless prior written consent is obtained from the Organiser. v) Prohibited from holding or allowing to be held an auction, lottery, game of chance or sideshow. vi) Prohibited from sublicensing, sharing or parting with possession of their display space. vii) Prohibited from operating any type of machinery or equipment at a sound level, which in the Organiser's sole opinion, is likely to cause nuisance or annoyance to other Exhibitors or visitors. viii) Prohibited from doing anything, which, in the opinion of the Organiser, may bring discredit upon the Exhibition. e) The Organiser will send the Exhibition Information Manual to all Exhibitors. The Exhibition information manual forms an integral part of these Terms and Conditions. f) Handbills, advertisements and printed matter are subject to the prior approval of the Organiser. g) The Organiser reserves all photographic rights in relation to the Exhibition. h) No article of a dangerous character can be taken in to the Exhibition except with the Organiser's prior written approval. i) The Organiser reserves the right to refuse any person admission to the Exhibition without assigning any reason. The Exhibitor will ensure that passes, which will be supplied to their staff on request, are not misused or lent to other persons.

4. Co-Exhibitors a) The Exhibitor must ensure that Co-Exhibitors make a written agreement to the Organiser. Such agreement will be subject to the rules specified in clause. b) Co-Exhibitors will be bound by the terms of the relevant Exhibitor's Agreement and these Terms and Conditions, with the necessary changes. c) The Exhibitor may not assign its rights under this agreement without the Organiser's prior written consent. d) The Exhibitor is liable for any default on the part of a Co-Exhibitor.

5. Terms of Payment a) The Exhibitor must pay the fee on the due date set out in the Agreement. b) The Exhibitor's agreement will be terminated if the Exhibitor defaults in the payment of the fee by the dates specified in the Agreement. The Exhibitor will not be entitled to any form of compensation whatsoever, whether for loss of profits or otherwise.

6. Withdrawals The Exhibitor will not withdraw, cancel, alter or reduce in any way their Agreement. However, the Organiser may, in its sole discretion, grant partial refunds to Exhibitors who give the Organiser written notice of their intention to withdraw from the Exhibition as follows: Months' written notice before start of Exhibition Refund i) More than 3 months - 70% ii) More than 2 months to 3 months - 20% iii) 2 months or less - 0%



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7. Movement of Exhibits a) The Exhibitor will bear the responsibility and expenses for: i) The transport of exhibits to the Exhibition venue; ii) The security of the table top and exhibits; and iii) The storage and warehousing of the exhibits, subject to the approval of the Organiser. b) The Exhibitor will follow the Organiser's directions about access to the Exhibition venue, the use of particular entrances and exits, the delivery and removal of exhibits at particular dates and times and the short and long term parking of vehicles. c) The Exhibitor will ensure that no exhibit is removed from the Exhibition venue before the conclusion of the Exhibition.

8. Insurance and Indemnity a) Exhibitors will obtain insurance, including public liability insurance, to the reasonable satisfaction of the Organiser for the period from the date of this agreement until all of the Exhibitor's table tops and exhibits have been properly removed to the satisfaction of the Organiser. The Exhibitor will, on demand, provide to the Organiser evidence of the Exhibitor's insurance coverage. The exhibitor will not be allowed to exhibit without proof of insurance. b) The Exhibitor will indemnify the Organiser against any cost, claim, liability, loss, damage, proceeding and expense whatsoever to which the Organiser, its directors, officers, contractors, employees and agents are in any way subject arising from or in connection an act or omission of the Exhibitor (or of any Co-Exhibitor, contractor, director, officer, employee, or agent of the Exhibitor) including, without limitation, liability in relation to personal injury, damage to or theft of property, or economic loss. c) The Organiser will not be liable in any way whatsoever for any cost, claim, liability, loss damage, proceeding and expense whatsoever arising from or in connection with the Exhibition or the Exhibitor, including, without limitation, liability in relation to personal injury, damage to or theft of property, economic loss, any conditions or restrictions that affect the construction, erection, completion, alteration or dismantling of a table top or exhibit, the failure of any service at the Exhibition venue and the cancellation or part-time opening of the Exhibition either as a whole or in part.

9. Damage to the Exhibition Venue The Exhibitor will take good care of and will not cause any damage or permit or suffer any damage to be done to the Exhibition venue or to any part or parts thereof or to any fittings, equipment or other property therein. The Exhibitor will make good and compensate the owner of the Exhibition venue for damage (including accidental damage and damage by fire) caused by any act or omission of the Exhibitor or other persons arising from or in connection with the use of the Exhibition venue by the Exhibitor.

10. Compliance The Exhibitor will comply with all applicable laws and regulations and all reasonable directions from the Organiser and the owner of the Exhibition venue.

11. Default Any breach of this agreement by the Exhibitor will result in the exclusion of the Exhibitor from the Exhibition, and the Organiser may, at the Exhibitor's expense, remove the Exhibitor's table top and exhibits from the Exhibition, and the Exhibitor will have no right to claim compensation or demand refund of the fee, loss or expenses, nor shall the Exhibitor be released from their contractual obligations. All exhibits are subject to a general lien in favour of the Organiser for sums, whether for unpaid fees or otherwise, due from the Exhibitor to the Organiser. Time is of the essence in this agreement.

12. Force Majeure If the holding of the Exhibition or the supply of any services in relation to the Exhibition is prevented, delayed or abandoned by strikes, riots, lockouts, trade disputes, acts of restraint of foreign governments or other causes not within the control of the Organiser then it is agreed that the Organiser will not be held responsible for any loss of trade or profit consequent upon.



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Master of Ceremonies: Mr Adrian Bailey

08:00 – 08:45	Member registration
08:45 – 09:00	<b>PRESIDENT'S WELCOME</b> Sonia Jones CHARITY INTRODUCTION
09:00 – 10:00	<b>KEYNOTE SPEAKER</b> <b>LESSONS LEARNED DURING COVID-19 PANDEMIC: AN AMERICAN NURSE EDUCATOR'S PERSPECTIVE</b> <b>DAPHNY PENEZA</b> MSN, RN, CORN, CSSM, PRESIDENT, AORN, Houston, USA
10:00 – 10:45	<b>PAEDIATRIC ENT IN DAY SURGERY</b> Dr JUSTINE MILLAR Otolaryngologist, BSCI(Meds), MBBS ( Syd) FRACS
10:45 - 11:15	MORNING TEA WITH TRADE
11:15 – 11:45	<b>BEREAVEMENT SUPPORT / PREGNANCY LOSS</b> DEBORAH DE WILDE Mater Hospital Obstetric Social Worker
11:45 – 12:30	<b>DAY PROCEDURES FOR CHRONIC PAIN MANAGEMENT</b> DR ALAN NAZHA ANAESTHETIST / SPECIALIST PAIN PHYSICIAN
12:30 – 12:45	AGM
12:45 – 13:45	LUNCH WITH TRADE
13:45 - 1400	RAFFLES PRIZE DRAW WITH TRADE IN CONFERENCE ROOM
14:00 – 14:45	<b>PLASTIC SURGERY / MELANOMA</b> Dr MICHAEL RTSHILADZE
14:45- 15:15	<b>UPDATES WITH CREUTZELD JACOB DISEASE- NEW GUIDELINES</b> SUZANNE SOLVYNS Director / National Co-ordinator, CJD Support Group Network
15:15 - 16:00	<b>NAVIGATING WHEN THINGS GO WRONG</b> DR BERNADETTE EATHER Chief Nurse / Clinical Service Director

Programme subject to change V4 - APR21



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