

# Conference by the Sea 2025



## **Exhibitor Prospectus**

*43rd Annual Symposium & Exhibition  
Sponsored by the  
Maryland/DC Society for Respiratory Care*

September 11 & 12, 2025  
Carousel Hotel  
Ocean City, MD

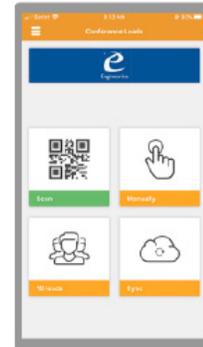
# Conference by the Sea 2025



## Exhibitor Information:

The 43rd annual Conference by the Sea will be held at the Carousel Hotel in Ocean City, MD. The conference has changed to a 2-day event this year moving to Thursday and Friday allowing participants more opportunity to stay over Friday night and enjoy the weekend/beach.

During online registration, exhibitors have the option to join the “Conference Leads” program, which allows them to access participant information directly from their mobile device or tablet via the app. Exhibitors also have a dedicated administrative area where they can enter company details, export participant data, and engage with attendees to draw attention to their booth and products. Additional details, including program costs, can be found on page 4 of this brochure.



## Hotel Accommodations:

Hotel accommodations will be at the Carousel Hotel. A block of rooms is reserved in the name of the AARC-MD/DC Society Conference by the Sea. These rooms will be held until August 15, 2025.

Carousel Hotel, Ocean City, Maryland  
1-800-641-0011

Check-in time is 4:00 p.m. and Check-out time is 11:00 a.m.

### Carousel Hotel Rates

Deluxe Standard: \$118 per night

Oceanfront: \$145 per night

Two bedroom Oceanfront Condo: \$275 per night

Three bedroom Oceanfront Condo: \$320 per night

### Exhibitor Coordinator

Fassil Getachew, DHA, MBA, RRT  
email: [Fassil.Getachew@gunet.georgetown.edu](mailto:Fassil.Getachew@gunet.georgetown.edu)

### Program Co-Chairs

Ed Palmer, MBA, RRT  
email: [edward.a.palmer@medstar.net](mailto:edward.a.palmer@medstar.net)

Jen McGrain, MS, RRT  
email: [jennifer.mcgrain@gmail.com](mailto:jennifer.mcgrain@gmail.com)

# Conference by the Sea 2025



## Sponsorship Levels:

Exhibitor Sponsor Level	Features
<p><b>Starfish Exhibitor</b> \$875</p> 	<p>8 x 8 booth with draping, 2 chairs back/side curtain 2 exhibitor registrations Company Sign at Booth Electrical outlet included</p>
<p><b>Sand Crab Exhibitor</b> \$1350 One Available</p> 	<p>8 x 8 booth with draping, 2 chairs back/side curtain Company Sign at Booth 2 exhibitor registrations Electrical outlet included <b>Access to the Conference Leads Program</b></p>
<p><b>Low Tide Exhibitor</b> \$2000 Three Available</p> 	<p>8 x 8 booth with draping, 2 chairs back/side curtain 2 exhibitor registrations Company Sign at Booth Electrical outlet included <b>Access to the Conference Leads Program</b> <b>Early access to exhibit booth location selection</b> <b>Breakfast sponsor recognition conference app/signage</b></p>
<p><b>High Tide Exhibitor</b> \$2500 Two Available</p> 	<p>8 x 8 booth with draping, 2 chairs back/side curtain 4 exhibitor registrations Company Sign at Booth Electrical outlet included <b>Access to the Conference Leads Program</b> <b>Early access to exhibit booth location selection</b> <b>Lunch Sponsor recognition conference app/signage</b></p>
<p><b>Atlantic Exhibitor</b> \$3000 One available</p> 	<p>8 x 8 booth with draping, 2 chairs back/side curtain 4 exhibitor registrations Company Sign at Booth Electrical outlet included <b>Access to the Conference Leads Program</b> <b>First choice of Exhibit booth location</b> <b>Welcome Party Sponsor via conference app, signage and social media promotion</b></p>

**\*Prizes awarded for top 3 exhibitor booths!**

**\*Patio Welcome Party!**

# Conference by the Sea 2025



The program committee has adjusted the conference schedule to a two-day event this year, reducing it from the previous two and a half days. Exhibitors will have the opportunity to set up their booths on Wednesday afternoon/evening and Thursday morning. Booths can remain open throughout the day on Thursday, and exhibitors will still have exclusive designated time on Friday for participants to visit.

## Program:

### Wednesday, September 10, 2025

4:00 pm - 8:00 pm	Exhibitor Registration & Set-up time
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### Thursday, September 11, 2025

7:30 am - 8:30 am	Continental Breakfast
7:30 am - 12 noon	Exhibitor Registration & Set-up time
8:00 am - 5:00 pm	Symposium Lectures
12:00 pm - 1:00 pm	Lunch
5:00 pm - 6:30 pm	Wine & Cheese Reception
7:00 pm - 10:00 pm	Welcome Party

### Friday, September 12, 2025

7:30 am - 8:30 am	Continental Breakfast
8:00 am - 4:00 pm	Exhibits Open
8:00 am - 11:00 am	Symposium Lectures
11:00 am - 12:00 pm	Exclusive Vendor Time
12:00 pm - 1:00 pm	Lunch
1:00 pm - 4:00 pm	Symposium Lectures
4:00 pm - 7:00 pm	Beach Activities/Social

## Participant Conference Registration Rates:

Below are the tuition rates and registration categories for participants. To pre-register, submit your registration by mail or fax by September 5, 2025.

### Full Conference Rates:

AARC Member .....	\$299
AARC Student Member.....;	\$99
All Non-AARC Members .....	\$335
Student Non-Member .....	\$109
Spouse of Registered Attendee (NO CEU's).....	\$109



# Your Reliable Lead Management System

Smart · Simple · Secure

## Lead Retrieval Solution

- Capture leads anytime, anywhere using your personal Android or iOS device
- Create custom qualifying questions
- Allows personalized note taking
- Instantly email leads to yourself
- Easily import leads into your CRM
- Generate lead reports and analytics
- No Wi-Fi required



**System Requirements:**

**Apple iOS** – compatible with phone, touch and iPad devices (iOS 10.0 or higher)

**Android** – compatible with phone and tablet devices (4.3 Jelly Bean or higher)

**Purchase Now**



<http://conffrac.com/#/?domain=EMLRC25>

## Capture Every Prospect!

Engineerica is the official and exclusive lead retrieval supplier for the Conference by the Sea 2025.

Not everyone at the show will have a business card. However, everyone will have a name badge to scan. You have made an investment to attend the Conference by the Sea 2025. How do you maximize your opportunities? Provide your staff with Conference Leads to easily capture information. A simple scan guarantees accurate attendee contacts. Our system allows custom qualifying questions and notes to handle each lead and follow up in a timely manner.

With Conference Leads you'll be able to capture lead information securely on your smart device and later sync it to the cloud. Regardless of the quality of the Wi-Fi connectivity available at the event, your leads will always be safe and accessible.

## Conference Leads Pricing

	EARLY REGISTRATION	REGULAR REGISTRATION	ON-SITE REGISTRATION
FIRST LICENSE	\$199	\$249	\$299
ADDITIONAL LICENSES	\$149	\$199	\$249

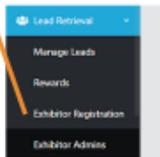


# Conference Leads - Quick Start Guide Exhibitor Admin

## Conference Tracker App Exhibitor Admin

### Register

You should set the device to the room you are in for signing in/out attendees so the device can pull the schedule for the conference



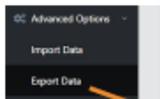
Exhibitor Administrator		Company
	ExAdmin One exadmin@con.com	Clydeam
	ExAdmin Two exadmin2@con.com	Company A
	Juan Pacheco juan@con.com	CI

### Create Passwords

Click on Exhibitor Representatives to create secure passwords for your reps.

### Login

After registration you will need to access your web portal go to [conftrac.com](http://conftrac.com) and login using your registration information



Advanced Options	Sessions	Leads	Raw Swipes
Import Data	Download	Download	Download
Export Data	Download	Download	Download

### Export Leads

Under Advanced Options select Export Data. This is where you can download an Excel/CSV/HTML file format of the leads for your entire company including the representative who captured the lead at the conference. Now simply upload the data to your CRM or other databases

### Qualifying Questions

To create custom qualifying questions on the app you'll need to click on Leads>Edit Leads Survey in the web interface first

The Leads Survey allows you to add any text, lists, checkboxes, and options such as required responses for a question in the survey

### Lead Analytics

Under Leads Retrieval-> Manage Leads-> Analytics, you can view leads analytics sorting data by general numerical data, leads by date, leads percentage by representative, leads by representative, and leads by time of day

## Register

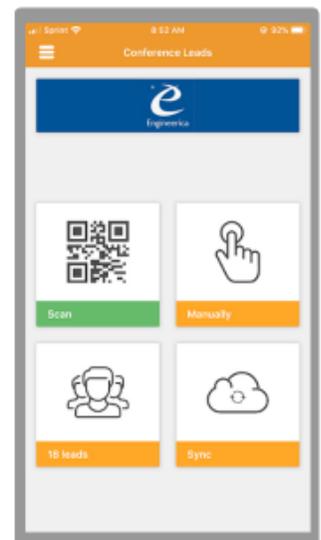
Register using the link sent to you by your conference organizer. You will create your user login information during the registration process.

You can locate your domain in the registration link: it will look similar to the one below

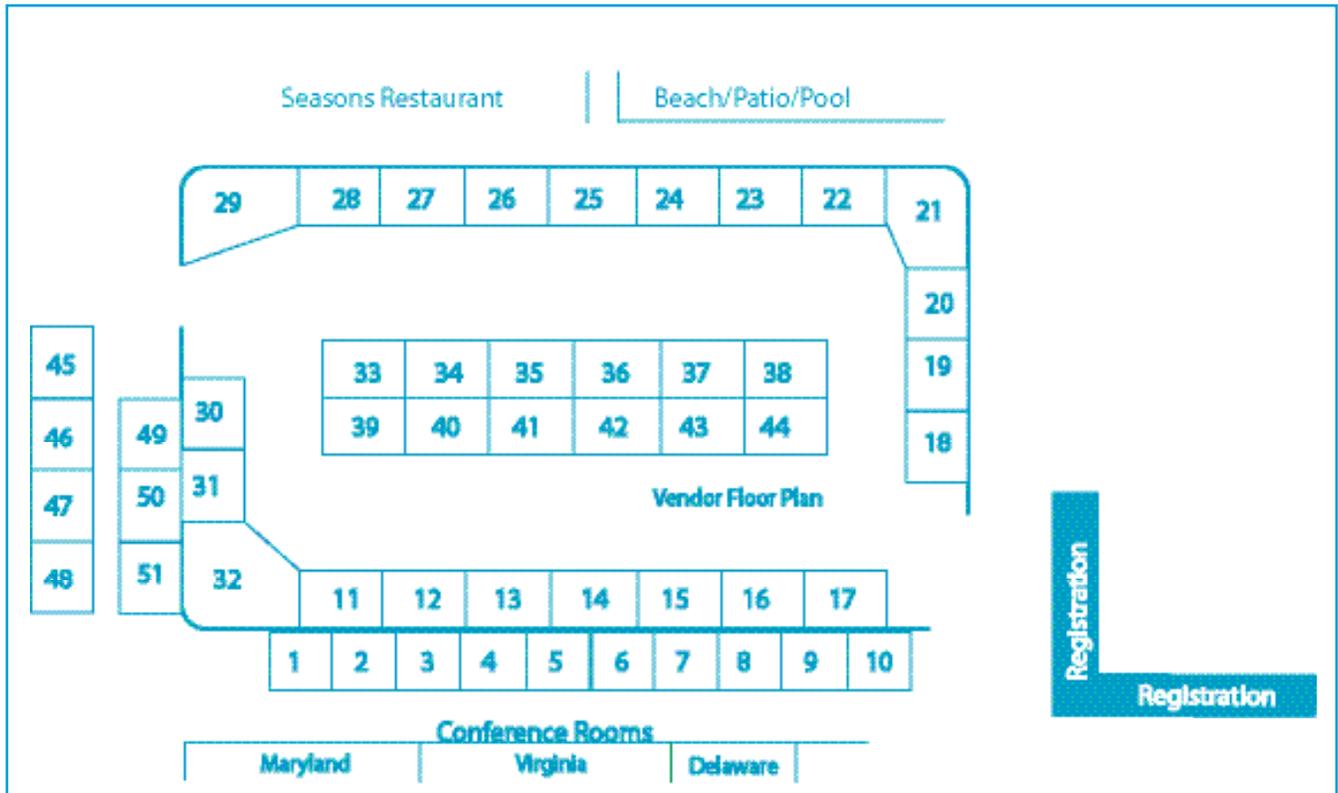
<http://www.conftrac.com/domain/exhibitor>

The **email address** (username) and **password** entered here will be used to login to your **Conference Leads app and web portal**. Be sure to store your password in a secure place. If the administrator will be using the Conference Leads, check the box called **"Enable Conference Leads."** If the administrator will not be using lead retrieval, then the first box should remain unchecked.

To register for lead retrieval licenses, check the Register Representatives box and check the Enable Conference Leads for each representative.



# Exhibitor Floor Map:



## Exhibitor Regulations

### 1. Management:

The MDDC Society for Respiratory Care is herein referred to as the Management.

### 2. Application:

Cancellation prior to August 1st, 2025. \$100 fee will be deducted from original payment. Registrations received after September 8th, 2025 add \$100 late fee.

### 3. Arrangements:

The booth price includes one draped table, 2 chairs and back/side curtain.

### 4. Exhibit Hours:

Thursday, September 11, 8 am -6:30 pm and Friday September 12th, 8 am -4 pm.

### 5. Assignment:

No exhibitor shall assign, sublet or share any space without the permission of the management. Management reserves the right to remove an exhibitor in violation of this rule and exhibitor forfeits total amount of booth payment.

### 6. Liability:

Exhibitor assumes full responsibility for safety of their exhibit.

### 7. Registration:

Two additional exhibitors from the same company may register to be at the booth for an additional fee of \$50 each.

### 8. Lectures:

All registered exhibitors with badges will be admitted to the general lectures without additional costs. Exhibitors who attend talks are eligible to earn CRCE's.

### 9. Agreement:

The submission of an application with fees constitutes an agreement between exhibitor and management. Exhibitor agrees to abide by all the rules and regulations herein.

### 10. Electrical Power:

One electrical outlet will be provided for your booth upon request. All power for exhibitor booths is 110 volts, single phase. Please provide your own extension cords if possible. Additional outlets are \$30 per outlet and extension cords are \$10 per extension cord.

# ○Exhibitor Application:

Register & Pay online at: <https://conftrac.com/#/?domain=EMLRC25>

Additional conference information: [www.conferencebythesea.net](http://www.conferencebythesea.net)

Note: Registering for the Conference leads program must be done online during the exhibitor registration process!



## 1. Exhibitor Booth Registration Application:

Company Name \_\_\_\_\_

Contact Person \_\_\_\_\_ Contact Phone # \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_

State \_\_\_\_\_ Zip \_\_\_\_\_ email: \_\_\_\_\_

## 2. Exhibitor Name Badges: (2 badges are included) additional badges purchased on site.

Exhibitor #1 Name \_\_\_\_\_ Exhibitor #2 Name \_\_\_\_\_

Exhibitor #3 Name \_\_\_\_\_ Exhibitor #4 Name \_\_\_\_\_

3. Do you need electrical power?  YES  NO

## 4. Boot Location Request:

First Choice Booth # Location \_\_\_\_\_ Second Choice Booth Location \_\_\_\_\_

## 5. Choose Your Selection

Amount:

<input type="checkbox"/> Starfish Exhibitor (\$875 per booth) <input type="checkbox"/> 1 booth <input type="checkbox"/> 2 booths	\$
<input type="checkbox"/> Sand Crab Exhibitor (\$1350.00)	\$
<input type="checkbox"/> Low Tide Exhibitor (\$2000)	\$
<input type="checkbox"/> High Tide Exhibitor (\$2500.00)	\$
<input type="checkbox"/> Atlantic Exhibitor (\$3000.00)	\$
<input type="checkbox"/> 1st Power Outlet (No charge)	\$
<input type="checkbox"/> Additional Power Outlet (\$30.00] <input type="checkbox"/> Extension cord (\$10.00]	\$
<b>TOTAL AMOUNT</b>	\$

## 6. Payment Information: (Make Checks Payable to: MDDC Society for Respiratory Care)

Payment Type:  Check  Visa  Mastercard  American Express  Discover

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

Name on Card: \_\_\_\_\_

Billing Zip Code: \_\_\_\_\_

Security Code: \_\_\_\_\_

Expiration Date: \_\_\_\_\_

Total Amount\$ \_\_\_\_\_

Mail, fax, or email completed form and payment to:

Gabby Lord  
Conference by the Sea 2025  
16210 McMullen Hwy, SW  
Cumberland, MD 21502

email: [gabby@hgcpa.tax](mailto:gabby@hgcpa.tax)

Fax 301-729-4772

For invoicing information, use above email.