



## **CORPORATE SPONSOR PROGRAM**

The Sunflower (Kansas) Chapter is a leading provider of relevant and timely education and networking opportunities for vendors and healthcare professionals throughout the Kansas region. With over 300 members, the Sunflower HFMA Chapter is one of the largest in the country and continues to be a sought-after organization since 1958. This growth and retention of members is a result of the priority the chapter has placed on providing quality and relevant education to its members. To address the challenges faced by the many small hospitals in rural Kansas, chapter leadership, and often with the help of the Kansas Hospital Association, place emphasis on providing programs that address these issues. Among these are the annual Charge Data Master workshop held each fall, the All Payers workshop held each winter, and the Medicare Cost Report workshop held each summer. The cost report workshop provides cost reporting education on three levels – beginning, intermediate and advanced. This commitment to excellence in education is demonstrated by exceptionally high turnout of chapter members.

This active membership provides sponsors many opportunities and exposure to healthcare accounting/finance, revenue cycle, and patient accounting professionals within a region that has a strong medical industry history.

### **Why Be a Corporate Sponsor?**

Visibility has a powerful advantage, and as a sponsor of the Sunflower (Kansas) HFMA Chapter, you gain exposure to a select audience of healthcare finance professionals from the Sunflower region. You emerge as a leader by demonstrating your support of professional education and quality programs.

The objective of our Corporate Sponsorship program is to enhance the quality of educational programs and services provided to our members. As a Corporate Sponsor, a wealth of recognition opportunities is yours to explore.

At a minimum, you will see your organization's name and logo on pertinent marketing materials and gain on-site acknowledgement at educational sessions. Additional promotional opportunities are available, depending on the category of sponsorship you choose.

### **A sponsorship in the Sunflower (Kansas) HFMA chapter can be rewarding and help to:**

1. Gain exposure to your products and services.
2. Gain recruiting advantage for limited resources.
3. Promote your organization as a leader in recognizing the importance of education in patient accounting and the revenue cycle in healthcare delivery.

Our Chapter has identified several ways a potential Sponsor can decide to help. We have outlined the terms and conditions of each type of participation. We've added two levels of support to the Sunflower (Kansas) Chapter...Platinum and Provider Sponsorship.

### **Please mail your contribution and sponsorship form to:**

**Dee Lewis**  
**Kansas Hospital Association**  
**215 S.E. Eighth Ave.**  
**Topeka, KS 66603-3906**  
**(785) 276-3110**  
**dlewis@kha-net.org**

### **Please make your contribution payable to: HFMA Sunflower Chapter**

Please feel free to call if you have questions or require additional information.

Sincerely,

Patrick Whisennand  
Sponsorship Chair  
P.Whisennand@TrajectoryRCS.com  
C: 316-323-7446



Sponsorship Enrollment Form 2018-2019

Sponsor Company Name: \_\_\_\_\_

Contact Name: \_\_\_\_\_

Phone Number: \_\_\_\_\_

Fax Number: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_

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

Email Address: \_\_\_\_\_

Website: \_\_\_\_\_

**YES, WE WOULD LIKE TO PARTICIPATE IN THE CORPORATE SPONSOR PROGRAM**

Our check is enclosed for the sponsorship amount indicated below

_____	Platinum	\$3,000
_____	Gold	\$2,500
_____	Silver	\$1,750
_____	Bronze	\$750
_____	Provider*	\$1,000

- New Sponsors: E-mail company logo (format = .jpg, *and* .eps or .psd) for sponsor board, website, slideshow, e-blast, and directory.
- All new Sponsors: E-mail a company description of 35 words max (for slide show).
- List of current Sponsors, meeting dates and registrations are available on our website: [www.kshfma.org](http://www.kshfma.org). All Sponsors must register for any meeting, even if one registration is free as part of your Sponsorship. Additional attendees pay at the member rate.

For Questions about sponsorship: Patrick Whisennand, [p.whisennand@trajectoryrcs.com](mailto:p.whisennand@trajectoryrcs.com), 316-323-7446

Please make your contribution payable to: HFMA Sunflower Chapter  
Contact Dee Lewis at [dlewis@kha-net.org](mailto:dlewis@kha-net.org) to pay by Credit Card - (785-276-3110)

## Platinum Sponsorship — Annual Fee \$3,000

- Two (2) complimentary registrations to Four (4) Quarterly Meetings.
- Complimentary exhibit table at Four (4) meeting.
- Six (6) provider coupons (includes free registration for 6 providers per year). These can only be redeemed by provider representatives upon their request and not tied to a specific sponsor.\*
- List of registered attendees, including name, facility and address as of two (2) weeks prior to all meetings which you firm is exhibiting.
- Recognition as a corporate sponsor in the Chapter e-blast (quarterly).
- Recognition as a corporate sponsor on the KS HFMA web site, including a link to your web site.
- Recognition as “Social Sponsor” at each quarterly meeting.
- Special Recognition at beginning of each quarterly meeting.
- Allowed a 2 minute speech about your company at ALL quarterly meetings.
- Introduction of a speaker at two (2) quarterly meeting.

***NOTE: Estimated Dollar value of the above sponsorship is \$4,950.***



## Gold Sponsorship — Annual Fee \$2,500

- One (1) complimentary registration to Four (4) Quarterly Meetings. Second registration ½ price.
- Complimentary exhibit table at Four (4) Quarterly Meeting.
- Four (4) provider coupons (includes free registration for 4 providers per year). These can only be redeemed by provider representatives upon their request and not tied to a specific sponsor.\*
- List of registered attendees, including name, facility and address as of two (2) weeks prior to all meetings which you firm is exhibiting.
- Recognition as a corporate sponsor in the Chapter e-blast (quarterly).
- Recognition as a corporate sponsor on the KS HFMA web site, including a link to your web site.
- Recognition at each meeting.
- Allowed a 2 minute speech about your company at Two (2) quarterly meeting
- Introduction of a speaker at one (1) quarterly meetings

***NOTE: Estimated Dollar value of the above sponsorship is \$3,800.***



## Silver Sponsorship — Annual Fee \$1,750

- One (1) complimentary registration to Two (2) Quarterly Meetings per year.
- Complimentary exhibit table at two (2) Quarterly Meetings per year.
- Two (2) provider coupons (includes free registration for 2 providers per year). These can only be redeemed by provider representatives upon their request and not tied to a specific sponsor.\*
- Recognition as a sponsor in the Chapter e-blast (quarterly).
- Recognition as a corporate sponsor on the KS HFMA web site.
- Recognition at each meeting.

***NOTE: Estimated Dollar value of above sponsorship is \$1,900.***



### **Bronze Sponsorship — Annual Fee \$750**

- One complimentary (1) registration to One (1) Quarterly Meeting.
- Complimentary exhibit table at One (1) Quarterly Meeting per year.
- Recognition as a sponsor in the Chapter e-blast (quarterly).
- Recognition as a corporate sponsor on the KS HFMA web site.
- Vendor display opportunities available at Rural, Compliance, and Annual meeting for a discounted fee. Please contact the Corporate Sponsor Chair prior to meeting.
- Recognition at each meeting.

***NOTE: Estimated Dollar value of the above is \$800.***



### **Provider Sponsorship — Annual Fee \$1000**

- Six (6) conference registrations per year for HFMA members. These can only be redeemed by provider representatives upon their request and not tied to a specific sponsor.\*
- Recognition as a sponsor in the Chapter e-blast (quarterly).
- Recognition as a provider sponsor on the KS HFMA web site,
- Recognition at each meeting.

**\* Regarding Distribution of Provider Registration Coupons & Tax Deduction:**

A primary benefit for Sponsors (from past feedback) in our chapter is the opportunity to work and network with Providers at Chapter Events. To encourage expanded Provider participation in our educational programs, we are providing coupons exclusively for Providers as a part of the sponsorship program to attract more attendance. In order to be in compliance with hospital policies regarding acceptance of gifts, the provider registrations coupons can be only used by providers and not members of your sponsoring organization. Also, you cannot assign to a specific provider due to compliance issues so they will be placed in a "pool" for every meeting and recognition will be given to those Corporate Sponsors who had provider coupons available for that meeting. Obviously, the more coupons that your company had available, the more recognition will be given.

**Important:** Corporate Provider Sponsor (non-providers) agrees to not claim these free registration coupons as a tax deduction, as it would violate HFMA National's 501c6 tax status.