

# RESILIENCE

in the Changing World of Work

# ROADMAP TO 5

**5th ARPA NATIONAL  
INJURY MANAGEMENT  
CONFERENCE**

**20-22 MAY 2012**

**Sofitel Melbourne on Collins**

The world is changing at an ever increasing pace. This impacts on all facets of our lives and in particular our work life. Whether or not you are an employer, provider, employee, insurer or treater, resilience is a quality that assists everyone to creatively manage the challenges that rapid changes bring.



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## Invitation from the ARPA President



The Australian Rehabilitation Providers Association (ARPA) is the national peak body that represents Workplace Rehabilitation Providers across Australia. If your organisation has an interest in the workplace rehabilitation and disability management sector including the employee, employer, insurance, regulator and government stakeholders that it serves, the sponsorship and exhibition opportunities at the ARPA 2012 Conference will provide you with a targeted and cost-effective opportunity to showcase your organisation and its products and services. The conference also represents a unique opportunity to understand the issues and trends that are shaping the sector.

ARPA's expertise and influence in the workplace rehabilitation and disability management arena enables us to attract speakers of exceptional quality from Australia and overseas, as well as delegates who are actively participating in and influencing the sector. In addition to sponsorship and exhibiting, social events such as the Welcome Reception, Gala Dinner, lunches and breaks provide for a valuable opportunity for networking and establishing these important personal contacts. ARPA encourages any organisation with an interest in workplace rehabilitation and disability management to position themselves by getting involved in this exciting and highly regarded event.

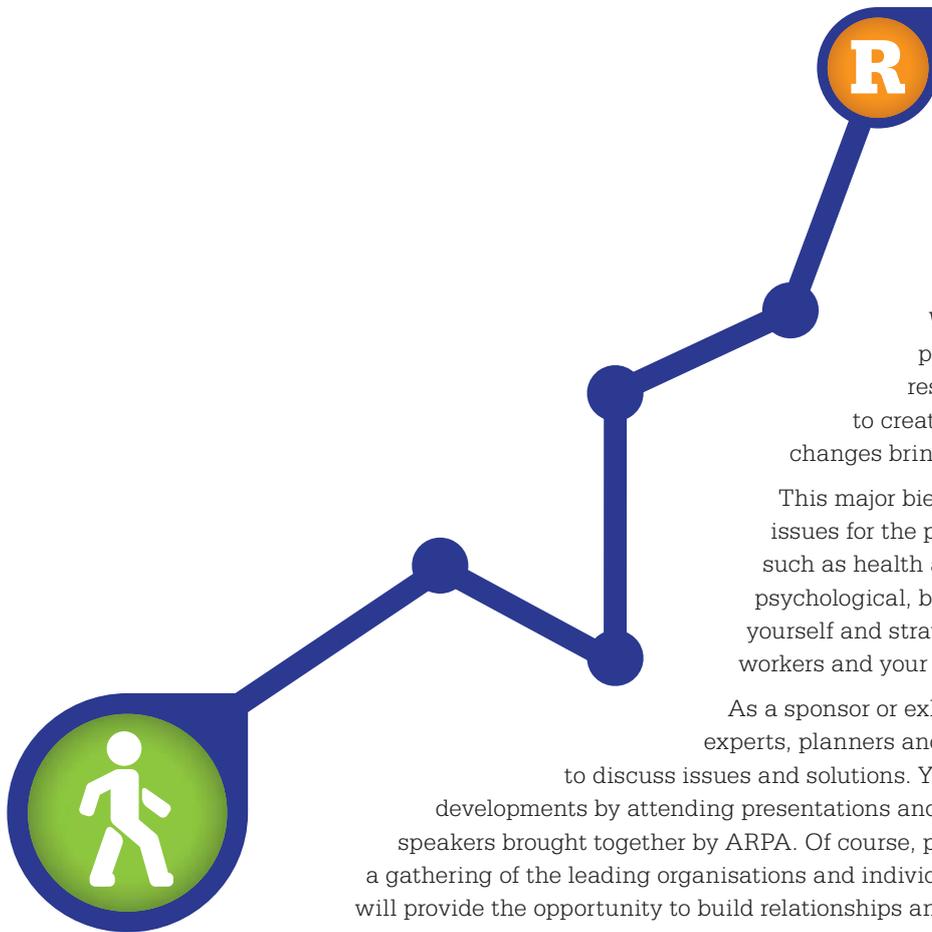
We look forward to your participation.

**Annette Williams**

President  
Australian Rehabilitation Providers Association



## About the conference



The world is changing at an ever increasing pace. This impacts on all facets of our lives and in particular our work life. The Australian Rehabilitation Providers Association (ARPA) has chosen the theme 'Roadmap to Resilience in the Changing World of Work' for our 2012 Conference. Whether or not you are an employer, provider, employee, insurer or treator, resilience is a quality that assists everyone to creatively manage the challenges that rapid changes bring.

This major biennial forum will address critical issues for the personal injury management industry such as health and well being both physical and psychological, building resilience in your staff and yourself and strategies to optimise outcomes for injured workers and your business.

As a sponsor or exhibitor you will profit from the researchers, experts, planners and other interested individuals attending to discuss issues and solutions. You will also be keeping abreast of new developments by attending presentations and workshops given by the exciting range of speakers brought together by ARPA. Of course, placing your organisation at the forefront of a gathering of the leading organisations and individuals in the injury management industry will provide the opportunity to build relationships and establish valuable business leads.

High calibre speakers from both abroad and Australia, will share innovative ways to build resilience and enhance outcomes in the changing world of work. Attendees know the relationship between resilience and optimum outcomes. Those who understand this relationship and want to be industry leaders will join their peers at the ARPA 2012 Conference.

### **ARPA considers that some of the compelling reasons that people will attend the 2012 conference are:**

- various conference streams offering inside expertise
- matching their information and learning needs and helping them tackle everyday challenges
- gaining perspective through keynote addresses on the state of emerging trends
- extending their professional and personal knowledge of the disability management industry
- sharing information and profiting from networking
- access to new business leads
- discovering and evaluating products and services
- being part of one of the most recognised rehabilitation/disability management events
- getting the scoop on the latest ideas
- taking advantage of being in the same place with the best and brightest of their profession
- meeting some of the best known rehabilitation/disability management professionals in person and exchanging experiences
- bringing together of industry experts to share knowledge, skills, new ideas and solutions.

This biennial conference presented by ARPA is fast becoming the must attend event. To secure your place at the 2012 Conference, simply choose the sponsorship/exhibition option(s) that suits your organisation the best, complete the application form and forward, with your deposit (made payable to ARPA National Conference) to the ARPA National Conference Manager – Access Events, 19 Deacon Avenue, Richmond SA 5033 Australia.

# Conference Details

## Sunday 20 May 2012

20

- Conference workshops
- Exhibition
- Welcome Reception

## Monday 21 May 2012

21

- Conference sessions
- Exhibition
- Gala Dinner

## Tuesday 22 May 2012

22

- Conference sessions
- Exhibition

## Conference Venue

Sofitel Melbourne on Collins  
25 Collins Street, Melbourne VIC



## Conference Program

The conference will begin on Sunday 20 May 2012 and will conclude on Tuesday 22 May 2012. The program will include:

- keynote speakers
- invited speakers
- workshops
- technical plenary sessions
- concurrent sessions
- spectacular Gala Dinner
- Welcome Cocktail Reception
- morning/afternoon teas
- lunches
- exhibition.

For more information about the Conference Program, please contact the Conference Manager on 08 8352 6466 or [dm@accessevents.net.au](mailto:dm@accessevents.net.au)

## Promotion of the Conference

The conference will be promoted extensively throughout Australia and New Zealand.

Promotion will include:

- direct mail – distribution of the conference announcements and registration brochure
- conference website – sponsors will be acknowledged on the conference website
- advertising in related journals and newsletters
- national networks of associations
- promotion and links from other related websites and industry journals
- promotion at other industry related conferences/meetings.

Your support of this conference will be highlighted at every opportunity. Opportunities exist for promotion in other conference related materials including conference satchel inserts and the Conference Program/Handbook.

## Those who will attend

ARPA knows a wide range of professions and positions from both the public and private sector will be represented at the conference including key regulator representatives, Allied Health Professionals, Case Managers, Rehabilitation Consultants, Injury Managers, Claims Managers, HR Managers and Company Managers.

These people will come not just from Rehabilitation Providers but from a wide variety of industries such as insurance, law and manufacturing as they are drawn to the common goal of maximising potential and productivity and promoting wellness at work.

ARPA expects approximately 250 delegates to attend the 2012 conference and also knows each one of these delegates in their professional and commercial environment has some level of authority to influence service delivery and contribute to continuous improvement that your products and services might offer.

## Benefits of Sponsoring/ Exhibiting

Sponsoring/exhibiting is a very cost-effective way to reach your target markets and is tax deductible to companies. In line with the conference theme of 'Roadmap to Resilience in the Changing World of Work' ARPA will support your products and services as a worthy addition to this platform. We are confident the benefits of sponsoring and exhibiting at the 2012 conference are:

- promoting your organisation to the widest possible audience through the extensive pre-conference mailings and website exposure
- enhancing your image by being associated with an event specifically tailored to your target market
- building relationships that provide you with the opportunity for a dialogue with your key target audience
- cultivating brand identity amongst receptive influential viewers
- developing new business directly with top decision-makers attending the conference
- maintaining existing business relationships directly with conference attendees
- networking with speakers and delegates at the leading edge of your industry
- gaining maximum exposure for your corporate logo in the promotional activity before, during and after an event
- using the event as a 'training/ information seminar' for relevant internal staff
- displaying your support for the industry and commitment to safety in the workplace
- launching new products or incentives directly to desired target market.

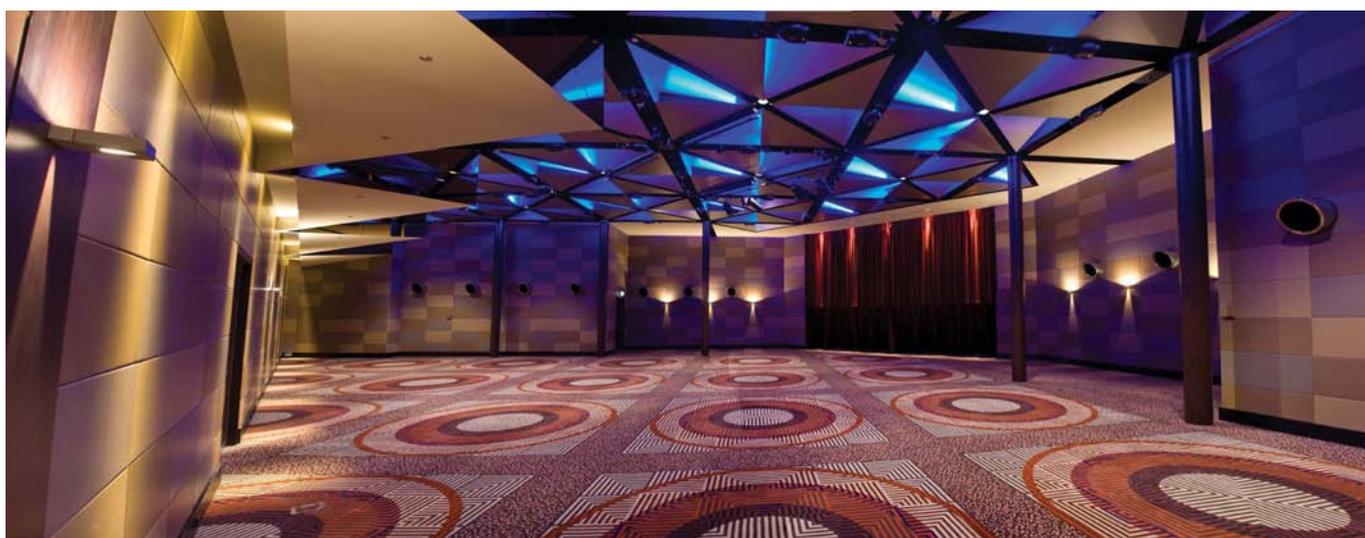
# Sponsorship Opportunities Includes GST, sponsorship can be tax deductible.

## Gala Dinner Sponsor (one only)

**\$18,700.00**

The Gala Dinner will be held at the conference venue, Sofitel Melbourne on Collins. The stunning La Trobe Ballroom has been designed to reflect a fun, funky feeling with coloured LED lighting and ample room for dancing the night away.

- Exclusive sponsorship of the Gala Dinner
- Company representative to address the Gala Dinner guests (five minutes)
- One full conference registration including the Welcome Reception and Gala Dinner
- Four tickets to the Gala Dinner including VIP table placement for two company representatives
- A delegate database of conference participants (except where privacy laws exclude particular delegate details from being included and where the Organising Committee is excluded from divulging information due to the contractual arrangements).
- One full page advertisement in the Conference Program/Handbook
- One banner advertisement on the conference website with link to company website
- Company logo featured exclusively on Gala Dinner menu
- Company acknowledgement as a sponsor in Conference Registration Brochure and Conference Program/Handbook
- Acknowledgement as a sponsor alongside Gala Dinner in Conference Program/Handbook
- Company logo and acknowledgement as a sponsor on conference website with link to company website
- Three minute DVD advertorial (to be supplied by you) to be shown on screens during the Gala Dinner
- One exhibition booth
- Acknowledgement by MC as Gala Dinner sponsor at the Gala Dinner
- Corporate slide to be shown at regular intervals during the Gala Dinner
- Company banner (to be supplied by you) prominently displayed during the Gala Dinner (type and size of banner to be determined by the Conference Manager)
- One A4 flier (to be supplied by you) in conference satchel.



## Gold Sponsor (two only)

**\$16,500.00**

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- Four full conference registrations including the Welcome Reception and Gala Dinner
- VIP table placement during the conference days
- A delegate database of conference participants (except where privacy laws exclude particular delegate details from being included and where the Organising Committee is excluded from divulging information due to the contractual arrangements).
- One half page advertisement in the Conference Program/Handbook
- One banner advertisement on the conference website with link to company website
- Company logo in the Conference Registration Brochure and the Conference Program/Handbook
- Company logo and acknowledgement as a sponsor on conference website with link to company website
- Three minute DVD advertorial (to be supplied by you) to be shown on screens during arrival and registration on each day
- Acknowledgement by Conference Chair at regular intervals throughout the conference
- Corporate slide to be shown at regular intervals during the main conference sessions
- One exhibition booth
- Company banner (to be supplied by you) prominently displayed on the stage during the conference (type and size of banner to be determined by Conference Manager)
- One A4 flier (to be supplied by you) in conference satchel
- 20% discount for any full conference registrations purchased.

## Silver Sponsor (two only)

**\$9,900.00**

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- Three full conference registrations including the Welcome Reception and Gala Dinner
- Exclusive sponsorship of one conference lunch
- Complimentary lunch invitations for two company representatives on day of sponsored lunch
- One quarter page advertisement in the Conference Program/Handbook
- Company acknowledgement as a sponsor in the Conference Registration Brochure and Conference Program/Handbook
- Company logo and acknowledgement as a sponsor on conference website with link to company website
- Three minute DVD advertorial (to be supplied by you) to be shown on screens during sponsored lunch breaks
- Corporate slide to be shown at regular intervals during sponsored lunch break
- One exhibition booth
- Company banner (to be supplied by you) prominently displayed during the sponsored lunch (type and size of banner to be determined by Conference Manager)
- One A4 flier (to be supplied by you) in Conference satchel.

# Sponsorship Opportunities

## Bronze Sponsor (four only)

**\$8,800.00**

- Two full conference registrations including the Welcome Reception and Gala Dinner
- Exclusive sponsorship of one conference tea break
- Complimentary tea break invitations for two company representatives on day of sponsored tea break
- One quarter page advertisement in the Conference Program/Handbook
- Company acknowledgement as a sponsor in the Conference Registration Brochure and Conference Program/Handbook
- Company logo and acknowledgement as a sponsor on conference website with link to company website
- Three minute DVD advertorial (to be supplied by you) to be shown on screens during sponsored tea break
- Corporate slide to be shown at regular intervals during sponsored tea break
- One exhibition booth
- Company banner (to be supplied by you) prominently displayed during the sponsored tea break (type and size of banner to be determined by Conference Manager)
- One A4 flier (to be supplied by you) in conference satchel.

## Welcome Reception (one only)

**\$7,700.00**

Immerse yourself in an underwater world filled with weird and wonderful aquatic life. From the Upper Deck enjoy stunning, spectacular and exclusive views of the Melbourne city skyline across the Yarra River. Come and join us at the Melbourne Aquarium as you get to know your peers from the industry.

- Exclusive sponsorship of the Welcome Reception
- One full conference registration including the Welcome Reception and Gala Dinner
- Four tickets to the Welcome Reception
- Company representative to address the Welcome Reception guests (five minutes)
- One quarter page advertisement in the Conference Program/Handbook
- Company acknowledgement as a sponsor in the Conference Registration Brochure and Conference Program/Handbook
- Company logo and acknowledgement as a sponsor on conference website with link to company website
- Acknowledgement as a sponsor on the program alongside Welcome Reception
- Corporate slide to be shown at regular intervals during the Welcome Reception
- Three minute DVD advertorial (to be supplied by you) to be shown on screens during the Welcome Reception
- Company banner (to be supplied by you) displayed during the Welcome Reception (type and size of banner to be determined by Conference Manager)
- One A4 flier (to be supplied by you) in conference satchel
- 33% discount off exhibition booth price if taken in conjunction with this sponsorship.



## Conference Satchel and Name Badge Sponsor (one only)

**\$6,600.00**

- Exclusive sponsorship of conference satchel and name badges
- Company logo displayed on conference satchel (artwork subject to ARPA approval)
- Exclusive company logo on name badges
- Selection of satchel design (from range offered by ARPA)
- One banner advertisement on the conference website with link to company website
- Company acknowledgement as a sponsor in Conference Registration Brochure and Conference Program/Handbook
- Company logo and acknowledgement as sponsor on conference website with link to company website
- Corporate slide to be shown at regular intervals during the main conference sessions
- One A4 flier (to be supplied by you) in conference satchel
- 33% discount off exhibition booth price if taken in conjunction with this sponsorship.

## Keynote Speaker Sponsor (two only)

**\$5,500.00**

- One full conference registration including the Welcome Reception and Gala Dinner.
- Exclusive opportunity for a private one hour session at the conference venue for up to 15 invited attendees
- Conference dinner placement with the keynote speaker
- One quarter page advertisement in the Conference Program/Handbook
- Opportunity to introduce sponsored keynote speaker session
- Company acknowledgement as a sponsor in Conference Registration Brochure and Conference Program/Handbook
- Company acknowledgement as a sponsor alongside speaker session in Conference Program/Handbook
- Company logo and acknowledgement in Conference Program next to speaker on website with link to company website
- Company logo and acknowledgement as a sponsor on conference website with link to company website
- Company banner (to be supplied by you) displayed during sponsored session (type and size of banner to be determined by the Conference Manager)
- One A4 flier (to be supplied by you) in conference satchel
- 33% discount off exhibition booth price if taken in conjunction with this sponsorship.

## Concurrent Sessions Stream Sponsor (one of 3)

**\$4,400.00**

Sponsorship of a concurrent session stream (e.g. Management/Macro, Tools & Resources, Client Groups) is available.

- An invitation to provide a company representative to chair the sponsored sessions
- Company banner displayed during sponsored session (type and size of banner to be determined by the Conference Manager)
- One quarter page advertisement in the Conference Program/Handbook
- Company acknowledgement as a sponsor in Conference Registration Brochure and Conference Program/Handbook
- Company acknowledgement as a sponsor alongside session in Conference Program/Handbook
- Company logo and acknowledgement as sponsor on conference website with link to company website
- Company logo and acknowledgement in Conference Program alongside session on website with link to company website
- One A4 flier (to be supplied by you) in conference satchel
- 33% discount off exhibition booth price if taken in conjunction with this sponsorship.

# Sponsorship Opportunities

## Exhibition Booth

**\$3,300.00**

- One standard size exhibition booth for the duration of the conference
- Website advertising link
- Logo in Conference Program/Handbook
- Two complimentary tickets per booth to attend the Welcome Reception
- One conference satchel per booth.

## Conference Satchel Insert

**\$440.00**

- One A4 flier (to be supplied by you) inserted in all delegate satchels.

## Advertising in the Conference Program/Handbook

The Conference Program Handbook will be given to all delegates/exhibitors/sponsors attending the conference and will provide your company with excellent exposure.

- ¼ page           \$500 incl GST
- ½ page           \$750 incl GST
- Full page        \$1000 incl GST

For further information please contact the Conference Manager on 08 8352 6466 or [dm@accessevents.net.au](mailto:dm@accessevents.net.au)

## Individual Packages

Many sponsorship arrangements do not cater for the specific needs of an organisation, so we would like to offer you the opportunity to tailor a package to suit your particular needs.

You decide what you want to achieve out of your partnership with ARPA, whether it be:

- The desire to increase awareness of a product, an issue or a service or
- Establishment of networks and business leads.

Your involvement with ARPA has the potential to generate exciting opportunities for your organisation. To discuss your individual requirements, please contact the Conference Manager, Darren Mickan on 08 8352 6466 or [dm@accessevents.net.au](mailto:dm@accessevents.net.au)

Please note:

- Acknowledgement in the main announcement, Conference Registration Brochure and the Conference Program/ Handbook is subject to sponsorship confirmation prior to printing deadlines.
- All banners, including production, artwork and delivery costs are the responsibility of the sponsor.
- Inserts must be freighted to/from the conference venue at your own cost.
- Artwork must be supplied in electronic format – specifications will be supplied upon confirmation.

All prices Include GST. All advertising is ordinarily tax deductible. Please consult your own tax advisor as to the deductibility of advertising.

# How to Book and Payment Deadlines

## Sponsorship

In order to confirm your sponsorship, we will require the Application to Sponsor/Exhibit Form and fifty percent (50%) deposit payment to be forwarded with your booking. The balance payment will be required by 26 February 2012. Payment must be received by this date to ensure full receipt of sponsorship benefits.

## Exhibition

Early booking is necessary, as space is limited and booths will be offered strictly in order of sponsorship level and the date of application form is received. In order to confirm you exhibition space, we will require the Application to Sponsor/Exhibit Form and fifty percent (50%) deposit payment to be forwarded with your booking. The balance payment will be required by 26 February 2012.

## Cheques should be made payable to ARPA National Conference, and forwarded to:

ARPA National Conference Manager  
Access Events  
19 Deacon Avenue  
Richmond SA 5033



## Further Information

For further information please contact the Conference Manager:

**Darren Mickan**

General Manager

### Access Events

Telephone: (08) 8352 6466

Facsimile: (08) 8352 8077

Email: [dm@accessevents.net.au](mailto:dm@accessevents.net.au)

Website: [www.accessevents.net.au](http://www.accessevents.net.au)



# Application to Sponsor/Exhibit



5th ARPA NATIONAL INJURY MANAGEMENT CONFERENCE  
20-22 MAY 2012 Sofitel Melbourne on Collins

Company/Organisation

Contact Name

Position

Address

Telephone

Mobile

Facsimile

Email

## Sponsorship Package Preferences

I/we would like to take up the following sponsorship package/s:

First Choice:

\$

Second Choice:

\$

## Extras

Advertising Space:

\$

Satchel Insert:

\$

## Other options - not listed above

Please provide details of alternative sponsorship opportunity (as previously arranged with Conference Manager)

## Cancellation

In the event of a withdrawal of sponsorship or booth booking, please be advised that unless that particular area of sponsorship or booth is resold, the Conference Manager will reserve the right to retain sponsorship monies received. In the case of a cancellation of a booth(s) please be advised that unless the Conference Manager is able to resell the booth(s) there will be no refund on monies paid. If the balance payment on the booth(s) is not received by the due date, the allocated booth(s) will be cancelled. We accept the terms and conditions as outlined in this document and hereby enclose our payment including 10% GST.

Signed (on behalf of the sponsor/exhibitor listed above):

Date:

## Deposit Deadline

50% with booking. Balance deadline: 26 February 2012.

## Method of Payment (please indicate)

Cheque

EFT (details supplied upon confirmation)

## Please make cheques payable in Australian dollars to the 'ARPA National Conference' and mail to:

ARPA Conference Manager, Access Events, 19 Deacon Avenue, Richmond SA 5033 Australia

## Please complete this form and return with payment to:

ARPA Conference Manager, Access Events, 19 Deacon Avenue, Richmond SA 5033 Australia

Once completed this document will be treated as a tax invoice for GST purposes when you make a payment.  
Please retain this form for your records. TAX INVOICE ABN 98075324881