



FALA 2023 ANNUAL CONFERENCE & TRADESHOW

Play To Win - Bet On You!

**LOEWS SAPPHIRE FALLS RESORT
JULY 10 - JULY 12**



Message from the Conference Chair

On behalf of the FALA Board of Directors and the 2023 Conference Planning Committee, we invite you to join us for this year’s FALA Annual Conference & Tradeshow at the beautiful Loews Sapphire Falls Resort in Orlando. The conference is scheduled for Monday, July 10th through Wednesday, July 12th.

After dealing with COVID for three long years, we all thought we would get a break from the stress and chaos impacting our industry. We were wrong! Nationwide staffing shortages and new legislative fiscal requirements are forcing the healthcare industry to look at new and better ways to provide the same level of service, in less time, with less people. Same game, different strategy.

With that in mind, our conference theme this year is Play to Win - Bet on You! Our lineup of speakers and topics will offer sessions to help ensure you understand the rules, arm you with new skills, and provide possible

strategies so that you can operate and triumph over the new obstacles we face as an industry.

The healthcare industry is an ever-changing environment; we must continue investing in ourselves and learning from one another so that we are armed with the knowledge to win. The FALA Annual Conference & Tradeshow provides the opportunity for you to engage with fellow members who continue to beat the odds and who have led the charge to change for decades.

We look forward to seeing you in July!

Thank you,

Monique Spruill

Chair, 2023 Conference Planning Committee



KEYNOTE SPEAKERS

Fred Moore

THE M.A.G.I.C. FORMULA FOR SANITY, SUCCESS & SATISFACTION

Stressed out, overworked, and buried in an endless list of “to dos”? Fred Moore will wake you up, get you engaged, and set you up for success as he shares the mindset corrections to relieve stress, action planning and how to get the most out of it, how to set goals that WILL get done, brainstorming techniques for tackling problems, and the magic of Focused Work Segments. This entertaining, fun and informative program will boost your energy and leave you with solid tools and a smile on your face!



Brian Parsley

FLYING THROUGH ADVERSITY: HOW PREPARATION AND RESILIENCY CAN POWER YOU THROUGH ANY CHALLENGE

Brian Parsley teaches behavioral science around why people do what they do and how to manipulate challenging scenarios with good intent. Imagine if you could build more meaningful relationships personally and professionally. No one wants to work for a horrible leader. Brian teaches a multi-science methodology to show you how to get your people motivated to do the right things. Attendees will walk away with a deeper understanding of how behaviors drive actions within the organization.



Emergency Management Panel

WITH AHCA'S PERSPECTIVE

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Play to Win - Bet on You!



CONFERENCE RATES

Standard Rates May 16-June 30, 2023

MEMBERS

Facility Full Conference: \$525

Facility Single-Day Conference: \$325

Vendor Full Conference: \$800

NON-MEMBERS

Facility Full Conference: \$700

Facility Single-Day Conference: \$425

Vendor Full Conference: \$1,250

Early Bird Discounted Rates will be Available Through May 15th, 2023

Late/On-Site Registration will be Effective July 1, 2023

CONFERENCE HOTEL

LOEWS SAPPHIRE FALLS RESORT

6601 Adventure Way
Orlando, FL 32819

GROUP RATES *(Cut off is June 18th)*

\$229 Single/double occupancy

\$15 daily self-parking

Resort fee waived

**Rates available 3 days pre and post-conference*

*If interested in registering to attend the conference, contact Tammi Wathen at
Tammi@fala.org or 850.383.1159.*

MEET THE SPONSORS

As of 3/5/2023

TITLE SPONSORS



PLATINUM SPONSORS



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COPPER SPONSORS



*If interested in becoming a sponsor for the conference, contact Tammi Wathen
at Tammi@fala.org or 850.383.1159.*

2023 ANNUAL CONFERENCE & TRADESHOW

EXHIBITOR OPPORTUNITIES

Play to Win - Bet on You!

The Tradeshow portion of the conference will be held Monday and Tuesday, July 10 and 11, in the Kingston Ballroom at the Loews Sapphire Falls Resort in Orlando.

Tradeshow Dates and Hours *(hours subject to change)*

Exhibitor Move-In: Monday, July 10, 9:00am – 4:00pm
Tradeshow Opens: Monday, July 10, 5:00pm – 7:30pm *(Welcome Reception)*
Tuesday, July 11, 11:30am – 2:00pm *(with Lunch)*
Exhibitor Tear-Down: Tuesday, July 11, 2:30pm – 5:30pm

RESERVE YOUR BOOTH

Exhibit space is assigned on a first-come, first-served basis, with priority given to the 2022 FALA conference exhibitors and sponsors, as well as 2023 FALA Associate Members. A minimum 50% deposit is required at the time of booth selection. All booths must be paid in full at predesignated dates or booth and deposits will be forfeited.

BOOTH FEES

Early Bird Prices Thru March 31 *(must be paid in full by March 31):*

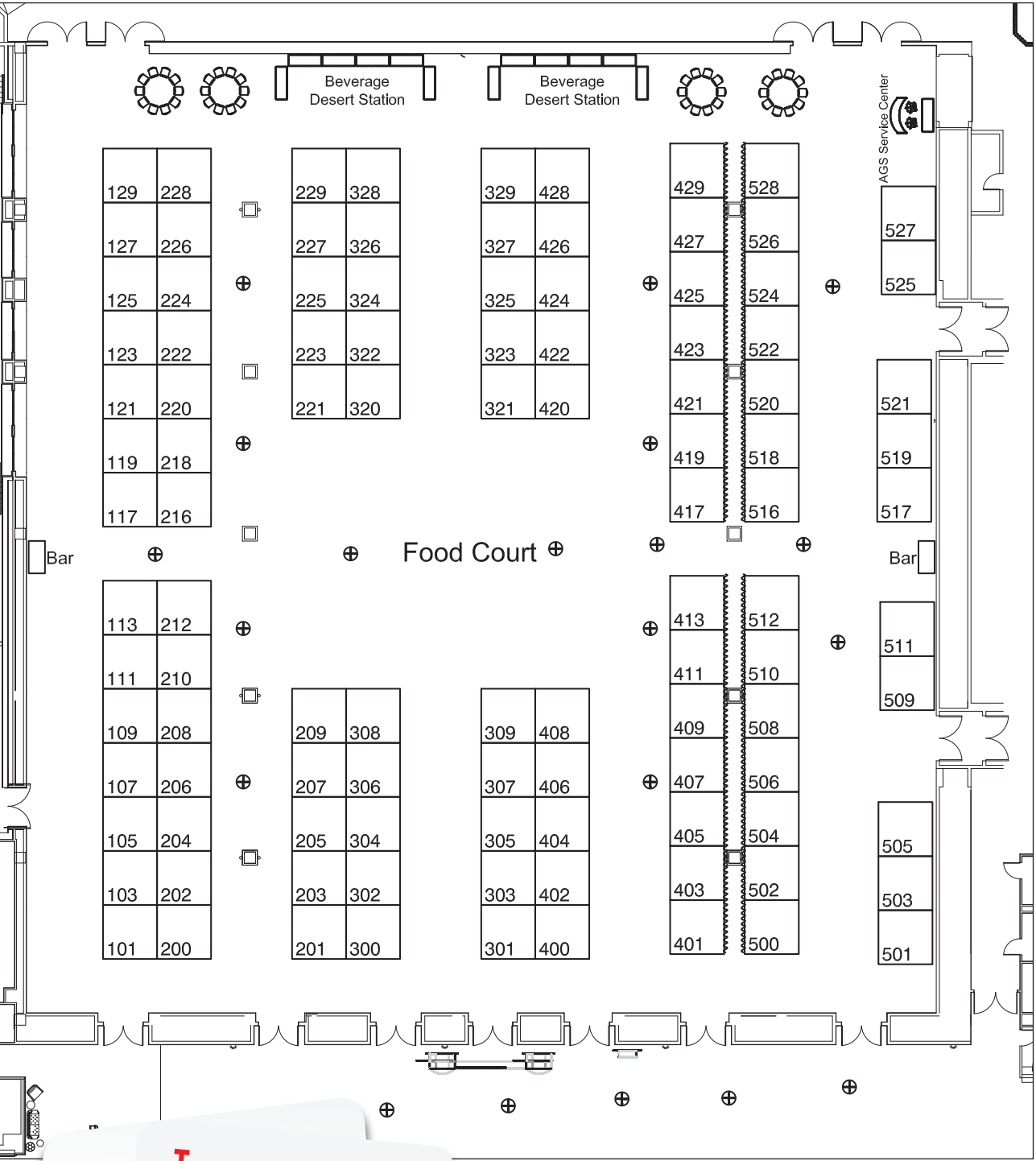
- ✦ Standard Booths: \$1,300 Member / \$2,100 Non-Member
- ✦ Premium Booths: \$1,500 Member / \$2,300 Non-Member

Booth Prices After March 31 *(must be paid in full by May 31):*

- ✦ Standard Booth: \$1,900 Member / \$2,700 Non-Member
- ✦ Premium Booth: \$2,100 Member / \$2,900 Non-Member

WHAT'S INCLUDED

All booths are 10x10 and include: 6' covered, skirted table; 2 chairs; 1 wastebasket; 1 identification sign with booth number and single company name; pipe and drape around your space. Electrical, additional furniture, etc. are not included and must be ordered separately through our designated drayage contractor, AGS Expo Services. Three (3) Booth Representative badges with exhibit hall only access are included. Up to two (2) additional Booth Representative badges may be purchased at \$200pp. An upgrade to Full Conference registration may be purchased at \$425pp. (Note: Maximum of five (5) people per booth allowed at any given time; all Booth Representatives must be employees of the exhibiting company; and badges may not be shared.)



If interested in being an exhibitor at the conference, contact Tammi Wathen at Tammi@fala.org or 850.383.1159.