



S A M A

SAMA Annual Conference

May 18-20, 2020

Hotel del Coronado | San Diego, CA

THE POWER OF BRINGING A TEAM

Today's teams are geographically diverse and immersed in the day-to-day management of your customers. Not only is the SAMA Annual Conference the perfect place for SAM teams to learn leading-edge best practices, but it is also an ideal way to reconnect and refocus on those areas most likely to impact actual business results with your customer. Your leadership demands results, and your team needs to be aligned in order to deliver them.

Why do teams have the advantage?

Community-powered. With more than six hours of scheduled networking events (and many more informal ones), you never know which new connection is going to be the one that flips the switch. The more team members in attendance, the greater the chance for those types of interactions.

More eyes. There are more than 50 sessions spanning three diverse tracks. We can help you develop a custom curriculum to make sure your entire team leaves the event with actionable tools and insights as soon as they leave the Conference.

Cohesion. Study after study shows that engaged team members outperform their peers. Your team works hard and is always striving to deliver for your strategic customers. Re-engage your team with the perfect SAMA recipe: networking with peers across industries, learning new skills and bonding with team leaders.



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Essential Team Package

Included with at least 4 paid registrations:

- \$100 off each attendee
- Team pricing extended to your clients/customers
- Company logo presence during SAMA keynotes
- Digital team packet*, including a ROI Tool, Team Scheduling Agenda per day and promotions for upcoming events and SAMA resources
- Curated presentation “What to Expect at SAMA’s Annual Conference”

Upgrade your Essential Team Package with a private event space for your team meeting starting at \$300 per day (includes room, flipchart, flipchart paper and markers). **

Premium Team Package

Included with at least 8 paid registrations:

- \$200 off each attendee
- Team pricing extended to your clients/customers
- Company logo presence during SAMA keynotes
- Customized digital team packet*, including a ROI Tool, Customized Conference Agenda per day and promotions for upcoming events and SAMA resources
- Private event space for a team meeting**
 - › Includes a flipchart, flipchart paper, markers
- Exclusive webinar presentation “What to Expect at SAMA’s Annual Conference” led by SAMA staff***
- Complimentary and insightful provider-facilitated workshop^

Elite Team Package

Included with at least 15 paid registrations:

- \$250 off each attendee
- Team pricing extended to your clients/customers
- Company logo presence during SAMA keynotes and social media acknowledgment
- Customized digital team packet*, including a ROI Tool, Customized Conference Agenda per day and promotions for upcoming events and SAMA resources
- Private event space for a team meeting**
 - › Includes a LCD, flipchart, flipchart paper, markers

- Exclusive webinar presentation “What to Expect at SAMA’s Annual Conference” led by SAMA staff***
- Honorary speaker from SAMA’s Board or senior leadership team to speak to your team on the subject of your choice^

Pricing per person:

| Essential (4 - 7 attendees) | Early-bird available until January 31, 2020 | Full price effective January 31, 2020 |
|--------------------------------|---|---|
| Corporate Member | \$2,095 | \$2,495 |
| Individual Member | \$2,295 | \$2,695 |
| Non-member | \$2,495 | \$2,895 |

| Premium (8 - 14 attendees) | Early-bird available until January 31, 2020 | Full price effective January 31, 2020 |
|-------------------------------|---|---|
| Corporate Member | \$1,995 | \$2,395 |
| Individual Member | \$2,195 | \$2,595 |
| Non-member | \$2,395 | \$2,795 |

| Elite (15 - 29 attendees) | Early-bird available until January 31, 2020 | Full price effective January 31, 2020 |
|------------------------------|---|---|
| Corporate Member | \$1,945 | \$2,345 |
| Individual Member | \$2,145 | \$2,545 |
| Non-member | \$2,345 | \$2,745 |

Please email registration@strategicaccounts.org if your teams’ participation exceeds 30 attendees.

SAMA Cancellation Policy

Full refunds will be issued 30 days from the start of the event. Full refund requests must be received in writing by 11:59pm CST by April 19, 2020. Twenty-nine days or less prior to the event, no refund will be issued. Refunds will not be given for no-shows

Substitute registrations (a colleague taking your place) are gladly accepted prior to May 15, 2020. Only one substitution is permitted per original registration. Please send all refund and substitution requests in writing to registration@strategicaccounts.org.

*Digital team packets to be delivered in April via email.

**Contact SAMA staff for more details and to schedule+. Must be scheduled prior to April 9th, 2020. Additional audiovisual and/or food & beverage fees to be paid by team and based on Del Coronado Hotel pricing. Requests based on first-come, first-serve basis.

+Private event space included in Premium and Elite packages only valid on Monday or Tuesday at 4:30pm or later, Wednesday at 1pm or later and Thursday at any time. Additional costs may apply for team meetings occurring at any other time or on more than one day.

***Contact SAMA staff to schedule prior to April 30th.

^Contact SAMA staff for more details and to schedule. Only available on Wednesday after sessions or Thursday after the SAMA the conference adjourns. Must be scheduled prior to April 9, 2020. Additional audiovisual and/or food & beverage fees may apply and based on Del Coronado Hotel pricing. Requests based on first-come, first-serve basis and speaker availability.

If your team, for any reason, falls below the number of applicable paid registrations to receive a certain discount, the team will owe the difference between the discounted price and standard price per SAMA’s discretion.