

Armada Corp.
Laurie,

What a wonderful and fun conference. We had a great time. Everyone we met were so nice...especially you.

We enjoyed our time visiting with the attendees. We would appreciate an invitation for next years conference.

You asked for some input regarding the conference so I visited with both Fred and Mark and here is what we came up with.

What worked well for you.

The conference was very well attended and feedback from the attendees was very positive.

We appreciated the opportunity to have our booth setup in the same area where the meals were served.

Thank you for a conference manual. It was a nice touch for us to understand what topics were being discussed and allowing us to attend some of the sessions.

Great job on the evening social event. It was wonderful. It allowed us to let our hair down and visit with some of the attendees in a non-work environment. (we could take our suites and ties off)

Greatly appreciated the announcements recognizing the vendors.

The food was excellent.

What could we have done different.

We would appreciate the opportunity to be able to set up our booth the night before. I realize that most of the other vendors only had table top displays so it made it easy for them to set-up within minutes. However, our booth is a little bit more complicated so it would have been nice to be able to set up the evening before.

Observation: We noticed that some of the attendees did not have a chance to visit our booth. A few of them told us they did not have time or when they were visiting with us they cut our conversation short because a session was starting. The schedule was so tight and their priorities were placed on attending the sessions (as it should be) that little time was left for them to understand our services. We noticed that during the morning breakfast attendees would come in and grab some breakfast and sit down to eat and before you know it was time to start. Many were not done eating when the program began. So mornings were not an optimum time to visit the vendor booths. Then lunch would roll around and of course the priority is eating. Then half way through lunch a guest speaker would start their presentation. When they were done it was time for another session (or two). There again, very little time to visit with the vendors. All total, we had 31 Clinics visit our booth (according to the cards that were dropped into the basket for the prize drawing).

Ideas: These are only suggestions from our point of view. Do what is best for the association. With that said, if you have a speaker during lunch perhaps they could start a little bit earlier which will leave a few minutes at the end of lunch (before the sessions start) for attendees to visit the vendors.

What we have seen done at other conferences: Cash grand prizes drawing for those who have their "vendor card" filled out. Each attendee is given a card with the names of each of the vendors or a card that has a map of the vendors booth. The attendee then visits each of the booths where the vendor signs the card. These cards need to be signed by all the vendors to qualify for the drawing. The grand prize could be \$100 cash and the second prize could be a \$50 cash prize. For the cash prizes you could take it out of the booth fees (about \$12) or if needed, add a few dollars to the booth fees to cover the cash prizes. Perhaps the schedule could be slightly modified to allow a few extra minutes for the attendees to visit each booth.

Overall the conference was a success and we would love to be invited for next year's event.

Thanks for all your hard work. It is appreciated (and at times not recognized).

Dirk Bunker
Armada Corp
360-834-6140

Audit & Adjustment

You beat us to the punch Laurie. Jennifer & I wanted to thank you for a really good conference. The only suggestion I can offer is to be sure there are enough tables for the lunch session so that we vendors can mix with the attendees.

We definitely would consider returning as a vendor next year.

TUI

Laurie, I think that the conference was well attended and from a vendors standpoint we appreciate all the exposure we received. We would definitely attend next year and look forward to following up on all the interest we received at the show. Thanks again for all your help, Jeff.

Management Trust

Laurie,

I enjoyed the RHCAW meeting in Chelan last week and hope it was as big a success as it appeared. I do have a request and that is for a list of those who attended the meeting. I would like to do a follow-up mailing to them to thank them for stopping by and chatting with me during the conference. It will help me to keep my name in front of them should they need the type of services I provide medical groups.

Several people asked how the conference was from my perspective. I told you as I told them that time will tell if any interest was generated. All I know is that most of the handout information I brought was gone so that was a very good sign. Now...I just hope someone calls to ask for my help. I have a lot to offer your membership if given the chance to show them.

Thank you for your support during the conference and for putting together a very well organized event. You should feel proud of your efforts.

Paul

CHPW

Hi Laurie. Thanks for having us. Yes we would return next year. The only comment I would make is while it was great being next to Armada, we lost almost all of our table space because of the way our table and there display was set up.

Hi Laurie,

CHP will return. It was a great conference, I thought the BBQ and wine tasting was excellent, like Kim stated, we kind of loss some table space being in the corner. My only suggestion would be to have more water available after the breakfast and lunches.

PHS

Thank you for inviting us, we appreciated the opportunity to reach out to our providers in this setting.

The only thing that was hard for us, was the down time while the providers were in their breakout sessions. We weren't able to use that time effectively, since there wasn't internet access (other than wireless, which we are unable to use) we just sat around waiting for the breaks. I'm not sure how this can be corrected, but other than that, I did learn a few things from those speakers that were in the same room as the vendors.

We are looking forward to returning next year as either a sponsor and/or vendor.

Shawn Kemp

Morss Medical Architecture

Hello Laurie:

Thank you for all your hard work in organizing the vendors. We had a great conference and were very pleased to be there. It was very helpful having some of the presentations in the dining room. This gave us more and longer exposure and a chance to get to know and talk with more participants. We can't think of anything that would have enhanced our experience. We were very satisfied and will return next year. Do you know where you will hold it? Campbell's was very comfortable. If you have it at Lake Chelan again, it would be wonderful if it coincided with the apple blossoms in bloom.

I sent our check today for the 2 dinners.

Thanks again for your help and we were happy to meet you. See you next year.

Susan & Jim Morss