

Exhibitor Prospectus  
2022 AJAS ANNUAL CONFERENCE  
Sunday, April 3 - Wednesday, April 6



2022 AJAS Annual Conference  
Beverly Hills Hilton • Beverly Hills, CA  
April 3-6

Exhibitor Showcase—  
Without the Clunky Booth April 4, 2022

Benefits of Exhibiting with AJAS

**In 2022, leave your booth at home! AJAS will structure the exhibit hall a bit differently to make it more conducive for companies to directly engage with attendees without having the expense and hassle of shipping and installing cumbersome booths.**

**Tables and chairs will be provided so exhibitors can sit comfortably and have meaningful conversations with attendees about their products and services.**

**Eighty-six percent of exhibitors at the last in-person conference in 2019 left with new business leads!**

Each year at the Association of Jewish Aging Services Annual Conference, executive-level management, staff and board members from senior living facilities across North America gather to enjoy educational sessions and networking opportunities.

AJAS is a unique association of not-for-profit community-based organizations rooted in Jewish values that promote and support the delivery of services to older adults. AJAS conferences are known for its familial and welcoming atmosphere.

There are **approximately 100 AJAS member organizations** throughout North America that **serve more than 400,000 aging adults. You will have direct access to C-suite level decisionmakers.**

The AJAS Exhibitors Showcase is an integral part of the conference and is your opportunity to introduce your company, present products and services, develop leads, create brand awareness and further cultivate existing partnerships.

Schedule of Events\*

**Sunday, April 3**

1:00 pm - 5:30 pm  
Exhibitor move-in

5:15 pm - 5:30 pm  
Session for exhibitors

6:00 pm - 7:00 pm  
Opening cocktail  
reception

**Monday, April 4**

8:45 am - 9:45 am  
Keynote

10 am - 10:45 am  
Breakout Sessions

12:15 pm - 3:00 pm  
Exhibitor Showcase with  
Lunch

3:00 pm - 5:00 pm  
Exhibitor move-out

3:15 pm - 4:15 pm  
Plenary Session

**Tuesday, April 5**

9:45 am - 10:15 am  
Breakout Sessions

12:00 pm - 2:00 pm  
LA Jewish Home  
Presentation

2:00 pm - 3:00 pm  
Plenary Session

**Wednesday, April 6**

8:30 am - 10:45 am  
MasterClass

*\*Times are subject to change*

## Rate and Space

Each space costs **\$2,600** and includes exhibitor space and two complimentary conference registrations, promotion in AJAS pre-conference materials and app. Full cost is due at time of registration. Exhibitor setup at the AJAS Collaborative Café includes a 6' x 30" table and four chairs.

## Space Assignment

Those who have not paid in full by **January 15, 2022**, may have their exhibit area reassigned.

## Cancellation Policy and Failure to Pay

All cancellations must be made in writing. A \$500 processing fee will be applied. After **January 15, 2022**, no refunds will be made. Failure to remit the balance of space rental by the date specified on the application form constitutes cancellation of contract without refund.

## Impossibility

The following pertains if no version of a conference can occur.

Neither party shall be held responsible for delays or non-performance caused by activities or factors beyond its reasonable control, including without limitation, war, weather, pandemics, strikes, lockouts, fires, acts of God, terrorism, cancellation of the event, or any other activities or factors beyond its control that makes it inadvisable, impractical or impossible to hold the event, whether similar or dissimilar to any of the foregoing. If the event is cancelled through no malfeasance of exhibitor, exhibitor shall be entitled to a refund of any fees paid. It shall not, however, be entitled to reimbursement for out-of-pocket expenses incurred in connection with the event.

## Terms & Conditions

Application for space at the 2022 AJAS Exhibitors Showcase indicates the applicant's willingness to abide by all accompanying terms, conditions and general regulations. This also includes any additional rules and regulations that the AJAS exhibit manager or property owner deems necessary for the success and safety of the showcase, provided these do not materially alter the applicant's contractual rights. The application becomes a contract when accepted by the AJAS staff.

AJAS reserves the right to restrict sales to companies and organizations AJAS deems to be compatible with the success of the association and to make adjustments depending on the conference program and timing of the showcase for applicants to have optimal exposure to the AJAS conference attendees.

## Previous Exhibitors

Arthur J. Gallagher & Co  
BBL | BlueOrange Compliance  
Caretech Group/Prime Source  
GPO | Centers Business Office  
CliftonLarsonAllen | CPS  
Cure Alzheimer's Fund  
D2 Architecture | Deffet  
Group | Dementia Care  
Specialists  
Direct Supply | EarlySense, Inc.  
Ecosave, Inc.  
Expense Consulting  
Functional Pathways  
Furniture Solutions Group  
Healthcare Services Group  
HealthPRO Heritage  
HJ Sims | HPSI Purchasing  
Services LLC | JKJ | KBE  
Building Corporation | KMF  
Distribution | LCS | LECESE  
Construction Services |  
Lockton Companies | LTC  
Consulting  
Services  
MatrixCare | McKesson  
Medical-Surgical Medline  
Industries, Inc.  
Morrison Living  
Navigator Group Purchasing,  
Inc. | Omnicare  
Partners Pharmacy | Perkins  
Eastman | Plante Moran  
RehabCare | Reliant  
Rehabilitation | Remedi  
SeniorCare Pharmacy  
Renewal Rehab | Rice Fergus  
Miller | RMP Travel Inc. | SAGE  
care | Sage Age Strategies  
Select Rehabilitation, Inc.  
SeniorTV | Sodexo Seniors  
Stonestreet Equity  
The Graham Company  
The Green House Project  
THW Design | Unidine | Varsity  
VoiceFriend | Welch Design  
Westside Kosher Foods, Inc.

# 2022 Exhibitor Application

**Where to Send Application:** Please email this application, with a 50-word company description and company logo (preferably in .eps format and over 500kb) to Rachel Stevens at **rachel@ajas.org**.

**Fee:** A fee of **\$2,600** (see prospectus for details on what is included in the fee) is due with application. Those who have not paid in full, may have their space reassigned.

## Options for Sending Payment:

- Mail check made payable to the Association of Jewish Aging Services, with copy of application, to:  
Association of Jewish Aging Services, Attn: Rachel Stevens 6101  
Montrose Road, Suite 207, Rockville, MD 20852
- Pay with a credit card: Visa, Mastercard or American Express (you can also call the AJAS office with this information)
- Payment in full may be directly wired to AJAS. Call Joni for details and instructions at 202-543-3783.

***\*A 3% processing fee is added for every credit card transaction.***

Name on Card: \_\_\_\_\_  
Card Number: \_\_\_\_\_ Expiration Date: \_\_\_\_\_  
Payment Amount: \_\_\_\_\_ Security Code: \_\_\_\_\_  
Card Billing Address: \_\_\_\_\_  
Signature: \_\_\_\_\_

## Primary Contact (this is the point-person for all conference-related arrangements/questions):

Name: \_\_\_\_\_ Email: \_\_\_\_\_ Phone: \_\_\_\_\_

## Representatives to be included on attendee list:

(If this has not been finalized, please let the AJAS office know as soon as possible)

**First Participant**, Name: \_\_\_\_\_ Title: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

**Second Participant**, Name: \_\_\_\_\_ Title: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

## Company information to be listed in conference materials:

Primary Contact (or write "same as primary above"): \_\_\_\_\_

Company Name: \_\_\_\_\_ Company Phone: \_\_\_\_\_

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

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

*For AJAS Office Use - Date application received:*