



National Organization *of*
Rheumatology Managers

2019 Corporate Membership Levels

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Wilmington, NC 28405
910-520-0515



MISSION STATEMENT

To be a forum by which we promote and support education, expertise and advocacy for rheumatology practices and their patients.

OBJECTIVES

- Develop and maintain a forum for gathering, analysis and distribution of information pertaining to rheumatology practice administration.
- Promote cooperation, understanding and fellowship among its membership.
- Serve as a focus for the education of its members and the practices they serve.
- Be conscious of, and work toward, the resolution of problems confronting rheumatology medical practices.
- Serve as a conduit for communication with and through any organization providing rheumatologic care.
- Serve as a liaison between members who have special areas of expertise in rheumatology practice management, and those individuals/practices who are searching for this type of expertise.
- Through the education, support and mentoring activities of its manager members, enhance patient access to affordable, efficient rheumatologic care, and to enhance each member's ability to provide such care in his/her practice.
- Provide a forum for members to network with others whose knowledge base complements and/or enhances their own.



2018 ANNUAL REPORT

NORM was represented at the following meetings

- Arthritis Foundation Industry Forum
- Association of Women in Rheumatology Meeting
- ATAP Meeting
- CSRO Fellows Conference
- CSRO State Society Advocacy Conference
- ACR Annual Conference
- Clinical Congress of Rheumatology
- California Rheumatology Alliance Meeting
- Florida Society of Rheumatology Meeting
- Georgia Society of Rheumatology Managers
- Kentuckiana Rheumatology Alliance
- Michigan Rheumatism Society Meeting
- New York State Rheumatology Society Meeting
- North Carolina Rheumatology Association Meeting
- Ohio Association of Rheumatology
- Rheumatology Nurses Society

NORM Education Committee (NEC)

- Document Library of form examples for membership to adapt for their practice - updated
- NORM Education Portal updated
 - Rheumatology Disease Workbook
 - Practice Workflow Tool
 - Stop Correct Get Paid Tutorial
 - To Do or Not To Do - Ancillary Services
 - On-Boarding Provider & When to Bring them On

NORM Membership

- Has grown membership to over 470 + members
- Mentoring new and current members
 - Power of NORM Initiative

NORM Board Members and NORM Members participated in the following WebEx Programs – Sponsored by NORM, Genentech, McKesson, ACR, DoctorsManagement

- RISE
- Role of PBMs and ATAP
- Documenting Medical Necessity
- Must Know Information – CMS Update
- 2018 Medicare Changes Update
- 2018 MIPS Webinar
- E & M Coding
- Tracking the Cost Category
- Risk Adjustment Coding for Rheumatology
- Proposed Payment Changes
- Compliance Challenges for Rheumatology
- 2019 E & M Changes
- Understanding the Role of Stakeholders
- The Proof is in the Programs – Quality and Population Health

NORM hosted the following Town Halls for our members:

- Proposed Changes moving Part B to Part D – followed up by Membership Survey
- Physician Fee Schedule Impact – 25 modifier
- Conference Update

NORM AAPC CEU Webinars

In 2018, six webinars were shared with NORM members as well as the Rheumatology Community at large. The webinars are hosted twice each time to ensure east coast and west coast members are able to participate. These webinars were presented in partnership with Crescendo Bioscience and developed and hosted by Acevedo Consulting. Over 300 people have participated in the six webinar series that have been held. Topics included above.

NORM will continue this series in 2019.

NORM 2018 Annual Conference

In October 2018, NORM hosted its annual meeting in Tampa, Florida. We had 275 attendees at the conference. There were sixteen (16) corporate members, eight (8) sponsors and twenty-one (21) exhibitors represented in the exhibit hall. NORM closed the exhibit hall earlier because of space limitations. Conference Guests of NORM were Arthritis Foundation, NICA, RNS, AARDA, AWIR and Creaky Joints/Global Healthy Living. This year, NORM partnered with AAPC to provide up to 12 credit hours.

Again this year NORM sponsored the Forte Profile for all conference attendees. The Forte Profile looks at individuals' strengths and their interpersonal communication style. The attendees completed the profile before the conference and then learned more about their strengths through three breakout sessions. NORM is providing five (5) units of the Forte Profile to each practice

NORM 2018 Annual Conference CRHC Coding Test

In 2018, NORM partnered with AAPC to offer the CRHC coding test to our members and their staff as well as hosted local community AAPC members taking various coding exams. Between NORM members and community test takers sixty (60) participants completed the over five (5) hour live exam on Thursday, October 4th. To help the NORM participants prepare, NORM sponsored nine and a half hours of webinars as well as posted these on the NORM website along with other resources. NORM also prepared a resource guide and shared with our participants before the start of the webinars.

Plans to continue to support our members by providing the test, the study webinars, etc. in 2019.

NORM – Bootcamp For New Leaders

NORM hosted a bootcamp for new leaders in Rheumatology on Thursday October 4th. Our inaugural bootcamp had 30 attendees with a waiting list. All day seminar on topics such as Time Management, Dealing with Difficult Patients, How to Talk When You'd Rather Run, Prior Authorization, Benchmarks for RCM, Drug Inventory, Strategies for Integrating Quality Measures, Mid Levels, Motivating Workers to name a few.

NORM New Initiatives:

NORM held its first ever Strategic Planning sessions and Members Focus group. Details are included in your packet.

NORM Services for Members

NORM hosts an active community forum which allows members to provide mentoring and support to each other leading to enhanced efficiency of care for patients. The community forum has 13 categories, 43 forums, and 705 thread and 3,135 Posts. This updated resource allows members to search for previous post on a topic. NORM has developed a members' only portal that contains practice management resources for members. This membership portal hosts our document library (800 documents), access to webinars hosted and recorded in 2016, 2017 & 2018, our healthcare policy and industry policy information, our Hart Health Regulatory weekly updates, and many other items. With the assistance of our Corporate Members NORM is able to provide our membership a Grassroots for Advocacy PDF, MACRA and QRUR Factsheet and Checklist, Disease Training Video Primers, etc.

News On Rheumatology Matters our newest endeavor with DoctorsManagement highlights advocacy and regulatory updates on a monthly basis in an electronic format for our members.

Our Education Committee (NEC) has provided detailed educational PowerPoints on the following topics: Rheumatology Disease Workbook, Workflow Tools, Red Flags for Billing, Ancillary Services, and On-Boarding Physicians/Mid-Levels. These documents were all updated in 2018.

NORM Ventures continues to partner with Metro Medical for our Cornerstone GPO for NORM members. NORM Ventures has also partnered with Transperfect, and RxVantage to provide services for NORM Members. These opportunities are posted on our members' only page.

NORM has developed, in coordination with Sage Island, a news blog that contains topics of interest to our members and followers. As October 1, 2018 NORM has provided 40 news blogs for our membership. Topics covered have included Seven Tricks to Get Patients to Engage with your Patient Portal, Seven

Ways to Attract New Patients to your Practice, Three Tips for Maximizing Your Rheumatology Clinic's Social Media, and Six Ways to Reduce No-Shows at your Practice to name a few. We introduced the NORM Healthy Manager who gives fitness tips for the busy manager. NORM also has a presence on twitter (@NORMGrp) and on Facebook. Our various social media platforms are used to quickly relay information to the public, advertise NORM board member activities, and publicize NORM events such as webinars and the annual conference.

NORM created an Industry Spreadsheet highlighting co-pay assistance programs and other support programs with links to each programs website to provide up-to-date information of Rheumatology practices.

2018 NORM continues its support of the Alliance for Transparent & Affordable Prescriptions (ATAP). ATAP is a coalition of patient and provider organizations functioning at both the state and national level who have joined together to address pharmacy benefit managers (PBMs) and their impact on prescription drug costs and patient access to affordable treatment. NORM joined CSRO to meet with various Senators and MedPac to discuss PBMs.

NORM has a seat on the ACR Insurance Sub-Committee.

NORM has a director's position on ATAP.

NORM continues to strengthen its committees including Healthcare Policy, Payer Relations, and Education (NEC). Advocacy updates and education for our members provided through weekly Regulatory Reviews by Hart Health Strategies and posted on our member's only website. NORM continues to empower practices to advocate and motivate our patients to have a voice to protect access to care for their rheumatologic treatments. Our Payer Relations committee educates members on National, Regional, State and MAC level initiatives such as the down-coding of infusion complexity. NORM's members' only page highlights current healthcare policy issues facing our practices such as the nondiscrimination provision of the Affordable Care Act, QRUR, and MACRA. Our newest section within the members' only page is education on Biosimilars.

NORM Signed On to or Sent Numerous Letters

- Medicare Program: Contract Year 2019 Policy and Technical Changes to the Medicare Advantage, Medicare Cost Plan, Medicare Fee-For-Service, Medicare Prescription Drug Benefit Program and PACE Program
- ATAP Coalition - PBM
- ASP Coalition Letters on Step Therapy
- CMS Proposed Rules for American Patients First
 - Part B Proposals
- CMS-1693-P Medicare Program; Revisions to Payment Policies Under the Physician Fee Schedule and Other Revisions to Part B for CY 2019; Medicare Shared Savings Program Requirements; Quality Payment Program; and Medicaid Promoting Interoperability Program
- Department of Defense Arthritis Research Letter
- UnitedHealth Care Down-coding of Administration Codes and Petition

NORM



2019 Conference Policies for Corporate Members

Logo

Logos are due to NORM no later than July 1, 2019. They must be in EPS format. (anyone inside your organization with graphic design experience will know how to convert your logo into the EPS format)

Corporate Member Sponsored Events Policies

Corporate Members *will not* plan any event that conflicts in any way with NORM sponsored events. Choosing to plan an event that conflicts with a NORM sponsored event will result in the organization not being invited to join us at our next event.

An event is any activity from dinner with one conference attendee to an event to which many attendees are invited.

Exhibit Hall Policies

Each corporate member will respect the exhibit set-up hours established by NORM. Exhibit set-up and shipping information will be shared with all sponsors/exhibitors by July 1, 2019. The sponsor/exhibitor will follow instructions regarding shipping items to the hotel. If instructions are not followed NORM is not responsible for missing exhibit items.

Exhibit space will be provided as indicated in the Prospectus. Corporate Member may request a smaller booth or to divide the booth. Request must be received by June 1, 2019.

Exhibits must be installed within the parameters of your exhibit space with no components extending beyond. Your installation may not block other exhibitors. If your organization will not need the tables provided, your space will be noted on the floor. You must notify NORM that you will not be using your tables no later than August 1, 2019. No banners, signs or other material may be nailed, taped, hung to any hotel property. If exhibitor/sponsor defaces DeVos Place Convention Center property, they are responsible for the damage.

The NORM Board works hard to encourage attendees to visit Corporate Members during exhibiting times. Thus, each corporate member will have at least one representative at their booth when the exhibit hall is open (breakfast, lunch and breaks each day). Each corporate member will not break down their booth early. The agenda will be shared with your corporate contact and will be posted on the NORM website.

Each corporate member will receive the number of name badges appropriate for their level of corporate membership. Additional name badges may be purchased.

Distribution of literature/advertising materials may only occur in your exhibit space. No literature / advertising materials may be left on dining tables in the exhibit hall. Interviews, focus groups, etc are to occur within your exhibit space. If you wish to hold additional sessions, you must notify NORM's administrative director (the times and locations) and await approval before moving forward with plans.

Insuring Exhibits

While the exhibit hall will be monitored during the day and locked after our sessions end, exhibitors and sponsors are encouraged to insure their exhibits, merchandise, and display materials against theft, fire, etc at their own expense. NORM is not responsible for any damage to or theft of the exhibits.

Corporate Member Attendance for Educational Sessions Policies

Corporate Members are welcome to attend the general sessions unless they are for members' only and this is indicated on the conference brochure. Chairs will be set in the back of the general session space for their use. Corporate member may not sit with the membership. Please respect our attendees and speakers and do NOT carry on a conversation with your colleagues. If conversations become a problem the corporate member will be asked to leave the room.

If there is space representatives may attend the breakout sessions. Corporate Members are not to enter the breakout room until all attendees have entered.

The NORM Educational Committee (NEC) sessions and Circles of Knowledge are for NORM members only

The NORM annual membership meeting is for NORM members only and corporate members may not attend those sessions.

Guest Rooms for Corporate Members

Hotel rooms are the responsibility of the corporate members. We have negotiated a guestroom block at the host hotel. Detailed information regarding guestroom reservations is on the event information page.

Indemnification

Corporate Members agree to abide by these terms, and any applicable provisions under NORM's agreement with the management of the DeVos Place Convention Center.

Corporate Members assume full responsibility and liability for any loss, damage or claim arising out of injury or damage to sponsor and exhibitor's displays/materials.

Corporate Members agree to defend, indemnify, and hold harmless the DeVos Place Convention Center from and against all claims, actions, causes of actions, or liabilities, including reasonable attorney's fees arising out of or resulting from any act undertaken or committed by Corporate Member or any contractors hired or engaged by the Exhibitor or Sponsor in connection with the conference. Corporate Members also agree to defend, indemnify, and hold harmless the DeVos Place Convention Center from any liability resulting from any claim, action or action, which may be asserted by third parties arising out of the performance of the Corporate Member's obligations pursuant to this agreement, except those which are due to misconduct or negligence of the Convention Center.

NORM 2019 Corporate Memberships



	Silver	Gold	Platinum	Sapphire	Diamond
	\$15,000	\$30,000	\$50,000	\$75,000	\$100,000
Conference Weekend					
# of Complimentary Representatives	6	8	10	12	14
# of additional representatives for purchase (\$500/rep)	2	4	4	4	4
Recognition through lapel pin, ribbon, conference magazine, signage, totebag	X	X	X	X	X
Ability to introduce 1 general session speaker (Friday or Saturday)					X
Ability to introduce 1 breakout session speaker (Friday or Saturday)				X	
Logo on conference brochure			X	X	X
Complimentary tote bag insert			1 sheet	2 sheets	3 sheets
Exhibit size	10 X 10 booth	20 X 10 booth	20 X 10 booth	30 X 10 booth	40 X 10 booth
Exhibit hall space - 1st right of refusal based on level	5th choice	4th choice	3rd choice	2nd choice	1st choice
Sponsorship Opportunity			Thursday Welcome Reception OR Conference Journal OR Negotiated Item	Room Key OR Head Shot Booth OR Negotiated Item	Friday Reception & Dinner OR Airport/Hotel Shuttle OR Negotiated Item
Conference Weekend APP					
# of Complimentary Access	6	8	10	12	14
Enhanced Profile	X	X	X	X	X
Shared Banner Advertisement	X	X			
Banner Advertisement w/ link to your APP site			X	X	X

NORM 2019 Corporate Memberships



	Silver	Gold	Platinum	Sapphire	Diamond
	\$15,000	\$30,000	\$50,000	\$75,000	\$100,000
Year Round Opportunities					
Logo on website homepage and annual conference page	X	X	X	X	X
Webinars on topics critical to membership		X	X	X	X
Link to your website (annual conference corporate member page)		X	X	X	X
# of corporate announcements shared by NORM via NORM News Blog		2	4	6	12
# of items placed on members' only Healthcare Policy Page		2	4	6	12
# of items placed on Payer Issue Page		2	4	6	12
# of scheduled opportunities to share educational info w/ President		2	4	6	12
Meetings or conference calls with NORM Board		2 ~ 60 min (2 hrs)	3 ~ 60 min (3 hrs)	3 ~ 90 min (4.5 hrs)	4 ~ 90 min (6 hrs)
Number of representatives at meeting with NORM board		2	4	4	6

CORPORATE MEMBERSHIP OPPORTUNITIES

Diamond Corporate Membership \$100,000

The Diamond level includes the following items in reference to the non-CME annual educational meeting:

- Attendance at NORM Annual Conference:
 - Fourteen company representatives
 - Opportunity to bring four additional company representatives at \$500 per person,
 - Fourteen complimentary conference magazines and fourteen complimentary access privileges to Conference mobile APP (conference magazine includes list of attendees).
- Recognition in conference magazine to acknowledge support. Company logo incorporated in recognition.
- Recognition through conference signage to acknowledge support.
- Recognition in conference brochure if written commitment of funds received by March 1, 2019.
- Recognition of support at conference with Corporate Member lapel pin and ribbon for all corporate representatives.
- Opportunity to introduce a speaker following the script provided by NORM that will include corporate name.
- Corporate Members will have first right of refusal on location in exhibit hall at annual meeting based on membership level.
- Company logo included on conference tote-bag.
- One company conference tote bag insert (8.5 X 11, 3 sheets max size).
- 40X10 booth at annual conference and the booth includes 4 exhibit tables, 8 chairs, a waste basket, and electrical capabilities.
 - Corporate Member may request smaller booth or to divide the booth. Request must be received by June 1, 2019.
- Sponsorship of Friday Night Reception and Dinner **or** Sponsor of Shuttle between Airport and Hotel **or** other suitable item negotiated between NORM and Corporate Member.

This level includes the following items on the Conference mobile APP at the 2019 conference:

- Corporate Logo and link to your mobile APP site on banner advertisement that appear every 5 to 6 seconds when attendee is in Conference mobile APP.
- Enhanced corporate profile on Conference mobile APP which will allow your representative to add your logo, corporate description, contact information, brochures/documents, and links to corporate social media accounts. NORM will assign exhibit hall location link in APP.

This level includes the following items throughout the year:

- Company logo on NORM website home page and annual conference page from receipt of funds until December 31, 2019.
 - Link to company website from corporate member page if supplied by corporate member.
- Opportunity to host unbranded webinars with NORM membership on critical topics.
 - Topics and dates to be negotiated with NORM and scheduled at least one month before the webinar to ensure time to advertise.
- Ability to submit a monthly issue to NORM for NORM to share with membership in each area:
 - new company announcements posted on the NORM News Blog – category Industry News,
 - announcements to be posted on payer issue page of the *members' only* portal on NORM website and announcement of this posting by NORM to the membership, and
 - announcements to be posted on Healthcare Policy page of the *members' only* portal on NORM website and announcement of this posting by NORM to the membership.
- Twelve scheduled opportunities to share educational information with President or board liaison on issues affecting rheumatology.
- Four 90 minute meetings, webinars or conference calls with NORM Board or Board Representatives:
 - Six representatives to meet with NORM Board Tuesday or Wednesday the week before the 2019 conference in Tampa, FL. The date assigned by June 1, and time negotiated by July 15, 2019.
 - Six representatives to meet with the NORM board before the NORM Board meeting Thursday or Friday (March 14 or 15) in Scottsdale, AZ.
 - Six representatives to meet with at least two members of the NORM board May 2 – 4, 2019 at Clinical Congress of Rheumatology in Destin, FL.
 - Six representatives to meet with at least two members of the NORM board the NORM Board meeting Thursday or Friday (June 13 or 14, 2019) in Charlotte, NC.

CORPORATE MEMBERSHIP OPPORTUNITIES

Sapphire Corporate Membership \$75,000

The Sapphire level includes the following items in reference to the non-CME annual educational meeting:

- Attendance at NORM Annual Conference:
 - Twelve company representatives,
 - Opportunity to bring four additional company representatives at \$500 per person
 - Twelve complimentary conference magazines and twelve complimentary access privileges to Conference mobile APP conference (magazine includes list of attendees).
- Recognition in conference magazine to acknowledge support. Company logo incorporated in recognition.
- Recognition through conference signage to acknowledge support.
- Recognition in conference brochure if written commitment of funds received by March 1, 2019
- Recognition of support at conference with Corporate Member lapel pin and ribbon for all corporate representatives.
- Opportunity to introduce one breakout speaker following the script provided by NORM that will include corporate name.
- Corporate Members will have first right of refusal on location in exhibit hall at annual meeting based on membership level.
- Company logo included on conference tote-bag.
- One company conference tote bag insert (8.5 X 11, 2 sheets max size).
- 30X10 booth at annual conference and the booth includes 3 exhibit tables, 6 chairs, a waste basket, and electrical capabilities.
 - Corporate Member may request smaller booth or to divide the booth. Request must be received by June 1, 2019.
- Sponsorship of Room Key Sponsorship (your logo on room key for each guest room) **or** Head Shot Booth for member (signage at booth area) **or** other suitable item negotiated between NORM and Corporate Member.

This level includes the following items on the Conference mobile APP at the 2019 conference:

- Corporate Logo and link to your mobile APP site on banner advertisement that appears every 5 to 6 seconds when attendee in Conference mobile APP.
- Enhanced corporate profile on Conference mobile APP which will allow your representative to add your logo, corporate description, contact information, brochures/documents and links to corporate social media accounts. NORM will assign exhibit hall location link in APP.

This level includes the following items throughout the year:

- Company logo on NORM website home page and annual conference page from receipt of funds until December 31, 2019.
 - Link to company website from corporate member page if supplied by corporate member.
- Opportunity to host unbranded webinars with NORM membership on critical topics.
 - Topics and dates to be negotiated with NORM and scheduled at least one month before the webinar to ensure time to advertise.
- Ability to submit a bi-monthly issue to NORM for NORM to share with membership in each area:
 - new company announcements posted on the NORM News Blog – category Industry News and shared with membership across all social media platforms utilized by NORM,
 - announcements to be posted on payer issue page of the *members' only* portal on NORM website and announcement of this posting by NORM to the membership, and
 - announcements to be posted on Healthcare Policy page of the *members' only* portal on NORM website and announcement of this posting by NORM to the membership.
- Six scheduled opportunities to share educational information with President or board liaison on issues affecting rheumatology.
- Three 90 minute meetings or conference calls with NORM or Board Representatives:
 - Four representatives to meet with NORM Board for 90 minutes Tuesday or Wednesday the week before the 2019 conference in Tampa, FL. The date assigned by June 1, and time negotiated by July 15, 2019.
 - Four representatives to meet with the NORM board before the NORM Board meeting Thursday or Friday (March 14 or 15) in Scottsdale, AZ.
 - Four representatives to meet with at least two members of the NORM board May 2-4, 2019 at Clinical Congress of Rheumatology in Destin, FL **or** before the NORM Board meeting on Thursday or Friday (June 13 or 14, 2019) in Charlotte, NC.

CORPORATE MEMBERSHIP OPPORTUNITIES

Platinum Corporate Membership \$50,000

The Platinum level includes the following items in reference to the non-CME annual educational meeting:

- Attendance at NORM Annual Conference:
 - Ten company representatives,
 - Opportunity to bring four additional company representatives at \$500 per person,
 - Ten complimentary conference magazines and ten complimentary access privileges to Conference mobile APP (conference magazine includes list of attendees).
- Recognition in conference magazine to acknowledge support. Company logo incorporated in recognition.
- Recognition through conference signage to acknowledge support.
- Recognition in conference brochure if written commitment of funds received by March 1, 2019.
- Recognition of support at conference with Corporate Member lapel pin and ribbon for all corporate representatives.
- Corporate Members will have first right of refusal on location in exhibit hall at annual meeting based on membership level.
- One company conference tote bag insert (8.5 X 11, 1 sheets max size).
- Company logo included on conference tote-bag.
- 20X10 booth at annual conference and the booth includes two exhibit tables, 4 chairs, a waste basket, and electrical capabilities.
 - Corporate Member may request smaller booth or to divide the booth. Request must be received by June 1, 2019.
- Sponsorship of Thursday Night Welcome Reception **or** Conference Journal **or** other suitable item negotiated between NORM and Corporate Member.

This level includes the following items on the Conference mobile APP at the 2019 conference:

- Corporate Logo and link to your mobile APP site on banner advertisement that appears every 5 to 6 seconds when attendee in conference mobile APP.
- Enhanced corporate profile on Conference mobile APP which will allow your representative to add your logo, corporate description, contact information, brochures/documents, and links to corporate social media accounts. NORM will assign exhibit hall location link in APP.

This level includes the following items throughout the year:

- Company logo on NORM website home page and annual conference page from receipt of funds until December 31, 2019.
 - Link to company website from corporate member page if supplied by corporate member.
- Opportunity to host unbranded webinars with NORM membership on critical topics.
 - Topics and dates to be negotiated with NORM and scheduled at least one month before the webinar to ensure time to advertise.
- Ability to submit a quarterly issue to NORM for NORM to share with membership in each area:
 - new company announcements posted on the NORM News Blog – category Industry News and shared with membership across all social media platforms utilized by NORM,
 - announcements to be posted on payer issue page of the *members' only* portal on NORM website and announcement of this posting by NORM to the membership, and
 - announcements to be posted on Healthcare Policy page of the *members' only* portal on NORM website and announcement of this posting by NORM to the membership.
- Four scheduled opportunities to share educational information with President or board liaison on issues affecting rheumatology.
- Three 60 minute meetings or conference calls with NORM Board or Board representatives as follows:
 - Four representatives to meet with NORM Board Monday or Tuesday the week before the 2019 conference in Tampa, FL. The date assigned by June 1, and time negotiated by July 15, 2019.
 - Four representatives to meet with the NORM board before the NORM Board meeting on Thursday or Friday (March 14 or 15) in Scottsdale, AZ.
 - Four representatives to meet with at least two members of the NORM board May 2-4, 2019 at Clinical Congress of Rheumatology in Destin, FL **or** before the NORM Board meeting on Thursday or Friday (June 13 or 14, 2019) in Charlotte, NC.

CORPORATE MEMBERSHIP OPPORTUNITIES

Gold Corporate Membership \$30,000

The Gold level includes the following items in reference to the non-CME annual educational meeting:

- Attendance at NORM Annual Conference:
 - Eight company representatives,
 - Opportunity to bring four additional company representatives at \$500 per person,
 - Eight complimentary conference magazines and eight complimentary access privileges to Conference mobile APP (conference magazine includes list of attendees).
- Recognition in conference magazine to acknowledge support. Company logo incorporated in recognition.
- Recognition through conference signage to acknowledge support.
- Recognition of support at conference with Corporate Member lapel pin and ribbon for all corporate representatives.
- Corporate Members will have first right of refusal on location in exhibit hall at annual meeting based on membership level.
- Company logo included on conference tote-bag.
- A 10X10 booth at annual conference and the booth includes 1 exhibit table, 2 chairs, a waste basket, and electrical capabilities.

This level includes the following items on the Conference mobile APP at the 2019 conference:

- Corporate name on shared banner advertisement that appears every 5 to 6 seconds when attendee in Conference mobile APP.
- Enhanced corporate profile on Conference mobile APP which will allow your representative to add your logo, corporate description, contact information, brochures/documents, and links to corporate social media accounts. NORM will assign exhibit hall location link in APP.

This level includes the following items throughout the year:

- Company logo on NORM website home page and annual conference page from receipt of funds until December 31, 2019.
 - Link to company website from corporate member page if supplied by corporate member.
- Opportunity to host unbranded webinars with NORM membership on critical topics.
 - Topics and dates to be negotiated with NORM and scheduled at least one month before the webinar to ensure time to advertise.
- Ability to submit one issue per six months to NORM for NORM to share with membership in each area:
 - new company announcements posted on the NORM News Blog – category Industry News and shared with membership across all social media platforms utilized by NORM,
 - announcements to be posted on payer issue page of the *members' only* portal on NORM website and announcement of this posting by NORM to the membership, and
 - announcements to be posted on Healthcare Policy page of the *members' only* portal on NORM website and announcement of this posting by NORM to the membership.
- Two scheduled opportunities to share educational information with President or board liaison on issues affecting rheumatology.
- Two 60 minute meetings with NORM Board or Board representatives as follows:
 - Two representatives to meet with NORM Board for 60 minutes Monday or Tuesday the week before the 2019 conference in Tampa, FL. The date assigned by June 1, and time negotiated by July 15, 2019.
 - Two representatives to meet with at least two members of the NORM board May 2-4, 2019 at Clinical Congress of Rheumatology in Destin, FL.

CORPORATE MEMBERSHIP OPPORTUNITIES

Silver Corporate Membership **\$15,000**

This Silver level includes the following items in reference to the non-CME annual educational meeting:

- Attendance at NORM Annual Conference:
 - Six company representatives,
 - Opportunity to bring two additional company representatives at \$500 per person,
 - Six complimentary conference magazines and six complimentary access privileges to Conference mobile APP (conference magazine includes list of attendees).
- Recognition in conference magazine to acknowledge support. Company logo incorporated in recognition.
- Recognition through conference signage to acknowledge support.
- Recognition of support at conference with Corporate Member lapel pin and ribbon for all corporate representatives.
- Corporate Members will have first right of refusal on location in exhibit hall at annual meeting based on membership level
- Company logo included on conference tote-bag.
- A 10X10 booth at annual conference and the booth includes 1 exhibit table, 2 chairs, a waste basket, and electrical capabilities.

This level includes the following items on the Conference mobile APP at the 2019 conference:

- Corporate name on shared banner advertisement that appears every 5 to 6 seconds when attendee in Conference mobile APP.
- Enhanced corporate profile on Conference mobile APP which will allow your representative to add your logo, corporate description, contact information, brochures/documents, and links to corporate social media accounts. NORM will assign exhibit hall location link in APP.

This level includes the following items throughout the year:

- Company logo on NORM website home page and annual conference page from receipt of funds until December 31, 2019.