

BMJ Careers Fair | **National**  
**2-3 October 2009**  
Business Design Centre, London

[careersfair.bmj.com](http://careersfair.bmj.com)



# exhibition & sponsorship opportunities



## BMJcareersfair

For more information, please contact the *BMJ Careers* Sales Department on:  
Telephone **020 7383 6540** Fax **020 7383 6366** Email [sales@bmjcareers.com](mailto:sales@bmjcareers.com)

# The BMJ Careers Fair is the UK's largest medical recruitment Fair, attracting around 1,200 delegates each year.

## Who attends?

The Fair attracts a mixture of delegates from all grades and specialties. Attendees are drawn from the hospital sector, general practice, community and public health, university and research, primary care, industry and commercial. All grades of doctor are represented, including consultant, specialist registrar, F1 and F2, trust grade, staff grade, GP principal and registrar.

## Four great reasons to exhibit or sponsor at the BMJ Careers Fair

- Meet potential job applicants from all grades and specialties.
- Increase the visibility of your organisation.
- Network with other recruiters and service providers.
- Receive valuable feedback from your intended market.

Our post event evaluation revealed that **93%** of exhibitors felt delegates were the right target audience for their organisation, and **86%** would recommend the event to other organisations.

### Exhibition Stands

<b>Large exhibition stand/space</b>	5m x 6m stand	<b>£8,000 (+VAT)</b>
<b>Non-NHS exhibition stand/space</b>	3m x 3m stand	<b>£4,100 (+VAT)</b>

### NHS Village

Dedicated area of the exhibition for NHS organisations. Exhibition package includes:

- A table top space with room for a small pop up stand.
  - Quarter page advert in the event guide.
  - Close proximity to soft seating area, with the opportunity to use for discussion with potential clients regarding opportunities within the trust.
- £1,500 (+VAT)**

*Please note you will receive your exhibitor pack (including furniture order forms, delivery details, set up and breakdown times) two months before the event.*

*"It was an excellent Fair: great seminars, excellent exhibitors, lovely colleagues. I am delighted I came"*

**Dr Silke Collins-Tracey, Delegate**

**BMJ careersfair**

# Sponsorship Packages

	<b>Principal Sponsor £40,000.00</b>	<b>Platinum Sponsor £25,000.00</b>	<b>Gold Sponsor £15,000.00</b>	<b>Silver Sponsor £10,000.00</b>	<b>Bronze Sponsor £7,000.00</b>
One 5 x 6m stand	•	•	•		
One 3 x 3m stand				•	•
Two one hour workshops - Friday and Saturday	•	•			
Logo on all promotional material and signage throughout the event	•				
One full page colour ad in event guide	•	•	•	•	
One half page ad in event guide					•
Insert in delegate bags	•	•	•		
Name badge sponsorship with logo on both delegate and exhibitor badges	•				
Logo on delegate bags	•				
Pre and post event email sponsorship - includes banner at top of page	•				
Pre and post event email sponsorship - includes button on right hand bar		•	•	•	
Link through to your corporate website from careersfair.bmj.com	•	•	•		
Two free entry badges to seminar sessions	•				
One free entry badge to seminar sessions		•			
Banner on careers.bmj.com website (8 week period)	•	•			
Banner on careers.bmj.com website (4 week period)			•	•	•
One full page colour ad in BMJ Careers	•	•	•		
One half page colour ad in BMJ Careers				•	•

## 2008 Exhibitors

Africa Health Placements

Alberta Canada

Apply2Medicine

ARK SA

Athona Recruitment Limited

Atos Healthcare

Auckland Regional DHB

Australian General Practice Training

Australian Medical Association

Bart's and the London, Queen Mary's School of Medicine & Dentistry

BMJ Careers

British Medical Association

Cardiff University

Clinical Genetics Society

CM Medical

College of Medicine and Veterinary Medicine, University of Edinburgh

Elsevier

Faculty of Occupational Medicine

Faculty of Public Health

Faculty of Sexual & Reproductive Health Care

Geisinger Health System

General Medical Council

General Practice Network Northern Territory

Global Medics Limited

Government of Alberta

Government of Victoria

Health 24-7 Medical Recruitment

HealthCareersInSask

Health Match BC Canada

Health Workforce Queensland

Hertfordshire Partnership NHS Trust

Holt Medical Recruitment

ID Medical

Immigration New Zealand

Intensive Care Society

International Medical Recruitment

International SOS

KS Coaching

Latitudes Group International

Medacs Healthcare

Medical Protection Society

Medics on the Move

Nationwide Locum Services

NES Healthcare

NHS Professionals

Newfoundland and Labrador, Canada

Northumbria University

North Western Mental Health

NSW Department of Health

NZLocums & NZ Medics

Ochre Recruitment

PMETB



*“invaluable recruitment exercise”*

**Liz Clarke, Exhibitor**

Hertfordshire Partnership NHS Foundation Trust



## Other Sponsorship Opportunities

### Internet corner

A bank of four PCs allowing delegates to access email and internet during their time at the Careers Fair. You can supply a screensaver for display on each PC, and other promotional materials such as mousemats, pens and leaflets. Signage to say 'Internet corner sponsored by sponsor's name'. **£6,000 (+ VAT)**

### Logo on delegate bags

On arrival at the BMJ Careers Fair all delegates are given a bag containing the event guide and other useful information. Sponsor the delegate bags for constant exposure throughout the event. **£2,000 (+ VAT)**

### Badge lanyards

Delegates are required to wear their badges at all times during the event. Include your logo or message on the badge lanyards to ensure constant exposure. Please note sponsors will be required to supply the lanyards a minimum of three weeks before the event. **£2,000 (+ VAT)**

### Name badge sponsorship

Delegates are required to wear their badges at all times during the event. Add your logo to delegate badges to ensure constant exposure throughout the event. **£2,000 (+ VAT)**

### Sponsored workshop

An opportunity to run your own one hour workshop with your own speaker. These sessions will be offered free to delegates and promoted via our pre-event emails. **£1,600 (+ VAT)**

### Banner advertisement

Your banner ad is featured on careers.bmj.com, reaching the entire online readership of BMJ Careers online. Make your target audience aware of your company and attendance at the BMJ Careers Fair.

**£1,500 per month (+ VAT)**

### Advertisement in the Event Guide

Delegates refer to the guide regularly throughout the event, giving you an ideal opportunity to encourage people to visit your stand or reinforce your message.

**Full page colour £1,250 (+ VAT)**

**Half page colour £850 (+ VAT)**

### Insert in delegate bags

On arrival at the BMJ Careers Fair all delegates are given a bag containing the event guide and other useful information. Insert your brochure or gift in the bags to encourage delegates to visit your stand.

**£1,000 (+ VAT)**

### Name badge postal mailing

Sponsors can include an A5 insert in the delegate entry badge mailing.

This is an excellent opportunity to make delegates aware of your company just before the Fair begins. Inserts must weigh less than 10 grams and fit within a standard C5 envelope. **£1,000 (+ VAT)**

### Pre and post event email sponsorship

Regular emails are sent to registered delegates before and after the event to alert them to seminars, free courses, competitions and other information. Sponsors can include a button ad in these emails to encourage registrants to visit their website and alert them to their presence at the BMJ Careers Fair. **£1,000 (+ VAT)**

### Seminar wristbands

Your logo featured on wristbands, which allow delegates entry to seminar session. **£800 (+ VAT)**

### Badge scanners

Capture delegate contact details to create a highly responsive database of doctors and visitors interested in your products and services. **£400 (+ VAT)**

### Live link to sponsors website from event website

Your organisation listed on the Exhibitors page on careersfair.bmj.com, with a link through to your corporate website. **£100 (+ VAT)**

### Badge scanners

Capture delegate contact details to create a highly responsive database of doctors and visitors interested in your products and services. **£400 (+VAT)**

We are happy to discuss alternative options that may not be listed above.

If you wish to book any of these packages or wish to discuss them further, please complete the attached form or contact the BMJ Careers Sales Department on:

Telephone **020 7383 6540**

Fax **020 7383 6366**

Email **sales@bmjcareers.com**

*“staff are fantastic  
and really look after us”*

**Charlie Duncan, Exhibitor**

Health Workforce Queensland

# Exhibition/ Sponsorship Booking Form

Contact \_\_\_\_\_

Position \_\_\_\_\_

Organisation/Company name \_\_\_\_\_

Address \_\_\_\_\_

Postcode \_\_\_\_\_

Telephone \_\_\_\_\_

Fax \_\_\_\_\_

Email \_\_\_\_\_

Please enter the name and contact details of the person who will be coordinating your furniture order and delivery of items if different from above:

Contact \_\_\_\_\_

Position \_\_\_\_\_

Organisation/Company name \_\_\_\_\_

Address \_\_\_\_\_

Postcode \_\_\_\_\_

Telephone \_\_\_\_\_

Fax \_\_\_\_\_

Email \_\_\_\_\_

Name to be displayed in event guide \_\_\_\_\_

Please list three desired stand/space numbers in order of preference (we will contact you if all three are unavailable)

For each event please state your preferred stand/space size or sponsorship package (we will contact you if your desired sponsorship package is no longer available)

Cost (please be sure to add VAT at 15%) \_\_\_\_\_

## Payment instructions

- Payment is due 30 days from the date of invoice, or seven days prior to the event, whichever is earliest. Failure to settle the invoice within these terms will leave your booking liable to cancellation.
- Please make cheques payable to BMJ Publishing Group Limited.

I hereby confirm I have read the enclosed terms and conditions before signing this contract and that I am authorised to sign this form on behalf of the applicant.

Signed \_\_\_\_\_

Position \_\_\_\_\_

Date \_\_\_\_\_

Full terms and conditions of booking can be found at [www.bmjcareersfair.com/faqs](http://www.bmjcareersfair.com/faqs)



Please return this signed form to:

BMJ Careers Sales Department,  
BMJ Publishing Group Limited,  
BMA House, Tavistock Square,  
London WC1H 9JR

Telephone 020 7383 6540

Fax 020 7383 6366

Email [sales@bmjcareers.com](mailto:sales@bmjcareers.com)

# BMJ careersfair

## Terms & Conditions

- 1. Definitions** – In these Terms and Conditions the term 'Exhibitor' shall mean any company, partnership, firm, organisation or individual to whom stand space has been allocated for the purposes of exhibiting, advertising and sponsorship and shall include their employees, contractors, suppliers and agents. The term 'Exhibition' shall mean any exhibition or event run by the BMJ Publishing Group Limited ("BMJPG") and in particular shall mean the event detailed on the Stand Booking Form. The term 'Organisers' shall mean the BMJPG, and its employees and contractors. The term 'Venue' shall mean any exhibition hall, conference facility, hotel or other such building and in particular shall mean the Venue listed in the Stand Booking Form and anywhere within the precincts of such location under the control of the Organisers for the purposes and duration of the Event. The term 'Contract' shall mean the agreement which is formed by the acceptance of the booking in accordance with paragraph 3.
- 2. Venue terms and conditions** – Exhibitors must at all times adhere to the Venue's terms and conditions. The Organiser shall send these to the Exhibitor and failure to object to these within three working days from receipt, shall be deemed acceptance. In the event that these are not received within 14 days of the Event as a result of technology or postal difficulties, the Exhibitor must contact the Organiser and advise.
- 3. Stand bookings & contracting** – Bookings for stand space must be in writing on a Stand Booking Form. No application will be considered valid until such a signed document is received. On completion and submission of the Stand Booking Form and subsequent notification of acceptance by the Organisers, a binding contract arises. The Organiser reserves the right to refuse any application without assigning any reason.
- 4. Stand charges and payment** – Stand rental charges are based on the cost to the organiser of goods, materials, labour and transport, including the cost of conforming with obligations imposed by statute or government order ruling at the time when such prices were quoted. While every effort will be made to contain costs, in the event of excessive increases in such costs before completion of work, the right is reserved by the organiser to make corresponding increases in charges. Payment is due 30 days from the date of the invoice, or seven days prior to the first day of the *BMJ Careers Fair*, whichever is the earliest. Failure to settle the invoice within these terms will leave your booking liable to cancellation, in order that the BMJ has the opportunity to reassign the space to another party. No organisation will be permitted to attend the *BMJ Careers Fair* as an exhibitor if these terms are not fully adhered to.
- 5. Duration of exhibition** – Exhibitors must refer to their exhibitor pack for confirmed opening, set up and breakdown times.
- 6. Subletting and sharing of stands** – Exhibitors shall neither share nor sublet the whole or part of the stand allocated to them with another organisation without the written consent of the organiser.
- 7. Amendment of site plan and venue** – Whilst every endeavour is made to preserve the published plan of the Exhibition or the location of the Venue, the Organiser shall be entitled to, vary the layout or change the Venue if it is believed by the Organiser to be in the general best interests of the Exhibition, or for any reason beyond their control.
- 8. Exhibitor cancellation** – An Exhibitor cancelling or reducing its booking after an official application has been accepted, will be liable for payment of the total stand charges for the original booking.
- 9. Event postponement or abandonment** – The Organisers expressly exclude any liability in respect of any actions, claims, losses (including without limitation consequential losses), damages, costs or expenses whatsoever which may be brought, suffered or incurred by the Exhibitor or its employees, sub-contractors or agents as a result of the prevention, postponement or cancellation of an Exhibition or the Venue becoming wholly or partially unavailable for the running of the Exhibition. The Organisers may, at their discretion, repay the rental paid or part thereof by an Exhibitor or part thereof, but shall be under no obligation to do so and shall be under no liability to the Exhibitor in respect of any actions, claims, losses (including consequential loss), costs or expenses whatsoever which may be brought against or suffered or incurred by the Exhibitor as the result of the happening of any such events. If, at the sole discretion of the Organisers, rearrangement or postponement of the period of the Exhibition, or by substitution of another hall or building or by any other reasonable manner the Exhibition can be carried out, this Contract shall be binding upon the parties, except as to size and position of stands, as to which any modification, substitutions or rearrangement they consider necessary shall be determined by the Organisers.
- 10. Insurance and liability** – The Exhibitor agrees and acknowledges that it is responsible for safeguarding its possessions, materials and property during an Exhibition. The Exhibitor shall be responsible and liable for all losses (including direct and consequential losses), damage, claims proceedings and demands arising out of injury to any person or damage to any property, materials or possessions by reason of the works, acts or omissions of the Exhibitor, its employees, servants or agents and for any loss or damage (including without limitation consequential losses) caused to the Venue, fittings supplied within the cost of participation and to any third parties howsoever arising as a result of the acts or omissions (or failure to act) of the Exhibitor his employees, sub-contractors or agents. The Organisers expressly decline any responsibility for the safety of possessions, materials or property of the Exhibitor or their employees, contractors, suppliers and agents or any other person, for loss, damage, destruction by theft, fire or any other cause, save and except in all cases in this clause 10 for any death or personal injury caused by the Organiser's negligence or as otherwise unable to be excluded by law. The Organiser and its contractors exclude any liability by reason of a force majeure event including fire, storm, lightning, explosion, national emergency, war, terrorism, or threats of war or terrorism, labour disputes, strikes, lockouts, civil disturbance, inevitable accident, or for any other cause not within the control of the Organisers whether of the same kind or not. As the organiser and its contractors will accept no responsibility for any of the foregoing matters, exhibitors should effect their own insurance against any risk of any loss, damage, injury or liability relating thereto.
- 11. Indemnity** – The Exhibitor hereby indemnifies the Organisers against any loss, damages or expenses incurred or suffered by the Organisers (including consequential loss which shall include but not be limited to loss of profit, loss of anticipated savings and other economic loss) as a direct result of an act or omission on the part of the Exhibitor in relation to the Contract.
- 12. Health and safety** – It is the responsibility of the Exhibitor to ensure that its contractors, employees and agents, comply with the latest legislation regarding the Health and Safety at Work requirements.
- 13. Advertising matter** – All printed matter or advertisements of any kind intended for distribution in the Exhibition may only be distributed from the Exhibitor's stand and shall not be distributed in the neighbourhood of the entrance or exits. Exhibitors must not station any attendant in the gangways or place anything in or over them or upon any space other than that allocated to them. Attendants must not circulate through the Exhibition halls for advertising purposes or use audible means of attracting the attention of visitors to the annoyance or inconvenience of other exhibitors. Any advertising matter related to competitions, prizes, awards, gifts must first have been submitted to the organisers for approval. The Organisation has the right to request withdrawal of any advertising material in any media should this cause disturbance or annoyance or is objected to on the grounds of legality, decency or honesty.
- 14. Fitting regulations** – Under no circumstances may exhibitors alter or add to the external structure of the stands. Further interior design, fittings, lighting, decorations may be added at the Exhibitors' expense subject to the compliance with these regulations and any requirements of the local or other authority at the time. Exhibitors are deemed to have knowledge of such requirements and regulations and are bound thereby and are required to indemnify the organiser and its contractors against any claim, action, loss or liability occasioned by any breach thereof. The total enclosure of any stand shall not be permitted. Exhibitors and their contractors may not interfere with the Venue building in anyway whatsoever and any damage caused by their acts will be the responsibility of the Exhibitor, who will be required to indemnify the Organiser and its contractors against any claim arising from such damage. In addition all work carried out by or on behalf of the Exhibitor, including stand interior, construction, stand fittings, electrical work and decoration must be members of the appropriate trade unions in accordance with the construction and working rule or other property of any Exhibitor or of any person, or for the agreements issued by and under the authority of the National Joint Councils of the Exhibition Industry. Any Exhibitor or Exhibitors contractor who obstructs the Organisers Exhibition contractor will be liable to a fee of not less than the price of a 9sqm stand, and the Exhibitor will indemnify the organiser against any cost that may arise as a result of the exhibition build up, and/or breakdown schedule. In all cases the Exhibitor reserves the right to remove any stand where the Organiser becomes aware that it is a risk and the Exhibitor fails to adhere to its reasonable requests.
- 15. Stand design** – In the instance of an Exhibitor not requiring the use of a shell scheme provided by the Organiser's contractors and wishing to erect his or her own construction in the space allotted, plans must be submitted in full to the Organiser not later than 30 days before the opening of the intended Exhibition. The Organiser retains the right to refuse, amend or otherwise deal with any plan as deemed necessary.
- 16. Special hazards** – Any exhibit which may be regarded as constituting a special risk or hazard or dangers must be notified to the Organiser at least one month in advance of the opening of the Exhibition. The Exhibitor must at his or her own expense comply with any conditions or safety precaution the Organiser, Venue licensor or local authority may impose.
- 17. Disposal of waste** – It is the responsibility of the Exhibitor to ensure that all debris and waste material arising from his or her own stand fitting is completely removed from the Exhibition area prior to the opening of the Exhibition. Failure to comply with this procedure shall render the Exhibitor liable for the cost of clearance by the Organiser.
- 18. Staffing and stand displays** – Exhibitors must ensure that their stand is ready at least one hour prior to the opening of the Exhibition each day. Stands must be fully staffed and stocked at all times. Exhibits are not to be removed until the exhibition has closed and any Exhibitor closing their stand before that time without the permission of the Organiser will be liable to an early closing fee of 25% of the total stand cost.
- 19. Security** – Security will be provided at the absolute discretion of the Organisers but they cannot accept liability for any loss or damage that may occur. Lapel badges must be worn at all times by the Exhibitor and his staff whilst in the Venue and in all other areas within the full control of the Organisers for the duration of the Event.
- 20. Smoking** – Smoking is not permitted in the Venue or any other area under the control of the Organisers.
- 21. Variations** – Variations from any of these Terms and Conditions may be granted at the Organiser's discretion. No variation will be effective unless it is given in writing.
- 22. Waiver** – Failure or neglect by the Organisers to enforce at any time any of the provisions hereof shall not be construed nor shall it be deemed to be a waiver of their rights hereunder nor in any way affect the validity of the whole or any part of the Contract nor prejudice the Organiser's rights to take subsequent action.
- 23. Enforceability** – If any term or provision in this Agreement shall in whole or in part be held to any extent to be illegal or unenforceable under any enactment or rule of law that term or provision or part shall to that extent be deemed not to form part of this Agreement and the enforceability of the remainder of this Agreement shall not be affected.
- 24. Third parties** – The parties agree that no third party shall be entitled to enforce any rights under the Contract. The parties hereby exclude the operation of the Contracts (Rights of Third Parties) Act 1999. Nothing in the Contract shall be deemed to constitute a partnership between the parties.
- 25. Notices** – Any notices to be served on either of the Exhibitor or the Organiser by the other shall be sent by pre-paid recorded delivery post, facsimile or electronic mail to the address of the other, and shall be deemed to be received by the addressee within 72 hours of posting or 24 hours if sent by facsimile or on sending it by electronic mail to the correct facsimile number or electronic mail address provided that no message is received by the sender in the case of electronic mail that such message was not delivered.
- 26. Law** – Each Contract concluded under these Terms and Conditions shall be governed by and construed in accordance with English Law and the parties agree to submit to the exclusive jurisdiction of the English Courts.