

Dear Sponsors and Exhibitors,

We would like to provide you with some detailed information regarding this year's Sponsors' Workshop. The theme of this year's workshop will be a golf tournament and the title will be, "**2023 Academy Masters at Bushwood Country Club**". The focus for the workshop will be on attendee team bonding while providing sponsors generous facing time with all attendees. All non-sponsor conference attendees will be placed on a team. During the workshop, all teams will visit each sponsor by utilizing a timed station format, the same as it has been in recent years past.

- Each team will begin at their designated sponsor (Hole #) and rotate when instructed in a clockwise rotation around the room.
- **Each stop will be approximately 5 minutes each** and you will be able to discuss your products with each team during this period. All teams will make a total of 100 minutes of rotations.
- The teams will have to show their cohesiveness by working together to learn everything they can about your product. If this does occur, you will give them a **numbered golf ball (provided by the AACP)**.
- Each team will receive a grade and one designated numbered ball at each sponsor.
- Grade sheets and numbered golf balls will be given to each sponsor the night of the workshop.
- At the conclusion of all rotations, there will be free time to allow team to increase their point total by visiting with non-visited sponsors and/or socialize!
- Each team will only be allowed to receive credit for a single visit at each Sponsors booth.

Awesome Prizes Will Be Awarded To The Top Team!

Winners:

1. **Best Team Pic from Photo Booth Station** - Announced: Friday Night at the Gala
2. **Overall Top Team** - Point Total from Thursday Night *PLUS* Sponsors Grades
Announced Friday Night at the Gala

You may decorate your booth in a golf themed style and corresponding to your selected hole location. Your attendees may also wear attire for the golf theme (Highly Suggested!!!). Questions, please contact Richard Melchior, melchiorr@chop.edu. We look forward to making this event entertaining while allowing our attendees and sponsors to develop lasting professional relationships!

Sincerely,

The AACP Program Committee