

The banner features the word "NEXT" in large blue letters. To its left, the text "June 11-14, 2014, Charlotte, NC" is written vertically. To the right of "NEXT", the text "American Physical Therapy Association Conference & Exposition" is written diagonally. Further right, on an orange background, the text "June 11-14, 2014 Charlotte, North Carolina" is written diagonally.

June 11-14, 2014, Charlotte, NC

**NEXT**

American Physical Therapy Association  
Conference & Exposition

June 11-14, 2014  
Charlotte, North Carolina

## Housing “Pirates” and “Poachers” Policy

When APTA secures sleeping rooms at hotels for our conferences (commonly referred to as room blocks), we research the properties to make certain that our attendees and exhibitors are adequately accommodated. These room blocks are established to ensure that rooms meet our standards and are offered at a discounted price. APTA works with J. Spargo & Associates Inc., the official housing provider for the American Physical Therapy Association (APTA) NEXT 2014 Conference & Exposition.

Room poaching is a practice carried out by third-party companies that act as travel agencies, wholesalers or destination management companies to solicit registrants and exhibitors for room reservations for other organization’s meetings. The practice of room poaching makes it more difficult for us to meet our room block commitments and exposes APTA to penalties and increased room rates for our conferences.

Often room poachers may misrepresent themselves as APTA’s official housing provider and registrants and exhibitors may be contacted by fax, email or phone with offers for cut rate housing. The poacher might inform registrants and exhibitors that the hotel room block is “sold out,” and that if you do not book with them immediately, you may not get a room. Additional deceptive tactics may include:

- Room poachers may distribute forms or promotional materials that appear to be issued by us.
- Room poachers may not deliver on promises to customers. When customers arrive, reservations are sometimes non-existent or the hotels are not conveniently located.
- Room poachers may seek to represent themselves as being affiliated with us by illegally using our name or logo.

Don’t be misled! If you are contacted by anyone asking if you need a room for the NEXT 2014 Conference & Exposition who is not a representative with J. Spargo & Associates Inc., please get as much information as you can and pass it along to us. Please contact J. Spargo & Associates Inc. at 1-877-585-6003 or [aptahousing@jspargo.com](mailto:aptahousing@jspargo.com).