The world's largest conference for life sciences training and education professionals returns to Phoenix, Arizona.
AS THE SAYING GOES, THE PROOF IS IN THE PUDDING...

Let’s skip the blah, blah, blah

We could go on at length about our love for our members and partners (true, by the way), our commitment to building a bigger and better event year after year, and the tremendous growth we’ve seen over the past three years, but we’ll let the numbers speak for themselves.

SEE WHAT L TEN HOLDS

- Optimized Exhibit Hall Floorplan for Increased Foot Traffic & Flow
- 12 Unique Conference Tracks Covering Every Aspect of L&D
- Exploration Station — A Supplier Pavilion for Niche Services and Consultants
- Exhibit Hall Centrally located to General Session and Breakout Workshops
- Learning Village Exhibit Hall is the Hub of Attendee Activity
- Monday and Tuesday Night Networking Parties
- Networking Breaks & Meals served in the Learning Village Exhibit Hall
- Opportunities to host Learning Labs, Micro-Learning Sessions, Topic Tables and Workshops

And while the numbers above speak volumes about the quality and growth of this annual conference, there is one number that’s also worth discussing.

That’s right, there may be other events in the L&D space, but this is THE event of the year. The L TEN Annual Conference is hands-down the nation’s largest gathering of life sciences training and education professionals.

We’d love the opportunity to speak with you—to tell you about all of the exciting things we have planned and, most importantly, how this event can help meet your marketing and business goals.

Source: 2017 LTEN Annual Conference Survey and 2017 LTEN Annual Conference registration data
CONNECT WITH YOUR CUSTOMERS AND EXPAND YOUR REACH*

Abbott Laboratories
Abbvie
ACADIA Pharmaceuticals
Acorda Therapeutics
Alamo Pharma Services/Mission Pharmacal
Alexion Pharmaceuticals
Allegro
Allergan
Amgen
Astellas
AstraZeneca Pharmaceuticals
Axess Oncology
B. Braun Medical
B. Braun of Canada
Baxter Healthcare
Bayer HealthCare
Bayer Pharma AG
Biogen
BioMarin Pharmaceutical
Boehringer-Ingelheim Canada
Bristol-Myers Squibb Oncology
Celgene Canada
Chesie USA
CSL Behring
Daichi Sankyo
Depomed
Dexcom
Eisai
El Lilly And Company
EMD Serono
Entera Health
Ferring Pharmaceuticals
Fresenius Medical Care
FSC Pediatrics
Genentech
Genomic Health
Gilead Sciences
GlaxoSmithKline
Gnirs USA
Heraeus Kulzer
Hologic
Indivior
Iroko Pharmaceuticals
Ironwood Pharmaceuticals
Janssen Biotech
Janssen Pharmaceutical
Janssen Therapeutics
Johnson & Johnson Health Care Systems
LEO Pharma
Lundbeck
Meda Pharmaceuticals
MedImmune
Medtronic CardioVascular
Merck & Co.
Merz North America
Metagenics
Mission Pharmacal Company
Mynad Genetic Laboratories
Neos Therapeutics
Nestle Health Science
Nestle Infant Nutrition
Nestle Nutrition
Novartis Oncology
Novartis Pharmaceuticals
Novo Nordisk
Nuvasive
Ortho Clinical Diagnostics
Otsuka Canada Pharmaceutical Inc.
Pacira Pharmaceuticals
Pernix Therapeutics
Perrigo Company
Pfizer
Pharmacyclics, An AbbVie Company
ProFusion
Promius Pharma
Regeneron Pharmaceuticals
Relypsa
ResMed
Roche
Sandoz
Sanofi U.S.
Sebela Pharmaceuticals
Shionogi
Shire
Siemens Healthcare Diagnostics
Spectranetics Corporation
Spectrum Pharmaceuticals
St. Jude Medical
Sun Pharmaceutical Industries
Suneva Medical
Sunovion Pharmaceuticals
Takeda Oncology
Terumo BCT
Teva Pharmaceuticals
Thoratec
Touch Surgery
UCB
United Therapeutics
Valent Pharmaceuticals
Vertex Pharmaceuticals
Zimmer Biomet

*Represented Member Companies in 2017

SEE WHAT ATTENDEES HAVE TO SAY:

- [LTEN is the] best arena to have all life science resources at your disposal. Great opportunity to quickly be exposed or learn from trainers and training partners.
  2017 CONFERENCE ATTENDEE

- This is the opportunity for you as a life science trainer (or training leader) to learn and gain valuable insight to what others in our field are doing, to gain ideas, to network and connect with other training professionals in our space.
  2017 CONFERENCE ATTENDEE

- Keynote speakers were incredible, workshops were engaging and useful, and networking time in the exhibit hall was valuable.
  2017 CONFERENCE ATTENDEE

CONTACT GREGG HAUNROTH for exhibiting and sponsorship opportunities today!

ghaunroth@L-TEN.org (608) 562-6537

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EXHIBIT AND SPONSOR PROSPECTUS

Exhibit space will be assigned on a first-come, first-served basis, so it’s important to reserve early. All booths will be set up with a 8’ high drape, 3’ high side dividers and a 7” x 44” identification sign.

NOTE: The exhibit hall is carpeted.
Freeman, our exhibit organizer, will send all exhibitors detailed information on rentals, shipping, set-up and teardown.

<table>
<thead>
<tr>
<th>Sponsor &amp; Exhibitor Opportunities</th>
<th>Booth Features</th>
<th>Industry Partner Investment</th>
<th>PIP Investment</th>
</tr>
</thead>
<tbody>
<tr>
<td>EXPLORATION STATION TABLETOP</td>
<td>This section is ideal for smaller consultants and training partners who specialize in limited or specific training solutions. Includes one exhibit hall pass, tabletop, two stools and a locking cabinet. Pop-ups are prohibited. Laptops and monitors are limited to 24” in height.</td>
<td>$2,750</td>
<td>N/A</td>
</tr>
<tr>
<td>EXHIBIT HALL Booth 10’ x 10’</td>
<td>With the purchase of a 10’ x 10’ booth, you will receive one complimentary exhibit hall pass which includes, access to plenary sessions, breaks, meals and receptions. Note: Does not include workshop access.</td>
<td>$3,500</td>
<td>$3,000</td>
</tr>
<tr>
<td>EXHIBIT HALL Booth 10’ x 20’</td>
<td>With the purchase of a 10’ x 20’ booth, you will receive two complimentary exhibit hall passes which includes, access to plenary sessions, breaks, meals and receptions.</td>
<td>$7,000</td>
<td>$6,000</td>
</tr>
<tr>
<td>EXHIBIT HALL Pass</td>
<td>The exhibit hall pass includes access to the exhibit hall, plenary sessions, breaks, meals and receptions. Additional on-site fees will apply if registering after June 6, 2018.</td>
<td>$550</td>
<td>$525*</td>
</tr>
<tr>
<td>CONFERENCE Program Ads</td>
<td>The compact full-page conference program is each attendee’s indispensable guide for the event. It lists agenda, special events, keynotes, exhibit hall info, general info and much more.</td>
<td>FULL PAGE: $1,500</td>
<td>FULL PAGE: $1,350</td>
</tr>
<tr>
<td></td>
<td>1/2 PAGE: $1,125</td>
<td>1/2 PAGE: $1,000</td>
<td></td>
</tr>
<tr>
<td></td>
<td>1/4 PAGE, SQUARE: $825</td>
<td>1/4 PAGE, SQUARE: $745</td>
<td></td>
</tr>
</tbody>
</table>

* LTEN has developed the designation “Preferred Industry Partner (PIP)” to recognize those industry partners that contribute substantial support on an ongoing basis. PIP is neither an endorsement nor recommendation by LTEN, but a term used by the Network to recognize those companies that provide significant support to LTEN in a number of areas for at least two consecutive years. For more information on qualifications for PIP program, please contact Gregg Haunroth at (608) 562-6537.
LTEN ANNUAL CONFERENCE POWER PACK

Put Your Brand in Front of Your Target Audience Before, During and After the Event with the LTEN Annual Power Pack.

<table>
<thead>
<tr>
<th>Power Pak Discounted Pricing</th>
<th>Pre-Conference Digital Issue</th>
<th>Awards Digital Issue</th>
<th>Printed Program</th>
<th>Discounted Price for All Three!</th>
</tr>
</thead>
<tbody>
<tr>
<td>FULL PAGE</td>
<td>$1,095</td>
<td>$1,095</td>
<td>$1,500</td>
<td>$3,320</td>
</tr>
<tr>
<td>1/2 PAGE</td>
<td>$825</td>
<td>$825</td>
<td>$1,125</td>
<td>$2,495</td>
</tr>
<tr>
<td>1/4 PAGE, SQUARE</td>
<td>$545</td>
<td>$545</td>
<td>$825</td>
<td>$1,725</td>
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</tbody>
</table>

Special Offer!
Advertise in the pre-conference digital issue of LTEN Focus on Training magazine, the on-site printed program and the post-conference digital awards issue of LTEN Focus on Training magazine and earn a 10% discount.

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## ADDITIONAL SPONSOR OPPORTUNITIES

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<tr>
<td>CHARITY TEAM-BUILDING</td>
<td>Every year, the LTEN Board of Directors and LTEN Advisory Council, partners with a local charity, giving LTEN members the special opportunity to help children and families in need. Interested in sponsoring this annual feel-good activity?</td>
<td>Please Call</td>
</tr>
</tbody>
</table>
| LTEN EXCELLENCE AWARDS               | Align your brand with the LTEN Excellence Awards. Award-winners will be recognized on stage during a general session.  
• Acknowledgement in the program guide and event app  
• Acknowledgement from the main stage  
• Logo signage  
• Pre-event acknowledgement every place the awards are mentioned  
• Acknowledgement in the special digital-only awards edition of *LTEN Focus on Training* magazine                                                                                                                                                                                                                                      | $5,500               |
| LTEN EXCELLENCE AWARDS LIVE STREAMING | The LTEN training community will be watching the awards ceremony live and awards participants will be linking back to the ceremony video post-event. Put your brand and message in front of a targeted, engaged audience.                                                                                                                                                                                                                                                | $5,000               |
| WELCOME RECEPTION                    | Cocktail party from 4:30–7 PM on Monday night in the Learning Village Exhibit Hall  
• Acknowledgement in program, in the app, and from main stage in plenary session  
• Pre-event acknowledgement on website  
• Logo signage at the reception  
• Sponsor may supply their own glasses, cups or cocktail napkins with their logos. Supplied napkins will be distributed at the LTEN bar and food stations but not the mini-receptions taking place at the same time in the sponsor booths.                                                                                                                                                                       | $2,500 Co-sponsor and $5,000 Exclusive |
| MONDAY NIGHT MINI-RECEPTIONS         | This was a BIG HIT in 2017 — Don’t miss out!  
Host a specialty bar or dessert bar at your booth during Monday night’s Welcome Reception. Draw attendees to your booth to sample cocktails and tasty treats on Monday, June 11, from 4:30–7 PM in the Learning Village Exhibit Hall.  
• Sponsorship is not exclusive. There may be multiple sponsors.                                                                                                                                                                                                                                                                                                | Please Call         |

_Hurry! Sponsorship opportunities will run out early._

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| NETWORKING NIGHT RECEPTION SPONSOR | Networking party on Tuesday Night  
• Acknowledgement in program, in the app and from main stage in plenary session  
• Pre-event acknowledgement on website  
• Opportunity to sponsor a beer or wine tasting, have a sponsored game or host a giveaway  
• Logo signage at the reception  
• Sponsor may supply their own glasses, cups or cocktail napkins with their logos  
• Sponsorship is not exclusive. There may be multiple sponsors. | $5,000      |
| LEARNING LAB                      | Take part in the Learning Labs  
20-minute micro-learning sessions are located in the corners of the Learning Village Exhibit Hall. Share your knowledge on a variety of hot topics, leading-edge technologies, best practices and case studies, while putting your brand in front of the LTEN community.  
NEW in 2018! Enhanced Learning Lab opportunities to lead one of these sessions outside of the lunch break. Contact us to learn more. | $600        |
| SPONSORED WORKSHOP SESSIONS       | 90 or 60 minute workshops will be scheduled at same time as regular concurrent workshop session:  
• Workshop title in program guide will note sponsorship  
• Limited to 6 sponsors; scheduled on a first-come, first-served basis  
• Includes one full conference pass | $3,500      (per workshop) |

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| **BREAKFAST (2 TOTAL)** | Sponsors of each breakfast will receive:  
• Logo signage by buffet tables  
• Placemat or giant branded stickers  
• Acknowledgement in conference program  
• Logo slide on plenary session greeting slide roll  
• Option for sponsor to place branded promotional literature on the tables | $2,000 (per breakfast) |
| **LUNCH (2 TOTAL)**   | Sponsors of each lunch will receive:  
• Logo signage by buffet tables  
• Placemat or giant branded stickers  
• Acknowledgement in conference program  
• Logo slide on plenary session greeting slide roll  
• Option for sponsor to place branded promotional literature on the tables | $3,000 (per lunch) |
| **BREAK (4 TOTAL)**   | Sponsors of each break will receive:  
• Logo signage by break tables  
• Acknowledgement in conference program  
• Logo slide on plenary session greeting slide roll | $1,500 (per break) |
| **LEARNING VILLAGE CAFE SPONSOR** | Attract attendees to your booth with your very own espresso and cappuccino bar with one barista. The bar will be in service for three hours of your choosing, selected one month in advance of event. | $7,150 |
| **WI-FI SPONSOR**     | Logo signage in exhibit hall  
• Branded table tent cards within the hall with login instructions  
• Acknowledgement in program guide and mobile app  
• Sponsor promotional materials may be distributed in networking area  
• Logo slide at a plenary session pre-session slide roll | $8,500 |

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| **EVENT MOBILE APP SPONSOR**    | In 2017, 87% of attendees used the mobile app to create a personalized agenda, receive event alerts and updates, and connect to their peers. Sponsor will receive:  
  - Logo and company links on all app marketing material  
  - Logo included on the app splash screen  
  - Up to 3 promoted posts within the app, one push notification, sponsored app section and one custom badge | **$8,500**       |
| **APP PUSH NOTIFICATION**       | A push notification is a powerful, real-time marketing tool. It is the most directed message a sponsor can send to encourage attendee activity. Announce your Learning Lab, demo, special offers or workshop session start time. 140 characters limit, no links or images. | **$1,500** Only five push notifications will be sold. Available on a first-come, first-served basis |
| **CHAIR MASSAGE**               | After a long day of learning and walking, attendees are eager to relax and recharge. Put your brand in front of attendees by hosting a Chair Massage Therapist in your own booth. Make your booth a hot destination by hosting a massage chair at your booth. “Sit back and relax” while we handle the logistics, signage and promotion! The massage therapist will be at your booth for two hours a day for a total of six hours over Monday, Tuesday and Wednesday. Exact times to be confirmed. | **$2,500**       |

Hurry! Sponsorship opportunities will run out early.

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<td>ATTENDEE BAG SPONSOR</td>
<td>Position your logo on one of the five positions available on the official conference bag given to all attendees.</td>
<td>$3,500 (per sponsorship)</td>
</tr>
<tr>
<td>ATTENDEE BAG INSERT</td>
<td>Inclusion of one supplied non-duplicated item into the member conference bag such as a pen, water bottle, flash drive or padfolio given to each attendee.</td>
<td>$2,500</td>
</tr>
<tr>
<td>LANYARDS FOR NAME BADGES</td>
<td>Badges are an essential at any conference. Be sure to get in front of your audience by getting your logo on the event lanyard.</td>
<td>$3,000</td>
</tr>
<tr>
<td>ROOM KEY SPONSOR</td>
<td>Branded room keys put your brand in front of attendees.</td>
<td>Please Call</td>
</tr>
<tr>
<td>ROOM DROP</td>
<td>Your branded material placed on every attendees’ hotel room doorstep.</td>
<td>Please Call</td>
</tr>
<tr>
<td>VOICE MAIL</td>
<td>Send your own message directly to attendees’ hotel room voice mail. Ideal for inviting them to attend your Learning Lab, session, booth or after-party.</td>
<td>Please Call</td>
</tr>
<tr>
<td>ENTERTAINMENT SPONSOR</td>
<td>Everyone loves a party. Why not have brand the band with your company name and logo. Or have attendees toast using your very own specialty beverage – a drink named after you at a reception. Lots of opportunities to explore. Call us to discuss the unlimited possibilities.</td>
<td>Please Call</td>
</tr>
<tr>
<td>VIRTUAL REALITY SCAVENGER HUNT</td>
<td>Host a virtual scavenger hunt where guests find hidden objects and clues overlaid on your actual booth using a VR headset. Similarly, you can incorporate virtual notes to go along with product demos and allow interested users to get a deeper dive.</td>
<td>$5,000</td>
</tr>
<tr>
<td>ROAMING ROBOT</td>
<td>Talk about an attention-grabber! Attend the Learning Village Exhibit Hall as a robot and you’re sure to be the talk of the “village”.</td>
<td>$5,000</td>
</tr>
</tbody>
</table>