

Sponsorship & Advertising

2024 GUIDE

Your Guide to **REACHING** Life Sciences
Training & Education Professionals

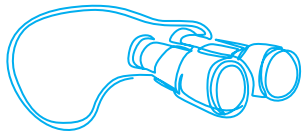


LTEN[®]

LIFE SCIENCES TRAINERS & EDUCATORS NETWORK

*Partner with LTEN and gain visibility
for your brand!*





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Contact **Gregg Haunroth**, LTEN Director of Sales, for advertising and sponsorship opportunities! | ghaunroth@L-TEN.org | (608) 562-6537



Reaching LTEN Members

About the Life Sciences Trainers & Educators Network (LTEN)

Only LTEN specializes in meeting the needs of life sciences learning professionals. LTEN shares the knowledge of industry leaders, provides insight into new technologies, offers innovative solutions and communities of practice that grow careers and organizational capabilities.

The Life Sciences Trainers & Educators Network is a worldwide 501(c)(3) nonprofit organization dedicated to supporting the professional goals of trainers in the life sciences, inclusive of medical device and diagnostics, pharmaceutical, and biotech companies. Since 1971, LTEN has been a conduit to keeping the training industry educated, informed and connected, and is the only nonprofit organization solely devoted to strengthening training in the healthcare industry with the ultimate benefit of improving patient care.

Putting Your Brand in Front of Key Decision-Makers & Influencers

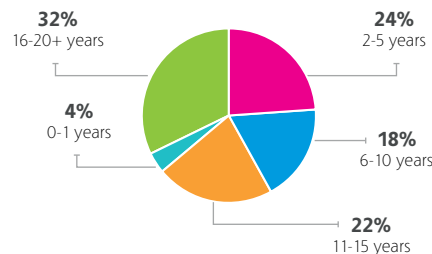
Gain visibility for your brand, products and services by partnering with LTEN. Choose from several types of sponsorship and advertising options.



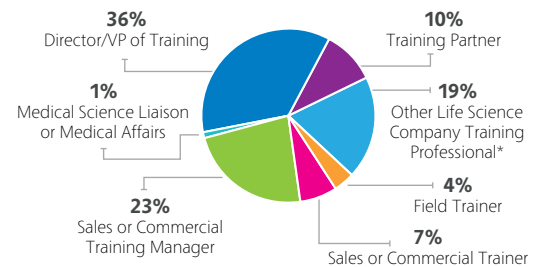
LTEN serves 3,600+ members and has a total reach of just under 15,000 life sciences training professionals worldwide.

LTEN Member Community at a Glance:

Years in Training

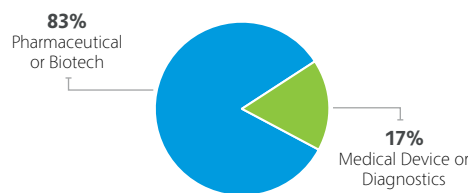


Titles/Positions of Members

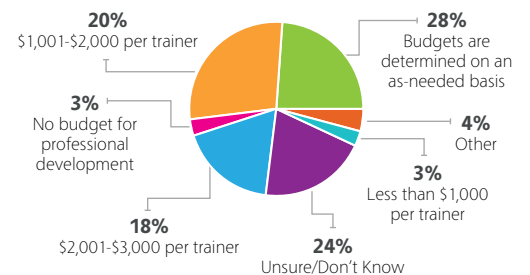


* (e.g., instructional designer, LMS admin, etc.)

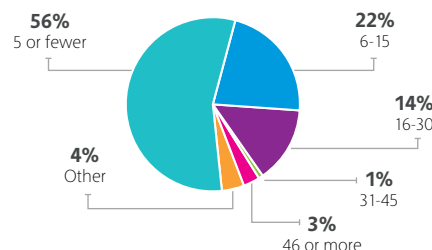
Areas of Focus



Annual Budget for Staff Development



Training Team Sizes



* Data from 2023 Voice of the Member Survey, December 2023.



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2024 Preferred Industry Partner Packages



Support the life sciences L&D community with a yearlong sponsorship package. Each comprehensive package includes exclusive sponsorship opportunities and discounts. In addition, each sponsorship package delivers other great benefits, such as maximizing speaking opportunities, the promotion of your company brand and expertise internationally—both in advance of the conference and at the event itself, offering complimentary registrations, invitations and much more.

Preferred Industry Partner Benefits	Bronze	Silver	Gold	Platinum	New! Titanium*
Exhibit Space and Priority Booth Selection at the Annual Conference <i>Booth selection is based on precious metals order and 2023 LTEN support.</i>		10' x 10'	10' x 20'	20' x 20' Peninsula Booth	20' x 20' Island Booth
Priority Selection for Annual Conference Sponsorships <i>Additional sponsorship fees apply.</i>	5th	4th	3rd	2nd	1st
Annual Conference Exhibit Hall Only Pass(es) <i>Access to the exhibit hall, general sessions and general networking activities.</i>	✓ Includes 1	✓ Includes 1	✓ Includes 2	✓ Includes 4	✓ Includes 4
Annual Conference Full Pass(es) <i>Includes meals, access to all workshops, general sessions and networking activities.</i>		✓ Includes 1	✓ Includes 2	✓ Includes 4	✓ Includes 4
Annual Conference Learning Lab <i>20-minute learning sessions at the Annual Conference exhibit hall.</i>	◆	◆	◆	✓	✓
Lead Scanning Licenses <i>Use the Cvent LeadCapture app to scan attendee badges at the Annual Conference. Purchase additional licenses, configure custom questions and get real-time reporting. NOTE: Lead Scanning available to exhibiting PIPs only.</i>		✓ Includes 1	✓ Includes 1	✓ Includes 1	✓ Includes 1
Annual LTEN Membership	✓ Includes 1	✓ Includes 2	✓ Includes 3	✓ Includes 4	✓ Includes 4
Digital One-Month Ad on LTEN Website <i>The 350x300 px banner ad will display in rotation with up to two other banners ads on the side panel of internal pages.</i>	◆	◆	◆	✓	✓
Supplier Directory Listing <i>Profile includes logo, company description, web link and product categories.</i>	✓	✓	✓	✓	✓
Priority Selection of Unique Sponsorship Opportunities throughout the Year <i>PIPs get first right of refusal for sponsored events and products.</i>	5th	4th	3rd	2nd	1st
Partner Preview Presentation <i>30-minute capabilities and product demos, held on Wednesdays starting in January. Presentations open only to training professionals working for life science company.</i>			◆	◆	◆

◆ = Reduce Rates Offered

* Special requirements and limitations apply in order to qualify for this limited tier.

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2024 Preferred Industry Partner Packages (cont.)

Preferred Industry Partner Benefits	Bronze	Silver	Gold	Platinum	New! Titanium*
Ads in the Monthly <i>LTEN Focus on Training Magazine</i> <i>Advertise in LTEN Focus On Training — now with monthly distribution!</i>	Quarter page in two selected issues	Quarter page each issue	Half page each issue	Full page each issue	Full page each issue
10% Discount On All Virtual and Physical LTEN Events	◆	◆	◆	◆	◆
LTEN Mixer Reception Co-Sponsorship <i>Limited to three sponsors per mixer.</i>	◆	◆	◆	◆	◆
Year-Long Use of the PIP Marketing Assets, Including Logos, Banner Ads, New Member Outreach Communications	✓	✓	✓	✓	✓
Article Submission in one of the Monthly <i>LTEN Focus On Training Issues</i> <i>Author a non-promotional thought-leadership article. First-come, first-served, subject to availability.</i>			✓	✓	✓
Authored <i>Bonus Focus</i> Online Article <i>Author a non-commercial, non-promotional thought-leadership article.</i>	✓	✓	✓	✓	✓
Logo Scrolling on the LTEN Home Page			✓	✓	✓

◆ = Reduce Rates Offered

To be eligible for the Titanium Platinum Preferred Industry Partner (PIP) package, you must have held Platinum PIP sponsorship status and invested an extra \$15,000 in sponsorships and advertising for five consecutive years.

\$4,250	\$12,500	\$19,500	\$35,000	\$50,000
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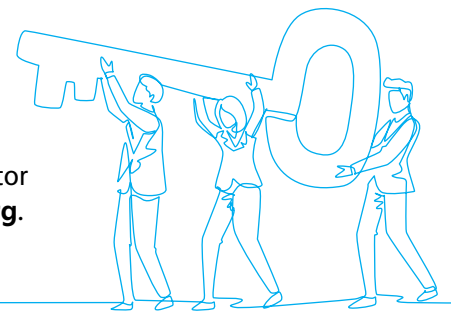


PIP Sponsorship and Participation:

- Starts **January 1, 2024** and runs through **December 31, 2024**.
- Earn a 2.5% discount when you pre-pay by **January 5, 2024**.

NOTE: By processing payment of this transaction via credit card, you have authorized a convenience fee of 2% in addition to the total of this invoice.

To learn more about the program and how to become a Preferred Industry Partner, contact: **Gregg Haunroth**, director of advertising, at **(608) 562-6537** or **ghaunroth@L-TEN.org**.



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LTEN Networking Mixer Sponsorship

LTEN[®] Networking Mixer

LTEN Board of Directors and officers host networking happy hours aimed at bringing the life sciences training community together to expand their networks and learn from colleagues across the industry.

Each mixer is a gathering place for training professionals and leaders. Events will also feature a guest speaker or special discussion topic, appetizers, beer, wine and non-alcoholic beverages. The event is free to attend but RSVP is required.

PIP Co-Sponsored Discounted Price: \$2,500

(limited to three PIP co-sponsors)

- Logo inclusion and recognition as Mixer Sponsor on all marketing/communication/social media
- Inclusion on event signage and table tent cards
- Sponsors are given the opportunity to speak for 2-3 minutes on their capabilities and/or relationship with LTEN.
- Recognition at event by an LTEN Board Member host and in presentation slide deck
- Personalized tiles and HTML invitation for sponsors
- One-time list use of the mixer registrants

GREAT OPPORTUNITY to Meet Life Sciences Training Leaders and Professionals





LTEN Webinar Sponsorship

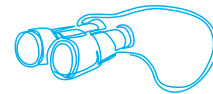
LTEN[®] Webinars

Reach Life Sciences Training Professionals with an LTEN Webinar Sponsorship

LTEN members attend these webinars for thought-leadership and peer-tested strategies. These educational sessions are non-promotional in nature and focus on providing actionable advice and tips to the audience.

For more commercial or promotional sessions, we offer LTEN Partner Previews, 30-minute sessions focused on highlighting capabilities.

[Learn more about that program here.](#)



Sponsored Webinar:

- Start-to-finish webinar creation, promotion and technical support
- Sponsor-selected topic, content and presenters
- Email and LTEN newsletter promotion
- Additional exposure and link on the LTEN webinar listings page
- Explicit branding, presentation slide and acknowledgment before the webinar begins
- Branded email invitation that sponsor can forward to invite customers
- List of registrants with email information

NOTE: SOME REGISTRANTS MAY OPT-OUT OF THIS LIST

Act Now! Sponsorship Spaces are Limited.

Start Planning Today!

We ask that we have complete details four weeks in advance of the event to ensure we fully leverage all marketing channels.

Platinum PIP Pricing:

\$2,950: 60-minute webinar

\$1,950: 30-minute webinar

Gold-Bronze PIP Pricing:

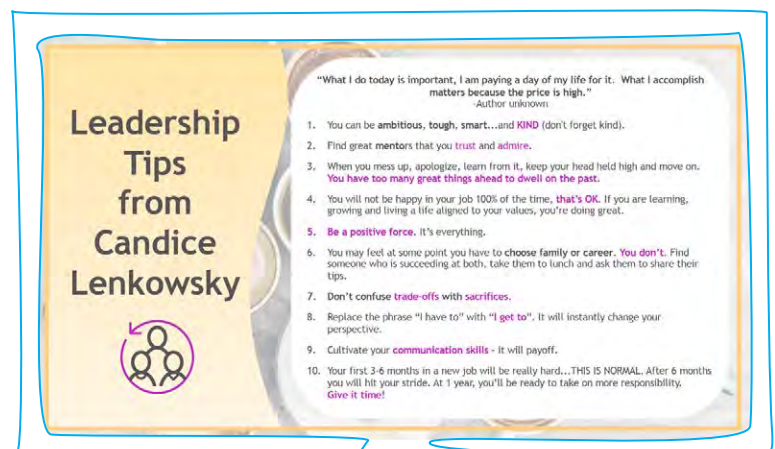
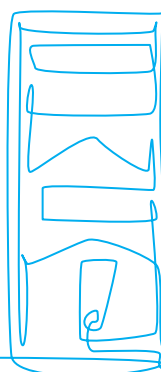
\$4,500: 60-minute webinar

\$2,500: 30-minute webinar

Regular Pricing:

\$5,150: 60-minute webinar

\$2,950: 30-minute webinar



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LTEN Partner Previews

LTEN[®] Training Partner Previews

Showcase Your Products & Services with a 30-Minute Capabilities Presentation

Industry partners have the opportunity to showcase their products and/or services in a quick 30-minute presentation, hosted on select Wednesdays. These events are free to attend but registration is required.

Unlike our webinars, these are promotional in nature and attendees register with the intention of learning more about your offerings.

And because these previews are only open to life sciences trainers and educators working for a pharmaceutical, biotech, medical device or diagnostics company, you are speaking directly to potential customers and qualified leads.

Program Highlights:

- 30-minute Zoom meeting presentation hosted and marketed by LTEN, presented by your representatives
- Attendees include key decision-makers from life sciences companies
- Intimate setting connects you with 12-25 participants
- LTEN Board of Directors and Advisory Council members invited
- Includes registration list with contact details for follow-up communication and a video recording of your Zoom meeting to share with prospects

Titanium, Platinum & Gold PIP Pricing:

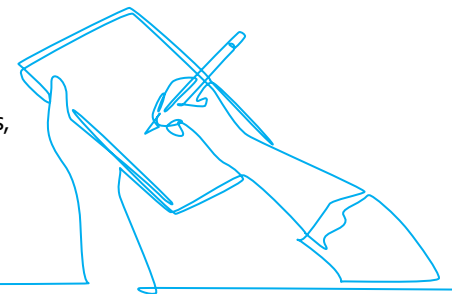
\$2,500

Regular Pricing:

\$2,950

Sponsor Checklist:

- Choose from an available Wednesday, allowing a minimum of 4 weeks promotion
- Provide LTEN with your presentation details:
 - Short headline which concisely explains the product or service you will be spotlighting (9 words, 60 character max)
 - 100-word description of your presentation
 - 25-word short description of your presentation
 - Logo and artwork (if applicable)
 - Option to provide your own 1200 x 628 px artwork. Otherwise, LTEN will design the promotional artwork for your presentation
- Develop your presentation slide deck and/or video demonstration
- Provide names and email addresses of those representing your company
- Share invitation and RSVP link to your key contacts, customers and prospects



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Learning Executive Series Engagement 2024 Program

LTEN[®] | LEARNING EXECUTIVE SERIES

Your support allows us to offer a yearlong development and networking experience for life sciences learning executives:

Program Objective:

Provide a continuum of engagement to senior-level leaders through digital content, in-person and virtual events. The content and events benefit the target while giving LTEN an opportunity to demonstrate value to L&D leaders and their teams.

Target Audience:

Heads of training departments and directors at Pharmaceutical, Biotechnology, Medical Devices and Diagnostics Companies

Live Event Attendance Goal:

20 Pharmaceutical & Biotechnology and 10 Medical Devices & Diagnostics

Sponsors:

12 Maximum

- Monthly articles focused on topics identified by learning leaders and the LTEN Learning Executive Committee
- Virtual roundtable discussions and networking mixer
- Two-day, in-person Forum and networking reception
- A content library of whitepapers, articles, on-demand webinars, and sponsor-provided studies and Learning Labs specifically oriented toward those that are leading learning in their organizations.



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JUNE 10-13 / KISSIMMEE, FL

Why Exhibit or Sponsor?

The LTEN member community uses this annual gathering as a reliable venue for finding and evaluating potential training partners. Every interaction – from learning labs and workshops through the daily networking opportunities – provide you with a platform to introduce your solutions and build relationships.

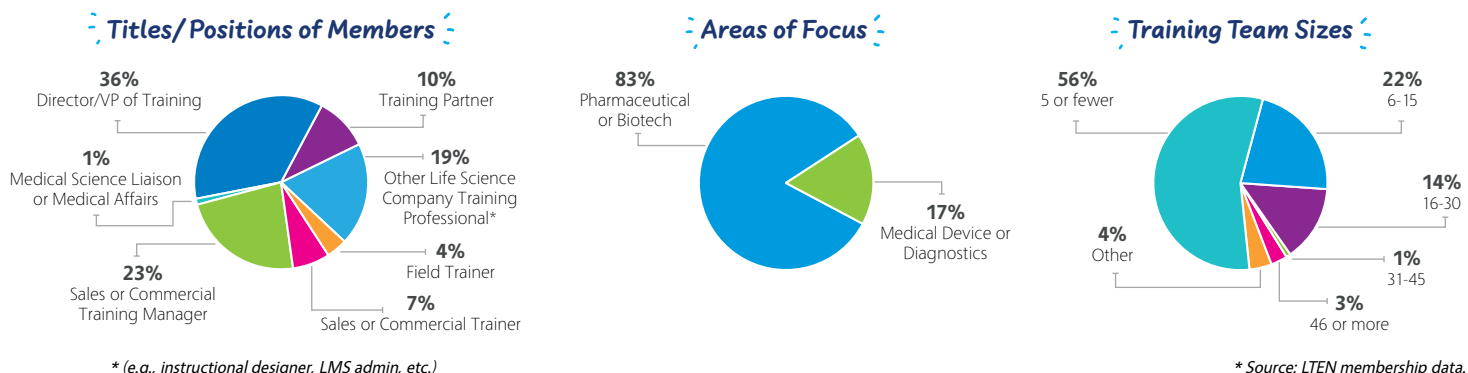


LTEN Attendees-at-a-Glance



* Source: 2023 LTEN Annual Conference Survey and 2023 LTEN Annual Conference registration data.

LTEN Members-at-a-Glance



88 International Attendees Representing 11 Countries Outside of the United States:

- Australia
- China
- Mexico
- Switzerland
- Belgium
- India
- Norway
- United Kingdom
- Canada
- Italy
- Spain

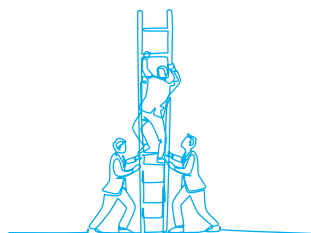
Join us at #LTEN2024



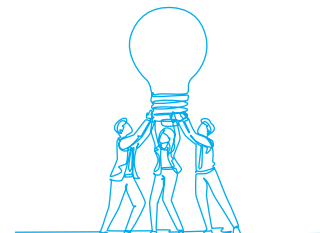
70 sessions across a dozen learning tracks



Learning tech, services and solutions from top training partners



Countless opportunities to grow your professional network



Thought-provoking daily keynotes and insightful LTEN Talks



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2019-2023 Attendees

Abbott	Bayer HealthCare	Genmab	Metajourn	Seagen
AbbVie	Becton Dickenson	Genomic Health	Midmark	Sebelo Pharmaceuticals
Abiomed	BeiGene	Gilead Sciences	Moderna	Septodont
ACADIA Pharmaceuticals	Biogen	Grifols USA	Mylan Pharmaceuticals	Shire
Actelion Pharmaceuticals	Biohaven	GSK	Natera	Si-Bone
Acura Vascular Care	Biomarin	Guardant Health	Neos Therapeutics	Siemens Healthineers
Adaptive Biotherapeutics	Blueprint Medicines	Harmony Biosciences	Neurelis	SK Life Science
Aerin Medical	Boehringer-Ingelheim Pharmaceuticals	Hologic	Neurocrine Biosciences	Smith & Nephew
Aesculap	Bristol Myers Squibb	Horizon Therapeutics	Nihon Kohden	St. Jude Medical
Agios Pharma	Celgene	Intra-Cellular Therapies	Novartis	Sun Pharmaceutical Industries
Alcon Labs	Cepheid	Intuitive Surgical	Novo Nordisk	Sunovion Pharmaceuticals
Align Technology	Chiesi USA	IPSEN	Olympus Corporation of the Americas	Takeda Pharmaceuticals America
ALK	Collegium Pharmaceutical	Janssen	Otsuka	Teleflex Medical
Alkermes	Coopersurgical	Jazz Pharmaceuticals	Pacira BioSciences	Terumo
Allergan	Corcept Therapeutics	Johnson & Johnson	Pfizer	Teva Pharmaceuticals
Almatica Pharma	Covance	Kaleo Pharmaceuticals	Pharmacyclics, an Abbvie Company	Thermo Fisher Scientific
Almirall	Crinetics Pharmaceuticals	Karuna Therapeutics	Philips	Traverse Therapeutics
Alnylam Pharmaceuticals	CSL Behring	Kite Pharma	Portola Pharmaceuticals	UCB
AmerisourceBergan	Daiichi Sankyo	Kowa Pharmaceuticals America	Radius Health	United Therapeutics
Amgen	Dermira	Kyowa Kirin	Recro Pharma	Upsher-Smith Laboratories
Amneal Pharmaceuticals	Edwards Lifesciences	LEO Pharma	RedHill Biopharma	Vertex Pharmaceuticals
Amryt Pharma	Eisai	Livongo	Regeneron	Volcano/Philips
Andelyn Biosciences	Eli Lilly	L'Oréal	Relypsa	W. L. Gore & Associates
Apellis Pharmaceuticals	Endo Pharmaceuticals	Lundbeck Canada	ResMed	Zeltiq
Argenx	Ferring Pharmaceuticals	Mallinckrodt Pharmaceuticals	Retrophin	Zimmer Biomet Canada
Assertio Therapeutics	Fidia Pharma	Medexus Pharma	Roche Diagnostics	Zoetis
Astellas	Fisher & Paykel Healthcare	Medicago	Sage Therapeutics	ZOLL Respicardia
AstraZeneca	Fresenius Kabi & Medical Care	Medtronic	Sandoz, a Division of Novartis	Zymeworks
Avanir Pharmaceuticals	Fresenius Kidney Care	Merck	Sanofi	
B. Braun	GE Healthcare	Merz North America	Sarepta Therapeutics	
Bausch Health	Genentech	Metagenics		
Baxter				

* 2019-2023 Registration Data

It is a conference for us by us as trainers. The networking, the workshops and the vendor partners are all very valuable not just for today, but also for future projects.

Sr. Director, Sales Training and Enablement

This is the premier event for pharma biotech trainers to network and be trained themselves. As trainers we worry about training the organization, this is the time for us to get development ourselves and stay relevant with technology and trends.

**Director of Commercial Excellence
Agius Pharma**

LTEN is an uplifting, inspiring experience where you will have the opportunity to share your passion and skills for learning and development. It is a place where you can network with like minded (& 'hearted) learning & development professionals to help continue to advance and enhance your own development & learning!

**Senior Manager of Sales Training,
Horizon Therapeutics**



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JUNE 10-13 / KISSIMMEE, FL

Exhibit Packages

Exhibit space is offered first to our Preferred Industry Partner (PIP) packages and included in the Titanium, Platinum, Gold and Silver packages. After Bronze PIPs have the opportunity to purchase a 10'x10' exhibit packages, the remaining 10'x10' exhibit space is available at the regular rate.

Note: The exhibit hall is NOT carpeted.

Freeman, our exhibit organizer, will send all exhibitors detailed information on rentals, shipping, set-up and teardown.

Sponsor & Exhibitor Opportunities	Booth Features	Standard Rate	Special PIP* Rate
EXHIBIT HALL Booth 10' x 10'	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. <i>Only two exhibit staff allowed per 10' x 10' booth space at any time.</i>	\$4,250	\$3,450
EXPLORATION STATION	Are you a consultant or training providers specializing in niche or specific training solutions? The Exploration Station is an affordable and smart option for you! The smaller countertop booth space includes one exhibit hall pass, tabletop, two stools and a locking cabinet.	\$2,950	
EXHIBIT HALL Pass	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 9 . Additional exhibit hall passes are limited to a maximum of one exhibit hall registration per 10' x 10' booth. Does not include workshop access.	\$895 Additional pass(es) \$995	\$850
EXHIBITOR FULL REGISTRATION PASSES	The full conference pass includes admission to all workshops, exhibit hall, plenary sessions, breaks, meals and open receptions. Additional on-site fees will apply if registering after June 9.	\$2,095	\$1,795



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Special Events

OPPORTUNITIES	FEATURES	INVESTMENT
KEYNOTE	<p>Get premium visibility at one of the conference's biggest events as a Keynote Session sponsor — with exclusive opportunities on Tuesday, Wednesday and Thursday.</p> <p>Shine at the conference by sponsoring a keynote session! This sponsorship package includes your company's logo on the entrance meter board, social media promotion, logo on PowerPoint and everywhere a keynote is mentioned, and a special thank-you from the main stage.</p>	<p>Tuesday: \$4,500</p> <p>Wednesday (Live-Streamed Awards Ceremony to follow): \$5,000</p> <p>Thursday: \$3,500</p>
LTEN EXCELLENCE AWARDS	<p>Align your brand with the LTEN Excellence Awards. Award-winners will be recognized on stage during a general session and live-streamed.</p> <p>As a sponsor, you'll receive special acknowledgment everywhere the awards are mentioned or advertised. You'll also receive recognition on the website, from the main stage and in dedicated signage. Your company logo will also be placed on the backdrop that all winners and finalists take their photos in front of. These photos may be used in award and event communications.</p>	<p>\$3,500</p> <p>Max Three Co-sponsors</p>
CHARITY TEAM- BUILDING	<p>Help lead this year's big community-building charity activity</p> <p>Every year, the LTEN Board of Directors and LTEN Advisory Council, partners with a local charity, giving LTEN members the special opportunity to give back to local communities and charity groups. Interested in sponsoring this annual feel-good activity?</p> <p>As a co-sponsor, you'll take part in the pre-event planning and running the event on-site. Sponsorship includes acknowledgment before, during and after the event. Committee participation limited to charity sponsors only.</p>	<p>\$3,500</p> <p>Max Four Co-Sponsors</p>
MONDAY NIGHT MINI-RECEPTIONS	<p>Monday, June 12, 2023 starting at 4:30 PM in the Exhibit Hall</p> <p>Host a specialty drinks, desserts and appetizers at your booth during Monday night's Welcome Reception. Draw attendees to your booth to sample cocktails and tasty treats. Options include: Beer and Wine Bar, Specialty Beer, Martini Station, Mojito Station, Sangria Bar, Tequila and Bourbon Station, Bloody Mary Bar, Champagne Station and Sweets Station. Call for availability.</p>	<p>\$4,500+</p> <p>Depending on reception item selected</p>
NEW! TUESDAY NIGHT HAPPY HOUR	<p>Tuesday Night Happy Hour</p> <p>We're transforming our Tuesday night reception into a networking Happy Hour from 5:00-6:30 PM, leaving you plenty of time for client gatherings or dinners afterward. Sponsorship opportunities include appetizers, games, entertainment or cocktails.</p>	<p>Pricing: Call to inquire.</p>
WEDNESDAY PRESIDENT'S RECEPTION	<p>Share a relaxed moment with senior training leaders.</p> <p>This exclusive, invite-only event connects you with senior training leaders, LTEN Board of Directors and Advisory Council members. This is a hot ticket and your chance to make your impression with key decision-makers. Sponsor acknowledgment at the exclusive event.</p>	<p>\$3,500</p> <p>Max Three Co-sponsor</p>



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Meals and Breaks

OPPORTUNITIES	FEATURES	INVESTMENT
BREAKFAST (3 TOTAL)	<p>Sponsors of each breakfast will receive:</p> <ul style="list-style-type: none"> • Logo signage by buffet tables • Acknowledgement in conference mobile app • Logo slide on plenary session greeting slide roll • Conference mobile app push 	\$2,000 (per breakfast)
LUNCH (2 TOTAL)	<p>Sponsors of each lunch will receive:</p> <ul style="list-style-type: none"> • Logo signage by buffet tables • Acknowledgement in conference mobile app • Logo slide on plenary session greeting slide roll • Conference mobile app push 	\$3,000 (per lunch)
BREAK (4 TOTAL)	<p>Sponsors of each break will receive:</p> <ul style="list-style-type: none"> • Logo signage by break tables • Acknowledgement in conference mobile app • Logo slide on plenary session greeting slide roll • Conference mobile app push 	\$1,500 (per break)
LUNCHTIME DESSERT STATION	<p>Host a sweets station in or next to your booth during lunch from 12-2 PM. Everyone loves sweets and is sure to stop by for a nibble.</p> <ul style="list-style-type: none"> • Served at your booth Tuesday and Wednesday—assortment • Dessert options are pre-determined by the venue • Conference mobile app push 	\$3,500 (per day)

* Materials are subject to approval by LTEN.



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Technology

OPPORTUNITIES	FEATURES	INVESTMENT
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.	Call for Pricing
WI-FI SPONSOR	<p>This sponsorship makes your company a real hero</p> <p>Sponsorship includes:</p> <ul style="list-style-type: none"> • Branded table tent cards within the hall and workshops with login instructions • Acknowledgement in mobile app • Sponsor may have input on Wi-Fi password • Sponsor promotional materials may be distributed in networking area • Logo slide at a plenary session pre-session slide roll 	\$8,500
MOBILE APP	Attendees use the mobile app to create a personalized agenda, receive event alerts and updates, and connect to their peers. Sponsor will receive: <ul style="list-style-type: none"> • Logo and company links on all app marketing material • Up to 3 promoted posts within the app, one push notification • Branded table tent cards within the hall and workshops with download instructions 	\$8,500
CONFERENCE 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.	<p>\$1,500</p> <p>Limited number available.</p> <p>Available on a first-come, first-served basis</p>
REGISTRATION SPONSORSHIP	As attendees use the self-check in Registration Desk, they'll see your branding front and center with Kiosks Wraps! Sponsors will also be featured everywhere sponsors are mentioned: On the main stage, and on signage where sponsors are listed.	\$4,500



HURRY! Sponsorship opportunities will run out early.



Contact **Gregg Haunroth**, LTEN Director of Sales, for advertising and sponsorship opportunities! | ghaunroth@L-TEN.org | (608) 562-6537

JUNE 10-13 / KISSIMMEE, FL

Additional Sponsor Opportunities

OPPORTUNITIES	FEATURES	INVESTMENT
AWARDS CHAMPAGNE TOAST SPONSOR	<p>Sponsor the special champagne toast at the Wednesday night President’s reception celebrating the LTEN Excellence Award winners.</p> <ul style="list-style-type: none"> • Guests include LTEN Board of Directors, Advisory Council, and training leaders. • Includes one guest pass to the reception, inclusion on the conference mobile app, signage and mobile app push. 	\$2,500
SPONSORED WORKSHOP SESSIONS	<p>Workshops will be scheduled at same time as regular concurrent workshop session:</p> <ul style="list-style-type: none"> • 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 	<p>\$5,000 PIP \$6,000 regular rate</p>
OPENING REGISTRATION RECEPTION	<p>Attendees arriving early can come by the registration area for refreshments and snacks before heading to the member meeting or the exhibit hall for the Welcome Reception.</p> <ul style="list-style-type: none"> • Monday from 2:00–4:00 PM • Sponsorship includes signage as well as two conference mobile app pushes. • New ribbon cutting ceremony 	\$2,500
ATTENDEE BAG SPONSOR	Position your logo on one of the five positions available on the official conference bag given to all attendees.	\$4,000 (per sponsorship)
ATTENDEE BAG INSERT	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.	\$2,500
LANYARDS FOR NAME BADGES	Badges are an essential at any conference. Be sure to get in front of your audience by getting your logo on the event lanyard.	\$6,000
ROOM KEY SPONSOR	Branded room keys put your brand in front of attendees.	\$6,000

HURRY! Sponsorship opportunities will run out early.



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JUNE 10-13 / KISSIMMEE, FL

Additional Sponsor Opportunities

OPPORTUNITIES	FEATURES	INVESTMENT
LEARNING LAB SPONSOR	<p>This year we'll offer up four different Learning Lab stations and this your chance to sponsor one of the locations and get your branding in front of the attendees.</p> <p>Sponsorship includes a priority selection of your own 20-minute microlearning presentation in a Learning Lab. Includes one exhibit hall registration and branding across signage and wherever sponsors and Learning Labs are mentioned.</p>	\$3,500
BACK BY POPULAR DEMAND! LEARNING TECHNOLOGY DEMOS	Showcase your technology, software or company capabilities with live 30-minute demonstrations. These capabilities presentations will be held in a dedicated workshop room and includes wired internet connection to support interactive demonstrations.	\$2,000
PRESENT A LEARNING LAB	20-minute microlearning sessions are hot topic discussions delivered in the Learning Village Exhibit Hall in one of three Lab areas. Titanium and Platinum PIPs will receive one Lab at no charge.	\$500
ROOM DROP	Your branded material placed on every attendees' hotel room doorstep.	\$3,000 - \$5,000 Depends on location and night delivered.
PROFESSIONAL HEADSHOT STATION	First impressions are everything and professional headshots are a must in today's digital world. Sponsoring this valuable, highly-sought after attendee perk is sure to put you in the spotlight. Headshot lounge will be available on Tuesday and Wednesday.	\$5,000



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Putting the Industry, Your Career and Trends into **FOCUS**

L-TEN Focus on Training covers thought leadership on the toughest challenges in training and brings industry trends and issues to the forefront.

L-TEN Focus on Training is the member magazine of the Life Sciences Trainers & Educators Network (LTEN). It is an important trade resource that helps pharmaceutical, biotech, medical device and diagnostic trainers and executives learn about new products, technology, services, industry events and training topics.

L-TEN Focus on Training is distributed digitally to more than 14,700 training professionals across pharmaceutical, biotech, medical device and diagnostic companies. A free annual subscription is included with every LTEN membership.



More Focus Than Before!

Each monthly issue of L-TEN Focus on Training magazine will include content aimed at all levels of life sciences training, from entry level to leadership. You'll find insights, strategies and hot topics across the training spectrum.

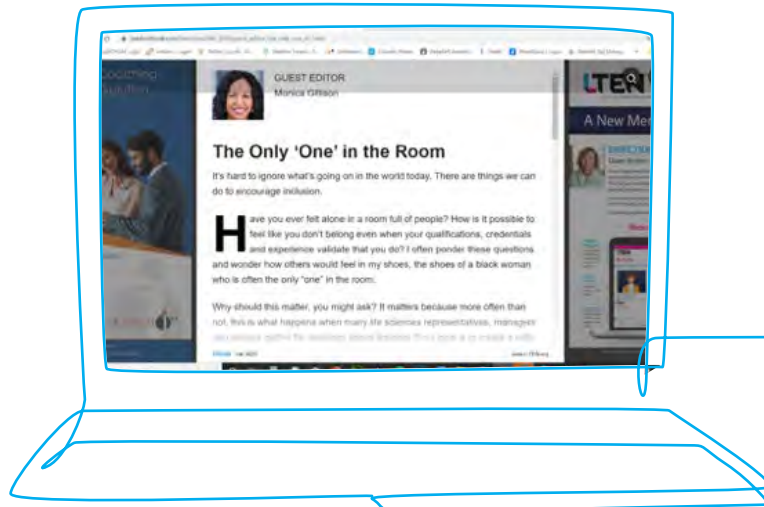


L-TEN Focus on Training Offers:

- Detailed interviews with the industry's training leaders
- Regular features on leadership/management development
- In-depth articles on blended learning and eLearning technology
- Articles on industry trends, including changes in marketing guidelines and practices
- Product training
- Implementation of new learning technologies

The Expanded Focus Will Spotlight:

- Metrics
- Leadership
- Innovation
- Sales
- Design & Delivery
- Professional Development
- Coaching
- Diversity & Inclusion
- Partnerships
- Networking



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LTEN Focus on Training Ad Rates, Delivery Dates & Editorial

Magazine – Sizes & Rates	Single Issue	Volume Discount (12 Issues or More)
Full Page	\$3,400	\$2,700/issue
1/2 Page, Horizontal	\$1,800	\$1,450/issue
1/4 Page, Square	\$1,000	\$825/issue
Additional Charge for Premium Positions	\$1,200	

Fully Digital Issues Provides You with a Unique Opportunity to Engage & Measure!

Ideas to maximize your digital ads:

- Tracked Links
- Focused Call to Action
- Lead Capture Forms
- Quick Follow-Up
- Special Offers

Ask Us about Our Additional Digital Advertising Solutions:

- **Basic Animation:**
\$65 (includes up to five animations)
- **Semi-dynamic Page Creation:**
\$625 per page
- **Pop-up Advertising Packaging:**
\$400 for up to 3 pop-ups
- **Slideshow:**
\$65 per slideshow
- **Video Insertion:**
\$65 per video

2024 Digital Issues Monthly Distribution	Ad Art Due Date	Magazine Will Go Live No Later Than
January 2024 Issue	November 1, 2023	January 5, 2024
February 2024 Issue	December 1, 2023	February 9, 2024
March 2024 Issue	January 1, 2024	March 8, 2024
April 2024 Issue	February 1, 2024	April 5, 2024
May 2024 Issue	March 1, 2024	May 10, 2024
June 2024 Issue	April 1, 2024	June 6, 2024
July 2024 Issue	May 1, 2024	July 5, 2024
August 2024 Issue	June 1, 2024	August 9, 2024
September 2024 Issue	July 1, 2024	September 6, 2024
October 2024 Issue	August 1, 2024	October 11, 2024
November 2024 Issue	September 1, 2024	November 10, 2024
December 2024 Issue	October 1, 2024	December 8, 2024

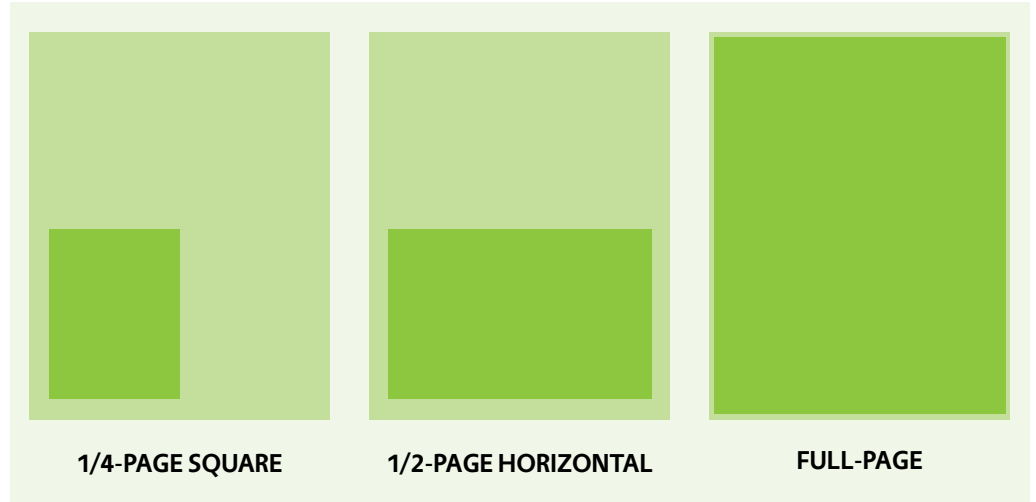
Rates are effective as of November 1, 2023



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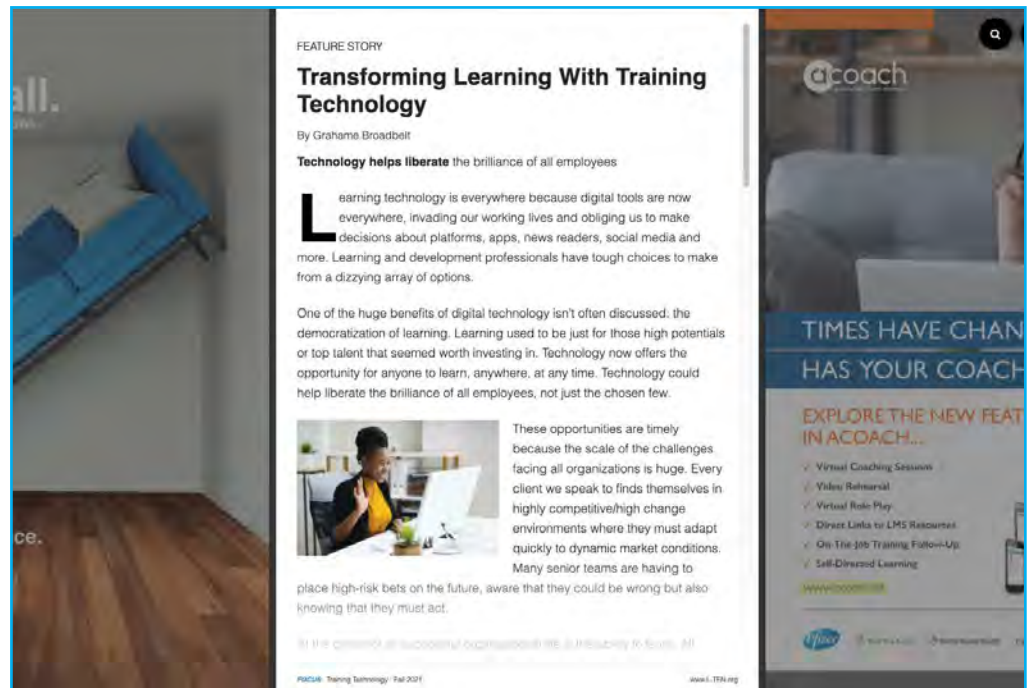
L-TEN Focus on Training Ad Size Visualizer



Ad Option Sizes (Inches)
1/4-page square 3.333 W x 4.5 H
1/2-page horizontal 6.833 W x 4.5 H
Full-page 8.5 W x 11.0 H*


* Add crops and 1/8" bleed to all sides if art extends off the page

Sample Digital Magazine



LTEN Focus on Training Electronic File Ad Submission Checklist

- Correct dimensions/bleed of ad size ordered.
See Page 20.
- Document includes trim marks identifying the final viewable ad size.
- All images are of sufficient resolutions between 300 dpi (Minimum) and 600 dpi.
- Save File as a PDF/X-1a.
- Color space is 4/Color Process (CMYK) Cyan, Magenta, Yellow & Black.

We ENCOURAGE YOU
to continue creating the ads
as if they are going to print.
This creates the most
legible ads for digital
use as well. 

Please contact **Kimberly Hall**
at kimhall@desertdesktop.com
for technical information regarding
advertising art.

LTEN Focus on Training Electronic File Submission

General Production Notes

LTEN Focus on Training Magazine is a Digital Only Publication utilizing Hypertext Markup Language (HTML) techniques with Cascading Style Sheets (CSS) and Custom Scripting Languages such as JavaScript. When preparing Digital Advertising Art restrict the use of fine lines and small lettering to one color only. Avoid small letters with fine serifs when using screened or reverse lettering and when over-printing text, background tints should be limited to 30% in any 1-color, not exceeding 90% in all 4-Colors. Maximum Density (DMAX) should not to exceed 360%.

LTEN Focus on Training Magazine is produced using 100% electronic work-flows and accepts Digital Advertising Art exclusively. Documents should be submitted as Adobe Print-Optimized PDF's (Portable Document Format). **The preferred file format is PDF/X-1a 2001 (See/Below). Design, pre-press, proofing and other creative services are available. Contact the publisher for additional information and pricing regarding these services.**

Electronic File Submission

PDF/X-1a is the preferred pdf file setting. This PDF/X-1a setting in conjunction with creating the ad with high resolution art gives the best results for viewing your ad. This PDF/X-1a setting is preferred to other settings and gives better results. If you cannot create a PDF/X-1a try and troubleshoot the ad or make a pdf with the PRESS QUALITY setting.¹

Graphics & Text

We strongly recommend Adobe Illustrator and Photoshop for all graphic files. Graphics that have been originally created for internet use are unacceptable. Print production graphics should have resolutions between 300 dpi (Minimum) and 600 dpi. For best results, scale your images in the native application and import these images at 100% into the page-layout document. The default color space is 4/Color Process (CMYK) Cyan, Magenta, Yellow & Black.

Adobe Illustrator and FreeHand are drawing applications that produce outlined images or vector/object-oriented art. Adobe PhotoShop is used for image manipulation and image assembly producing continuous tone art. Composing text should be done in the page-layout application (i.e., QuarkXPress, In-Design). Illustrator and FreeHand files should be imported into the page-layout document as out-lined or vector art. Also; When working with fonts in Illustrator, always Convert to Outlines before saving and importing. PhotoShop files should be imported as continuous tone art.

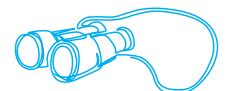
File Preparation

Provide PDF's at the final size with crop marks. If the ad is a full page, please add bleed (0.125") to all four sides. Keep all pertinent text and graphics (0.375) from final trim. Documents must include trim marks identifying the final viewable ad size. Keep all pertinent text and graphics (.375) from final trim.

¹ Here are some of the technical reasons for using the PDF/X-1a setting:

PDF/X-1a is the preferred file format, based on the Adobe Acrobat (4.0/1.3) specification profile which has become the (ISO) Standard for data exchange within the graphics arts industry. It conforms to the much stricter requirements of commercial pre-press and is a self contained, platform independent file that when created properly will eliminate many common technical issues.

PDF/X-1a files contain all embedded fonts, graphics, color data and layout structure eliminating the possibility of font substitutions or missing art elements. It is much smaller in size than TIFF/IT (Tagged Image File Format/Image Technology) or PostScript (PS) Files, and will display exactly what was originally created, regardless of the operating system or software application being used. Also; PDF/X-1a provides flattening of all native file layers and is compatible with most ripping work-flows in the industry.



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Guidelines for submitting art with your editorial.



Graphs and Charts

When there is a graph or table in the article.

Ideally send the files (shown in order of LTEN's preferences)

- Illustrator eps files (send two ways: with fonts and with fonts converted to outlines).
- High Resolution (.pdf), Ideally (PDF/X-1a) or a Press-Quality (.pdf).
- Power Point native file.
- High Resolution (.tiff or .jpeg)
- Microsoft (.docx) Word file.

Author Footer Photos

Ideally send the files (shown in order of LTEN's preferences)

- High Resolution (.tiff or .jpeg) (RGB or CMYK are ok; 300 dpi minimum; size between 3"x5" and 8"x10").
- Refrain from sending (.gif) or (.png) files.

Photos

Ideally send the files (shown in order of LTEN's preferences)

- High Resolution (.tiff or .jpeg) (RGB or CMYK are ok; 300 dpi minimum; size between 3"x5" and 8"x10").
- Refrain from sending (.gif) or (.png) files.

Advertising Art

See the *LTEN Focus on Training Magazine* advertising pages in this media kit for detailed specifications.

For More Information Contact:

George Kalman
Technical Support
int.sol@sbcglobal.net
(630) 248-8134

Kim Hall
Designer
kimhall@desertdesktop.com
(312) 805-3363



Other File Preferences

PDF

(PDF/X-1a) is the preferred file format.

This file contains all embedded fonts, graphics, color data & layout structure. The (PDF/X-1a) also provides flattening of all native file layers.

Microsoft PowerPoint (.pptx)

- Minimum (Default Resolution) should be (1024 x 768) Pixels at (96 dpi).
- Slide size will be (7.5 x 10.0) inches.

Adobe Illustrator (Vector Art Files)

Include both the (.ai) & (.eps) files

- Native (.ai) files. Prior to sending: Select File (Package) which will include the document, fonts used & any linked graphics.
- Encapsulated PostScript (.eps) files. Prior to sending: Select Type (Create Outlines) which will convert text to (uneditable) vector shapes.

Note: Avoid the embedding or nesting of multiple (.eps) files within the master (.eps) file.



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A Look at Our Four Most Popular Options

Not sure which digital marketing solutions is a good fit? Use this quick guide to compare our four most popular solutions. The following pages include details, pricing and specs.

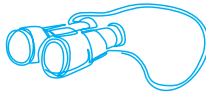
Sponsor-Branded Email

Use a dedicated one-time message to promote your products and services to the LTEN email database.

You supply the artwork, text, hyperlinks and layout directions — we'll create your email, test and deploy it.

- One-time email to 9,500 contacts (includes trainers and suppliers)
- Deploys on Friday mornings
- Includes top-line metrics

[Click for More Details.](#)



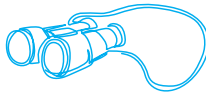
IndustryBrief Email Ads

Each Monday, nearly 2,500 readers receive a digest of LTEN and industry news.

Place your banner or text-based ad in this valued news digest.

- Deploys each Monday morning
- Average open rate 30%
- Average click rate 6%
- Ad placement and reservation handled by our partner, Associate Revenue Partners (ARP)

[Click for More Details.](#)



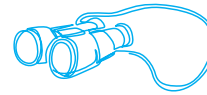
LTEN Email Advertising

Place your branded banner ad or text-based ad across LTEN emails for a entire month.

LTEN email topics range in topic and audience size but optimize your chances of being seen.

- Inclusion on an average of 10-15 LTEN emails monthly
- Average of 75,000 messages sent and 12,000-25,000 email opens monthly
- Sponsor supplies banner ad, text and links
- Ads will not be added to sponsored event emails (i.e. sponsored mixers, webinars, partner previews).

[Click for More Details.](#)



LTEN Website Digital Ads

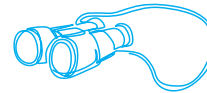
The LTEN website is the main source of information to LTEN members and wider life sciences training community.

You provide the artwork and we'll handle placement and click tracking.

Website Engagement Monthly Average:

- 47,750 page views
- 9,200 sessions
- 6,000 users on average monthly
- Home page and side bar ad placement options

[Click for More Details.](#)



Don't miss out on these great **OPPORTUNITIES.**



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LTEN Email Advertising

Place your branded banner ad or text-based ad across LTEN emails for a entire month.

LTEN email topics range in topic and audience size but optimize your chances of being seen.

- Inclusion on an average of 10-15 LTEN emails monthly
- Average of 75,000 messages sent and 12,000-25,000 email opens monthly
- Sponsor supplies banner ad, text and links
- Ads will not be added to sponsored event emails (i.e. sponsored mixers, webinars, partner previews).

Display Ads and Posts on LTEN Email (sold in one-month increments):

Top Banner: \$1,500

- 650 x 110 px static image, jpeg, png or gif

Product Spotlight: \$950

- 350 x 350 px static image, jpeg, png or gif

Featured Product Banner: \$750

- 650 x 110 px static image, jpeg, png or gif

Sponsored Post: \$600

- 50 character headline, 30-word body copy, one hyperlink and a 100 x 100 image, jpeg, png or gif



Total Trainer

TOP BANNER

Top Banner – 650 x 110 px

:Your Ad Here!:

View the Line-Up of 2022 Workshops

Use it or lose it—that’s what you’re facing when it comes to end-of-year accounting. Put any remaining professional development budget to good use by investing in you and your team in 2022.

Create and measure training impact with learning designed specifically for life sciences L&D professionals. Choose your [2022 LTEN certificate programs](#).

View Classes

FEATURED PRODUCT BANNER

Featured Product Banner– 650 x 110 px

:Your Ad Here!:

Certificate workshops will help you and your team:

- Employ an evidence-based approach to learning and assessments
- Strengthen your facilitation and coaching skills
- Ensure maximum pull-through and measure training ROI

Learn More

SPONSORED POST

Can virtual training ever really compete with live training?

Virtual training is here to stay. Studies show that when done right, it can be even more valuable than live training. Here are four ways to build a virtual training program that matches—and complements—the traditional classroom experience.

Learn More

PRODUCT SPOTLIGHT

Product Spotlight

350x350 px

:Your Ad Here!:

Six self-paced micro-learning modules specific to life sciences training. [Learn More](#)


Interested in Sponsoring or Speaking?

Submit your [speaking proposal](#)

View all [sponsorship opportunities](#)

Life Sciences Trainers & Educators Network (LTEN)

Advancing Global Life Sciences Learning



Contact **Gregg Haunroth**, LTEN Director of Sales, for advertising and sponsorship opportunities! | ghaunroth@L-TEN.org | (608) 562-6537

Advancing Global Life Sciences Learning | Learn more at www.L-TEN.org/partners |

PAGE 24



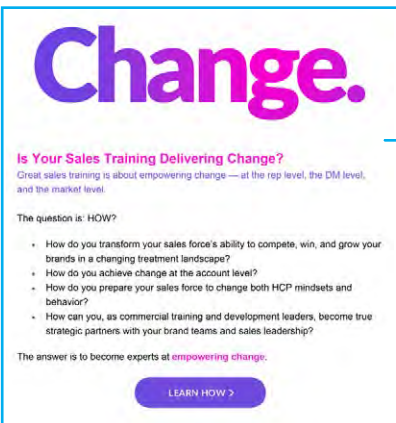
Sponsor-Branded Email

Use a dedicated one-time message to promote your products and services to the LTEN email database.

You supply the artwork, text, hyperlinks and layout directions—we'll create your email, test and deploy it.

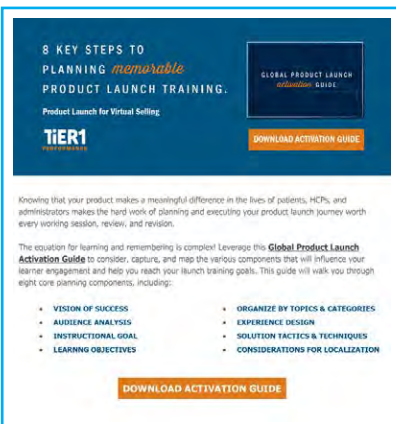
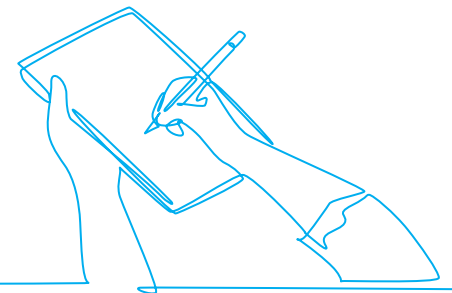
- One-time email to 9,500 contacts with option to send to trainers only (5,000 emails)
- Deploys on Friday morning - space is available on a first-come, first-served basis
- Includes top-line metrics such open, clicks
- Sponsored emails averages 23% open rate and 7% click rate

Sponsored Email (one-time mailing): \$2,500



Sponsor Checklist:

- Subject line
- 650 x 250 px hero size (maximum size)
- Headlines and subheads
- Body copy including direction on styling such as bolded, underlines, hyperlinks
- LTEN uses magenta for call to action button and hyperlines but sponsor can provide alternative hex code for links and button
- Hyperlinks
- Additional images
- Images can be gif, png, jpg
- Main point of contact for testing





LTEN Website Digital Ads

The LTEN website is the main source of information to LTEN members and wider life sciences training community.

You provide the artwork and we'll handle placement and click tracking.

Home Page Slider: \$1,500 monthly

- In rotation with LTEN banners.
- Sponsor to provide two banners:
 - Desktop banner:** 1500 x 400 pixels.
Artwork to fit within 1400 x 350 pixels.
 - Mobile banner:** 390 x 340 pixels.
Artwork to fit within 315 x 270 pixels.

Home Page News Ticker: \$300 monthly

- 200 characters, link and emojis

Website Engagement Monthly Average:

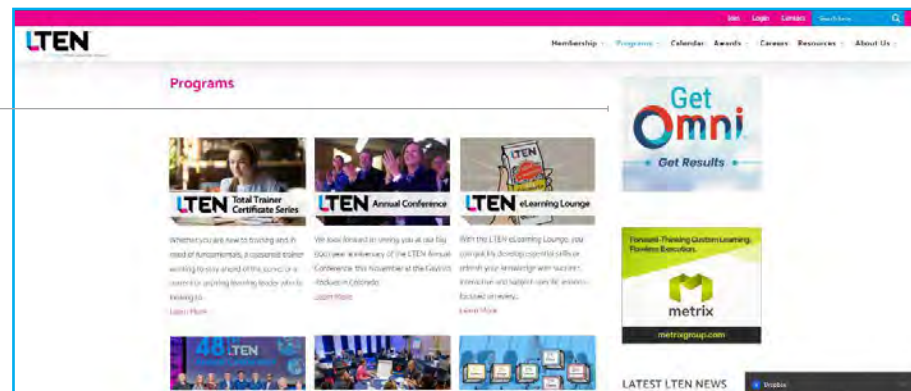
- 53,000 page views
- 14,000 sessions
- 8,500 users on average monthly

HOME PAGE SLIDER

HOME PAGE NEWS TICKER

HOME PAGE BANNER CENTER AD

SIDE BANNER ADVERTISING ON INTERNAL PAGES OF WEBSITE



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The e-newsletter offers an unparalleled way to get directly into the inbox of qualified professionals.

NOTE: This particular product is offered through our partnership with Association Revenue Partners.

To reserve space in the LTEN IndustryBrief newsletter or newsfeed, contact **ARP** directly at **info@associationrevenuepartners.com** or **(855) 790-0001**.



- Deploys each Monday morning
- Average open rate 30%
- Average click rate 6%
- Ad placement and reservation handled by our partner, Associate Revenue Partners (ARP)

IndustryBrief Advertising— Monday Newsletter

Our IndustryBrief is a weekly newsletter, curating LTEN, training industry, training partner, business and life sciences news. Our 2,500 subscribers personalize their newsletter and news feed to fit their specific needs.

A	Leaderboard Banner leaderboard above the masthead, guaranteed first ad to be seen on the newsletter. Ad spec: JPG, GIF, PNG • 468 x 60 px	\$3,500/Qtr
B	Top Banner Premium position at the top of the eNewsletter guarantees all will see your ad when they open the newsletter. Ad spec: JPG, GIF, PNG • 468 x 60 px	\$3,000/Qtr
C	Featured Content This rich advertorial allows for a product image or company logo, title and a message that will grab the user's attention as it sits adjacent to editorial. Ad spec: JPG, GIF, PNG • 350 x 200 px • 100 Characters for title plus 250 Characters for message	\$2,750/Qtr
D	Box Banners These versatile ads can be used for branding or product promotion. Ad spec: JPG, GIF, PNG • 300 x 250 px	\$2,500/Qtr
E	Full Banner Banners allow companies to combine imagery, color and text in an interesting and compelling manner. Ad spec: JPG, GIF, PNG • 468 x 60 px	\$2,000/Qtr

****All ad placements within the LTEN e-newsletter include a position within the LTEN Newsfeed.**
Space A, B, and E all get the rotator for A1/2 on the newsfeed.
Space C gets a C on the newsfeed.
Space D rotates in B on the newsfeed.



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Retargeting/Remarketing

Reach all LTEN website visitors including conference registrants.

We cookie/track the cumulative 580,000 visitors and serve your banner ads or video creative across the internet as they are shopping, checking email and searching.

- Turnkey campaigns—you supply the artwork and we'll handle the rest
- Modern, innovative tactic
- High quality audience you can't get anywhere else
- Real-time reporting of your ad performance
- Align with your existing online efforts (i.e. click through to your lead magnets, landing pages, etc.
- Remarketing metrics: 120,000 monthly impressions and average of .14% click through rate
- Sponsored email metrics: One-time email to 9,500 contacts with option to send to trainers only (5,000 emails)
- Sponsored emails averages 23% open rate and 7% click rate

How Retargeting Works

Whenever someone visits the LTEN or conference website or a previously cookie'd visitor, our remarketing/retargeting tool automatically bids on reaching that visitor and serves up your banner ad or video as they visit their favorite websites (news, weather, personal email and shopping sites).

Two packages available:

Thought Leader Package: \$5,500

Goal: drive engagement with sponsor's content

- Minimum of 120,000 monthly impressions
- 30-day campaign
- Sponsor provides a landing page with a lead capture form or offer
- 1 email on a Friday morning during the month of your remarketing campaign

Lead Generation: \$8,500

Goal: first establish brand recognition, then drive leads

- Minimum of 120,000 monthly impressions
- 60-day campaign—Campaign can be divided into an awareness campaign followed by a call to action campaign
- Sponsor provides a landing page with a lead capture form or offer
- 2 emails to be schedules on two Friday mornings during the month of your remarketing campaign

Sponsored emails deploy on Fridays and are available on a first-come, first-served basis. Retargeting is limited to 2 sponsors monthly.



We work with more than 85 different ad exchanges, so there are a ton of options for where your ads can be shown.





Sign Up for 1 Year
Supplier Directory —
ONLY \$850!

LTEN Supplier Directory

Put Your Expertise, Products and Services Front and Center

For members looking for a trusted partner or consultant, the online LTEN Supplier Directory is the first stop. We invite suppliers to list products and services in our directory, where you will gain exposure to our members all the year long.

Supplier Directory features:

- Ability to reach your customer base through a customized directory that highlights your logo, contact information, a company description and hyperlinks to your company's web site.
- Regular promotion of the directory in *LTEN Focus on Training* magazine, LTEN emails and exposure at the LTEN Annual Conference.
- Four easy ways for members to search for your products and services: by company name, keyword search, product and service category, and by geo.
- No banner ads, so you don't have to worry about a competitor showing up on the same screen.

For more information, please contact **Gregg Haunroth**, Director of Advertising, at (608) 562-6537 or ghaunroth@L-TEN.org.

Supplier Directory Search

Please use this form to search training suppliers in the LTEN directory.

Search by **company name**, select a **training category** or search **ALL** to see all the listed suppliers in the directory. Please note: "ALL" is the first entry, which is blank.

Company/Employer

Specific Training
Categories

To find a vendor, select the category of interest.

Continue »



LTEN Staff

Our staff is led by seasoned veterans of the pharmaceutical, biotech, medical device, diagnostics and training industries. We understand the needs of learning and development professionals, and are committed to helping you solve training challenges, be successful in your career and reach business goals.

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Advertising Terms & Conditions

1. Rates are effective as of November 1, 2023. All rates are exclusive of commissions.
2. All ad requests must be submitted on a fully completed Ad Placement Order Form. A billing address must be provided for us to complete your ad placement order.
3. No conditions, printed or otherwise, appearing on the Ad Order Form, billing instructions, or copy instructions, which conflict with the LTEN stated policies, shall be binding on LTEN.
4. All advertising orders are accepted subject to the terms and provisions of this document and the ad rates currently in effect.
5. Requests for advertisement cancellation will be honored only if submitted in writing to the LTEN business office before the ad order closing date for the affected issue. When ad changes covered by an uncancelled ad order are received after the closing date, ad art run in the previous issue will be used. If a multi-issue ad order is cancelled before completion, the single-issue ad price will be invoiced for each ad published.
6. LTEN policy is to limit the number of pages of advertising in *LTEN Focus on Training*. Current advertisers have first right of renewal to continue their ad placement. Ad orders will be accepted based upon space available. Ad art files must comply with sizing and file specifications.
7. Advertiser and advertiser's agency agree to indemnify, defend, and save harmless LTEN from any and all liability for the content of advertisements printed, or for the unauthorized use of any person's name, photograph, or work, arising from the publishing of such advertisements pursuant to advertiser's or agency's order.
8. All advertising content is subject to LTEN approval. LTEN reserves the right to reject or cancel any advertisement, insertion order, space reservation, or position request at any time.
9. LTEN reserves the right to add the word "advertisement" to any copy which, in the opinion of LTEN, resembles editorial advertising matter.
10. LTEN reserves the right to hold advertiser and/or its advertising agency jointly and severally liable for such monies as are due and payable to LTEN. No artwork or film will be returned until all invoices are paid in full.

Please send all ad order forms to:

Gregg Haunroth
Advertising Director
P: (608) 562-6537 | ghaunroth@L-TEN.org

Questions on layout/design and other creative services:

Gregg Haunroth
Publisher of *LTEN Focus on Training*
P: (608) 562-6537 | ghaunroth@L-TEN.org



LTEN logo usage rules:

Life Sciences Trainers & Educators Network (LTEN) has distinctive logos that are symbols of the association's high standards for quality and independence. The LTEN name and logos may be used in combination with other logos when organizations come together to add educational value to members. The LTEN name and logos will not be used to promote or endorse specific organizations, so they shall not appear on items that have another organization's contact information related to a promotional call to action (including but not limited to phone numbers, website urls, and business reply cards). The Board reserves the right to review, revise, and implement this policy on a case-by-case basis.



Contact **Gregg Haunroth**, LTEN Director of Sales, for advertising and sponsorship opportunities! | ghaunroth@L-TEN.org | (608) 562-6537



LIFE SCIENCES TRAINERS & EDUCATORS NETWORK

Stay connected with LTEN all year-long:



www.L-TEN.org