Exhibitor Prospectus

"One of the best meetings I attend – great mix of refresher topics and current research, good format for interaction, comprehension. On my calendar every time!"  
— 2020 Multidisciplinary Head and Neck Cancers Symposium attendee

Why exhibit?

94% of 2020 Head and Neck Symposium attendees said they would recommend this meeting to their colleagues.

Join us as an exhibitor and connect with the multidisciplinary leaders in the field of head and neck cancer treatment:

- Gain exposure to hundreds of health care professionals from all disciplines involved in cancer care.
- Introduce your new products to this engaged audience of committed specialists.
- Meet the key people from medical, radiation and surgical oncology treatment teams.
- Interact with attendees during dedicated exhibit hours and develop valuable sales leads.

“This meeting is a valuable resource for understanding the current landscape in H&N cancer, both gains made and challenges to overcome, in a comprehensive and collegial setting.”

— 2020 Multidisciplinary Head and Neck Cancers Symposium attendee

www.headandnecksymposium.org

Co-sponsors:  

[Logos of co-sponsors]
2020 Head and Neck Registration Statistics

<table>
<thead>
<tr>
<th>Category</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Members</td>
<td>575</td>
</tr>
<tr>
<td>Nonmembers</td>
<td>282</td>
</tr>
<tr>
<td>Other</td>
<td>128</td>
</tr>
<tr>
<td>Exhibitors</td>
<td>51</td>
</tr>
</tbody>
</table>

Total Attendance: 1,036

2020 Attendance by Registration Type

- Exhibitor: 5%
- Professional: 95%

Registration Profile
### Attendance by Occupation

- **Medical Oncologist**: 16%
- **Radiation Oncologist**: 29%
- **Surgical Oncologist**: 11%
- **Resident/Fellow**: 8%
- **Student**: 4%
- **Other**: 25%
- **Clinical Oncologist**: 3%
- **Nurse**: 2%
- **Nurse Practitioner**: 2%
- **Rheumatologist**: 2%
- **Medical Oncologist**: 16%
- **Nurse**: 2%
- **Nurse Practitioner**: 2%
- **Radiation Oncologist**: 29%
- **Surgical Oncologist**: 11%
- **Resident/Fellow**: 8%
- **Student**: 4%
- **Other**: 25%

### Attendance by Primary Employer

- **Academic/University System**: 45%
- **Independent Contractor/Locum Tenens**: 14%
- **Industry**: 14%
- **Government Public Sector**: 7%
- **Private Practice/Community Based System**: 14%
- **Other**: 6%
Registration Profile

Attendance by Professional Activity

- Clinical Patient Care: 54%
- Clinical Trials: 13%
- Translational Research: 4%
- Basic Science Research: 3%
- Other: 6%
- Outcomes and Health Services Research: 7%

Attendance by Practice Location

- Hospital: 68%
- Free Standing/Satellite Clinic: 11%
- Other: 12%
- Commercial Entity: 9%

Years in Practice

- 1-4 Years: 23%
- 5-10 Years: 23%
- 11-19 Years: 18%
- Other: 14%
- 20 or More: 22%
United States Attendance

- Domestic (U.S. only) 84%
- International 16%

International Attendance

- Total International Attendance: 16%

- Argentina
- Australia
- Canada
- China
- Denmark
- France
- Germany
- India
- Israel
- Japan
- Jordan
- Korea
- Mexico
- Netherlands
- New Zealand
- Philippines
- Poland
- Saudi Arabia
- Spain
- Sweden
- Switzerland
- United Kingdom

Regions:
- Midwest Region 24%
- Northeast Region 27%
- Southwest Region 10%
- West Region 20%
- Southeast Region 19%
EXHIBIT HALL RATES

Exhibit Fee: $4,500 per tabletop exhibit
Exhibit Fee Includes:
• One six foot draped table with two chairs
• Participation in the Passport to Prizes Program
• Two exhibitor registrations
  *Additional exhibitor registrations are available for purchase. Ambassador’s exhibitor registration qualify for CME credits.
• Exhibitor listing in the final program
• Access to educational programs on a space-available basis
  *Please note only two exhibitor registrations per Ambassador are eligible to receive continuing medical education credit. General exhibitor and additional Ambassador exhibitor registrations do not qualify for CME credits.
• Meals for exhibit personnel served in the Exhibit Hall
• Postshow attendee list
  *Please note that exhibitors will be required to sign a licensing agreement prior to obtaining the list and eligibility requirements apply.

TERMS OF PAYMENT AND CANCELLATION

Payment
• All applications for exhibit space must include full booth payment.
• No booth space will be assigned until all conditions are met.

Cancellation
• 100% of the total booth fee will be retained for cancellations.
• All cancellations must be made in writing to ASTRO.

Symposium Show Management
• Exhibit fees are not transferable to another meeting.
• Failure to make payment does not release the exhibitor from any contractual financial obligation.

SPACE ASSIGNMENT

Space will be assigned on a first-come, first-served basis with preference being given to meeting supporters, ASTRO Ambassadors and ASTRO Corporate Members.

EXHIBIT ELIGIBILITY

Show Management views the Exhibit Hall as an integral part of the educational and scientific program. Qualified exhibitors are limited to firms, organizations and agencies whose exhibits promote an awareness of products, technologies and services that are recognized and approved by Show Management as being in harmony with, and supportive of, the objectives of the Multidisciplinary Head and Neck Cancers Symposium. Show Management has the sole right to determine the final eligibility/qualification of any firm, organization, agency or product for inclusion in the Exhibit Hall. Rulings of Show Management shall, in all instances, be final with regard to allowed use of exhibit space.

Exhibitors may not assign, sublet or apportion to others the whole or any part of the space to which they are allocated. Only those products and/or services that are manufactured or distributed by your company may be displayed in the Exhibit Hall.

PRESHOW ATTENDEE MAILING LIST

Promote your participation at the 2022 Multidisciplinary Head and Neck Cancers Symposium to registered attendees. Rent the preshow attendee mailing list for only $500! The preshow list will be sent no earlier than four weeks prior to the meeting. All orders require a sample of the printed material to be mailed. To order the list, please check the preshow attendee mailing list box on Application and Contract for Exhibit Space.

SPONSORSHIP OPPORTUNITIES

Don’t miss out on our highly visible sponsorship opportunities to further enhance your company’s presence and extend your branding and marketing well beyond the 2022 Multidisciplinary Head and Neck Cancers Symposium. To view the offerings check out Sponsorship Opportunities. You can reach a member of our Corporate Relations Department via email corporaterelations@astro.org or call 703-839-7342.
KEY CONTACTS

EXHIBIT SALES
John Barrett
703-654-6490
john.barrett@spargoinc.com

EXHIBIT MANAGEMENT
Shirley Harris
703-631-6200
shirley.harris@spargoinc.com

MEDIA RELATIONS
703-286-1600
press@astro.org

MEETING INFORMATION
703-839-7390
meetings@astro.org

HOUSING
1-800-541-6058
headandneckhousing@spargoinc.com

REGISTRATION
1-800-541-6058
headandneckreg@spargoinc.com

SPONSORSHIP OPPORTUNITIES
703-839-7342
corporaterelations@astro.org

EXHIBIT HALL HOURS

Wednesday, February 23, 2022
Exhibit Setup 4:00 p.m. – 7:00 p.m.

Thursday, February 24, 2022
Breakfast 7:00 a.m. – 8:00 a.m.
Morning Break 10:15 a.m. – 10:45 a.m.
Lunch 12:15 p.m. – 1:15 p.m.
Afternoon Break 2:45 p.m. – 3:15 p.m.
Poster Session and Reception 4:15 p.m. – 5:15 p.m.

Friday, February 25, 2022
Breakfast 7:00 a.m. – 8:00 a.m.
Morning Break 10:15 a.m. – 10:45 a.m.
Lunch 12:15 p.m. – 1:15 p.m.
Afternoon Break 2:45 p.m. – 3:15 p.m.
Exhibit Teardown 3:30 p.m. – 5:30 p.m.

IMPORTANT DATES

Early October 2021 Exhibitor Resource Center Available Online
January 7, 2022 Exhibitor Listing Deadline
February 2, 2022 AV Discount Deadline
Booth furnishings and shipment discount deadline
Confirm participation in Passport to Prizes program
February 11, 2022 Exhibitor Personnel and Sponsor Registration Deadline
February 23, 2022 Tabletop Display setup from 4:00 p.m. – 7:00 p.m. Booths must be set by 7:00 p.m.
February 24, 2022 Exhibit Hall opens at 7:00 a.m.
February 25, 2022 Dismantle begins at 3:30 p.m. and must be completed by 5:30 p.m.

PASSPORT TO PRIZES PROGRAM

Participate in our Passport to Prizes Program!
This program is designed to give attendees incentive for visiting each participant’s booth.
Make the most out of your exhibiting experience by giving attendees another reason to swing by!

For more information about this program and how to participate, please contact meetings@astro.org for more information.