

# MULTIDISCIPLINARY HEAD and NECK CANCERS

## SYMPOSIUM

EXPANDING TREATMENT HORIZONS



February 27-29, 2020  
The Westin Kierland Resort and Spa  
Scottsdale, Arizona

# Exhibitor Prospectus

*"The interdisciplinary nature of this meeting is invaluable. Its focus on new staging, current practices and future treatments was wonderful."*

*– 2018 Multidisciplinary Head and Neck Cancers Symposium attendee*

## Why exhibit?

**95% of 2018 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 large enough to include a critical mass of surgeons, radiation oncologists and medical oncologists, but small enough to allow optimal networking."*

*–2018 Symposium attendee*



**ASCO**<sup>®</sup>  
AMERICAN SOCIETY OF CLINICAL ONCOLOGY

CO-SPONSORS:

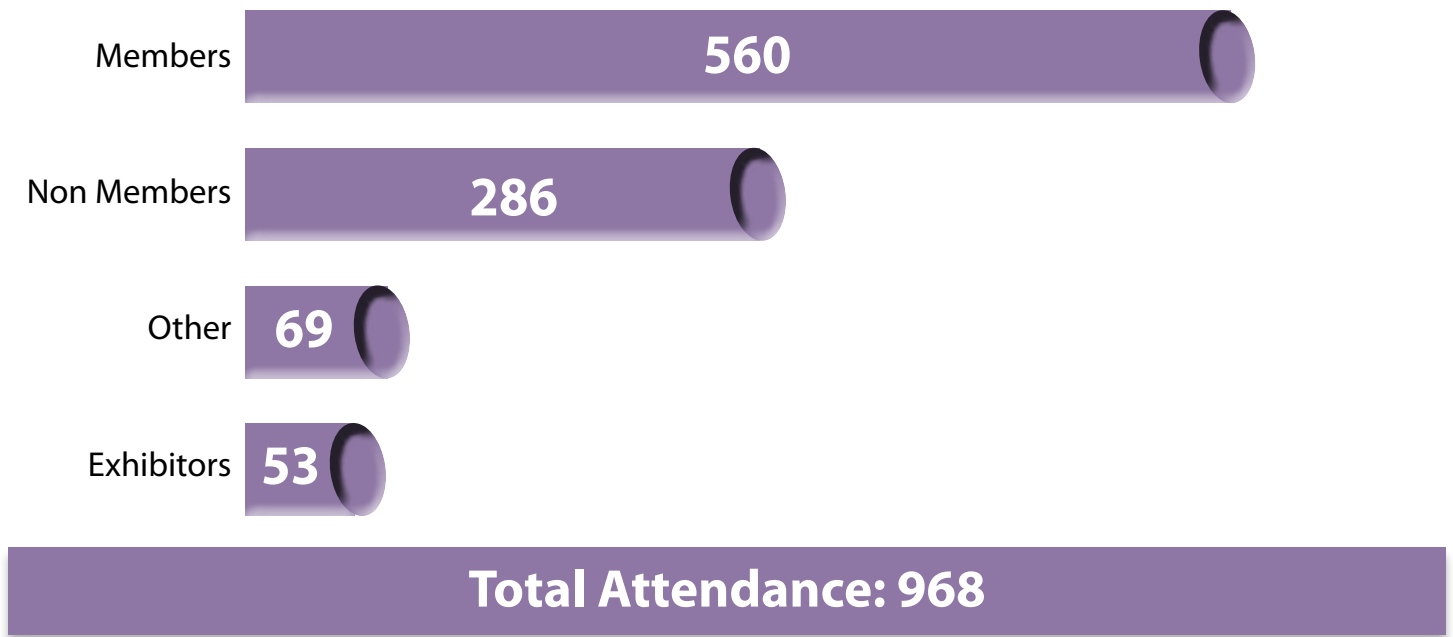
**ASTRO**  
AMERICAN SOCIETY FOR RADIATION ONCOLOGY

**sitc**  
Society for Immunotherapy of Cancer

[www.headandnecksymposium.org](http://www.headandnecksymposium.org)

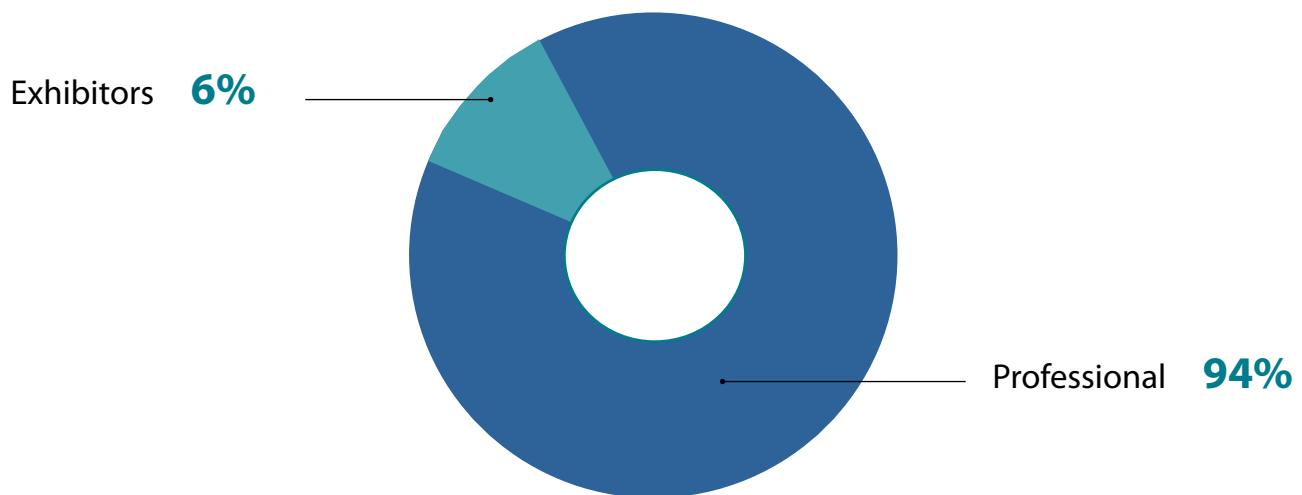
# Registration Profile

## 2018 Head and Neck Registration Statistics



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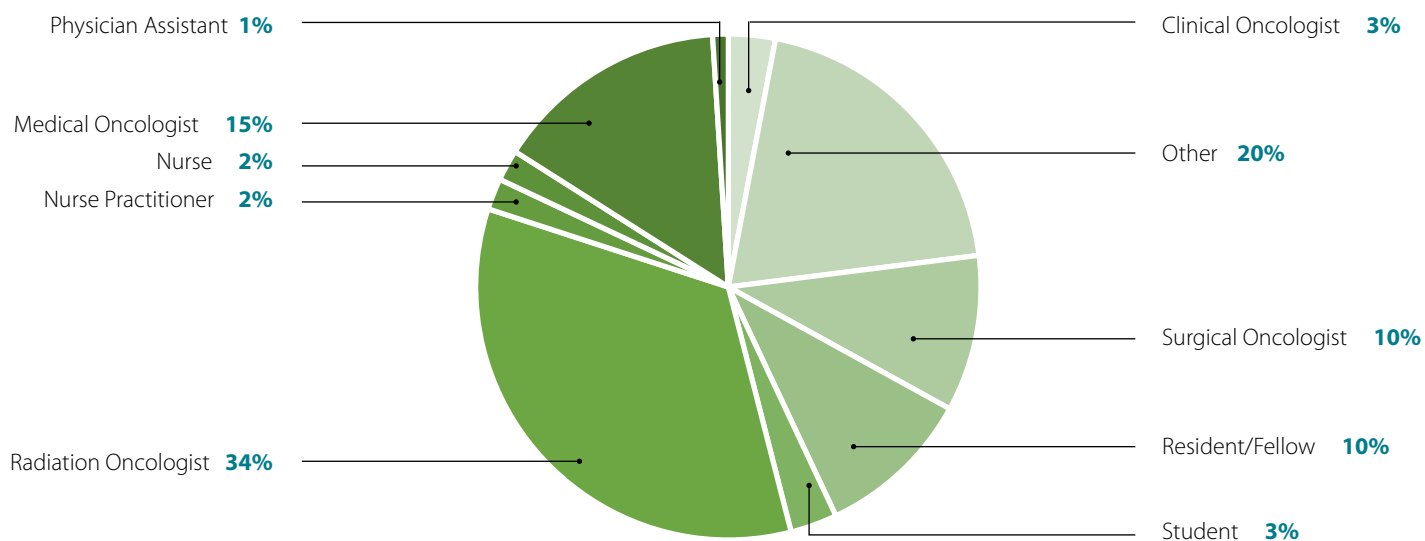
## 2018 Attendance by Registration Type



# Registration Profile

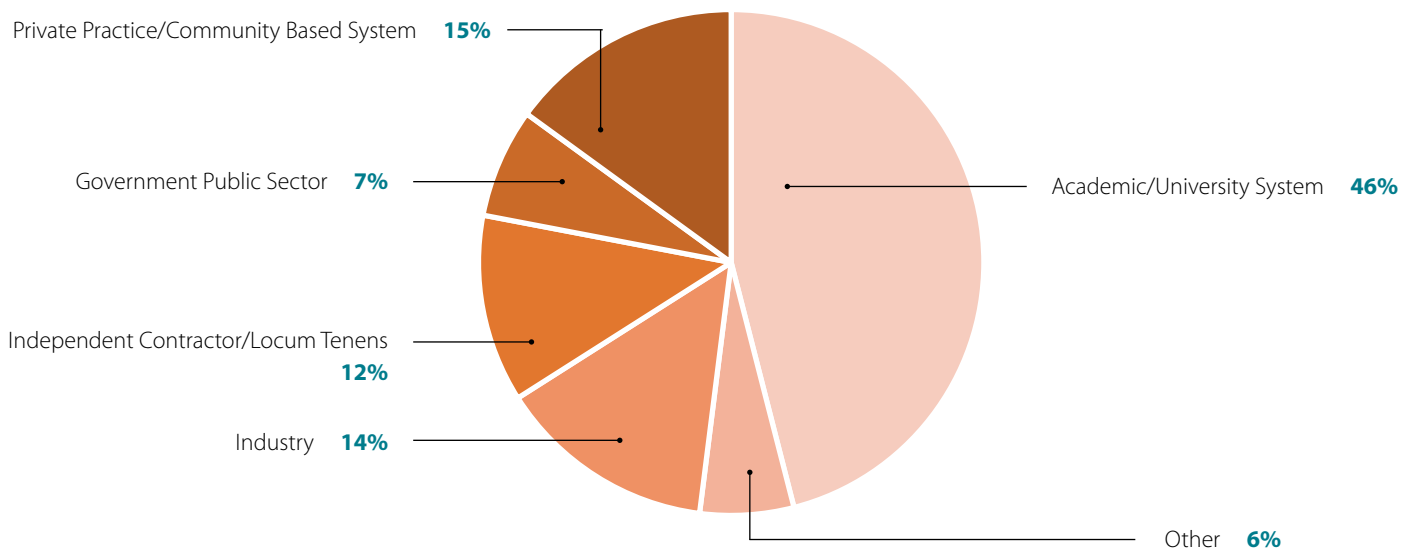
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## Attendance by Occupation



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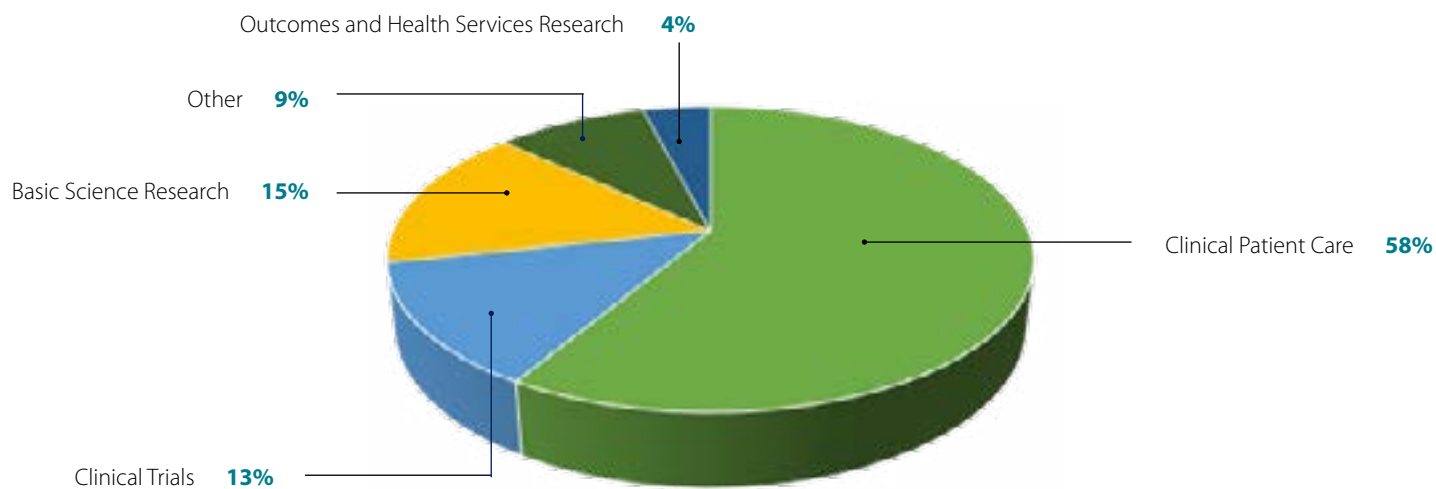
## Attendance by Primary Employer



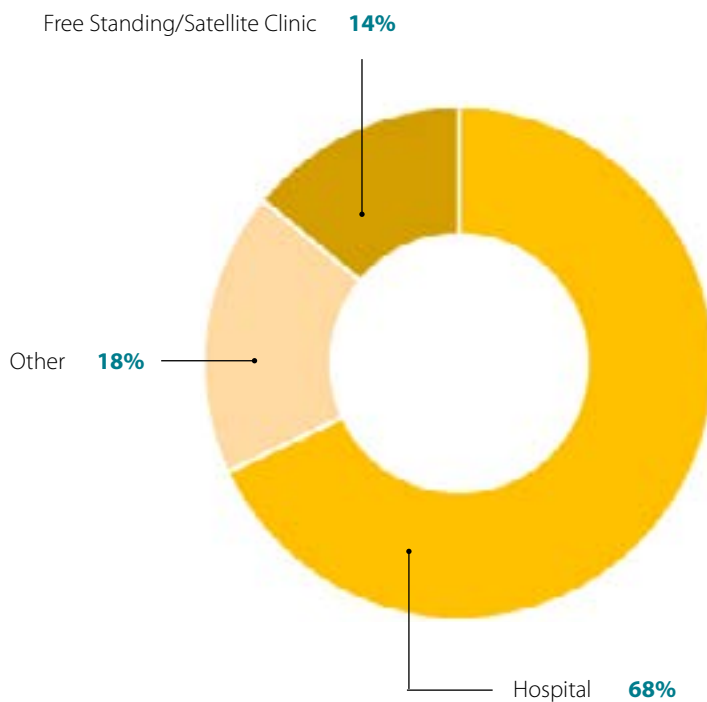
# Registration Profile

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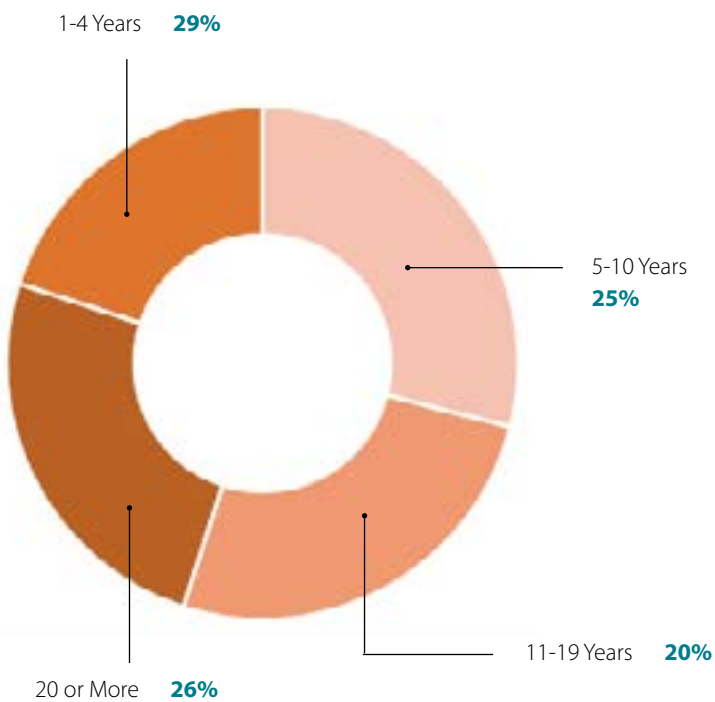
## Attendance by Professional Activity



## Attendance by Practice Location



## Years in Practice



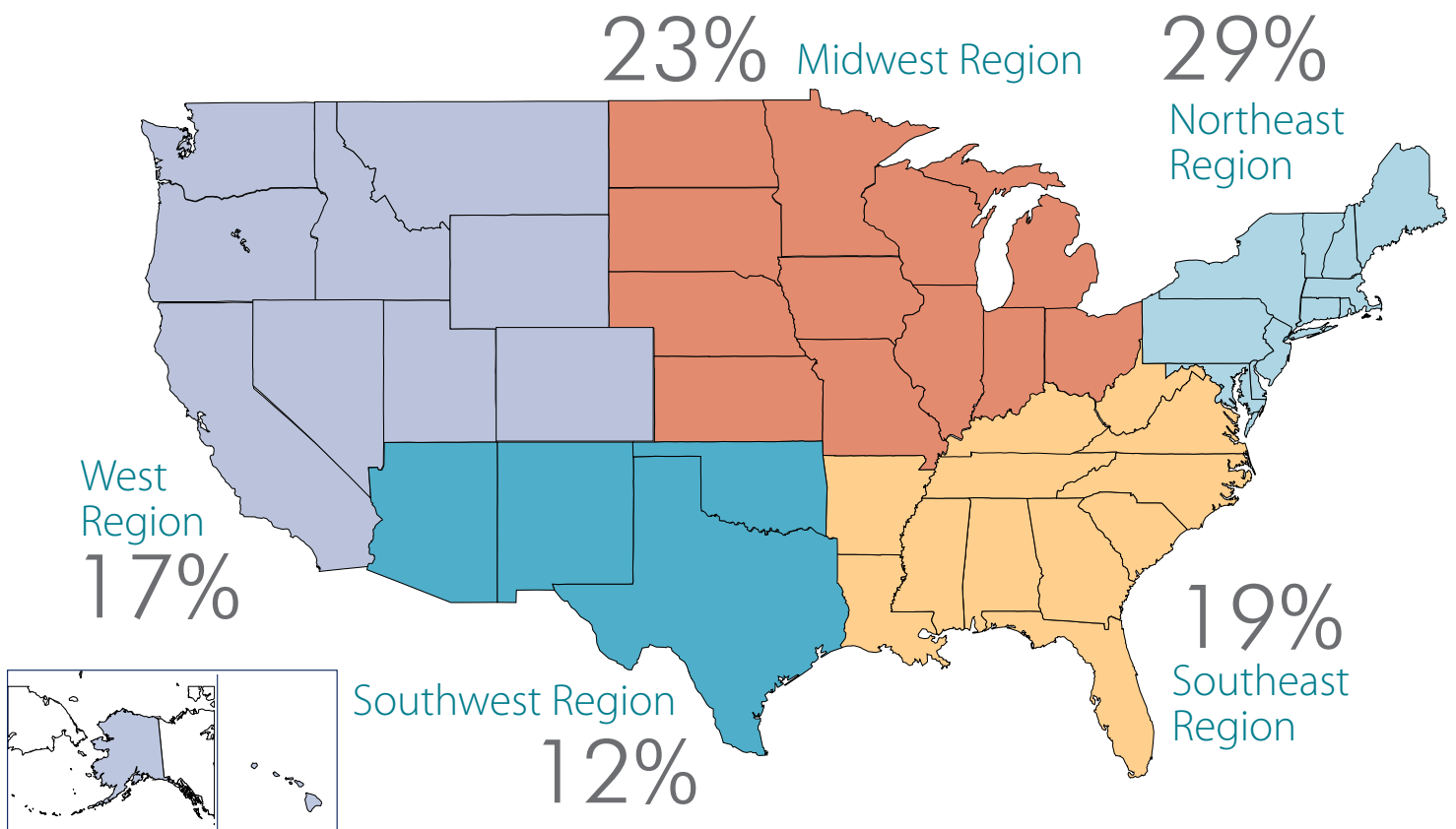


# Registration Profile

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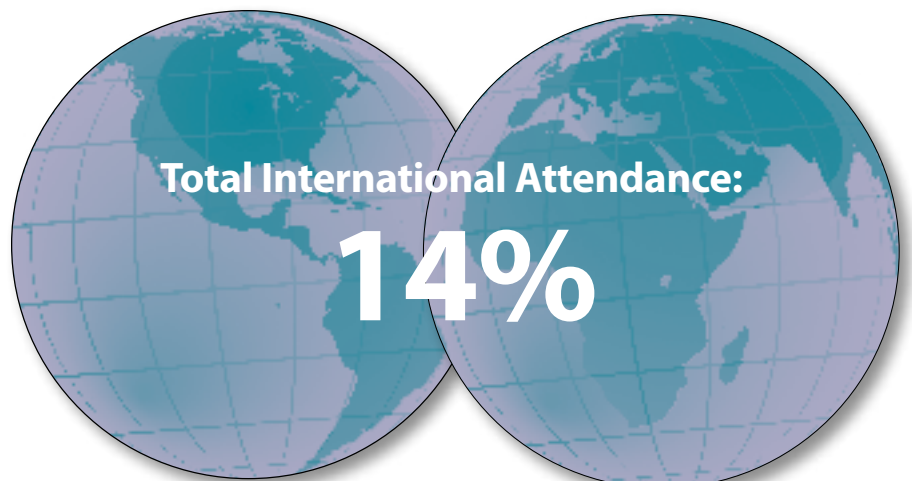
## United States Attendance

**Domestic (U.S. only)** 86%  
**International** 14%



## International Attendance

- |            |                |
|------------|----------------|
| ARGENTINA  | MEXICO         |
| AUSTRALIA  | NETHERLANDS    |
| BELGIUM    | NEW ZEALAND    |
| BRAZIL     | PHILLIPINES    |
| CANADA     | POLAND         |
| CHINA      | SAUDI ARABIA   |
| COSTA RICA | SINGAPORE      |
| DENMARK    | SPAIN          |
| FRANCE     | SWEDEN         |
| GERMANY    | SWITZERLAND    |
| INDIA      | TAIWAN         |
| JAPAN      | UNITED KINGDOM |



# Technical Exhibits

## EXHIBIT HALL RATES

**Exhibit Fee:** \$4,000 per tabletop exhibit

**Exhibit Fee Includes:**

- **Post-show attendee list**  
*\*Please note that exhibitors will be required to sign a licensing agreement prior to obtaining the list and eligibility requirements apply.*
- **Participation in the Passport to Prizes Program**
- **Exhibitor listing on the final program**
- **Two exhibitor registrations**  
*\*Additional exhibitor registrations are available for purchase.*
- **One 6 foot draped table with two chairs**
- **Access to educational programs on a space available basis**  
*\*Please note exhibitors are not eligible to receive continuing medical education credit.*
- **Meals for exhibit personnel in Exhibit Hall**

## 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.

## 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 percent 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.

## PRESHOW ATTENDEE MAILING LIST

Promote your participation at the 2020 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 2020 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](mailto:corporaterelations@astro.org) or call 703-839-7342.

# General Information

## 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

Sara Mansoor  
703-839-7386  
sara.mansoor@astro.org

Nicki Froats  
703-839-7390  
nicole.froats@astro.org

### HOUSING

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

### REGISTRATION

1-800-541-6058  
headandneckreg@astro.org

### SPONSORSHIP OPPORTUNITIES

703-839-7342  
corporaterelations@astro.org

## 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 visit [headandnecksymposium.org/hn20passportprogram](http://headandnecksymposium.org/hn20passportprogram).

## EXHIBIT HALL HOURS

### Wednesday, February 26, 2020

Exhibit Setup 4:00 p.m. – 7:00 p.m.

### Thursday, February 27, 2020

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 28, 2020

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.

Schedule subject to change.

## IMPORTANT DATES

Mid- August	Service Manual Available through the Exhibitor Resource Center
January 3, 2020	Exhibitor Listing Deadline
February 4, 2020	AV Discount Deadline
	Booth furnishings and shipment discount deadline
February 7, 2020	Confirm participation in Passport to Prizes program
February 14, 2020	Exhibitor Personnel and Sponsor Registration Deadline
February 26, 2020	Tabletop Display setup from 4:00 p.m. – 7:00 p.m. Booths must be set by 7:00 p.m.
February 27, 2020	Exhibit Hall opens at 7:00 a.m.
February 28, 2020	Dismantle begins at 3:30 p.m. and must be completed by 5:30 p.m.