EXHIBITOR PROSPECTUS

CREATIVITY & INNOVATION

48th Annual Meeting of the AANS/CNS Section on
PEDiatric Neurological Surgery
December 5–8, 2019
Hyatt Gainey Ranch | Scottsdale, Arizona
YOU’RE INVITED

Access more than 350 U.S. and international pediatric neurosurgeons as an exhibitor at the 48th Annual Meeting of the AANS/CNS Section on Pediatric Neurological Surgery. Meet face-to-face with your target audience in Scottsdale, and showcase your company to the top pediatric neurosurgeons in the world.

2018 EXHIBITORS

Aesculap Inc.  
Anuncia, Inc.  
Arkis BioSciences  
BayCare Medical Group  
Brainlab  
Codman Specialty Surgical, a Division of Integra LifeSciences  
DIXI Medical USA Corp.  
Hydrocephalus Association  
IMRIS / Deerfield Imaging, Inc.  
KARL STORZ Endoscopy-America, Inc.  
KLS Martin  
LeBonheur Children’s Hospital  
Medtronic  
Monroe Carell Jr. Children’s Hospital at Vanderbilt  
Monteris Medical Inc.  
MRI Interventions, Inc.  
Natus Neuro Incorporated  
NICO Corporation  
Olympus America Inc.  
Pro Med Instruments, Inc.  
Renishaw Healthcare Inc.  
RosmanSearch, Inc.  
ShuntCheck Inc.  
Sophysa USA Inc.  
Stryker  
Surgical Theater, LLC  
Texas Children’s Hospital  
ThinkFirst National Injury Prevention Foundation  
Zimmer Biomet

PRIOR MEETING ATTENDANCE

2018 Nashville.................423  
2017 Houston..................390  
2016 Orlando....................387  
2015 Seattle.....................376  
2014 Amelia Island.............378
GENERAL EXHIBIT INFORMATION

Meeting Dates
Thursday, Dec. 5–Sunday, Dec. 8

Exhibit Dates
Friday, Dec. 6–Saturday, Dec. 7

Location
Hyatt Regency Scottsdale Resort & Spa at Gainey Ranch
7500 East Doubletree Ranch Road
Scottsdale, AZ 85258
480.444.1234
www.hyattregencyscottsdale.com

Exhibit Hall
Vaquero Ballroom

Booth Installation
Thursday, Dec. 5  7–11 p.m.

Exhibit Dates and Times
Friday, Dec. 6  7:15 a.m.–6 p.m.
Saturday, Dec. 7  7:15 a.m.–3:30 p.m.

The Exhibit Hall will be open to exhibit personnel one hour prior to opening and will remain open 30 minutes after the show closes.

Unopposed Exhibit Hours
Friday, Dec. 6
45 minutes  Continental Breakfast, Exhibit Hall
30 minutes  Beverage Break, Exhibit Hall
1 hour  Lunch, Exhibit Hall
30 minutes  Beverage Break, Exhibit Hall
1 hour  Wine & Cheese Reception, Exhibit Hall

Saturday, Dec. 7
45 minutes  Continental Breakfast, Exhibit Hall
30 minutes  Beverage Break, Exhibit Hall
1 hour  Lunch, Exhibit Hall
30 minutes  Beverage Break, Exhibit Hall

Dismantling
Saturday, Dec. 7  3:30–8 p.m.

Dismantling exhibits before the official close at 3:30 p.m. on Saturday, Dec. 7, is strictly prohibited. Dismantling or “preparing to dismantle” prior to the show closing will result in a $1,000 fine, loss of priority points and a ban from exhibiting at future meetings. All exhibit dismantling must conclude no later than 8 p.m. on Saturday, Dec. 7.

NOTE: All dates and times are subject to change.

For support regarding exhibit opportunities, contact Kim Schrader, exhibits manager. Phone: 847.378.0552 | Email: kls@aans.org
**BOOTH INFORMATION**

**Cost of Exhibit Space**
- $2,800 8’ x 10’ Linear
- $3,000 8’ x 10’ Corner

*Your exhibit fee includes:*
- 8-foot back drape
- 3-foot side rail drape
- 7” x 44” identification sign
- Exhibit listing in the App and Quick Planner
- Privilege of booking housing at a reduced rate
- Opportunity to purchase pre- and post-registration attendee mailing lists
- Complimentary exhibitor registration for two representatives per booth
- One Quick Planner per 80 square feet of exhibit space

- Breakfast in the Exhibit Hall on show days
- Lunch in the Exhibit Hall on Friday and Saturday
- Two tickets to the Opening Reception on Thursday evening
- Wine & Cheese Reception in the Exhibit Hall

**Booth Construction Guidelines**

Standard booths are 8’ x 10’ or multiples thereof and are arranged in a straight line. The maximum height of 8’ is allowed only in the rear half of the booth space, with a 4’ height restriction imposed on all materials in the remaining space forward to the aisle. The Exhibit Hall is carpeted; however, exhibitors may choose to provide or rent custom carpet.
Online Contract Submission Process

Contract Deadline: Aug. 1, 2019

Exhibitor Corner at MyAANS.aans.org makes it easier than ever to access vital meeting and exhibit information. From this site, exhibitors can submit exhibit space contracts and credit card payments for exhibit space.

To Begin the Process:

1. Visit MyAANS.aans.org
2. Select Log in or choose Register to create a username and password.*
3. Select My Meetings from the top navigation and then choose Exhibitor Corner from the left-hand navigation.
4. Select the 2019 AANS/CNS Section on Pediatric Neurological Surgery Annual Meeting under Future Events.
5. Show management allows ONE company representative to be listed as the key contact. Only the key contact will be able to access the exhibit account, submit applications or make changes to that record after submission. If the key contact information requires a revision or update, please contact Kim Schrader, exhibits manager, at kls@aans.org with the following information:
   • Company name;
   • Full key contact name;
   • Key contact phone/fax number; and
   • Key contact email address.

*If your company has exhibited before, but you are a new contact, contact Kim Schrader at kls@aans.org.

Payment

Full payment must accompany the exhibit contract for space to be assigned. Submission of a contract does not guarantee booth assignment. Booths will be allocated on the following basis: number of booths requested, number of booths occupied at the previous AANS/CNS Section on Pediatric Neurological Surgery Annual Meeting, contract receipt date and space availability.

Credit card payments will be accepted online during the contract submission process. Checks and credit card payments must be received by the AANS/CNS Section on Pediatric Neurological Surgery within 10 business days of contract submission. Booth space will not be confirmed until full payment is received.

Exhibitors and commercial supporters will not be listed in meeting materials unless full payment and an exhibit contract are received on or before Sept. 27, 2019. Make checks payable to AANS/CNS Section on Pediatric Neurological Surgery. To ensure payments are properly applied, do one of the following:

Mail full payment with a copy of your invoice to:
AANS/CNS Section on Pediatric Neurological Surgery
2370 Eagle Way
Chicago, IL 60678

Please note that only U.S. mail is accepted at this address.

Overnight full payment with a copy of your invoice to:
AANS/CNS Section on Pediatric Neurological Surgery
Attention: Kim Schrader
5550 Meadowbrook Drive
Rolling Meadows, IL 60008-3852

Wire transfer payment:
For wire transfer information, contact wtj@aans.org.
**BOOTH INFORMATION**

**Cancellations/Refunds**
Requests for cancellation of exhibit space must be made in writing via fax or email. No refunds will be made on exhibit space left unoccupied during the Annual Meeting of the AANS/CNS Section on Pediatric Neurological Surgery.

Refunds will be made in accordance with the following schedule:
- Received by the AANS prior to Aug. 9, 2019: full refund, less a $200 processing fee
- Received by the AANS between Aug. 10 and Sept. 27, 2019: forfeit 50% of total booth fee
- Received by the AANS on or after Sept. 28, 2019: forfeit 100% of total booth fee

**Exhibitor Registration**
**Available: Sept. 13**
**Deadline: Nov. 19**
An email will be sent to the exhibiting company’s main contact with login information. Only confirmed exhibitors may register for the meeting. Distributor or guest passes are not available. Exhibitors will receive two badges with each 8’ x 10’ booth space contracted. Badges are nontransferable and must be worn in the Exhibit Hall and during all official functions. Badges will be distributed onsite at the meeting. Attaching unapproved cards, ribbons or other items to badges is not permitted. Representatives without badges or displaying badges not prepared by the AANS/CNS Section on Pediatric Neurological Surgery will not be admitted into the Exhibit Hall and will be subject to penalty.

**Registration Cost for Additional Badges**
*(In addition to your allotted two per exhibit space contracted)*
- Exhibitor badges on or before Nov. 19: $150 each
- Exhibitor badges on or after Nov. 20: $200 each
- Replacement badges: $200 each

**Opening Reception**
The exhibiting company will receive two tickets to the Opening Reception per 8’ x 10’ exhibit space contracted. The onsite key contact will receive the tickets. Additional tickets may be purchased onsite at exhibitor registration for $150.

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**Housing Information**

**Location**
Hyatt Regency Scottsdale Resort & Spa at Gainey Ranch
7500 East Doubletree Ranch Road
Scottsdale, AZ 85258
480.444.1234

To book a room, click here.

**Rate:** $245, plus applicable state and local taxes or applicable resort services program fee in effect at the time of the meeting. The deadline for booking at this rate is Nov. 14. Reservations and rate are based on availability and are not guaranteed to be available through Nov. 14. If you make your reservations by phone, request the discounted group rate for the meeting.

**Exhibit Hall Access**
On all show days, the Exhibit Hall will be open to exhibitor personnel one hour prior to opening and will remain open for 30 minutes after the show closes, with the exception of Saturday, Dec. 7, when dismantling begins. Admittance to the Exhibit Hall or meetings in the hall not in accordance with these scheduled times are not permitted.

**Exhibit Hall Meals**
Complimentary breakfast and lunch will be served on Friday, Dec. 6 and Saturday, Dec. 7 in the Exhibit Hall for attendees and exhibitors.

**Quick Planner and App**
An app will be created for the Annual Meeting of the AANS/CNS Section on Pediatric Neurological Surgery. Details regarding the app will be sent to the meeting attendees one week before the meeting. The Quick Planner will be distributed onsite to all meeting attendees and exhibitors.

**Service Kit**
Freeman will email a link to the service kit to the key contact listed on the contract by Sept. 13. The service kit includes shipping information and forms to order other show services.
**Important Dates**

**June 3**
Housing open

**Aug. 1**
Exhibit contract due

**Aug. 12**
Booth assignments sent out

**Sept. 13**
Exhibitor advance registration open
Service kit emailed to key contact

**Nov. 4**
Exhibitor housing closes

**Nov. 19**
Exhibitor advance registration closes
**RULES AND REGULATIONS**

Show management has established these Rules and Regulations to protect the interest of exhibitors, show management and medical attendees.

**Interpretation of Rules**

The following Rules and Regulations are part of the contract between the exhibitor and the AANS/CNS Section on Pediatric Neurological Surgery (the Association). All matters not covered in these Rules and Regulations shall be referred to the Association for adjudication, and the decision of the Association shall be final. These Rules and Regulations may be amended at any time by the Association, and all the amendments so made shall be binding upon the exhibitor equally with these Rules and Regulations and shall become a part thereof, provided the exhibitor is notified of the amendments. Notice may be verbal or in writing, before or during the Annual Meeting of the AANS/CNS Section on Pediatric Neurological Surgery and may be given to any authorized agent or representative of the exhibitor.

**Booth Assignments**

The Association reserves the right to change the exhibit floor plan if conflicts arise regarding space requests or conditions that are beyond the Association’s control. The Association reserves the right to relocate exhibitors demonstrating loud apparatus or conducting odor-producing activities to an area where the noise or aroma will not interfere with other exhibits. Show Management reserves the right to determine at what point sound or odor interferes with others and must be discontinued. The Association reserves the right to relocate an exhibitor at any time with the understanding that if the exhibitor does not agree with such relocation to the extent that the exhibitor cannot participate in the Annual Meeting, the deposit and/or full payment for exhibit space will be fully refunded.

**Subletting of Space**

Subletting, assigning or apportionment of the whole or any part of the exhibitor’s space by the exhibitor is prohibited. Exhibitors may not advertise or display goods in their exhibit other than those manufactured or sold by them in the regular course of their business. Exhibitors may not permit any other party to exhibit in their space or display goods other than those manufactured or distributed by the contracting exhibitor.

**Americans with Disabilities Act**

Exhibitors are responsible for compliance with the Americans with Disabilities Act of 1992 within their booth space.

**Purpose of Exhibit**

The sole purpose for contracting exhibit space is to display and/or demonstrate equipment, supplies and/or services. In accordance with IRS regulations, the solicitation of orders and/or the selling of any products or services for delivery during or following the meeting is strictly forbidden.

**Demonstration and Liability**

Exhibitions or demonstrations by the exhibitor must be confined within the bounds of the exhibitor’s assigned exhibit space and shall not interfere with aisle space. If the premises of the facility are defaced or destroyed by the exhibitor, its agents or representatives, the exhibitor will be liable to the facility for such amount as shall be deemed necessary for restoration to the previous condition. This Agreement is made and to be performed in Scottsdale and shall be construed in accordance with Arizona law, but not against any party by reason of that party having drafted it. No representative of the Hyatt Regency Scottsdale Resort & Spa at Gainey Ranch has been or is authorized to make any representation which varies from the expressed terms of this contract though the contract may be supplemented in writing.

In any legal action or arbitration or other proceeding brought on account of a breach of any provision of this Agreement or to enforce any provision of this Agreement, the prevailing party shall be awarded its attorney’s fees and other costs incurred in such action or proceeding, in addition to any other relief to which it may be entitled. Any modifications or changes to this Agreement must be made in writing, signed by both parties hereto. Any legal action in connection with this Agreement shall be brought in Arizona.

**Booth Construction and Arrangement**

All exposed parts of displays must be finished so as to present an attractive appearance when viewed from the aisles or from adjoining exhibits. If other exhibitors of the Association object to any exposed portions of a display, the exposed portions will be draped by the Association and billed to the exhibitor. All tables used in an exhibit space must be skirted.
RULES AND REGULATIONS

Booth Conduct
The Association reserves the right to approve all exhibits and activities related thereto. The Association may require that an exhibit be curtailed if it does not meet the standards set forth herein, if it reflects against the character of the AANS/CNS Section on Pediatric Neurological Surgery or the Annual Meeting, or if it exceeds the bounds of good taste as interpreted by show management. An exhibitor of a questionable exhibit or activity relating hereto must submit a description of the exhibit or activity for approval 60 days prior to the Annual Meeting. Inspection of the exhibit hall will be made during installation hours. Every effort will be made to inform exhibitors of any deviation from exhibit rules at that time. Exhibitors must make all corrections requested by Show Management at their own expense or risk removal from the exhibition without notice and without obligation on the part of the AANS/CNS Section on Pediatric Neurological Surgery for any refund whatsoever. The Association reserves the right to expel or refuse admittance to any representative whose conduct is, in its opinion, not in keeping with the character and/ or spirit of the Annual Meeting. Exhibit personnel may not enter another exhibitor’s booth without obtaining permission. Lingering in the aisles surrounding another exhibitor’s booth for the purpose of obtaining product information or distracting other booth personnel is strictly prohibited and may result in expulsion. The Association does not in any manner endorse any of the products or services related to the exhibits which have been accepted for display during the Annual Meeting. Exhibitors may not sell any food or beverage on the exhibit floor. Distribution of any literature outside of an exhibitor’s own space is strictly prohibited and, if found, will be removed. No procedures may be performed on any live tissue or cadavers on the exhibit floor.

Children
Children under 18 years of age will NOT be permitted to enter the Exhibit Hall at any time during the meeting. This includes installation, show hours and dismantling of exhibits.

Fire Regulations
All material used in the exhibit must be flame-proofed and fire resistant in order to conform to local fire ordinances and in accordance with the regulations established by the Hyatt Regency Scottsdale Resort & Spa at Gainey Ranch.

Giveaways and Handouts
Distribution of product literature and samples of products is permissible. Approval must be obtained by the exhibits manager at least three weeks prior to the meeting. Distribution of such products or souvenirs will be allowed, provided it is done in a dignified manner, does not create a nuisance and causes no interference with adjoining exhibits. Unapproved items will be removed from the exhibit floor. For approval, send a sample to:
Kim Schrader, Exhibits Manager
AANS/CNS Section on Pediatric Neurological Surgery
5550 Meadowbrook Drive, Rolling Meadows, IL 60008-3852
(samples will not be returned).

Industry Sponsored Events
Except to hold entertainment or social functions, exhibitors must confine their activities to their allotted exhibit space. No entertainment functions, meetings, courses or social functions may be scheduled to conflict with Annual Meeting of the AANS/CNS Section on Pediatric Neurological Surgery program hours, activity hours or exhibit hours. Entertainment and social functions must be in good taste and conform to the purpose of the meeting. The Association should be notified in writing of any special activities (whether entertainment, educational or promotional in nature) planned by an exhibiting company for the period beginning Thursday, Dec. 5, through Sunday, Dec. 8. Announcements and invitations addressed to members of the medical profession concerning such industry-sponsored events must be submitted and approved by show management prior to production and distribution, should clearly indicate the name(s) of the sponsor and must in no manner imply directly or indirectly that the event is a part of, or an official activity of, the Association. Function space held by the Association will be released only to companies exhibiting at the Annual Meeting.

Drawings
All drawings must comply with all local, state and federal laws governing drawings and have prior approval of Show Management. The rules must be posted at the exhibitor’s booth and must include: eligibility, date and time of the drawing, the words “no purchase necessary to enter,” odds of winning, how winners are notified, how participants obtain names of winners, etc. The exhibitor must agree to indemnify the Association, its Board of Directors, employees and vendors in the event of any claims arising from the operation of the event. The Association must be notified of the winners and date the prize was awarded. The Association reserves the right to restrict drawings that it deems inappropriate or unprofessional.
RULES AND REGULATIONS

Insurance
The exhibitor acknowledges that the AANS, CNS and Hyatt Regency Scottsdale Resort & Spa at Gainey Ranch are not obligated to maintain property, liability or business interruption insurance covering the exhibitor. It is the sole responsibility of the exhibitor to obtain such insurance and the exhibitor must do so at his/her own expense.

Restrictions
Exhibitors who use noisy electrical devices, sound-producing movies or other devices which prove objectionable because of noise, odor or other disagreeable features, must agree to keep the noise and/or odor of such devices at an absolute minimum. Exhibitors with such equipment must agree to accept space assignments which will abate reasonable objections to these annoyances. X-ray equipment may be exhibited but not operated. Laser equipment may be operated only if the laser is contained within a safety shield.

Security
The Association will provide security service in the Exhibit Hall beginning with the delivery of exhibits to the hall through 12 p.m. on Dec. 8. AANS, Freeman or Hyatt Regency Scottsdale Resort & Spa at Gainey Ranch will not be held responsible for any loss or damage to the exhibitor’s property.

Liability/Hold Harmless Agreement
Each exhibitor assumes full responsibility and liability for and agrees to protect, defend, indemnify, save and hold forever harmless the AANS, CNS, AANS/CNS Section on Pediatric Neurological Surgery, Freeman and the Hyatt Regency Scottsdale Resort & Spa at Gainey Ranch and their respective agents, employees, representatives, successors and assigns, from any and against all claims, demands, causes of action, damages, costs and expenses, including attorney’s fees, for injury to person or damage to property, including theft, misappropriation or loss of property asserted against either or all of them arising out of or in connection with the exhibitor’s occupancy or use of the Hyatt Regency Scottsdale Resort & Spa at Gainey Ranch and its Exhibition Hall, including but not limited to the installation, maintenance and removal of the exhibit, and from and against any penalty, damages or charges imposed for the violation of any law, ordinances or regulations arising out of or in connection with the exhibitor’s occupancy or use of the Hyatt Regency Scottsdale Resort & Spa at Gainey Ranch and its exhibition hall, resulting from the negligent act or acts of its employee(s) or products.

FDA Compliance
Any medical device exhibited must have fulfilled all applicable Federal Drug Administration (FDA) regulations. Unapproved devices with Pending Pre-market Approval (PMA) applications or pre-market notification 510 (k) submissions should bear a label stating: “Pending 510 (k)/PMA, Not available for sale within the United States.” Unapproved devices without a pending 510 (k) or PMA should bear a label stating: “Not available in the United States.” Products in the development stage should bear a label stating: “Work in progress.”
Advertising Opportunities

**Badge Lanyards — $3,500**
See every attendee wearing your company’s name and logo. Badge lanyards deliver highly visible, eye-level brand recognition and are supplied to every attendee. With your name and logo on the length of the lanyard, attendees will wear your name for the duration of the meeting, ensuring maximum visibility. The advertising company provides lanyards. A pre-production prototype is required and is subject to show management approval.

**Beverage Breaks — $3,000 each**
Make sure your company stands out by supporting one of the morning or afternoon breaks on Friday, Saturday or Sunday (morning break only).

**Breakfast — $4,000 each**
Breakfast is the most important meal of the day. Support one or more continental breakfasts for medical attendees on Friday and Saturday.

**Lunch — $5,000 each**
Gain mindshare when you support lunch served inside the Exhibit Hall, Friday or Saturday.

**Meeting App — $1,500**
A rotating color ad in the app offers constant exposure to attendees.

**Column Wraps and Window Clings — Call for pricing**

**Opening Reception — $15,000**
This well-attended event takes place on Thursday, Dec. 5, from 6–7:30 p.m. Benefits include signage onsite at the meeting, recognition in the Meeting App and two additional reception tickets for the supporters’ VIPs.

**Wine & Cheese Reception — $8,000**
This event that takes place in the exhibit hall draws foot traffic into your booth. Attendees get the opportunity to network with your company while enjoying a wine and cheese pairing. Your company will be recognized on signage onsite at the meeting and in the app.

**Electronic Room Key Cards — $2,500, plus expenses**
Customized hotel room keys are distributed to all attendees staying at the Hyatt Regency Scottsdale Resort & Spa at Gainey Ranch. You will have the opportunity to personalize the key card design, which offers incredible exposure. The advertiser pays for the production of the keys.

**Quick Planner — $3,500**
The Quick Planner contains meeting content and is distributed to all attendees at the meeting. This collateral piece is used by all attendees. Your advertisement will appear on the back cover. Commitment and artwork due on or before Sept. 27.

**Lunch-and-learn Seminar — Call for pricing**
This unique opportunity provides a forum for exhibitors to promote new products/services, present new research findings or conduct product demonstrations outside of their booths and in an educational environment. Take advantage of this opportunity to provide increased learning possibilities for attendees and gain additional face-to-face contact with potential buyers. Lunch-and-learn Seminars take place in a meeting room.

**Satellite Symposia — $7,500**
The evening symposia are non-CME sessions that can be held on Friday, Dec. 6, and Saturday, Dec. 7. They will highlight featured speakers on a specific topic.
Support Payment
1. Payment in full must accompany the online contract submission.
2. Checks must be made payable to: AANS/CNS Section on Pediatric Neurological Surgery.
3. All provisions of the Rules and Regulations and general information, as hereby published, shall be a part of the online contract.
4. The assignment of Commercial Support opportunities will be based on a right of first refusal for previous Commercial Support holders, until Aug. 1, and then based upon date of receipt of contract and payment.

Payment must be received by the AANS/CNS Section on Pediatric Neurological Surgery within five business days of contract submission.

PLEASE NOTE: All supporters agree to abide by the Accreditation Council for Continuing Medical Education (ACCME) guidelines governing commercial support and educational grants. Companies supporting or co-supporting an event must comply with all applicable rules and regulations set forth by the AANS/CNS Section on Pediatric Neurological Surgery and the Hyatt Regency Scottsdale Resort & Spa at Gainey Ranch. A check for the full amount must be received by the AANS/CNS Section on Pediatric Neurological Surgery no later than Sept. 27. This agreement is to become effective upon acceptance by the AANS/CNS Section on Pediatric Neurological Surgery.

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<thead>
<tr>
<th>Benefits of Advertising &amp; Support</th>
<th>Diamond</th>
<th>Emerald</th>
<th>Sapphire</th>
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<tbody>
<tr>
<td>Two free tickets to opening reception</td>
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<tr>
<td>One post-meeting registration mailing list*</td>
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<td>One pre-meeting registration mailing list*</td>
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<td>Recognition on the AANS/CNS Section on Pediatric Neurological Surgery Website</td>
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<td>Recognition in the Meeting App</td>
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<td>Recognition on signs at event</td>
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<td>Acknowledgement at meeting</td>
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*A sample of your mailing piece must be approved by show management prior to production and distribution.

## Support Levels
- **Diamond:** $15,000
- **Emerald:** $5,000–14,999
- **Sapphire:** $1,500–4,999