

# YOUR DIGITAL EVENT GUIDE

# ELEVATE

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## DISCOVER

Find top training partners featuring leading-edge tech and solutions



## NAVIGATE

Explore workshops and labs focused on best practices and proven strategies.



## COLLABORATE

Connect with life sciences professionals and partners from across the globe

# LTEN<sup>®</sup>2021

NOVEMBER 8-11 / REACH NEW HEIGHTS



Your **JOURNEY BEGINS** at:

[www.LTENconference.com](http://www.LTENconference.com)

# EVENT TOUR GUIDE

## WALK-THROUGH THE LTEN ANNUAL CONFERENCE



### APP

Download the LTEN Annual Conference app from the App Store or GooglePlay by searching the LTEN Conference 2021.

You may also visit  
[www.LTENconference.com/app](http://www.LTENconference.com/app)

Download the App on your iPhone or Android phone or tablet.

Having trouble downloading?  
Come to our help desk in the registration area.

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# WELCOME

## LTEN<sup>®</sup>2021

**It is with immense pleasure and gratitude that I welcome you to this year's LTEN Annual Conference, which marks our 50th year anniversary as an organization and for our flagship event.**

**First things first** – This digital event guide is your bird's eye view of the conference and I encourage you to download the event app as soon as you're able, as that will be this year's touchless guide to the event and the on-site communications tool.

**We've missed you!** It has been more than two years since we gathered as colleagues and friends in person and we are thrilled to host this live event. Although this year's event will be smaller in terms of number of participants, we have pulled out all the stops to ensure you leave with as much valuable learning, tools and connections as possible.

We are committed to hosting a safe event and I invite you to familiarize yourself with our safety protocols here and online before arriving. Please reach out if you have any questions. We're always here for you.

Thank you to our Board of Directors, Advisory Council, Preferred Industry Partner Advisory Council, Field Trainers, Non-Commercial Training and Workshop Review committees for their invaluable feedback and work on this year's program. Special and heartfelt thanks to this year's sponsors and exhibitors who make LTEN events possible. Please spend time in the exhibit hall learning about their solutions and building those all-important relationships.

Lastly, thank you for giving us some of your valuable time. We can't wait to see you!

### Richard Sampson

Vice President, Global Training and Development, Global Business Operations, Cepheid



### Thank You to the Workshop Review Committee

**Richard Baron**, Boehringer Ingelheim

**Jill Benko**, Amryt Pharma

**Ashley Bentley**, GE Healthcare

**David Brin**, GE Healthcare

**Jennifer Bryan**, Teva Pharmaceuticals

**Vicki Colman**, Eisai

**Amity Cutaia**, Astellas Pharma

**Joseph DeLosa**, Pfizer

**Monica Gillison**, SK Life Science

**Rosa Hanks**, CooperSurgical

**Thomas Hood**, Bayer HealthCare

**Laura Last**, Amgen

**Mark Lockett**, Sanofi Genzyme

**Melissa Lowe**, Philips – Healthcare Informatics

**Connie Murray**, B. Braun Medical

**Jennifer Muszik**, Biogen

**Mark Osborne**, Novartis Pharmaceuticals

**Jim Page**, Sandoz, A Novartis Division

**Norma Piggott**, Takeda Pharmaceuticals

**Chris Platanos**, Alnylam Pharmaceuticals

**Alison Quinn**, Bristol Myers Squibb

**John Riggle**, Mitsubishi Tanabe Pharma America

**Richard Sampson**, Cepheid

**John Sjoval**, SK Life Science

**Brenda Smith**, Bristol Myers Squibb

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**Jason Zeman**, Bausch Health

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Capabilities | Global Commercial  
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Head of Commercial Training  
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**Sanofi Genzyme**



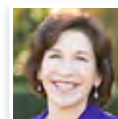
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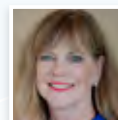
**Norma Piggott**

VP USBU Commercial Learning  
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**John P. Sjoval, Jr.**

Executive Director, Commercial  
Learning & Development  
**SK Life Science**



**Carol Wells**

Executive Director, CMG Training  
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# ROCK ON with RN! at Booth #1

It's no coincidence that Red Nucleus is booth #1!  
For **over 30 years**, we've moved mountains  
to **put our clients first**.

Stop by our booth to learn how we provide first-in-class, innovative learning solutions for e-learning, augmented reality, workshops, games, virtual experiences, medical animations, and much more!

**Keep climbing with us!**

red nucleus



# MEET OUR COUNCIL

## LTEN ADVISORY COUNCIL



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Axiom



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SK Life Science



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**Jill Benko**  
Director of Commercial Training and Development  
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**Melissa Lowe**  
Director, Executive Education and Leadership Development  
Philips – Healthcare Informatics



**John Riggle**  
Sales Training Lead  
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**David R. Brin**  
Senior Director, Learning Strategy & Operations USCAN  
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**Pam Marinko**  
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Head of Oncology Training & Development  
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**Vicki Colman**  
Associate Director, Neurology Product Training  
Eisai



**Celeste Mosby**  
VP, General Manager of Syneos Health Learning Solutions  
Syneos Health



**Jason Zeman**  
Senior Director, Leadership & Organizational Development  
Bausch Health



**Amity Cutaia**  
Director, Commercial Learning and Development  
Astellas Pharma US



**Jim Page**  
Director, Commercial Training & Development  
Sandoz



**Joe Delosa**  
Director, NA Skills Training/Continuous Development  
Pfizer



**Chris Platanos**  
Director, Global Commercial Training  
Alnylam Pharmaceuticals

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Vice President, Healthcare  
Richardson Sales Performance



**Ian Kelly**  
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**Simon Mormen**  
Managing Director  
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Global CEO  
Axiom



**Jessica Knox**  
CEO  
Metrix



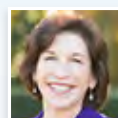
**Celeste Mosby**  
VP, General Manager of Syneos Health Learning Solutions  
Syneos Health



**Mike Esterday**  
CEO and Partner  
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**Pam Marinko**  
Chief Executive Officer  
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Get to know **CMR Institute**.

Visit our booth in person or virtually at LTEN 2021.



# AGENDA

## RECONNECTING WITH PEERS AT #LTEN2021

### MONDAY, NOVEMBER 8

ALL TIMES ARE MOUNTAIN TIME (MT)

TIME	ACTIVITIES
12:00–7:00 PM	Registration
3:00–4:00 PM	<b>LTEN Attendee Orientation &amp; Member Meeting</b> Whether you are a first-time attendee or seasoned veteran, there is something new for everyone! We'll guide you through the ins and outs of the conference and help you maximize your experience.
4:30–7:00 PM	<b>Welcome Party &amp; Mini-Receptions</b> Join us for mixing 'n' mingling with peers and suppliers. We're serving up delicious delights and cocktails. Plus, exhibitors will be hosting specialty drinks and treats in their booths. Open to all. No need to RSVP.

### TUESDAY, NOVEMBER 9

TIME	ACTIVITIES
7:00 AM–6:00 PM	Registration
7:00–7:50 AM	Breakfast
8:00–9:30 AM	Richard Sampson, LTEN Board President's Opening Remarks
	<div><div><b>OPENING KEYNOTE</b> <b>DeDe Halfhill</b> Leadership Expert and Colonel, USAF (Ret.) Leaders Connect: A Real Conversation About Why We Struggle and What Gets in Our Way This keynote brought to you by: </div></div> <div>Live Streaming to Virtual Attendees!</div>
9:30–10:00 AM	Networking Refreshment Break
10:15–11:15 AM	Concurrent Workshops
11:30–11:50 AM	Concurrent Learning Labs
12:00–1:30 PM	Lunch & Learning Labs in General Session / Visit Exhibitors in the Learning Village Exhibit Hall
12:00–1:30 PM	Concurrent Learning Labs
1:30–1:50 PM	Learning Lab in Cottonwood 5
1:45–2:45 PM	Concurrent Workshops
2:00–5:30 PM	Professional Headshots in Exhibit Hall <b>Sponsored by: </b>
2:30–2:50 PM	Learning Lab in Cottonwood 5
2:45–3:15 PM	Networking Refreshment Break
3:30–4:30 PM	Concurrent Workshops
3:30–4:50 PM	Learning Labs in Cottonwood 5
6:00–7:30 PM	<b>Community-Building Charity Activity</b>
6:00–9:00 PM	<b>Networking Party</b>

# One size doesn't fit all.

Especially for your training solutions.



Come see us at **BOOTH 6**  
to custom fit your learning!

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# AGENDA


## RECONNECTING WITH PEERS IN-PERSON AT #LTEN2021

### WEDNESDAY, NOVEMBER 10

ALL TIMES ARE MOUNTAIN TIME (MT)

TIME	ACTIVITIES
7:00 AM–5:30 PM	Registration
7:00–7:50 AM	Breakfast
8:00–9:30 AM	 <b>KEYNOTE, LTEN MEMBERS OF THE YEAR &amp; HALL OF FAME</b> <b>Shola Richards</b> Resilience Expert, Founder and CEO at Go Together Global™, Best-Selling Author The Courage to Go Together: Three Questions to Change How You Work, Live and Lead Keynote brought to you by: 
	Live Streaming to Virtual Attendees!
9:30–10:00 AM	Networking Refreshment Break
10:00 AM–2:00 PM	Professional Headshots in Exhibit Hall Sponsored by: 
10:15–11:15 AM	Concurrent Workshops
11:30 AM–1:30 PM	Concurrent Learning Labs
12:00–1:30 PM	Lunch and Labs in General Session / Visit Exhibitors in the Exhibit Hall
1:30–1:50 PM	Learning Lab in Cottonwood 5
1:45–2:45 PM	Concurrent Workshops
2:30–2:50 PM	Learning Lab in Cottonwood 5
2:45–3:15 PM	Networking Refreshment Break
3:30–3:50 PM	Learning Lab in Cottonwood 5
3:30–4:30 PM	Concurrent Workshops
4:30–4:50 PM	Learning Lab in Cottonwood 5

### THURSDAY, NOVEMBER 11

TIME	ACTIVITIES
7:00–10:30 AM	Registration
7:00–7:50 AM	Breakfast
8:00–9:30 AM	 <b>VIRTUAL KEYNOTE</b> <b>Shawn Kanungo</b> Disruption Strategist Creating the Future, Together
	Live Streaming to Virtual Attendees!
9:30–10:00 AM	Networking Refreshment Break

#### LTEN TALKS

10:00–10:20 AM	<b>Deborah Bonzell</b> Flourishing While Learning: Four Practices to Train Employee Wellbeing & Resilience
10:25–10:45 AM	<b>Deborah Gilboa, MD</b> Ask Dr. G: 4 Things You Can Do to Make Other People Resilient
10:50–11:10 AM	<b>Michael Tomlinson</b> The 4P's of Legacy Building; Purpose, Persistence, Positivity, Pedaling?
11:15–11:25 AM	Richard Sampson, LTEN Board President's Closing Remarks



# WORKSHOP TRACKS

CUSTOMIZE YOUR **LEARNING EXPERIENCE** AT #LTEN2021



## Career Success

What do you want to be when you grow up? Are your ambitions clear – and do you know how to get there? This track will cover the fundamentals of advancing your career, from the art of persuasion to networking to personal branding. This track will also address topics like engaging in a matrix environment, mentorships, skill building and work-life balance. Take this opportunity to step back from thinking about your immediate professional demands and make sure you have the clarity and skills to achieve career goals.



## Customer Engagement & Selling in a Matrix Environment

Sales models are constantly changing, and external factors such as managed care, accountable care organizations (ACOs) and a compliance-driven environment complicate business-as-usual approaches. How do you reach and engage your customer in this multi-faceted environment? What new selling skills are needed? This track will explore engaging with your first line leaders to create an effective partnership to pull through your training initiatives. This track will help you move forward with confidence – without missing a beat when it comes to sales productivity.



## Field Training

Are you a high performer on a development path to expand your skills as a field trainer? If so, join us in this track to develop your training skills, optimize training in the field, learn coaching and mentoring techniques and discover new ways to lead without authority. Whether you are a field-based trainer full or part time, or you work with field-based trainers on execution, this track is for you.



## Healthcare Reform and Marketplace Access

In this workshop series, you will have an opportunity to learn about the ever-changing marketplace access, including recent policy changes and proposals. Examine how these changes impact the life science industry from the physician's and payor's perspective.



## Impact & Measurement

Demonstrating a return on investment can be a trainer's biggest challenge – yet, done well it can be a trainer's best friend. Measuring impact and effectiveness is central to the justification of budget and programming and will help define just how meaningful learning and development is within your organization. This track will cover topics including process methodology, data and analytics through a learning and performance impact lens amid a technology-driven culture.



## Instructional Design & Delivery

How do you make your learning courses engaging to trainees? How do you transfer new knowledge and skills to the field? What is the right blend of media? This track offers tips, skills and strategies for curriculum development, classroom management and course evaluation – and everything in between.

Find the full agenda online  
and via the app.

# WORKSHOP TRACKS

CUSTOMIZE YOUR **LEARNING EXPERIENCE** AT #LTEN2021



## Management & Leadership Development

In this workshop series, you will find the keys to developing great managers, and also great leaders. Starting with understanding effective leadership behaviors, you will focus on coaching techniques and how to empower and inspire others as well as interviewing skills, engagement and emotional intelligence. This track is a must if you want to master the “lead by example” part while also developing others to go beyond the basics of their role and on to a path of professional refinement and aspiration.



## Medical Device & Diagnostics Training

The Medical Device & Diagnostic track will focus on the training methods, strategies and skills needed for success in the ever-changing life sciences landscape. Best practices, tools and tactics that address the unique challenges of the MD&D training professional will be included. We will also explore new and evolving technology and the latest trends that make training more efficient and effective.



## Partner Sponsored

At LTEN, we are fortunate to have so many amazing training partners who specialize in training solutions for the life sciences. In these sessions, they lend their expertise and share with you insights on a wide range of topics.



## Quality, Research & Development, Medical (QRDM) Training

If you work includes developing, delivering or sourcing training for R&D, clinical, manufacturing, quality, regulatory or compliance personnel, then this track is tailor-made for you. Explore sessions on program development, identifying & qualifying trainers, correcting human error, GxPs, (cGMP, GLP, GTP, GDP, etc.), product submissions, regulatory compliance, audit readiness risk and more!



## Strategic Account Management

If your team has Key Account Managers, this is the training track you need! Focusing on the business of strategic selling skills in healthcare, this track includes essential topics such as critical thinking, business acumen, strategic business planning, selling in a matrix team, influencing the C-Suite and other similar topics to help equip your Key Account Managers with the advanced skills senior sales professionals need. While sometimes confused with Market Access, this track focuses on training to drive sales performance from your Key Account Manager teams and their leaders.



## Virtual Learning, Tools, Techniques & Technologies

Mobile, digital and distance learning is no longer new or revolutionary. But training departments continue to be embroiled in figuring out how to evaluate the various and constantly changing options as well as how to best integrate new applications.

Technology is so pervasive and fast-moving in every aspect of daily life and in business that we had to give this a completely separate track. Here, we'll take a look at some of the newest tech out there and how your peers are using it in new ways.

**Find the full agenda online  
and via the app.**



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Workshops

eLearning

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Sustainment Tools

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your sales team  
forward.**

**Move our industry  
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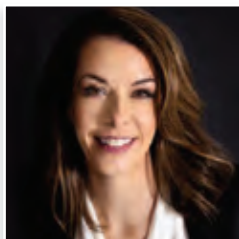
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# 2021 KEYNOTE SPEAKERS

LEADERSHIP, RESILIENCE AND INNOVATION

## TUESDAY, NOVEMBER 9



### DeDe Halfhill

**Leadership Expert Colonel, U.S. Air Force (Ret.)**

Col. DeDe Halfhill (USAF, Ret.) is a proven leader and communications executive who draws on her 25-year accomplished military career to provide a transparent, real-world perspective on the power of embracing humanness and vulnerability in leadership. You'll enjoy and learn from this presentation from a unique speaker described by Dr. Brené Brown as one of her "leadership heroes."

**Halfhill will speak at 8 A.M. MT on Tuesday, Nov. 9.**

KEYNOTE SPONSORED BY



BOOTH 13

## WEDNESDAY, NOVEMBER 10



### Shola Richards

**Founder, Go Together Global Author, Making Work Work**

Shola Richards is an authority on workplace happiness and engagement. He's the CEO and founder of Go Together Global, the bestselling author of Making Work Work and Go Together and a positivity writer with a passionate worldwide following. His articles and popular "Go Together Movement" email series have been enjoyed by readers in more than 160 countries.

**Be sure to join us for this inspiring session, starting 8 A.M. MT on Wednesday, Nov. 10.**

KEYNOTE SPONSORED BY



BOOTH 5

## THURSDAY, NOVEMBER 11



### Shawn Kanungo

**Innovation Strategist & Digital Transformation Expert**

Shawn Kanungo is an innovation strategist who has worked with hundreds of organizations on their journey to digital transformation. He has been on the ground floor leading complex projects incorporating artificial intelligence, robotic process automation, cloud technologies, behavior economics, human-centered design and film. In 2021, he was named in *Forbes* as the "Best Virtual Keynote Speaker I've Ever Seen," a talent he aptly displayed hosting the 2021 LTEN Excellence Awards.

**You won't want to miss this presentation, kicking off at 8 A.M. MT on Thursday, Nov. 11.**

# Boldly Go!



A division of  
The Creative Engagement Group

Thinking about your next launch curriculum  
or launch workshops?

Axiom is your **scientific engagement partner**  
through **launch excellence**, sustainability  
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We can't wait to reconnect with you live  
or virtually at #LTEN2021 and share our  
approach to **#launchexcellence**.

Come and meet our team live at **Booth 2**  
or visit our virtual booth.

**#TrainingInfluencers**  
**#StrategicPartners**  
**#TrainingAOR**



7TH ANNUAL

**LTEN**® EXCELLENCE  
AWARDS



# *Celebrating* **50 YEARS OF EXCELLENCE**

**Be there as we announce the LTEN Members of the Year and induct friend and late LTEN Board member Chuck Pearson into the LTEN Hall of Fame.**

**WEDNESDAY, 8:00 AM**  
**ADAMS B/C/D**





# RECONNECT

THE **IN-PERSON** EXPERIENCE AT #LTEN2021

**MONDAY, NOVEMBER 8**

Join us for these kick off events and start your LTEN2021 experience off right.

## LTEN Attendee & New Member Orientation

**3:00 – 4:00 PM MT**

This year's event is a little different than in past years and a lot has changed about the organization as well as the conference. Grab a seat at this year's new member and attendee meeting to get a walk-through of the various aspects of the event and learn how to leverage your membership when you're back from the conference.

## Welcome Party & Mini-Receptions

**4:30 – 7:00 PM MT**

Beyond the incredible networking and chance to meet with training partners and peers from across the industry, enjoy delicious hors d'oeuvres, cocktails, craft beer and hot chocolate bar in a relaxed informal setting. This is exactly the right way to kick off your time at LTEN2021.

COLORADO CRAFT BEER BAR

AdMedx

BOOTH 110

HOT CHOCOLATE BAR

ACTO

BOOTH 4

WINE BAR

axiom

BOOTH 2

MARGARITAS

red nucleus

BOOTH 1

**TUESDAY, NOVEMBER 9**

These two days are packed with networking, learning, sourcing, exploring and, dare we say it, a little fun too.

## LTEN Networking Lunch & Visit with Exhibitors

**12:00 – 1:30 PM MT**

Grab a bite and some lively conversation outside of the hall and then head inside to meet some of the nation's top training partners in the Learning Village Exhibit Hall. Evaluate new learning technology, products and services.

## Headshot Lounge

**2:00 – 5:30 PM MT**

Need a professional photo for LinkedIn or social media? Be sure to stop by the LTEN Headshot Lounge.

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BOOTH 6

## Networking Party & Community Team-Building Charity Event

**Charity Event: 6:00 – 7:30 PM MT**

**Networking Party: 6:00 – 9:00 PM MT**

After a long day of learning, let your hair down with live entertainment, games, delicious appetizers and refreshing beverages. Come early to participate in the Community-Building Charity Activity.

In the past, we've assembled bears for hospitalized children, care packages for unhoused families, backpacks for children in need and more. This year, our efforts support Aurora Ronald McDonald House.

WHISKEY TASTING  
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PERFORMANCE



# SEEING THE OPPORTUNITIES FOR FIELD EMPOWERMENT

## Come talk to your Syneos Health Experts on Trending Topics

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- Orchestrating Omni channel Training Kit
- Learning Portal & Digital Learning Communities
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**Come to Booth 7 to get one of our  
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# RECONNECT

THE **IN-PERSON** EXPERIENCE AT #LTEN2021

**WEDNESDAY, NOVEMBER 10**

Time flies when you're having a good time. Don't let these activities fly the coop without you.

## Visit with Exhibitors

**12:00 – 2:00 PM MT**

**This is your last chance to visit exhibitors live and in-person. Hall closes at 2 PM.**

Grab a bite and some lively conversation outside of the hall and then head inside to meet some of the nation's top training partners in the Learning Village Exhibit Hall. Evaluate new learning technology, products and services.

## Headshot Lounge

**10:00 AM – 2:00 PM MT**

Need a professional photo for LinkedIn or social media? Be sure to stop by the LTEN Headshot Lounge.

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BOOTH 6

**THURSDAY, NOVEMBER 11**

On the last day of the conference, we shift the format from breakout sessions to LTEN Talks, where experts share insights and strategies on the main stage.

## Closing Keynote & LTEN Talks

**8:00 – 11:20 AM MT**

Stay for a huge dose of inspiration to take with you. We are joined by our third and final keynote, Shawn Kanungo. If you attended this year's fabulous virtual LTEN Excellence Awards, you'll get a chance to see Shawn again – he's sure to be the jolt of energy to carry us into the final stretch. Shawn will be presenting virtually from his studio on the big screen and kick off our in-person LTEN Talks, insightful mini-keynotes that put the spotlight on L&D, productivity, creativity and leadership.





# STRENGTHEN your learner's **HIPPO!** CAMPUS



## hippocampus [hip-uh-kam-puhs]

**1. Noun:** a complex brain structure embedded deep in the temporal lobe that plays a vital role in learning and memory.

**2. Noun:** a facility where hippopotamuses gather to work out.\*

*\*Okay, we confess, we made this one up.*



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# IMPORTANT INFORMATION

## #LTEN2021 **EVENT & VENUE** INFORMATION



### APP

Download the LTEN Annual Conference app from the App Store or GooglePlay by searching the LTEN Conference 2021.

You may also visit  
[www.LTENconference.com/app](http://www.LTENconference.com/app)

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Come to our help desk in the registration area.

### Feedback

We value your opinion and encourage you to fill out the workshop evaluations using the mobile app. We will also send out a post-event survey within a week of the event. You may email us anytime at [info@L-TEN.org](mailto:info@L-TEN.org).

### Handouts

Presenter slides and handouts will be made available to attendees with full conference registrations post-event in the app and also post-event online.

### Lost And Found

Please do not leave valuable items unattended. If you lose an item, please check with the LTEN registration desk outside of the Adams Ballroom.

### Meals

Attendees will receive refreshment breaks each day, breakfasts and lunch on Tuesday through Wednesday in Adams Ballroom B, C & D where our general sessions will be held. See event schedule and app for meal times and locations.

### Program Updates

This year's event will not distribute a printed event program. For real-time updates and event alerts, please download the LTEN Annual Conference app at [www.LTENconference.com/app](http://www.LTENconference.com/app)

### Need Help?

Need a hand on-site? Find LTEN staff at the LTEN booth at the back of the exhibit hall and at the Registration Desks.

# VACCINES REQUIRED

## LTEN COVID-19 HEALTH & SAFETY GUIDELINES

**LTEN has made the decision to require everyone who plans to join us at the LTEN Annual Conference 2021 to provide proof of full vaccination.**



### COVID-19 Vaccination Required

Proof of COVID-19 vaccination will be required to attend the in-person event this November.



### Workshop Seating & Cleaning

All workshops and general sessions are designed with most current social distancing protocols at a limited capacity. Attendants will be dedicated to regular cycles of guest touch point sanitization. Hand sanitizer stations will be available in all rooms and public spaces.



### Contactless Registration Check-In

Your on-site registration experience will be streamlined, physically distanced and quick and efficient.



### Socially-Distanced Networking

We've increased the size of the aisles and limited the number of attendees within the exhibit hall and conference rooms. We will adhere to all cleaning protocols outlined by the Gaylord and local, state and federal authorities.



### Masking Protocols

LTEN will follow the most current guidelines as set by the CDC and local health guidelines with respect to mask wearing. Masks will be available on-site for your convenience.



### Deeper, More Frequent Cleaning

Extra-stringent daily cleaning procedures that are focused heavily on high touchpoint areas, hospital-grade disinfectants and dedicated staff to sanitize frequently throughout the day.



### Technology Innovations

The Gaylord uses enhanced technologies, including electrostatic sprayers and the highest classification of disinfectants recommended by the Centers for Disease Control and Prevention and World Health Organization will be used to sanitize surfaces throughout the hotel.



### Contact-less Hotel Service

Mobile check-in and key, service requests and room service orders delivered right to your door via the Marriott Bonvoy mobile app. Digital menu options will be available via mobile app to limit printed menus.



### Medical Aid

In the event medical attention is needed, the Gaylord will have staff ready on site to attend to all needs.

**Our plan is evolving, and we want to be clear that we will make necessary pivots to be fully prepared at the time of the conference and reflect the current local, state and CDC health and safety guidelines.**

Learn more about proof of vaccinations and exemptions via our [FAQS SECTION](#).





# Education & Events



Invest in Your Career. Invest in YOU!

## LTEN CERTIFICATE PROGRAMS

### LTEN PrimeTime! For Trainers–Core Class

4-Part Virtual: December 6, 7, 9 and 13

### LTEN PrimeTime! For Trainers–Master Class

3-Part Virtual: December 14, 15 and 16

*2022 Events to be Announced Soon!*

## NETWORKING & EVENTS

### LTEN Virtual Networking Mixers

December 2: 6:00 PM–7:30 PM ET

### 50th LTEN Annual Conference

Join Us Live & In-Person or Virtually

November 8–11: Gaylord Rockies, Denver, CO

*Register early for the best rates!*

## VIRTUAL LEARNING

### LTEN eLearning Lounge

15-Module Micro-Learning On-Demand Series

Choose individual modules or a complete bundle.

*Field Trainers 7-Module Bundle Available*

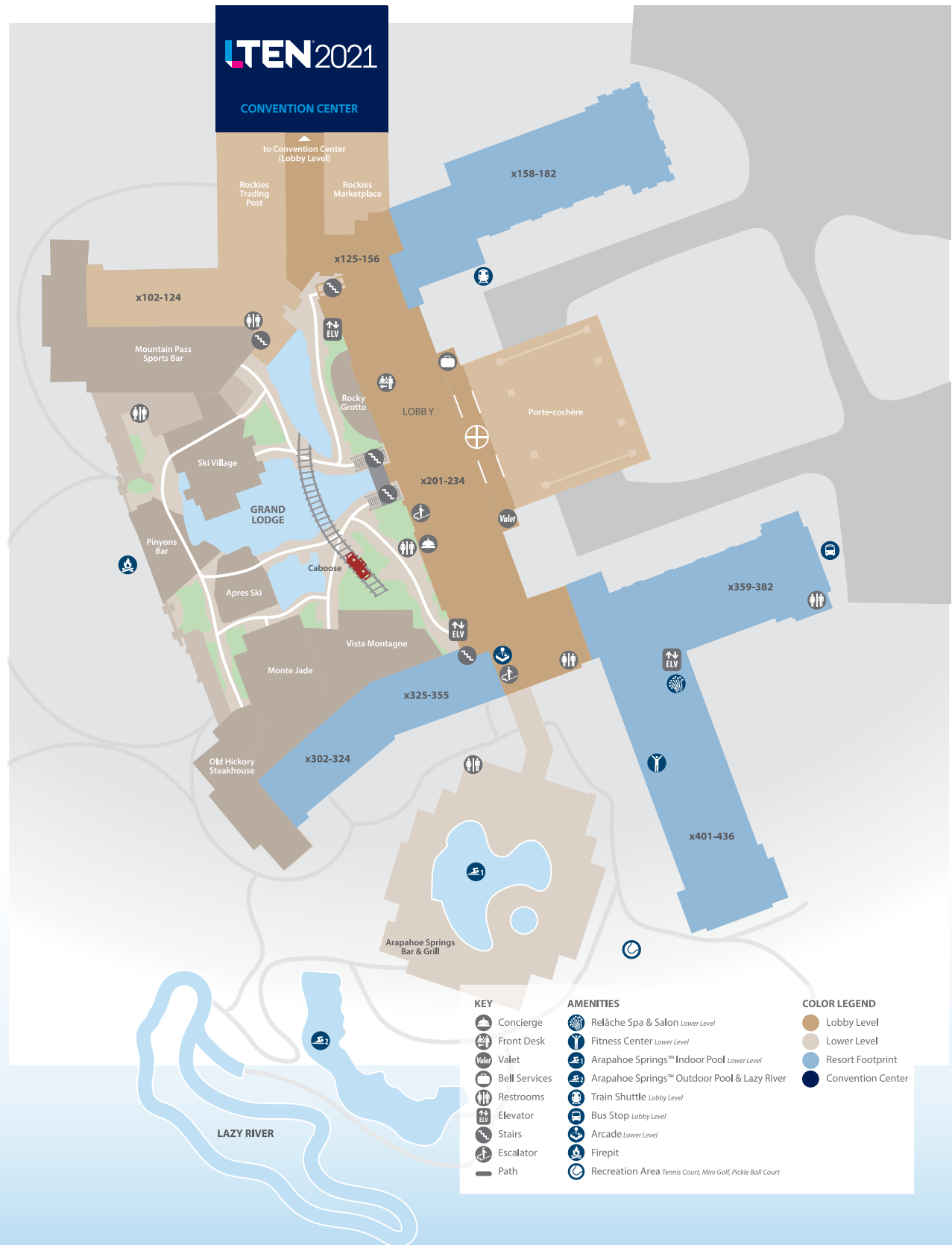
**NEW! Creating Inclusive Learning Experiences**



Register on the LTEN On-the-Go app or at  
[www.L-TEN.org/events](http://www.L-TEN.org/events)

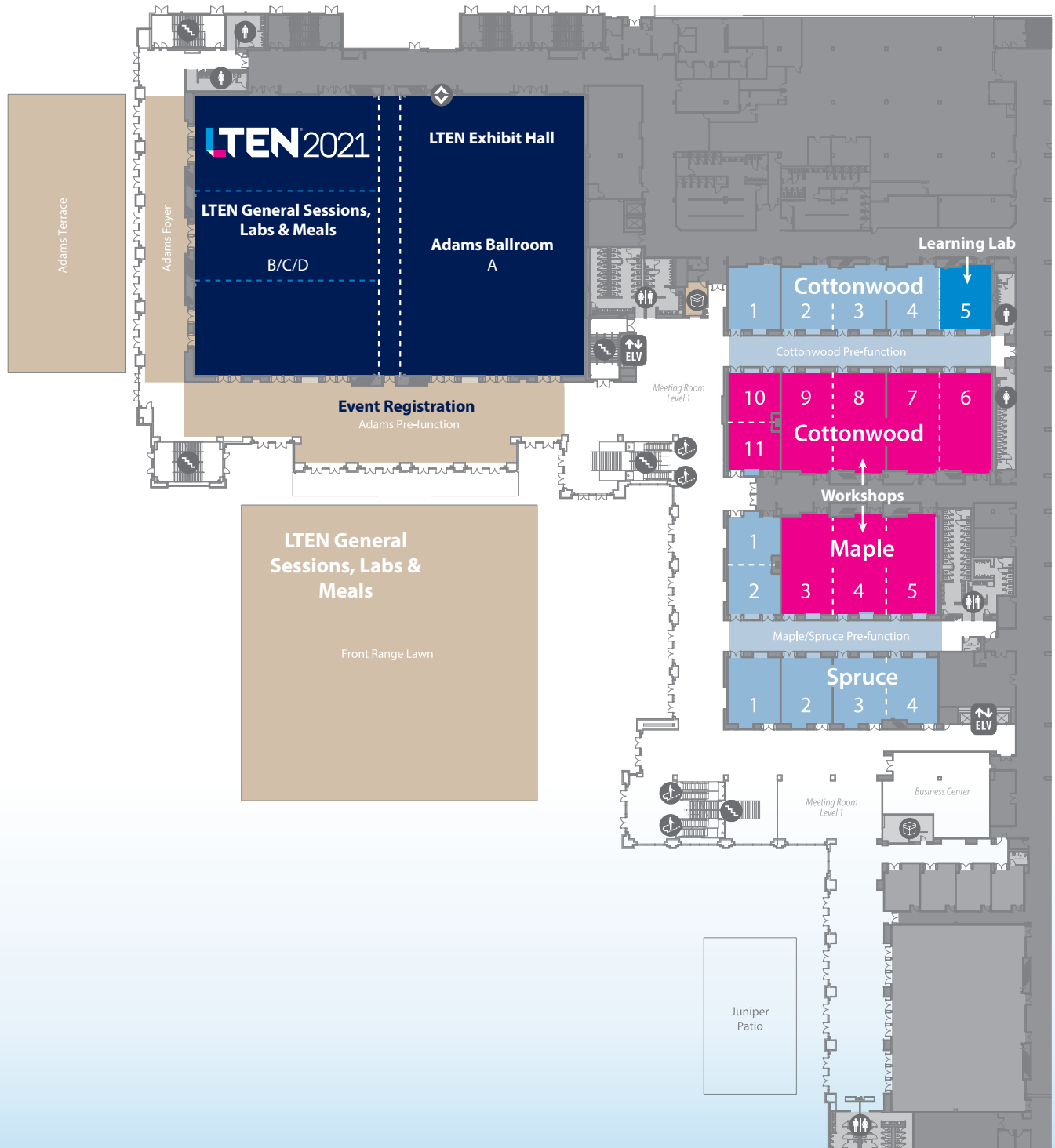
# HOTEL MAP

## GAYLORD ROCKIES RESORT & CONVENTION CENTER OVERVIEW



# HOTEL MAP

## CONVENTION CENTER LEVEL 1 / ADAMS BALLROOM & MEETING SPACE



# LEARNING VILLAGE

THE **IN-PERSON** EXHIBIT HALL EXPERIENCE AT #LTEN2021

## LTEN<sup>®</sup>2021

### EXHIBIT HALL HOURS

**Monday:** 4:30 PM–7:00 PM / **Tuesday:** 9:30 AM–5:30 PM

**Wednesday:** 8:30 AM–2:00 PM

## MONDAY, NOVEMBER 8

ALL TIMES ARE MOUNTAIN TIME (MT)

TIME	ACTIVITIES
4:30–7:00 PM	<b>Welcome Party &amp; Mini-Receptions</b>

## TUESDAY, NOVEMBER 9

TIME	ACTIVITIES
7:00–7:50 AM	Breakfast Outside of the Hall
9:30 AM–5:30 PM	<b>Exhibitor Hall Open to Visit with Exhibitors</b>
9:30–10:00 AM	Refreshment & Networking Break
11:30 AM–1:30 PM	Learning Labs – Located next door on General Session stages 1–3 and Cottonwood 5
12:00–1:30 PM	Lunch & Visit with Exhibitors – Lunch is outside the hall
12:00–12:20 PM	Learning Labs – Located next door on General Session stages
12:30–1:20 PM	Learning Labs – Located next door on General Session stages
1:30–4:50 PM	Learning Labs – Located in Cottonwood 5
2:00–5:30 PM	Professional Headshots
2:45–3:15 PM	Refreshment & Networking Break
5:30 PM	Closes for Day but Meet Us at the Charity Team Building Event & Networking Party

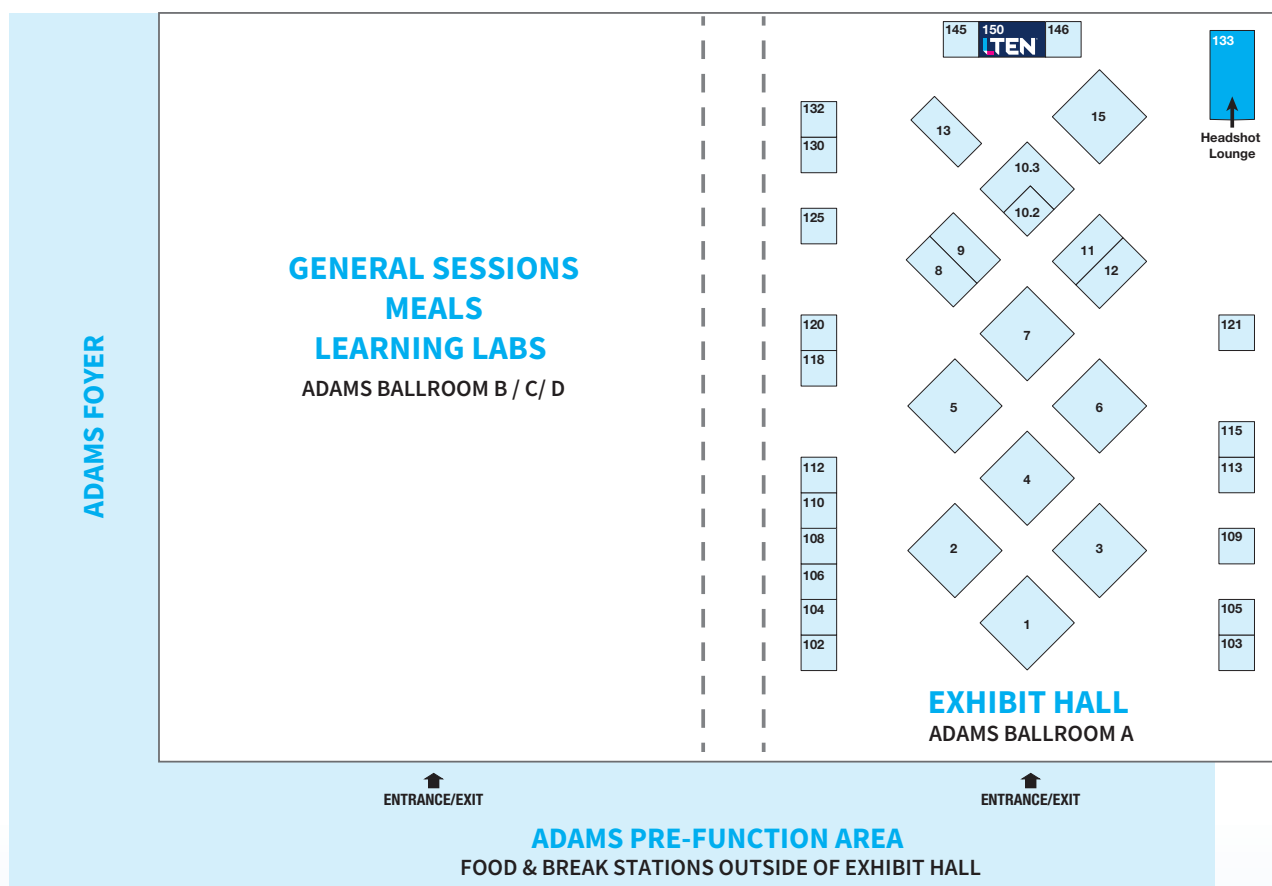
## WEDNESDAY, NOVEMBER 10

TIME	ACTIVITIES
7:00–7:50 AM	Breakfast Outside of the Hall
8:30 AM–2:00 PM	<b>Exhibitor Hall Open to Visit with Exhibitors</b>
9:30–10:00 AM	Refreshment & Networking Break
10:00 AM–2:00 PM	Professional Headshots
12:00–1:30 PM	Lunch & Visit with Exhibitors – Lunch is outside the hall
11:30–11:50 AM	Learning Labs – Located next door on General Session stages and Cottonwood 5
12:00–1:20 PM	Learning Labs – Located next door on General Session stages
1:30–1:50 PM	Learning Lab – Located in Cottonwood 5
2:00 PM	<b>Exhibit Hall Closes at 2 PM on Wednesday</b>

# EXHIBIT HALL

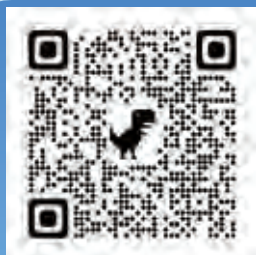
## MEET TOP TRAINING PARTNERS AT #LTEN2021

A lot has changed in the world but excellent networking opportunities, engagement with peers, finding your next training partners and learning are still front and center of this year's exhibit hall experience.



### Learning Labs

This year's rapid fire 20-minute micro-sessions will happen just outside of the exhibit hall in the General Session and in Cottonwood 5. To participate, simply take an open seat in one of the three Learning Lab stations, grab your headphones and tune-in using an app. Afterward, continue the discussion in the exhibit hall, where you'll learn more about smart learning solutions and new technology.



### Access to the Virtual Exhibit Hall, Too!

In addition to meeting exhibiting partners live and in-person, all in-person event passes include access to the virtual conference platform as well. Find some of the same exhibitors and continue to engage them there and find more training experts to add to your list of qualified, potential partners.



# EXHIBIT HALL

THE **IN-PERSON** EXHIBIT HALL EXPERIENCE AT #LTEN2021

## EXHIBITING COMPANIES

### Adams Ballroom A

Actando	103	Integrity Solutions	106
ACTO	4	LEADx	105
AdMed	110	LTEN	150
Allego	10.2	Matrix Achievement	10.3
Axiom	2	MC3	102
barco	132	Metrix Group	112
Bull City Blue	109	NX Level Solutions	113
Custom Learning Design (CLD)	13	Open Health Learning & Development	15
CMR Institute	8	Proficient Learning	146
Educational Resource Systems (ERS)	120	Qstream	12
Education & Training Systems International (ETSI)	130	Red Nucleus	1
Eversana	121	Richardson Sales Performance – Health	126
IC Axon	6	Springer Healthcare Training	108
iCoachFirst	3	Syneos Health	7
Ignite Selling	145	The Game Agency	11
Illuminate	5	<i>Tipping Point Media</i>	9
Indegene	104	Whole Systems	118





# SPONSORS

## A SPECIAL THANK YOU TO OUR #LTEN2021 PARTNERS

Thank you to the following organizations who have partnered with LTEN.

We encourage you to visit our exhibitors' booths as their support makes this event possible.

### Monday Mini-Receptions

#### COLORADO CRAFT BEER BAR



BOOTH 110

#### HOT CHOCOLATE BAR



BOOTH 4

#### WINE BAR



BOOTH 2

#### MARGARITAS



BOOTH 1

### Tuesday Keynote



BOOTH 13

### Wednesday Keynote



BOOTH 5

### Headshot Lounge



BOOTH 6

### Tuesday Networking Reception



### President's Reception



BOOTH 5

### WiFi



BOOTH 2

### App



BOOTH 7

### Registration



BOOTH 112

### Face Masks



BOOTH 1

### Lanyard



BOOTH 146

### Registration



BOOTH 112

### Hand Sanitizer



BOOTH 8

### Learning Lab Ear Buds



BOOTH 1

### Tote Bags



BOOTH 5



BOOTH 1

### Room Key



BOOTH 5

### Virtual Platform



BOOTH 8



BOOTH 5



BOOTH 1



# A Special Thank You

## Our Preferred Industry Partners Make a Difference.

Throughout the year, the Preferred Industry Partners (PIPs) companies provide generous support and partnership to LTEN, making possible LTEN programs, both virtual and in-person. We especially salute our PIP community now for their flexibility in bringing virtual solutions to LTEN members during these trying times. Please be sure to honor their support with your support.

### PLATINUM Level



### GOLD Level



### SILVER Level



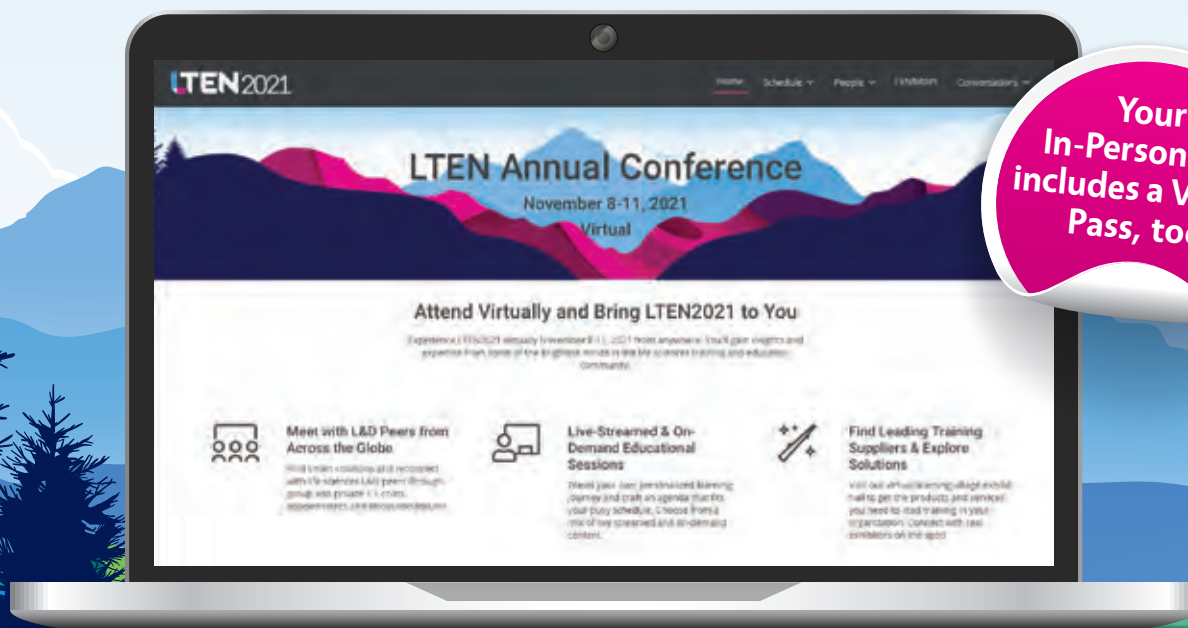
### BRONZE Level



# ADVENTURE VIRTUALLY

## WALK-THROUGH THE **VIRTUAL** LTEN ANNUAL CONFERENCE

We aim to provide you with a seamless and engaging learning experience.  
Tour the platform and communications and learning tools.



# LTEN<sup>®</sup>2021

**NOVEMBER 8-11** / REACH NEW HEIGHTS

AN IMMERSIVE VIRTUAL EXPERIENCE

**Attend LTEN2021 Online  
ANYWHERE!**

Advancing Global Life Sciences Learning



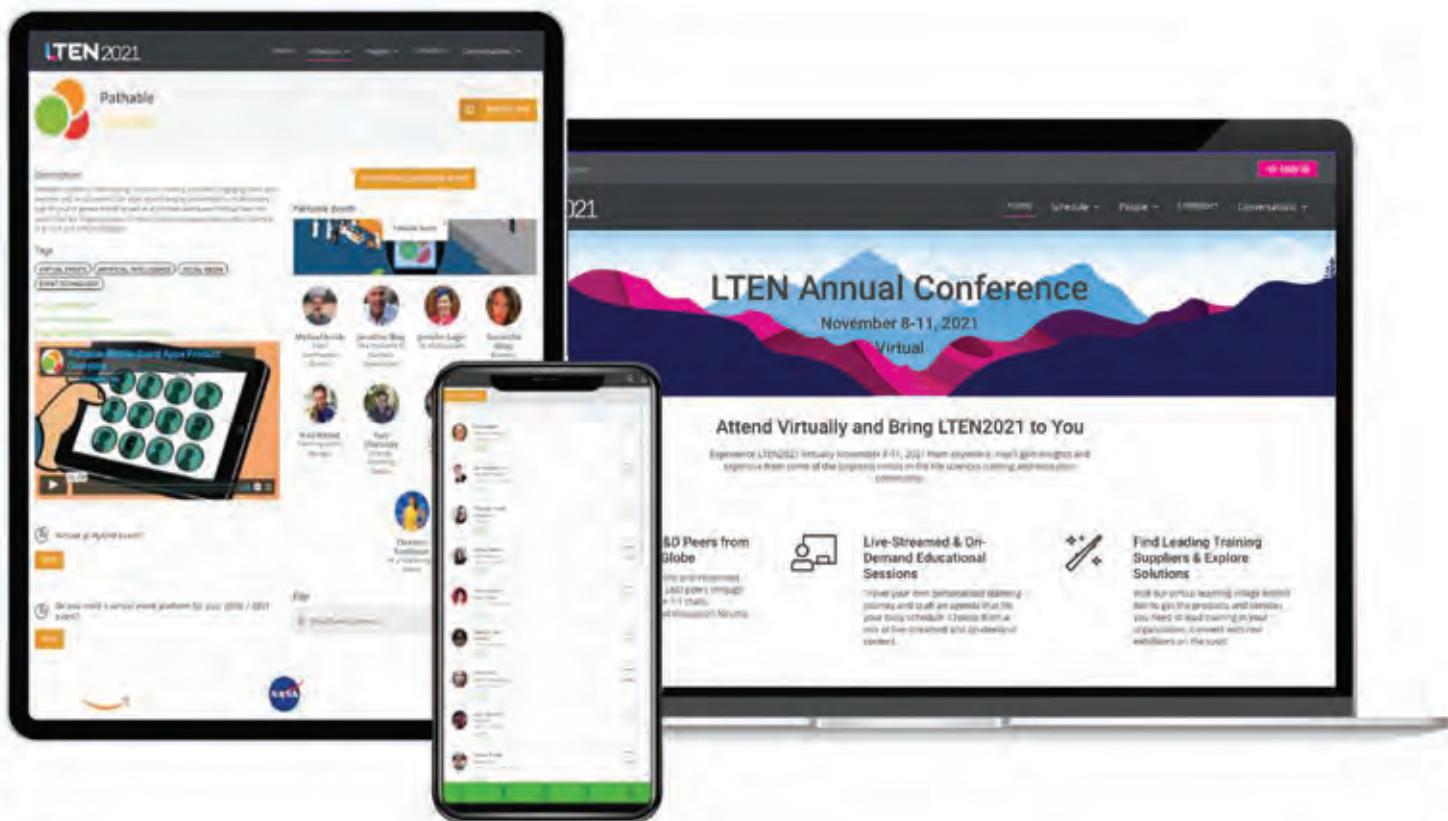
Grab Your **ACCESS PASS** at:

[www.LTENconference.com/VIRTUAL](http://www.LTENconference.com/VIRTUAL)

# VIRTUAL TOUR

WALK-THROUGH THE **VIRTUAL** LTEN ANNUAL CONFERENCE

**PARTICIPATE FROM ANY DEVICE!**



## Networking & Engagement

Connect before, during and after LTEN2021. Explore virtual booths, speak with exhibitors, download content and hop into community forums.



## Communication

Make connections in real-time via live video meetings, 1:1 and small groups. Meetings are made simple with private messaging tools.



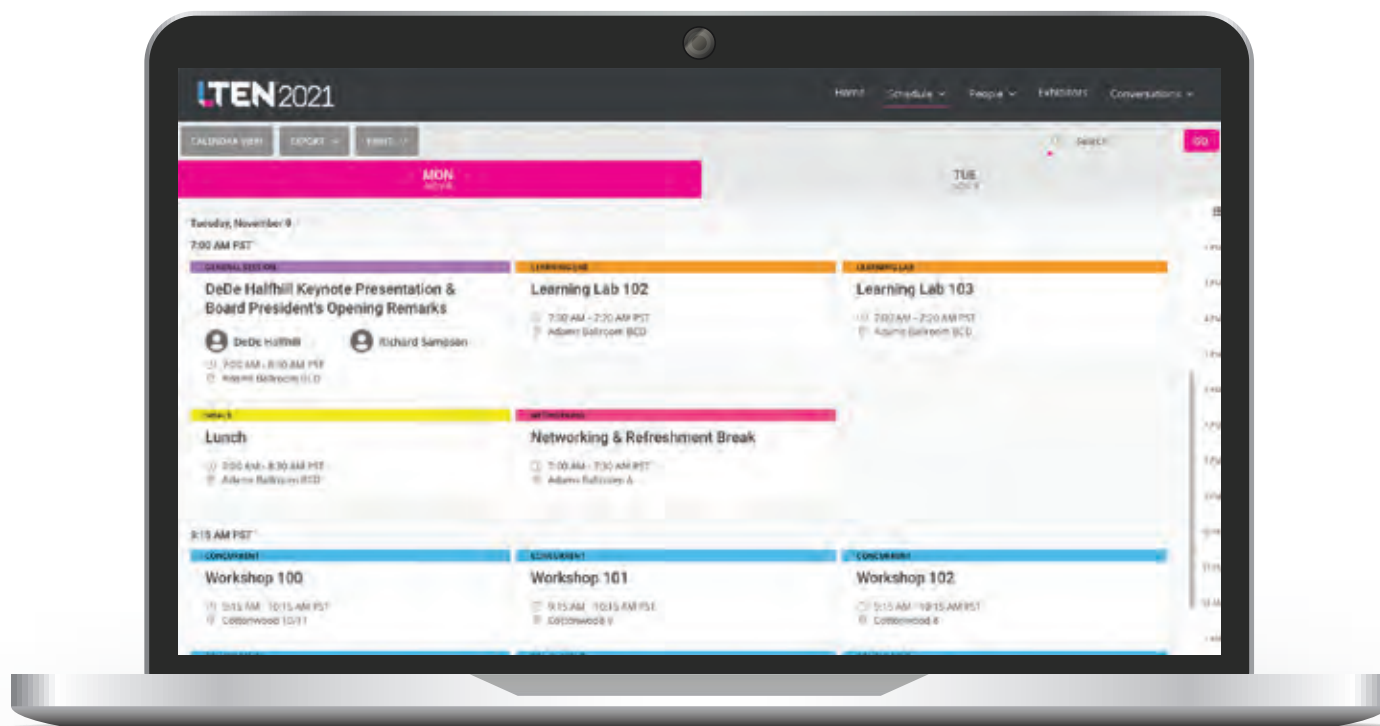
## Planning & Organization

You can truly plan your own learning adventure with our easy-to-use interface, build your own schedule, seamless navigation and search functions.



# VIRTUAL AT-A-GLANCE

EXPLORE **NEW SOLUTIONS**, **LEARNING TECHNOLOGY**  
AND **INDUSTRY PARTNERS**



## Live Streamed Keynotes

Three dynamic keynotes by visionaries and pacesetters.



## Recorded Educational Sessions

Create a personal learning plan by exploring on-demand 60-minute workshops and 20-minute Learning Labs.



## Trusted Training Partners

The virtual exhibit hall is filled with leading training partners, showcasing their solutions and capabilities.



## Award-Winning Ideas

Explore Poster Presentations, developed by this year's LTEN Excellence Awards winners and finalists.





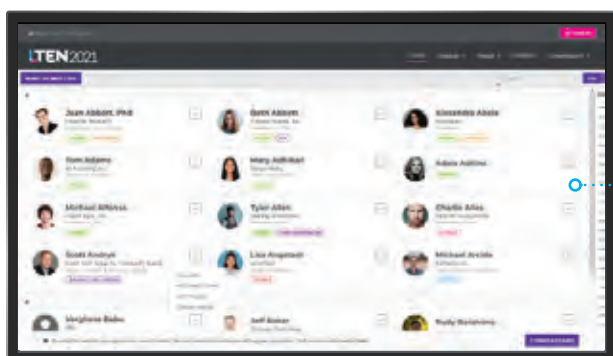
# VIRTUAL FEATURES

EXPLORE **NEW SOLUTIONS, LEARNING TECHNOLOGY**  
**AND INDUSTRY PARTNERS**



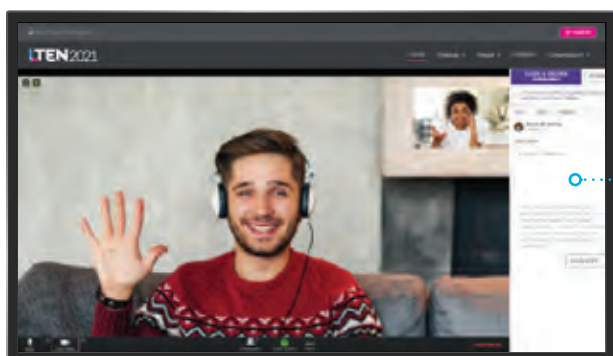
## Personalized Agenda

Chart your own course with personalized agendas. View sessions you've signed up for in one place and export your calendars.



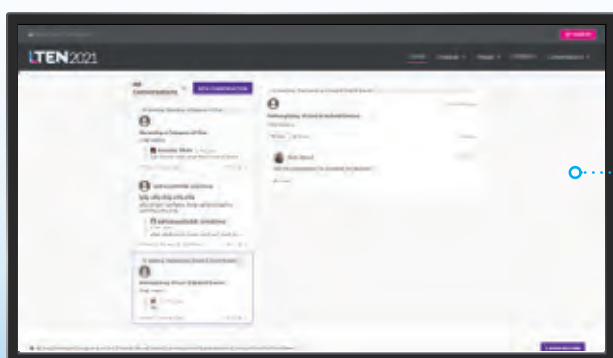
## BOFs (Birds of a Feather)

Engage through small-group sessions built around networking or focused discussions.



## 1:1 Private Meetings

Connect face-to-face in real time through live 1:1 videos chats.



## Private Messaging

Start the conversation with one-to-one private messaging within the platform.

# VIRTUAL EXHIBIT HALL

## WALK-THROUGH THE **VIRTUAL** LTEN EXHIBIT HALL

Your live, in-person pass includes access to the virtual exhibit hall. Use the virtual platform to connect to the live exhibitors and meet additional partners.



### Explore Exhibiting Training Partners

Download files, images and videos for attendees to download on-demand.



### Explore the Exhibit Hall

An interactive virtual map and searchable listing makes finding the right solution providers easy.



### Connect with Exhibitors

Use online calling or video to connect instantly.



**EXPLORE ALL  
EXHIBITORS  
HERE!**





LIFE SCIENCES TRAINERS & EDUCATORS NETWORK

Life Sciences Trainers & Educators Network (LTEN)

4423 Pheasant Ridge Road, Ste. 100

Roanoke, VA 24014

[www.L-TEN.org](http://www.L-TEN.org) | Tel: (540) 725-3859

Stay connected with LTEN all year-long:

