2020 Advertiser’s Media Kit

Your direct link to people with allergies, asthma and food allergy
About Allergy & Asthma Today

For more information: Scott Oser, soser@aanma.org • 301.279.0468

Allergy & Asthma Today

TARGETED READERSHIP • PROVEN CREDIBILITY • QUALITY CONTENT

Endorsed by healthcare professionals, Allergy & Asthma Today is a nonprofit magazine now in its 18th year – published twice a year to help patients and families better understand, identify and prevent asthma and allergy symptoms and step confidently on the road to healthy living.

Total distribution: 130,000 per issue

- Patients
- Caregivers
- Primary care providers
- Allergists
- Pediatricians
- Pulmonologists
- Otolaryngologists
- Nurses
- School nurses
- Respiratory therapists
- Asthma educators
- Public health officials
- State and federal policy makers
- Industry leaders

Healthcare professionals place magazines in their waiting rooms and distribute them directly to families and patients – your potential customers.

Allergy & Asthma Network gives free copies to food allergy and asthma coalitions, health fairs, children’s programs and others who request Network educational materials.

Estimated 2.1 million readers per issue

98% patients and families  2% healthcare professionals

Digital edition on AllergyAsthmaNetwork.org/Publications
About Our Readers

Allergy & Asthma Today reader profile

- **83%** have at least one person in household with **asthma**
- **94%** have at least one person in household with **nasal allergies**
- **57%** have at least one person in household with **food allergies**
- **72%** have at least one person in household with **skin allergies**
- **78%** spend 30 minutes or more reading each issue
- **54%** pass it on to at least one other person
- **94%** female
- **61%** have household income over $50,000

On average every waiting room copy is read by **20 people**

Our readers are buyers!

- **59%** trust a company more after seeing an advertisement in Allergy & Asthma Today

AAT readers are actively seeking healthcare and lifestyle solutions for their chronic conditions.

- **54%** have sought more info on a product after seeing it advertised in AAT
- **52%** have visited the manufacturer’s website
- **74%** make most purchasing decisions in their households

More than 50%

- **57%** have at least one person in household with **food allergies**
- **72%** have at least one person in household with **skin allergies**
- **78%** spend 30 minutes or more reading each issue
- **92%** have at least one person in household with **asthma**

**30-50%** have recently purchased or intend to purchase:

- allergy-protective bedding
- sinus wash products
- allergy-safe foods
- air cleaners or dehumidifiers
- nontoxic cleaning products

For more information: Scott Oser, soser@aanma.org • 301.279.0468
Must-read topics in every issue:

- **Asthma** management strategies
- Identifying and managing **food allergies**
- Nasal allergy/hay fever prevention and relief
- **Anaphylaxis** education – preventing and treating life-threatening food, latex, medication or insect allergies
- **Allergy proofing** tips, for home and office
- **Sensitive skin** advice
- **Exercise** and healthy living
- Allergen- and gluten-free **cooking** and recipes
- Legislative and **advocacy** issues
## 2020 EDITORIAL CALENDAR

### Spring/Summer Issue

- Living Well With AERD: Rhonda and Wayne Nelson
- Inhaler Innovation: How E-Connected Devices Work
- Addressing Asthma in Puerto Rico: Challenges Ahead
- The Total Lung Connection: Lifestyle Matters
- Treating Spring Allergies: Nasal Spray Know-How
- A Good Treatment For Bad Asthma: Melody’s Story
- Can’t Stand the Heat: Summertime Asthma
- A Step Forward for Peanut Allergy Immunotherapy
- Hiding Behind Food Allergies: Disordered Eating
- Epinephrine Treatments
- Beyond the Top 8 Food Allergens
- Teen Life With Asthma
- Repair the Skin Barrier: How Moisturizing Helps Eczema
- Asthma In the Workplace

### Fall/Winter Issue

- Not Just For Kids: Adult-Onset Asthma and Food Allergies
- Allergens Around Us: Managing Environmental Allergies
- How Pharmacists Can Help You Manage Medications
- Preempt Fall Allergies? The Best Time to Take Medication
- Take Time for Self-Care: Mental Health and Chronic Conditions
- How Valved Holding Chambers Make a Difference
- Living With Pets .... And Pet Allergies
- Far and Wide: The Impact of Wildfire Smoke
- Ins and Outs of Cleaning Indoor Mold
- Is It Food Allergy or Food Intolerance?
- Infant Anaphylaxis: Spotting the Signs
- Persistent Nasal Polyps: Treatment Options
- Allergic to Cellphones? Understanding Nickel Allergy
- Pinpointing the Cause of Skin Hives and Rashes

### BONUS DISTRIBUTION TO CONFERENCES

- Allergy & Asthma Day Capitol Hill (AADCH)
- American Academy of Allergy, Asthma & Immunology
- American Academy of Dermatology
- American Association of Nurse Practitioners
- American Pharmacists Association
- American Thoracic Society
- Eastern Allergy Conference
- National Association of Pediatric Nurse Practitioners
- National Association of School Nurses
- School-Based Health Alliance
- Texas Allergy & Immunology Society
- National Medical Association

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*Editorial content is subject to change. For up-to-date information, contact soser@aanma.org.*

See full advertising deadlines on page 6.
About Our Magazine Rates & Design

Standard Rates

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<td>1 Page</td>
<td>$7,500</td>
<td>$6,750</td>
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<td>2/3 Page</td>
<td>$5,625</td>
<td>$5,063</td>
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<td>1/2 Page</td>
<td>$4,875</td>
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<td>$3,375</td>
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<td>1/12 Page</td>
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PREMIUM SPACE

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<tr>
<td>Cover 2</td>
<td>$9,000</td>
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<tr>
<td>Cover 3</td>
<td>$8,625</td>
<td>$7,762</td>
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<tr>
<td>Cover 4</td>
<td>$9,375</td>
<td>$8,437</td>
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Guaranteed space fee: 15%

2020 Advertising Deadlines

<table>
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<tr>
<th>Issue</th>
<th>ad close date</th>
<th>materials due</th>
<th>mail date</th>
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<tbody>
<tr>
<td>Spring/Summer Issue</td>
<td>February 5</td>
<td>February 12</td>
<td>March 1</td>
</tr>
<tr>
<td>Fall/Winter Issue</td>
<td>August 12</td>
<td>August 19</td>
<td>September 1</td>
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</tbody>
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Advertising Benefits:

- Rich 4-color printing throughout
- FREE inclusion in digital edition on Allergy & Asthma Network website

Design Specifications and Digital Requirements

PDF is the required file format for Allergy & Asthma Today materials.
- Must be high-resolution/press-optimized PDF files.
- Linescreen should be at 133. Live matter should be 0.25” from trim. Must include crop marks.
- All photos/halftone images must be at least 300 dpi and sized at 100% for best printing results.
- Ads must have all images converted to CMYK. RGB and Pantone spot colors are not acceptable.
- All fonts must be embedded in the PDF and be Type 1.
- Advertiser-supplied disks must be accompanied by a color-accurate proof with specs.

Questions? Contact Creative Director, Paul Tury, ptury@allergyasthmanetwork.org, 800.878.4403

Mail advertising materials:
Allergy & Asthma Network
8229 Boone Blvd., Suite 260, Vienna, VA 22182
Or email: ptury@allergyasthmanetwork.org

All advertiser-supplied materials are presumed to be correct and in accordance with stated requirements. Publisher will not be held liable for printing complications that may arise due to receipt of nonconforming materials.

Handling and Disposition of Advertising Materials
All advertising materials should be shipped securely packed and identified as to issue(s) of insertion, advertiser, agency of record and any special instructions. Materials received for insertion will not be released until after publication of issue. Requests for return of materials must be done in writing.
Digital Ad Opportunities

Web Ads

Allergy & Asthma Network’s website, available at AllergyAsthmaNetwork.org, is a destination for patients, families and healthcare professionals to stay engaged and informed on asthma and allergies, advocacy efforts and the latest research. They can also interact with each other via online community forums. The website attracts 30,000 users per month. Ads run on 5 of the most visited web pages: Outreach, Education, Asthma, Allergies and Food Allergies. Ads cannot be placed on the home page.

Banner ad
Size: 646x239, Format: GIF or JPEG, one hyperlink

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<tr>
<td>Per month</td>
<td>$625</td>
<td>$550</td>
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<tr>
<td>Total</td>
<td>$625</td>
<td>$1,650</td>
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Side bar ad
Size: 268x268, Format: GIF or JPEG, One hyperlink

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<tr>
<td>Per month</td>
<td>$500</td>
<td>$450</td>
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<tr>
<td>Total</td>
<td>$500</td>
<td>$1,350</td>
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</table>

Website ads run for a calendar month. Closing date for booking is 20th of the previous month, with materials due on the 24th. Payment must be made in advance.

For more information: Scott Oser, soser@aanma.org • 301.279.0468

e-News

Allergy & Asthma Network’s e-Newsletter is a monthly publication full of the latest allergy and asthma research news, advocacy initiatives, feature stories, patient testimonies, Network events, and more.

It is sent by email to 24,000 people who have requested information from us including: Network family and professional members, website visitors, partner healthcare professionals, and visitors to our booths at conferences and community healthcare events. The e-News has an average open rate of 20%.

Side bar ad:
Size: 156x200, Format GIF or JPEG, One hyperlink

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<tr>
<td>Per month</td>
<td>$800</td>
<td>$680</td>
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<td>Total</td>
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Text ad:
Image size 125x75, Format GIF or JPEG, Plus short headline, 20-36 word text, one hyperlink

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<tr>
<td>Per month</td>
<td>$760</td>
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<tr>
<td>Total</td>
<td>$760</td>
<td>$1,938</td>
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</table>

The Network e-newsletter is published the 3rd week of the month. Closing date for booking is the 12th, with materials due on the 14th. Payment must be made in advance.
Payment Information

- All rates are NET to Publisher and do not include any additional agency fee. Agency fees must be paid by Advertiser.
- Publisher accepts American Express, Visa, MasterCard and Discover payments; please add 3% for processing.
- Payments received after 60 days are assessed a 5% late fee.
- In the event an account is referred to a third party for collection, Advertiser agrees to pay collection and/or reasonable attorney's fees, as well as court costs incurred to effect collection.
- Rates are subject to change upon 60 days notice from the Publisher. Signed contracts and accepted insertion orders are not subject to rate change.

Advertising Criteria

- Advertising content should advance patient understanding of what the product is and how to use it without jargon or ambiguous terminology. For example, Allergy & Asthma Network research shows the term “rescue medication” leads patients to believe that bronchodilators should be used sparingly, in life-threatening emergencies only, and that “controllers” refers to whatever medications they use to stop unwanted symptoms. Such terminology has been removed from NIH Asthma Guidelines and we encourage Advertisers to do the same.
- Advertisements may not state or imply through graphic images that use of a product or medication provides a cure or will obviate the need for allergen avoidance or other preventive allergy and asthma measures unless scientifically established evidence is provided to Publisher and to the reader substantiating such claims.
- Publisher does not accept advertising that overtly or subtly disparages a competitor’s product.
- Advertisements that appear to be editorial in content will be clearly labeled as advertisements.
- Publisher does not accept advertisements containing a seal of approval, implied endorsement or allergy- or asthma-friendly certification.
- All advertising is subject to preapproval by Publisher. Publisher may reject or cancel any advertising for any reason at any time. Advertisements not previously published in AAT must be received at least 1 week before published materials-due date to facilitate approval process.
- Publisher makes no claims or endorsements about products, services or therapies advertised and encourages readers to contact Advertisers with any questions about products and services offered.

Cancellation terms: Special placement and multiple-insertion contracts cannot be cancelled. For single-insertion contracts, neither Advertiser nor its agency may cancel advertising after closing date. If for any reason ad materials are not received by the published materials-due date, Publisher reserves the right to repeat a former ad at full rate or charge Advertiser for the cost of space reserved.

Indemnification: Advertiser agrees to abide by all Allergy & Asthma Network advertising terms and conditions. Advertiser agrees to hold and save Publisher harmless against all liability resulting from the publication of advertising material furnished by Advertiser, including Publisher’s expenses of defending against any such claims.
# Allergy & Asthma Network Publication Awards

- **2019** – Award of Distinction, Communicator Award for Excellence, “Understanding Atopic Dermatitis”
- **2017** – Award of Excellence, APEX Awards for Publication Excellence, “Understanding Allergies”
- **2017** – National Health Information Award – Gold Award for “Understanding Anaphylaxis”
- **2015** – National Health Information Awards – Silver Award for “Understanding Asthma”
- **2015** – Award of Distinction, Communicator Award for Excellence, “Understanding Asthma”
- **2011** – National Health Information Award
- **2008** – Award of Excellence, Associations Advance America Awards, American Society of Association Executives and The Center for Association Leadership
- **2008** – Award of Excellence, APEX Awards for Publication Excellence
- **2007** – Silver Award for Art Illustration, Davey Awards, International Academy for the Visual Arts
- **2007** – Silver Award for Editorial, Davey Awards, International Academy for the Visual Arts
- **2006** – Gold Circle Award, American Society of Association Executives and The Center for Association Leadership
- **2006** – National Health Information Award
- **2005** – National Health Information Award

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**Serving patients and families since 1985**

A multidisciplinary, patient-centered network dedicated to ending needless death and suffering due to asthma, allergies and related conditions through outreach, education, advocacy and research.

8229 Boone Blvd, Suite 260, Vienna, VA 22182
703.641.9595
[AllergyAsthmaNetwork.org](http://AllergyAsthmaNetwork.org)

Allergy & Asthma Network is a 501(c)(3) nonprofit organization.
2020 INSERTION ORDER

Company/Product being advertised ___________________________ Date _____________________

Media company (if appropriate) ___________________________________________________________________________________________________________

Advertising Contact __________________________________________ Email ____________________________________________________________

Address _______________________________________________________________________________________________________________________________

City _______________________________________________________________ State __________________________________ Zip _______________________

Phone _____________________________________________________________ Fax ______________________________________________________________

All print, website and e-newsletter advertisements must be approved by Allergy & Asthma Network before publication, in accordance with guidelines published in the 2020 Advertisers Media Kit.

Email insertion orders to Scott Oser, soser@aanma.org

Email or mail materials to Creative Director Paul Tury: ptury@allergyasthmanetwork.org; Allergy & Asthma Network, 8229 Boone Blvd., Suite 260, Vienna, VA 22182.

Reserve Print Ad Space:

Allergy & Asthma Today magazine print advertising

<table>
<thead>
<tr>
<th>Issue</th>
<th>Ad Size</th>
<th>Net Rate</th>
<th>Materials Due</th>
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<tbody>
<tr>
<td>Spring/Summer 2020</td>
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<td>Fall/Winter 2020</td>
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Print ads will be invoiced (or credit card charged) upon publication of each issue. ☐ Charge my credit card ☐ Invoice me

Reserve Digital Ad Space:

www.allergyasthmanetwork.org web ads

Website ads run for a calendar month. Closing date for booking is 20th of the previous month, with materials due on the 24th. Payment must be made in advance.

Number of Banner ads: ___________ Price per ad ___________ Total cost ___________

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Number of Sidebar ads: _________ Price per ad _________ Total cost _________

Network e-Newsletter ads

The Network e-newsletter is published the 3rd week of the month. Closing date for booking is the 12th, with materials due on the 14th. Payment must be made in advance

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Number of Sidebar ads: _________ Price per ad _________ Total cost _________

Number of Text ads: ___________ Price per ad ___________ Total cost ___________

Digital ads must be paid in advance of the placement. ☐ Charge my credit card ☐ Invoice me TOTAL: ____________________________
Contract

This Insertion Order is a contract between Allergy & Asthma Network and the advertiser. Advertisements will not be placed without a fully completed and signed Insertion Order. Email to: Scott Oser, soser@aanma.org. Questions: Scott Oser, 301-279-0468

Digital ads must be paid in advance of the placement.
Print ads will be invoiced (or credit card charged) upon publication of each issue.

All prices are net to Allergy & Asthma Network. Credit card payments will be charged an extra 3%.

Your signature below indicates you have read and accept the advertising guidelines and payment policies published in the Allergy & Asthma Network 2020 Advertisers Media Kit and online at www.allergyasthmanetwork.org.

Advertiser's Signature ______________________________________________ Date _____________________________________________________________

Billing Information

Company responsible for payment: ____________________________________________________________

Contact name __________________________ Email ______________________________________________

Street address __________________________________________________________________________

City __________________________ State __________________________ Zip _________________________

Phone __________________________ Purchase Order#: __________________________

☐ Please email invoice to: ____________________________________________

☐ Please mail invoice to: ☐ address above ☐ new address:

New address __________________________________________________________________________

City __________________________ State __________________________ Zip _________________________

☐ Please charge my credit card (Note: 3% processing fee will be added; maximum credit card charge $10,000)

☐ Visa ☐ MasterCard ☐ American Express ☐ Discover

Credit card # __________________________ Sec. Code ______________ Exp ______________

Name as it appears on card __________________________________ Company name __________________________

Signature ____________________________________________________________________________