

2015 MEDIA KIT





THE TRUSTED SOURCE FOR CLINICAL INSIGHTS





Eyenter American Academy of Ophthalmology The Eye M.D. Association

EyeNet is the Academy's official newsmagazine and the premier source among the ophthalmic trade press of credible information for ophthalmologists. *EyeNet* delivers practical clinical information that can be applied immediately in patient care, plus coverage of a broad range of subjects of interest to ophthalmologists, including business and news —all in a concise, highly readable format.

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Organization Affiliation

EyeNet is a member benefit for American Academy of Ophthalmology (AAO) Members and Members in Training worldwide. It also is a benefit for American Academy of Ophthalmic Executives (AAOE) Members.



AAO membership includes 93% of practicing U.S. ophthalmologists.

AMERICAN ACADEMY OF OPHTHALMIC EXECUTIVES Solutions for Practice Management AAOE membership includes approximately 6,000 office administrators, managers, and physicians.

Issuance	FREQUENCY: 12 times a year
	ISSUE DATE: First of the month
	MAILING DATE & CLASS: 25th of the preceding month, second class
	AVERAGE CIRCULATION: 22,000 (see page 10 for details)

Advertising ACCEPTANCE AND COPY RESTRICTIONS: Subject to approval by the Academy
PLACEMENT POLICY: Interspersed

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Clinical Undate







EyeNet Is the Answer

When the question is, "How does our brand maximize return on investment?" keep in mind these top three reasons to make *EyeNet* the cornerstone of your marketing campaign.

1. WIDEN YOUR REACH, WIDEN YOUR WALLET. EyeNet's CPM makes it the best value among competing publications such as Ocular Surgery News, Ophthalmology Times, Ophthalmology Management, Review of Ophthalmology, and EyeWorld.

JOURNAL	CIRCULATION	(1X) PAGE 4/C	СРМ
EyeNet	22,000	\$5,061	\$230
Review of Ophthalmology	21,270	\$6,695	\$315
EyeWorld	22,819	\$7,545	\$331
Ophthalmology Times	21,638	\$7,325	\$339
Ocular Surgery News	17,819	\$6,835	\$384
Ophthalmology Management	18,218	\$7,140	\$392

2. DRAW ON THE AAO'S REPUTATION. Companies that advertise in EyeNet benefit from the Academy's status as the premier association for ophthalmologists. Readers trust EyeNet because of its balanced approach, making it the most reliable newsmagazine for ophthalmologists. Ensure that your brand profits by partnering with EyeNet, the Academy's newsmagazine.

3. HIT EVERY MEDIUM. With EyeNet, you'll get packages tailored to your budget, targeted audience, and timeline. Take advantage of multiple channels to reinforce your brand, including video, print cover tips, e-mail blasts, website banner advertising, and more. EyeNet will create a customized, all-encompassing solution to harness our readers for your marketing objectives.

LET US CREATE YOUR CAMPAIGN NOW.

Contact M.J. Mrvica Associates at 856-768-9360 or mrvica@mrvica.com.

A AMERICAN ACADEMY

OF OPHTHALMOLOGY The Eye M.D. Association





DOIDCY IF MR WHOM # - Oph It's time to get specific! Join us for a webiner discussing Ophthalmology specific EMR can optimize your office w robust functionality to increased patient engagement, NexTech will through the many benefits of a sy pecally. Reserve your apol today!





/OUR 2015 MARKETING PLAN

2015 EYENET EDITORIAL BOARD



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2015 EDITORIAL CALENDAR: THE BEST IN CLINICAL INSIGHTS, 12 TIMES A YEAR

January Generic Drugs

Several generic drugs used in

ophthalmology have experienced dramatic price increases. EyeNet takes a closer look at the phenomenon to determine the reasons behind it and to see how doctors and patients are coping with this change.

CLINICAL UPDATES Cataract • Glaucoma • Retina

May

ACA and Ophthalmology

The Affordable Care Act is changing the face of medicine. How has it impacted ophthalmology thus far? How will it affect your practice in the next few years? A discussion with the experts.

CLINICAL UPDATES Glaucoma • Pediatrics • Refractive DISTRIBUTED AT SOE

February Spotlight on Cataract

Revisiting the excitement from the Spotlight on Cataract session during last October's AAO 2014, *EyeNet* presents a variety of surgical cases, along with audience poll questions and answers, and expert commentary about the poll results.

CLINICAL UPDATES Comprehensive • Oculoplastics • Retina

June

Pseudoexfoliation Syndrome

Not just a Scandinavian disease, pseudoexfoliation syndrome is the most common cause of secondary open-angle glaucoma—and it has a major impact on cataract, as well. How to manage these challenging patients in the clinic and the operating room.

CLINICAL UPDATES Comprehensive • Oculoplastics • Retina

DESTINATION AAO 2015, PART 1

September Glaucoma Progression

Optical coherence tomography has become increasingly important in monitoring glaucoma progression—but its usefulness depends on accurate interpretation. How to really understand what you're seeing. Plus pearls for patient management.

CLINICAL UPDATES

Cataract • Refractive • Pediatrics DESTINATION AAO 2015, PART 4

October The Swollen Optic Nerve

With causes ranging from infectious to vascular to malignant, the swollen optic nerve is a crucial, but often mystifying, sign. And the patient's vision or even life may depend on your timely diagnosis. Expert advice for sorting it out.

CLINICAL UPDATES

plastics

Comprehensive • Cornea • Oculo-

DESTINATION AAO 2015, PART 5

March Dry AMD

The AREDS formulation may be your treatment for dry AMD patients now, but many new options are in the pipeline. A review of the most promising therapies in development, with an update on research and trial results.

CLINICAL UPDATES Oncology • Pediatrics • Cornea DISTRIBUTED AT APAO

July All About I

All About Retina From diabetic retinopathy and

age-related macular degeneration to inherited retinal dystrophies, this special retina-focused issue brings various experts together to discuss controversies in medical management, surgical technique, and patient care.

CLINICAL UPDATES FROM A RETINA PERSPECTIVE Cornea • Glaucoma • Oncology

DESTINATION AAO 2015, PART 2 DISTRIBUTED AT PAAO

November AA0 2015 Meeting Issue Myopia Research

Recent studies point to the possibility that myopia progression can be slowed or halted through medical, surgical, or optical approaches. An overview of the research to help you tell the hype from the substance in this evolving field. **CLINICAL UPDATES** Neuro • Glaucoma • Retina

DESTINATION AAO 2015, PART 6 DISTRIBUTED AT AAO 2015

April

Astigmatism Management

New systems for astigmatism management in cataract surgery have come to market recently. How are they similar—how do they differ? What you need to know to get the best results for your patients.

CLINICAL UPDATES Comprehensive • Neuro • Trauma DISTRIBUTED AT ASCRS

August A Team-Based Approach to Cataract Surgery

Practices with one femtosecond laser are adopting new operating procedures—for example, one surgeon may handle the femtosecond laser while another performs phacoemulsification. These new paradigms may yield benefits for non-femto practices, too.

CLINICAL UPDATES Comprehensive • Neuro • Retina DESTINATION AAO 2015, PART 3 DISTRIBUTED AT ESCRS

December OCT Roundup

Your guide to recent developments in optical coherence tomography: a case-based approach using multiple images to demonstrate the application of anterior and posterior segment OCT techniques to specific eye diseases.

CLINICAL UPDATES Comprehensive • International • Uveitis

2015 CALENDAR FOR AD AND MATERIALS CLOSE

JANUARY Ad Close: December 1 Materials Close: December 5

FEBRUARY

Ad Close: January 5 Materials Close: January 9

RCH

Ad Close: February 2 Materials Close: February 6 APRIL Ad Close: March 2 Materials Close: March 6

AY

Ad Close: March 30 Materials Close: April 3

JUNE

Ad Close: **April 27** Materials Close: **May 1** JULY Ad Close: June 1 Materials Close: June 5

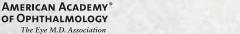
AUGUST Ad Close: June 29 Materials Close: July 2

SEPTEMBER Ad Close: July 27 Materials Close: July 31

OCTOBER Ad Close: August 31 Materials Close: September 4

NOVEMBER Ad Close: September 28 Materials Close: October 2

DECEMBER Ad Close: October 26 Materials Close: October 30





EyeNet MAGAZINE

<image>

ACADEMY LIVE, an e-mail blast, is also posted to <u>www.eyenet.org</u> for double exposure



GUIDE TO ACADEMY EXHIBITORS offers several affordable advertising options



EHR SUPPLEMENT comes with a digital version that links to advertisers' websites

The Heart of Your Multimedia Marketing Plan

With *EyeNet Magazine* at the center of your marketing plan, you are guaranteed a loyal and avid reader base. Build out from that core with *EyeNet*'s satellite offerings: AAO 2015 print and electronic publications, custom supplements offered throughout the year, and digital opportunities to engage your audience when and how they choose to read the magazine.

Year-Round Opportunities

COVER TIP ADVERTISING INDUSTRY-SPONSORED SUPPLEMENTS CUSTOMIZED AD PACKAGES EHR SUPPLEMENT CUSTOMIZED SUPPLEMENTS REPRINTS

AAO 2015 Opportunities

ACADEMY LIVE. Capture the attention of ophthalmologists worldwide with Academy Live, EyeNet's clinical e-newsletter reported over four days in Las Vegas. Academy Live keeps ophthalmologists on top of news from Subspecialty Day and AAO 2015 and is e-mailed to more than 72,000 recipients.

DESTINATION SERIES. AAO 2015 attendees turn to this six-part series in *EyeNet* for deadlines, event previews, interviews, sneak peeks, and more (June to November).

ACADEMY NEWS. The Academy's convention tabloid provides extensive meeting news and information. There are two editions—one distributed on Friday, the other on Sunday— displayed in high-visibility locations throughout the hall. The Friday edition guarantees distribution via a door drop to 11,000+ attendees.

GUIDE TO ACADEMY EXHIBITORS. The ONLY printed exhibitor list for AAO 2015! Various levels of advertising are available. Its distribution is guaranteed to meeting attendees.

EYENET "BEST OF" COLLECTIONS. Each edition recaps the important discoveries, issues, and trends in a subspecialty. Cornea, Glaucoma, and Retina editions are distributed at Subspecialty Day, while Refractive-Cataract is distributed at both Subspecialty Day and the Spotlight on Cataract Surgery session.

ORIGINAL PAPERS & POSTERS. This pull-out booklet lists free papers and posters to enhance attendees' experience at AAO 2015 and mails with the November *EyeNet*.

OPHTHALMIC PHOTOGRAPHY CALENDAR. An eye-catching collection of striking ophthalmic images, the Calendar is distributed to meeting attendees via registration bags, and your corporate logo is displayed on each page.





Spotlight on Digital



<u>NEW!</u> VIDEO. *EyeNet* offers two options for video advertising on <u>www.eyenet.org</u>.

LEADING INTO THE MULTIMEDIA EXTRA. The

Multimedia Extra is front and center on the home page. Placing a 7-second video spot at the beginning guarantees undivided attention from

ophthalmologists, as they must watch the ad before viewing the clinical content.

FREESTANDING. Create a stand-alone video about your product for placement on <u>www.eyenet.org</u>. We will drive traffic to the video by mentioning it in a native ad in the e-TOC.

e-TOC. This monthly e-newsletter provides all members with on-the-go highlights of each issue. The blast features two prominent ad positions that stand out in both horizontal and vertical preview panes.

Metrics: More than 27,000 recipients, 30 percent open rate, and 6 percent click-through rate.

<u>NEW!</u> e-TOC ADD-ON. Add a text-only native ad to the e-TOC to complement your print ad.

COMING SOON! New Website New Ad Opps

DIGITAL EDITION. This version of the magazine combines the content of the print publication with multimedia and other extras. Amplify your campaign with digitally enhanced advertising, ranging from toolbar branding and skyscrapers to premium-placement, digital stand-alone ads, video, and more.

Metrics: Averages 475 unique visitors, 595 visits, and 11,720 page views per month.

<u>www.eyenet.org</u>. Multiple advertising opportunities are available: leaderboards (run-of-site ads), skyscrapers, buttons, and banner spaces.

Metrics: 225,000 page views and 165,000 unique visitors per month.



THE eTOC goes to a highly engaged and targeted audience.



THE DIGITAL EDITION has all the benefits of print, plus digital enhancements.



THE WEBSITE gets 165,000 visitors and 225,000 page views per month.



MECHANICAL REQUIREMENTS

Page Unit Spread (two facing pages)	Non-Bleed 15" x 10"	Bleed 16 ¹ /2" x 11 ¹ /8"
Full page	7" x 10"	8¾" x 11¼"
¹ / ₂ page (horizontal)	7" x 4 ³ /4"	8 ³ /8" x 5 ¹ /2"
¹ / ₂ page (vertical)	3 ¹ /4" x 10"	4 ¹ /4" x 11 ¹ /8"
² / ₃ page (vertical)	4 ¹ / ₂ " x 10"	5¾" x 11¼"
¹ / ₄ page	3 ¹ /4" x 4 ³ /4"	N/A

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EyeNet Trim Size (Page):	8 ¹ / ₈ " x 10 ⁷ / ₈ "
EyeNet Trim Size (Spread):	16 ¹ /4" x 10 ⁷ /8"
Live Matter:	Bleed sizes include $\frac{1}{8}$ " trim from outside, bottom, top, and gutter. Keep live matter $\frac{1}{2}$ " from trim size of page.



EYENET ADVERTISING MATERIALS

Business Manager EyeNet Magazine 655 Beach Street San Francisco, CA 94109 Tel. 415.447.0325 cmorris@aao.org

PRODUCTION SPECIFICATIONS

Paper Stock Inside Pages: 50 lb. text 70 lb. cover with varnish Cover:

DIGITAL AD REQUIREMENTS

High-resolution PDF is the preferred file format. These files (PDF/X-1a:2001) should be created using Adobe Acrobat Distiller 4.05 (or greater) or exported from Quark XPress or InDesign using the PDF/X-1a:2001 setting. All graphics and fonts must be embedded. Spot colors and RGB color should be converted to CMYK before creating the PDF. All trim and registration marks must appear outside the bleed area (1/8 inch from trim). Scanned images must be saved as high resolution (at least 266 dpi) in TIFF or EPS format.

TIFF and EPS files created with Illustrator or Photoshop are also acceptable. Supply both printer and screen fonts, including fonts embedded in art files. If submitting an InDesign document (CS4 or greater), you must supply all fonts and art files. Line art should be scanned at 600 dpi. Images (TIFF or EPS) should be at least 266 dpi and saved in CMYK mode.

Send the following:

- Ad file (high-resolution PDF or native files).
- Any supporting graphics that are incorporated in the ad (e.g., logo file, images).
- Screen and printer fonts. Fonts must still be included even if the ad is saved as an EPS file.

FTP INSTRUCTIONS

BINDING

Perfect Bound

Ads can also be submitted via FTP. Materials should be placed within a folder titled with the company name and issue date.

E-mail EveNet at cmorris@aao.org when the ad is uploaded.

Server Address: ftp.aao.org Username: enm Password: provided by cmorris@aao.org

REPRODUCTION REQUIREMENTS

In order to ensure reproduction accuracy, color ads must be accompanied by a proof prepared according to SWOP standards. If a SWOP-certified proof is not supplied, the publisher cannot assume responsibility for correct reproduction of color.

The Academy is not responsible for and reserves the right to reject materials that do not comply with mechanical requirements.

INSERT REQUIREMENTS

Average run is 22,000. Contact M.J. Mrvica Associates for further details.



2015 EYENET ADVERTISING RATES

Black-and-White Rates

Diack-allu-willite	Rates				
Frequency	Full Page	2/3 Page	1/2 Page	1/4 Page	
1x	\$2,893	\$2,401	\$1,880	\$1,157	
Зx	\$2,835	\$2,353	\$1,843	\$1,134	
6x	\$2,748	\$2,281	\$1,786	\$1,099	
12x	\$2,690	\$2,233	\$1,749	\$1,076	
18x	\$2,603	\$2,161	\$1,692	\$1,041	
24x	\$2,574	\$2,137	\$1,673	\$1,030	
36x	\$2,517	\$2,089	\$1,636	\$1,007	
Color Rates					
Frequency	Full Page	2/3 Page	1/2 Page	1/4 Page	
1x	\$5,060	\$4,554	\$4,048	\$3,289	
Зx	\$4,959	\$4,463	\$3,967	\$3,224	
6x	\$4,807	\$4,327	\$3,846	\$3,125	
12x	\$4,706	\$4,236	\$3,765	\$3,059	
18x	\$4,554	\$4,099	\$3,644	\$2,960	
24x	\$4,504	\$4,053	\$3,603	\$2,927	
36x	\$4,403	\$3,962	\$3,522	\$2,862	

INSERTS

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at M.J. Mrvica Associates.

agencies are acceptable.

subsidiaries is combined.

EYENET WEBSITE ADVERTISING

customers to your website.

AGENCY INFORMATION

tising ordered and published.

2-PAGE INSERT: Two times earned black-and-

white rate, plus \$1,250 noncommissionable

4-PAGE INSERT: Four times earned black-and-

white rate, plus \$1,250 noncommissionable

OTHER ITEMS: Consult advertising representative

AGENCY COMMISSION: 15% allowed to agencies

of record, with billing to the agency. In-house

AGENCY RESPONSIBILITY: Payment for all adver-

EARNED RATES: Earned rates are based on the

total number of insertions (full or fractional pages) placed within a 12-month period.

Space purchased by a parent company and its

PREMIUM POSITIONS AND INSERTS

COVER AND OTHER SPECIAL RATES

COVER 2: 35% over earned black-and-white rate.

COVER 3: 20% over earned black-and-white rate.

COVER 4: 50% over earned black-and-white rate.

TABLE OF CONTENTS: 15% over earned black-andwhite rate.

OPPOSITE EDITORIAL BOARD: 10% over earned blackand-white rate.

ADVERTISING INCENTIVES

ADVERTISING CONTINUITY PROGRAM: Advertise in three issues and earn a free ad of equal size in the third issue.

C) EYLEA

CUSTOM ADVERTISING PACKAGE: Contact M.J. Mrvica Associates for details.



COMING SOON!



RATES

- **Leaderboard:** \$3,500 net
- B Skyscraper: \$3,000 net
- **Button:** \$800 net

The home page provides high visibility for

your advertising message and links potential

Banner: \$2,860 net

EYENET'S ADVERTISING SALES FIRM

M.J. Mrvica Associates, Inc. 2 West Taunton Avenue Berlin, NJ 08009 Tel. 856.768.9360 Fax. 856.753.0064

MARK MRVICA, KELLY MILLER mjmrvica@mrvica.com

EYENET E-NEWSLETTER

EyeNet's monthly e-mail blast provides all members with on-the-go highlights of EyeNet content.

- Wide skyscraper plus
- bottom banner:
 - \$2,750 per issue



CIRCULATION PROFILE

PRA	CTICE PERF	ECT
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News in Review

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EyeNet Circulation Profile*

Active U.S. Academy Members 1	7,321
U.S. Academy Members in Training	2,244
U.S. AAOE Members (nonphysician)	3,723
Online only (International Members and	3,274

American Academy of Ophthalmology Members

Self-Reported Subspecialty Focus* (primary and secondary)

Administration/Business	95
Anterior Segment	956
Cataract/IOL	5,097
Comprehensive Ophthalmology	6,956
Contact Lenses	61
Corneal Surgery/External Disease	1,731
Genetics	36
Glaucoma	1,951
Low Vision Rehabilitation	33
Medical Education	24
Medical Ophthalmology	47
Medical Retina	579
Neuro-Ophthalmology	397
Ocular Oncology	154
Ophthalmic Pathology	80
Ophthalmic Research	167
Ophthalmic Surgery	213
Optics/Refraction	36
Pediatric Ophthalmology	1,013
Plastics/Reconstructive	1,084
Refractive Surgery	2,108
Retina/Vitreous Surgery	2,565
Strabismus	438
Trauma	69
Ultrasound	
Uveitis/Immunology	324

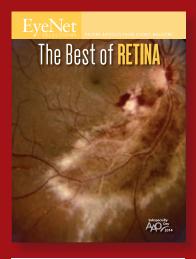
* SOURCE: American Academy of Ophthalmology Membership Data, August 2014.

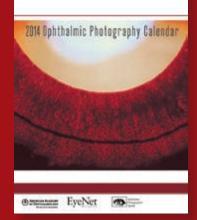


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