

SPIE Exhibitor Dashboard Tutorial

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CREATE A SPIE ACCOUNT

An SPIE Account is required to access the Exhibitor Dashboard. If you don't already have an SPIE Account, please create one at <u>https://spie.org/exhibitoradmin/dashboard</u>

A few things to note before you create your account...

SPIE accounts are personal accounts, not company accounts. Do not share your SPIE account with co-workers.

The Exhibitor Dashboard is linked to your SPIE account.

Only the person noted as the SPIE Liaison for a specific event/year has access to the Exhibitor Dashboard. This is the person designated as the primary liaison on the exhibit contract.

If you are a new liaison, need to be added as an additional liaison, or have questions about navigating the Dashboard, please email <u>exhibitions@spie.org</u>.

Sign in to you	ır SPIE account
Email or Username	Forgot your username
Password	Forgot your password
	Ø
Keep me signed in Ø	
Si	an in



LOG INTO THE EXHIBITOR DASHBOARD

Use your SPIE Account credentials to log into the Exhibitor Dashboard. https://spie.org/exhibitoradmin/dashboard

If you forgot your Username or Password, use the helpful 'Forgot' links or contact <u>Customerservice@spie.org</u>.

SPIE.

Company DEF

Do not create a second account, it will not work.

Trouble-Shooting Login Issues

If you receive a notification that you are not a designated liaison, contact <u>exhibitions@spie.org</u> to be added as a liaison.

If you don't see your company dashboard upon logging in, click My Account and Account Details from the black menu bar at the top of the screen.

Choose your company name under the Exhibitor Dashboard. If your company is not listed, you are not a designated liaison. Contact <u>exhibitions@spie.org</u> to be added as a liaison.



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: Doe, Jane
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EXHIBITOR DASHBOARD OVERVIEW

IMPORTANT: All submissions made through the Exhibitor Dashboard take 24 hours to publish on the website.

Exhibitor Dashboard

🕞 Account Dashboard

Company Information successfully submitted. Please allow 24 hours for your changes to take effect.

Account Information

Your name, along with your company's Corporate Membership status appears in the upper right.

Click Account Dashboard to update/edit your SPIE Account.

Select Company

If you are the liaison for multiple companies, choose the company you would like to update from the Select Company drop-down.

Exhibitor Dashboard	You are signed in as: Doe, Jane Corporate Member Status: Corporate Member Expires: 29 February 2020 <u>Renew Membership</u>
Select Company	
Company ABC Company DEF Company GHI Company JKL Company MNO	

Company Logo

Add or update your company logo to appear with your online and app listings.

Logos cannot exceed 300w x 150h pixels and must be in jpg or gif format.

Click **submit** after uploading your image.



You are signed in as: Ms. Kelli Clausen ┥

Corporate Member Status: Corporate Member Expires: 28 February 2022 | Renew Membership



Event Dashboards

All current SPIE events you are listed as a liaison for will appear in the Exhibitor Dashboard. Please make sure you are updating the correct event.

Each event dashboard includes the event logo, exhibition dates, location of the exhibiton, and your assigned booth number.

Also included is a link to the exhibitor logistics page. The exhibitor logistics page has important links, deadlines and helpful information for planning your event.





EVENT DASHBOARD LINKS

Below are all the links that may appear in the Exhibitor Dashboard. Not all links will appear at all times or to all people. **Click on a number to jump to the section.*

✓ SPIE Optics + Exhibition Dates: 20 Location: San Diego, Booth Number: 735	Photonics 2024 Exhibition 22 Aug 2024 California, United States		SPIE. PHOTONICS Exhibitor Logistics
1 Event Listing Summ	<u>ary</u>	9	Lead Retrieval Report: Excel PDF CSV
2 Add Additional Liais	on	10	Exhibitor Manual
3 Exhibitor Listing		1	Booth Staff
4 Enhanced Exhibitor	Features	12	Lead Retrieval Logistics
5 Assign Keywords		B	Add Announcement Manage Announcements
6 Select Categories		14	Submit a Product Demonstration Request Manage Demonstrations
Z Exhibitor Invoice: O	RD-2245238-G7W7C6 Pay Download Email	15	Upload Certificate of Insurance
8 Sponsorship Invoic	e: ORD-2245238-G7W7C6 Pay Download Email	16	Schedule a Laser Safety Inspection

Event Listing Summary

Displays all promotional copy submitted for your company, including Exhibitor Listing copy, Product Launch information, Keywords, Categories, Company Logo, and Company Announcements. Click **edit** to update any of these submissions.

2 Add Additional Liaison

Primary liaisons can add secondary and tertiary liaisons for access to the exhibitor dashboard. *This link is only available to the Primary Liaison.

Secondary liaisons receive emails and exhibitor dashboard access. Tertiary liaisons only receive exhibitor dashboard access.

Liaison Informa	tion
*First Name	
*Last Name	
*Email	
*Liaison Role	Secondary - receive e-mails/da: 🗸
	Secondary - receive e-mails/dashboard access
	Tertiary - dashboard access only
Submit	

Enter the new liaison's name, email, and liaison designation and click submit.

To remove a liaison, email <u>exhibitions@spie.org</u>.



3 Exhibitor Listing

Submit/Edit company information to appear on SPIE.org, SPIE Conferences app, and in the printed exhibition guide. Don't forget to click **submit** at the bottom of the page after any changes have been made.

Submit

uirod field

A confirmation notice will appear at the top of the screen when your submission has been successfully received.

|--|

Exhibitor Information

Edit your display name, address, email, phone, and website information.

Email, phone, and fax only appear in the exhibition guide.

Permanent address or company name changes must also be submitted to <u>exhibitions@spie.org</u>.

Exhibitor Inform	ation Email, phone and fax are not	displayed in your SPIE.c	org or SPIE Conference App listing.
*Display Name	SPIE Career Center		
*Street Address	1000 20th St		
Department/Division			
*Country	United States 🗸	Zip/Postal Code	98225-6705
*City	Bellingham	*State/Province	Washington ~
Company Email	sales@spiecareercenter.org	Company Website	www.spiecareercenter.org
Company Phone	+1 360 685 5551	Alternate Phone	
Fax	+1 360 647 1445		

Exhibitor Description

Submit a 100-character featured product and 500-character company description.

Featured product only appears in the exhibition guide and the SPIE Conferences app.

Want to use your Company Description from a previous year/event? Click the **Import from a prior event** link. Don't forget to click **submit** after the company description has been imported.

Photonics West Exhibitor Description

Guidelines: Type one complete paragraph. Paragraph breaks and bullets are not permitted. Text exceeding character limit will cut off. Use caution when copying and pasting.

Featured Product		Character Count 0 Characters Remaining 100
Company Description	Import from a prior event	Character Count 0 Characters Remaining 500



Company Video

Submit a YouTube video to appear on your exhibitor listing.

Must be a valid YouTube URL and include https.

Submit up to 5 videos if you purchased the Enhanced Exhibitor Sponsorship. Click **Add Another Video**.

Banner Ad

Submit a 1200w x 200h banner ad to appear on your exhibitor listing (must be jpg or png file).

Include a URL to link your banner ad.

Company Video Online exhibitor listing an	d SPIE Conference	Арр
Submit your company video to be inclu YouTube URL. Your enhanced exhibite displayed on a rotating basis.	uded with your or or listing allows u	nline company listing. Must be a up to five (5) total videos. Videos will be
Insert Youtube URL		Preview
Preview V	ideo	
+ Add Another Video *	Enhanced Exhibite	ors Only

Banner Ad Online exhibitor listing and SPIE Conference App
Upload banner ad to be included with your online company listing. File dimensions must be 1200 x 200 (jpg and png file types supported).
Banner Ad
Choose File No file chosen
Preview
,
Banner Ad Link



4 Enhanced Exhibitor Features

Include conference presentations, giveaways, and social media on your SPIE.org and SPIE Conferences app exhibitor listing.

*This link only appears if you purchased an Enhanced Listing Sponsorship.

Conference Presentations

Promote a co-worker's presentation by adding it to your exhibitor listing.

Choose the presentations from the list provided and click **save**.

If you don't see a presentation listed, email <u>exhibitions@spie.org</u>.

Company Conference Presentations

SPIE has identified the following paper or poster presentations to be presented by authors from your company. Check the "show" box for each indivdual presentation you would like displayed on your exhibitor listing (online and app), then save your changes.



Giveaways

Drive attendees to your booth by including your giveaways/drawings on your exhibitor listing.

Add a 500-character description and 1000w x 600h image (jpg or png file). Click **save**.

Company Giveaway

Exhibitors may offer their own giveaways and drawings to help attract people to their booth, start conversations, invite involvement, and serve as branded reminders. The giveaway will appear on your online exhibitor listing and the SPIE conference app during the event.

*Required

		Character Count 0	Characters Remaining 500
*Giveaway (?) Description			
*Giveaway Ad	File dimensions 1000x600 px (jpg and png file typ Choose File No file chosen	es supported)	
Save			



Social Media

Add social media links to your exhibitor listing.

Enter the URL and click **save**. Submission must be a full URL (include http or https).

Social Media

Extend your customer engagement by adding your social media accounts to your online exhibitor listing and the SPIE conference app during the event. Draw customers in early with your pre-show outreach, then join the conversation during and after the conference.

Enter full URL for each social media URL to be displayed.

Twitter1	http://
Twitter2	http://
LinkedIn	http://
Facebook	http://
Instagram	http://
Save	

5 Assign Keywords

Enter keywords or phrases so customers can easily find you when searching on SPIE.org and the SPIE Conferences app. Competitor names and/or products are **not** allowed.

There is no limit on keywords. Click **Add more keywords** to add additional keywords.

Want to use the keywords you entered for a previous SPIE Event? Click the **Import from a prior event** link.

Don't forget to click **submit** after the keywords have been imported.

Enter keywords or phrases that best describe your company products and/or services. Competitor names and/or products are not allowed. SPIE reserves the right to edit submissions as necessary. Keywords are for use on SPIE.org and SPIE Conference App search.

Keywords	
Submit	Add more keywords



6 Select Categories

Select up to 5 technology and 5 Application categories so customers can easily find you when searching on SPIE.org and the SPIE Conferences app.

Want to use the categories you entered for a previous SPIE Event? Click the **Import from a prior event** link.

Don't forget to click **submit** after the categories have been imported.

7 <u>Review Exhibitor Invoice</u>

Pay, download, or email the exhibit invoice. Pay the invoice via Credit Card or PayPal.

8 Review Sponsorship Invoice

Pay, download, or email the sponsorship invoice. Pay the invoice via Credit Card or PayPal. *This link only appears if you purchased a sponsorship for the event. Select up to 5 Technology and 5 Application categories that apply to your products and services. You may add as many subcategories that directly apply to your business. Categories are for use on SPIE.org and SPIE Conference App search. If you do not find a category or subcategory field that meets your needs, please contact Exhibitions or call +1 360 676 3290. Import from a prior event View All Technology Applications My List Astronomy Basic Research, Science Biomedical, Medical Imaging, Health Care Cameras and Imaging systems Chemical and Biological Analysis **Communications & Networking** Computing Systems, Data Processing Computing, Data Processing Hardware **Consulting Services Consumer Electronics** Defense, Security, Law Enforcement Detectors, Sensors Sub Questions? Email exhibitions@spie.org or call +1 360 676 3290

Pay Invoice #ORD-2038275-N4L5T6 SPIE Career Center	De	ownload PDF	Email Invoice
Order Details			
Shipping Ms. Lacey Barnett SPIE Career Center			
1000 20th St Bellingham WA 98225-6705 United States			
Order			
Summary	Quantity	Item Price	Item Total
SPIE Photonics West 2022 SPIE.org Enhanced Listing	1	\$1,495.00	\$1,495.00
SPIE Photonics West 2022 Booth Space	4	\$6,250.00	\$25,000.00
SPIE Photonics West 2022 Corner	2	\$1,395.00	\$2,790.00
		SUBTOTAL	\$29,285.00
		Discount	-\$27,790.0
		Shipping	\$ 0.0
		Tax	\$ 0.0
		TOTAL	\$ 1,495.0
	E CONTRACTOR OF CONTRACTOR	BALANCE DUE	\$ 1,495.0
	SPIE PO Box 1	0 Bellingham, WA 98	227-0010 USA



9 Lead Retrieval Report

View or download the leads from the event. Available in PDF, Excel, or CSV format. *This link only appears during the event and moves to Past Events at the end of the event.

D Exhibitor Manual

This link will take you to the online Exhibitor Service Manual, where you can order furnishings, utilities, and more for your exhibit space. You will be directed to a different website.

*This link only appears when the Exhibitor Service Manual is available.

Booth Staff

View your Booth Staff roster and assign technical passes. *This link only appears when Registration is open.

Assign Tech Pass

Find the Booth Staff to upgrade and check the **Tech Pass box** next to their name.

Click Save.

PE Membership Exhibition: 024: Exhibition: Date: 20 - 22 Aug 2024 Location: San Diego, CA, United States Booth Staff Registration: Booth staff must register themselves individually as Booth Staff through the conference registration page. Once registered, booth staff will be listed below. Tech Pass Assignment: To assign the Tech Pass to your booth staff, check the Tech Pass box next to their name. A Tech Pass receives entry in conference segostration page. Note: Pass Assignment: To assign the Tech Pass to your booth staff, check the Tech Pass box next to their name. A Tech Pass receives entry in conference registration page. Please Note: The Tech Pass is not valid for conference speakers. Conference speakers must also register as a Speaker/Author through conference registration page. States Booth Staff Allotment Image Allotment Total Registered Available Image Allotment Total Registered Available Booth Staff (3) 1 of 2 Tech Passe Assi Image Allotment Tech Pass First Name Last / Family Name Email Tech Passe Assi First Name Last / Family Name Email Tech Passe Sasi Nicole Wilke nicolew@spie.org Image Allot Gauge Allot Gauge Allot All	Ethibition: OP22 Ethibitistrandin: Deandin: Deandin: Deandin: Deandis	ooth Staff					SPIE. PHOTONICS
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Nicole Wilke nicolew@spie.org Sara Burns sarab@spie.org	Nicole Wilke nicolew@spie.org	Kelli	Clauser	i i		kellic@spi	e.org
Sara Burns sarab@spie.org	Sara Burns sarab@spie.org	Nicole	Wilke			nicolew@s	spie.org
	Save	Sara	Burns			sarab@sp	ie.org
	Save						
	Save						Savo
J							Save



12 Lead Retrieval Logistics

Choose the qualifier type for SPIE Lead Retrieval. See the <u>SPIE Lead Retrieval tutorial</u> for detailed instructions. **This link only appears when the Lead Retrieval is available.*

Add Announcement | Manage Announcements

Submit an announcement to be featured on your SPIE.org exhibitor listing, as well as the event Company Announcement page.

Enter an announcement headline and description (10000-character limit) and click **submit.**

Announcements are accepted until the end of the event and are posted as they are received.

To edit or delete an announcement,
click the Manage Announcement
link.

Click **edit** to make any changes to your annoucement. Don't forget to click **submit**.

Click **delete** to remove your announcement from your exhibitor listing.

Announcement Descripti	on	Char	acter Count 0 Cha	aracters Remainii	ng 10000
					/

Manage your announcements:
Add Announcement
Inc. Magazine Unveils Its Annual List of America's Fastest-Growing Private Edit Delete Companies NEW YORK, August 13, 2020 – Inc. magazine today revealed that Optikos Corporation is No. 4176 on its annual Inc. 5000 list, the most prestigious ranking 7/6/2021 12:13:13 PM
Optikos Certified to ISO 13485:2016 for Medical DevicesEditDeleteWakefield, MA USA, September 10, 2020—Optikos Corporation announced today the Company has expanded its ISO certification to include ISO 13485:2016, indicatingEditDelete7/6/2021 12:12:06 PMFMFMFMFM
Optikos Announces Expansion of Manufacturing Facility and OperationsEditDeleteWakefield, MA USA, April 13, 2021—Optikos Corporation announced today the company has expanded its contract manufacturing and assembly capability in Wakefield,EditDelete7/6/2021 12:10:48 PM



Submit a Product Demonstration Request | Manage Demonstrations

Give a live 30-minute product demonstration on the exhibition floor. Fee applies.

*This link is only available if product demonstrations are offered at the event.

Enter your demonstration information title, name, company, and description (200-character limit).

Designate the top three preferred time slots with 1, 2, 3, and any unpreferred times with X.

Select payment method and click **submit**. A receipt will be emailed to you.

Demonstration Request

* Demonstration Title
* Presenter's Name

* Presenter's Company

* Description

Character Count 0 | Characters Remaining 200

Demonstration Times

Specify your top 3 choices below represented by a 1, 2, and 3. Indicate which times are definite conflicts with an X. You may not select more than one first, second, or third choice.

	PW22B BIOS DEMO AREA								
	10:30 AM	11:30 AM	12:30 PM	1:30 PM	2:30 PM	3 50 PM	4:30 PM		
22 January Saturday					~	~	~		
23 January Sunday	~	~	~	~	1 2	~			
					3 X				



To edit or cancel a product demonstration, click the Manage Demonstrations link.

Click **edit** to make any changes to your product demonstration. Don't forget to click **submit**.

Click **cancel** to cancel your product demonstration request.



1 Upload Certificate of Insurance

SPIE requires a Certificate of Insurance for each event.

Upload a PDF of your COI and click **submit**.

CERTIFICATE OF INSURANCE - See Sample COI

Insurance Guidelines

Exhibitors must, at their own expense, secure and maintain the required insurance coverage listed below through the duration of the exhibition, including move-in and move-out days:

Required Coverages:

- (A) Comprehensive General Liability Insurance with limits not less than \$1,000,000 each occurrence, \$2,000,000 aggregate, combined single limit for bodily injury, contractual, and operation of mobile equipment, products and liquor liability (if applicable)
- (B) Worker's Compensation insurance
- All such insurance shall be primary of any other valid and collectible insurance of Exhibitor and shall be
 written on a per occurrence basis
- Exhibitor shall name SPIE The International Society for Optics and Photonics, the event Service Contractor, the event Convention Center, and the event Location as an additional insured on its general commercial liability insurance. Include all directors, members, officers, agents, employees, affiliates, and subsidiaries of each of the above.
- A Certificate of Insurance to SPIE, from the insurance carrier, is required 30 days prior to the exhibition.
 Please make sure your insurance company includes the exhibiting company in the Certificate of Insurance
- Exhibitor acknowledges that SPIE has no obligations to maintain insurance on Exhibitor's behalf
- Claims made policies are not acceptable and do not constitute compliance with Exhibitor's obligations under this paragraph

Upload COI (accepted file type: PDF) Choose File No file chosen

(b) <u>Schedule a Laser Safety</u> <u>Inspection</u>

Companies displaying an active laser are required to register for an onsite Laser Safety Inspection.

*This link is only available if Laser Safety Inspections are offered at the event.

Enter an onsite contact name, phone number, email, and a description of your laser (250-character limit).

Select a time for the inspection. Click **submit**.

A confirmation will be emailed to you.

Inspection R	equest
* Required	
Onsite Contact Name	
Onsite Contact Phone Number	
Onsite Contact Email	Observice Oquat 0, 1 Observices Damaining 250
* Equipment Description	Character Count 0 Characters Remaining 250

Inspection Times

		Hall ABC									
	8:00 AM	9:00 AM	10:00 AM	11:00 AM	12:00 PM	1:00 PM	2:00 PM	3:00 PM	4:00 PM	5:00 PM	
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31 January Tuesday	0	0	0	0	0	0	0	0	0	0	



To change your inspection time, select a new time and click the **Update** button.

To cancel your inspection, click the **Delete Inspection** button.

	Hall ABC										
	8:00 AM	8:00 9:00 10:00 11:00 12:00 1:00 2:00 3:00 4:00 5:00 AM AM AM AM PM PM PM PM PM PM									
30 January Monday	0	0	0	0	0	0	۲	0	0	0	
31 January Tuesday	0	0	0	0	0	0	0	0	0	0	
Update	Delete	Inspectior	1								

PAST EVENTS

View your exhibitor listing copy, keywords, categories, announcements, and invoice from past events.

View or Download leads from the event. *Lead Retrieval Report only available for 90 days after event ends.

You must be a liaison on the past event for it to appear.

Past Events only include the previous 3 years.

Review company information listed for past events attended	
 SPIE Defense + Commercial Sensing 2024 Exhibition 	
Exhibitor Listing	Lead Retrieval Report: Excel PDF CSV
Assign Keywords	Select Categories
Exhibitor Invoice: ORD-2228644-V5F0V8 Pay Download Email	Announcement(s)
SPIE Advanced Lithography + Patterning 2024 Exhibition	
SPIE BIOS Expo 2024	
SPIE Photonics West 2024 Exhibition	



SPIE LEAD RETRIEVAL

SPIE Lead Retrieval is included with your exhibit space at no additional cost. Choose your qualifier type, Standard Qualifiers, No Qualifiers, or Custom Qualifiers.

Manage Qualifiers		
Qualifier type is pre-set to Standard Qualifiers .		
	Manage Qualifiers	
The deadline to change or edit your qualifiers is 5 days before the event	Use the standard qualifiers or customize your qualifiers to reorder, change language, and add or Changes must be made by 15 August 2024. The form will be locked after this date. Please conte	remove questions. ict <u>exhibitions@spie.org</u> with questions.
starts.	You are viewing: Standard Qualifiers	
	Customize No Qualifiers	
Click the No Qualifiers button if you		
do not want qualifiers.	Manage Qualifiers	
A Changes Saved notification will	Use the standard qualifiers or customize your qualifiers to reorder, change language, and add or	remove questions.
successfully updated.	Changes must be made by 15 August 2024. The form will be locked after this date. Please conta	ct <u>exhibitions@spie.org</u> with questions.
	No Qualifiers Selected	
	Customize No Qualifiers	
Click Customins to supply any		
qualifiers.		
	Manage Qualifiers	
	Use the standard qualifiers or customize your qualifiers to reorder, change language, and add or Changes must be made by 15 August 2024. The form will be locked after this date. Please cont/	r remove questions. act <u>exhibitions@spie.org</u> with questions.
	Customizing Qualifiers	Save & Publish Cancel
	+ Add Qualifier 🗸	<u> </u> Clear All Qualifiers
Customize Qualifiers	_	
Click +Add Qualifier and choose from	Customizing Qualifiers	Save & Publish Cancel
IVIUITI-Select, Open Text - Small, Open	+ Add Qualifier 🗸	<u> </u> Clear All Qualifiers
	Multi-Select	

Multi-Select Open Text - Small

Open Text - Large Note Ē



Multi-Select

Consists of a title with two or more options.

Check **Required** if the response is mandatory (the sales rep will not be able to save the lead until an option is selected).

Choose the qualifier **type**:

Select one: Only one option can be selected. Select all that apply: More than one option can be selected.

Enter **Title** for the qualifier.

Click + Add Option and enter the option.

Continue this step until all options are entered.

Open Text - Small

Consists of a title with a small open text field.

Enter **Title** for the Qualifier.

Open Text – Large

Consists of a title with a large open text field.

Enter Title for the Qualifier.

<u>Note</u>

Consists of an open text field.

Mu	Ilti-Select	
	Required? Z Type: ©Select one OSelect all that apply	
1	Title	
÷	Product Interested In	
	Options	
	Product ABC	
	+Add Option	

Open Text - Sma	I	Ū
Title		

Open Text - Large	Ŵ
Title Laser Needs	
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NOTE	



Example of Custom Qualifiers.

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Ии :: :: ::	Iti-Select Required? Type: Select one Select all that apply Title Product Interested In Options Product ABC Product DEF Product LMN Product XYZ Add Option en Text - Large Title Laser Needs TE	



Click **Save & Publish** after all qualifiers have been entered.

A Changes Saved notification will
appear when your selection is
successfully updated.

Customizing Qualifiers		Save & Publish	Cancel
+ Add Qualifier	~		🗑 Clear All Qualifiers

-	•		
Customize	No Qualifiers	5 Revert to Standard	
	IRCHASE (Select or	ne)	
Now			
1-3 Months			
4-9 Months			
10-16 Months			
Unknown			
	(Select one)		
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Returning Customer			
Unknown			
	ESTED IN		
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Product DEF			
Product XYZ			
LASER NEEDS			
NOTE			



Rearrange Qualifiers

To change the order of your qualifiers, click the reorder icon in the qualifier and drag it to the desired location.

Delete question

To delete a qualifier, click the trash can.

Change back to Standard Qualifiers

If you decide you don't want custom qualifiers, click the **Revert to Standard** button to return to standard qualifiers. The exhibitor dashboard

NOTE	

Changes saved			×
′ou are viewing: C	ustom Qualifiers		
Customize		(5 Revert to Standard	

will remember the custom qualifiers if you change your mind

Clear All Qualifiers

Click this to start over. All custom qualifiers will be erased.

Customizing Qualifiers		Save & Publish	Cancel
+ Add Qualifier	*		Clear All Qualifiers