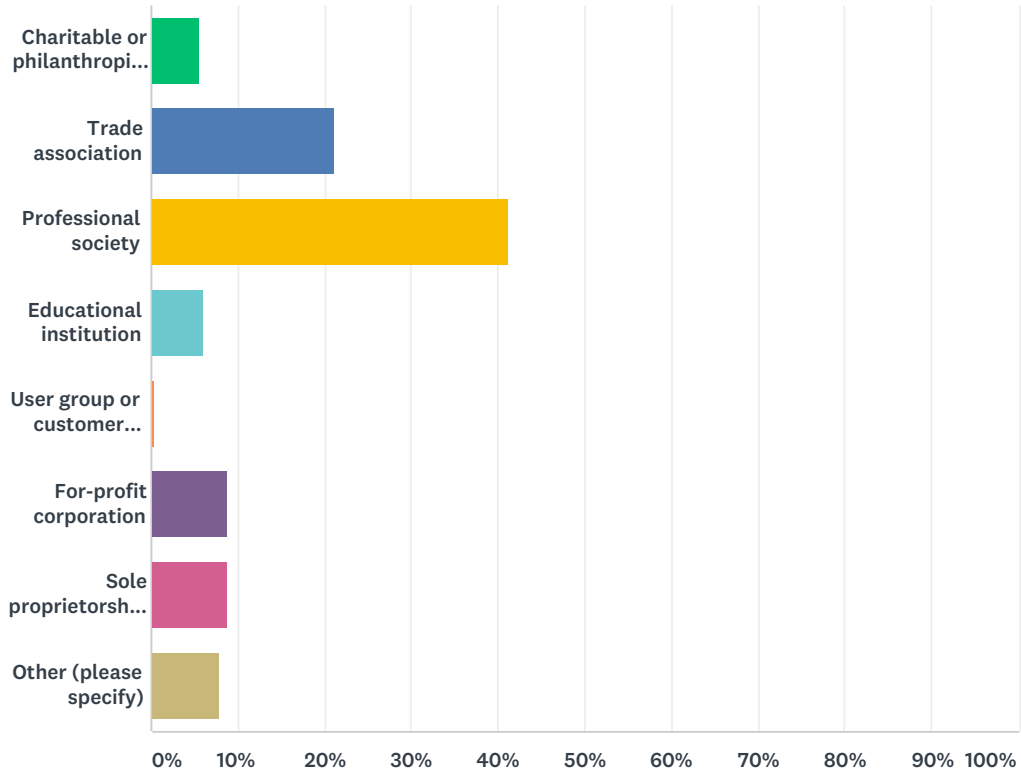


Q2 Which of the following best characterizes your organization?

Answered: 228 Skipped: 1

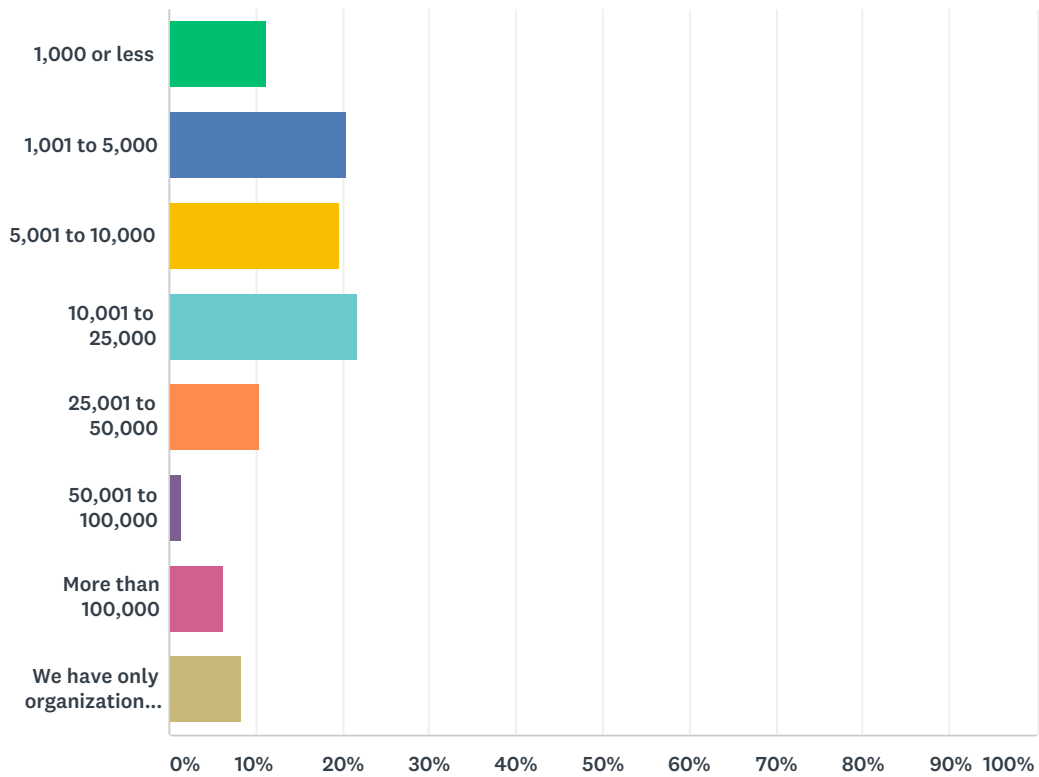


ANSWER CHOICES	RESPONSES
Charitable or philanthropic organization	5.70% 13
Trade association	21.05% 48
Professional society	41.23% 94
Educational institution	6.14% 14
User group or customer community	0.44% 1
For-profit corporation	8.77% 20
Sole proprietorship (including single-person LLC)	8.77% 20
Other (please specify)	7.89% 18
TOTAL	228

#	OTHER (PLEASE SPECIFY)	DATE
1	Start Up	7/1/2018 5:57 PM
2	non-profit association	6/29/2018 11:22 AM
3	HR Services	6/29/2018 10:47 AM
4	we are a private test prep and tutoring company, so in education, yes, though not a school per se.	6/29/2018 10:00 AM
5	Nonprofit-Educational	6/29/2018 9:47 AM

Q3 How many active individual members does your organization currently have?

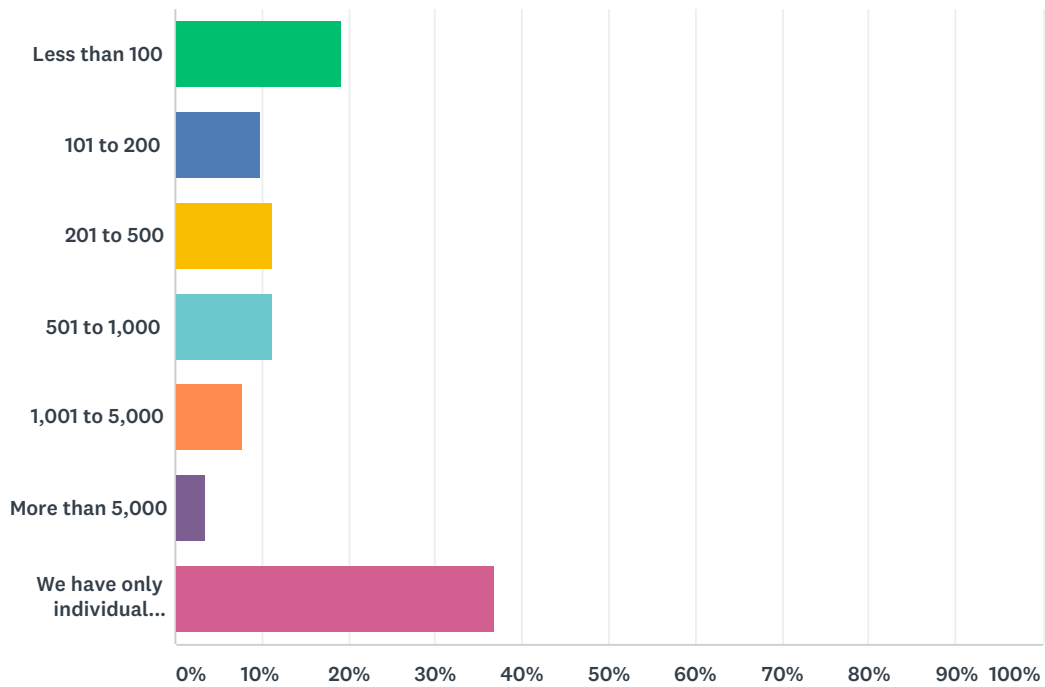
Answered: 142 Skipped: 87



ANSWER CHOICES	RESPONSES	
1,000 or less	11.27%	16
1,001 to 5,000	20.42%	29
5,001 to 10,000	19.72%	28
10,001 to 25,000	21.83%	31
25,001 to 50,000	10.56%	15
50,001 to 100,000	1.41%	2
More than 100,000	6.34%	9
We have only organizational members.	8.45%	12
TOTAL		142

Q4 How many active organizational members does your organization currently have?

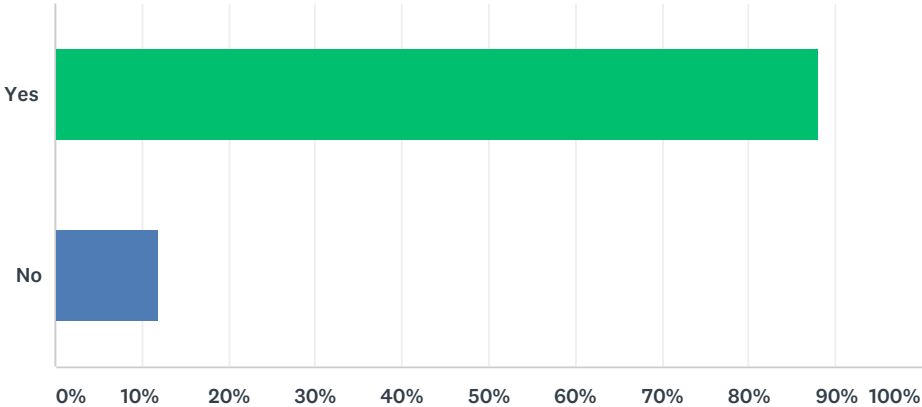
Answered: 141 Skipped: 88



ANSWER CHOICES	RESPONSES	
Less than 100	19.15%	27
101 to 200	9.93%	14
201 to 500	11.35%	16
501 to 1,000	11.35%	16
1,001 to 5,000	7.80%	11
More than 5,000	3.55%	5
We have only individual members.	36.88%	52
TOTAL		141

Q5 Has your organization previously offered a place-based conference, meeting, or trade show as part of the value it offers to customers or members?

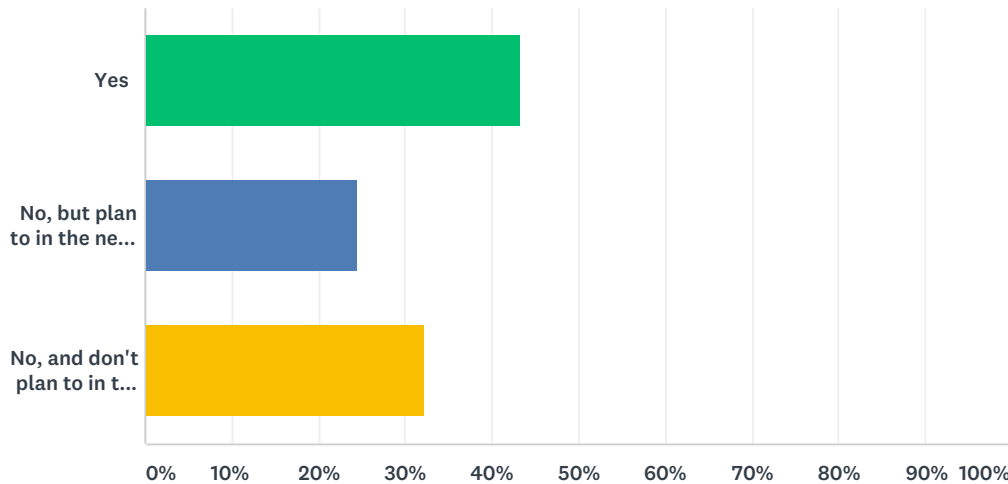
Answered: 227 Skipped: 2



ANSWER CHOICES	RESPONSES	
Yes	88.11%	200
No	11.89%	27
TOTAL		227

Q6 A virtual event is a Web-based event that replicates many aspects of a traditional place-based conference, meeting, or trade show. It may take place on a standalone basis or in conjunction with a place-based conference (i.e., a "hybrid" event). Virtual events feature multiple sessions (not just a single Webinar or Webcast) and may include keynote presentations, training and education workshops, discussion areas, social networking opportunities, exhibit areas for vendors, and various other features. Activities in a virtual event may take place in real time (synchronously), on demand (asynchronously), or some combination of the two. Has your organization previously offered a virtual event?

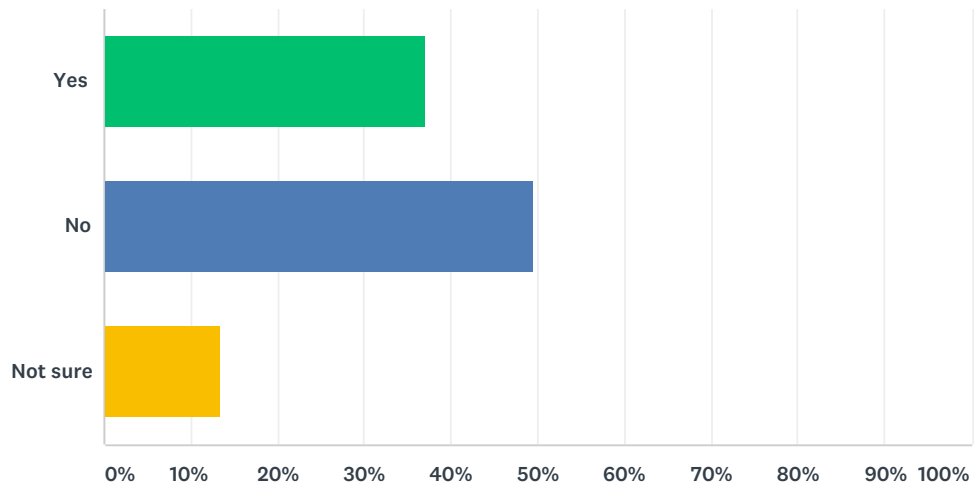
Answered: 224 Skipped: 5



ANSWER CHOICES	RESPONSES	
Yes	43.30%	97
No, but plan to in the next 12 months	24.55%	55
No, and don't plan to in the next 12 months	32.14%	72
TOTAL		224

Q7 Does your organization have a formal, documented strategy for virtual events?

Answered: 97 Skipped: 132



ANSWER CHOICES	RESPONSES	
Yes	37.11%	36
No	49.48%	48
Not sure	13.40%	13
TOTAL		97

Q8 For how many calendar years has your organization offered at least one virtual event?

Answered: 96 Skipped: 133

#	RESPONSES	DATE
1	2	7/13/2018 10:27 AM
2	1	7/1/2018 6:08 PM
3	0	6/29/2018 3:30 PM
4	5	6/29/2018 1:56 PM
5	4	6/29/2018 11:59 AM
6	4	6/29/2018 11:07 AM
7	5	6/29/2018 10:46 AM
8	2	6/29/2018 10:12 AM
9	2	6/29/2018 10:01 AM
10	6	6/29/2018 10:00 AM
11	4	6/29/2018 9:59 AM
12	2	6/29/2018 9:52 AM
13	4	6/29/2018 9:47 AM
14	13	6/29/2018 9:47 AM
15	5	6/28/2018 10:17 PM
16	2	6/28/2018 9:57 PM
17	3	6/28/2018 2:26 PM
18	2	6/28/2018 1:36 PM
19	2	6/28/2018 1:14 PM
20	4	6/28/2018 11:10 AM
21	8	6/27/2018 5:22 PM
22	1	6/27/2018 8:52 AM
23	4	6/27/2018 6:59 AM
24	1	6/26/2018 11:38 PM
25	12	6/26/2018 11:56 AM
26	3	6/26/2018 11:47 AM
27	10	6/26/2018 10:48 AM
28	3	6/26/2018 10:23 AM
29	5	6/26/2018 9:52 AM
30	10	6/26/2018 9:52 AM
31	4	6/24/2018 3:11 AM
32	9	6/22/2018 6:47 PM
33	3	6/22/2018 3:45 PM
34	10	6/22/2018 3:03 PM

2018 Virtual Events Survey

35	15	6/22/2018 4:03 AM
36	15	6/21/2018 2:43 PM
37	10	6/21/2018 1:27 PM
38	3	6/21/2018 12:19 PM
39	15	6/21/2018 12:04 PM
40	3	6/21/2018 11:50 AM
41	3	6/21/2018 10:47 AM
42	1	6/21/2018 10:34 AM
43	1	6/21/2018 10:21 AM
44	4	6/21/2018 10:05 AM
45	11	6/21/2018 6:56 AM
46	6	6/20/2018 2:46 PM
47	2	6/20/2018 1:58 PM
48	10	6/20/2018 1:50 PM
49	1	6/20/2018 1:12 PM
50	2	6/20/2018 12:56 PM
51	30	6/20/2018 11:31 AM
52	4	6/20/2018 9:29 AM
53	2	6/20/2018 7:51 AM
54	15	6/19/2018 10:34 PM
55	5	6/19/2018 10:44 AM
56	5	6/19/2018 10:09 AM
57	2	6/19/2018 5:07 AM
58	10	6/18/2018 11:44 AM
59	2	6/18/2018 8:10 AM
60	1	6/15/2018 2:25 PM
61	6	6/15/2018 10:58 AM
62	7	6/15/2018 9:39 AM
63	1	6/15/2018 6:52 AM
64	9	6/15/2018 5:32 AM
65	4	6/14/2018 1:49 PM
66	1	6/14/2018 1:36 PM
67	10	6/14/2018 12:41 PM
68	1	6/14/2018 11:12 AM
69	7	6/14/2018 10:51 AM
70	0	6/14/2018 10:35 AM
71	5	6/14/2018 9:46 AM
72	3	6/13/2018 3:28 PM
73	5	6/13/2018 12:41 PM
74	3	6/12/2018 4:28 PM
75	5	6/12/2018 1:17 PM

2018 Virtual Events Survey

76	10	6/12/2018 9:38 AM
77	2	6/12/2018 9:32 AM
78	10	6/12/2018 9:06 AM
79	2	6/11/2018 4:33 PM
80	5	6/11/2018 2:39 PM
81	4	6/11/2018 12:34 PM
82	13	6/11/2018 11:34 AM
83	1	6/11/2018 10:51 AM
84	8	6/11/2018 10:45 AM
85	3	6/11/2018 10:41 AM
86	1	6/11/2018 10:38 AM
87	2	6/11/2018 10:37 AM
88	3	6/11/2018 10:36 AM
89	2	6/11/2018 10:32 AM
90	10	6/11/2018 10:30 AM
91	2	6/11/2018 10:27 AM
92	2	6/11/2018 10:26 AM
93	6	6/11/2018 10:11 AM
94	2	6/11/2018 10:10 AM
95	4	6/11/2018 10:09 AM
96	2	6/11/2018 10:02 AM

**Q9 How many different virtual events has your organization offered?
Please do not include repetitions of the same virtual event.**

Answered: 93 Skipped: 136

#	RESPONSES	DATE
1	1	7/13/2018 10:27 AM
2	2	7/1/2018 6:09 PM
3	2	6/29/2018 3:30 PM
4	3	6/29/2018 1:56 PM
5	7	6/29/2018 11:59 AM
6	12	6/29/2018 11:07 AM
7	2	6/29/2018 10:46 AM
8	6	6/29/2018 10:13 AM
9	1	6/29/2018 10:01 AM
10	4	6/29/2018 10:00 AM
11	40	6/29/2018 9:59 AM
12	3	6/29/2018 9:52 AM
13	4	6/29/2018 9:47 AM
14	8	6/29/2018 9:47 AM
15	2	6/28/2018 10:17 PM
16	2	6/28/2018 9:58 PM
17	9	6/28/2018 2:26 PM
18	3	6/28/2018 1:37 PM
19	8	6/28/2018 1:14 PM
20	50	6/28/2018 11:11 AM
21	50	6/27/2018 5:23 PM
22	1	6/27/2018 8:52 AM
23	4	6/27/2018 6:59 AM
24	1	6/26/2018 11:38 PM
25	100	6/26/2018 11:56 AM
26	12	6/26/2018 10:48 AM
27	40	6/26/2018 9:53 AM
28	3	6/26/2018 9:52 AM
29	5	6/24/2018 3:11 AM
30	3	6/22/2018 6:47 PM
31	3	6/22/2018 3:45 PM
32	40	6/22/2018 3:04 PM
33	500	6/22/2018 4:04 AM
34	5	6/21/2018 2:43 PM

2018 Virtual Events Survey

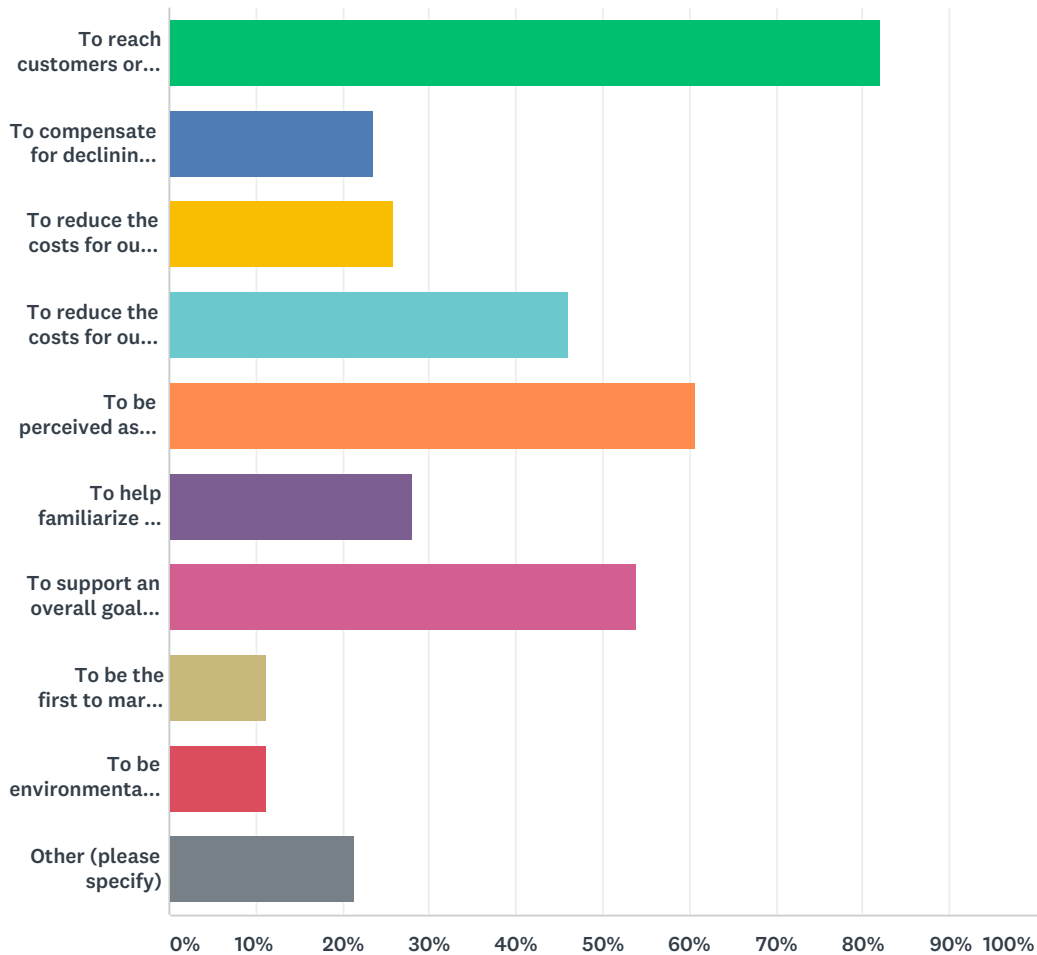
35	100	6/21/2018 1:28 PM
36	1	6/21/2018 12:20 PM
37	150	6/21/2018 12:05 PM
38	11	6/21/2018 11:51 AM
39	2	6/21/2018 10:47 AM
40	1	6/21/2018 10:34 AM
41	1	6/21/2018 10:21 AM
42	4	6/21/2018 10:05 AM
43	17	6/21/2018 6:56 AM
44	50	6/20/2018 2:46 PM
45	3	6/20/2018 1:59 PM
46	12	6/20/2018 1:51 PM
47	2	6/20/2018 1:12 PM
48	5	6/20/2018 12:56 PM
49	2	6/20/2018 9:29 AM
50	1	6/20/2018 7:51 AM
51	6000	6/19/2018 10:35 PM
52	350	6/19/2018 10:47 AM
53	3	6/19/2018 10:10 AM
54	1	6/19/2018 5:07 AM
55	250	6/18/2018 11:45 AM
56	1	6/18/2018 8:10 AM
57	3	6/15/2018 2:26 PM
58	3	6/15/2018 10:58 AM
59	200	6/15/2018 9:39 AM
60	1	6/15/2018 6:52 AM
61	9	6/15/2018 5:32 AM
62	5	6/14/2018 1:49 PM
63	1	6/14/2018 1:36 PM
64	100	6/14/2018 12:41 PM
65	2	6/14/2018 11:12 AM
66	3	6/14/2018 10:52 AM
67	1	6/14/2018 10:35 AM
68	30	6/14/2018 9:55 AM
69	6	6/13/2018 3:28 PM
70	1	6/13/2018 12:41 PM
71	3	6/12/2018 4:28 PM
72	2	6/12/2018 1:17 PM
73	14	6/12/2018 9:38 AM
74	2	6/12/2018 9:32 AM
75	100	6/12/2018 9:06 AM

2018 Virtual Events Survey

76	1	6/11/2018 4:33 PM
77	2	6/11/2018 2:39 PM
78	105	6/11/2018 12:37 PM
79	40	6/11/2018 11:41 AM
80	1	6/11/2018 10:51 AM
81	16	6/11/2018 10:45 AM
82	2	6/11/2018 10:41 AM
83	4	6/11/2018 10:38 AM
84	3	6/11/2018 10:37 AM
85	1	6/11/2018 10:37 AM
86	4	6/11/2018 10:32 AM
87	12	6/11/2018 10:30 AM
88	2	6/11/2018 10:27 AM
89	6	6/11/2018 10:26 AM
90	14	6/11/2018 10:12 AM
91	5	6/11/2018 10:11 AM
92	2	6/11/2018 10:09 AM
93	1	6/11/2018 10:02 AM

Q10 Why did your organization decide to offer a virtual event? Check all that apply. (If your organization has offered more than one virtual event, please answer based on a typical event.)

Answered: 89 Skipped: 140



ANSWER CHOICES	RESPONSES	
To reach customers or members who would not otherwise attend our place-based events	82.02%	73
To compensate for declining attendance at our place-based events	23.60%	21
To reduce the costs for our organization to offer a conference	25.84%	23
To reduce the costs for our customers or members to attend a conference	46.07%	41
To be perceived as embracing cutting-edge approaches to serving our members or customers	60.67%	54
To help familiarize our customers or members with online education and meeting technologies	28.09%	25
To support an overall goal of delivering more services online	53.93%	48
To be the first to market and offer a virtual event before the competition does	11.24%	10
To be environmentally friendly	11.24%	10
Other (please specify)	21.35%	19

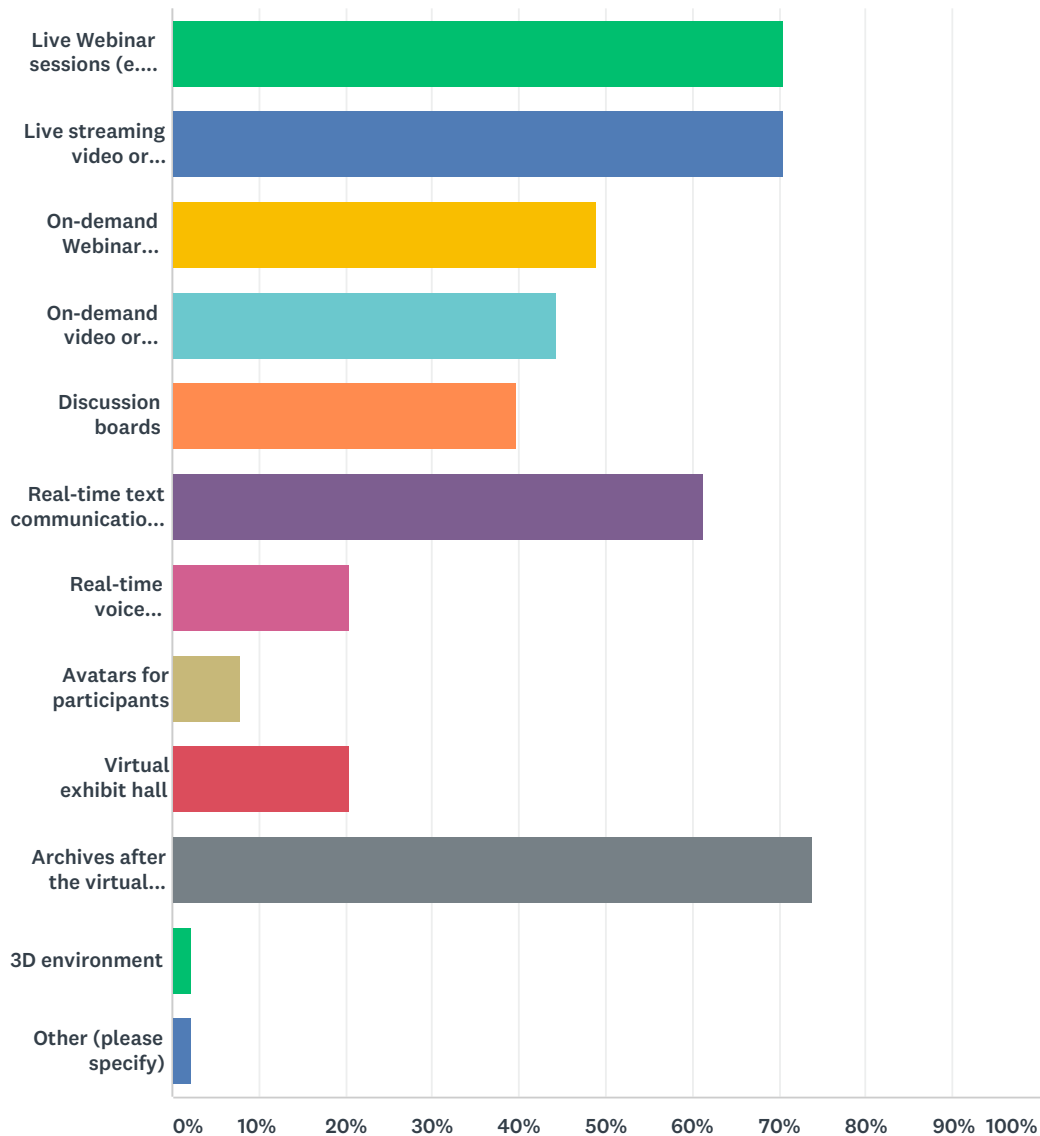
2018 Virtual Events Survey

Total Respondents: 89

#	OTHER (PLEASE SPECIFY)	DATE
1	We exclusively offer online courses.	6/29/2018 3:33 PM
2	webinar event for company to prepare candidates for GMAT sitting.	6/29/2018 10:03 AM
3	If the folks know each other, creating an online event is cheap and easy, and we find nothing is lost due to the lack of warm bodies in the same room. We find that when we allow participants to see themselves, their engagement is greater — they know others can see them. If the subject is interesting, people will attend, and barriers such as travel and accommodation (even if just across town) is not a problem. People's time is valuable. All of the time is devoted to content.	6/28/2018 10:24 PM
4	To provide content globally	6/28/2018 2:27 PM
5	Privacy issues. Some of our topics are highly sensitive and people do not want to be seen attending a live event.	6/28/2018 1:38 PM
6	To educate target audiences	6/28/2018 1:16 PM
7	Disabled members of our community experience better access to events when we provide a virtual option or have the entire conference or event delivered online.	6/27/2018 5:28 PM
8	Offer online education	6/26/2018 10:49 AM
9	save time and travel expenses	6/24/2018 3:12 AM
10	to beat a competitor to the virtual space.	6/21/2018 10:35 AM
11	To connect our Members and partners.	6/21/2018 10:06 AM
12	The event was sold out, offered the event through virtual live streaming for those still wanting to attend.	6/20/2018 2:00 PM
13	To supply necessary education prior to a deadline for members to have and report it.	6/14/2018 1:37 PM
14	To provide access to content that live attendees missed due to concurrent sessions; to provide enduring resources for ongoing review of live event content; to offer resources for training students and new staff working in medical practices	6/12/2018 9:41 AM
15	To provide members with additional opportunities to acquire needed credits for licensure.	6/11/2018 12:38 PM
16	To share information as broadly as possible. Convenience to the user/learner.	6/11/2018 10:46 AM
17	To compensate for an anticipated decline in attendance at our place-based events	6/11/2018 10:34 AM
18	offer specialized content that may not have wide appeal	6/11/2018 10:31 AM
19	To offer speakers virtually that we would normally not be able to obtain.	6/11/2018 10:03 AM

Q11 Which of the following elements did your virtual event include? Check all that apply. (If your organization has offered more than one virtual event, please indicate the elements a typical virtual event at your organization includes.)

Answered: 88 Skipped: 141



ANSWER CHOICES	RESPONSES	
Live Webinar sessions (e.g., audio plus slides)	70.45%	62
Live streaming video or Webcast sessions	70.45%	62
On-demand Webinar sessions (e.g., audio plus slides)	48.86%	43
On-demand video or Webcast sessions	44.32%	39
Discussion boards	39.77%	35

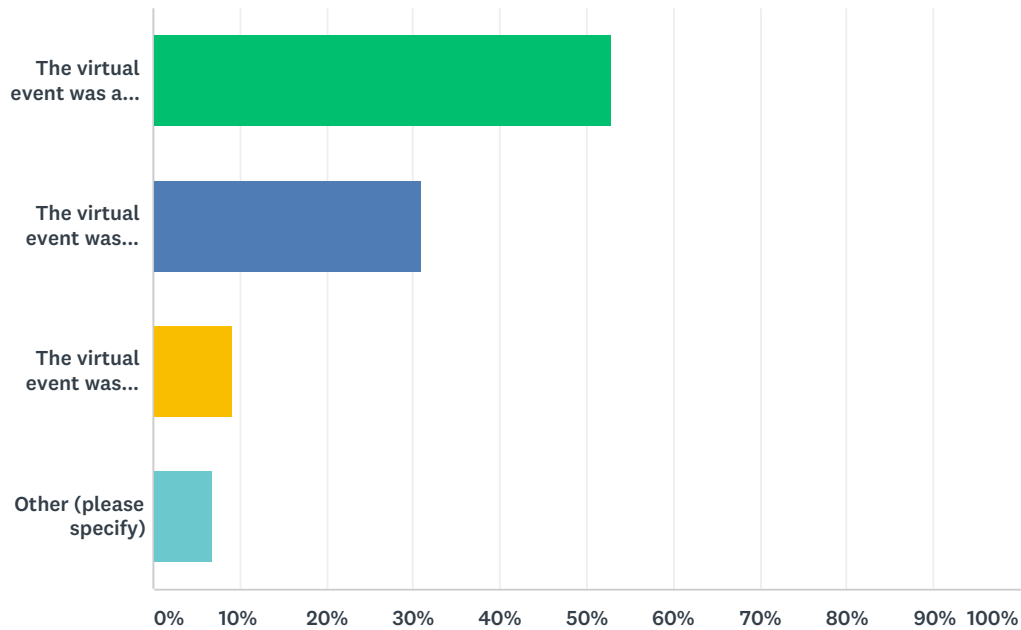
2018 Virtual Events Survey

Real-time text communication between participants	61.36%	54
Real-time voice communication between participants	20.45%	18
Avatars for participants	7.95%	7
Virtual exhibit hall	20.45%	18
Archives after the virtual event ends	73.86%	65
3D environment	2.27%	2
Other (please specify)	2.27%	2
Total Respondents: 88		

#	OTHER (PLEASE SPECIFY)	DATE
1	Transcripts for the hearing impaired. Sign language when we could get it.	6/27/2018 5:29 PM
2	chat box. Polls. but only for live events, archived events allowed participants to see these.	6/11/2018 10:47 AM

Q12 Which of the following best describes the relationship of your virtual event to a place-based event? (Remember if your organization has offered more than one virtual event, please answer based on a typical virtual event at your organization.)

Answered: 87 Skipped: 142

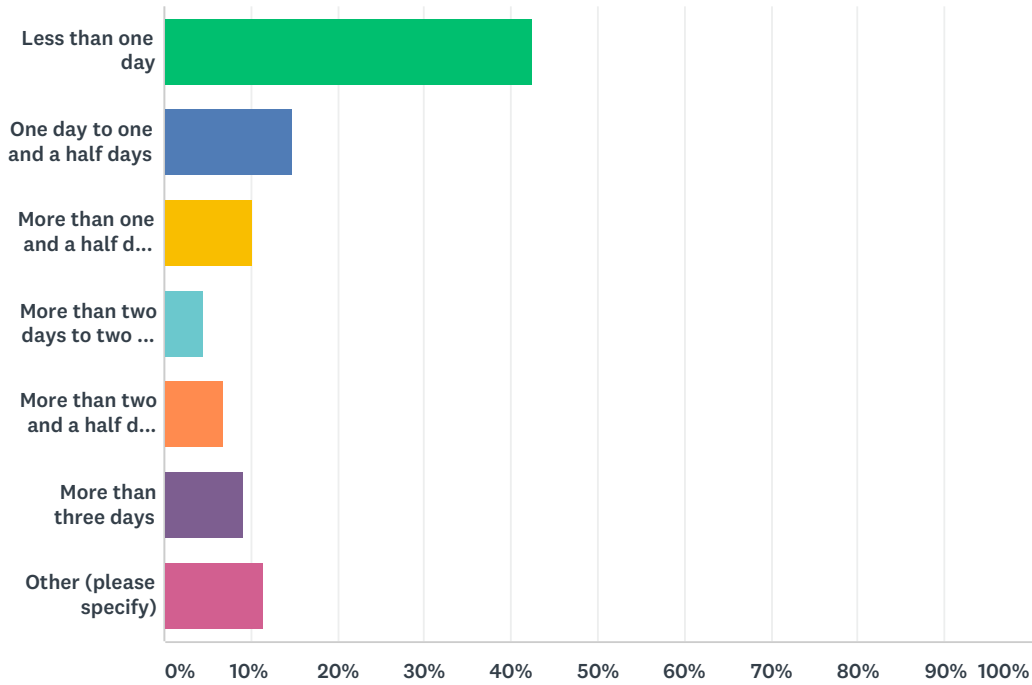


ANSWER CHOICES	RESPONSES
The virtual event was a standalone event not associated with a place-based event.	52.87% 46
The virtual event was associated with a place-based event and held at the same time.	31.03% 27
The virtual event was associated with a place-based event but held at a different time.	9.20% 8
Other (please specify)	6.90% 6
TOTAL	87

#	OTHER (PLEASE SPECIFY)	DATE
1	Our virtual events are both: some are associated with a place-based event and held at a different time, and some are not associated with a place-based event.	6/29/2018 11:59 AM
2	We've had all three.	6/27/2018 5:29 PM
3	We've done all three, currently doing this one: The virtual event was associated with a place-based event but held at a different time.	6/21/2018 2:45 PM
4	The virtual event was associated with a place-based event and held at the same time and then also a portion of it is on-demand for CME after the live event concludes.	6/21/2018 12:21 PM
5	The virtual event was associated with a place-based event - held at a different time and held at the same time.	6/19/2018 10:49 AM
6	Our first online conference was a replacement of an in-person conference and we continue to repeat that event annually. The other three online conferences we offer in a typical year are all standalone events. We have also done some hybrids too, although that's even less frequent	6/11/2018 11:41 AM

Q13 How long did your virtual event last, not including any time after the event when archives were accessible? (Remember if your organization has offered more than one virtual event, please answer based on a typical virtual event at your organization.)

Answered: 87 Skipped: 142



ANSWER CHOICES	RESPONSES
Less than one day	42.53% 37
One day to one and a half days	14.94% 13
More than one and a half days to two days	10.34% 9
More than two days to two and a half days	4.60% 4
More than two and a half days to three days	6.90% 6
More than three days	9.20% 8
Other (please specify)	11.49% 10
TOTAL	87

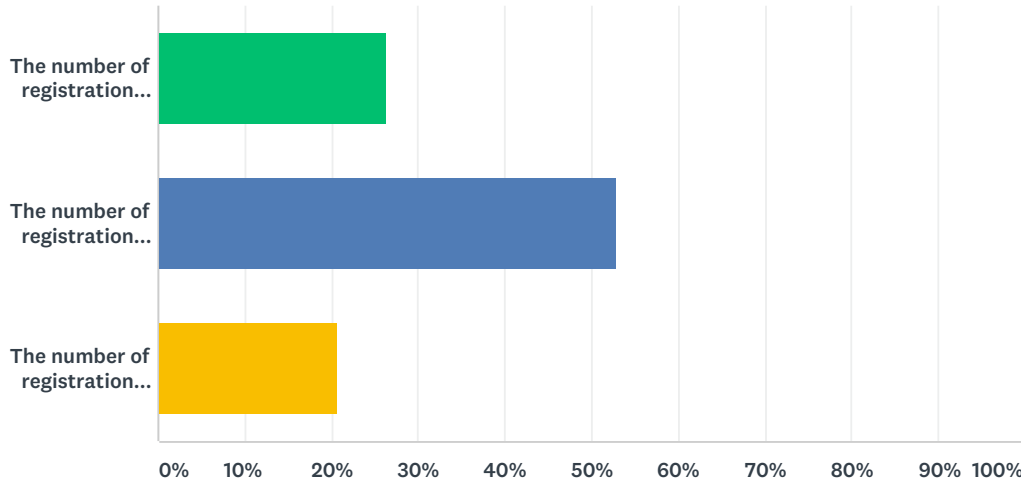
#	OTHER (PLEASE SPECIFY)	DATE
1	Varied significantly from the first time to the second	7/13/2018 10:31 AM
2	On-demand	6/29/2018 11:59 AM
3	Typically 1-2 hours but meeting for several weeks.	6/28/2018 1:39 PM
4	10 days	6/22/2018 6:49 PM
5	Currently, our events are 2 days, but we've done longer formats as well.	6/21/2018 2:46 PM

2018 Virtual Events Survey

6	For the duration of the meeting and then open for several months following the meeting to those who purchased it.	6/21/2018 12:22 PM
7	6-week	6/14/2018 10:53 AM
8	Monthly labs that expand 7 months total	6/13/2018 12:43 PM
9	Our virtual events are archived recordings of live event presentations. Each is offered for a two year period.	6/12/2018 9:42 AM
10	Exactly 13 days, inclusive of two weekends, Wed > Mon (i.e., not starting or ending on a Friday)	6/11/2018 11:43 AM

Q14 How did registrations for your virtual event compare to your expectations? (If your organization has offered more than one virtual event, please answer based on a typical event.)

Answered: 87 Skipped: 142



ANSWER CHOICES	RESPONSES	
The number of registrations exceeded our expectations.	26.44%	23
The number of registrations was about what we expected.	52.87%	46
The number of registrations was lower than we expected.	20.69%	18
TOTAL		87

Q15 Approximately what percentage of registrants actually attended your virtual event? Please enter a number only. Do not enter a percent sign (%). (If you have offered more than one virtual event, please answer based on a typical event.)

Answered: 76 Skipped: 153

#	RESPONSES	DATE
1	50.0	7/13/2018 10:31 AM
2	100.0	6/29/2018 3:35 PM
3	35.0	6/29/2018 1:58 PM
4	85.0	6/29/2018 11:59 AM
5	50.0	6/29/2018 11:10 AM
6	50.0	6/29/2018 10:16 AM
7	25.0	6/29/2018 10:04 AM
8	90.0	6/29/2018 10:03 AM
9	75.0	6/29/2018 10:02 AM
10	80.0	6/29/2018 9:54 AM
11	75.0	6/29/2018 9:50 AM
12	80.0	6/29/2018 9:49 AM
13	90.0	6/28/2018 10:26 PM
14	95.0	6/28/2018 10:00 PM
15	30.0	6/28/2018 2:28 PM
16	90.0	6/28/2018 1:40 PM
17	75.0	6/28/2018 1:18 PM
18	90.0	6/28/2018 11:13 AM
19	70.0	6/27/2018 5:30 PM
20	0.5	6/27/2018 8:53 AM
21	75.0	6/26/2018 11:40 PM
22	40.0	6/26/2018 11:57 AM
23	99.0	6/26/2018 10:50 AM
24	15.0	6/26/2018 9:55 AM
25	90.0	6/26/2018 9:53 AM
26	9.0	6/24/2018 3:15 AM
27	90.0	6/22/2018 6:49 PM
28	50.0	6/22/2018 3:49 PM
29	99.0	6/22/2018 3:06 PM
30	30.0	6/22/2018 4:05 AM
31	90.0	6/21/2018 2:46 PM
32	80.0	6/21/2018 1:31 PM

2018 Virtual Events Survey

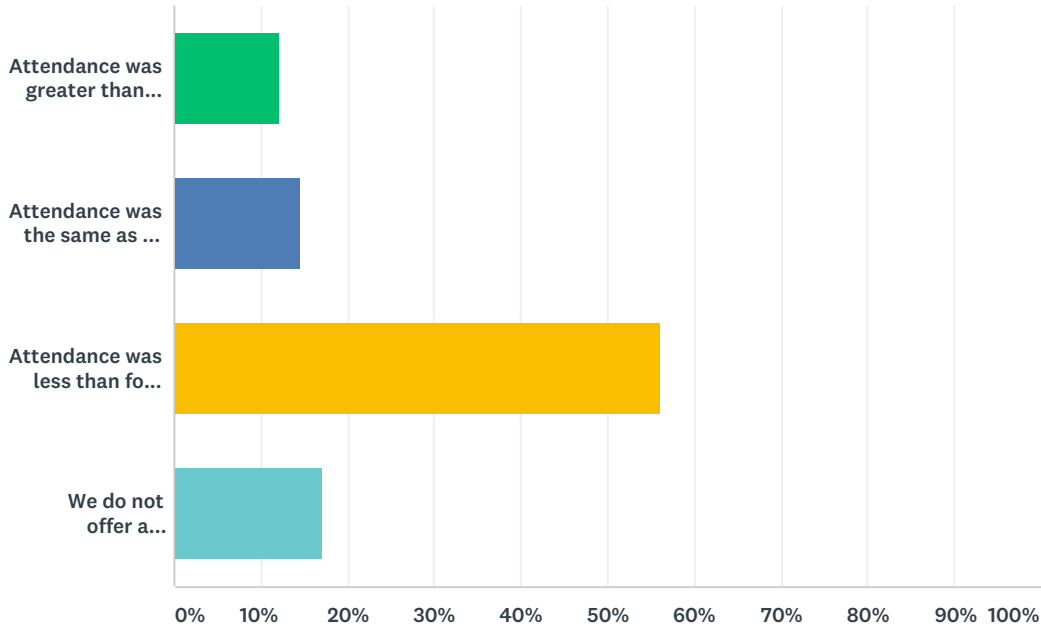
33	75.0	6/21/2018 1:10 PM
34	25.0	6/21/2018 12:22 PM
35	30.0	6/21/2018 11:55 AM
36	75.0	6/21/2018 10:50 AM
37	20.0	6/21/2018 10:36 AM
38	100.0	6/21/2018 10:07 AM
39	90.0	6/21/2018 6:59 AM
40	70.0	6/20/2018 2:47 PM
41	15.0	6/20/2018 2:02 PM
42	40.0	6/20/2018 1:53 PM
43	75.0	6/20/2018 1:14 PM
44	60.0	6/20/2018 12:58 PM
45	90.0	6/20/2018 9:30 AM
46	95.0	6/19/2018 10:38 PM
47	98.0	6/19/2018 10:50 AM
48	60.0	6/18/2018 8:12 AM
49	65.0	6/15/2018 2:27 PM
50	8.0	6/15/2018 10:58 AM
51	30.0	6/15/2018 9:41 AM
52	1.0	6/15/2018 6:54 AM
53	90.0	6/15/2018 5:35 AM
54	95.0	6/14/2018 1:38 PM
55	50.0	6/14/2018 12:44 PM
56	80.0	6/14/2018 10:36 AM
57	90.0	6/13/2018 12:43 PM
58	50.0	6/12/2018 1:19 PM
59	100.0	6/12/2018 9:43 AM
60	75.0	6/12/2018 9:35 AM
61	80.0	6/12/2018 9:08 AM
62	90.0	6/11/2018 4:36 PM
63	90.0	6/11/2018 2:41 PM
64	90.0	6/11/2018 12:40 PM
65	98.0	6/11/2018 11:43 AM
66	10.0	6/11/2018 10:52 AM
67	30.0	6/11/2018 10:48 AM
68	85.0	6/11/2018 10:43 AM
69	25.0	6/11/2018 10:41 AM
70	25.0	6/11/2018 10:41 AM
71	65.0	6/11/2018 10:39 AM
72	80.0	6/11/2018 10:35 AM
73	100.0	6/11/2018 10:29 AM

2018 Virtual Events Survey

74	55.0	6/11/2018 10:27 AM
75	75.0	6/11/2018 10:11 AM
76	80.0	6/11/2018 10:05 AM

Q16 How did attendance at your virtual event compare to typical attendance for a comparable place-based event? (If you have offered more than one virtual event, please answer based on typical event.)

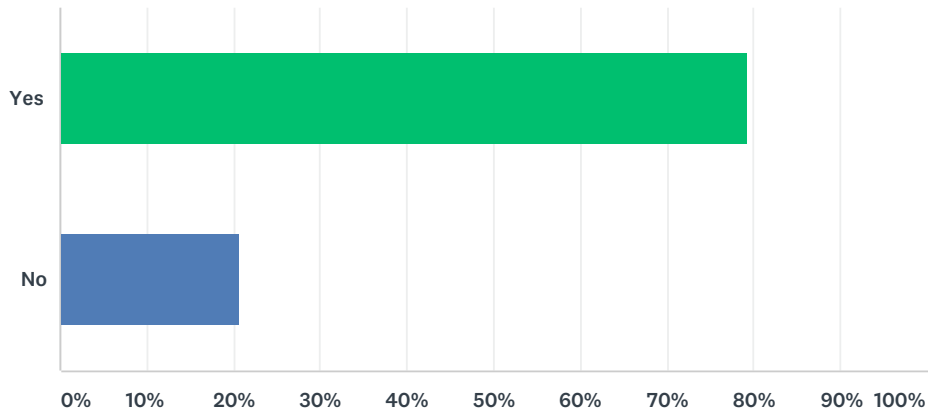
Answered: 82 Skipped: 147



ANSWER CHOICES	RESPONSES	
Attendance was greater than for a comparable place-based event.	12.20%	10
Attendance was the same as for a comparable place-based event.	14.63%	12
Attendance was less than for a comparable place-based event.	56.10%	46
We do not offer a comparable place-based event.	17.07%	14
TOTAL		82

Q17 Did your organization collect formal evaluations from the virtual event attendees? (If your organization has offered more than one virtual event, please answer based on a typical event.)

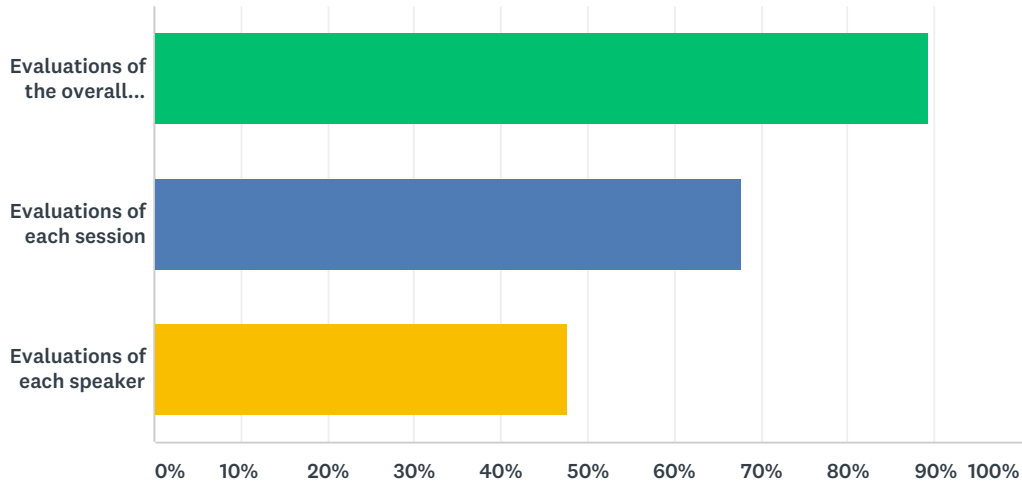
Answered: 82 Skipped: 147



ANSWER CHOICES	RESPONSES	
Yes	79.27%	65
No	20.73%	17
TOTAL		82

Q18 Which types of formal of evaluations did your organization collect from the virtual event attendees? Check all that apply. (If your organization has offered more than one virtual event, please answer based on a typical event.)

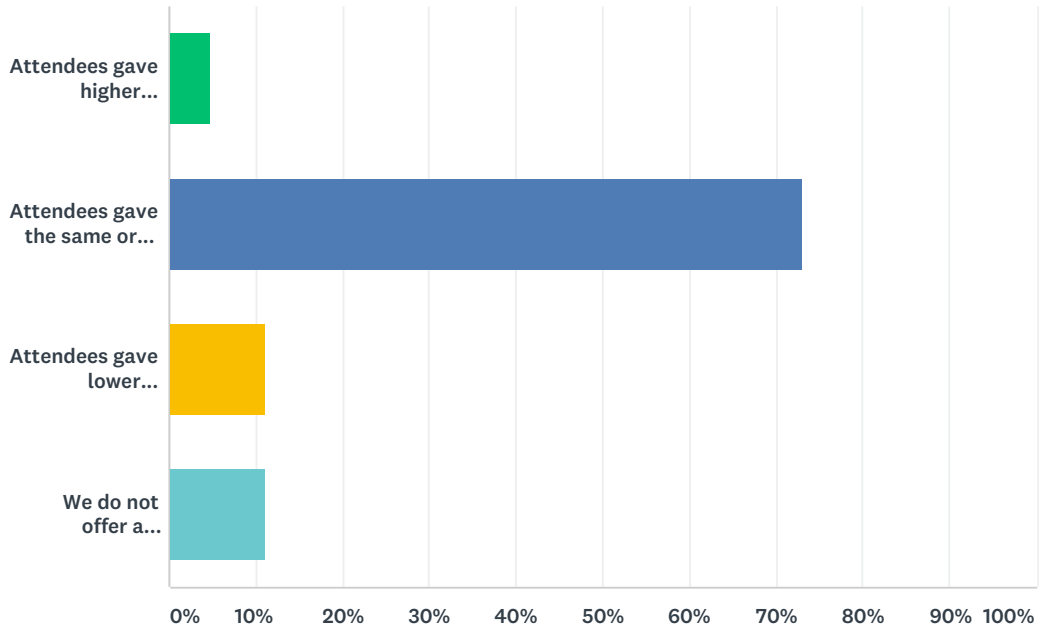
Answered: 65 Skipped: 164



ANSWER CHOICES	RESPONSES	
Evaluations of the overall virtual event	89.23%	58
Evaluations of each session	67.69%	44
Evaluations of each speaker	47.69%	31
Total Respondents: 65		

Q19 How did evaluations for the virtual event compare to evaluations you typically receive for a comparable place-based event? (If you have offered more than one virtual event, please answer based on a typical event.)

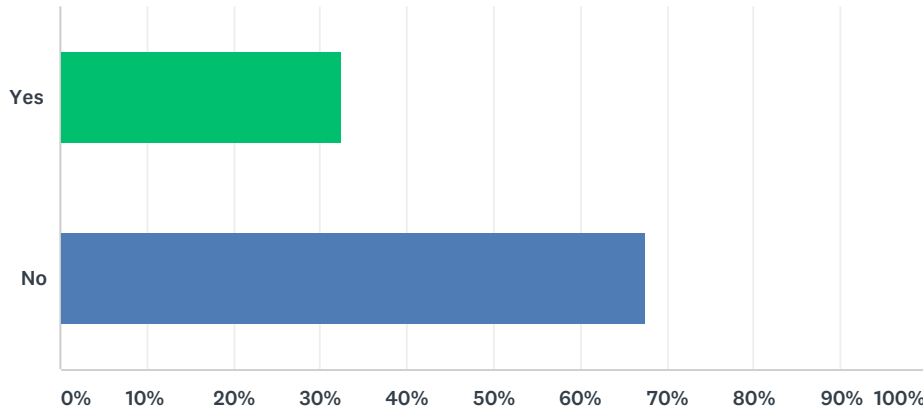
Answered: 63 Skipped: 166



ANSWER CHOICES	RESPONSES	
Attendees gave higher evaluation scores for the virtual event.	4.76%	3
Attendees gave the same or very similar evaluation scores for the virtual event.	73.02%	46
Attendees gave lower evaluation scores for the virtual event.	11.11%	7
We do not offer a comparable place-based event.	11.11%	7
TOTAL		63

Q20 Did you measure whether learning occurred at your virtual event (e.g, through assessments or evaluation questions tied to learning objectives)? (If your organization has offered more than one virtual event, please answer based on a typical event.)

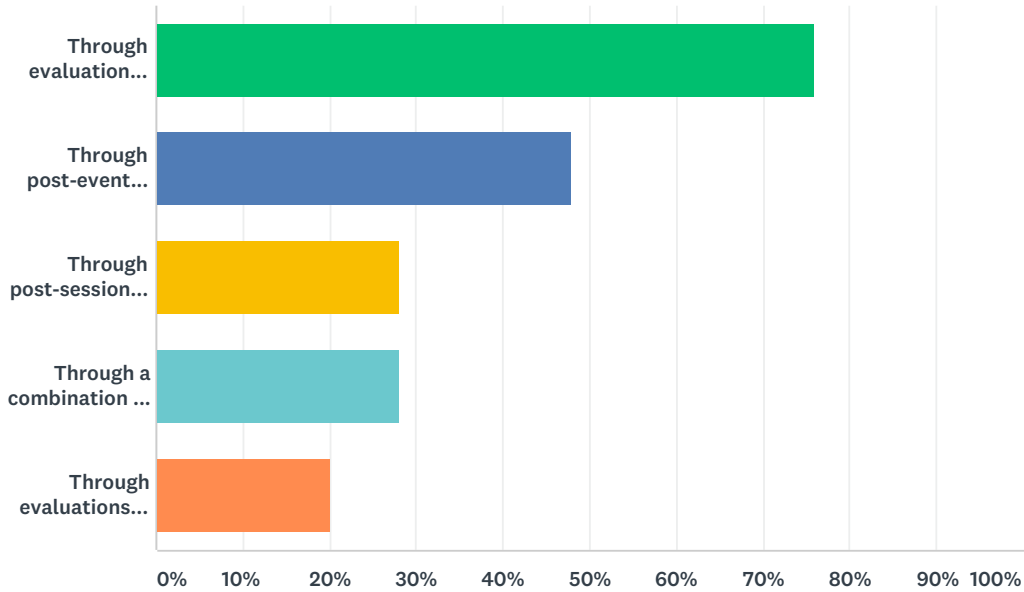
Answered: 80 Skipped: 149



ANSWER CHOICES	RESPONSES	
Yes	32.50%	26
No	67.50%	54
TOTAL		80

Q21 How did you measure whether learning occurred at your virtual event? Check all that apply. (If your organization has offered more than one virtual event, please answer based on a typical event.)

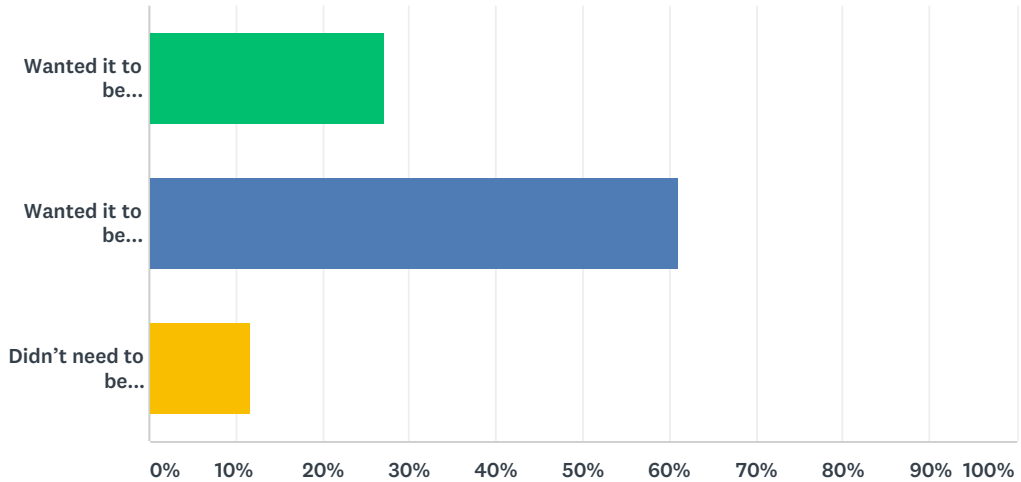
Answered: 25 Skipped: 204



ANSWER CHOICES	RESPONSES	
Through evaluation questions that align with learning objectives	76.00%	19
Through post-event assessments or follow-ups	48.00%	12
Through post-session assessments or follow-ups	28.00%	7
Through a combination of pre-event and post-event assessment	28.00%	7
Through evaluations conducted a month or more following the virtual event	20.00%	5
Total Respondents: 25		

Q22 Which statement best describes the financial goals of your virtual event? (If you have offered more than one virtual event, please answer based on a typical event.)

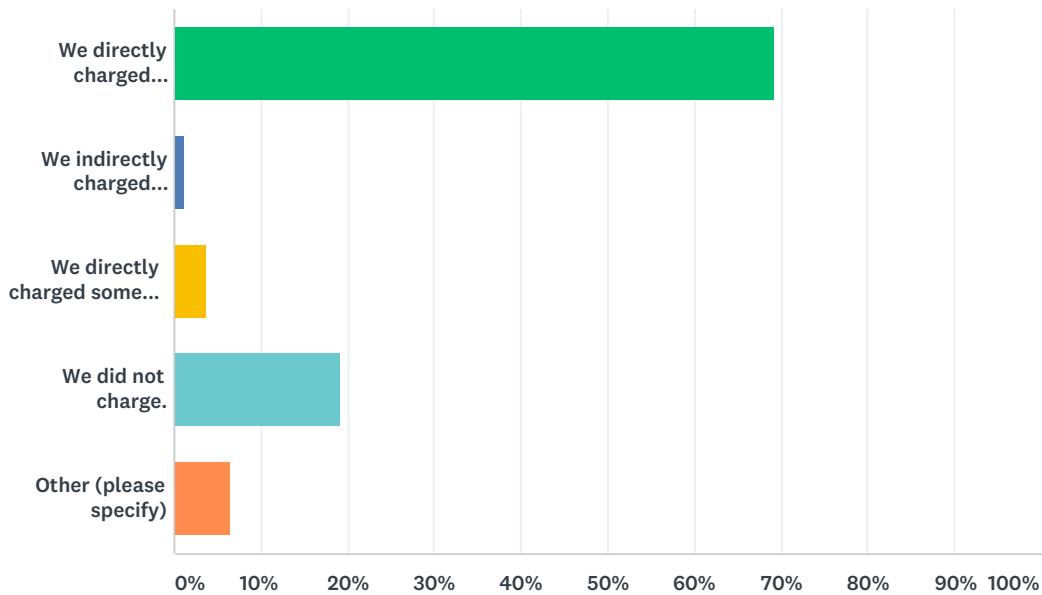
Answered: 77 Skipped: 152



ANSWER CHOICES	RESPONSES	
Wanted it to be self-sustaining (i.e., at least break even), but profitability (positive net revenue) wasn't required	27.27%	21
Wanted it to be self-sustaining and profitable (positive net revenue)	61.04%	47
Didn't need to be self-sustaining	11.69%	9
TOTAL		77

Q23 Did you charge registrants for the virtual event? (If you have offered more than one virtual event, please answer based on a typical event.)

Answered: 78 Skipped: 151

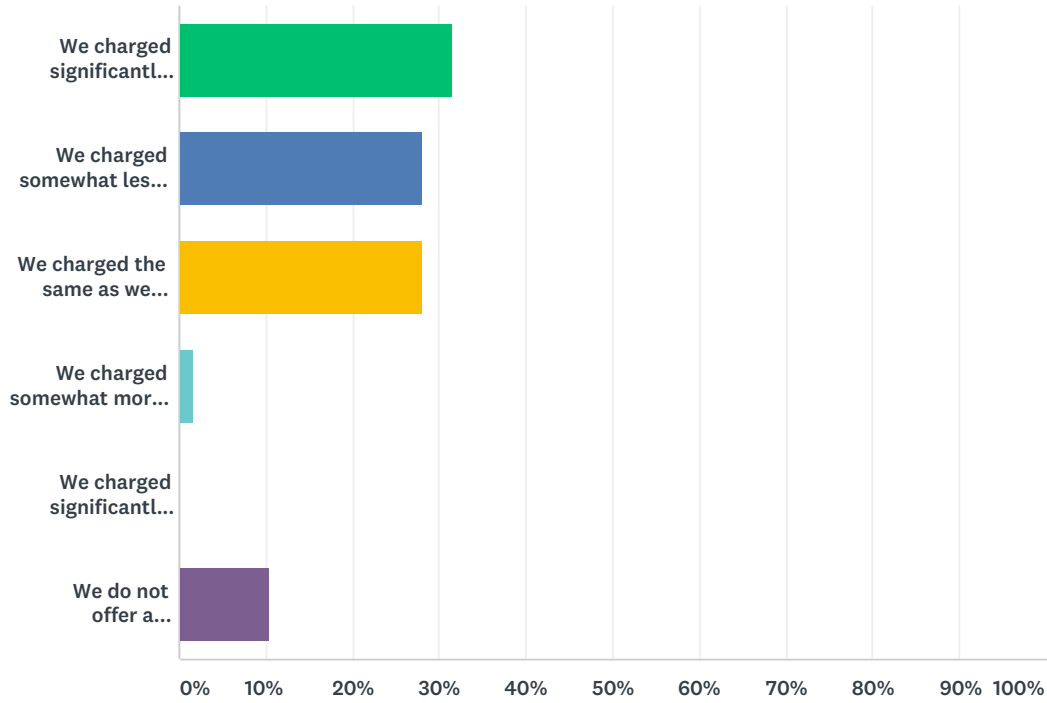


ANSWER CHOICES	RESPONSES
We directly charged registrants to attend.	69.23% 54
We indirectly charged registrants by including access to the virtual event as part of a larger purchase (e.g., a membership fee or subscription package).	1.28% 1
We directly charged some registrants (e.g., non-members) and indirectly charged others (e.g., members).	3.85% 3
We did not charge.	19.23% 15
Other (please specify)	6.41% 5
TOTAL	78

#	OTHER (PLEASE SPECIFY)	DATE
1	Typical events were free. The most successful events had a charge based on profitability but some were based on donations, which we then used to cover costs of delivering the program to our disabled sub-community.	6/27/2018 5:31 PM
2	part of networking and learning setup	6/24/2018 3:18 AM
3	Sponsors paid but registrants did not	6/20/2018 1:54 PM
4	It is typically a free to attend prestigious annual Lecture	6/19/2018 5:10 AM
5	Revenue was generated through sponsorship.	6/11/2018 10:16 AM

Q24 Which of the following best describes the amount you charged for the virtual event? (If you have offered more than one virtual event, please answer based on a typical event.)

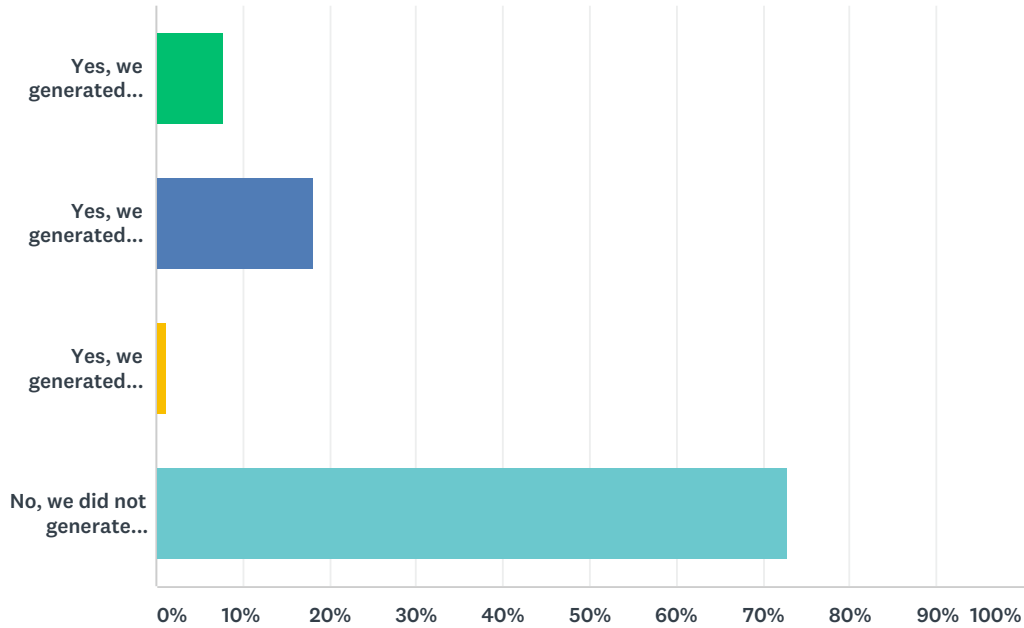
Answered: 57 Skipped: 172



ANSWER CHOICES	RESPONSES	
We charged significantly less than what we charge for a comparable place-based event.	31.58%	18
We charged somewhat less than what we charge for a comparable place-based event.	28.07%	16
We charged the same as we charge for a comparable place-based event.	28.07%	16
We charged somewhat more than what we charge for a comparable place-based event.	1.75%	1
We charged significantly more than what we charge for a comparable place-based event.	0.00%	0
We do not offer a comparable place-based event.	10.53%	6
TOTAL		57

Q25 Did your virtual event generate revenue from sponsorships or exhibitor fees? (If you have offered more than one virtual event, please answer based on a typical event.)

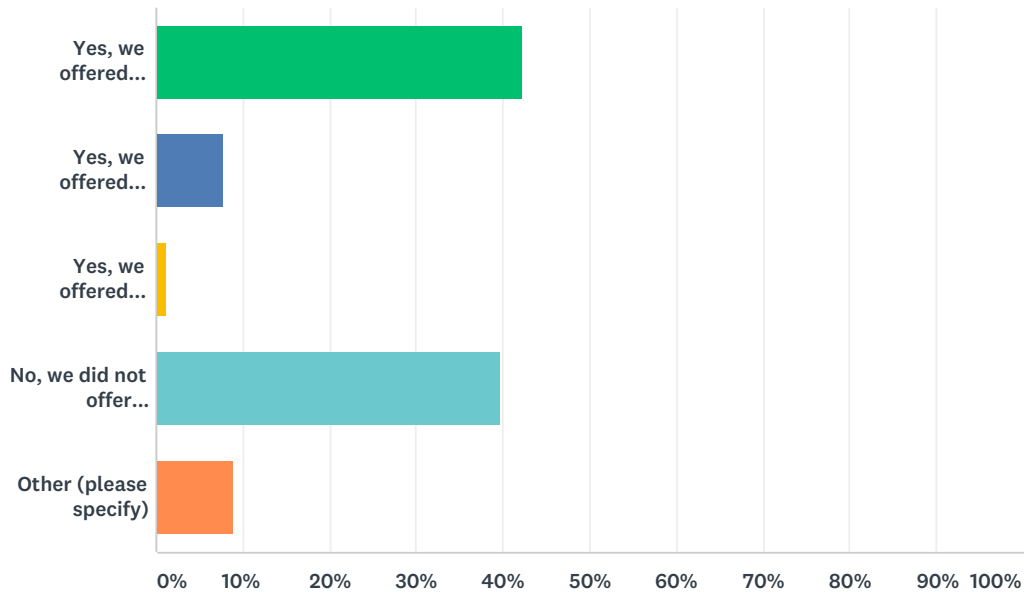
Answered: 77 Skipped: 152



ANSWER CHOICES	RESPONSES	
Yes, we generated revenue from both sponsorships and exhibitor fees.	7.79%	6
Yes, we generated revenue from sponsorships.	18.18%	14
Yes, we generated revenue from exhibitor fees.	1.30%	1
No, we did not generate revenue from sponsorships or exhibitor fees.	72.73%	56
TOTAL		77

Q26 Did you offer continuing education credit for attending your virtual event? (If you have offered more than one virtual event, please answer based on a typical event.)

Answered: 78 Skipped: 151

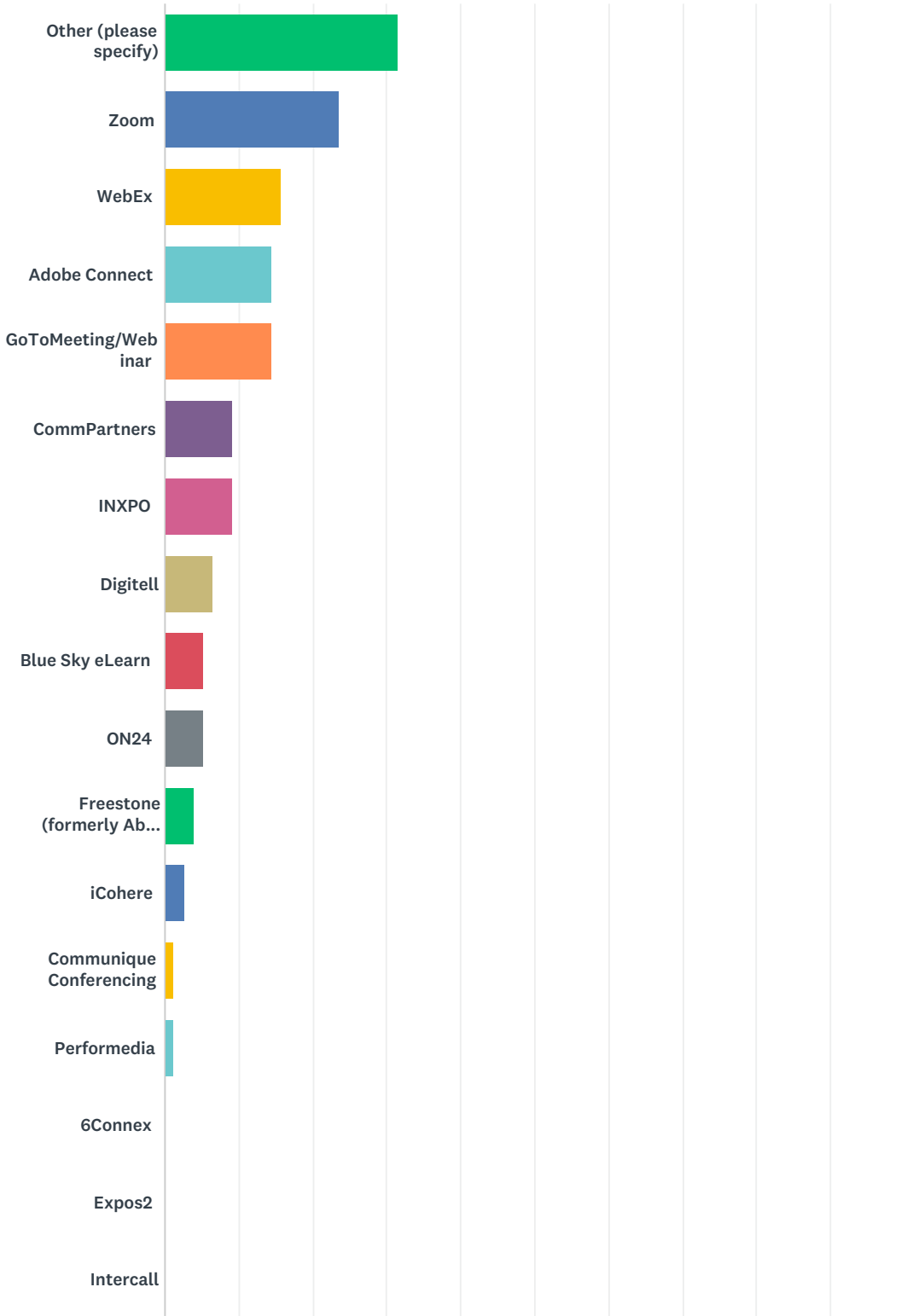


ANSWER CHOICES	RESPONSES
Yes, we offered continuing education credit for all parts of the virtual event.	42.31% 33
Yes, we offered continuing education credit but only for the real-time (synchronous) education sessions.	7.69% 6
Yes, we offered continuing education credit but only for the on-demand (asynchronous) education sessions.	1.28% 1
No, we did not offer continuing education credit.	39.74% 31
Other (please specify)	8.97% 7
TOTAL	78

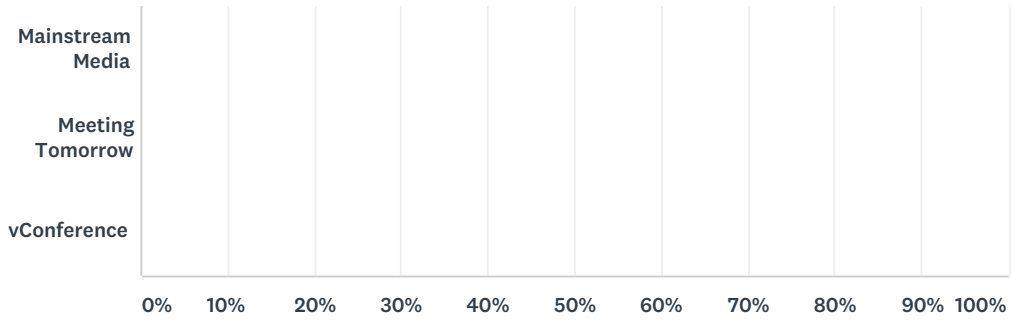
#	OTHER (PLEASE SPECIFY)	DATE
1	We offer a certificate and/or digital badge, but not true CE credit.	6/29/2018 9:52 AM
2	not relevant	6/24/2018 3:19 AM
3	We offer credit for many, but not all, of the sessions we include in our virtual events.	6/12/2018 9:44 AM
4	We have both on-demand recordings and real-time Q&A with speakers, but there are other aspects of the event that don't qualify for CE credits (discussions, etc.)	6/11/2018 11:46 AM
5	We offered continuing education for most of the virtual event. Some personal development type speakers are not conducive to the online event because they want audience interaction and participation and we don't have app yet (or properly training staff) to facilitate this for the online participants.	6/11/2018 10:45 AM
6	We offered professional development hours	6/11/2018 10:45 AM
7	CE credit was offered for the Live events and for specific (but not all) of the recorded sessions.	6/11/2018 10:16 AM

Q27 Which of the following technologies and/or service providers did you use to deliver your virtual event? Check all that apply. (If you have offered more than one virtual event, please check technologies you have used for any of your virtual events.)

Answered: 76 Skipped: 153



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ANSWER CHOICES	RESPONSES	
Other (please specify)	31.58%	24
Zoom	23.68%	18
WebEx	15.79%	12
Adobe Connect	14.47%	11
GoToMeeting/Webinar	14.47%	11
CommPartners	9.21%	7
INXPO	9.21%	7
Digitell	6.58%	5
Blue Sky eLearn	5.26%	4
ON24	5.26%	4
Freestone (formerly Abila Freestone)	3.95%	3
iCohere	2.63%	2
Communique Conferencing	1.32%	1
Performedia	1.32%	1
6Connex	0.00%	0
Expos2	0.00%	0
Intercall	0.00%	0
Mainstream Media	0.00%	0
Meeting Tomorrow	0.00%	0
vConference	0.00%	0
Total Respondents: 76		

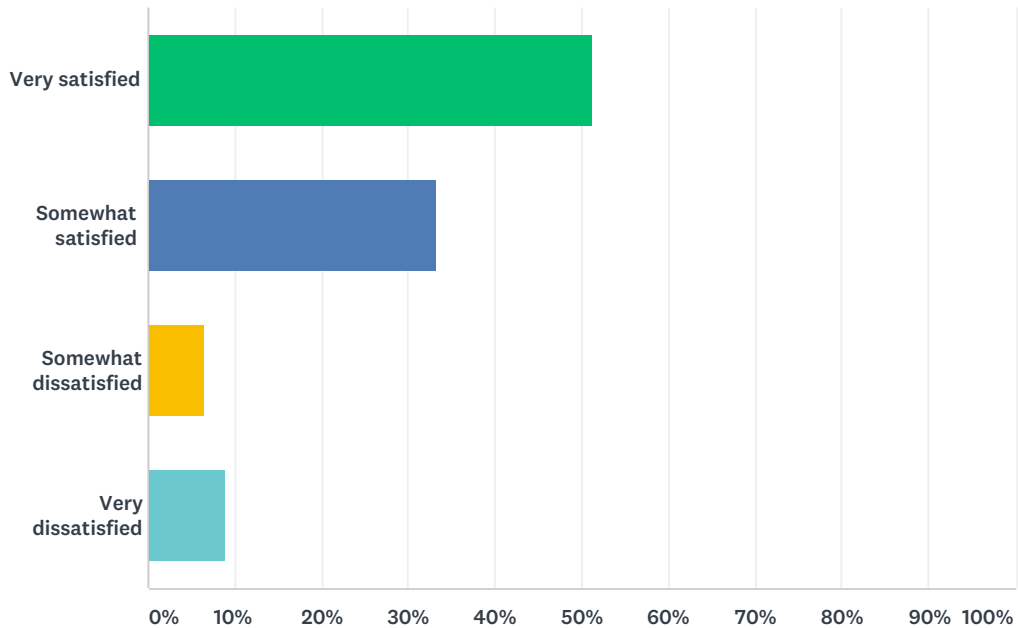
#	OTHER (PLEASE SPECIFY)	DATE
1	ACPEN, Sunflower Development	6/29/2018 2:00 PM
2	Mediasite	6/29/2018 9:53 AM
3	Fuze (before it was bought by Thinking Phone)	6/28/2018 10:29 PM
4	webinarjam	6/28/2018 1:22 PM
5	Anymeeting	6/28/2018 11:15 AM
6	Big Blue Button	6/26/2018 11:43 PM

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7	Blackboard Collaborate Institutional Videoconferencing System	6/22/2018 4:08 AM
8	join.me	6/21/2018 11:58 AM
9	Playback Now	6/21/2018 10:55 AM
10	no longer in business	6/21/2018 10:37 AM
11	Brazen	6/21/2018 10:09 AM
12	Our onsite AV vendor had the technology platform and we then embedded the link to the sessions into our LMS for attendees to either "attend" at the time of the session or back and "attend" the session at a time convenient for them.	6/20/2018 1:22 PM
13	owned platform	6/20/2018 9:32 AM
14	local provider here in South Africa (Ant Farm)	6/19/2018 5:11 AM
15	CE21	6/15/2018 3:19 PM
16	Our AV company uses their own system/server to host webcasts	6/15/2018 10:58 AM
17	For our major event (our virtual annual meeting), our A/V provider for the live event provides the capture services and we host the recordings in our LMS.	6/12/2018 9:50 AM
18	Confex and Freeman AV	6/12/2018 9:10 AM
19	Learning Times	6/11/2018 2:51 PM
20	InReachCE	6/11/2018 12:44 PM
21	Private web company who runs the video through YouTube	6/11/2018 10:46 AM
22	Beacon	6/11/2018 10:41 AM
23	BlazeStream	6/11/2018 10:16 AM
24	vFairs	6/11/2018 10:14 AM

Q28 Overall, how satisfied was your organization with its virtual event? (If you have offered more than one virtual event, please answer based on typical event.)

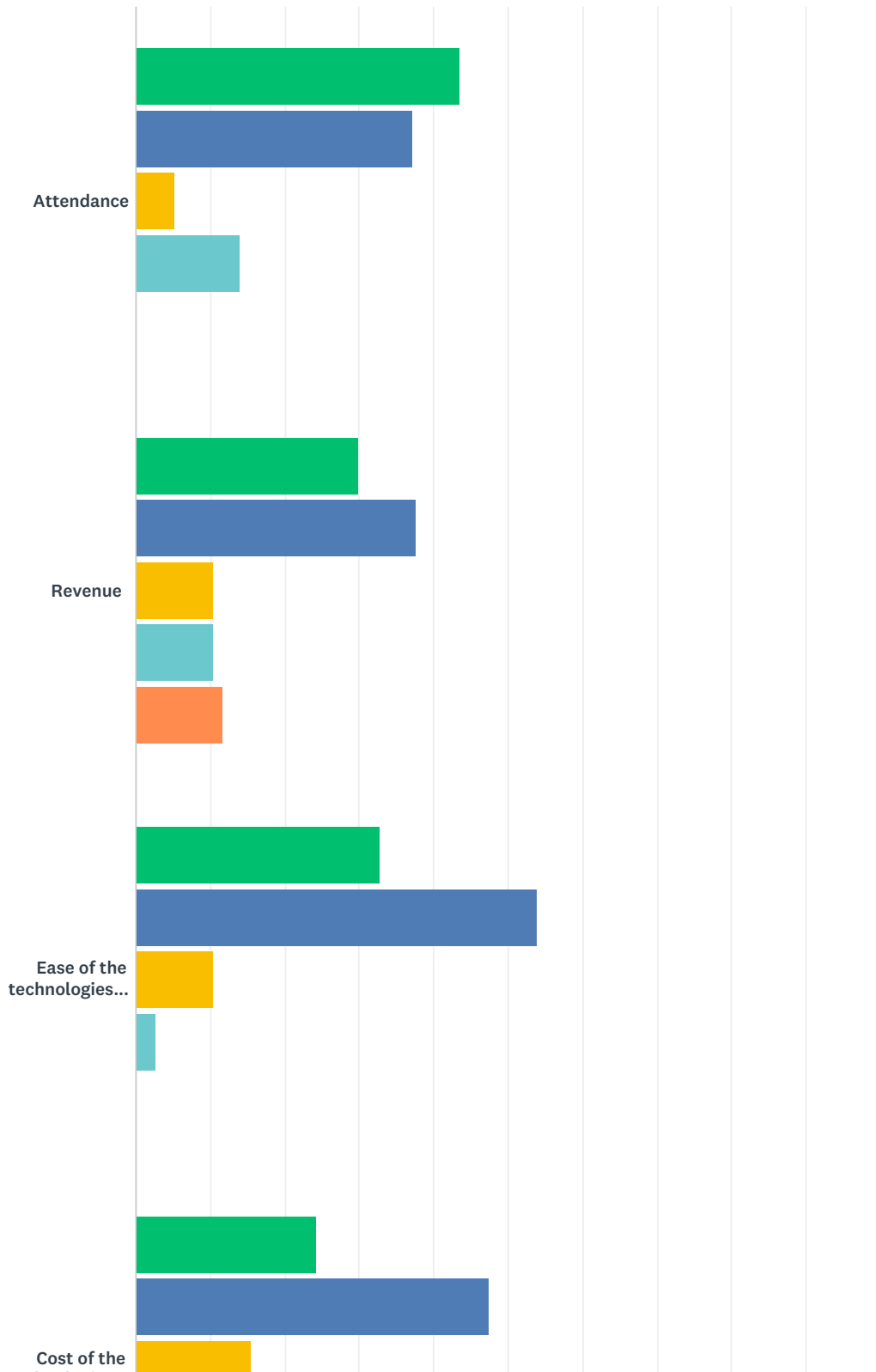
Answered: 78 Skipped: 151



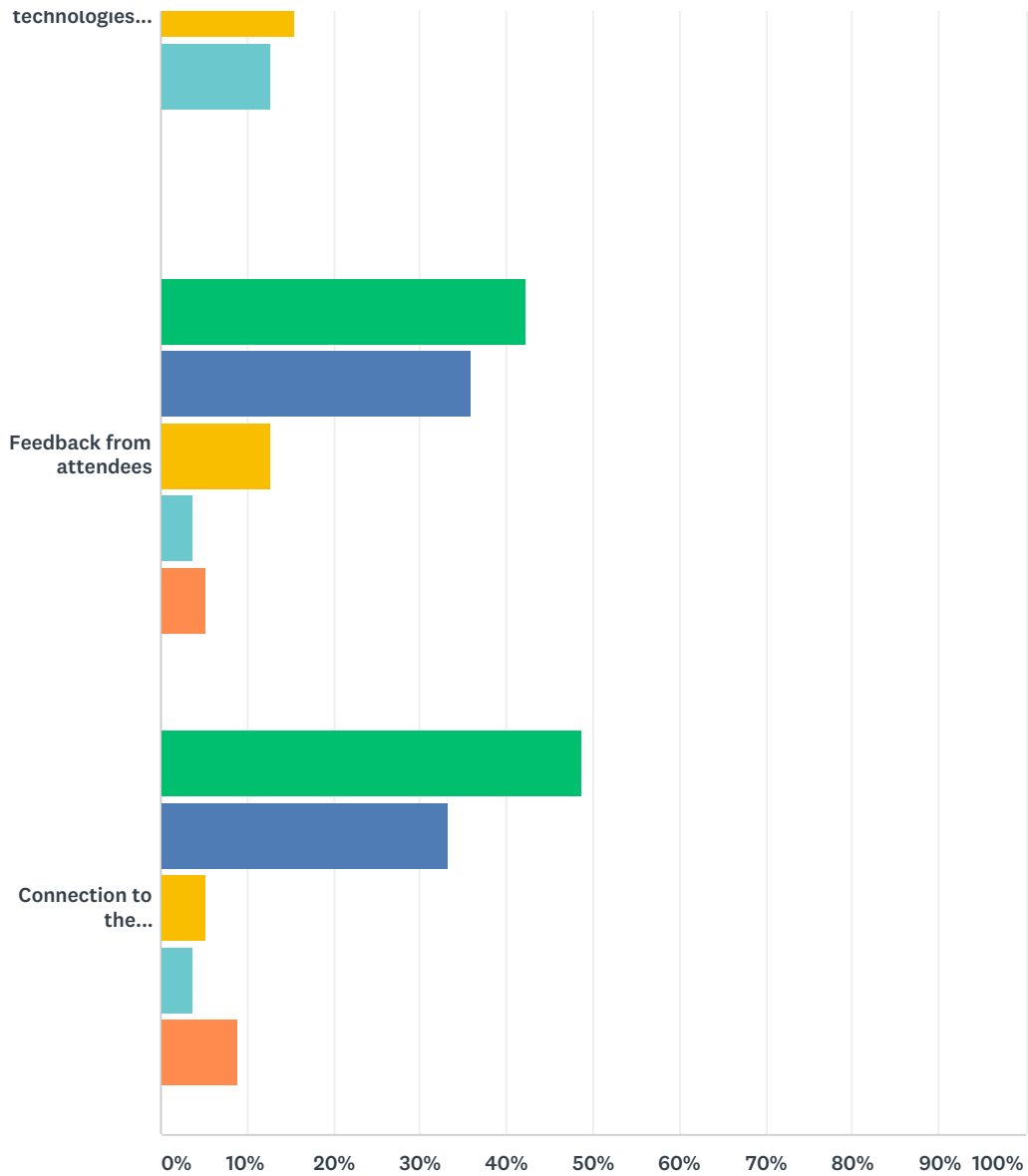
ANSWER CHOICES	RESPONSES	
Very satisfied	51.28%	40
Somewhat satisfied	33.33%	26
Somewhat dissatisfied	6.41%	5
Very dissatisfied	8.97%	7
TOTAL		78

Q29 How satisfied or dissatisfied was your organization with its virtual event in terms of the specific items below? (If you have offered more than one virtual event, please answer based on typical event.)

Answered: 78 Skipped: 151



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■ Very satisfied
 ■ Somewhat satisfied
 ■ Somewhat dissatisfied
■ Very dissatisfied
 ■ Not applicable

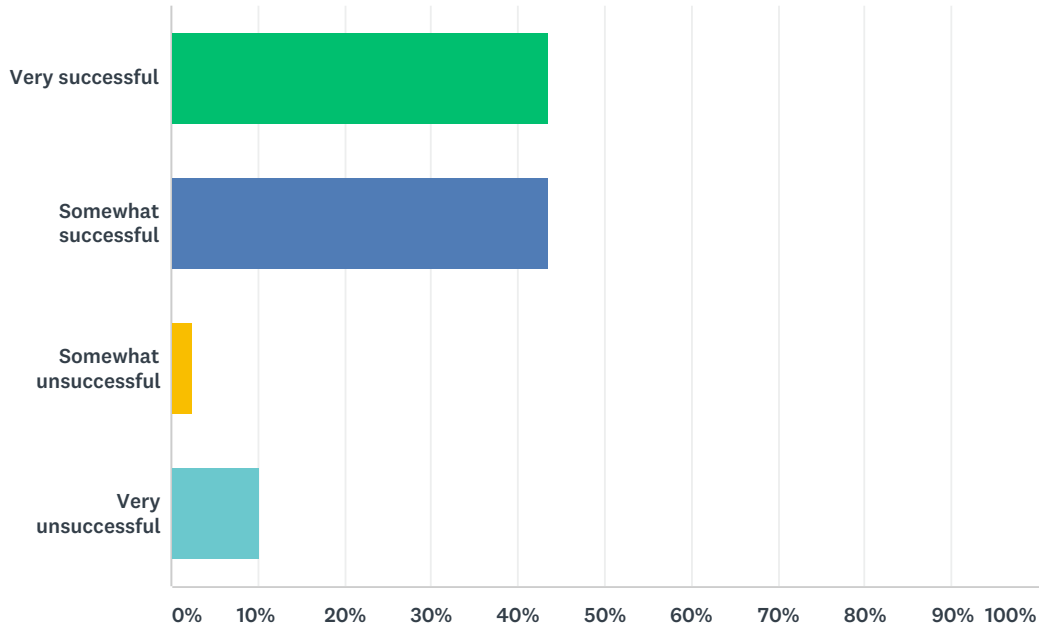
	VERY SATISFIED	SOMEWHAT SATISFIED	SOMEWHAT DISSATISFIED	VERY DISSATISFIED	NOT APPLICABLE	TOTAL
Attendance	43.59% 34	37.18% 29	5.13% 4	14.10% 11	0.00% 0	78
Revenue	29.87% 23	37.66% 29	10.39% 8	10.39% 8	11.69% 9	77
Ease of the technologies used	32.89% 25	53.95% 41	10.53% 8	2.63% 2	0.00% 0	76
Cost of the technologies used	24.36% 19	47.44% 37	15.38% 12	12.82% 10	0.00% 0	78
Feedback from attendees	42.31% 33	35.90% 28	12.82% 10	3.85% 3	5.13% 4	78

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Connection to the organization's strategic plan or the direction set by leadership	48.72% 38	33.33% 26	5.13% 4	3.85% 3	8.97% 7	78
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Q30 Overall, how would you rate the success of your organization's virtual event? (If you have offered more than one virtual event, please answer based on typical event.)

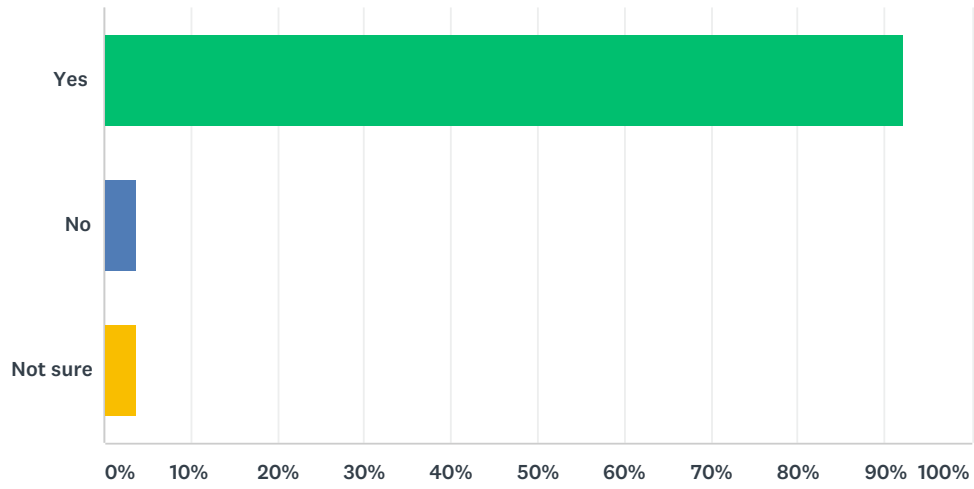
Answered: 78 Skipped: 151



ANSWER CHOICES	RESPONSES	
Very successful	43.59%	34
Somewhat successful	43.59%	34
Somewhat unsuccessful	2.56%	2
Very unsuccessful	10.26%	8
TOTAL		78

Q31 Do you plan to offer another virtual event in the future?

Answered: 78 Skipped: 151



ANSWER CHOICES	RESPONSES	
Yes	92.31%	72
No	3.85%	3
Not sure	3.85%	3
TOTAL		78

Q32 Do you have lessons to share with your peers about offering successful virtual events? Please note that your lessons learned may be couched in positive terms (e.g., be sure to do X) or in negative terms (e.g., do not do Y).

Answered: 40 Skipped: 189

#	RESPONSES	DATE
1	Be sure to get feedback from participants, for valuable considerations to move forward with.	6/29/2018 3:43 PM
2	Work closely with instructors when simulcasting so that they recognize both the in-person and virtual audiences.	6/29/2018 2:03 PM
3	Think of it as a work in progress.	6/29/2018 10:22 AM
4	it was a smooth event and the client was in charge of all logistics, we just delivered content.	6/29/2018 10:11 AM
5	Make sure that presenters are comfortable presenting in front of a camera but with little to no audience in front of them.	6/29/2018 9:59 AM
6	Getting people comfortable with the platform / technology remains crucial. And people do NOT like turning on their cameras for live video conferencing! LOL	6/29/2018 9:54 AM
7	I'm still learning a ton so I don't know that I have enough feedback yet to share but would gladly share later when I can wrap my mind around it all.	6/28/2018 10:04 PM
8	1) Start small, expecting 4-6 attendees, in order to practice before trying to get larger audiences. 2) Start marketing to your current client base, which is much easier than trying to find new markets. You can do that once you see attendees are happy with what they experience. Current clients are also typically more generous if you mess up from time to time. 3) Offer online topics that are slightly different than live in place offerings, to distinguish a little from what you do in place. Or you can offer something that goes more in depth on a particular topic. This way you can get return clients who may have attended an in place event.	6/28/2018 1:47 PM
9	We use virtual seminars and workshops to give a preliminary view of our topics in key areas of personal and professional development and offer practical and immediately actionable tools and strategies. Once this is accomplished we invite to a live event or course.	6/28/2018 1:29 PM
10	No	6/28/2018 11:16 AM
11	Invite people on different platforms and use the various platforms to increase attendees. Always have a hashtag and sign up for the various social media platforms related to events. Plancast was a really great one in the beginning, now out of use, because you could invite people via Twitter as the virtual event was in progress. When doing a free event, remind people via text message to improve attendance.	6/27/2018 5:34 PM
12	Market it appropriately. Do not discount registration. We only streamed one room, so it was only a partial virtual event (due to cost of the technology) but our PD director did ensure popular topics were in that room.	6/27/2018 8:57 AM
13	Not right now	6/26/2018 9:55 AM
14	Prepare more than very well and test test w test participants - and evaluate	6/24/2018 3:21 AM
15	Be sure to have a strong technical support team in place. This is especially important at the beginning of the event when learners are becoming familiar with the virtual event system.	6/22/2018 3:53 PM
16	As a distributed university with students and staff collaborating over significant distances, our learning events rely on virtual delivery - it's part of our DNA. Experience has taught us that synchronous face to face and virtual events are not as effective as a mix. It doesn't provide an equitable experience. Increasingly, where appropriate, we use one medium and it tends to be virtual.	6/22/2018 4:12 AM
17		6/21/2018 2:49 PM

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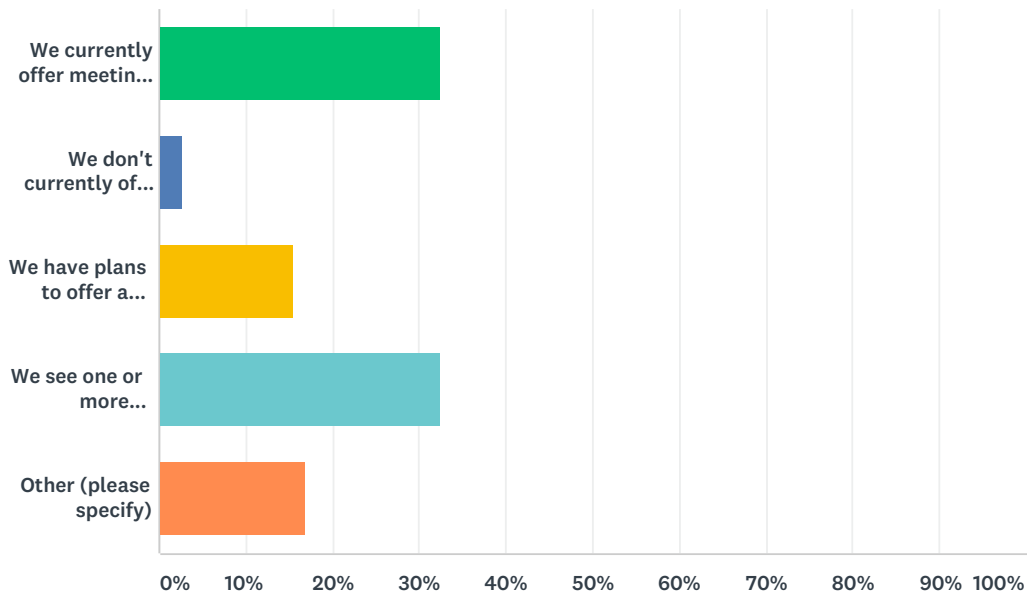
18	- make sure you can mute participants (if they put you on hold you may be listening to music) - good topic, of great interest will bring people - do a dry run with your technology, or have tech support - good slides / images - important - get participants interacting with dialogue, small groups, tech surveys, etc	6/21/2018 12:02 PM
19	Virtual events are all about pre-production and making sure that all speakers and those involved are well prepared for the format that you are providing. Pre-production of all content and allowing time to test the experience prior to delivery to the customer will assure success.	6/21/2018 10:57 AM
20	Do have a contingency plan in case of issues with technology, speakers, etc.	6/21/2018 7:03 AM
21	With any virtual event you need to make sure that the internet usage provided by your venue has the capabilities to produce what you need. If they have a general Wifi code for the meeting, the attendees will use all of that and it will cause the event to buffer. It's good to ask what the cost of having your own Wifi for just the "media" at the venue. Many venues offer both.	6/20/2018 2:07 PM
22	Clear marketing and support for virtual attendees as that was our biggest negative feedback for our virtual event so far. We have learned that if you are going to do a virtual event in conjunction with a placed based event it is important to market this option at the same time you open live registration otherwise you loose your audience as our first year we didn't meet budget, the second time with this approach we exceeded budget.	6/20/2018 1:25 PM
23	test connectivity from a user standpoint - make sure what you are using works in practice for the virtual audience and have a back up plan for when it does not. build the engagement process into the original project plan use interactivity and incentivization to make sure eyeballs are on the conference avoid negative language	6/20/2018 9:35 AM
24	Not really, it is an annual Lecture that our members expect to be available for live streaming. We do not run this for any revenue/profit.	6/19/2018 5:13 AM
25	We initially thought that all of the virtual event platforms were the same. But, after performing the due diligence on the various platforms we found that there is a huge difference in the various virtual conference companies. Some were based over seas with a skeleton staff. Be sure to do your home work when vetting providers. Test calling their customer service department. Ask lots of questions about the hosting, data security, reliability, redundancy, etc.	6/18/2018 8:18 AM
26	If you want to do it effectively, it's way more work than you think!	6/15/2018 3:20 PM
27	Virtual events, depending on scale, are expensive. Ensure you have means to sustain, registration/supporter fees to cover. Organizations should ensure providers have a written plan for how virtual event will function, as well redundancy plans if technology fails. Virtual events should be run by skilled technicians. For our virtual event, we stream live and then put content online within 24 hours (up to 30 days). This creates a redundancy if technology fails on-site, and provides leisurely access to content. Not all speakers want to be recorded/streamed live. Ensure you have permission to stream before content is publicized.	6/15/2018 11:01 AM
28	Establish goals and objectives as a first step to help guide your decisions moving forward. Be sure to solicit feedback so you know what worked and what didn't for your audience.	6/14/2018 11:17 AM
29	We had technical difficulties with software, attendance was nominal, not worth the effort. People are not really interested in virtual no matter how much they state they want more online learning opportunities.	6/14/2018 10:40 AM
30	Good upfront marketing.	6/12/2018 1:21 PM
31	Just because you can capture a lot of content from a live event, be strategic about what you include in your virtual event. Focus on your audience's primary needs and learning goals to drive this selection. Also, many of our learners are interested in accessing the content only and not in the continuing education credit -this has influenced how we structure the online access.	6/12/2018 9:53 AM
32	Be sure to have a test run of the entire virtual event prior to it going live with at least one user not associated with your organization as a way to perform a way to uncover major usability or experience issues before your virtual event actually goes live. Similarly, do a dry run with each presenter and set clear expectations (how to start the session, how to end it, and what plan B for the most common technical issues). Don't over-complicate the experience, meaning don't enable any and all features because they are true. Be very deliberate about selecting tools that will create the user/learner experience you are seeking to create. The technology should be as invisible as it can be and should be there to help facilitate the learning experience. Don't expect that presenters that are "great" in-person will be equally great online. That is not always the case. In a nutshell, don't make assumptions about your presenters or learners. Test it all.	6/11/2018 4:47 PM

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33	Understand "why" you are offering virtual events and set expectations accordingly.	6/11/2018 12:47 PM
34	I've given several presentations on this topic. A text box is woefully inadequate to answer this question.	6/11/2018 11:48 AM
35	Be sure to take into account busier times for attendees that may cause low participation	6/11/2018 10:56 AM
36	i wish technology would allow for the sharing of more video clips and more easily break into small groups.	6/11/2018 10:51 AM
37	Ensure your content is valuable not matter the audience but especially for virtual. Engage with online attendees and promote their involvement.	6/11/2018 10:47 AM
38	Be sure to emphasize the interactivity and networking capability of event	6/11/2018 10:42 AM
39	Takes a lot of lead time and marketing that we just didn't have the resources for, us it is very expensive	6/11/2018 10:33 AM
40	be sure to make it interactive. Ask the audience questions to chat over in your discussion. Draw those comments into your presentations.	6/11/2018 10:30 AM

Q33 Which of the following statements best reflects why you have not offered a virtual event and do not plan to offer one in the next 12 months?

Answered: 71 Skipped: 158



ANSWER CHOICES	RESPONSES
We currently offer meetings and/or other types of events, but a virtual event doesn't make sense for our organization.	32.39% 23
We don't currently offer meetings and/or other types of events, and a virtual event doesn't make sense for our organization.	2.82% 2
We have plans to offer a virtual event, but it will not be offered in the next 12 months.	15.49% 11
We see one or more significant barriers to offering a virtual event.	32.39% 23
Other (please specify)	16.90% 12
TOTAL	71

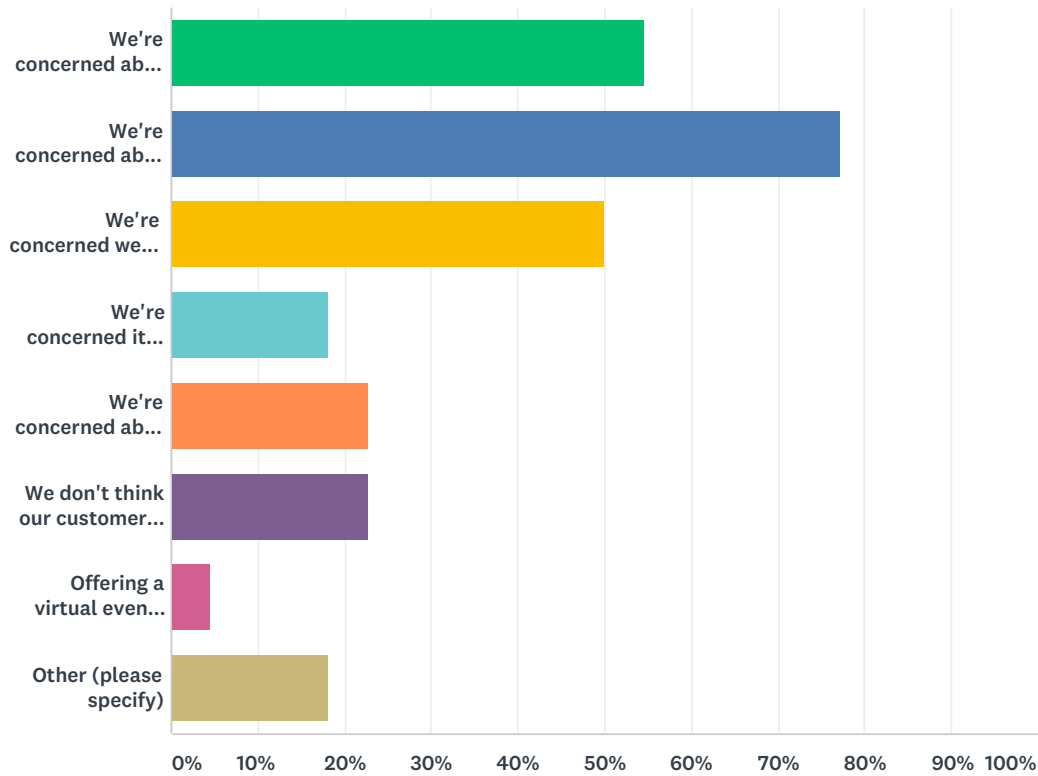
#	OTHER (PLEASE SPECIFY)	DATE
1	They live ILY and not willing to improve.	6/29/2018 6:32 PM
2	Most of our Members are local	6/29/2018 10:49 AM
3	Never heard of it until now	6/29/2018 10:29 AM
4	We currently offer meetings and other events, including virtual webinars for education, but haven't figured out the best way to hold a virtual event as defined in this survey	6/27/2018 10:04 PM
5	Need to bring the board to this perspective of current reality; cost and staff needed to implement are barriers	6/27/2018 12:13 PM
6	Our organization hasn't thought about it.	6/26/2018 9:57 AM
7	We speak at in-person meetings and virtual meetings	6/20/2018 9:26 PM
8	We are gradually increasing our education offerings. We don't plan to offer virtual events now but may consider them in the future.	6/19/2018 11:11 AM
9	Haven't seen market value for virtual event by your definition.	6/13/2018 11:56 AM

2018 Virtual Events Survey

10	We offer many in-person and webinar options, however we don't want to cannibalize current offerings	6/12/2018 11:15 AM
11	Perception that virtual meeting could cannibalize the place-based meeting	6/11/2018 10:38 AM
12	We are exploring the idea now. It will probably be more than 12 months down the road before we offer something.	6/11/2018 10:17 AM

Q34 What are the biggest concerns your organization sees in offering a virtual event? Please check no more than three that your organization considers most important.

Answered: 22 Skipped: 207



ANSWER CHOICES	RESPONSES	
We're concerned about the cost of offering a virtual event.	54.55%	12
We're concerned about the complexity of the technology.	77.27%	17
We're concerned we won't get the level of attendance we hope for.	50.00%	11
We're concerned it will hurt attendance at our place-based events.	18.18%	4
We're concerned about the quality of the learning experience.	22.73%	5
We don't think our customers or members want a virtual event.	22.73%	5
Offering a virtual event doesn't make sense for our type of organization.	4.55%	1
Other (please specify)	18.18%	4
Total Respondents: 22		

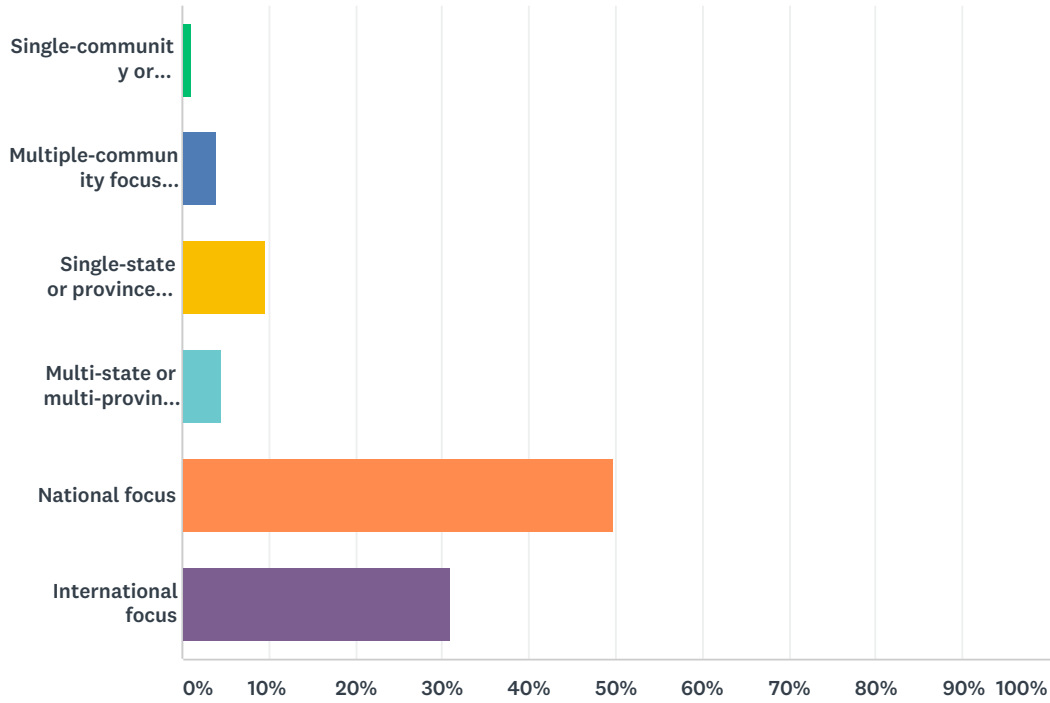
#	OTHER (PLEASE SPECIFY)	DATE
1	Fledgling learning portfolio, so not sure if we're at a "virtual event" stage	6/29/2018 1:08 PM
2	Time, money, planning	6/28/2018 3:31 PM

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3	We are a small staff with a small budget - We don't have anyone on staff who could emcee or coordinate the virtual portion of the event and we don't have the funding at this point to hire someone to facilitate it. Our conference is small too - less than 100 attendees each year and very few breakout sessions. Many of our members are aging and at retirement age and prefer fax over email. I see the value in a virtual event, but at this time for our org. it doesn't make sense.	6/20/2018 9:19 AM
4	staff time	6/14/2018 9:26 AM

Q35 Which best describes the geographic focus of your organization (i.e., which best indicates the areas in which you actively solicit members or customers)?

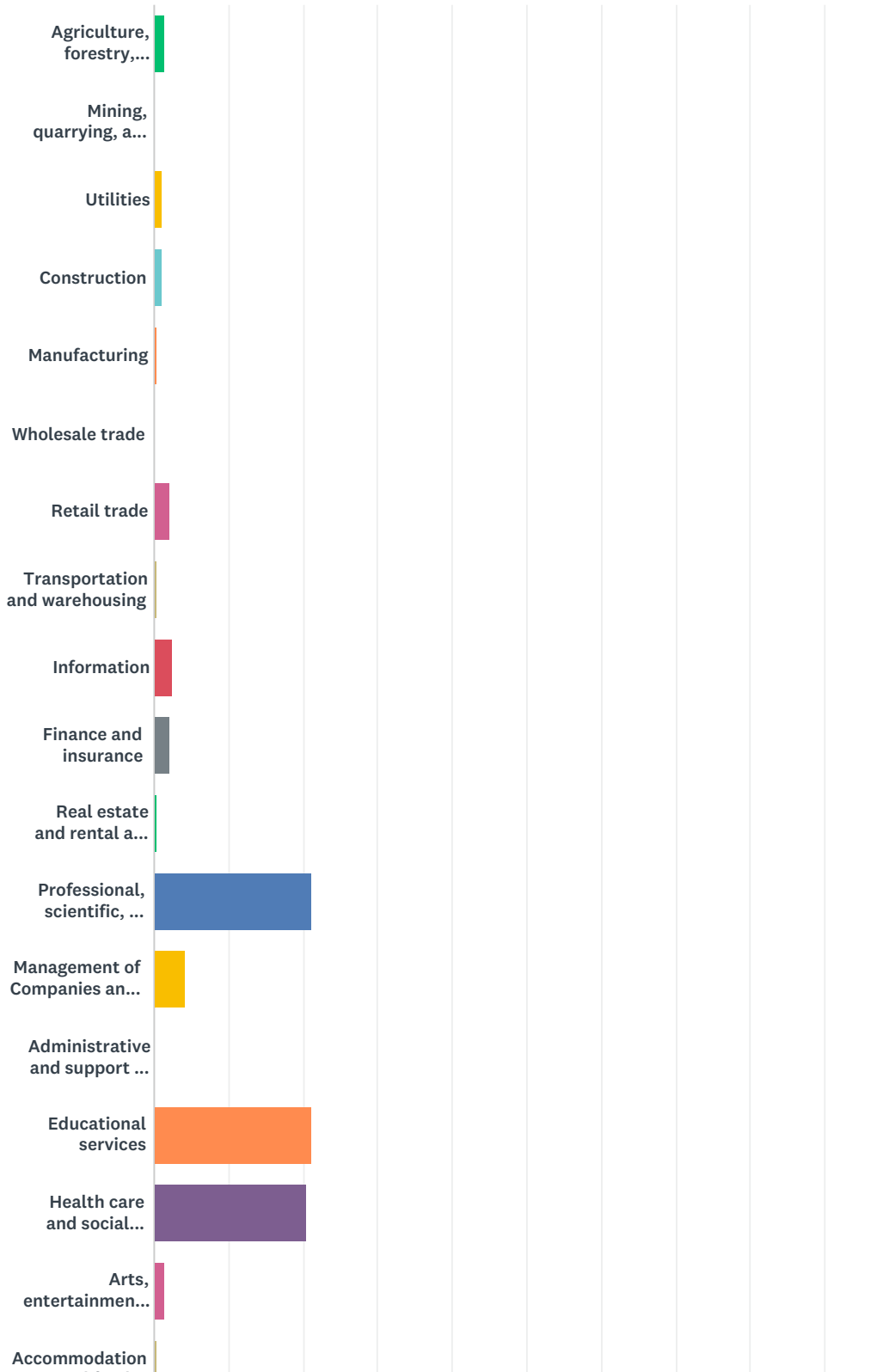
Answered: 197 Skipped: 32



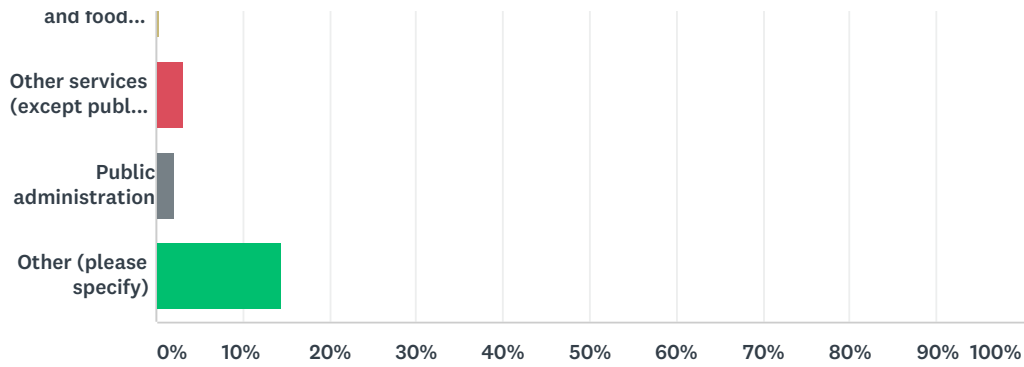
ANSWER CHOICES	RESPONSES	
Single-community or municipality focus	1.02%	2
Multiple-community focus within one state	4.06%	8
Single-state or province focus	9.64%	19
Multi-state or multi-province focus	4.57%	9
National focus	49.75%	98
International focus	30.96%	61
TOTAL		197

Q36 Which of the following best describes your organization's industry? (The options are based on the North American Industry Classification System.)

Answered: 195 Skipped: 34



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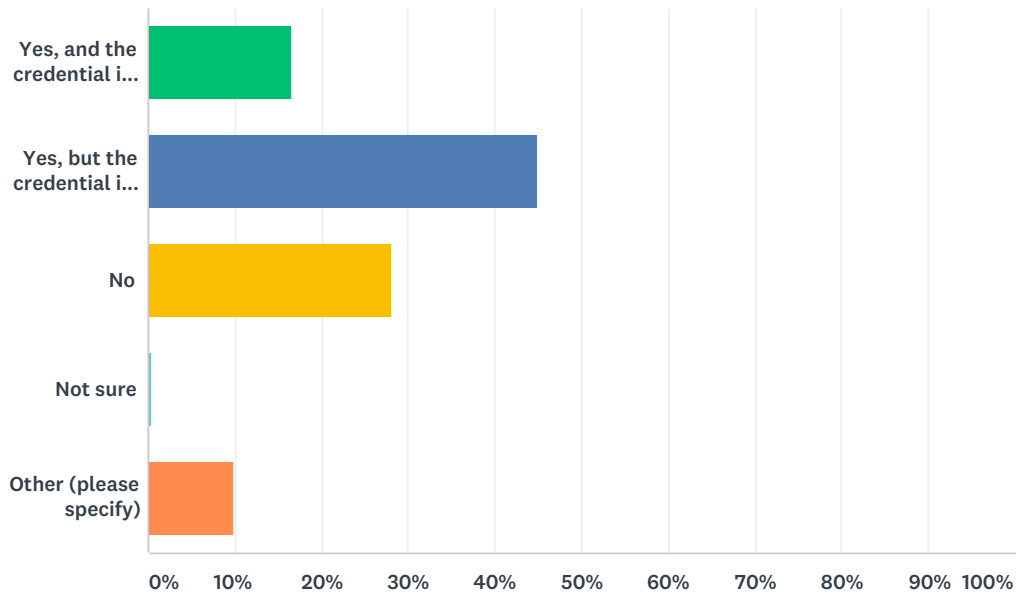


ANSWER CHOICES	RESPONSES
Agriculture, forestry, fishing, and hunting	1.54% 3
Mining, quarrying, and oil and gas extraction	0.00% 0
Utilities	1.03% 2
Construction	1.03% 2
Manufacturing	0.51% 1
Wholesale trade	0.00% 0
Retail trade	2.05% 4
Transportation and warehousing	0.51% 1
Information	2.56% 5
Finance and insurance	2.05% 4
Real estate and rental and leasing	0.51% 1
Professional, scientific, and technical services	21.03% 41
Management of Companies and Enterprises	4.10% 8
Administrative and support and waste management and remediation services	0.00% 0
Educational services	21.03% 41
Health care and social assistance	20.51% 40
Arts, entertainment, and recreation	1.54% 3
Accommodation and food services	0.51% 1
Other services (except public administration)	3.08% 6
Public administration	2.05% 4
Other (please specify)	14.36% 28
TOTAL	195

#	OTHER (PLEASE SPECIFY)	DATE
1	Online courses in self realization and personal growth	6/29/2018 3:44 PM
2	Nonprofit-Educational	6/29/2018 9:59 AM
3	Our resources are applicable to all industries, our members represent more than 45 industries	6/29/2018 9:10 AM

Q38 Does your organization offer a credential or provide education in support of a credential in the field or industry you serve? Credentials include licensure, certification, accreditation, recognition designations, and certificates.

Answered: 193 Skipped: 36



ANSWER CHOICES	RESPONSES	
Yes, and the credential is required	16.58%	32
Yes, but the credential is not required	45.08%	87
No	27.98%	54
Not sure	0.52%	1
Other (please specify)	9.84%	19
TOTAL		193

#	OTHER (PLEASE SPECIFY)	DATE
1	some instructors offer continuing education units to nurses, therapists and others	6/29/2018 3:46 PM
2	since we are a college we offer awards (certificates, diplomas, degrees). For our faculty we offer Professional Development but none of it is required.	6/29/2018 10:43 AM
3	Yes, but not for the sessions I manage	6/28/2018 2:32 PM
4	Not yet but that is in our plans	6/28/2018 1:53 PM
5	Our education workshops etc.generally do not include certificates	6/28/2018 11:43 AM
6	Our educational programs fill CE requirements for several credentials	6/28/2018 9:40 AM
7	Our credential is not required, but a license is - we offer both	6/27/2018 1:48 PM
8	We provide CE to support regulatory license renewals	6/26/2018 11:26 AM

Q39 How many paid staff does your organization currently have?

Answered: 190 Skipped: 39

#	RESPONSES	DATE
1	2.5	7/13/2018 10:37 AM
2	17.0	7/2/2018 5:27 AM
3	1.0	7/1/2018 7:47 PM
4	51.0	7/1/2018 7:46 AM
5	4.0	6/29/2018 10:52 PM
6	7.0	6/29/2018 8:06 PM
7	20000.0	6/29/2018 6:33 PM
8	7.0	6/29/2018 4:50 PM
9	1.0	6/29/2018 3:46 PM
10	54.0	6/29/2018 3:28 PM
11	0.0	6/29/2018 3:17 PM
12	28.0	6/29/2018 2:04 PM
13	15.0	6/29/2018 1:13 PM
14	7.0	6/29/2018 1:07 PM
15	110.0	6/29/2018 12:03 PM
16	77.0	6/29/2018 11:23 AM
17	85.0	6/29/2018 11:16 AM
18	15.0	6/29/2018 10:51 AM
19	3.0	6/29/2018 10:21 AM
20	2.0	6/29/2018 10:06 AM
21	20.0	6/29/2018 10:02 AM
22	85.0	6/29/2018 10:01 AM
23	20.0	6/29/2018 9:55 AM
24	20.0	6/29/2018 9:52 AM
25	13.0	6/29/2018 9:51 AM
26	3.0	6/29/2018 9:48 AM
27	5.0	6/29/2018 9:47 AM
28	60.0	6/29/2018 9:36 AM
29	68.0	6/29/2018 9:12 AM
30	55.0	6/29/2018 8:36 AM
31	1.5	6/29/2018 6:20 AM
32	1.0	6/29/2018 4:13 AM
33	2.0	6/28/2018 10:33 PM
34	3.0	6/28/2018 10:05 PM
35	1.0	6/28/2018 3:33 PM

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36	4.0	6/28/2018 2:32 PM
37	7.0	6/28/2018 1:54 PM
38	5.0	6/28/2018 1:30 PM
39	0.0	6/28/2018 1:29 PM
40	4.0	6/28/2018 11:43 AM
41	1.0	6/28/2018 11:30 AM
42	1.0	6/28/2018 11:22 AM
43	0.0	6/28/2018 11:17 AM
44	2.0	6/28/2018 11:10 AM
45	7.0	6/28/2018 9:41 AM
46	12.0	6/27/2018 10:06 PM
47	5.0	6/27/2018 5:35 PM
48	1.0	6/27/2018 2:13 PM
49	30.0	6/27/2018 1:51 PM
50	13.0	6/27/2018 1:49 PM
51	1.0	6/27/2018 12:15 PM
52	2.0	6/27/2018 10:44 AM
53	5.0	6/27/2018 10:39 AM
54	5.0	6/27/2018 8:57 AM
55	1.5	6/27/2018 7:48 AM
56	6.0	6/26/2018 11:45 PM
57	2.5	6/26/2018 3:56 PM
58	7.0	6/26/2018 3:00 PM
59	60.0	6/26/2018 2:51 PM
60	6.0	6/26/2018 1:23 PM
61	2.0	6/26/2018 11:26 AM
62	52.0	6/26/2018 11:13 AM
63	9.0	6/26/2018 11:12 AM
64	8.0	6/26/2018 11:00 AM
65	8.0	6/26/2018 10:55 AM
66	120.0	6/26/2018 9:59 AM
67	85.0	6/26/2018 9:57 AM
68	40.0	6/26/2018 9:57 AM
69	32.0	6/26/2018 9:51 AM
70	100.0	6/25/2018 12:43 PM
71	38.0	6/24/2018 9:55 AM
72	1.0	6/24/2018 3:23 AM
73	2000.0	6/22/2018 6:54 PM
74	700.0	6/22/2018 3:55 PM
75	6.0	6/22/2018 7:16 AM
76	23.0	6/21/2018 7:05 PM

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77	150.0	6/21/2018 2:50 PM
78	100.0	6/21/2018 1:35 PM
79	4.0	6/21/2018 1:08 PM
80	230.0	6/21/2018 12:26 PM
81	7.0	6/21/2018 12:05 PM
82	72.0	6/21/2018 10:59 AM
83	13.0	6/21/2018 10:39 AM
84	6.0	6/21/2018 10:32 AM
85	55.0	6/21/2018 10:11 AM
86	33.0	6/21/2018 10:10 AM
87	35.0	6/21/2018 10:09 AM
88	4.0	6/21/2018 7:04 AM
89	1.0	6/20/2018 9:28 PM
90	2.0	6/20/2018 2:09 PM
91	250.0	6/20/2018 1:58 PM
92	9.0	6/20/2018 1:26 PM
93	8.0	6/20/2018 1:01 PM
94	4500.0	6/20/2018 10:51 AM
95	12.0	6/20/2018 10:03 AM
96	46000.0	6/20/2018 9:36 AM
97	15.0	6/20/2018 9:25 AM
98	8.0	6/20/2018 9:20 AM
99	3.0	6/20/2018 9:13 AM
100	3.0	6/20/2018 8:50 AM
101	22.0	6/20/2018 8:45 AM
102	23.0	6/19/2018 10:45 PM
103	4.0	6/19/2018 7:44 PM
104	1.0	6/19/2018 7:13 PM
105	35.0	6/19/2018 11:18 AM
106	5.0	6/19/2018 11:13 AM
107	30.0	6/19/2018 10:58 AM
108	200.0	6/19/2018 10:24 AM
109	5.0	6/19/2018 9:43 AM
110	22.0	6/19/2018 9:17 AM
111	35.0	6/19/2018 9:13 AM
112	35.0	6/19/2018 9:12 AM
113	7.0	6/19/2018 5:14 AM
114	16.0	6/18/2018 4:10 PM
115	6.0	6/18/2018 12:55 PM
116	23.0	6/18/2018 10:02 AM
117	20.0	6/18/2018 9:47 AM

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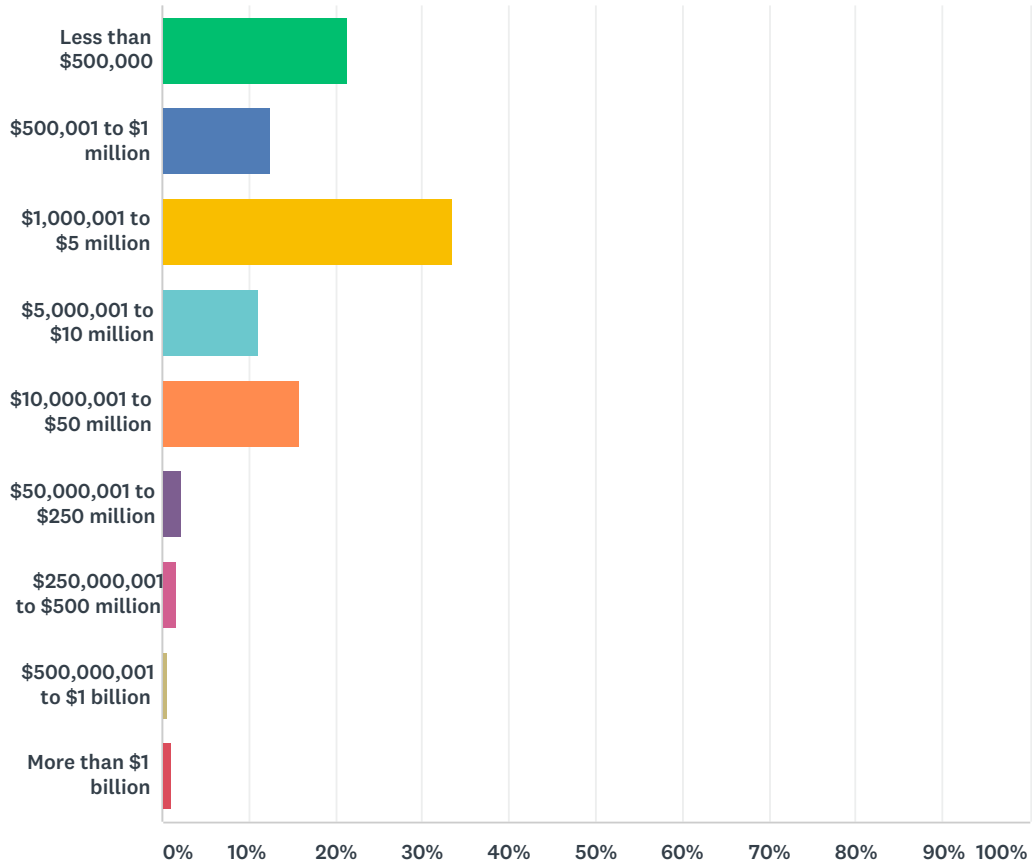
118	60.0	6/18/2018 8:19 AM
119	5.0	6/15/2018 3:20 PM
120	6.0	6/15/2018 12:00 PM
121	70.0	6/15/2018 11:57 AM
122	21.0	6/15/2018 11:02 AM
123	14.0	6/15/2018 10:06 AM
124	14.0	6/15/2018 9:45 AM
125	7.0	6/15/2018 6:58 AM
126	19.0	6/15/2018 5:54 AM
127	3.0	6/14/2018 1:42 PM
128	50.0	6/14/2018 12:48 PM
129	14.0	6/14/2018 12:23 PM
130	80.0	6/14/2018 11:18 AM
131	220.0	6/14/2018 10:40 AM
132	4.0	6/14/2018 9:53 AM
133	25.0	6/14/2018 9:42 AM
134	150.0	6/14/2018 9:38 AM
135	55.0	6/14/2018 9:29 AM
136	175.0	6/14/2018 8:35 AM
137	12.0	6/14/2018 8:22 AM
138	48.0	6/13/2018 12:55 PM
139	20.0	6/13/2018 12:48 PM
140	50.0	6/13/2018 11:58 AM
141	70.0	6/13/2018 11:49 AM
142	30.0	6/12/2018 5:01 PM
143	40.0	6/12/2018 2:24 PM
144	80.0	6/12/2018 1:22 PM
145	37.0	6/12/2018 12:50 PM
146	18.0	6/12/2018 11:16 AM
147	30.0	6/12/2018 9:53 AM
148	24.0	6/12/2018 9:39 AM
149	60.0	6/12/2018 9:13 AM
150	29.0	6/12/2018 12:00 AM
151	4.0	6/11/2018 4:49 PM
152	9.0	6/11/2018 3:13 PM
153	15.0	6/11/2018 2:53 PM
154	3.0	6/11/2018 2:40 PM
155	25.0	6/11/2018 2:19 PM
156	3.5	6/11/2018 12:48 PM
157	35.0	6/11/2018 12:39 PM
158	11.0	6/11/2018 12:22 PM

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159	44.0	6/11/2018 11:58 AM
160	250.0	6/11/2018 11:53 AM
161	15000.0	6/11/2018 11:39 AM
162	49.0	6/11/2018 11:35 AM
163	8.0	6/11/2018 11:23 AM
164	18.0	6/11/2018 11:20 AM
165	5.0	6/11/2018 10:59 AM
166	1.0	6/11/2018 10:57 AM
167	1.0	6/11/2018 10:53 AM
168	25.0	6/11/2018 10:53 AM
169	7.0	6/11/2018 10:49 AM
170	25.0	6/11/2018 10:47 AM
171	6.0	6/11/2018 10:47 AM
172	250.0	6/11/2018 10:47 AM
173	100.0	6/11/2018 10:44 AM
174	900.0	6/11/2018 10:43 AM
175	30.0	6/11/2018 10:40 AM
176	4.0	6/11/2018 10:40 AM
177	5.0	6/11/2018 10:38 AM
178	4.0	6/11/2018 10:34 AM
179	23.0	6/11/2018 10:31 AM
180	6.0	6/11/2018 10:22 AM
181	114.0	6/11/2018 10:19 AM
182	23.0	6/11/2018 10:19 AM
183	11.0	6/11/2018 10:18 AM
184	40.0	6/11/2018 10:18 AM
185	11.0	6/11/2018 10:17 AM
186	7.0	6/11/2018 10:17 AM
187	17.0	6/11/2018 10:12 AM
188	14.0	6/11/2018 10:08 AM
189	35.0	6/11/2018 10:04 AM
190	8.0	6/11/2018 10:04 AM

Q40 What is your organization's annual revenue (in U.S. dollars)?

Answered: 182 Skipped: 47



ANSWER CHOICES	RESPONSES	
Less than \$500,000	21.43%	39
\$500,001 to \$1 million	12.64%	23
\$1,000,001 to \$5 million	33.52%	61
\$5,000,001 to \$10 million	10.99%	20
\$10,000,001 to \$50 million	15.93%	29
\$50,000,001 to \$250 million	2.20%	4
\$250,000,001 to \$500 million	1.65%	3
\$500,000,001 to \$1 billion	0.55%	1
More than \$1 billion	1.10%	2
TOTAL		182