

Registered  
**Rep.**

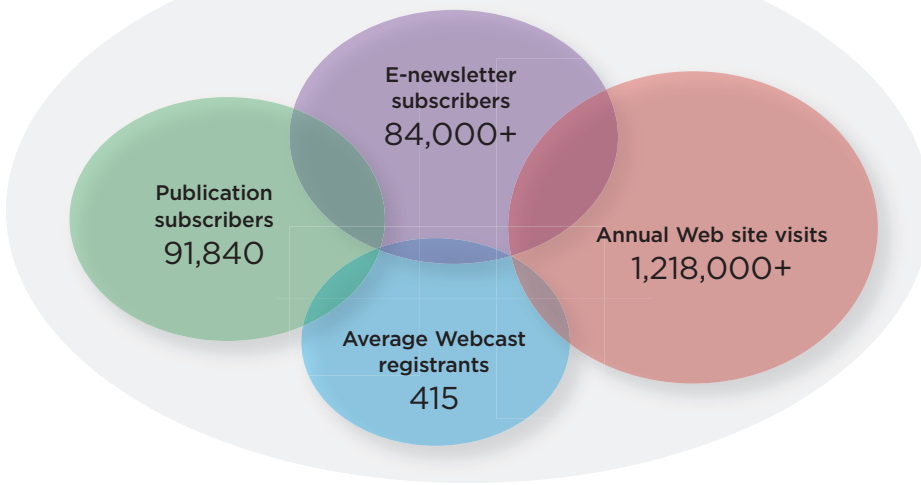
2011

Guide To Integrated  
Marketing Services

## Registered Rep. is the foremost media brand for today's top brokers, financial advisors and financial planners

Registered Rep. serves skilled financial professionals who are licensed to sell a broad range of investment instruments. We provide these influential decision makers with unbiased insights on trends, regulatory concerns, practice management and investment advice designed to help them build and grow successful practices. And our suite of print, online and event products and services helps them serve their clients more effectively by providing targeted information whenever and wherever they're looking for it.

### Points Of Contact With Members Of The Registered Rep. Community



### Publication Subscribers

#### Primary job function

Stockbroker, registered rep.	50.4%
Financial planning	20.3%
RIAs	14.6%
Branch management	5.2%
Senior management	4.6%
Sales assistant	2.3%
Insurance sales	1.6%
Bank investment sales	1.0%

TOTAL: 91,840

Source June 2010 BPA

#### Type of firm

National wirehouse and regional brokerage	48.0%
Independent brokerage	23.7%
Financial planning/RIA firm	16.5%
Bank brokerage	6.2%
Insurance sales	4.9%
Other firms	0.7%

TOTAL: 91,840

#### Lists and Data Services

Postal records	97,629
Records with phone numbers	93,118
Records with email names	52,436

Lists managed by



## What we cover

Our experienced financial journalists provide our community members—your best prospects—with the latest industry news, expert analysis, research and best practices covering a wide range of financial topics, including:

- Alternative investments
- Annuities
- Asset management
- Broker profiles
- Career issues
- Charitable giving
- College planning
- Continuing education
- Corporate retirement plans
- Custody and clearing
- Estate planning
- Financial advisory teams
- Industry news
- Insurance
- Investing ideas
- Investment trends
- Legal and compliance issues
- Life settlement
- Marketing strategies
- Money managers
- Mutual funds
- Practice management
- Product profiles
- Real estate investments
- Recruiting trends
- Regulation matters
- Retirement planning
- RIA trends
- Socially responsible investing
- Software/technology
- Tax strategies
- Training & certification

# Registered Rep: Providing Unique Integrated Solutions Tailored To Achieving Your Targeted Marketing Objectives

Objective

## Market Positioning

### Tailored solutions

- Print publication advertising
- Custom supplements
- White papers
- Webcast sponsorships
- Podcast sponsorships
- Video sponsorships
- Seminars
- Event sponsorships

Objective

## Market Intelligence

### Tailored solutions

- Market research services
- Customer research services
- Brand awareness and recognition
- Consultations with industry experts (editors & others)
- Product pretest marketing services

Objective

## Web Traffic Development

### Tailored solutions

- Email services
- White papers
- Webcasts
- Podcasts
- Video
- List rental

Objective

## Branding

### Tailored solutions

- Print publication advertising
- Website advertising
- Newsletter advertising
- Webcast sponsorships
- Podcast sponsorships
- Video sponsorships
- Event sponsorships

Objective

## Database Management

### Tailored solutions

- List management
- Database development
- Deployment services
- List append services
- Data enhancement services
- Data hygiene services

Objective

## Face-To-Face Customer Engagement

### Tailored solutions

- Road shows
- Receptions
- Focus groups
- Trade show traffic development

Objective

## Thought Leadership Positioning

### Tailored solutions

- Print publication advertising
- Custom newsletters
- Educational services
- White paper services
- Webcasts
- Podcasts
- Videos
- Event sponsorships

Objective

## Custom Marketing Ideas

### Tailored solutions

- Custom print publications
- Custom newsletters
- Custom research services
- Custom microsites
- Custom seminars
- Community development services
- Event services

Objective

## Lead Generation

### Tailored solutions

- Print publication advertising
- Website advertising
- Newsletter advertising
- White paper services
- Webcasts
- Podcasts
- Video
- List rental

Objective

## Direct Marketing

### Tailored solutions

- Printing services
- Mailing services
- Email services
- Reprint services
- List rental
- List management
- Database development/management

Objective

## Trade Show Support

### Tailored solutions

- Preshow advertising services
- Show appointment scheduling
- Show video services
- Show Webcasts
- Show Podcasts

Objective

## Public Relations

### Tailored solutions

- Print publications
- Websites
- Newsletters
- Writing services

## Registered Rep. magazine is the industry's leading publication for the retail investment professional

The work of financial advisors is becoming increasingly complex as they take on more products and provide sophisticated, comprehensive money-management and planning services. They are dealing with the needs of high-net-worth families, aging Baby Boomers and millions of ordinary investors.

Each issue, our editors cover all the issues facing this evolving profession—from new products to regulatory changes and practice management topics. Whether the advisor is at a traditional wirehouse, regional shop or at an independent firm, *Registered Rep.* magazine provides the critical information that financial professionals need to succeed.

### Custom publishing

Our custom publishing capability is an important marketing tool for building your company's brand loyalty, allowing you to create and maintain an effective, personalized relationship with your customers. By utilizing our member database we can conduct custom research and produce white papers and supplements that can expand your business possibilities by providing specific insight about customers or prospects. And we provide more opportunities for you to target exactly the types of financial services professionals you want to reach with demographic and geographic inserts and supplements.

### Market research

Market research is a valuable tool that can help you better understand the markets you serve while creating greater opportunities to position your products and services. *Registered Rep.* can help you leverage the power of market research through a variety of programs that are custom-tailored to your specific objectives. These exclusive research programs can range from proprietary projects—concerning your market perceptions, new product launches, or competitors—to surveys that can result in white papers or company-sponsored marketing materials and conferences.

### Reprints

Our custom article reprints are high-quality reproductions of the original article reformatted to meet your special needs. You can add your company's logo or brief marketing copy to create a one-of-a-kind promotional piece that will impress your clients and prospects. Both paper and electronic versions of print articles are available at attractive rates.

In 2011, the editors of *Registered Rep.* will publish 12 monthly issues designed to help financial advisors stay on top of industry trends, manage their careers and better serve their clients.



## Regular features in Registered Rep.

- **Recruiting Trends**

Who has the best deals on the street? What kind of transfer assistance are independent firms and RIAs offering? Those questions are among the topics examined each month.

- **Retirement**

Retirement income strategies and annuities are explained monthly.

- **College Plans**

Planning for college is not as simple as just investing in your state's 529 plans. The tricks of the trade are featured each month.

- **The Inner Game**

Practice-building strategies with Matt Oechsli.

- **Mutual Fund Watch**

Insights from noted fund expert Stan Luxenberg.

- **Wealth Management Report**

This regular feature in *Registered Rep.* helps high-end financial advisors stay up to date on wealth management issues that affect wealthy clients.

- **Trends in ETF-land**

ETFs and ETNs have become centerpieces to many financial advisors' portfolio management. This monthly column explores, in a frank way, trends and strategies using ETFs.

# Registered Rep. 2011 Editorial Calendar

## JANUARY

### The Outlook for Investments

A survey of the outlook for fixed income, equities and commodities, including a special focus on asset allocation strategies.

### The Outlook for Advisors, Independents and RIAs

Rep. editors and writers survey industry leaders about what key factors will be driving the industry in 2011 and beyond.

### The Wealth Management Report

This new monthly column will address the main concern of wealth management: protecting aggregated wealth. Within that broad definition, we'll cover a number of disciplines, including fiduciary issues, tax planning (including estate planning and charitable giving), insurance strategies and even risk-management concepts.

### Webinar: Choosing Fixed Income Funds

#### Regular Monthly Features

- Recruiting trends
- The Inner Game: Practice Building Strategies with Matt Oechsli
- Mutual Fund Watch with noted fund expert Stan Luxenberg
- Wealth Management Report
- Retirement
- College plans
- Trends in ETF-land  
(ETFs and ETNs have become centerpieces to many financial advisors' portfolio management. This monthly column explores, in a frank way, trends and strategies using ETFs.)

#### Show Distribution

- 45th Annual Heckerling Institute on Estate Planning
- FSI Broker Dealer Conference

#### Bonus to Advertisers

Ad Recall Survey

**Ad Closing:** December 7

**Materials Due:** December 10

## FEBRUARY

### Rethinking Retirement

Financial planning issues facing baby boomers as they hit retirement.

### Special Report: Alternative Investments

- A survey of hedge funds of funds, managed futures and other low-correlated investment vehicles
- Creating absolute return strategies out of ETFs, fundamental indexes and other low-correlated mutual funds
- Lessons from the front: High-net-worth reps discuss their alternative strategies and techniques

### Special Report: Investing Ideas

Asset allocation—and unearthing clients' ever changing views on their own risk profile.

### Real Estate Update

During the great real estate boom, the sector had become to be considered its own asset class. We explore how advisors should regard real estate—residential and commercial—now. And what's next for REITs and other real-estate investments.

### The Independent Broker Dealer Report Card

Independent Advisors rank their firms

### Webinar: Alternative Investments

#### Regular Monthly Features

- Recruiting trends
- The Inner Game: Practice Building Strategies with Matt Oechsli
- Mutual Fund Watch with noted fund expert Stan Luxenberg
- Wealth Management Report
- Retirement
- College plans
- Trends in ETF-land

#### Show Distribution

- IRI Marketing Conference
- TD Ameritrade National Conference

#### Bonus to Advertisers

Ad Recall Survey

**Ad Closing:** January 7

**Materials Due:** January 12

## MARCH

### RIA Trends: The Independent Life

- Facts, tips and tools for surviving on your own
- How to form an RIA
- How to evaluate broker/dealers
- Independent broker/dealer source book

### The Technology Suite for the Indie FA and RIA

How to evaluate the many technological offerings available to financial advisors, from asset allocation software to performance attribution software.

### Special Report: Investing Ideas

In search of yield.

### Webinar: Practice Management—Building High Performance Wealth Management Teams

#### Special Advertising Section: Custody and Clearing Made Easy

- Platforms, technology and issues to know before going alone
- How to evaluate broker/dealers

### Regular Monthly Features

- Recruiting trends
- The Inner Game: Practice Building Strategies with Matt Oechsli
- Mutual Fund Watch with noted fund expert Stan Luxenberg
- Wealth Management Report
- Retirement
- College plans
- Trends in ETF-land

#### Show Distribution

BISA Annual Convention

#### Bonus to Advertisers

Ad Recall Survey

**Ad Closing:** February 7

**Materials Due:** February 10

## APRIL

### Mutual Fund and ETF Report

- Evaluating managers and styles
- Asset Allocation: Theories on proper portfolio diversification
- New Product Survey: A look at the dizzying array of ETFs, ETNs and "fundamental" indexes now on offer

### Special Report: Investing Ideas

- Q&A with some of the leading institutional investors
- The Contrarian Investor: a hedge fund analyst on going against the crowd for investment success

### Webinar: Managed Accounts/Turnkey Asset Management Platforms

A special report on fee-based practices, including new developments and products, including UMAs.

#### Regular Monthly Features

- Recruiting trends
- The Inner Game: Practice Building Strategies with Matt Oechsli
- Mutual Fund Watch with noted fund expert Stan Luxenberg
- Wealth Management Report
- Retirement
- College plans
- Trends in ETF-land

#### Show Distribution

- SIFMA
- Rainmaker Weekend
- Tiburon CEO Summit
- 10th Annual Closed-End Funds & Global ETFs
- NAIBD

#### Bonus to Advertisers

Ad Recall Survey

**Ad Closing:** March 8

**Materials Due:** March 11

# Registered Rep. 2011 Editorial Calendar

## MAY

### 30th Annual Outstanding Advisor Awards

- Peers nominate accomplished advisors, wirehouse, independents and RIAs
- Award ceremony to be held at the NASDAQ MarketSite in Times Square

### Webinar: Which Annuities Are Appropriate for Your Clients?

How annuities should be properly used for affluent clients.

### Retirement Income Report

The greatest financial fear baby boomers have is outliving their savings. We show advisors how to help.

### Special Report: Investing Ideas

Investing for growth

### Regular Monthly Features

- Recruiting trends
- The Inner Game: Practice Building Strategies with Matt Oechsli
- Mutual Fund Watch with noted fund expert Stan Luxenberg
- Wealth Management Report
- Retirement
- College plans
- Trends in ETF-land

### Show Distribution

- IMCA Annual Conference
- ICSC RECon

### Bonus to Advertisers

Ad Recall Survey

**Ad Closing:** April 1

**Materials Due:** April 11

## JUNE

### Special Report: Annual Advisor Compensation Survey

*Registered Rep.*'s exhaustive survey on financial advisor compensation and practice trends.

### Insurance-affiliated Financial Advisors

The pros and cons of working for insurance company-owned brokerages.

### Special Report: Investing Ideas

International Investing Update

### Charitable Giving Update

Donor-advised funds and trends in charitable giving

### Webinar: Achieving Sustainable Income For Retirement

Understanding the psychology of distribution planning - managing the complexities from accumulation to distribution

### Regular Monthly Features

- Recruiting trends
- The Inner Game: Practice Building Strategies with Matt Oechsli
- Mutual Fund Watch with noted fund expert Stan Luxenberg

- Wealth Management Report
- Retirement
- College plans
- Trends in ETF-land

### Show Distribution

- Morningstar Investment Conference
- Pershing INSITE

### Bonus to Advertisers

Ad Recall Survey

**Ad Closing:** May 2

**Materials Due:** May 11

## JULY

### The Top 100 RIAs in America

### The RIA Landscape

A survey of best practices and fiduciary issues

### Webinar: Practice Management—The Art Of Selling To The Affluent

### Special Report: Financial Advisor Tech Trends

What's new in retirement planning software

### Special Report: Investing Ideas

The Contrarian Investor

### Regular Monthly Features

- Recruiting trends
- The Inner Game: Practice Building Strategies with Matt Oechsli
- Mutual Fund Watch with noted fund expert Stan Luxenberg
- Wealth Management Report
- Retirement
- College plans
- Trends in ETF-land

### Bonus to Advertisers

Ad Recall Survey

**Ad Closing:** June 1

**Materials Due:** June 10

## AUGUST

### The Top 100 Independent Advisors in America

### Special Report: Continuing Education and Professional Studies

### Multifamily Magic

The apartment sector is among the fastest recovering commercial real estate property type with long-term demographics looking quite favorable. Meanwhile, the homeownership rate continues to fall. *Registered Rep.* interviews the nation's top apartment owners and developers about the state of the housing market and how apartments fit into the social fabric of America today.

### Ten To Watch

The 10 powerhouses to watch over the coming 12 months.

### Trends in ETF-Land: Investing in Energy and Commodities

- Navigating the many funds, ETFs and ETNs
- A look at portfolio strategies

### Special Report: Investing Ideas

Using hedge-fund-like mutual funds

### Webinar: Socially Responsible Investing

- A look at Corporate Governance and SRI funds
- Screening faith-based funds

### Regular Monthly Features

- Recruiting trends
- The Inner Game: Practice Building Strategies with Matt Oechsli
- Mutual Fund Watch with noted fund expert Stan Luxenberg
- Wealth Management Report
- Retirement
- College plans

### Bonus to Advertisers

Ad Recall Survey

**Ad Closing:** July 1

**Materials Due:** July 12

## SEPTEMBER

### The Top 100 Wirehouse Advisors in America

- A look at million dollar producers and how they achieved success
- Remaking yourself as a high-net-worth specialist

### Webinar: Life Settlement Do's And Don'ts

How to effectively use life settlement as a planning tool

### Investing in Non-Traded REITs

There has been an explosion of non-traded REITs in recent years—raising concerns about whether the sector is becoming too frothy and if the firms are more concerned with making acquisitions than focusing on operations. So how can you guide your clients to the best performers? This feature provides key insights from non-traded REIT operators and analysts.

### Retirement Planning—What's New?

### Insurance Products Update

A survey of new products

### Special Report: Investing Ideas

Investing in non-traded REITs

### Regular Monthly Features

- Recruiting trends
- The Inner Game: Practice Building Strategies with Matt Oechsli
- Mutual Fund Watch with noted fund expert Stan Luxenberg
- Wealth Management Report
- Retirement
- College plans
- Trends in ETF-land

### Show Distribution

- FPA Annual Conference
- Tiburon CEO Summit
- FRA Summit

### Bonus to Advertisers

Ad Recall Survey

**Ad Closing:** August 1

**Materials Due:** August 10

# Registered Rep. 2011 Editorial Calendar

## OCTOBER

### Special Issue: Top Teams in America

- A ranking of the top financial advisory teams in America, including wirehouse, independents and registered investment advisors
- Best practices and tips for success: How to build a team, recruitment of team members, and a detailed case studies and profiles of successful teams. How to run—and not run—your teams
- Secrets of the top teams

### The Cure for What Ails Ya

Medical office sounds like a no-brainer in today's investment world where health care is so prominent, but the budding sector has its share of potential pitfalls. *Registered Rep.* talks to some of the biggest REITs who play in this sector.

### Top Women Advisors at RIAs

#### Annual Sales Assistant Survey

Sales Assistants are the backbone of every practice. We'll provide a detailed survey of assistant compensation and benefits, training, work satisfaction and goals.

### Life Insurance and Long-term Care Insurance

A primer on insurance and LTC solutions.

### Webinar: Best Practices—Secrets of Succession

How to build and run a team.

### Regular Monthly Features

- Recruiting trends
- The Inner Game: Practice Building Strategies with Matt Oechsli
- Mutual Fund Watch with noted fund expert Stan Luxenberg
- Wealth Management Report
- Retirement
- College plans
- Trends in ETF-land

### Show Distribution

- FPA Annual Conference
- Rainmaker Weekend
- Schwab IMPACT
- IRI Annual Marketing Conference
- REISA
- FSP Forum
- NAREIT
- iGlobal Forum
- NAIBD

### Bonus to Advertisers

Ad Recall Survey

**Ad Closing:** September 1

**Materials Due:** September 12

## NOVEMBER

### Special Independent B/D Supplement:

#### The Independent Life

A guide to navigating the independent broker/dealer landscape

- A comprehensive guide to indie broker/dealers
- A look at payout grids, firm size and management

#### The Life Insurance Report

- What brokers need to know about insurance trends, products and strategies
- Life Insurance Survey: How advisors view insurance products

### Top Women Advisors at IBDs

#### Special Supplement on REITs

The total market capitalization of U.S. publicly-traded equity REITs has roughly doubled since the sector's nadir and the number of firms in the sector is rising after bottoming that same year. This special supplement will take the pulse of the industry and examine the outlooks for each of the major property types while also exploring trends in how REITs are managing portfolios, balance sheets and plans for growth.

#### Special Section: Retirement Planning

- 401(k) management advice and a look at new tax laws
- Retirement Planning Survey: What an exclusive survey of RR readers reveals

### The Basics of Selling Corporate Retirement Plans

What advisors need to know

### College Savings

A primer on the nuances of 529 college savings plans and other college savings strategies

### Webinar: Charitable Giving

Donor advised funds and other charitable giving tools.

### Regular Monthly Features

- Recruiting trends
- The Inner Game: Practice Building Strategies with Matt Oechsli
- Mutual Fund Watch with noted fund expert Stan Luxenberg
- Wealth Management Report
- Retirement
- College plans
- Trends in ETF-land

### Show Distribution

- SIFMA

### Bonus to Advertisers

Ad Recall Survey

**Ad Closing:** October 3

**Materials Due:** October 12

## DECEMBER

### Special Issue: Brokerage Report Cards

Reps rate their firms

### Estate Planning Trends

A comprehensive review of what a new administration in Washington, D.C., may bring and how it will affect HNW clients.

### 2012 REIT Forecast

*Registered Rep.* editors gaze into the crystal ball to explore what readers should expect in the year ahead—and the major trends affecting REITs.

### Top Women Advisors at Wirehouses

#### Special Report: Investing Ideas

A special report on options, derivatives and structured products—including how to use “fancy” products for good and not ill.

### Webinar: Practice Management—Becoming a Rainmaker

#### Regular Monthly Features

- Recruiting trends
- The Inner Game: Practice Building Strategies with Matt Oechsli
- Mutual Fund Watch with noted fund expert Stan Luxenberg
- Wealth Management Report
- Retirement
- College plans
- Trends in ETF-land

### Bonus to Advertisers

Ad Recall Survey

**Ad Closing:** November 1

**Materials Due:** November 10

## RegisteredRep.com now offers more ways for you to connect with financial professionals online

Partner with RegisteredRep.com to combine your ideas with our expertise to create new ways of connecting with prospects online. From Web sites and newsletters to Webcasts, podcasts, blogs and targeted search sponsorships, *Registered Rep.* can deliver your message across a wide range of digital content channels.

We can manage the design, production, and distribution of your online materials while allowing you to take advantage of our experience with generating organic search traffic and connecting you with prospects via the Internet. Our e-services are designed to help you capture highly qualified leads that can be retained, tracked, and prospected in real time—and gain insight and intelligence into what your prospects need.

### Article tools

Stories on RegisteredRep.com generate significant traffic on our Web site and are often printed out or passed along by our community members to colleagues and peers. Now you can take advantage of the exposure that's generated from this online activity by sponsoring our Email This Article and Print This Article links.

### Blogs

Looking for a way not only to connect with the *Registered Rep.* community but to become part of a viral or broad network that's interested in your product and what your company has to say? Blogs provide a forum for direct and candid communication, while enhancing your brand through an aggressive promotional and viral campaign.

### Custom e-newsletters

Take advantage of our extensive experience producing e-newsletters by allowing us to help you publish one of your own. *Registered Rep.* can create custom e-letters designed to meet your particular needs aimed at specific subsets of our e-mail database.

Our custom e-newsletters like this one for TD Ameritrade can position you as a thought leader in your industry

Rep. TheNextMove  
News and Webinars on Career Planning for Advisors  
Exclusively Sponsored by AMERITRADE Institutional  
PRODUCED BY REGISTERED REP. NOT A SUBSCRIPTION CLICK HERE October 29, 2010

The right custodian.

THIS MONTH'S FEATURES

**PREPARING FOR AN SEC AUDIT**  
It had been several years since Frontier Asset Management LLC had a routine examination, and Scott A. MacKilop knew it was only a matter of time before examiners from the Securities and Exchange Commission came knocking. So instead of sitting back and waiting, MacKilop, president and chief compliance officer, set out to make sure the Sheridan, Wyo.-based firm was as prepared as possible. He first obtained a copy of an SEC request letter that the agency sends to registered investment advisors it intends to visit. "My first response was, 'Oh my G-d, that's a lot of information,'" says MacKilop. His next step was to make sure his firm could supply all the documentation listed in the letter—just in case. This exercise paid off: It exposed some areas that needed work and better prepared the firm for the call that came nine months later announcing the SEC would be on-site in six weeks. [More](#)

**BUYING E&O INSURANCE**  
Buying errors and omission (E&O) insurance for a registered investment advisory practice is something that has many advisors scratching their heads in confusion. At its base level, E&O insurance covers you for a wrongful act, error omission or breach of fiduciary duty in rendering professional services to a customer or client. But in reality, many factors go into determining which policy is right for your practice. Read on for the answers to some frequently asked questions about E&O insurance. [More](#)

**Instant Poll:**  
Errors and omission insurance isn't required, but many in the industry believe it's a good idea to have. Which of these statements best characterizes your firm?  
1. We have an E&O policy in place that we're happy with.  
2. We have an E&O policy, but are looking to switch carriers.  
3. We don't have an E&O policy, but are looking for

Advisor Corner

**SURVIVING AN SEC AUDIT**  
Now that you know how to prepare for an SEC examination, you need to know what

## Other services

### Digital reprints

Was your company recently featured in *Registered Rep.*? Now you can add a digital reprint to your marketing campaign. Let us re-purpose your editorial mention into an easy-to-read online format that is delivered to your prospects' inboxes instantly.

### Digital white papers/research

Promote and distribute your white papers, articles, industry research and more to our broad audience of financial professionals while generating leads via our customizable registration forms.

### E-postcards

E-postcards are the perfect way to reach financial professionals at national wirehouses, brokerages and RIA firms housed in our audience database. Use this online vehicle to showcase a new product... make a special offer...test and explore new markets...point prospects to your Web site...and generate leads for your sales team.

### Microsites

By custom publishing your relevant content on a custom microsite created off the RegisteredRep.com site, you can take advantage of our dominant network of Web sites, e-newsletters and search engine technology to drive targeted prospects to your site.

## e-Services

### Registered Rep. Web site sponsorships

RegisteredRep.com offers many online marketing opportunities including banners, content sponsorships, high-impact interstitials, classifieds, special reports and microsites.

### m.registeredrep.com

Advertise on the *Registered Rep.* mobile-friendly site and reach financial advisors who turn to us for timely insights and industry updates in real time from their smart phones.

### Registered Rep. e-newsletters

- **The Wealth Management Newsletter** is emailed weekly to over 76,800+ targeted subscribers and covers a broad range of topics, including the latest industry insights, legal and compliance issues, estate planning, tax strategies, alternative investments and investment trends.

- **The Practice Management Newsletter** is emailed twice monthly to more than 73,000+ subscribers covering subjects such as mastering high-net-worth selling, capturing the affluent, developing a high performance wealth management team, how to build a 21st Century financial practice and how to develop your support staff.

- **The Branch Office Manager's Newsletter** is the only publication of its kind dedicated to the needs of 18,000 branch office managers and others who have a supervisory jurisdiction. Appearing monthly, the e-newsletter provides news, advice and insight for the men and women who are responsible for generating sales, increasing productivity and maintaining the highest ethical and professional standards in retail investment sales environments.

- **The Insurance Newsletter** offers practical advice and insight for 83,500+ readers on trends, products and happenings in life insurance—including term, whole, universal, variable, disability insurance, health insurance, long-term care insurance, supplemental insurance—along with fixed and variable annuities, uses of insurance (for business, estate, charity) and ethical topics.



### Rep.TV

This feature on the *Registered Rep.* Web site offers you the ability to be a sponsor of the leading cutting edge financial Web site for news and current interviews. Rep.TV contains up-to-date interviews with leaders in the industry about topics that are affecting the market in real time.

### Advisor Forum

The Advisor Forum section of our Web site is an unmonitored discussion area where financial advisors and planners express their views on a variety of subjects. We can also create custom forums where you get to sponsor your own discussion group. Contact your local sales rep for more details.

### Webcasts

Our Webcasts offer you the opportunity to have real-time interaction with subject matter experts and industry leaders to discuss key issues, solutions, best practices and actual case studies. As a sponsor, you receive qualified leads, positive branding, and thought-leadership positioning as part of a comprehensive integrated marketing program.

### Podcasts

Podcasts are an effective way to deliver valuable content in a convenient format. Let us create a microsite on RegisteredRep.com where visitors can subscribe to, listen to or download your sponsored podcast. We'll set up a registration page to collect listener information, giving you a direct line to your best prospects.

### Search sponsorships

Finance professionals depend on keyword search as their primary way of researching information relating to their business. Search sponsorships on RegisteredRep.com offer an exceptional branding opportunity, allowing you to reach your target audience with roadblock ad placements on all search results pages.

### Targeted content sponsorships

RegisteredRep.com's content categories collect stories organized around particular topics or themes. You can exclusively own the entire category that best suits your current campaign, branding every ad placement seen by visitors to those articles.

### Market Data

*Registered Rep.* now features real-time market data on the home page of RegisteredRep.com that travels with visitors as they navigate our site. You can sponsor this new section with run-of-site branding.

### Ask The Experts

This new feature on RegisteredRep.com connects financial advisors with knowledgeable professionals who answer questions on a wide variety of estate planning, trusts and wealth management topics.

## Marketing Services

### Registered Rep. puts you in touch with the targeted audiences you seek for your marketing programs

You can use our lists to develop attendance for your special events—like breakfasts, road shows, conferences or Webcasts. Or utilize our unique database services to maximize your own list efforts and performance. And our strong roster of trade show support services can help you get the most out of your conference and exposition investments.

### Database and list management services

*Registered Rep.* has entered into a strategic partnership with MeritDirect that allows us to offer unique list management and database services to our customers. Now the *Registered Rep.* postal, telemarketing and email subscriber files are available for your multichannel marketing efforts through the industry's premier list management service.

### Show appointment sponsorship

Save time and maximize your trade show presence by scheduling appointments with our readers prior to the show. You can reach *Registered Rep.*'s qualified subscriber e-mail database during the weeks leading up to an event, driving traffic to a special appointment landing page that we build for you to collect qualified leads and request preferred meeting dates, times, and locations at the show.

### Show newsletters & dailies

Reinforce your brand and connect with our readers who are turning their attention to major industry shows prior to, during, and after each event. Our trade show newsletters deliver exclusive show coverage—up-to-the-minute news, product announcements and daily show activity—right to the inboxes of our subscribers. Whether it's to promote your booth location and drive traffic to your exhibit or promote an announcement being made at the show, placing an ad in a *Registered Rep.* show edition newsletter is a great way to get the message out.

### Show podcasts

Our show podcasts allow you to connect with listeners who are downloading the latest news and observations direct from the trade show floor. Podcasts can provide a recap of the day's events from our editors with insights from attendees and exhibitors regarding what's important.

### Show video publishing

Now you can sponsor a promotional package on RegisteredRep.com that features product demos filmed right from the trade show floor. Use the visual impact and immediacy of this engaging medium to educate customers about the attributes of your offerings at a time when they are most receptive to it—in the environment of an industry event.

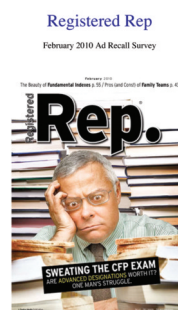
### Ad performance research

**Get measurable ROI for every ad you run in Registered Rep.**

*Registered Rep.* conducts in-depth surveys of the ads that appear in all issues of our print publication. This research provides valuable feedback on how well your ads are performing with the industry's leading audience of brokers, financial planners and other investment managers.

All ads half-page or larger appearing in *Registered Rep.* in 2011 will be included in these studies. *What's more, you'll also have the opportunity each issue to include a proprietary question or two of your own—concerning your ad, your organization, product features, or anything else you're interested in learning more about.*

By analyzing the recall of your own ads, and comparing your performance with the other ads studied in the issue, you can learn ways to communicate with your prospects more effectively—and receive a measurable return on your advertising investment.



## Additional Marketing Opportunities

### Sponsor the 2011 Outstanding Advisor Awards ceremony in NYC

In May, the editors of *Registered Rep.* will be hosting the 31st Annual Outstanding Advisor Awards gala at the NASDAQ MarketSite in Times Square. The 10 winners—reps and financial advisors who signify the cream of the crop in our industry—will be honored in a special ceremony after they ring the closing bell.

#### What you receive as a sponsor of this event

- Branding in all promotion leading up to the ceremony—including print and on-line ads—as well as publicity created by *Registered Rep.* and NASDAQ
- Attendance at the NASDAQ MarketSite event—including a photo-op reception prior to the closing bell ceremony—and the opportunity for your corporate representatives to provide a congratulatory speech to the winners
- Participation in the ringing of the closing bell with NASDAQ officials, Outstanding Advisors Award recipients and *Registered Rep.* editor-in-chief David Geracioti
- Your company logo displayed at the closing bell ceremony as well as additional signage placed throughout the NASDAQ facility
- The opportunity to invite VIPs to attend the event and to present awards to this year's winners during a cocktail reception immediately following the closing bell ceremony—and to interact with this year's Outstanding Advisors and their guests
- Your “name in lights” on the seven-story MarketSite screen overlooking Times Square, providing additional photo opportunities with the NASDAQ facility as a backdrop
- An ad in the *Registered Rep.* August issue within our special Outstanding Advisor Award supplement

### Add Trusts & Estates to your marketing mix

#### And sell up to advisors to high-net-worth individuals and families

*Registered Rep.*'s sister publication, *Trusts & Estates*, is the how-to technical journal for advisors to very high-net-worth individuals, families and foundations. Published since 1904, *Trusts & Estates* administers to an audience of wealth management professionals who service nearly 8 million clients who influence more than \$36 trillion in assets.

Members of the Trusts & Estates community include. estate planning and probate attorneys, trust bankers and officers, accountants, investment and insurance advisors, financial planners, and key decision makers at non-profit institutions, foundations, government agencies and educational institutions.

### Consulting

Rep. ThinkTank is a strategic partnership that combines expertise in marketing consulting, education, research and planning to provide creative, targeted solutions for the financial services industry.

This unique alliance channels proficiency in all areas relating to the distribution and promotion of financial products to retail brokers and asset managers. We provide an integrated approach enabling companies to focus their product features and benefits, differentiate from each other, and get appropriate distribution.

Collectively, the Rep. ThinkTank partners represent industry-leading experts who bear an uncommon understanding of the financial product manufacturing-distribution food chain—and a proven track record of creating effective and inventive solutions for clients.

#### Rep. ThinkTank Partners Custom Content/Communication

*Registered Rep.*

Advisor and Custom Research

*FUSE Research Network*

Strategy and Analytics

*Momentum Partners, LLC*

Training

*The Oechsli Institute*

For more information, contact Rich Santos, publisher, at **212.204.4227** or [rich.santos@penton.com](mailto:rich.santos@penton.com).

**Rep. ThinkTank**

# Rates & Specs

## 2011 advertising rates

Number 44 (rates include color)

Size	1x	3x	6x	9x	12x	18x	24x	30x	36x
<b>4 Color</b>									
1 page	19,445	18,123	17,367	16,989	16,612	16,233	15,856	15,481	15,100
2/3 page	15,552	14,498	13,891	13,589	13,287	12,987	12,685	12,383	12,078
1/2 island	13,224	12,330	11,811	11,560	11,300	11,042	10,783	10,530	10,271
1/2 horizontal	12,439	11,595	11,112	10,868	10,629	10,383	10,147	9,903	9,663
1/3 page	9,333	8,697	8,334	8,159	7,976	7,795	7,613	7,431	7,249
<b>2 Color</b>									
1 page	16,936	15,786	15,129	14,799	14,470	14,141	13,813	13,484	13,155
2/3 page	13,205	12,309	11,790	11,539	11,280	11,027	10,769	10,510	10,258
1/2 island	11,186	10,426	9,992	9,775	9,558	9,342	9,125	8,907	8,690
1/2 horizontal	10,501	9,789	9,377	9,173	8,970	8,767	8,565	8,362	8,159
1/3 page	7,798	7,270	6,963	6,816	6,661	6,514	6,361	6,207	6,059

Premium position add 15%. No charge for bleed. Additional charge for metallic inks. For information on higher frequency discount rates, contact your local sales representative.

## Gross advertising rates effective January 2011

### 1. DISPLAY ADVERTISING RATES

Number of units within 12 months from date of first insertion in contract period determines frequency rate. As used in this section and this rate card, the term "Publisher" shall refer to *Registered Rep.*

**a. Rates for Combinations:**  
Consult Publisher.

**b. Supplied Inserts and Business Reply Cards (BRCs):**  
Accepted in all issues. For information, contact your sales representative. Special charges in addition to space rates are non-commissionable.

#### Bulk Rates

Cover 2 .....25% premium  
Cover 3.....20% premium  
Cover 4.....33% premium

**All other special positions:** 15% premium. Special positions subject to availability. For more information, contact your local sales representative.

### 2. CLASSIFIED ADVERTISING

**a. Sold by the Column Inch:** 1x \$232, 3x \$226, 9x \$207, 18x \$189 (net).

**Additional Charges for Second Color:** \$280; full color: \$840.

### 3. COMMISSION AND CASH DISCOUNT

**a.** 15% of the gross billing allowed to recognize advertising agencies on space, color, bleed, and position only, provided account is paid within 30 (thirty) days of [www.registeredrep.com](http://www.registeredrep.com) invoice date. Advertiser's material must be camera-ready to qualify for agency commission. Accounts payable within 30 (thirty) days. No cash discounts allowed.

**b. Sequential Liability:** Advertiser and Advertising Agency are jointly and severally liable for payment. *Registered Rep.* will not release the Advertising Agency from liability even if a sequential liability clause is included in the contract, insertion order, purchase order, etc.

### 4. TERMS AND CONDITIONS

**a. Terms of Sale:** Net thirty days from date of the invoice. No cash discounts allowed. The Publisher will not accept any form of payment, which contains any limitations or conditions on payment such as short paid checks noted as representing payment in full of a disputed balance.

**b.** All advertisements are accepted and published entirely on the representation that the Advertising Agency and/or Advertiser are properly authorized to publish the entire contents and subject matter thereof. It is understood that, in consideration of the publication of advertisements, the Advertiser and/or Advertising Agency will indemnify and hold the Publisher harmless from and against any claims or suits for libel, violation of rights of privacy, plagiarism, trademark, patent and copyright infringements (including the text and photographs within the advertisements), and other claims based on the contents or subject matter of such publication. The Publisher reserves the right to reject any and all advertising, which the Publisher feels is not in keeping with the publication's standards, policies and principles. The Publisher reserves the right to add the word "Advertisement" at the top and/or bottom of, or anywhere within any publication page, that in the Publisher's sole judgment, too closely resembles editorial pages

of the publication. The Publisher will not be bound by any conditions, printed or otherwise appearing on any order blank, insertion order or contract when they conflict with the terms or conditions of the publication's rate card, or any amendment thereof. The Publisher shall not be subject to any liability whatsoever for any failure to publish or circulate all or any part of the publication issue or issues due to strikes, work stoppages, accidents, fires, acts of God or any circumstance not within control of the Publisher. The Publisher is not responsible for the accuracy of any corrections or changes made to any Advertiser's materials. The Publisher's liability for any error will not exceed the charge for the advertisement in question. The Publisher is not responsible for the accuracy of any corrections or changes made to the Advertiser's copy/materials.

**c.** Cancellations must be submitted in writing, accepted up to 45 days prior to closing date published on the editorial calendar for ROB space and 90 days advance notice for Preferred or Specified positions. Cover positions are non-cancelable. Verbal cancellations will not be accepted.

**d. Line of Credit:** Advertiser's line of credit may increase or decrease from time to time. Such changes will be made at the sole discretion of the Publisher, and no advanced notification is promised or implied.

**e. Past Due Accounts:** Orders may be held at the Publisher's sole discretion.

# Rates & Specs

**f. Collection-related Issues:** If the Publisher must refer Advertiser's delinquent account to an attorney or collection agency, Advertiser agrees to pay all reasonable attorneys' or collection agency's fees, court costs, and other collection costs in connection with the Publisher's collection efforts.

**g. Jurisdiction:** Advertising Agencies and/or Advertisers agree that any legal action arising between the Publisher and Advertising Agency and/or Advertiser must be brought in the courts of the state of Kansas, Johnson County, and that Advertising Agency and/or Advertiser agrees to submit all claims to the jurisdiction of these courts regardless of any conflict of jurisdiction which may arise.

**h. Notification to Publisher:** If the Advertising Agency and/or Advertiser changes their address or there is a change of ownership or control of their company, please notify the publisher of this change within ten working days.

**i. Definitions:** As used in this section and this rate card, the term "Publisher" shall refer to *Registered Rep.* and its parent company.

## 5. MECHANICAL REQUIREMENTS

Please visit <http://pentondigitalads.com> for additional information.

**a. Trim Size:** 7 3/4" x 10 3/4"  
**Live area:** 7" x 10"  
**Bleed size:** 8" x 11"

**b. Type or Page Size:** Space is available in the following units. Advertisements exceeding type size in any dimension are considered bleed or oversize except for gutter bleed in spreads, and are subject to a 10% surcharge.

Non Bleed Units	Width x Depth
Cover Gatefold	18-7/8" X 10"
Spread	15" X 10"
Full Page	7" X 10"
2/3 Page	4-7/16" X 9-1/2"
1/2 Page (Island)	4-7/16" X 7-3/8"
1/2 Page (Horizontal)	6-3/4" X 4-5/8"
1/3 Page (Vertical)	2-1/8" X 9-1/2"
1/3 Page (Square)	4-7/16" X 4-7/8"

Bleed Units	Width x Depth
Cover Gatefold	19-1/8" X 11"
Spread	15-3/4" X 11"
1 Page	8" X 11"
2/3 Page	5-1/8" X 11"
1/2 Page (Island)	5-1/8" X 8-1/8"
1/2 Page (Horizontal)	8" X 5-1/2"
1/3 Page (Vertical)	2-7/8" X 11"
1/3 Page (Square)	5-1/8" X 5-1/2"

Keep text and illustrations 1/2" from binding side (gutter) and at least 1/4" from trim edges.

**c. Columns to Page:** Three. Column Width: 2-1/8".  
**Column Depth:** 10".

**d. Printing:** Web offset.

**e. Binding:** Perfect

## 6. DIGITAL AD SPECIFICATIONS

**a. Color Mode:** CMYK Images must be high resolution, 266 to 300 dpi for halftone images, 600 ppi or more for line-art scans. Metafiles and graphics captured from the Internet are discouraged. Use only PostScript Type 1 fonts. When sending us the application file, include a copy of the placed graphic elements and a copy of the screen and printer fonts used. A color proof of the file is required.

**b. Accepted File Formats:** QuarkXPress, Adobe Illustrator or Adobe Photoshop: eps, tiff or PDF files saved for high-end printing. Electronic Media: CDs and DVDs. Phone or e-mail the Ad Coordinator at the time of ad/art transmission to notify of the name(s) of the files sent. FTP server address: <ftp://ftpserver2.penton.com>

**c. Proofs:** Text and element proof required to assist in preflighting digital ad files. For critical color match, a digital halftone proof (i.e., Kodak Approval, Dupont Digital Waterproof, Fuji FirstProof, etc.) is required. Accurate color reproduction cannot be guaranteed without an accompanying SWOPcertified proof.

### Digital Ad Submission:

Files can be sent via our digital ad portal at <http://pentondigitalads.com>. This portal can accept all files including stuffed native files with all fonts and graphics included.

**d.** Any files received that do not meet our requirements will result in a request for resubmission.

**e.** The Publisher will not alter or edit any ad materials. If you are unable to meet the specifications as outlined above, contact your Ad Coordinator to make special arrangements.

**f.** For more information on rates, production specs and shipping instructions please visit [www.registeredrep.com](http://www.registeredrep.com)

### g. Shipping Address:

ATTN: Vicki McCarty, Ad Production Manager  
 Registered Rep.  
 9800 Metcalf Avenue  
 Overland Park, KS 66212  
 PHONE: 913-967-1926  
 FAX: 913-514-6319  
 E-mail: [vicki.mccarty@penton.com](mailto:vicki.mccarty@penton.com)

### Online & e-Newsletter Materials

Jimena Canacari, Client Services Coordinator  
**email:** [Jimena.canacari@penton.com](mailto:Jimena.canacari@penton.com)  
**phone:** 913-967-1813  
**fax:** 913-514-6746

## 7. FREQUENCY AND CLOSING DATES

**a.** Published 12x in 2011.

**b.** Ad closing date is approximately 30 days prior to publication date.

**c.** Materials due one week after ad closing date.

**d.** Publisher reserves the right to change publication frequency, circulation and editorial calendar content.

## 8. CIRCULATION INFORMATION

**a. Member:** BPA Worldwide.

**b. Subscription:** United States, \$69 one year; Canada, \$81 one year; Non U.S. and Non Canada, \$93 one year.

**c. Subscription Contact:** 1-866-505-7173

### ONLINE ADVERTISING RATES: WEB SITE

#### Banner Advertising Rates

Position 1 (run of site) .....	\$90/m
Position 2 (run of site) .....	\$80/m
Position 3 (run of site) .....	\$60/m
Position 4 .....	\$45/m
Position 5 .....	\$30/m

For more information about category advertising sponsorship opportunities, contact your local sales representative. Contact your local sales rep for more information.

### Current ad positions:

- Leaderboard
- Square
- Magazine Sponsorship
- Boom Box

### ONLINE AD SPECIFICATIONS WEB SITE

#### Banner Dimensions:

728x90 .....	Leaderboard
125x125 .....	Square
180x150 .....	Magazine Sponsorship
300x250 .....	Boom Box

**MAXIMUM BANNER SIZE:** 36K

### Banner Formats:

Currently Accepted: GIF, Animated GIF, JPEG, HTML, Flash, Unicast, PointRoll, Eyeblaster, Enliven, Bluestreak, Motif.

**Will accept for testing:** DHTML, Audio, Real, Shoskeles Non-accepted formats: Java, Java Applet, Video

**Non-accepted formats:** Java, Java Applet, Video

ALL Rich Media must be accompanied by a standard gif for use as fall back for non-rich media enabled browsers. Standard turnaround time for Banners is 2 business days for non-Rich Media and 5 business days for Rich Media. More may be required for testing of new media formats. ALL Rich Media must include a target=blank command that will launch a new browser; this is especially important for any file with JavaScript language.

# Rates & Specs

ALL enhanced content Rich Media (expanding window, audio, etc) must be user-initiated. Automatic play or pre-expand are not allowed.

**HTML:** The following guidelines must be observed: Penton Media utilizes Javascript ad tags on its pages. HTML banners must be constructed to work within these tags. HTML banners may either call to the client's server for component images or the component images may be submitted along with the HTML code directly to Penton Media. All component images must observe file size restriction and total combined file size of component images should not exceed maximum specified file sizes for the appropriate banner size.

In order for DART to track clicks on HTML banner with a 'form action' field (such as pull down menus, or typed search entry banners) you MUST use the form method=get and NOT form method=post. Penton Media will then be able to track clicks on your banner, though we may not be able to track clicks to multiple URLs separately. <HTML> and <BODY> tags are not required. If you need to use <BODY> for your formatting you should substitute <TABLE> tags instead.

**Flash:** The following guidelines must be observed: If submitting a Macromedia Flash banner you must supply both the compiled swf file and backup gif. Penton Media uses DoubleClick DART to serve its ads. DART is not able to track clicks on Flash banners without modification to the code before the swf file is compiled. If you wish Penton Media to be able to report on front-end clicks you must contact your trafficker at Penton Media for the proper modification instructions before you submit the Flash banner.

**Eyeblander:** Eyeblander Creative must have a visible close button.

**PointRoll:** Testing period may be longer than stated 5 days. PointRoll banners require a file to be uploaded to our servers and production considerations may delay implementation. Expanded window should be a maximum of 2.5x the original dimensions. Banners should expand only in one direction (either vertical or horizontal). Pre-expand or auto-initiate audio banners are not allowed. All enhanced content must be on mouse-over or click only, and must discontinue on mouse-off.

**Motif:** Penton Media accepts DoubleClick Motif and will traffic it as internal redirect for DFP. Expanding ad formats should be a maximum of 2.5x the original dimensions. Banners should expand only in one direction (either vertical or horizontal). Any enhanced content (audio, expanding banner, etc) must be user-initiated only.

**Unicast**

- 2 MB maximum file size.
- 30 seconds maximum play time.
- Must have visible close button.

**File Sizes and Looping:** (File Size applies to direct upload/initial load only, not redirect or polite downloads. Polite downloads may be up to 100K after initial load. Looping and frames do not apply to Flash):

**Max File Size = 36K**  
**Max Frames = 4**  
**Looping = 3 times**

**3rd Party Ad Serving:** Penton Media will accept most 3rd Party Ad tags including DART, Atlas, Bluestreak, and Mediafarm. All 3PAS must be accompanied by anti-caching documentation.

**E-NEWSLETTERS**

Newsletters text sponsorships include 40 words of text, including headline, plus linking URL. Logo and banner specs are as follows:

**Banner Dimensions:**  
 300x250.....Boom Box  
 468x60 .....Full Banner  
 (not available on all newsletters)

**Banner Format:** GIF or JPEG files only. No Rich Media.

**File Sizes and Looping:**

**Max File Size = 36K**  
**Max Frames = 4**  
**Looping = 3 times**

**E-Newsletter Rates**

**Wealth Management Letter**

Published weekly on Wednesday.  
 Circulation: 76,800+

Position 1.....	\$2,400
Position 2.....	\$1,830
Position 3.....	\$1,450
Position 4.....	\$1,280

**Practice Management Letter**

Published twice a month (first and third Thursday). Circulation: 73,000+

Position 1.....	\$2,930
Position 2.....	\$2,300
Position 3.....	\$1,795
Position 4.....	\$1,550

**The Management Letter**

Published monthly (second Monday).  
 Circulation: 18,000+

Position 1.....	\$2,450
Position 2.....	\$2,000
Position 3.....	\$1,685
Position 4.....	\$1,350

**The Insurance Letter**

Published monthly (third Tuesday).  
 Circulation: 83,500+

Position 1.....	\$2,650
Position 2.....	\$2,040
Position 3.....	\$1,765
Position 4.....	\$1,520

**3rd Party Ad Serving:** Penton Media will accept most 3rd Party Ad tags. 3rd Party Ad tags for enewsletters must be standard IMG SRC and HREF tags only. All 3PAS must be accompanied by anti-caching documentation.

**NOTE:** Not all sizes are available on all Penton Media Web sites. Please confirm the exact size for each contracted unit with your sales representative. Banner positions and static graphics specified may not be available for all positions in all newsletters. Please verify the allowed materials

## Advertising Contacts

Senior Vice President, Strategy &  
Business Development, Financial Services Group  
**WARREN BIMBLICK • 212-204-4232**  
warren.bimblick@penton.com

Vice President, Financial Services Group  
**WILLIAM O'CONNOR • 212-204-4270**  
william.oconnor@penton.com

Group Publisher  
**RICH SANTOS • 212-204-4227**  
rich.santos@penton.com

Advertising Coordinator  
**CLAIRE CAVALIERE • 212-204-4235**  
claire.cavaliere@penton.com

Group Marketing Director  
**JAY McSHERRY • 212-204-4210**  
jaymcsberry@earthlink.net

Mid-Atlantic Account Manager  
(NY/NJ (A-L) plus Maryland, Washington, DC and Virginia)  
**PETER LANTHIER • 212-204-4244**  
peter.lanthier@penton.com

New England Account Manager  
(NY/NJ (M-Z) plus New England and Canada)  
**MATT BUTCHER • 212-204-4240**  
matt.butcher@penton.com

Midwest, Southeast, Pennsylvania and Delaware Account Manager  
**MARC ANGEL • 212-204-4201**  
marc.angel@penton.com

West Account Manager  
(Pacific states plus Arizona, Colorado, Idaho, Montana,  
New Mexico, Nevada, Utah and Wyoming)  
**NEIL DANT • 949-838-2117** neil.dant@penton.com

Classified Account Manager  
**FRANCINE KELLEY • 800-443-4969**  
francine.kelley@penton.com

# The Penton Media Portfolio

## **Agriculture**

Beef  
Corn & Soybean Digest  
Farm Industry News  
Farm Press  
Hay & Forage Grower  
National Hog Farmer

## **Automotive & Trucking**

American Trucker  
Bulk Transporter  
Clymer  
Fleet Owner  
FleetSeek  
Refrigerated Transporter  
Trailer/Body Builders  
WARD'S AutoWorld  
WARD'S Dealer Business  
WARD'S Information Products

## **Business Aviation**

AC-U-KWIK  
Aircraft Bluebook Price Digest  
The Air Charter Guide  
Jet Appraisals

## **Commercial Aviation**

Air Transport World  
SpeedNews

## **Commercial Real Estate**

Lodging Hospitality  
National Real Estate Investor  
Retail Traffic

## **Design Engineering**

EE&T  
Fluid Power Conference & Expo  
Hydraulics & Pneumatics  
Machine Design  
Medical Design  
Motion Systems Design  
World's Smartest Design Engineer

## **Digital Media and Communications**

Broadcast Engineering  
Connected Planet  
Electronic Musician  
Millimeter  
Mix  
Radio Magazine  
Remixmag.com  
SVC

## **Electronics**

Auto Electronics  
Defense Electronics  
Electronic Design  
Electronic Design China  
Electronic Design Europe  
Engineering TV  
Microwaves & RF  
Mobile Development and Design  
Power Electronics Technology  
SourceESB

## **Electrical Systems, Energy and Construction**

Coal Prep  
Electrical Construction & Maintenance (EC&M)  
Electrical Marketing  
Electrical Wholesaling  
Electric West  
EWHotSpots.com  
Intelligent Energy Portal  
International Lineman's Rodeo & Expo  
Mine & Quarry Trader  
Power Quality & Reliability  
RER  
Transmission & Distribution World  
T&D World University

## **Food & Foodservice**

Baking Management  
Food Management  
Healthy Baking Seminar  
Modern Baking  
Restaurant Hospitality  
Supermarket News  
The Restaurant Show Daily and Equipment  
Show Daily  
Whole Health

## **Healthy Lifestyle**

Club Industry magazine  
Club Industry show  
Club Industry East  
Delicious Living  
Functional Ingredients  
Natural Foods Merchandiser  
Natural MarketPlace  
Natural Products Expo Asia  
Natural Products Expo East  
Natural Products Expo West  
NewHope360.com  
NPICenter.com  
Nutracon  
Nutritional Business Journal  
The Organic Summit  
SupplyExpo

## **IT & Development**

asp.netPRO  
DevConnections & WinConnections  
ITTV  
Left-Brain.com  
Office SharePoint Pro  
Paul Thurrott's Windows SuperSite  
SQL Server Magazine  
System iNetwork  
The Windows IT Pro

## **Manufacturing & Supply Chain**

American Machinist  
American Printer  
Business Finance  
EHS Today  
Expansion Management  
Foundry Management & Technology  
Forging  
IndustryWeek

Material Handling & Logistics  
New Equipment Digest  
PFFC  
Used Equipment Network  
Welding Design & Fabrication

## **Marketing and Meetings**

Association Meetings  
Chief Marketer  
Corporate Meetings & Incentives  
DIRECT Online  
Financial & Insurance Meetings  
LDI  
Live Design  
Medical Meetings  
Meetings Net  
Multichannel Merchant  
PROMO Online  
Religious Conference Manager  
Special Events

## **Mechanical Systems**

Contracting Business  
Contractor  
Fire Protection Engineering  
HPAC Engineering  
HVAC Comfortech  
HVACR Distribution Business  
Radiant Living

## **Public Infrastructure**

American City & County  
American School & University  
EquipmentWatch  
FIRE CHIEF  
Global Waste Management Symposium  
Government Procurement  
Government Product News  
Healthcare Waste Conference  
HomeCare  
Ironmax.com  
IWCE  
Price Digests  
Urgent Communications  
Waste Age  
Waste Expo  
WasteIndustrySite.com  
Waste Industry Marketplace  
Waste Training Institute  
Waste Tech Landfill Technology Conference  
Wildfire

## **Wealth Management**

Trust & Estates  
Registered Rep



Corporate Headquarters  
249 West 17th St.,  
New York, NY 10011  
Phone: 212-204-4200