# INISSOURI'S AND KANSAS' BUSINESS MEDIA INGRAMS THE 50TH YEAR

# print + digital 2024 **MEDIA KIT**

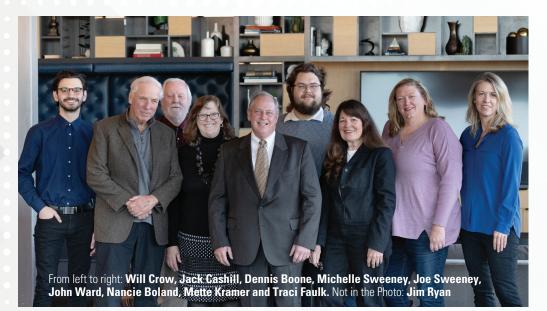
ALL-N24

COMMIT TO 14 ISSUES ENJOY 50% OFF



Get Connected

Advertising@Ingrams.com 816.842.9994



# All-In at 50

CEOs. Presidents. Owners. High net-worth individuals and families. Decision-makers throughout the bi-state region, Midwest, and many beyond. When you want to reach them, no medium in Missouri or Kansas helps make that connection the way Ingram's does. That's not a boast: It's been demonstrated time and again and year-after-year through audits, readership surveys and our own deep relationships with business executives that, in many cases, go back decades.

Five decades, in some cases. In 2024, Ingram's will mark a half-century of bringing its unique brand of news coverage to the greater Kansas City area business community and to executive leadership throughout the Missouri and Kansas bi-state region. If your mission is to connect with them, Ingram's Print + Digital is your best bet for achieving success. We invite you to join us in a year-long celebration of those connections by partnering with us as a sponsor and advertising in Ingram's Magazine and among various channels of Ingram's Digital. In committing to ads in 14 issues, your organization will enjoy the most affordable rates ever. In fact, for the first time in half a century, companies can enjoy 50% OFF Print and/or Digital advertising programs. This is the first time this offer has ever been made ... and it's the last time we'll ever offer it again! We're All-In in 2024 and hope your organization will be too.

When business owners and executives look to us for information on the people and companies that are driving business growth in this region, you have a rare opportunity to reach an influential audience of strategic thinkers and high-level decision-makers. There's no better way to ensure that your marketing and communication dollars are hitting their intended mark. How do we do it? Think about it:

We provide an unmatched editorial approach with our recurring coverage of key business silos in this region, including—but by no means limited to—construction, development and real estate, banking and financial services, health care and insurance, work-force training and education, innovation and more.

■ We pioneered the C-level Industry Outlook and Economic Development series, drawing together thought leaders across business disciplines to assess current economic trends, challenges and opportunities.

■ We introduce high achievers to the broader market through a well-defined and meticulously executed awards program that spotlights both individuals and corporate performance. Among them: our hugely popular 40 Under Forty, Best Companies to Work For, Corporate Report 100 ranking of the region's fastest-growing companies, and more than a dozen others.

We provide valuable business intelligence with our industry ranking lists that tell you who the top performers are across more than 50 business sectors and disciplines, from the largest general contractors and law firms to the top accounting and engineering firms, hospitals, MBA programs, banks and many others.

No matter what their motivation is, when business executives come to Ingram's, the people tasked with making the big decisions are coming here for answers. Make your marketing message one of them and join us on this exciting journey as we showcase 50 years of business throughout the greater Kansas City region as well as throughout the great states of Missouri and Kansas.

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Editorial@Ingrams.com 816.842.9994 2nd Year

On behalf of our team of journalists, we're honored to serve as your steward of business. Our team has more than 160 combined years working at Ingram's. We take great pride in serving the business community and one of the most exciting markets and regions in North America. Please join us on what we strongly believe will be the greatest year of Ingram's history.

# No Business Publication in Missouri or Kansas Comes Close to Delivering Impact and Value Like Ingram's Does . . . And Has For 50 Years

## Readers of Worth

national business publication's readers \$2,560,000.00 mm

[Investment Assets]

[Individual Income]

285,937.00 🏠

572,500.00

[Home Value]

acquire business leads from Ingram's; Before Covid our average reader was eating ut 9 times a week.

60% recently visited an advertiser's web site as a esult of an ad in Ingram's. 0% share and 40% re-read ngram's. 80% say Ingram's ds enhance brand image.

95% actively read each and

very edition and resourc ne ads in Ingram's. 95% ust Ingram's as a reliable ource; 85% rate Ingram's xcellent or good; 78% ha ead Ingram's 5 years plus

[Household Income]

27,000 of Ingram's readers own a

second home worth \$313,000 avg.

**Decision Makers with** 

**Purchasing Power** 

228,750.00

Ingram's Readers are Affluent and Influential

95

Readership Rivaling ALL Regional Business Journals-Combined!

Ingram's has 43.79% more readers than all audited business publications in Missouri and Kansas Combined! And Ingram's readers have significantly higher demographics.

- Ingram's Magazine ▼.54%
- 2 St. Louis Business Journal V 6.62%
- 🗿 Kansas City Business Journal 🔻 2.32%
- ④ Wichita Business Journal ▼6.05% 6,263<sup>\*\*</sup> (2,873 cop
- Springfield Business Journal ▼.60% 6,154<sup>\*\*</sup> (2,823 copies)
  - Updated: October 2023

% 80% of our readers believe an ad in Ingram's

hances an advertiser's

brand image



readers for at least 5 years (10x industry average) and 38% have been loyal readers for over 10 years.



VERIFIED

ND AUDITEL

CIRCULATION

BUSINESS PUBLICATION

CIRCULATION VERIFICATION COUNCII

THE ALLIANCE

am's is a Prou

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Leading Business

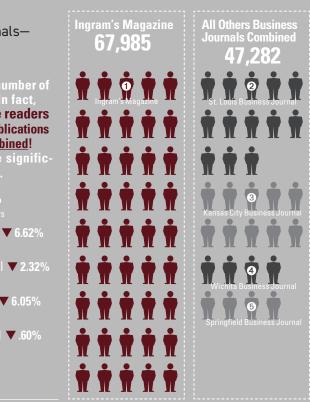
have a college degree. 70% work for companies that provide tuition reimbursement, R0% plan continuing ed

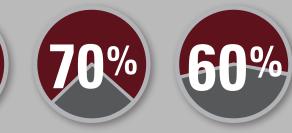
or partners. 75% serve on two o more boards. More than 40% of Ingram's readers are women.

ngram's readers have 40% higher westment assets than the Business ournals' national average

# Loyal and Engaged Readers







70% of readers save and share their copy of Ingram's with others — added reach for vour message.

60% have shared ads with colleagues in the previous 12 months — extendina ad reach.

(40% OFF) with your ad in the January edition and in The Power Book	2024 EDITORIAL and PLANNING CALENDAR					
SPECIAL EDITION (January 2024)	Jan	Feb	SPECIAL EDITION (March 2024)	Apr	Мау	
EPOWER BOOK	Ingram's at 50: Cele- brating Half a Century	Employers of Choice (Work Force Edition)	Ingram's 50 Anniver- sary Special Edition	Ingram's 2024 Leadership Edition	The Ingram's 100: The KC Area's Top Private Companies	

The 40 We Missed

Alumni of the Year

40 Under Forty

The 26th Year

Banking and

Healthcare

and Insurance

02 Quarterly Report

Managing the Multi-Generation

Regional Business:

1980 through 1989

The Life Sciences

Human ■ Plant ■

Power Breakfast

Animal

Series 02

Expert Q&A:

Service Strategies

Top Accounting &

Top Area Law Firms

Top Area Hospitals

(Admissions)

Top Area Health

(ranked by # attorneys)

and Medical Centers

Insurance Providers

Top Area Independent

Insurance Agencies

Nursing Programs

Thursday, April 11

Tuesday, April 16

Consulting Firms

Leadership

Work Force

**Financial Services** 

Industry Outlook

Legal

INGRAM'S AWARDS ion and Recognition Programs

EDITORIAL FEATURES

AND OVERVIEW

INGRAM'S

### **INGRAM'S MONTHLY** EDITIONS

Editorial Columns • Between the Lines: Jack Cashill • Reflections: Dennis Boone • In a Nutshell: Ken Herman	Guest Columns • Wealth Manage • Small Business Adviser • Technology • Of Counsel • Sales & Marke • Financial Advise

INDUSTRY OUTLOOK AND ED ASSEMBLIES

QUARTERLY REPORTS

**EMPLOYERS SERIES** 

HISTORIC SERIES

**POWER BREAKFAST SERIES 8 INGRAM'S COMMUNITY CARES** SPECIAL RATES (Sponsored Events and Ad Sections)

**INGRAM'S MONTHLY** EXPERT Q&A

INGRAM'S MONTHLY LEADS & LISTS (includes the Greater Kansas City area and often times statewide MO and KS)

# AD/MATERIALS DEADLINE **DISTRIBUTION DATE**

# YOU'RE INVITED!

Ingram's is respected nationally to be among the best publishers of anniversary and special editions. We really try hard to exceed expectations. In 2024 Ingram's team will be on the front lines to bring valued readers and patrons the most ambitious and well-planned series of publications, events, assemblies and digital offerings in the history of Ingram's. Be ALL-IN '24.







rusts na KCI

**Dual Issue Special Rate** 

Construction and Design Industry Outlook

**Construction and** Development 01 Quarterly Report

Cost Control: Salaries and Benefits

A Half-Century of **Business in KC Regio** (Intro to 2024 Series)

2024 Economic Forecast and **Jobs Outlook** 

### Power Breakfas Series Q1

Expert Q&A: Timing Your Project



Top Area Chambers of Corr

Top Area Economi Agencies

Top Area Utilities

Nednesday, January 17



y Colleges Schools & Col

hool Districts igh Schools

Programs s & Medical Ce

nsurers ealth Care Age I Living Commu ent Communiti

riday, January 12

ednesday, January 1



oes in Healthcar

Regional Business:

alf century.

ALL-IN

**SPONSORSHIP** 

esday, March 20

Friday, March 15

1974 through 1979 Ingram's Community Cares:

Expert Q&A: Creating Next-Generation Jobs

Work Force

Private Colleges and Universities (Undergrad) Public Colleges and Universiti (Undergrad) Community Colleges

Tech Schools/Colleges Independent Insurance Agencies

Friday, January 12



In March 2024, Ingram's 50th Anniversary Special Edition will feature 50 years of greater Kansas City business. This special edition is shaping up to be the largest publication in Ingram's long and rich history. Don't miss out on this opportunity to participate with your marketing presence in this collector's edition. Sponsorship and advertising opportunities are available through Friday, March 15, 2024.

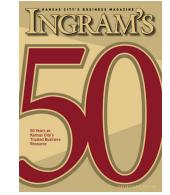
Assisted Living Facilities

Home Health Agencies

Thursday, February 8

Tuesday, February 13

**HISTORIC SERIES** *Ingram's* editors will archive each of the six decades beginning with the 1970s and we'll showcase the biggest players, most impactful companies and significant events that have shaped the region over half a century.



# SPECIAL EDITION



# **50 YEARS OF BUSINESS IN THE GREAT** STATES OF KANSAS AND MISSOURI

SPECIAL EDITION

As Ingram's editors archive the history of the KC region, we'll refine the playbook from the March 50th anniversary edition and name the biggest players, most impactful companies and significant events that have shaped Kansas and Missouri over half a century. In June of 2024 we'll publish arguably the most significant publication to archive the history of business and the players throughout the state of Kansas and we'll do it again on behalf of the state of Missouri in August. Businesses and organizations throughout both states are encouraged to reserve your marketing position and consider a Sponsorship role in these unique historic editions.



# **INGRAM'S 50TH ANNIVERSARY YEAR**

Dec

Ingram's Annual Philanthropy Edition

Year in Review,

Cornorate

Champions

of the Year

A Call

Philanthropy Industry Outlook

Healthcare and

04 Quarterly Repor

Emerging Trends in Use of Data and Al

Not Applicable

Ingram's Community Cares:

Employee

Expert Q&A:

Building a Corporate Giving

Top Area Foundations

and Charitable Trusts

Top Area Non-Profit

Organizations

Top Area Public-

Sector Employers

Area Elected Officials

(Fed, State, County)

Elected Officials

Friday, December 6

Wednesday, Dec. 11

(Cities)

Engagement in Philanthropy

Insurance

(Giving Back)

Philanthropist

INGRAM'S

2024 Newsmakers





(40% OFF) with your ad in the December edition nd in 2025 Power Bool

SPECIAL EDITION ecember 2024)



### THE POWER BOOK

nder Forty Companies to Work

Trusts vina KCI

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Programs s & Medic<u>al (</u>

### Construction and Real Estate

riday, December 6 ednesday, Dec. 11

# SPONSORSHIPS & EVENTS

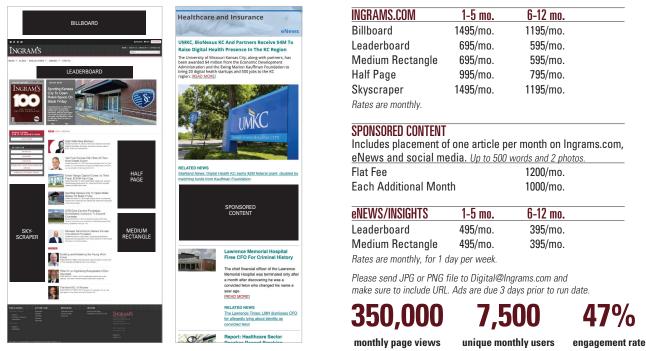
25011201211	PS & EVENIS	TITLE SPONSOR (Exclusive)	PRESENTING SPONSORSHIP	SUPPORTING SPONSORSHIP	AWARD SPONSOR	OTHER SPONSORSHIPS
INGRAMS EXECUTIVE of the Year C. Suite Awards	Outstanding leadership in executive administration, oper- ations, finance, human resources, information/technology, compliance and other C-Suite disciplines. <b>Year 4</b>	\$15,000 (1)	\$10,000 (1)	\$5,000 (2)	\$3,000 (1)	\$5,000 (2) Awards Luncheon Sponsor
Heroes in Healthcare	Exceptional performance in administration, nursing, professional and auxiliary services, as well as vol- unteer contributions and lifetime service. <b>Year 21</b>	\$10,000 (1)	\$5,000 (1)	N/A	\$3,000 (1)	\$5,000 (2) Awards Breakfast Sponsor
20 24 ICONS of EDUCATION	Stellar lifetime achievement by university presidents/ chancellors, deans, department heads and instructors at institutions across Missouri and Kansas. <b>Year 17</b>	\$10,000 (1)	\$5,000 (1)	N/A	\$3,000 (1)	\$5,000 (1) Awards Luncheon Sponsor
BEST COMIPANIES TO WORK FOR DORMANS	Recognizing exemplary workplace design in compensation, benefits, training, culture and corporate philanthropy. <b>Year 17</b>	\$15,000 (1)	\$10,000 (1)	\$5,000 (2)	\$3,000 (2) or (1) at \$5,000	5,000 (1) Awards Luncheon Sponsor
40 UNDER FORTY	Young leaders of business who are greatly achieved and demonstrate superior commitment to civic life and philanthropic causes. <b>Year 26</b>	\$15,000 (1)	\$10,000 (1)	\$5,000 (2)	\$3,000 (2) or (1) at \$5,000	\$5,000 (2) Reception Sponsor \$5,000 (1) Bar Sponsor
2024	Ingram's Readers' Choice Awards in the categories of Wining & Dining, Entertainment & Culture, Business Products and Business Services. <b>Year 36</b>	\$15,000 (1)	\$10,000 (1)	\$5,000 (2)	\$3,000 (2) or (1) at \$5,000	\$5,000 (2) Reception Sponsor \$5,000 (1) Bar Sponsor
THE SP FAM	The Kansas City region's 100 fastest-growing private companies. Ranked by revenues between the years of 2020 and 2023. <b>Year 39</b>	\$15,000 (1)	\$10,000 (1)	\$5,000 (2)	N/A	\$5,000 (2) Reception Sponsor \$5,000 (1) Bar Sponsor
INGRAM'5250	The most powerful and influential business executives in the Greater Kansas City region, encompassing for- profit companies, non-profits and education. <b>Year 9</b>	\$15,000 (1)	\$10,000 (1)	\$5,000 (2)	\$5,000 (2)	\$5,000 (2) Reception Sponsor \$5,000 (1) Bar Sponsor
T S P D C TORS	Recognizing the physicians regarded by their peers as the very best of what greater Kansas City region has to offer in health-care providers. <b>Year 28</b>	\$10,000 (1)	\$5,000 (1)	N/A	\$3,000 (1)	\$5,000 (2) Reception Sponsor \$5,000 (1) Bar Sponsor
20 twenties	Young entrepreneurs and executives who have exceeded expectations for early-career achievement and for driving business growth. <b>Year 17</b>	\$10,000 (1)	\$5,000 (1)	N/A	\$3,000 (1)	\$5,000 (1) Reception Sponsor \$5,000 (1) Bar Sponsor
WeKC	Women whose career achievements have taken them to the highest levels of leadership in their organizations. <b>Year 23</b>	\$10,000 (1)	\$5,000 (1)	N/A	\$3,000 (1)	\$5,000 (2) Awards Luncheon Sponsor
INGRAM'S PHILANTHROPIST of the Year 2024	The region's most impactful givers of time, talent and treasure on behalf of charitable causes and institutions, plus corporate and individual philanthropy. <b>Year 8</b>	\$15,000 (1)	\$10,000 (1)	\$5,000 (2)	\$3,000 (1)	\$5,000 (2) Awards Luncheon Sponsor
<b>POWER</b> Breakfast series	Regional thought leaders convene to address key issues and topics, including the 2024 Economic Forecast & Jobs Outlook, Health Care/Benefits, Commercial Real Estate & Construction. <b>NEW in '24</b>	\$15,000 (1) entire series	\$10,000 (2 EA) for specific	\$5,000 (2) for specific	N/A	\$5,000 (2) Breakfast Sponsor per series
INGRAM'S	Companies and individuals advancing the greater social good through business engagement in Work- Force Development and programming in Diversity, Equity and Inclusion. <b>NEW in '24</b>	\$10,000 (1) for the series	\$5,000 (1) for specific event	series N./A	N/A	\$850 for your color logo to be printed on front cover of the special edition. Polybags with Ingram's.

# Ingrams.com

A trusted digital news source for thousands of business professionals from the greater Kansas City area and well beyond, Ingrams.com is the destination to best accommodate your digital marketing strategies. An array of advertising options allows you to display your business in front of the eyes of business owners and investors with breaking news, insightful commentary and special regional publications.

# **Sponsored Content**

Through our sponsored content offering, you are able to tell your story to a wide audience while focusing on messaging that matters most. Share your story on Ingrams.com, daily eNews newsletters and on social media channels to get the most out of the Ingram's community.



# INGRAMS.COM AND eNEWS/INSIGHTS AD SIZES:

**Billboard** (970  $\times$  250); **Leaderboard** (728  $\times$  90); **Medium Rectangle** (300  $\times$  250); **Half Page** (300  $\times$  600); **Skyscraper** (300  $\times$  750)

# Ingram's eNews: Monday—Saturday

Each weekday morning around 9:00 a.m., Ingram's eNews delivers executive-oriented news and insights in five distinct business sectors. Saturday's newsletter will feature the Week in Review, assembling the most-read stories of the week. (Weekly plan below)

# Ingram's Insights/Breaking News: Monday—Friday

Monday-Friday in the early afternoon, Ingram's Insights delivers breaking and general-interest industry news, covering the most relevant developments at the local, state and national levels, crafted specifically for this region's executive community. (Weekly plan below)



To sign up for eNewsletters, go to https://ingrams.com/ingrams-enews/ and select from the menu of daily offerings, or e-mail Digital@Ingrams.com

# **INGRAM'S DIGITAL**

GRAMS.COM	1-5 mo.	6-12 mo.	
illboard	1495/mo.	1195/mo.	
eaderboard	695/mo.	595/mo.	
ledium Rectangle	695/mo.	595/mo.	
alf Page	995/mo.	795/mo.	
kyscraper	1495/mo.	1195/mo.	
ates are monthly.			

Includes placement of one article per month on Ingrams.com, eNews and social media. Up to 500 words and 2 photo. 1200/mo. 1000/mo.

VS/INSIGHTS	1-5 mo.	6-12 mo.	
erboard	495/mo.	395/mo.	
ium Rectangle	495/mo.	395/mo.	
are monthly for 1	day, naryyaali		

Please send JPG or PNG file to Digital@Ingrams.com and make sure to include URL. Ads are due 3 days prior to run date.





Claim Your Position: Advertising@Ingrams.com 
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Ask About Ingram's Frequency Advertising Packages

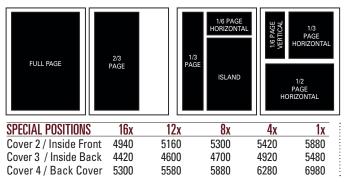
Ad Rates Subject to Change

RATE CARD #28 RELEASED 11-15-2023

# PRINT ADVERTISING RATES

FOUR COLOR	16x	12x	8x	4х	1x
Full Page	4140	4260	4460	4560	4980
2/3 Page	3020	3200	3380	3560	3820
Island	2700	2920	3200	3460	3680
1/2 Page	2720	2840	2900	3060	3220
1/3 Page	2080	2200	2340	2460	2580
1/6 Page	1480	1560	1660	1780	1960
1/2 Page Spread	4140	4260	4480	4560	4980
2 Pages or Spread	6120	6460	6680	7920	8900
4 Pages or Insert	9880	10100	10360	10600	10980
BLACK & WHITE	16x	12x	8x	4x	1x
Full Page	3180	3340	3660	3820	3980
1/2 Page	2080	2200	2340	2460	2640

Rates include prepress, proofing & printing services. Preferred Positions add 10%



# **MECHANICAL SPECIFICATIONS**

# LAYOUT FILES

Our preferred ad format is a PDF/X-1a compliant file. All images should be 300 dpi and line art should be 1200 dpi. If creating files in InDesign, Adobe Illustrator, or QuarkXPress (version 7 or higher), simply export a PDF using the PDF/X-1a setting. Fonts and graphic files must be embedded and colors <u>must</u> be CMYK. Send files to Production@Ingrams.com

- 0						
IMAGE FILES	File Format	Color	Resolution			
Color Photos	JPEG or Tiff	СМҮК	300+ dpi			
Black & White Photos	JPEG or Tiff	Greyscale	300+ dpi			
*IMPORTANT: Include linked media and convert fonts to outlines						

## SUBJECT TO TERMS AND CONDITIONS

Payment is due within 30 days of invoice date. By paying within 30 days from the date of invoice, you avoid the charge of 1.75% per month that we must otherwise charge as interest. First time advertisers are to pre-pay their first insertion. Agencies should note that we cannot honor commission on invoices that are 60 days or older. By honoring the terms of the Ad Agreement and our policy, the company is assured of maintaining its negotiated rates.

<b>DIMENSIONS</b> Magazine Trim Full Page Bleed	Width 8 ½" 8 ¾"	8 ¼″ 10 ¼″ 1⁄2 Page horizonta 8 ¾″ 11 ¼″ 1⁄3 Page vertical		4 %16" 7" 2 ½8" 4 %16"	7 ½" 4 ½" 10" 4 ½"
<b>AD DIMENSIONS</b> Full Page (active a 2⁄3 Page		Height 10" 10"	1/3 Page horizontal 1/6 Page vertical 1/6 Page horizontal 2 Page Spread	4 %16 2 ½" 4 %16″ 15 ¼″	4 % 4 %" 2 %" 10"

**NOTE:** PRINT ADVERTISERS RECEIVE **VALUE-ADDED** INSERTIONS IN INGRAM'S DIGITAL EDITIONS. LINKS ARE CONNECTED TO ALL WEBSITES AND EMAILS.

# **ALL-IN'24**

# COMMIT TO 14 ISSUES IN INGRAM'S IN 2024, ENJOY 50% OFF

This is the first time this offer has ever been made ... and it's the last time — we'll never offer it again! In recognition of Ingram's 50th Year, we're offering advertisers 50% OFF our 1x ad rates to organizations who commit to placing their **ads in each of the 14 issues in 2024**. Ingram's team is **ALL-IN** and we're rewarding valued clients and inviting good corporate citizens to join us in this celebratory year and to also be **ALL-IN** in each of our 14 extraordinary publications.

# Half-Page Horizontal Color Ads

1X Rate (Value): \$3,220 X 50% OFF \$1,610 net X 14 insertions

\$22,540 net total

Quarterly Fee: **\$5,635 net** (Due on or before Jan. 1, April 1, July 1 and October 1, 2024)

## REQUIREMENTS



Full-Page Color Ads 1X Rate (Value): \$4,980 X 50% OFF \$2,490 net X 14 insertions \$34,860 net total

## Quarterly Fee: **\$8,715 net**

Cover Positions IFC: \$5,880 X 50% = \$2,940 X 14 = \$41,160 (\$10,290 per Q) IBC: \$5,480 X 50% = \$2,740 X 14 = \$38,360 (\$9,590 per Q) Back Cover: \$6,980 X 50% = \$3,490 X 14 = \$48,860 (\$12,215 per Q)

# Two-Page Spreads (or 2 Color Pages)

1X Rate (Value): **\$8,900 X 50% OFF** 

\$4,450 net

X 14 insertions

\$62,300 net total

Quarterly Fee: **\$15,575 net** (Due on or before Jan. 1, April 1, July 1 and October 1, 2024)

Companies and organizations agree to place a 1/2 page, full page or a two page spread (or 2 pages) in each of the 14 magazines published in 2024.
Advertisers may change ad sizes between the three sizes offered and publisher agrees to allow two half page ads instead of a full page in a given issue.
Advertisers who select the 2-page spread or 2 pages in a given issue may donate one of the pages to a non-profit of their choice and be credited.
Ingram's Digital ads and services in addition to sponsorships, events and additional print ads will be billed separately and at the published rates.
The ALL-IN Advertising Agreement is non-cancellable and invoices will be issued and payments will be due on or before the first day of each quarter.
2% discount of the total annual cost is available for organizations that fund the entire amount on or before 12-31-2023. 1.5% interest on unpaid balances.
No additional discounts are allowed. Ad agencies are asked to work directly with their clients for their placement fees. The above prices are net.