



Insurance & Financial Meetings Management is the economical answer to effectively reach insurance and financial meeting and incentive travel planners.

Every issue of **Insurance & Financial Meetings Management** reaches a meaningful audience, which means advertisers enjoy virtually no waste for their ad dollars. Your advertising message will influence insurance and financial decision-makers directly involved in meeting and incentive travel planning.

Insurance & Financial Meetings Management launched more than 27 years ago to identify those executives who are the decision-makers. It was through this carefully controlled effort that we built our active and highly targeted circulation. Our in-depth and timely editorial content provides the perfect environment for your advertising message, giving it the impact you seek and enhancing the readers' interest to assure intensive cover-to-cover readership.

5,000+ U.S. Circulation Targets Only Insurance and Financial Meeting and Incentive Travel Decision Makers.

MONTH	SCHEDULED FEATURES	DESTINATIONS
FEBRUARY AD CLOSE: DECEMBER 21 MATERIAL DEADLINE: DECEMBER 31 EDITORIAL DEADLINE: DECEMBER 28	<ul style="list-style-type: none"> Gaming Resorts Golf Programs Outdoor Events Limit Your Liability F&B That Attracts Attendees 	<ul style="list-style-type: none"> California Texas Midwest Puerto Rico Canada Atlanta/Georgia Arizona
APRIL AD CLOSE: FEBRUARY 19 MATERIAL DEADLINE: FEBRUARY 26 EDITORIAL DEADLINE: FEBRUARY 15	<ul style="list-style-type: none"> Diversity & Inclusion Presentation Skills Successful Sustainability Meetings & Incentives at Sea New & Renovated Hotels & Resorts 	<ul style="list-style-type: none"> Las Vegas/Reno New Orleans/Louisiana Bahamas/Caribbean Florida Virginia Colorado
JUNE AD CLOSE: APRIL 16 MATERIAL DEADLINE: APRIL 23 EDITORIAL DEADLINE: APRIL 12	<ul style="list-style-type: none"> Golf & Spa Destinations Future Trends Career Development Tools Contract Negotiations Stress Management Techniques 	<ul style="list-style-type: none"> Atlantic City Boston/New England Nashville/Tennessee Chicago/Illinois The Carolinas
AUGUST AD CLOSE: JUNE 14 MATERIAL DEADLINE: JUNE 21 EDITORIAL DEADLINE: JUNE 11	<ul style="list-style-type: none"> Event Entertainment Mountain Meetings Meetings Tech and A/V Corporate Social Responsibility Be Prepared for the Next Crisis 	<ul style="list-style-type: none"> Pacific Northwest Arizona California Canada Mid-Atlantic Florida Atlanta/Georgia
OCTOBER AD CLOSE: AUGUST 16 MATERIAL DEADLINE: AUGUST 23 EDITORIAL DEADLINE: AUGUST 13	<ul style="list-style-type: none"> 23rd Annual World Class Awards* Incentives for All Seasons Budget Outlook Build an Agenda That Wows 	<ul style="list-style-type: none"> Las Vegas/Reno Texas Arizona Bahamas/Caribbean Colorado Ohio Atlantic City
DECEMBER AD CLOSE: OCTOBER 15 MATERIAL DEADLINE: OCTOBER 22 EDITORIAL DEADLINE: OCTOBER 11	<ul style="list-style-type: none"> 2022 Industry Forecast Impressing the C-Suite Using Social Media Health & Wellness Meeting Trends Go Beyond the Usual Event Speakers 	<ul style="list-style-type: none"> The Carolinas Hawaii New Orleans/Louisiana Gulf Coast States Mexico Florida

*Matching Edit

advertising rates

Gross rates listed

4 COLOR	1x	3x	6x	12x
Full Page	\$4,820	\$4,665	\$4,600	\$4,520
2/3 page	\$4,535	\$4,385	\$4,310	\$4,275
1/2 page island	\$4,250	\$4,060	\$4,020	\$3,995
1/2 page horiz.	\$4,070	\$3,920	\$3,860	\$3,810
1/3 page	\$3,500	\$3,400	\$3,350	\$3,260
1/4 page	\$3,180	\$3,090	\$3,045	\$2,940
1/2 page spread	\$6,190	\$5,905	\$5,775	\$5,700
2 page spread	\$7,680	\$7,445	\$7,240	\$7,105

Gross rates listed

COVER POSITION	1x	3x	6x	12x
Cover II*	\$5,960	\$5,640	\$5,450	\$5,270
Cover III*	\$5,760	\$5,450	\$5,275	\$5,150
Cover IV*	\$6,330	\$5,975	\$5,780	\$5,650

Special or matched colors (other than metallic): Earned rate plus \$2,090.
 Metallic color: Earned rate plus \$2,180. 2-page spread, matched color: Earned rate plus \$3,560. 2-page spread, metallic color: Earned rate plus \$3,920.

*Not subject to cancellation; 4-color & bleed included

printspecs

MATERIAL REQUIREMENTS

Advertisers/agencies supplying advertising material must send materials in **PDF format**.

- Preferred: Press Quality **PDF/X-4:2008** (300 ppi high-resolution). We also accept Press Quality PDF/X-1a:2001 files.
- Crop Marks only, offset 0.125 inches (**NO Bleed Marks**, Registration Marks or Color Bars)
- Ink Coverage: **Not above 300** percent.

If you have any questions about mechanical requirements, please contact our Creative Director at 561-989-0600, ext 112.

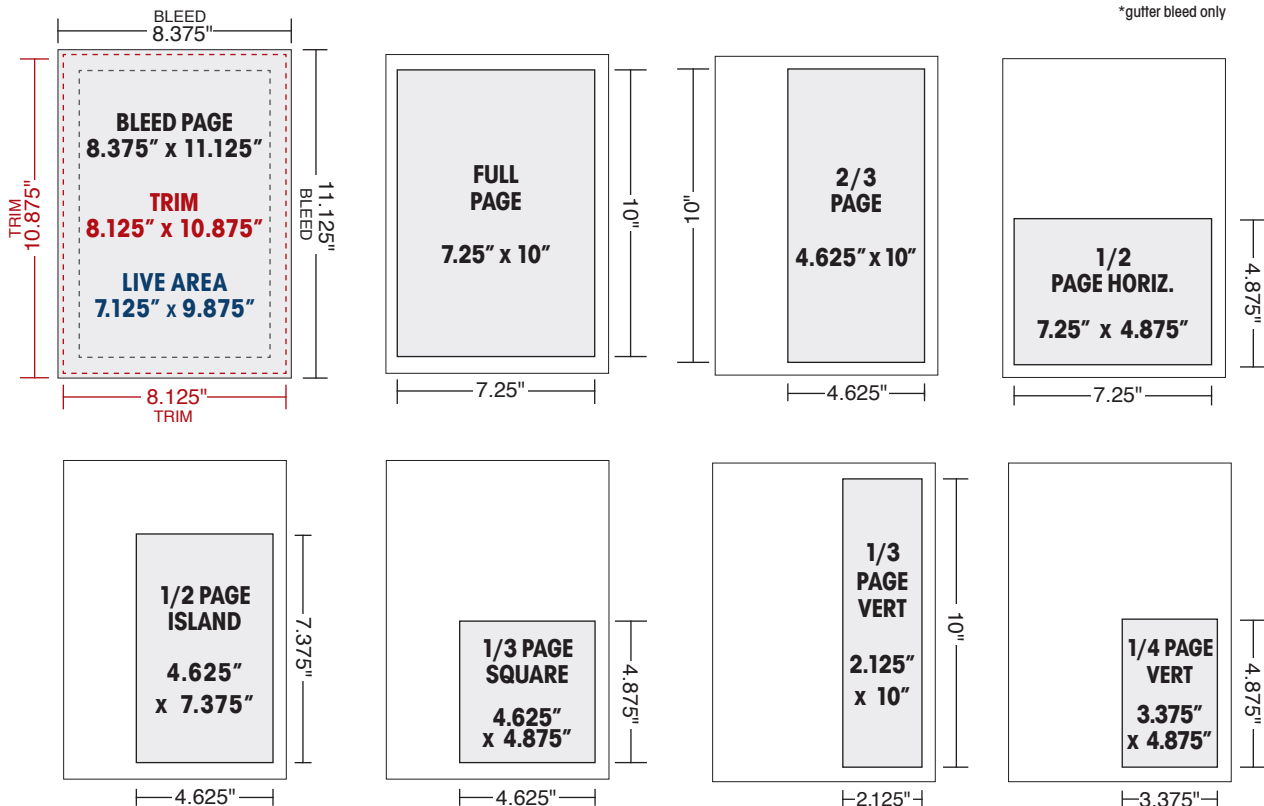
E-mail PDFs to kristin.bjornsen@themeetingmagazines.com. Please indicate the publication and issue(s) the ad will be running in the subject line.

MECHANICAL REQUIREMENTS

(printed offset, 150 line screen)

AD SIZE	DIMENSIONS
Bleed page size	8.375" x 11.125"
Trim size	8.125" x 10.875"
Full page	7.25" x 10"
2/3 page	4.625" x 10"
1/2 page island	4.625" x 7.375"
1/2 page horiz.	7.25" x 4.875"
1/3 page vertical	2.125" x 10"
1/3 page square	4.625" x 4.875"
1/4 page	3.375" x 4.875"
2 pg. spread bleed	16.5" x 11.125"
2 pg. spread trim	16.25" x 10.875"
2 pg. spread non-bleed*	15.25" x 10"
1/2 page spread bleed	16.5" x 5.563"
1/2 page spread trim	16.25" x 5.438"
1/2 page spread non-bleed*	15.25" x 4.875"

*gutter bleed only



Live matter should be kept at least 1/2" from trim size.

Advertisers will be billed for any modifications or additional work involved to complete preparation of an ad.

general conditions

- a. The advertiser and agency, each represents that it is fully authorized to publish the contents and subject matter contained in its advertisement, including names and/or pictures of living persons, copyrighted material, and any testimonials contained in any advertisement. In consideration of the publisher's acceptance of such advertisements for publication, the agency and the advertiser will indemnify and save harmless the publisher against all liability, loss, damage and expense of any nature, including attorneys' fees, arising out of the copying, printing or publishing of its advertisement resulting from any claims or suits for, including, without limitation, libel, violations or rights of privacy and of publicity, intentional infliction of emotional distress, plagiarism, unfair competition, and copyright and/or trademark infringement.
- b. Conditions, except rates, are subject to change by publisher without notice.
- c. All contents of advertisements are subject to publisher's approval. The publisher has the right to cancel or reject any advertisement, insertion order or space reservation at any time if for any reason the publisher deems the advertisement to be unacceptable.
- d. Positioning of advertisements is at the discretion of the publisher except where an arrangement for specific position is contracted for.
- e. Publisher shall not be liable for errors in key numbers, advertisers' index or reader service numbers.
- f. Cancellations or changes in orders may not be made by the advertiser or its agency after the closing date.
- g. All insertion orders are accepted subject to the terms and conditions of the current rate card. Publisher reserves the right to change rates upon notice. Advertisers under contract will be protected at present rates for 90 days from date of notice.
- h. Publisher assumes no liability for failure to print any advertisement. If an error appears in the published advertisement, the only remedy will be a make-good advertisement. The publisher is not liable under any circumstances for damages (including consequential damages) as a result of the failure to print any advertisement, or of the appearance of any errors in any advertisement published.
- i. No conditions other than those set forth in the rate card shall be binding unless specifically agreed to in writing by the publisher. Publisher will not be bound by conditions printed or appearing on order blanks or copy instructions submitted by or on behalf of the advertiser when such condition conflicts with any provisions contained within the current rate card.
- j. Publisher is not liable for delays in delivery and/or non-delivery in the event of fire, flood, accidents, acts of God, action by any government or quasi-government entity, insurrection, riot, explosion, strikes whether legal or illegal, labor or material shortage, embargo, transportation interruption of any kind, work slow-down, or any condition beyond the control of the publisher affecting production or delivery in any manner.
- k. The publisher has the right to add the word "advertisement" to any ad which creates the illusion that it is editorial matter.
- l. Failure to make insertion orders correspond in price or otherwise to the current rate schedule will be regarded as a clerical error and changes will be made by the publication and charged for, upon the terms of the schedule in force without further notice.
- m. It is the responsibility of the advertiser and its agency to be sure that all advertising complies with the U.S. postal regulations and other applicable Federal and State laws and regulations.

merchandising services

MAILING LISTS: Can be selected from each magazine's circulation by job title or type of organization, state and zip code. Contact Publisher Harvey Grotsky for rates.

REPRINTS: Our complete printing facilities are available. Ask for a quote on your reprint requirements.

additional policies

DISCOUNTS, TERMS & COMMISSIONS: Advertising must be inserted within one year of the first insertion to earn frequency discounts. Rates are based on total number of insertions or issues used. Multiple units of space in one issue may be used to earn frequency discounts: 2-page spreads are counted as two units for purposes of determining frequency. Unfilled contracts incur a short rate to the next higher earned rate. Rate holder — minimum rate holder is one-third page.

- a. Commission to recognized agencies — 15% if invoice is paid within 30 days from date of invoice. Past due accounts charged interest.
- b. In the event the advertiser or agency shall fail to remit payment in full within 30 days from date of invoice, the publisher shall be entitled to recover its reasonable attorneys' fees and all court costs incurred in the event litigation shall be necessary to collect the same.
- c. Placement of an order by an agency will signify the agreement by the agency to pay for all charges incurred, even if we are

requested to bill advertiser, or another, directly. Any statements or claims to the contrary in any order or correspondence are and will be specifically rejected. In the event payment is not remitted in full within 30 days of the invoice date: 1) interest on all unpaid balances will accrue at the rate of 2% per month, or where said rate is in excess of the maximum legal rate of interest, at the maximum legal rate; and 2) the publisher shall be entitled to recover its reasonable attorneys' fees and court costs, if any incurred in the collection of any unpaid balances, whether suit be brought or not.

CLOSING DATES: No cancellations accepted after published closing date.

INSERTS/SPECIAL UNITS: Not subject to cancellation. Consult publisher for rates.