

OUR TEAM



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Convene

OUR APPROACH



The blend of marketing and editorial to effectively communicate with a target audience using content that matters to the planner audience.

DIGITAL ADVERTISING

PCMA and Convene are the premier online resources that planners depend on for professional development, networking, and exclusive content.



CONTENT DISTRIBUTION

Reach the PCMA Convene audience based on channel preference by using a combination of video, audio and written content.



PRINT ADVERTISING

Convene magazine publishes the most engaging, informative and entertaining content made to inspire the planner audience.



OUR MEDIA

CONVENE MAGAZINE

PCMA.org

PCMAConvene.org

EMAIL NEWSLETTERS



Association, Corporate & Independent Meeting Planners

86% hold positions with decision making authority

23% are Executive Level or C-Suite



Total average number of monthly site visits

Run of site banner ads average over 30,000 monthly impressions.

Home page banner ads average over 20,000 monthly impressions.



Total average number of monthly site visits

Run of site banner ads average over 5,000 monthly impressions.

Home page banner ads average over 3,500 monthly impressions.



Total distribution for six newsletters

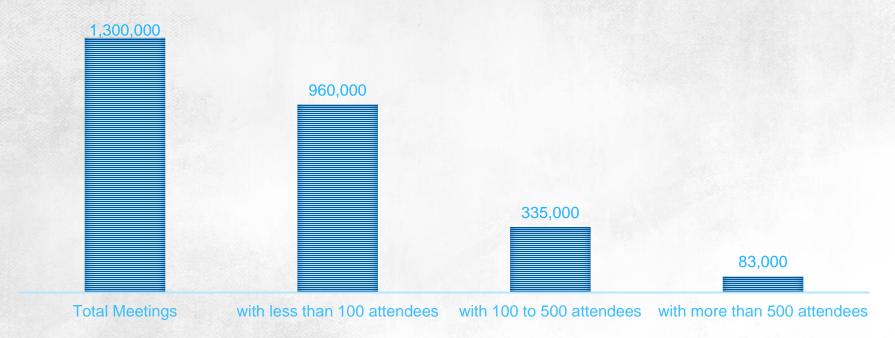
Average Open Rate 21%

Average Click Rate 24%



OUR AUDIENCE

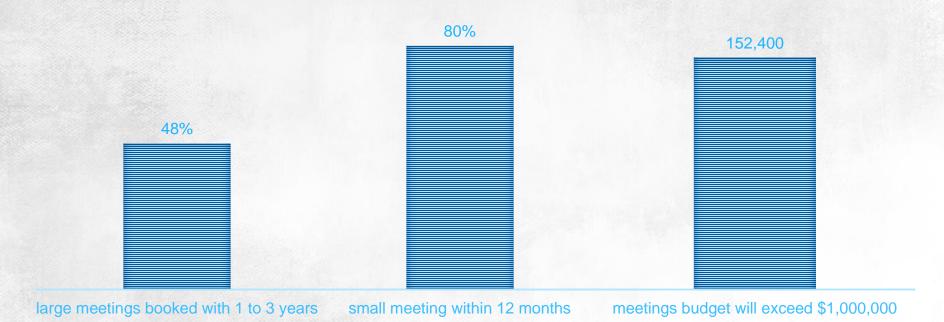
Potential Number of Meetings





OUR AUDIENCE

Booking Window & Budgets

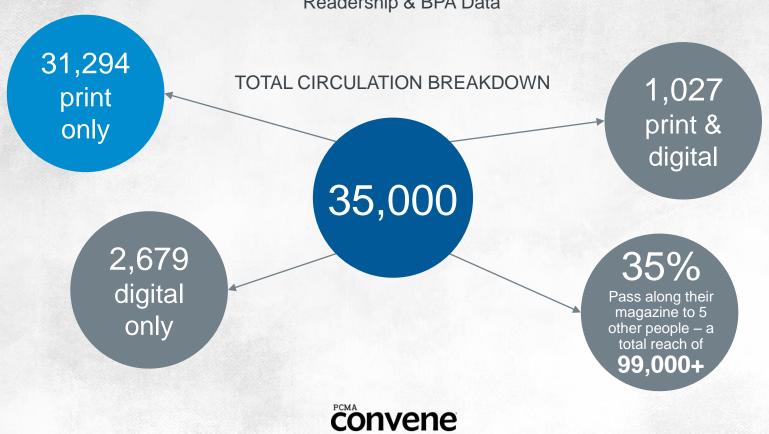






CONVENE CIRCULATION

Readership & BPA Data



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2016	EDITORIAL FEATURES	SPECIAL SECTIONS	BONUS DISTRIBUTION	DEADLINES
JANUARY	- MEDICAL MEETINGS	- LEADERSHIP PROFILES	CSPI, Destinations Showcase DC	SPACE: 11/1/2015
				EDITORIAL: 11/15/2015
				MATERIAL: 11/13/2015
FEBRAURY	- PCMA CONVENING LEADERS HIGHLIGHTS	- CONVENTION CONNECTIONS	CSPI, Destinations Showcase DC	SPACE: 12/1/2015
	- SECOND-TIER CITIES	- ATLANTIC CITY		EDITORIAL: 12/15/2015
				MATERIAL: 1/4/2016
MARCH	- ANNUAL MEETINGS MARKET RESEARCH	- FLORIDA SUPPLEMENT	ASAE, DMAI	SPACE: 1/4/2016
		- DMA WEST SUPPLEMENT		EDITORIAL: 1/15/2016
		- SITE		MATERIAL: 2/2/2016
APRIL	- HOTEL UPDATE	- THE TOP 10 REASONS TO MEET IN	ASAE Springtime, SISO	SPACE: 2/2/2016
	- MEDICAL MEETINGS	- LAS VEGAS		EDITORIAL: 2/16/2016
				MATERIAL: 3/2/2016
MAY	- DMO/CVB UPDATE	- DMOs Today	DMAI Annual Convention	SPACE: 3/2/2016
	- PCMA EDUCATION CONFERENCE PREVIEW	- GAMING DESTINATIONS	IMEX Frankfort	EDITORIAL: 3/16/2016
				MATERIAL: 4/1/2016
JUNE	- ANNUAL SALARY RESEARCH	- RESORT, GOLF & SPA MEETINGS	AIBTM, FICP,	SPACE: 4/1/2016
			PCMA Education Conference	EDITORIAL: 4/15/2016
				MATERIAL: 5/1/2016
JULY	- CORPORATE MEETINGS	- CONVENTION CENTERS &	DMAI, MPI WEC, GBTA, CESSE,	SPACE: 5/2/2016
	- EXHIBITIONS	UNIQUE VENUES	PCMA Global Summit	EDITORIAL: 5/13/2016
		- SITE		MATERIAL: 6/1/2016
AUGUST	- "BEST IN SHOW" ISSUE		ASAE	SPACE: 6/1/2016
	- SECOND-TIER CITIES			EDITORIAL: 6/15/2016
	- MEDICAL MEETINGS			MATERIAL: 7/1/2016
AUGUST	Sites and Cities, Centers and Venues, Technology	ogy, Services tell your story in what's	ASAE, IMEX America, EIBTM,	SPACE: 6/1/2016
DIRECTORY	new and what you offer in creating successfu	ıl business meetings and events (Poly-	PCMA Convening Leaders	EDITORIAL: 6/15/2016
	bagged with A	August)		MATERIAL: 7/1/2016
SEPTEMBER	- GLOBAL MEETINGS	- DMOs Today	IMEX America, EIBTM, SISO,	SPACE: 7/1/2016
	- INDEPENDENT MEETING PLANNER	- SITE	PCMA GloPro, ICCA, SITE	EDITORIAL: 7/15/2016
				MATERIAL: 8/3/2016
OCTOBER	- CONVENTION CENTERS	- INCENTIVE MEETINGS	IMEX America, PCMA GloPro,	SPACE: 8/3/2016
	- MEDICAL MEETINGS		DMA WEST	EDITORIAL: 8/15/2016
				MATERIAL: 9/1/2016
NOVEMBER	- ANNUAL MEETINGS & TECHNOLOGY	- RENOVATIONS, EXPANSIONS,	Holiday Showcase, EIBTM,	SPACE: 9/1/2016
	- INDUSTRY FORECAST	NEW BUILDINGS	IAEE	EDITORIAL: 9/15/2016
				MATERIAL: 10/3/2016
DECEMBER	- 2017 PCMA CONVENING LEADERS PREVIEW	- SITE	PCMA Convening Leaders,	SPACE: 10/3/2016
			Austin, Texas	EDITORIAL: 10/17/2016
				MATERIAL: 11/2/2016

CONVENE SPECIAL SECTIONS

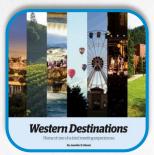
CLICK EACH SECTION FOR MORE INFORMATION



JANUARY ISSUE



FEBRUARY ISSUE



MARCH ISSUE



APRIL ISSUE



MAY & SEPTEMBER ISSUE



MAY ISSUE



JUNE ISSUE



JULY ISSUE



OCTOBER ISSUE



NOVEMBER ISSUE

EDITORIAL PROFILES



A 2-page spread focused on your destination's unique features for today's urban planner. Options to customize as a Town Planner or Resort Planner to fit your destination. One available per issue.

\$10,591 net



Capture visual learners while enhancing your brand and driving traffic to your site with a 2-page infographic. Highlight data from a case study that align with the target audience.

\$12,000 net



A full page of sponsored editorial content featuring a case-study, event or improvement in your destination. One available per issue.

\$7,093 net





CLICK FOR DIGITAL EXAMPLE

A unique, 4-page reverse (upside down) back-cover feature, including a front-cover design on Cover-4, a full-page ad on Cover-3, plus 2-pages of editorial.

\$34,500 net



Convene goes on location and writes about the site experience from a planner's perspective.
A 6-page package includes 5 pages of editorial, 1 full page ad, and a video segment on Convene TV

\$26,500 net

PREMIUM POSITIONS





CUSTOM SHRINK WRAP AVAILABLE

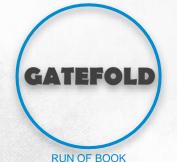






FRONT COVER









4 or 8-Page, COVER



CONVENE ONLINE

PCMACONVENE.ORG OVERVIEW

HOME PAGE
5 Interstitial Medium Rectangle



RUN OF SITE

5 Medium Rectangle

- Landing: Interstitial
- 2-Column Articles: Side
- 1-column Article: Anchor





All Positions Include In-Banner Video







CONVENE TV

THOUGHT LEADER SERIES

- Provide thought leadership on topics that connect with the PCMA Convene Planner Audience
- Naturally draw in an audience by aligning with relevant content
- Unique Brand Positioning
 - Opening Verbal & Logo Acknowledgement
 - Fixed Logo Placement in Background
 - 15-second Ticker Advertisement, Followed by a Static Message Placement
- \$5,500 Net Rate per Segment \$20,000 Net Rate for 4-Segment Series







CONVENE TV

FEATURED RUNDOWN

- Feature content published in Convene, reproduced to highlight key takeaways in a 3 to 5 minute summary
- Naturally draw in an audience by aligning with relevant content
- Unique Brand Positioning
 - Opening Verbal & Logo Acknowledgement
 - Fixed Logo Placement in Background
 - 15 Second Ticker Advertisement, Followed by a Static Message Placement
 - Post segment video commercial (optional)



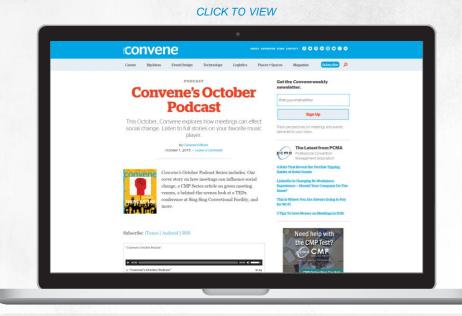




CONVENE PODCASTS

AUDIO PRODUCTION OF CONVENE CONTENT

- Experience the award-winning content in an **AUDIO** format, available for streaming via PCMAConvene.org, iTunes and Android
- Podcasts as a marketing channel has statistically provided strong results with regards to unaided ad recall rates
- Unique Brand Positioning
 (1) 15-second introduction audio clip
 - (1) 15-second post audio clip
- \$3,500 Net Rate per Segment \$12,000 Net Rate for 4-Segment Series





PCMA ONLINE PCMA.ORG OVERVIEW

- HOME PAGE
 Exclusive Top Pushdown
 4 Side Medium Rectangle
- RUN OF SITE
 5 Top Pushdown
 5 Side Medium Rectangle
 5 Anchor
- All Positions Include In-Banner Video

CLICK TO VIEW





PCMA ONLINE PCMA.ORG FEATURED NEWS

- Written by a PCMA Editor, develop content that fills the gap between brand publishing and banner advertisements (up to 400 words and 2 images)
- Deliver your message in a format that tells a story about a topic that connects with the planner audience
- Your 'news' will have prominent placement in the newsfeed located on PCMA.org

Includes: PCMA Social Media | PCMA LinkedIn

C \$2,500 Net Rate



CLICK TO VIEW



PCMA ONLINE

PCMA.ORG NATIVE ADVERTISING

- Written by a PCMA Editor, develop content that fills the gap between brand publishing and banner advertisements (up to 400 words)
- Deliver your message in a format that tells a story about a topic that connects with the planner audience
- Unique Brand Positioning with up to 9 high resolution images (up to 50 words per caption)

Includes Placement in: ThisWeek@PCMA | News Junkie | PCMA.org Home Page | PCMA Social Media



CLICK TO VIEW

\$3,500 Net Rate



PCMA ONLINE

PCMA.ORG SPONSORED CONTENT SERIES

- Written by a PCMA Editor, develop content that fills the gap between brand publishing and banner advertisements (up to 750 words and 4 images)
- Deliver your message in a format that tells a story about a topic that connects with the planner audience
- In-depth Brand Positioning

Includes Placement in: ThisWeek@PCMA | News Junkie | PCMA.org Home Page | PCMA Social Media

\$5,500 Net Rate per Article \$20,000 Net Rate for 4-Article Series







PCMA ONLINE

PCMA.ORG WHAT'S NEW WHAT'S NEXT

- The meeting planner go-to resource showcasing the newest marketplace offerings from new properties, to renovations and enhanced venue space.
- Along with PCMA's endorsement, your 'news' will have prominent placement in all PCMA channels and be a featured Resource for 1 week and live on PCMA.org for 3 months

Includes: 9 High Res Photos | ThisWeek@PCMA | News Junkie | PCMA.org Home Page | PCMA Social Media







\$4,500 Net Rate



PCMA PODCAST

BEST IN CLASS SPEAKER SESSIONS

- Experience the best in class content in an **AUDIO** format, available for streaming via PCMA.org, iTunes and Android
- Podcasts as a marketing channel has statistically provided strong results with regards to unaided ad recall rates
- Unique Brand Positioning
 - (1) 30 second introduction audio clip
 - 15 second audio clips following every 10 minutes



Leading Meeting Professionals





PCMA NEWSLETTERS













ThisWeek@PCMA

Deploys: Tuesdays Average Weekly Circulation: 14,000+

Average Open Rate: 20%

News Junkie

Deploys: Mon. – Fri. Average Daily Circulation: 14,000+

> Average Open Rate: 20%

Career Center

Deploys: Monthly Average Monthly Circulation: 14,000+

Average Open Rate: 40%

Convene@PCMA

Deploys: Thursdays Average Weekly Circulation: 50,000+

Average Open Rate: 17% to 25%

VEI

Deploys: Quarterly Average Quarterly Circulation: 1.800+

Average Open Rate: 17%

Global

Deploys: Quarterly Average Quarterly Circulation: 7.000+

Average Open Rate: 25%





PRODUCT OVERVIEW





PCMA-TV

CLICK FOR MORE INFO











BRANDED KEYCARD\$





COMPLETE RATES & SPECS

CONVENE MAGAZINE

Run of Book Advertisements Net Rates

Size	1x	3x	6x	12x	24x	32x
Full-page	\$7,845	\$7,625	\$7,320	\$7,095	\$6,960	\$6,830
2-page spread	\$12,420	\$11,840	\$11,430	\$11,015	\$10,815	\$10,590
2/3 page	\$6,870	\$6,715	\$6,530	\$6,300	\$6,190	\$6,070
1/2 page spread	\$9,055	\$8,870	\$8,625	\$8,330	\$8,180	\$8,000
1/2 page	\$6,025	\$5,890	\$5,730	\$5,535	\$5,425	\$5,340
1/2 page island	\$6,790	\$6,640	\$6,455	\$6,240	\$6,120	\$5,970
1/3 page	\$5,225	\$5,100	\$4,970	\$4,800	\$4,720	\$4,630
1/4 page	\$5,095	\$4,985	\$4,845	\$4,685	\$4,600	\$4,500



CONVENE MAGAZINE

PLEASE INCLUDE CROP MARKS FOR ADS WITH BLEEDS

Ad Sizes	l Sizes TRIM		BLEED		LIVE AREA	
	Inches	CM	Inches	CM	Inches	CM
Full page bleed	7.875 x 10.5	20 x 26.7	8.125 x 10.75	20.6 x 27.3	7.125 x 9.75	18.1 x 24.8
Full page	7 x 9.75	17.8 x 24.8				
2 page spread bleed	15.75 x 10.5	40 x 26.7	16 x 10.75	40.6 x 27.3	15 x 9.75	38.1 x 24.8
2 page spread	15 x 9.75	38.1 x 24.8			14.625 x 9.375	37.1 x 23.8
2/3 page bleed*	4.875 x 10.5	12.1 x 26.7	5 x 10.75	12.7 x 27.3	4 x 9.75	10.160 x 24.765
2/3 page	4.5 x 9.25	11.4 x 23.5			4 x 8.75	10.160 x 22.225
1/2 page spread bleed	15.75 x 5.25	40 x 13.3	16 x 5.375	40.6 x 13.7	15 x 14.5	38.100 x 11.430
1/2 page spread	15 x 4.375	38.1 x 11.1			14.5 x 3.875	36.830 x 9.843
1/2 page horizontal bleed	7.875 x 5.25	20 x 13.3	8.125 x 5.375	20.6 x 13.7	7.125 x 4.5	10.097 x 11.430
1/2 page horizontal	7 x 4.375	17.8 x 11.1			6.5 x 3.875	16.510 x 9.843
1/2 page island	4.5 x 7	11.4 x 17.8			4 x 6.5	10.160 x 16.510
1/3 page square	4.5 x 4.5	11.4 x 11.4			4 x 4	10.160 x 10.160
1/3 page vertical	2 x 9.25	5.1 x 23.5			1.625 x 8.75	4.125 x 22.225
1/4 page	3.25 x 4.5	8.3 x 11.4			2.75 x 4	6.985 x 10.160



PCMA.org Web Banner Net Rates

Website Banners	Available Positions	Net Rate	Add-on Options
Home Page Pushdown	1	\$7,500 per month	In-banner video
Home Page Medium Rectangle	4	\$1,500 per month	In-banner video
Run-of-Site Pushdown	5	\$6,000 per month	In-banner video, interactive
Run-of-Site Medium Rectangle	5	\$4,500 per month	In-banner video
Run-of-Site Anchor	5	\$2,000 per month	In-banner video



PCMA.ORG

Basic Web Banner Specs and Deadlines

Pushdown Banner Mobile	970 pixels wide x 90 pixels high Maximum initial file load limitations 60KB 320 pixels wide x 50 pixels high
Medium Rectangle Mobile	300 pixels wide x 250 pixels high Maximum initial file load limitations 40KB 320 pixels wide x 50 pixels high
Anchor Leaderboard Mobile	728 pixels wide x 90 pixels high Maximum initial file load limitations 40KB 320 pixels wide x 50 pixels high
Acceptable file type	HTML 5, accompanied by a static JPEG (Adobe Flash™ not accepted)
Hyperlinks	Please provide click-through URL
Add-on Options	Please contact Senior Production Specialist for detailed specifications for in-banner video, expandable, sidekick, and interactive rich media options
Material Deadline	Two weeks prior to campaign start
Material Contact	advertising@pcma.org



PCMAConvene.org

Web Banner Net Rates

Website Banners	Available Positions	Net Rate	Add-on Options
Interstitial Homepage	5	\$4,000 per month	In-banner video
ROS Medium Rectangle	5	\$3,000 per month	In-banner video
Universal Anchor	5	\$2,000 per month	In-banner video



PCMAConvene.org

Web Banner Specs and Deadlines

Medium Rectangle Mobile	300 pixels wide x 250 pixels high Maximum initial file load limitations 40KB 320 pixels wide x 50 pixels high
Universal Anchor Banner Mobile	970 pixels wide x 90 pixels high Maximum initial file load limitations 40KB 320 pixels wide x 50 pixels high
Acceptable file type	HTML 5, accompanied by a static JPEG (Adobe Flash™ not accepted)
Hyperlinks	Please provide click-through URL
Add-on Options	Please contact Senior Production Specialist for detailed specifications for in-banner video, expandable, sidekick, and interactive rich media options
Material Deadline	3 weeks prior to campaign start
Material Contact	advertising@pcma.org



ENHANCED WEB SPECS

	Pushdown	Add-on Option for Side Medium Rectangle (homepage and ROS)		
ENHANCED SPECS W/MULTIMEDIA	(Homepage and Run-of-Site/ROS)	In-Banner Video (file loaded)	In-Banner Video (streaming)	
Initial Dimensions (WxH in pixels)	970 x 90 PC and 320 X 50 Mobile	300x250 PC and 320 x 50 Mobile		
Maximum Expanded Dimensions (WxH in pixels)	970x415	Expansion not allowed for these units		
Max Initial File Load Size	60 KB	40 KB		
Max Additional Initial File Load Size for OBA	5 KB	5 KB		
Subsequent Max Polite File Load Size	110 KB	100	КВ	
Subsequent Max User-Initiated File Load Size	2.2 MB	2.2 MB for video file load	N/A	
Subsequent Max User-Initiated Additional Streaming File Size	Unlimited for Streaming Video. Video must be hosted on advertiser or third party site.	N/A	Unlimited for Streaming Video	
Max Video & Animation Frame rate	24 fps	24 fps		



ENHANCED WEB SPECS

ENLANCED ODEGO WANT THEFT	Pushdown	Add-on Option for Side Medium Rectangle (homepage and ROS)		
ENHANCED SPECS W/MULTIMEDIA	(Homepage and Run-of-Site/ROS)	In-Banner Video (file loaded)	In-Banner Video (streaming)	
Maximum Animation Length (HTML 5 only, Flash™ not accepted)	15-sec	15-sec		
Max Video Length	Unlimited (user-initiated only)	30-sec		
Audio Initiation	Must be user-initiated (on click: mute/ un- mute); default state is muted	Must be user-initiated (on click: mute/ un-mute); default state is muted		
Hot Spot	Not to exceed 1/4 size of original ad. Only initiated when cursor rests on hotspot for at least 1-sec. Must NOT initiate audio.			
Z-index Range	0 - 4,999	0 - 4,999		
Max Percentage of CPU Usage (Note 3)	40%	30%		
File Formats accepted	HTML 5; Adobe Flash™ is not accepted	ted HTML 5; Adobe Flash™ is not accepted		



ENHANCED WEB SPECS

ENLIANCED ODEGO WALLI TIMEDIA	Pushdown	Add-on Option for Side Medium Rectangle (homepage and ROS)		
ENHANCED SPECS W/MULTIMEDIA	(Homepage and Run-of-Site/ROS)	In-Banner Video (file loaded)	In-Banner Video (streaming)	
	Close button on expanded pushdown, initiated by click	Controls = Play, Pause, Mute (volume control to zero (0) output may be included instead of or in addition to Mute control)		
Minimum Required Controls	Uninitiated expanded panel closes automatically and collapsed ad provides expand button that can be initiated with a click			
	Video must include: Play, Pause, Mute (volume control to zero (0) output may be included instead of or in addition to Mute control)			
	Other controls dependent on modules used. See style guide for control details, styles and specifications.			
Labeling Requirements, Font Size, etc.	Ad unit content must be clearly distinguishable from normal webpage content (i.e. ad unit must have clearly defined borders and not be confused with normal page content) and framed within 15 px border width	Ad unit content must be clearly distinguishable from normal webpage		
Labeling (veguirements, 1 ont 5/2e, etc.	Logo max WxH: 239x68 px or 239x46 with brand copy height = 22 px below logo	content (i.e. ad unit must have clearly defined borders and not be confused with normal page content)		
	Logo Location: top left (15 px from each edge)			
Implementation Notes	Expanding Pushdown ad units "push" page content down rather than expanding over page content.			
Implementation Best Practice	For times when the user's browser does not support creative functionality (i.e. Flash $^{\text{TM}}$, HTML5), provide a standard image file.	For times when the user's browser does not support creative functionality (i.e. Flash™, HTML5), provide a standard image		



ThisWeek@PCMA

Positions	Dimensions	Available Positions	1x Net Rate	Annual Net Rate
Top Leaderboard	728x90	5 rotations (10x/year)	\$3,000	\$20,000/year
Interstitial	728 x90	5 rotations (10x/year)	\$2,500	\$17,500/year
Anchor Leaderboard	728x90	5 rotations (10x/year)	\$1,275	\$9,000/year

Newsletter Specs and Deadlines

File Types: GIF or JPEG (Note: Only first frame of animated GIF may appear in newsletter depending on user system)

File Size: Maximum 46KB; 72 DPI



CareerCenter

Positions	Dimensions	Available Positions	1x Net Rate
Top Leaderboard	728x90	1 per month	\$2,000
Interstitial	728x90	1 per month	\$1,800
Anchor Leaderboard	728 x90	1 per month	\$1,000

Newsletter Specs and Deadlines

File Types: GIF or JPEG (Note: Only first frame of animated GIF may appear in newsletter depending on user system)

File Size: Maximum 46KB: 72 DPI



Convene@PCMA

Positions	Dimensions	Available Positions	1x Net Rate
Top Leaderboard	728x90	1 per week	\$2,500
Medium Rectangle	300x250	1 per week	\$2,250
Anchor Leaderboard	728x90	1 per week	\$1,275

Newsletter Specs and Deadlines

File Types: GIF or JPEG (Note: Only first frame of animated GIF may appear in newsletter depending on user system)

File Size: Maximum 46KB; 72 DPI



Global Insights

Positions	Dimensions Available Positions		1x Net Rate
Top Leaderboard	728x90	1 per month	\$2,000
Interstitial	728x90	1 per month	\$1,500
Anchor Leaderboard	728 x90	1 per month	\$1,200

Newsletter Specs and Deadlines

File Types: GIF or JPEG (Note: Only first frame of animated GIF may appear in newsletter depending on user system)

File Size: Maximum 46KB; 72 DPI



News Junkie

News Junkie	Dimensions	Available Positions	1x Net Rate	5x Net Rate	10x Net Rate	20x Net Rate	40x net Rate
Top Leaderboard	728x90 320x50	1/day	\$2,500	\$1,850	\$1,500	\$1,350	\$1,000
Anchor Leaderboard	728x90 320x50	1/day	\$1,250	\$950	\$750	\$650	\$500

Newsletter Specs and Deadlines

File Types: GIF or JPEG (Note: Only first frame of animated GIF may appear in newsletter depending on user system)

File Size: Maximum 46KB; 72 DPI



Content Marketing Specs

Featured News, Native Advertising, Sponsored Content Series, What's New What's Next

Product	Content Writer	Number of Words	Number of Images	
Featured News	PCMA Editor	Up to 400	Up to 2	
Native Advertising	PCMA Editor	Up to 400	Up to 2	
Sponsored Content Series	PCMA Editor	Up to 750	Up to 4	
What's New What's Next	Client	Up to 100 for Intro/ Up to 50 per Image	Up to 9	

Material Deadline for What's New What's Next: 4-weeks prior to run-date;

Material Deadline for Feature News, Native Advertising and Sponsored Content: 2-weeks prior to run-date



Convene-TV Specs

Product	Requirements
Featured Rundown	High Res Logo
	45 word advertisement for scrolling ticker, followed by a 74 character static message
	(Optional) Video commercial to be played following Convene-TV Segment
Thought Leader Series	Access to Skype (alternatives for face to face production also available)

