

# **MARKETING PLANNER**

Creating Connections For Success

**AUDIENCE DEMOGRAPHICS** 

**MARKETING SOLUTIONS** 

**PRINT MEDIA** 

**CONTENT CALENDAR** 

**DIGITAL | SOCIAL** 

**LEAD GENERATION** 

**LIVE EVENTS** 



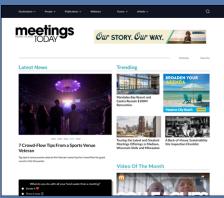
# Engage with Our Audience

Meetings Today serves an audience of more than 109,000 planners of meetings, conferences, conventions, events and incentive programs worldwide, with a primary focus on covering the destinations, venues and experiences that may be a good fit for their programs and the latest trends and issues affecting the industry. Our content and events attract thousands of qualified industry buyers.

# Why Meetings Today?

- > Industry's largest circulation, with 64,759 unique planner subscribers
- > Robust digital audience across MeetingsToday.com, eNewsletters, video, etc.
- > Qualified and engaged live event and webinar attendees
- > Thousands of possible leads
- > Managed with full-service marketing expertise







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# Meetings Today Audience Quality

# 109,000+ Unique Audience\*

- > **64,759** publication planner recipients
- > Total Readership = **145,688** (pass-along)
- > Thousands of live event and webinar attendees



**Print Audience:** 

Corporate: **53,548** 

Association: 9,676

Other: 1,535

Purchasing Action\*

Respondents report taking one or more purchasing actions during the past year as a result of ads and/or editorials appearing in Meetings Today

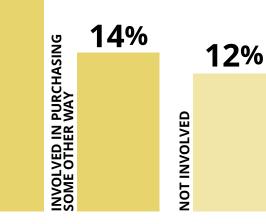


33%



**Purchasing** Involvement\*

Respondents involved in the decision-making process from recommendation to authorization





Influence After seeing an ad in Meetings Today, 90% of respondents reported one or more of the following:\*

APPROVE/AUTHORIZE PURCHASES

74%

ASSOCIATED ADS WITH RESPECTIVE BRANDS

LIKED ONE OR MORE ADS

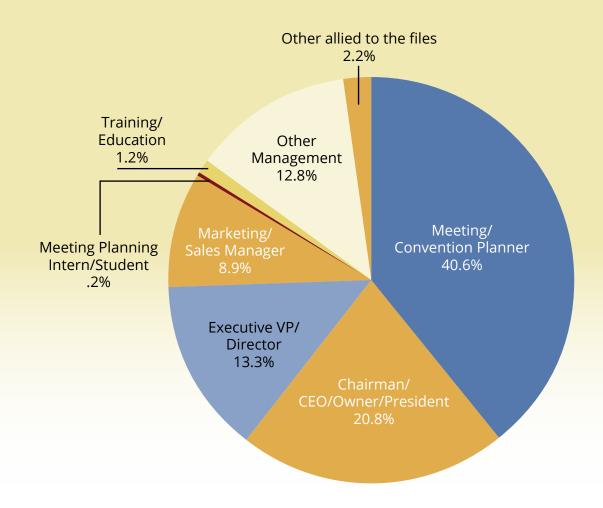
HAVE IMPROVED OPINION

**BECAME NEWLY AWARE OF A PRODUCT/SERVICE** 

# **Buying Power**

Meetings Today has the largest circulation of any publication... reaching an audience of 64,759\* planners every month!

Meetings Today has the most subscribers with the title of convention and/or meeting planner.\*



Meetings Today users have over \$75 Billion in buying power!

# **Tools to Drive Results**

# meetings PEOPLE + PLACES TO DAY 8

Access our full suite of marketing solutions so you can focus on running your business. Starting with a clear strategic vision we'll equip you with the right set of tools to ensure you're giving your customers the best possible experience so you'll get the best possible return on investment.



### **DIGITAL**

- Website Retargeting
- · Web Units and Rich Media
- Social Media Retargeting
- Video Showcase
- Video of the Month
- Video Retarketing
- · Digital Editions
- Podcasts
- Sponsored Content
- Mobile
- Email Marketing



#### **PRINT**

- National
- International
- Destination Guides
- Supplements
- Custom Print Options



#### **CONTENT**

- National Newsletters
- Custom Newsletters
- Dare to Interrupt
- · New & Renovated
- eHandbooks
- MPI eHandbooks



#### **EVENTS**

- · Meetings Today LIVE!
- Educational Webinars
- On Location Video Broadcasts
- Custom Webinars
- Custom Fams
- Virtual Events



### **MARKETING SERVICES**

- Lead Generation
- Lead Nurturing
- Content Marketing
- Research and Planning
- Database Services
- Customer Database Platforms (CDP)

# The Power of Print Media

# Planners Rely on Print

- Our publications introduce meeting planners to your destinations or properties. This information tells our audience what you want them to understand and how to better handle their business
- > Print is a reminder of who, where and what your business is

Let Meetings Today's drive group business your way.



#### **Our Print Options Include:**

- > 9 issues during the year
- **>** 2 annual supplements





# Connecting You with Countless Meeting Planners!











# Stand out from your competition with Customized Options:

- Gatefold Cover (with or without die cut)
- > Reverse Gatefold Cover
- > Tip Cover
- > 2-page Gatefold
- 3-page Gatefold
- Cover Wrap
- > French Door

- > Belly Band
- Tab Divider (with or without die cut)
- > Insert
- > Label Aire Post-it
- > Business Reply Cards
- > Custom







Belly Band

# meetings PEOPLE + PLACES TO DAY

# ngs 2025 Print/Digital Content Calendar

## PRINT

### **ENEWSLETTERS/DIGITAL**

**02.04:** Industry Updates

**02.05:** Coastal Carolinas

**02.06:** Industry Updates

02.11: Chicago Suburbs

**02.12:** Pacific Northwest

02.18: Industry Updates

02.20: San Diego Area

02.26: eHandbook

**02.13:** Monterey/Santa Cruz, CA

**02.19:** Dallas/Fort Worth Metroplex

**02.25:** Miami/Fort Lauderdale

02.27: Florida's Panhandle

#### **FEATURES**

Drive-To Meetings\*
In Balance: Wellness
Meetings Today Trends Survey
Pharma/Medical Meetings

#### **DEPARTMENTS**

The Agenda • Best Practices
Dare to Interrupt • Taking Off • The Z

#### **NORTH AMERICA DESTINATIONS**

**EAST:** Drive-To Meetings\* • Connecticut • Philadelphia/Valley Forge/ Eastern PA

**MIDAMERICA:** Drive-To Meetings\* • Milwaukee Area • Chicago Suburbs

**SOUTH:** Drive-To Meetings\* • Coastal Carolinas • Dallas/Fort Worth Metroplex • Florida's Panhandle • Miami/Fort Lauderdale

**WEST:** Drive-To Meetings\* • Pacific Northwest • Arizona • Monterey/Santa Cruz, CA • San Diego Area

**GLOBAL:** Venues & Destinations

#### MFFTINGS TODAY NEWSWIRI

01.02: Meetings Today Trends
01.07: Drive-to Meetings
01.08: In Balance: Wellness
01.09: Industry Updates
01.14: Best Practices
01.15: Gen Z
01.16: Industry Updates

**01.21:** Pharma/Medical Meetings

**01.22:** Industry Updates **01.23:** Connecticut

**01.28:** Philadelphia/Valley Forge/ Eastern PA

**01.29:** Arizona **01.30:** Milwaukee Area

DARE TO INTERRUPT: 01.27, 02.24 NEW & RENOVATED: 02.03

#### WEBINAR

**01.29:** Meetings Technology **02.26:** Budget Strategies

#### **AD DEADLINES**

SALES: 12.20.24 • ADVERTORIALS: 12.27.24 • MATERIALS: 01.03

#### **FEATURES**

Corporate Meetings Executive Retreats The Future of Work In Balance: Wellness Resort Meetings\*

#### **DEPARTMENTS**

The Agenda • Best Practices
Dare to Interrupt • Taking Off • The Z

#### **NORTH AMERICA DESTINATIONS**

**EAST:** Resort Meetings\* • New York State

MIDAMERICA: Resort Meetings\* • Chicago • Eastern Iowa Cities

**SOUTH:** Resort Meetings\* • Charlotte, NC • Tampa/St. Pete/Clearwater • Houston

**WEST:** Resort Meetings\* • Colorado • Greater Palm Springs, CA • Inland Empire, CA • Las Vegas • Wine Country Meetings • Western Gaming\*

**GLOBAL:** Venues & Destinations • Tourism Australia

#### MEETINGS TODAY NEWSWIRI

**03.04:** Toronto Area **03.05:** Chicago

**03.06:** Greater Palm Springs, CA

**03.11:** New York State

**03.12:** Tampa/St. Pete/Clearwater

**03.13:** Houston

DARE TO INTERRUPT: 03.24

#### WERINA

03.26: Women's History Month

**03.18:** Metro Seattle **03.19:** Charlotte, NC

**03.20:** Wine Country Meetings

**03.25:** Colorado **03.26:** Las Vegas

03.27: Fastern Iowa Cities

AD DEADLINES
SALES: 01.24 • ADVERTORIALS: 01.31 • MATERIALS: 02.07

02 19 25

# **PRINT**

#### **FEATURES**

Convention Centers\* In Balance: Wellness Incentive Travel\* Luxury Hotels

#### **DEPARTMENTS**

The Agenda • Best Practices Dare to Interrupt • Taking Off • The Z

#### NORTH AMERICA DESTINATIONS

EAST: Convention Centers\* • Boston • Washington, D.C.

MIDAMERICA: Convention Centers\* • Agricultural Meetings • Central Illinois • Minnesota

**SOUTH:** Convention Centers\* • Coastal Texas • Georgia • Louisiana •

WEST: Convention Centers\* • Metro Seattle • Reno/Lake Tahoe • Salt Lake City

**GLOBAL:** Venues & Destinations

#### **FLORIDA SUPPLEMENT**

**SALES:** 02.21 • **MATERIALS:** 02.28

#### **FEATURES**

Diversity and Inclusion in Meetings Hotel Spotlight\* In Balance: Wellness **SMERF** 

#### **DEPARTMENTS**

**FEATURES** 

F&B: Trending Now

In Balance: Wellness

New and Renovated\*

Sports Venues\*

**DEPARTMENTS** 

The Agenda • Best Practices

LAS VEGAS SPECIAL SECTION

**SALES:** 04.25 • **MATERIALS:** 05.09

The Agenda • Best Practices Dare to Interrupt • Taking Off • The Z

Raleigh, NC • Memphis, TN

#### **AD DEADLINES**

SALES: 02.21 · ADVERTORIALS: 02.28 · MATERIALS: 03.07

#### NORTH AMERICA DESTINATIONS

**EAST:** Hotel Spotlight\* • Eastern Gaming\* • Providence, RI • Toronto

MIDAMERICA: Hotel Spotlight\* • Lake Geneva, WI • Missouri • Omaha, NE/Council Bluffs, IA

**SOUTH:** Hotel Spotlight\* • Beach Meetings\* • Central/West Texas • Palm Beach/Treasure Coast, FL • West Virginia

WEST: Hotel Spotlight\* • Portland, OR Metro • Sacramento/Central Valley/High Sierras, CA • San Francisco Bay Area

MEXICO/CARIBBEAN: Coastal Mexico **GLOBAL:** Venues & Destinations

NORTH AMERICA DESTINATIONS

#### **AD DEADLINES**

SALES: 03.21 · ADVERTORIALS: 03.28 · MATERIALS: 04.04

**EAST:** New and Renovated\* • Eastern Canada • New Jersey

MIDAMERICA: New and Renovated\* • Iowa • MidAmerica Gaming Destinations\* • Wisconsin Dells, WI

**SOUTH:** New and Renovated\* • Austin/The Hill Country, TX • Columbia, SC • Kentucky • Myrtle Beach, SC

WEST: New and Renovated\* • Anaheim, CA • Boise, ID • Colorado Springs, CO · Montana · New Mexico

**GLOBAL:** Venues & Destinations

#### **AD DEADLINES**

SALES: 04.25 · ADVERTORIALS: 05.02 · MATERIALS: 05.09

# **ENEWSLETTERS/DIGITAL**

04.01: Central Illinois 04.02: Inland Empire, CA 04.03: Salt Lake City **04.08:** Georgia

**04.09:** Minnesota **04.10:** Boston **04.15:** Memphis, TN

**DARE TO INTERRUPT: 04.21** 

04.30: Site Selection

05.01: Central/West Texas

Treasure Coast, FL

**05.07:** Missouri 05.08: Lake Geneva, WI

05.13: Portland, OR Metro **05.14:** Providence, RI

05.15: Omaha, NE/Council Bluffs, IA

**DARE TO INTERRUPT: 05.19 NEW & RENOVATED: 05.05** 

**05.28:** Wellness

06.03: Wisconsin Dells, WI

**06.05:** Anaheim. CA

06.11: Colorado Springs, CO

**DARE TO INTERRUPT: 06.23** 

06.25: DFI

05.20: Beach Meetings **05.06:** Palm Beach/ **05.21:** West Virginia

**05.22:** Sacramento/Central Valley/

High Sierras, CA

**06.18:** Austin/The Hill Country, TX

**05.27:** Post-Holiday, No Newsletter

05.28: Coastal Mexico

**04.16:** Reno/Lake Tahoe

**04.22:** Washington, D.C.

**04.29:** Agricultural Meetings

04.23: Coastal Texas

04.30: Incentive Travel

**04.17:** Raleigh, NC

**04.24:** Louisiana

**05.29:** Eastern Gaming

**06.17:** New Jersey

**06.19:** New Mexico

06.24: Columbia, SC

**06.25:** Montana

06.26: lowa

**06.04:** Myrtle Beach, SC

**06.10:** Kentucky

**06.12:** Eastern Canada

Dare to Interrupt • Taking Off • The Z

# **INGS 2025** Print/Digital Content Calendar

## **PRINT**

### **ENEWSLETTERS/DIGITAL**

#### **FEATURES**

**Association Meetings** Conference Centers\* Contracts: Advice From the Pros CVB Update\* In Balance: Wellness

#### **DEPARTMENTS**

**Meetings Trendsetters** 

The Agenda • Best Practices Dare to Interrupt • Taking Off • The Z

#### **NORTH AMERICA DESTINATIONS**

**EAST:** Conference Centers\* • CVB Update\* • Quebec

MIDAMERICA: Conference Centers\* • CVB Update\* • Detroit Metro • Nebraska • North Dakota

**SOUTH:** Conference Centers\* • CVB Update\* • Nashville, TN • New Orleans • South Texas

WEST: Conference Centers\* • Beach Meetings\* • Washington • Western Canada • Wyoming

MEXICO/CARIBBEAN: The Bahamas • Caribbean/Cancun\* **GLOBAL:** Venues & Destinations

**07.01:** Contracts:

Advice From the Pros **07.02:** MidAmerica Gaming

**07.03:** Pre-Holiday, No Newsletter

**07.08:** Association Meetings

**07.09:** Boise. ID

**07.10:** Conference Centers

**07.15:** South Texas **07.16**: Idaho **07.17:** New Orleans

**07.22:** Wyoming 07.23: Nashville, TN

**07.24:** Quebec 07.29: Global Meetings

**07.30:** CVB Update 07.31: Industry Updates

**DARE TO INTERRUPT: 07.21; 08.18 NEW & RENOVATED: 08.04** 

#### **INCENTIVES TODAY DIGITAL MAGAZINE PARTNERING WITH SITE GLOBAL**

**DELIVERY:** 07.15

#### **AD DEADLINES**

SALES: 06.20 · ADVERTORIALS: 06.27 · MATERIALS: 07.03

07.30: Contract Clauses

**08.27:** Al

**09.17:** Orlando

**09.23:** New England

09.30: IMFX Preview

08.05: Best Practices

08.06: Detroit Metro

08.12: North Dakota

08.20: Washington

**08.21:** Gen Z

**08.28:** Nebraska

**08.07:** Meetings Trendsetters

**08.13:** In Balance: Wellness

08.14: Western Canada

**08.19:** Industry Updates

**08.26:** Beach Meetings **08.27:** Caribbean/Cancun

MPI: Contracts and Critical Clauses

09.18: Central California Coast

09.25: Pittsburgh/Western PA

09.24: Phoenix/Scottsdale

#### **FEATURES**

Affordable Meetings Attractions In Balance: Wellness IMEX Preview\* Resorts & Incentives\*

#### **DEPARTMENTS**

The Agenda • Best Practices Dare to Interrupt • Taking Off • The Z

#### **NORTH AMERICA DESTINATIONS**

EAST: IMEX Preview\* • Resorts & Incentives\* • New England • Pittsburgh/Western PA

MIDAMERICA: IMEX Preview\* • Resorts & Incentives\* • Family-Friendly Meetings\* • Wisconsin

**SOUTH:** IMEX Preview\* • Resorts & Incentives\* • Knoxville/Pigeon Forge, TN Area • South Carolina • Orlando

WEST: IMEX Preview\* • Resorts & Incentives\* • Central California Coast • Mountain Meetings • Phoenix/Scottsdale • Greater Los Angeles

**MEXICO/CARIBBEAN:** Mexico **GLOBAL:** Venues & Destinations

**09.02:** Industry Updates

**09.03:** Knoxville/Pigeon Forge, TN

09.04: Greater Los Angeles **09.09:** Mountain Meetings

**09.10:** South Carolina

**09.11:** Wisconsin

**09.16:** Mexico

**DARE TO INTERRUPT: 09.22** 

**09.24:** Sustainability

**TEXAS SUPPLEMENT SALES: 07.25 • MATERIALS: 08.01**  **AD DEADLINES** 

SALES: 07.25 · ADVERTORIALS: 08.01 · MATERIALS: 08.08

BER



# **ngs** 2025 Print/Digital Content Calendar

## **PRINT**

### **ENEWSLETTERS/DIGITAL**

**10.16:** Fort Myers/SW FL

10.28: Orange County, CA

**10.22:** San Antonio/The Hill Country

10.21: North Carolina

**10.23:** Virginia

**10.30:** Denver

**10.29:** Tucson, AZ

#### **FEATURES**

All-Inclusive Meetings\* Best Of\* Gaming Properties & Destinations In Balance: Wellness

#### **DEPARTMENTS**

The Agenda • Best Practices Dare to Interrupt • Taking Off • The Z

#### **NORTH AMERICA DESTINATIONS**

EAST: Best Of\* • Maryland • New York City • Poconos, PA MIDAMERICA: Best Of\* • Illinois • Kansas City Area • Ohio

**SOUTH:** Best Of\* • Fort Myers/SW FL • Jacksonville, FL • North Carolina • San Antonio/The Hill Country • Savannah, GA • Virginia

WEST: Best Of\* • Denver • Hawai'i • Idaho • Orange County, CA • Oregon • Tucson, AZ • Utah

MEXICO/CARIBBEAN: All-Inclusive Meetings\* **GLOBAL:** Venues & Destinations

10.01: New York City 10.02: Maryland **10.07:** Poconos, PA **10.08:** Illinois **10.09:** Hawai'i

**10.14:** Kansas City Area

**10.15:** Ohio

**DARE TO INTERRUPT: 10.20** 

10.29: F&B

# **AD DEADLINES**

SALES: 08.22 · ADVERTORIALS: 08.29 · MATERIALS: 09.05

#### **FEATURES**

DMO Update\* Golf Resort Meetings\* In Balance: Wellness International Meetings New & Renovated Properties\*

#### **DEPARTMENTS**

The Agenda • Best Practices Dare to Interrupt • Taking Off • The Z

#### **NORTH AMERICA DESTINATIONS**

EAST: DMO Update\* • Golf Resort Meetings\* • New & Renovated Properties\* • Atlantic City, NJ • Rhode Island

MIDAMERICA: DMO Update\* • Golf Resort Meetings\* • New & Renovated Properties\* • Grand Rapids, MI • Indiana • St. Louis

**SOUTH:** DMO Update\* • Golf Resort Meetings\* • New & Renovated Properties\* • Alabama • Shreveport/Baton Rouge, LA

WEST: DMO Update\* • Golf Resort Meetings\* • New & Renovated Properties\* • Desert Meetings • Napa/Sonoma, CA • Nevada

MEXICO/CARIBBEAN: Puerto Rico **GLOBAL:** Venues & Destinations

**11.04:** Oregon **12.02:** Rhode Island **11.05:** Utah 12.03: Grand Rapids, MI **11.06:** Gaming Properties 12.04: Desert Meetings & Destinations **12.09:** Indiana **11.11:** DMO Update **12.10:** St. Louis **11.12:** In Balance: Wellness **12.11:** Alabama 11.13: Golf Resort Meetings **12.16:** Puerto Rico

12.17: Shreveport/Baton Rouge, LA **11.18:** Idaho 11.19: New & Renovated 12.18: Napa/Sonoma, CA

**11.20:** Gen Z **12.23:** Industry Updates 12.24: Pre-Holiday, No Newsletter **11.25:** Atlantic City, NI

**11.26:** Pre-Holiday, No Newsletter 12.25: Holiday, No Newsletter

11.27: Holiday, No Newsletter **12.30:** Nevada

**DARE TO INTERRUPT: 11.17: 12.15 NEW & RENOVATED: 11.03** 

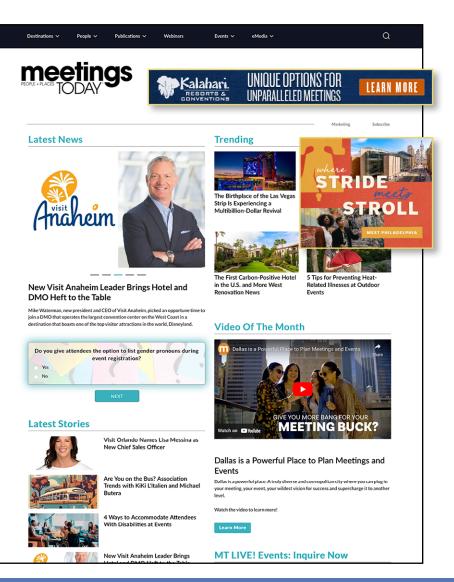
11.19: DMO/CVB **12.17:** Negotiating

INCENTIVES TODAY DIGITAL MAGAZINE PARTNERING WITH SITE GLOBAL **DELIVERY: 11.05** 

**AD DEADLINES** SALES: 10.24 · ADVERTORIALS: 10.31 · MATERIALS: 11.07

# Digital Marketing

# Connect, Engage and Convert



**Web Units:** Guaranteed impressions. Choose from all IAB web units.

**Rich Media High Impact Units:** Get the most from your creative with a number of rich media options. Choose from Catfish, Pushdown, Peelbacks, Expandable Leaderboards and Belly Bands.

**Online Display Retargeting:** We can retarget your banner ad to people who have visited MeetingsToday.com and extend your display ad to planners on other websites.

**Mobile Sponsorships:** Planners live on their smartphones. Our website is designed for that purpose. Take your message to our mobile uses every month with an exclusive monthly sponsor!

**Sponsored Content:** Tell the readers of Meetings Today about your destination, property or facility in an article you provide. Displayed on the home page of Meetings Today. com right below the Industry News means you will have fantastic visibility. Your article will also be promoted in our daily enewsletter that goes to an audience of more than 50,000.



### **Ad Units**

Leaderboard: 728 x 90

**Catfish:** 955 x 75

Medium Rectangle: 300 x 250

**Half Page Ad:** 300 x 600 Small Rectangle: 300 x 100

**Expandable Leaderboard:** 728 x 180

**Super Leaderboard:** 970 x 90

**Rising Star Pushdown:** 970 x 90 - 970 x 415

# Retargeting Web Package

# Reconnect with **Interested Prospects**

Retargeting is a powerful way to stay engaged and build frequencywith the Meetings Today audience, regardless of where they are on the web. We can display your banner ad to people who have previously visited meetingstoday.com. When people leave our website, audience retargeting helps you reconnect with them by showing relevant ads as they browse the web.

#### **Benefits:**

- > Drive sales activity and generate leads
- > Increase registrations
- > Promote your brand and build awareness
- **>** Large scale reach to potential customers where they are on the web
- > Measure response and engagement with your current ad creative



**Meeting planner visits** MeetingsToday.com

**Planner** is tracked

**Planner leaves** MeetingsToday.com

Your ad follows them on the web

# Find your Best Prospects

Audience matching works very similarly to ad remarketing on Google. In addition to using a cookie to track our visitors when they log onto Facebook and Instagram, we have also uploaded all of our subscriber emails to Facebook/Instagram and can reach 52,000\* of our highly qualified audience when they are logged onto the sites. Facebook/ Instagram Matching is another way to stay engaged with the Meetings Today audience.

### **Ad Units**

Leaderboard: 728 x 90

Medium Rectangle: 300 x 250 **Half Page Ad:** 300 x 600

# Social Media

# Expand your Reach with Social Media

Social media is one of the most effective channels to connect with our audience. By creating a social media campaign with Meetings Today, you can utilize one or more of our channels (X, Instagram, Facebook, YouTube) to promote and build your brand, while driving targeted traffic and building a robust online community of meetings professionals.

Your message will be seen by only members of the Meetings Today Universe. Either by using our planner database or targeting planners who have visited MeetingsToday.com, your message will be seen by the RIGHT social media audience.

- > Promote your brand and build awareness
- > Drive sales activity and generate leads
- Increase registrations
- **>** Large-scale reach to potential customers where they are on the web
- > Measure response and engagement with your current ad creative
- > Multiple options for ad creative, including an image ad, a multi-image carousel ad or video ad

#### **Facebook/Instagram Ad Options**

#### **Image Ad**

An image ad on Facebook or Instagram is a great way to increase awareness of who you are and what you do. An image ad gives you a clean, simple format to use with inspiring imagery and engaging copy.



#### **Carousel Ad**

The carousel format allows you to showcase 2-10 images within a single ad, each with its own link. With more creative space, you can highlight different products or tell a story about your brand that develops across each carousel card.



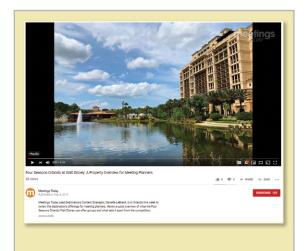
#### Video Ad

Capture short bursts of attention with video ads. Your brand message or product comes to life with video and garners extra attention. Videos boost revenue faster by telling your story better than other formats.



Please note: There will still be other standard banner advertisers on the page that are not targeted.

# Three ways to promote your video to planners!



# YouTube Retargeting

MeetingsToday.com attracts planners to its content, print, and info. You can reach those same planners on their top social media/video channel. With a YouTube retargeting package, you will reach your best prospects as they serve their favorite video platform.





# **Exclusive** Video of the Month

As planners continue to rely on video for guick and enjoyable destination information, Video of the Month offers a turnkey opportunity that runs for an entire month. This 100,000+ impression program utilizes an integrated support package including YouTube, Google Retargeting, www.meetingstoday.com and direct target email marketing to help drive planners interest to your destination.



# Video Showcase

Put your video message in front of your best meeting planner prospects with Meetings Today. Show planners the benefits of your destination or property through your creative video message. This custom eNewsletter program utilizes an integrated support package including article page, YouTube and Google retargeting, eNewsletter and social media promotions to help drive planners to your video.

# eNewsletter Benefits

# Connect with Our eNewsletter Audience

Planners subscribe to Meetings Today's eNewsletters to stay on top of the latest trends and news about the meetings and events industry, and you can reach these planners while they're engaged with the content they rely upon. Get your message out to our subscribers with the following:

- > Meetings Today Newswire (Tuesday through Thursday) (50,000\* subscribers)
- > New & Renovated (quarterly) (50,000\* subscribers)
- > Dare to Interrupt (monthly) (25,000\* subscribers)



### Medium Rectangle: 300 x 250

Daily (Tues., Wed. or Thurs) Options

**Spotlights:** 250 x 200 image; URL, Headline, 75 words

Weekly (Tues. through Thurs.) Options

Leaderboard: 728 x 90

**Available Ad Units** 

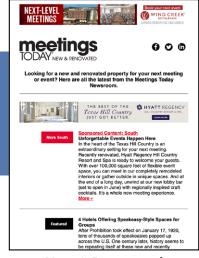
**Available Ad Units** 

Medium Rectangle: 300 x 250 Leaderboard: 728 x 90

#### **Meetings Today Newswire**



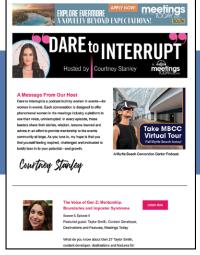
**Top and Bottom Leaderboard:** 728 x 90 **Regional Sponsorships:** Leaderboard and Evertorial



New & Renovated

#### Dare to Interrupt **Available Ad Units**

**Top and Bottom Leaderboard:** 728 x 90 **Spotlights:** 250 x 200 image; URL, Headline, 75 words Medium Rectangle: 300 x 250



Dare to Interrupt

# **Custom Digital Publications**

Tell Your Story and Generate Leads with Sponsored Content Through Multiple Channels

Tell the readers of Meetings Today eHandbook about your destination, hotel or facility in an article you provide. The two-page article will be included within the Meetings Today eHandbook, which will be promoted on MeetingsToday.com as well as be distributed via our Meetings Today Newswire enewsletter that goes to our entire audience.

#### What's included:

- > All registration leads from your downloaded eHandbook
- > Full page ad (same specs as print) inside the eHandbook
- ➤ Logo on Eblast to our audience of more than 64,000 to promote the eHandbook
- > Logo treatment on the download page
- ➤ Meetings Today will also promote the e-handbook on other media channels including: Monthly print publication, newsletters, social media, and remarketing





### 2025 SCHEDULE

MAY\* SALES CLOSE: 04.06 MATERIALS: 04.13 PUBLISHES: 05.01

Site Selection Strategies

\*Includes opportunity to submit (up to 2 pages) of content that relate to the subject matter

**Custom opportunities available** 

# **Incentives Today**

# Brand New Opportunity to Increase Your Incentive Travel Bookings



Incentives Today is a new digital publication from Meetings Today that taps into the exciting and evolving world of incentive travel programs.

Partnering with SITE (Society for Incentive Travel Excellence), the publication will be delivered to 70,000 industry travel planning professionals. Incentives Today will provide planners with coverage of traditional and emerging destinations, insights into current qualifier preferences, and trends related to everything from gifting to unique activations and innovative programs.

#### You can be part of this exciting opportunity:

- **>** Get your sales message across to a potential audience of 70,000 planner prospects
- > Receive a database of incentive travel leads (planners who download the eHandbook)
- **>** Leverage the power of two of the group travel market's leading brands
- > Double your impact with matching advertorial

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RATES			
	1X	2X	3X
HALF PAGE	\$2,500	\$2,300	\$2,100
FULL PAGE	\$3,500	\$3,300	\$3,100

<sup>\*</sup> includes matching Advertorial

### 2025 SCHEDULE

**SUMMER 2025** 

**SALES CLOSE:** 06.13.25 **MATERIALS:** 06.20.25 **PUBLISHES: 07.15.25** 

**WINTER 2025** 

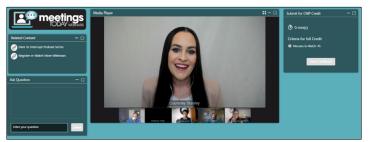
**SALES CLOSE:** 10.10.25 **MATERIALS:** 10.17.25 **PUBLISHES:** 11.05.25

# Generate Hundreds of Leads

Our CMP approved monthly webinars extend your brand to a wider and more qualified audience. Enjoy the benefits of our sophisticated webinar platform designed to increase engagement and interest throughout the event. Sponsors will receive all participant registration data.

# **Sponsor a Meetings Today Webinar:**

- > Logo and click through URL on all eblasts
- > Logo on registration page
- > Logo on screen during the event
- **>** Demographic data or all registration data
- > Pre-roll video (add on option)









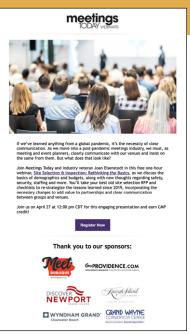
Meetings Today continues to be the leader in providing quality education and highly relevant content to attract the best in the industry.

# **Custom Webinars**

Exclusive sponsorships are designed to connect you with your best prospects. Sponsor benefits include:

- > Relevant CMP approved industry topic selection
- > Live representation during Q&A
- > Logo on registration page and all promotional eblasts
- > Logo on screen during the event
- > All registration from data





# Lead Generation with LEAD GEN+

# Generate High-Quality Meeting Planner Leads

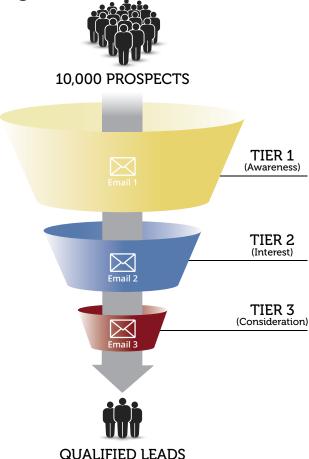
Meetings Today LEAD GEN+ is a program designed to add leads to your existing pipeline with minimal effort on your part.

LEAD GEN+ brings together proven solutions to generate leads. Our proven program combined with an experienced content team and a growing database updated daily, will generate the high-quality leads that you are seeking.

# LEADS

By Email Nurturing

This is a three-step lead nurture program that utilizes a series of emails designed to guide potential customers along the sales journey, from awareness to consideration and ultimately, to purchase.



# **LEADS**

# **By Phone**

The best way to generate leads is to get a targeted planner on the phone and find out their need dates and preferences.

#### **Create Content**

The program begins with a strategic team call to fully understand how to best position your company to meeting planners. We'll use this information to build a phone script and/or branded content for the program that best suits your needs.

#### **Build Your Database**

Choose from dozens of planner criteria from the Meetings Today audience database to build your best targeted list. And, we'll keep your list fresh as we add new subscribers daily to our main database.

#### **Cold Calling Begins**

If your program includes phone calls, the SDR (Strategic Database Research) team will start building leads with your script and targeted list. Weekly updates meetings will help keep you posted of the success of the program.

#### **Lead Delivery**

During the program you will receive hot and warm leads on a regular basis or as defined in our strategic meeting.

LEAD GEN+ will generate the high-quality leads that you are seeking!



# Connect for Success

# **Active & Engaging Networking Opportunities**

Meet face-to-face with pre-qualified meeting planners and build relationships with great prospects!

- > Guaranteed one-on-one appointments with qualified meeting planners looking to book in your area
- > Numerous networking opportunities throughout each day of the event
- > Highly-selective attendance at each and every event with a maximum of 40 suppliers
- > Engaging educational sessions with CEU credits

"Meetings Today attracts top meeting planners.
Last year, we booked a group through their event, generating over \$1 million in revenue for our resort!"

Leslie Rodriguez,
Senior Sales Manager,
Seniott Waikoloa Resort & Spa

"This is my first experience with Meetings Today LIVE! and it has been absolutely phenomenal! I honestly can't wait for the next one. Meetings Today LIVE! is amazing!"

– Loretta Grissom, Meeting and Event Operations, CSTE

# 2025 LIVE! Events







#### **NATIONAL**

April 13-16, 2025 Ritz-Carlton Dallas, Las Colinas Irving, TX

#### **WEST**

June 1-4, 2025 El Conquistador Tucson Tucson, AZ

#### **CORPORATE/INCENTIVE**

October 19-22, 2025 Le Blanc Spa Resort Los Cabos, MX

#### SOUTH

November 16-19, 2025 Royal Sonesta New Orleans, LA

# All events are now open for participation opportunities!

For more information on how you can be a part of our events, please call your Meetings Today sales representative.

# meetings Contact Us

# **Your Partners**



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