

MEDICAL MEETING & EVENT PLANNERS THE SALESMAN'S GUIDE

The Salesman's Guide directories are published annually by Douglas Publications. They represent the fastest and easiest way for professionals to reach new potential customers. The Salesman's Guide - Medical Meeting & Event Planners is the only directory that covers meeting planners from medical corporations, associations and hospitals. These medical professionals plan off-site meetings, conferences, conventions, and seminars and/or hire professional speakers or seminar leaders. Douglas Publications recommends this file for a wide variety of offers including management publications, educational products, travel, seminars, office products & services, financial, computers, cellular & internet providers, and related catalogs.

Number of Attendees:

Less than 50 Attendees-----	1,033
51-100 Attendees-----	943
101-200 Attendees-----	885
201-500 Attendees-----	962
More than 500 Attendees-----	862

Type of Facility Used: Meeting Responsibilities:

Downtown-----	11,221
Resort-----	10,473
Airport-----	950
Suburban-----	9,513
Cruise-----	193
Golf-----	90
Hire Speakers-----	1,391
Hire Entertainers-----	472

Region:

Northeast-----	2,337
Southeast-----	2,266
Midwest-----	3,453
West-----	2,163
East-----	2,329

ADDITIONAL INFORMATION

Minimum Order —5,000 Names

Selections:

11,685 Total Universe . . . \$100/M

Multi-Use \$280/M

Phone Number \$30/M

Fax Numbers \$30/M

Geo \$5/M

One Per Company \$5/M

E-mail Transmission.....\$375/M

Format:

E-mail (text or Excel file). . \$65/F

CD \$50/F

Labels \$10/M

Source:

— Direct Response

— Updated Quarterly

— Sample mailing piece is required

— Cancellation —\$10/M + \$50 Flat Fee

— Cancellation After Mail Date Requires Payment in Full

— List may vary by 10%-15%

**To place an order or if you have specific inquiries contact Amy Lehr at
1-804-762-9600 ext.212 or alehr@douglaspublications.com**



2807 N. Parham Rd., Ste 200 • Richmond, VA 23294 • 804-762-9600 •
Fax: 804-217-8998 www.douglaspublications.com