

ASSOCIATION 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 - Association Meeting Planners file gives you access to verified executives at national associations. These business professionals are presidents, owners, and managers who 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.

Time of Year Meetings are Held:

Spring-----	1,323
Summer-----	868
Fall-----	1,401
Winter-----	742
Various-----	5,376

Number of Attendees:

Less than 50 Attendees-----	3,114
51-100 Attendees-----	1,382
101-200 Attendees-----	894
201-500 Attendees-----	784
Over 500 Attendees-----	364

Type of Facility Used: Meeting Responsibilities:

Downtown-----	11,080
Resort-----	7,456
Airport-----	4,280
Hire Speakers-----	6,021
Hire Entertainers-----	1,265

Region:

Northeast-----	1,931
Southeast-----	2,915
Midwest-----	3,135
West-----	1,162

ADDITIONAL INFORMATION

Minimum Order —5,000 Names

Selections:

15,133 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 Annually

— 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



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