

Financial and Insurance Meetings from Penton Media

Financial & Insurance Meetings provides a forum where marketing executives and meeting managers at insurance companies and financial services companies can learn from each other. FIM also keeps tabs on the latest meeting and travel news, industry trends, case studies, and regulatory updates, and analyzes the impact of these developments on meeting and incentive program planning.

Walter Karl
an infoUSA company

ID NUMBERS

Manager 89776
mln 89776
SRDS 219719-000

SEGMENTS

Data card currency: **US Dollar**

9,030	Universe / Base Rate	\$150.00/M
8,984	Records with Phones	+ \$60.00/M
	All Inclusive Multichannel email/postal	\$555.00/M
	All Inclusive Multichannel phone/postal	\$355.00/M
	All Inclusive Multichannel email/phone/postal	\$720.00/M
	Email	

LIST TYPE

Business



SOURCE

Controlled circulation

GEOGRAPHY

Domestic (US)

OPT-IN

LIST MAINTENANCE

Market entry 06/15/2005
New to manager 04/04/2005
Counts through 10/31/2007

DATA CARD MAINTENANCE

New to NextMark system 06/16/2005
Last data card update 02/19/2008
Next data card update 04/01/2008
Data card update frequency **SEMIANNUALLY**

DESCRIPTION

Financial & Insurance Meetings provides a forum where marketing executives and meeting managers at insurance companies and financial services companies can learn from each other. FIM also keeps tabs on the latest meeting and travel news, industry trends, case studies, and regulatory updates, and analyzes the impact of these developments on meeting and incentive program planning.

Financial & Insurance Meetings reaches meeting planning decision makers at insurance and financial services companies.

Job Title:

General Management/Administration	6,409
Sales/Marketing	1,453
Meetings Management	541
General Agent/Agency Manager	265
Independant Meeting Planner & Meeting Consultants	19
Other Insurance Company Executive	225
others Related to the Field	97
Procurement Management	20

Primary Business

Life/Health Insurance	2,204
Property/Casualty Insurance	1,540
Multiple Lines Insurance	897
Full Service Investment or Securities Firm	2,989
Trade Association (Insurance)	356
Independent Meeting Planning Company	736
Other Allied to the Field	307

Organizational Function:

Meetings	3,905
Incentive Travel Programs	2,889
Convention Management	421
Training/Educational Meetings	3,272
Trade Shows/Exhibits	2,530
Recognition Programs	2,050
Corporate Events	2,216

Facilities:

Resort	4,059
All-suite	3,168
Downtown Hotel	4,935
Cruise Ship	2,010
Suburban Hotel	3,268
Conference Center	3,955
Aiport Hotel	2,719
Gaming Property/Facility	2,137
Convention Center of Auditorium	2,883
Convention & Visitors Bureau	2,234

Meeting Destination in US:

New England (ME,NH,VT,MA,RI,CT)	2,331
Middle Atlantic (NY,NH,PA)	2,973
South Atlantic (DE,MD,DC,VA,WV)	2,573
South East Atlantic (NC,SC,GA,FL)	3,158
East North Central (OH,IN,IL,MI,WI)	3,032
West North Central (MN,IA,MO,ND,SD,NE,KS)	2,884
East South Central (KT,TN,AL,MS)	2,057
West South Central (AR,LA,OK, TX)	2,443
Mountain (MT,ID,WY,CO,NM,AZ,UT,NV)	2,475
Pacific (WA,OR,CA)	2,520
Alaska	969
Hawaii	1,245

Meeting Destination outside of US:

Caribbean	1,322
Europe	1,230
Mexico	1,268
Canada	1,116
Asia/Pacific	648
Bermuda	708
Africa/Near East	354
Central/South America	430

Penton Media's market-leading brands are focused on 30 industries and include 113 trade magazines, 145 Web sites,

96 industry trade shows and conferences, and more than 500 information data products. Penton has 30 office locations and employs more than 1,600 editors, publishers, sales representatives, marketers, and other professionals. **Their diverse portfolio of properties can help you reach your target audience.**

Source: Controlled Circulation

Note: All orders are approved on a reciprocal rental. Orders cancelled prior to mail date are subject to a \$50 cancellation fee plus any applicable production and shipping charges. Orders cancelled after the mail date, will incur charges in full.

SELECTS

BUS/INDUSTRY TYPE	\$15.00/M
Email/FTP Delivery	\$75.00/F
JOB FUNCTION/TITLE	\$15.00/M
Meeting Destination (Non US)	\$15.00/M
Meeting Destination (US)	\$15.00/M
NUMBER OF EMPLOYEES	\$15.00/M
PHONE NUMBER	\$60.00/M
SALES VOLUME	\$15.00/M
SCF	\$10.00/M
SERVICES/FACILITIES	\$15.00/M
SIC CODE	\$15.00/M
STATE	\$10.00/M
ZIP	\$10.00/M

LIST MANAGER

Walter Karl
<http://www.walterkarl.com>

LIST OWNER
UNIT OF SALE INFORMATION

Unit of sale information is not available

GENDER PROFILE

Male: 0%
 Female: 0%

AVERAGE INCOME

Value: not available

MINIMUM ORDER

Quantity: 7,500
 Value: \$0.00

COMMISSIONS

Broker: 20%
 Manager: 10%
 Agency: 15%

NET NAME ARRANGEMENTS

Net Name is not allowed

EXCHANGES

Please inquire

REUSE

Please inquire

TELEMARKETING

Please inquire

CANCELLATION

Charges: \$50.00/F

KEY CODING

Key Coding is available

Charges: \$3.00/M

ADDRESSING

CARTRIDGE	\$35.00/F
CD ROM	\$75.00/M
CHESHIRE LABELS	No charge
DISKETTE	\$75.00/F
P/S LABELS	\$10.00/M

SPECIAL INSTRUCTIONS

Sample Mailing Piece Required. Reuse or mailing with phone follow-up \$5/M off base rate. All orders are approved on a reciprocal rental. Orders cancelled prior to mail date are subject to a \$50 cancellation fee plus any applicable production and shipping charges. Orders cancelled after the mail date, will incur charges in full.

CONTACTS

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