





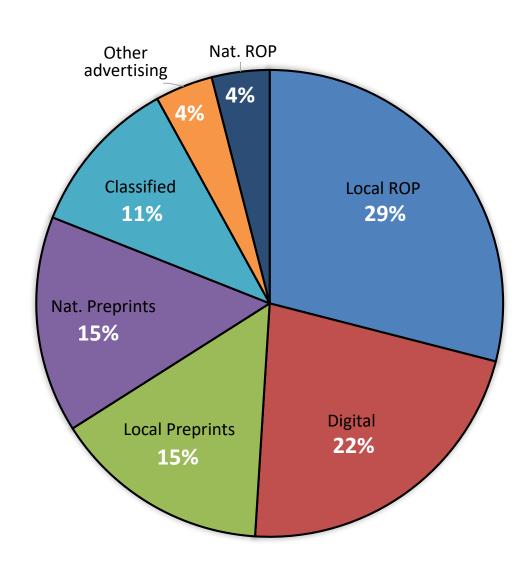
Scott Pompe Vice President, Advertising Austin American-Statesman



#### **ADVERTISING SALES**

## **2017 Product Mix**

- Core
- Digital
- Third revenue stream
  - > Statesman studio
  - Experiential Events

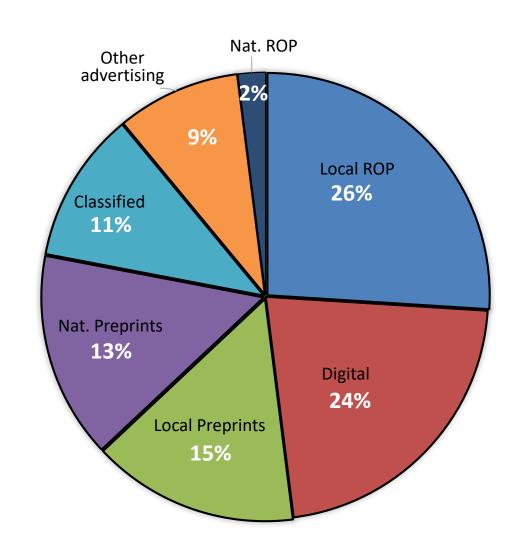




#### **ADVERTISING SALES**

## **2018 Product Mix**

- Core
- Digital
- Third revenue stream
  - > Statesman studio
  - Experiential Events









# Statesman studio

# VIDEO: Austin360 Studio Sessions



### **VIDEO: Austin360 Studio Sessions**





## **Services**

### Research & Data

**Creative Branding** 

**Content & Copywriting** 

Digital Design

Media Placement



## Everything we do starts with research.

#### Secondary Research:

**Market Information** 

- Demographics
- Consumer spending
- ZIP rankings

#### **Audience Profiles**

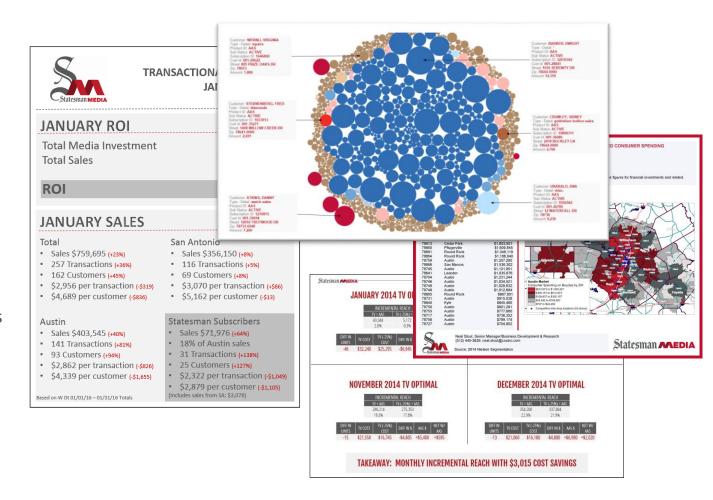
- Print & digital audiences
- Target audiences

#### Competitive Media

Reach & frequency reports

#### **Transactional Analysis:**

ROI Results
Customer Analysis







## **VIDEO: Howdy Honda, Melat**





# **Signature Events**





# **Experiential/Influencer Events**

- Print
- Digital
- Social
- Live Sponsored Events







## **Customized Events**



# VIDEO: Recognizing Nurses



## **VIDEO: Recognizing Nurses**



# VIDEO: Bud Light Summer Series



## **VIDEO: Bud Light Summer Series**

