

A **DOZEN** THAT DELIVER

12 IDEAS THAT **DRIVE** REVENUE

Presented by:

Tom Yunt

COO – United Communications Corporation



Building Your Future

SEPTEMBER 10-12, 2017 | COLORADO SPRINGS

INLAND **SNPA**
PRESS ASSOCIATION

Joint Annual Meeting

CO-SPONSORED BY THE COLORADO PRESS ASSOCIATION

#11: Why Reinvent the Wheel?

E&P's 10 Newspaper that do it right



SEPTEMBER 10-12, 2017 | COLORADO SPRINGS

INLAND PRESS ASSOCIATION **SNPA**

Joint Annual Meeting

CO-SPONSORED BY THE COLORADO PRESS ASSOCIATION

#10: 4-legged sales calls with the PUBLISHER!



SEPTEMBER 10-12, 2017 | COLORADO SPRINGS

INLAND **SNPA**
PRESS ASSOCIATION

Joint Annual Meeting

CO-SPONSORED BY THE COLORADO PRESS ASSOCIATION

Building Your Future

Real news • Community • Success • Transformation • Innovation • Digital • Print • Strength • Structure • Journal • Revenue • Opportunities • Collaboration • Science • Data • Quality • Design • Future • Story • Partnerships • The • Native • Mobile • Advertising • Investigations • Conversations • Online • Diversity • Strategy • Audience • Data • Building • Niche • Multi • Advertisers • Virtual • Access • Revenue • Structure • Building • Future • Staffing • Future • Native • Mobile • Subscriptions • Pay • Advertising • Future • Events • Training • Innovations • Roadmap • Virtual • Media • Partnerships • Collaboration • Sales • Vision • Real news • Community

#7: Start a WAR!

Small space ad *Envy* and *Egos*...



The highest compliment my clients can give me is the referral of their friends, family and business partners.
Thank you.



Melissa
Roach Zievers
Sterling Group
Broker Associate
262-945-1018
melroach@yahoo.com



1228468

Downsizing?



Let's work together to find the keys to your new home.

1213175

Marianne L. Yunt, Realtor®
262-358-8460
mlyunt@mlyunt.com



Welcome Home!



Linda Swan
Swan & Associates

Linda Swan
ABR, CRS, GRI, SRES, ASP
SRA Past President

Cell: 945-5406 | Office: 925-3025
Linda@SoutheastWIHomes.com



6905 Green Bay Road | Suite 104
Kenosha, WI
SoutheastWIHomes.com

1229272

SEPTEMBER 10-12, 2017 | COLORADO SPRINGS

INLAND PRESS ASSOCIATION SNPA

Joint Annual Meeting

CO-SPONSORED BY THE COLORADO PRESS ASSOCIATION



#5: B2B is BIG BIZ!



Building Your Future

SEPTEMBER 10-12, 2017 | COLORADO SPRINGS

INLAND PRESS ASSOCIATION SNPA

Joint Annual Meeting

CO-SPONSORED BY THE COLORADO PRESS ASSOCIATION

#4: How can small businesses compete with: amazon

Be Unique; Go Local; Sell Different; Love
Your Customers!



SEPTEMBER 10-12, 2017 | COLORADO SPRINGS

INLAND **SNPA**
PRESS ASSOCIATION

Joint Annual Meeting

CO-SPONSORED BY THE COLORADO PRESS ASSOCIATION

Building Your Future

#3: "It's a Wrap!"

Stealing a page from the NYT



Building Your Future

SEPTEMBER 10-12, 2017 | COLORADO SPRINGS

INLAND PRESS ASSOCIATION **SNPA**

Joint Annual Meeting

CO-SPONSORED BY THE COLORADO PRESS ASSOCIATION

#2: "Don't Tell Lucy!"

Full Page-Half Page SALE

Friday, April 13, 2018

KENOSHA NEWS 1st Annual
"DON'T TELL LUCY"
**FULL PAGE/
HALF PAGE
SALE**
9am-Noon | Wednesday, May 24th Only!

HUGE savings on full page or half page ads when you commit during the hours of 9am until noon on Wednesday, May 24!
Ads may run in the Kenosha News, KN Sampler or Zion-Benton News.
All ads must run between Memorial Day and Labor Day 2017.

Qty	Full Page	Half Page
1 ad	\$999 each	\$599 each
2-4 ads	\$899 each	\$539 each
5-9 ads	\$699 each	\$419 each
10+ ads	\$499 each	\$299 each

Add \$99 for each ad if in color.
Commitment must be gained between 9:00am and noon on Wednesday, May 24th. Commitment must be in the form of a signed agreement from the advertiser at the time of the sale.

Contact your Kenosha News Sales Representative or call 262-656-6231!

Building Your Future

SEPTEMBER 10-12, 2017 | COLORADO SPRINGS

INLAND PRESS ASSOCIATION **SNPA**

Joint Annual Meeting

CO-SPONSORED BY THE COLORADO PRESS ASSOCIATION

#1: CHANGE...NOW

Building Your Future

SEPTEMBER 10-12, 2017 | COLORADO SPRINGS

INLAND **SNPA**
PRESS ASSOCIATION

Joint Annual Meeting

CO-SPONSORED BY THE COLORADO PRESS ASSOCIATION

Thanks for your time
and attention!

Good luck for good selling...

Building Your Future

SEPTEMBER 10-12, 2017 | COLORADO SPRINGS

INLAND **SNPA**
PRESS ASSOCIATION

Joint Annual Meeting

CO-SPONSORED BY THE COLORADO PRESS ASSOCIATION