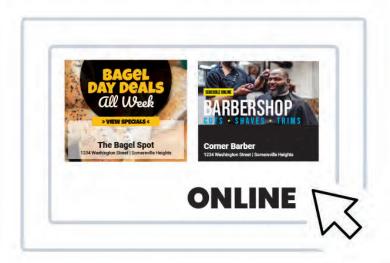
### Creating KICK-A\$\$ ADS





Darrell Davis - VP of Creative Services
Laura Koch - Senior Graphic Designer
Bethany Weidenhammer - Client Services





ON SOCIAL MEDIA



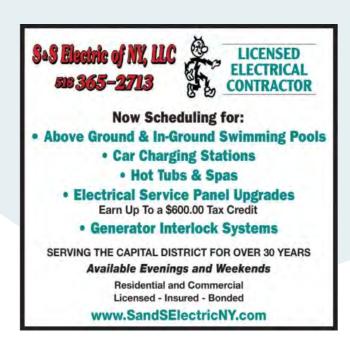
# Who are we designing for?

Small businesses with tight budgets and often little advertising knowledge.





# Who are we designing for?







### Where will the ad appear?







LANDSCAPING WE SELL PROPANE YEAR ROUND! WE DELIVER . Dark Mulch, Red Mulch, Topsoil,

Stone Dust, Round Stone, Crusher Run

Lawn Mower Special

kup Charge \$50.00 • Extra Charge for Riding Movems and Trucks MOWING I AWN Pasidontial & Commercial

#### in the Park Series

BALLSTON SPA - The Bulls

JNETEENTH

LOCAL FBT & HE ADE RTBE R

DISPLAY and CLASSIFIED

AN EARLY DEADLINE

DISPLAY: 4:00PM - WEDNESDAY, JUNE 14TH

900 PO - 8 12484 22 26 24

#### Railston Sna UMC Fond Pantry

#### Classified Marketplace











To Place A Classified Ad

CAT JOHN STILL JOHN SON.

MANDONIN'S SINVESS.
All Compares march & repair. Fig.
or small, no. do 1 al. Front selfmates, 3742 552-1575.

FLYS COMMITTION TOOM

SINVESS COMMITTION

S

Vacation Bible School Registration

#### **Cat Adoption** Center Save A Life!

GLENS FALLS - All cats for adoption have been rescord locally.

#### REAL ESTATE / HOUSE OF THE WEEK









4 BR 2 full bath 1 half bath



## Designing ads that work!

- Goals of any ad
- Ad design & trends
- Web & Social Media





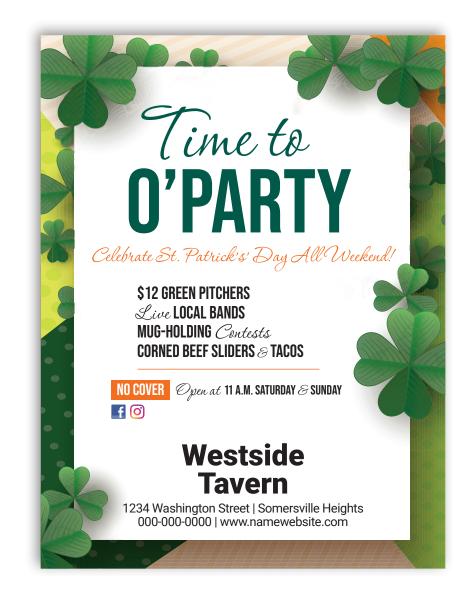


1. Attract attention

### LOOK HERE

BUSINESS LOGO

Attract attention with image and copy.





Celebrate St. Patrick's' Day All Weekend!

\$12 GREEN PITCHERS

Live LOCAL BANDS

MUG-HOLDING Contests

CORNED BEEF SLIDERS & TACOS



### Westside Tavern

1234 Washington Street | Somersville Heights 000-000-0000 | www.namewebsite.com



Missing strong headline



Image and copy working together

No image

2. Communicate a benefit

### LOOK HERE

50% off

BUSINESS LOGO

Why will the consumer care about what is being advertised?

atrick's o

**\$12 GREEN PITCHERS** Live LOCAL BANDS MUG-HOLDING Contests **CORNED BEEF SLIDERS & TACOS** 

COVER Open at 11 A.M. SATURDAY & SV



3. Get the consumer to act

### LOOK HERE

50% off

while supplies last

BUSINESS LOGO

Limited time to act and how to act.







- 1. Attact attention
- 2. Communicate a benefit
- 3. Get the consumer to act

### LOOK HERE

50% off

while supplies last

BUSINESS LOGO

### Ad Design

# Grab attention and show personality

- Image
- Clear message
- Font

### Direct the reader through the information

- Eye flow
- Text hierarchy
- White space

### How do you want the to consumer respond?

Take action

### Image



13 milliseconds

for the human brain to process images.

60K times faster

The brain processes images 60,000 times faster than text.

Images create an emotional response.

### Image

Image should represent the purpose of the ad and the text should work with it for quicker comprehension.



- Mowing & Maintenance
- Tree Trimming Weed Control
- Irrigation & Drainage
- Yard Cleanups

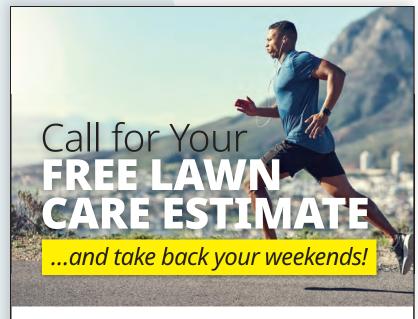
Fully Insured Local References Satisfaction Guaranteed



#### TLC Lawn Care

### Image

If the image and message don't immediately fit together the reader will be confused and have to spend time figuring out what the ad is for.



- Mowing & Maintenance
- Tree Trimming Weed Control
- Irrigation & Drainage
- Yard Cleanups

Fully Insured Local References Satisfaction Guaranteed



#### **TLC** Lawn Care

### Clear Message

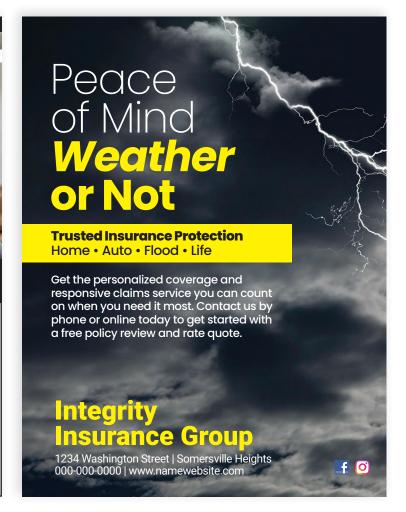
What is the purpose of the ad?

What information can be passed along in the headline?









**Your Local CBD Superstore** 

**BARBERSHOP** 

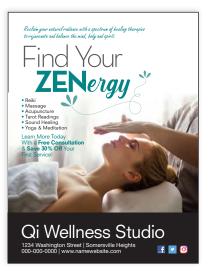
**Peace of Mind** 

# Clear & Catchy Message

Humor feels good!
It creates an emotional response and increases recall. Clever content is more likely to be shared resulting in greater audience reach.











### **Font**

A font should be legible, work well with the image and copy and represent the advertiser.

Use a minimal number of fonts, *instead use* **fonts with many styles.** 

Script & DECORATIVE FONTS add personality but should be used sparingly.

AVOID USING ALL CAPS FOR LARGE BLOCKS OF TEXT. IT IS VISUALLY MONOTONOUS AND TIRING TO READ.

Caps should be used to emphasize or stress the words you want to STAND OUT.

### - ALL THE INGREDIENTS FOR-**Your Dream Kitchen**



#### **Finance Your Complete** Kitchen Package **Interest-Free** for 36 Months

Limited-time offer with credit approval. List details, terms and conditions here.

- Appliances · CabinetsCountertops · Tile · Fixtures
- · Accessories · & More

GET STARTED WITH A FREE DESIGN CONSULTATION!

Stop in or visit us online today.

#### **Kellar Hardware & Building Supply**

1234 Washington Street | Somersville Heights 000-000-0000 | www.namewebsite.com





#### Sans Serif font - Asap

- Clear font
- 4 font styles used

Asap SemiBold

Asap Regular

**Asap Bold** 

Asap Italic

#### Handwritten font - Amatic SC

- Works with the headline
- Adds personalization



#### 4Paws **Pet Insurance**

1234 Washington Street | Somersville Heights 000-000-0000 | www.namewebsite.com







1234 Washington Street | Somersville Heights 000-000-0000 | www.namewebsite.com





#### Sans Serif - Source Sans Pro

- Modern and trendy
- Bold enough for reverse type
- Matches the image advertiser



#### **CARE & COMFORT** for Senior Pets

In addition to comprehensive preventive, illness, injury and surgical care, we provide a host of treatments, therapies and end-of-life services to keep aging pets comfortable, calm and happy.

Wellness Support Pain Management Massage & Reiki Laser Therapy In-Home Euthanasia

#### Horizons Veterinary Clinic



#### Serif font - EB Garamond

- Older and traditional style
- Trusted Italics add interest











### Adoptable & Adorable Pet of

"Paws" for a cause, and get to know our pet of the week!

the Week

#### Name **Sponsor** or Animal Rescue

1234 Washington Street Somersville Heights 000-000-0000 www.namewebsite.com



#### Name Pet

Pet information and bio here. Pet information and bio here.

Apply or share this pet's bio at namewebsite.com/namepet!







#### **Handwritten font** - Indie Flower

- Cute and adds personalization
- Matches art style

### **Fonts**

We exclusively use Google Fonts in ads beginning in 2023.

Pdf of fonts used with links and installation instructions.



#### **File Fonts**

Download the fonts used in this ad package with the links below.

In order to ensure all of our customers can access the fonts used in our spec ads, METRO has exclusively used open source Google Fonts beginning with our February 2023 content. All of these fonts can be downloaded for free directly from <a href="fonts.google.com">fonts.google.com</a>. Additionally, many of the fonts we use are also available in the Adobe Creative Cloud.

#### Fonts used in this ad package:

- Alegreya https://fonts.google.com/specimen/Alegreya
- Roboto https://fonts.google.com/specimen/Roboto

If you need need help installing the fonts please refer to the instructions on the next page.

### **Fonts**

Trending, most popular and newest fonts available. Roboto 12 styles Christian Robertson

#### Trending Font Styles

Protest Riot 1 style Octavio Pardo

#### **Trending Font Styles**

Protest Strike 1 style Octavio Pardo

#### **Trending Font Styles**

Protest Guerrilla 1 style Octavio Pardo

#### **Trending Font Styles**

Lato 10 styles Łukasz Dziedzic

#### **Trending Font Styles**

Sixtyfour Variable (2 axes) Jens Kutilek

#### Trending Font Style

Poppins 18 styles Indian Type Foundry, Jonny Pinhorn

#### **Trending Font Styles**

Inter Variable (2 axes) Rasmus Andersson

#### **Trending Font Styles**

Rubik Maps 1 style NaN, Luke Prowse

#### **Newest Font Styles**

Rubik Lines 1 style NaN, Luke Prowse

#### **Newest Font Styles**

Rubik Doodle Triangles 1 style NaN, Luke Prowse

#### **Newest Font Styles**

Rubik Doodle Shadow 1 style NaN, Luke Prowse

#### Newest Font Styles

Sixtyfour Variable (2 axes) Jens Kutilek

#### **Newest Font Styles**

Rubik Glitch Pop 1 style NaN, Luke Prowse

#### Newest Font Styles

Honk Variable (2 axes) Ek Type

#### Newest Font Styles

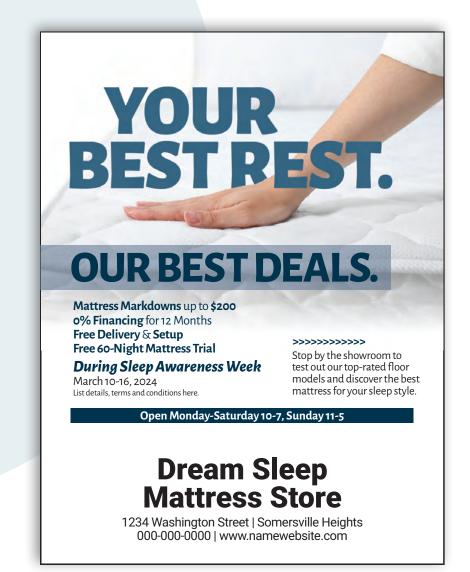
Rubik Scribble 1 style NaN, Luke Prowse

Newest Font Styles

### Eye flow

How you visually direct your reader through the information in an ad.

Use text size and image direction to subconsciously guide the reader.

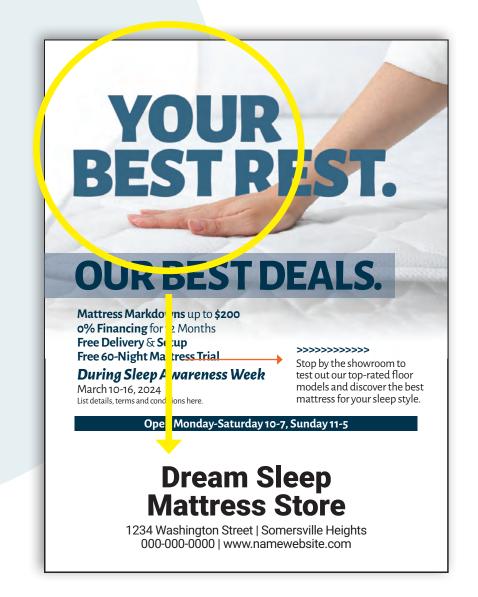


### Eye flow

Upper left corner is the starting place.

Left to right, top to bottom.

Your hierarchy of text importance should flow downward.



# YOUR BEST DEALS.

Mattress Markdowns up to \$200 o% Financing for 12 Months Free Delivery & Setup Free 60-Night Mattress Trial

**During Sleep Awareness Week** 

March 10-16, 2024
List details, terms and conditions here.

>>>>>>

Stop by the showroom to test out our top-rated floor models and discover the best mattress for your sleep style.

Open Monday-Saturday 10-7, Sunday 11-5

### **Dream Sleep Mattress Store**

1234 Washington Street | Somersville Heights 000-000-0000 | www.namewebsite.com

### YOUR BEST REST, OUR BEST DEALS.

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Open Monday-Saturday 10-7, Sunday 11-5

### **Dream Sleep Mattress Store**

### Text Hierarchy

Even without an image, text size and font style can subconsciously guide the reader.

And you will read this last

# You will read this first

And then you will read this

Then this one

### **Text** Hierarchy

What is the most important information?

All of the text is about the same size.



#### LOW LANDSCAPING and SUPPLY STORE WE SELL PROPANE YEAR ROUND!

WE DELIVER ... Dark Mulch, Red Mulch, Topsoil, Stone Dust, Round Stone, Crusher Run

#### **Lawn Mower Special**

Clean Air Filter, New Plug, \$7995
Change Oil and Sharpen Blade

Pickup Charge \$50.00 • Extra Charge for Riding Mowers and Tractors

**MOWING LAWN** Residential & Commerical Landscape Estimate • Versa-Lok Retaining Wall & Paver Paver, Sidewalk & Patio

206 Troy-Schenectady Rd • Latham • 518-783-8928 Mon.-Fri. 7:30am-5pm; Sat. 7:30am-4:00pm; Closed Sundays June, July & August • Insurance Estimate: \$75

### Text Hierarchy

One main focus.

Text size gets smaller with additional text.

Callout used special announcement.





CONTINUED IMON 4

CHIPS

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your prospects and zero in on-your facilities features. L BRA - Sept 230 123 You may sumit to know what exciting person in threshing but short want to purse off into points. Libra. If you gives the suseristin ther right way. It won't leave like an interso-Name Kolmer, 21 21 Two Post, Astor (64) sini, Arthre (36) JW 23 Amoretis Transal, State

apotale New York than here," Schumer said.

#### JUNETEENTH

IN HONOR OF Juneteenth LOCAL FET & HE ADE RTEE R DISPLAY and CLASSIFIED ADS WILL HAVE AN EARLY DEADLINE

DISPLAY: 2:00PM - WEDNESDAY, JUNE 14TH AN Editions

All Edisons
CLASSIFIEDS:
4:00PM - THURSDAY, JUNE 15TH
Tein Bridge Edition
3:00PM - FFEDAY, JUNE 15TH
Serritoga Note Edition & The Advention

FOR OUR JUNE & d EDITIONS

WE SELL PROPANE YEAR ROUND! WE DELIVER .. Dark Mulch, Red Mulch, Topsoil, Stone Dust, Round Stone, Crusher Run Lawn Mower Special Clean Air Filter, New Plug, \$7995 Change Oil and Sharpen Blade

sup Charge \$50.03 • Extra Charge for Riding Movem and Tractors MOWING LAWN Residential & Commerical Landscape Estimate • Versa-Lok Retaining Wall & Paver Payer, Sidewalk & Patio

206 Troy-Schenectady Rd • Latham • 518-783-8928 Mon.-Fri, 7:30am-Spm; Sat, 7:30am-4:00pm; Closed Sundays June, July & August • Insurance Estimate: \$75



Fully Insured • 518-858-9831

metricke of Washington, D.C.

The an accommission that this will hispapen in NovThe Date of a commission of the St. In the St. In

EA.

is a tradition to our community, othering free condover concerts and family-friendly emertainment in the heart of Ballaton Spa.

The Concerts in the Park serior will take place every

o enjoy.

The 2023 Concerts in the Park series will showcase.

#### Ballston Spa UMC Food Pantry

BALLSTON SPA-The Balleton Spa United Methodist Crurch Food Fantry is open each Wedstanday from 9-30 to noon and ferrors all of Sentologa Coasty. We are located at 100 Million Avenue in Belleton Spa.







#### CHIPS

Geeks Geeks

We Service All Brands of Sump Pumps

Basement Waterproofing - Crawl Space Solutions

Sump Pumps/Battery Backups - Moisture Control/Dehumidifiers

Foundation Crack Repair - Bilco Door Replacement

Egress Windows - Window Wells/Gutter Lines Buried Peace of Mind For Anyone's Budgetl

and Dehumidifiers

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for SSS

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R 8 - 215 - 28

R 9 - 215 - 28

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LOCAL FET AT HE ADE RISER WLLB CLOSED JUNE DISPLAY and CLASSIFIED ADS WILL HAVE AN EARLY DEADLINE

DISPLAY: &:00PM - WEDNESDAY, JUNE 14TH AN Editions AF Editions
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Baretoga North Edition & The Advention FOR OUR JUNE 8 d EDITIONS

metide of Weshington, D.C.

"The real accordinate that this will happen in New Johnson and Manager of the Section of the Secti

#### Ballston Spa UMC Food Pantry

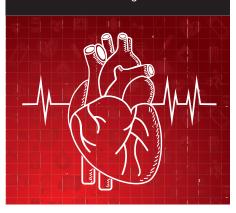
BALLSTON SPA - The Ballston Sya Unite Church Food Pantry is open each Wedned to noon and serves all of Saratoga County. et 101 Million Avenue in Balliston Sps.

# White Space

The breathing room in an ad. There should be sufficient white space around the borders and between blocks of information.

#### Heart disease is the #1 cause of death worldwide.

World Health Organization



Black Americans are 30% more likely to die from heart disease than non-Hispanic white Americans.

U.S. Department of Health and Human Services

Nearly 45% of women ages 20 and over are living with some form of cardiovascular disease.

American Heart Association

CALL OR GO
ONLINE TO
SCHEDULE
YOUR LOW-COST
SCREENING

During American Hearth Month This February.

### Somersville Hospital Systems

# White Space

15pt border.

Breaks in text.

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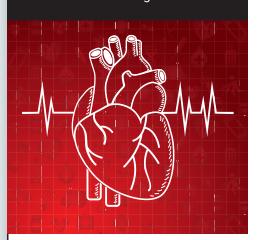
### Somersville Hospital Systems

# White Space

If we take away the white space the text seems overwhelming.

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#### CHIPS

CONTINUED FROM 1

students from kindergarten to the university level for high-tech jobs in chip manufacturing and other sectors.

The NIIT is not a federal agency but is a workforce development nonprofit that was awarded a four-year \$9.6 million grant from the federal DOL to create high-tech apprenticeship programs. Mike Russo, the former head of government relations for Global Foundries and a former senior staffer for U.S. Sen, Kirsten Gillibrand of New York, started the NIIT in 2021. The nonprofit is based

#### HOROSCOPE Week Of June 18, 2023

R IE -M r 214 r 20 Aries, sometimes you do not have to take action to fix problems. Certain issues will work themselves out on their own. Don't feel the need to rush in and find a quick

TR 8 -A r 21M v 21 Right now the spotlight is on you and your talents. Taurus. You have a large group of admirers who are looking to see what you can produce next.

M N - M y 224 un 21 You will recover quickly from disagreements with others. Gemini. These situations may give you a new perspective and compel you to change a

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SCB PO-0 t 248v 22 JB 24 Your physical and emotional Lionel Messi, Athlete (36)

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BIRM AYS Blake Shelton, Singer (47) Macklemore, Rapper (40)

JW 20 Nicole Kidman, Actress (56) JB 21

JB 22 Danny Green, Athlete (36) JB 23 Alexandra Trusova, Skater

outside of Washington, D.C.

"It's not a coincidence that this will happen in New York," Russo said.

Schumer said Monday that the new Career Opportunity Hub will help companies like Micron, Wolfspeed and GlobalFoundries to fill jobs at new chip factories being built or recently built across unstate. The program would also train future workers for companies like Plug Power, which makes hydrogen-powered fuel cells used in industrial vehicles

Micron is planning a \$100 billion chip manufacturing campus outside of Syracuse. Wolfspeed has built a \$1 billion chip factory just outside Utica, and Global Foundries has Fab 8 with Fab 8.2 being considered. The CHIPS and Science Act will help fund those projects, which will need thousands of new, qualified semiconductor workers. The new Career Opportunity Hub will train those workers at Albany Nanotech and sites across the state.

"It is one of the key ways we can ensure those jobs are being filled by upstate New Yorkers," Schumer said at the Albany Nanotech event.

The new workforce training hub will also help Albany Nanotech's quest to be designated as the headquarters of the National Semiconductor Training Center that is

The new workforce training hub will also help Albany Nanotech's quest to be designated as the headquarters of the National Semiconductor Training Center that is also going to be funded by the CHIPS and Science Act, Schumer added

"There's no better place in the country to supercharge upstate New York than here," Schumer said.



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CALL OR GO ONLINE TO SCHEDULE YOUR LOW-COST SCRFFNING During American Hearth Month This

#### Somersville Hospital Systems

1234 Washington Street | Somersville Heights 000-000-0000 | www.namewebsite.com

#### MOVIES

CONTINUED FROM 1

SillyCar Design, DB Trends, Canty Financial, Kormos & Co., Ballston Smiles Dental, Southern Saratoga County Chamber of Commerce, BARC Youth Theater Group and David M. and Donna C. Dardaris.

The Ballston Spa Business and Professional Association, established in 1983, is a non-profit organization committed to making the Village of Ballston Spa a great place to live, work and visit. To learn more, visit at www.ballston.org.

#### Ballston Spa Business and Professional Association Presents the 2023 Concerts in the Park Series

BALLSTON SPA - The Ballston Spa Business and Professional Association (BSBPA) is thrilled to announce the highly anticipated return of the Concerts in the Park series for the summer of 2023. This annual event is a tradition in our community, offering free outdoor concerts and family-friendly entertainment in the heart of Ballston Spa.

The Concerts in the Park series will take place every Thursday evening from 6-8pm, June 29 to August 24 at Old Iron Spring Park, located at 198 Front Street in Ballston Spa. This year's lineup promises to be the best one yet, featuring an array of talented artists and bands from various genres, ensuring there's something for everyone

The 2023 Concerts in the Park series will showcase an impressive lineup of local and regional performers. Audiences can expect an eclectic mix of musical styles, including rock, pop, country, jazz, blues, and more...

The BSBPA extends its gratitude to the generous sponsors and community partners whose support has made the Concerts in the Park series possible: Pizza Works, LifeWorks Head Start, Next Door Kitchen & Bar, Front St. Deli, T-Shirt Graphics, Stewart's Shops, VCH Animal Hospital, Edward Jones, Adirondack Cabling & Security, Adirondack Trust, Canty Financial, Iron Roost, Burlingame Orthodontics, David M. & Donna C. Dardaris, Capital Region Chamber, Nani's Indian Kitchen, Saratoga National Bank, BSNB, and Jumper Bean Daycare. Their contributions help ensure that this cherished event remains free and accessible to all, fostering community spirit and showcasing the rich artistic talent present in the Ballston Spa area.

For more information about the Concerts in the Park series, including the complete lineup of artists and activities, please visit the RSRPA website at https://www. ballston.org/category/concerts-in-the-park/. Follow us on social media for the latest updates and be sure to mark your calendars for an unforgettable summer of music in Ballston Spa.

#### Ballston Spa UMC Food Pantry

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BIRT AYS Blake Shelton, Singer (47)

JB 19 Macklemore, Rapper (40) JB 20

Nicole Kidman, Actress (56) JB 21 JB 22 Danny Green, Athlete (36)

JS 23 Alexandra Trusova, Skater

outside of Washington, D.C.

industrial vehicles.

"It's not a coincidence that this will happen in New York," Russo said.

Schumer said Monday that the new Career Opportunity Hub will help companies like Micron, Wolfspeed and Global Foundries to fill jobs at new chip factories being built, or recently built, across upstate. The program would also train future workers for companies like Plug Power, which makes hydrogen-powered fuel cells used in

Micron is planning a \$100 billion chip manufacturing campus outside of Syracuse. Wolfspeed has built a \$1 billion chip factory just outside Utica, and Global Foundries has Fab 8 with Fab 8.2 being considered. The CHIPS and Science Act will help fund those projects, which will need thousands of new, qualified semiconductor workers. The new Career Opportunity Hub will train those workers at Albany Nanotech and sites across the state.

"It is one of the key ways we can ensure those jobs are being filled by upstate New Yorkers." Schumer said at the Albany Nanotech event.

The new workforce training hub will also help Albany Nanotech's quest to be designated as the headquarters of the National Semiconductor Training Center that is

The new workforce training hub will also help Albany Nanotech's quest to be designated as the headquarters of the National Semiconductor Training Center that is also going to be funded by the CHIPS and Science Act, Schumer added

"There's no better place in the country to supercharge upstate New York than here," Schumer said.



Black Americans are 30% more likely to die from heart disease white Americans.

Nearly 45% of women ages 20 and over are liv with some form cardiovascular disease.

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#### MOVIES

CONTINUED FROM 1

SillyCar Design, DB Trends, Canty Financial, Kormos & Co., Ballston Smiles Dental, Southern Saratoga County Chamber of Commerce, BARC Youth Theater Group and David M. and Donna C. Dardaris.

The Ballston Spa Business and Professional Association, established in 1983, is a non-profit organization committed to making the Village of Ballston Spa a great place to live, work and visit. To learn more, visit at www.ballston.org.

#### **Ballston Spa Business and Professional** Association Presents the 2023 Concerts in the Park Series

BALLSTON SPA - The Ballston Spa Business and Professional Association (BSBPA) is thrilled to announce. the highly anticipated return of the Concerts in the Park series for the summer of 2023. This annual event is a tradition in our community, offering free outdoor concerts and family-friendly entertainment in the heart of Ballston Spa.

The Concerts in the Park series will take place every Thursday evening from 6-8pm, June 29 to August 24 at Old Iron Spring Park, located at 198 Front Street in Ballston Spa. This year's lineup promises to be the best one yet, featuring an array of talented artists and bands from various genres, ensuring there's something for everyone

The 2023 Concerts in the Park series will showcase an impressive lineup of local and regional performers. Audiences can expect an eclectic mix of musical styles,

including rock, pop, country, jazz, blues, and more... The BSBPA extends its gratitude to the generous sponsors and community partners whose support has made the Concerts in the Park series possible: Pizza Works, LifeWorks Head Start, Next Door Kitchen & Bar, Front St. Deli, T-Shirt Graphics, Stewart's Shops, VCH Animal Hospital, Edward Jones, Adirondack Cabling & Security, Adirondack Trust, Canty Financial, Iron Roost, Burlingame Orthodontics, David M. & Donna C. Dardaris, Capital Region Chamber, Nani's Indian Kitchen, Saratoga National Bank, BSNB, and Jumper Bean Daycare, Their contributions help ensure that this cherished event remains free and accessible to all, fostering community spirit and showcasing the rich artistic talent present in the Ballston Spa area.

For more information about the Concerts in the Park series, including the complete lineup of artists and activities, please visit the BSBPA website at https://www ballston.org/category/concerts-in-the-park/, Follow us on social media for the latest updates and be sure to mark your calendars for an unforgettable summer of music in Ballston Spa.

#### Ballston Spa UMC Food Pantry

BALLSTON SPA - The Ballston Spa United Methodist Church Food Pantry is open each Wednesday from 9:30 to noon and serves all of Saratoga County. We are located at 101 Milton Avenue in Ballston Spa. facebook.com/theanimalleagueadirondackregion/



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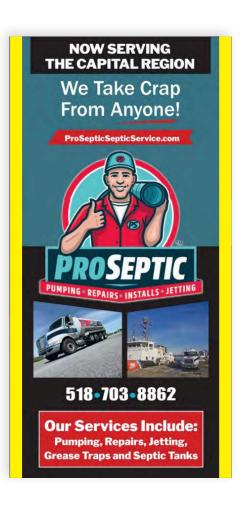
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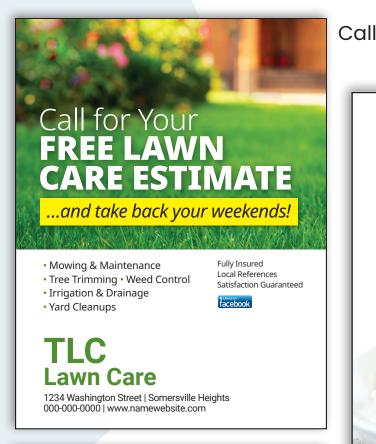




# Get the consumer to act

How should a consumer respond to the ad?

Can you track the reader response?







**QR** Code

Coupon

# Print, Web & Social Together

Choose a style and image that works for print and web.

Understand the main message.

Can you help promote your advertisers on social media?













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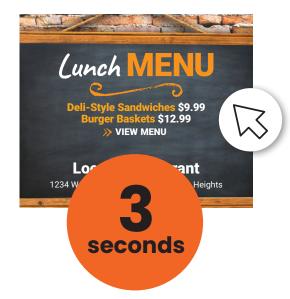


# Print + Digital Advertising

Market research has shown that companies have a maximum of 10 seconds to grab a customer's attention. This may vary between print and digital advertising – as digital's general rule is that you must capture a user's attention within the first 3 seconds of the ad presentation or risk losing them completely.

Combining the two formats can lead to greater & more effective penetration for advertisers.





# **Print Ads Build Trust**

Studies show that print ads have high recall rates and a longer lifespan; print ads have also been shown by some research to be kept for up to 17 days! This can offer added repeat exposure and further reach.





Social media has sometimes come under fire for misleading information, leading consumers to trust print ads in newspapers and magazines more (82%) than trusting online pop-up ads (25%), a recent study has shown.

However, the dynamic captured by using both can be a huge advantage for advertisers.

# Digital Ads Have Reach

Digital newspaper advertising and digital advertising, in general, allows businesses to reach a wider audience, with the ability to study real-time detailed analytics. Companies can see how well their ads perform immediately and make adjustments accordingly.





# Print & Digital Ads Complement Each Other

When print ads are combined with email and digital ads, research shows that companies can experience dramatic growth in both sales and inquiries.

Print and digital ads engage different parts of the brain: digital content stimulates quick decision-making and print engages parts of the brain responsible for emotional processing and deeper comprehension. Companies using both mediums can trigger different responses and enhance consumer engagement and recall.







Digital advertising revenue was up in 2023 and will increase in 2024.



# Tips for combining & selling print & digital advertising

- Know your target market
- Brand recognition across all platforms
- Track performance with clicks or QR codes



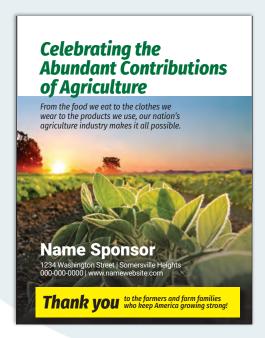


# New Features in METRO SearchBook®

- Web Ads for Every Print Ad
- A New Sales Idea of the Week (Print, Digital & Social)
- Email Marketing Tools
- Easy-to-Use Backgrounds
- More Headings Than Ever Before



# Web Ads for Every Print Ad





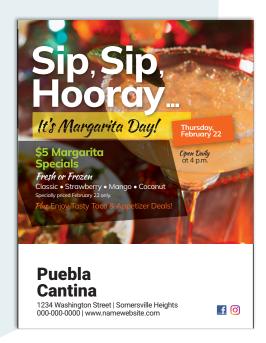


Rectangle 250 x 300 Leaderboard 728 x 90 Mobile Banner 320 x 50



















# Sales Idea of the Week



A Fresh, Timely Program to Pitch Local Advertisers for Each Week of the Year

### March Is Women's History Month

Use This Print, Digital and Social Media Collection to Create and Sell a Sponsorship Campaign



### Email this image with offers and contact info to capture the attention of prospective

CUSTOM E-CARD FORMAT ALSO AVAILABLE Click here to instantly personalize and send this feature as an e-card promotion directly to sales prospects.



### SOCIAL MEDIA POST

@Tag local business sponsors or women-owned businesses, or caption this post with facts and figures featured on the next page.



### SOCIAL MEDIA POST

#InspireInclusion is the 2024 theme for International Women's Day (IWD), @Taa outstanding women in your community who exemplify the theme, or visit internationalwomensday.com for additional resources.

>> Click here for WOMEN'S HISTORY IMAGES

>> Click here for WOMEN'S HISTORY SPONSORSHIP ADS



Use print- and web-ready content to engage your advertisers'

> Click here for WOMEN'S HISTORY MONTH FEATURES

METRO: NEWSPAPER SERVICE

### Sales Idea of the Week #2

A Fresh, Timely Program to Pitch Local Advertisers for Each Week of the Year









3 col x 5" 🜟







SELL THIS SPONSORSHIP PROGRAM FOR EACH FULL WEEK OF WOMEN'S HISTORY MONTH IN MARCH, OR EXPAND THE IDEA TO SELL DAILY SPONSORSHIPS USING THE PRINT, WEB AND SOCIAL MEDIA TEMPLATES PROVIDED HERE.

METRO: NEWSPAPER SERVICE

MARCH 2024 11

### Sales Idea of the Week #2 | ASSOCIATED IMAGES













>> Click here for more WOMEN'S HISTORY MONTH IMAGES

12 MARCH 2024

METRO NEWSPAPER SERVICE

10 MARCH 2024

# **Email Marketing Tools**







# Easy-to-Use Backgrounds



### **Graphic Elements Demo**

Use these coordinated elements to build thematic pages and ad campaigns for visual continuity and maxium impact.







PASS 2 col x 5







WE NEED YOUR VOTE









SOCIAL MEDIA POST Link to a local election guide in your e-edition, or list polling locations and hours in your community.

SOCIAL MEDIA POST SOCIAL MEDIA POST Help local representatives running for re-election get the word out

Kick off a series of print, digital and social media developments that help local candidates let readers know where they stand on key issues.

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using these print, digital and

WEB ADS W

Rectangle 250 x 300 Leaderboard 728 x 90

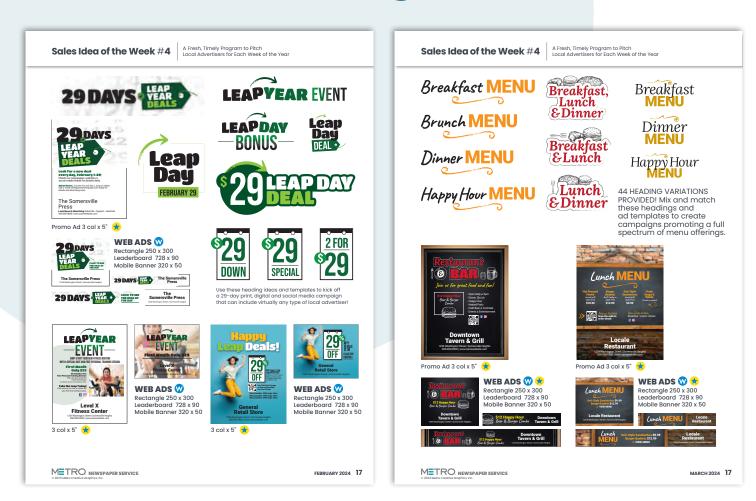
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MARCH 2024 25

# More Headings Than Ever Before



SearchBooks

Sales Ideas of the Week

Marketing e-Cards

Print Ad Templates

Web Ad Templates

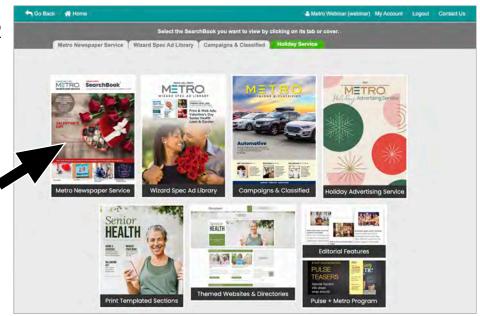
Images

Social Media Images

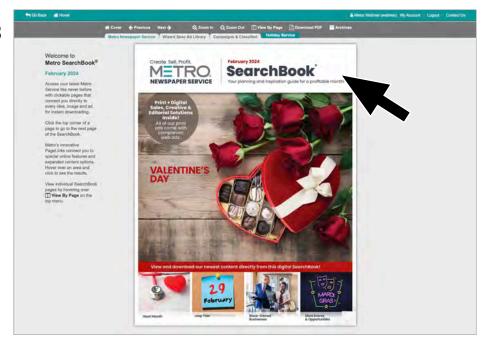
## SearchBooks



Step 2

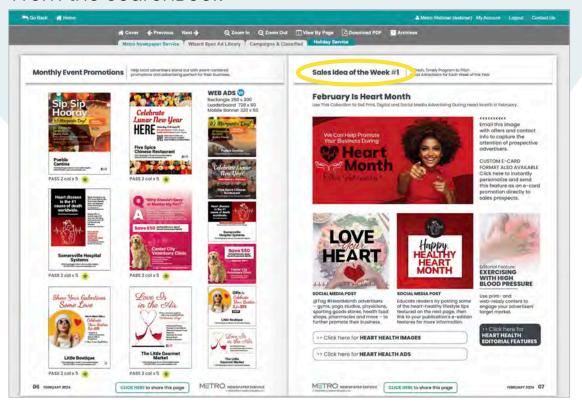


Step 3

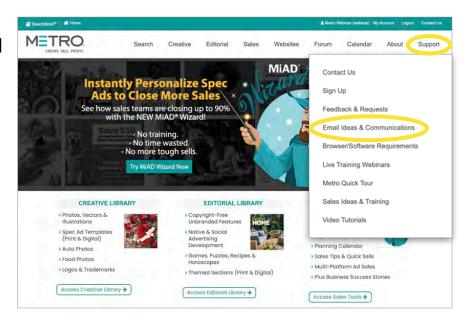


# Sales Ideas of the Week

### From the SearchBook

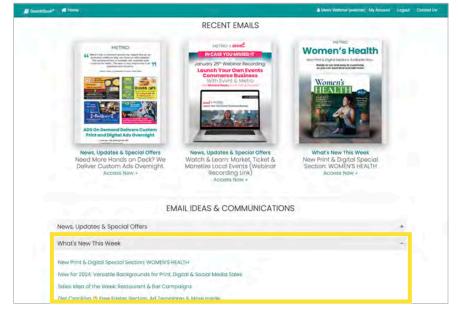


Step 1



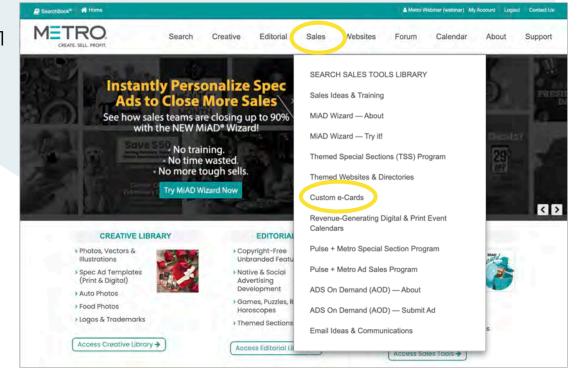
Step 2

OR



# Marketing e-Cards

Step 1



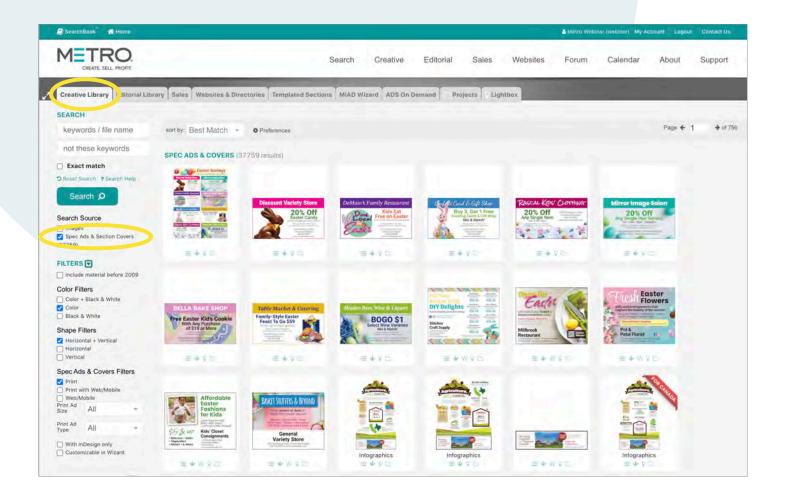
### Step 2



Step 3

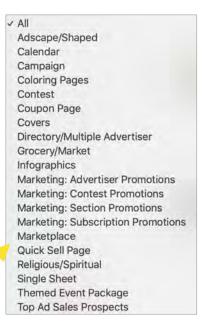


# Print Ad Templates

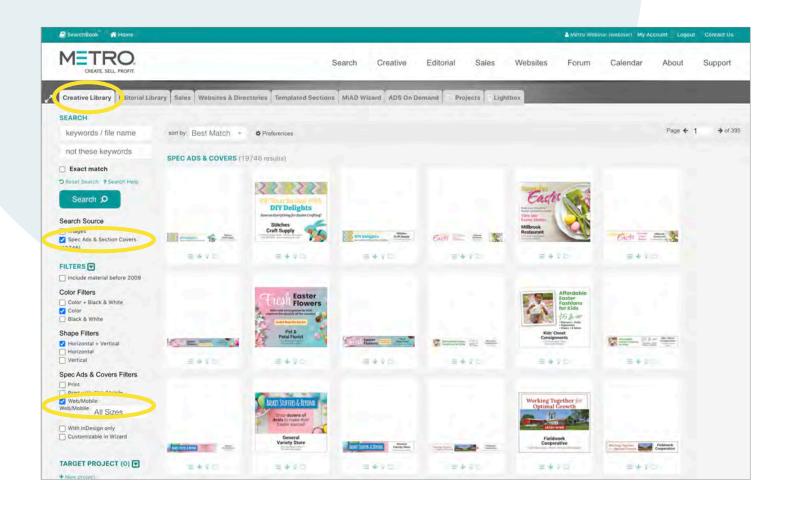


### Filters

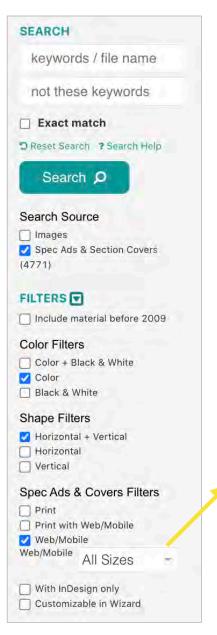




# Web Ad Templates

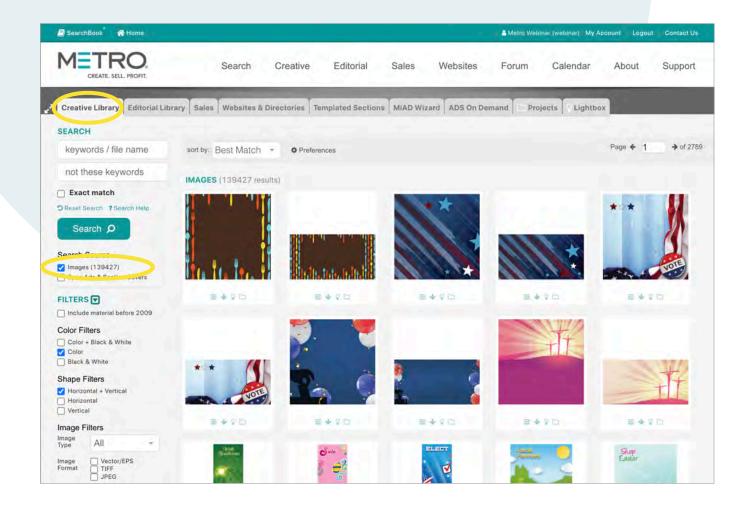


### **Filters**

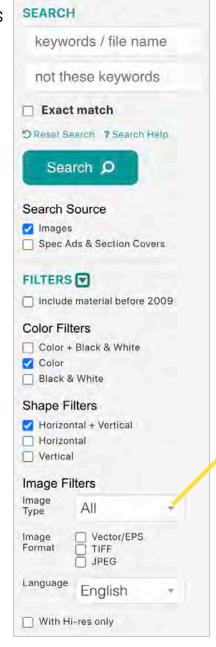


✓ All Sizes
Skyscraper (160x600)
Rectangle (300x250)
Leaderboard (728x90)
Mobile Banner (300x50)
Mobile Wide Banner (320x50)

# Images

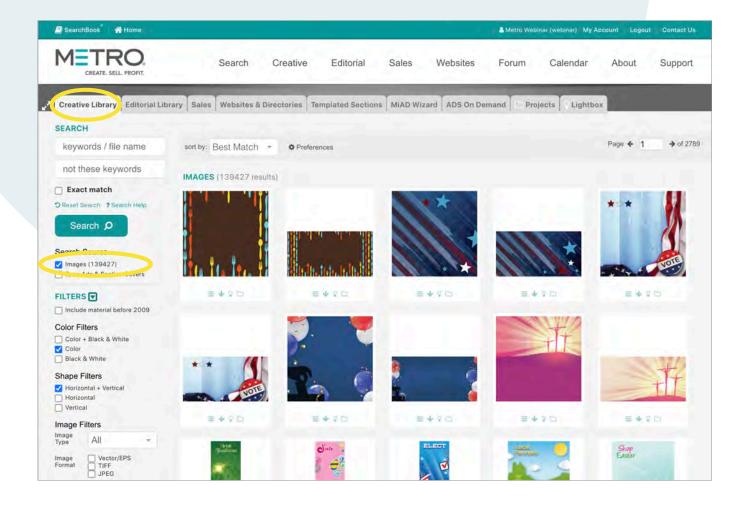


### **Filters**

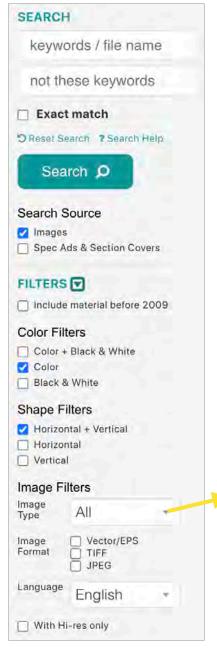


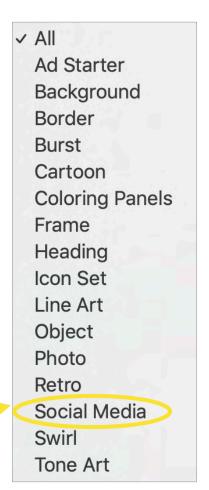
✓ All Ad Starter Background Border Burst Cartoon **Coloring Panels** Frame Heading Icon Set Line Art Object Photo Retro Social Media Swirl Tone Art

# Social Media Images



### Filters







Darrell Davis - ddavis@metro-email.com

Laura Koch - Ikoch@metro-email.com

Bethany Weidenhammer - bethany@metro-email.com



