

### THE SPIRIT OF CHRISTMAS



### ON THE COVER: N1612P63011C

Make spirits – and sales – bright for grocery markets, foodcrafting supply stores, bake sales, bakeries or even weight loss advertisers with this image. Or tempt any type of advertiser to display their sweet savings on holiday products and services.

### Unwrap all you need to create ads and special sections that capture the spirit of Christmastime.

- Find religious imagery to design ads celebrating the reason for the season (15, 70).
- Invite grocery stores, craft supply stores, bakeries and health food stores to tie advertising to holiday baking traditions (33, 37, 60, 61, 63).
- Find plentiful images and ads for holiday home and decorating advertisers, including Christmas tree farms and florists (12, 14, 22, 32, 36, 41).
- Target virtually any type of advertiser with a doubletruck layout of Christmas greetings or as a coloring book page sponsor (23, 59).
- Also find ads for popular holiday events like a Christmas concert, craft fair, tree lighting ceremony, breakfast with Santa and more (12, 17).



### HOLIDAY GIFTS



### Equip advertisers with all they need to attract holiday shoppers this season!

- Holiday-themed ads for top ad prospects include sporting goods, fitness equipment, antiques, framing services, stocking stuffers, fine jewelry, appliances, pet supplies, chocolates, toys and electronics (12, 18, 19).
- Help a local shopping center pull in more customers with an event promotion announcing Santa's arrival at the mall (17).
- Keep the focus on "being a local Santa" with a full-page coupon layout for all types of area advertisers (43).
- Help a local craft supply store capitalize on DIY gifting trends with a Single Sheet design (41).
- Keep sales going with Christmas clearance and after-Christmas promotions (12).



### **DINING & ENTERTAINMENT**



### Get your fill of sales from food and beverage advertisers with a wealth of holiday-themed images, plus ready-made ads for bars, restaurants, grocers and the like.

- Find photos of beer, wine, champagne and holiday cocktails to create Christmas bar and liquor store promotions, as well as ready-to-present-and-sell ads for a craft beer bar, winery and cocktail lounge (12, 60-62, 65, 66).
- Invite restaurants to showcase their "season's eatings" with a spec ad featuring holiday menus, such as a feast of the seven fishes special (61).
- Help a local grocer spotlight "holiday values in every aisle," party platters and more (13, 67).
- Additional ads and images feature Asian and Mexican cuisine (61, 62).



### NEW YEAR 2017



### Find festive content to celebrate New Year's Eve and beyond.

- A full-page "countdown comer" Marketplace layout features directory listing opportunities, as well as ready-made ads for New Year's Eve party favors, liquor store specials, party platters, festive fashions, a year-end furniture sale and an alcohol-free community celebration (13).
- Promote New Year's Eve and Day celebrations with bar and restaurant coverage (61).
- Invite multiple advertisers to participate in a New Year's Eve party guide directory (24).
- A full-page "sell-a-bration" sale ad is designed to usher in 2017 with big retail sales (31).
- Bundle a variety of content into a themed section with The New Year 2017 Themed Event Package or Resolutions TSS featured (34, 46).





### Shop around seasonable ads and images for a variety of winter advertisers.

- Warm up sales with ads for several types of heating advertisers. Seasoned firewood is a hot seller. Pair *Single Sheet* designs back-to-back with an ad for heating systems and services on one side, and chimney cleaning services on the other side. Additional images can be used to create ads for propane and oil delivery, fireplace shops and the like (12, 14, 22, 41, 48).
- Incorporate ads for snowmobiles, ski resorts, ski shops and more in a Themed Event Package for winter sports (19, 35, 69).
- Promote winter travel with images and ads for warm-weather getaways (18, 22, 38).
- Also find a page of winter home images ideal for various home improvement advertisers (25).









### Maximize year-end sales with additional promotional opportunities in December.

- Taking control of debt and finances is among the most popular of New Year's resolutions, making December a smart time to focus on recruiting financial advertisers with a Financial Planning TSS and related ads (47, 48).
- 2016 marks the 50th year of Kwanzaa. Find headings and images to create related event, product and service promotions (54, 58).
- Hanukkah begins at sundown on December 24. Find an ad for Hanukkah favorites and additional images featured (12, 54-56, 58).
- Head into the new year with progressthemed coverage utilizing electronics and business images, with additional ad coverage in December MSAL (48, 49).
- Be sure to access December MSAL for a variety of additional moneymaking ads fo year-end sale and winter advertisers (74-80),

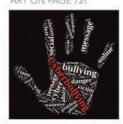








FIND THIS MONTH'S CUSTOMER-REQUESTED ART ON PAGE 72



N1612P72009C







N1512P15002C

As always, all of Metro's images and ads remain available in the cumulative online MCC Libraries. We track the trends of what you are downloading and try to provide more of the popular photo and ad categories you are using daily.

These are the most downloaded to date from the DECEMBER 15 issue of MNS.

December's TSSs in Print & Online:

- FINANCIAL PLANNING
- RESOLUTIONS

TSS are available by separate purchase. View them online in the MCC Editorial Library. Start growing sections revenue today: Call 800-223-1600 or e-mail service@metro-email.com to order!





# METRO

CREATE, SELL, PROFIT.



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Follow Us on Instagram @metrocreativeconnection



Get Web ads in the MCC Creative Library. Click the Web button to limit your search to only ads that have a Web component. Click the "W" below each thumbnail and download the Metro Web ad as a layered Photoshop file (.psd).







Whether promoting its signature events, creating spec ads or developing special section content, The Sentinel-Tribune relies on Metro for art and inspiration.

### CREATE. SELL. PROFIT.

Create new opportunities by managing and marketing popular local events.

Sell sponsorships to major advertisers and drive business to downtown merchants.

Profit by forging new relationships with key players in the community.

For more information, contact Banks Dishmon, Advertising Director, The Sentinel-Tribune, Bowling Green, Ohio at bdishmon@sentinel-tribune.com.

# Farmers Market and Car Show Flourish After Adoption by Newspaper

The Sentinel-Tribune BOWLING GREEN, OHIO

■ When Banks Dishmon, advertising director for The Sentinel-Tribune of Bowling Green, Ohio, attended a meeting of the town's Downtown Business Association last February, he had no idea that his newspaper was about to enter uncharted territory. Upon hearing that two of Bowling Green's longstanding events — the weekly farmers market and annual vintage car show were in danger of being eliminated due to the absence of oversight and marketing support, he sprang into action. By the end of the meeting, Dishmon had not only offered the newspaper's marketing resources, but proposed that The Sentinel-Tribune take over the operation and oversight of the events. Today, the farmers market and car show are thriving and both the community and the newspaper have profited from the arrangement.

The secret to the success of this venture, says Dishmon, lies in leveraging the newspaper's resources to promote and expand the two events.

"For example, every Tuesday, we run 'Cook's Corner,' where we feature a local individual and one of his or her recipes," Dishmon says. "To promote the farmers market, we now feature a different vendor each week along with the featured cook both in print and online. The farmers market also has its own Facebook page, so we've been able to create a social media following for the market both through the paper and on its own.

The Sentinel-Tribune has integrated the farmers market into its promotional activities in two other ways. First, Dishmon arranged for a local tavern/restaurant to sponsor live music at each farmers market. The musicians, who are scheduled to perform at the tavern that evening, appear during the first hour of each market. The performance is great entertainment for market visitors and drives business to the tavern, which is also promoted on the farmers market Facebook page. Second, the newspaper sponsors a farmers market frequent buyers program that drives traffic to downtown businesses. Each farmers market vendor offers its own frequent buyer card and gives customers one stamp for each \$5.00 they spend at that stall. When the card is full, shoppers exchange the card for \$5.00 in Bowling Green (BG) Bucks, which can be used at any business that belongs to the town's Downtown Business Association.

"With this program, there is an incentive for vendors to upsell in order for farmers market customers to receive additional stamps and, at the same time, we're driving business to our downtown merchants," says Dishmon. "This has been a big hit with shoppers and with our downtown business owners. The BG Bucks enable the downtown business owners to see how much money the newspaper is putting back into the retail sector and why the newspaper is such a positive force in the community. This is just one of the ways that we've been able to enhance our credibility in the community through these events.

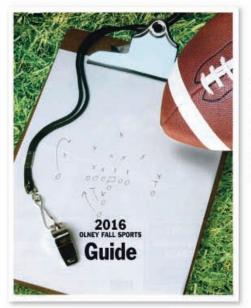
The Sentinel-Tribune's adoption of Bowling Green's annual vintage car show, which celebrated its 15th anniversary in 2016, further enhanced the newspaper's credibility. This year, with the help of 90 volunteers, Dishmon and his team welcomed 369 cars and car owners - and more than 2,500 spectators to the weekend event. Despite working on an extremely tight schedule, Dishmon says that the show went off without a hitch and was a huge success on all fronts.

"We have relationships with our big box stores, so we were able to get them involved in the event," Dishmon said. "Our car dealers, a major grocery chain and a bank were the major sponsors and we leveraged all of our marketing and social media resources to connect with area car clubs and promote the event. Next year, we're going to expand the show to include motorcycles as well, so that will add a whole new element."

For Bowling Green's Sentinel-Tribune, investing in the farmers market and car show has paid off handsomely. In addition to producing in-paper features and special sections devoted to the events, the payoff includes heightened admiration for the newspaper and the potential for developing new and profitable relationships throughout town.

"There's a whole new respect for the newspaper because people now see us as a major player in the life of the community," Dishmon says. "And doing these events has opened doors for us with the local schools and the county fair. All in all, these events have been great for business."

M (P1612802001C)



To produce a topnotch "Fall Sports Guide" each year with only a handful of staffers, the Olney Daily Mail relies on Metro cover art and ad layouts.





### CREATE, SELL, PROFIT.

Create an annual guide to fall sports that is both a reference and a keepsake.

Sell advertising to businesses Tooking for long-term exposure in a well-read product.

Profit from both ad sales and strong connections with the community and school district.

# Fall Sports Guide is a Keeper

Olney Daily Mail OLNEY, ILLINOIS

Much like in other small towns across the country, life in Olney, Illinois revolves around the seasons - not just winter, spring, summer and fall, but football, soccer, baseball and track. And with the early stirrings of fall each year, Olney residents begin to look forward to the publication of the Olney Daily Mail's tribute to local high school teams, athletes and coaches.

The "Olney Fall Sports Guide" is a 24- to 28-page, all-glossy guide featuring everything anyone would want to know about Olney's football, soccer, cross-country, volleyball, girls' tennis, golf, cheerleading and dance teams. The guide includes everything from interviews with coaches to team photos to shots of the athletes in action. Olney Daily Mail sports editor Chip Barche says that the guide is an annual labor of love.

"I try to start in July to get the ball rolling so that I can be well prepared come fall sports media day, when I go in to get team photos for the guide," explains Barche. "I also meet with all the coaches and do a Q&A about their previous record, how many players are on the team and if there are any exchange students playing this year. The other thing want to know is their approach to the season and what they will be focusing on during the season.'

Filled with a mix of team previews, season schedules, photos and ads for local

businesses - all in big, bold, glossy color — the Daily Mail's 'Fall Sports Guide" is a muchawaited keepsake for schools, athletes, parents, grandparents and other family members. And for the newspaper, it is not only an annual revenue driver, but also a reliably easy sale.

Account specialist Cathy Slunaker notes that advertisers jump at the chance to be featured in the guide because they know it is a cherished keepsake that is well read and filled with team schedules. They also appreciate that it is an all-glossy section that always has an eye-catching cover, courtesy of Metro.

"Our businesses really like this section because it features local kids and they know people will keep it both for the photos and the sports schedules," she adds. "We never have trouble filling the advertising spots and our hospital and banks are always eager for the bigger spots on the back page and inside back page.

While the Olney Daily Mail makes every effort to feature winter and spring sports later in the school year, its "Fall Sports Guide" is the centerpiece of its high school athletic coverage.

"I look forward to working on it because it's new and fresh every year," says Barche. "But I've learned that if I don't start early, it can get tricky."

M (P1612B03001C)

For more information, contact Chip Barche, Sports Editor, Olney Daily Mail, Olney, Illinois at cbarche@olneydailymail.com.











Rinda Maddox, owner and editor of the Sidell Reporter, understands the importance of self-promotion. When her tiny newspaper won awards during the Illinois Press Association Advertising Contest, she shared her winning entries with readers to let them know that even small publications can win big.

### CREATE. SELL. PROFIT.

Create a variety of special products to engage small-town businesses, schools and organizations as both advertisers and sponsors.

Sell ads and sponsorships that showcase high-quality art and design.

Profit by letting advertisers know what the newspaper can do for them.

For more information, contact Rinda Maddox, Owner & Editor, Sidell Reporter, Sidell, Illinois at editor@thesidellreporter.com.

# Tiny Newspaper Triumphs Year After Year

Sidell Reporter SIDELL, ILLINOIS

It doesn't get much smaller than the Sidell (Illinois) Reporter, Established in 1888, the Reporter publishes 750 newspapers each week and serves a village in the central part of the state near the Indiana border whose population hovers at about 600. With the assistance of two very part-time employees, owner and editor Rinda Maddox has been at the newspaper's helm for more than 25 years. Over the years, she has seen both her town and her publication evolve from a sleepy village filled with "old timers" who knew everyone and treasured their hometown newspaper to a place where people don't necessarily know each other and have different expectations from local media.

"When I purchased the paper after working here for five years as a typist, there was a huge learning curve, recalls Maddox, "We cover five small communities, and I'm still learning. In the early years, there were still so many of the older generation around who wanted to see the paper continue and did everything they could to support it. Things are different now, but we've still got enough of a base to keep going and there are still people around who love the newspaper.

For Maddox and her two employees, there is often not enough time in the day to focus on creating and selling advertising. But the other issue, says Maddox, is the dearth of retailers in the area. The local bank, insurance company and farm supplier advertise regularly, but with a relatively captive audience, the owners of the town's small grocery and café have so far resisted placing ads in the Reporter.

To generate ongoing advertising revenue, Maddox and her team produce special products throughout the year — with help from Metro.

"For example, we always do a large 'Back to School' guide in August and a very large sports preview in the fall," Maddox says. "This is where we're able to sell most of our advertising and 90 percent of the art comes from Metro. And for the past four years, Metro has been a big help with custom artwork for our local PTA fundraiser. The first year, we requested a colorful image of walking feet, which was used as the logo for our first 'FUNdwalk.' This year, we did a luau and Metro designed amazing tiki masks, which were used as the event logo and also as a coloring page for the kids. The turnaround was so fast and when I sent them to the PTA, they were blown away!"

Despite the relatively small number of ads produced by the Sidell Reporter each year, the weekly has had enormous success in Illinois Press Association advertising contests particularly during the years when Maddox's daughter, Amanda Rull, worked at the newspaper. It's not uncommon for the Reporter to walk away with three to five awards each year for everything from Best House Ad and Best Ad Series to Best Special Section and Best Small Ad.

"We've won a lot over the years and generally get at least one first-place award every time we enter," Maddox says. "To toot our own horn, we always create a full-page ad showing all of our winning entries. We want readers to know that, although we're little, we can compete — and win!"

This year, for the first time, Maddox also purchased Metro's Holiday Advertising Service and is looking forward to having so many great choices for the newspaper's annual Christmas issue.

Says Maddox, "Metro is a huge help to me all year round and I'm thrilled to have it!".

M (P1612B04001C)



### CREATE. SELL. PROFIT.

Create & Sell promotional products, then watch your **Profit** soar!

> For more information, contact Client Services at 800-223-1600 or e-mail service@metro-email.com

# Thinking Beyond Advertising

By Jo-Ann Johnson Sales Consultant Metro Creative Graphics

Long gone are the days when daily and weekly publications made money solely from single-copy sales. The rise of advertising not only made it possible to lower costs for consumers, but also allowed publications to expand and flourish. As 2016 draws to a close, advertising revenue continues to be the largest source of support for most publications. But, in the words of Bob Dylan, "The times they are a-changin'."

Over the past decade, advertising has had to evolve to keep pace with technological innovation. While many community publications have continued to thrive despite a challenging business landscape, publishers are always on the hunt for new sources of revenue, Many have begun sponsoring and organizing community events, while others are experimenting with sponsored content and offering a wider range of sponsorship opportunities. In other words, many publishers have shifted from relying on advertising revenue to mining sources of promotional revenue.

Merchandising is another avenue for developing several streams of promotional revenue. Publications, especially those with long histories, possess a treasure trove of content that can be easily framed, compiled or transferred to merchandise. Following in the footsteps of some of the large, urban dailies, smaller publications have made a splash by offering readers opportunities to purchase pieces of history - in the form of a book of hometown vintage photos, framed articles, front pages from a particular year and day, and hats, t-shirts or mugs customized with headlines, photos, articles or images.

But today's merchandising goes beyond mugs and t-shirts. For example, The New York Times sells personalized jigsaw puzzles from reprints of front pages, aerial and topographic photos and crossword puzzles as well as keepsake books for birthdays and weddings. The keepsake books contain space for recipients to record information about the day as well as reprints of the publication from the date of the event.

Technology also makes it possible for readers to create do-it-yourself merchandise based on a publication's photos or content. Since staffers tend to take more photos than can be published, the "extras" can be put to great use. Making these photos - as well as archived photos and content available online and enabling readers to order reprints, posters, DVDs and other items is a simple and straightforward way to generate additional promotional revenue.

Advertiser collaborations offer still other opportunities to generate revenue. By teaming up with local retailers to cross-promote, publications can advance their customers' businesses as well as their own. Print, online and mobile ads can drive foot traffic to retailers' places of business, where shoppers are met with captivating displays and copies of the publication for sale.

There are countless sources of promotional ideas, and many can be easily replicated and implemented without a huge upfront investment. Metro offers a vast array of content that can be used in merchandising and to create distinctive collateral materials for events and promotions of every kind.

M (P1612B05001C)



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### Resolve to Bring In More Revenue









The end of the calendar year is unlike any other time of year, starting with a big party that ushers out the old and welcomes in the new. The advertising and editorial opportunities New Year's Eve presents are vast and varied, including:

- · Restaurants and night clubs
- · Liquor, wine and beverages
- · Catering and takeout
- · Home cleaning products and services
- · Home entertaining needs, including cookware, small appliances, tableware, decorations and more
- Apparel, accessories and footwear

### Ring In the New \$\$\$

Metro provides a variety of content — images, photos, headings, backgrounds and spec ads for your New Year's Eve coverage. Expand your options and fourth quarter sales with access to the Holiday Advertising Service (see box at right).









### Resolutions

New Year's Day and beyond brings a new set of opportunities. The dawn of a new year is a time of hope and optimism when we wipe the slate clean and begin anew. One way people approach this annual event (once the football season has ended) is to make resolutions to improve their existing state of being. According to StatisticBrain.com, nearly half of adults — of all ages — make some form of resolution and stick with it for at least six months. Reach this diverse group with a special section designed to help them reach their goals.

While lists examining the most popular resolutions are tweaked from one year to the next, some categories are always part of the mix. Chief among them are the goal to live a healthier lifestyle, and the various components that such a lifestyle encompasses. Other items that are perennial favorites include getting organized and gaining control of personal finances.

Metro has a fully-templated, 24-page print special section called **Resolutions** that is ready to sell. It is filled with valuable information for readers looking to make — and keep — their resolutions. Ad spaces are in-position so you can present the section and show prospects exactly the size of their ad and where it will appear.

The Resolutions section also has an optional online component. Like its print counterpart, the online e-section has multiple built-in and ready-to-sell ad opportunities.

Call Client Services at 800-223-1600 or e-mail service@metro-email.com for information on how you can add the print and online Resolutions section to your year-end roster of moneymaking opportunities. M







Get print and online versions of the Resolutions section, along with promotions ads aimed at readers and advertisers.

P1612B06001C

Create, Sell & Profit Even More with the 2016 Holiday Advertising Service...

### ORDER TODAY!

Eye-stopping imagery and ads for New Year's, Christmas and more! Call 800-223-1600 or e-mail service@metro-email.com today for instant access.











All of your prospective advertisers want to know what you can do to help them get more customers. Spec ads are the most efficient method to show them what you can do. They are the best resource you have on hand to discover their wants and needs to create a program that will get them more results.

### Why Make Spec Ads?

- · Opens the door to approaching new advertisers
- Send via e-mail or FAX to preface an in-person visit
- Presents a professional impression to reinforce your commitment as
- Gives prospect a visual beginning
- Assists in learning advertisers'
- · Allows advertiser to adust their copy and merchandise to something tangible
- · Saves time for you and your advertiser
- Closes the deal faster
- · Can help inspire an advertiser to spend more
- THEY WORK!

### Good vs. Bad Ads: Why Make Spec Ads?

"Spec ad" takes its abbreviated name from the word speculation, which can be defined as making an investment with the hope of a gain. In the advertising arena, a spec ad is a conversation starter, visual aid, sales motivator and time saver. But why make spec ads in the first place?

### Pave the Way

The world is getting busier by the day. Sometimes a quick e-mail can help pre-qualify a prospect and pave the way for a personal visit. Since many prospects can read e-mail on their smartphones, they will be able to quickly view one or two spec ads attached to your message. Just be sure your attachments are mobilefriendly and as small a file size as they can be while maintaining quality

### Making an Impression

When you arrive with spec ads in hand, whether you are presenting them in a printed form or on a screen, you are giving your prospect the impression that you are a professional who has prepared for this meeting. That translates into your prospect believing you care about their business and are ready to be their partner in getting results.

### See Here

Humans comprehend things faster and easier with visual aids. Spec ads offer that immediate visual. As such, they can be an immediate conversation starter. Listen to what your prospects are saying and you will learn about what is most important to them. Even if prospects aren't on board with what you are presenting, they are giving you valuable information.

A visual aid also gives your prospect the size scale that you are proposing, and a place to start with customizing your specs to their needs. Some sales reps, and certainly some creative staff who may have been tasked with creating the specs, can get discouraged if a prospect dismantles a spec ad to the point where it is no longer recognizable. It is important for everyone to remember that the role of the spec ad is not necessarily to sell THAT spec ad. It's always nice when a client makes minimal changes to a spec, but the true role of any spec ad is to SELL AD SPACE.

### Moving On Up

In the course of your conversation, you may discover that your client is open to expanding their original budget. In such instances, your spec ads become sales motivators for selling campaigns, crossplatform print and digital buys, larger ad spaces and more frequent runs.

### **Time Savers**

No one has time to waste. Since spec ads help you get right to the point in the most efficient manner, they save time for you and your advertiser. And that closes the deal faster.

What is the number one reason to make spec ads? Results. Spec ads help to sell more advertising, and that is a fact. Anecdotally, publishers have intimated to Metro that they sell between 75 and 90 percent of the prospects they visit when their reps arrive with spec ads in hand. So spec ads give you the results

Results are also the reason that businesses advertise. They want more customers and more sales, too. Spec ads are the optimal resource to use to partner with your clients in an effort to guide them on the path that will get them the results they seek.

### Create, Sell and Profit

If spec ads are a speculation, then the investment you make in having spec ads for every sales call will return added revenue. Investigate all the ready-tosell spec ads Metro gives you each month, and how customizing specs with advertiser info through MiAD Wizard® will make the process of getting specs faster and easier than ever before. M

Metro provides a wide variety of ready-to-sell spec ads in every Issue including Top Ad Sales Prospects. These ads target the businesses spent an appreciable ad budgets within that particular month, which gives you a head start on a prospect list.





eliminating the argument that there is not enough time to make spec ads. MiAD Wizard can allow you to get multiple choices for your prospects as well as offer print and digital ad options.







Treat Yourself

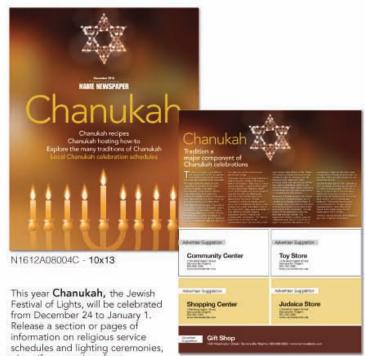
to a New Kitchen

\$0,000

P1612B07001C







N1612A08005C - 5 col x 13 N1612A08006C - 6 col x 21 your readers. See MCC for a

plus gift suggestions from

appropriate advertisers for

of the Quick-Sell layout.

broadsheet full-page version

science and culture of African

Americans in your area.







N1612A08012C - 6 col x 21

as a coloring contest, with sponsors

readers. List rules and prize structure

providing prizes for your younger

on your website and post winning pages there to cross-promote your print and online platforms.

inform readers of the events and

retailers a platform to showcase

layout as part of the section,

or separately.

their specials. Sell the Quick-Sell

deals they can expect while giving

(MCC Creative Library / Print Ad Type: Quick Sell Page or Bonus Ideas/Covers)









this complete Themed Event Package for corresponding self-

promotion print, Web and mobile ads for your readers and advertisers.

the Quick-Sell layout for the section

or to run in separate ROP editions,

and duplicate the layout to accommodate additional sales.





### Usage Note:

Run this Merry Little Christmas Coloring Contest as a center spread in one of your holiday sections, or within your regular pages. We've suggested having entries dropped off at your paper's location, but you might want to have sponsors also accept entries as a way of directly connecting them to prospective customers. There is an alternative coloring panel available in a Bonusideas Quick-Sell layout (N1612A08008C).

N1612A10001C



### Usage Note: What better way to start

a new year than to be given some cash? This Countdown to Cash **Giveaway Contest** proposes just that. Set it up any way that works for you and your sponsors cash, gift cards or other prizes. We're suggesting that you use your website to gather contest entries and publish your winner list, so you can crosspromote print and online platforms.

N1612A10002C



Nearly 40 newspapers in 13 states reported revenue surges over a six-month period

has already delivered proven profits for hundreds of customers like you.

Ogden publications charges team to generate and present more spec ads to new and inactive accounts

CREATE: a program that requires ad reps to generate and present spec ads to new and inactive advertisers every week.

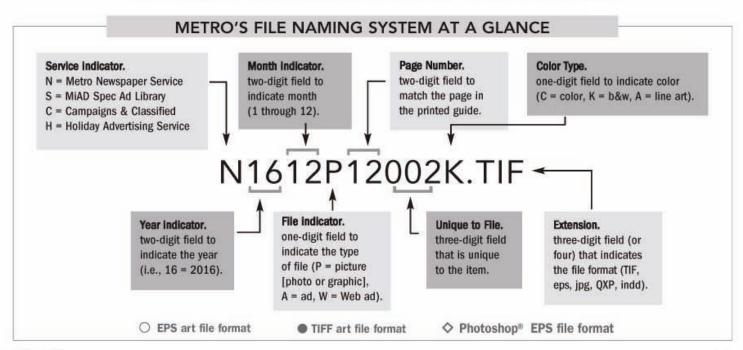
SELL: more spec ads with a "Back to Basics" strategy that includes in-person presentations, ready-to-roll spec ads and old-fashioned presentation boards.

PROFIT: from producing high-quality spec ads in minutes with Metro's MiAD Wizard.



"The increased revenue we're seeing comes from our staff going out and selling, but Metro provides the tools — and the speed. Before, it took a lot of time to generate spec ads using our creative teams. But now, in 90 seconds, you're done! The staff can come in 15 minutes early and knock out 10 spec ads, do it from home or create ads instantaneously in front of the advertiser." Lori Figurski, Ogden Regional Advertising Director

MiAD Wizard is a FREE upgrade for current MiAD subscribers! If you, too, would like to instantly conjure up targeted spec ads for sales calls that will practically close themselves, then go to miadwizard.com and set up a FREE Trial. You will see for yourself how the Wizard can make your sales soar!



### Announcing Breakfast With Santa



Saturday, December 00 8am 9:30am 11am Reserve your tickets by phone or online today! Kids \$10 Adults \$15

Somersville Diner

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



AD# N1612A12001C PASS 6 COL x 1

N1612P27012C-



2-for-1 Holiday Fun

BOGO 50% Off Select Toys, Games & Puzzles Now through Sunday

Morett Toys

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

AD# N1612A12002C PASS 6 COL x 1

N1612P14008C-

N1203P46009C\*-O

Get Fired Up for Winter



Warm your home with our seasoned oak or hickory firewood, available for pickup or delivery.

Quality Firewood Seasoned, Stacked, Delivered & sauring or Seasoned, Stacked, Delivered & sauring or

Anton's Tree & Firewood Service

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



AD# N1612A12003C PASS 6 COL x 1





Christmas Came & Went. **Now Save** up to 80 Percent!

Stock up for next year with up to 80% off all remaining holiday rchandise while supplies last.

Meryll General Store

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



AD# N1612A12004C PASS 6 COL x 1

N1612P21005C-



Somersville Youth Choir Thursday, Friday & Saturday December 00-00, 2016 • 7:30pm Tickets Only \$10
Reserve your tickets online, or purchase them at the door

Somersville Hall

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

AD# N1612A12005C PASS 6 COL x1

N1612P64005C-



Going, Going, Gone Christmas Clearance

Hurry in for the best deals of the season on apparel, accessories, footwear, outerwear and more before this sale wraps up on Sunday! Sale ends December 00, 2016. List details, terms and conditions here.

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



AD# N1612A12006C PASS 6 COL x 1

N1612P14009C-

Christmas Cree Meet Santa, sip hot chocolate, carol & revel in the spirit of the season!



Lighting Celebration Friday, December 2 • 6:30-8:30 pm Free Admission & Parking

Somersville Plaza 🖪 🗾



N1612P58013C\*-O

Low Prices on Hanukkah **Favorites** 



\$4.79

Name Brand Hanukkah Gelt \$1.99 Offices good through 00:00:16. List details, a

Name Brand Hanukkah Candles \$4.99

Name Brand Potato Pancake Mix 83.99

Fresh Fare Market 1234 Washington Street | Somersville Heights 000-000-000 | www.namewebsite.com

AD# N1612A12008C PASS 6 COL x 1

N1612P14004C-



Tree Lot Now Open

Fresh-Cut Christmas Trees \$25 to \$99 Scotch Pine | Douglas Fir | White Pine

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

AD# N1612A12009C PASS 6 COL x 1

N1612P66022C-





Name Brewer Winterberry Sour Name Brewer Holiday Spice Ale Name Brewer Christmas Stout

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

AD# N1612A12010C PASS 6 COL x 1





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Chic Party Dresses From \$59
1234 Washington Street + Someraville Heights
000-000-0000
www.namewebsite.com

### Lydia's

Chic Party Dresses From \$59 Washington Street • Somerwille Heigh 000-000-0000 www.namewebsite.com

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### Lydia's

Chic Party Dresses From \$59 Washington Street • Someraville H 000-000-0000 www.namewebsite.com

Martini Lounge
Taste Our New 2017 Cocktail Menu on NYE!
1234 Washington Stree \* Somesville Heights
000-000-000
www.namewebsite.com

### Martini Lounge

Taste our New 2017 Cocktails on NYE! 1234 Washington Street \* Somersville Heights 000-000-0000 www.namewebsite.com

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Taste our New 2017 Cocktails on NYE! 1234 Washington Street • Somersville Heights 000-000-0000 www.namewebsite.com

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Taste our New 2017 Cocktails on NYE! 1234 Washington Street • Somersville Heights 000-000-0000 www.namewebsite.com

### Martini Lounge

Taste our New 2017 Cocktails on NYE! 234 Washington Street • Somersville Heights 000-000-0000 www.namewebsite.com

### Martini Lounge

Taste our New 2017 Cocktails on NYE! 234 Washington Street \* Somersville Heights 000-000-0000 www.namewebsite.com

### Mira Salon

Your Celebration Beauty Destination 1234 Washington Street • Someraville Heights 000-000-0000 www.namewebsite.com

### Mira Salon

Your Celebration Beauty Destination 1234 Washington Street • Semenaville Heights 000-000-0000 www.namewebsite.com

### Mira Salon

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Your Celebration Beauty Destination 1234 Washington Street • Somersville Heights 000-000-0000 www.namewebsite.com

### Mira Salon

Your Celebration Beauty Destination 1234 Washington Street • Semersville Heights 000-000-0000 www.namewebsite.com

### Usage Note:

The purpose of this "Countdown Corner" Marketplace layout is to give you the opportunity to promote local advertisers with New Year's merchandise and services by offering a variety of price points to include even the smallest budgets. They can benefit from the association while you reap the rewards of a full-color page. Use this Marketplace layout for a variety of sponsors as part of a multiple-run campaign. For your convenience, a tabsized version of the page is available in the MCC Creative Library.



N1612P29006C-







### Top Shelf Liquors

1234 Washington Street | Somerville Heights 000.000.000 | www.namewebsite.com







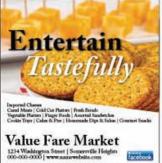


AD# N1612A13002C ASS 2 COL. x 5





AD# N1612A13008C



Save 10% Off

Value Fare Market 1234 Washington Street 000-000-0000 | numero

PASS 6 COL. x 21



Give your home a new look for the new year!

Vance Furniture 1234 Washington Street Somemville Heights 000-000-0000

**f** 

\$20,16 Down + Interest-Free Financing Until 2018 on futuitum purchaseoci or more with credit appro-Hump the dock in ticking on this special offest See See Secondary IV, 1976, Law control, and professional law Control, and and professional law control, and a control law control law control

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Community Calendar 2016

2 3 16 14 15

28 29

N1612P14005C-N1612P16003C-N1612P14006C-



## December 1 Santa Arrives at the Mall at the Mall Hot cocoa, caroling & pictures with Santal Somersville County Mall 6pm www.namewebsite.com

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www.namewebsite.com



### December 3

Craft Fair Free admission & parking! Somersville County Mall 10 am - 4pm www.namewebsite.com

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30

### December 00

An annual tradition for the whole family! City Center Square 6pm www.namewebsite.com

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### December 00



Christmas Tree Lighting

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### December 00

Holiday Concert \$5 Tickets Now Online Somersville Theater Some 7pm

### December 00

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### December 00

Holiday Bake Sale All proceeds benefit Name Charity Somersville Community Center 9am - 2pm www.namewebsite.com

### December 00

Name Event Here Event details here. Name Event Location 0:00am-0:00pm www.namewebsite.com



Shop handcrafted treasures for holiday giving, decorating and enjoying.

Holiday

### December 00

Living Nativity Opens Nightly through Christmas Eve St. Matthew's Church

December 00 Name Event Here Event details here, Event details here. Event details here. Event details here, Name Event Location 0:00am-0:00pm www.name.website.com



### December 00

Holiday Open House Special discounts, free refreshments & door prizes Somersville Shopping Plaza 10am - 10pm www.namewebsite.com

### December 00

Name Event Here Event details here, Event Name Event details here, Event details here. Name Event Location 0:00am-0:00pm



SEE YOU

THERE

Saturday, December 3

n | Plenty of Free Parking Over 50 Artisan Vendors | Refreshments for Sale Gift Wrapping Booth | Christmas Carols Somersville

**Community Center** 

10am - 4pm

PASS 3 COL x 7 AD# N1612A17002C

N1612P22006C-

N1612P17003C\*-C

December 00

Poinsettia Sale All proceeds benefit Name Charty Somersville Community Center 10am - 4pm www.namewebsite.com

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### December 00

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### December 00

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> WEB ADS available on MCC



# Guess Who's Coming to



Our holiday guest of honor arrives this Thursday! Stop by the mall for a welcome reception including free hot cocoa and festive caroling, and enjoy a free giff with your photo purchase. The fun starts at 6pm.

### Somersville **County Mall**

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

AD# N1612A17001C PASS 6 COL x 21 AD# N1612A17004C

N1612P16001C-

# METRO Top Ad Sales Prospects

















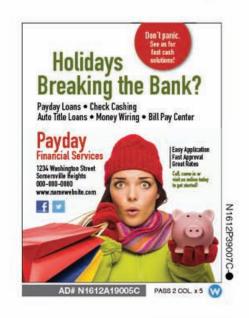




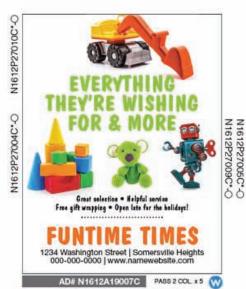






















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N1612P22005C-

N1612P22006C-







N1612P22011C-

N1612P22010C-0

N1612P22002C-





N1612P23003C-

### Usage Suggestion:

Multiple-advertiser, double truck layouts present unique opportunities for advertisers to gain more exposure while sharing the cost of appearing in color in a prime position.

At the same time, they give you a fullcolor spread. Use the alternative headings on this page to change the focus of the layout, and don't forget to repurpose the content for your Web site.

(MCC Creative Library / Print Ad Size: Doubletruck / Print Ad Type: Multiple Advertiser or Directory)

# Shop Locally This Christmas Holiday Dining Guide

N1612P23004C\*-O

N1612P23006C\*-O





### Usage Suggestion:

Multiple-advertiser, double truck layouts present unique opportunities for advertisers to gain more exposure while sharing the cost of appearing in color in a prime position.

At the same time, they give you a fullcolor spread. Use the alternative headings on this page to change the focus of the layout, and don't forget to repurpose the content for your Web site.

(MCC Creative Library / Print Ad Size: Doubletruck / Print Ad Type: Multiple Advertiser or Directory)

N1612P24003C\*-O

Celebration Spots New Year Sales & Specials

N1612P24004C\*-O







N1612P25002C-













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AD# N1612A31002C 10 x 13

### TRO. Themed Event Package CREATE. SELL. PROFIT.









NAME NEWSPAPER ng December 00 in print & online

AD# N1612A32003C PASS 2 COL x 5 W

**Your Home** for Holiday Advertising N1612P32001C\*-O

A E NAME NEWSPAPER

AD# N1612A32006C PASS 2 COL x 5

ADVERTISER CAMPAIGN





AD# N1612A32004C PASS 2 COL x 5



AD# N1612A32007C PASS 2 COL x 5







(MCC Creative Library / Print Ad Type: ThemedEventPackage)











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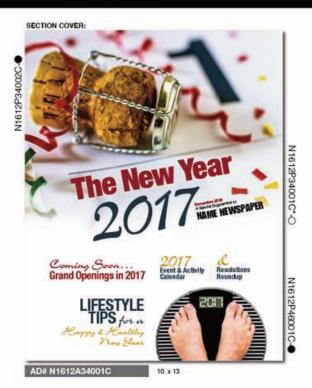








# METRO. Themed Event Package













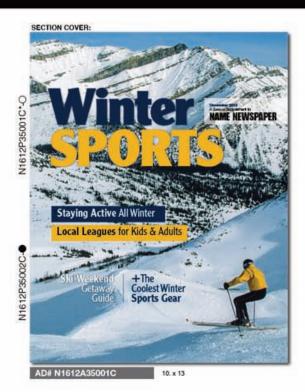








(MCC Creative Library / Print Ad Type: ThemedEventPackage)



























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## Promote Premium Placement Opportunities With Metro AdScapes

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#### Usage Note: Use this Adscapes shaped specialty ad

shaped specialty ad to draw attention to a holiday, end-of-year review promotion for an insurance company. Or, you can adapt it for any number of advertisers that can utilize the holiday snow globe imagery theme. The ad's unique positioning and shape are sure to draw extra attention for your advertiser while gaining premium pricing for you. Introduce a new advertiser with the shaped ad and sell additional smallerspace ads to publish throughout your edition to keep the advertiser's name topof-mind for readers.















N1203P46009C\*-O

N1612P14002C-

## Shop Local CREATE. SELL. PROFIT.



N1612P42007C-



N1612P42004C-



N1612P42003C-



N1612P42006C-



N1612P42008C-



N1612P42005C-



N1612P42002C-



N1612P42001C-



N1612P42023C-N1612P42024C-



N1612P42021C\*-O N1612P42022C\*-O



N1612P42010C\*-O N1612P42011C\*-O



N1612P42025C\*-O N1612P42026C\*-O





N1612P42019C\*-O



N1612P42018C\*-O



N1612P42018C\*-O N1612P42015C\*-O



N1612P42014C\*-O



N1612P42013C\*-O



N1612P42009C\*-O



METRO. Newspaper Service



Town Hardware

I Greet gifts & stocking staffers for the holidays I Huge selection of holiday lights & decorations

1234 Washington Street | Somersville Heights 000-000-0000 | www.namewebsite.com Coupon reguland. Expline 90:00.16. List delaits, terms and conditions in List delaits, terms and conditions here. List delaits, terms and condition



Emblem Jewelers

√ Trusted quality & value in five jewolry since 1922 √ The Name Brand jewolry collection is here for the holidays!

1234 Washington Street | Somersville Heights 000-000-0000 | www.namewebsite.com Coupon required. Expires 05:00:15. List details, terms and conditions: List details, terms and conditions have List details, terms and conditions.



N1612P42013C\*

PASS 3 COL x 3.25 AD# N1612A43005C

AD# N1612A43003C

"SHOP LOCAL" SUPPORT

This month, see a full-page of coupon ads that demonstrate the community draw of your publication as readers redeem them as a show of shoplocal support. There is also an alternative tab size available in MCC.

Promoting local patronage is more than an economic necessity in many areas; it has become a source of community pride. Look for two additional "shop local" pages each month for a variety of advertiser categories, so you can keep a local mpaign going. Many have companion Web ads ready to present for combo package buys, too.

Lalo **Boutique** 

I Scrop up the letest holiday party looks! N FREE GIFT with gift card purchase of \$50 or more

1234 Washington Street | Somersville Heights 000-000-0000 | www.namewebsite.com Coupon negated, Expires 90.00.16, List delais, terms and conditions have. List delais, terms and conditions have. List delais, terms and conditions is



## Highlights Salon

Stitches

of Cat & color expertise for the whole family Now offering custom airbrach taxing

1234 Washington Street | Somersville Heights 000-000-0000 | www.namewebsite.com Coupon required. Expires 00:00:14. List details, harms and conditions in List details, harms and conditions have. List details, harms and condition



10% Off

**Craft Supply** 4 Year headquarters for homewade holiday gifte 4 Sign up online for class & workshop invitations

1234 Washington Street | Somersville Heights 000-000-0000 | www.namewebsite.com Coupon ragainst. Explice 00.00.16. List details, turns and conditions have List details. Name and conditions have List details, turns and conditions to



PASS 3 COL x 325 AD# N1612A43007C

AD# N1612A43009C

AD# N1612A43011C PASS 3 COL x 3.25

Runway Shoes

Central

Pharmacy

I Great stacking staffers from 990

BOGO 50% Off

I Freeh drees & casual arrivals for the whole family Ne carry extra-wide sizes & arthopodic styles

1234 Washington Street | Somersville Heights 000-000-0000 | www.namewebsite.com Coupon regulated. Expires 90.00.15. List datafe, terms and conditions here. List datafe, terms and conditions here. List datafe, terms and conditions in

V Fragrance gift outs now in stock for the holidays

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

Coupon required: Expires 80.00.16, List details, terms and conditions here. List details, terms and conditions here. List details, terms and conditions he



#### Pine Ridge **Garden Center**

**FREE** Tree Stand or Lights Set With Purchase of Christmas Tree 6' or Taller

I Free cutting & balleg vervice I Hage colection of poinsetties in accorded colors & sizes

1234 Washington Street | Somersville Heights 000-000-0000 | www.namewebsite.com Coupon regulard. Expires 05:00:16. List defails, terms and conditions have. List defails, terms and conditions have. List defails, terms and conditions have



## Riviera Cafe

FREE \$25 Gift Card

V Open Christmas Eve, New Year's Eve & New Year's Day I Host your holiday party with us!

1234 Washington Street | Somersville Heights 000-000-0000 | www.namewebsite.com Coupon regulate. Expires 90.00.16. List details, terms and conditions have List details, terms and conditions have. List details, terms and conditions have.



AD# N1612A43001C PASS 6 COL x 21 AD# N1612A43012C 10 x 13



I Local, handmade & unique holiday gifts V Free gift wrapping curvice

1234 Washington Street | Somersville Heights 000-000-0000 | www.namewebsite.com Coupon required. Expiner 00:00:16. Littl details, farms and conditions here. Littl details, farms and conditions here. Littl details, farms and conditions her



M=TRO. Newspaper Service

AD# N1612A43006C

AD# N1612A43002C

AD# N1612A43004C

PASS 3 COL x 3.25

AD# N1612A43008C PASS 3 COL x 3.25

AD# N1612A43010C

PASS 3 COL x 3.25







## TRO. Templated Special Sections CREATE. SELL. PROFIT.

Bonus images available in the MCC Creative Library:



N1612P46003C-



N1612P46006C-



N1612P46002C-



New Year. Fresh Start!

New Year Resolutions: N1612P46004C-

N1612P46005C-

## Fully Templated Special Sections & Collateral Material Present. Sell. Print.

Want to grow your special sections program and ad sales, starting now? With Metro's fully templated print sections, you can (online versions also available).

These beautifully designed 24-page sections come complete with professionally written articles and eye-catching imagery surrounded by a wealth of ad positions. PLUS, a sales sheet and self-promotion ads to invite advertisers to

participate in your section are also included in the package. Adapt the ads for online use to promote the upcoming online version of the section.

View this month's Resolutions Templated Special Sections package in the MCC Editorial Library. If you like what you see, call 800-223-1600 or email service@metro-email.com to order and grow your special sections revenue!









M=TRO. Newspaper Service

(MCC Editorial Library / Search Source: Templated Print Sections)

Bonus images available in the MCC Creative Library:







N1612P47005C-

N1612P47004C



N1612P47003C-





N1612P47001C-

## Fully Templated Special Sections & Collateral Material Present. Sell. Print.

Want to grow your special sections program and ad sales, starting now? With Metro's fully templated print sections, you can (online versions also available).

These beautifully designed 24-page sections come complete with professionally written articles and eye-catching imagery surrounded by a wealth of ad positions. PLUS, a sales sheet and self-promotion ads to invite advertisers to participate in your section are also included in the package. Adapt the ads for online use to promote the upcoming online version of the section.

View this month's Financial Planning Templated Special Sections package in the MCC Editorial Library. Like what you see? Call 800-223-1600 or email service@metro-email.com to order and grow your special sections revenue!









PASS 2 COL x 5





N1612P48009C-

N1612P48010C-



N1612P48007C-



N1612P48006C-



N1612P48005C-



N1612P48008C-



N1612P48002C-



N1612P48003C-



N1612P48004C-



N1612P48001C-





N1612P49009C-

N1612P49008C-





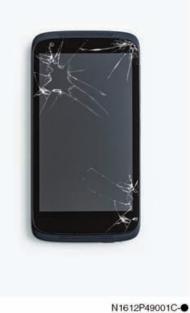
N1612P49002C-



N1612P49007C-







N1612P49004C-

N1612P49003C-





N1612P49005C-

N1612P49006C-



N1612P50004C-

N1612P50006C-

## **Usage Notes:**

Use these backgrounds to help promote services and merchandise for Christmas gifting, religious Christmas events, winter sales and winter sports, New Year's Eve, celebrations, and more, for individual retail ads and campaigns, full-page directories, multiple-item merchandise ads, event schedules or cover designs.

(MCC Creative Library / Image Type: Background)



N1612P50001C-









N1612P50003C-



N1612P50002C-



N1612P50008C-



N1612P51001C-

# Usage Suggestions:

These banner-style photos can be employed as a background or page header for all types of ads and pages in print and online. Try them for Christmas gift ads, winter sales, New Year's Eve, anniversaries and celebrations ... and more.

















N1612P53001C\*-O



N1612P53002C\*-O

N1612P53003C\*-O



N1612P53006C\*-O



N1612P53004C\*-O



N1612P53008C\*-O



N1612P53009C\*-O



N1612P53005C\*-O







#### Usage Note:

These frameand-heading ad starters are also presented as frames without headings for you to use in your pages and ads. They can also be used as background letterhead templates for customers of your printing business. Plus, you can repurpose them to use in HTML e-mail for newsletters and messages that require extra attention.

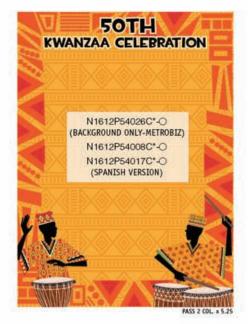
MCC Creative Library / Image Type: Ad Starter or Image Type: Background / Keyword: MetroBiz







PASS 1 COL. x 5.25









MCC KEYWORD HINT: Bake Shop N1612P55007C-



MCC KEYWORD HINT: Party Planner N1612P55008C-



MCC KEYWORD HINT: Child Care Provider N1612P55009C-



MCC KEYWORD HINT: Landscaper N1612P55010C-



MCC KEYWORD HINT: Florist N1612P55011C-0



MCC KEYWORD HINT: Winery N1612P55012C-

## Usage Note:

MCC Creative Library / Image Type: frame, background, photo or MetroBiz, where applicable

Use these business card photo backgrounds to help you expand your printing business. You can also employ these timely frames in print inserts, ads or online ads and pages. The banner-style frames can be used for top- or bottom-of-the-page print ads or repurposed for Web banners. Look for more seasonal and timely subjects throughout the year.



N1612P55005C\*-O

N1612P55006C\*-O





MCC KEYWORDS: ICON SET, CHRISTMAS, FLORAL N1612S56006C\*-O



MCC KEYWORDS: ICON SET, HANUKKAH N1612S56001C\*-





MCC KEYWORDS: ICON SET, HOLIDAY COOKIES

N1612S56005C\*-O



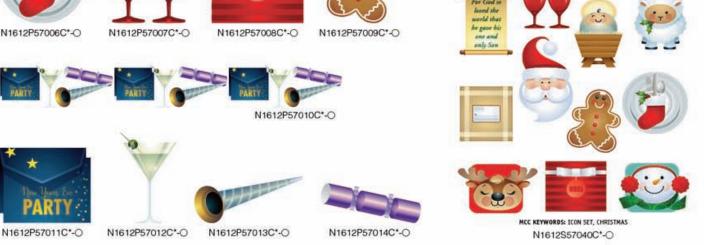


MCC KEYWORDS: ICON SET, NEW YEAR'S EVE N1612S56003C\*-○















N1612P58004C-



N1612P58001C-0



N1612P58002C-



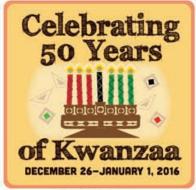
N1612P58018C\*-O



N1612P58014C\*-O



N1612P58007C\*-O



N1612P58009C\*-O N1612P58010C\*-O



N1612P58016C\*-O



N1612P58017C\*-O



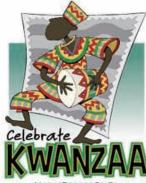
N1612P58015C\*-O



N1612P58005C\*-O



N1612P58013C\*-O



N1612P58006C\*-O



N1612P58011C\*-O N1612P58012C\*-O



N1612P58008C\*-O

December 2016

METRO. Newspaper Service

• 2018 Nette Dealths Graphic. Inc., Printed in U.S.A.

















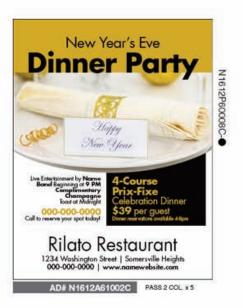








































N1612P62008C-

N1612P62004C-

N1612P62002C-

N1612P62010C-







N1612P62005C-





N1612P62007C-





N1612P63005C-





















N1612P63002C-

N1612P63007C-

N1612P63004C-







N1612P64006C-

N1612P64011C-

N1612P64009C-





N1612P64008C-

N1612P64007C-







N1612P64010C-

N1612P64001C-

N1612P64002C-







N1612P64003C-

N1612P64004C-







N1612P65002C-

N1612P65010C-

N1612P65003C-







N1612P65005C-

N1612P65006C-

N1612P65012C-







N1612P65008C-

N1612P65001C-







N1612P65011C-

N1612P65007C-

N1612P65004C-



N1612P66023C-● DRAFT BEER



N1612P66022C
DRAFT BEER



N1612P66012C
EGGNOG MARTINI



N1612P66011C-● GLASS OF SANGRIA



N1612P66003C-● MIMOSA CARAFE



N1612P66004C-● APPLE PIE



N1612P66006C-● HOT CHOCOLATE



N1612P66021C-● GINGERBREAD COOKIE



N1612P66017C-● HOT CHOCOLATE



N1612P66035C
BEER



N1612P66016C-● HOT COCOA



N1612P66013C-● BAKING SODA



N1612P66010C-● PITCHER OF SANGRIA



N1612P66028C
APPLE PIE



N1612P66031CCOOKIE CUTTERS



N1612P66007C-● CHRISTMAS TREATS



N1612P66018C-● BOTTLE OF CHAMPAGNE



N1612P66027CCHERRY PIE



N1612P66026C
DATES



N1612P66033C-



N1612P66025C-● CAPPUCCINO



N1612P66020C-● PUMPKIN PIE



N1612P66029CFRIED SHRIMP



N1612P66034CCHRISTMAS COOKIES



N1612P66015C
CANDY CANE STICKS



N1612P66002C-● CHEESECAKE



N1612P66030CFRIED SHRIMP



N1612P66032C-<>
KIWI



N1612P66024C
EGGN0G



COOKED HAM



N1612P66001C-● CHEESECAKE



N1612P66005C-● PIE



N1612P66014C-● CHANUKAH COOKIES



N1612P66008CFRIED SHRIMP



N1612P66009C
COOKIE DOUGH



# Holiday Values in Every Aisle





# TRO: Canada







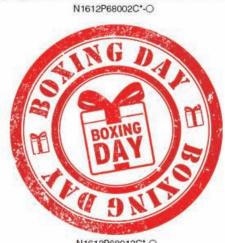
















(BE SMART, DON'T DRINK AND DRIVE!) N1612P68007C\*-O







N1612P68006C\*-O



N1612P69001C
MOUNT ASSINIBOINE LODGE



N1612P69006C-● BANFF NATIONAL PARK



N1612P69012C
CANMORE



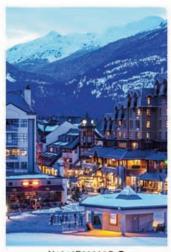
N1612P69010C
CALGARY SKYLINE



N1612P69007CMORAINE LAKE



N1612P69005CCOUPLE SHOPPING



N1612P69003C-● WHISTLER VILLAGE, BC



N1612P69008C-● SNOW SCENE



DEER



N1612P69004C-● SKI L0DGE



N1612P69002C-● LAKE LOUISE, ALBERTA



N1612P69009C-● ELK

#### MCC KEYWORD HINT: week1

This is your illustration and copy for December 1, 2016.



## Writing Your Own

AD# N1612A70004C

#### MCC KEYWORD HINT: week4

This is your illustration and copy for December 22, 2016.



## Christmas

AD# N1612A70001C PASS 2 COL x 5.25

#### MCC KEYWORD HINT: week2

This is your illustration and copy for December 8, 2016.



## Leaders Servants

AD# N1612A70002C

#### MCC KEYWORD HINT: week5

This is your illustration and copy for December 29, 2016.



Year-End Reflections

AD# N1612A70005C PASS 2 COL x 5.25

#### MCC KEYWORD HINT: week3

This is your illustration and copy for December 15, 2016.

N1612P70008C\*-O N1612P70003C\*-O

Waging

AD# N1612A70003C PASS 2 COL x 525



N1612P70012C\*-O



N1612P70011C\*-O



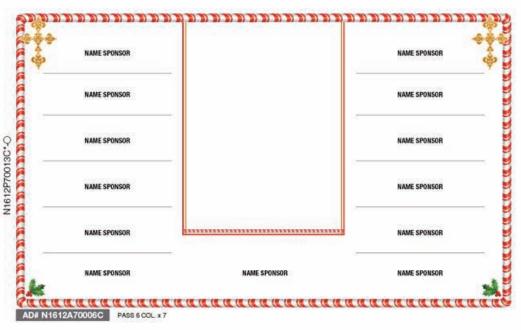
N1612P70016C\*-O



N1612P70015C\*-C



N1612P70014C\*-O



Cada mes Metro ofrece una variedad de titulos en español, estos pueden ser encontrados en labiblioteca de imagenes de MetroCreativeConnection, usando "Spanish" como palabra clave. (Each month Metro presents a selection of Spanish headings.)

(MCC Creative Library / Keyword: Spanish / Image Type: heading)



Felices







N1612P71008C\*-O



(WINTER SALE) N1612P71010C\*-O





(HAPPY NEW YEAR!)

N1612P71003C\*-Ó



(AFTER CHRISTMAS DEALS) N1612P71006C\*-O



(HAPPY HOLIDAYS!)

N1612P71004C\*-O



**Events** CREATE. SELL. PROFIT

Use special event headings to launch or expand promotional opportunities for your advertisers. Use them in ads as a springboard to larger promotions, sections or full-page developments. (MCC Creative Library / Keyword: Event / Image Type: heading).



N1612P71023C\*-O N1612P71024C\*-O



N1612P71012C\*-O



N1612P71025C\*-O



ATIONAL N1612P71017C\*-O



N1612P71014C\*-O



N1612P71015C\*-O



N1612P71011C\*-O



N1612P71022C\*-O



december 10 N1612P71016C\*-O



N1612P71018C\*-O N1612P71019C\*-O



N1612P71020C\*O



DECEMBER 25 N1612P71013C\*-O



N1612P72009C-(Cyberbullying)



N1612P72010C-0 (Cyberbullying)



N1612P72006C-(Psychic Graphic)



N1612P72014C-(Snow Piles In Parking Lot)



N1612P72013C\*-O (Couple Laying Down Wood Flooring)



N1612P72012C\*-O (Pharmaceutical)



N1612P72008C\*-O (Contractor)



N1612P72011C\*-O (Woman Installing Flooring)



N1612P72018C\*-O (Veterinarian)



N1612P72019C\*-O (Large Animal Veterinarian)



N1612P72020C\*-O (Farm Animal Veterinarian)



N1612P72005C\*-O (Tractor with Wagon)



N1612P72017C\*-O

(Veterinarian)

N1612P72004C\*-O (Tractor)



N1612P72016C\*-O

N1612P72003C\*-O (Excavator)



N1612P72002C\*-O (Bulldozer)



N1612P72001C\*-O (Backhoe)

## 2017 THEME SCHEDULE

## FULLY-TEMPLATED ONLINE AND PRINT SPECIAL SECTIONS

Expand your print and digital ad sales with a coordinated sections program. Each month, Metro delivers new section opportunities filled with fresh content and ready-to-sell ad positions. Contact us today to get started with Metro's fully-templated print and online sections: 800.223.1600, service@metro-email.com.



#### JANUARY PACKAGE | Available 11/21/16

Weddings Health, Mind & Body The New Year\*



#### JULY PACKAGE | Available 5/19/17

School Year Bridal Guide Fun & Games\*\* On the Grill\*



#### FEBRUARY PACKAGE | Available 12/20/16

Spring Home Green Living Valentine's Day\*



#### AUGUST PACKAGE | Available 6/20/17

Fall Home & Garden Healthy Lifestyle Think Pink Best of the Best\*\*



#### MARCH PACKAGE | Available 1/20/17

Living 50 Plus Spring...On the Road Healthcare Profiles\*\* St. Patrick's Day\*



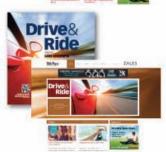
#### SEPTEMBER PACKAGE | Available 7/20/17

Holiday Gift Guide Cancer Awareness & Prevention Fall/Winter Sports\*\* Hispanic Heritage\*



#### APRIL PACKAGE | Available 2/21/17

Lawn & Garden Guide All About Pets Graduates\*\* Prom & Graduation\*



#### OCTOBER PACKAGE | Available 8/21/17

Drive & Ride
Holiday Gifts & Lifestyle
Halloween
Local Professionals Guide\*\*



#### MAY PACKAGE | Available 3/20/17

Family Life Women Today Communions & Confirmations\*



#### NOVEMBER PACKAGE | Available 9/20/17

Giving Back
Dining & Entertaining
Pet Friendly\*



#### JUNE PACKAGE | Available 4/20/17

How-To
Health & Wellness
Coloring for Adults/All Ages\*\*
Summer Fun\*



#### DECEMBER PACKAGE | Available 10/20/17

Financial Planning Resolutions Distinctive Properties



PP. 01-72

#### METRO NEWSPAPER SERVICE

December MNS is a celebration of ready-to-sell sales opportunities for Christmas gifting, Chanukah Kwanzaa, New Year's Eve, shop local, holiday dining and entertaining, and more. Get even more great topics to sell in the online MCC Creative Library.



New York, NY 10018

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PP. 73-80

#### MIAD SPEC AD LIBRARY

Expand your advertiser presentation options with November's MSAL spec ads for Year-End, Winter and Progress-related advertisers. Presented in this book and available to view online in the MSAL Swarch-Book\*, every ad is also available in MiAD Wizard so you can immediately personalize ads to present and close more sales.



OCTOBER Issue PP. 81-93

#### CAMPAIGNS & CLASSIFIED

Keep fourth quarter sales going strong with a ready topresent mix of multiple-ad campaign selling, timely and seasonal fall-to-winter auto layouts, recruitment, real estate, self-promo ads and Web ads. Campaigns & Classified is presented quarterly in this book and online as a Season of the control of th



Color and blackand-white versions for every image expand design and print options

QuarkXPress® and InDesign® formats are available for all ad files

BONUS: FREE
Access to MiAD\*
WIZARD & Desktop
Personalize all
Holiday ads in
seconds to create
presentation-ready
spec ads and close
more sales.

Metro's 2016 Holiday Advertising Service is the ultimate resource for developing moneymaking Christmas and New Year's advertising, greetings and special projects. By equipping your creative and sales teams with hundreds of all-new ads, images, copy and design components, and ready-to-sell sections — plus access to all ads in MiAD Wizard — this annual service is guaranteed to help you create, sell and generate thousands in profits!





Quick-Sell multi-

offer options for every advertiser budget

advertiser formats

Advertiser-specific

Online SearchBook®

to view and access

the content in the

ads and images target your most popular local

businesses

digital realm

Dynamic cover

designs inspire

special pages

and sections





BONUS: THREE READY-TO-SELL HOLIDAY SECTIONS

Get three bonus sections — "Home for the Holidays," a youth-market Coloring Book and "Itsy's Big Surprise," a section that embeds your advertisers within the story







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