

natural awakenings®

healthy living. healthy planet.

mediakit



Your Healthy Living Magazine

Natural Awakenings is your guide to a healthier, more balanced life. Our mission is to provide insights and information to improve the quality of life physically, mentally, emotionally and spiritually. In each issue readers find cutting-edge information on natural health, nutrition, fitness, personal growth, green living, creative expression and the products and services that support a healthy lifestyle.



CUTTING-EDGE INFORMATION

Each month Natural Awakenings advertisers and writers provide the tools you need to assist you on your personal path to wellness. We feature articles by both nationally known authors and local leaders in the natural health field. Additionally, we bring you news and events that are happening in our community—and around the globe.

TARGETED DISTRIBUTION

Reach our affluent, well-educated and health-conscious readers who are eagerly seeking resources that will improve their health and well-being. With wide distribution throughout the Wayne County area, Natural Awakenings is picked up each month at your local health food stores, fitness centers, book stores, health care facilities, and wherever free publications are generally seen.

COST-EFFECTIVE MARKETING

Compare our rates—they are the most reasonable you will find. Your ad in Natural Awakenings works for you much longer than in daily or weekly publications—and readers tell us they keep and refer back to their issues.

REGIONAL MARKETS

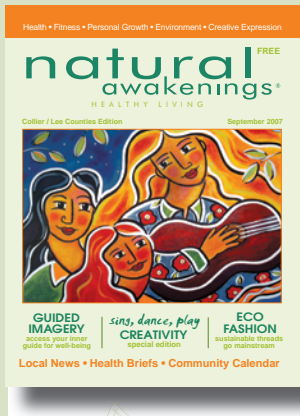
Advertise your products or services in multiple markets! Natural Awakenings Publishing Corp. is a growing, franchised family of locally owned magazines, serving communities since 1994. To find our many locations, learn how to place your ad in other markets, call 239-449-8309. For franchising opportunities call 239-530-1377 or visit www.NaturalAwakeningsMag.com.

586-983-8305
Wayne County, MI
Edition

editorial

Natural Awakenings Welcomes and Encourages Your Participation!

Your editorial submissions are what make Natural Awakenings a community resource for holistic and natural living. We want our readers to get to know you. Submitting editorial for one or more of our departments provides you with the opportunity to share knowledge and bring focus to your business.



FEATURE ARTICLES

Length: 250-1200 words (some articles longer)

Due on or before the 5th of the month prior to publication.

Articles featured in *Natural Awakenings* cover a wide range of subjects in the areas of health, healing, inner growth, fitness and earth friendly living. Articles should be written in layman's terms, and impart information in a way that does not sound self-serving. Rather than tackling a vast subject, it is better to focus on a particular segment (Example: *Using Chinese Medicine to Treat Menopause* rather than *Everything You Want to Know About Chinese Medicine*). We reserve the right to edit all submissions if necessary; for longer features a copy of revisions can be faxed upon request. Please include a brief biography at the end of your article. *The author of a feature length article accepted for publication will receive a free Community Resource Guide listing that month.*

NEWS BRIEFS

Length: 50 to 250 words

Due on or before the 5th of the month prior to publication.

What's new? Share it with us! Did you open a new office, recently become certified in a new therapy, or do you have a special event coming up? We welcome any news items relevant to the subject matter of our publication. We also welcome any hot tips or suggestions you may have for a news item. Please write your *News briefs* in third person.

HEALTH BRIEFS

Length: 50 to 250 words

Due on or before the 5th of the month prior to publication.

The *Health briefs* are short, interesting clips of information often referring to a new health fact or leading-edge research in a particular field. This is an opportunity to share bits of information about your particular therapy, (examples: massage lowers blood pressure; acupuncture shortens labor; exercise eases depression). Please include any references.

HOW TO SUBMIT EDITORIAL

Please submit your typed editorial in the following formats:

- All editorial must be in digital format. No faxed or printed submissions will be accepted.
- Email - as an attached MS Word or text file to mdemo@healthylivingdetroit.com.
- Save to CD/DVD - saved in MS Word or text format; mailed or hand-delivered.

Include name, business and phone number with all editorial submittals. We reserve the right to edit all submissions for length, style and clarity. Must be informative and educational. Editorial content submissions are judged separately from advertising contracts.

PHOTOS AND GRAPHICS

Be sure to include any photos or graphics in one of the following formats as an email attachment.

Graphics embedded into Microsoft Word documents are not acceptable.

- 1) Digital photos (JPG or TIFF) unretouched "right out of the camera" is preferred.
- 2) Professionally printed photos scanned at 300 dpi. TIFF, EPS, PDF or JPG Windows format accepted.
- 3) Professionally printed photos (to be scanned). No computer printed material or website images are accepted. Submit all graphics to mdemo@healthylivingdetroit.com.

contactus

Natural Awakenings – Wayne County Edition

Mary Anne Demo, Publisher
P.O. Box 341081, Detroit, MI 48234-1081
ph. 586-983-8305 fx. 586-933-2557
mdemo@healthylivingdetroit.com
healthylivingdetroit.com



Community Resource Guide

Due on or before the 10th of the month

resourceguide

Basic Listing includes: (Choose 4 Items and up to 25-word Description)

Items*

- Business or Professional Name
- Contact Name
- Address
- Phone (+ City)
- Additional Phone (Cell)
- Fax
- E-Mail Address
- Web Address

*Additional items can be included in the listing at a charge of \$4 each (per month). To include a photo or logo (choose one), add \$10 per month. Professional license numbers are listed in this section.

Note: Cross-referencing a display ad is free of charge, i.e., See ad page XX.

Description: Up to 25 free words. Additional words may be added at \$1 per word.

SAMPLE BASIC LISTING

PUBLICATIONS

NATURAL AWAKENINGS

Mary Anne Demo, Publisher
P.O. Box 341081, Detroit, MI 48234-1081
healthylivingdetroit.com

A monthly publication dedicated to providing health-conscious individuals with insights and information to improve the quality of life physically, mentally, emotionally and spiritually.

Listing Cost: \$110

15% discount w/ 6-month contract: \$93.50

25% discount w/ 12-month contract: \$82.50

DISPLAY ADVERTISERS—

50% off Listing Cost: \$55

To Submit Your Listing:

Choose a category.

Type in plain text format:

No *italics*, **bold face**, or underlined styles are used in the listing description.

Emphasized words may be typed in UPPERCASE.

Words are counted as any set of letter/ numbers separated by a space, hyphen or a slash.

SAMPLE LISTING with ITEMS and PHOTO added

PUBLICATIONS

NATURAL AWAKENINGS

Mary Anne Demo, Publisher
P.O. Box 341081
Detroit, MI 48234-1081
586-983-8305
586-933-2557
mdemo@healthylivingdetroit.com

**YOUR
PHOTO
HERE**

A monthly publication dedicated to providing health-conscious individuals with insights and information to improve the quality of life physically, mentally, emotionally and spiritually. 10,000 FREE copies are distributed at over 300 locations.

32 words (32- 25 words = 7 extra words x \$1) = \$7
4 extra items @ \$4 each = \$16.00
Photo @ \$10 = \$10

Listing Cost: \$110 [+ \$7.00 + \$16 + \$10] = \$143.00

15% discount w/ 6 month contract

\$93.50 [+ \$7 + \$16 + \$10] = \$126.50

25% discount w/ 12 mo. contract

\$82.50 [+ \$7 + \$16 + \$10] = \$115.50

DISPLAY ADVERTISERS - 50% off Listing Cost:

\$55 [+ \$7 + \$16 + \$10] = \$88

Calendar Events

Due on or before the 12th of the month prior to publication.

calendar

Must be resubmitted each month. Email to: mdemo@healthylivingdetroit.com.

The calendar is a wonderful resource for filling your workshops and events. There is a \$20 charge per listing for this service. (Display advertisers receive 5 free listings per month).

Events must be submitted in the following format:

1. Title of Event:
2. Time:
3. Brief Description:
4. Admission Price:
5. Location:
6. Phone:

Ongoing Calendar

Must be resubmitted each month. Email to: mdemo@healthylivingdetroit.com. There is a \$15 charge per listing for this service. Classes and other events that meet on an on-going basis are placed in this section. Submit in the same format as above, as brief as possible.

My ad in Natural Awakenings has more than paid for itself.

It has also been very helpful for clients attending my classes.

Natural Awakenings is the only advertising we do. The exposure and circulation is great. Thank you!

—C.W., Oil Lady Aromatherapy

Natural Awakenings is a professionally recognized publication that has provided me and many of my clients with an opportunity where we can successfully advertise and gain exposure through the many forms of promotion that the magazine has to offer. My client base and exposure to the local marketplace has greatly expanded due to the support of the creative and professional Natural Awakenings staff. Thank you for your invaluable service!

—Patricia Varley, MHSA
Professional Speaker
Business and Personal Coach

natural awakenings®

healthy living. healthy planet.

ADVERTISING AGREEMENT

WAYNE COUNTY, MI EDITION

Mary Anne Demo, Publisher
 P.O. Box 341081, Detroit, MI 48234-1081
 ph. 313-221-9674 fx. 586-933-2557
 mdemo@HealthyLivingDetroit.com
 HealthyLivingDetroit.com

ad rates

Size:	1 Month	6 Month* <i>15% discount</i>	12 Month* <i>25% discount</i>	Design
Full Page	\$825.00	\$701.25	\$618.75	206.25
2/3 Page	602.00	511.70	451.50	150.50
1/2 Page	480.00	408.00	360.00	120.00
5/12 Page	420.00	357.00	315.00	105.00
1/3 Page	330.00	280.50	247.50	82.50
1/4 Page	264.00	224.40	198.00	66.00
1/6 Page	198.00	168.30	148.50	49.50
1/8 Page	149.00	126.65	111.75	37.25
Business Card	132.00	112.30	99.00	33.00

Covers

Inside Front	1030.00	875.50	772.50	257.50
Page 3	1030.00	875.50	772.50	257.50
Page 4 & 5	950.00	807.50	712.50	237.50
Inside Back	950.00	807.50	712.50	237.50
Outside Back	1150.00	977.50	826.50	287.50

Color

Full-2/3 \$125 (& covers), 1/2-5/12 \$100, 1/3-1/6 \$75, 1/8-1/12 \$50

Community Resource Guide

No Display Ad	1 Mo. 90.00	6 Mos. 76.50	12 Mos. 67.50
Display Advertisers	50% off one month rate...		45.00
___ Extra words@ \$1	___ Extra items@ \$4	___ Photo/Logo@ \$10	

Online Advertising (monthly rates)

Tower Banner	125.00	106.25	93.75
Tall Banner	75.00	63.75	56.25
Tile Banner	40.00	34.00	30.00

Classified Ad

\$1.00 per word. Must be pre-paid. Email listing, incl. billing contact information by 10th of month prior to publication to mdemo@healthylivingdetroit.com.

Calendar

Advertisers – up to 5 free listings. Non-advertisers – \$10 each for Calendar of Events listings and \$8 each for On-Going Calendar listings. Listings must be emailed to mdemo@healthylivingdetroit.com.

1 Month 6 Months 12 Months

From ___ / ___ Through ___ / ___

Display Ad Price/Month _____

Design _____

Color _____

Resource Guide _____

Classified Ad _____

Calendar Listings _____

Other _____

1st Month TOTAL _____

2nd Month thru
Contract End

\$ _____

Total Per Month

Payment via credit card only. We gladly accept:

 MasterCard  Visa

*Must complete credit card authorization form.

Credit card charges: Your account will be billed on the 10th of the month prior to publication. All advertising must be prepaid.

Broken contracts: Unearned discounts and an administrative fee of 25% of your monthly rate may be imposed (minimum of \$20). Should this become a collection problem, the client assumes all costs of collection, including, but not limited to court costs, interest and legal fees.

I agree to the terms of this contract. I understand cancellation penalties and payment policies.

Signature _____

*Pricing is based on consecutive month placement in *Natural Awakenings* magazine. Prices listed are per month. Monthly electronic invoices are available upon request.

Ad Design and Layout

The contract rates listed are for camera-ready ads. If needed, initial ad design/layout fee is 25% of the non-discounted rate of your ad size. Subsequent ad design/layout changes will be billed at \$20 per 15 minutes of design time.

Deadlines

Display ads, classifieds and calendar listings must be received by the 15th of the month prior to the desired month of publication. Requests for changes to existing ads also must be received via email by the 15th.

Fill in contract form. Calculate your price in the worksheet area. Email your print-ready ad or ad copy and graphics to mdemo@healthylivingdetroit.com. Images for scanning may be mailed to the address above. Images returned with SASE. In-house designed ad proofs will be sent via email.

Name _____ Date _____

Business Name _____

Address _____ Invoice by Mail

City _____ State _____ Zip _____

Telephone (____) _____ Fax (____) _____

Email _____ Invoice by Email

Website _____

