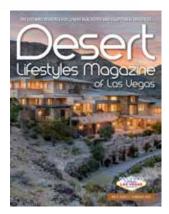
THE ULTIMATE RESOURCE FOR LUXURY REAL ESTATE AND EXCEPTIONAL LIFESTYLES

# Desetyles Magazine









# 2022/23 Media Kit

# mission

# hello, come on in!

**DESERT LIFESTYLES MAGAZINE** is a full service advertising solution for Real Estate Agents and Brokers. Desert Lifestyles Magazine is dedicated to celebrating the beauty and unique lifestyles of the Southwest's most sought after and affluent real estate, homes and communities located in the desert climate.

Our publication is being delivered directly to homeowners in areas targeted to achieve maximum exposure within the desert lifestyles marketplace. We also reach markets in Arizona, California, New Mexico, Texas and Utah, through our streamlined digital distribution methods, we reach tens of 10,000's of buyers and sellers every month.

We do this by providing a very attractive and effective digital magazine to "showcase" your properties and your real estate business services. **Desert Lifestyles Magazine** is an easy to read format in full color and is designed in high resolution and suitable for any digital device.

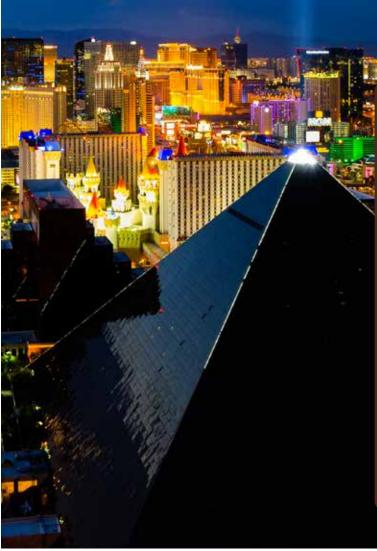
**Desert Lifestyles Magazine** is the ONLY magazine dedicated to Desert Real Estate in the Southwest. We offer a full service advertising solution for REALTORS<sup>®</sup>, brokers and Real Estate offices throughout the United States. Desert Lifestyles Magazine is targeted to reach those seeking a home, as well as those looking for a professional real estate agent to assist them with the sale of their home. We are targeting home buyers and sellers at the mid- to upper-end of the spectrum and, through our streamlined distribution methods, reach tens of 1,000's of buyers and sellers every month.

We know we have a great digital tool to help you achieve maximum exposure for your listings and real estate business services.

"welcome to desert lifestyles magazine"



# our reader



Total Adults
Male
Women
Age 35-55
Median Age
Median HHI
Married
Own Home
Median Home Value
Children at Home
Any College
Employed
Self Employed

Source: MRI Fall 2019



# captivated readers

**96%** of test readers were highly satisfied with the issue.

**93%** find Desert Lifestyles Magazine enjoyable to read.

**98%** of readers are highly likely to recommend the magazine title.

**90%** have taken/plan to take action based upon an ad in the magazine they've seen.

about it.... This magazine made me want to read every page!



# digital reach

# We have over 36,318+ digital subscribers and a DIGITAL CIRCULATION of 325k+ households in the U.S.

Desert Lifestyles Magazine is suitable for Apple iOS, Google Android phones and tablets. We offer digital exposure to over 1.5 million households in Nevada, California, Utah, Arizona, New Mexico and Texas. We also distribute to 1,000's of real estate agents and brokers in the U.S., and over 200 Realtor associations and offices.



Drive traffic to your website with an ad in Desert Lifestyles Magazine!



# digital circulation

# **MONTHLY SUBSCRIBERS**

Currently we have **36,318+ digital subscribers** located throughout the Southwestern U.S.

# DIGITAL DISTRIBUTION

We have partnered with the nations largest lead generating data company in order to provide the most extensive and accurate list of email addresses available, we adhere to the same quality standards as we do when compiling any mailing list. We leverage a variety of sources for the most up-to-date email lists, including telephone interviews, phone directories, and trusted third-party sources.

# Each month we digitally distribute Desert Lifestyles Magazine to:

**Over 1.5 million\* affluent households in the Southwest with incomes over \$150,000** *New Movers* | *New Homeowners* | *Newlyweds* | *Real Estate Investors* | *Home Sellers* | *Offices* 

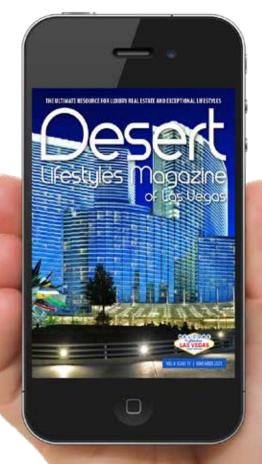
- Las Vegas 325,000 households in the Las Vegas area
- San Diego 285,000 households in the San Diego area
- Los Angeles 384,000 households in the Los Angeles area
- Salt Lake City 54,000 households in the Salt Lake City area
- New Mexico 48,000 households in the Albuquerque area
- Palm Springs 12,800 households in the Palm Springs area
- Phoenix 275,000 households in the Phoenix area
- Dallas 92,000 households in the Dallas area
- Palm Desert 32,400 households in the Palm Desert area
- International Distribution 316,000+

\*We partner with Data Axle Genie to obtain and distribute our digital editions each month. ALL of our lists are permission-based contacts ONLY. We do no SPAM.

Desert Lifestyles is online and fully interactive to reach the out-of-state and international buyer with the click of a button. Reference your sellers to **DesertLifestylesMag.com.** 



Email addresses are processed to verify deliverability, and IP addresses are checked for legitimacy. We follow all CAN-SPAM laws and suppress opt-outs in compliance with the CAN-SPAM guidelines established for business data.



print is still alive

# Top 10 Reasons Print Media Should Remain a Vital Part of Your Business Marketing Mix

- 1. Print is a lead-generation tool. Used correctly, print drives leads to the prospective funnel. Good print vehicles have a mechanism to deliver targeted leads to their advertisers. So at the very least, print is a unique and effective lead-generation tool.
- 2. You can pass along print, and it has longevity. Magazines are typically shared in businesses, households and among friends.
- 3. Readers are receptive to print. Fact: People remember effective print ads. Magazine ads have the second highest receptivity of any media, second only to TV.
- 4. Print drives users to other platforms. The Retail Advertising and Marketing Association says 47.2 per cent of shoppers are most likely to start an online search after viewing a magazine ad. Our research shows more than 75 per cent of desertlifestylesmag.com users type in the URL directly - which they likely found in the magazine.
- 5. Print sways trend-setters. Those who influence other consumers are themselves influenced by print. This influence ranking, from a third party driven Next Step poll, shows magazines in first place at 61 per cent with in-store and TV trailing at 58 and 55 percent.

- Printtravels. A magazine is your companion wherever you go: your favorite chair, your bed, an airplane - even the bathroom. We all have mags we like to take with us either in print or digitally, it's convenience all around.
- Print readers are focused. In this world of multi-taskers (texting, emailing and listening to iPod while watching TV), it's hard for advertisers to get noticed. But according to a Ball State University survey, magazines are the exclusive or primary medium 85 per cent of the time they are used by consumers.
- 8. Print makes introductions. Print is a great part host; it introduces readers to a brand, and familiarizes customers when it comes time for keyword purchases.
- 9. Print offers incredible branding. Nothing makes a brand more recognized than a glossy ad. A well designed ad engages readers, and according to a recent third party driven Next Step poll, 65 per cent of adults say they pay a lot of attention to print ads.

10. How many millions of websites have a print magazine to drive on-line traffic to it? The vast minority. Print provides a

unique strategy to drive traffic to on-line marketing.



# digital vs print

# The Benefits of a Digital Magazine

by Tony Calvert, Editor of Desert Lifestyles Magazine

## **Digital Ages Better**

Have you ever saved a magazine because it had an article you liked in it? Have you ever gone back to that article? Do you have piles of old newspapers and magazines lying about? This is one of the many things that search engines have given us – the ability to dive deep into the archives of all media to pull up relevant results the moment you need it.

Like many of you, I grew up in an age where libraries were the sole repositories of information, and even then, I always found the process of information retrieval arduous and disappointing. I can't help but feel the web shows more respect to the usefulness of content, even if there is debate about how well the web respects copyright.

## Digital Finds Ways to Be Useful, Print Waits

Because digital media is inherently connected to services and new applications – each piece of information can find itself being stretched and morphed in new ways to solve a need. The Wolfram Alpha search engine is just one easy example of this. Print on the other hand, is literally bound to its medium. It is what it is, and can be used in a single fashion – each piece of information separate from another – and certainly separate from services that can extract more value.

## Digital Isn't Loud, Dirty and Big

If you have ever had a crowded commute on a train or bus, you will know what I mean here. On a 95 degree summer day, when you are crowded onto a train next to thousands of other people, the tactile aspect of newspapers actually becomes a hindrance. You easily bump into the person next to you with it; you find your hands are blackened with ink, and that you could annoy the person next to you with the constant shuffling sound of the pages. But my iPhone is small and silent – a stealthy way to consume media.

## **Digital is Like LEGO**

Once you digitize something, you unleash a world of possibilities. No longer confined to one medium, it can morph, evolve, be segment or expanded, be updated, be aggregated, be hyperlinked, and mashed up. To some, this is a gut-wrenching thought – an infringement on the intended use, as well as potential copyright infringements. But to others – namely an entire generation of the world who grew up with the web, a digital piece of content is just the starting point to what it can become.

## **Digital is Green**

I recently began watching old episodes of Lou Grant for free on Hulu. The title sequence starts with a tree being cut down, and then takes you through the process of turning it into a newspaper, and to it's afterlife at the bottom of a bird cage. The lifespan of a newspaper is incredibly short – just look at the trash bins behind any hotel casino in Las Vegas by 9:30am; they are overflowing with current day's papers – already used up. Digital certainly consumes energy, but the inherent waste is not as evident, as millions of copies of a single piece of content can be replicated and spread across the world in moments.

## Digital Connects and Integrates. Print Stands Alone

As our lives have become more focused on information and media in the past few decades, the web has been an amazing tool to integrate the many data streams in your life. From online banking, to RSS readers, to iPhone apps, email, blogs, digital images, and social networks – people are increasingly seeing digital content working together. Print media doesn't play well with anyone else. It can be clipped, photocopied, and saved, but it always remains in it's original form. For a beloved book, this could be fine. But when considering the education needs of the

planet, and the productivity needs of all businesses, there is clearly a better way.



# digital vs print

## digital vs print con't

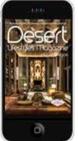
## Digital Empowers the Masses, Print has Gatekeepers

In college, I remember one of my professors explaining that the op-ed page of the Las Vegas Review Journal was the most important page in the newspaper because it contained the voice of the people. Today, "the people" are not relegated to a single page – they are able to publish their own content and comment on the content created by others. Simply put: the web has given each and every one of us a voice in this world.

# Digital Encourages Creation, and Print Encourages Consumption

Print is a passive medium, while digital – oftentimes – is an active medium. Even if you are watching a TV show online, you can simultaneously be on a forum discussing it. There is a profound shift taking place in our culture in this regard – people who are more inclined to create content, then simply consume it.







SEE IT. READ IT. DOWNLOAD IT. SUBSCRIBE TO IT. ADVERTISE IN IT. ALL AT WWW.DESERTLIFESTYLESMAG.COM



# print distribution

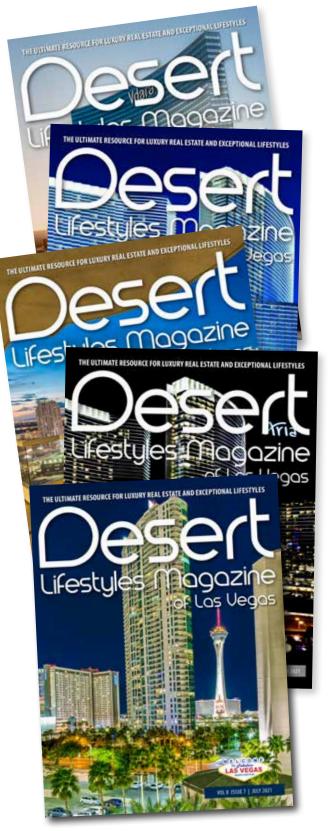
At **Desert Lifestyles of Nevada** magazine, we incorporate a highly targeted combination of Pro-Active and Passive distribution.

# Pro-Active Distribution of 54,000+ mags

Readers are presented with our publication via direct-mail campaigns, focusing on highend buyers in markets primarily located in Nevada, California and Arizona.

The quality and presentation of **Desert Lifestyles Magazine** ensures the greatest likelihood of full readership, retention and longer shelf life, than other real estate magazines in these markets. **Desert Lifestyles Magazine of Nevada** is distributed monthly to over 200 strategic locations in the U.S. including:

- Real Estate offices located in Nevada, California and Arizona
- Hotel Casinos throughout Nevada, California and Arizona
- Golf Courses in Nevada, New Mexico, California and Arizona
- Retail outlets such as 7-11, Circle K, Von's, Albertson's, Kroger, Smith's, Whole Foods and Hughes Markets
- Mixed-use properties and private ownership resorts in the U.S.
- Professional offices of Interior Designers, Architects, Plastic Surgeons, Doctors, Dentists and Attorneys
- Yacht clubs, private country clubs, cruise ships and international boat shows
- Resort properties in exotic destinations such as Jamaica, Hawaii, US Virgin Isles, Dominican Republic and the Caribbean





# circulation

**Passive Distribution:** Our publications are all strategically placed in highly visible, high traffic areas and outlets including:

- Selected Art Galleries and Boutiques
- Prestigious motor vehicle dealerships
- Country Clubs and Gated Communities
- Exclusive resort hotels and restaurants
- Display Villages at exclusive upper-scale communities
- Domestic and International Airports

**Newsstand:** Desert Lifestyles distributes 38,200 copies to newsstands in Nevada, Utah, New Mexico, Arizona, Texas and California.

**Bulk:** Desert Lifestyles distributes 12,600 copies by bulk to restaurants, bars, lounges, spas, health clubs, museums, and targeted events in Nevada, Utah, California and Arizona.

**Controlled:** Desert Lifestyles distributes over 3,800 copies to affluent households with \$100,000-plus HHI. This list is accessed through Experian Database, the nation's leading targeted data service. The list is comprised of over 50 zip codes throughout Las Vegas.

**Subscriber:** Desert Lifestyles currently services **36,318+ digital subscribers** in Nevada, Utah, Arizona, New Mexico and California.

# **Real Estate Offices**

We offer digital distribution to over 820 selected Real Estate offices throughout the Southwestern United States.

# Target Mail

Select Country Clubs and Resort Communities in the southwest U.S. are targeted for direct mail throughout the year.





# free advertorial

# Place an advertisement and receive a FREE comparably sized "advertorial" page!

# Your advertorial will be in the online digital magazine.

Does educating the public on your product or service sound exciting to you? An advertorial is a personalized editorial section. When you place a qualifying advertisement\* with Desert Lifestyles Magazine, you will receive an advertorial at no extra charge. Read on to see what benefits an advertorial can have for your business!

- Communicate your brand's relevance to over 1.5 million homeowners across the southwestern United States.
- Your customers will read an article about your services in addition to seeing your ad.
- It's simply a unique way to advertise.
- A creative and fun way to get customer attention.
- Get better exposure by sharing key knowledge and skills in your profession.
- Added value at no added cost.
- Instill pride in your current customers for choosing your services in the first place.
- A professional, yet friendly way to create a link between your real estate business and your customers.

We have a questionnaire for some brainstorming ideas to help get the 'public's eye' on your business! A staff writer will write your article for you, but if you want to write it yourself, or have one of your staff, family, friends, or customers write the article for you, then we will edit and proof it at no extra charge.\*



# Advertorial Samples



\*One complementary advertorial will be granted for every \$300 spent on advertising. \*\*Desert Lifestyles magazine will not be bound by conditions of any nature on copy submitted by or on behalf of the advertiser when such conditions conflict with any provision in its policies. Desert Lifestyles magazine reserves the right to decline or reject any advertising for any reason at any time without liability, even if said advertising had been previously acknowledged and accepted.



# 2022 rate card

# **INCLUDES PRINT & DIGITAL EDITIONS**

#### Discount Rates apply for 3x, 6x and 12x advertisers.

Size / Runs	1x	3x	бх	12x
Front Cover (8.5 x 11)	\$1,200	\$1,100	\$1,000	\$950
Inside Front Cover (8.5 x 11)	\$1,000	\$950	\$900	\$850
Full Page (8.5 x 11)	\$400	\$375	\$350	\$325
Full Page Spread (17 x 11)	\$800	\$750	\$725	\$700
2/3 Page Horizontal (7.75 x 6.625)	\$350	\$325	\$300	\$275
2/3 Page Vertical (4.875 x 10.125)	\$350	\$325	\$300	\$275
1/2 Page Spread (16.25 x 4.9375)	\$200	\$175	\$150	\$125
1/2 Page Horizontal (7.75 x 4.9375)	\$200	\$175	\$150	\$125
1/2 Page Vertical (3.765 x 10.125)	\$200	\$175	\$150	\$125
1/3 Page Horizontal (7.75 x 3.25)	\$150	\$125	\$100	\$75
1/3 Page Vertical (2.625 x 10.125)	\$150	\$125	\$100	\$75
1/4 Page (3.75 x 4.9375)	\$100	\$85	\$75	\$65
1/8 Page (3.75 x 2.3437)	\$75	\$70	\$65	\$60
Inside Back Cover (8.5 x 11)	\$1,000	\$950	\$900	\$850
Back Cover (8.5 x 11)	\$1,200	\$1,100	\$1,000	\$950
Agent Full Page in Marketplace (8.5 x 11)	\$300	\$275	\$250	\$225

#### **Need Design Help?** Lets us help your advertising stand out! Design fee of \$100 added to rate. No charge for 6x and 12x advertisers.

All ads must be submitted in digital format. Preferred file submission: CMYK or grayscale, high resolution (300dpi or greater) Photoshopcompatible EPS, TIFF, JPEG or PDF files. If supplying layered files, all support images and fonts must be included with all fonts converted to outlines. Other acceptable file formats are: Mac-compatible InDesign CS6 or Illustrator EPS files, collected with all working files and Postscript fonts (screen and printer) included. Publisher is not liable for inferior outcome if guidelines are not followed.

When printed, this publication prints in a web offset, CMYK format and to SWOP standards. For color critical ads two digital color proofs must be provided, created from the supplied digital file on a contract-quality, digital halftone proofing system in accordance with SWOP standards (Imation Digital Matchprint, Kodak Approval, Iris, Rainbow, etc.) Laser or inkjet proofs are not considered accurate in color and will be used for content confirmation only. Publisher is not liable for color inaccuracy if guidelines are not followed and color proofs not supplied.

#### SEND YOUR AD TO ads@desertlifestylesmag.com

**Cancellation policy:** As stated in the Terms and Conditions, in the event insertion orders are not timely canceled by the applicable cancellation date, advertiser and its agency, if there is one, shall be jointly and severally liable for the cost of such canceled advertisement, including "kill fees" for the premiums on covers not canceled in a timely manner. Closing dates for covers are 45 days prior to space closing dates. Please note that advertisers releasing covers fewer than 45 days before the published close date will be charged a kill fee equal to the cover premium.



Full Page W/ 8.5 X H/ 11 w/bleed of .25 W/ 9 X H/ 11.5



2/3 Page Horizontal W/ 7.75 X H/ 6.625

2/3 Page Vertical W/ 4.875 X H/ 10.125

**Full Page Spread** 

W/ 17 X H/ 11

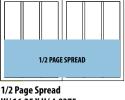
w/bleed of .25

PAGE VERTICAI

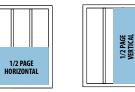
23

W/17.5 X H/ 11.5

FULL PAGE SPREAD



W/ 16.25 X H/ 4.9375



1/2 Page Horizontal W/ 7.75 X H/ 4.9375

1/2 Page Vertical W/ 3.765 X H/ 10.125



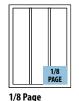
1/3 Page Horizontal W/ 7.75 X H/ 3.25



1/4 Page W/ 3.75 X H/ 4.9375

1/3 Page Vertical W/ 2.625 X H/ 10.125

1/3 PAGE VERTICA



W/ 3.75 X H/ 2.3437



# 2022 pub & closing dates

## **ISSUE**

## **RESERVATION DEADLINE**

January 2022 February 2022 March 2022 April 2022 May 2022 June 2022 July 2022 August 2022 September 2022 October 2022 November 2022 December 2022

December 7, 2021 January 7, 2022 February 7, 2022 March 7, 2022 April 7, 2022 May 7, 2022 June 7, 2022 July 7, 2022 August 7, 2022 September 7 2022 October 7, 2022 November 7, 2022

## MATERIALS DEADLINE

December 15, 2021 January 15, 2022 February 15, 2022 March 15, 2022 April 15, 2022 May 15, 2022 June 15, 2022 July 15, 2022 August 15, 2022 September 15, 2022 October 15, 2022 November 15, 2022

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# adinsertion

# ese Lifestyles Magazine

# ACCOUNT INFORMATION

ads@desertlifestylesmag.com

EMAIL ADDRESS:			
An email address is required to establish a user account and facilitate the approval of			
FIRST NAME:	LAST NAME:		
COMPANY NAME:	REAL ESTATE AFFILIATE:		
ADDRESS:			
СІТҮ:	STATE/PROVINCE: ZIP/POSTAL CODE:		
PHONE:	FAX:		

# **AD SIZE SELECTION & NUMBER OF RUNS**

(please highlight or circle the size ad you want, and how many times you wish to run it)

Size / Runs	1x	3x	бх	12x
Front Cover (8.5 x 11)	\$1,200	\$1,100	\$1,000	\$950
Inside Front Cover (8.5 x 11)	\$1,000	\$950	\$900	\$850
Full Page (8.5 x 11)	\$400	\$375	\$350	\$325
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# AD SUBMISSION

If your ad is print ready, please email it to our production dept - ads@desertlifestylesmaq.com. See production specs on the rate card to be sure you have the exact measurements so that no cropping will occur.

# PAYMENTS

We prefer electronic payments. We use PayPal, which is free and all you need is a valid email and you can pay with your MasterCard, Visa, American Express or Discover. It's the securest and largest online payment portal.



It's real simple to do. Give us the email you'd like to use to pay for your ad here:

We will send you a payment request to this email. Once you receive it, simply click on it and you will be taken to a safe and secure transaction page thru PayPal, and then you can use your choice of credit card.

Ad Size: \_\_\_\_\_\_ Price: \$\_\_\_\_\_ Number of Ads/Insertions: \_\_\_\_\_

## TOTAL PAYMENT DUE FOR YOUR AD INSERTION: \$

## **IMPORTANT:**

What Issue(s) are you reserving with your payment today? (please circle month(s)

2022 JAN   FEB   MAR   APR   MAY   JU	N   JUL   AUG   SEP   OCT	NOV   DEC
2023 JAN   FEB   MAR   APR   MAY   JU	N   JUL   AUG   SEP   OCT	NOV   DEC

AUTHORIZED SIGNATURE:

DATE:

# creative services

**Desert Creative**, a division of **Desert Publishing Group (DPG)** has a complete creative resource team that can help build your companies brand to ensure the success of your business. With over 15 years of continuous creative content development, Desert Creative can help you create greater mindshare, brand awareness, product launches, corporate identities and market research. Desert creative can deliver across all platforms; print, digital, social media, POP's, PR, billboards, event production and sales collateral. If you are looking for a winning partner to keep your brand on top, Desert Creative is there to help you achieve your marketing and sales goals.

## **Our Design Services**

We have many products to help you grow your business. From logos, branding campaigns, company brochures, professional websites, mobile and tablet devices websites, and direct mail marketing tools, we've got you covered. Our creative graphic design talents ensure your message is engaging to your customers. We work closely with you to ensure your message and company style is promoted in the best possible way.



**Graphic Design** Brochures Flyers Postcards Newsletters



Corporate Identity Logos Business Cards Letterhead Envelopes



Website Design Desktop Computers iPads & iPhones Tablets and Laptops Mobile Devices



Web Marketing SEO PPC Social Media Local Marketing

## **Printing Services**

At Desert Creative, our Printing Services are all about **YOU**! If you are an individual business owner, small business or a large corporation, ordering Short Run Printing, Digital Printing or Offset Printing; there's no job to big or to small we can't handle. Here is a sampling of what we can print.

- Sell Sheets Business Cards Production Newsletters Postcards
- Feature Sheets Catalogs File Folders Letterhead Outdoor Media

Brochures Door Hangars Flyers Envelopes Rack Cards Calendars Table Tents DVD Business Forms Note Pads T-Shirts

## **Social Media Marketing Services**

Social media marketing is not new, and is a vital part of your online marketing. A brief definition of it is the process of increasing traffic to your site or gaining attention online though social media sites. And it is the easiest way for you to stay connected with your clients and sphere on the various social network sites. We can create a facebook page for your business on FaceBook, Twitter, LinkedIn, Google Plus and many, many more!



