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MARKETINGFOUNDATIONS.ORG

Advisor Recruitment Campaign Advertising and Marketing Program

**ENGEL&VÖLKERS®** 

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29 2025



### National & Global Exposure Advisor Recruitment Campaign

Marketing Foundations is excited to present to Engel & Völkers® San Antonio a curated, multi-media marketing selection of offerings to bring awareness to the benefits of joining the office for local agents.

Your strategic blueprint is composed of select print media to cast a wide net and digital products that are highly targeted to agents in San Antonio, TX.

Approaching the marketing strategy from these different directions will help us to saturate your market in the most effective way, bringing attention to the San Antonio Engel and Volkers office.

KELLEY FINLEY

Executive Vice President

407.276.6905

kelley@marketingfoundations.org

Digital Offerings



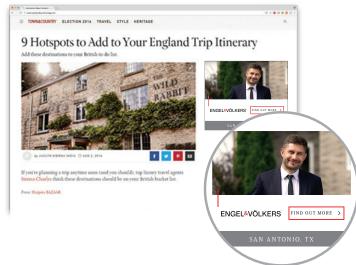
## Impressions Campaign

# CUSTOMIZABLE. AFFORDABLE. MEASURABLE.

The Impressions program is a customized banner advertising program with guaranteed impressions and click-throughs. With beautifully detailed property photos, your listing can be customized to showcase your property's unique selling features, allowing you to target by country, region, state, country or city and lifestyle.

Get the most out of your marketing dollars with affordable and measurable results that only a digital program can offer. Link directly to your property website, personal website or office website.

Impress locally. Impress globally.



#### CAMPAIGN OVERVIEW AND BUDGET

• Campaign: Advisor Recruitment Campaign

Flight Dates: 3 MonthsImpressions: 750,000

• Clicks through to the website of your choice.

250K Impressions per month: \$1,195 500K Impressions per month: \$1,625 1 Million Impressions per month: \$2,450

Three Month Minimum



Minimum 3 month commitment

### Impressions Program Targeting Sites

We identify the best sites to feature your property, and your ads appear only on your approved sites. The number of prominent, respected and relevant sites available is exceptional. We take care of the research to provide hand-selected and white-listed sites most relevant to your campaign.

#### **GEO TARGETING**

We identify where potential buyers are found and use the information to identify the areas to geo-target. We can target locally to globally.

**INVESTOR'S BUSINESS DAILY®** 





THE WALL STREET JOURNAL.

**FORTUNE** 

**Forbes** 

**FOXIBUSINESS** 





### Creative

### SAMPLE BANNER ADS FOR IMPRESSIONS PROGRAM

We create and produce banner ads for your campaign that best reflect your property and company image. We assist with photo selection and editing as well as ad design and sizing.

Ad Units: 970x250, 728x90, 300x600, 300x250, or custom sizes.

**BANNER PRODUCTION: \$350** 



### ENGEL&VÖLKERS®

FIND OUT MORE>

SAN ANTONIO. TX

ENGEL&VÖLKERS®



FIND OUT MORE >

SAN ANTONIO, TX

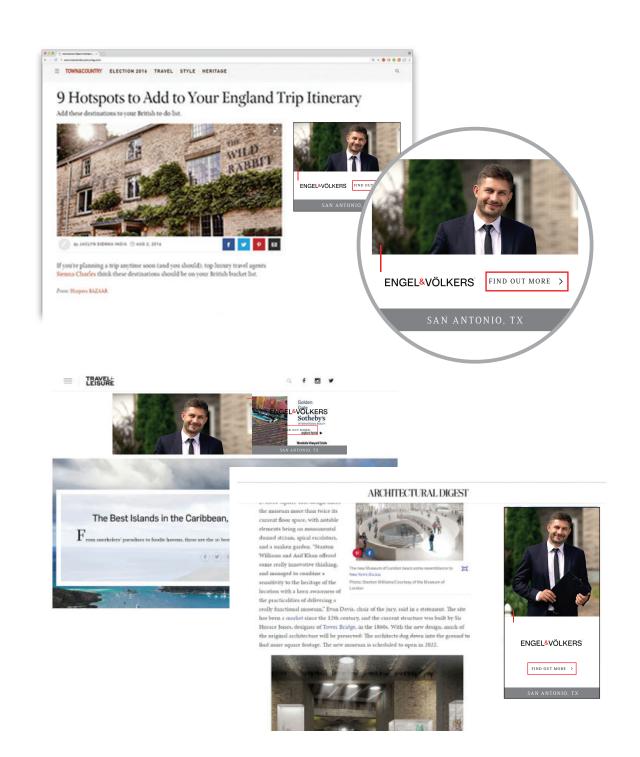




FIND OUT MORE >

SAN ANTONIO TX

Sample
Banners For
Impressions
Programs As
They Appear
On Sites

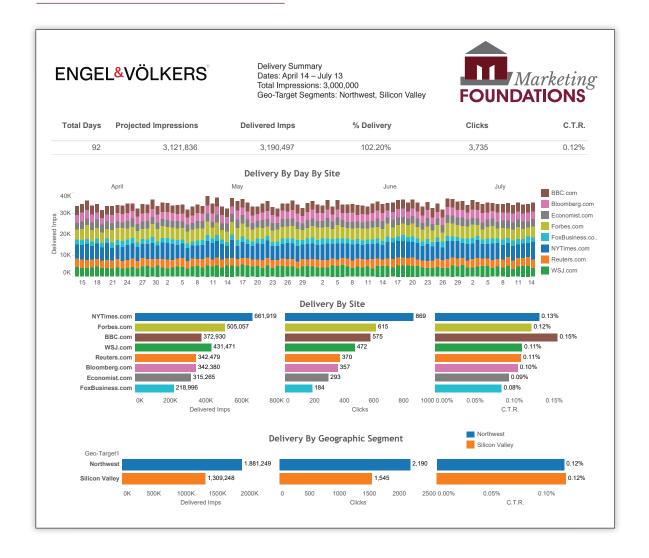


# Comprehensive Reporting For Your Customized Campaign

After the launch, we give you complete and comprehensive reporting for the duration of your campaign. We can also give 30 day reports for you to evaluate the effectiveness of your targeting and to adjust it

- We project the number of impressions (number of times the ad appears on each site) during your campaign.
- The number of impressions are broken down by number and site for the duration of the campaign.
- The delivery by site is broken down into delivered impressions, clicks and click-through rate. This allows you to see on what sites your ads are performing well and where there needs to be improvement. With this information we are able to adjust the campaign for maximum effectiveness.

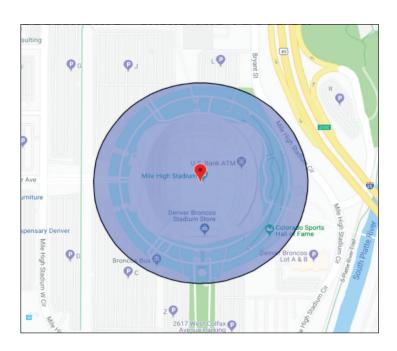
### **IMPRESSIONS PROGRAM SAMPLE REPORT**



# Digital Event Targeting

### GEOFENCE REACHES YOUR AUDIENCE ON THE MOVE

- **Event targeting** Target customers who attend specified events within a specific time frame.
- Custom audiences Target customers that are within or have recently visited a specific Geo-Fenced location.



### GEOFENCE SELECT LOCATIONS OR EVENTS AND THEN RETARGET THE AUDIENCE AFTER

#### **PRICING**

- From: **\$1,500**
- · Up to 3 Geo-fences
- 60,000 impressions

### **MOBILE CONQUESTING**

- From: **\$1,500**
- · 100,000 impressions

### OTT/VIDEO PREROLL

OTT or Over The Top is video programming transmitted via the Internet, not on traditional cable or broadcast. It reaches any type of internet connected device including Roku, Connected TV/SmartTVs, Fire TV Sticks, XBOX, PlayStation, Apple TV, Chromecast, and more.

Our OTT gets you to thousands of publishers and streaming exchanges on stations like: Sling TV, Fubo.TV, Pluto.TV and channels like A&E, AMC, Discovery, ESPN, FOX, NBC, NBA, Syfy, Adult Swim, CNN, and Food Network.

### HOW CAN ADDING OTT HELP YOUR CURRENT MARKETING CAMPAIGN?

OTT can extend the reach of a business that is currently doing broadcast TV or cable because OTT reaches audiences that have cut the cord to cable (cord-cutters), or those that have never had cable (cord-nevers) and you are able to reach a more targeted audience with OTT.

eMarketer estimates that over 81 million U.S. consumers have either cut their cords or never signed up for one in the first place.



### YouTube Video Pre-Roll Ads



#### WHY OTT?

Our OTT runs on Set Top Boxes, Game Consoles, and Smart TVs like Fire TV Sticks, XBOX, PlayStation, 4K FireTV, SmartTV, AppleTV, ChromeCast, Roku, and more. 100% of our impressions are served on Connected TVs.

We have direct inventory on hundreds of Apps and Providers. These cover a variety of content such as News, Sports, Entertainment, Lifestyle, Gaming, Health, Technology, and many more, depending on the targeting categories selected for your campaign. We have over 100,000 targeting categories to choose from and we can also use Artificial Intelligence to find the optimal audience. We have direct deals with large publishers and devices like Samsung TV, DIRECTV, NHL, Fox, local news stations,

Disney/ABC, AMC Networks, NBC Universal, National Geography, A+E Networks, Bloomberg, Discovery, the CW, and MLB to serve ads through direct connections. We also have access to Amazon OTT, through the Amazon Demand Side Platform (DSP).

And with Amazon OTT we can target by people's behaviors, Amazon Product Targeting (targeting people who have searched for or purchased certain products) AND through a Custom Audience from a client's database list.

PRICE: FROM \$1,500/MONTH

50,000 Impressions

#### **NATIVE DISPLAY**

Native ads dynamically match the look, feel and visual context of the website or app where they are seen. They can run across all devices or be specified mobile only. Native ads can be either video or a dynamic picture.

#### **HIGHER ENGAGEMENT:**

- Native ads are viewed 53 percent more frequently than display ads, providing a higher CTR (60 percent).
- Native ads result in an 18 percent increase in purchase intent.
- Native ads can help lift a brand by up to 82 percent.



- **Behavioral** thousands of targeting categories including demographics, on-line and off-line behaviors, and interests. Keywords target a list of up to 500 keywords related to your business, and show Native ads on the web pages where they appear A.I.
- Targeting Showing your display or video ads to people across all devices, using machine learning to target consumers based on who is engaging with the ad.
- Custom Audience Matching & Lookalike
   Audiences— target people on your list of emails,
   addresses, or phone numbers and show them native
   ads when they browse websites and apps.

- **Cross Platform Targeting** available from Mobile Conquesting.
- Native ads come in many forms, but all share the common goal of not "looking" like an ad.

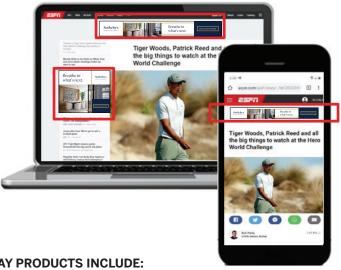
Native ads come in many forms, but all share the common goal of not "looking" like an ad.

Native ads are proven to have higher levels of engagement than traditional non-native ads, and they get results.

PRICE: FROM \$1,500/MONTH 150,000 Impressions

### DISPLAY

Digital Display advertising refers to the promotion of products or services through display ads on digital platforms such as websites or mobile apps. With Targeted Display, we offer campaigns that include Keyword Targeting, Behavioral Targeting, Retargeting, and Artificial Intelligence (A.I.) Targeting designed to show your ads to the exact audience you want to reach, to deliver the right message on the right device at the right time.



#### TARGETED DISPLAY PRODUCTS INCLUDE:

Complete optimization including strategy, ad serving, and reporting. We provide you with full transparency, giving you the assurance your budget is allocated efficiently.

The ability to target specific audiences, rather than only specific sites, by leveraging the data collected by our algorithms.

The power to implement advanced testing to ensure you are maximizing the click-through-rate (CTR) and conversion rate of your advertising and landing pages.

We track impressions, clicks, view-throughs, and conversions!

We implement Retargeting campaigns to target people who have been to your website but didn't convert.

Keyword Targeting using the keywords and phrases your customers are searching for and contained on webpages they are reading.

With A.I. Targeting we are showing your display or video ads to people across all devices, using machine learning to target consumers based on who is engaging with the ad. We can target from thousands of Behavioral Categories and show your ads to the people most likely to want your products and services.

We geo-target every campaign, showing your ads just to the people in the areas you want to reach.

Cross Platform Targeting available from Mobile Conquesting.

Custom Audience Matching & Lookalike Audiencestarget people on your list of emails, addresses, or phone numbers and show them display ads when they browse websites and apps.

PRICE: FROM \$1,500/MONTH 150,000 Impressions

#### SOCIAL MIRROR ADS

Social Mirror ads look like your social media display or video posts but appear on other websites and apps, linking back to the social media platform and your website, and run across all devices using our targeting strategies.

We are "mirroring" the exact look of your social post as an ad that runs on thousands of websites and apps, targeted just to the people you want to reach across all devices.

Social Mirror ads can be done with any organic or paid posts from your business account on these 8 social media platforms: Facebook, Instagram, Twitter, LinkedIn, TikTok, Pinterest, Snapchat, or YouTube.

Ads can be display, video, OTT across connected TVs or carousel.



#### TARGETING ABILITIES:

- Behavioral Thousands of targeting categories including demographics, on-line and off-line behaviors, and interests.
- Keywords Target a list of up to 500 keywords related to your business, and show ads on the web pages where they appear.
- A.I. Targeting Show your display or video ads to people across all devices, using machine learning to target consumers based on who is engaging with the ad.
- Retargeting Following people after they leave your website and showing them your Social Mirror ad, on other websites and apps they go to, across all devices.
- Custom Audience Matching Target people on your list of emails, addresses, or phone numbers and show them Social Mirror ads when they browse websites and apps.

PRICE: FROM \$1,500/MONTH **100.000 Impressions** 

Meet Kirsten Meehan and

Lindsey Uselding, the Heroes and Hosts of 'Renovation 911'

### **ONLINE AUDIO ADS**

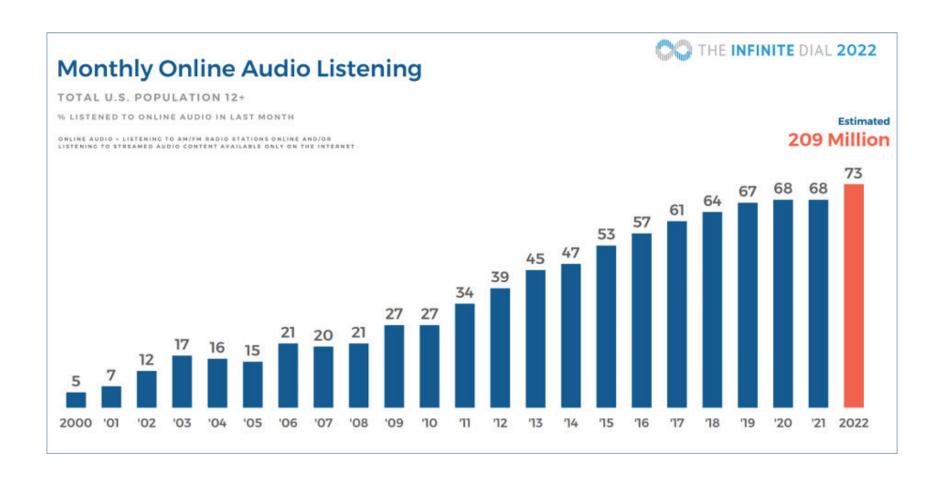
Audio ads served to targeted online listeners who are consuming audio content across all types of devices including Smart Speakers.

- Your 15-30 second audio ad plays in online content such as music, podcasts, and sporting events that users listen to on their devices.
- On some platforms your audio ad will be served along with a companion display ad at no additional cost.
- Your online audio ads run across major streaming services.

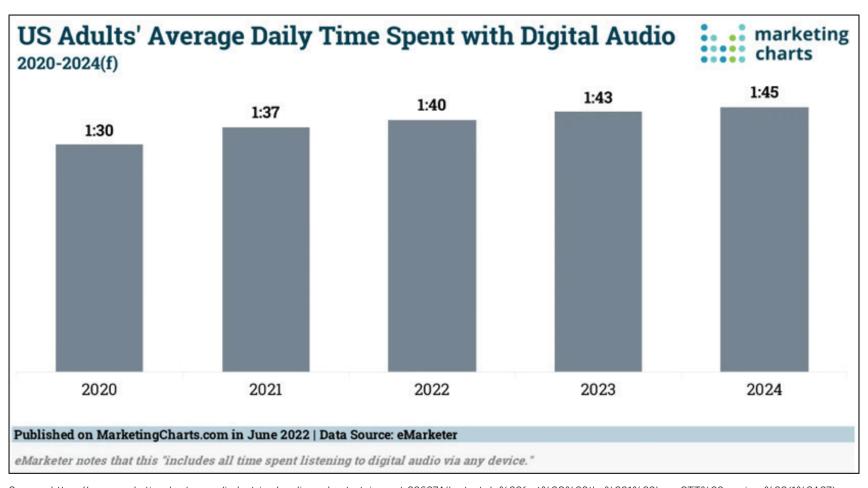
PRICE: FROM \$1,500/MONTH **30,000 Impressions** 



73% of the U.S. population listened to Online Audio in the last month.



# The average listener spends 1 hour and 40 minutes a day with Online Audio.



Source: https://www.marketingcharts.com/industries/media-and-entertainment-226274#:~:text=In%20fact%2C%20the%201%20hour,OTT%20services%20(1%3A27)

## Facebook Advertising

We recommend a campaign using Facebook and Instagram as advertising channels.

# facebook at campaigns facebook.

- Geo-targeting to local and feeder markets.
- We will drive the audiences to select landing pages.

### **RETARGETING**

- We will re-target the audiences who visit the site but do not convert.
- We will revise and optimize campaign based on performance.

PRICE: \$1.500

60,000 Impressions per Month



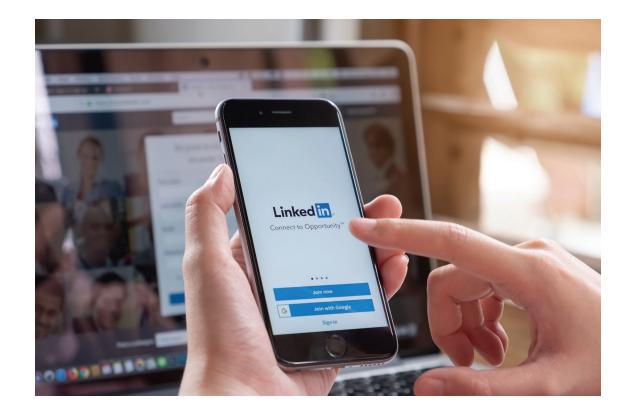
# LinkedIn. com

LinkedIn has over 600 million members, and 40% of them visit the professional social network each day. It's an opportunity to reach your target audience when they're most engaged.

Marketers can engage with a community of professionals, including influencers, decision-makers, and executives, driving actions that are relevant to your business.

You can target an audience based on location, company, industry, age, gender, education, job experience, job title, and more.

DIGITAL BANNER CAMPAIGN, TARGETING
REALTORS: STARTING FROM \$2,000/MONTH



### Realtor Email Campaign

The goal of this email campaign is to target licensed real estate agents with the intention of recruiting them to switch from their current firm to Engel & Volkers. The campaign will focus on showcasing the benefits and opportunities that Engel & Volkers offers, positioning it as a better fit for the agent's career growth and financial success.

#### **TARGET AUDIENCE:**

Licensed real estate agents currently working at other firms who may be interested in exploring new opportunities. These agents may be seeking better commission structures, more support, enhanced marketing tools, or a more positive company culture.

Approximately 2,500 Realtor email addresses in database

EMAIL BLAST WITH SECOND SEND AND CREATIVE FOR THE HTML: \$1200



### **TEXAS**

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FIND OUT MORE



ENGEL&VÖLKERS

### jamesedition.com

#### **AGENT INTERVIEWS**

#### **INCREASED VISIBILITY**

Agents gain exposure through features in our Journal, showcasing their expertise to a global audience.

#### **TARGETED MARKETING**

Interview content is shared in our highengagement newsletter, reaching thousands of potential clients and industry professionals.

#### **BRAND BUILDING**

An opportunity to share expertise and insights within the luxury real estate market.

JOURNAL FEATURE AND FIRST FEATURE ENEWSLETTER: \$6,000

JOURNAL FEATURE AND TRENDING FEATURE ENEWSLETER: \$3,800

### **JAMESEDITION**

### The Journal

REAL ESTATE CARS YACHTS WATCHES LIFESTYLE GUIDES

Unique Living Luxury insights The Insider Agent Outlook Handpicked by JE Market Trends Local Knowledge Business

Recently, Mills has achieved the highest sales volume on record of any agent in Coldwell Banker history, exceeding an astounding \$6 billion in career sales. Unsurprisingly, she was the one who closed the historic sale of the Playboy Mansion for \$100 million in 2016. Currently, Mills is representing Sylvester Stallone's Beverly Hills mansion listed for \$85 million.



Print Offerings



# The Wall Street Journal

The Wall Street Journal represents credibility and influence and continues to be the leading environment for luxury real estate clients to connect with the world's most affluent home-buying audience. With new and exciting content alignment opportunities in "Mansion" WSJ's luxury real estate section, we are able to further strengthen our brand, expand visibility and deliver our message with more resounding results than ever before.

Circulation: 644,424
National: 525,734
E-newspaper: 194,000
Readership: 4,234,000
Male / Female: 57% / 43%

Average HHI: \$361KAverage age: 45

2 X 7, TEXAS: \$1050 Buy 4 get 1 free



\_

# The Wall Street Journal

### MANSION GLOBAL EXPERIENCE LUXURY

Mansion Global Experience Luxury gives agents and brokers a one-of-a-kind opportunity to showcase their exceptional properties to The Wall Street Journal's high net-worth subscribers within the most affluent zip codes and markets across the country.

- Distribution: **100,000** Wall Street Journal print subscribers of the Weekend Journal
- Top zip codes in: New York, Los Angeles, San Francisco, Chicago, Denver, Seattle, Phoenix, Boston, Dallas and Austin.

FULL PAGE: \$980/TEMPLATE \$1,985/CUSTOM





# Architectural Digest

#### **INSPIRE AFFLUENT BUYERS**

With over 60 local and feeder market regions available with exclusive rates, you can reach these high-income, luxury buyers when they're inspired to buy.

Inspire the decisions and feed the fantasies of your potential buyers with a full-page, full-color ad in Architectural Digest.

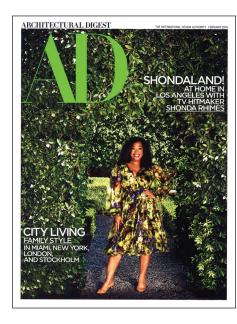
### **FULL PAGE, COLOR:**

Circulation Per Region: up to 16,000
Readership Per Region: up to 117,390
Median Household Income: \$134,318

• Median Age: 54

• Male / Female: 46% / 54%

FULL PAGE, COLOR SAN ANTONIO/AUSTIN: \$2,340





### The Real Deal

For over 17 years The Real Deal's mission has remained consistent to empower real estate professionals with up-todate news and information to stay informed.

• Circulation: **45,000** 

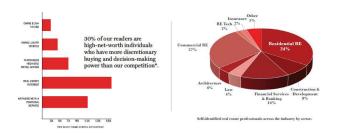
• Readership: **150,000** monthly readers

Audience HHI: 500KAudience Age: 34-55

• Male / Female: 55% / 45%

Print	Digital	Social	Newsletters	Events
2.5M+ Annual Readers (Source: Mitchell's)	3M+ Monthly Visitors (Source: Google Analytics)	340K+ Followers (Source: Hootsuite)	300K+ Subscribers (Source: Sailthru)	10K+ Attendees (Source: Bizzabo)

#### A Targeted Digital Reach Source



### TRD READERS ARE DECISION MAKERS WITHIN THE RE INDUSTRY

- 20,000 copies distributed to Realtor associations
- 5,000 copies distributed in airline & VIP lounges

#### **Distribution:**

- 2,500 copies sent to architectural firms, developers, financial institutions, constructions companies, law firms, title companies, and interior design firms
- 2,000 copies distributed to Residential + Commercial
- 1,600 Newstand copies

### **PRINT MARKETING**

Reach your core audience with editorially and strategically aligned full-page print ads within the issues of your choice.

#### **Opportunity details:**

· National - Monthly

PRICE: \$5.000 FULL PAGE

Based on 8 Insertions

#### STRATEGIC PRINT OPTIONS



#### **NATIONAL**

#### Circulation:

- 40,000/month
- 480,000/annual



### **DATA BOOK**

#### Circulation:

50,000 annual

## Realtor Text Campaign

### **OBJECTIVE:**

The goal of this direct mail campaign is to recruit licensed real estate agents to join Engel & Volkers by sending personalized and compelling mailers to their home addresses. The campaign will focus on promoting the unique benefits of switching firms, such as higher commission structures, advanced tools, and a supportive work environment, with a clear call to action for agents to explore opportunities with Engel & Volkers.

#### TARGET AUDIENCE:

Licensed real estate agents currently working with other firms, who may be open to exploring new opportunities. These agents are typically seeking better compensation, career advancement, improved technology, or a more supportive company culture.

• Approximately **2,500** home addresses in database

8-1/2 X 11 FOLDED SELF-MAILER COST: \$2,400



### TEXAS

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FIND OUT MORE



ENGEL&VÖLKERS

Schedule, Pricing & Reach



#### PLAN 1

Plan 1										
Media	Ad Description	M	lonth 1	Mo	onth 2	M	onth 3	Me	dia Total	Reach
Digital										
Million Impressions*										
Million Impressions	Digital Banner Program	\$	1,195.00	\$	1,195.00	\$	1,195.00	\$	3,585.00	75,000
Million Impressions	Targeting - San Antonio									
Facebook Ad Campaigns										
Facebook Ad Campaigns	Digital Social Campaign 15–30-mile radius	\$	1,500.00	\$	1,500.00	\$	1,500.00	\$	4,500.00	180,000
LinkedIn										
LinkedIn	Digital Banner Campaign - targeting realtors	\$	2,000.00	\$	2,000.00	\$	2,000.00	\$	6,000.00	300,000
Comprehensive Digital										
Social Mirror Ads	Mirroring Social Post	\$	1,500.00	\$	1,500.00	\$	1,500.00	\$	4,500.00	300,000
Display	Digital Banner Program	\$	1,500.00	\$	1,500.00	\$	1,500.00	\$	4,500.00	450,000
Native Display	Native Ad	\$	1,500.00	\$	1,500.00	\$	1,500.00	\$	4,500.00	450,000
OTT & Video Pre-roll Combo	Internet Connected Device ads	\$	1,500.00	\$	1,500.00	\$	1,500.00	\$	4,500.00	150,000
Online Audio Ads	15-30 seconds audio content	\$	1,500.00	\$	1,500.00	\$	1,500.00	\$	4,500.00	90,000
Geofencing - Event and Location										
Mobile Conquesting	Target specific events and locations	\$	1,500.00	\$	1,500.00	\$	1,500.00	\$	4,500.00	300,000
Realtor Email Campaign										
Custom Email	Targeted Campaign to San Antonio Agents - 2,500 emails, 2 sends	\$	1,200.00	\$	1,200.00	\$	1,200.00	\$	3,600.00	7,500
JamesEdition										
Agent Interviews	Journal Feature			\$	6,000.00			\$	6,000.00	750,000

PLAN 1 - CONTINUED

11110							
Conde Nast Magazines Regional Pages							
Architectural Digest - San Antonio / Austin	Full Page		\$ 2,3	40.00	\$	2,340.00	16,000
The Real Deal							
The Real Deal	Full Page	\$ 5,000.00			\$	5,000.00	324,000
Realtor Direct Mail							
Direct Mail Program	Targeted Campaign to San Antonio Agents:	\$ 2,400.00		\$ 2,400.00	) \$	4,800.00	5,000
The Wall Street Journal							
The Wall Street Journal - Texas	2 x 7	\$ 2,100.00	\$ 2,1	00.00 Bonus	\$	4,200.00	296,000
The Wall Street Journal							
Mansion Global Experience Luxury	Weekend Property insert		\$ 1,9	85.00	\$	1,985.00	100,000

Pricing Subject to Change

69,010.00

3,793,500

<sup>\*</sup>After 6 months the Impressions Program may be adjusted after evaluation of budget and strategy

PLAN 2

Plan 2						
Media	Ad Description	Month 1	Month 2	Month 3	Media Total	Reach
Digital						
Million Impressions*						
Impressions Blast - Two week Campaign	Digital Banner Program - 100K Impression	\$ 900.00	\$ 900.00		\$ 1,800.00	200,000
Facebook Ad Campaigns						
Facebook Ad Campaigns	Digital Social Campaign 15–30-mile radius	\$ 1,500.00	\$ 1,500.00		\$ 3,000.00	120,000
LinkedIn						
LinkedIn	Digital Banner Campaign - targeting realtors	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	\$ 6,000.00	300,000
Comprehensive Digital						
Social Mirror Ads	Mirroring Social Post	\$ 1,500.00		\$ 1,500.00	\$ 3,000.00	200,000
Geofencing - Event and Location						
Mobile Conquesting	Target specific events and locations	\$ 1,500.00			\$ 1,500.00	100,000
Realtor Email Campaign						
Custom Email	Targeted Campaign to San Antonio Agents - 2,500 emails, 2 sends	\$ 1,200.00		\$ 1,200.00	\$ 2,400.00	5,000
Print						
Realtor Direct Mail						
Direct Mail Program	Targeted Campaign to San Antonio Agents:	\$ 2,400.00			\$ 2,400.00	2,500
TOTAL					\$ 20,100.00	927,500

\*After 6 months the Impressions Program may be adjusted after evaluation of budget and strategy Pricing Subject to Change

PLAN 3

Plan 3						
Media	Ad Description	Month 1	Month 2	Month 3	Media Total	Reach
Digital						
LinkedIn						
LinkedIn	Digital Banner Campaign - targeting realtors	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	\$ 6,000.00	300,000
Geofencing - Event and Location						
Mobile Conquesting	Target specific events and locations	\$ 1,500.00			\$ 1,500.00	100,000
Realtor Email Campaign						
Custom Email	Targeted Campaign to San Antonio Agents - 2,500 emails, 2 sends	\$ 1,200.00			\$ 1,200.00	2,500
Print						
Realtor Direct Mail						
Direct Mail Program	Targeted Campaign to San Antonio Agents:	\$ 2,400.00			\$ 2,400.00	2,500
TOTAL					\$ 11,100.00	405,000

\*After 6 months the Impressions Program may be adjusted after evaluation of budget and strategy Pricing Subject to Change