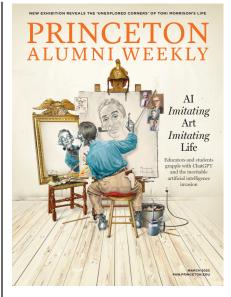
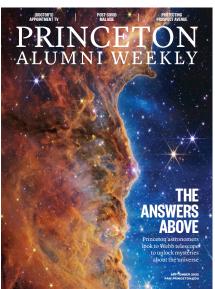
PRINCETON ALUMNI WEEKLY MEDIAKIT

WHAT IS PAW?

- ◆ The *Princeton Alumni Weekly* (PAW) is an editorially independent magazine by alumni for alumni published since 1900
- ♦ The *Princeton Alumni Weekly* is published 11 times per year more than any other alumni magazine in the world and offers unmatched engagement with our readers
- ♦ The *Princeton Alumni Weekly* has a circulation of 100,000 comprising alumni, faculty, and professional staff of Princeton University
- ♦ With 1.4 readers for every subscriber, PAW's readership is 140,000
- ◆ The *Princeton Alumni Weekly* is the only publication that reaches this affluent alumni audience







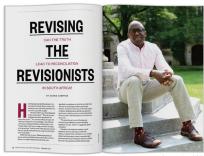
WHO IS PAW'S AUDIENCE?

ABOUT PRINCETON ALUMNI

- ♦ They are Pulitzer Prize-winners, Nobel laureates, business leaders, Supreme Court justices, academicians, journalists, philanthropists, and government leaders
- They are innovators, entertainers, authors, activists, and a former first lady
- ♦ They are influencers, thought leaders, and early adopters
- ♦ They are professionals, parents, travelers, investors, and consumers
- ♦ They are well-educated, affluent, and interested in the world around them

ALUMNI CONNECTIVITY

- ♦ Princeton alumni read the magazine reader surveys show that 83% of alumni read or look through most issues and that each issue is read by an average of 1.4 people
- ◆ Princeton alumni are truly loyal to their alma mater. The 2021-22 Annual Giving campaign raised a record breaking \$81.8 million.
- ♦ 86% of alumni have attended Reunions on campus in the past 10 years



September 202

READER PROFILE

65% Male

34% Female

Nonbinary/Prefer to Self Describe

Median age

EDUCATION

52% Master's degree

20% Doctorate

Professional degree (M.D., D.D.S., J.D.)

WEALTH

\$550K average HHI

Sources: Ipsos Affluent Survey Spring 2021, PAW survey 2022

WHO GETS PAW?

the care of the ca

April 2022

ALUMNI INCLUDING:

NEWSMAKERS

Michelle Obama '85, former first lady Robert Mueller '66, former FBI director

INNOVATORS & THOUGHT LEADERS

Jeff Bezos '86, Amazon.com founder; Washington Post owner

Robert Johnson *72, entrepreneur, founder of BET network

Mellody Hobson '91, president, Ariel Investments; board chair, DreamWorks

Eric Schmidt '76, executive chairman, Alphabet, parent company of Google

Tim Ferriss '00, author, entrepreneur, podcaster

WRITERS & ARTISTS

Michael Lewis '82, writer: The Big Short, Moneyball

Jennifer Weiner '91, writer: *In Her Shoes, Good in Bed*

John McPhee '53, Pulitzer Prize winner, writer: *Annals of the Former World*

A. Scott Berg '71, writer: Wilson, Max Perkins: Editor of Genius

David Remnick '81, editor, *The New Yorker*

Branden Jacobs-Jenkins '06, playwright, Obie winner, MacArthur fellow

Frank Stella '58, painter, sculptor, and printmaker

HOLLYWOOD

Brooke Shields '87, actor
Ellie Kemper '02, actor
David Duchovny '82, actor
Ethan Coen '79, writer and producer
David E. Kelley '79, writer and
producer

BUSINESS LEADERS

Steve Forbes '70, CEO, editor in chief, *Forbes* Magazine

Meg Whitman '77, president and CEO, Hewlett Packard

William Clay Ford Jr. '79, executive chairman, Ford Motor Company

Brad Smith '81, president and chief legal officer, Microsoft

John Rogers Jr. '80, founder, chairman and CEO, Ariel Investments

Andrea Jung '79, president, CEO and director, Grameen America

GOVERNMENT

Elena Kagan '81, Supreme Court justice Sonia Sotomayor '76, Supreme Court justice

James Baker III '52, former White House chief of staff and U.S. Secretary of State

David Petraeus *85 *87, former CIA director

Ted Cruz '92, U.S. senator, former presidential candidate

To name just a few ...

In a recent survey, PAW readers said:

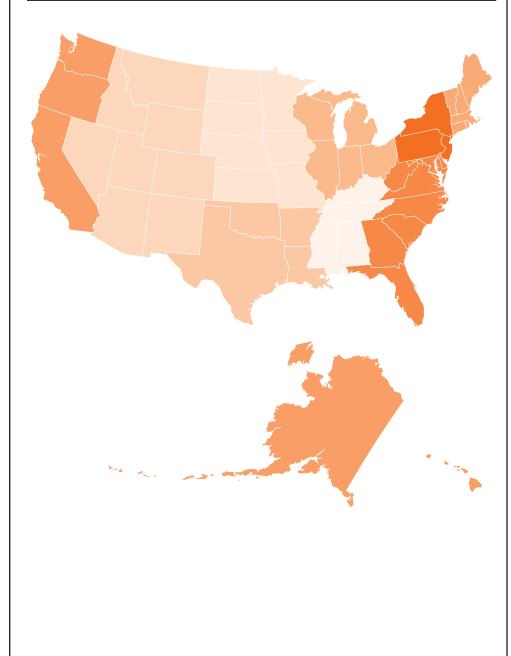
"I love reading PAW and look forward to receiving it."

"Some PAW articles are just stunning; very comprehensive, thought-provoking."

"I very much enjoy being able to maintain my long relationship with the University through PAW. I read every issue when it comes."

Source: PAW Survey December 2016

WHERE DO OUR ALUMNI LIVE?





AN APPRECIATION

The board of Management of American

The board of

February 202

REGION	CIRCULATION
Middle Atlantic	25,054
South Atlantic	16,912
Pacific	15,848
New England	9,794
East North Central	5,630
West South Central	3,881
Mountain	3,699
West North Central	1,825
East South Central	1,386
Total United States	84.029

OTHER	
U.S. Territories	142
Canada	1467
Mexico	100
Other International	7,255
AP/FPO	129

Total Alumni Circulation	93,122*
Faculty and Staff	7,255
Total Circulation	99,849

*Source: PAW July/August 2023 Circulation

WHY ADVERTISE IN PAW?

WHY PRINT?

- ♦ Magazines are more relevant now than ever before
- ♦ Consumers trust print more than any other advertising medium¹
- ♦ The brain responds to print and digital media in different ways: Print ads are better at stimulating emotions and desires²
- ♦ There is higher comprehension when reading on paper versus a screen³
- ♦ Brand recall is up to 70% higher in magazine advertising than digital media⁴
- ♦ In a study that measured 1,400 campaigns using a wide variety of ad venues, magazine advertising resulted in the highest return on ad spending⁵
- ♦ Consumers tend to be more focused and more relaxed when they read print magazines, i.e., they "lean back" and this enhances retention³

WHY PAW?

- ♦ The Princeton Alumni Weekly (PAW) provides an affluent, influential audience
- ♦ The low ad-to-edit ratio of 20:80 ensures that your brand message gets across to our readers
- ♦ With 11 issues per year, PAW offers unmatched engagement with our readers
- ♦ PAW is read including the ads. Of PAW's readers, 83% read all or most issues, 69% read the display ads, and 32% purchased a product or service advertised



October 26, 201

Why Our Readers?

PAW readers rely on the magazine as a vital link to the University and their peers. Advertisers have a unique opportunity to reach faithful, engaged readers in an environment of unparalleled trust and respect.

read or look through all, or most, issues

read the display advertisements

have purchased an advertised product or service

read PAW as their primary source of Alumni and Campus news

PAW reader survey 2022

PUBLICATION SCHEDULE

2023-2024

COVER DATE	IN-HOME DATES	SPACE RESERVATIONS DUE	DISPLAY ADS DUE
Sept. 2023	Sept. 4-8	July 25	Aug. 7
Oct. 2023	Oct. 2-6	Aug. 22	Sept. 5
Nov. 2023	Nov. 6-10	Sept. 26	Oct. 9
Dec. 2023	Dec. 4-8	Oct. 24	Nov. 6
Jan. 2024	Jan. 2-6	Nov. 14	Nov. 28
Feb. 2024	Feb. 5-9	Dec. 20	Dec. 28
Mar. 2024	Mar. 4-8	Jan. 23	Feb. 5
Apr. 2024	Apr. 1-5	Feb. 20	Mar. 4
May 2024	May 6-10	Mar. 26	Apr. 8
June 2024	June 3-7	Apr. 23	May 6
July/Aug. 2024	July 8-12	May 20	May 30

Reunions: May 23-25 • Commencement: May 28



May 202

What's in it for advertisers?

Place your brand message within the pages of the *Princeton Alumni Weekly*'s award-winning editorial content and reach our affluent, engaged readers.

ADVERTISING RATES

RATE PER INSERTION

AD SIZE	BLACK & WHITE	4-COLOR
Full Page	\$5,490	\$7,880
2/3	\$4,150	\$6,530
1/2	\$3,450	\$5,760
1/3	\$2,580	\$5,020
1/6	\$1,390	\$2,700
1/12	\$ 750	\$1,500

\$1,000 premium for back cover

PAYMENT INFORMATION

- ♦ Payment is required in advance for the first insertion, subsequent advertising is billed upon publication with credit approval
- ♦ Net due within 30 days of invoice
- ♦ An advertiser will be rebated if, within the publishing year, the advertiser has used sufficient additional space to warrant a lower rate than what was previously billed. An advertiser who contracts for a specific number of insertions and who does not complete the committed schedule will be shortrated
- ♦ One-year contracts are accepted at current rates. Orders beyond one year are accepted at the prevailing rate at the time of insertion. Proper notification will be given of any rate change.



May 13, 201

Frequency Discounts

Frequency discounts can be applied to ads 1/6 of a page or larger, with mixed-size units counting toward frequency.

5% for 4 insertions

10% for 7 insertions

15% for 11 insertions

Cancellations or Changes

Cancellations and changes in orders will not be accepted after the closing date.

All covers and special positions are noncancelable 30 days prior to the closing date. If no new copy is received, the publisher reserves the right to repeat a previous advertisement, or if none exists, to charge for the reserved space.

PRINT PRODUCTION SPECIFICATIONS

DIMENSIONS

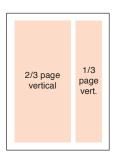
NON-BLEED ADS should be created to the dimensions (w x h) below. Ads are centered on the page with a white border all around.

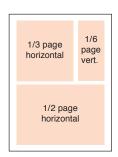
BLEED ADS should be created to the dimensions (w x h) below. Live matter — important graphics and text — should be $\frac{1}{4}$ " (.25) from all four sides of the ad. Add an additional $\frac{3}{16}$ " (.1875) of artwork to all four sides for the bleed. Set crop marks outside the bleed area so they do not print. See diagram at right.

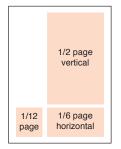
AD SIZE	NON-BLEED ADS	BLEED ADS
Full page	6.875" x 9.625"	8.125" x 10.875"
2/3 vertical	4.5" x 9.625"	5.125" x 10.875"
1/2 vertical	4.5" x 7.25"	_
1/2 horizontal	6.875" x 4.75"	8.125" x 5.5"
1/3 vertical	2.125" x 9.625"	2.75" x 10.875"
1/3 horizontal	4.5" x 4.75"	_
1/6 vertical	2.125" x 4.75"	_
1/6 horizontal	4.5" x 2.25"	_
1/12	2.125" x 2.25"	_
Two-page spread	_	16.25" x 10.875"

VISUAL OF AD SIZES



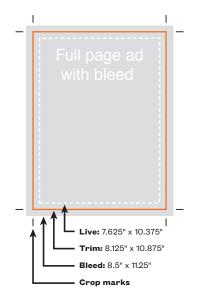








July 12, 201



Live matter: All live matter — important graphics and text — should be ½" (.25) from the trim size on all four sides to ensure that these elements do not get cut off in the finishing process.

Trim: The orange line indicates the trim size — the size of the finished publication after it is printed and trimmed.

Bleed: Bleed equals trim size plus $\frac{3}{16}$ " (.1875) of artwork on all four sides. This extra $\frac{3}{16}$ " (.1875) is required to ensure the ad extends all the way to the edges of the finished page. Set crop marks outside of the bleed area so they do not print.

ADVERTISING REQUIREMENTS

PRINT

ACCEPTABLE FILE FORMATS

- ♦ PDF files (PDF/x-1a preferred)
- ♦ Photoshop image-file formats including TIFF, EPS, and JPEG (high quality)
- ◆ Other formats may be acceptable but must be approved in advance by the advertising director

LINE SCREEN 250 dpi

FONTS

♦ Fonts must be embedded in supplied PDF

IMAGES

- ◆ Images must be linked and updated, embed images for PDF and EPS documents
- ♦ Do not scale images to more than 120% in layout application
- ◆ Effective resolution of CMYK/grayscale/duotone images should be 300 dpi (plus or minus 20%)
- ♦ Effective resolution of line-art graphics should be between 600 and 1200 dpi, placed at 100% or smaller

COLOR

- ◆ Specify four-color process colors (CMYK). Convert RGB colors and spot colors to CMYK. If colors are left to be automatically converted to CMYK by the page-layout application or print house, they will be converted at advertiser's risk
- ♦ Avoid very heavy black. Colors in the document palette (and in images) should not exceed 300 in total ink coverage (i.e., the sum total of C, M, Y, K values)

PAPER 40.5# Leipa Mag Plus Gloss; Cover: 100# Matte #3



June 1, 20

DIGITAL AD SPECS

EMAIL BLAST AD SIZES

- First ad slot size is 600 x 160 pixels.
- ♦ Second ad slot size is 300 x 250 pixels.
- All common formats accepted including JPEG, GIF, PNG.
 We will consider all forms of Rich Media.
- ♦ File size limit is 1 MB.
- ◆ Destination URL must be included.

PAW ONLINE AD SIZES

- ♦ Ad sizes: 300 x 250 pixels
- All common formats accepted including JPEG, GIF, PNG.
 We will consider all forms of Rich Media.
- ♦ File size limit is 1 MB.
- ◆ Destination URL must be included.

INSERTS/ONSERTS

Contact the publishing director for production specifications.

COPY AND CONTRACT REGULATIONS

All advertisements are accepted and published by the publisher — the *Princeton Alumni Weekly* — upon the representation that the agency and/or advertiser are authorized to publish the entire contents and subject matter thereof. In consideration of the publisher's acceptance of such advertisements for publication, the agency and/or advertiser will indemnify and hold the publisher harmless from and against any loss for expense, including without limitation reasonable attorney's fees, arising out of publication of such advertisements, including without limitation those resulting from claims or suits for libel, violation of right of privacy, plagiarism, copyright and trademark infringement, and any other claims or suits based on subject matter.

The publisher reserves the right to reject or cancel any advertising which, in her opinion, does not conform to the standards or requirements of the publication, and to add the word "advertisement" at the top of any page which, in her judgment, too closely resembles the magazine's editorial copy.

The publisher is not responsible for errors in key numbers or other type set by the magazine.

All agreements are subject to labor disputes, accidents, fires, acts of God, or other contingencies beyond the publisher's control, which prevent the publisher from partially or completely reproducing, publishing, or distributing the magazine. Further, the publisher shall not be liable for damages if there is a failure to publish an advertisement for any reason.

No conditions, printed or otherwise, appearing on contracts, orders, or copy instructions, which conflict with the provisions of this document, will be binding on the publisher.

The publisher cannot be responsible for the quality of art reproduction if the specifications and closing dates are not met.

The publisher reserves the right to change the rates, conditions, and space units stipulated in this document.

No waiver or modification of any of the foregoing shall be binding on the publisher, unless it is in writing and signed by an officer of the publication.



April 26, 20

Cancellations or Changes

Cancellations and changes in orders will not be accepted after the closing date.

All covers and special positions are noncancelable 30 days prior to the closing date. If no new copy is received, the publisher reserves the right to repeat a previous advertisement or, if none exists, to charge for the reserved space.

THE COMPANY **WE KEEP**



ADVERTISERS

AUTOMOTIVE

Cadillac Maserati Porsche

CONSULTING & FINANCIAL

Deloitte

Morgan Stanley

TIAA **KPMG**

HSBC Premier Bank

Glenmede Blackrock

Fitz Gate Ventures Wilmington Trust Alumni Ventures

EDUCATIONAL

Harvard Advanced Leadership Accelerator-Vanderbilt Stanford Graduate School **Brown University Continuing** Education

Tuck School of Business

Columbia School of Professional

Studies

Cornell Johnson School

Top Tier Admissions

Notre Dame Inspired Leadership

NONPROFITS/PHILANTHROPY

International Fund for Animal Welfare Princeton Area Comm. Foundation Wounded Warrior Project

SPIRITS

Remy Martin Wall St. Journal Wines

FASHION/LUXURY

Rolex Barbour Shinola Peter Millar Tudor Patek Phillipe Palmer Square Nic+Zoe

HEALTHCARE

Merck Johns Hopkins McLean Hospital

PUBLISHERS

National Geographic Simon & Schuster Penguin Random House Houghton Mifflin Farrar, Straus, Giroux

TRAVEL/RESORTS

India **Lindblad Expeditions** Martin Randall Travel Ocean Reef Club **Reynolds Plantation** Kiawah Island Mari Mari Spa

OTHER BUSINESSES

Geico **HP** Enterprises Angie's List

To name just a few ...

Join this exclusive group of advertisers where your brand message will be seen and read!

CLASSIFIED ADVERTISING

CLASSIFIED RATES

Classified Text Ad — **rate per insertion**: \$4.25 per word. Minimum 12 words.

Classified Display Ad — rate per insertion:

AD SIZE	BLACK & WHITE	4-COLOR
2.2083" x 1.0"	\$160	\$260
2.2083" x 1.5"	\$235	\$335
2.2083" x 2.0"	\$310	\$410
2.2083" x 2.5"	\$385	\$485
2.2083" x 3.0"	\$460	\$560

ADDITIONAL INFORMATION & OPTIONS

- ♦ An online ad is included in the rate and is available at paw.princeton.edu/ classifieds
- ♦ A hotlink is included with a Classified Display Ad and is \$5/link/insertion for text ads and additional links the hotlink is highlighted in the online ad.
- ◆ Images can be added online to your text ad for \$50.00 for one image and \$100.00 for 3 images and will be live online for the duration of the time period the text ad is reserved.
- ♦ Classified Display Ads are highly visible and permit the use of logos and artwork. Ads are available in increments of 0.5" (1" minimum) with a width of 2.2083"
- ◆ **Boldfacing** of the first three words is included boldfacing of additional words is billed at \$4 per word
- Your entire ad can be highlighted online for an additional charge of \$15 per issue



May 17, 201

Why Classifieds?

Use this section to advertise a vacation home, to sell real estate, to promote your professional services, to meet your match, and much, much more.

Frequency Discounts

5% for 4 insertions

10% for 7 insertions

25% for all 11 issues

Payment Information

Ads must be paid for at the time they are placed.

VISA, Mastercard, American Express and Discover cards are accepted.

Ads may be submitted by email to Brielle McArdle at bm5471@princeton.edu.

We cannot offer refunds should you decide to cancel your ad.

Final copy must be submitted and approved in writing.

WEBSITE ADVERTISING



PAW.PRINCETON.EDU

PAW's digital advertising complements our print publication and offers you additional outreach options.

PRICING

Side Bar Ad: \$750 per month

Plus you can run the same digital ad in one of the month's featured articles for an additional \$200 per article.

SCHEDULE

WEBSITE MONTH	CREATIVE DUE
September 2023	Aug. 25
October 2023	Sept. 22
November 2023	Oct. 27
December 2023	Nov. 22
January 2024	Dec. 22
February 2024	Jan. 26
March 2024	Feb. 23
April 2024	Mar. 22
May 2024	Apr. 26
June 2024	May 17
July/Aug. 2024	Jun. 25

AD PERFORMANCE:

Average Impressions Per Month: 15,000+

ONLINE SPECS:

- ♦ Ad sizes: 300 x 250 pixels
- ◆ All common formats accepted including JPEG, GIF, PNG.
 We will consider all forms of Rich Media.
- ♦ File size limit is 1 MB.
- ◆ Destination URL must be included.

paw.princeton.com

averages over 70,000 visitors each month.

ISSUE ALERT E-NEWSLETTER

PAW.PRINCETON.EDU

PAW's monthly issue alert is emailed to over 75,000 alumni during the first week of every month and highlights that month's features. Place an ad in an upcoming issue and take advantage of the additional digital outreach to our readers.

PRICING

Top Ad: \$1,500 per issue (600 x 160 pixels) **Square Ad: \$750 per issue** (300 x 250 pixels)

SCHEDULE

DEPLOYMENT DATE	CREATIVE DUE
Sept. 6	Aug. 25
Oct. 3	Sept. 22
Nov. 7	Oct. 27
Dec. 5	Nov. 22
Jan. 4	Dec. 22
Feb. 6	Jan. 26
Mar. 5	Feb. 23
Apr. 4	Mar. 22
May 7	Apr. 26
Jun. 4	May 17
Jul. 9	Jun. 25
	Sept. 6 Oct. 3 Nov. 7 Dec. 5 Jan. 4 Feb. 6 Mar. 5 Apr. 4 May 7 Jun. 4



PERFORMANCE:

Audience: 75,328

Average impressions: 49% **Average Click Rate:** 8.7%

ONLINE SPECS:

- All common formats accepted including JPEG, GIF, PNG.
 We will consider all forms of Rich Media.
- ♦ File size limit is 1 MB.
- ♦ Destination URL must be included.

ALUMNI IN THE NEWS E-NEWSLETTER

PAW.PRINCETON.EDU

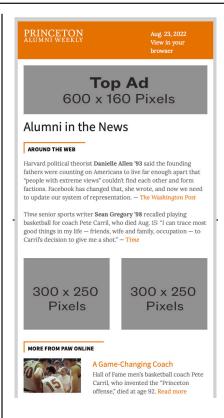
PAW's Alumni in the News e-newsletter is emailed to over 4,000 alumni each month and highlights alumni making headlines around the world. Place an ad in an upcoming newsletter and take advantage of the additional digital outreach to our readers.

PRICING (ADS RUN TWICE PER MONTH)

Top Ad: \$1,000 per issue (600 x 160 pixels) **Square Ad: \$500 per issue** (300 x 250 pixels)

SCHEDULE

E-NEWSLETTER MONTH	DEPLOYMENT DATE(S)	CREATIVE DUE
September 2023	Sept. 12 & 19	Aug. 25
October 2023	Oct. 10, 17, & 24	Sept. 22
November 2023	Nov. 14	Oct. 27
December. 2023	Dec. 12	Nov. 22
January 2024	Jan. 9, 17, & 23	Dec. 22
February 2024	Feb. 13 & 20	Jan. 26
March 2024	Mar. 12 & 19	Feb. 23
April 2024	Apr. 9 & 23	Mar. 22
May 2024	May 14	Apr. 26
June 2024	Jun. 11 & 18	May 17
July/Aug. 2024	Jul. 2, 16, & 23	Jun. 25



PERFORMANCE:

Audience: 4,200

Average impressions: 51% Average Click Rate: 9%

ONLINE SPECS:

- All common formats accepted including JPEG, GIF, PNG.
 We will consider all forms of Rich Media.
- ♦ File size limit is 1 MB.
- Destination URL must be included.

SPECIAL SECTIONS & GUIDES

WINTER BOOKSHELF GUIDE

BROOKSHEEN BY STATE OF THE PROPERTY OF THE PR

DETAILS

Reach 100,000 total readers by promoting your book in Princeton Alumni Weekly's special advertising section, The Princeton Bookshelf, for Alumni, Faculty, and Staff authors...just in time for the holidays!

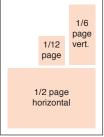
Whether a scholarly work, a novel, a memoir, non-fiction, or children's literature, put your book in front of an audience that loves to read.

This special advertising section will be included in the December issue of PAW.

SPECIAL RATES

AD SIZE	PRICE	AD SIZE
Full Page	\$2,250	6.975" w x 9.1128" h
1/2	\$1,400	6.975" w x 4.3958" h
1/6	\$ 650	2.1285" w x 4.3933" h
1/12	\$ 310	2.125" w x 2.25" h





Reservation Deadlines

December Issue:

Space Reservation: Oct. 24, 2023 Artwork: Nov. 6, 2023

SUMMER BOOKSHELF GUIDE

DETAILS

Reach 100,000 total readers by promoting your book in Princeton Alumni Weekly's special advertising section, The Princeton Bookshelf, for Alumni, Faculty, and Staff authors...just in time for summer reading!

Whether a scholarly work, a novel, a memoir, non-fiction, or children's literature, put your book in front of an audience that loves to read.

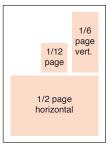
This special advertising section will be included in the June and July/August issues of PAW.

SPECIAL RATES

Rates below are per issue. Save an additional 10% when you advertise in both issues.

AD SIZE	PRICE	AD SIZE
Full Page	\$2,250	6.975" w x 9.1128" h
1/2	\$1,400	6.975" w x 4.3958" h
1/6	\$ 650	2.1285" w x 4.3933" h
1/12	\$ 310	2.125" w x 2.25" h







Reservation Deadlines

June Issue:

Space Reservation: April 5, 2024 **Artwork:** April 12, 2024

July/August Issue:

Space Reservation: May 3, 2024 **Artwork:** May 10, 2024



Princeton Alumni Weekly, 194 Nassau Street, Princeton, NJ 08542

Don't Miss Reunions 2024!

May 23 - 25, 2024

DID YOU KNOW?

More than 26,000 alumni and guests attend Princeton Reunions each year. Of those returning for Reunions...

- 46% shop in downtown Princeton stores
- 64% dine in local restaurants
- 47% stay in area hotels.



Advertise in Princeton Alumni Weekly's official Reunions Guide '24...It Works!

Articles by Princeton alumni, alumni profiles, Reunions highlights, P-rade map, and much more!

Reunions Guide Rates (More than 26,000 alumni and guests)			
Ad Size	B&W	2 color	4 Color
Full Page	\$1,800	\$2,100	\$2,300
2/3 Page	1,350	1,650	1,750
1/2 Page	925	1,225	1,325
1/3 Page	700	1,000	1,100
1/6 Page	400	650	750

Space Reservation Deadline: March 28
Material Deadline: April 12

Contact Allison Sullivan, 609-258-2107 or as7811@princeton.edu or Brielle McArdle, 609-258-4886 or bm5471@princeton.edu