# MODERN SALONmedia

2019 MEDIA KIT

DIGITAL I PRINT I SOCIAL



EVENTS • CUSTOM CONTENT • INFLUENCER PROGRAM • DATA • RESEARCH • VIDEO • MORE!



# YOUR REAL PARTNER IN BEAUTY

IS YOUR FIRST CHOICE TO

**REACH AND INFLUENCE ANY SALON AUDIENCE** 

ON ANY SALON PLATFORM



DATA EXPERTISE



MARKET KNOWLEDGE



CUSTOM CONTENT EXPERTISE



TURNKEY PROGRAMS



# REAL INFLUENCE

To influence and grow salon business, you need a **real partner in beauty:** an industry advocate who will deliver **real data** and **engagement** to support **custom content solutions** that connect your brand with **targeted salon audiences.** 

Ideally, you do all this across a compelling mix of relevant platforms and experiences.

You might even need help with **sampling, influencer marketing, events, lead gen** and **recruitment**, too. With consistent, easy-to-review **reporting** on all campaigns.

Real simple, right? It can be.

MODERN SALON Media has the influence and expertise to deliver all these capabilities and more.

Turn to MODERN SALON Media **first** for marketing ideas and content options from a partner ready to help you brainstorm, problem solve and **get things done.** 



# REAL CHAMPIONS OF BEAUTY



"What salon marketers and audiences want now is **authenticity**.

**Content performs** so much better when it

comes from **real passion** 

for a professional product, education or brand."

- Alison Alhamed, MODERN SALON Editor in Chief



# REAL FOCUS, REAL REACH

Our product mix is strategic. Whatever the category, audience segment or opportunity, MODERN either has or can create a dedicated program to align with your target market or goals.



Hairstylists and

Salon Owners



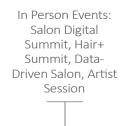




Trichologists, Hair























Industry Research



# REAL INNOVATION, REAL RESULTS

As part of Bobit Business Media and a trusted, innovative leader in professional beauty, MODERN SALON Media is **always evolving our menu of brand services** and salon business-driving special projects and events.

What's New? In addition to our core brands of MODERN SALON and SALON TODAY, and our ongoing programs like HAIR+, PROCESS, CAREER HANDBOOK and a range of live events, social media contests, recognition programs, industry research and reporting, recent initiatives and focus points for 2019 include:

 THE MODERN SALON ARTIST CONNECTIVE: a turnkey matchmaking influencer program with custom content across MODERN platforms—as well as the influencers' own followings.

- **SALON DIGITAL SUMMIT,** an industry-first focus on helping salon artists succeed in social and digital media, with unique sponsor involvement options.
- **CUSTOMER DATA PLATFORM:** State-of-the-art solutions to sync data and deliver exactly the audience and leads you want.
- **VIDEO SERVICES SOLUTIONS:** More custom services to help you generate the video content and education you want, tailored to push out on your channels and/or MODERN's.

Your MODERN SALON Media sales manager can update you on all these initiatives and tailor a proposal to meet your goals and objectives.



# REAL INVOLVEMENT: WE ARE ACTIVE IN ALL MARKET SEGMENTS



# **CREATIVE ARTISTS/STYLISTS**

Modern Salon and Artist Session



# NAIL SALON OWNERS + PROFESSIONALS

NAILS Magazine, VietSALON



### **RECOGNITION FOCUSED OWNERS**

Salon Today 200, Salons of the Year, S.T.A.M.P. Marketing Awards



# CHAIN SALONS, DISTRIBUTORS + INDUSTRY LEADERS



### **COLORISTS**

Process Program and Special Sections



### SUITES AND SELF-EMPLOYED

Solo Artist custom initiatives, content and resources



# STUDENTS + NEWLY LICENSED PROFESSIONALS

NAILS and Modern Salon Career Handbooks



### **CHAIN SALON GROUPS**

Through Custom Programs



# TEXTURED HAIR/CURL SPECIALISTS

Regular Content In Print and Online



# BUSINESS FOCUSED, LEADING SALON OWNERS

Salon Today, Data Driven Salon Summit



# VIETNAMESE SALON PROFESSIONALS

VietSALON



# HAIR LOSS + HAIR EXTENSIONS

Hair+ Program, Hair+ Summit



### **HEALTHY HAIRDRESSER**

Custom content and program options



#HISmoderngrooming community and content



# REAL TOUCH, REAL POWER

Salon professionals are **visual, social and tactile people** and consumers of content. Connect your message with MODERN audiences across **digital, social and print**, and you, too, will feel the difference—in results. Leverage MODERN's multi-platform capabilities and unique print options and frequency to effectively drive business.

"Working in a salon,
I read MODERN
SALON cover to cover
every month, but never
imagined I'd have a full
page feature. Thanks,
@modernsalon!"
—Source: Justine Marjan,
beauty influencer, @
justinemarjan

"I always read SALON
TODAY both digitally
and in print.
Sharing the issue with the
team is a great way to gather
and inspire ideas. We use
it during our bi-weekly
leadership team meetings."
—Source: Terry McKee,
Nuovo Salon Group,
Sarasota, FL







# REAL ENGAGEMENT, ON EVERY PLATFORM







DESKTOP



**TABLET** 



**MOBILE** 



LIVE EVENTS



CUSTOM MEDIA



**EMAIL** 



**PRINT** 



SPECIAL EDITIONS



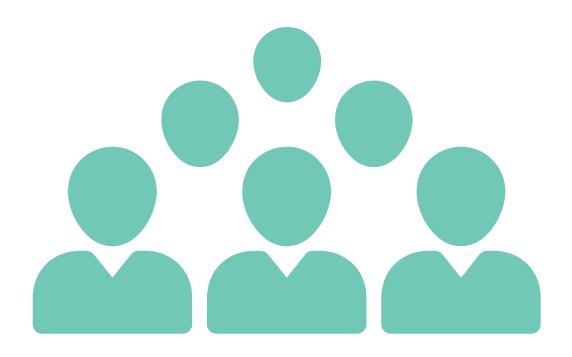
INTEGRATED INITIATIVES



# REAL RESOURCES

Think you know MODERN? Look again. As part of Bobit Business Media since 2015, we have grown our services and expertise:

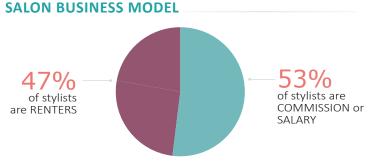
- In-House Web Development and Design
- Expert Editorial and Custom Content Team
- Full Research Capabilities
- Turnkey Custom, Influencer, Video and Webinar Solutions
- UX Experts, Email Analysts, Social Media Experts,
   Data Analysts
- Event Management Division



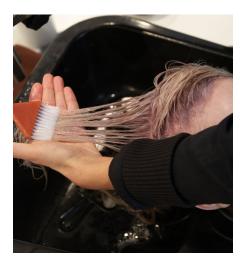


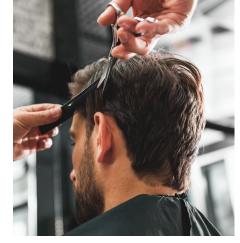
# **REAL NUMBERS**

We craft content, campaigns and new initiatives around real data, research and trends. Want more? Ask about our many research capabilities and projects.

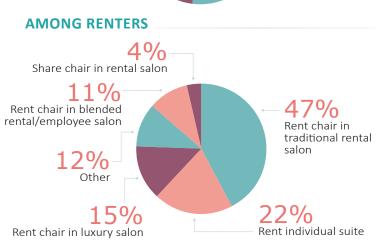


62% salons that provide hair color to 60% or more of all clients





5 weeks average length between visits to salon or barber for grooming by men age 18-34



38% of salons offering extensions have been doing so 3 years or less (growing service)





81% of salon pros say they and their clients are more interested in products to protect the health of hair, with damage prevention most important

Source: PROCESS Hair Color Survey, HAIR+ Survey and Retail Survey with ISBN

Source: MODERN SALON RENTAL REALITIES STUDY



# REAL PROFESSIONALS: MODERN SALON

Our flagship brand MODERN SALON, reaches and helps hands-on salon professionals succeed through every stage and role of their careers, focusing on stylists, colorists, owners, renters, managers and service specialists.

MODERN SALON connects with salon professionals whenever and wherever they want to engage. Our leading social media communities are 24/7 indicators of what's trending and what really matters to salon pros. Special impact programs like MODERN SALON Game Changers, the #ModernSalon100 and Artist Connective **Challenge** sampling programs ensure a fresh rotation of relevant, peer-to-peer and rising star voices are all part of the always-professional MODERN conversation.

### **FREQUENCY:**

monthly in print

daily online, email, social

### **MONTHLY CIRCULATION:**

80,000+

print distribution 102,800+ digital edition recipients

### **SOCIAL REACH:**

Instagram

603,000+ Facebook

98,000+

58,200+ Twitter Pinterest



# 2019 EDITORIAL CALENDAR: MODERN SALON

### **JANUARY**

**NEXT BIG THINGS:** What's new? Every client wants to know, and every salon pro should! From new products, services, trends, and technology—this MODERN menu will help salons make more money and serve clients smarter. **PLUS**: Recap from the first Salon Digital Summit on how to succeed using social media and the latest digital tools.

**PLUS:** Meet the NAHA finalists! **AD CLOSE:** November 27, 2018 **MATERIALS DUE:** December 4, 2018

### **FEBRUARY**

**THE DESIGN ISSUE:** From hair-cut trends to blow-out techniques, MODERN covers basic to advanced skills and tips. **PLUS:** Choosing and caring for pro tools: Shears, razors, clippers, irons, dryers and more.

**AD CLOSE:** December 26, 2018 **MATERIALS DUE:** January 2, 2019

### **MARCH**

**SPRING FORECAST:** Introducing new looks, services and retail solutions to clients. MODERN curates the fashion, color, texture, design, and product trends according to industry educators and our ARTIST CONNECTIVE influencers.

**AD CLOSE:** January 25, 2019 **MATERIALS DUE:** February 1, 2019

### **APRIL**

**SPECIAL OCCASION ISSUE:** Detailing trends and techniques to help salons gear up for the busy prom, wedding and festival seasons.

**PLUS:** HAIR+ solutions: extensions and more.

**AD CLOSE:** February 26, 2019 **MATERIALS DUE:** March 5, 2019

### MAY

**SUMMER OF (COLOR) LOVE:** Hair color application techniques and processing details from top colorists around the globe.

**PLUS:** 50 hair color formulas and how-tos.

**AD CLOSE:** March 26, 2019 **MATERIALS DUE:** April 2, 2019

### **JUNE**

HIS MODERN GROOMING: Men's business continues to boom, and approaches from salons and barbers continue to evolve and blend.

MODERN gives salons the latest scoop on how to cater to and grow men's business, and how and where to learn more about the particular craft of cutting, clipping and shaping men's hair.

PLUS: Men's retail, add-on services and more.

**AD CLOSE:** April 25, 2019 **MATERIALS DUE:** May 2, 2019

### **JULY**

**YOUNG AT HEART:** Understanding head-to-toe service and retail opportunities with younger clients (based on research and trends), while catering to clients of every age and mindset.

AD CLOSE: May 28, 2019 MATERIALS DUE: June 2, 2019

### **AUGUST**

MODERN SALON 100: MODERN's annual Game Changers talent issue showcases 100 new beauty influencers and rising stars. Special howto social media tips and advice from MODERN's own ARTIST CONNECTIVE of influencers. PLUS: HAIR+ focus for trichologists, hair-loss specialists and extensions professionals.

**AD CLOSE:** June 25, 2019 **MATERIALS DUE:** July 2, 2019

### **SEPTEMBER**

**FALL INFLUENCES:** In sync with Fashion Weeks around the world, MODERN editors curate a forecast of trends shaping hair on the runways, in the streets and most important, in salon chairs.

AD CLOSE: July 25, 2019 MATERIALS DUE: August 1, 2019

### **OCTOBER**

**FALL COLOR ISSUE:** Favorite fall formulas, new color launches, and application techniques from top colorists. **PLUS:** PROCESS hair color takeover across all MODERN platforms.

**AD CLOSE:** August 27, 2019

MATERIALS DUE: September 3, 2019

### **NOVEMBER**

**HOLIDAY PREP:** Getting salons ready for the season, with head-to-toe pointers and promotions to help tap into winter trends, and maximize sales with great gift packages.

**AD CLOSE:** September 25, 2019 **MATERIALS DUE:** October 2, 2019

### **DECEMBER**

**2020: THE YEAR AHEAD:** Salon market leaders, artists and industry innovators envision the best service, retail and strategic opportunities for salon growth. MODERN editors share 20 steps pros can take to make 2020 their best year ever.

**AD CLOSE:** October 25, 2019 **MATERIALS DUE:** November 1, 2019

QUESTIONS? Contact Editor in Chief Alison Alhamed, alison.alhamed@bobit.com



# **SALON TODAY: REAL LEADERSHIP**

The nation's top salon owners lead the trends, and Salon Today is where those leaders look for inspiration. Salon Today's committed team of industry experts advise on every business topic, from technology to salon design to leadership to personnel development. Reach these salon owners and managers who make the product-buying decisions for their salons and rely on Salon Today for insights on the latest service, product category trends, and opportunities. Engage with market leaders though Salon Today's highly respected suite of recognition programs and events: Salon Today 200, Salons of the Year, STAMP and Data Driven Salon Summit.

# FREQUENCY:

bi-monthly in print

daily online, email, social

### **BI-MONTHLY CIRCULATION:**

14,000+
print
distribution

33,500+ digital edition recipients

### **SOCIAL REACH:**

55,000+
Facebook

26,700+ Twitter **7,400+**Pinterest

2,000+
Instagram











# 2019 EDITORIAL CALENDAR: SALON TODAY

# JANUARY/FEBRUARY

**22ND ANNUAL SALON TODAY 200:** The salon industry's most prestigious competition celebrating salon business and sharing best management practices. Sponsors of this keepsake issue receive contact info and benefits.

**AD CLOSE:** November 29, 2018 **MATERIALS DUE:** December 6, 2018

# MARCH/APRIL

**THE ANSWER ISSUE:** How do you handle habitually late staff members? How do new tax laws impact small business? What's the best strategy for negotiating rent? Salon and spa owners tackle tough management questions and industry experts offer advice. Plus, top loyalty programs from beauty manufacturers.

**AD CLOSE:** January 29, 2019 **MATERIALS DUE:** February 5, 2019

# **MAY/JUNE**

**SALONS OF THE YEAR:** Inside tour of the 20 most gorgeous salon spaces for 2019, plus a look at the hottest salon design trends.

**SPONSOR BONUS:** In our 2019 Inspiration Guide, equipment and furniture companies preview new pieces, while designers advise on customization.

AD CLOSE: March 28, 2019 MATERIALS DUE: April 4, 2019

# **JULY/AUGUST**

**THE TECHNOLOGY ISSUE:** Tech trends destined to shape the salon experience of the future. Annual Software and Technology Guide helps owners compare and contrast the latest salon software management programs and technology tools.

AD CLOSE: May 30, 2019 MATERIALS DUE: June 6, 2019

# SEPTEMBER/OCTOBER

**THE STAMP ISSUE:** A clever marketing program can spell success for a new product or service launch, and Salon Today's Annual Marketing Program (STAMP) harnesses the best ideas from salon and spa owners around the country. From traditional marketing to digital marketing and branding strategies to full-fledged campaigns, STAMP is sure to inspire owners as they go into planning for 2020.

AD CLOSE: July 29, 2019 MATERIALS DUE: August 5, 2019

# **NOVEMBER/DECEMBER**

**THE EDUCATION ISSUE:** Today's beauty consumers have all the info from websites and social media at their fingertips, driving them into the salon and spa seeking the latest service and products. To maintain a competitive edge, professionals have to be prepared to deliver. This special issue helps salon management prepare the best in-salon, advanced education systems, including soft skills, technical skills and product knowledge.

**AD CLOSE:** September 27, 2019 **MATERIALS DUE:** October 4, 2019

### **SALON TODAY CUSTOM**

Interested in a truly "captive" SALON TODAY audience, focused on a relevant business topic presented exclusively by your company? On a limited basis, SALON TODAY can craft single-sponsor, custom issues on collaborative topics. Interested? Ask your MODERN SALON Media sales manager or Publisher Steve Reiss for details (847-634-4354).

# SALON TODAY SPONSOR PACKAGES

Sponsors and advertisers always receive special, purposeful content support and engagement with the SALON TODAY audience. To maximize your message, exposure and high-impact content opportunities, consider a year-long, integrated program. Your MODERN SALON Media sales manager can provide details and examples.

QUESTIONS? Contact Editor in Chief Stacey Soble, stacey.soble@bobit.com. For Salon Today 200, Salons of Year and S.T.A.M.P. applications, email joyce.alverio@bobit.com



# REAL CONNECTION

MODERN SALON and SALON TODAY editors are the **early identifiers** of beauty trends, salon business-building opportunities and rising star talent and influencers.

We scout out and source **leading salons, brand champions** and **rising star beauty influencers** for our original editorial and custom content programs.

We **feature and create quality beauty content**, how-tos, best practices, storytelling and relevant industry news on our social platforms and websites, **building engagement** with our community of beauty professionals.

**Our editors connect on what really matters**, providing value and purposeful content for our audience while delivering third-party credibility for our advertisers and sponsored content partners.







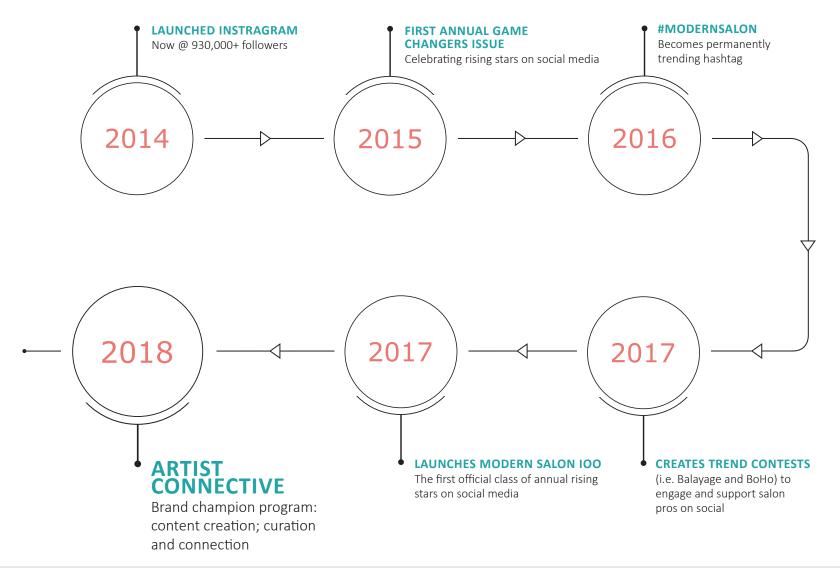




# **REAL SOCIAL**

MODERN SALON has consistently been first to market with innovative social media content and programs to celebrate artists and connect brands with salon professionals who want to learn more and try innovative or new products.







# **REAL TESTIMONIAL**

"I remember thinking, 'All I need is one re-post from MODERN SALON, just one.'

It happened April 5, 2017, almost at midnight. I won MODERN's #PlayingWithBlue contest. I was noticed. And hooked. In the year since, the MODERN team has supported my work, educated me on our industry and inspired me to reach farther.

I am honored to partner with a team that values content, and has valued my work from the start.

I cannot wait to experience and share in all that MODERN SALON will create in 2019."

—Sydney Lopez, @sydneyannlopezhair MODERN SALON ARTIST CONNECTIVE Member





# INTRODUCING

# MODERN

# **ARTIST** CONNECTIVE

MAKING A **REAL DIFFERENCE** IN INFLUENCER MARKETING



# REAL POINT OF DIFFERENCE

# MODERN SALON ARTIST CONNECTIVE =

- Win-win-win amplification across brand champions' social platforms, and across all of MODERN SALON Media
- 360-degree, multi-touch program
- Uniquely engaging everywhere salon pros consume content: social, online, email and print.
- Comprehensive + targeted reach (no one else in pro beauty can match MODERN)

- Practical, accessible, positive: Measurable ROI and efficient, hassle-free deliverables are what matter. MODERN's content expertise and pioneering custom media experience ensure a smooth and customerfocused process.



# REAL ACCESS, REAL EASY

# HOW DOES THE **MODERN SALON ARTIST CONNECTIVE** WORK?

We ensure the process is turnkey and hassle-free for your team.



Discuss brand goals and strategize a campaign focus with your MODERN SALON sales manager and ARTIST CONNECTIVE content liaison.



Choose a MODERN SALON ARTIST CONNECTIVE (ask your MODERN sales manager for details)



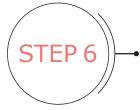
MODERN matches you with 1, 2 or 3 influencers from our ARTIST CONNECTIVE, (depending on your package preference), with category exclusivity for 3 months.



MODERN manages all communication with the already vetted, contracted and ready-to-post influencer. We handle it all—from the campaign logistics and expectations to activity and performance.



MODERN directs you on where and when to send the product/s you want the MODERN SALON ARTIST CONNECTIVE brand champion to use.



Your new brand champion starts posting content with and about your product/s—and MODERN shares and creates more content—according to terms of the package you purchase—and we update you on progress.



Engage, report, renew, repeat!
 With the same or a new set of ARTIST CONNECTIVE Brand Champions.



# REAL SPONSORED CONTENT: DIGITAL

### BENEFITS OF SPONSORED CONTENT PROGRAMS



**More Leads:** Build your email database and learn important information about potential customers.



**Brand Awareness:** Promote a product or event leveraging the MODERN name.



**Targeting:** Through our existing MODERN email database, we can target the type of reader you are looking for (e.g. region, title, years of experience).

### WHAT TYPES OF PROGRAMS DO WE OFFER?

# SPONSORED ARTICLES



When should I choose this program?

If you're new to sponsored content and want to try out a program or if you want to show thought leadership about a topic.

Estimated time to create: 2 weeks

# EDUCATIONAL EMAIL SERIES



When should I choose this program?

If you're looking to promote thought leadership and collect leads, this email program is a good fit for you. Gated content is sent to our email list and posted on social media for users to download.

Estimated time to create: 1 month

### CUSTOM NEWSLETTERS



When should I choose this program?

If you're looking to send to our email list, a newsletter fully branded to your company and position yourself as a thought leader.

Estimated time to create: 1 month

### **GIVEAWAYS**



When should I choose this program?

If you want to drive registrations for an event, entice people to try a new product, or collect leads, giveaways can bring awareness and entice people to provide valuable information about themselves.

Estimated time to create: 3 weeks

### **CONTESTS**



When should I choose this program?

If you're looking to compile a library of authentic user-generated content and have our audience interact with your product, MODERN's editorial contests deliver some of the best styles and talented stylists.

Estimated time to create: 1 month

# HOW CAN WE PROMOTE CONTENT?



**FACEBOOK** 



**INSTAGRAM** 



**EPROMOS** 



BANNERS

\*epromos and web banners can be created by you or by our creative team (with an additional fee)

# MODERN SALONmedia

# **REAL FOCUS: TARGETING**

Sometimes you don't want to cast a wide net; you want to pinpoint your potential customer by region or behavior. Targeting can be done a variety of ways when you work with the team at MODERN SALON and Bobit Business Media—to reach wherever you need on the data spectrum.





### **FACEBOOK COMMUNITIES**

Use both our Facebook community and your own to hyper-target beauty professionals by geo, interest, or other high-level demographics.



### RETARGETING

Retarget our site users who visit content developed specifically for the audience using the Google Display Network.





# **EMAIL**

Target by state, city, or zip code. You can personalize messaging – with name and region – for higher impact.



### **BEHAVIORAL TARGETING**

Focus ad delivery on region, on site behavior, or on other criteria using our Customer Data Platform.



# REAL AND IN PERSON: EVENTS

As part of Bobit Business Media, MODERN has launched numerous targeted, successful gatherings to help salons and businesses connect and succeed, and more are in the works. All have unique sponsor opportunities.

MODERN SALON Media and Bobit can also assist your company with any custom or special events, to host exclusively or collaborate upon.



# **SALON DIGITAL SUMMIT**

Launching November 2018! Salon artists and owners, expanding influence and expertise in social and digital media.



# **HAIR+ SUMMIT**

Specializing in all aspects of hair enhancement, including extensions, hair loss and trichology.



# DATA DRIVEN SALON SUMMIT

Salon owners and market leaders, drilling into numbers and business growth.



# **ARTIST SESSION**

Intimate, intensive hands-on photo shoot experience for salon pros.



# **ARTIST SESSION Influencer Series**

Collaborative photo session events that bring influencers together to work side-by-side.



# REAL SOLUTIONS: CUSTOM PROJECT DEVELOPMENT

Whether you need internal or customer communications, research, to boost sales or simply to improve digital presence, MODERN SALON can provide unique, turnkey solutions for your marketing needs, including proprietary programs.

"Throughout my career and on many projects and platforms, I've trusted Modern Salon to help conceptualize, collaborate on and deliver powerful custom content and innovative campaigns. They are a valuable resource and partner."

—Source: Nick Stenson, Vice President, Salon Services and Trend, ULTA Beauty













# PRINT SPECS & GUIDELINES

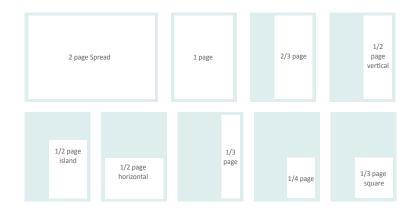
Your sales manager will provide any special project specs upon your insertion confirmation

### **MATERIAL SUBMISSION:**

Upload a hi-res PDF to addesk.bobit.com For upload instructions visit modernsalon.com/modern-salonmedia-advertise.

ONLY ACCEPTABLE FILE FORMAT IS A HIGH RESOLUTION PDF SAVED USING THE "PDF/x-1a:2001" SETTING. Only CMYK or Grayscale colors allowed. All images should be 300dpi as used in the file for the best print quality. All fonts must be embedded in the PDF. Ad size must exactly match a bleed or standard size given to the right. Do not add printer marks of any kind. Bleed ads must maintain a 1/2" safety margin inside the bleed dimension. Do not add bleed to a non-bleed ad. One SWOP color proof made from the actual file submitted is required for the printer to match colors as close as possible. If a SWOP proof is not supplied, the publisher reserves the right to have one made at the advertiser's expense. Bobit Business Media accepts no liability for advertisement reproduction on files that do not comply with our specifications and/or are not supplied with a SWOP color proof that has been approved by the client. A list of SWOP proofing systems is available at swop.org. Printing is done on a heat-set, web-fed offset press, all colors wet. The printer uses the "U.S. Web Coated (SWOP) v2" color profile.

**PRODUCTION CHARGES:** No charge for properly supplied digital files prepared in accordance with publisher's requirements. Advertiser will be charged for any work required to update advertiser's provided files to meet our requirements. Any corrections are billed to advertiser.



We will trim 1/8" from top, bottom, left and right sides.

**Note:** On bleed pages and inserts when preparing the material keep all live matter 1/2" within all four sides of bleed dimension to avoid possible loss in binding and trimming.

On spread advertisements, either run of book or inserts, have copy or images across the gutter, kept 3/16" from left and right of center line.

**Publisher's Protection Clause:** 

View on our website at modernsalon.com/ modern-salon-media-advertise

SEND MATERIALS TO: DIANA FITZGERALD

2150 E. Lake Cook Road, Suite #500, Buffalo Grove, IL 60089 847-634-7872 | diana.fitzgerald@bobit.com

# MODERN salon today

STANDARD AD SIZES	WIDTH	DEPTH
full page	7"	10"
2-page spread	15"	10"
two-thirds page	4.5625"	10"
half page (vertical)	3.375"	10"
half page (horizontal)	7"	4.875"
half page (island)	4.5625"	7.375"
third page (square)	4.5625"	4.875"
third page (vertical)	2.1875"	10"
quarter page	3.375"	4.875"

BLEED AD SIZES	WIDTH	DEPTH
full page	8.125"	11"
2-page spread	16"	11"
half page (horizontal)	8.125"	5.5"
half page (vertical)	4"	11"
third page (vertical)	2.75"	11"
Final Trim Size	7.875"	10.75"

Bleed Spread Measures: 16" x 11" • Spread Trim Size: 15.75" x 10.75"



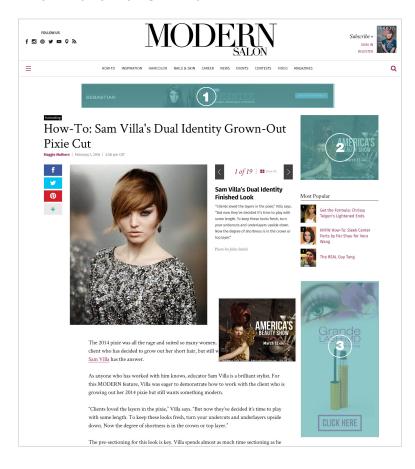
STANDARD AD SIZES	WIDTH	DEPTH
full page	7"	10"
2-page spread	15"	10"

BLEED AD SIZES	WIDTH	DEPTH
full page	8.125"	11"
2-page spread	16"	11"



# BANNER AD SPECS

Your sales manager will provide additional specs for digital, social or special project programs upon insertion confirmation







# **QUESTIONS?**

Contact our Digital Ad Manager, Diana Fitzgerald at diana.fitzgerald@bobit.com

### **1 TOP BANNER**

Banner size	.728 x 90 or 970 x 90
Banner size for mobile	320 x 50
File size	45K max
Link Must send URL	with banner artwork

### **2 RECTANGLE BANNER**

Banner size	300 x 250
File size	45K max
Link Must send URL with b	anner artwork

### **3 HALF-PAGE BANNER**

Banner size:	300 x 600
File size:	45K max
Link: Must send URL with bann	er artwork

NOTE: Follows the user down the page and dynamically rotates when the "load more" button is clicked

### **ALL FILES**

FILE FORMAT: JPG OR GIF RESOLUTION: 72 DPI COLOR MODE: RGB

Remember to include the URL your ad

will link to



# REAL TEAMWORK: CONTACT US

### **EDITORIAL TEAM**



MICHELE MUSGROVE Editorial Strategy and Custom Projects Editorial Director michele.musgrove@bobit.com 847-634-7890



STACEY SOBLE
Business-Building Ideas
Editor in Chief, SALON TODAY
stacey.soble@bobit.com
805-709-1837



ANNE MORATTO
West Coast Happenings, Industry News
West Coast Beauty and Special
Markets Editor
anne.moratto@bobit.com
213-400-8549



LAUREN SALAPATEK E-newsletters, Special Selections and Salon Business Web Editor lauren.salapatek@bobit.com 847-415-8012



JOYCE ALVERIO
Education and Events Calendar,
Special Contests
Editorial Assistant
joyce.alverio@bobit.com



ALISON ALHAMED Social and Exclusive Content, and Photoshoots Editor in Chief, MODERN SALON alison.alhamed@bobit.com 847-415-8084



DEBORAH OGILVIE Career Handbook, Deadlines, Schedules Executive Managing Editor deborah.ogilvie@bobit.com 847-634-4359



MAGGIE MULHERN East Coast Happenings and Fashion Beauty and Fashion Director maggie.mulhern@bobit.com 201-321-1886



JAMIE NEWMAN Hair Color, Celebrity, Nails Senior Editor jamie.newman@bobit.com 847-415-8020



MARY KALETA News, Products Associate Editor mary.kaleta@bobit.com 847-415-8029

# **SALES & MARKETING TEAM**



**STEVE REISS Publisher**steve.reiss@bobit.com
847-634-4354



KATHARINE COOK Digital Sales Manager Midwest/Southeast Region katharine.cook@bobit.com 847-767-2885



GREGG McCONNELL Western Region gregg.mcconnell@bobit.com 805-498-3475



ANGELA REICH East/International Region angela.reich@bobit.com 203-775-5182



BECKY MAY Marketing Solutions Manager becky.may@bobit.com 310-703-6120



SHERRY DELVECCHIO Sales Coordinator sherry.delvecchio@bobit.com 623-536-6630

### **NAILS TEAM**



MICHELLE MULLEN
Publisher
michelle.mullen@bobit.com
310-533-2465



SHANNON RAHN Sales Representative shannon.rahn@bobit.com 310-533-2434



# REAL APPRECIATION

THANK YOU FOR BEING MODERN SALON MEDIA'S REAL PARTNER IN BEAUTY.

WE CAN'T WAIT TO WORK WITH YOU IN 2019 TO CRAFT CONTENT AND CAMPAIGNS THAT HELP YOU AND SALON BUSINESSES SUCCEED.

