



2017 ADVERTISING AND PROMOTIONAL OPPORTUNITIES

JULY 2017 9TH - 11TH

LAS VEGAS

MANDALAY BAY CONVENTION CENTER www.cosmoprofnorthamerica.com

A NEW WORLD FOR BEAUTY BOLOGNA LAS VEGAS HONG KONG

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PRE-SHOW OFFERS



A1. PREFERRED RATE E-CARD PROGRAM

Invite key clients to see you at the CPNA 2017 event and offer them discounted passes! The Preferred Rate E-Card program grants each exhibitor the ability to offer their best customers a 50% discount on regular priced CPNA tickets via e-mail. There is no cost to the exhibitor. When registering booth staff, confirmed exhibitors can download a form letter that they can send to their customers with instructions on how to register for a half-price ticket entrance! Be sure to promote these codes to get more visits at the show!

SAVING OFFER Get 50% Off Show Tickets - Courtesy of Our Company Enter the Code Below Along With Our Booth Number. ON OPROF JULY 2017 NORTH AMERICA LAS VEGAS TH _ 11TH CODE: 2017PREFERRED BOOTH:

A2. VIP BUYER PASSES

Exhibitors may offer free admission to (5) five qualified VIP guests. (See Show Rules & Regulations for entrance qualifications). Fill out the online form when you register your booth staff and each VIP will receive an invitation letter, via email, indicating that your company has generously offered them complimentary admission to Cosmoprof North America 2017. For each VIP, you must provide a name, company name, and email address.

There is no cost to the exhibitor (standard pricing of three-day admission is \$160). Limit five (5) VIP Guests per signed exhibitor contract, not per booth.

DEADLINE: Upon opening of exhibitor registration to show end



TO 5 VIP GUESTS!

PRE-SHOW OFFERS

A3. PUBLIC RELATIONS VISIBILITY

- Tap into our publicity outreach! Fill out the Media Coordination Form here immediately upon receiving your event confirmation to notify our marketing & PR team of new items launching at the event. This information will allow us to understand and share as appropriate your company news with select media trade outlets as part of our regular PR outreach efforts.
- 2. Onsite, you may bring your press kit and company information to the press office.
- 3. Additionally, exhibitors can post their "press releases" online by logging in to the exhibitor portal.

DEADLINE: Through May 20, 2017

A4. DIRECTORY LISTING

The Official Show Directory is offered free of charge to all visitors, exhibitors and members of the media in attendance. Your company listing is free; make sure to update your information in the Exhibitor Log-In Section online so that the information printed is accurate. Please be sure to do this by May 5th at the latest!

Upgrade your listing as well by adding highlights, bold characterizations, outlining boxes, etc. to enjoy enhanced visibility during the event.

DEADLINE May 5, 2017







PRE-SHOW OFFERS



A5. ONLINE EXHIBITOR LISTING

The searchable online directory is free to all Cosmoprof North America website visitors. It allows visitors to search exhibitors according to various criteria before and during the event. Review your company profile to ensure accuracy of company description and product categories.

DEADLINE: July 11, 2017



A6. 1 TO 1 BEAUTY MATCHMAKING

The online portal allows exhibitors to find registered attendees (company name and title) and to request up to 50 meetings for free. Log in as of May 28th and throughout the show days to see the most up-to-date list.

Effective May 28, 2017



PRE-SHOW OFFERS

A7. SEE IT @ CPNA

Enhance your online visibility and increase your event ROI before the show by participating in this program. A major beauty content provider will review products exhibiting at CPNA 2017 and will post the product reviews on their platforms as well as on CPNA social outlets. All you need to do is submit two full size products and product info. Earlier participation gives you better exposure.

Contact cpna@cosmoprofnorthamerica.com for more details and to sign up.

DEADLINE: April 14, 2017

A8. SOCIAL MEDIA EXPOSURE

Tag us and use @cosmoprofna (Instagram) and @cosmoprofly (Twitter) to promote your presence at this year's event and share your handle in the EXHIBITOR LOG IN area so we can find and tag you back. Make sure to check the hashtags #COSMOPROFNA, #COSMOPROFLY, and #COSMOPROF as well.









@cosmoproflv



facebook.com/cosmoprofnorthamerica



@cosmoprofna



"Cosmoprof North America"



youtube.com/user/cosmoprofna

ONSITE SPECIAL PROGRAMS



A9. BEAUT-E ZONE

Top US beauty online influencers will be present **onsite** during the event to view submissions from exhibitors for the CPNA Daily Best in Beauty. At the conclusion of each day, these online influencers will select their 'picks' for CPNA Daily Best in Beauty and post their selections on their respective social platform. The five host names will be unveiled by the end of May!

ONSITE: Visit the Beaut-E Zone lounge on Sunday, 7/9 and Monday, 7/10 from 1pm-4pm and on Tuesday, 7/11 from 12pm-2pm



Get your product featured in Cosmoprof North America's **post show** social media campaign. The industry looks to CPNA to find the newest and best in beauty. Exhibitors can visit the CPNA Beaut-E Reviews section on the show floor (inside the Cosmetics and Personal Care Section) during show hours and present their star product for online viewing. A top online influencer and videographer will capture your sales sizzle and share with the online beauty community, after the conclusion of the event.

ONSITE: Limited number of hours July 9-10, 2017





ONSITE SPECIAL PROGRAMS

A11. INTERNATIONAL BUYER PROGRAM



Both international and domestic exhibitors can enroll in this program and team up with Cosmoprof North America to actively pursue opportunities to meet pre-qualified buyers from emerging markets. Be sure to **fill out the IBP Questionnaire Form** available on the website.

Domestic exhibitors may also enroll in a similar opportunity organized and carried out by foreign trade specialists from the US Commercial Service. For more details contact marketing@cosmoprofnorthamerica.com.

DEADLINE: May 26, 2017





A12. DOMESTIC BUYER PROGRAM



International exhibitors have the opportunity to connect with domestic distributors and enjoy face-to-face meetings on Saturday, July 8th. To sign up for the program, be sure to fill out the **Domestic Buyer and Exhibitor Questionnaire Form** on the website.

DEADLINE: May 26, 2017



ONLINE

NORTH AMERICA LAS VEGAS

B1. DEDICATED EMAIL BLAST

Create and submit your own HTML-designed email blast with customized message to be sent out to Cosmoprof North America's database of pre-registered visitors and qualified leads. Each dedicated email blast will be sent to 10,000 contacts.

Email developed and designed by exhibiting company. HTML code and hosted images required. Contact your sales manager to get specific instructions. *Limited availability!*

Dedicated E-Mail Blast: \$1,500 US DEADLINE: May 10 – July 1, 2017

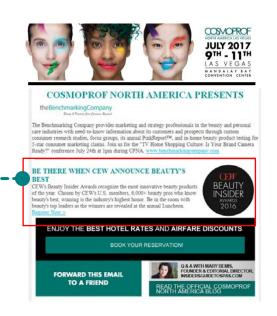


B2. CPNA E-NEWSLETTER SPOTLIGHT

The Cosmoprof North America E-Newsletter is sent out on a regular basis to a qualified database of business professionals and pre-registered attendees of up to 20,000 with event updates. Each newsletter spotlights up to four exhibiting companies; if you are interested in being featured you may submit a brief paragraph of 50 words or less, your company's logo and URL plus a JPEG photo of your key item — email all the items requested to cpna@cosmoprofnorthamerica.com.

CPNA E-Newsletter Spotlight: \$500 US_

DEADLINE: March 15 – July 1, 2017



ONLINE

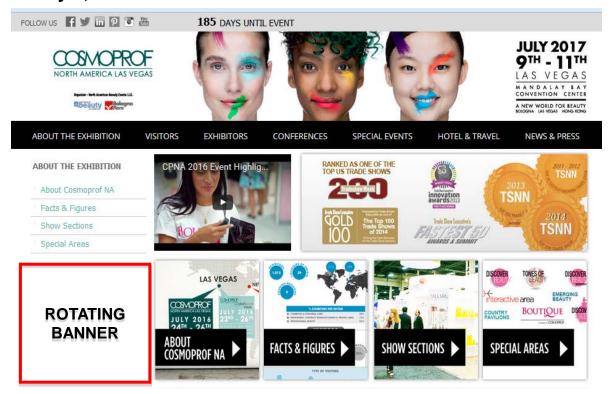


B3. ROTATING BANNER AD LIMITED TO 10 EXHIBITORS – ONE PER COMPANY

Cosmoprof North America's website attracts thousands of visitors daily. Get additional exposure by being featured as one of two advertisers with a rotating banner ad. For one month, your ad will be placed on both the Visitors and Exhibitor pages, two of the most viewed sections of the website. If you are interested in being featured, submit your ad (ad dimensions are: width 290px by height 290px) to cpna@cosmoprofnorthamerica.com.

Rotating Website Banner Ad: \$800 US

DEADLINE: April 1 – July 7, 2017



ONLINE



B4. ONLINE FLOORPLAN: SPOTLIGHT BANNER AD

The online floorplan hosts rotating banner ads that provide additional exposure. The dimensions of the ad are 205 x 60 pixels and will link to any URL provided. The image must be sent according to the specs provided no later than June 16th, 2017. Limited to 8 advertisers per show cycle.

Online Floorplan-Spotlight Banner Ad: \$750 US

DEADLINE: March 6 – June 16, 2017



B5. ONLINE FLOORPLAN: LOGO BRANDING

Your company logo will appear directly on your booth within the online floorplan. Offer available to exhibiting companies with booth sizes of 6 SQM X 6 SQM or larger; logo size depends on the booth size. The logo image must be sent to us according to the specs provided no later than June 16th, 2017.

Online Map - Logo Branding: \$300 US/logo

DEADLINE: March 6 – June 16, 2017

| 1112 | 11168 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10168 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169 | 1 | 10169

B6. VIDEO UPLOADS

Videos are a powerful tool. If you have them, this is a unique way to enhance your listing and support your marketing efforts.

Video Uploads: \$600 US/video

DEADLINE: May 2nd – July 1, 2017



ONLINE



B7. FEATHR SPONSORED RETARGETING PACKAGES

Our sponsored retargeting packages show your ads to our digital audience – specifically people who have visited our event website within the last 2 months.

- Package 1, Pre-Show Campaign: 100,000 impressions, delivered from June 12 through July 11 –
 these ads can encourage visitors to visit your booth at Cosmoprof, sign up for a special offer or
 download, or just promote your brand it's up to you. They will target the most recent and active
 visitors to the Cosmoprof site.
- Package 2, Post Show Campaign: 100,000 impressions, delivered from July 11 through August 8

 these ads can provide follow up information from the show, promote your new product, or be used to promote your brand. They will target the most recent and active visitors to the Cosmoprof site.

Each package is \$3500, or both for \$7000.

DEADLINE: March 6 – June 16, 2017



ONSITE

B8. SHOW DIRECTORY ADVERTISING

The show directory provides information on exhibiting companies. This Directory is offered **complimentary** to over 27,000 expected visitors, members of the press and more than 1,000 exhibitors during the show.

This directory remains an informational source of reference throughout the year. Purchasing an advertisement in this publication ensures your company exposure to all attendees, as well as year-round exposure. Listing is complimentary to all exhibitors. Upgraded listings are available for purchase.

Prime advertising space sells out quickly; be sure to reserve now! Specs can be found here.

DEADLINE for Artwork: May 1, 2017

PRICE LIST

Standard Position (4 Color Only)

Two Page Spread \$3,650 US Full Page \$2,300 US

Premium Position (4 Color Only)

Inside Front Cover \$4,100 US
Inside Back Cover \$3,350 US

Facing Contents Page \$2,550 US

On-Site Directory Listing Enhancements

Bold Listing \$300 US

Bold and Outlined \$400 US

Add Company Logo (4 color) \$500 US







ONSITE

B9. BAG INSERTS

LIMITED TO EIGHT EXHIBITORS – ONE PER COMPANY

Place your product/sales literature right in the hands of the beauty industry professionals. Tote bags contain everything attendees need onsite including a show directory and expo hall map. Attendees go through these bags looking for show specials so be sure to add a little incentive and create a call to action to drive them to your booth. All inserts are subject to organizer's approval whereby the number and type of pieces/samples must be discussed. Limited to 8.

Bag Insert (each item): \$2,000 US

DEADLINE: approved insert must arrive at GES warehouse between Wednesday, May 31st and Friday, June 30, 2017

B10. SPONSORED BADGE LANYARDS

Attached to every attendee badge, your company's name (as well as logo, when possible) will be visible to all. The first 5,000 attendees will receive a lanyard.

Sponsored Badge Lanyards: \$8,500 US DEADLINE for Final Artwork: May 1, 2017







ONSITE



B11. Media Day NEW

Open to exhibitors who have new products launching at Cosmoprof North America, this is the best way to present and connect with registered media. Up to 20 companies will have a chance to present their <u>NEW</u> product during the one hour lunch event on Monday, July 10th from 12:30pm – 1:30pm. All media are invited to participate, enjoy lunch, and discover all newness unveiled at the show.

Offer is limited to 20 exhibiting companies.

Contact pr@cosmoprofnorthamerica.com for more details.

Participation in Media Day is \$500.

DEADLINE: June 15, 2017







ONSITE



B12. GLAMOUR ME

Glamour Me is a dedicated beauty lounge located in the prime foyer area. Each of the eight stations (categories are within the hair, makeup, nails, and skincare segment) will be sponsored by an exhibitor who specializes in that respective category (exhibitors can sponsor one station only). Exhibitors will be responsible for providing one artist to perform the demo service who will be available for entire 3-days of the show [opening till closing]. Product being demoed by exhibitor must be their newest product and / or look for the upcoming season. Availability is limited to eight exhibitors.

Contact com@cosmoprofnorthamerica.com for more details. Sponsorship of one station is \$2,500.

DEADLINE: Subject to availability





ONSITE

B13. BOUTIQUE: CUSTOMIZED SAMPLING ONSITE

BOUTIQUE is an area located in the prime foyer area at Cosmoprof North America and is open to all attendees throughout the show hours. BOUTIQUE offers a limited number of exhibitors the ability to showcase their brand and sample their key products to all attendees from this high-traffic location.

BOUTIQUE serves as a main attraction point at the show; all attendees who visit are scanned and their information is provided to participating exhibitors to follow up on the leads provided post show. The products given out are reviewed and selected by the organizers; the samples must be deluxe sizes and minimum quantity requested is 1,000 pieces.

SAMPLING FOR A CAUSE

- -Onsite sampling bar station located inside the Professional Beauty Section directly from the lobby
- -High-end environment with clear dispensers presented as a wall display with brand logos
- -Limited to 20 exhibiting companies featuring key star product
- -All funds collected onsite will be donated to the Look Good Feel Better Foundation
- -Supported by powerful onsite marketing activities including footprints leading to the area, signage in key floor areas and handouts to all attendees
- *Potential New Beauty Magazine Collaboration

BOUTIQUE: \$1,000 US & 1,000 deluxe samples

DEADLINE: Subject to availability







ONSITE

B14. FREESTANDING SIGNAGE AND SITUATION MAPS

A) FREESTANDING SIGNAGE

Increase your visibility with single or double-sided signs that are strategically placed throughout the show floor lobby and registration areas. Viewed by over 27,000 visitors of the show, these signs provide unsurpassed marketing exposure.

Freestanding Sign, Single Sided: \$1,575 US Freestanding Sign, Double Sided: \$2,050 US

DEADLINE: Final artwork approved by June 9, 2017



Place your logo pointing at your booth location on the situation maps located around the show floor. Availability is limited to 16 signs on trade show floor.

Situation Maps: \$2,000 US

DEADLINE: Final artwork approved by June 9, 2017







ONSITE



B15. HOTEL TV ADS

Mandalay Bay is the official hotel for the exhibition. To promote CPNA, two channels will be made available to all guests and feature unique promotional content. Exhibitors may purchase 30 second or one minute ad times to run during July 7th – July 11th. Video content must be submitted by June 1st. CPNA reserves the right of refusal for advertising provided. Fees will apply if production work is required to format the video ad or is involved.

One minute video ad with info: \$500 for the week (July 7 - 11, 2017); organizers can provide creative agencies.

DEADLINE: June 1, 2017

B16. HOTEL ROOM DROPS

Mandalay Bay Hotel will distribute your magazine, product, flyer, newsletter, deal sheet, etc. to every room in the participating hotel block. Want to distribute to only attendees and not exhibitors? Easily done! Would you like to distribute to exhibitors only? Again, easily done!

Prices will vary based on item type dropped in each room. Item type required for a quote.





B.17. TAILOR-MADE SPONSORSHIPS

Contact us to achieve the most for your sponsorship dollars. CPNA will work with you to arrange custom sponsorships catered to your budget. Examples of custom sponsorships are hotel room key cards, water bottles, registration sponsorships, etc.



CONTACTS

DOMESTIC SALES TEAM:

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REQUEST FORMS AND PRICING

ON-SITE DIRECTORY LISTING ENHANCEMENTS

FAX BACK TO TONI C. DAVIS, CPNA SHOW SALES DIRECTOR AT 480-905-0708. FORM MUST BE RECEIVED **PRIOR TO DEADLINES.**

_		
COMPAI	NY NAME	
CONTAC		
PHONE	NUMBER	
E-MAIL		
PAID MA	ARKETING AND PROMOTIONAL OPPORTUNITIES	
QTY	ITEM	UNIT PRICE
	1) DEDICATED EMAIL BLAST	\$1,500
	2) CPNA E-NEWSLETTER TEXT AD	\$500
	3) ROTATING BANNER AD	\$800
	4) ONLINE FLOORPLAN: SPOTLIGHT BANNER AD	\$750
	5) ONLINE FLOORPLAN: LOGO BRANDING	\$300
	6) VIDEO UPLOADS	\$600 PER VIDEO
	7) FEATHR SPONSORED RETARGETING PACKAGES	\$3,500
	8) SHOW DIRECTORY All positions are 4-color. Space is limited. Please indicate a first, second	and third choice.
STAND	ARD POSITION (4 COLOR ONLY)	
	TWO PAGE SPREAD	\$3,650 US
	FULL PAGE	\$2,300 US
PREMI	UM POSITION (4 COLOR ONLY)	
	INSIDE FRONT COVER	\$4,100 US
	INSIDE BACK COVER	\$3,350 US
	FACING CONTENTS PAGE	\$2,550 US

BOLD LISTING	\$300 US
BOLD AND OUTLINED	\$400 US
ADD COMPANY LOGO (4 COLOR)	\$500 US

QTY	ITEM	UNIT PRICE
	9) BAG INSERTS (EACH ITEM)	\$2,000 US
	10) SPONSORED BADGE LANYARDS	\$8,500 US
	11) MEDIA DAY (NEW)	\$500 US
	12) GLAMOUR ME	\$2,500 US
	13) BOUTIQUE: CUSTOMIZED SAMPLING ONSITE	\$1,000 US & 1,000 DELUXE SAMPLES
	14A) FREESTANDING SIGNAGE- SINGLE SIDED/ DOUBLE SIDED	\$1,575/ \$2,050 US
	14B) SITUATION MAPS	\$2,000 US
	15) HOTEL TV ADS	\$500 US
	16) HOTEL ROOM DROPS	PRICES VARY
	17) CUSTOM SPONSORSHIP	PRICES VARY

