Align with the industry’s most trusted resource

For more than 53 years, Training magazine and the Training Magazine Network have been the trusted source of practical advice, expertise, breakthrough thinking, and connection for the worldwide training community. Our mission is to provide the complete array of resources to support training and learning executives and professionals at every stage of their careers.

Training covers the entire spectrum of training, learning, and talent development

A decision-making audience that’s looking for your solutions, products, and expertise:

- Business Skills Development
- Health and Safety Training
- Leadership Development
- Learning Technology/Systems
- Management Training
- Regulatory/Compliance Training
- Sales/Customer Service Training
- Soft Skills Training
- Talent Development and Management
- Technical Training
- Training/L&D Professional Development

Unparalleled variety and measurable ROI through a full suite of advertising, lead generation, and content marketing offerings:

- **The Digital Gateway for the Worldwide Training Industry:**
  native advertising, banners, custom landing pages

- **Custom and Turnkey Webinars:**
  24-hour turnaround of registrant list; ongoing, evergreen source of leads (Archived webinars never expire!)

- **Co-Branded HTML Emails:**
  Your message delivered to your target list by a brand they trust

- **Digital and Print Editions:**
  Online editions archived indefinitely for continual exposure; premier-designed print edition circulation: 40,000

- **Events:**
  Training Conference & Expo, Training Top 125 Gala, Online Learning Conference, Innovations in Training

- **The Industry’s Premier Awards Program:**
  Training Top 125, Training Top 10 Hall of Fame, Emerging Training Leaders

- **Weekly eNewsletter:**
  46,000 opt-in subscribers; your brand in their inbox every week

- **White Paper Channel:**
  100 leads guaranteed

Thank you to everyone at Training magazine for making the conference a wonderful experience. I have been singing your praises and look forward to continuing our partnership.”

Sharon Steeley, Director, Marketing & Communications, SCRIMMAGE
**Training magazine’s circulation includes 40,000\(^1\) training, learning, talent development, human resource, and performance professionals across all industries. With an expansive digital and print media footprint, *Training’s* reach goes even further. It is the go-to source for the decision-makers and influencers who are looking for expertise, resources, and comprehensive research to support their learning & development initiatives.

### Audience overview

**Reach decision-makers in these departments:**

- 52.1% Training/Development
- 9.6% Other (including Consultants and Paid)
- 8.4% HR/Personnel
- 8.0% Instructional Designer/Developer
- 4.6% MIS/Systems/Technical
- 4.6% Sales/Marketing/Product Development
- 7.7% General/Corporate Administrative Management
- 1.9% MIS/Systems/Technical
- 1.5% Customer Service
- 1.5% Finance/Operations/DP

### Business/Industry\(^1\)

- 11.8% Educational Service/Academic Institution
- 13.8% Finance/Banking, Real Estate, and Insurance
- 10.8% Business Services & Hospitality
- 8.8% Manufacturing
- 7.0% Communications, Transportation & Utilities
- 9.0% Government/Military and Public Administrator
- 8.0% Consulting
- 5.7% Wholesale, Distribution, and Retail
- 14.0% Other

The trusted source for businesses that invest in learning & development

---

\(^1\) Source: Trainingmag.com 2018
Immense buying power and authority

READER FAST FACTS

82% have had a training responsibility for 5+ years

73% provide training to 500 or more employees

65% are in organizations with a sales volume of $50 million or higher

50% have been in their current position for 4+ years

23% are Director, CLO, COO, Vice President, President or CEO

25% are Manager or Supervisor

48% are Manager or above

TYPES OF TRAINING

Types of training/learning readers are involved in

- Soft skills .................................................. 58%
- Leadership development ...................... 56%
- Customer service ................................ 54%
- Business skills ....................................... 52%
- Technical training .................................. 47%
- Management/supervisory ..................... 46%
- Product training ...................................... 45%
- Regulatory/Compliance ....................... 35%
- Applications (Word, Excel, etc.) .......... 35%
- Specialized job skills ......................... 29%
- Health and safety ................................. 28%
- Sales .................................................. 25%
- IT Training ............................................. 25%

Showcase your brand and expertise with top leaders and managers

1 Publisher’s Own Data; July/August 2017. TQ = 40,000.
2 Annual Salary Survey; May 2017
And now for a little name dropping

Learning professionals and leaders from the world's top organizations turn to *Training* as their trusted source for valuable insights, expertise, trends, and best practices.

<table>
<thead>
<tr>
<th>Automotives/Chemical</th>
<th>Consumer/Food Products</th>
<th>Entertainment/Hotels</th>
<th>Finance/Banks/Insurance/High Technology</th>
<th>Manufacturing/Distribution</th>
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<td>Source: Publisher’s Own Data, September/October 2017</td>
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Editorial overview

*Training* magazine has been THE source of industry insights, best practices, and case studies for learning & development professionals since 1964.

- Leadership Development
- Coaching/Mentoring
- Onboarding
- Employee Engagement and Recognition
- Talent Management
- Training Technology
- Evaluation & Metrics

“On behalf of Lenovo Software and the AirClass team, we’d like to compliment you on your continuous assistance and support. You are a tremendous partner, and we value our relationship!”

Milee Marcotte, Product Marketing Manager, Lenovo Software

DEPARTMENTS

Look for these columns in every issue of *Training* magazine, both online and in print:

**Training Today:** News, stats, and business intel, plus columns by Bruce Tulgan (Sticky Notes), Founder, Rainmaker Thinking; and Jason Womack (Productivity Coach’s Corner), Co-Founder/Head Coach, www.GetMomentum.com, and Co-Founder/CEO, The Jason Womack Company

**Soapbox:** Training trends, case studies, and survey analysis

**How-To:** Tips and tricks to train effectively

**World View:** A look at training and development in a different country each issue; three articles written by Neil Orkin, President, Global Training Systems, and three provided by Global Dynamics, Inc.

**Learning Matters:** Musings on business, innovation, learning, and technology by Tony O’Driscoll, Regional Managing Director, Duke CE

**Best Practices:** Deep dive into cross-cultural and diversity training and global leadership coaching by Neal Goodman, President, Global Dynamics, Inc.

**Training Magazine Events:** Preview of a topic that will be covered during our Training Conference & Expo and Online Learning Conference events

**Trainer Talk:** Practical tips to help trainers train better and employees learn better by Bob Pike, the “Trainer’s Trainer”; Chairman/Founder, CTT Newsletters, LLC

**Talent Tips:** Teaching leaders how to give “real recognition for real results” by Roy Saunderson, Chief Learning Officer, Rideau’s Recognition Management Institute

**Last Word:** Thoughts on training-related topics, including negotiation/conflict resolution, business etiquette, and employee performance management. Authors include: Michael Rosenthal, Managing Partner, Consensus; Peter Post, Director, The Emily Post Institute; Ajay Pangarkar and Teresa Kirkwood, Co-Founders, CentralKnowledge.com and LearningSourceonline.com
No one covers the state of training like Training.

The Annual Industry Report

Training, learning, and talent development leaders and professionals rely on this report as a statistical gauge for measuring their own training functions against industry norms. With data representing a cross-section of industries and company sizes, the Industry Report presents a comprehensive view of the current environment as well as historical trends, including:

- Training expenditures
- Types of training intended to purchase
- Expenditures per learner
- Hours of training per employee
- Training staffing
- Budget changes, including by industry and company size
- Who gets trained
- Projected funding for learning areas over the next year
- Delivery methods
- Technology usage
- Extent of outsourcing

The Annual Salary Survey

For a pulse of the average training salaries across roles and regions, Training’s exclusive research can’t be beat. Training professionals at all levels turn to the Annual Salary Survey for the latest analysis of industry compensation and to find out how their own salary stacks up against the broader marketplace.
## Editorial calendar

### ISSUE

#### JANUARY/FEBRUARY
- Ad Close: 12-18-17
- Materials: 1-5-18
- Mail Date: 2-13-18

#### MARCH/APRIL
- Ad Close: 2-22-18
- Materials: 2-26-18
- Mail Date: 3-22-18

#### MAY/JUNE
- Ad Close: 4-4-18
- Materials: 4-9-18
- Mail Date: 5-8-18

### ISSUE FOCUS

#### Training Top 125
- 2018 Training Top 125 (Top 5 Profiles, Top 125 List, Top 10 Hall of Fame Inductees, Best Practices and Outstanding Training Initiative Award winners)
- Innovative Ways to Leverage Top 125 and Hall of Fame Status
- Learning Marketing Survey Results

#### The Business of Training
- Creating a Holistic Approach to Learning
- Building Organizational Constituencies
- Choosing the Right Agile Strategy
- Integrating Adaptive Learning into the Organization
- Training 2018 Conference & Expo Wrap-Up

#### Leadership Development
- The Emergence of Social Leadership
- Avoiding the Mid-Level Slump
- Managing the Transition of Learning Leaders
- Global Leadership Development Survey Results

* Training Top 125/
 Hall of Fame Learning & Development Best Practices

### FEATURES

#### BONUS DISTRIBUTION

- **Training 2018 Conference & Expo**
  - Feb. 12 – 14, 2018
  - Atlanta, GA

- **ISA Annual Business Retreat**
  - March 2018
  - Tucson, AZ

- **ATD**
  - May 6 – 9, 2018
  - San Diego, CA

- **SHRM**
  - June 17 – 20, 2018
  - Chicago, IL

Dates subject to change and are current as of December 2017

*Learning & Development Best Practices are written by Training Top 125ers and Top 10 Hall of Famers; we do not use outside sources for these articles.*

trainingmag.com
### Editorial Calendar

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<tr>
<th>ISSUE</th>
<th>JULY/AUGUST</th>
<th>SEPTEMBER/OCTOBER</th>
<th>NOVEMBER/DECEMBER</th>
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<th>ISSUE FOCUS</th>
<th>Talent Management/Motivation</th>
<th>Technology</th>
<th>Research</th>
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<tr>
<td>FEATURES</td>
<td>Helping Employees Reach Learning Goals Through GED, College Credits, Tuition Aid, &amp; More</td>
<td>Using Innovation Labs to Aid Learning Design</td>
<td>2018 Industry Report</td>
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<td>Training Hiring Managers</td>
<td>Adapting to Emerging Factory Technologies</td>
<td>2018 Salary Survey</td>
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<td>Training to Prevent Violence in the Workplace</td>
<td>Using Technology to Monitor Employee Training &amp; Certification</td>
<td>Is “Just Google It” the Future of Learning?</td>
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</table>
|             | Why Change Initiatives Fail...And What You Can Do | Special Section:  
  - Games & Simulations  
  - Trends (Virtual and Augmented Reality)  
  - Case Studies | Learning Needs for Boomers and Seniors |
|             | Employee Engagement Survey Results | * Training Top 125/Hall of Fame Learning & Development Best Practices | How Training Professionals Can Make Their Roles Intrapreneurial |
|             | ISA Special Coverage          |            |          |

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<th>BONUS DISTRIBUTION</th>
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<td>October 8 – 10, 2018</td>
<td>Chicago, IL</td>
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*Learning & Development Best Practices are written by Training Top 125ers and Top 10 Hall of Famers; we do not use outside sources for these articles."
Training’s powerful digital edition—unprecedented brand exposure

When you advertise in Training’s digital edition, you get the benefit of dramatically increased online audience engagement, a result of substantial investments we’ve made in the circulation databases of all of our media products.

TrainingMag.com: Digital gateway for the worldwide training community

Whether your goal is to increase brand awareness, generate leads, acquire new clients, and/or retain loyal customers, TrainingMag.com provides you with essential online exposure to Training magazine’s vast and diverse audience.

MONTHLY RUN-OF-SITE RATES:

<table>
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<th>Format</th>
<th>Cost</th>
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<tr>
<td>Leaderboard (728 × 90)</td>
<td>$1,495</td>
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<td>Premium Square (300 × 250)</td>
<td>$1,295</td>
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Every week, this popular eNewsletter provides relevant news and business intelligence to 46,000+ training and L&D leaders and professionals. Featuring proprietary Training magazine content not found anywhere else, this is the savvy choice for building brand exposure with a targeted, highly engaged audience every week.

Opt-in monthly subscribers: 46,000+
Average open rate: 10%
Average click-through rate: .2 – .5%

Be part of the content with a simple, cost-effective Text Ad (up to 75 words plus a URL). One Text Ad per eNewsletter.

MONTHLY RATES:
- 4 Top LeaderBoards (728 x 90): $2,599
- 4 Premium Squares (300 x 250): $2,399
- 4 Anchors (728 x 90): $1,879
- 4 Text Ads: $1,099
TrainingMagNetwork.com is Training magazine’s one-of-a-kind community where learning and development professionals go to find the expertise, information, and support to do their jobs and grow their careers. With more than 85,000 members, this is a highly engaged network that’s hungry for knowledge and continual learning.

“The quality and large number of people who participate in each webinar has generated great dialogue among participants and ourselves. We truly believe that we are reaching the people who can make meaningful changes in their organization based upon the information we have an opportunity to share through Training Magazine Network.”

David Yesford, Senior Vice President, Wilson Learning Worldwide
Sponsored lead-generating webinars

Bring in your experts to demonstrate even greater authority and marketplace visibility

TrainingMagNetwork’s Sponsored Webinars are Training’s most popular content marketing channel — and for good reason. There’s no better way to showcase your expertise or share your latest research, as well as generate thousands of ongoing, targeted leads for your sales pipeline.

- Webinars are promoted to our entire community, including:
  - Training Weekly eNewsletter subscribers (46,000+)
  - Training Magazine Network members (85,000)
  - Training’s social channels (Twitter, Facebook, LinkedIn)

*Consider 1×, 2×, 3× or 4× (quarterly) webinars. Frequency discounts available.

"You guys have the most interactive, engaged audience of all the webinars I do... largely due to the way you manage the webinars, so hats off to you for that."

Mike Kunkle, Sr. Director, Sales Readiness Consulting, Brainshark, Inc.

"TrainingMagNetwork provides us with an amazing host for our webinars. We appreciate the way they usher in attendees for us."

Avranil Kumar Das, Marketing Specialist, Adobe

Additional lead-generating asset

You can find more information on webinars and sponsored content on TrainingMagNetwork.com.

You can also listen to the full interview with Mike Kunkle and Avranil Kumar Das on TrainingMagNetwork.com.
Turnkey lead-generating webinars

Fill your pipeline with targeted leads. We make it easy.

TrainingMagNetwork.com’s Turnkey Lead-Generating Webinars are the easiest, most effective path to thousands of high-quality leads, offering immense exposure for your brand in front of a targeted audience of corporate training decision-makers.

- We promote, organize, manage, and facilitate a professional, expert-led Webinar, while you sit back and collect all the leads.
  - Includes a fully automated, 6-8 week marketing campaign to drive registrants to the Webinar.
  - 2017 average number of registrants: 1,057

- Your branding appears on registration form and Webinar slide.

- Your company receives special mention during Webinar, including opportunities such as providing special a special offer, or an end-of-webinar demo for participants.

- You receive complete registration list, including contact information and demographics, and webinar is archived indefinitely for continual lead flow.

Leading with Emotional Intelligence (EQ) in Workplace

Speaker

Marjorie Derven
Founder, HUDSON Research & Consulting

Webinar Recording Details

Date and Time: 0 Tue, Jun 06, 2017 at 12PM Pacific / 3PM Eastern
Duration: 1 hour
Cost: $0 (Free)
Want Access? Register to view the recording.

Description

Globalization, doing more with less, leading remote and contingent workers, changing engagement: These are just a few of the dramatic changes that leaders face today. Join four elements of Emotional Intelligence (self-awareness, self-management, social awareness, and relationship management) as a key differentiator for leadership performance, which requires collaboration.

In this highly interactive and practical session, we will explore how lack of self-awareness and personal triggers limit our ability to make the best decisions and build positive relationships. We will discuss specific strategies that can promote more productive roles, with Leadership Action Planning to apply after the webinar.

Learning Objectives:
- Explore the four dimensions of Emotional Intelligence
- Identify the business case for developing Emotional Intelligence
- Identify what your personal strengths and weaknesses are
- Discover how EQ can help you improve performance, build relationships, and manage stress

Our Sponsor

Sponsored By

The National Conference Center

SPONSOR BRANDING
Native & sponsored content

Digital/Print edition spreads

Full Page Article (500–800 words) or 2-page spread (1,200–1,400 words).

2-page spreads can be set up as one page of article content and an adjacent Full Page 4C display ad. *Training* can provide editorial guidance/assistance for story angle/theme, etc.

**YOUR ARTICLE**

**Learning Ecosystems: A Model for 21st Century Employee Learning**

**Industry Insight**

**Strategic Onboarding—Help New Hires Belong and Deliver Results**

**Active and collaborative learning environments, including workplace simulation and new hires are more satisfied when their goals are integrated with training and development opportunities.**

**YOUR FULL-PAGE DISPLAY AD ON FACING PAGE**

**BizLibrary**
Sponsored articles on TrainingMag.com

Sponsored articles appear in the news feed on the TrainingMag.com home page for 30 days, plus:

- 30-day social marketing campaign
- Text ad in two issues of the Training Weekly eNewsletter
HTML emails

Your message to 5,000 targeted professionals

Get valuable brand exposure with the decision-makers looking for your products and services, delivered from a source they know and trust. Co-branded with Training for optimum open rates, each HTML email delivers your graphically enhanced, custom-crafted message and web links to 5,000 targeted professionals.

Average open: 12%
Average click-through rate: 1–3%
White paper marketing

Leads in your inbox, ASAP.

Simply provide a completed White Paper, eBook, or other valuable content marketing piece in PDF format, and we will provide a full marketing campaign to promote downloads.

Your white paper will get exposure throughout the Training brand’s assets:

- Link to white paper from TrainingMag.com home page and Training Weekly e-newsletter: reach 250,000+
- Direct e-mail marketing to Training’s lists: reach approx. 65,000 each
- Social media marketing on Training’s Twitter, LinkedIn, and Facebook pages

**Full marketing campaign and customizable download form**

**12.5 STEPS TO A PERFECT INCENTIVE PROGRAM**

**FEATURED WHITE PAPERS**

**COMPLIMENTARY WHITE PAPER CHANNEL**

Training magazine is pleased to provide complimentary high quality white papers on business problems faced by and potential solutions for today’s busy corporate learning executive.

**Easy As 1-2-3**

Here’s how easy it is to get your white paper online and start collecting leads:

1. Submit your asset via e-mail as a PDF file.
2. Submit your logo and an abstract. Both will appear on the landing page where readers download your white paper.
3. Your white paper will be posted on www.TrainingMag.com within 48 hours.

**Standard program: $30/CPL with 100 leads guaranteed**
Want a more turnkey solution for leads?
Join Training’s white paper subscription program.

Drive a consistent flow of leads to your inbox with a monthly white paper subscription, and put your content to work for you on a continual basis.

Here’s how it works: Send us your white paper or similar content asset, and we’ll provide ongoing marketing efforts for continuous weekly leads. White papers in the subscription channel are promoted to TrainingMagNetwork’s 85,000-member network, combined with the Training Weekly circ database (46,000+). Provide updated assets depending on length of campaign. Totally turnkey.

Cost/Leads:

• 3 months: $4,000
  (Minimum 200 leads)
• 6 months: $6,000
  (Minimum 400 leads)
• 12 months: $9,900
  (Minimum 800 leads)
Retargeting campaigns allow you to deliver your banner ads to our website visitors AFTER they have left our website! Once visitors have been to TrainingMag.com, they become a member of our retargeting lists. This NEW program allows you VIP access to market directly to this highly qualified audience!

When your banners are placed in our retargeting program, your ads “follow” our visitors while they perform Google searches and visit other partner websites within Google’s expansive Search and Display Networks. Google Search is the gold standard of internet search engines. The Google Display Network reaches 90% of internet users worldwide and includes more than 2 million publishers, including websites like nytimes.com and weather.com and Google-owned websites like Gmail, Blogger, and YouTube and more.

Retargeting banners are sold on a cost-per-click (CPC) basis. Purchase as many clicks as you need — your ads will run until your order has been met.

- Pricing/Cost: $5 CPC
- Maximum quantity: none
- Availability: first come
Elevate your brand, make meaningful connections

With a variety of opportunities to fit every budget or set of marketing objectives, sponsorship of our events will give you brand recognition and valuable exposure with your top prospects and clients. Get in touch with your account executive for help customizing a package that delivers the greatest return on your conference investment.

We love the Training Conference because we feel like these are real, quality attendees. I find that they are very prepared, and they come out to the trade show floor with some very specific things in mind...I’m pleased to say that last year we had three leads that turned into significant business for us, which is really exciting for a small company.”

Diane Senffner, CEO, President, Cine Learning Productions

I always leave the Training Conference & Expo inspired and rejuvenated. I’d recommend this conference to everyone looking to excel in the training and development industry.”

John Congemi, Director, Employee Development, MasTec

Gold Show Sponsorship Package:

• Full Page Ad in the Official Show Directory
• Full Page Ad in the Jan/Feb Top 125 Issue
• 728 × 90 Top Leaderboard on www.TrainingConference.com
• Gold Show Sponsor Status
• 100-lead white paper

2017 Attendee Job Title

<table>
<thead>
<tr>
<th>Job Title</th>
<th>Percentage</th>
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</thead>
<tbody>
<tr>
<td>CLO/COO/VP/Director or above</td>
<td>21%</td>
</tr>
<tr>
<td>Manager/Supervisor</td>
<td>28%</td>
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<tr>
<td>Training Specialist</td>
<td>28%</td>
</tr>
<tr>
<td>Instructional Designer/Developer</td>
<td>9%</td>
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Total 2017 Attendance

2,089
Training Top 125

Be part of the industry’s premier awards program

Training Top 125 Black-Tie Gala

Monday, Feb. 12, 2018
Georgia World Congress Center, Atlanta

Now in its 18th year, the Annual Training Top 125 Black-Tie Gala is the “main event” in which the 2018 Top 125 Honorary Companies find out where they rank on this coveted list that showcases Fortune 1000 companies’ best practices in learning & development

Sponsorships starting with:

• Two (2) complimentary tickets to the Black-Tie Gala
• One (1) post-Gala HTML blast sent on sponsor’s behalf by Training magazine to all Top 125 Gala attendees
• Pre- and on-site branding
• A toast from the stage with Training’s editor and the Top 125 Hall of Famers
• Opportunity to provide a special prize giveaway, or provide a small gift item at each place setting (650)

2017 Training Top 125 companies include:
1. Keller Williams Realty, Inc.
2. New York Community Bancorp, Inc.
3. Leading Real Estate Companies of the World
4. BNSF Railway
5. Sonic Automotive, Inc.

Training Top 10 Hall of Fame

Training magazine’s Top 10 Hall of Fame comprises elite companies that earned a Top 10 ranking in the Training Top 125 for four consecutive years. Members provide editorial guidance, serve as awards judges, and collaborate on industry thought leadership white papers.

To date, Hall of Fame companies include: Booz Allen Hamilton, Deloitte, Ernst & Young, Farmers Insurance, IBM, KLA-Tencor, KPMG, McCarthy Building Companies, Inc., PwC, SCC Soft Computer, Verizon and Keller Williams Realty, Inc.

Contact your Training Account Executive for specialty Gala Sponsorship Opportunities (including tickets to the Gala)
Innovative and interactive sponsorship options, along with unique competitions and opportunities to demo your best products, allow you to keep your brand top of mind with the eLearning industry’s forward-thinking influencers, decision-makers, and trendsetters.

Sponsorship options include:

- Vendor Demo Table
- 30-minute Vendor Demos (2)
- 728 × 90 Top Leaderboard on www.OnlineLearningConference.com
- 200-lead white paper

Contact your account exec for full sponsorship details.
Innovations in Training

A curated expedition into the future of learning at work

What is the nature of learning in the digital enterprise, and what role will trainers play in it? Innovations in Training (IIT) is an immersive experience that kicks off after Training’s two big conferences — Training 2018 and the 2018 Online Learning Conference — with a focus on imagining, experiencing, and creating a new future of learning. Each IIT event features local and national innovators as guides.

This “on the road, board the bus” experience takes attendees to various sites throughout the conference host city, where innovation is happening live and in real time and at a wide array of corporate and academic locations.

Limited exclusive sponsorships are available. Contact your account representative for details.

“In the past three days, I’ve felt like a kid in a candy store. This has been absolutely fantastic — all these tools and ways to use simulations and virtual environments.”

Rick McNamara, Senior Manager of Instructional Design, Siemens

“I loved it! I really liked the boutique nature of this event. There was a really nice balance between low tech and high tech. There are things that I can apply tomorrow and there are things that I can build on that could change the way things work for us a year from now. It was very, very practical.”

Adam Smith, Learning Partner, Alberta Treasury Branch
Training magazine is published 6 times a year, with a print circulation of 40,010. Each issue includes an accompanying digital edition that is archived indefinitely on Training’s website, TrainingMag.com, which logs 100,000+ page views per month.

### 2018 TRAINING DISPLAY COLOR RATES

<table>
<thead>
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<th>Ad Size</th>
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<th>3x</th>
<th>6x</th>
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Send all print ad materials and direct all print production questions to:

Bethany Lewis
Production Manager
Phone: 612.723.1222
Bethany@TrainingMag.com

Training magazine has a special relationship with ISA: The Association of Learning Providers. If you’re a member, be sure to ask your account representative about special rates for members only.

<table>
<thead>
<tr>
<th>Issue</th>
<th>Ad Close</th>
<th>Materials Due</th>
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<td>10.8.18</td>
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</table>
We have conducted webinars with TrainingMagNetwork for years. They host some of the most professional webinars in the industry, and their team is extremely professional, always striving to offer the highest quality content to their readers. The steady stream of exposure we gain for our team of experts and the topics covered have been integral to our overall marketing strategy.

Nancy Brenny, Vice President Marketing, Wilson Learning