

#### **AAA NCNU**

Northern California, Nevada, Utah, Arizona, Montana, Wyoming, Alaska







## **Trusted Brand & Loyal Audience**

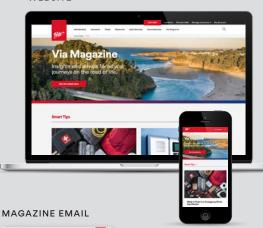
Reach a loyal and highly engaged audience of Members, who seek information and inspiration from a trusted source.

- AAA is one of the most recognized brands in the world
- Consistently high Membership renewal rates = loyalty and trust
- Via is the No. 1 source of travel advice for Members after friends and relatives
- action after reading Via

## **Multi-Platform Opportunities**

- Website
- ✓ Digital magazine (4x per year)
- ✓ Print magazine (1x per year)

#### WEBSITE





#### DIGITAL MAGAZINE



#### PRINT MAGAZINE



#### E-NEWSLETTER

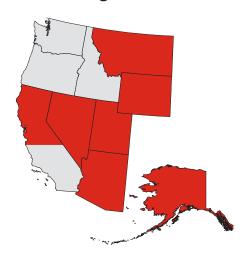






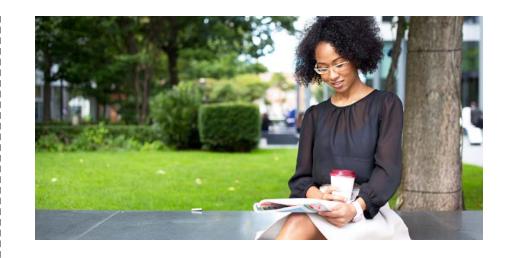
# 7 Million Readers

### Coverage of 22 DMAs



# Circulation Breakdown

Northern California	2,244,707
Arizona	487,119
Nevada	272,396
Utah	135,512
Montana	70,871
Wyoming	21,219
Alaska	16,393





### 1 out of 2 Households

in Northern California

## Age Breakdown

**22-53** 35%

**54-72** 42%

**73+** 22%



50.4%



49.6%



27% higher than the U.S. average





Average Home Value

\$628,451

34% higher than the U.S. average



# **Digital Issue**

#### THE FLIPBOOK

Page Views 17.6k per issue

#### **FULL-PAGE AD**

\$1,500 net

#### File requirements:

• high-resolution PDF with fonts embedded (8 x 10.5 inches)

OR

• high-resolution JPG (2400 x 3150 pixels)









#### THE EMAIL

- Reach 1.6 million opt-in AAA Members
- Open Rate 48%25.92% better than the national average
- Click-Through Rate 2.78%2.69% better than the national average

#### **LARGE SPACE**

\$6,000 net

Two spots available per email.

#### File requirements:

• 1180 x 400 pixels

- must be legible at 390 x 132 pixels
- jpg, png, or gif
- provide URL





## **E-Newsletter**

- Reach 1.657 million opt-in AAA Members
- Open Rate 48%25.92% better than the national average
- Click-Through Rate 2.78%2.69% better than the national average

#### LARGE SPACE

\$9,500 net

Two spots available per email.

#### File requirements:

- 1180 x 400 pixels
- must be legible at 390 x 132 pixels
- jpg, png, or gif
- provide URL

## SPONSORED CONTENT

\$7,500 net

Two spots available per email.

#### File requirements:

- 600 x 500 pixels
- jpg or png
- no text or logos on the image

**Headline:** 2-3 lines (about 10 words)

**Subhead:** 2-3 lines (about 15 words)

Maximum: 5 lines total

**Button:** 25 characters maximum (including spaces); provide URL

#### **SMALL SPACE**

\$3,000 net

Two spots available per email.

#### File requirements:

- 680 x 486 pixels
- jpg or png
- logo or image (no additional text)

**Headline:** 2 lines (about 8 words)

#### **Button:**

25 characters maximum (including spaces); provide URL



Ad close and creative deadline: one month prior to email date.



#### **ARIZONA**

## **E-Newsletter**

- ▼ Reach 300k opt-in AAA Members
- Open Rate 48%25.92% better than the national average
- Click-Through Rate 2.78%2.69% better than the national average

#### **LARGE SPACE**

\$3,300 net

Two spots available per email.

#### File requirements:

- 1180 x 400 pixels
- must be legible at 390 x 132 pixels
- jpg, png, or gif
- provide URL

## SPONSORED CONTENT

\$2,300 net

Two spots available per email.

#### File requirements:

- 600 x 500 pixels
- jpg or png
- no text or logos on the image

## **Headline:** 2-3 lines (about 10 words)

**Subhead:** 2-3 lines (about 15 words)

Maximum: 5 lines total

**Button:** 25 characters maximum (including spaces); provide URL

#### **SMALL SPACE**

\$1,800 net

Two spots available per email.

#### File requirements:

- 680 x 486 pixels
- jpg or png
- logo or image (no additional text)

## **Headline:** 2-3 lines (about 14 words max)

#### Button:

25 characters maximum (including spaces); provide URL



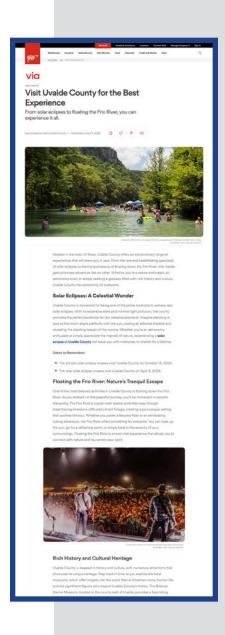
**Outsmart Life** 

Ad close and creative deadline: one month prior to email date.



#### **WEBSITE + E-NEWSLETTER**

## **Advertorial Content**



## FEATURED ADVERTISER PAGE

#### Images:

- at least 5 photos for our team to choose from for the article & email (including at least 1 horizontal photo for the hero)
- minimum 1500 pixels wide
- jpg or png
- no text or logos on the images

#### **Headline:**

30-55 characters, including spaces

#### Subhead:

40-85 characters, including spaces

#### Body text:

700-1,000 words

#### Call-to action:

60-100 characters, including spaces

#### Links:

Provide all necessary URLs

## E-NEWSLETTER FEATURE

One spot available per email.

#### Image:

See requirements above

#### **Headline:**

2 lines max (about 8 words)

#### Subhead:

2 lines max (about 15 words)

#### **Button:**

25 characters max (including spaces)



Package cost: \$10,000 net

Ad close and creative deadline: one month prior to email date.



#### AAA.COM/VIA

## Website

- 358,535 impressions per month averaging 250 clicks
- Reach millennial (25-34) demographic
- Can be targeted to specific articles and landing pages

#### **LEADERBOARD**

DESKTOP

#### File requirements:

- 728 x 90 pixels
- jpg, png, or gif
- provide URL

MOBILE

#### File requirements:

- 320 x 50 pixels
- jpg, png, or gif
- provide URL

#### **MEDIUM RECTANGLE**

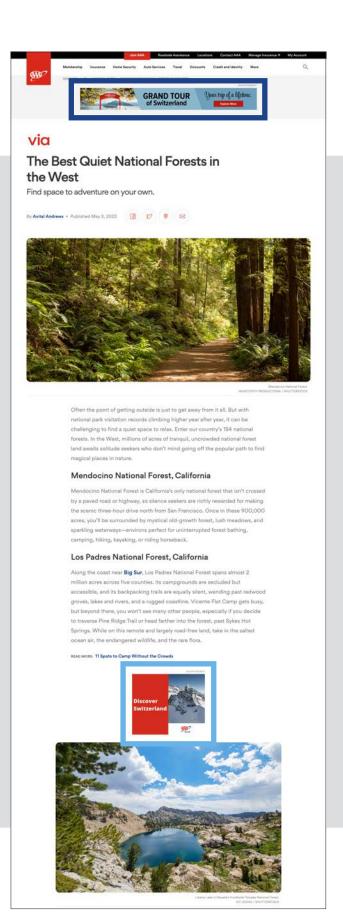
DESKTOP

#### File requirements:

& MOBILE

- 300 x 250 pixels
- jpg, png, or gif
- provide URL

Package cost: \$600 per month





#### Ad close and material due date

	Ad close and materia	r duc dutc
JANUARY	<ul><li>Mid January</li><li>Top Cars for 2024</li><li>Winter Camping</li><li>Arizona: Arizona Winter Camping</li></ul>	12/14/23
JAR	<ul><li>Late January</li><li>Best State Parks to Visit in Winter</li><li>How to Stay Safe during Winter Power Outage</li></ul>	12/27/23
FEBRUARY	Mid February  • Free/Affordable Valentine's Date Ideas  • How to Detect a Gas Leak  • Arizona: Free/Affordable Valentine's Date Ideas in AZ	1/11/24
FEBI	<ul> <li>Late February</li> <li>Places to Travel Instead of Popular/Crowded Spots</li> <li>Best Montana Experiences</li> </ul>	1/25/24
MARCH	March + April Via DIGITAL ONLY  • Hidden gems in the West by state  • Four Corners road trip featuring Colorado, Utah, Arizona, and New Mexico	2/10/24
M	<ul><li>Late March</li><li>Cruise Myths</li><li>How to Avoid Ticks</li><li>Arizona: Arizona Spring Break</li></ul>	2/23/24
APRIL	Mid April  Best Walking Tours Across the West  F-Mobility (Scooters and e-Bikes) Safety  Arizona: Arizona Festivals	3/14/24
Ā	<ul><li>Late April</li><li>2024 Food and Wine Festivals</li><li>How to Stay Safe Hiking in Summer</li></ul>	3/28/24
	Mid May  • Where to Escape the Heat  • How to Avoid Fraud and Scams While Traveling  • Arizona: High-Elevation Escapes	4/12/24
MA	May + June Via DIGITAL ONLY  • Best hikes in the West's favorite National and State Parks  • Creature comforts: How to get up close and personal with critters	4/26/24
JUNE	Mid June  • Tips to Avoid Flight Delays  • Best Utah Drives/Road Trips  • Arizona: Unexpected Places to Cool Off in AZ	5/16/24
7	Late June • Fireworks Shows	5/30/24

• Coastal Escapes

#### Ad close and material due date

<b>\</b>	<ul> <li>Mid July</li> <li>Lesser-known Places to Cool Down</li> <li>Mt Rainier National Park Guide</li> <li>Arizona: Indoor Family Fun</li> </ul>	6/14/24
UL	Late July • I-5 Food Stops • New National Monuments in the West	6/28/24
AUGUST	<ul> <li>Mid August</li> <li>Day Trips to Cooler Spots</li> <li>Best International Destinations for Fall</li> <li>Arizona: Day Trips to Cooler Spots in AZ</li> </ul>	7/12/24
AUG	Late August  Halloween at Disneyland Las Vegas to Grand Canyon Road Trip	7/25/24
MBER	September + October Via DIGITAL ONLY  Why your next road trip should be on a train State capitals of the West travel round up	8/8/24
SEPTEMBER	Late September  Best International Destinations for Fall Disneyland Dining for Adults Arizona: Best EV road trips in Arizona	8/22/24
OCTOBER	Mid October  Best Towns for Halloween Fun in the West How to Avoid Driving Distractions Arizona: Arizona Halloween Spots	9/6/24
ОСТ	Late October  Car-Buying Myths & Mistakes Holiday Travel	9/20/24
ABER	Mid November  • Family-Owned Ski Resorts  • Winter Prep  • Arizona: Grand Avenue, Phoenix	10/3/24
NOVEM	November + December Via PRINT + DIGITAL  Off the beaten path places to go in 2025  Members' car buying tips and tricks	10/17/24
ABER	<ul> <li>Mid December</li> <li>Affordable Winter Escapes</li> <li>Winter Car</li> <li>Arizona: Affordable Winter Escapes in Arizona</li> </ul>	11/1/24
DECEMBER	Late December  • Off-the-Beaten Path Places to Visit Outside the West in 2025	11/15/24

• Cities to Visit in the Winter



## **Print Issue**

#### **RATE BASE**

3.2 million

#### **TOTAL READERS**

7 million

#### **TIME SPENT**

29 minutes

Readers spend, on average, 29 minutes out of their busy lives to read Via.

#### **PASS ALONG**

2.2 readers per copy

Via enjoys pass along readership with an average of 2.2 readers per copy.

#### **ACTIONS**

80% of readers took an

action as a result of reading Via.

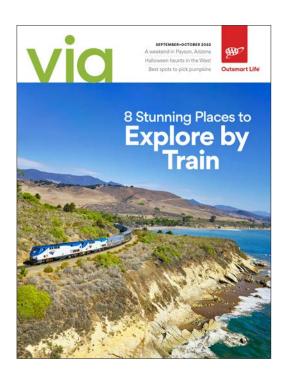
**44.4%** Visited any website included in Via

**36.7%** Became aware of or used AAA discount(s)

34.0% Visited AAA.com

**31.4%** Visited/contacted AAA office

**27.3%** Traveled to a destination advertised or written about



#### **CIRCULATION REGION**

Northern California, Arizona, Nevada, Utah, Montana, Wyoming, Alaska

#### **DISPLAY ADS**

Full Page	\$27,000
2/3 Page	\$20,000
1/2 Page	\$16,000
1/3 Page	\$11,000
Co-op page	\$3,000

#### **FILE REQUIREMENTS**

- High-resolution PDF with fonts embedded.
- CMYK (no spot colors, RGB, LAB, or ICC color profiles).
- For full-bleed ads, Include trim and bleed marks, with bleed-mark offset at 0.1667 inch (1 pica).

#### CONTACT

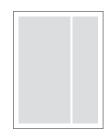
Please email ads to Natasha Alcala natasha.alcala@norcal.aaa.com (415) 370-0591.

AD CLOSE Aug 21
MATERIALS DUE Sept 4
IN-HOME Nov 15

Page trim size:  $8" \times 10.5"$ Page bleed size:  $8.25" \times 10.75"$ 

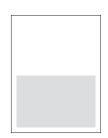


Full Page
7" x 9.5"
(live copy area)
or
8.25" x 10.75"
(full bleed)

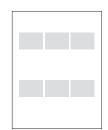


**2/3 Page Vertical** 4.625" w x 9.5" h





**1/2 Page Horizontal** 7" w x 4.625" h



Co-op Page 2.125" w x 1.5" h (photo) 50 words of copy, plus phone number and/or URL



## **Discover Ad Section**

Discover is a special advertising section inserted into targeted copies of Via. Ad units include native content plus traditional ad space.

#### CIRCULATION

### 1.05 million

affluent AAA homes in the greater Bay Area, Sacramento, Las Vegas, and Arizona.



#### **MATERIALS**

See file requirements on the print issue page.

#### Full-page article + full-page ad

- 1-page ad
- 1-2 photos
- 300-375 words of copy
- Headline (20 to 40 characters, including spaces)

#### Half-page article + half-page ad

- 1/2-page ad
- 1 photo
- 175-225 words of copy
- Headline (20 to 40 characters, including spaces)

#### 1/6-page article + 1/3-page ad

- 1/3-page ad
- 1 photo
- 30-50 words of copy
- Headline (20 to 40 characters, including spaces)

#### Co-op page ad

- 1 photo
- (Photo will be cropped to fit)
- 30-50 words of copy, plus phone number and/or URL

#### **DISCOVER ADS**

1 page ad + 1 page advertorial	\$16,000
1/2 page ad + 1/2 page advertorial	\$9,500
1/3 page ad + 1/6 page advertorial	\$5,700
Co-op page advertorial	\$1,530

AD CLOSE Aug 9
MATERIALS DUE Aug 16
IN-HOME Nov 15

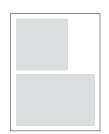
#### CONTACT

Please email ads, photos, and copy to Natasha Alcala natasha.alcala@norcal.aaa.com (415) 370-0591.

Trim size: 8" x 10.5" Bleed size: 8.25" x 10.75"







**1/2 Page** 7" w x 4.625" h

**1/3 Page** 4.625" w x 4.625" h



**Co-op Page** 2.125" w x 1.5" h (photo)



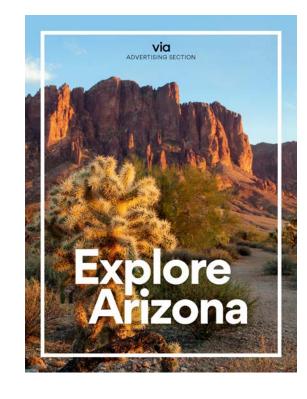
## **Arizona Ad Section**

Explore Arizona is a special advertising section inserted into targeted copies of Via. Ad units include native content plus traditional ad space.

#### **CIRCULATION**

## 1.05 million

500,000 affluent AAA homes in Arizona, plus a bonus of 550,000 in the greater Bay Area, Las Vegas, and Sacramento.



#### **MATERIALS**

See file requirements on the print issue page.

#### Full-page article + full-page ad

- 1-page ad
- 1-2 photos
- 300-375 words of copy
- Headline (20 to 40 characters, including spaces)

#### Half-page article + half-page ad

- 1/2-page ad
- 1 photo
- 175-225 words of copy
- Headline (20 to 40 characters, including spaces)

#### 1/6-page article + 1/3-page ad

- 1/3-page ad
- 1 photo
- 30-50 words of copy
- Headline (20 to 40 characters, including spaces)

#### Co-op page ad

- 1 photo
- (Photo will be cropped to fit)
- 30-50 words of copy, plus phone number and/or URL

#### **EXPLORE ARIZONA ADS**

1 page ad + 1 page advertorial	\$16,000
1/2 page ad + 1/2 page advertorial	\$9,500
1/3 page ad + 1/6 page advertorial	\$5,700
Co-op page advertorial	\$1,530

AD CLOSE Aug 9
MATERIALS DUE Aug 16
IN-HOME Nov 15

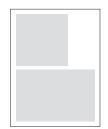
#### CONTACT

Please email ads, photos, and copy to Natasha Alcala natasha.alcala@norcal.aaa.com (415) 370-0591.

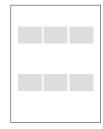
Trim size: 8" x 10.5" Bleed size: 8.25" x 10.75"







1/2 Page 7" w x 4.625" h 1/3 Page 4.625" w x 4.625" h



**Co-op Page** 2.125" w x 1.5" h (photo)



	VIA PRODUCT	FREQUENCY	DESCRIPTION	EXAMPLE	ADVERTISING OPPORTUNTIES
	Via print magazine	1x per year (Nov/Dec issue)	The flagship publication beloved by AAA Members.	https://issuu.com/ aaa_mwg/docs/nd23_ via_final	FULL PRINT RUN Ad sizes range for small co-op ads to full-page ads. See page 10 for details.
MAGAZINE					Ad opportunities include advertorial content along with traditional ads.  See page 11 for details.
					ARIZONA AD SECTION Ad opportunities include advertorial content along with traditional ads. See page 12 for details.
	Via digital magazine (flipbook)	4x per year (March/April, May/June, Sept/ Oct, Nov/Dec)	The online version of the flagship publication.	https://issuu.com/ aaa_mwg/docs/ marchapril2024_via	Full-page ads available. See page 4 for details.
EMAIL	eVia (magazine email, Via issue email)	4x per year (March, May, Sept, Nov)	Delivers the Via flipbook and the online articles from that issue to AAA Members.	https://assets.goaaa. com/image/upload/ v1713830481/0310_ MarchApril_2024_eVia. png	Two large space ads available per email. See page 4 for details.
	e-Newsletter	20x per year (twice a month except for the 4x when eVia goes out instead)	Delivers online Via content (not published in the magazine) to AAA Members.	https://assets.goaaa. com/image/upload/ v1713830752/0324_ Mar2024_Via_ eNewsletter.png	Four ad types available per email: large space, advertorial, sponsored content, and small space.  See pages 5 and 7 for details.
	Arizona-only e-Newsletter	12x per year (once a month)	AAA Members who live in Arizona get their own version of the e-Newsletter.	https://assets.goaaa. com/image/upload/ v1713830750/0324_ Mar2024_Via_AZ_ eNewsletter.png	Three ad types available per email: large space, sponsored content, and small space.  See page 6 for details.
NLINE	Via articles	Ongoing	All Via content, including each article that is published in the magazine, is published on the AAA website.	https://mwg.aaa.com/ via/places-visit/visit- these-less-crowded- destinations-instead	Two banner ad sizes available. Can be targeted to specific pages. See page 8 for details.
О	Advertorial articles	Ongoing	Content provided by the advertiser is hosted on the AAA website.	https://mwg.aaa.com/ via/advertorial/pismo- beach-california	Advertorial articles available, which are promoted in the e-Newsletter. See page 7 for details.



# **Discover Monterey**

The Monterey Bay / Carmel Area is visited by a whopping 30% of Via readers, making it the 2nd most popular travel destination for AAA Members!

Discover is a special advertising section inserted into targeted copies of Via. Ad units include native content plus traditional ad space.

#### **CIRCULATION**

### 1 million

affluent AAA homes in the greater Bay Area, Sacramento, and Arizona.



#### **MATERIALS**

See file requirements on the print issue page.

#### Full-page article + full-page ad

- 1-page ad
- 1-2 photos
- 300-375 words of copy
- Headline (20 to 40 characters, including spaces)

#### Half-page article + half-page ad

- 1/2-page ad
- 1 photo
- 175-225 words of copy
- Headline (20 to 40 characters, including spaces)

#### 1/6-page article + 1/3-page ad

- 1/3-page ad
- 1 photo
- 30-50 words of copy
- Headline (20 to 40 characters, including spaces)

#### Co-op page ad

- 1 photo (Photo will be cropped to fit)
- 30-50 words of copy, plus phone number and/or URL

#### **DISCOVER ADS**

1 page ad + 1 page advertorial	\$16,000
1/2 page ad + 1/2 page advertorial	\$9,500
1/3 page ad + 1/6 page advertorial	\$5,700
Co-op page advertorial	\$1,530

AD CLOSE Sept 22 **MATERIALS DUE** Sept 29 **IN-HOME** Nov 21-24

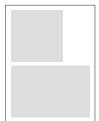
#### CONTACT

Please email ads, photos, and copy to Natasha Alcala natasha.alcala@norcal.aaa.com (415) 370-0591.

**Trim size:** 8" x 10.5" Bleed size: 8.25" x 10.75"







1/2 Page 7" w x 4.625" h 1/3 Page 4.625" w x 4.625" h



Co-op Page 2.125" w x 1.5" h (photo)





# **Discover Napa**

The Napa Area is visited by a whopping 29% of *Via* readers, making it the third most popular travel destination for AAA Members!

Discover is a special advertising section inserted into targeted copies of *Via*. Ad units include native content plus traditional ad space.

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#### **CIRCULATION**

### 1 million

affluent AAA homes in the greater Bay Area, Sacramento, and Arizona.



#### **MATERIALS**

See file requirements on the print issue page.

#### Full-page article + full-page ad

- 1-page ad
- 1-2 photos
- 300-375 words of copy
- Headline (20 to 40 characters, including spaces)

#### Half-page article + half-page ad

- 1/2-page ad
- 1 photo
- 175-225 words of copy
- Headline (20 to 40 characters, including spaces)

#### 1/6-page article + 1/3-page ad

- 1/3-page ad
- 1 photo
- 30-50 words of copy
- Headline (20 to 40 characters, including spaces)

#### Co-op page ad

- 1 photo (Photo will be cropped to fit)
- 30-50 words of copy, plus phone number and/or URL

#### **DISCOVER ADS**

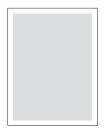
1 page ad + 1 page advertorial	\$16,000
1/2 page ad + 1/2 page advertorial	\$9,500
1/3 page ad + 1/6 page advertorial	\$5,700
Co-op page advertorial	\$1,530

AD CLOSE Sept 22
MATERIALS DUE Sept 29
IN-HOME Nov 21-24

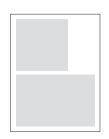
#### CONTACT

Please email ads, photos, and copy to Natasha Alcala natasha.alcala@norcal.aaa.com (415) 370-0591.

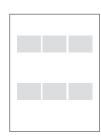
Trim size: 8" x 10.5" Bleed size: 8.25" x 10.75"







1/2 Page 7" w x 4.625" h 1/3 Page 4.625" w x 4.625" h



**Co-op Page** 2.125" w x 1.5" h (photo)



# **Digital Offerings**

#### e-Newsletter















#### **LARGE SPACE**

**\$9,500 net** 2 available per email.

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## SPONSORED CONTENT

**\$7,500 net** 2 available per email.

#### **SMALL SPACE**

\$3,000 net

2 available per email.

#### **FEATURE**

\$10,000 net

Includes Featured Advertiser Page. 1 available per email.

#### **Website**

## FEATURED ADVERTISER PAGE

\$10,000 net

Includes e-Newsletter Feature.

#### **BANNER ADS**

\$600 per month

Includes leaderboard and medium rectangle.







#### **FULL PAGE AD**

\$1,500 net

6 available per issue.

### Magazine Email



**LARGE SPACE** \$6,000 net 2 available per email.