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Strategic Multimedia Marketing Traditional and Digital Distribution Channels It's time to move to the next level with your mail and use every avenue available to generate opportunities to move inventory!



At **ATI** we don't simply mail out flyers hoping to generate traffic to your showroom. We choose one dealer in each geographical area as our "partner", and together we generate **sales**!

We implement multiple marketing strategies through traditional and digital distribution channels. In this way we reach the different trigger points of consumers.

By integrating multiple forms of media we are able to appeal to consumers in the different ways that stimulate them to respond.

Available Multi-media



Coordinating Multi-media

ACROSS THE STREET FROM THE JM LEXUS NEW CAR FACIL 7:26 PM ATLATET 3G Joe Customer 800 555-1212 Untitled - PCG-C... × 🛅 Roberta JM Lexus Year-End Clearance Event! a 👩 Chance to win a 50" 0 Flat Screen TV! berta Long ear-End Clearance Event! nd for you chance to win a 50" TV! ***Payments from \$99 Per Month**** Shipping Detail - Mozilla Thunderbird RANCE File Edit View Go Message Tools Help **Reply STOP to Quit** RANCE 🕭 Get Mail 🔹 🖋 Write 🔒 Address Book 🛛 🗞 Tag 🖲 ♠ Reply ➡ Forward From Manager Lucas Woods <client@lincoln.us> 1 ubject Shipping Detail \square To-Jan Doe Tracking ID: 2707-61319295 Date: Monday, 4 January 2013, 09:42 AM f Q YOU ARE INVITED TO ATTEND JM Lexus Year-End Clearance Event! Roberta Long Timeline * Recent * Come in and TAKE THE "TEST DRIVE CHALLENGE: for your chance to YOU ARE INVITED TO ATTEND win a 50" Flat Screen TV! Gifts for everyone who attends! Studied at Johnson County Community College JM Lexus Year-End Clearance Event! Get Pre-Approved today! ***Payments rom \$99 Per Month* Lives in Gardner, Kansas Come in and take the Test Drive Challeng 50" Flat Screen TVI 9 From Iola, Kansas Get Pre-Approved! ***Payments from \$ CATED ACROSS THE STREET FROM THE JM LEXUS NEW CAR FACILITY Add Featured Photos \$300.00 off istant Savings Certificate Photos CHALLEN CHALLENG

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www.JMLEXUS.com

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Cross Channel Coordination

Existing Dealer Database

No one's shopping experience is the same. Each of us has a distinct journey that directs us either in-store or online, on our phones, mail, or computers, through search and social, which ultimately leads us to purchase a product or service.

In addition to focusing on being everywhere to reach consumers, we also realize how valuable your existing customer database is, and how that database can help better target customers across channels.

Not only will we reach out to your customer base via email at no additional charge, we will have it hashed by Facebook and Twitter for targeted advertisements.*

*up to 25,000 for email broadcasts; Unlimited emails for Twitter Tailored Audience & Facebook Custom Audience

Custom Audience & Devices

Advertisements are executed on Facebook via feeds and/or block ads.

Our targeted email subscribers along with your existing email database are matched on Facebook and Twitter in a privacy-safe way, via Facebook Custom Audience and Twitter Tailored Audience.

Car buyers often switch between devices which makes it important to activate campaigns across multiple channels. Customers are warmer when they have both opened the email and saw the News Feed ads.

Coordinating messaging across channels resulted in reaching customers who were 25% more likely to purchase than those only reached by email.

Saturation Mailers Tri & Bi-fold



	ROSS THE ST					ME SPECIALS NEWMODELS PREC	WINED FINANCE SERV	VICE & PARTS BODY S	HOP DEALERINFO COMM	
	OBS THE STREE			2015 LEXUS	RX 350 PREMIUM W/I	NAVIGATION	-Dis		\$42,771 \$4,780 \$37,991	
LOCATED AC						July 1		stimate My Payment My Offer Credit Score Financing**	\$ 37991 Very Good (700.739) 72.ma. 990% APR	
Suche21642	(0.5.5. THE STREE 20.0 Stream 15.0 Statiki 1678 \$16,995	I FROM THE JA	State AP3011 State AP3011 State AP3015	Stock #21 514,355				Financing Trade-in Down Payment	ADD TRADE-IN \$ 3800	-

Marketing your dealerships available Inventory Data through Electronic Media Transmission, and Integration

- > We geographically target auto shoppers who have "opted" in to receive emails.
- > Each vehicle is linked to the Details Landing page for that vehicle on your website.

Benefits of Turbo Inventory:

- Generates traffic to your website benefiting SEO efforts
- Generates leads from your website
- > Car shoppers see only YOUR dealerships inventory and not your competitors
- > You know who the shoppers are!

Through our Patent Pending System we deliver your inventory into geo targeted consumer email inboxes. Consumers click on vehicles of interest, which leads them to the vehicles detail page. We capture that shopper's information, and provide those car shoppers contact information and provide it back to you in an excel spreadsheet.

Event Extras



WAS

Bi-Fold Key Mailer



Customer Appreciation



Super Pre-Owned





Spin to Win Patriotic





Traditional & Service



To our much appreciated clients;

We are celebrating our 35th Anniversary in business. Without the long-lasting and supportive relationships we've built with our clients, reaching this great milestone would not have been possible, and we'd like to thank you.

The staff of Greg Motors wants to extend a sincere message of gratitude to all of our beloved customers by offering an invitation only "Service Pit Pass" with no appointment necessary to redeem.

Your Pit Pass entitles you to bring your vehicle in for "Free Top Off" of all fluids, free check of tire pressure monitoring system, check oil fife monitoring system, and our team will answer any questions about your vehicle. In addition, we will have a buyer on-site for this event to give you a free appraisal of your vehicle.

During this exclusive event, we will also be offering special discounts to you on our new and pre-owned inventory including savings of up to \$8,840 or 0% for 72 months on select models*.

Most of all, thank you for being part of the Greg Motors family!

Sincerely,

Sug Routin

Greg Ronchetti President/General Manager

* See dealer for details. On select in stock units. W.A.C





Your Personal Pit Pass - A FREE gift to "Thank you" for being part of our Greg Motors Family!

You're Invited!

Not open to the public. Customer Appreciation FREE Pit Pass!

We Service All Models All The Time!

GREG MOTORS

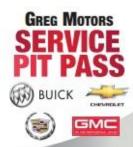
2008 N. Belt • St. Joseph, MO 64506 (816) 232-4413 www.gregmotorsgm.com



Always Fast, Fair & Friendly Excellent customer satisfaction, through honesty, integrity & respect.



 - Customer Appreciation Event -By Invitation Only Customer Appreciation FREE Pit Pass!



Tax Mailer

Classic Mailer







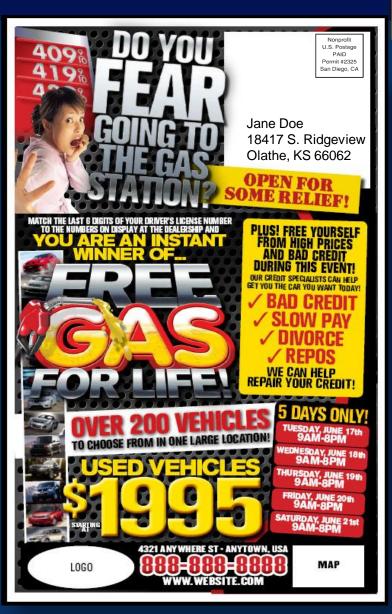
Play the Dealer







Free Gas



Lead Capture Page



Sales Event #1

- ✓ **50,000** 11x17 Bi-Fold or Tri-Fold w/Scratch-Off
 - ✓ Includes EZ Get Pre-Approved domain leading to your secure online application
- 200,00 Email Advertisements Full Color Email Broadcasts announcing event and/or displaying up to 50 units of your inventory - 2 Broadcasts
 - Interactive Code Activation site or Video Landing Page- generates web-leads
 - ✓ Includes EZ Get Pre-Approved domain leading to your secure online application
- ✓ Facebook Advertisements Daily coordinating ads during each day of your event/sale
- Twitter Advertisements Daily coordinating during each day of your event/sale
- ✓ Vacation Certificates -300
- Scratch Cards 300 or 300 plays on Web Based Scratch Game
- Prize Coverage up to \$50,000
- Interactive Gaming Items Choices of: table top wheel with prize inserts, free standing poker table, gaming website
- EVENT EXTRAS Balloons (17") Guest Sign up SHEETS Hang TAGS
- 2 Toll free tracking numbers with full reporting and lead capturing tools, including Dealership & Event Hotline

Event Add-On Medias (Additional Cost)

- Voice Broadcasting where state compliant
- Text SMS Broadcasting where state compliant
- Turbo Inventory up to 50 units of 10 images, and 40 line ads which link to each unit's detail page on your website.

Sales Event #2

- ✓ 30,000 11x17 Bi-Fold or Tri-Fold w/Scratch-Off
 - ✓ Includes EZ Get Pre-Approved domain leading to your secure online application
- 200,00 Email Advertisements Full Color Email Broadcasts announcing event and/or displaying up to 50 units of your inventory - 2 Broadcasts
 - ✓ Interactive Code Activation site or Video Landing Page-generates web-leads
 - ✓ Includes EZ Get Pre-Approved domain leading to your secure online application
- Facebook Advertisements Daily coordinating ads during each day of your event/sale
- ✓ Twitter Advertisements Daily coordinating during each day of your event/sale
- Vacation Certificates -200
- Scratch Cards 200 or 200 plays on Web Based Scratch Game
- Prize Coverage up to \$50,000
- Interactive Gaming Items Choices of: table top wheel with prize inserts, free standing poker table, gaming website
- EVENT EXTRAS Balloons (17") Guest Sign up SHEETS Hang TAGS
- 2 Toll free tracking numbers with full reporting and lead capturing tools, including Dealership & Event Hotline
 - **Event Add-On Medias** (Additional Cost)
- Voice Broadcasting where state compliant
- Text SMS Broadcasting where state compliant
- Turbo Inventory up to 50 units of 10 images, and 40 line ads which link to each unit's detail page on your website.

Budget Event

- ✓ 20,000 11x17 Bi-Fold or Tri-Fold w/Scratch-Off
 - ✓ Includes EZ Get Pre-Approved domain leading to your secure online application
- 100,00 Email Advertisements Full Color Email Broadcasts announcing event and/or displaying up to 50 units of your inventory - 2 Broadcasts
 - ✓ Interactive Code Activation site or Video Landing Page-generates web-leads
 - ✓ Includes EZ Get Pre-Approved domain leading to your secure online application
- ✓ Facebook Advertisements Daily coordinating ads during each day of your event/sale
- Twitter Advertisements Daily coordinating during each day of your event/sale
- ✓ Vacation Certificates -100
- Scratch Cards 100 or 100 plays on Web Based Scratch Game
- Prize Coverage up to \$50,000
- Interactive Gaming Items Choices of: table top wheel with prize inserts, free standing poker table, gaming website
- EVENT EXTRAS Balloons (17") Guest Sign up SHEETS Hang TAGS
- 2 Toll free tracking numbers with full reporting and lead capturing tools, including Dealership & Event Hotline

Event Add-On Medias (Additional Cost)

- Voice Broadcasting where state compliant
- Text SMS Broadcasting where state compliant
- Turbo Inventory up to 50 units of 10 images, and 40 line ads which link to each unit's detail page on your website.

All types of mailers available Custom quotes upon request



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