marketing \& media

## NMG Furniture Members Save NOW!

Invigorate Media 800-770-5219

# Direct Mail Time Tested Promotions! 

## \$500 Off Two Premium Private Sale Mailers!

Targeted Direct Mail is the most Effective Method for Driving Immediate Store Traffic \& Sales.
Private Sales Regularly Generate 3-4 Weeks Sales in a Single Day
\$500 Off - "Save The Date" Reg. 45.9 cents/Special 40.9 cents.
Premium Look \& Feel - Think Wedding Invitation.

| \$500 Off $\quad$ Bi-Fold" Reg. 44.9 cents/Intro 39.9 cents. |
| :---: |
| Printed on Premium Look \& Feel Cover Stock |

Or use the Low Priced 37.9 Cent 8 1/2" x 11"letter \& envelope.
Promote Longer Time Period Promotions with FREE Art Design.
$>6 " \times 11 "$ JUMBO CARD
$>101 / 2 \times 17$ " MONSTER MAILER Tri-Fold
$>11 " \times 14 "$ LEGAL LIMIT MAX Postcard
$>$ Mail to Neighbors - Home Owners that live close to store - We provide data for you.
$>$ Use your own customer list - Send us your customer list - We Merge, DeDup \& Update home owner movers using our software at No Charge. Extra postage applies.
$>$ All orders Include Art with edits, Single Family Postage, Printing, Our Mailing List with Home Owner Median Incomes to "Target", Addressing, inserting into envelope \& Shipping to Dealer's Local Post Office for In-Home Delivery.

## Smith

## Serin-Cunuald VIP SALE

## Premium Priwate Sale

Luxurious "Look \& Feel"

6.25 " x 11.5" Premium 80\# Gloss Cover folded \& inserted into an A7 White Wove Envelope



RECLINING SOFAS STARTINg AT $\$ 599$
7 PIEGE DINING SETS StARTINg at 5899


YOU ARE CORDIALLY INVITED TO ATTEND OUR

$$
\begin{aligned}
& \text { Semi-Gnnual } \\
& \text { VIP SALE } \\
& 7 \text { HOURS ONLY }
\end{aligned}
$$




L A Z B O $Y^{\circ}$

Dear Friends and Family,
We hope you will join us for our Semi-Annual Private Sale on May 16th, from 1pm to 8pm.

For ONE DAY ONLY, you will have an opportunity to take advantage of some of our LOWEST PRICES \& BEST DEALS OF THE YEAR! We have negotiated Special Offers on furniture brands including Ashley, Bassett, Broyhill, La-z-boy, Catnapper and more! Save on dining tables and chairs, bedroom sets, sofas, loveseats, sectionals, recliners and accents! You will get our best prices and still qualify for ALL Manufacturer Rebates.

This VIP Sale will not be advertised on television, radio or in the newspaper. Take advantage of $\mathbf{1 2}$ Months Special Financing during the sale. PLUS register for your chance to win a La-Z-Boy Rocker Reliner!

It pays to buy from a locally owned business!
Dealer Staff
Previous sales excluded

Bassett
catnappers

## Smith <br> furniture \& Appliance <br> 125 East Main St • Pleasant, US 12345 800.555.4319

Preferred Friends \& Family
Register for your chance to WIN a La-Z-Boy ${ }^{\text {® }}$ Recliner! (\$399 value) Name: $\qquad$
Address: $\qquad$

## Phone:

$\qquad$
E-mail:
Please present this ticket for admission to STORE NAME. One La-Z-Boy ${ }^{\otimes}$ Recliner to be given away during the sale. Valid Wednesday, May 16, 2018 ONLY.

## NEW... CAS Bi-Fold Mailer

"Customer Appreciation Sale"
$8.5 " \times 11 "$ folds down to $5.5 " \times 8.5$ "
Printed on Heavy Cover Stock



Dealer Name

# POSTMASTER: Please Deliver X/XX, X/XX, X/XX OR CURRENT RESIDENT 

## Bi-Fold

(8.5"x11")


## Semi-Annual Private Salle

 Thursday, May 17th • 10am-7pm

## ONE DAY ONLY • Thursday, May 17th • 10am-7pm

Bassett

## 觬Broyhill

ᄂ А (2) в $\circ$ $\gamma^{\prime}$
catnappers

Dear Friends and Family,
We hope you will join us for our Semi-Annual Private Sale on May 17th, from 10am to 7pm.

For ONE DAY ONLY, you will have an opportunity to take advantage of some of our LOWEST PRICES \& BEST DEALS OF THE YEAR! We have negotiated Special Offers on furniture brands including Ashley, Bassett, Broyhill, La-z-boy, Catnapper and more! Save on dining tables and chairs, bedroom sets, sofas, loveseats, sectionals, recliners and accents! You will get our best prices and still qualify for ALL Manufacturer Rebates.

This VIP Sale will not be advertised on television, radio or in the newspaper. Take advantage of $\mathbf{1 2}$ Months Special Financing during the sale.

It pays to buy from a locally owned business!
Dealer Staff
Previous sales excluded

# 5mith <br> Furniture \& Appliance 

# 125 East Main St. <br> Pleasant, US 12345 <br> (800) 555-4319 

STORE HOURS: M-F 8AM-5:30PM • SAT 8AM-12PM

# 5mith 

Dealer Name
furniture \& Appliancev
125 East Main St Bi-Fold 125 East Main St. w / Gift Card Pleasant, US 12345 ( $\left.8.5 \times \times 11^{7}\right)$ 800.555.
S8: .4319

POSTMASTER: Please Deliver $\mathbf{X / X X}, \mathrm{X} / \mathrm{XX}, \mathrm{X} / \mathrm{XX}$ OR CURRENT RESIDENT

## Bassett 

## ROCKER RECIINERS

## stanting at $\$ 990$

## 7 PIECE DINING SETS

 starting at $\$=0$
## 4 PIECE BEDROOM SETS

## stanting at \$1200

## $0 \%$ Interest for 12 months. "mmind $\$ 599$ or more


*See store for complete details or

Smith
furniture \& Appliance

125 East Main St. Pleasant, US 12345 (800) 555-4319

Locally Owned \& Operated Since 1958

# The <br> privali Sale Letter 

Personal Selling Begins Here

## $8.5^{\prime \prime} \times 11^{\prime \prime}$ Color Letter With Envelope Only 37.9f

# Exclusive Private Sale Offer: 

#  

Dear Friends and Family,
If you've been looking for a GREAT deal on new furniture, NOW is the BEST TIME TO BUY!

$$
\begin{aligned}
& \text { DON'T MISS THIS } \\
& \text { AMAZING OFFERI }
\end{aligned}
$$

For THREE DAYS ONLY, take advantage of our LOWEST PRICES OF THE YEAR PLUS 5 YEARS INTEREST FREE FINANCING! We have negotiated Special Offers on furniture brands including Ashley, Bassett, Broyhill, La-z-boy, Catnapper and more!
NO MONEY DOWN!

Save on dining tables and chairs, bedroom sets, sofas, loveseats, sectionals, recliners and accents! You must BRING IN THIS LETTER to qualify!

Hurry in today! It pays to buy from a locally owned business!
Dealer Staff
Previous sales excluded

## WEDNESDIY



## ThU:



## Aifi $26^{\text {th }} \& 27^{\text {ih }}$ <br> Ann

Dear Friends and Family,
We hope you will join us for our 60th Anniversary Sale April 26th \& April 27th, from 10am to 7pm.

For TWO DAYS ONLY, you will have an opportunity to take advantage of some of our LOWEST PRICES \& BEST DEALS OF THE YEAR! We have negotiated Special Offers on furniture brands including Ashley, Bassett, Broyhill, La-z-boy, Catnapper and more! Save on dining tables and chairs, bedroom sets, sofas, loveseats, sectionals, recliners and accents! You will get our best prices and still qualify for ALL Manufacturer Rebates.

This VIP Sale will not be advertised on television, radio or in the newspaper. Take advantage of $\mathbf{1 2}$ Months Special Financing during the sale.

It pays to buy from a locally owned business!
Dealer Staff
Previous sales excluded


SIGNATURE DESIGN BY ASHLEY FURNITURE ${ }^{\circledR}$ PLENTYWOOD ROUND DINING TABLE with
Round Center Shelf Showcase
D313-15

JACKSON FURNITURE ${ }^{\circledR}$ BRADDOCK ESPRESSO
SOFA AND LOVESEAT with Reversible Seat
Cushions and Attached Bordered Backs 4238



ASHLEY FURNITURE ${ }^{\oplus}$ RUSTIC BROWN DINING TABLE \& FOUR CHAIRS with Stylishly Tapered Legs to Fit Any Aesthetic
D199-25, D199-01


ASHLEY FURNITURE ${ }^{\circledR}$ ACIEONA 3-PIECE SECTIONAL with Dual-Sided Recliner and Drop-Down Center Table
APK-58300-53

## 

# Smith Furniture \& Appliance 

125 East Main St. Pleasant, US 12345<br>(800) 555-4319

The JUMBO Postcard
Postcards with Punch


11 INCHES WIDE HUGE!


QUANTITIES AS LOW AS 1,000 CARDS
for ONLY \$749 Including Postage

## CUSTOMIZABLE",

to Fit Your

- Needs! $\sqrt{2}=50$

BIGGER
Than our Standard 4" x 6 " Postcard!


# SAVE 20\% 

on select merchandise throughout the store!
NOW THRU JUNE $15^{\text {TH }}$
furniture \& Appliance


-See store for complete details of all offers, financing and rebartes. No interest if paid in tuil within 24 moniths with montily payments on qualifing purchase, $\$ 499$ (based on actual selling price, excluding taxes $\&$ dalivery) and up, with your approved credit card 5/17/18. interest will be charged to your account from the purchase date if he promotiona balance, induting optional charges, is not
 XXXXX. cheilet ©2018 Invigorate Media. LLC. All Rights Reserved. 800-770-5219.

Dealer Name
Street Address
City, State Zip

POSTMASTER: Please Deliver X/XX, X/XX, X/XX or Current Resident

PRESORT STANDARD
U.S.POSTAGE PAID INVIGORATE MEDIA

## Bassett 解Broyhill



## Serta ${ }^{\circledR}$ iComfort ${ }^{\oplus}$

 Mattress Sets with Adjustable Base699

OM Margiral Day Sale " Smith"

## Scratch © ${ }^{\text {© Win }}$

Match your number in our store to see if you're our grand prize winner!

Dealer Name
Street Address
City, State Zip

PAID
INVIGORATE
MEDIA

POSTMASTER: Please Deliver X/XXx, x/Xx, $\mathbf{x / x x}$ OR CURRENT RESIDENT

## Monster

 Mailer $5-15 \%$ Addilional Instant $\$ 250$ sminh rumitue Gift Card
## HUGE SAVINGS ON LA-Z-BOY RECLINERS!

## 499



SIGNATURE DESIGN BY ASHLEY FURNITURE® PLENTYWOOD ROUND DINING TABLE D313-15


JACKSON FURNITURE ${ }^{\circ}$ BRADDOCK ESPRESSO SOFA AND LOVESEAT 4238


SIGNATURE DESIGN BY ASHLEY FURNITURE® TIMBERLINE COLLECTION BEDROOM SET B258


ASHLEY FURNITUREO RUSTIC BROWN DINING TABLE \& FOUR CHAIRS D199-25, D199-01


ASHLEY FURNITURE ACIEONA 3-PIECE SECTIONAL
APK-58300-S3

## NO INTEREST FINANCING FOR 24 MONTHS*

MARSILONA 7-PIECE DINING SET ONLY \$899

Anstrex
WINDVILLE 6-PIECE DINING SET owly 1199


125 East Main St. Pleasant, US 12345
(800) 555-4319

## HURRY IN!

-See store for complete detalis on all ofters, financing and rebales. "Employeses of retailer,
maill-house, associate sponsors and ad agency as well as their tamily members of the same household are not eligible. Restrictions apply. No purchase necessary. Odds of winning

 Mhal piece must pees. Particicenant must be i8 years of age or older, a legal U.S. Citizen, have a valid U.S. Diviver's License and be a recipient of the mail piece via U.S. Mail. Winning numbers are
predetermined. Winning numbers will not be disclosed over the telephone. Only yalid during


## The Legal Limit MAX! Postcard

Anything bigger would be criminal.
14 INCHES WIDE HUGE!

<us Postal Service 3

As low as
39.96

Includes Postage


## BIGER Tranaut

 Jumbo Postcard!

\$499
ASHLEY FURNITURE® SOFA ${ }_{641}$ with ultra-neutral upholstery

$5<0$
ASHLEY FURNITURE ${ }^{\text {© }}$ SOFA with sophisticated profile 109338


+ $9 \rightarrow 0$
ASHLEY FURNITURE® 3 PIECE
SECTIONAL with contemporary style 23016


SIGNATURE DESIGN BY ASHLEY FURNITURE PLENIYWOOD ROUND DINING TABLE with Round Center Shelf Showcase D313.15


JACKSON FURNITURE® BRADDOCK ESPRESSO SOFA AND LOVESEAT with Reversible Seat Cushions and Attached Bordered Backs 4238


ASHLEY FURNTURE® RUSTIC BROWN DINING TABLE \& FOUR CHAIRS with Stylishly Tapered Legs to Fit Any Aesthetic D199-25, D199-01


ASHLEY FURNITURE ACIEONA 3-PIECE SECTIONAL with Dual-Sided Recliner and Drop-Down Center Table APK-58300-53 OR CURRENT RESIDENT

## NO INTEREST <br> IF PAID IN FULL WITHIN 12 MONTHS!

## Smith <br> Furniture \& Appliance <br> 125 East Main St. <br> Pleasant, US 12345 <br> (800) 555-4319



ENDOY Exchasive FURNITURE \& MADRESS SAVINES!


SOFA \& LOVESEAT starting at s699

7 PIECE DINING SETS starting at $\$ 799$

125 East Main St.
Pleasant, US 12345
(800) 555-4319

4 PIECE BEDROOM SETS starting at s1299

Furniture \& Appliance

## satia

Monster Mailer • Legal Limit Max • Jumbo Postcard Letter • Bi-Fold • Save the Date Order Form
Email orders to: ORDER@InvigorateMedia.com or Fax orders to: 636-794-3223
Sales: 1-800-770-5219 Doug Nelson or Bill Menkhus

Business Name: $\qquad$ Contact Name: $\qquad$

Address: $\qquad$ City: $\qquad$ State: $\qquad$ Zip: $\qquad$
Phone: $\qquad$ Cell: $\qquad$

Email: $\qquad$ Buying Group:

## Sale Date: Order Deadline is 3 weeks prior to sale

Indicate your sale date here: $\qquad$

Please List Artwork Version Number

## Indicate number here:

$\qquad$
Promotion: Include the following special offer: Scratch Off Package Lucky Number None
Add 3c for Scratch Off Package or Lucky Number (NOTE: Lucky Number not available on "Save the Date!" card; Lucky Number only available on orders $10,000+$ )

Quantity Single Family Homes: Select One (Prices Based on 10,000+ mailers)
$\square$ Letterw/ One Color Envelope ( $8.5^{\prime \prime} \times 11^{\prime \prime}$ )... 37.9\$
$\square$ Two-Sided Letter w/ One Color Envelope (8.5" x 11")... 41.9\$
$\square$ Bi-Fold Mailer (8.5" x 11")... 39.9ф
$\square$ Bi-Fold Mailer w/ Glued Plastic Gift Card (8.5" x 11")... 46.9ф
$\square$ Save the Date w/ A7 Envelope ( $6.25^{\prime \prime} \times 11.5$ ")... 40.9\$
$\square$ Jumbo Postcard (6" x 11")... 35.9ф
$\square$ Monster Mailer Tri-Fold (10.5" x 17")... 37.9ф
$\square$ Legal Limit MAX! Postcard (11" x 14")... 39.9\$

Step Financing \& Special Offers: All offers are solely the retailer's responsibility. ie. Financing, Rebates, Free Delivery,etc. Financing offer terms - \# of Months ie. 6, 12, 18 $\qquad$ ; With Payments? YES or NO; Minimum Purchase: \$ $\qquad$ ;
List your special offers here: $\qquad$
$\qquad$
$\qquad$ (Your order will not be processed without a signature)
Invigorate Media has no responsibility for, nor may payment be contingent upon, availability of featured merchandise. Invigorate Media shall not be responsible for nondelivery or damage to printed materials owing to acts of God, strikes, shipping failures, timeliness of post office or any other causes beyond its control. Direct mail costs are based on US postal rates as of May 2015 and are subject to change without notice.

Select ONE: $\square 1$. Zip Codes - Complete Below
OR $\quad \square$ 2. Let us run a radius around your store
Call us for free consultation on selecting your mailing list

| 1. | 2. | 3. | 4. | 5. |
| :--- | :--- | :--- | :--- | :--- |
| 6. | 7. | 8. | 9. | 10. |

Prichng lincludesa \$550,000 Household Medtan lincone (Add \$149 Set-up Charge)

| •Single Family Home Mailing List | •Single Family Home Postage | •Add'I SCFs: Add \$100 | •Short print runs of 5,000-9,999: Add \$299 |
| :--- | :--- | :--- | :--- |

