

Up to 85% CO-OP + FREE CO-OP FILING! MARKETING PLAYBOOK ASSET APPROVED

MEMORIAL DAY Savings!

85% CO-OP Whirlpool Exclusive dealers & 70% CO-OP Multi-Manufacturer dealers

Targeted Direct Mail is #1 Most Effective Method for Driving Immediate Sales. #1 R.O.I.

- Option Reduce prices up to 10% and remain co-op compliant
- We will re-approve any changes with HUB to avoid any surprises
- We will file your HUB claim for 85% or 70% if checked on order form

Event Dates May 16 – June 5
Begin Event May 16 Order by April 25
Begin Event May 23 Order by May 2

Mailer Choices

- 1. The Monster Mailer tri-fold Arrives in mail 6" x 10.5" and opens to 10.5" x 17"" Only 39.9 Cents.
- 2. The Legal Limit MAX Postcard 11"x 14" The Largest Piece of Mail Allowed by Law! Only 41.9 Cents.
- 3. The Jumbo Card 6" x 9" Only 36.9 Cents.
- 4. Private Sale Letter & Envelope 8 ½" x11" Only 39.9

<u>All orders Include</u> art with Edits, Single Family Postage, Printing, Our Mailing List with Home Owner Median Incomes to "Target", Addressing & Shipping to Dealer's Local Post Office for In-Home Delivery. **Option** - Use your store customer list – no charge to clean list - ask for details.

We will file your HUB co-op paper work for you if indicated on order form at end of this PDF.

Add the "Scratch Off" Promotion to either mailer/3 Cents extra. – Includes Scratch Off Sticker with Prize Numbers, \$10,000 Group Insurance Policy, (3) Kitchen-Aid Stand Mixers (zero dealer liabilities), and your option to add your own default prizes such as a Free 10-Year Component warranty with purchase - or additional \$10 - \$50 Instant Savings, Mounted Prize Board & extra mailers for walk in traffic.

Contact 800-770-5219

Bill Menkhus bill_menkhus@invigoratemedia.com Cell 636-524-1240 Doug Nelson doug nelson@invigoratemedia.com Cell 636-578-8130

Proven by Monsterous Results Arrives in the mailbox as 6" × 10.5"
Opens to 10.5" × 17"



— 10.5 INCHES **WIDE** —



295% BIGGER Than our Jumbo Postcard!

As low as

19.9 Includes
Postage

17 INCHES TALL



RECEIVE UP TO

BY MAIL WITH PURCHASE OF SELECT KITCHENAID® BRAND APPLIANCES

Valid Jan. 1 - July 10, 2019

KitchenAid®



22.7 cu.ft. Counter-Depth Side-by-Side Refrigerator with Exterior Ice & Water

2.0 cu.ft. Over-the-Range Microwave with Sensor Functions

\$4243

STAINLESS STEEL

KITCHEN SUITE

6.4 cu.ft. Flectric Range with Even-Heat™ True Convection KFEG500ESS

46 DRA Dishwasher with ProWash™ Cycle

Scratch & Win



- \$10,000 Shopping Spree
- KitchenAid® Stand Mixer
- \$25 \$50 Additional Instant Savings

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

115 Mississippi Que CRystat City, MO 63019

Artwork Version: 01MM4304WP_MemorialDay

thru JUNE 5th

MAYTAG[®]

FINGERPRINT RESISTANT STAINLESS STEEL KITCHEN



25 cu.ft. French Door Refrigerator with PowerCold® Feature MFI2570FEZ

MSRP \$4466



1.7 cu.ft. Compact Overthe-Range Microwave with Flush Hidden Vent MMV1174F7

5.3 cu.ft. Electric Range with Precision Cooking[™] System MER6600FZ MGR6600FZ - Gas add \$111

Stainless Steel Tub Dishwasher with PowerBlast® Cycle MDB4949SHZ



DEPENDABILITY LASTS. THESE DEALS WON'T.

MAYTAG[®]

UP TO

VIA PREPAID CARD BY MAIL WHEN YOU PURCHASE SELECT MAYTAG® APPLIANCES.

MAY 2 - JUNE 5, 2019







25 cu.ft. Side-by-Side Refrigerator with

Frameless Glass Shelves WRS325SDHZ

5.3 cu.ft. Electric Range with FlexHeat™ Dual Radiant Element WFE505W0HS WFG505M0BS - Gas add \$111

1.7 cu.ft. Microwave **Hood Combination** with **Electronic Touch Controls** WMH31017HS

Stainless Steel Dishwasher with 1-Hour Wash Cycle WDF520PADM





MSRP \$4816



25 cu.ft. French Door Refrigerator with Exterior Ice & Water Dispenser WRF555SDHV

5.3 cu.ft. Electric Range with FlexHeat™ Dual Radiant Element WFE525S0HV

1.9 cu.ft. Steam Microwave with Sensor Cooking WMH32519HV

Stainless Steel Tub Dishwasher with 1-Hour Wash Cycle WDT750SAHV

12 MONTHS
SPECIAL FINANCING!*

SAVE UP TO 50%





We Sell It & Service It

buying organization. The majority of our appliances are priced at or below home improvement store prices. Don't sacrifice quality service before or after the sale.

BUY FROM A LOCALLY OWNED BUSINESS!

AMANA

Whirlpool

each



3.5 cu.ft. Top **Load Washer** with Dual Action Agitator NTW4516FW

6.5 cu.ft. **Electric Dryer** with Wrinkle **Prevent Option** NED4655EW



CHRISTIES Appliance Co.

4.5 cu.ft. Front **Load Washer** with Load & Go™ Dispenser WFW5620HW

7.4 cu.ft. **Electric Dryer** with Wrinkle Shield™ Option WFD5620HW

Selling & Servicing Major Appliances in Tucson Since 1956



S Kolb East Broadway



we have an advanced where the same household are not eligible. Restrictions apply No purchase necessary. Odds of winning \$1,000 Shopping Spree 1:55,000 KitchenAid® Stand Mixer 3:00,000 KitchenAid® S

The Legal Limit MAX! Postcard

Anything bigger would be criminal.





14 INCHES WIDE

The piece of mail the **US Postal Service** will allow!

As low as Includes Postage

255% BIGGER Than our Jumbo Postcard!

INCHES



MAYTAG°

FINGERPRINT RESISTANT STAINLESS STEEL KITCHEN

25 cu.ft. French Door Refrigerator with PowerCold® Feature MFI2570FEZ

1.7 cu.ft. Compact Over-the-Range Microwave with Flush Hidden Vent MMV1174FZ

5.3 cu.ft. Electric Range with Precision Cooking™ System MER6600FZ MGR6600FZ - Gas add \$111

Stainless Steel Tub Dishwasher with PowerBlast® Cycle MDB4949SHZ





ON THE PACKAGE AFTER

SAVINGS & \$400 REBATE

UP \$700 REBATE VIA PREPAID CARD BY MAIL WHEN YOU PURCHASE SELECT MAYTAG® APPLIANCES. MAY 2 - JUNE 5, 2019

10 YEAR

Whirlpool

STAINLESS STEEL KITCHEN SUITE

BLACK STAINLESS STEEL KITCHEN SUITE



25 cu.ft. Side-by-Side Refrigerator with Frameless Glass Shelves WRS325SDHZ



1.7 cu.ft. Microwave **Hood Combination** with Electronic Touch Controls WMH31017HS





5.3 cu.ft. Electric Range with FlexHeat™ Dual Radiant Element WFE505W0HS WFG505M0BS - Gas add \$111

Stainless Steel Dishwasher with 1-Hour Wash Cycle WDF520PADM



25 cu.ft. French Door Refrigerator with Exterior Ice & Water Dispenser WRF555SDHV



1.9 cu.ft. Steam Microwave with Sensor Cooking WMH32519HV





5.3 cu.ft. Electric Range with FlexHeat™ Dual Radiant Element WFE52580HV

Stainless Steel Tub Dishwasher with 1-Hour Wash Cycle WDT750SAHV

BY MAIL WITH PURCHASE OF

SELECT KITCHENAID® BRAND

APPLIANCES'

Valid Jan. 1 - July 10, 2019

KitchenAid[®]

STAINLESS STEEL KITCHEN SUITE

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

4243 \$4243





22.7 cu.ft. Counter-Depth Side-by-Side Refrigerator with Exterior Ice & Water KBSC503ESS

2.0 cu.ft. Over-the-Range Microwave with Sensor Functions VMUC120EGG

6.4 cu.ft. Electric Range with Even-Heat™ True Convection KEEGENNEGE

46 DBA Dishwasher with ProWash™ Cycle KDFE104HPS

Artwork Version: 01LM4303WP MemorialDay

AMANA \$1 each



3.5 cu.ft. Top **Load Washer** with Dual Action Agitator NTW4516FW

6.5 cu.ft. **Electric Dryer** with Wrinkle Prevent Option NED4655EW



NEW!

4.5 cu.ft. Front **Load Washer** with Load & Go™ Dispenser WFW5620HW

7.4 cu.ft. **Electric Dryer** with Wrinkle Shield™ Option WED5620HW

Selling & Servicing Major Appliances in Tucson Since 1956





SCRATCH-N-DENTS ONE-OF-A-KINDS & MORE!^

12 MONTHS SPECIAL FINANCING



*See store for complete details of all offers, financing and rebates. Visit maytag.com for warranty details. ^Applies only to refurbished, reconditioned, damaged or scratch & dent products. Limited Warranty. See associate for details, ®/™ © 2019. All rights reserved, HUB Pre-Approval XXXXXX. 01LM4303WP_MemorialDay cheitert @2019 Invigorate Media, LLC. All Rights Reserved. 800-770-5219.





SAVE 15–45%

ON CLOSEOUTS, SCRATCH-N-DENTS, ONE-OF-A-KINDS & MORE!







KitchenAid

MAYTAG[®]

FINGERPRINT RESISTANT STAINLESS STEEL KITCHEN

MSRP



Door Refrigerator

with PowerCold®

Feature

MFI2570FEZ





SAVE \$1567

ON THE PACKAGE **AFTER SAVINGS &** \$400 REBATE



Stainless Steel **Tub Dishwasher** with PowerBlast® Cycle MDB4949SHZ

*700 REBATE

MMV1174FZ

VIA PREPAID CARD BY MAIL WHEN YOU PURCHASE SELECT MAYTAG® APPLIANCES* MAY 2 - JUNE 5, 2019

MAYTAG[®]

MSRP \$999 each



4.5 cu.ft. Front 7.4 cu.ft. **Load Washer** with Load & Go™ Dispenser WFW5620HW

Electric Dryer with Wrinkle Shield™ Option WED5620HW

MSRP \$999



4.5 cu.ft. Front **Load Washer** with Extra Power and 12-hr Fresh Hold® Option MHW5630HW

7.3 cu.ft. Electric **Dryer** with Extra Power and Quick Dry Cycle MFD5630HW



"See store for complete details of all offers, financing and rebates. Visit maytag com for warranty details. "Applies only to refurbished, reconditioned, damaged or scratch & dent products. Limited Warranty. See associate for details. (6)^{Me} 2019, All rights reserved. HUB Pre-Approval XXXXXXX. 01JP4305WP_MemorialDay chellert (2019) Invigorate Media, LLC. All Rights Reserved. 800-770-5219.



RECEIVE UP TO

BY MAIL WITH PURCHASE OF SELECT KITCHENAID® **BRAND APPLIANCES**

Valid Jan. 1 - July 10, 2019

12 MONTHS SPECIAL FINANCING!*

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**

Artwork Version: 01JP4305WP MemorialDay





CHRISTIE'S Appliance Co.

7255 E. Broadway Blvd. Tucson, AZ 85710

775-782-5099

MAYTAG°

KitchenAid[®]

THURSDAY MAY 23rd •

Artwork Version: LE4312WP

8AM-8PM

Dear Friends & Family,

Take good care of this letter! It entitles you to take part in our Private Sale at **Christie's Appliance** on **Thursday, May 23rd, from 8am–8pm**.

For 1 Day ONLY you will have an opportunity to take advantage of our BEST DEALS of the Year! Receive our Lowest Prices of the Year on all brands including Maytag®, Whirlpool®, KitchenAid® & Amana®. Now is the time to save on every Laundry & Kitchen Appliance. For example...in addition to our Years Lowest Prices, Receive up up to a \$700 Rebate on select Maytag® appliances and up to a \$1,600 Rebate on select KitchenAid® appliances!

Save 15-40% on select closeout and discontinued merchandise.

This **PRIVATE SALE** is for Letter Holders ONLY and will NOT be advertised anywhere else. Discounted prices will only be available during these hours. Bring a friend and register for a chance to win a brand new KitchenAid® Stand Mixer.

As always, we are there to serve you after the sale.

Hope to see you then!

Dealer Staff



Preferred Friends ADMISSION TICKET

Register for your chance to WIN a KitchenAid® Stand Mixer!

Name: ______Address:

Phone:

Please present this ticket for admission. One KitchenAid® Stand Mixer to be given away during the sale. Valid Thursday, May 23, 2019 ONLY.



12 MONTHS SPECIAL FINANCING AVAILABLE!*

Preferred Family

ADMISSION TICKET

Register for your chance to WIN a KitchenAid® Stand Mixer!

Name:

Address:

Phone:

E-mail:

Please present this ticket for admission. One KitchenAid® Stand Mixer to be given away during the sale. Valid Thursday, May 23, 2019 ONLY.

MODEL LIST: MONSTER MAILER

*Some models may not appear on smaller mailers

Prices are set at MAP or Current Promo MAP. If you would like to advertise at 10% less than MAP (the lowest Co-Opable price), please check HERE... \square 10% Off

Brand _	KitchenAid Kitchen Package			MSRP	\$6346	SALE PRICE _	\$4243
Brand _		Model #	KRSC503ESS	MSRP		SALE PRICE _	
Brand _		_ Model # _	KMHS120ESS	MSRP		SALE PRICE _	
Brand _		Model #	KFEG500ESS	MSRP		SALE PRICE _	
Brand		Model #	KDFE104HPS	MSRP		SALE PRICE _	
Brand	Maytag Kitcher	n Package		MSRP	\$4466	SALE PRICE _	\$2899
Brand _		Model #	MFI2570FEZ	MSRP		SALE PRICE _	
Brand _		Model #	MMV1174FZ	MSRP		SALE PRICE _	
Brand _		Model #	MER6600FZ	MSRP		SALE PRICE _	
Brand _		Model #	MDB4949SHZ	MSRP		SALE PRICE _	
Brand _	Whirlpool Kitch	nen Package		MSRP	\$3366	SALE PRICE _	\$2332
Brand _		Model #	WRS325SDHZ	MSRP		SALE PRICE _	
Brand _		Model #	WMH31017HS	MSRP		SALE PRICE _	
Brand _		Model #	WFE505W0HS	MSRP		SALE PRICE _	
Brand _		Model #	WDF520PADM	MSRP		SALE PRICE _	
Brand _	Whirlpool Kitch	nen Package		MSRP	\$4816	SALE PRICE _	\$2999
Brand _		Model #	WRF555SDHV	MSRP		SALE PRICE _	
Brand _		Model #	WMH32519HV	MSRP		SALE PRICE _	
Brand _		Model #	WFE525S0HV	MSRP		SALE PRICE _	
Brand _		Model #	WDT750SAHV	MSRP		SALE PRICE _	
Brand _	Maytag	Model #	MHW5630HW	MSRP	\$999	SALE PRICE _	\$777
Brand _	Maytag	Model #	MED5630HW	MSRP	\$999	SALE PRICE _	\$777
Brand _	Amana	Model #	NTW4516FW	MSRP	\$599	SALE PRICE _	\$443
Brand _	Amana	Model #	NED4655EW	MSRP	\$599	SALE PRICE _	\$443
Brand _	Whirlpool	Model #	WFW5620HW	MSRP	\$999	SALE PRICE _	\$777
Brand _	Whirlpool	Model #	WED5620HW	MSRP	\$999	SALE PRICE _	\$777



Monster Mailer • Legal Limit Max • Jumbo Postcard • Letter

Order Form

 $Email\ orders\ to: \textbf{ORDER@InvigorateMedia.com}$

or Fax orders to: **636-794-3223**

Sales: 1-800-770-5219 Doug Nelson or Bill Menkhus

Business Name:									
Addre	ess:		_ City:		State: _	Zip:			
Phone	<u>.</u> :	Cell:		Email:					
Buyin	g Group:	Whir	lpool Dealers - W	ant us to file your HU	B co-op paper	work on your behalf?:	☐ YES!		
Whirlpool Rep: HUB Log-in Username:					Password:				
Step 1	Sale Dates Indicate your sale	e dates here:	2	Please List Art Artwork Version in white ie Version: LL2041WP; (address panel,				
			Ind	licate number h	ere:		_		
	Do you want "	Do you want "Scratch Off" Promo? Yes No (Scratch Off Promo: Add 3 cents per mailer)							
Step	Quantity Single F	amily Homes: Select C	ne	<u>Jumbo F</u>	Postcard Pri	cing:			
3	Monster Mailer	□ 1. 5,000 - \$2,443 □	2. 10,000 - \$4,13	39 🗖 1. 1,00	00 - \$799	2 . 2,000 - \$1,399			
	Legal Limit MAX!	□ 1. 5,000 - \$2,543 □	2. 10,000 - \$4,33	3. 3,00	0 - \$1,799	4. 4,000 - \$2,099			
	Letter (8.5"x11")	□ 1. 5,000 - \$2,443 □	2. 10,000 - \$4,1	5. 5,00	00 - \$2,293	6. 10,000 - \$3,839			
	Additional Mailers, ADD: MONSTER - 39.9¢ each • LEGAL LIMIT MAX - 41.9¢ each UMBO POSTCARD - 36.9¢ each (on quantities over 5,000) • LETTER - 39.9¢ each								
4		cial Offers: All offers are	_	-	-	-	•		
	Financing offer terms - # of Months ie. 6, 12, 18; With Payments? YES or NO; Minimum Purchase: \$								
	List your special offers here:								
Step 5	Signature (REQUI	RED):		(Your ord	der will not be	e processed without a sig	gnature)		
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 2018 and are subject to change without notice.									
Step 5	Select ONE: □1.	Zip Codes - Complete	Below OR	2. Let us rui	n a radius a	round your store			
Call us for free consultation on selecting your mailing list									
1.		2.	3.	4.		5.			
6.		7.	8.	9.		10.			
Pricing Includes: \$50,000* Household Median Income									
• Single Family Home Mailing List Monster 10.5" x 17" • Legal Limit Max! 11" x 14" • Jumbo Postcard 6" x 9" • Letter 8.5" x 11" • Single Family Home Postage									
Monster Mailer/Jumbo Postcard/Letter: Targeted Homeowner Income List OR Dealer's Customer List: Add 5¢ Legal Limit Max: Targeted Homeowner Income List OR Dealer's Customer List: Add 7¢ Add'I SCFs: Add \$100									

Business Name:	Citv:	State:
DUSITIESS INATTIE.	City.	Siale.



List your model changes below

Fax 2nd page with your Order Form

List your model changes below. Models NOT DELETED will remain on your proof. The space allowed for models/images is limited to the direct mail piece selected 1. **DELETE:** Brand Model # **REPLACE WITH:** Brand Model # CHANGE PRICE TO: \$_____ and/or CHANGE SAVE TO: \$_____ Model # REPLACE WITH: Brand Model # 2. **DELETE:** Brand CHANGE PRICE TO: \$ and/or CHANGE SAVE TO: \$ _____ Model #_____ REPLACE WITH: Brand _____ Model #_____ CHANGE PRICE TO: \$_____ and/or CHANGE SAVE TO: \$_____ 4. **DELETE:** Brand Model # **REPLACE WITH:** Brand Model # CHANGE PRICE TO: \$ and/or CHANGE SAVE TO: \$ 5. **DELETE:** Brand Model # **REPLACE WITH:** Brand Model # CHANGE PRICE TO: \$ _____ and/or CHANGE SAVE TO: \$ _____ 6. **DELETE:** Brand ______ Model #______ **REPLACE WITH:** Brand ______ Model #_____ CHANGE PRICE TO: \$ _____ and/or CHANGE SAVE TO: \$ _____ Model # REPLACE WITH: Brand Model # 7. **DELETE:** Brand CHANGE PRICE TO: \$ and/or CHANGE SAVE TO: \$ 8. **DELETE:** Brand Model # **REPLACE WITH:** Brand Model # CHANGE PRICE TO: \$ _____ and/or CHANGE SAVE TO: \$ _____ Model # REPLACE WITH: Brand Model # 9. **DELETE:** Brand CHANGE PRICE TO: \$_____ and/or CHANGE SAVE TO: \$____ ______ Model #______ **REPLACE WITH:** Brand ______ Model #_____ 10. **DELETE:** Brand CHANGE PRICE TO: \$ _____ and/or CHANGE SAVE TO: \$ _____ 11. **DELETE:** Brand Model # **REPLACE WITH:** Brand Model # CHANGE PRICE TO: \$ and/or CHANGE SAVE TO: \$ 12. **DELETE:** Brand Model # **REPLACE WITH:** Brand Model # CHANGE PRICE TO: \$ _____ and/or CHANGE SAVE TO: \$ _____ Model # REPLACE WITH: Brand Model # 13. **DELETE:** Brand CHANGE PRICE TO: \$ and/or CHANGE SAVE TO: \$

From: Leslie McShane <LMcShane@360insights.com>

Date: April 2, 2019 at 11:19:27 AM CDT

To: Doug Nelson <doug_nelson@invigoratemedia.com>

Cc: steven menkhus <steven_menkhus@invigoratemedia.com>, "westregion@whirlpoolhub.com"

<westregion@whirlpoolhub.com>

Subject: RE: 01LM4303WP - Memorial Day

Approval attached!

Pre-Approval Summary						Export Print			
Pre- Approval #	Trade Customer #	Trade Customer Name	Program	Media Types	Status	Activity Start Date	Activity End Date	Created Date	Status Date
215544	000INVIGPA	000INVIGPA	2019 Whirlpool Portfolio	Direct Mail	Approved	05/16/19	06/05/19	03/29/19	04/02/19

Leslie McShane | Senior Channel Support Professional | West-Northwest Region | Imcshane@360insights.com | www.whirlpoolhub.com | coop@whirlpoolhub.com

Phone 877.303.8659|Fax: 844.206.0858

Mailing Address: P.O. Box 9110 Farmington Hills, MI 48333-9110