

For People Development and People Regulation Personnel
within Financial Services

T-C NEWS

COMPETENCE • EXPERTISE • PROFESSIONALISM

Marketing Guide

A comprehensive solution for marketing to people
development and people regulation professionals

(incorporates Advert Specifications)

T-C News

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A Brief Introduction

People regulation of the UK Financial Services sector started in earnest in the early 1990's. T-CNews is a quarterly magazine that has been published since 1996 and has over the years developed a readership and following that is loyal, professional and influential within the UK financial services sector. Originally published in monochrome we now produce a high quality colour magazine in hard,PDF and web blog format. T-CNews is the only independent magazine dedicated to people development and people regulation personnel within the UK financial services sector. Our aim is to provide our readership with sufficient independent information to make informed decisions about regulation, training, development and assessment needs of their organisation. It is aimed at personnel who work within people development or people aspects of regulation or provide services to such people.

In 2017 we further developed our online presence www.t-cnews.com. As well as being the vehicle to distribute our magazine electronically our web site provides a platform for suppliers of products and services to financial services companies to showcase their expertise to both our readership and wider database.

Who writes for us?

Those who demonstrate expertise in their field are most welcome to submit articles for inclusion in our magazine. Over the years we have received regular articles from the Regulator, Trade Bodies, Accredited Bodies (such as CII and CISI) and firms and individuals who provide specialist expertise in their field. This has helped create a reputation of being an authoritative source of information within the UK financial service sector. Our articles are broken down into 5 different categories:

- Regulatory General
- Regulatory Specialist
- Industry Focus
- People Development
- Opinion and Insight

Writing articles is a great way for you or your firm to demonstrate your expertise in your area. We do not pay for articles or charge for their inclusion. We do operate a strict set of **Editorial Guidelines** that can be downloaded from our web site. We do offer access to a comprehensive range of marketing tools that enable you to create a continuous presence with our readership and database. However, you do not have to make use of these should you wish to write an article for us or vice versa. If you do write for us and choose to make use of our marketing tools you will be offered substantial discounts via our **Writers' Discount** scheme.

Who reads the magazine and visits our website?

Circulation of T-CNews includes all major UK financial services organisations as well as many smaller companies, equally affected by the impact of regulation. Readership comprises Senior Managers who have specific responsibilities within their organisations for Competence (SMF/SIFs), Senior Managers, Managers including T&C Managers, Training Managers, Compliance Managers, Customer Service and Sales Managers. Readership also includes Consultants, Advisers, Trainers, Learning & Development Personnel and People Development Personnel

We currently distribute just over 2170 copies of T-CNews across 1672 firms.

The breakdown of 2170 copies is 17.2% Product providers, 37.8% Intermediaries (including mortgage and GI), 17.5% Banks (including investment houses) , 15.5% Building Societies, 6.0% Commercial and 6.0% Other.

We would estimate that the readership levels are at least twice the circulation level. The breakdown by 1672 firms is 3.9% Product providers, 67% Intermediaries, 3.2% Banks, 7.1% Building Societies, 11.2% Commercial and 7.6% Other.

The Individual Marketing Components

How we create the complete marketing solution

We offer opportunities to both writers and non writers. Those who choose to write for us will be offered substantial discounts via our Writers' Discount scheme. Our approach is to provide you with a range of tools combined with an active management approach that creates the opportunity for you to promote your expertise, company, product, service or events to our readership and database. The drip-fed approach provides a regular reminder to our readership/database about the expertise and opportunities that are on hand. This in turn raises your brand awareness and improves lead generation results.

Those who choose to use our marketing tools will receive a statement each month that summarises the tools that have been used and how many changes/unused elements remain. This supports our approach that encourages an active management philosophy. Existing advertisers are contacted at the start of each quarter inviting articles to be written with a selection of subject matters to choose from. If you are under the writers discount scheme you will be expected to submit at least 2 articles during a 12 month period for inclusion in our magazine. You do not have to submit an article each quarter.

Magazine articles that are approved through the editorial process are included in both hard and electronic versions of the magazine. Other articles can be submitted at any time for inclusion in our blog. Any articles submitted do not qualify as counting articles under the writers' discount scheme.

We are happy to provide a copy of any article that you write for T-CNews in PDF format should you wish to either upload this to your own web site or send a copy to your own client base to stimulate discussions with them leading to possible new business opportunities.

T-CNews also operates a **T&C Group** on **Linked in**. Our editor can be followed on **Twitter**. You are welcome to submit discussions or contribute to existing ones. This provides a further route to demonstrate your expertise. As well as opportunities for writing for us we offer access to a range of marketing tools. These are described overleaf. The tools can be used in any combination to create a flexible package that suits your specific needs.

By combining the hard copy, electronic copy and blog versions of the quarterly magazine we can offer a comprehensive media platform to market your company products or services to individuals within the people development and people regulation arena of financial services. We actively promote both our magazine and web site through our database, blog and linked in group. Our email database provides extensive access to appropriate decision makers and budget controllers within the sector who are responsible for the competence of personnel.

Magazine Adverts

Magazine Advert in T-C News

In the hard copy of the magazine and PDF version adverts can be one eighth, one quarter, one half (vertical or horizontal) or full page. Adverts can be placed for single or multiple editions and will be included in both hard and PDF versions of the magazine. If you advertise in the hard copy and PDF versions of the magazine you will also be entitled to make use of adverts in the blog version. Adverts that appear in the blog version of the magazine must follow the fixed specification of an ad block. Discounts apply for multiple edition placements. Adverts can be changed each quarter. **Substantial discounts are available if you participate in our writers discount scheme.** The magazine is published in January, April, July and October. Please see our separate **Advert Specification** document to cover technical details of advert sizes and acceptable formats.

Ad Blocks

Search Results Display Adverts (SRDAs)

The right hand column of the web blog version is open for advertisers. There are three different levels at which an Ad Block can appear - Home, Sector and Individual Article. Each advertiser in the hard copy of the magazine is entitled to use Ad Blocks - The bigger the advert in the more Ad Blocks are available. Advertisers can purchase additional Ad Blocks or choose to advertise in the blog version only.

Supplier Directory Listing

List details about your company in our directory. You are able to include details about your company and the services you provide. We are happy to include your company logo alongside your listing. Listings are provided free of charge to magazine advertisers who commit to a 12 month package.

Events Calendar Listing

Tell people about open courses and workshops that you run. You are able to include details of your event, who should attend and what the objectives are as well as how to find out more details/book a place. Entries are provided free of charge to magazine advertisers who commit to a 12 month package. There is also a facility to promote a one off event within the calendar.

Learning Solution Listing

Entries are specifically to help you promote any products or ebased solutions you offer. Each entry provide details about your solution and how to find out more details and buy.

Monthly CPD Notification

At the beginning of each month we issue an alert to our database providing high level details of events running in one months time as well as other products and solutions available.

T-CNews Rate Card

MAGAZINE ADVERTS

Size	1 Edition	2 Editions	3 Editions	4 Editions
1/8th	136	204	272	340
1/4	270	405	540	675
1/2	540	810	1080	1350
Full Page	1080	1620	2160	2700
Cover Page	1280	1920	2560	3200

Please see our Advert Specification for size and format of accepted adverts

All magazine advertisers who commit to a 12 month contract are entitled to 12 months free access to the Suppliers Directory, Events Calendar and Learning Solution Tab

AD BLOCKS - Individual Level

Number	1 Edition	2 Editions	3 Editions	4 Editions
1	102	153	204	255
2	203	304	405	506
3	405	608	810	1013
4	810	1215	1620	2400

Advertisers who advertise in the hard copy and PDF versions of the magazine will receive the following Ad Block allowances as part of their package

1/8th, 1/4 and 1/2 page advertisers will receive 1 Ad Block at article level

Full page and cover advertisers will receive 2 Ad Blocks at article level

1/2, full page and cover advertisers will receive 1 Ad Block at Sector Level

Cover page advertisers will receive 1 Ad Block at Home level

AD BLOCKS - Sector and Home Level

Type/Number	1	2	3	4
Sector	540	810	1080	1350
Home	1080	1620	2160	3200

Sector advertisers will be entitled to 2 Ad Blocks at Individual Level.

Home advertisers will be entitled to 1 Sector Ad Block and 4 Ad Blocks at Individual Level

When you commit to a 12 month contract and agree to supply 2 articles during this 12 month period we will reduce the prices by 40% and give you free access to the suppliers' directory, events calendar and learning solution listings

40% DISCOUNT

SUPPLIERS DIRECTORY, EVENTS CALENDAR & LEARNING SOLUTIONS(12MONTHS)

	Non Writer
Suppliers Directory	95
Events Calendar	150
Learning Solutions	150
ONE OFF ENTRY in events or learning solutions	25

Please see our Advert Specification for size and format of accepted adverts

**All the above prices are in £sterling and are subject to VAT at the current rate
Contracts for 6 months or more can be paid by instalments by arrangement.**



T-CNews Advertising Specification

The following information is provided to allow advertisers to format their advertising in an acceptable way for publication & print.

Advertisement Size

Covers-Inside /Out Full Page

(Printed to edge full bleed) 303mm x 216mm (3mm bleed)

Inside Full Page (Without Bleed)

210mm width x 297mm height

Inside Full Page (With Bleed)

Bleed area 216mm width x 303mm height (3mm bleed)

Print area 210mm width x 297mm height

Inside ½ Page Landscape (Without Bleed)

175mm x 125mm

Inside ½ Page Landscape (With Bleed)

Full Bleed area 185mm width x 130mm height (3mm bleed)

Print area 210mm width x 142mm height

Inside ½ Page Portrait (Without Bleed)

85mm width x 272mm height

Inside ½ Page Portrait (With Bleed)

Bleed area 100mm width x 303mm height (3mm bleed)

Print area 97mm width x 297mm height

Inside Quarter Page

85mm width x 130mm height

Inside 1/8th Page

85mm width x 62.5mm height

Format

Please provide your copy in the following format

Adobe **Press or High Quality** PDF (.pdf) – These are settings within Adobe. CMYK colour format (4 Plates) do not include spot colours (we will do a colour check and revert them to be within the CMYK spectrum).

Jpeg or Tif only if you can not do PDF (300dpi) – CMYK colour format

Files can be sent to us on CD or by E-Mail

Other requirements

We are looking for adverts to use professional looking photos where possible (no cartoons).

We also suggest that adverts should not be overloaded with words – simplistic wording and white space has more effect than too much information.

Ad Block

This must be 300 pixels wide x 350 pixels high at 72 dpi