THE SAME WORLD IN OTHER WORDS

DIFFERENCE IS IN THE STORYTELLING NOT SELLING SERVICES

Kongres Magazine is the very first niche communications agency to specialize in the meetings industry. We have been creating urban stories spiced up with a strong dose of creativity and an “out of the box” vision for over a decade now.

Since time immemorial, words have been perceived as the strongest and most versatile weapon. People are born storytellers. Stories define our existence and shape our view of the world and perception of reality. Through stories, we learn both metaphorically and literally. Without stories, our emotional world would be empty, and life would be missing that “wow factor.”

Creating inspiring opportunities today occurs predominantly on digital platforms. These are hungry for good stories and quality content marketing.

In many ways, the meetings industry is similar to rock’n’roll. It is passion and dedication. It strives to be different and visible, showing with one’s heart and soul the power of speech at the right moment. It inspires the audience and leaves an impression. It creates a special connection with every listener and responds to their wishes, and ensures that they become fans. You know how to inspire, and we have a stage on which you can present.

Therefore, this year Kongres magazine has brought its readers even closer, breathed into its new content and changed it into an even more attractive publication, all with the aim of becoming a unique, creative and effective medium for dialogue between you onstage and your buyers in the audience. Therefore, we offer a range of solutions for your dialogue with readers, from text-writing and web optimisation to promotions in the magazine and on social networks.

Gorazd Čad
CEO & Founder

MORE CONTACTS, MORE CONTRACTS

WHAT
The majority of media and specialised marketing agencies in the meetings industry only offer meeting planners and destinations one of the many possible methods of communication.

THUS
Integrated communication in all contact points of communication with meeting planners is rare and usually also very expensive.

The biggest problem of such communication is ensuring high quality reach of all communication channels and measuring sales conversion.

NOW WHAT
Our agency is among the first to offer 360° MICE ACTIVATION, which includes all communication tools that actually communicate with meeting planners, regardless of which communication tool they use.

6 GOALS RELEVANT FOR YOUR BUSINESS
• Content Creation: Producing engaging content for clients and providing content targeting
• Content Curation: Finding relevant content for specific meeting planners groups through our network
• Content Distribution: Delivering content to meeting planners who will find it valuable and driving conversion
• Boost Awareness: Creating client brand awareness by consistently communicating with meeting planners
• Lead Generation: Creating qualified leads as a result of content marketing and converting reach into leads
• Drive Sales: If content is king then sales conversion is queen - converting leads into customers

Media Kit 2022 | www.kongres-magazine.eu
WE KNOW MEETING PLANNERS REALLY WELL

Kongres is the largest European and regional B2B communication platform. Our database has over 80,462 potential buyers of your product.

The database is being expanded on a daily basis and is primarily targeted at the European market.

EXPERTISE
An efficient direct marketing begins with a quality database. Database is a foundation for developing own communication channels and different forms of direct marketing.
In the beginning of 2022 our database consists of 80,642 contacts. This represents one of the most extensive and quality databases in the field of meetings industry in the European area. With this database we power our event Conventa as well as numerous successful clients’ campaigns.

STRUCTURE OF DATABASE
As follows:
- Corporate clients 75%
- International Associations 10%
- Government and EU institutions 5%
- PCO, DMC, incentive agencies 5%
- Other (suppliers, meeting services) 5%

OUR MAIN REGIONS
According to the distribution of the Magazine today are:
- Central and South East Europe 26%
- Russia and Eastern Europe 18%
- Germany 11%
- Benelux 8%
- UK and Ireland 8%
- Turkey 7%
- Scandinavia and Baltics 6%
- Italy, Spain, Portugal 6%
- Rest of Europe 4%
- Other countries 6%

In year 2022 we will continue to upgrade the database through the following channels:
- Landing page sign-up forms 2,900 (system Sumo)
- Telemarketing 4,200 (direct calls)
- Events, Trade shows 450
- Contest 600
- Personal sales 150

Expected new contacts 2022: 8,300

Through the Kongres portal alone, we weekly generate more than 50 new contacts. This is a record in the international meetings industry.

“Never go on trips with someone you don’t love”
- Ernest Hemingway

THE NUMBERS DON’T LIE
In the last 15 years www.kongres-magazine.eu has won the trust of local and international meeting planners. According to official data on the reach of the site (Alexa and Google), it is ranked among the top five websites in its field with the highest reach in Europe. Each day it records an average of 400-600 visits by various meeting planners who are able to see 800-1000 content items.
OUR BESTSELLERS

MICROSITE ON THE WWW.KONGRES-MAGAZINE.EU PORTAL

What is a microsite on the www.kongres-magazine.eu portal?
It is a special subpage on which news with the most views and highest conversion is generated with the help of a special interface. The structure of the sections on the microsites, therefore, follows the search logic of meeting planners (Popular Stories, Behind the Scenes, Incentive Ideas, Interviews, Destination Guides). The microsite is accessed through the portal entry page, which ensures the highest conversion rate.

What is a microsite on the www.kongres-magazine.eu portal?
Because you will have your own domain on the Kongres portal, you will gain credibility in the eyes of your subscribers.

The web portal www.kongres-magazine.eu has won the trust of local and international meeting planners in the last 14 years, and what's more, according to official data on the portal's reach (Alexa and Google) we rank among top 5 MICE portals with the highest reach in the world. We are very proud of that. Every day, the portal is visited by an average of 300 to 400 different meeting planners, who view a total of 900 to 1,100 different content points.

Microdomain
The www.kongres-magazine.eu/your-convention-bureau microdomain is a big advantage. This communicates the main focus of our content and our microdomains are often ranked much higher than our own domains.

<table>
<thead>
<tr>
<th>Feature</th>
<th>Basic</th>
<th>Meet</th>
<th>Meet+</th>
</tr>
</thead>
<tbody>
<tr>
<td>Banner on the <a href="http://www.kongres-magazine.eu">www.kongres-magazine.eu</a> landing page</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Number of articles limit (posts)</td>
<td>30</td>
<td>50</td>
<td>100</td>
</tr>
<tr>
<td>Monthly limit of number of articles (posts)</td>
<td>4</td>
<td>6</td>
<td>10</td>
</tr>
<tr>
<td>Monthly limit of number of pictures in posts</td>
<td>8</td>
<td>12</td>
<td>20</td>
</tr>
<tr>
<td>Monthly limit of number of videos</td>
<td>2</td>
<td>3</td>
<td>5</td>
</tr>
<tr>
<td>SSD space (GB)</td>
<td>3 GB</td>
<td>10 GB</td>
<td>20 GB</td>
</tr>
<tr>
<td>Microdomain <a href="http://www.kongres-magazine/partner">www.kongres-magazine/partner</a></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Web page SEO optimization for search engines</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Antispam protection</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Free SSL certificate</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Backlinks to your webpage</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Built-in RFP and contact form</td>
<td>x</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Meta tags</td>
<td>x</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Writing news stories with proofreading (monthly)</td>
<td>x</td>
<td>4</td>
<td>6</td>
</tr>
<tr>
<td>News redistribution without proofreading (monthly)</td>
<td>x</td>
<td>2</td>
<td>4</td>
</tr>
<tr>
<td>News redistribution to social media channels</td>
<td>x</td>
<td>6</td>
<td>10</td>
</tr>
<tr>
<td>Mailing to the list of potential buyers</td>
<td>x</td>
<td>option</td>
<td>option</td>
</tr>
<tr>
<td>Data visualization</td>
<td>x</td>
<td>option</td>
<td>option</td>
</tr>
<tr>
<td>Video production</td>
<td>x</td>
<td>option</td>
<td>option</td>
</tr>
<tr>
<td>Infographic design</td>
<td>x</td>
<td>option</td>
<td>option</td>
</tr>
</tbody>
</table>

PRICE PER MONTH

<table>
<thead>
<tr>
<th>Basic</th>
<th>Meet</th>
<th>Meet+</th>
</tr>
</thead>
<tbody>
<tr>
<td>179 €</td>
<td>By arrangement</td>
<td>By arrangement</td>
</tr>
</tbody>
</table>

22% VAT is not included in the prices. It will be added where applicable.
OUR BESTSELLERS

STORYTELLING AND COPYWRITING

Good content is the driving force of modern digital marketing
Creating opportunities and building excitement mostly takes place on digital platforms nowadays. These platforms are hungry for good stories and quality content. We like to explain this with a metaphor: the digital beast has an insatiable appetite for quality content. Content marketing has to be incorporated into all marketing processes. Good content is the key to success for campaigns and sales, as well as powering social networks, blogs, websites, mail and other forms of activation.

Creating stories with a silver lining
Cooperation starts by briefing us about your story, followed by the starting phases of creating test content and publishing it on the Kongres Magazine web portal. Using this method we can guarantee quality content. The products and texts are clear, readable and attractive for your buyers - event organisers. All texts are also SEO optimised (choosing suitable keywords, meta descriptions and systematically editing titles and subtitles).

Preparing content tailored to the focus group
Our experienced team creates content tailored to your focus group, whether it be text, photographs or video content. We are specialised in content marketing for the meetings industry, and we have executed over 200 commercial projects and published 83 issues of Kongres Magazine. In over fourteen years, we have prepared more than 95,000 articles for our subscribers and Kongres Magazine readers.

Big savings
Because we are specialised in writing content for the meetings industry, we have a trained team of writers, saving you precious time. Moreover, this way of cooperation is noticeably cheaper than having regular employees.

<table>
<thead>
<tr>
<th></th>
<th>Basic</th>
<th>Meet</th>
<th>Meet+</th>
</tr>
</thead>
<tbody>
<tr>
<td>Creative copywriting in English (number of words)</td>
<td>1500</td>
<td>3000</td>
<td>4500</td>
</tr>
<tr>
<td>Number of articles monthly</td>
<td>2</td>
<td>4</td>
<td>6</td>
</tr>
<tr>
<td>Monthly limit of published photos</td>
<td>8</td>
<td>12</td>
<td>20</td>
</tr>
<tr>
<td>Monthly limit of published videos</td>
<td>2</td>
<td>3</td>
<td>5</td>
</tr>
<tr>
<td>Proofreading articles</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Redistribution of articles through <a href="http://www.kongres-magazine.eu">www.kongres-magazine.eu</a></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Redistribution of articles through Kongres Magazine’s social media channels</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>SEO optimisation of articles</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>2 rounds of corrections for each article</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td><strong>PRICE PER MONTH</strong></td>
<td><strong>325 €</strong></td>
<td><strong>650 €</strong></td>
<td><strong>975 €</strong></td>
</tr>
</tbody>
</table>

22% V.A.T. is not included in the prices. It will be added where applicable.
Expertise

Do you want to reach a large number of meeting planners from Europe and beyond but you just don’t have the resources and database? Kongres magazine can help you deliver your message to key meeting industry players; from meeting planners, meeting providers to convention bureaus, associations and organizations.

Novelties, special offers, upcoming events, ideas for incentives, what to see in your region, client’s references,... are all the “hottest” topics the meeting industry can’t stop talking about. Make sure people are talking about YOUR offers, YOUR services, YOUR events!

Build your loyalty. In addition to Kongres E- we now offer you your own newsletter with just your content sent out under the Kongres magazine brand.

Our average delivery rate is 96,76%, open rate is as high as 29,49 % while click through rate is 5 %. We did our math. Have you done yours?

Individual personalized mailing to Kongres Magazine database

<table>
<thead>
<tr>
<th>KONGRES e-CONCIERGE SYSTEM</th>
<th>Basic</th>
<th>Meet</th>
<th>Meet+</th>
</tr>
</thead>
<tbody>
<tr>
<td>Use of e-Concierge system (1 x monthly), number of contacts</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Sending out of e-newsletter</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>DATA-BASES FOR DISTRIBUTION</th>
<th>Basic</th>
<th>Meet</th>
<th>Meet+</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sending out to Kongres data-base</td>
<td>5.000</td>
<td>15.000</td>
<td>35.000</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>CREATION OF E-NEWSLETTER</th>
<th>Basic</th>
<th>Meet</th>
<th>Meet+</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adaptation of news - Editorial Board of Kongres magazine</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Limit of words in the news a la carte</td>
<td>1.000</td>
<td>3.000</td>
<td>5.000</td>
</tr>
<tr>
<td>Number of photos included</td>
<td>Up to 2</td>
<td>Up to 5</td>
<td>Up to 10</td>
</tr>
<tr>
<td>Number of videos included</td>
<td>x</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>Number of words for connection</td>
<td>1</td>
<td>3</td>
<td>5</td>
</tr>
<tr>
<td>Meta tags</td>
<td>x</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Proofreading</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Optimisation of communication for publication</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Publication in 2 days from the delivery of news</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>ADDITIONAL DISTRIBUTION OF E-NEWSLETTERS</th>
<th>Basic</th>
<th>Meet</th>
<th>Meet+</th>
</tr>
</thead>
<tbody>
<tr>
<td>Inclusion of selected news into the portal <a href="http://www.kongres-magazine.eu">www.kongres-magazine.eu</a></td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Distribution of selected news through the portal <a href="http://www">www</a>. internationalmeetingsreview.com</td>
<td>x</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Social media (Twitter &amp; Facebook posting)</td>
<td>x</td>
<td>✓</td>
<td>✓</td>
</tr>
</tbody>
</table>
**ADDITIONAL SERVICES**

<table>
<thead>
<tr>
<th>Basic</th>
<th>Meet</th>
<th>Meet+</th>
</tr>
</thead>
<tbody>
<tr>
<td>RSS</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Inclusion of company logo</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Link to client’s website</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Processing of photos for publication</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Web anchors on the Kongres magazine portal</td>
<td>x</td>
<td>✓</td>
</tr>
</tbody>
</table>

**PACKAGE PRICE LIST**

<table>
<thead>
<tr>
<th>Basic</th>
<th>Meet</th>
<th>Meet+</th>
</tr>
</thead>
<tbody>
<tr>
<td>One-off cost of setting up the e-mail in Mail Poet</td>
<td>250 €</td>
<td></td>
</tr>
<tr>
<td>TOTAL COST OF THE PACKAGE</td>
<td>539 €</td>
<td>799 €</td>
</tr>
</tbody>
</table>

**Mailing in Kongres Weekly**

Publication in one of the weekly newsletters:
- Kongres Weekly
- Wednesday Inspiration
- Friday’s Top Pick

<table>
<thead>
<tr>
<th>Basic</th>
<th>Meet</th>
<th>Meet+</th>
</tr>
</thead>
<tbody>
<tr>
<td>Use of Kongress Wekly system, published every Monday at 6.00 am</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Sending out of e-newsletter</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>DATA-BASES FOR DISTRIBUTION</td>
<td>Basic</td>
<td>Meet</td>
</tr>
<tr>
<td>Adaptation of news - Editorial Board of Kongres magazine</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Limit of stories in the Kongres weekly</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>Number of photos included</td>
<td>Up to 1</td>
<td>Up to 2</td>
</tr>
<tr>
<td>ADDITIONAL SERVICES</td>
<td>Basic</td>
<td>Meet</td>
</tr>
<tr>
<td>Link to client’s website</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Processing of photos for publication</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Web anchors on the Kongres magazine portal</td>
<td>x</td>
<td>✓</td>
</tr>
</tbody>
</table>

**PACKAGE PRICE LIST**

<table>
<thead>
<tr>
<th>Basic</th>
<th>Meet</th>
<th>Meet+</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL COST OF THE PACKAGE</td>
<td>180 €</td>
<td>342 €</td>
</tr>
</tbody>
</table>

22% V.A.T. is not included in the prices. It will be added where applicable.

**An example of campaign’s results**

Segmented base of organisers from New Europe, Germany, and Benelux

**Right audience:**
- Distribution list 37,276
- Delivery rate 96.76 % (appr. 36.068)
- Open rate 29.49 % (appr. 5.496)
- Klick through rate 5 % (appr. 1831)

**Create loyalty:**
- Highest interest Tuesday, Wednesday from 08:00 - 10:00 and from 16:00 - 19:00

**Create content credibility:**
- Spam in % 2.3 % (appr. 826)
- Ham in % 97.7 % (appr. 35.242)

**Relevant content:**
- Complaint rate: 0.01 %
- Text to image ratio: 60% to 40 %

**How can you make use of Kongres Magazine to promote your destination and MICE products?**

- **KONGRES WEEKLY** – every Monday we select the most read posts of the past week
- **WEDNESDAY INSPIRATION** – every Wednesday we delight our readers with video stories
- **FRIDAY’S TOP PICK** – a weekend package chosen by the editor-in-chief

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## KONGRES MAGAZINE SEARCH ENGINE

**Why is our Search engine a perfect tool for you?**

Based on 12 years of observing and designing user experiences, we have created a search engine that is fully tailored to the needs of meeting planners and their thought process. It is a perfect tool to present your presentation, venue, special venue or incentive idea.

**Content driven engine**

It’s the first true content-driven search engine, with destinations and venues for every demand, which will expose you to the right qualified buyers.

**Reach guarantee**

According to official data (Alexa and Google), Kongres is positioned among the top 5 MICE portals with the highest reach in Europe. Every day, 250 to 300 different meeting planners visit the site looking at 800 to 900 articles.

**The easiest way to go**

Our platform combines original content with invite only venue profiles. Kongres Magazine connects meeting planners with your property to send RFP.

**Quality guarantee**

Our collection features the best destinations, venues and incentive ideas checked by using the Meetings Star Methodology and Hidden Congress Guest.

### POSITIIONING VENUE OR INCENTIVE IDEA IN THE SEARCH ENGINE AT https://kongres-magazine.eu/

<table>
<thead>
<tr>
<th>Basic editorial entry into the database</th>
<th>Basic</th>
<th>Meet</th>
<th>Meet+</th>
</tr>
</thead>
<tbody>
<tr>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Contact me form</td>
<td>x</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>RFP form</td>
<td>x</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Contact information</td>
<td>x</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Link to your website</td>
<td>x</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Your content information and a call to action</td>
<td>x</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Additional exposure and a Preferred Partner status</td>
<td>x</td>
<td>x</td>
<td>✓</td>
</tr>
<tr>
<td>Publication of additional stories about your venue or incentive idea on <a href="http://www.kongres-magazine.eu">www.kongres-magazine.eu</a></td>
<td>x</td>
<td>3x 150 words</td>
<td>9x 250 words</td>
</tr>
<tr>
<td>Publication of additional stories about your venue or incentive idea across Kongres Magazine’s social channels</td>
<td>x</td>
<td>3x 150 words</td>
<td>9x 250 words</td>
</tr>
<tr>
<td>Publication of additional stories about your venue or incentive idea in the Kongres Weekly newsletter</td>
<td>x</td>
<td>3</td>
<td>9</td>
</tr>
<tr>
<td>Publication of your own sales pitch in the basic presentation in the database</td>
<td>x</td>
<td>150 words</td>
<td>250 words</td>
</tr>
<tr>
<td>Publication of additional images in the basic presentation in the database (image size: 1024x768)</td>
<td>x</td>
<td>3</td>
<td>5</td>
</tr>
<tr>
<td>Publication of video material in the basic presentation in the database</td>
<td>x</td>
<td>1</td>
<td>2</td>
</tr>
</tbody>
</table>

**ANNUAL MEMBERSHIP**

*Free* 79,60 € 115,90 €

22% V.A.T. is not included in the prices. It will be added where applicable.
TESTIMONIALS
WHAT CLIENTS SAY ABOUT US

"Bratislava Convention Bureau is a proud long-term partner of Kongres Magazine. Our cooperation started more than 4 years ago. Since then we have prepared together many interesting articles and projects. Gorazd and Natalija are very proactive and always suggest great updated themes about our »Surprisingly Close and Exceptionally Smart city« of Bratislava. Conventa Trend Bar was also hosted in the capital of Slovakia and the newsletters always helps us to target the desired audience of meeting planners. The professional content delivered by Kongres Magazine also helps us to feed our Linked In channel and we are gaining more and more followers everyday. Great job and extraordinary professionals in the meetings industry, that is Kongres Magazine."

Bohdana Jelemenska
Bratislava Convention Bureau

"Prague Convention Bureau is cooperating with the Kongres Magazine for many years now. Prague minisite, placed on the Kongres magazine web and containing useful information on the latest news from the destination, helps us more efficiently communicate with our audience abroad. Through this cooperation we believe, our messages reach their target."

Hana Krejbichová
Prague Convention Bureau

"Kongres Magazine has provided a wonderful possibility to amplify Tallinn’s news and articles among international meeting planners. During these testing times, this kind of support is much appreciated, because the possibilities of sharing your message face-to-face are limited, to say the least. Therefore using different virtual channels is the best possible alternative and Kongres Magazine is doing a fantastic work with us. The attention to detail and willingness to think along, while publishing our stories and curating our microsite, is very professional. We hope to continue our collaboration, as the service provided has been beyond our expectations."

Made Pandis-Raie
Visit Tallinn Convention Bureau

"Maribor Pohorje Tourist Board has been cooperating with Kongres Magazine for the past ten years. During this period, Maribor was successfully presented as a business destination in the region and abroad. With the help of Kongres Magazine and the website kongres-magazine.eu, we have been given numerous opportunities to share holistic information regarding our congress offer, experiences and unparalleled stories. Furthermore, the website helped spread awareness about the latest novelties at the destination to the expert public. Equally appreciated are the platform’s added value, countless information and opportunities to exchange knowledge among colleagues in business tourism. We thank them for their cooperation and professional approach towards promoting and developing Slovenian business tourism!"

Bernarda Karo
Maribor tourism
LJUBLJANA
www.kongres-magazine.eu/ljubljana-convention-bureau/

SLOVENIA
www.kongres-magazine.eu/slovenian-convention-bureau/

PRAGUE
www.kongres-magazine.eu/prague-convention-bureau/

BRATISLAVA
www.kongres-magazine.eu/bratislava-convention-bureau/

TALLINN
www.kongres-magazine.eu/tallinn-convention-bureau/

CANKARJEV DOM
www.kongres-magazine.eu/cankarjev-dom/

MEET UK
www.kongres-magazine.eu/great/

PORTOROSE
www.kongres-magazine.eu/portoroz-convention-bureau/

SERBIA
www.kongres-magazine.eu/serbia-convention-bureau/
Kongres magazine enables our partners to inform the public at home and abroad about new developments and important achievements. All announcements are archived and available at all times. All information is also easily accessible via mobile devices.

### VENUES

#### BEHIND THE SCENES

An editorial look behind the scenes of the most exciting congress hotels in the region.

#### OFF THE BEATEN MICE TRACK

Introducing new innovative congress products that surprise with aesthetics and creativity.

#### HIDDEN GUESTS

Unique evaluation of hotels by hidden congress guests using more than 400 criteria.

#### SPECIAL VENUES

Overview of interesting congress providers through experiences and special offers.

### DESTINATIONS

#### MEET BUSTERS

Busting or confirming 10 meeting destination myths about which you have always wondered.

#### MTLG MEETOLOGUES

A golden guide for meeting organisers, revealing fresh and interesting European meeting destinations.

#### KONGRES TELESCOPE

Secrets about Non-European meeting destinations through the brilliant editorials of Kongres magazine.

#### KONGRES FACE TO FACE

A current comparison of the closest competitors following the Kongres MTLG methodology.
VOICE FROM THE TOP

Exclusive interviews with meetings industry experts on the current challenges of the meetings industry.

WHO IS WHO

Interviews with meetings industry professionals who reveal the stories of their success.

YOUNG TALENTS

The next generation of talented individuals who will shape the future of the meetings industry.

ENFANT TERRIBLE

In each of us lies a little enfant terrible. The editorial board chooses the most interesting ones.

CASE STUDIES

Examples of good practice cases of events and meetings industry projects presented with concrete results.

INCENTIVE IDEAS

The most comprehensive collection of incentive ideas that already includes 270 programmes, which is up-dated weekly.

CREATIVE BREAK

Examples of good practice in the field of marketing of meetings destinations, hotels and events.

WHAT'S HOT

Presentation of the most interesting destinations. Ratings are given for convention hotels, car launch destinations, special venues and more.

LJUBLJANA TALKS
**360° MICE ACTIVATION**

*with Toleranca Marketing*

**PRICE LIST FOR SELECTED SERVICES 2021**

**CONTENT/Copywriting**

**Copywriting**

1/4/6 article(s) per month  
**€122/€448/€673**

Using the storyboard model, a standard 1,900 characters with no spaces per article.

**Copywriting in English**

(price per character including proofreading)  
**€0,059**

**Optimisation of the existing texts**

(price per character including proofreading)  
**€0,043**

What is included in the prices? Creative copywriting, SEO optimisation, proofreading and consulting with the client.

**Additional costs**

- Professional photo shooting in addition to the texts for the social media
- Additional graphic design for campaigns
- Social media games and apps
- Video production
- Production of infographics and 2D animations
- Social media advertising
- Travel costs related to production of the interviews or other additional content (flight and taxi costs at destination)
- Cost of time spent on travel (€45,00/person/hour)

**Redistribution**

1/4/6 article(s) per month  
**€40/€152/€216**

Costs of redistribution of news on a microsite. Articles are prepared for publishing by subscribers or are prepared for our company in the context of our content marketing services.

We also offer the purchase of classic banners for a defined period on the portals www.kongres-magazine.eu and www.kongres-meetologue.eu

**Banners**

- **Main banner**: 728 x 90  
  **€670/ 30 days**
- **Side banner**: 300 x 250  
  **€550/ 30 days**
- **Banner beneath articles**: 728 x 90  
  **€390/ 30 days**

Contact us if you are interested in other forms of advertising (background banners, full-page adverts, screensavers, floating banners...).

**SOCIAL/Social Media Campaigns**

**Publishing posts**

1/4/6 articles per month  
**€50/€190/€270**

Posts on social profiles of Kongres magazine:

- **LinkedIn**: 13,338 followers
- **Twitter**: 1,477 followers
- **Facebook**: 7,191 followers
- **Instagram**: 518 followers

**Social media advertising**  
Price by agreement

This is a popular method for increasing the views of individual posts. Once the target group has been selected, the approximate costs of marketing are defined.

**DATABASE / Big data targeting**

**E-weekly**

1/4/6 article(s) per month  
**€90/€342/€486**

Use of our customer database is only available to subscribers with whom we have an agreement in the area of content marketing. Communication with customers is enabled via the weekly e-magazine (to-date 414 have been published).

**ONLINE / Microsite creation and lead generation**

**Microsite**

www.kongres-magazine/microsite  
**€1,190**

One-off cost for setting up a microsite.
DIRECT/E-mail marketing and telemarketing

Setting up e-mail in MailPoet €250
Mailing 5,000/15,000/35,000 contacts €539/€799/€1,250

VIDEO/Video production and campaigns

Event filming up to 3 hours video 1-3 min €750
Event filming up to 5 hours video 1-5 min €980
Event filming up to 8 hours video 1-8 min €1,190

Filming includes 2 cameramen/women, 2 cameras, graphics, subtitles, in filming announcements at the event.

Additional options by agreement: complete filming of event, production of various videos, animation of logos, additional video effects, timelapse, various music bases.

EXPERIENCE/B2B Sales Events

Breakfast or lunch bonding*
Fam trip for regional or international buyers*
Press trip*
Experience trip*

*Prices depend on the number and content of the programme. For smaller events prices start from €2,500.

SALES/Personal sales

Sales calls*
Sales representative*

* For individual personal sales activities, an offer is prepared according to the requirements of the project.

ANALYTICS/Marketing Analytics

This service is included for partners with whom we work on a long-term basis. For other partners a special offer can be prepared that includes various types of services from benchmarking analyses of the competition.

In the last 15 years www.kongres-magazine.eu has won the trust of local and international event organisers. According to official data on the reach of the site (Alexa and Google), it is ranked among the top five websites in its field with the highest reach in Europe. Each day it records an average of 400-600 visits by various meeting planners who are able to see 800-1000 content items.

360° MICE ACTIVATION

MARKETING

ANALYTICS
Marketing analytics

CONTENT
Copywriting and Content marketing

SALES
Personal sales

DATABASE
Big data targeting

EXPERIENCE
Sales events

ONLINE
Digital Campaigns

VIDEO
Video campaigns

SOCIAL
Social media campaigns

PRINT
Image building

DIRECT
E-mail marketing and Telemarketing
Kongres magazine reaches all types of buyers of congress products. Our readers come to us when they need information about the location, an idea for an event or just an independent opinion.

Kongres magazine is on average read by over **90,000** MEETING PLANNERS. On average, our readers are:
- 59% women, 41% men
- 65% of readers are aged between 30 and 55 years
- 27% of our readers are in management or leadership positions

**THE NUMBERS DON'T LIE**
Due to content and digital optimisation, Kongres Magazine is placed high among search engines.

**Page views per month** ...................... 30,000 - 50,000
**Sessions per month** ...................... 12,000 - 20,000
**Unique visitors per month** .................. 20,000 - 30,000

**STRUCTURE** of readers:
- Corporate 75%
- Associations 10%
- Agencies 5%
- Public sector 5%
- Others 5%

Our readers are your buyers from the following

**TARGET GROUPS:**
- Key decision-makers in the associations market;
- Key decision-makers in the companies market;
- Public institutions that organise events and meetings;
- Specialised incentive and PCO agencies in Europe;
- Specialised groups and agencies for business tourism;
- Visitors to stands at specialised trade shows such as CONVENTA, IMEX, IBTM, UK MEETINGS SHOW;
- Key event organisers and providers of meeting facilities in the region.
CURRENT SOCIAL MEDIA FOLLOWING

20,481 FOLLOWERS (october 2020)

FACEBOOK
7,191 followers

TWITTER
1,477 followers

LINKEDIN
13,338 followers

INSTAGRAM
518 followers

IT ALL STARTED IN 2006 ..AND WE ARE STILL GOING

The numbers don’t lie... we are on top of our game!

We love statistics and we find them exciting, as they offer us and our partners the ability to compare ourselves to other providers in real time.

We are different, progressive and innovative. We believe in the synergy of print and digital media going along with social media.

WHAT WE OFFER
The basic principle that we stick to since our start is to enable our partners with an access to the buyers’ database merely in the combination with content marketing. For this reason, we have developed our own communication tool Kongres Weekly and Partner Microsite. We follow the best practice rules that have been established with the GDPR regulation adopted this year.

Kongres Weekly has been published 519 times so far; this ranks it among the oldest e-newsletters with the highest reach in Europe. In Kongres Weekly, electronic newsletter, we address event planners with relevant content. The event planners get by the E-newsletter inspired, while at the same time it advises them and offers them numerous useful tips. The tool is, on the ground of a large reach and directed addressing of the target group, very popular among our buyers.

REFERENCES
• Azerbaijan Convention Bureau
• Slovenian Convention Bureau
• Carinthia Convention Bureau
• Bratislava Convention Bureau
• Ljubljana Convention Bureau
• Prague Convention Bureau
• Maribor Convention Bureau
• Šibenik Convention Bureau
• Croatia Tourist Board
• Amadria Park
• Union Hotels
• Sava Hotels & Resorts
• GR – Ljubljana Exhibition and Convention Centre
• Cankarjev dom Cultural and Congress Centre
• Conventa 2009 - 2020
• Space 2009 - 2020
• Incentives Alpe Adria
For more information or for booking an interview please contact Gorazd Čad by mail: gorazd.cad@toleranca.eu or phone: +386 1 43 05 103.

TOLERANCA

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EVENT AND MARKETING AGENCY
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www.kongres-magazine.eu
www.srecanja.eu
A BOOK BY GORAZD ČAD

POWER TO THE MEETINGS

HOW TO ORGANIZE MEETINGS THAT ROCK

Get your copy NOW at www.toleranca.eu