Allow me to introduce to you a publication that can reach the Visitor's Market with over 3 MILLION potential high-end impressions annually!

I am the President and CEO of Sandmarks Marketing. **Our mission** is to provide quality destination information to the best 3 and 4-star hotels in three major cities on the East Coast. This high gloss, four color, hardbound resource guide provides hotel guests with a comprehensive overview of each city. Our clients are the best of the best in Dining, Shopping, Attractions and more who wish to represent their businesses with the highest possible impression for those Visitor Markets.

Sandmarks Marketing builds long term relationships and sustainability with its clients and team members as we treat everyone with professional courtesy. With over a decade of experience, my team and I are enthusiastic for this new journey by introducing our Destination publications to Ocean City and Delaware Beaches, Coastal Virginia and Greater Richmond. Our reader demographic typically encompasses professionals over the age of 35, of a higher education and income level with leisure time as well as disposable income!

A comprehensive media-kit is attached with **advertising rates**, **publication distribution list** and an **advertising spec sheet** for your area. Please review and consider placing an advertisement today!

Whether you would like one ad or a long-term agreement, we are here to help. I look forward to working with you and helping increase your sales by tapping into the visitor's market in your area.

At the end of every journey there is a *Destination*....and Sandmarks Marketing hopes that we will be there for you!"

Thank you for your professional consideration,

Luke V. Howard, Jr.
President / CEO

Luke V. Howard, Jr.
President / CEO
1332 Cape St. Claire Rd., #372 l Annapolis, MD 21409
Corporate Phone: (410) 924-5286 l Direct Phone: (443) 871-0861
Luke@SandmarksMarketing.com
SandmarksMarketing.com

Publication Distribution

Coastal Virginia

Accommodations	City	# Rooms
Country Inn & Suites	Hampton	40
The Landing at Hampton Marina	Hampton	173
Days Inn Hampton	Hampton	144
Holiday Inn Express Coliseum	Hampton	127
Embassy Suites Hampton	Hampton	296
Comfort Suites NN Airport	Newport News	104
Hilton Garden Inn	Newport News	122
Holiday Inn & Suites	Newport News	122
Marriott at City Center	Newport News	256
Point Plaza Hotel	Newport News	150
Hilton Norfolk Airport	Norfolk	249
Sheraton Norfolk Waterside Hotel	Norfolk	468
Hilton Garden Inn	Suffolk	150
Candlewood Suites	Virginia Beach	83
Clarion Inn & Suites	Virginia Beach	100
Courtyard by Marriott	Virginia Beach	146
Courtyard VA Beach Oceanfront South	Virginia Beach	160
Crowne Plaza	Virginia Beach	149
Days Inn VB Town Center	Virginia Beach	100
Doubletree Virginia Beach	Virginia Beach	292
Holiday Inn Executive Center	Virginia Beach	307
Holiday Inn Express Hotel & Suites	Virginia Beach	144
Oceanfront Inn	Virginia Beach	147
Wyndham on Shore Drive	Virginia Beach	244
Residence Inn VB	Virginia Beach	72

Total Room Count for Coastal Virginia **4,345**

Luke V. Howard III/ Regional VP / Luke3@SandmarksMarketing.com

Corporate Offices (410) 924-5286 / Direct Line (301) 512-1966

Sandmarks MARKETING

Rate Sheet

Advertisement Size	OC Rate	Multi-Market Rate
Full Page	$4,500.00	$3,000.00
2/3 Page	$4,200.00	$2,800.00
Half Page	$3,600.00	$2,400.00
1/3 Page	$3,000.00	$2,000.00
Special Rates		
Double Page Spread / Back Cover	$7,800.00	$5,500.00
Premium Page	$5,500.00	$3,800.00
3-up co-op	$1,500.00	$1,000.00

ALL SALES INQUIRIES:

Luke V. Howard, Jr.

President/CEO

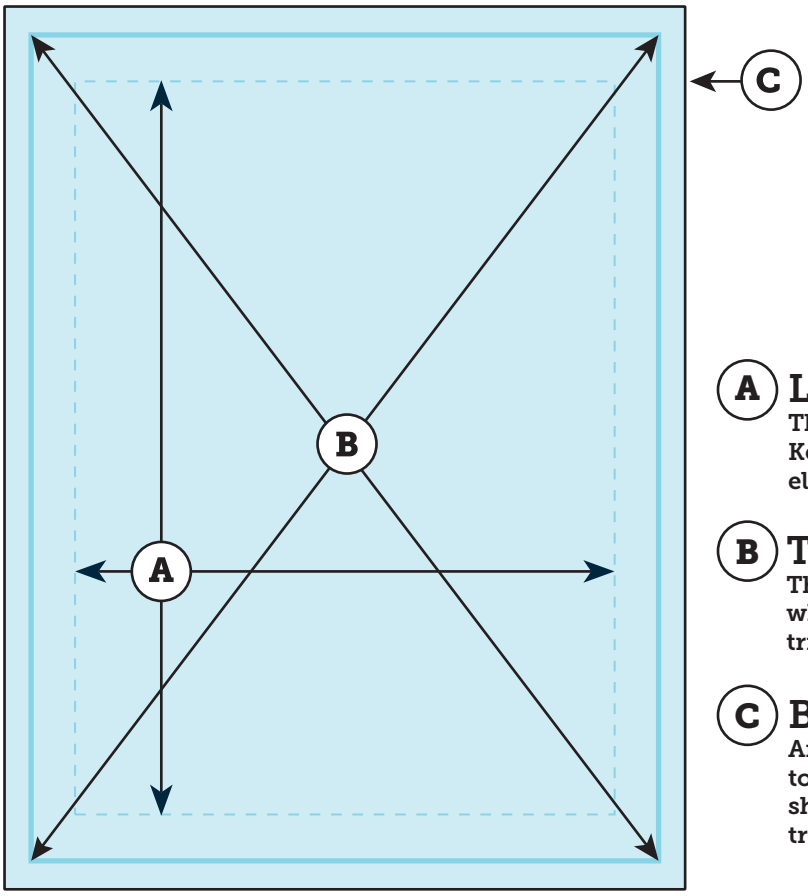
(443) 871-0861

DIRECT ALL CORPORATE / ACCOUNTING INQUIRES TO:

Sandmarks Marketing, LLC
P. O. Box 278 / (410) 924-5286
Royal Oak, MD 21662
Laura@SandmarksMarketing.com

Sandmarks MARKETING

AD SUBMISSION GUIDELINES



A LIVE AREA
This is the "safe" area. Keep all text and important elements within this area.

B TRIM AREA
This is the edge of the page where the book will be trimmed.

C BLEED
Any images or elements that touch the edge of the page, should extend beyond the trim area by 1/8"

Please Read

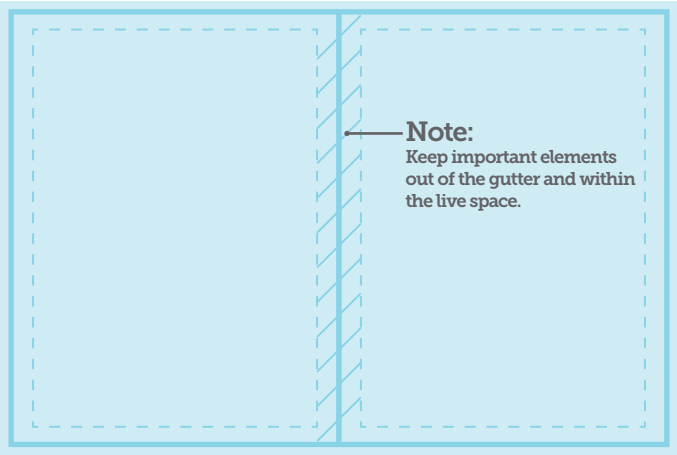
Step 1: Check your ad to confirm it follows the size, bleed, trim area and live area specifications above.

Step 2: Check that all artwork is AT LEAST 300DPI CMYK. Colors must be converted to "process" CMYK— No Pantone or "spot" colors.

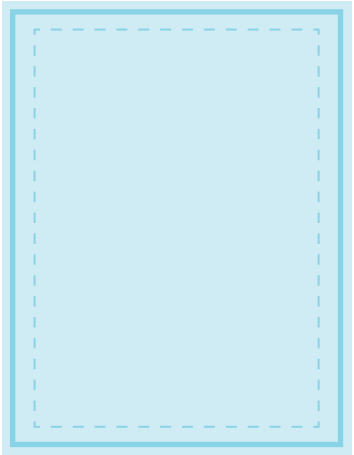
Step 3: Export ad to HIGH-RESOLUTION PDF or TIF or JPG. Do NOT add Printers Marks, Bleed Marks or Crop Marks.

Step 4: Email ad to: amy@sandmarksmarketing.com

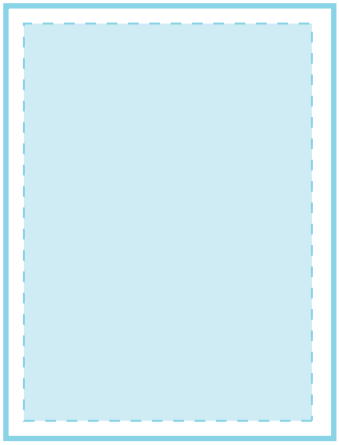
STANDARD AD SPECS & SIZES



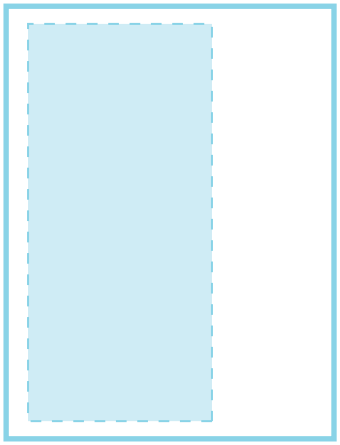
Double Page Spread w/Bleeds
Add 1/8 inch bleeds on all four sides
Total Document: 11.25" x 17.25"
Trim Area: 11" x 17"
Live Area: 8" x 10.5"



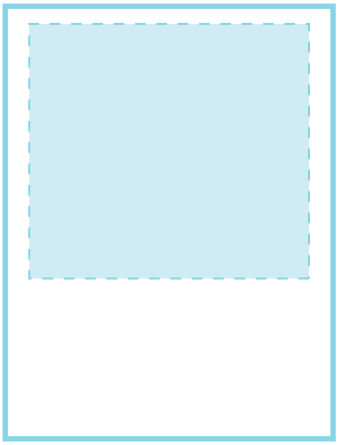
Full Page w/Bleeds
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Trim Area: 8.5" x 11"
Live Area: 8" x 10.5"



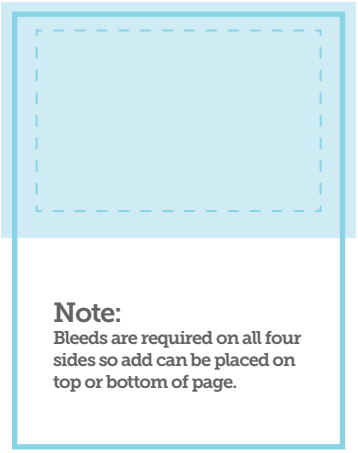
Full Page, No Bleeds
Live Area: 7.125" x 10.125"



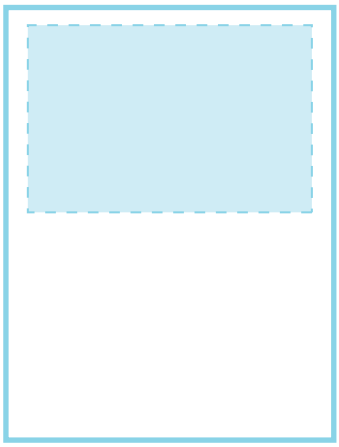
2/3 Page Vertical
Live Area: 4.6875" x 10.125"



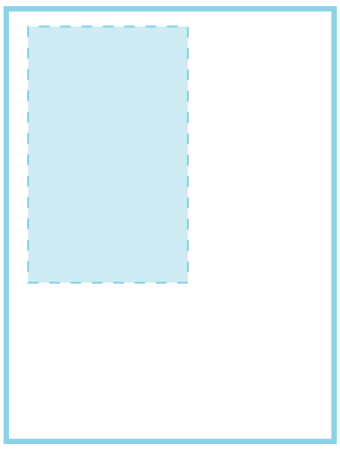
2/3 Page Block
Live Area: 7.125" x 6.75"



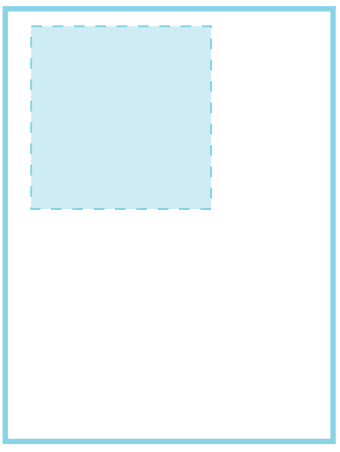
Half Page w/bleeds
Add 1/8 inch bleeds on all four sides*
Total Document: 8.75" x 5.75"
Trim Area: 8.5" x 5.5"
Live Area: 8" x 5"



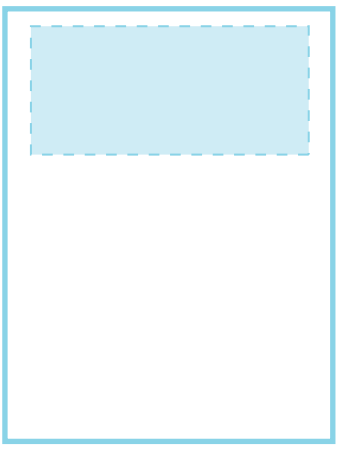
Half Page
Live Area: 7.125" x 5"



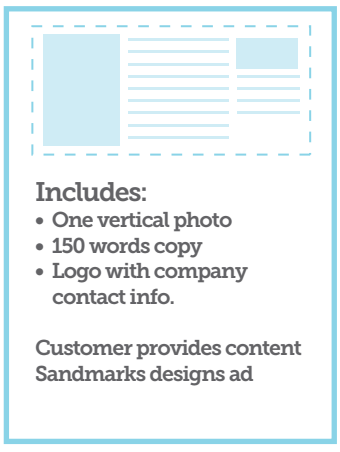
Half Page
Live Area: 4.6875" x 7.5"



1/3 Page Block
Live Area: 4.6875" x 5"



1/3 Page
Live Area: 7.125" x 3.25"



1/3 Page Co-op