

GET CONNECTED

Connect your specialty products and markets with top agents nationwide





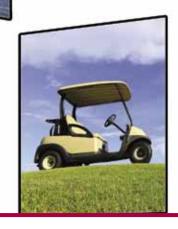


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Digital version online at www.insurancemarketplace.com www.roughnotes.com

Advertise in our directory and get a **FREE** storefront online

Put your specialty front and center!



Connect instantly with agents who need your specialty products. Be confident that polished, knowledgable professionals on the IMP customer service team will help agents find top-tier providers like you for solutions to manage their challenging and unique risks.



Agents can connect with IMP free via phone, fax, email or online at www.insurancemarketplace.com. Our highly trained IMP experts will locate the right market and product for the coverage you need. In turn, you will get value, customers and RESULTS! Let our team get you connected!

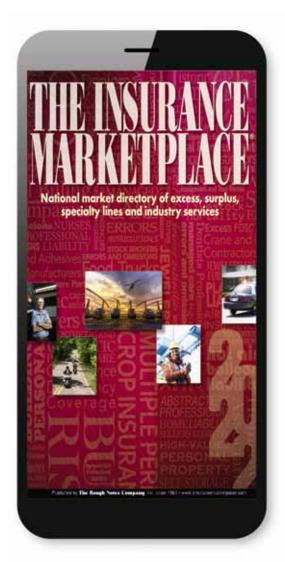
Boost your sales power with a message in THE INSURANCE MARKETPLACE.®

FACTS ABOUT THE INSURANCE MARKETPLACE

- What is IMP? Published since 1963, it is a National Market Directory of Excess, Surplus, Specialty Lines and Industry Services. It is the only directory published separately and not included in a monthly or bi-weekly magazine.
- Who does IMP reach? Each December, it is mailed to over 40,000 independent insurance agents across the country. It is also published online and receives more than 20,000 hits a month from agents looking for a specialty market.
- Why do agents use IMP? It is the industry standard for finding specialty coverages that lists providers by state, region and nation. It also has a section of Lloyd's Qualified Representatives. If agents can't find a market, we have an IMP toll-free number and fax for additional assistance. Our highly trained IMP experts will help locate the right market and product for the coverage they need.
- What is unique about IMP? Each specialty coverage category listing is followed by a definition so the agent can better understand the complexity of the coverage. There are more than 700 coverage categories updated quarterly online. IMP is the only directory that has coverage definitions.
- What are the benefits of advertising? Your advertisement not only appears in the directory mailed to over 40,000 agents but the directory is published online for FREE. Therefore, your "storefront" is free with your advertisement in IMP and also can appear next to the specialty product category for instant recognition.
- Other advertising benefits. Links from your advertisement to your homepage so agents can contact you directly. You can position your own video in your ad or we will help you create one at a reduced cost.

FREE The Insurance Marketplace App.

From The Rough Notes Company



Now you can find specialty coverage providers listed by state, region and territory with our **FREE** The Insurance Marketplace app. The Insurance Marketplace is the only directory that defines the coverages in categorized lists so you can better understand the complexity of them.





YOUR PARTNER IN PROFITS



As the agent's #1 specialty market directory, **THE INSURANCE MARKETPLACE**, puts you in front of agency decision makers—
and delivers top returns on your advertising dollar.

The Perfect Package

Start with your print ad in **IMP**—strategically placed in your chosen category—and know that your message is reaching 43,000 verified agent readers who use **IMP** to find quality specialty markets like yours.

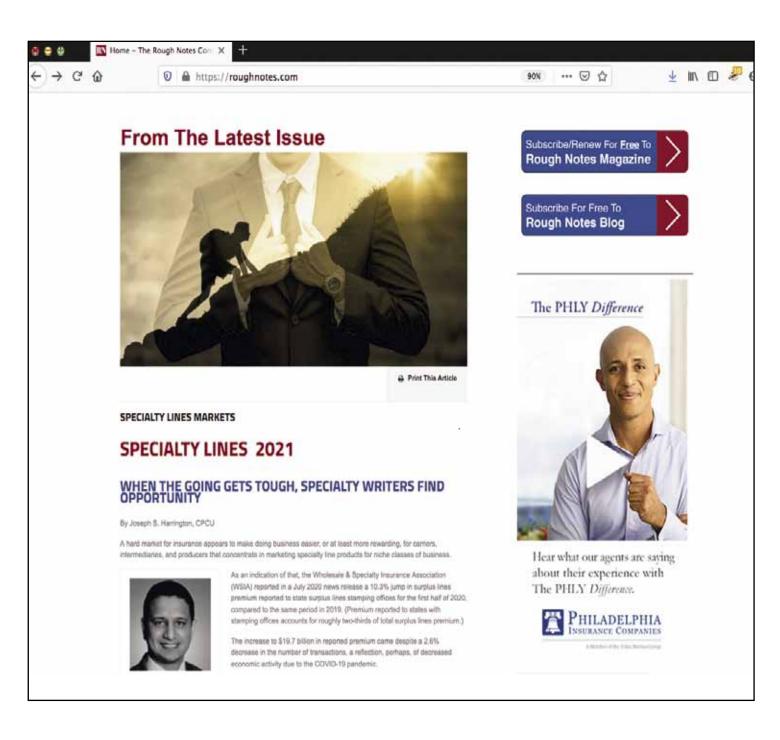
For just the cost of your print ad, you get exclusive access to **IMP**'s powerful kit of business-building tools—*absolutely FREE!*

Your own digital storefront on the IMP website—FREE! And you can update your storefront at any time—FREE! Plus you are in our IMP app—FREE!

Plus these great **IMP** discounts:

- A discounted 60-second video with your purchase of a full-page or half-page ad
- Special discount on your program video
- Special note—our IMP content is also used by the USA Insurance Nework, Vertafore's Specialty Markets, and AgenciesOnline and is incorporated into RoughNotes Advantage-Plus and RoughNotes-Pro.

EXCESS AND SPECIALTY LINES



Excess and Specialty Lines is a monthly newsletter that also is posted on our homepage that deals with a specialty lines topic. We interview experts in the field to gain their insights.

In THE INSURANCE MARKETPLACE for 2022 ...

The retail agent's trusted source for specialty products!

Construction

The construction industry consists of businesses primarily engaged in constructing and maintaining buildings and other structures. The three major types of construction are: (1) building construction, land subdivision, and land development; (2) heavy construction such as highways, power plants, and pipelines; (3) artisan construction by special trade contractors. The following actively insure this industry:

All Risks, Ltd. AmWINS Group, Inc. Arlington/Roe *Ascinsure Specialty Risk

We provide the definitions so the agent can better understand the complex coverage

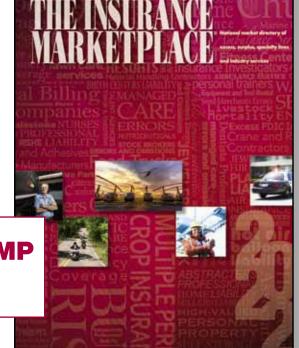




Concise, accurate descriptions of each category help agents understand the exposures their clients face and the coverages they need.

Contractor Controlled Insurance Plan (CCIP) aka Contractor's Wrap-Ups

General contractors may purchase liability and workers compensation insurance for all operations on a specific construction project, including those performed by subcontractors. Many states have criteria for approving such programs and they must meet certain contract cost requirements. The use of wrap-ups brings all construction insurance costs and coverages into a single workers compensation policy and a single CGL policy, which can eliminate gaps in coverage and non-concurrency of limits and policy language. These specialists underwrite wrap-ups:



Advertisers get FREE listings in IMP and a FREE storefront.

AGENTS WANT TO CONNECT WITH YOU!



The IMP National Market Directory lists providers for more than 700 coverage categories, with more to be added for 2022.

Agents will find your website, email, phone, and other contact info in the IMP Company Directory, which precedes the National Market Directory.

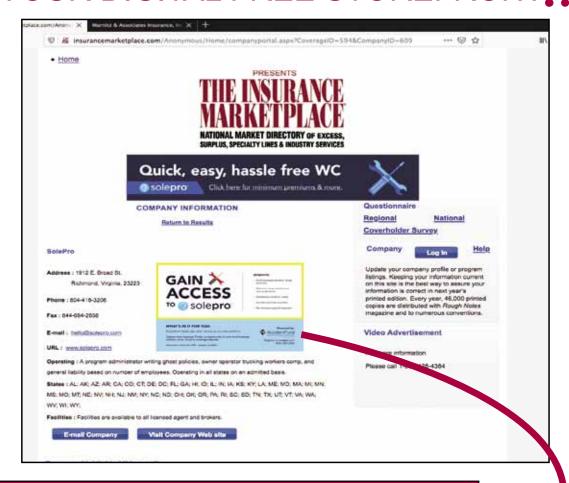
Each of the five regional sections of IMP features two groups of listings: (1) Excess & Surplus and Specialty Lines providers and (2) Lloyd's Qualified Representatives based in the United States. When appropriate, your specialty coverages are listed here.



CONNECT with YOUR region



YOUR DIGITAL FREE STOREFRONT.

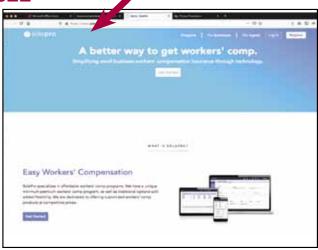


Links 43,000 agents nation-wide to your storefront and then directly to your website

IMP + Your message = Power Connection

THE INSURANCE MARKETPLACE 2022

- Published on the Rough Notes website at www.roughnotes.com
- Access through our acclaimed agents' resources, RoughNotes Advantage-Plus and RoughNotes-Pro
- Connect with agents 24/7, 365 days a year
- Remote access from work or home or while traveling



Design your IMP Digital Storefront with banner ads and animation

BUILD YOUR BUSINESS WITH IMP,

The Ultimate Specialty Market Power Tool.



IMP Banner & Storefront Rates

Storefront (free to advertisers) - \$2,000

Banner in category - \$1,000

Must place print ad in IMP to be eligible for banner ads

Quick, easy, hassle free WC

Solepro Click here for minimum premiums & more.



Top agents are looking for you! Make sure they find your products! Dynamic videos and banner advertisements will help you make the connection quickly and efficiently with agents that need your specialty. It's time to SHINE!

Polish your message! Let it **SHINE** in a banner.

CONNECT with a personal message featuring a custom video branded with your logo and content!

Rough Notes Digital Services..

Rough Notes Digital Services professional video creators will write, tape, edit, and produce a video starring you, your brand, your programs and products. Visual demonstration is the ideal way to connect with agents searching for products that will serve their specialty risks and the needs of their clientele. Boost your visibility in IMP—let us create a high-impact video to impress agents with your offering. No hassle! Your way!

- Green-screen technology
- Affordable and high-definition
- Video packages start at \$3,000
- One-stop, state-of-the-art, turnkey service
- Studio or on location
- Web design, search engine optimization (SEO)

BROADCAST YOUR SPECIALTY PROGRAM



Contact: Marc Basis at (866) 461-3045 or marcb@roughnotes.com or Eric Hall at (800) 428-4384, ext. 1022 or ehall@roughnotes.com



Sell
Communicate
Educate

Entertain



Smile! Your prospects are watching!



2022 ADVERTISING RATES

Reservation Deadline: September 17, 2021 Publication Date: December 2021

Rates include your IMP Digital Storefront

Market Directory Guaranteed Position

Placement within, adjacent to, or facing a specific coverage category in the National Market Directory: 10% extra space charge.

Covers

2nd (Inside Front) Extra 15% of space rate 3rd (Inside Back) Extra 10% of space rate 4th (Outside Back) Extra 15% of space rate

Preprinted Inserts

Up to four pages Available and commissionable Over four pages Available and commissionable Postcard Available and commissionable

Multiple Advertisement Discounts

Because The Insurance Marketplace is a business placement quide to specialty lines coverages and services, you may wish to advertise in more than one coverage category. If so, your price and savings will vary depending on the number of standard size units. Please ask your advertising representative for details.

Color

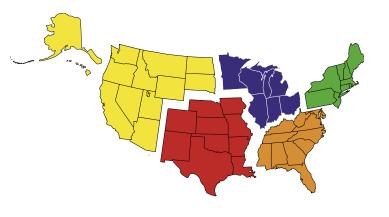
(Note: 2-color = Black + one PMS Color)	
Metallic/Fluorescent	\$835
Each Matched (PMS) Color	\$825

Online Insurance Marketplace Banner Ads

Call for pricing: (800) 428-4384

(Regions include 1-5)

Black/White	1 Region	2 Regions	3 Regions	National
Full Page	7,680	10,750	13,825	16,800
2/3 Page	5,030	7,040	9,055	12,375
1/2 Page	3,895	5,455	7,010	9,430
1/3 Page	3,085	4,320	5,555	6,395
1/4 Page	2,330	3,260	4,195	5,625
1/6 Page	1,555	2,175	2,800	3,920
2-Color	1 Region	2 Regions	3 Regions	National
Full Page	8,505	11,575	14,650	17,625
2/3 Page	5,855	7,865	9,880	13,200
1/2 Page	4,720	6,280	7,835	10,255
1/3 Page	3,910	5,145	6,380	7,220
1/4 Page	3,155	4,085	5,020	6,450
1/6 Page	2,380	3,000	3,625	4,745
4-Color	1 Region	2 Regions	3 Regions	National
Full Page	8,705	11,775	14,850	17,975
2/3 Page	6,055	8,065	10,080	13,550
1/2 Page	4,920	6,480	8,035	10,605
1/3 Page	4,110	5,345	6,580	7,570
1/4 Page	3,355	4,285	5,220	6,800
1/6 Page	2,580	3,200	3,825	5,095



- Region 1— Connecticut Maine Massachusetts New Hampshire
 - New Jersey New York Pennsylvania Rhode Island
- Region 2— Alabama Delaware District of Columbia Florida Georgia
 - Kentucky Maryland Mississippi North Carolina
 - South Carolina Tennessee Virginia West Virginia
 - Puerto Rico U.S. Virgin Islands
- Region 3— Illinois Indiana Michigan Minnesota Ohio Wisconsin
- Region 4— Arkansas Colorado Iowa Kansas Louisiana Missouri • Nebraska • New Mexico • Oklahoma • Texas
- Region 5— Alaska Arizona California Hawaii Idaho Montana
 - Nevada North Dakota South Dakota Oregon Utah
 - Washington
 Wyoming

ADVERTISING POLICIES AND REQUIREMENTS

Commissions and Policies

Standard 15% commission is allowed to recognized advertising agencies if invoice is paid within 30 days. We reserve the right to hold advertisers and/or agencies jointly and severally liable for payment.

Advertising may be rejected for any reason if, in our judgment, it is inconsistent with the best interests of the insureds, the insurance industry or its agents and brokers. *The Insurance Marketplace* and its publisher, The Rough Notes Company, are held harmless from any claims or suits that might arise.

Shipping Information

Material to: Tricia Cutter

The Insurance Marketplace

The Rough Notes Company, Inc. 11690 Technology Drive Carmel, IN 46032-5600

Phone: (800) 428-4384 or (317) 582-1600

Deadlines

Publication: December 2021 Reservations: September 17, 2021 Materials: September 24, 2021

Ad Sizes and Requirements

Magazine Trim Size

8-1/8" x 10-7/8"; **Safety=1/4" from trim dimensions**

Bleed Sizes (INCLUDES BLEED—USE THIS SIZE FOR BLEED ADS)

Page: 8-3/8" x 11-1/8" (trims to 8-1/8" x 10-7/8") **Spread: 16-1/2" x 11-1/8"** (trims to 16-1/4" x 10-7/8")

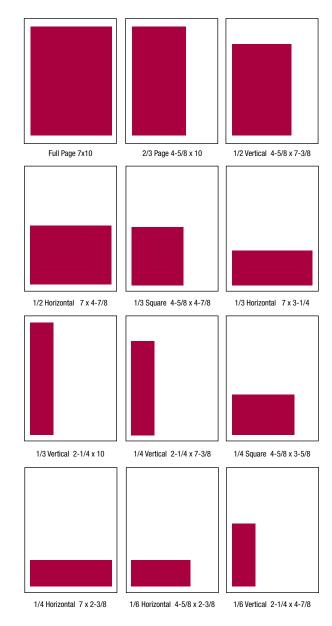
(No additional charge for bleed)

Screen: 150 line screen

Printing & Binding: Web Offset/Perfect Bind

Material Requirements

Hi-resolution PDF for print preferred



Contact: Tricia Cutter (800) 428-4384, ext. 1019 for instructions on submitting ad files.

Ad change policy: It is not the policy of The Rough Notes Company to change a client's ad in any way. All ads should be submitted as per the specifications described in the material requirements section above. However, upon written request, and in order to facilitate the production of The Insurance Marketplace directory, The Rough Notes Company will at no charge make minor changes to ads submitted by our clients. The Rough Notes Company will not guarantee or warrant these changes and will be held harmless in the event that these changes are not printed correctly. The client is responsible for full payment for the advertising space.

Connect with our **Advertising** Representatives





Eric Hall

Executive Vice President - Advertising National Sales Director Toll Free (800) 428-4384, ext. 1022 Phone (317) 816-1022 Fax (317) 816-1000 ehall@roughnotes.com

Marc Basis Vice President National Sales Director Toll Free (866) 461-3045 Phone (561) 740-8110 Fax (561) 740-8101 marcb@roughnotes.com





