

points' to the money





compass.borrellassociates.com

Ad Spending Any Local Market Any Local Business

The **Compass Online** reveals your market's ad-spending data for the Top 100 business categories. It helps your sales team:

- · Identify the largest local online ad spending business categories
- Detail how much a local business category spends across 11 types of media and six online ad formats (static display, targeted display, search, audio, video and email) including promotions
- Track trends with a 5-year ad-spending forecast for each business category
- Generate handouts and PowerPoint slides for the prospect in seconds
- Model a businesses' ad-spend based on its number of employees

"The Compass is street-ready and enhances our account executive's

focused effort to be more of a local online ad consultant with our advertisers." - Media General

"We use it at the corporate office for strategic planning, while our local markets benefit from the tactical use in the field to

