

Benefits of belonging to PNAWAN

The Pacific Northwest Association of Want Ad Newspapers is a non-profit organization consisting of free circulation community newspapers and their publishers. PNAWAN provides leadership within the industry and fellowship among members.

PNAWAN's member benefits are paid through the classified and display exchange programs. It is a vital service to our customers to be able to provide them with regional advertising. Some member benefits have certain eligibility requirements to receive them.

Networking, Training and Tools

Meet with like-minded colleagues during our seminars and conferences. Have a problem? Help is just a quick phone call away. Find out how other publishers handle the details in their operation, share ideas, and learn strategies. Learn how other Captains of our industry are profiting.

Best Ad Competition

Get your staff and publications the recognition they deserve. Enter the many varieties of categories for ads, even bloopers, in the annual contest. Awards are presented at the annual conference to be taken home and shown off to your community and customers.

DISPLAY ADVERTISING

Place and receive display ads throughout the Western Regional Advertising Program (WRAP) with discounted rates. One form does it all. Place one ad and let our system do the rest!

Representation on AFCP and PaperChain Boards

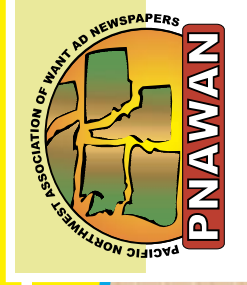
The Association of Free Community Papers (AFCP) leads in strengthening the free paper industry. Their mission is to help member papers enhance their profitability. AFCP is 3000+ strong. PaperChain represents the largest network of newspaper associations and member publications in the nation. PaperChain provides media buyers and businesses with the best advertising options and the most comprehensive resource data available through SRDS.

FREE CVC Audits

PNAWAN members receive Circulation Verification Council audits and readership studies as an important member benefit. Reports include comprehensive readership studies that cover printing, distribution and circulation verification.

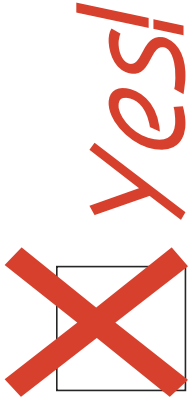
Classified Ad Network

Make extra revenue by placing and receiving classifieds throughout the Northwest network. Regional classified ads have very reasonable rates, are easy to sell and are a great service to your customers.



Annual Fall Conference

Each fall PNAWAN typically joins forces with Southern Association of Community Papers (SACP) for two days of networking and educational seminars. The conferences, classes and meals are free to members along with reduced room rates. Classes for AFCP "The Leadership Institute" are offered as well. TLI is a structured, comprehensive sales and training program designed specifically for our free paper membership. Experts from across the country have pooled their experience and resources to create a curriculum that comprises the best and most complete training available for free paper advertising personnel anywhere.



OUR PUBLICATION IS INTERESTED IN LEARNING MORE ABOUT **PNAWAN**. PLEASE SEND US A MEMBERSHIP APPLICATION AT YOUR EARLIEST CONVENIENCE. *IF/WE UNDERSTAND MEMBERSHIP REQUIRES CERTAIN ELIGIBILITY REQUIREMENTS AND A SIGNED CODE OF ETHICS.*

DATE: _____
COMPANY NAME: _____
REPRESENTING: _____
ADDRESS: _____
WEBSITE: _____
EMAIL: _____
PHONE & FAX: _____
MARKET AREA: _____
LIST OF BANNERS; CIRCULATION: _____

A COMPLETE MEMBERSHIP APPLICATION WILL BE MAILED UPON YOUR REQUEST.

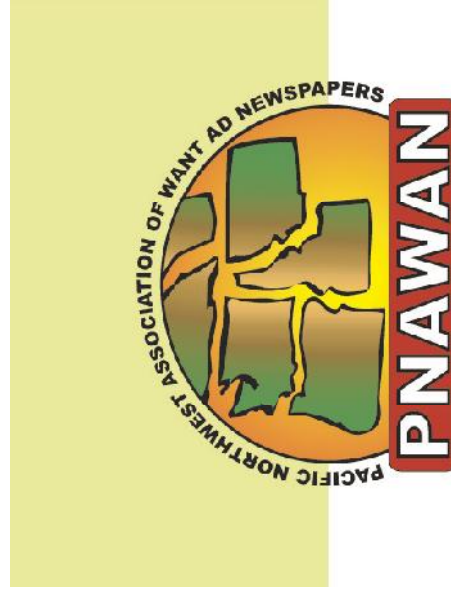
**Pacific Northwest Association
of Want Ad Newspapers**
PO Box 427, Spokane WA 99210
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800-326-2223
ads@pnawan.org



BELONG TO THE

Pacific Northwest Association of Want Ad Newspapers

SERVING
WASHINGTON, OREGON,
IDAHO, MONTANA,
BRITISH COLUMBIA & ALBERTA



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