



Women's Network Australia
MEDIA KIT FOR MEMBERS



from the **CEO**

Women's Network Australia is a vibrant community of women in business – *we are empowered women, empowering women!*

Our members come from diverse professional backgrounds – from solopreneurs to CEOs across finance, government, travel, advertising, real estate, business development, retail, fitness and wellbeing, just to name a few.

We are passionate about making a difference and being the voice for women in business.

As a WNA Member, you can share your knowledge and expertise, and build your brand and personal profile through WNA's content marketing platforms.

And if you need help, let us know – we're communications and marketing experts!

Cheryl Gray

Chief Executive Officer

Email: cheryl@womensnetwork.com.au

By the **NUMBERS**



Women make
85%+
of purchase
decisions

That's worth
\$87 billion
annually

Tap into WNA to
strengthen your
PURSE
POWER

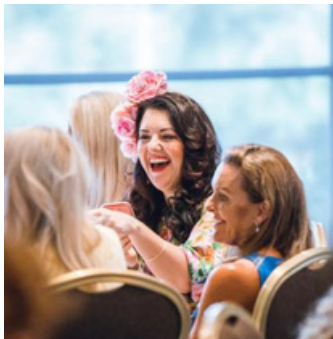
Marketing OPPORTUNITIES



WEBSITE



MAGAZINE



EVENTS



SOCIAL

WNA provides members with a one-stop-shop to promote their business products and services.

Through the WNA website, weekly eNewsletter, Business Magazine and by sponsoring or hosting a WNA event, you can increase your exposure and establish yourself as a thought leader.

Some of the opportunities available to you include:

- Regular published blogs – *FREE to WNA Members*
- Advertising or promoting an event in The Friday File weekly electronic newsletter – *FREE to WNA Members*
- Advertise or publish an article in the WNA magazine – *SPECIAL RATES for WNA MEMBERS*
- Promote your special offer or post in the WNA Facebook and LinkedIn Groups – *FREE to WNA Members*
- Host or sponsor a WNA event and gain promotion for your business – *SPECIAL RATES for WNA Members*

Not sure what's best for your business?

Contact the WNA team on 1800 052 476 for assistance.

Women's Network **MAGAZINE**

Our much-loved Women's Network Magazine is a highly respected publication with a national reach. Now an interactive digital format, WNA Members have access to a range of discounted advertising opportunities.

Our reader is aged 35+; she's switched on and seeking new and exciting opportunities that support her, professionally and personally. She typically balances career and family roles.

Around 65% of our readers are small business owners or managers, with the remaining 35% in executive and senior management roles.

This represents an outstanding opportunity to showcase your products or services and establish your market-leading position.

Don't forget to list your business in the Business Directory!



Content **PILLARS**



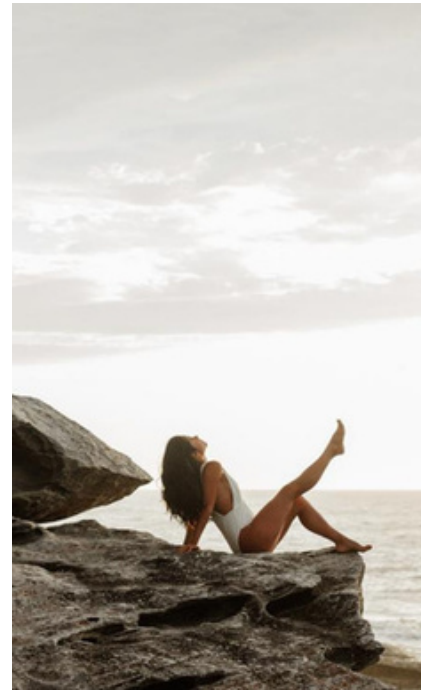
BUSINESS SERVICES

Insights, advice and real experiences from renowned business women.



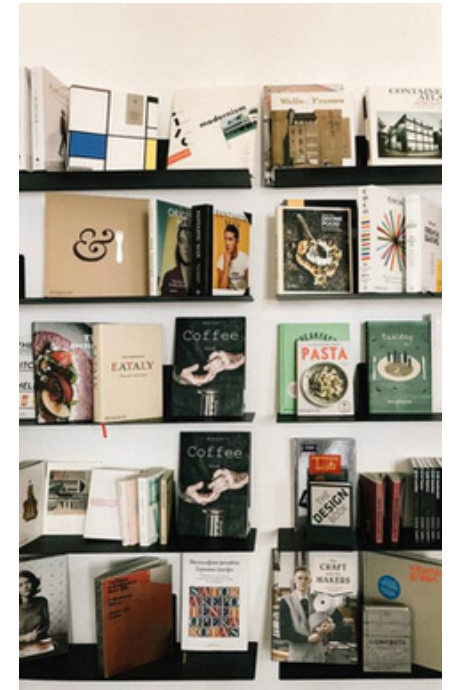
PLACES

We highlight the destinations and experiences that speak to women in business.



HEALTH & WELLBEING

Providing sophisticated health and beauty advice, wellbeing information and products.



ENTERTAINMENT

Books, movies and more to entertain and educate women with a desire to learn.

Tips for **ADS WITH IMPACT**

The FIVE basic elements that must be included into your advertising:

The Headline... This is your only opportunity to get the reader's attention and encourage them to read on. Readers need to identify with the headline. Ask yourself what's in advertisements that you respond to; that gets your attention? It's the headlines! If you know your target markets 'hot buttons', then this is the place to use them.

The Guarantee... Often called risk reversal. Think about how you can minimise the risk for the buyer to make the decision to buy your product or service.

The Offer... This gives the reader incentive to purchase. Advertisers usually think in terms of discounting their product's price such as a 10% discount. However, another great option is to 'value add' to your product or service by packaging your main product with a low cost item that the reader perceives as high value or a must-have item.

Call To Action... Tell readers what to do and how to go about doing it. This is where you would put a deadline for a promotion and remember, deadlines will help generate action. However, you need to make it easy for readers to respond.

WIIFM Words and Phrases... The 'What's In It For Me' benefit statements. One of the most common mistakes advertisers make is to think that their advertisement is all about them. Hear this loud and clear. It is all about the reader. Forget the words We, Our and Us and start thinking You and Your. Tell the reader how you are going to solve their problem, not how great you think you are.

Guidelines for **ADVERTISEMENTS**

- Advertisements must be booked and paid for in advance. Refer to publication booking deadlines.
- Finished artwork must be supplied in accordance with specifications provided, noting the “safe zone” for print advertisements. For further information on ad specs, email admin@womensnetwork.com.au
- ***Need help designing your ad for publication?*** WNA can provide **graphic design services** to Members, based on the following costs: (excludes booking fee for space in the magazine)
 - Full page advertisement ****Member's special***** \$650
 - Half page horizontal advertisement \$450
 - Quarter page portrait advertisement \$250
 - Strip advertisement \$250

Image files and text to be provided.

- Any changes required to finished artwork, such as content corrections or resizing, may incur artwork charges at a cost of \$150 per hour, plus GST. Advertisers will be advised in advance if corrections are required.
- Refer to the Terms & Conditions page for further information on advertising requirements.

Example ADVERTISEMENTS



Pinnacle Properties
 Pinnacle Properties is your everyday real estate agency, we are unique. We consider what will motivate you to buy the property to determine our marketing strategy. This is our primary focus here to find it for you. \$100


CONTACT
 📞 905 881-1616
 📧 info@pinnacleproperties.com.au
 🌐 www.pinnacleproperties.com.au




Example Business Directory - Premium (\$199)

Financial Planning
 A financial planner who helps provide people to look into future property services, investment opportunities, retirement planning, tax, estate, and business asset management and aged care advice.

Contact
 📞 08 9454 4141
 📧 rachel@rachaeldownie.com.au
 🌐 rachael.com.au



Example Business Directory - Standard (\$125)

COMPLIMENTARY CONSULTATION

RACHAEL DOWNIE
 SUCCESS MENTOR, AUTHOR AND SPEAKER

"IF YOU ALWAYS DO WHAT YOU'VE ALWAYS DONE, YOU'LL ALWAYS GET WHAT YOU'VE ALWAYS GOT"

MINDSHIFT
 FOR YOUR SUCCESS

0427861202
 rachael@rachaeldownie.com.au



Overcoming fear

Words by | Rachael Downie
 rachael@rachaeldownie.com.au

It might surprise you to learn that 85 per cent of people don't enjoy their work. More than one in three people said they worried or dealt with stress mostly because of financial issues and mindset at home or at work. (GlobeSmart Emotions Report, 2017)

Why would people continue doing something that they don't enjoy?
 The short answer is fear.

TAKE A LOOK AT THIS LIST:
 Fear of not being good enough
 Fear of not having enough time
 Fear of not being perfect
 Fear of judgement
 Fear of failure
 Fear of not saying the right thing
 Fear of rejection
 Fear that others can't do a good enough job.

Fear of getting it wrong
 Fear of not having enough money
 Fear of speaking up
 Fear of not having enough time
 These fears are what stops most people from living a life that they really want, working in a job / business that they really love, taking holidays, spending more time with loved ones.

We are born with only two fears - the fear of loud sounds and the fear of falling. Everything else is a learned fear. What is your underlying fear(s) that are stopping you from moving forward? It may be the whole list. It may be a combination of some of them.

You may have heard the acronym for F.E.A.R. - False Evidence Appearing Real. Most people are unaware of how their mindset is affecting their life and that they have a choice to overcome their fears. What motivates you to overcome this mindset?
 The opposite of fear is faith. It is learning to move from worry, doubt into possibilities, solutions and other scenarios that could be possible, feeling the fear and doing it anyway. ■

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Example half page advertisement with article (\$650)

Help vulnerable women through the power of your household bills.

Use your purchasing power for things that really matter...
 It takes just a short conversation to do good.

1300 271 814
 impowerthroughmypower.com.au

I Empower Through My Power



Example full page advertisement (\$650)

Owning our financial future



Words by | Melissa Davidson
 Principal at Allsure Insurance Agency Pty Ltd
 melissa@allsure.com.au
 allsure.com.au

RISK MANAGEMENT
 What's your business continuity plan? If you have physical assets and you need to close them, how can you continue to transact business or what's your fallback plan? If you're an online store, what would you do if one of your key suppliers went out of business? Make an actual, written down plan, and make sure your team and family are aware of it.

INSURANCE SAFETY NET
 Sorting your insurance can free up your headspace to run your business (with peace of mind). Check your business cover, your life cover, accident and illness cover. If you're unsure about what these are and if you need them, an insurance broker can give you advice and a free quote. You have nothing to lose except your risk.

THREE LIFE LESSONS
 I want to leave you with three things that I know now, that I wish I knew sooner.

- Not all risk is bad risk. Everything good in life involves taking some risk - look, family, business, friends - everything! The important thing is to know what your risk appetite is, how to manage the risks you're worried about and, equally, how to create a safety net should things not go to plan.
- Keep learning. Learn from other women, your mentors, leaders. Learn from others' mistakes and their accomplishments. Take an online course, or explore your creative side (fun fact, I've recently completed a leadership course) it keeps your mind engaged and provides opportunities for ideas and connections.
- Know your values and your voice. If you want to enjoy what you're doing, align with people who value similar things to what you do - family, flexibility, fun, whatever it is that gets you out of bed in the morning. And know the value and your worth. Want to remove the pay gap? We have to stand our ground - so like to see 'going to it' might be easy, but it's not cheap. ■

OWNING OUR FUTURE BY PUTTING OURSELVES FIRST
 What I mean by that is that, just occasionally, we put ourselves first. We make that career change, course that we start up idea, take that next step in growing our businesses. Do it in such a way that should the next challenge come, we're ready.

Putting ourselves first doesn't mean a day off-care at the day spa. Connection, it definitely does mean that, but not only that! From an insurance broker's perspective, it means having all your ducks in a row.



ALLSURE insurance
 Tailored insurance solutions for business and home
 When you need a knowledgeable, supportive and experienced Insurance Broker, call Melissa. We are almost an all-female team, except for her brother!
 P: (02) 9278 6909 E: melissa@allsure.com.au
 www.allsure.com.au

Example - Members Special Full page article with strip-line advertisement (\$650)

Guidelines for **MAGAZINE ARTICLES**

- We expect all submitted articles to be publication-ready.
- Professionally written articles from PR and media firms are preferred, although not essential.
- Articles are to be written in second or third person - avoid personal pronouns such as "I", "my", "we", "us". Use "you" language or third person "he", "she", "it", "they".
- Maximum length of the finished article must not exceed 600 words.
- All articles must be fully edited and proofread before submitting. (However, Women's Network Australia reserves the right to make any editing changes to the final article submitted).
- The finished article is to be submitted in Word Document format. Photographs and other images should be supplied as separate files, not embedded in a Word Document.

If you require an editorial feature article to be written for you, please call us on 1800 052 476. Fees may apply.

Guidelines for **IMAGES**

- Photos are supplied as .jpg files (or .png) with a file size greater than 1MB.
- Photos or logos copied from website images are not of acceptable quality for print reproduction. Please supply original images.
- A minimum of 3 photos are to be submitted with feature articles so we have a selection to choose from.
- Please supply a portrait headshot with each editorial contribution.

If you require professional photos or headshots and would like to be referred to a WNA Member who specialises in professional business photography, please call us on 1800 052 476.

Advertising **RATES**

Women's Network Magazine

Complete the following booking form and email to admin@womensnetwork.com.au, or book and pay online [here](#).

	SPECIFICATIONS	MEMBER RATE
UP FRONT FEATURE <i>May include cover photograph (at editor's discretion)</i>	1,000 words + feature photograph	\$1500
FULL PAGE ADVERTISEMENT <i>Single full-page advertisement</i>	WITH BLEED – 216mm (w) x 303mm (h) TRIM SIZE – 210mm (w) x 297mm (h) LIVE TYPE AREA – 170mm (w) x 257mm (h)	\$650
FULL PAGE ARTICLE + STRIP-LINE ADVERTISEMENT <i>Contributor article of up to 500 words + strip-line advertisement equivalent to ¼ page</i>	500 words + Strip-line ad: WITH BLEED – 216mm (w) x 80mm (h) TRIM SIZE – 210mm (w) x 74mm (h) LIVE TYPE AREA – 180mm (w) x 54mm (h)	\$650
HALF PAGE HORIZONTAL ADVERTISEMENT OR ADVERTORIAL <i>Half page advertisement or advertorial</i>	ADVERTORIAL – 250 words + photograph ADVERTISEMENT: WITH BLEED – 216mm (w) x 149.5mm (h) TRIM SIZE – 210mm (w) x 143.5mm (h) LIVE TYPE AREA – 180mm (w) x 123.5mm (h)	\$450
HALF PAGE VERTICAL ADVERTISEMENT	WITH BLEED – 106mm (w) x 303mm (h) TRIM SIZE – 100mm (w) x 297mm (h) LIVE TYPE AREA – 70mm (w) x 277mm (h)	\$450
QUARTER PAGE PORTRAIT ADVERTISEMENT	WITH BLEED – 106mm (w) x 149.5mm (h) TRIM SIZE – 100mm (w) x 143.5mm (h) LIVE TYPE AREA – 70mm (w) x 123.5mm (h)	\$250
STRIP-LINE ADVERTISEMENT <i>Full-width, bottom of a page</i>	WITH BLEED – 216mm (w) x 80mm (h) TRIM SIZE – 210mm (w) x 74mm (h) LIVE TYPE AREA – 180mm (w) x 54mm (h)	\$250
	MEMBER PRICE	NON-MEMBER PRICE
BUSINESS DIRECTORY PREMIUM <i>(includes logo, 40 words incl. contact details + headshot)</i>	\$199	\$275
BUSINESS DIRECTORY STANDARD <i>(includes logo, 30 words incl. contact details)</i>	\$125	\$200
GIFT IDEAS PRODUCT REVIEW <i>(image + 40 words)</i>	\$99	\$150
EMAIL NEWSLETTER AD – SMALL <i>(for one month)</i>	\$250	\$325
EMAIL NEWSLETTER AD – LARGE <i>(for one month)</i>	\$350	\$425
WNA GUEST BLOG	FOC	\$250

Terms & **CONDITIONS**

- Written approval from the advertiser is required before ads are sent to print.
- If advertising is not up to the required standard as outlined in the advertising guidelines, a proof will be provided to advertiser and any further changes/edits made after a second proof is issued will incur a fee.
- Advertising booked with WNA is not confirmed until a signed booking form has been received from the advertiser. This includes "Women's Network" Business Magazine, WNA website advertising, Guest blog, E-Newsletter Advertising, and any other form of advertising. For any assistance, queries or concerns, please contact WNA on E: media@womensnetwork.com.au or T: 1800 052 476.
- Advertising space is not held without receipt of a signed booking form.
- Payment is required once signed approval from the advertiser. A tax invoice will be generated and payment is required within seven working days.
- All advertising space is to be paid for in advance prior to each edition of the magazine going to print.
- Finished artwork must be supplied in the correct format and sizing according to the advertising specifications.
- Any changes that are required to finished artwork which have not been supplied in the correct format or sizing may incur artwork charges at a cost of \$150.00 per hour, plus GST. Please note, if significant changes need to occur AND if they are not provided by client, Women's Network Australia may send an additional invoice.
- Advertising cancellations will only be accepted if made in writing and received before the booking deadline. Cancellations received after booking deadlines will not be accepted.
- Advertisers (minimum full page) will receive one (1) free copy of the print edition. Additional copies are available as per the issue price displayed on the front cover.
- We reserve the right to apply a VIP discount of 10% for payments received within the seven day payment period. If payment is not received within the seven day period, full costs will apply.
- Cancellations during the period a VIP Advertiser Package is current must adhere to item (3) of the VIP Advertiser terms and conditions: A claw back of the discounts applied to previous advertisements. The contract will only become null and void when the total claw back payment is settled. If the total claw back payment is not made by the next applicable booking deadline date the advertisement will run as agreed in the original contract and payment will be required as agreed in the said contract.
- Advertisements are accepted subject to the approval of the Editor-in-Chief.
- It is the responsibility of the advertiser to ensure that advertisements comply with the Trade Practices Act. Advertisements are accepted for publication on the condition that the advertiser indemnifies the publisher and its servants and contractors against all actions, suits, claims, loss and/or damage and expenses resulting from anything published by the advertiser.
- We reserve the right to reject advertising material that is deemed inappropriate or does not fit with the spirit of the WNA.
- We do not accept or knowingly print advertisements containing 'get rich quick schemes' or 'pyramid selling'.
- We reserve the right to withhold, reject or classify any advertisement as unacceptable including those that could bring WNA into disrepute.
- We reserve the right to refuse to write, edit or print any material that is or may be considered to be defamatory or misleading.
- We will immediately reject any advertisement that is considered false, misleading, offensive or unlawful.

To make a booking, or to discuss tailored marketing opportunities, contact the WNA team for assistance.

Email: admin@womensnetwork.com.au

Telephone: 1800 052 476

