

## **AUDIENCE CONNECT** INQUIRY PROGRAM **BUYING INTENT LEADS**

Generate qualified leads from more than 76,000 digital subscribers.

**Audience Connect Lead Program** finally answers the question "How can I measure the ROI of my investment in magazine advertising?"

Now, with every issue, MHPN generates hundreds of qualified leads. Our readers are requesting to receive more information about the specific products and services that are advertised in the issue.

## **How it works:**

- We've beefed up the number of recipients of the digital edition of the magazine and now use it as a lead magnet. More than 76,000 materials handling professionals now receive the digital edition.
- We've added Audience Connect buying intent questions on the landing page of the digital edition. We ask readers what they're planning to purchase or evaluate over the next 12 months.
- All advertisers in the issue (half-page and greater) will receive a custom question in Audience Connect and receive all leads from those who check their box.

