

Today's Approach

TODAY'S OBJECTIVE

Arm CoOp partners & their creative resources with all the tools needed to "Execute with Excellence" in FY20

QUESTIONS?

Submit any questions via the GoToWebinarControl Panel. We'll respond to as many as possible at the end of the presentation.

NMTD CoOp-at-a-Glance

2 PLANS

MMP (MEDIA MENU PLAN)



- Set menu of media programs and production options at negotiated rates
- Awarded Partners' funds are matched 1:1 with NMTD \$
 prior to program execution
- NMTD CoOp Team responsible for program development & negotiation, execution, trafficking of creative, and performance reporting on Partners' behalf



- Traditional grant program with initiatives proposed by partner on application
- Awarded Partners are reimbursed with a 1:1 match of NMTD \$ after program execution
- Partner responsible for program development & negotiation, execution, trafficking of creative, and performance reporting

<u> 1 INTENTION</u>

Help your community thrive through TOURISM!

FY20 Program Execution: MMP vs Flex



MEDIA MENU PLAN (MMP)



Execution Process	NMTD CoOp Team provides: ✓ Vendor negotiations ✓ 1:1 media planning consult with partners (& ad agency, if applicable) ✓ Custom production timelines & instructions ✓ Insertion orders ✓ Creative trafficking to media vendors ✓ Proof of placement ✓ Reporting	Partner handles: ✓ Vendor negotiations ✓ Insertion orders ✓ Vendor payments ✓ Creative trafficking to media vendors ✓ Proof of placement ✓ Reporting				
Brand Standards	All creative must meet New Mexico True brand standards as detailed on the Ad Builder Toolkit at media.nmtourism.org Any website URL listed in CoOp advertising must feature the entity's custom, "X is New Mexico True" logo above the fold					
Creative Submission for Approval	See MMP Production summary for specific instructions and links	Submit via an Ad Content Execution (ACE) Form at media.nmtourism.org to secure NMTD approval prior to trafficking to media vendor				
Due Date	As detailed on your custom MMP Production Summary	3 weeks prior to media vendor deadline				

WEBINAR CONTENT

New Mexico True Creative Coaching

Brand Templates Overview & Updates
Design Tips

Tools of the Trade

ACE Form vs JotForm - When To Use

How to Submit an ACE Form

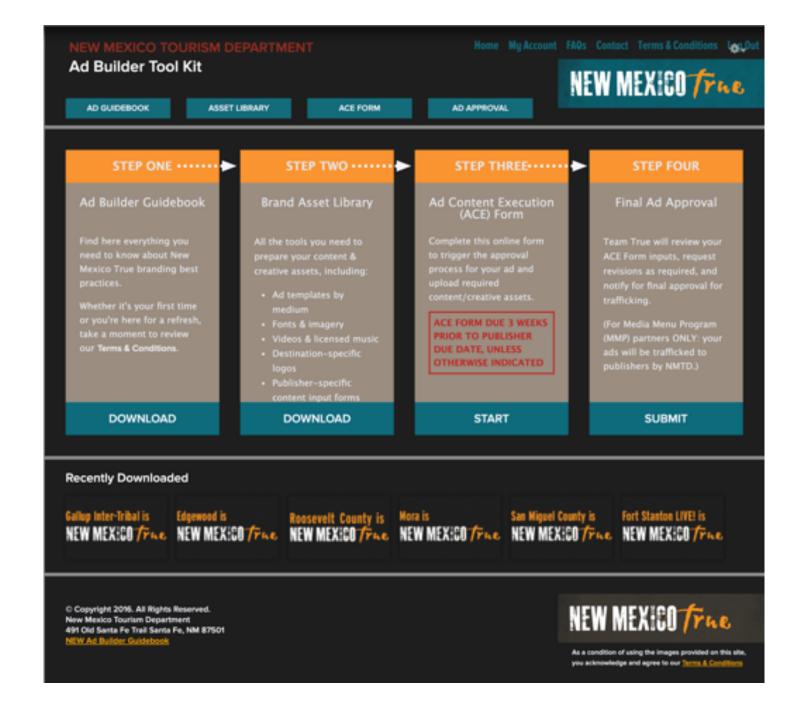
How to Submit a JotForm

Key Contacts

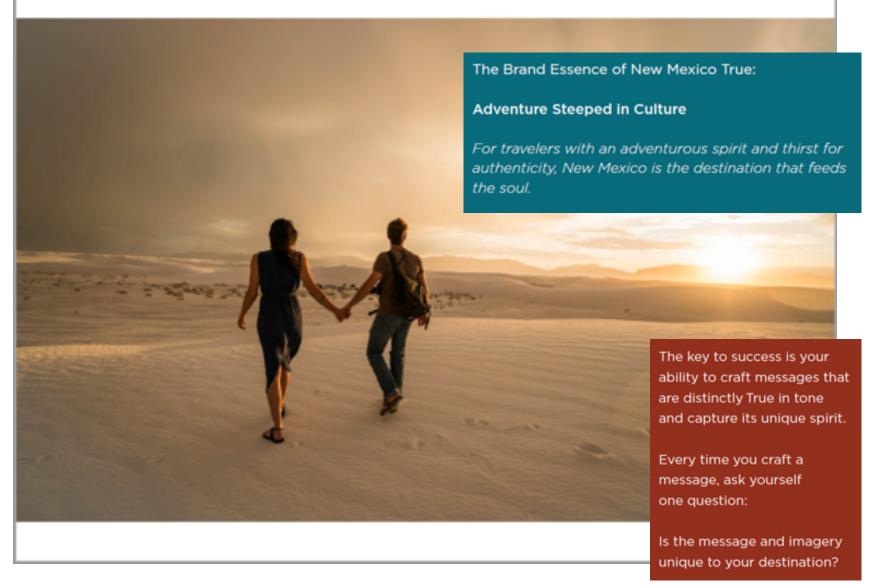
Q&A



STEP ONE: AD BUILDER GUIDEBOOK







What is your "True"?

When asking yourself this question, think about the following:

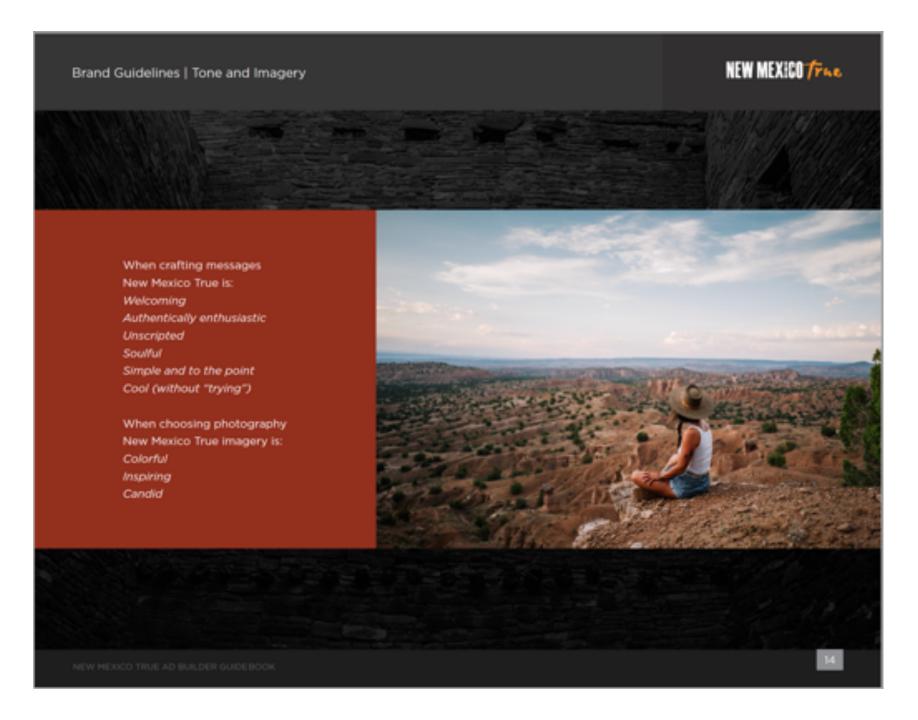
What is the authentic experience to be found my destination?

What can travelers discover?

What might be unexpected?

Where is the adventure in the experience? And not just outdoor adventure, but adventure that truly feeds the soul-going to a museum, visiting an art gallery, attending a cooking class, being part of a festival, seeing a cultural performance, etc.

How does the experience reflect the connectedness that is inherent in New Mexico-with the past, the land, your family and yourself?



It's best to show "site-doing" rather than "site-seeing" in your messaging.

Imagery should be rooted in clearly communicating our core criteria of endless discovery. It is expansive and rich. It encompasses movement and mobility. It is open, unencumbered, and free. It is human: purposeful, honest, and genuine. It is inspiring and provides a forward-looking perspective. Imagery should not be staged or overly posed, rigid, or impersonal.

Does it capture a moments?

Does it tell a story?

Is it uniquely New Mexican?

Is it spontaneous?

Is it inspiring?

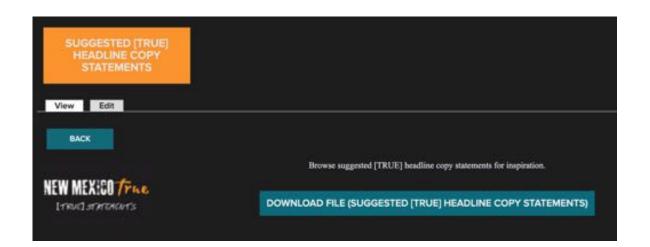
Does it convey emotion?



- Captures a moment
- Soulful
- Inspiring
- Site-doing



- Unique to New Mexico
- Tells a story
- Soulful
- Candid



Land of Enchantment. [TRUE]

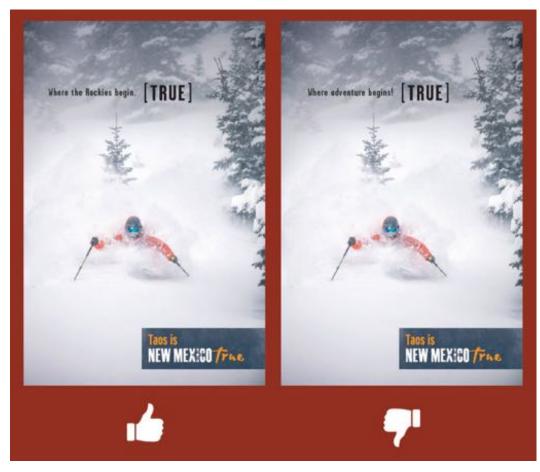
Sunny Days. Chile Nights. [TRUE]

Where quiet is a feeling. [TRUE]

Gridlessness. [TRUE]

Where culture shines brightly. [TRUE]

The headline must be a thoughtful [TRUE] statement that is unique to the destination.



TRUE HEADLINE "DO NOTS"

For consistency across all advertising, TRUE statements and headlines should adopt these guidelines.

Red River Mardi Gras is where memories are made.

Don't include name of event or location in the headline.

It's about the journey, not the destination.

Avoid clichés.

Find adventures waiting for you. TRUE

Don't use commands—only use statements that you could respond "True" to.

You will find stories told in stone. TRUE

Keep it concise. "Stories told in stone" packs more punch than a full sentence.

Focus on features or feelings that are unique to New Mexico.

Beautiful landscapes, rich culture, and fascinating history, all in a single place.

PRINT AND DIGITAL TYPOGRAPHY

There are three primary fonts used for all applications outside of digital; Interstate Bold Condensed, Universe 47 Light Condensed and Hand Test.

There are three primary fonts used for all web-based applications; Proxima Nova Extra Condensed Bold, Times Roman Regular and Times Italic.

HEADLINE FONT

Interstate Bold Condensed

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijkImnopqrstuvwxyz 0123456789

BODY COPY FONT

Univers 47 Light Condensed

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 0123456789

BODY COPY ITALIC FONT

Univers 47 Light Condensed Oblique

ABCDEFGHUKLMNOPORSTUVWXYZ abcdefghijklmnopqrstuvwxyz 0123456789

LOCATION DESCRIPTOR COPY FONT

Hond Test

1863CKdHIJKL/NOFBRSTOVNKYZ. nhudolyhjalanopystuungusestsen DIGITAL HEADLINE FONT

Proxima Nova Extra Condensed Bold

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DIGITAL BODY COPY FONT

Times Roman Regular

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DIGITAL BODY COPY ITALIC FONT

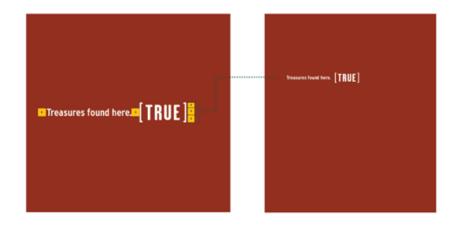
Times Roman Italic

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 0123456789

Click here to download brand fonts.

EXHIBIT A







What makes this ad so successful?

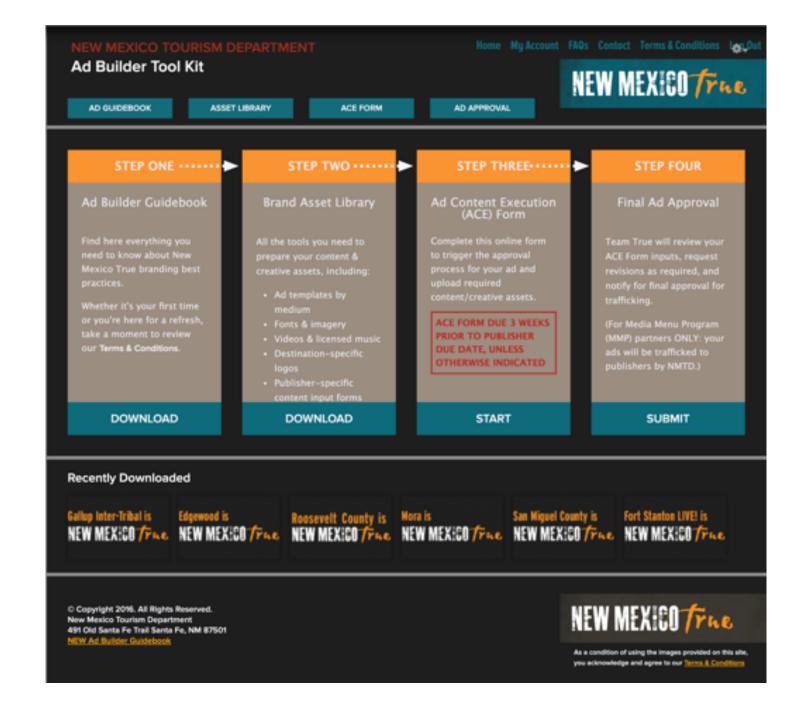
- Conveys a feeling of place
- Unique to Carlsbad
- Site-Doing
- Inspiring
- Simple
- Dynamic
- Candid



What makes this ad so successful?

- Unique to Deming
- Candid
- Site-Doing
- Inspiring
- Simple
- Colorful
- Location + TRUE statement

STEP TWO: BRAND ASSET LIBRARY







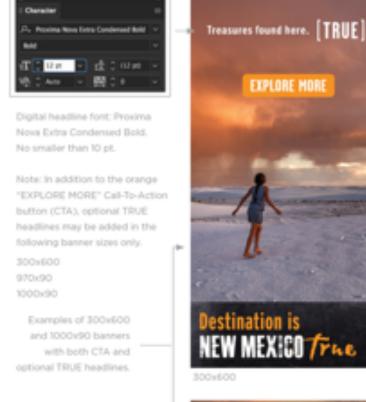
PRIMARY LOCK-UPS (ARTBOARDS 1-10)





DIGITAL BANNER EXAMPLES

Click here to download digital templates.



NEW Event Specific

Templates + CTA Button









720×90



1000x90

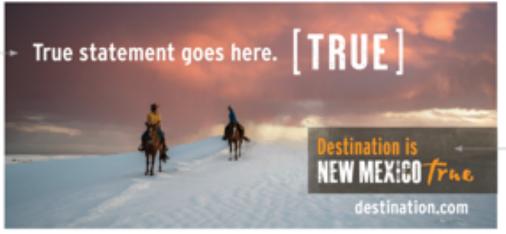
OUTDOOR EXAMPLES

Click here to download OOH templates.





Headline font: Interstate Bold Condensed Refer to online Ad Builder templates for font/logo lock-up size and placement.



Refer to online Ad Builder templates for Destination lock-up size and placement.

Interstate Bold Condensed

Refer to online Ad Builder

templates for URL font size.
It is recommended that
the URL be all in lowercase.

URL Font:

STX11T LAMAR JUNIOR



10'x 40' EVENT-SPECIFIC

NEW MEXICO True Templotes Browse and Download New Mexico True Ad Templates. VIEW

PRINT EXAMPLE

Click here to download print templates.



Descriptor Font: Hand Test
"Type Size is one point larger
than headline font size.
(ex. Headline is fipt size, so
Descriptor Font is 12pt size)

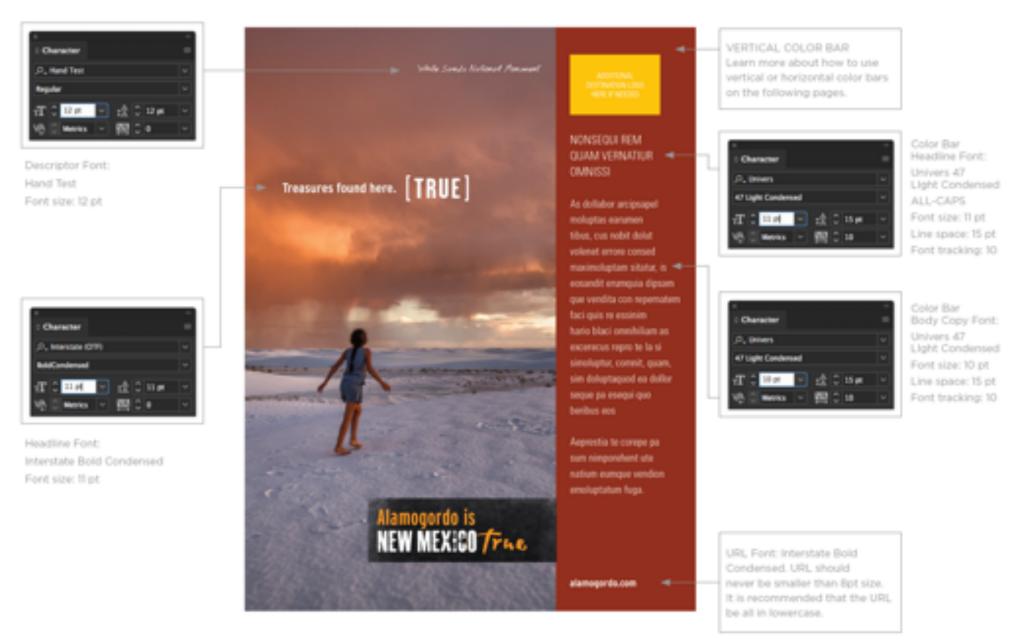


Headline Font: Interstate Bold Condensed



URL Font: Interstate Bold Condensed "URL should never be smaller than 8pt size. It is recommended that the URL be all in lowercase.

USING A COLOR BAR FOR CONTENT AND MULTIPLE LOGOS



USING A COLOR BAR FOR CONTENT AND MULTIPLE LOGOS





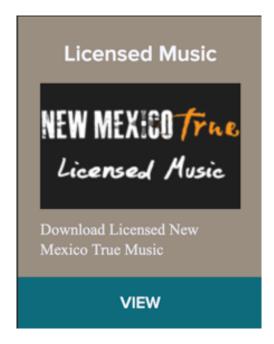




Pandora Banner Templates Scripts Music Beds



Facebook Profile Image + Text
Facebook & Instagram Posts

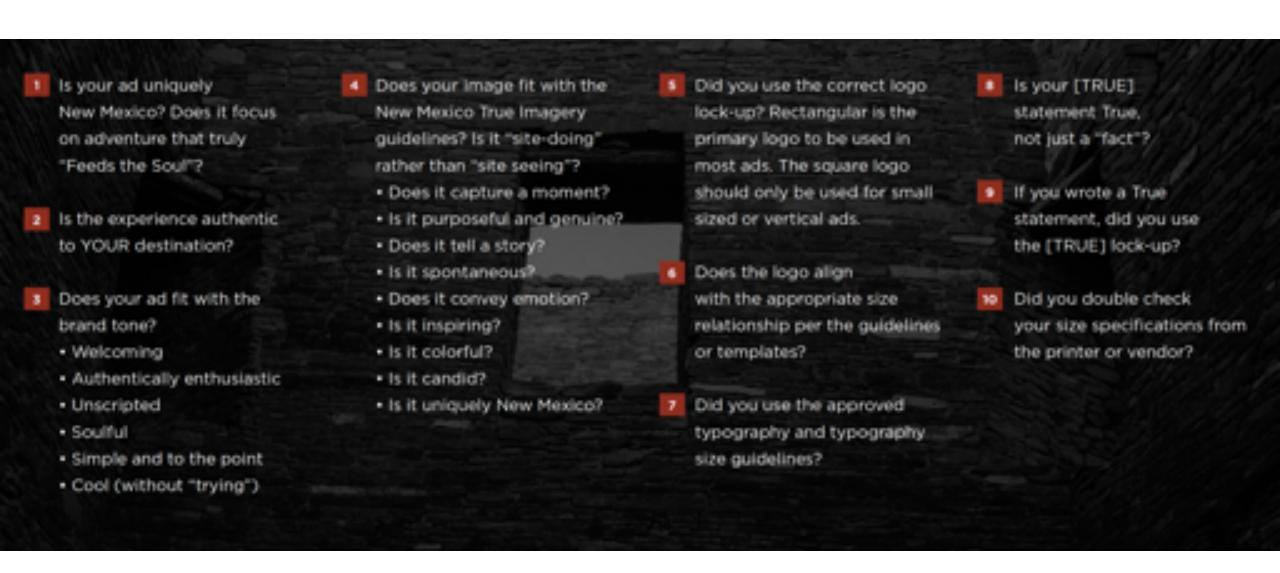


:15 :30 :60

Licensed "Na-Na" Track



AD BUILDER CHECK LIST



WEBINAR CONTENT

New Mexico True Creative Coaching

Tools of the Trade

ACE Form vs JotForm - When To Use
How to Submit an ACE Form
How to Submit a JotForm
Key Contacts
Q&A

MMP Tools of the Trade

<u>NEW for FY20</u> – only ONE production document to reference – **PRODUCTION SUMMARY**.

WHAT YOUR PRODUCTION SUMMARY INCLUDES:

- ✓ Lists ALL of your MMP programs, including placement description and targeting
- ✓ Run dates and due dates for creative inputs
- ✓ Links to New Mexico True Brand Templates
- ✓ Links to vendor mechanical specifications
- ✓ How and where to submit your creative inputs

All MMP Partners received their Production Summaries on June 17th (or when their signed agreement was received by NMTD).

TIP:

Keep the link in the email handy.
All updates or revisions will be made to this live link.

DUE DATE FOR CREATIVE INPUTS

RUN DATE/DELIVERY FOR MEDIA/PROGRAM

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PROGRAM/PLACEMENT DESCRIPTION + TARGETING

- For more information on the placement, you can click on the Vendor/Program cell contents to see the media menu sheet
- · Targeting is based on application inputs if applicable

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PARTNER CREATIVE INPUTS

- These are the deliverables that you must submit.
- Be sure to pay attention if more than one input is required i.e. a display print ad AND added value editorial assets

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VENDOR MECHANICAL SPECS

- If there is a link it's clickable
- This informs how you need to build your final ad

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NEW MEXICO TRUE BRAND TEMPLATE

- If there is a link it's clickable
- This informs how you need to design your ad to be NM True brand compliant.

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New Mexico True Brand Templates vs. Vendor Mechanical Specs

NEW MEXICO TRUE BRAND TEMPLATES:

- Use them as brand guidelines. This says WHAT YOUR AD NEEDS TO LOOK LIKE to be brand compliant.
- Find all templates in the AD BUILDER TOOL KIT media.nmtourism.org (link in Summary)
- The file format and dimensions of the template is most likely <u>DIFFERENT</u> than the final deliverable needed to send to the vendor.



VENDOR MECHANICAL SPECS:

- Use them to create your final deliverable. This says HOW YOUR AD NEEDS TO BE BUILT — FORMAT, SIZE/DIMENSIONS, etc.
- Find all specs in your Summary
- Your final deliverable <u>MUST MATCH</u> the vendor specifications.



WHERE TO SUBMIT PARTNER CREATIVE INPUTS

- If there is a link it's clickable
- All programs that require creative inputs use either the ACE form on the NMTD Tool Kit or a JotForm, which is an online questionnaire platform to collect assets.

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WEBINAR CONTENT

New Mexico True Creative Coaching
Tools of the Trade

ACE Form vs JotForm - When To Use

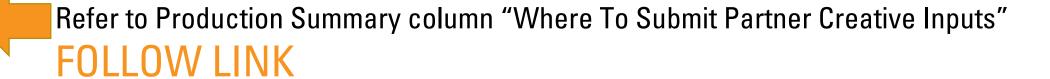
How to Submit an ACE Form

How to Submit a JotForm

Key Contacts

Q&A

ACE Form vs JotForm - When To Use



If it says **ACE FORM** with link to Ad Builder Tool Kit – you submit your deliverable(s) via an ACE (Ad Content Execution) form at media.nmtourism.org

- Print Display
- Airport 00H
- Radio
- Digital Display
- Video

If it says **Jot Form** with link – you submit your inputs via that <u>specific</u> Jot Form (there is a unique form for each program)

- Advertorial Special Sections
- Content Creation/Distribution
- Email
- Videography/Photography



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Key Contacts

Q&A

View Tutorial: https://youtu.be/pM6c8bjej8U

MOST IMPORTANT STEPS TO SUBMITTING YOUR ACE FORM:

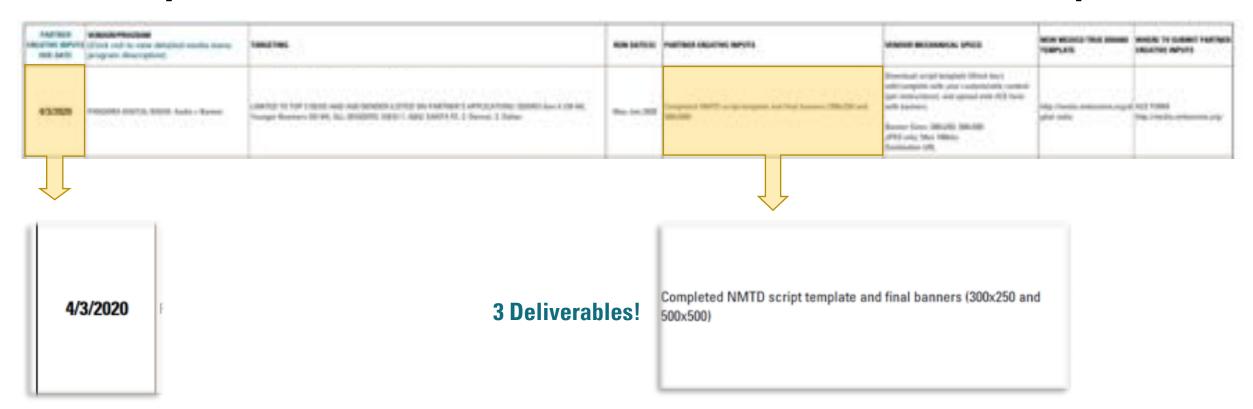
- Submitting your creative by due date
- Checking the status of your submission
- Making any required edits in a timely manner
- If you're submitting for Flex:
 - Due date is 3 weeks prior to run date
 - Trafficking to media vendor is partner's responsibility



View Tutorial: https://youtu.be/pM6c8bjej8U

EXAMPLE: Pandora Digital Radio

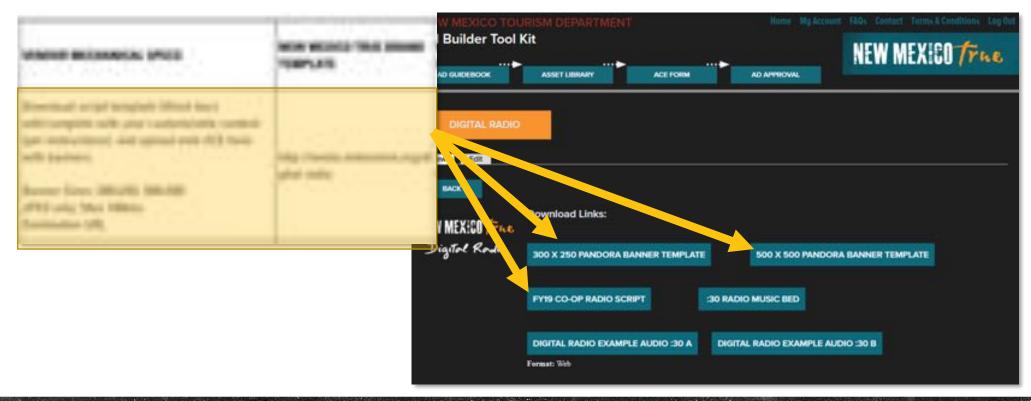
Refer to your PRODUCTION SUMMARY for Due Dates and Creative Inputs.



View Tutorial: https://youtu.be/pM6c8bjej8U

EXAMPLE: Pandora Digital Radio

Also refer to your PRODUCTION SUMMARY for Vendor Mechanical Specs, NM True Brand Templates and where to submit creative.



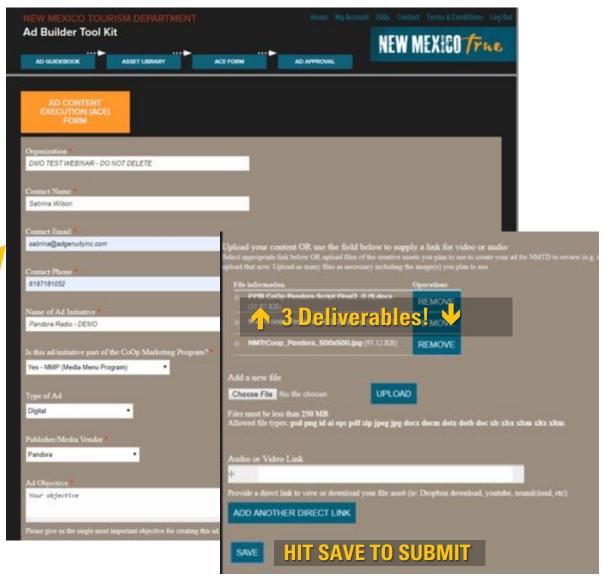
View Tutorial: https://youtu.be/pM6c8bjej8U

EXAMPLE: Pandora Digital Radio

Go to http://media.nmtourism.org/ and complete an ACE form — filling in all the (required) fields with correct info.

Be sure to upload ALL creative inputs listed in Production Summary.

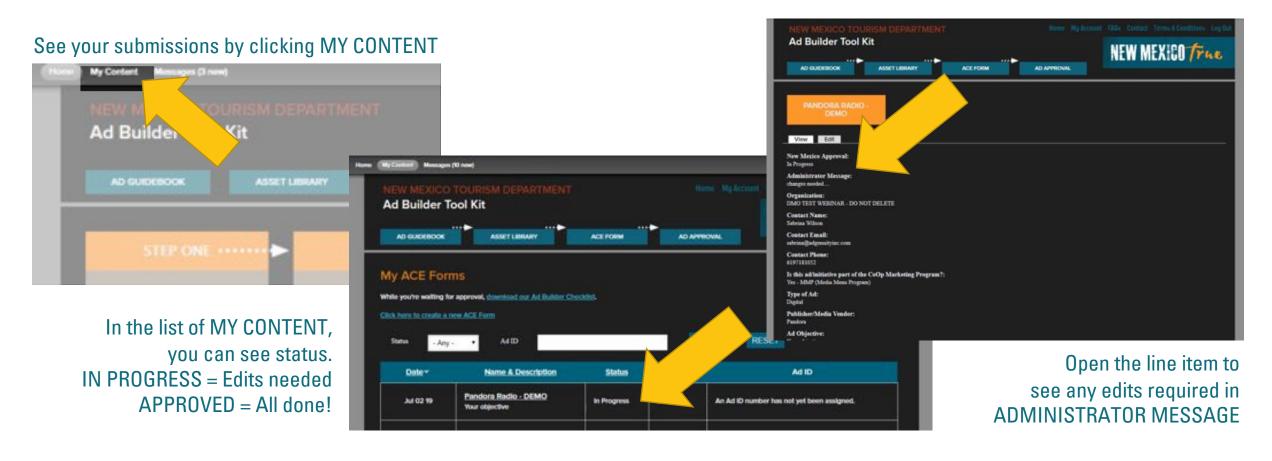




View Tutorial: https://youtu.be/pM6c8bjej8U

EXAMPLE: Pandora Digital Radio

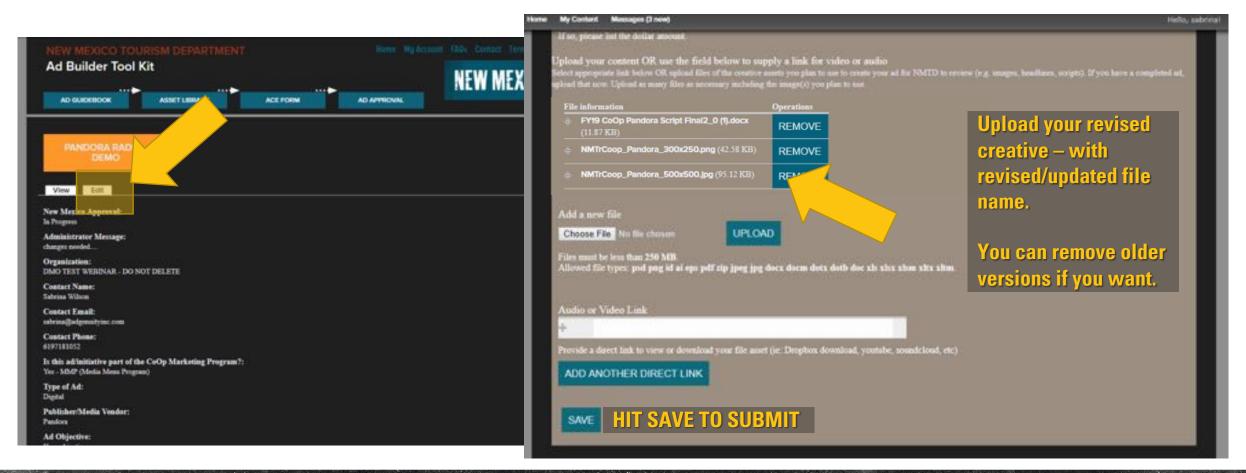
AFTER SUBMISSION — be sure to check your email and your Tool Kit account for updates on the status of your submission.



View Tutorial: https://youtu.be/pM6c8bjej8U

EXAMPLE: Pandora Digital Radio

TO SUBMIT REVISED CREATIVE — submit to SAME ACE form by clicking on EDIT tab.



WEBINAR CONTENT

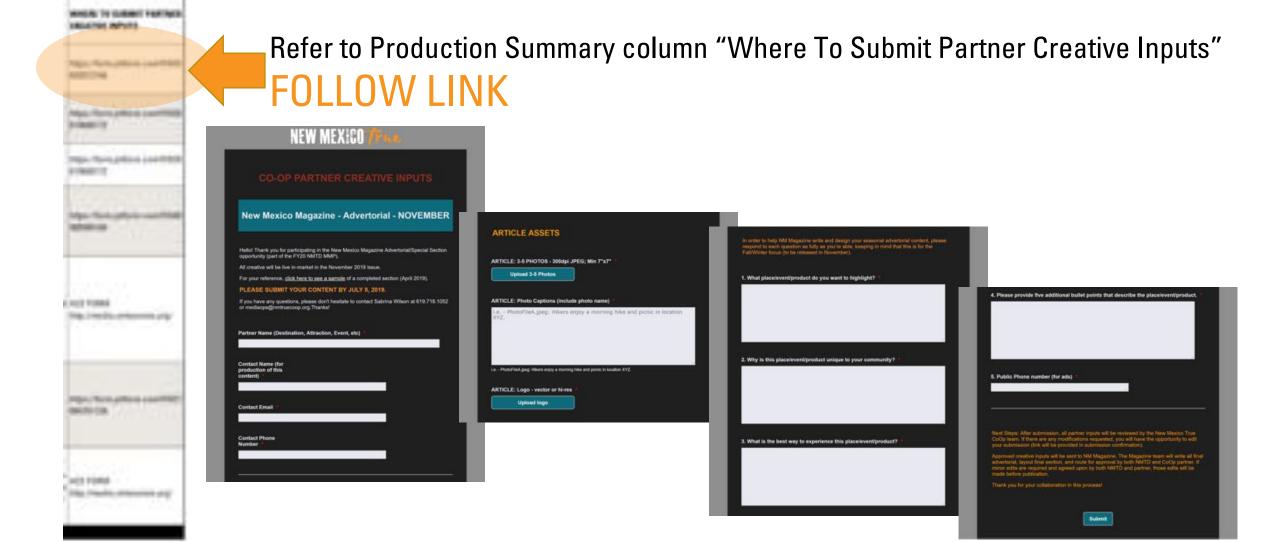
New Mexico True Creative Coaching
Tools of the Trade
ACE Form vs JotForm - When To Use
How to Submit an ACE Form

How to Submit a JotForm

Key Contacts
Q&A



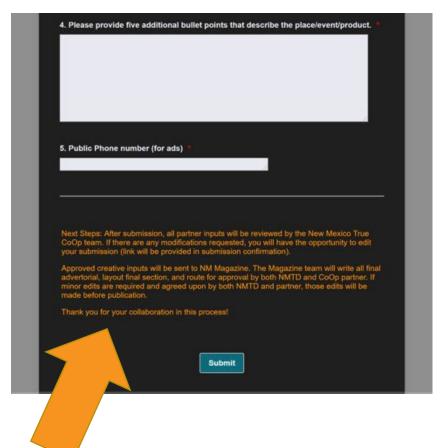
How to Submit a JotForm

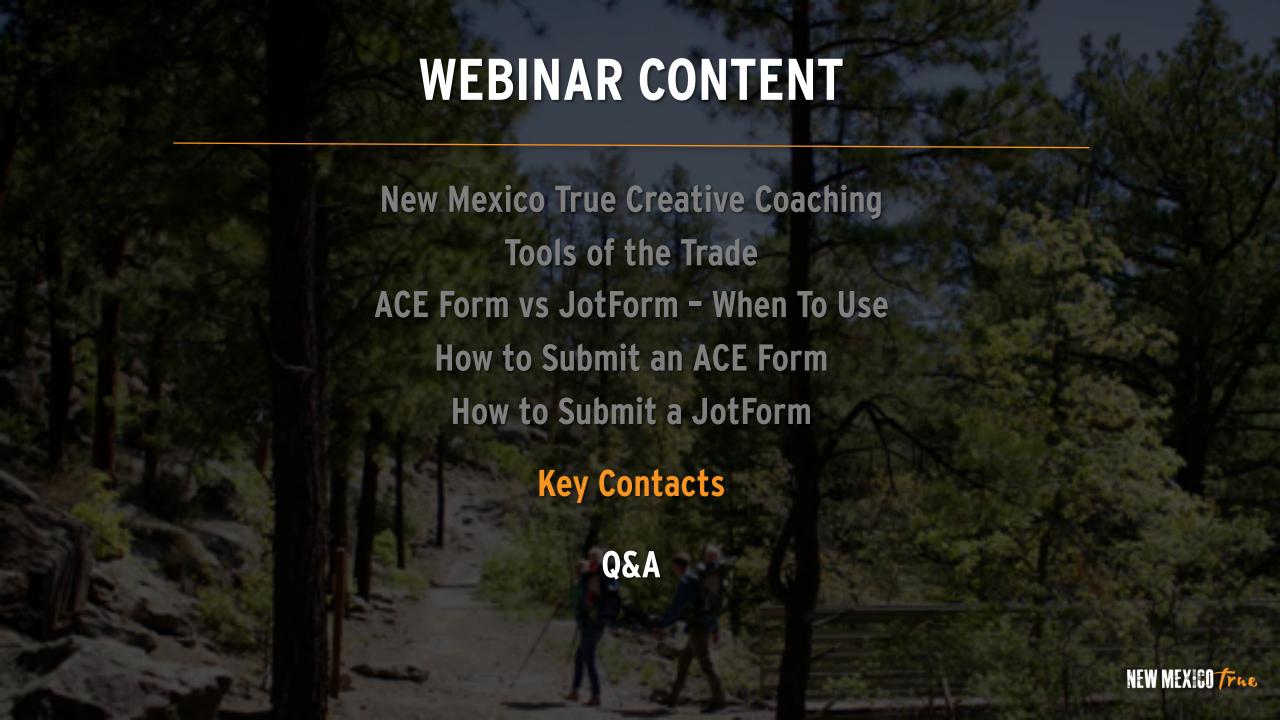


Post-JotForm Submission

PROGRAM	WHAT HAPPENS AFTER JOTFORM SUBMITTED
NM Magazine Written Articles	 NM Mag editorial staff contact you to work directly with the writing staff from beginning to end. NM Mag and NMTD will post your article onto NewMexico.org.
NM Magazine and Albuquerque The Magazine Advertorials	 Partner inputs reviewed by the New Mexico True CoOp team. Approved creative inputs sent to publication. Publication writes final advertorial, layouts final section. Co-op team routes for review/approvals by both NMTD and CoOp partner.
eTarget Email	 Partner assets reviewed by NMTD for approval. With approved assets, eTarget will create the final email layout and Co-op team will route for approval of layout. Upon layout approval, partners will receive a test email before final distribution.
Content Distribution (Facebook and StackAdapt)	 Partner inputs reviewed by the New Mexico True CoOp team. Approved creative inputs sent to vendor to create the distribution ads. (Facebook only) Final ads routed for approval by both NMTD and CoOp partner.

Details on what happens after submission located at the bottom of each Jotform (above the "submit" button)





Need guidance? We're here for you.

Questions about...

- General program
- **MMP** Payments

Contracts

- Flex reimbursements
- Media site
- Ad Templates
- Customized partner logos

505-469-2615

Bryce.Turner@state.nm.us

- Brand guidelines
- Creative approvals
- MMP Video/Photo production

214-850-3370

- MMP Production instructions
- MMP vendor specs
- MMP performance reporting



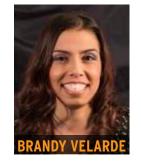
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