### media kit



creating relationships. connecting lives.

The #1 niche online dating network in the US with a discerning multicultural audience of nearly 4 million unique users per month



- Executive Summary
- Network Profile
- Audience Profiles
- Placements
- Contact

# What is the People Media Network?

- People Media's mission is to create relationships and connect lives.
- We operate the Web's leading niche communities for educated and affluent adults looking for serious relationships.
- Our communities reach nearly 4 million unique users per month who generate more than 550 million page views.
- We're partnered with the Steve Harvey Morning Show and exclusively power multiple AOL Personals communities.
- Rest assured that our sites are safe for your brands as all user generated content is rigorously screened by our editorial team prior to being posted.
- We will work with you to create customized campaigns that hypertarget our users via our proprietary ad-targeting platform so you reach who you want, how you want, when you want.

# Success Stories

"It was literally, "love at first sight"! We have been inseparable, and we're getting - BlackPeopleMeet User from Aurora, CO

"Thank God, so much for your site, without it we would have never met, an unlikely couple, worlds apart, now together." - LoveAndSeek member from Webster, NY

"I have met my future husband and we are engaged to be married in June. If not for your site we would have never met."

- BlackPeopleMeet User from Valrico, FL

"Last year, I clicked on the picture of my wife to be. We were married in June. God has truly blessed our lives."

- LoveAndSeek member from Whittier, CA



**Network Profile** 

### **#1 NICHE DATING NETWORK**

# Top Ranked Sites

- 5<sup>th</sup> largest dating network in the US, #1 niche dating network <sup>1</sup>
- The following communities are #1 in their respective categories:

#### BlackPeopleMeet



#### BBPeopleMeet



#### LoveAndSeek





SingleParentMeet



SeniorPeopleMeet



**LDSPlanet** 

<sup>(1)</sup> Source: Comscore, monthly unique visitors based on average monthly figures for Sept 2008 – Dec 2008.

# Top Ten Sites: Key Metrics

 People Media communities rank among the top affinity websites in terms of unique visitors, page views and total minutes spent per visitor.

	Genre	Subcategory	Avg Daily Visitors	Monthly Unique Visitors (000s)	Monthly Page Views (MM)	Total Minutes per Month (MM)	Average Minutes per Visitor	Average Minutes per Visit
Top 10 Sites								
BlackPeopleMeet	Ethnicity	African American	167,560	975	282	82	84	15.8
SingleParentMeet	Lifestyle	Single Parent	49,743	469	48	13	27	8.4
BBPeopleMeet	Physical	Big & Beautiful	39,917	361	40	11	31	9.2
SeniorPeopleMeet	Age	Seniors	59,699	351	40	15	43	8.1
LoveAndSeek	Religion	Christian	38,377	315	34	11	34	9.1
LDSplanet	Religion	Mormon	23,169	145	25	8	55	11.1
LatinoPeopleMeet	Ethnicity	Latino	13,511	146	13	3	22	7.8
BabyBoomerPeopleMeet	Age	Baby boomers	16,866	138	11	3	23	6.1
AsianPeopleMeet	Ethnicity	Asian	9,247	133	8	2	14	6.7
BlackChristianPM	Ethnicity / Religion	African American - Christian	14,614	120	15	5	38	10.0
Total People Media			453,952	3,769	558	158	42	10.0

Source: Internal Data.

# Top Ten Sites: Audience Profiles

Demographic	Black PM	Single Parent	Big& Beautiful	LoveAnd Seek	Senior PM	Baby Boomer	Black Christian	LDS Planet	Latino PM	Asian PM	Top 10 sites
<u>Gender</u>											
Male	44%	55%	42%	43%	42%	54%	35%	43%	59%	75%	47%
Female	56%	45%	58%	57%	58%	46%	65%	57%	41%	25%	53%
<u>Age</u>											
under 18	1%	25%	3%	2%	1%	3%	5%	6%	6%	3%	6%
18-34	26%	17%	30%	29%	14%	10%	19%	32%	24%	29%	23%
35-49	49%	37%	43%	41%	19%	28%	56%	33%	48%	41%	41%
50 +	24%	21%	24%	28%	66%	59%	20%	29%	22%	27%	31%
<u>Ethnicity</u>											
Caucasian	9%	78%	70%	82%	89%	82%	8%	93%	36%	55%	51%
African American	87%	10%	19%	9%	4%	9%	89%	2%	9%	10%	40%
Asian	1%	2%	1%	1%	1%	2%	1%	1%	1%	27%	2%
Hispanic	2%	9%	8%	7%	5%	6%	1%	3%	52%	6%	7%
Other	1%	1%	2%	1%	1%	1%	1%	1%	2%	2%	1%
<u>Children</u>											
No	70%	57%	68%	73%	89%	77%	69%	68%	67%	73%	70%
Yes	30%	43%	32%	27%	11%	23%	31%	32%	33%	27%	30%
<u>Income</u>											
under \$30K	18%	21%	25%	24%	31%	19%	24%	20%	25%	25%	22%
\$30K - \$60K	31%	32%	25%	35%	30%	31%	27%	25%	34%	29%	31%
\$60K - \$100K	26%	26%	20%	19%	22%	26%	23%	21%	22%	26%	24%
\$100K +	25%	21%	30%	22%	17%	24%	26%	34%	19%	20%	24%
<u>Education</u>											
No College	32%	50%	44%	43%	50%	45%	32%	32%	47%	44%	41%
College	52%	40%	46%	44%	37%	43%	47%	45%	42%	41%	46%
Graduate School	16%	10%	10%	13%	13%	12%	21%	23%	11%	15%	14%

Source: Quantcast; based on data from Jan 2009.

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# Hyper-Targeting

#### Demographic

- Age
- Gender
- Household Income
- Occupation
- Ethnicity
- Religion
- # of Children
- Marital Status

#### **Psychographic**

- Lifestyle Choices (Smoking/Drinking)
- Recreation/Hobbies (Phase II)
- Sports (Phase II)
- Musical Tastes (Phase II)
- Arts (Phase II)
- News (Phase II)

#### Geographic

- State
- Zip Code
- DMA



# Target Your Audience with Precision

#### You are:

Honda

#### Your product:

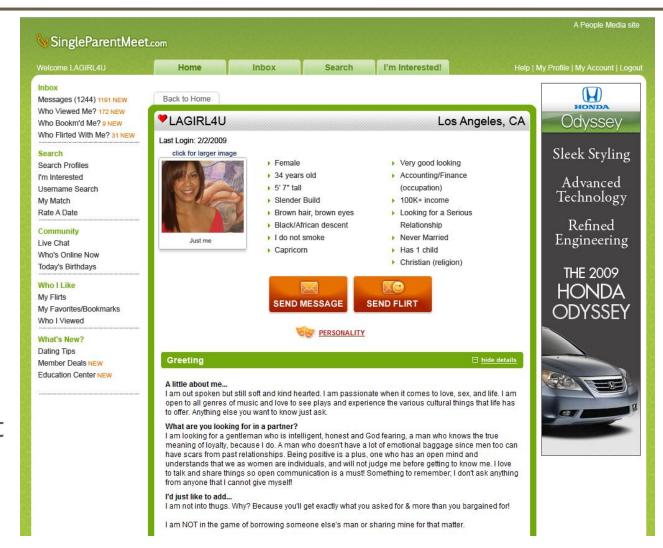
Odyssey Minivan

#### You need to reach:

 African American single moms

#### We have:

 308,000 monthly uniques fitting that profile



# Target Your Audience with Precision

#### You are:

GlaxoSmithKline

#### Your product:

Nicorette Gum

#### You need to reach:

Smokers

#### We have:

 1,000,000 uniques fitting that profile



# Target Your Audience with Precision

#### You are:

 Hillstone Restaurant Group

#### Your product:

 Houston's Restaurant Grand Opening

#### You need to reach:

 Affluent singles in Atlanta

#### We have:

 27,000 uniques fitting that profile



### Maximize Reach By Targeting Across Our Network

- On a monthly basis we reach:
  - 4% of the total black population in the US \*
  - 10% of the 14 million African American television households\*\*
  - 2% of the total online 50+ population in the US \*

	Monthly Uniques (000's)					
	Core Site	Network	Multiplier			
👱 African American	746	1,371	2.0x			
Seniors Big & Beautiful	344	899	3.0x			
Big & Beautiful	214	912	5.0x			
Hispanic	85	253	3.0x			
Christian	315	1,335	5.0x			

Source: Internal data. Based on member demographic data applied to monthly unique visitors and monthly page views.

<sup>\* 2008</sup> US Census and internal data.

<sup>\*\*</sup> The Nielsen Company and internal data.



**Audience Profiles** 

## **AFRICAN AMERICANS**

# Advantage of Marketing to African-Americans

#### Significant spending power and market size

- Population Growth: Currently represents 13% of the US population with growth expected to outpace overall US population growth <sup>1</sup>
- Purchasing Power: Increased 166% in 17 years, from \$318 billion in 1990 to \$845 billion in 2007 and expected to break the \$1 trillion mark by 2012 <sup>1</sup>
- Power Users: Heavy media consumption, especially Internet, TV and magazine usage
- Engaged Audience: Have higher "recall scores" and "action-taking scores" <sup>2</sup>

<sup>(1)</sup> Source: Selig Center Multicultural Economy Report, 2007; Pew Research Center, 2007.

<sup>(2)</sup> Source: Affinity's VISTA Print Effectiveness Rating Service, 2007.

# African American Audiences

People Media is one of the top online destinations for African Americans

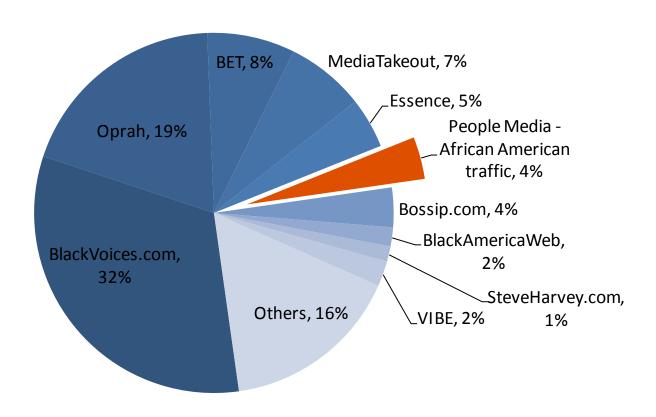
	Monthly Page Views (MM)	Total Minutes per Month (MM)	Average Minutes per Visitor	Average Minutes per Visit	Avg Daily Visitors (000s)	Monthly Unique Visitors (000s)
peoplemedia	294.8	85.8	81.2	15.1	178,411	1,057
People Media Rank	2	2	2	1	3	6
BlackPlanet.com	540.3	235.8	84.9	10.2	397,601	2,777
BLACKVOICES	111.4	46.7	8.3	3.5	392,834	5,616
OPRAH.COM	52.5	36.9	11.0	6.9	161,990	3,354
Media Tareout. Co	<b>4</b> 5.5	50.9	41.3	7.2	165,727	1,231
ESSENCE Follow the Sport:	43.8	14.1	17.9	7.3	54,098	789
B€T☆	31.7	20.8	10.1	4.9	121,790	2,053
□ blacksingles.com <sup>-</sup>	19.8	10.1	18.7	8.6	31,215	539
OLSSIP.	7.7	7.6	12.2	4.1	47,744	620
blAckamericaweb.com	3.1	3.3	11.1	4.6	18,873	297
†STEVE HARVEY	2.1	2.0	8.4	3.4	16,631	240
VIBE	1.4	0.8	2.0	1.7	14,889	394
	0.9	0.8	3.6	2.1	10,295	212
Ebony Jet.com	0.6	0.4	2.4	1.9	6,145	154
BLACK ENTERPRISE.com	0.7	0.3	7.6	6.5	1,706	45

Source: ComScore; Based on average monthly figures for Sept 2008 – Dec 2008. People Media figures represent African American traffic only based on internal data and comScore estimates.

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# Top African American Internet Sites

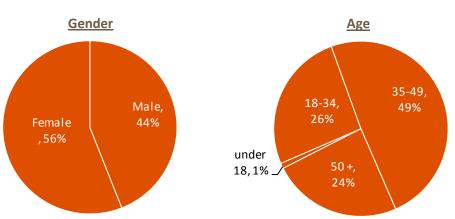
#### African American Internet Traffic Market Share – Based on Unique Users



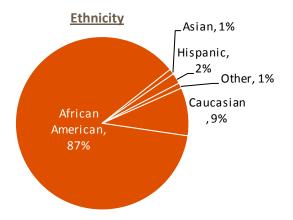
Source: Comscore; Based on average monthly figures for Sept 2008 – Dec 2008.

# Site Profiles: BlackPeopleMeet.com

- #1 Black dating site in US
  - Nearly 1 million monthly Uniques
  - 300 million monthly impressions
  - Each user spends more than 2 hours per month on our site
- Notable partnerships
  - the Steve Harvey Morning Show
  - Featured on Coolio's Rules (Oxygen)
  - We power AOL Personals' Black Channel (www.aol.blackpeoplemeet.com)







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**Audience Profiles** 

### **BABY BOOMERS AND SENIORS**

## Highly Valuable Baby Boomer & Senior Audience

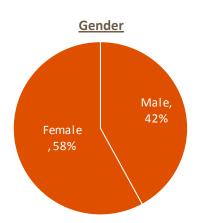
- 50+ market makes up 40% of US population <sup>1</sup>
- Controls 75% of the nation's wealth <sup>1</sup>
- Boomers spend \$3 trillion on products and services annually <sup>2</sup>
- 89% of boomers advise their friends on purchasing decisions, and 93% of boomers identify their friends as trusted sources<sup>3</sup>

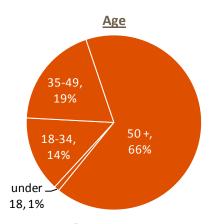
(1) Source: US Census Bureau: the Conference Board.

(2) Source: 2006 Focalyst Fall View. (3) Source: 2007 KRC Research.

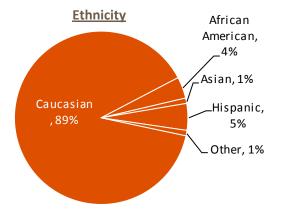
# Site Profiles: SeniorPeopleMeet.com

- #1 Senior dating site in US
  - Half a million uniques per month
  - 50 million monthly impressions
- Our users are Active, Well Heeled and Savvy
  - A fifth still earn more than \$100K annually
  - 66% are 50+ in age
- Notable Partnerships
  - We power AOL Personals' Senior Channel









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# Other Communities



### **<sup>™</sup> SingleParentMeet**

- Largest US single parent dating community
- We power AOL personals' Single Parent Channel





- Leading Christian dating community
- We power AOL Personals' Christian Channel



#### **BBPeopleMeet** ®

 Most popular big and beautiful dating community in the US





- Top Mormon dating community
- Ranked #1 on About.com



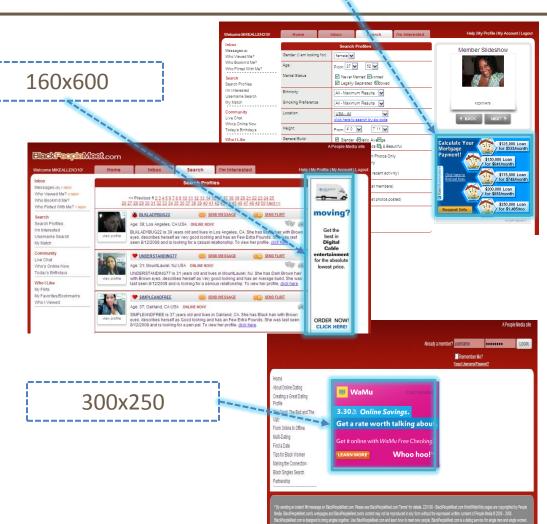
**Placements** 

### STANDARD AND CUSTOM

300x250

#### **Banners**

- Description
  - Skyscraper (160x600)
  - Medium rectangle (300x250)
- Features
  - Location
    - Every page: member homepage, search page, mail box, user name search, I'm interested, log out screen, etc.
    - Upper-right, above the fold
- Benefits
  - Exclusively above the fold
  - Companion ad capability
  - Advanced targeting
  - Frequency capping
  - Category exclusivity
  - Seamless ad integration
- 3<sup>rd</sup> Party Formats
  - We support 3<sup>rd</sup> party ad servers and accept iFrame and JavaScript tags



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### Custom Placements: Interactive Peel-back

Allow our audiences to interact with your ad to increase awareness



### Custom Placements: Sliver & Roadblock

Seize 100% share of voice on a page by taking over all advertising units

Custom sliver unit



Complement with other ad units for Roadblock

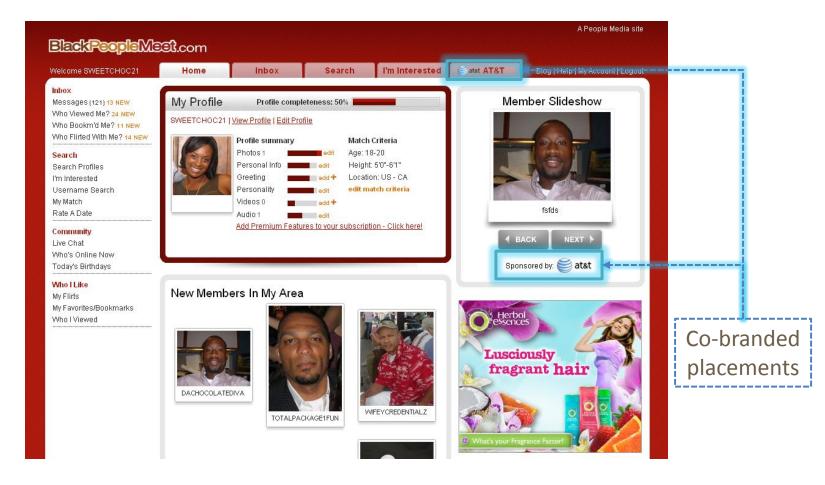
## Custom Placements: Fixed Button on Homepage

Prominent yet integrated placements can help marketers be top of mind



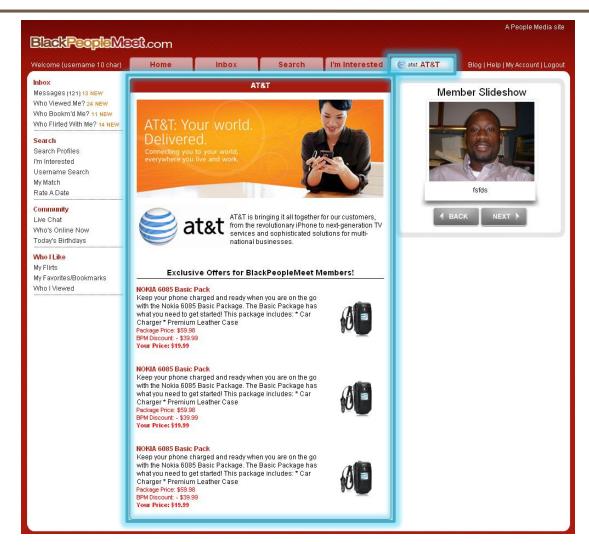
## Custom Placements: Sponsored Slideshow

Sponsor the member slideshow that appears on every single user's homepage



# Custom Placements: Sponsored Profile

- Sponsor a custom section for seamless integration of the brand within our sites
- Site-wide promotion through a ROS and homepage section tab
- Present exclusive content in a fully integrated environment for maximum effectiveness





To advertise with us, please visit <a href="www.peoplemedia.com/advertisers.cfm">www.peoplemedia.com/advertisers.cfm</a> or call (323) 603-0380