

YOUR EXCLUSIVE

CONNECT TO ONE OF THE STATE'S LARGEST, MOST EXCLUSIVE PROFESSIONAL MARKETS – THE MORE THAN 24,600 ATTORNEY MEMBERS OF THE STATE BAR OF WISCONSIN.

CONNECTING YOU WITH WISCONSIN LAWYERS

With more than 24,600 members, and growing steadily, the State Bar of Wisconsin offers direct access to a highly targeted professional audience through an awardwinning magazine, a nationally recognized website and e-newsletter, exhibit and sponsorship opportunities, and the most up-to-date mailing list of Wisconsin attorneys available.

The State Bar's commitment to quality means your message is delivered in a relevant and respected environment that lends credibility to your company, builds name recognition, and increases market share.

Whether you want to reach all Wisconsin attorneys, or a more targeted audience, you can choose from a proven mix of advertising opportunities that will effectively deliver your message and help you reach your marketing goals.







Advertise in the monthly *Wisconsin Lawyer*TM magazine to keep your message in front of Wisconsin attorneys all year.

ELECTRONICALLY

Reach attorneys and other legal professionals electronically when they visit wisbar.org or when the *InsideTrack* e-newsletter or *CaseLaw Express* is delivered to their inbox.

IN PERSON

Meet current and prospective customers face-to-face at State Bar Legal Expos and other events.

SPONSORSHIPS

Receive valuable exposure as a special event, seminar, or publication sponsor while showing your support of the legal community.

ONSORSHIE

BY MAIL

Purchase State Bar mailing lists to reach the entire roster of Wisconsin attorneys, or select targeted segments of the database.



STATE BAR OF WISCONSIN



ABOUT OUR MEMBERS

State Bar members are opinion leaders and decision makers. They are affluent, influential, and highly educated professionals who are prime prospects for any legal or non-legal product or service that will help them represent their clients, build their practices, manage their offices, and enhance their personal lives. Attorneys make purchasing decisions for themselves, their firms, families, and clients.

In addition to lawyers and judges, when you market your product or service through the State Bar you will also reach judges, law office managers, paralegals, legal secretaries, law students, law clerks, and other lawrelated professionals – many of whom are buyers, or purchasing initiators, in law offices and corporate legal departments.

GENDER

Male	Female	Total
16,413	8,259	24,672

WISCONSIN FIRMS BY SIZE

Firm Size	Members	Firms	
Solo	2,791	2,791	
2-3	1,599	687	
4-5	758	174	
6-7	552	86	
8-10	561	63	
11-15	592	45	
16-20	263	15	
21-30	276	11	
31-50	331	9	
50+	1,306	12	

YOUR EXCLUSIVE

SECTION / DIVISION MEMBERSHIP

Administrative	409
Alternative Dispute Resolution	315
Agricultural/Agribusiness	122
Appellate Practice	393
Bankruptcy, Insolvency & Creditors' Rights	772
Business	1,700
Children & the Law	331
Civil Rights & Liberties	182
Construction & Public Contract	350
Criminal	678
Elder	1,029
Energy & Telecommunications	176
Environmental	369
Family	1,293
General Practice	946
Government Lawyers Division	3,376
Health	407
Indian	151
Individual Rights & Responsibilities	170
Intellectual Property	151
International Practice	564
Labor & Employment	826
Law Office Management	1,307
Litigation	1,950
Nonresident Lawyers Division	6,938
Public Interest	238
Real Property, Probate & Trust	1,673
Senior Lawyers Division	1,302
Sports and Entertainment	168
Taxation	674
Young Lawyers Division	5,273

MEMBERS BY COUNTY

Adams113Ashland300Barron440Bayfield216Brown5100Buffalo61Burnett131Calumet24Chippewa580Clark231Columbia760Calumet3,642Dodge940Dodge590Douglas590Fond du Lac104Forest101Graen255Fond du Lac101Graen352Graen352Green Lake255Iowa315Juneau235Juneau337Jefferson101Juneau231Kenosha219Lafayette132Langlade1120Manitowoc1201		
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Kenosha219Kewaunee19La Crosse268Lafayette13Langlade19Lincoln42	Jefferson	101
Kewaunee19La Crosse268Lafayette13Langlade19Lincoln42	Juneau	23
La Crosse268Lafayette13Langlade19Lincoln42	Kenosha	219
Lafayette13Langlade19Lincoln42	Kewaunee	19
Langlade 19 Lincoln 42	La Crosse	268
Lincoln 42	Lafayette	13
	Langlade	19
Manitowoc 120	Lincoln	42
	Manitowoc	120

Marathon	311
Marinette	36
Marquette	10
Menominee	7
Milwaukee	5,521
Monroe	56
Oconto	17
Oneida	77
Outagamie	423
Ozaukee	283
Pepin	6
Pierce	53
Polk	44
Portage	119
Price	20
Racine	372
Richland	18
Rock	277
Rusk	10
Saint Croix	157
Sauk	114
Sawyer	30
Shawano	41
Sheboygan	170
Taylor	20
Trempealeau	31
Vernon	33
Vilas	48
Walworth	157
Washburn	18
Washington	178
Waukesha	1,483
Waupaca	50
Waushara	17
Winnebago	325
Wood	93

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PRACTICE AREAS/FOCUS

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Administrative/ Government	2,330
Administrative Hearings	1024
Admiralty/Maritime	19
Agricultural	109
Advise/Transactional	5,731
Alternative Dispute Res	524
Antitrust	232
Appellate Litigation	1,250
Appellate Practice	875
Bankruptcy	884
Business Litigation	1,924
Business/Corporate	4,173
Career Development	10
Civil Litigation	2,854
Civil Procedure	112
Civil Rights	544
Communications/ Media	141
Constitutional	371
Construction/Public Contracts	511
Consumer	314
Contracts	1,090
Creditor/Debtor	759
Criminal	3,208
Dispute Resolution	873
Elder	763
Energy/Public Utilities	316
Environmental	683
Estate Planning/ Probate	2,831
Ethics/Lawyer Regulation	193

Evidence	325
Family	2,432
Financial Institutions	528
General Practice	2,022
Health	804
Immigration	282
Indian	212
Insurance	1,775
Intellectual Property	1,200
International Practice	440
Juvenile/Children	1,167
Labor/Employment	2,068
Law Practice Mgmt	27
Marital Property	244
Military	226
Municipal	791
Real Property	3,308
Rep. Hearing/Vision Imp	4
Rep. Non-English Speaking	14
School	350
Securities	621
Social Security	309
Sports/Entertainment	236
Тах	1,278
Torts/Personal Injury	2,723
Traffic	674
Transportation	79
Trial-court Litigation	6,856
Worker's Compensation	791

If you have a message for Wisconsin legal professionals, let the State Bar of Wisconsin help you deliver it.

PURCHASES LAWYERS OR THEIR STAFFS ARE LIKELY TO MAKE INCLUDE:

- Technology-related products and services
- Continuing legal education programs
- Legal research materials
- Office equipment and supplies
- Telephone systems and calling plans
- Litigation support services
- Professional liability insurance
- Personal insurance products
- Employee benefits plans
- Business travel services

OUTSIDE THEIR OFFICES, ATTORNEYS ARE CONSUMERS OF MANY UPSCALE PERSONAL ITEMS SUCH AS:

- Automobiles and watercraft
- Luxury or vacation homes
- Travel and leisure opportunities
- High-end business attire and casual clothing
- Artwork and jewelry
- Financial planning services
- Sporting and cultural events
- Fine dining
- Home furnishings, accessories and more!

ATTORNEYS REFER CLIENTS TO OTHER PROFESSIONALS:

- Bankers
- Mortgage lenders
- Accountants
- Insurance providers
- Financial planners
- Real estate professionals

ONE SIZE DOES NOT FIT ALL!

Strengthen your brand with a multi-channel approach to reaching Wisconsin's legal market. Let the State Bar design a tailored advertising and promotional plan based on your goals and your budget. Discounts may apply for custom packages.

Contact Karen Richter PH : (800) 444-9404 ext. 6132 or (608) 250-6132 E : krichter@wisbar.org

connect

There's no better way to reach nearly every Wisconsin lawyer than through the *Wisconsin Lawyer*TM – the State Bar of Wisconsin's flagship publication.

WISCONSIN LAWYER MAGAZINE RATE CARD

Advertising in the monthly *Wisconsin Lawyer* builds name recognition, helps maintain current market share, and influences potential new business. As the State Bar's flagship publication and leading member benefit, the award-winning *Wisconsin Lawyer* guarantees you nearly 100% access to all lawyers licensed to practice in Wisconsin as well as paid subscribers. No other publication – local, regional, or national – gives you greater access to this professional market.

ATTORNEYS RELY ON THE WISCONSIN LAWYER TO:

- Stay abreast of new or pending legislation and court decisions
- Get valuable tips on managing their practice, utilizing the latest technology, and reducing risk and stress
- Read ideas, concerns, and opinions that affect the practice of law in Wisconsin
- Keep current on colleagues
- Learn about new products, services, and practice techniques

PUT THE POWER OF PRINT TO WORK FOR YOU

Wisconsin Lawyer advertising is a dynamic, effective way to reach a highly engaged audience. It offers longstanding loyal readers, high retention rates, superior message recall, and strong branding reinforcement.

In the most recent Member Needs Assessment, it was ranked #1 in relevance among State Bar products and services.

Choose from several display ad sizes, all positioned alongside compelling editorial content.





connect

ISSUE AND CLOSING DATES

The Wisconsin Lawyer is published 11 times per year. The July/August issue is combined. Space reservations are due the 10th of the month preceding the issue (e.g. January 10 for the February issue). Materials are due the 17th of the month. Deadline extensions may be possible and can be arranged by contacting Karen Richter.

"MEMBERS-ONLY" ANNOUNCEMENT RATES

Discounted display ad rates are available to members to announce special events such as moving or opening a new office, promotions or new hires, a firm milestone or award, or to honor the legacy of a deceased firm member. Advertisements for seminars, products, referrals, or services offered by State Bar members do not qualify for the discount. Special rate is available for up to three issues per occurrence. Full page, \$1,195/issue; one-half page, \$995/issue; onethird page, \$700/issue. Rates include four-color. Layout and design service available at no extra charge. No agency commission.

CLASSIFIED ADVERTISING

Prepaid; \$40 minimum charge; \$2.25 per word for State Bar members; \$2.75 per word for nonmembers; \$50 additional for blind box assignments. Closing date for classifieds is the 10th of the month preceding issue. Discounts: 5% for three insertions; 10% for six insertions; 15% for 12 insertions. No agency discounts. Classified ads automatically appear online at www.wisbar. org/classifieds for as long as they are scheduled in the magazine.

INSERTS

Preprinted inserts accepted. Call for rates and specifications.

CIRCULATION

24,900+

MECHANICAL SPECIFICATIONS

Three columns (2.1683 inches per column). Offset. 133-line halftone screen. Saddle stitch binding.

ELECTRONIC SUBMISSION OF ADS

PDF (Portable Document Format) is the preferred format for final submission of ads. Most current graphics and page layout applications allow you to save or export your document as a PDF. Please export your ad as a PDF with graphics and fonts embedded. Indicate bleed and trim. Please call (800) 444-9404, ext. 6132 with any questions.

RETENTION OF MATERIALS

Ad materials will be retained for 12 months.

SHIPPING INFORMATION

Street Address: State Bar of Wisconsin, 5302 Eastpark Blvd., Madison, WI 53718-2101

Mailing Address: State Bar of Wisconsin, P.O. Box 7158, Madison, WI 53707-7158 Email: krichter@wisbar.org

CONNECT IN PRINT TODAY!

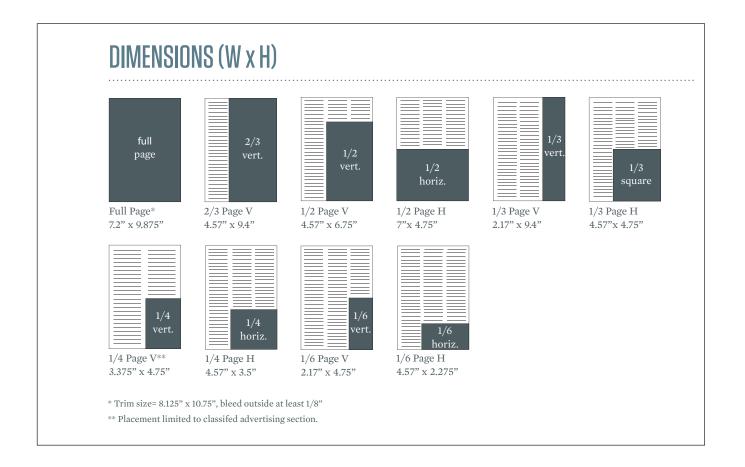
Call for more information on special issues or upcoming editorial content.

Karen Richter

PH : (800) 444-9404 ext. 6132 or (608) 250-6132 E : krichter@wisbar.org A multi-channel marketing approach will keep your company top of mind. For added exposure, combine your print advertising with other State Bar of Wisconsin promotional opportunities. Discounts are available for custom packages.

FOUR-COLOR DISPLAY ADVERTISING RATES				
Ad Size	1x	3x	бх	11x
Full page	\$1,880	\$1,785	\$1,740	\$1,650
2/3 page	1,625	1,560	1,500	1,425
1/2 page	1,445	1,405	1,350	1,305
1/3 page	960	935	895	855
1/4 page	745	725	695	675
1/6 page	585	570	550	530
2-page spread	2,820	2,660	2,610	2,475
Preferred placement on non-cover positions: Add 20%				
2nd cover, 4-color	2,415	2,330	2,250	2,140
3rd cover, 4-color	2,360	2,265	2,195	2,090
4th cover, 4-color	2,485	2,400	2,300	2,200

All rates four-color. Call for b/w options. Multiple insertion rates are based on the number of ad units used within 12 months, whether the same or varying sizes. Rates effective January 1, 2016.



CONNECT

WHY ADVERTISE IN THE WISCONSIN LAWYER?

- **#1** Nationally, magazine ads rank number one at influencing consumers to start a search online.
- **82%** percent of readership survey respondents indicate that the *Wisconsin Lawyer* is the most relied upon State Bar resource for keeping abreast of Wisconsin legal developments.
- **78%** have an overall satisfaction with the *Wisconsin Lawyer*. This includes appearance/design, content, and reliability, timeliness, and usefulness of information.
- **76%** percent State Bar of Wisconsin members read the *Wisconsin Lawyer* regularly.
- **24,900**+ *Wisconsin Lawyer* circulation grows continuously as new attorneys are admitted to practice in Wisconsin.

ATTORNEYS DRIVE BUSINESS TO OTHER PROFESSIONALS

Top areas for referrals include:

- Other attorneys
- Accounting services
- Expert witnesses
- Litigation support services
- Real estate transactions
- Banking, financial planning, and wealth management services
- Dispute resolution services
- Investigative services
- Insurance purchases

WHAT DO THEY READ?

TOP AREAS OF INTEREST IN THE WISCONSIN LAWYER

- Wisconsin case law development
- Supreme Court and Court of Appeals digests
- Ethics opinions and advice
- Supreme Court orders and rule changes
- New or proposed Wisconsin legislation
- Legal research
- Lawyer discipline
- Lawyer announcements

WHAT DOES IT COST?

Rates begin as low as **\$74** per thousand. (Based on a one-time, full-page, four-color ad)

WHO READS WISCONSIN LAWYER?

OP PRACTICE AREAS OF WISCONSIN ATTORNEYS		
Business/Corporate	Personal Injury	
Real Property	Family	
Criminal	Administrative/Government	
Civil Litigation	Labor/Employment	
Estate Planning	General Practice	

WHERE DO THEY PRACTICE?



49% are in private practice

77% work in firms with fewer than 16 attorneys

51% work in firms with five or fewer attorneys



ELECTRONICALLY

Members of Wisconsin's legal community are just one click away from your website when you advertise electronically.

Capture attention and drive traffic to your site with a prominently displayed ad on WisBar.org., *InsideTrack* e-newsletter, or CaseLaw Express. Averaging nearly one million page views monthly, legal professionals consider WisBar.org a prime practice tool and log on regularly to access free legal research, read law-related news, locate colleagues, purchase products, register for events, view seminars, and much more.

ELECTRONIC AD SIZES & RATES		
WWW.WISBAR.ORG - 200 X 200 BUTTON Placement on WisBar's most popular pages, including Lawyer Search	\$375/month \$3,900/year	 Average monthly impressions: 150,000 per ad Space limited to eight rotating ads
WWW.WISBAR.ORG - 728 X 90 BANNER Above the fold placement on WisBar's front page	\$700/month \$7,500/year	 Space limited to six rotating ads Average monthly home page views: 126,000+
INSIDETRACK E-NEWSLETTER - 200 X 200 BUTTON <i>Emailed twice monthly to 21,000+ members</i>	\$300/month \$3,000/year	 Also accessible to members from WisBar.org Ads positioned alongside editorial content Ads appear on all story pages and in archives
CASELAW EXPRESS - 200 X 200 BUTTON <i>Emailed every Monday to more than 4,000 subscribers</i>	\$200/month \$2,400/year	E-alert service keeps attorneys abreast of recent Wisconsin Supreme Court and Court of Appeals decisions
WISBAR.ORG CLASSIFIED LISTING Catagories include Professional Services & Experts, Court Reporters, and Abstract & Title Companies	\$600/annually	 Easy access from most pages on WisBar Listings include company name, phone number(s), linked email and web addresses, up to 30 words of text, and optional logo Ask about print/web package discounts

AD SPECS/SUBMISSION

- 72 dpi, GIF or JPEG format.
- Animation limited to two loops.
- No FLASH ads.
- Email to krichter@wisbar.org one week prior to go-live date. Provide URL for link.

CONDITIONS OF ADVERTISING

- Space is limited and available on a first-come, first-serve basis.
- All new electronic ads must be prepaid.
- No cancellations after ad acceptance.
- Advertisers and advertising agencies assume liability for all content (including text, representations, and illustrations) of advertisements and assume responsibility of any claims arising thereof made against the State Bar. The State Bar reserves the right to reject any advertising not in keeping with its standards.
- Acceptance of ads does not constitute an endorsement of a company's product or service.

STATE BAR OF WISCONSIN



SPONSORSHIPS



BUILD BRAND RECOGNITION AND REINFORCE YOUR OTHER MARKETING ACTIVITIES BY SPONSORING EDUCATIONAL PROGRAMS, SPECIAL EVENTS & PUBLICATIONS.

CONNECT AT

REACH POTENTIAL NEW CUSTOMERS AND STRENGTHEN EXISTING RELATIONSHIPS AT STATE BAR OF WISCONSIN LEGAL EXPOS AND EDUCATIONAL PROGRAMS.



The State Bar of Wisconsin offers dozens of opportunities to meet attorneys face-to-face.



STATE BAR LEGAL EXPOS

You'll connect with hundreds of attorneys in one place when you exhibit at a State Bar conference.

These are typically two-day events that include educational sessions, keynote luncheons, social gatherings, and other valuable networking opportunities.

AS AN EXHIBITOR YOU WILL:

- Establish and maintain personal relationships
- Reduce travel time and expenses associated with sales calls
- Increase your visibility
- Capture and qualify leads
- Demonstrate new products
- Build trust and brand loyalty
- Convert prospects to purchasers
- Accelerate sales

CHOOSE FROM THE FOLLOWING EVENTS:

- Annual Meeting & Conference (June)
- Solo & Small Firm Conference (October)



SPECIAL EVENT SPONSORSHIPS

If you are unable to exhibit at a State Bar Legal Expo, a special event sponsorship will keep your connection to the legal market strong.

As a sponsor you will receive recognition in all preevent print and electronic communications, and in onsite signage.



SPONSORSHIP OPPORTUNITIES INCLUDE:

- Continental breakfasts
- Luncheons
- Refreshment breaks
- Receptions
- Hospitality suites
- Wellness programs
- Educational track programs
- General conference support

CONNECT TODAY!

Download a prospectus with exhibiting and sponsorship details at www.wisbar.org/expos, or contact Karen Richter: (800) 444-9404, ext. 6132 or krichter@wisbar.org.

EDUCATIONAL PROGRAM SPONSORSHIPS

PINNACLE, the State Bar of Wisconsin's continuing legal education division, is the largest provider of CLE programs in the state. PINNACLE seminars are topic-specific programs held live in Milwaukee and/ or Madison or through webcasts. Sponsoring a live or webcast PINNACLE event lets you cost-effectively reach a highly targeted audience who are attending programs either in person or via the Internet.

Sponsors of live programs are welcome to be onsite, however, it is not required. If you are unable to attend, the State Bar will gladly display your literature, in addition to the other signage and recognition sponsors receive.

SEMINAR SPONSORSHIPS INCLUDE:

- Logo in direct mail brochure and email marketing • (average number of impressions: 7,500 to 10,000). This requires early commitment.
- Logo on the seminar web page .
- Podium recognition •
- Logo on event signage and overhead slides
- One 8.5 x 11" insert (PDF supplied by sponsor) • included in course materials
- Optional table provided at live events
- Post-event attendee roster .
- Continued exposure for up to two years in video replays, webcast replays, and in CLE OnDemand™ library

SPONSORSHIP OPPORTUNITIES BY TOPIC

- Torts/Litigation
- Employment Law/Benefits •
- **Business Law**
- Guardian ad Litem
- Medical Issues .
- Aging/Elder Law
- Worker's Compensation .
- **Real Estate** •
- Ethics
- Bankruptcy
- **Estate Planning**
- Tax Law
- Plus more!

Call for a schedule of upcoming seminars and sponsorship fees: (800) 444-9404, ext. 6132.

WISCONSIN LAWYER DIRECTORY SPONSORSHIPS

The annual Wisconsin Lawyer Directory is an important resource in many Wisconsin law offices. Attorneys and their support staffs purchase this membership directory so that information on other attorneys, law firms, courts and selected state offices is at their fingertips.

Directory sponsors receive a full page ad on a cover or divider page, their logo on the front of all divider pages, and their logo on the order form on WisBar.org.

The directory is printed in September. Sponsorships are limited and sold on a first-come, first-served basis. The deadline for materials is July 15. Contact Karen Richter at (800) 444-9404, ext. 6132 or krichter@ wisbar.org to reserve space.

Inside

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