



8 Reasons Why You Need a Strong Yellow Pages Program



ANALYSIS BASED ON DATA FROM SRI, NFO COMMUNICATIONS AND SIMMONS.

Pawnbrokers

one Relevant-Yellow Pages are Used!

38% of active shoppers for pawnbrokers go to the heading for help.

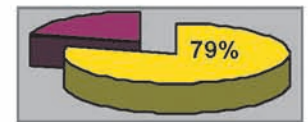
(NFO AD:Impact, 2001).



two Ready-to-Buy

Heading users are ready-to-buy...79% of heading users make a purchase. No other medium can boast this high of a follow-through.

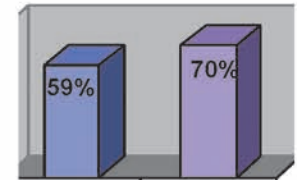
(Statistical Research, Inc., 2001)



three Decision-Impacting

59% of users make a decision based on information in the heading. 70% of users view multiple ads when they consult the heading.

(Statistical Research, Inc., 2001)



four Brings in Great Customers

The heading is used—16 million references per year. Users tend to be younger, lower income and lower education shoppers who are mobile:

- 57% of users are age 18-34
- 66% of users have no college education
- 56% of users have incomes under \$25,000
- 31% of users have moved within the past year

Yellow Pages heading users frequently spend more with pawnbrokers than the average customer.

(Statistical Research, Inc./Simmons, 2001).

five Recent

Yellow Pages are your last chance to affect a customer's decision.

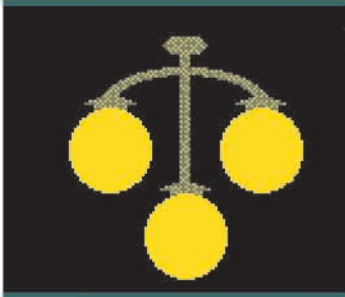
The last advertising impression has the greatest impact on consumer decisions.



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six | Good for Your Business

Yellow Pages bring in new customers—**33%** of purchases are from new customers. Yellow Pages bring revenues to your business—the average pawnbroker's display ad delivers over **\$115,000** in sales revenues from heading users.

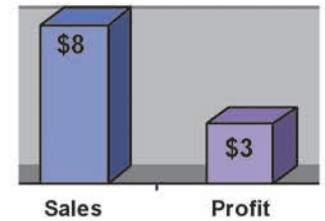
(Statistical Research, Inc./CRM Associates, 2001).



seven | Great for Your Bottom Line

Yellow Pages are your best investment for growing profits! The typical pawnbroker's display ad generates **\$8** of sales revenue and **\$3** of profit for every **\$1** spent on Yellow Pages.

(CRM Associates, 2001)



eight | Works Well with Other Media

Expands the reach of key media to active shoppers. Build brand and stimulate demand through other media—catch the consumer at purchase time through the Yellow Pages! Reach customers not reached through other media. *(NFO AD:Impact).*

Chart shows how additional customers can be reached by adding Yellow Pages to your media mix



■ % of individuals who use the medium ■ Extended reach by adding Yellow Pages