

*The Director* is the official peer-reviewed publication of NADONA and is registered with the Library of Congress with ISSN reference numbers. *The Director* is distributed quarterly to over 20,000 Nurse Leaders in the profession that are key decision-makers within their corporations and facilities. *The Director* is available in print and as an interactive, online publication. Web advertising is offered to those advertisers supporting the print version.

NADONA’s mission includes the development and promotion of ethical principles and practices within the Long Term Care Continuum; service to those who work in the Long Term Care Continuum; and promotion of quality of care for those individuals in the Long Term Care Continuum. NADONA’s programs support its mission and those who work for or on behalf of NADONA understand and abide by its mission and purposes.

### Facts Regarding Our Nurse Leaders

- The Nurse Leader is the primary contact with family and caregivers.
- Many Nurse Leaders have responsibilities across the long-term care continuum, including skilled nursing facilities, assisted living facilities, and group home settings.
- Most Nurse Leaders have a broad range of responsibilities including personnel and staffing, staff development, infection prevention and control, in-service coordination, corporate compliance, MDS coordination, QAPI, Case Mix, facility budgets, and management of controlled drug destruction.

### NADONA History

Since 1986, we have been THE leading advocate and educational organization for Nurse Leaders in Long-Term and Post-Acute Care. NADONA was founded by dedicated LTC professionals, and our board of trustees still consists of LTC professionals. We understand your daily challenges, and are here to provide you with the tools you need for professional success. *The Director* is an official publication in the Library of Congress and has assigned ISSN (International Standard Serial Numbering) for print and digital publications. ISSN is under the auspices of the U.S. ISSN Center at the Library of Congress.

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| <p><b>1986</b> NADONA founded in St. Louis, MO with 40 original members from 13 states</p> <p><b>1987</b> Nationally-recognized NADONA Certification Exam is created – by Directors of Nursing, for Directors of Nursing<br/>First national conference held in Orlando, FL</p> <p><b>1991</b> NADONA’s first scholarship is awarded at annual conference</p> <p><b>1993</b> Debut of <i>The Director</i> Journal</p> <p><b>1996</b> Debut of Standards of Practice For Directors of Nursing</p> <p><b>1997</b> www.nadona.org is launched<br/>Academy of Fellows established</p> <p><b>2000</b> Circle of Excellence established</p> | <p><b>2003</b> Membership reaches 5500, representing 30 states and Canada<br/>Launch of online certification program<br/>NADONA Online University is founded</p> <p><b>2007</b> Advancing Excellence in America’s Nursing Homes Campaign</p> <p><b>2010</b> Launch of interactive, online version of <i>The Director</i></p> <p><b>2012</b> 25th Anniversary National Conference</p> <p><b>2014</b> Members can now access numerous professional educational offerings 24/7/365.</p> <p><b>2015</b> <i>The Director</i> becomes an official publication in the Library of Congress</p> <p><b>2016</b> <i>The Director</i> becomes indexed by Google Scholar and Scholastica</p> |
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## Advertising Options



*Through 2018, The Director will offer discounted ad rates and complimentary web advertising for those ads that run in 2-4 issues! In addition NADONA Corporate Partners receive a 10% discount on single ad insertions. More information is noted on the insertion page.*

*For more information and to discuss this potential opportunity, please contact the NADONA offices at 800-222-0539 or [thedirector@nadona.org](mailto:thedirector@nadona.org)*

### ***The Director Editorial***

*The Director* is a quarterly, peer-reviewed journal which is the leading journal dedicated to directors of nursing administration in long-term care settings such as skilled nursing facilities, assisted living facilities, and day care. Other readers include other nursing disciplines such as staff nurses, nurse aides, and advanced practice nurses. *The Director* publishes practical, patient-care articles that can be used to improve the quality of care within LTC. *The Director* and NADONA are committed to improving patient and resident care through education and professional development.

The Board of Directors for NADONA provides guidance for publication content.

<p>Clinical topics published in <i>The Director</i> include:</p> <ul style="list-style-type: none"><li>• Dementia and Alzheimer's disease management</li><li>• Behavioral management issues</li><li>• Nutritional support</li><li>• Osteoporosis and bone diseases</li><li>• Falls prevention and management</li><li>• Central nervous system diseases</li></ul>	<p><i>The Director</i> also focuses on psychosocial, facility, and personnel management issues including:</p> <ul style="list-style-type: none"><li>• Working with family caregivers</li><li>• Employee retention and motivation</li><li>• Survey preparation and implementation</li><li>• Safety programs for facilities</li><li>• Quality improvement programs</li><li>• Budgeting and finance</li></ul>
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### ***Special Sections and Issues***

Selected issues of *The Director* includes the Product Mall that highlights new and interesting products that may be of interest to subscribers and a Buyer's Guide. This issue will be mailed to key decision-makers in long-term care settings.

Please contact NADONA for information on having your product, service, or company listed in the Product Mall and/or Buyer's Guide.

Advertising is also available on the NADONA website to supplement existing journal advertising.

### ***The Director Circulation***

*The Director* reaches over 20,000 people. The majority are directors of nursing administration, with other nurses including disciplines such as staff nurses, nurse aides, and advanced practice nurses.

In 2010 an interactive, online version of *The Director* was launched. This can be viewed at the NADONA website, [www.nadona.org](http://www.nadona.org).

Website advertising with click-through technology is available to print version

*The Director* is also available for purchase on the NADONA website at [www.nadona.org](http://www.nadona.org).

## 2017 – 2018 NADONA ADVERTISING MEDIA KIT



**Offering discounted rates for multiple insertion orders!**

**Please select frequency and size (Journal trim size 8.375" x 10.875")**

2 PG SPREAD- SEE LAST PAGE FOR ALL PAGE SIZES AND REQUIREMENTS

1x (\$5,426)\*\*  2x (\$5,157)  3x (\$5,065)  4x (\$4,973)  3 ads for price of 2 (\$10,314)\*  4 ads for price of 3 (\$15,195)\*

COVER-SEE LAST PAGE FOR ALL PAGE SIZES AND REQUIREMENTS

INSIDE FRONT COVER

1x (\$3,437)\*\*  2x (\$3,348)  3x (\$3,254)  4x (\$3,165)  3 ads for price of 2 (\$6,696)\*

INSIDE BACK COVER

4 ads for price of 3 (\$9,762)\*

1x (\$3,437)\*\*  2x (\$3,348)  3x (\$3,254)  4x (\$3,165)  3 ads for price of 2 (\$6,696)\*

BACK COVER

4 ads for price of 3 (\$9,762)\*

1x (\$3,608)\*\*  2x (\$3,515)  3x (\$3,416)  4x (\$3,323)  3 ads for price of 2 (\$7,030)\*  4 ads for price of 3 (\$10,248)\*

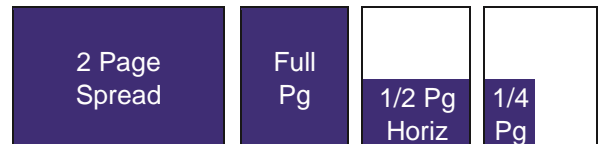
FULL PAGE- SEE LAST PAGE FOR ALL PAGE SIZES AND REQUIREMENTS

1x (\$2,983)\*\*  2x (\$2,780)  3x (\$2,623)  4x (\$2,532)  3 ads for price of 2 (\$5,560)\*  4 ads for price of 3 (\$7,869)\*

1/2 PAGE HORIZONTAL

1x (\$1,446)\*\*  2x (\$1,354)  3x (\$1,307)  4x (\$1,265)

1/4 Page  1x (\$905)\*\*  2x (\$854)  3x (\$815)  4x (\$755)



**Journal Trim size 8.375" x 10.875"**

**Bleed: 8.625 x 11.125**

**Live area: 8.125 x 10.375 (maximum)**

*\*3 ads for the price of 2 (6 months complimentary web advertisement on full page ads only).*

*4 ads for the price of 3 (12 months complimentary web advertisement on full page ads only).*

*\*\*10% discount with a NADONA Corporate Patron Sponsorship (for single ad insertions only).*

*Ad space for package insert or fair balance statements is not included but is available for an additional charge.*

### 2017-2018 Publishing Schedule

#### Issue Date/Theme

**Winter '16-17 (Vol 25, #1)**

Patient Safety

**Spring '17 (Vol 25, #2)**

Leadership

**Summer '17 (Vol 25, #3)**

Advancing the Profession

**Fall '17 (Vol 25, #4)**

Infection Prevention

**Winter '17-18 (Vol 26, #1)**

Triple AIM – Patient and Provider Safety

#### Material Due

January 8, 2017

March 18, 2017

July 15, 2017

September 23, 2017

January 6, 2018

#### Mailing Date

March 10, 2017

May 13, 2017

August 26, 2017

November 18, 2017

March 10, 2018



### **Journal Advertising Information**

- Ad agencies add 15% to above rates.
- A Contract Year runs for a 12-month period from the date of original contract confirmation.
- Multiple Insertions are for the same size advertisement using same color agreement within a 12-month period from original contract confirmation.

### **Terms and Conditions**

- A copy of the written confirmation stating size, name of the advertiser, date of publication, and position must be included with artwork.
- All artwork and payments must be received within 30 days after written confirmation has been received at the NADONA office. Delinquency will result in space in question to once again become available.
- The publisher reserves the right to reposition ad space whenever necessary with no additional cost to the advertiser.
- Receipt of an order is assumed acceptance of all rates and terms under which the advertising is sold.
- The publisher reserves the right to print the work “Advertisement” under such material that in the opinion of the publisher appears to be editorial.
- Any changes deemed necessary by the publisher for reasons involving print quality or process will be charged to the advertiser.
- All advertising must be within the publications standards. The publisher reserves the right to omit any material that in their opinion, does not coincide with these standards.
- Advertisers and their agencies agree to provide any and all permission for use of text, illustrations, sketches, trademarks or labels that are copyrighted material. Reproduction of photographs must be accompanied by permission to reprint. The publisher reserves the right to reject or omit any advertisement that fails to comply with these standards.
- It is understood that NADONA does not necessarily endorse or support advertisements that appear in *The Director*.

### **Payment Parameters**

- All payments for advertisements are to be made in full within 30 days after invoiced date.
- Verbal reservations will be accepted through the NADONA national office only. The verbal request must be immediately followed by written confirmation (Insertion Order) within 48 hours via e-mail or fax.
- All cancellations in ad space must be received in writing 30 days prior to print date. Cancellations received after closing date are subject to a \$1,000 service charge.

## 2017 – 2018 NADONA ADVERTISING MEDIA KIT



### Mechanical Requirements

#### Electronic Digital File:

- Single Page Size: Trim size: 8.375 W x 10.875 H, Bleed: 8.625 W x 11.125 H, Live Area: 8.125 W x 10.375 H (maximum).

Adobe Acrobat PDF file: Save as composite CMYK for Press- High quality /High Resolution. When creating your PDF file, please make sure you are embedding all fonts being used with the ad. Bleed ads must include .125 bleed on all sides. Do not clip at trim. Crop marks must be included for all ads, including those that bleed.

- A color proof is required for color ads not saved as PDF. Standard Web Offset Printing (SWOP) specifications preferred. The Director cannot accept responsibility for final printed color and content. If you don't have art saved electronically, send good quality artwork (300 dpi) or proof to be scanned (please send layout and indicate size & position). Please note that ads containing halftone images will not reproduce like supplied art.

### On-Line Advertising Specifications

- All creatives sent via tags have no file size limit.
- Prior to submission, creatives should be tested for stability across all browser platforms.
- 30-second maximum for any animation.
- Creative with a white background must have a minimum 1-pixel border to differentiate ad from editorial content.
- Up to 100K in polite download is allowed. Polite download is the portion of the ad that loads once content loads.
- Up to 2 additional loads of up to 50K each may be initiated after a user moves their cursor over or clicks on the ad.
- All creative is subject to approval by both the website and the ad production group.

#### *Rich Media Guidelines*

- Default creative (in GIF/JPEG format) must be submitted with all rich media files.
- Any interactivity, including expandable banners and streaming audio/video, should be user-initiated, defined as click and not a mouseover or rollover, and clearly labeled with "Play" and "Stop" controls, unless otherwise approved by the website. Embedded video must be hosted and served by the advertiser.
- The Flash frame rate must be less than 18 frames per second; twelve frames per second is preferred.
- There is a three loop maximum for Flash ads.



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### for additional information contact

NADONA

800-222-0539

[thedirector@nadona.org](mailto:thedirector@nadona.org)