

2022

# EDUCATION MARKETING FOR THE MILITARY COMMUNITY

**MEDIA KIT** 

CONNECTING THE MILITARY
COMMUNITY TO CIVILIAN OPPORTUNITY





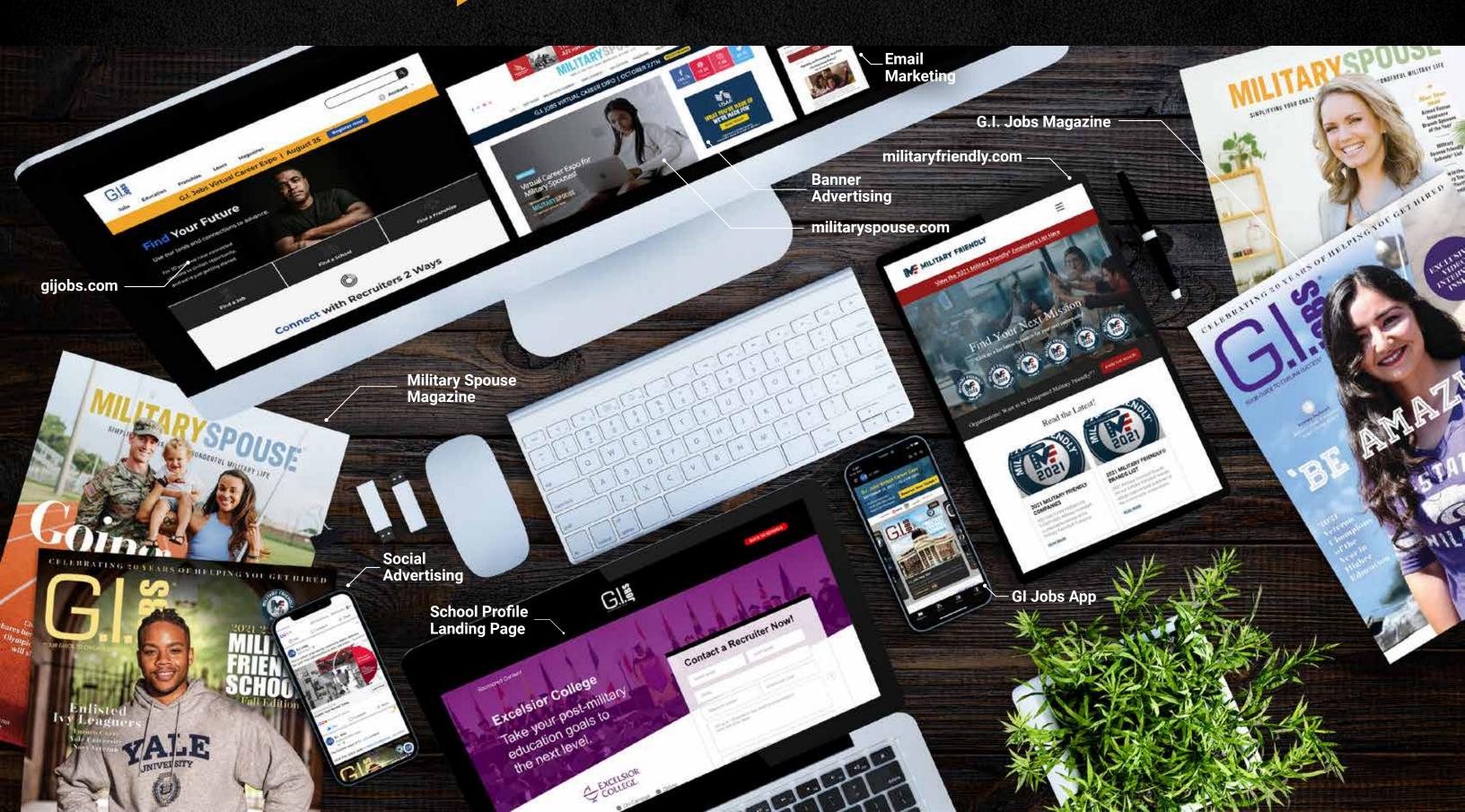
### The Most Powerful Military Marketing Network Available

Clients leverage our own extensive digital, social, print and physical media network, plus the network of our many long-standing relationships, to create what we believe is the most comprehensive and influential military and veteran network available today.



# 360° MARKETING SOLUTIONS

UNRIVALED REACH. UNRIVALED RESULTS.



## **AUDIENCE POTENTIAL**

**ACTIVE MILITARY** 

Active Duty military<sup>1</sup>

1.3M+

Guard & Reserve<sup>1</sup>

800K

200K+

Transition out each year<sup>2</sup>

Number of Total DoD Force Personnel and Family Members<sup>7</sup> 4.7M+

VETERANS

19M

Veterans out of the service<sup>3</sup>

3.7M+

Post-9/11 Veterans by 2021 <sup>4</sup>

**MILITARY SPOUSES** 

690K

Number of Active Duty military spouses <sup>6</sup>

370K+

Number of Guard & Reserve military spouses <sup>6</sup>

# **OUR REACH**

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Social Media Followers:

304,000



Email Subscribers:

88,700



Annual Website visitors:

5 Million



Combined Average yearly Print & Digital Distribution of G.I. Jobs and Military Spouse Magazines:

2 Million

# TARGETED DIGITAL MARKETING SOLUTIONS







## **First Party Data**

Through our 20 year history of publications, advocacy, and events, we can reach the military community like no other.

BENEFIT

Key in leveraging your media spend

# **Full Service Agency**

360 degree digital channel capabilities. Reach your defined target anywhere, anytime and on any device.

BENEFIT

Widest reach available

# **Results Driven**

Our team works to deliver ever increasing results. We track and test the effectiveness of each channel, each campaign and each ad.



Transparency and dynamic optimizations



# FULL FUNNEL DEMAND GENERATION

		ATTRACT (Create Brand Awareness)	ENGAGE (Generate Leads)	CONNECT  (Move candidates into your student pipeline)
Sponsored Content	Educate our audience through branded advertorials and informational articles.			
Print & Digital Magazine Advertising	Showcase your brand to 2M+ transitioning service members, veterans and military spouses every year in our magazines.			
E-mail Marketing	Deliver your tailored message to over 88,000 email subscribers and 5 million annual website visitors through the G.I. Jobs and Military Spouse networks.			
Digital Advertsing	Extend your reach within the military community utilizing multichannel brand safe sites and social channels driven by first-party data.			
Education Directory	Visitors gain access to a customized landing page that includes your videos, text and graphics to promote your school. Your page also has a lead generation form that delivers new candidates directly to your recruiters.			

# G.I. JOBS® MAGAZINE

Utilize G.I. Jobs magazine to build brand awareness and engagement within the military community. Combine your print branding with our targeted digital solutions to create a marketing solution that will put your brand at the front and center of the military community.

## **2022 EDITORIAL CALENDAR**



#### January **HOT JOBS FOR VETERANS**

INDUSTRIES **Financial Services** Insurance

**CAREER FIELD** Cyber Security

**Space Deadline: 12/30/21** 



#### **February VOCATIONAL EDU**

INDUSTRIES Manufacturing Transportation

> CAREER FIELD Lineman



#### March **WOMAN VETERANS**

INDUSTRIES Health Care/Pharma Energy

CAREER FIELD Health Care Technicians

**Space Deadline:** 02/4/22



#### April **EMPLOYMENT**

**INDUSTRIES** Retail **Business Services** 

CAREER FIELD Manufacturing

**Space Deadline:** 2/25/22



#### **GUIDE TO MILITARY FRIENDLY® SCHOOLS**

### May

2022-23 GUIDE TO MILITARY FRIENDLY® SCHOOLS (SPRING EDITION)

> SPECIAL SECTION Top Ranked Schools

> > **CAREER FIELD** Mechanics

**Space Deadline:** 3/25/22





CAREER FIELD

Finance or Sales **Space Deadline:** 4/22/22



#### July **BUSINESS OWNERSHIP**

**INDUSTRIES** Franchise Defense

**CAREER FIELD** IT/Technology

**Space Deadline:** 5/20/22



#### August **HOT DEGREES FOR VETERANS**

**INDUSTRIES** Manufacturing Retail

CAREER FIELD Professional Driver

Space Deadline: 6/17/22

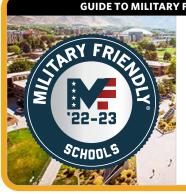


#### September 2022 GUIDE TO FRANCHISING

Energy/Utilities Franchising

**CAREER FIELD Skilled Trades** 

**Space Deadline:** 7/22/22



#### **GUIDE TO MILITARY FRIENDLY® SCHOOLS**

#### October

2022-23 GUIDE TO MILITARY FRIENDLY® SCHOOLS (FALL EDITION)

SPECIAL SECTIONS Top Ranked Schools Veteran Champion of the Year CAREER FIELD

Supply Chain **Space Deadline:** 8/19/22



#### November RETIREMENT

INDUSTRIES Defense Federal Government CAREER FIELD Nursing

**Space Deadline:** 9/23/22



December **2023 GUIDE TO MILITARY** FRIENDLY® EMPLOYERS (WINTER EDITION)

**Space Deadline:** 11/4/22

# MILITARY SPOUSE® MAGAZINE

Utilize Military Spouse magazine to build brand awareness and engagement within the military community. Combine print branding with targeted digital solutions to create a marketing plan that will put your brand in front of military spouses, their service members, and influencers within the military community.

## **2022 EDITORIAL CALENDAR**



#### January/February FITNESS/HEALTH LIVING

**SPECIAL SECTION** Employment **INDUSTRY** 

IT/Technology Space Deadline: 12/03/21



#### March/April **GUIDE TO MILITARY**

**SPOUSE FRIENDLY EMPLOYERS®** 

#### **ENTREPRENEURSHIP**

THEMEI Milkids

**SPECIAL SECTION** Home-Based Businesses **INDUSTRY** Health Care

**Space Deadline:** 2/18/22



#### May/June

#### ARMED FORCES **INSURANCE MILITARY** SPOUSE OF THE YEAR®

Hot Jobs for Milspouses

SPECIAL SECTION MSOY Branch Winners/ Overall Winner

> **INDUSTRY** Finance

**Space Deadline:** 4/6/22



#### July/August

2022-23 GUIDE TO MILITARY SPOUSE FRIENDLY SCHOOLS

> Back to School **SPECIAL SECTION** Budgeting/Savings

Education Space Deadline: 6/3/22

**INDUSTRY** 



#### September/October **WORK FROM**

**HOME GUIDE** THEME Top Employers for WFH

**SPECIAL SECTION** Top Occupations for WFH **INDUSTRY** Franchise/Business Ownership

**Space Deadline:** 8/5/22



# November/December

**HOLIDAYS (GIFT GUIDE** OCONUS, FRIENDS/FAMILY) THEME

> Deployment SPECIAL SECTION Military Friendly Brands

> > **INDUSTRY** Government

Space Deadline: 10/7/22



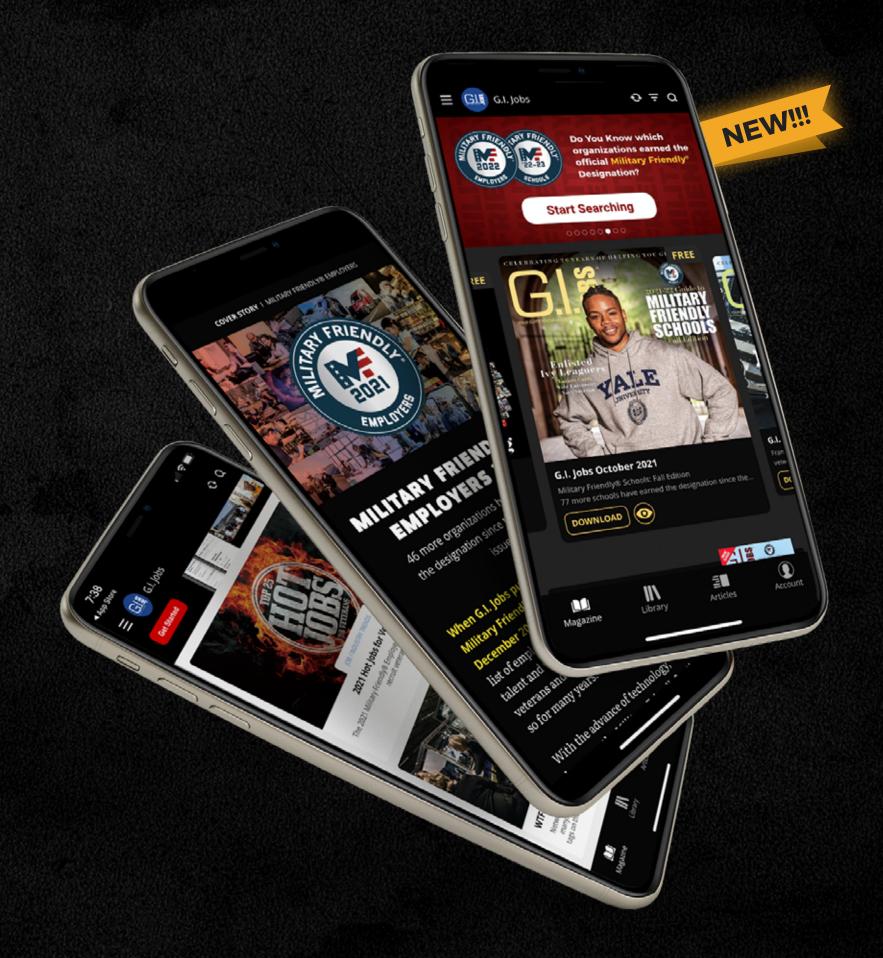
# CONNECTING VETERANS TO CIVILIAN OPPORTUNITIES ANYWHERE

# SCHOOLS LEVERAGE MAGAZINE ADVERTISING

- · Reach people on the go
- Create Interactive Ads
- · In-Line Article Advertising

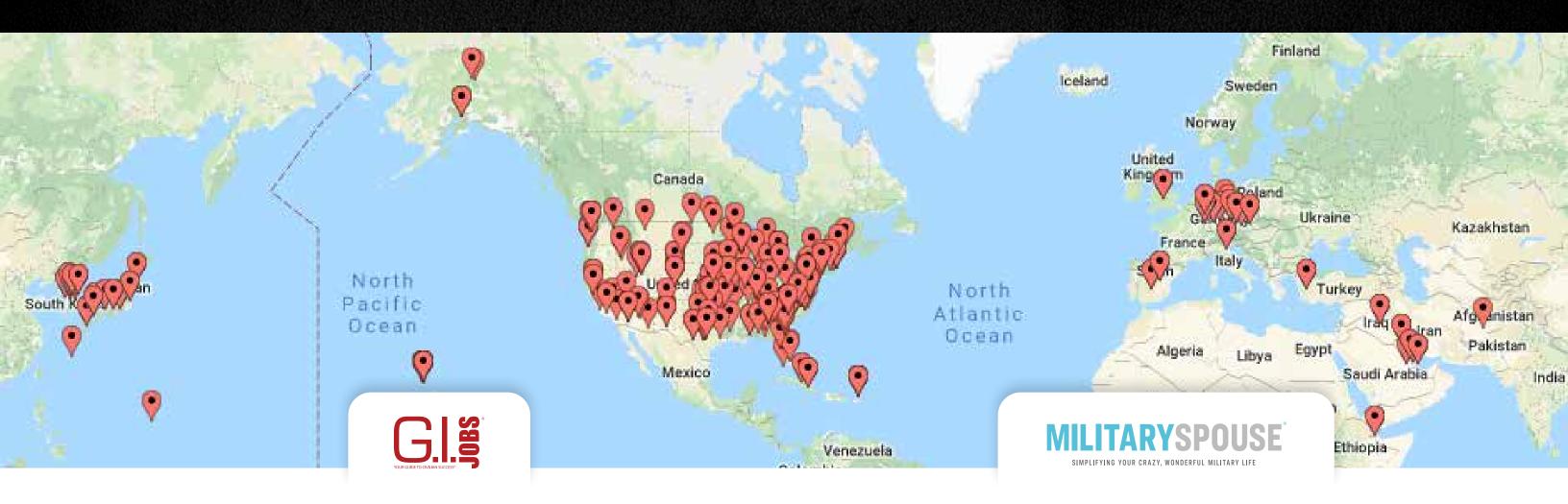
#### **VETERANS GAIN ACCESS TO:**

- G.I. Jobs magazine
- · Career Portal
- Virtual Career Expos
- Get Hired Workshops
- · Franchise Coaching
- Education Opportunities
- Employment Tips
- Military Friendly® Organizations



# **PUBLICATION DISTRIBUTION**

COMBINED AVERAGE YEARLY PRINT & DIGITAL CONSUMPTION OF 2 MILLION



#### **PRINT DISTRIBUTED TO:**

- 200+ Military Transition (TAP) Classes Worldwide
- VA and Military Hospitals
- Military Base Education Offices
- Base Libraries, Barber Shops, MWR Offices and Military Medical Centers
- VA and USO Centers

- Hundreds of Active Duty Commands
- Military Job Fairs
- Guard/Reserve Centers
- Veterans Education and Financial Aid Offices at Colleges and Universities
- American Job Centers

#### **PRINT DISTRIBUTED TO:**

- Commissaries
- Family Readiness Groups
- Family Service Centers
- Transition Assistance Programs
- Employment Readiness Programs
- Individual Paid Subscribers
- USO Lounges
- Base Housing Offices

- Base Education Offices
- Base Libraries
- Military Medical Centers
- MWR (Morale, Welfare and Recreation) Facilities
- Military Spouse Events
- Job Fairs
- Guard/Reserve Centers
- Military Spouse Influencers

Both Magazines are Digitally Promoted Through:

- Social Media
- Newsletters
- Brand Websites
- Advertising
- Articles
- *Influencers and more!*

15,500

Number of Military Spouse magazine copies distributed at military Commissaries\* across the United States

\*Supermarkets on military installations that are exclusive to military-connected consumers.

# HERE ARE JUST A FEW OF THE SCHOOLS WE HAVE PARTNERED WITH HISTORICALLY:





































































































































































G.I. Jobs is owned and operated by VIQTORY which is certified as a Service-Disabled Veteran's Business Enterprise® by the National Veteran-Owned Business Association. 1) Defense Manpower Data Center (June 2021) (https://dwp.dmdc.osd.mil/dwp/app/dod-data-reports/workforce-reports); 2) Source: Department of Veterans Affairs (https://www.va.gov/opa/pressrel/pressrelease.cfm?id=5466); 3) Source: U.S. Department of Veteran Affairs (https://www.pewresearch.org/fact-tank/2021/04/05/the-changing-face-of-americas-veteran-population); 4) Source: U.S. Census: American Community Survey, 2018 ACS 1-Year Estimates; 5) Percetages are rounded to equal 100. Note: Data are presented for the total DoD force; therefore, DHS Coast Guard Active Duty and DHS Coast Guard Reserve are not included. Source: DMDC Active Duty Military Personnel Master File (September 2018); DMDC Reserve Components Common Personnel; Data System (September 2018) Number is rounded; 6) Active Duty Source: Whitehouse.gov (May 2018) (https://trumpwhitehouse.archives.gov/wp-content/uploads/2018/05/Military-Spouses-in-the-Labor-Market.pdf); Guard & Reserve Source: Whitehouse.gov (https://www.whitehouse.gov/wp-content/uploads/2018/09/DoDMilitarySpouseDemographicsandEmployment\_20180912.pdf); 7) Military personnel includes both married and single members. Family members include spouses, children, and adult dependents. (https://download.militaryonesource.mil/12038/M0S/Reports/2018-demographics-report.pdf); Note: Percentages may not total to 100 due to rounding. Source: DMDC Active Duty Military Family File (September 2018); DMDC Reserve Components Family File (September 2018) 8) Source: 2018 Department of Defense Military Spouse Demographics and Employment Information