

Direct Mail / Digital Platform

Cash in on a Multi-Million Dollar Coupon Business



Patented Coupon System
Patent No.: US 6,572,149 B2

Three Models to Choose From:

Retail • Home Improvement • Corporate

Brought to you by





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INTRODUCTION

Introducing Coups2Cash.com, an exclusive <u>patented</u> marketing platform brought to you by Best Value Messaging, Inc.

Best Value Messaging offers a low cost highly effective customer acquisition tool for just about any business. Coups2Cash utilizes a unique combination of business card and display advertising within a single marketing platform, allowing business owners of all sizes and budgets the same opportunity to participate in this high impact marketing program.





MODELS & MARKETS

Retail

Primarily intended to help local retail and service businesses increase sales.

Home Improvement

Assists businesses in the home improvement market to grow their sales.

Corporate

Allows a single business (i.e. auto dealership) to market its products and services.



OVERVIEW

76% OF HOUSEHOLDS READ OR SKIM MAIL ADVERTISEMENTS SENT TO THEIR HOME

73% OF CONSUMERS PREFER MAIL FOR NEW PRODUCT ANNOUNCEMENTS AND INFO (COMPARED TO 18% FOR EMAIL)

45% FIND MAIL LESS INTRUSIVE AND MORE CONVENIENT THAN EMAIL

Direct Marketing Association Research

Promotional offers are targeted to consumers minutes from local businesses for pennies per household. BVM utilizes the benefits of saturation mailing.

Lists are compiled by Town + Zip Code + Average Household Income.

- As low as two cents cost per household
- Mailed via USPS
- Targeted customer lists
- High production quality
- Large mail format stands out from the rest
- Unique direct mail/digital format

3 Models to choose from



Retail



Home Improvement



Corporate



RETAIL MODEL







Mailer STANDS OUT in the mailbox!

(approx. size is 11.5" x 3.625")



RETAIL MODEL FEATURES

Four Annual Mailings



Spring



Summer

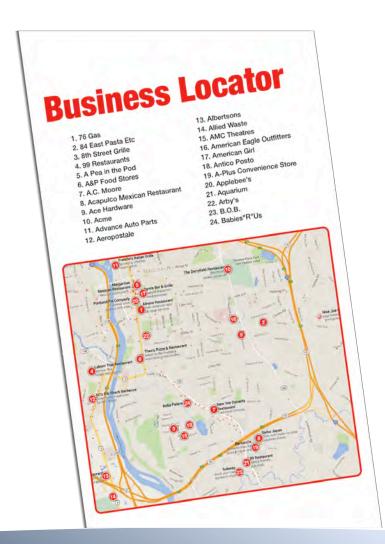


Fall



Holiday

Easy-to-follow Business Locator Map





RETAIL MODEL ADS

Includes 8 Display and 40 Business Card Ads

Display Ads = 8



Business Card Ads = 40



Durable and easy to manage, the product has two unique ad formats:

- 1. Business card option that fits in your wallet, purse, etc., also doubles literally as a business card for future use
- Vertical display ad option that works best for potential clients whose products and services need more of a visual display

When mailer deploys, every coupon is immediately viewable and obtainable.

All coupons separate from each other via perforated grids.

No scissors are needed!





COUPONS ON LINE

Coups2Cash.com



Downloadable coupons also displayed online – plus Hotlink to advertisers website.



SCAN ME





RETAIL MODEL SALES TOOLS



xmdetailing.com 603.289.2620

Inside



RETAIL MODEL FINANCIALS

Results based on mailings of 105,000 pieces, divided into 7 zones of 15,000 each, mailed 4 times per year. Actual mail campaigns may be scaled to fit your needs.

1 Territory

Generates over \$750,000 in annual sales

50 Territories Generates over \$38,000,000

in annual sales

105,000 pieces mailed 4 times a year in one territory*

RETAIL	Number of zones: 7					
	Ad Unit Pricing	Spring Mailing	Summer Mailing	Fall Mailing	Holiday Mailing	Total
AD UNIT SALES						
Inside Business Card (20)	\$449	62,860	62,860	62,860	62,860	251,440
Inside Display (4)	\$1,349	37,772	37,772	37,772	37,772	151,088
Back side Business cards (20)	\$349	48,860	48,860	48,860	48,860	195,440
Back Cover Display (2)	\$1,249	17,486	17,486	17,486	17,486	69,944
Preferred Placement (2)	\$1,699	23,786	23,786	23,786	23,786	95,144
Total Sales		190,764	190,764	190,764	190,764	763,056
COST OF GOOD SOLD						
Printing, Mail Shop & Creative		32,400	32,400	32,400	32,400	129,600
Postage		17,850	17,850	17,850	17,850	71,400
BVM Royalty		10,500	10,500	10,500	10,500	42,000
Total Cost of Goods Sold		60,750	60,750	60,750	60,750	243,000
Gross Margin		130,014	130,014	130,014	130,014	520,056
SALES EXPENSE						
Commission	12.50%	23,846	23,846	23,846	23,846	75,000
Travel/Meals		750	750	750	750	3,000
Telephone		600	600	600	600	2,400
Misc		250	250	250	250	1,000
Total Sales Expense		25,446	25,446	25,446	25,446	101,782
Territory Contribution		104,569	104,569	104,569	104,569	418,274

105,000 pieces mailed 4 times a year in fifty territories*

RETAIL	Number of zones: 7					
	Ad Unit Pricing	Spring Mailing	Summer Mailing	Fall Mailing	Holiday Mailing	Total
AD UNIT SALES						
Inside Business Card (20)	\$449	3,143,000	3,143,000	3,143,000	3,143,000	12,572,000
Inside Display (4)	\$1,349	1,888,600	1,888,600	1,888,600	1,888,600	7,554,400
Back side Business cards (20)	\$349	2,443,000	2,443,000	2,443,000	2,443,000	9,772,000
Back Cover Display (2)	\$1,249	874,300	874,300	874,300	874,300	3,497,200
Preferred Placement (2)	\$1,699	1,189,300	1,189,300	1,189,300	1,189,300	4,757,200
Total Sales		9,538,200	9,538,200	9,538,200	9,538,200	38,152,800
COST OF GOODS SOLD						
Printing, Mail Shop & Creative		1,620,000	1,620,000	1,620,000	1,620,000	6,480,000
Postage		892,500	892,500	892,500	892,500	3,570,000
BVM Royalty		525,000	525,000	525,000	525,000	2,100,000
Total Cost of Goods Sold		3,037,500	3,037,500	3,037,500	3,037,500	12,150,000
Gross Margin		6,500,700	6,500,700	6,500,700	6,500,700	26,002,800
SALES EXPENSE						
Commission	12.50%	1,192,275	1,192,275	1,192,275	1,192,275	4,769,100
Travel/Meals		37,500	37,500	37,500	37,500	150,000
Telephone		30,000	30,000	30,000	30,000	120,000
Misc		12,500	12,500	12,500	12,500	50,000
Total Sales Expense		1,272,275	1,272,275	1,272,275	1,272,275	5,089,100
Territory Contribution		5,228,425	5,228,425	5,228,425	5,228,425	20,913,700

^{*}Household count will vary by territroy



HOME IMPROVEMENT MODEL FEATURES



PRESORTED STANDARD U.S. POSTAGE PAID MANCHESTER, NH PERMIT 420

Resident 22 Common Lane Bedford, NH 03110

11.5"

© 2015 PATENT NO: US 6.572,149 B2





4 Annual Mailings
Spring
Summer
Fall
Winter



HOME IMPROVEMENT MODEL ADS

Includes 18 Display and 10 Business Card Ads

Display Ads = 18



Business Card Ads = 10



Durable and easy to manage, the product has two unique ad formats:

- Business card option that fits in your wallet, purse, etc., also doubles literally as a business card for future use
- Vertical display ad option that works best for potential clients whose products and services need more of a visual display

When mailer deploys, every coupon is immediately viewable and obtainable.

All coupons separate from each other via perforated grids.

No scissors are needed!





COUPONS ON LINE

Coups2Cash.com



Downloadable coupons also displayed online – plus Hotlink to advertisers website.



SCAN ME





HOME IMPROVEMENT MODEL SALES TOOLS



Inside



HOME IMPROVEMENT MODEL EXCLUSIVITY

No more than **one** of the exact same type of advertised business service in any mailer, providing fairness and exclusivity to businesses.



HOME IMPROVEMENT MODEL FINANCIALS

Results based on mailings of 105,000 pieces, divided into 7 zones of 15,000 each, mailed 4 times per year. Actual mail campaigns may be scaled to fit your needs.

1 Territory

Generates over \$800,000 in annual sales

50 Territories
Generates over
\$41,000,000
in annual sales

105,000 pieces mailed 4 times a year in one territory*

HOME IMPROVEMENT MODEL	Number of zones: 7					
	Ad Unit Pricing	Spring Mailing	Summer Mailing	Fall Mailing	Winter Mailing	Total
AD UNIT SALES	•					
Business Card (10)	\$499	34,930	34,930	34,930	34,930	139,720
Inside Display (10)	\$1,349	94,430	94,430	94,430	94,430	377,720
Outside Display (6)	\$1,249	52,458	52,458	52,458	52,458	209,832
Back Cover Display (2)	\$1,699	23,786	23,786	23,786	23,786	95,144
Total Sales		205,604	205,604	205,604	205,604	822,416
COST OF GOOD SOLD						
Printing, Mail Shop & Creative		32,400	32,400	32,400	32,400	129,600
Postage		17,850	17,850	17,850	17,850	71,400
BVM Royalty		10,500	10,500	10,500	10,500	42,000
Total Cost of Goods Sold		60,750	60,750	60,750	60,750	243,000
Gross Margin		144,854	144,854	144,854	144,854	579,416
SALES EXPENSE						
Commission	12.50%	25,701	25,701	25,701	25,701	102,802
Travel/Meals		750	750	750	750	3,000
Telephone		600	600	600	600	2,400
Misc		250	250	250	250	1,000
Total Sales Expense		27,301	27,301	27,301	27,301	109,202
Territory Contribution	·	117,554	117,554	117,554	117,554	470,214

^{*}Household count will vary by territroy

105,000 pieces mailed 4 times a year in fifty territories*

HOME IMPROVEMENT MODEL	Number of zones: 7					
	Ad Unit Pricing	Spring Mailing	Summer Mailing	Fall Mailing	Winter Mailing	Total
AD UNIT SALES						
Business Card (10)	\$499	1,746,500	1,746,500	1,746,500	1,746,500	6,986,000
Inside Display (10)	\$1,349	4,721,500	4,721,500	4,721,500	4,721,500	18,886,000
Outside Display (6)	\$1,249	2,622,900	2,622,900	2,622,900	2,622,900	10,491,600
Back Cover Display (2)	\$1,699	1,189,300	1,189,300	1,189,300	1,189,300	4,757,200
Total Sales		10,280,200	10,280,200	10,280,200	10,280,200	41,120,800
COST OF GOODS SOLD						
Printing, Mail Shop & Creative		1,620,000	1,620,000	1,620,000	1,620,000	6,480,000
Postage		892,500	892,500	892,500	892,500	3,570,000
BVM Royalty		525,000	525,000	525,000	525,000	2,100,000
Total Cost of Goods Sold		3,037,500	3,037,500	3,037,500	3,037,500	12,150,000
Gross Margin		7,242,700	7,242,700	7,242,700	7,242,700	28,970,800
SALES EXPENSE						
Commission	12.50%	1,285,025	1,285,025	1,285,025	1,285,025	5,140,100
Travel/Meals		37,500	37,500	37,500	37,500	150,000
Telephone		30,000	30,000	30,000	30,000	120,000
Misc		12,500	12,500	12,500	12,500	50,000
Total Sales Expense		1,365,025	1,365,025	1,365,025	1,365,025	5,460,100
Territory Contribution		5,877,675	5,877,675	5,877,675	5,877,675	23,510,700





Mailer Front Cover



Mailer Inside











Mailer Inside





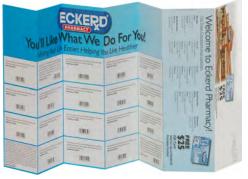
Mailer Back Side



CORPORATE MODEL FEATURES & BENEFITS

- 1. A Patented and proven advertising sales system concept which processes consumers to the point of sale via an "out of the box" one piece read dynamic.
- Large attractive slim line format constructed of quality heavy card stock providing agility standing tall and out from the rest. USPS postage cost can be realized for as little as (.017 cents) per unit mailed.
- 3. Promotes a single company's products & services exclusively presenting:
 - Standard business card size coupons and / or company representative business cards easily removable via perforated grid
 - Potential money saving games / incentives creating consumer interaction
 - Business client locator map planting a visual image of business location and navigation thereof in the consumer's mind
 - All components working together in concert to keep the viewer focused and engaged... driving consumers to your business
- 4. All BVM clients receive *exclusive representation / distribution* in their selected market areas, eliminating the competition.
- Additional custom design / construction options are available providing solutions for individual marketing needs.

Bar coding available for digital processing





CORPORATE MODEL PRINTING & FULFILLMENT

Printing	
Quantity	Price
15,000	\$6,289
30,000	\$9,867
45,000	\$13,747
60,000	\$17,758
75,000	\$21,407
90,000	\$25,226
100,000	\$27,235
120,000	\$31,640
150,000	\$38,610
Die	\$400

Fulfill	ment
---------	------

Quantity	Price
15,000	\$912.66
30,000	\$1,487.56
45,000	\$2,073.90
60,000	\$2,535.98
75,000	\$2,867.27
90,000	\$3,327.72
100,000	\$3,340.38
120,000	\$3,944.50
150,000	\$4,703.54

Postage

Postage for as little as 17¢ per household.

Design and Production

To be quoted.

Actual mail campaigns may be scaled to fit your needs.

Printing and fulfillment costs subject to change.



BVM SEEKING PARTNERS

Best Value Messaging is seeking sales partners to make BVM's patented direct mail/digital platform available in multiple markets.

THE OPPORTUNITY

- Large Revenue Opportunity
- Low start up cost
- Proven ROI
- Access to proprietary selling system
- Exclusive use right within your industry vertical





CUSTOMER TESTIMONIALS



"Coupon2Cash mailer is a staple in our marketing plan year after year"

Tím Belínsky Mosquito Squad of Central NH

"We continue to receive calls from customers who have held onto the direct mail piece"

Linette Rogers
Homescapes of New England





CUSTOMER TESTIMONIALS



"The return on my investment truly grows year after year"

Tom Alosso
Alosso Custom Carpentry

"In the years that Mr. Long has been a member...we have had the pleasure of working with this unique direct mail coupon business model"

Kendell L. Buck
N.H. Home Builders Association





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