



Trusts and Estates from Penton

Trusts & Estates serves estate planning and probate attorneys, trust bankers and officers, accountants, insurance advisers, financial planners, investment advisers, and key decision makers at nonprofit institutions, foundations, government agencies, and educational institutions.

MEDIA TYPE

Business



SOURCE

Direct response

GEOGRAPHY

USA

MAINTENANCE

Market Entry	02/05/2014
New to Manager	07/20/2015
Counts Through	07/20/2015

DATA CARD MAINTENANCE

New To System	07/20/2015
Last Update	07/22/2015
Next Update	10/31/2015
Update Frequency	QUARTERLY

SEGMENTS

24,128 Total Universe / Universe Rate	\$175.00/M
11,570 Records with Phones	+ \$60.00/M
7,098 Email	\$375.00/M
Transmission	+ \$50.00/M

DESCRIPTION

Published since 1904, Trusts & Estates continues a long tradition of editorial excellence and credibility in the high-net-worth arena publishing the works of the top practitioners in estate planning, trusts, insurance, and other wealth-management disciplines. Feature articles discuss estate planning and wealth preservation strategies and trends, paying particular attention to the impact of changes in U.S. Federal tax laws and IRS codes. Monthly issues focus on new tax legislation, ethics, investment strategies, financial planning, elder law, charitable giving and financial services.

Title Category	Postal	Email
Top Management	4492	1470
Middle/administrative Management	806	258
Financial Management	1498	582
Sales & Marketing Management	258	75
Information Technology (it) Professionals	29	6
Production Management	11	5
Engineering Management	16	4
Professionals	1587	493
All Other Management	122	49
Vp-level	1144	411
Director-level	709	226
Manager-level	334	110
Assistant -level	26	8
Human Resources	13	6

Retired	2	2
Senior (c-level Or Higher)	2368	738
Education	204	83
Medical	3	2
Lawyers	1032	311

State	Postal	Email
Alberta	3	1
Alaska	42	15
Alabama	222	60
Arkansas	156	31
Arizona	415	86
British Columbia	6	4
California	3061	852
Colorado	513	127
Connecticut	584	177
District Of Columbia	144	44
Delaware	148	33
Florida	1705	490
Georgia	705	215
Hawaii	124	42
Iowa	227	48
Idaho	103	18
Illinois	1438	404
Indiana	484	129
Kansas	266	72
Kentucky	272	78
Louisiana	199	60
Massachusetts	1012	292
Maryland	588	171
Maine	118	34
Michigan	638	179
Minnesota	438	122
Missouri	446	134
Mississippi	136	39
Montana	89	21
North Carolina	747	177
North Dakota	63	7
Nebraska	187	46
New Hampshire	171	43
New Jersey	904	270
New Mexico	139	27
Nova Scotia	2	1
Nevada	240	63

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(real estate, land, property, buying, selling, finance)

3/4

Female

20%	CANCELLATION	
	Charges	\$50.00/F

CANCELLATION INSTRUCTIONS

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KEY CODING**Key Coding is available**

Charges	\$3.00/M
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ADDRESSING

FTP	\$75.00/F
EMAIL	\$75.00/F

SPECIAL INSTRUCTIONS

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