

### **Webinar Questions & Answers**

- 1. Do Slim Jim's count as catalogs?
  - Yes, Slim Jim's count as catalogs.
- 2. Can the catalog incentive be combined with other incentive programs?
  - Yes, you can combine the Catalog Incentive with another USPS promotion like Informed Delivery.
- 3. Are there still paper restrictions as a result of the pandemic?
  - No, there are no paper restrictions remaining from the pandemic.
- 4. Is the tactile discount available for mailings in late December 2024 or early January 2025?
  - The discount is not active from December 2024 to January 2025. It begins again in February 2025.
- 5. Can you offer personalized reviews based on what we mail?
  - Yes, we offer full reviews on existing mail pieces to maximize postage and operational efficiency.

### 6. Do you need your own permit to co-mail or co-mingle?

• No, you do not need your own permit. This is a new feature Midstates is offering. Clients can now co-mail using Midstates' permit account.

# 7. Can you qualify for the 1MM incentive program without your own permit?

• Yes, each client would have their own registered CRID.

## 8. Do you have any examples of saving a customer money by adjusting their mail piece specs?

• Yes, for example, we saved a customer \$4,000 by changing their mail piece to a 16-page flat.

# CURRENT SPECS Current Cost: \$11,095 Specifications:

- 32 Page Digest 5.375 x 7.5
- · 1290 sq inch page space
- 60# gloss text #3
- · Commingle letter rates for postage

# FLEXED Flexed Cost: \$7,095

You Save: \$4,000

#### Specifications:

- 16 Page Flat 8 x 10.125
- 1296 sq inch page space (more space at lower cost)
- 60# gloss text #3 (same paper)
- Commingle letter rates for postage (no increase in postage)