A leading publishing industry innovator for more than 25 years, PARS International is proud to be the official content and IP licensing agent for many of the world’s top media brands. We offer a full suite of products and services that includes hardcopy and digital article reprints, editorial permissions, specialty products, and logo & accolade licensing to companies looking to extend the power of coverage in the premier media brands we represent.

For more information about reprints and licensing, visit www.parsintl.com.
WHAT WE DO

Our success stems from a blended approach to inbound and outbound marketing and long-standing, deep relationships with some of the world’s largest consumers of content across all categories.

**Inbound:** We respond to demand funneled through various channels, including our media partners, relationships with brands and preferred supplier partnerships.

**Outbound:** Our team of dedicated salespeople, sales assistants and researchers, reviews, prospects and proactively contacts companies and individuals who may be interested in leveraging our partners’ content in their corporate communications, advertising and marketing.

For more information about reprints and licensing, visit www.parsintl.com.
**WHY IT’S IMPORTANT**

*Incremental Revenue* — Content licensing is a seven-figure revenue line for many of our media partners. With little to no expense, this revenue drops straight to the bottom line.

*Increased Brand Exposure* — Licensed content, particularly logos and accolades that appear in advertising, marketing and recruiting efforts, expose your brand to a wide audience.

*Protect Editorial Integrity* — Having an arm’s length in the transaction between creation and the sale of content ensures editorial integrity is maintained.

*Deter Copyright & Trademark Infringement* — PARS polices suspected infringements of your copyrighted content and trademarked logos through the use of digital and offline sources. Our efforts both monetize infringing uses and protect the core value of your assets.

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**SOME OF OUR PARTNERS**

- autoblog
- Reuters
- Institutional Investor
- The New York Times
- Forbes
- CNN
- Kiplinger
- TIME
- Insiders
- InvestmentNews
- Travel Leisure
- Fortune

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WHAT DO I DO IF SOMEONE IS INTERESTED IN LICENSING?

Get the PARS Team involved as soon as possible. We will work with you to properly assess and value the client’s ask so we can together determine the best path forward.

For more information about reprints and licensing, visit www.parsintl.com.
MERCHANDISING

For more information about reprints and licensing, visit www.parsintl.com.
OUT OF HOME (OOH)
OUT OF HOME (OOH)

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TRADE SHOWS & EVENTS
AND PRODUCT PACKAGING
Private equity firm Blackstone Group Inc (BK.N) said on Tuesday it has made five additions to its sustainability unit Blackstone | Climate and set up a new advisory board to guide its efforts toward sustainability, the company said.

Private equity firm Blackstone Group Inc (BK.N) said on Tuesday it has made five additions to its sustainability unit Blackstone | Climate and set up a new advisory board to guide its efforts toward sustainability, the company said.

Blackstone | Climate has expanded its leadership team with the addition of five new leaders to its sustainability unit, with the goal of accelerating the company’s efforts to address climate change and achieve net-zero emissions by 2050.

The new hires include

- **Kevin Gries**, head of Blackstone’s real estate division.
- **Bryan O’Malley**, head of Blackstone’s investment banking division.
- **William L. Cohen**, senior advisor to Blackstone’s chairman and president.
- **Hannah Davis**, managing director and head of the company’s sustainable investments division.
- **Andrew Weis**, managing director and head of the company’s climate change strategy.

These appointments are part of Blackstone’s broader efforts to integrate sustainability into its investment and operational decisions. The company has set a goal of achieving net-zero emissions by 2050 and has committed to investing $50 billion in sustainable investments over the next decade.

Blackstone | Climate’s new advisory board includes a diverse group of leaders from across the company, including

- **John H. G. Buffett**, chairman and chief executive officer.
- **Bryan G. O’Malley**, president and chief operating officer.
- **William L. Cohen**, senior advisor to the chairman and president.
- **Hannah Davis**, managing director and head of the company’s sustainable investments division.
- **Andrew Weis**, managing director and head of the company’s climate change strategy.

The board will provide strategic guidance and oversight to help Blackstone | Climate achieve its sustainability goals.

Blackstone | Climate has made significant progress in recent years in the area of sustainability, including

- **Investing $50 billion in sustainable investments over the next decade**.
- **Setting a goal of achieving net-zero emissions by 2050**.
- **Integrating sustainability into all aspects of its business**.
- **Developing innovative solutions to address climate change**.

Blackstone | Climate’s leadership and advisory board are committed to continuing this work and will work closely with the company’s existing management team to ensure that sustainability remains a core priority.

Blackstone | Climate is one of the largest private equity firms in the world, with assets under management of over $1.5 trillion.

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POSTERS, RETRACTABLE BANNERS AND FRAMED PRINTS
DESKTOP AWARDS
ABOUT US

Our Story...

Having worked together for many years in the Publishing industry, Cynthia Osborne-McKean and Steve Mussman combined their sales and marketing experience and honed their skills and expertise for repurposing editorial content in many shapes, forms, and products. From this background, PARS International Corp. (Publisher’s Ancillary Revenue Services) was founded in New York City in June 1994. For many years PARS specialized in marketing Reprints, E-Prints, Permissions, Co-Branded Merchandise, and Ancillary Products.

These two publishing veterans/entrepreneurs decided to establish their business in New York City because of New York’s long-established reputation as a publishing hub for magazine, newspaper and digital content, the availability of a vast talent pool, and for the opportunity to bring new products and services to many companies.

About a decade ago, they reinvented the company together and, alongside a veteran management team, as a Content Media Marketing/Licensing firm representing some of the best-known clients in the industry. This team of talented individuals is still intact and working together every day to continue to bring content and accolade licensing and The Best Of and Top performance list sales to the marketplace and to their customers on behalf of their content, producing clients.

PARS is deeply dedicated to its employees, clients, and customers. They have created a profitable and sustainable business that’s focused on the values of being present for one another, on being innovative, and simply doing the right thing for consumers and the company.

Joe Nunziata III, Vice President, Sales Operations
Joe leads PARS’ Licensing, Product and Permissions Sales teams, managing staff and systems. He came to PARS in 2006 from Time Inc. where he worked in a variety of roles including Director of Ancillary Products at Fortune where he managed the Fortune Reprint Program and launched the Fortune Recognition Program and the Fortune Datastore. Joe holds an MBA from St. John’s University, is a huge sports enthusiast and lover of classic rock.

Andy Speter, Vice President, Business Development
Andy has nearly 30 years of experience across all aspects of publishing, media, and marketing including advertising sales, audience development, marketing, sales, sales management, editorial, content licensing, finance, and corporate/executive management. At PARS, his responsibilities include identifying and pitching new clients, monitoring industry trends and developments, fostering client relationships, and driving organic growth for existing partners that results in incremental revenue. Since joining the company, he has been instrumental in expanding the business into newspapers and digital media — both key areas of strength for PARS. His activities have focused on assisting clients in monetizing their content and brands through licensing, syndication and protection of intellectual property, trademark, and copyright. Andy enjoys cooking, baseball, hiking, skiing, tennis, technology and cars. He is also an avid outdoorsman.

Jackie Kurtz, Vice President of Design and Production
Jackie leads the PARS production staff, which has quadrupled its output under her direction. An industry veteran of more than 25 years, prior to joining the PARS Team, Jackie spent seven years at CMP Media culminating in the role of Senior Artist in that company’s Reprint Services division. Jackie oversees PARS’ production processes and design team and contributes to the innovation of new product offerings. Jackie is an alum of the University of Florida with a Master’s degree from NYU. She is an avid sports fan and a black belt in karate.

Robyn Roberts, Vice President, Sales & Customer Service
Both a PARS and publishing industry veteran, Robyn's unique insight and leadership skills have earned her a proven track record of increased financial return to PARS’ media partners. Armed with a keen sensitivity to customer needs and spending behaviors, Robyn is a specialist in deal negotiation, pricing strategies and solutions. She guides the sales team in closing challenging deals, cultivates vibrant customer relationships, and nurtures healthy client partnerships. She regularly strategizes with the marketing team to create revenue-generating campaigns and develop viable licensing offerings particularly for list, award and affiliate marketing content. Robyn is a graduate of Syracuse University’s S.I. Newhouse School of Public Communications and is an active community servant with a wanderlust bug.

Jennifer Eclipse, Group Sales Manager
First starting with PARS as a sales assistant, Jen became invaluable to fueling client communication, processing orders, providing customer service, and liaising internally between sales, production, and accounting. With Jen’s understanding of PARS’ processes and client-side needs, she was quickly promoted and soon became a top sales rep progressively earning larger content assignment and increasing revenue for PARS’ most sought after accounts. 20 years later, she brings all of those strengths to her current role in which she is responsible for day-to-day management of the sales team and for liaising between the marketing team and publisher clients to secure successful and timely campaign launches and to drive sales. Jen is a cycling enthusiast and DIYer.
HOW WE CAN WORK TOGETHER

**Communication** — Day to day about new content, opportunities, ongoing business and infringements.

**Projects** — Special features, lists, etc.

**Tradeshows & Events** — CES, E3, MWC, etc.

**Strategy Sessions** — Regularly scheduled with the business team.

**Reporting** — Portal, dashboard, custom reports and alerts.

**Education** — Internal and external stakeholders (Business, Sellers, Editorial, Agencies and Clients) about the value of your content and brand in the marketplace.
BECOME A PARTNER

Intrigued? Have questions? Curious about what your brand and content might be worth?

If you are a producer or owner of content (articles, images, graphics, logos or video), please give us a few details HERE and we will be in touch shortly to review and discuss your needs.

We look forward to speaking with you!