

## Why YELLOW PAGES Are Essential To Your Marketing Strategy CARPET & RUG CLEANING & RESTORATION

The average display ad at the CARPET & RUG CLEANING & RESTORATION heading generates 157 calls annually



4 The average display ad at the CARPET & RUG CLEANING & RESTORATION heading generates 104 annual sales

The average display ad at the CARPET & RUG CLEANING & RESTORATION heading generates \$18,291 in annual sales revenue





The Return on Investment for the average sale at the CARPET & RUG CLEANING & RESTORATION heading is \$6.10 for every \$1 invested in Yellow Pages display

In order to break even on an ad placed at the CARPET & RUG CLEANING & RESTORATION heading, the advertiser needs to receive 73 calls annually.

STUDY COMMISSIONED BY THE ASSOCIATION OF DIRECTORY PUBLISHERS AND ANALYSIS PREPARED BY CRM ASSOCIATES