



Pool & Spa Marketing is dedicated to providing swimming pool, spa/hot tub and landscape professionals with the latest news, products, services and techniques designed to boost productivity, maximize resources and improve the bottom line.

As part of our commitment to providing Canadian pool/spa and landscape professionals with comprehensive industry coverage and resources, we also offer two additional products tailored specifically to the needs of a diverse readership: **Piscines & Spas** and the **Annual Reference & Directory**.







Pool & Spa Marketing readers are seasoned professionals with extensive experience in the industry. According to the 2024 Industry Report conducted by Pool & Spa Marketing, nearly 60% of readers have been in the industry for more than 20 years. This level of expertise means they have the knowledge and influence to drive purchases of the products and services advertised in the magazine or online at www.poolspamarketing.com.

Additionally, 55 per cent of readers indicated their average project value is over \$100 000 and installed over 12,700 pools in 2023.

Areas of work which the companies of our readers perform

Area of Work	Per cent of respondents
Residential pool builder and service provider	20.7%
Retailers	31.7%
Public Pools/Spa Facilities professionals	44.7%
Others	2.0%

Geographic Breakdown per province.

Province	Per cent of audience
Alberta	12.0%
British Columbia	17.3%
Manitoba	3.5%
New Brunswick	2.7%
Newfoundland and Labrador	1.6%
Nova Scotia	3.8%
Ontario	39.7%

Prince Edward Island	1.0%
Quebec	15.2%
Saskatchewan	3.1%

Key Figures

6,686

Over 8,000

Print Reach [3]

E-mail subscribers

Footnotes

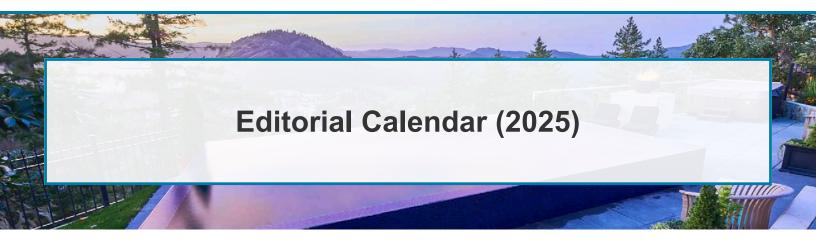
Based on 2024 Pool & Spa Marketing Salary Survey

Data source: Statistics Canada 2023 Building Permits Issued For Swimming Pools In Census Metropoliton

Areas.

Data source: 2024 Sworn Circulation Statement.





February

Bonus Distribution at Atlantic City

Sustainable Practices for Pool Builders
Pool Construction
Rehab & Exercise Equipment
Water Treatment

Space Closing: December 12, 2024

Material Deadline: December 19, 2024

Publishing Date: January 16, 2025

April

Season Review Issue

Al-Enhanced Pool Design Water Treatment Heater Safety Products

Space Closing: March 14, 2025 Material Deadline: March 21, 2025 Publishing Date: April 15, 2025

March

2025 Reference & Directory

Innovations in Pool Technology Resources, Financial & Insurance Maintenance & Replacement Products Accessories, Slides & Ladders

Space Closing: January 22, 2025

Material Deadline: January 29, 2025

Publishing Date: March 3, 2025

June

The Profiles Issue

Equipment
Spas & Swim Spas
Pool Design Trends
Automatic Pool Cleaners

Space Closing: May 14, 2025 Material Deadline: May 22, 2025 Publishing Date: June 16, 2025

Piscines & Spas Spring

2025 Directory

Pumps & Filters Pool Construction Water Treatment Spas

Space Closing: February 5, 2025

Material Deadline: February 12, 2025

Publishing Date: March 10, 2025

September

Product Spotlight

Pumps & Filters
Paints, Coatings & Adhesives
Seasonal Pool Preparation
Al and Pool Construction

Space Closing: July 24, 2025 Material Deadline: July 31, 2025 Publishing Date: August 26, 2025

Piscines & Spas Fall

Bonus Distribution at Salon Splash

Pool Construction
Heaters
Covers
Accessories

Space Closing: September 9, 2025

Material Deadline: September 16, 2025

Publishing Date: October 17, 2025

October

Bonus Distribution at the Int'l Pool | Spa | Patio Expo

Chemicals & Water Testing
Energy Efficiency in Pools
Covers
Disability & Access Equipment

Space Closing: September 18, 2025

Material Deadline: September 25, 2025

Publishing Date: October 21, 2025

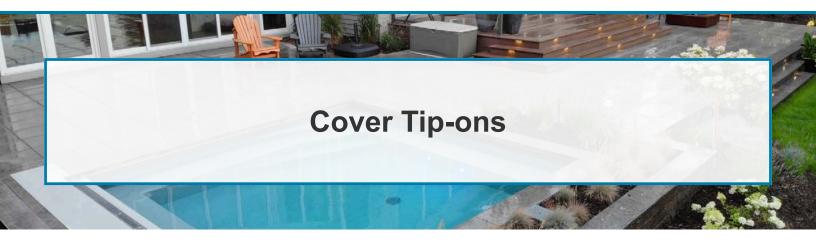
December

Readers' Choice Product Awards PHTCC Show Bonus Distribution Atlantic City Pre-Show Issue

Water Treatment
Al-Driven Customer Service for Pool
Businesses
Maintenance & Replacement Products
Equipment

Space Closing: October 27, 2025 Material Deadline: November 3, 2025 Publishing Date: November 26, 2025





Make headlines with **Pool & Spa Marketing**'s Cover Tip-ons. Get noticed and help your brand stand out with this custom-printed opportunity. This high-impact, 2-page tip-on is integrated into the front cover and is designed to look like the real cover. It's the ideal solution to amplify your brand's message and get maximum attention for product launches, innovations and so much more.

Rate: \$7,320 /issue

Looking for something with even more impact? We can do barndoors, gatefolds, and more! Contact your account manager for a quote or to learn more.





Profiles

Make sure our audience of pool professionals are aware of your products with a profile about your company.

Receive a complimentary Profile in the June issue. Call for eligibility.

Half-page Profile: \$3,230

Full-page Profile: \$4,305

Click images to view interactive sample.

Form — Function — Durability

At Northern Stainless we pride ourselves on the form, function and durability of all our products, Our ladders and pool products are made only from North American made stainless steel. We have a full catalogue of standard ladders, handrail and exercise rails for residential and commercial applications. Northern Stainless is also the leading supplier of custom entry and railing systems for all applications, from home pools, to equitic centres and commercial buildings. Our talefired design team and skilled craftsmen are available to meet your every need.





Contact us for your nearest distributor: Northern Stainless & Rail Products Inc. 821 Brock Road Unit 1A Pickering ON L1W 3L6 • www.norrail.com 1:905-839-1995 • f:905-839-3093 • ff:866-891-1106

KUBOTA - Always An Industry Leader

ubota Canada I.td. (KCL) originated in 1975 to introduce compact dieed tractors to Canada. Independant dealers were founded one by one over the early years and now distribution has grown to 150 sales and service dealerships across Canada, with a corporate warehouse and head office located in Markham Ontario.

Kubota Canada is a subsidiary of Kubota Corporation, located in Osaka, Japan, Founded in 1890, Kubota Corp, has 120 subsidiaries and 23 factories around the world. In addition to manufacturing diesel engines and agricultural

and construction equipment, Kubota many products related to station, many infrastructure for their domestics. Kusta a cognizant of the relationship to their positions and the environ

KCL, works closely with its parent divisions in Japan, providing market research and feedback, and acquiring information and training. This supports, among other things, product improvement and innovation, dealer training, and identifying and rectifying any technical issues.



bota come ration has always been committed to the highmutation of design and engineering for their products. It maintaining control throughout the process, from design to manufacturing to assembly, their quality is uncompromised and is the lead factor in their success and reputation.

Attention to detail is an integral part of their design and engineering: this includes everything from ensuring engines and hydraulics are properly matched, to machine balance, to safety. The result is responsive, smooth and comfortable operation.

Always innovative, Kubota has pioneered many industry firsts within their equipment offerings; products and features that have become industry standards today.

This innovation and high quality translates into many benefits for owners and operators. Superior productivity, reliability, durability and efficiency result in fow operating costs and high returns; in short, unsurpassed value.



Kubota Canada Ltd. Markham, Ontario 905-294-7477 www.kubota.ca

Product Spotlight

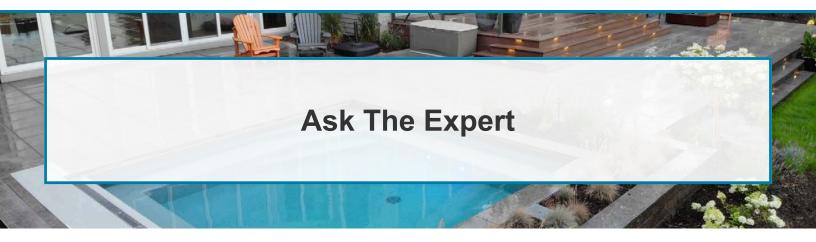
Book a minimum half-page advertisement in the September issue and receive a product spotlight ad at no extra charge. In addition, **Pool & Spa Marketing** will include your product in a Product Showcase e-mail sent to over 8,000 e-mail subscribers prior to the Fall tradeshow season.

All you need to do is provide us with a high-resolution (300 dpi) image, 100 words (maximum) of descriptive text, your website URL, and we'll do the rest.

Ad size: 3 %" x 4 %"







Do pool professionals understand enough about your solutions?

Pool & Spa Marketing's Ask the Expert is your opportunity to share a commonly asked question you encounter from professionals responsible for using your products. Your products are essential to our audience in getting their projects completed. Ask the Expert is your opportunity to demonstrate how using your products will help them reach their goals.

Ask the Expert is featured once a year in our December issue and also includes a digital version posted to our website for one year! This online post will be promoted in a shared broadcast to our digital audience of over 8.000 subscribers!

The Ask the Expert package includes:

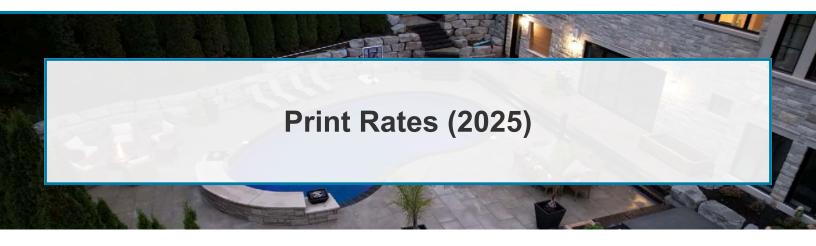
- 1/2 Page print piece featuring a question and answer that you provide
- · Posting of your Ask the Expert as an article on our website
- Shared email Broadcast promotion to drive traffic to digital version

Rate: \$3,935

Deliverables:

- Question and Answer (200 words minimum, 250 words maximum)
- Bio of respondent (maximum 50 words)
- Headshot of respondent (300 dpi)
- Company logo (300 dpi)
- Contact information (Phone, e-mail, and website)





Display Ad Rates

Ad Size	Rate	Piscines & Spas
Full Page	\$4,305	\$2,500
1/2 Page Island	3,660	2,125
1/2 Page Vertical / Horizontal	3,230	2,000
1/3 Page	2,585	1,250
1/4 Page	2,370	1,000
Double Page Spread	7,320	4,250
1/2 Page Spread	5,495	3,400
Cover Ad Rates		

Ad Size	Rate	Piscines & Spas
IFC, IBC	\$4,740	\$2,750
OBC	4,955	2,875

Marketplace Rates

	Ad Size	Rate
1/6 Page		\$840
1/12 Page		505

Download the Mechanical Spec Sheet

Terms and Conditions

Volume advertising discounts available. Charges are for advertising space only. If applicable, taxes, bank fees (for wire transfers), production charges, or any other sundry cost incurred will be added to the advertising rate.

All advertisements are non-cancellable after the space closing date.

Contract Guarantees

An ad contract in any 12-month period starts from and includes the issue in which an advertiser's first ad appears. When ad frequencies as set forth in a contract schedule are not completed, the advertiser/agency will be re-billed at the actual frequency rate earned.

The publisher reserves the right to place the word "advertisement" with copy which, in our opinion, resembles editorial content. All advertising control position clauses are treated as requests. The publisher cannot guarantee fixed positioning.

Advertisers and/or agencies are responsible for all collection fees and/or legal fees should advertiser and/or agency default in payment of advertising bills.

Advertiser will be held responsible for total due amount should agency default on a payment.

Inserts/Outserts

Provided by advertiser and subject to prior approval by the publisher.

Protective Clause

Kenilworth Media Inc. reserves the right to alter or reject any copy which it feels is not in keeping with publication standards. Advertisers and/or their agencies assume responsibility for any and all claims arising therefrom made against the publisher, and agree to hold the company harmless.

Payment Terms

Net 30 days from date of invoice. 2% per month finance charges on past due balances. Advertisements originating outside of the U.S. or Canada must be prepaid. Extension of credit is subject to the approval of the credit department. First-time advertisers will be required to provide credit information or prepayment due no later than the closing date of the issue.

Kenilworth Media Inc. is a member of EQUIFAX Credit Services. All information about receivables is recorded in the international credit files.





Pool & Spa Marketing's website provides pool and spa professionals, with breaking news, a library of searchable digital editions and Canada's only search-optimized online product and service directory. Online display (banner) advertising can significantly increase your exposure to decision-makers who frequently refer to our website when sourcing the latest technologies, product applications and news.

Leaderboard (728 x 90 pixels): \$1,330/month Big Box (300 x 250 pixels): \$950/month **Specifications**

Maximum file size: 150 kB, 72 dpi, RGB

Accepted formats: GIF, JPEG, and third-party tags

Advertiser to provide URL

Click image to view interactive sample.







We pride ourselves on being able to deliver the best digital options for your marketing programs. These online High Impact ad units produce superior results than standard ad sizes, providing you with:

- Larger, interactive image area
- A more dynamic viewer experience
- Stronger engagement
- Higher brand interaction
- More clicks

Mobile Revealer

Exclusive banner (300 x 600 pixels) that is revealed between content when scrolling on a mobile device.

Rate: \$845/month

Wallpaper

Desktop: 1920px by 1080px, 200px by 625px left and right

side bar live areas

Mobile: 320px by 50px

Rate: \$3,990/month

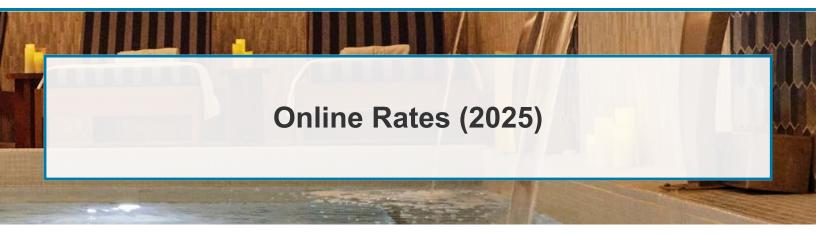
Specifications

Maximum file size: 72 dpi, RGB

Accepted formats: GIF, JPEG, and third-party tags

Advertiser to provide URL





Ad Type	Rate	Per
<u>Leaderboard</u>	\$ 1,330	Month
Big Box	950	Month
<u>Wallpaper</u>	3,990	Month
Mobile Revealer	845	Month
<u>Demo-Cast</u>	3,025	Broadcast
Branded News	940	Month
Branded Features	2,145	12 Months
<u>E-Broadcast</u>	2,145	Broadcast
E-Newsletter Sponsorship	1,265	Broadcast
<u>Digital Edition Sponsorship</u>	1,415	Issue
<u>Products</u>	270	Month

Click to download Mechanical Specifications

Volume advertising discounts available. Charges are for advertising space only. If applicable, taxes, bank fees (for wire transfers), production charges, or any other sundry cost incurred will be added to the advertising rate.

Cancellation of display advertisements must be provided in writing at least 5 days prior to the posting date. After this time they are non-cancellable. Sponsored newsletters and e-broadcast dates are exclusive to one advertiser and thus are non-cancellable at any time.

Contract Guarantees

Ad rates are protected on the basis of the rate card in force on the date of first insertion and for a period of 12 months following.

The publisher reserves the right to place the word "advertisement", "branded" or "sponsored" with copy which, in our opinion, resembles editorial content.

Advertisement size may not be changed after posting date. The publisher requests that electronic files be submitted in an approved format. All extra work/material required to make artwork suitable for posting is chargeable at current production rates.

All changes to the supplied advertising material must be provided in writing and 5 business days prior to the posting date.

Advertisers and/or agencies are responsible for all collection fees and/or legal fees should advertiser and/or agency default in payment of advertising bills. Advertiser will be held responsible for total due amount should agency default on a payment.

Protective Clause

Kenilworth Media Inc. reserves the right to alter or reject any copy which it feels is not in keeping with publication standards. Advertisers and/or their agencies assume responsibility for any and all claims arising therefrom made against the publisher, and agree to hold the company harmless.

Payment Terms

Net 30 days from date of invoice. 2% per month finance charges on past due balances. Advertisements originating outside of the U.S. or Canada must be prepaid. Extension of credit is subject to the approval of the credit department. First-time advertisers will be required to provide credit information or prepayment due no later than 5 business days prior to the posting date.

Kenilworth Media Inc. is a member of EQUIFAX Credit Services. All information about receivables is recorded in the international credit files.





Simply put, a Demo-Cast is a live presentation; your own teleconference with *Pool & Spa Marketing* subscribers interested in learning about your products. This interactive presentation enables you to present your products as if you are in front of a large group of prospects at a trade show, and to answer their questions in real time!

Each Demo-Cast package includes:

- A 3-week Marketing program (shared email broadcasts, weekly newsletter, and via social media announcements) to promote your event and build registration
- Set-up and delivery support of your 10 to 20-minute presentation
- A 5-minute Q & A session with attendees
- The full registrant list as qualified leads following the Demo-Cast
- · Your Demo-Cast archived on our site for a one-year period

All you need to do is present, and we'll do the rest! We'll even perform a dry run with you one week prior to ensure seamless delivery on the day of your Demo-Cast.

Price: \$3,025

Add the edited MP4 file: \$750

Deliverables

- Company logo
- Name and image of the product you are presenting
- A brief description of the product (150 words)
- Seed questions you want to answer about the product (1 or 2)
- Headshots, names and titles of those presenting



17:24

MP4 File Terms of Sale

Kenilworth Media Inc., publishers of Pool & Spa Marketing, will provide clients with a link to the recorded Demo-Cast at no-charge. An MP4 recording of the Demo-Cast is also available to customers for an additional fee of \$750, plus applicable taxes. This fee includes an Official Release allowing customers to re-use and re-purpose the video in an unaltered fashion for both internal and/or external non-promotional or promotional purposes. As such, the Demo-Cast may only be used "as is" and may not be edited through additions or deletions to the original version of any kind, with the exception of any length excerpt(s) taken from the original, as long as these excerpts are not altered in any way or used to misrepresent or otherwise mislead viewers as to what was shown and said in the original Demo-Cast.



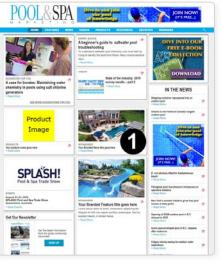


Branded News promotes new product launches as well as new resources, such as literature, websites, and software. Marketers receive a dedicated content page that is promoted via:

Home Page News Section E-Newsletter Social Media

Deliverables

- Headline (up to 10 words)
- 200 words of supplied text (including hyperlinks)
- Two images







Rate

\$940 per posting/month

Specifications

- Accepted text formats: Doc, Docx, Txt
- Accepted image formats: GIF, JPEG, and PNG, 72 DPI, up to 250 kb per image
- Advertiser to provide URL(s)





Archived for one year, and free from other advertisements, this dedicated content page is searchable and indexed by category. It may contain multiple images and/or video treatments, and is promoted via:

Home Page Features Section E-Newsletter Social Media

Deliverables

- Headline (up to 10 words)
- 4000 words of supplied text (including hyperlinks)
- Multiple images
- Graphs and charts
- YouTube/Vimeo URLs







Rate

\$2,145 per posting/year

Specifications

- Accepted text formats: Doc, Docx, Txt
- Accepted image formats: GIF, JPEG, and PNG, 72 DPI, up to 250 kb per image
- Accepted video formats: YouTube, Vimeo
- Advertiser to provide URL(s)





E-broadcasts deliver instant access to a targeted audience, and are effective in lead generation and driving traffic directly to your website. Your customized e-broadcast allows you to reach the professionals responsible for sourcing/recommending your products or services.

Reach: 8,000 recipients

Rate: \$2,145

Lead generation programs are available for all custom e-mail broadcasts. Ask us how we can help you get more out of your broadcasts!

Specifications

- HTML, including embedded hyperlink(s) and images
- Subject line
- List seeds
- Maximum width 750 pixels



a quam quis lobortis.

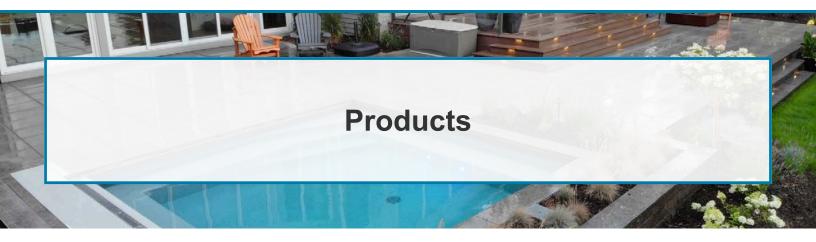
Donec laoreet, metus vitae mollis condimentum, risus magna posuere neque, ac auctor sapien purus eu mi. Nullam sed sodales neque. Aenean nec Incidunt mi. Nunc vitae feugiat mi. Integer vitae tellus interdum, malesuada massa sit amet, mollis augue. Sed condimentum felis felis, non luctus lectus finibus eget. Aliquam cursus, nunc et placerat fermentum, dolor nunc

lacinia tellus, a scelerisque enim quam a urna.

Maecenas egestas tortor est, ac malesuada erat blandit sit amet. Quisque sollicitudin cursus ex, sed consequat nisi volutpat ut. Maecenas congue nisi volutpat commodo porta. Quisque pharetra ipsum elit, nec sagittis ellus tempus ut. Maecenas non lectus ut nunc sodales aliquet. Nam tincidunt erat ut.

Learn More





Promote specific products in context with relevant editorial features and ensure you are reaching the right decision-makers at the right time.

Marketers receive up to three product profiles which are promoted via:

Home Page

Features Section - related products are served in context with user-selected content and appear alongside technical articles with similiar themes

Product Section - searchable by category and keyword







Rate: \$270 per month (minimum three month purchase)

Build your product portofolio now and get three product listings and four months free if you book an annual program.

Deliverables

Go to **Post a Product** and create your product profile.

Product name up to 10 words

- Up to 200 words of text
- One product image (GIF, JPEG, PNG, 72 dpi, max 500 kb)
- Up to 5 hyperlinks (product spec sheets, catalogues, videos, etc.)
- Contact info (telephone, e-mail, website)





Our bi-weekly e-newsletter, **Waterlines**, features breaking news from within Canada's pool industry. **Waterlines** is delivered twice per month, the 2 and 4 Thursday, via e-mail to 8,000 retailers, pool and spa builders, designers, installation professionals and public pool operators. E-Newsletter sponsors receive two exclusive 'above-the-fold' advertising positions.

Leaderboard (728 x 90 pixels) Big Box (300 x 250 pixels) **Reach:** 8,000 recipients

Frequency: Bi-monthly

Rate: \$1,265/E-Newsletter

Deliverables

- Leaderboard (728 x 90 pixels)
- Big Box (300 x 250 pixels)

Specifications

- Maximum file size: 150 kB, 72 dpi, RGB
- Accepted formats: GIF, JPEG, and third-party tags
- Advertiser to provide URL

1. Leaderboard







POOLCORP acquires swimming pool parts and suppliers company

Your Branded News title goes here

SPONSORED

Body of your Branded News. Lorem ipsum dolor sit amet, consectetur adipiscing elit. Aliquam nec lectus erat. Nullam viverra augue eget mi imperdiet, hendrerit sollicitudin diam mollis.



2. Big Box



North America gets its first European-inspired floating pool

The Horseshoe Bay Resort on Lake Lyndon B Johnson in Texas opened its lakeside floating pool in May—the only one of its kind on a resort in North America.





Pool & Spa Marketing's Digital edition is a fully interactive copy of the printed magazine. Digital edition sponsorship consists of a full-page ad placed across from the front cover, as well as sponsor recognition within our bi-monthly newsletter until the next issue of the magazine is released.

Full-page ad placed adjacent to the front cover.

Exclusive top-of-page banner, visible on every page.

Promotion in our Digital Edition notification e-mail including your logo and 300-word profile Bi-monthly promotion to over 8,000 E-Newsletter recipients.

Rate: \$1,415/issue





Deliverables

- Logo (200 x 150 pixels)
- Full-page ad (500 x 660 pixels)
- Banner (900 x 60 pixels)
- 300-word company profile/description

Specifications

- Maximum file size: 72 dpi, RGB
- Accepted formats: GIF, JPEG, and third-party tags
- Advertiser to provide URL





Pool & Spa Marketing offers the opportunity to publish special focus e-books on our most sought after topics, curated by our editorial staff and e-mailed to more than 8,000 readers. Pool professionals with a specific interest in solutions within your area of expertise will be reading this e-book. Secure your exclusive sponsorship and be seen as the leader in your market segment.

Each e-book is promoted via:

E-broadcast notification
Home page placement
Newsletter
E-book page monthly feature
Social Media (Twitter)

Rate: \$6,650

POOLESSPA

MARK BETUNE

TO BE AND THE STATE OF THE STATE

Click image to view interactive sample

Deliverables

- Up to five ads:
- Half page: 5.6" x 7" @ 300dpiFull page: 11.2" x 7" @ 300dpi
- No bleed required
- Company Logo (Minimum 2" x 1" @ 300dpi)

Custom Market Research

Why do research?

Market intelligence is more important now than ever before. Conducting a research project uncovers the data necessary to make informed business decisions on issues such as:

- Brand awareness and market position
- Market changes
- · Customer market insights
- · Validating market assumptions
- Measuring the effectiveness of marketing initiatives
- Identifying new opportunities
- · Market insights on new and existing products

Why do custom market research with us?

We deliver third-party managed research which means it can be conducted with or without respondents being aware of who the research is being conducted by to eliminate unbiased results.

You reach our full audience. One of the greatest factors impacting the success of any research project is the ability to get enough responses for meaningful results. We take this issue off the table with a marketing strategy that ensures the results will be statistically valid.

Delivery of the survey is to recipients who we are engaged with us already. This means the expected results will be higher than sending standalone surveys out to potential respondents who don't have a connection to who is delivering it.

Custom research can be a great lead generation tool when incentives are added to gather respondents' contact information...anyone who takes the time to provide you with their responses and information is a highly qualified lead.

We provide a turnkey research solution to fit your needs...from working with you on developing survey questions to delivering the final report, we take the work off your hands.

Ranging from economical online polls to full market studies, we have research options to fit any budget!





Looking for a better way to engage customers and prospects?

A sponsored webinar could be your solution!

Webinars are one of the best options for content marketing and promoting your expertise in providing solutions to the market. They are also a valuable lead generation tool as people who are willing to dedicate the time to participate are highly qualified.

We make executing them simple by doing all the marketing, hosting and logistics involved. You only need to supply the presenter and the content.

- Webinar length is a maximum of 60 minutes (including a 10-15 minute Q&A session).
- We will assist in copy review, supply the moderator and provide the expertise to assure a successful event.
- Each webinar is supported by a custom marketing campaign to achieve the best result and includes an online landing page, E-newsletter promotion, dedicated targeted email broadcasts, promotion through social media channels and your event is featured on our website home page and webinar section.
- √ We will supply you with a registration broadcast HTML so you can promote the webinar to your customers.
- √ You have the opportunity to get valuable feedback by asking participants two openended polling questions during the live webinar and two multiple-choice questions in the post-webinar survey.
- √ You have the option of running a 30 second pre-roll commercial at the beginning of the webinar
 or a full page static slide.
- √ Full analytics reporting including contact information for registrants and attendees will be supplied within a week following the live webinar.

We will also host the finished webinar (webcast) on our website for 12 months following the live webinar and provide ongoing marketing throughout the year.

Rate: \$5,445 (topic subject to approval)

Add the edited MP4 file: \$750

MP4 File Terms of Sale

Kenilworth Media Inc., publishers of Pool & Spa Marketing, will provide clients with a link to the recorded Webinar at no-charge. An MP4 recording of the Webinar is also available to customers for an additional fee of \$750, plus applicable taxes. This fee includes an Official Release allowing customers to re-use and re-purpose the video in an unaltered fashion for both internal and/or external non-promotional or promotional purposes. As such, the Webinar may only be used "as is" and may not be edited through additions or deletions to the original version of any kind, with the exception of any length excerpt(s) taken from the original, as long as these excerpts are not altered in any way or used to misrepresent or otherwise mislead viewers as to what was shown and said in the original Webinar.