

<Convergence List Series >

# Convergence Physicians Plus

**Count** 252,811 records; 138,325 male, 71,663 female, 42,823 unknown gender; 100% 3-line residential addresses.

**Buyer Profile** This multi-sourced list consists of physicians, dentists, pharmacists, psychologists, psychiatrists, chiropractors and other top-level medical professionals. They have typically invested 5– 10 years and \$100,000 - \$200,000 on their medical education. Their perseverance has rewarded them with exceptional incomes in the \$100,000 - \$300,000 range. They work long days and irregular schedules yet must squeeze in time for family, exercise, and continuing education. These busy, career-minded individuals have purchased via direct response display advertising, direct mail, and Internet e-commerce. These physicians are the elite of our healthcare system, medical knowledge worker by day and affluent consumer by night.

**List Applications – Financial** Brokerage firms, mutual funds, commodities, online research, online financial data and news, investment newsletters, online banks, private banks, insurance including malpractice, life, health, auto, home, and personal umbrella liability policies, financial planning services, financial and tax software and services, automobile leasing, jumbo mortgages, premium credit cards, affinity cards, and smart cards.

**List Applications – Technology** Desktop and mobile computer hardware and software, broadband Internet (cable, DSL, wireless, satellite), PDAs (personal digital assistants), personal web hosting, ASPs (application service providers), instant messaging, digital multimedia hardware, software, and services.

**List Applications – Health and Education** Medical supply catalogs including their online versions, medical journals and text books, continuing education courses, advanced degree programs, distance learning, self-help software, books, and audio tapes, mail-order and online pharmaceuticals, vitamins, and supplements, health newsletters, health club memberships, online health portals, and exercise equipment.

**List Applications – Lifestyle** Luxury vehicles, boats, aircraft, exotic vacations, luxury goods including gourmet foods, wines, spirits, fragrances, and confections, designer apparel and accessories, high-end sports equipment, lifestyle magazines, audio and book clubs, personal technology products including digital TV, satellite TV, home theater, audio equipment, GPS units, radar detectors, cell/PCS phones, digital cameras and video equipment, and charitable causes including social, health, environmental, and religious.

**List Rental Fee** \$125/M; 5000-record minimum; net 30 days; brokers and agencies welcome.

**12-Month Unlimited Use License** \$27,000 for entire file; net 15 days; brokers and agencies welcome.

**Free Geographic Selects** Free geographic selects include PMSA, MSA, State, County, ZIP, ZIP+4, Radius from a central ZIP, and SCF; no charge.

**Free Demographic Selects** Free demographic selects include Gender, Household Income (est.), Housing Value (est.), and Address Type (Street/Residential, High-Rise, PO Box, Rural Route, General Delivery); no charge.

**Free Key Coding and A/B Splits** Free key coding and A/B splits are available upon request; no charge.

**Format** Comma-delimited ASCII file, sorted by Zip+4 code. Fixed-length ASCII format available upon request.

**Shipping/Availability** Approved orders are shipped the same day we receive them, usually within one hour of receipt. Alternatively, we offer free overnight shipping on CD-ROM via Federal Express.

**Quality/Hygiene** This list is regularly processed to remove duplicates, undeliverables, and do-not-mail records. First, U.S. Postal Service C.A.S.S.-certified (Coding Accuracy Support System) software is used to check each address against the U.S. Postal Service national database. Incorrect street names and missing or incorrect states and ZIP+4 codes are corrected. Once the address has been standardized and the ZIP+4 code applied, an attempt is made to match the address against the N.C.O.A. (National Change-of-Address) File, which contains approximately 115 million records or 36 months of permanent address changes. Address change information is derived from the PS Form 3575, *Change-of-Address Order*, filed by relocating postal customers. Finally, the list is run against the DMA Mail Preference Service consumer file to remove do-not-mail records. The list is supplied in ZIP+4 format.

**Update Frequency** Monthly on the last business day of the month; approx. 35,000 new records per month.

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