



25  
YEARS

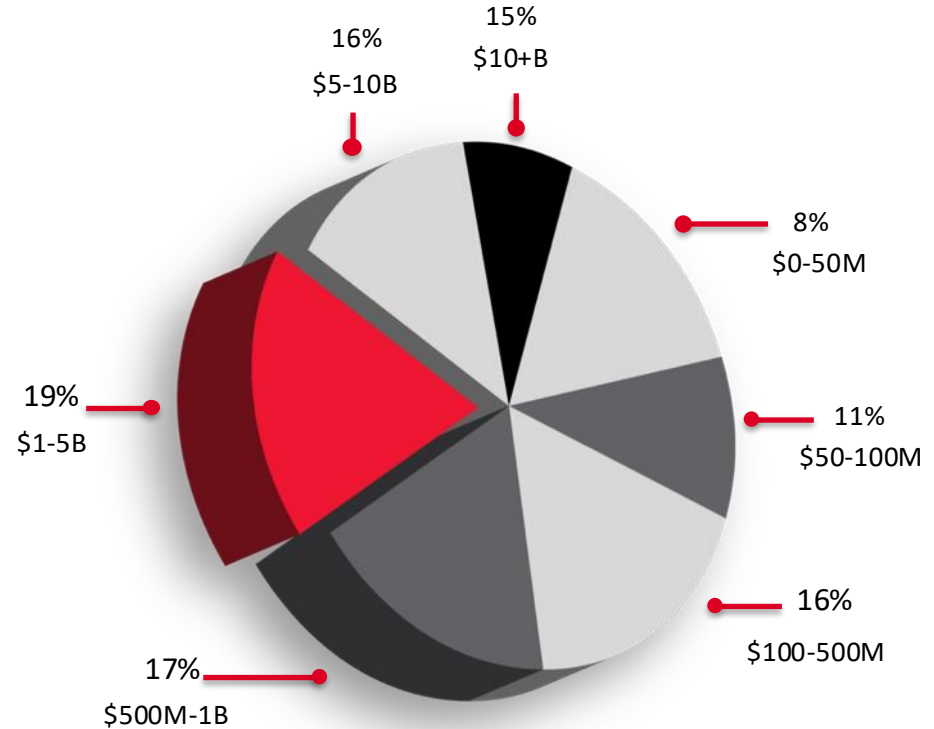
*Tap into the Premier Global Network of  
Marketing, Revenue and Digital Leaders'*  
*2026 CMO Council Overview & Sponsorship  
Engagement Opportunities*

# MEMBERSHIP BY REGION



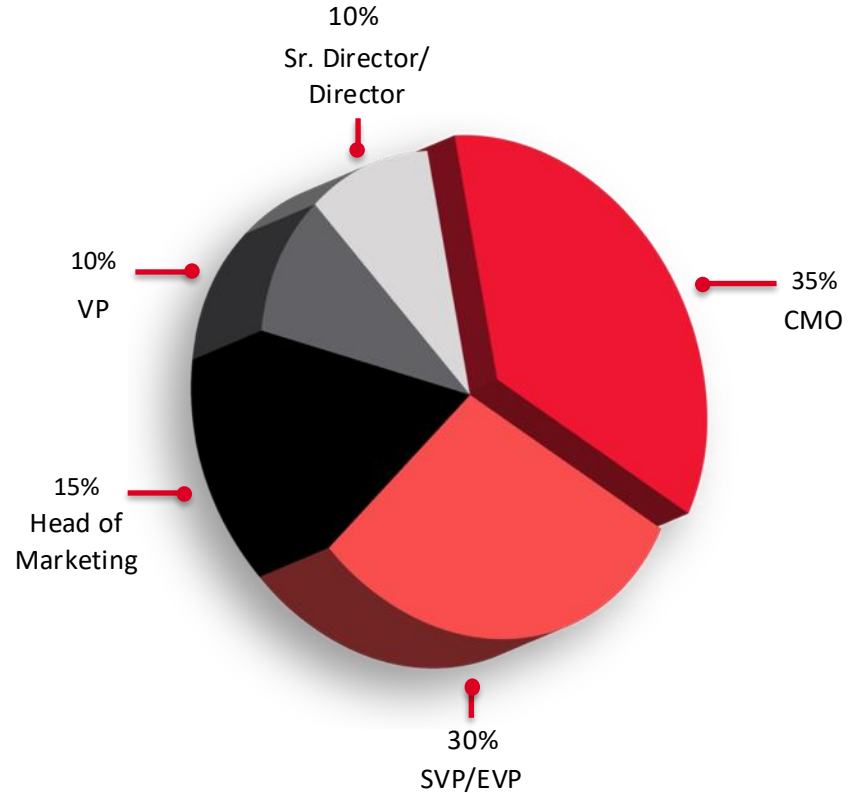
# MEMBERSHIP BY REVENUE

- CMO Council members represent companies of all sizes - from new venture starts and mid-sized companies to leading multi-national enterprises
- Nearly half (49%) of CMO Council members are at companies with annual revenues in excess of \$1 billion USD



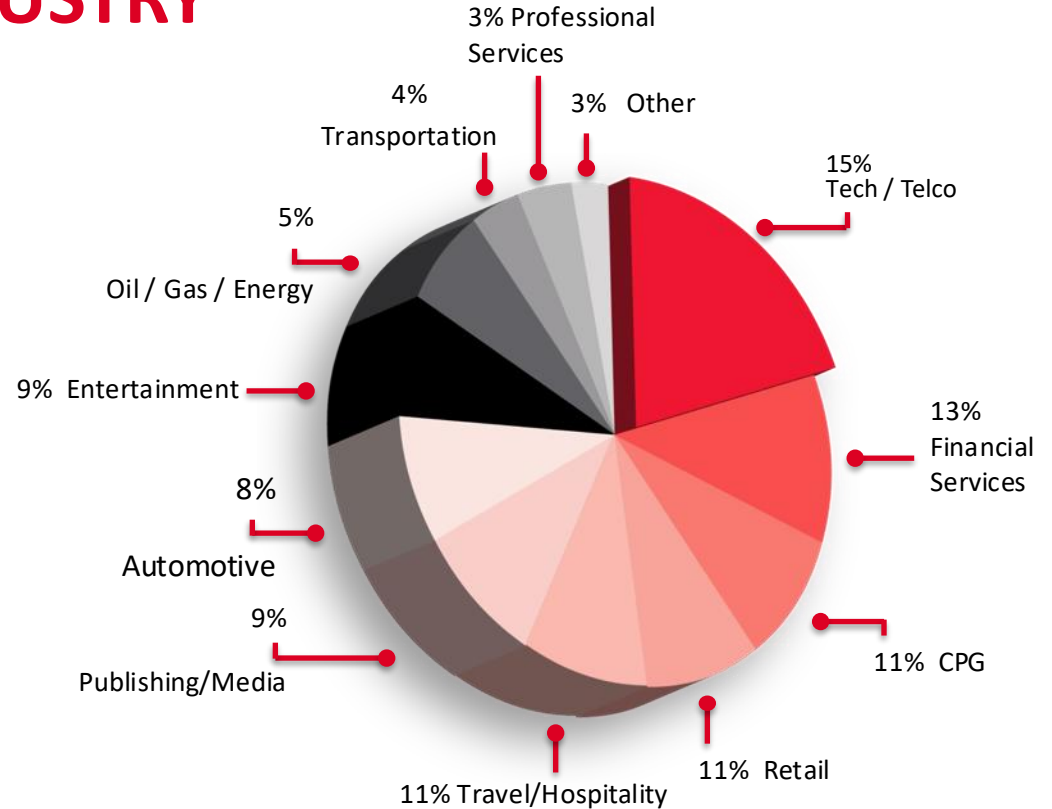
# MEMBERSHIP BY TITLE

- The majority (80%) of CMO Council Members hold CMO, EVP, SVP, VP or Head of Marketing titles
- CMO Council members are senior marketing decision makers with budget responsibility for company, brand, product, division, geography or line of business growth



# MEMBERSHIP BY INDUSTRY

- Technology/Telco
- Financial Services
- CPG
- Retail
- Travel/Hospitality
- Publishing/Media
- Automotive
- Entertainment
- Professional Services
- Oil/Gas/Energy
- Transportation
- Other



# 2025 CMO COUNCIL GLOBAL MEMBER SURVEY FINDINGS

## LONGEVITY

Nearly **43 percent** of those surveyed have been CMO Council members for **more than five years**.

## DISCOVERY

Over **40 percent** of respondents found out about the CMO Council via event invites and another

**35 percent** were either referred by colleagues or connected through the council's LinkedIn group.

## REASON FOR JOINING



Access to CMO Council reports and thought leadership content



Professional development and peer networking

## CONTENT INTERESTS

Top five most appealing categories of content produced by the CMO Council



MARTECH & DIGITAL  
TRANSFORMATION



LEADERSHIP &  
PROFESSIONAL  
DEVELOPMENT



REVENUE  
& GROWTH



BRAND  
ADVERTISING



DATA  
MANAGEMENT  
& INSIGHTS

## CONTENT SHARING

**66 percent** of members either frequently or occasionally share CMO Council research and content with others.

## CONTENT VALUE

**80 percent** of members find CMO Council content very relevant or somewhat relevant to their roles and responsibilities.



# 2025 CMO COUNCIL GLOBAL MEMBER SURVEY FINDINGS



## WEBSITE FREQUENCY

Nearly **35 percent** of members visit the CMO Council website **monthly** and **19%** visit **daily or weekly**.

## ONLINE ENGAGEMENT

**83 percent** of those surveyed say they are active in the CMO Council's LinkedIn group and **more than 32%** visit the LinkedIn group **daily or weekly**. A further one in five visit it **monthly**.



## MEMBER EXPERIENCE



**60 percent** of current members rate the overall value of their CMO Council membership as **excellent or good**. A third say it is average.

## CMO COUNCIL REFERRAL



Word-of-mouth referral by members is strong with **72 percent** reporting they have recommended CMO Council membership to others once or multiple times.

# INTERNATIONAL OPERATIONAL SCOPE



- Seven regional advisory boards include **437** marketers at brand name companies
- North America, Europe, Middle East, Africa, India, Asia, Latin-America
- Academic liaison board represent some **50** different business schools/universities
- International speakers bureau
- Global compensation/recruitment center
- Content syndication network of **2,200** channels
- Affiliations and partnerships with media channels and other marketing groups



# GLOBAL INTELLIGENCE + KNOWLEDGE TRANSFER

- **43** reports & white papers in 2023 and 2024, surveying over **5,500** executives and **3,300** consumers
- **32,000+** downloads of content from CMOCouncil.org in 2023 and 2024
- **28** webinars featuring **56 CMO** thought leaders, with **9700+** views in 2023 and 2024
- **46** dinner and virtual events; engaged **1,345** in 2023 and 2024



# DIGITAL & MEDIA BUZZ



- **18,500+** media mentions in 2024
- **297** unique articles
- **600+** articles in which CMO Council data is sourced
- **133,000+** site visits with **68%** increase of new visitors in 2024
- **12,500** followers on LinkedIn
- **8,500+** members in private LinkedIn group

# EXPANDING THE WAYS PEERS ENGAGE



- Enhances a general CMO Council membership
- Gives unlimited access to all CMO Council content including 300+ reports, studies and white papers
- Access to the Insight Center (\$99/year value)
- Exclusive access to quarterly market briefs
- Exclusive deals, savings and priority access from CMO Council partners



- For executives who do not meet CMO Council membership requirements
- Gives unlimited access to all CMO Council content including 300+ reports, studies and white papers
- Access to the Insight Center (\$99/year value)



- Thousands of curated data points including:
  - Facts & Stats
  - Executive Appointments
  - Global Industry events
- Curated daily by the CMO Council's editorial team, exclusively for the Insight Center



- Delivers the benefits of Premium Membership to corporate marketing teams ranging from 10-200+ users

# 2025 AREAS OF FOCUS



- **Improve Every Go-To-Market Move:** Adaptive Planning and Preparation to Uplift Global Marketing Execution
- **Creating Brand Affinity Through Digital Ingenuity:** Using Social Viral Expression to Shape Consumer Connections + Brand Interactions
- **Bring Precision To Every Brand Spend Decision** Measurement Practices to Drive Accountability, Transparency and Performance Across the Marketing, Media and Agency Supply Chain
- **Multicultural Blending And Spending In America:** How Mainstream Consumers are Embracing and Celebrating Pan-Ethnic Products, Experiences, and Inspirations
- **Marketing Transformers:** Learning from MarTech Leaders Inspiring Modernization Worldwide

# 2025 AREAS OF FOCUS – cont.

- **Meeting Customer Need With A Lot More Speed**  
The Criticality of Customer Data Lifecycle Integration in a Privacy-First World
- **Bringing Precision to Every Marketing Spend Decision:**  
Analyzing and modeling the marketing mix for greater attribution, compliance and performance measurement
- **Campaign Economics: Optimizing GTM Execution**  
Real-Time Purchase Intelligence Matches Predisposed Consumers with Compatible Products
- **Doing Better by Doing Good:** The Value of Business with a Purpose
- **Time To Fix The Under-performing Marketing Mix:** How Data-driven Brands Reach the Most Committed Volume Consumers in FMCG Categories



# INTELLIGENT MARKET ENGAGEMENT™

The CMO Council has perfected a multi-level, multi-channel authority leadership model to influence decision making and buying behavior, as well as identify CMO issues, problems, challenges and complexities. The IME model helps sponsors position and message more effectively against needs, requirements and imperatives.





# GETTING INVOLVED

CMO COUNCIL PROGRAMS ENABLE PARTNERS TO  
INFLUENCE DECISION MAKERS

- Gain insight into CMO issues, priorities and intentions
- Build authority leadership and advocacy agendas
- Source strategic value-selling content and enable high-level conversations
- Empower and equip sales organizations to engage at the CMO level
- Influence CMO spend allocation and purchase decisions
- Develop qualified leads and further one-to-one relationships



# CMO COUNCIL PROGRAM SPONSORS



\* Selection of recent CMO Council program sponsors.



# STRATEGIC INTEREST GROUPS & PROPERTIES

**GROWTH**  
GUIDANCE CENTER

 **CUSTOMER  
EXPERIENCE**  
B O A R D

 **MARKETING™  
MAGNIFIED**

  
**Adding Customer Glue  
TO THE DRIVE-THRU**

**CONTENT  
ROI**  
CENTER

 **GeoBranding™  
CENTER**  
*Country. Origin. Destination. Location*

  
**BRAND  
INSPIRATION**  
C E N T E R

  
**EXPERIENTIAL  
MARKETING CENTER**

 **DIGITAL MARKETING  
PERFORMANCE  
INSTITUTE**

 **MARKETING  
SUPPLY CHAIN  
INSTITUTE**

**CLOSE**  
COALITION TO LEVERAGE AND  
OPTIMIZE SALES EFFECTIVENESS

# CMO ELITE EXCHANGE CIRCLES



- Private and intimate shared interest group to dialogue with peers around pressing leadership issues, problems, complexities and challenges
- Circles convened regionally and segmented based on size of company, market focus, and strategic topic area; limited to 12-15 participants
- Pay-to-participate forums enable in-depth strategic discussions and continuous conversation around modern marketing practices and technology advances
- Quarterly convocations bring together both B2B and B2C marketing leaders to advance experiential knowledge, digital dexterity and C-suite alignment skills

# THOUGHT LEADERSHIP: *WHITE PAPERS*



- Introduce advocacy agendas or strategic topics intended to spark a conversation
- Length between 10 – 15 pages
- May include select interviews with leading marketers, subject matter experts or relevant CMO Council studies; no original research
- Sponsors have opportunity to include branded by-lined commentary
- Sponsorship includes all platform and content development, document production, promotion/syndication through CMO Council channels
- Sponsors can utilize content in their external sales and marketing collateral (with attribution to CMO Council)
- Papers promoted through CMO Council online, email, press, social, blog and mobile channels

# THOUGHT LEADERSHIP: *CUSTOM RESEARCH*



- Development of a comprehensive authority leadership platform and fully integrated content marketing campaign
- Peer-powered original research with quantitative survey and qualitative interviews
- Content generation starting with comprehensive report authored by the CMO Council
- Media relations campaign to capitalize on earned media placements
- Content syndication and distribution to generate downloads and lead flow
- Social media campaign via CMO Council social channels
- Go-to-market elements may include webcast, dinner dialogues, video series, infographic, sales training and enablement materials and speaking engagements\*



# EVENTS: *DINNER DIALOGUE*



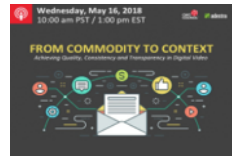
- Executive roundtables with 15 – 20 leading senior marketing executives
- Discussion revolves around a key issue or challenge facing chief marketers today
- Each dinner features an expert speaker from the sponsoring organization
- Highly interactive, intimate engagement in a “No-Selling” environment
- Sponsorship includes all content, attendee recruitment, logistics, venue management, event facilitation and hosting costs\*
- Events can be hosted globally, but may require additional budget for travel, expenses or venue
- CMO Council will work to make a safe, secure and intimate environment for all attendees

# EVENTS: *VIRTUAL CMO ROUNDTABLES*



- Executive virtual roundtable events with 8-10 senior marketing executives in 90 minute sessions
- Intimate, interactive knowledge exchange environment; sponsors positioned as thought leader experts
- Discussion revolves around a key issue or challenge facing chief marketers today
- Sponsorship includes all content, attendee recruitment and logistics

# DEMAND GENERATION: *WEBINARS*



- All content streamed through The CMO Council webinar channel, powered by BrightTalk
- Webinars focus on an Authority Leadership content platform, developed in partnership with sponsors and partners
- CMO Council manages all aspects of logistics, including speaker recruitment, content management, audience development and moderation
- Past webinars have included executive leaders from T-Mobile, Teleflora, Google, Levi's, Motorola, Wells Fargo, eSurance, MGM Resorts, AT&T and many other leading brands
- Typically attract between 150 – 300+ registrants
- Heavy on-demand promotion post webinar to drive continued viewers to content

# DEMAND GENERATION: *VIDEO SERIES*



- The CMO Council channel on YouTube attracts marketers looking for peer-powered content
- Video content is also posted on CMO Council web channels, and can be posted on sponsor websites and channels
- Videos focus on a single area of thought leadership and support the development of custom video interviews and profiles of global marketing leaders
- Sponsorship includes video production, content development and video promotion through CMO Council distribution channels

# MEDIA & ADVERTISING: *MARKETING MAGNIFIED*



## NAVIGATING CONSUMPTION'S TRIPLE BOTTOM LINE

CMO Council Blog  
By Louise Burgers



**Get to Know**  
Growth is Still Possible  
By Nik Keane



**Point of View**  
ChatGPT: Your Next Marketing Secret?  
By Brian Berner



**CMO Council Report**  
Fueling Innovation or Falling Behind?  
KPMG + CMO Council

- Marketing Magnified is the CMO Council's monthly newsletter, distributed to CMO Council members and industry subscribers
- Recent interviews have included perspectives from marketing leaders at:



STOLI  
GROUP



AON

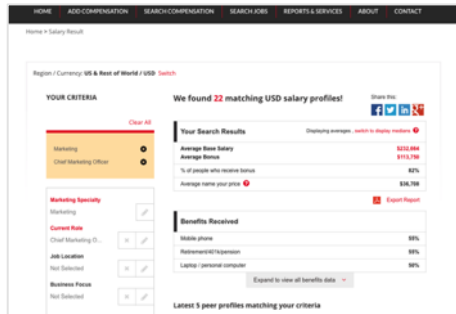


- Advertising sponsorships available for multiple display dimensions, including full take-over for full month editions

# MEDIA & ADVERTISING: *CMOCOMPENSATION.COM*



- Crowdsourced, continually updated benchmark of global senior marketer compensation
- Aggregates, compares and analyzes CMO pay by company size, type, industry sector, location and level of responsibility
- Currently tracking salaries, benefits and perk packages of over 200 senior marketing leaders
- Talent sourcing center lists jobs and opportunities for chief marketers globally
- Quarterly reports benchmark compensation shifts, trends and innovations





# SERVICES: *MARKET BRIEFINGS*



- Delivers key insights into market realities, trends and challenges based on primary research from the CMO Council
- Custom compiled to deliver insights into key issues and trends across the world of marketing that most impact a company or team's strategies, outlook and actions
- Includes opportunity to include bespoke research, qualitative interviews of industry leaders and comprehensive analysis of issues and points of impact that could affect sales, marketing and engagement strategies
- Briefings can be hosted virtually or in-person, based on need and budget

# SERVICES: *ASSISTED SEARCH*



- Offers multiple levels of support to accelerate the recruitment process, increase the caliber and range of candidates, as well as assist negotiations and candidate selection
- Search engagements include:
  - Chief Marketing Officers (CMOs) or those at the EVP, SVP and VP level
  - Marketing leaders for divisions, regions, countries and lines of business (LOB)
  - Functional marketing heads
- All candidates are screened relative to job specifications and requirements, vetted to determine interest in the position offered, and briefed on the opportunity to increase interest and receptivity to recruitment overtures.

# SERVICES: *CONTENT PERFORMANCE AUDIT*



- The CMO Council's audit process looks to raise the caliber of content produced in organizations
- Catalogs impact and influence this content might have on brand awareness, perception, deal contention and buyer/specifier consideration
- Each audit provides an in-depth, integrated view and assessment of content marketing initiatives – from strategy, messaging and platform building to content origination, distribution, reach and impact
- Assessments include interviews with key content stakeholders across the organization and external stakeholders including customers
- Content map identifies weak points in activating, educating and embracing customers/prospects across entire sales funnel

# THE CMO COUNCIL

## The Peer-Powered Network

*Get in Touch to Get More Engaged*

Bryan DeRose

SVP, Partnerships & Business Development  
CMO Council

[bderose@cmocouncil.org](mailto:bderose@cmocouncil.org)

408-677-5300 x 100

