

THE FOREIGN SERVICE JOURNAL

PUBLISHED BY THE AMERICAN FOREIGN SERVICE ASSOCIATION



Beyond

the Reorg

2026 MEDIA KIT

Your Resource to Reach Diplomats
and the Foreign Affairs Community

CONTENTS

- 3 / PROFILE**
- 3 / AWARDS**
- 4 / READERSHIP
DEMOGRAPHICS**
- 5 / EDITORIAL CALENDAR**
- 6 / SPECIAL SECTIONS
& SUPPLEMENTS**
- 7 / BIENNIAL EDUCATION
SUPPLEMENT**
- 8 / SPECIFICATIONS**
- 9 / FSJ RATE CARD**
- 9 / CLASSIFIEDS**
- 9 / AFSA DIRECTORY OF
ALUMNI MEMBERS**
- 10 / FSJ DIGITAL**
- 12 / AFSA DIGITAL**
- 14 / TERMS & CONDITIONS**

**LET THE *JOURNAL*
INFORM DIPLOMATS
OF THE GLOBAL
IMPORTANCE OF YOUR
ORGANIZATION.**



The Foreign Service Journal
is the flagship publication of
The American Foreign Service Association
2101 E Street NW, Washington DC 20037
(202) 338-4045

YOUR AFSA PUBLICATIONS TEAM

EDITOR IN CHIEF/ PUBLICATIONS DIRECTOR

Shawn Dorman
dorman@afsa.org

DEPUTY EDITOR

Donna Gorman
gorman@afsa.org

SENIOR EDITOR

Susan Brady Maitra
maitra@afsa.org

MANAGING EDITOR

Kathryn Owens
owens@afsa.org

ASSOCIATE EDITOR

Mark Parkhomenko
parkhomenko@afsa.org

ADVERTISING MANAGER

Molly Long
long@afsa.org
202-338-4045 x706

ART DIRECTOR

Caryn Suko Smith
journaldesign@comcast.net

Cover art from the September-October 2025
edition, design by Nathan Putens.

GLOBAL REACH, GLOBAL IMPACT

PROFILE

Published since 1919, *The Foreign Service Journal* is the only foreign affairs magazine written specifically by and for members of the U.S. Foreign Service and other foreign affairs professionals. The *Journal* plays a critical role in explaining and supporting the Service, giving diplomats a voice in current discussions about the value of foreign policy and assistance.

BY THE NUMBERS

- Print circulation of **12,000**
- Viewed online by **36,000+** readers each month
- Published **6X** per year
- Read by active-duty and retired foreign affairs professionals across the United States and more than **150** other countries
- Nearly **80%** of all career Foreign Service officers and specialists are subscribers
- Delivered to more than **200** embassies and consulates, every member of Congress, and all foreign embassies in Washington, D.C.

RECENT AWARDS

TRENDY AWARD FROM ASSOCIATION TRENDS:

Silver in the category of "Best Monthly Professional Society Magazine" (May 2024).

Silver in the category of "Monthly Professional Society Magazine" (May 2023).

Gold in the category of "Monthly Professional Society Magazine" (October 2022).



TABBIE AWARDS FROM THE TRADE, ASSOCIATION, BUSINESS PUBLICATIONS INTERNATIONAL (TABPI):



Gold in the category of "Special Section" (March 2022 & September 2021).

Bronze in the category of "Single Issue" (May 2021).

EXCEL AWARD FROM SIIA'S ASSOCIATION MEDIA & PUBLISHING NETWORK:



Silver in the category of "Single Topic Issue" (March 2022).

Gold in the category of "Dedicated Issue" (September 2020).

100+ YEARS OF EDITORIAL EXCELLENCE

READERSHIP DEMOGRAPHICS

The *FSJ* has a high-profile and professional readership that includes senior diplomats, development professionals, members of Congress, think-tank analysts, journalists, military personnel, academics, foreign diplomats in Washington, and others involved in foreign affairs.

Whether at home or abroad, our globally mobile readers see *The Foreign Service Journal* as a lifeline to products and services—such as financial management, automobiles, insurance, real estate, extended-stay housing, schools, and retirement living options—that meet their unique needs.

ACCORDING TO A RECENT READER SURVEY

87% OF OUR READERS HAVE A
COLLEGE DEGREE OR HIGHER

76% SEEK TAX OR
FINANCIAL ADVICE

62% ARE AGE 50
OR OLDER

49% READ MORE THAN
10 BOOKS PER YEAR

USEFULNESS OF ADVERTISEMENTS

85% OF READERS FIND OUR
ADVERTISEMENTS USEFUL

62% VISITED A WEBSITE
MENTIONED IN AN AD

40% FOUND BUSINESSES THAT
OFFER SERVICES THEY NEED

HOUSEHOLD INCOME AND INVESTMENTS

85% OF READERS HAVE AN AVERAGE
HOUSEHOLD INCOME OVER \$100,000

76% OWN ONE OR
MORE HOMES

55% HAVE AN INVESTMENT
PORTFOLIO OVER \$500,000

Source: 2020 Marketing Survey

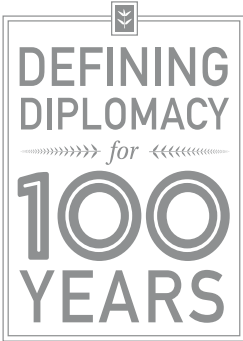
OUR READERS ARE EXCEPTIONAL

EDITORIAL CALENDAR

ISSUE	PLANNED EDITORIAL	DEADLINES	
		SPACE	MATERIALS
JANUARY-FEBRUARY	Honoring Excellence and Dissent	11/10/25	12/2/25
MARCH-APRIL	Nuclear in Transition	1/13/26	1/29/26
MAY-JUNE	AI in Diplomacy + Education Supplement	3/16/26	4/1/26
JULY-AUGUST	Celebrating 250: Our Role in the World	5/13/26	6/1/26
SEPTEMBER-OCTOBER	USAID: One Year Later	7/16/26	8/3/26
NOVEMBER-DECEMBER	FS Publishing & Writing (In Their Own Write) + Education Supplement	9/15/26	10/1/26

*Editorial is subject to change **Last updated October 2025

TURN TO PAGE 6
TO LEARN ABOUT
OUR SPECIAL
SECTIONS &
SUPPLEMENTS



DEPARTMENTS AND COLUMNS

President's Views: a letter to our readers from AFSA's president

Speaking Out: the opinion page, where diplomats share their ideas on solving issues of concern

Focus: a set of articles on the theme of the edition

Talking Points: important diplomacy news and recent events

AFSA News: AFSA's biggest news and events for our members; the official record of the association

FS Know-How: key issues specific to foreign affairs personnel and their families

FS Heritage: a look back at historic moments and people influencing the Foreign Service

Family Member Matters: a forum for the Foreign Service community to discuss issues and ideas

Books: reviews of recent diplomacy-related titles

Straight from the Source: a space for officials to tell the community what the foreign affairs agencies are doing, what new policies are being put in place, and why

Reflections: diplomats reflect on their personal experiences abroad

Local Lens: striking photos that capture life and work around the world

CONTENT-DRIVEN THOUGHT LEADER

SPECIAL ADVERTISING SECTIONS & SUPPLEMENTS

All Editions

Real Estate & Property Management

Our readers are sophisticated consumers and savvy investors looking for a new place to live or a professional to manage their property while they serve abroad. Consider showcasing your real estate and property management company and services here.

January-February

Tax Guide

This very popular annual section features AFSA's presentation of federal and state tax provisions relevant to members of the Foreign Service, including state pension and annuity taxes, both presented in separate state-by-state overviews. Place your ad alongside this up-to-date information that covers critical tax issues for our readers and gain excellent visibility for your firm.

Summer Camps & Programs

This section will help Foreign Service families who are seeking a safe, fun-filled summer for their children. Do you have a day or overnight camp that would offer an opportunity for FS kids to play, learn, and make friends during summer months in the U.S. or abroad? This is your chance to get in front of these parents and showcase your camp programs and offerings.

March-April & September-October

Retirement

The March-April edition spotlights retirement, from financial planning to ideas and stories about life after the Foreign Service. It's the perfect place to showcase your community or business to a highly engaged, hard-to-reach audience of retired and active-duty readers. The September-October edition features a special advertising section highlighting premier communities like yours—a powerful way to reach our influential readership with lasting impact.

March through August

Lodging & Extended Stay

Whether you are a small boutique hotel, worldwide chain, or short- or long-term corporate housing, summer transfer season is a great time to grab the attention of the Foreign Service. Beginning in the spring, and continuing through the summer, Foreign Service members pass through the Washington, D.C., metropolitan area for training and in transit to new posts and are in need of accommodations.

May-June & November-December

Education Supplement

This coveted biannual supplement covers a wide range of education-related topics as well as facts, figures, and updates on various Foreign Service needs and information. Whether you are a K-12, college, or graduate-level school, your advertisement will be seen by thousands, reaching U.S. embassy employees and their family members seeking education options.

As a bonus, your school will be included in our **Education-at-a-Glance** chart, which lists participating schools of all levels and their specific admission details. See page 7 for more information.

November-December

Publishers

One of our readers' favorite issues is the annual Foreign Service authors roundup, "In Their Own Write." Advertise your bestseller alongside our reviews. *FSJ* readers are prolific book consumers! Contact us to learn more about our new special publisher rates.

SPECIAL OPPORTUNITIES

BIANNUAL EDUCATION SUPPLEMENT

DELIVERING EDUCATION NEWS TO FOREIGN SERVICE FAMILIES FOR 30+ YEARS

EDUCATION RESOURCES

Insertion of a display ad in the user-friendly *FSJ* Education Supplement will allow your school to be included in the Education-at-a-Glance chart. This linkable resource lists each school's data on enrollment, grade levels, tuition, etc., in print and online.

EDUCATION AT A GLANCE Go to our webpage at www.afsa.org/education

School	Page Number	Enrollment	Gender Distribution	Percent Boarding	Percent Int'l	Levels Offered	AP/IB*	Standard Application Online (SAS)	Accept. ASDA**	Miles to Int'l Airport	International Student Orientation	Holiday Break Cancellations***	Annual Tuition, Room & Board \$\$\$
ELEMENTARY/JUNIOR/SENIOR HIGH													
British Columbia School	77	330	50/50	15	20	PK-12	AP	N	Limited	3	Y	Y	60,100-68,150***
St. Michael's School	79	321	60/40	24	10	PK-12	AP	Y	Y	84	Y	Y	67,800**
St. Michael's School	82	1239	45/54	NA	30	PK-12	AP/IB	N	Limited	60	Y	N	70,500*
JUNIOR HIGH/SENIOR HIGH													
New England Country Day School	79	123	60/40	30	16	7-12	NA	Y	Limited	38	N	Limited	68,850**
St. Michael's School	83	125	ALL Boys	94	11	7-12	NA	Y	Y	20	N	Limited	39,304**
SENIOR HIGH													
St. Michael's School	81	221	57/43	70	30	9-12	AP	Y	Y	50	Y	Y	64,900*
St. Michael's School	71	250	40/60	98	90	9-12	AP/IB	N	Y	40.5	Y	N	46,200-76,100**
St. Michael's School	71	250	54/46	85	75	9-12	AP	N	Y	32	Y	N	46,200-76,100**
St. Michael's School	77	240	50/50	70	25	9-12	AP	Y	Limited	80	Y	Limited	72,700*

Let our *FSJ*-branded education articles, which are also online with hyperlinked ads, work for you 24/7 across the globe.

OUR READERS

Education across all levels, from preschool to post-graduate, is of critical importance to families with school-age dependents, high schoolers seeking IB diplomas and taking AP classes, and family members pursuing higher education for professional enrichment. Diplomats abroad have access to an education allowance that supports private and boarding school tuition and the cost of travel from post to schools worldwide.

Reach this community by placing your advertisement alongside education-focused articles in print and online.

DEADLINES FOR AD SPACE AND MATERIALS

May-June 2026

Reserve Ad: March 16

Art: April 1

November-December 2026

Reserve Ad: September 15

Art: October 1

ADVERTISING RATES appear on page 9 of this Media Kit. Special package offer to appear in multiple editions.

RECENT EDUCATION ARTICLES IN THE FOREIGN SERVICE JOURNAL

"A Parent's Guide to Psychoeducational Assessments"

"Generative AI and the College Admissions Process"

"What You Need to Know: Returning to U.S. Public Schools with Special Needs"

"How to Qualify for In-State College Tuition"

Contact Molly Long, AFSA's advertising manager, at (202) 338-4045 x706 or long@afsa.org.

A UNIQUE EDUCATIONAL RESOURCE

SPECIFICATIONS

FULL PAGE WITH BLEED

Bleed size: 8.375" W x 11.125" H
(allow 1/8" around ad)

Trim size: 8.125" W x 10.875" H

Print area: 7.625" W x 10.375" H

Allow 1/4" around ad. For best results, use 7.125" W x 9.875" H for print area, allowing 1/2" around inside trim.

Screen suggested:

150 lines per inch (minimum).

Bleeds should be exactly 1/8" beyond trim.

FULL PAGE WITH MARGINS
7.000" W x 10.000" H

DIGITAL AD FILE SUBMISSION

Acceptable file formats:
GIF, PNG, JPG/JPEG

TWO-THIRDS PAGE
4.500" W x 9.250" H

HALF PAGE HORIZONTAL
7.000" W x 4.500" H

HALF PAGE VERTICAL

3.25" W x 9.25" H
Limited positioning available

LIMITED

THIRD PAGE VERTICAL
2.167" W x 9.250" H

THIRD PAGE CUBE
4.500" W x 4.500" H

QUARTER PAGE
3.250" W x 4.500" H

PRINT AD FILE SUBMISSION GUIDELINES

- Advertisements for the print edition of *The Foreign Service Journal* must be submitted via email to the Advertising Manager at long@afsa.org.
- Press Optimized or PDF-X-1A PDFs are required.
- If an ad is intended to bleed, crop marks must be applied with an offset of 0.250"; a minimum of 0.125" bleed beyond the trim is required.
- All RGB and Pantone colors must be converted to CMYK.
- Final ad must be in the exact dimensions to be printed.
- 2-Color creative: black plus one of the following colors: cyan, magenta, yellow.
- If sending more than one ad, each ad should be submitted as a separate file.
- No camera-ready art as JPG/JPEG, PNG, or GIF file will be accepted.

OPPORTUNITY FOR BRAND EXPOSURE

FSJ RATE CARD

COVERS			
4-Color	1x	3x	6x (Full Year)
Back Cover	\$4,190	\$4,095	\$3,966
Inside Front Cover	\$3,986	\$3,910	\$3,798
Inside Back Cover	\$3,618	\$3,754	\$3,630
4-Color			
Full Page	\$3,492	\$3,413	\$3,302
2/3 Page	\$3,131	\$3,225	\$2,947
1/2 Page	\$2,704	\$2,556	\$2,383
1/3 Page	\$2,281	\$2,168	\$2,038
1/4 Page	\$1,754	\$1,647	\$1,542
2-Color			
Full Page	\$2,804	\$2,646	\$2,572
2/3 Page	\$2,493	\$2,356	\$2,142
1/2 Page	\$1,977	\$1,817	\$1,643
1/3 Page	\$1,506	\$1,408	\$1,296
1/4 Page	\$1,231	\$1,190	\$1,140

All rates are net.

Black and white ad rates are available upon request.

Additional charges for pages 3 and 4 and special requests.

Quotes for Bind-In Cards and Pre-Printed Inserts are available upon request.



ADDITIONAL PRINT OPPORTUNITIES

CLASSIFIED LISTINGS

Cost: \$2.50 per word (10-word minimum) and \$1.00 for bold type exceeding the first three words. Hyperlinks, headers, boxes, or shading are all available for \$11.00 each. Submissions must be received in written form via email at long@afsa.org. Credit card for payment is required.

AFSA DIRECTORY OF ALUMNI MEMBERS

This annual directory is a singular up-to-date resource that enables our 4,000+ members who are at or near retirement or a previous member of the Foreign Service to stay connected with their colleagues. This unique listing of a group of highly educated, well-traveled, discerning professionals is not available anywhere else. The directory is an indispensable guide that tackles issues directly affecting our alumni members such as annuities, health care, life insurance, long-term care, and senior living. Sections with advertising are posted on the AFSA website for both members and non-members to view.

**Deadline for the 2027 Directory:
October 10, 2026**

**Contact Molly Long, AFSA's advertising manager, at
(202) 338-4045 x706 or long@afsa.org for more information.**

ADVERTISING DOLLARS AT WORK

FSJ DIGITAL

Average
Open Rate:
52%



Maximize Your Impact with Email + Print Advertising

Pair these premier email sponsorships with print advertising in *The Foreign Service Journal* for the highest visibility.

Our exclusive email opportunities let you connect directly with our highly engaged online readership.

THE FSJ INSIDER EMAIL

Become an Insider

Sponsor our weekly *FSJ Insider* email, a must-read for our readers to stay in the loop and engaged. Your message will land directly in the inboxes of more than 2,500 subscribers, and growing, every week.

Sponsorship Options:

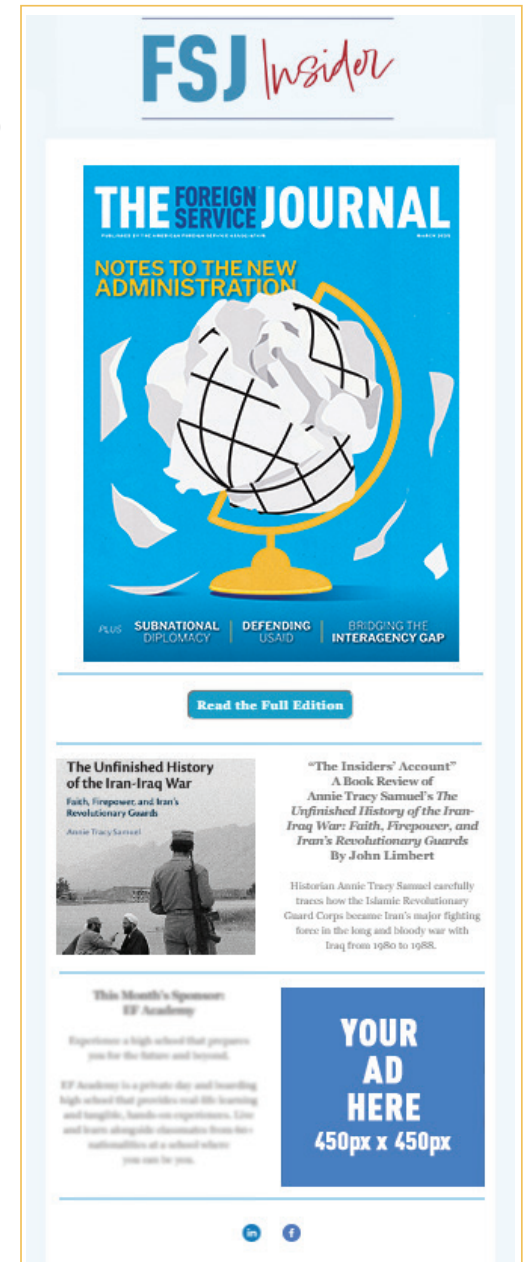
Text Ad: 50 words with one clickable link.

Cost: \$800/month

Image Ad: 450px W x 450px H,
plus up to 50 words with one clickable link.

Cost: \$1,000/month.

Contact Molly Long, AFSA's advertising manager, at (202) 338-4045 x706 or long@afsa.org.



EXPAND YOUR HORIZONS

FSJ DIGITAL

Average
Open Rate:
28%



NEW! FSJ EDITORS' PICKS

Every other month, the *FSJ* editors curate the most compelling content from the current edition and send their picks in an email to our 12,000+ members. This is an unmatched opportunity to align with respected editorial content.

Sponsor Requirements:

To qualify, advertisers must place an ad in the same edition of the *FSJ*, with a minimum of three ads per year, to sponsor these email opportunities.

Sponsor Packages:

Text Ad: 50 words of descriptive content.

Cost: \$1,200 (includes one link).

Image Ad: 468px W x 60px H.

Cost: \$1,500 (includes one link).

THE FSJ LAUNCH EMAIL

The day an edition releases, our 12,000+ members receive special messaging from the *FSJ*. This exclusive email delivers a first look at the new the edition with links to the online version. Your sponsorship ensures your message is front and center.

Sponsor Requirements:

To qualify, advertisers must place an ad in the same edition of the *FSJ*, with a minimum of three ads per year, to sponsor these email opportunities.

Sponsor Packages:

Text Ad: 50 words of descriptive content.

Cost: \$1,200 (includes one link).

Image Ad: 468px W x 60px H.

Cost: \$1,500 (includes one link).

THE FOREIGN SERVICE JOURNAL

New Edition Out Now!



With the Foreign Service community in turmoil since Jan. 20, when the outpouring of Executive Orders began, this edition of the *FSJ* has been particularly difficult to close.

The work of professional, nonpartisan diplomats remains essential. And the *Journal's* mission—to tell the story of the U.S. Foreign Service and provide a forum for informed discussion and debate about diplomacy, development, and the FS career—is critical. We take our mission seriously, and we stand by our members, today and always.

Take a read and let us know what you think of this edition.



FEATURE
Subnational Diplomacy: A Conversation with Special Representative Nina Hachigian

YOUR AD HERE
468px x 60px

DEPARTMENTS

Letters | Talking Points | In Memory | Books

Looking for your *Journal*? The *Journal* is no longer sent to individual pouch addresses, so if you'd like to keep getting your hard copy of the *FSJ*, make sure we have a non-pouch address for you (DPO/APO/FPO). Visit <https://afsa.org> to update your address. Click on "My Account," which takes you to: <https://www.afsa.org/web/>, or write to members@afsa.org or journal@afsa.org. If you prefer to read online only, please email journal@afsa.org with "opt out of print" in the subject line. Include your name, agency, and current mailing address. Also note that you can find copies of each new edition with the CLO at every post. Thank you!



American Foreign Service Association, 2101 E St. NW, Washington, DC 20007, members@afsa.org (202) 338-4045

Contact Molly Long, AFSA's advertising manager, at (202) 338-4045 x706 or long@afsa.org.

AFSA DIGITAL

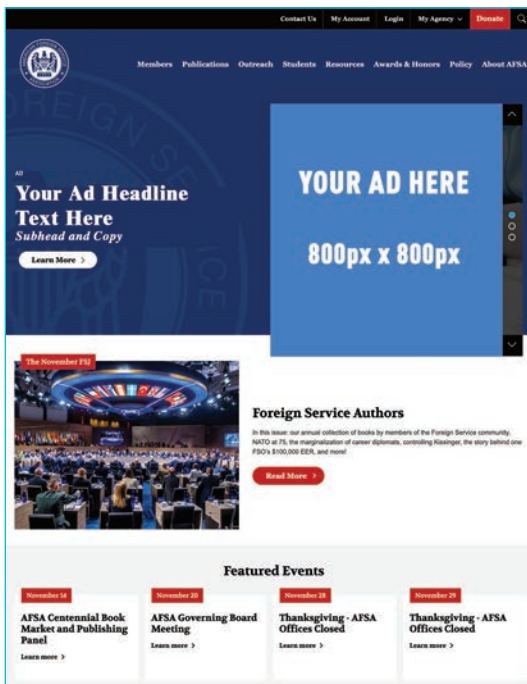
AFSA OFFERS YOU A CHANCE TO EXTEND YOUR BRAND INTO ITS VIBRANT ONLINE COMMUNITY HUB.

Bundle these great opportunities with print advertising in the *Journal* for maximum impact!



Featuring an average of more than 60,000 unique visitors each month.

AFSA WEBSITE OPPORTUNITIES



AFSA HOMEPAGE

Homepage Carousel Slider

Leaderboard Size:
800px W x 800px H
(static).
Cost: \$2,500/monthly.
Supply: URL, header,
subhead, and 30-40
words descriptive copy.

Side Web Banner

Size: 202px W x 85px H.
Cost: \$500/monthly
(min. 3 months).

Choose your placement:

AFSA Marketplace:
www.afsa.org/afsa-marketplace

AFSA National High School Essay Contest:
www.afsa.org/essay-contest

Retirement Resources:
www.afsa.org/afsa-resources-retiree

AFSA MARKETPLACE RESOURCE LISTINGS www.afsa.org/afsa-marketplace

Cost: \$35 per month (min. 6 months).

Choose your category:

- Extended Stay Housing
- Property Management
- Real Estate
- Legal Services
- Taxes & Financial Advice
- Insurance
- Automobiles

Contact Molly Long,
AFSA's advertising manager,
at (202) 338-4045 x706 or
long@afsa.org.

According to a recent survey, 80% of *FSJ* readers visit the AFSA website.

MAKE YOUR INVESTMENT COUNT

AFSA DIGITAL

MEDIA DIGEST SPONSORSHIP OFFERS AN UNPARALLELED WAY TO REACH THE INBOXES OF MORE THAN 12,000 DIPLOMATS.

Bundle these great opportunities with print advertising in the *Journal* for maximum impact!

**Average
Open Rate:
42%**

AFSA DIGITAL SPONSORSHIP OPPORTUNITIES

AFSA Media Digest

Interested in being an exclusive sponsor for this daily collection of news articles related to diplomacy? The Media Digest is a popular member benefit, released every weekday.

Choose your sponsored clickable message by the week:

Text Ad: 50 words of descriptive content.

Cost: \$2,000 net (includes one link).

Image Ads: Horizontal

(468px W x 60px H).

Cost: \$2,500 net (includes one link).

*An additional cost may be applied for any approved customization and for non-FSJ advertisers. **Approval is needed on all ad copy.

Contact Molly Long, AFSA's advertising manager, at (202) 338-4045 x706 or long@afsa.org.



AFSA Retirement eNewsletter

This bimonthly e-newsletter provides information on retirement benefits issues and activities and programs geared toward those approaching retirement and in retirement.

Schedule: February, April, June, August, October, and December. Relevance to the Foreign Service is necessary for approval.

Sponsored Clickable Message:

Text Ad: 50 words of descriptive content.

Cost: \$1,500 per issue (includes link).

Average Open Rate: 33%

TERMS & CONDITIONS

Publication of Advertisement

- o All advertising content is subject to AFSA's approval.
- o Acceptance of the advertisement by AFSA shall in no way constitute endorsement of or recommendation by AFSA or *FSJ* for the content of the advertisement or the product advertised.
- o AFSA reserves the right to reject or cancel any advertising, insertion order, space reservation, or position commitment at any time, regardless of whether such advertising was previously acknowledged, accepted, or published.
- o AFSA reserves the right to give 24-hour notice prior to pausing a campaign if the relevant specifications and guidelines detailed on page 8 of this media kit are not met.
- o AFSA will not accept from any organization or individual advertising of materials that may, directly or indirectly, relate to matters of official USG concern.
- o All advertising that may be mistaken for an article, commentary, or other non-advertising material must be clearly marked "PAID ADVERTISEMENT." AFSA reserves the right to include such a mark on all ad materials.

Rate Card

- o It is assumed that advertisers and/or their agents have reviewed the conditions set forth in the rate card and agree to such conditions without any further notice or contact.
- o All advertising rates and the editorial calendar on the rate card are subject to change without notice.

Payment

- o Payment for advertising is due within 30 days of the invoice date.
- o Online payments are preferred, please contact the advertising manager for login credentials.
- o Payment by check should include invoice number in the memo area and be mailed to: AFSA, Publications/Advertising Department, 2101 E St. NW, Washington DC 20037
- o Advertiser and its agents will be held jointly and severally liable for all monies due and payable to the AFSA for published advertising that the advertiser and/or its agents ordered.

Modifications and Cancellations

- o Requests for modifications and changes to original layout and copy and/or overall number of insertions may result in additional charges. All additional charges will be based on composition rates at the time of the request.
- o Cancellation must be received in writing 45 days prior to publication date.
- o Any cancellations before the contract expiration date will result in a cancellation fee not exceeding the rate of the last insertion.

Liability Notice

- o Advertisers and advertising agencies assume full liability for the content of their published advertisements.
- o Advertisers and advertising agencies assume full responsibility for any and all claims made against the AFSA arising from their published advertisements.
- o Advertisers and advertising agencies release AFSA from any and all liability for publisher's failure, for any cause, to publish an advertisement.

Agency Commission

- o AFSA does not offer a commission to advertising agencies.
- o Ad rates are NET. Recognized ad agencies should make necessary adjustments unique to their customers when advertising in the *FSJ*.

EXTEND YOUR BRAND REACH

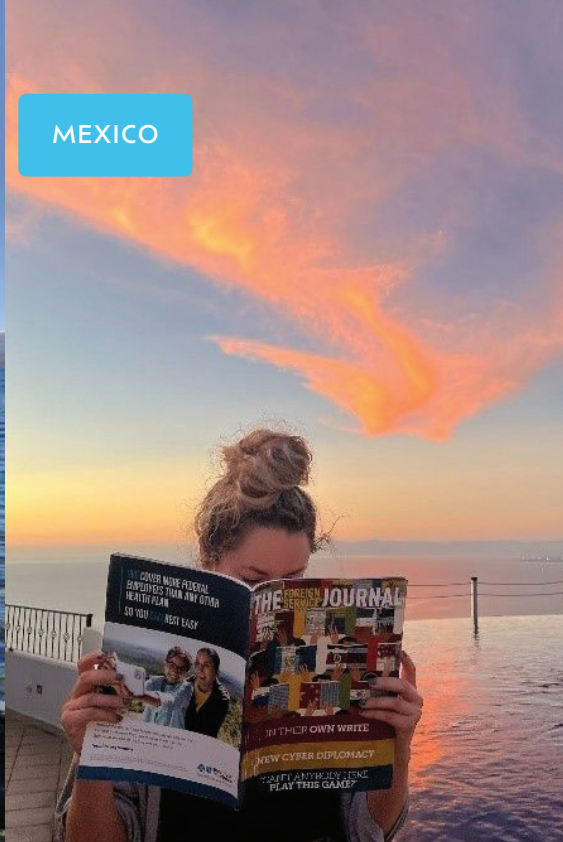
THE FOREIGN SERVICE JOURNAL

PUBLISHED BY THE AMERICAN FOREIGN SERVICE ASSOCIATION

NEW
ZEALAND



MEXICO



BRAZIL



TANZANIA



REP. OF
CONGO



NETHERLANDS



LOYAL READERS AROUND THE WORLD

