



## **Marchex to Share Insights at Small Business Summit on the Importance of Personal Connections for Small Businesses with Customers**

June 3, 2011

**Company to showcase how small businesses are looking for more value from digital marketing than traditional online media offerings**

**SEATTLE, WA – JUNE 3, 2011** – Today, Marchex Inc. (NASDAQ: MCHX) announced that Senior Vice President Tom Leung will be presenting about the challenges for small businesses in engaging in digital marketing and getting value for their money at the Enterprise Counsel on Small Business (ECSB) Summit in New Orleans, LA on Monday, June 6, 2011. Mr. Leung is a keynote speaker in the afternoon session.

Mr. Leung's presentation focuses on the value that small businesses see in building and keeping personal connections with customers, especially through phone calls, rather than relying on impersonal means or one-way connections, such as search. "Small businesses have to maximize every marketing dollar they spend, and the ROI from current online media offerings may not be good enough," said Tom Leung, Senior Vice President, Product at Marchex, Inc. "Marchex has learned that small businesses measure success in terms of connections to customers which helps them build and maintain their businesses. We have proven that phone calls are one important way to do this, but the personal connection is more than a click on a website."

Tom Leung is the Senior Vice President, Product at Marchex, overseeing a diverse team of product and program managers and designers. Prior to joining Marchex, Mr. Leung served as Senior Business Product Manager at Google, leading a variety of initiatives including the development of Google Website Optimizer and Google Campaign Insights as well and initiatives for AdWords, AdSense and Google Analytics. He has also served in various roles at Trumba, Microsoft, and Co-Founder and COO at Active Media.

### **About Marchex:**

Marchex's mission is to unlock local commerce globally by helping advertisers reach customers through the phone when they are ready to buy.

Our performance-based call advertising products, the Marchex Call Advertising Network and Marchex Call Analytics, are reinventing how businesses acquire and upsell new customers through phone calls. Our award-winning Small Business Marketing products empower businesses to efficiently monitor their online presence, communicate with their customers, and acquire new ones. Every day, our products support hundreds of thousands of advertisers and partners, ranging from global enterprises to local businesses.

For more information about Marchex (NASDAQ: MCHX), please visit [www.marchex.com](http://www.marchex.com).

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