



Advertising
Specialty
Institute®

**Your Blueprint For
BRAND RELEVANCE**

Jay Busselle - FLEXpoint & Equipment Zone

Is there a difference
between your

BRAND & BRANDING?

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Your **BRAND** is what others say it is.

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BRANDING is what you do to get noticed.

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Blueprint for Brand Relevance

- Focus on 4 Branding Pillars to help remain relevant
- Introduce you to the Brand Relevance Index
- Appealing to the head
- Appealing to the heart
- Examples of Brand Relevance

What can you do to

FUTURE PROOF

your business?

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**The best strategy to FUTURE PROOF
your business is to:**

Build and Sustain

BRAND RELEVANCE!

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What is BRAND RELEVANCE?

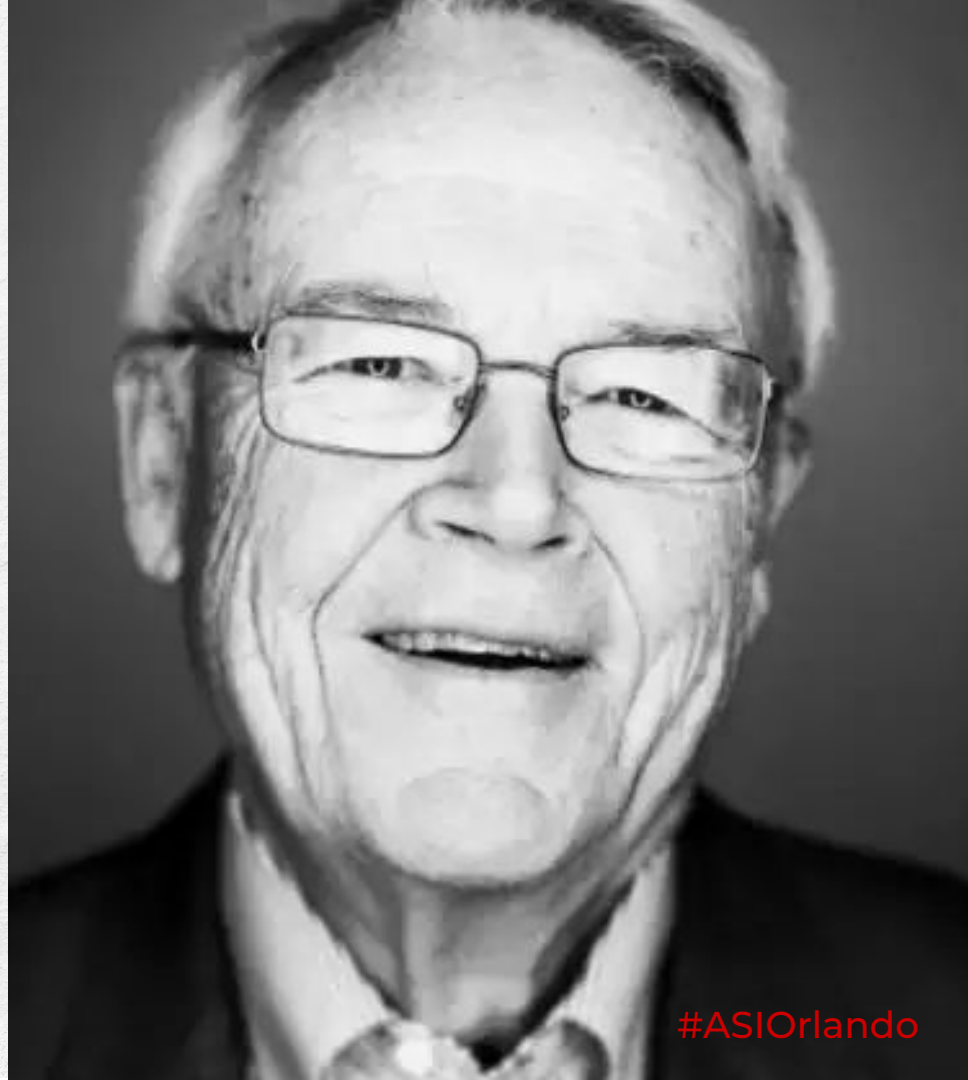
Brand Relevance is NOT a new differentiation:

A brand's ability to connect with people's emotions and become personally relevant to them.

David Aaker

Professor Emeritus at the **University of California, Berkeley's Haas School of Business**, a specialist in marketing with a focus on brand strategy.

He serves as Vice Chairman of the San Francisco-based consulting company ***Prophet***



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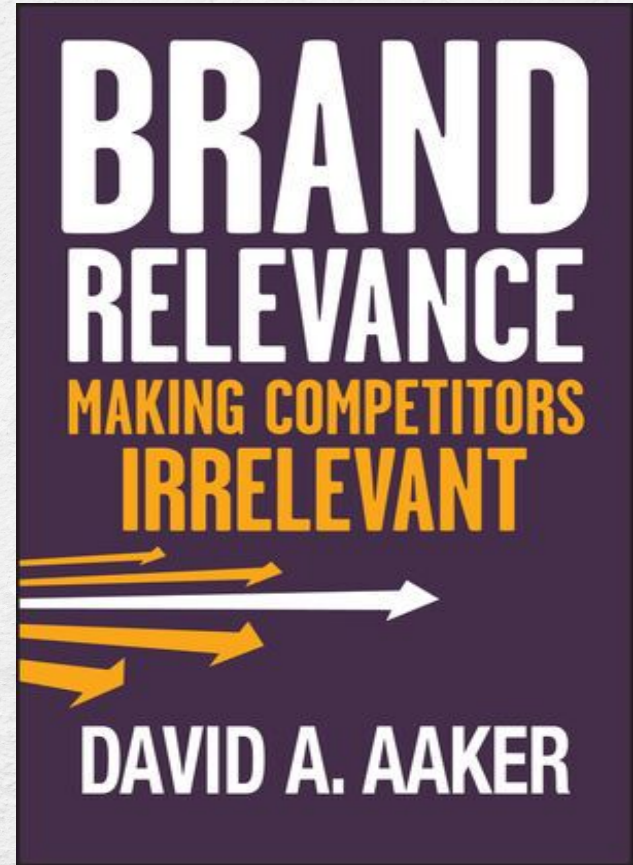
David Aaker

Hundreds of articles published and authored 14 books:

1996: *Building Strong Brands*

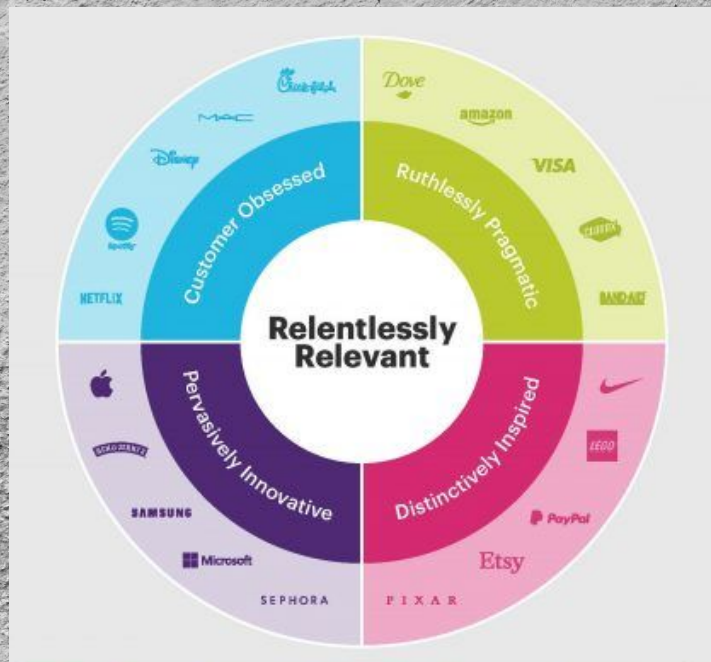
2010: *Brand Relevance*

2011: *Winning the Brand Relevance War*



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PROPHET built the BRI: BRAND RELEVANCE INDEX



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PROPHET surveyed **13,500** consumers in 2021 asking which brands are most relevant to them.

293 brands were identified across 27 business categories.

FOUR PILLARS

Customer Obsessed

Focused on solving their problems

Consistently Innovative

Pioneering new solutions

Distinctively Inspiring

Uniquely qualified to reach emotions

Ruthlessly Pragmatic

Keeping it real, no spin... data & truth

SOME BRANDS

**APPEAL TO THE
HEAD.**

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SOME BRANDS

**APPEAL TO THE
HEART.**

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Brands that appeal to the head...

ARE LOGICAL

These brands are problem solvers. They're ruthlessly pragmatic and determined to eliminate friction. They take care of essential, foundational needs.

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Brands that appeal to the heart...

ARE EMOTIONAL

These consistently innovative brands turn customers into loyal fans. They are delightful and adored; these brands make us feel alive and special!

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TELL ME

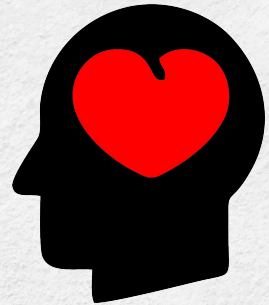
**WHAT PROBLEMS
DO YOU SOLVE?**



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SHOW ME

**HOW YOUR FANS
FEEL ABOUT YOU**



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The **2021 Top 10 Brands** based on the Brand Relevance Index from Prophet



Instant Pot



TED



Instant Pot®

KitchenAid®

KEURIG®

Performance, accomplishment and innovation. Creating new routines. Make new ecosystems but include the feelings of security & support. People want the best products, and services and pricing is an important but is often a secondary concern. Many buyers look for the best support staff and service after the sale.

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Some brands make memorable magic and can visually transport us away from of our current situations. Creating a space for us to play in the past, the future, or another reality entirely.



**HOW
WILL
YOU
STAND
OUT?**



If you have technology - make it more human!

(Apple, Spotify and Android)

Humanize technology. When technology or our tech processes are personalized they help us connect on a human-to-human level. We feel more comfortable and confident.

Could you add a chat tool to your website and answer it live?

Could you add a chat bot to auto respond to your top 5 FAQ's?

Could you ask permission to text your buyers a daily progress report?

If your systems are complex - make them more simple!

(PayPal, TurboTax and Zelle)

Few things feel as good as DIY confidence. Make any complex systems easier. Put control in the hands of the user. Allow them to experience reliability.

Could you give your customers the ability to manage the reorder process?

Could you give prospects a way to order virtual samples?

Could you let your customers see their order history?

Could you build a system to reward online collaboration earlier in the ordering process?

We are a Custom Screen Printing Shop located in the heart of Fort Worth, TX.
We offer Custom Merchandising, Embroidery, Banners, Live Printing, and Fulfillment.

Let's collaborate!



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Printed

THREADS



Branded Merchandise for Strategic Thinkers

Brand Fuel is a free-spirited, globally-recognized brand merchandising agency.

Learning Solutions
Going big on digital in 2018

Brand Fuel





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It's the **ONLY** Surprising,
Wondrous, Amazing,
Giveaway **(SWAG)** Lottery
Machine in existence!



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ASI
SHOW
ORLANDO

Brand Relevance matters now
MORE THAN EVER!

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**FASCINATE Them With
Something**

DIFFERENT!

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**You do not merely want to be
considered the best of the best.
You want to be considered the
only ones who do what you do.**

Jerry Garcia, The Grateful Dead

Thanks!





FLEX *point*
A Social Selling System

Marketing is based on **TRUST**. Not tricks!

Please follow me, JGR and FLEXpoint on LinkedIn. Or, email me at:
jay@goflexpoint.com or JGR at jgr@goflexpoint.com