

# STRATEGIC. CREATIVE. OBSESSIVE.

### STRATEGIC. CREATIVE. OBSESSIVE.

Finally, there's an agency alternative for those who have been, in recent years, forced to choose between the broad-based brand-level creative development and oversight afforded by more traditional, retainer-based "big" agencies...and the specialized executional prowess of smaller, nimbler project-based marketing specialists.

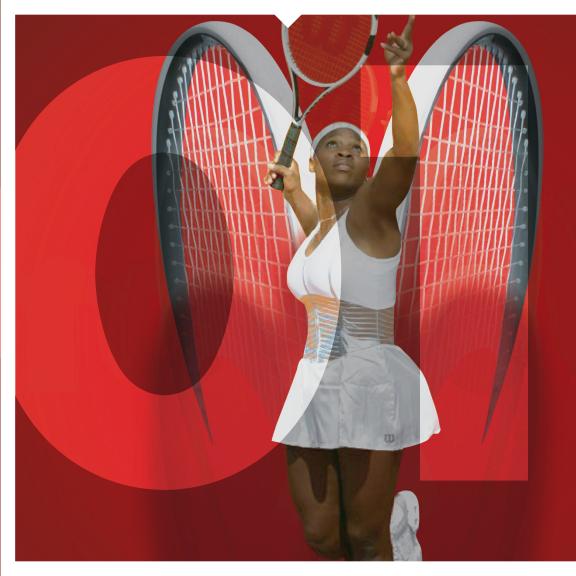
## THIS IS PLAN B.

#### GLOBAL BRAND-LEVEL STEWARDSHIP & OVERSIGHT + BEST-OF-BREED EXECUTIONAL EXPERTISE ON-DEMAND

And it's all delivered by high-performing teams of culturally aligned ad industry nerds who freakin' love what they do. The curated collection of creative samples in this book offer just a glimpse of what we've been up to...and what we can do for you.

**1. CONSUMER ADVERTISING** 

- 2. B2B ADVERTISING
- **3. DIRECT MARKETING**
- 4. DIGITAL MARKETING
- **5. SOCIAL MEDIA MARKETING**
- 6. EXPERIENTIAL, EVENTS, AND TRADE SHOWS
- 7. WEBSITE DESIGN/DEVELOPMENT
- 8. OUT OF HOME
- 9. POINT OF PURCHASE
- **10. NEW PRODUCT DEVELOPMENT**
- **11. PACKAGE DESIGN**
- **12. IDENTITY DEVELOPMENT**
- **13. SALES COLLATERAL**
- **14. SALES PROMOTION**
- **15. THINKING IN 4D**



# Section 1 CONSUMER ADVERTISING

that immediately connects, resonating on a rational and/or emotional level to raise awareness, induce trial, or promote brand preference toward sustaining loyalty.

#### McLAREN 570S Tier 3 Print Ad



#### McLAREN

Sports Series Launch Campaign



#### **McLAREN**

Amelia Island 720S Spider Ad



#### ATTURO Print Ads





ULTI-TERRAIN-REIFEN

AURO

#### TITLE BOXING CLUB

Knockout Print Campaign







#### **MILBANK ENERGY**

Superbowl Program Ad



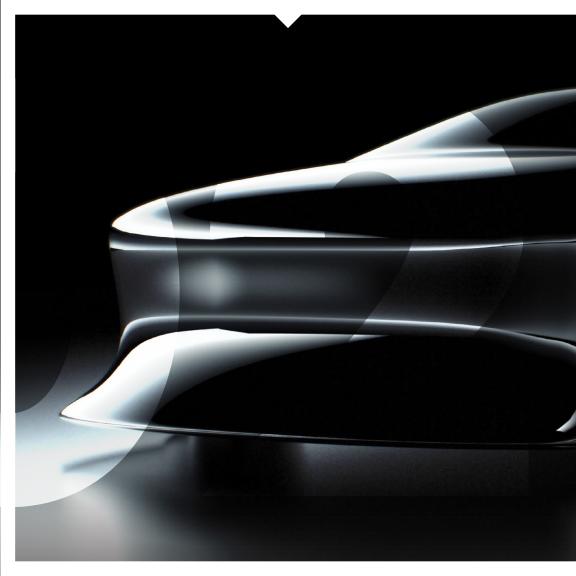
#### WILSON TENNIS

WNG Product Launch Campaign



#### **PAPER MATE** Print Campaign





B2B ADVERTISING

that conveys a deep understanding of the evolving challenges facing businesses today, and offers pragmatic solutions that align with their priorities.

#### JERR-DAN Print Campaign



#### **ALLIED VAN LINES**

HR Trade Print Campaign



#### SIRVA RELOCATION SERVICES

Total Cost of Ownership Campaign



#### **S&C ELECTRIC COMPANY**

Welcome To the Future Campaign



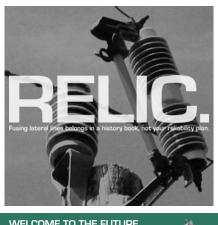
#### WELCOME TO THE FUTURE WITH SSC'S INTELLIRUPTER' PULSECLOSER' FAULT INTERRUPTER

Testing for faults with reclosers can be devastating to your equipment Reclosers repeatedly slam the full fault current back onto your system. Now there's a better way. S&C's IntelliPupter PulseCloser Fault Interrupter is the first breakthrough in reclosing technology in 70 years. It tests for faults using small pulses of current, reducing the stress on your system by 95%. And less stress means more reliable, longer-lasting equipment.





S<sub>\*</sub>C



#### WELCOME TO THE FUTURE WITH S&C'S TRIPSAVER® II CUTOUT-MOUNTED RECLOSER

Truck rolls really add up. They take valuable time, energy, and money. With 80% of overhead faults occurring on lateral lines, fuses are no longer your best lateral protection strategy. S&C's TripSaver II Cutout-Mounted Recloser combines the best of both fuse-saving and fuse-blowing methods to improve reliability on laterals. It limits the need for truck rolls - and fewer truck rolls means a better bottom line.

ng for the grid of tomorrow by maximizing your investments today

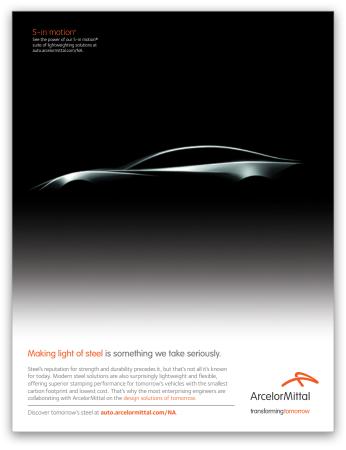




S<sub>\*</sub>C

#### ARCELORMITTAL

Steel Solutions Campaign





#### **KEISER FITNESS**

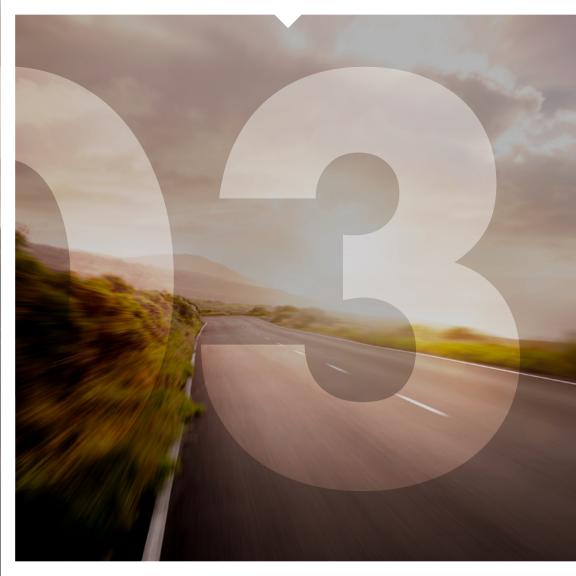
M3i Indoor Bike Print Ad



#### PERIDOT PRECISION MANUFACTURING

Laser Equipment Campaign





# DIRECT MARKETING

programs that focus on lifetime value and customer satisfaction scores by coupling highly focused, cutting-edge list development resources with personalized tools for maximum impact.

5705

#### JAGUAR NORTH AMERICA

F-type Direct Mail with Augmented Reality





#### **REVEAL WITH THERMOCHROMIC COATING**

Dimensional "Fortune Teller" direct mailers used thermochromic coating technology to conceal a hidden message, which could only be revealed by temperature activation. Cloaked in a sleek branded design that borrowed conceptually from the iconic fortune telling toy "Magic Eight Ball," the innovative mailer asked targeted recipients if the 2014 Jaguar XJR was in their future. Upon rubbing the designated spot on the mailer, the answer was revealed: "It is decidedly so."

#### **JAGUAR NORTH AMERICA**

XJR Lead Gen / Conquesting Direct Mail



#### McLAREN

Personalized Direct Mail



#### **AMERICAN HOSPITAL ASSOCIATION**

Direct Mail Campaign

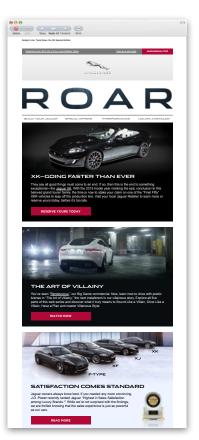




#### **JAGUAR NORTH AMERICA**

Monthly E-Newsletters





#### OAKWOOD WORLDWIDE CORPORATE HOUSING

**Promotional Email** 





Section 4 DIGITAL MARKETING

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solutions developed as truly integrated programs that fully leverage and complement existing, traditional media assets for a more dynamically personalized, real-time brand experience.

#### **McLAREN** Dealer Marketing Portal

# INTRO VIDEO

#### **DEALER MARKETING PORTAL**

The portal was set up to be a North American resource to facilitate co-op marketing spending between the OEM and dealers. The site contains a personalized landing page for each dealer, event platform and the marketing material ordering suite where dealers can customize their branded marketing materials with location specific images.

#### SPLASH PAGE



#### DEALERSHIP HOME PAGE

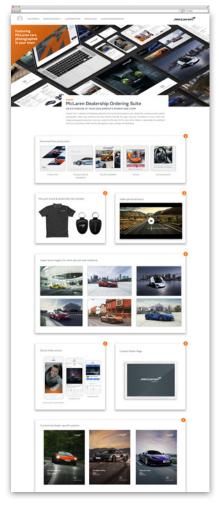


#### EVENT PLATFORM

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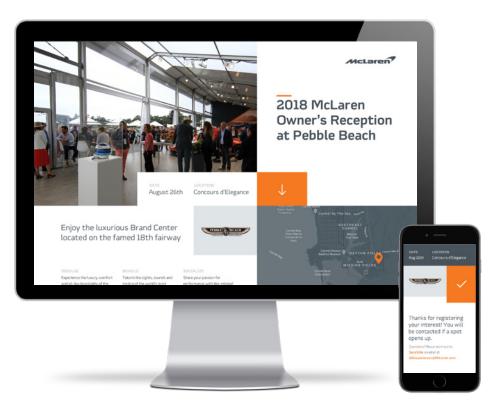


#### ORDERING SUITE



#### McLAREN

Pebble Beach Concours d'Elegance RSVP Landing Page



#### McLAREN Localized Miami Dealer Lease Offer Landing Page & Banner Ad







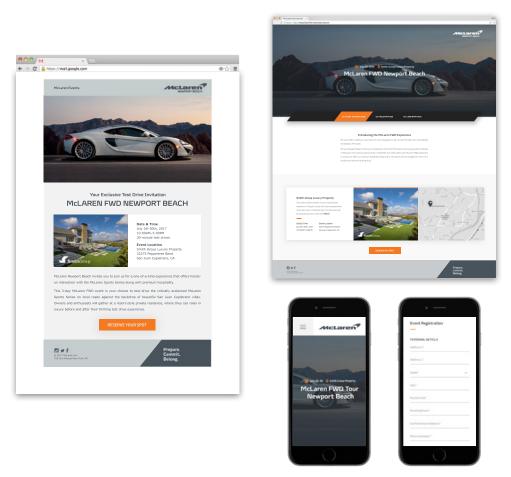
570S Spider

Get in the door of Miami's most exclusive hot spot with a special lease.

Lease Offer >

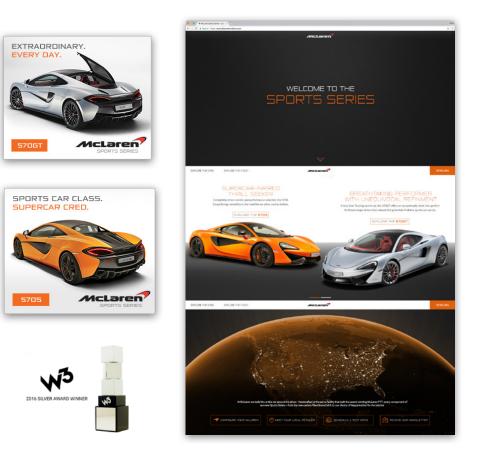
#### **McLAREN**

#### Fwd Tour Email and Landing Page



#### **McLAREN**

Sports Series Launch Digital Campaign



#### **ATTURO** E-newsletter





NEWS FOR

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#### TRUCK OF THE MONTH

IDENT OF THE OTHER TOWNS

Get a wally out thank with differs from and search to be beautif in our monthly manifold." In an year loss photo and ball as the stray of any year tools is an assessment. Sand year solution is intelligible to not if the loss from the search search processing.



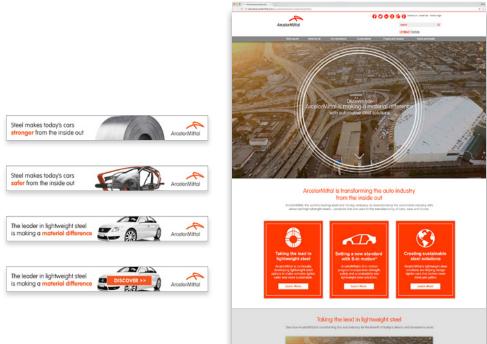
Construction
C

**ATTURO** Digital Banner Ad Campaign



#### ARCELORMITTAL

Perspectives Campaign Banner, ADs, and Landing Page





### **OPTIMA HEALTH**

Open Enrollment Campaign Banner, AD, and Landing Page







# SOCIAL MEDIA MARKETING

that establishes and sustains meaningful connections with customers in dynamic interactive communities, online and off.

#### WILSON BASKETBALL

Social Media Community Development





#### **McDAVID ATHLETIC APPAREL**

Basketball Tournament—Social Media Community Development

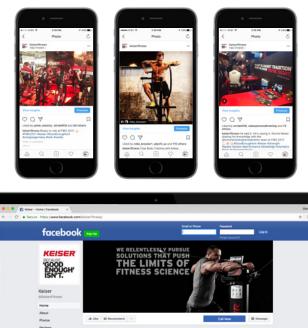




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#### **KEISER FITNESS**

Social Media Community Development



Commercial & Industrial in Presno, California Reviews 4.8 \*\*\*\*\* Open Now 4.6 \*\* \*\*\* 88 Reviews Tell people what you think See Al uk 5,034 people like this bullube 3 4,872 people follow this \*\*\*\*\*\* 0 672 people have visited Power was Communi See Al Create a Pr •

#### ATTURO Social Media Content







#### AZTECA

Sunshine Wheel Facebook Page Promotion



#### **MATHER LIFEWAYS**

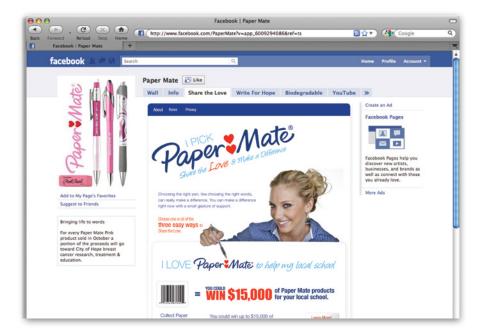
Ways to #agewell Social Campaign





#### PAPER MATE

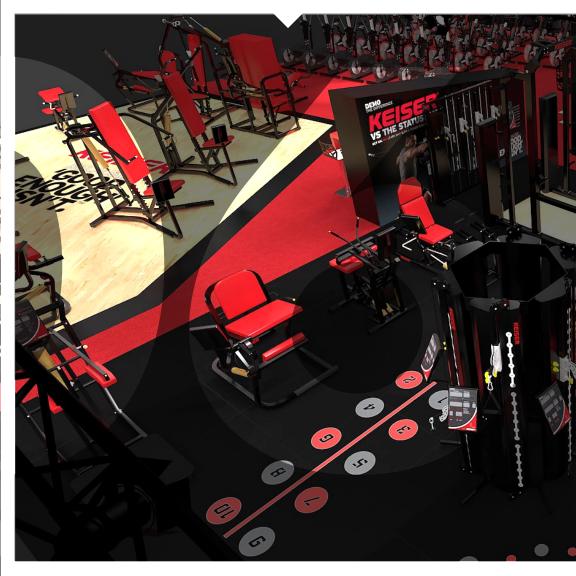
Share the Love Facebook Promotion



#### **INTELLIGENTSIA COFFEE**

Anchor Store Relaunch—Social Media Design & Management





Section 6

## EXPERIENTIAL, EVENTS, AND TRADE SHOWS

that surprise and delight audiences with well-timed, well-placed brand messages that are thoughtfully integrated into their everyday lives—and which thoroughly support concurrent marketing efforts.

#### **KEISER FITNESS**

FIBO European Convention Display





#### **McDAVID ATHLETIC APPAREL**

Basketball Tournament Design & Management



#### ATTURO Trade Show Booth





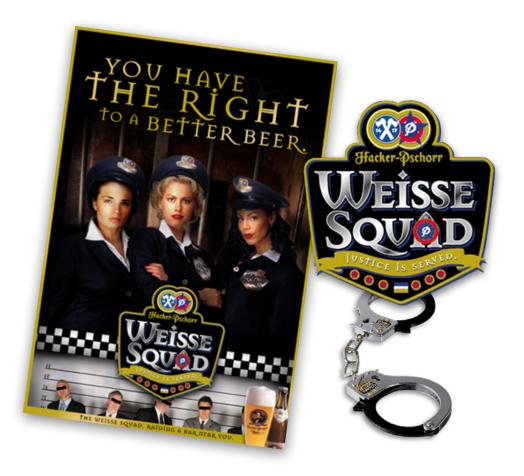




#### HACKER-PSCHORR BREWING

Weisse Squad Sampling Tour





### **OPTIONS CITY**

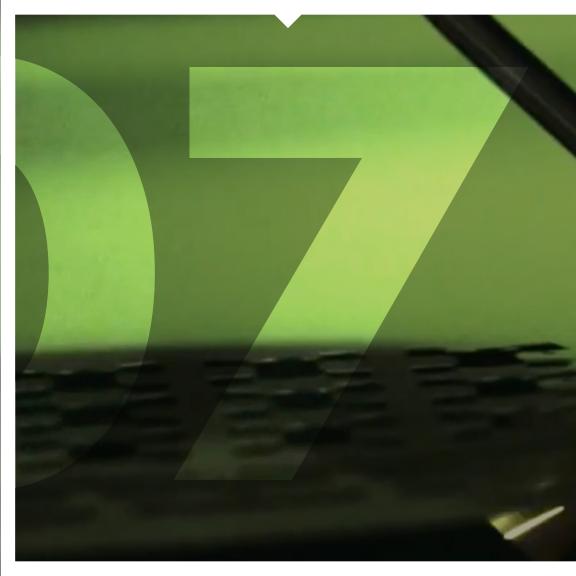
Trade Show Booth with McLaren Partnership



#### PERIDOT PRECISION MANUFACTURING

Trade Show Booth





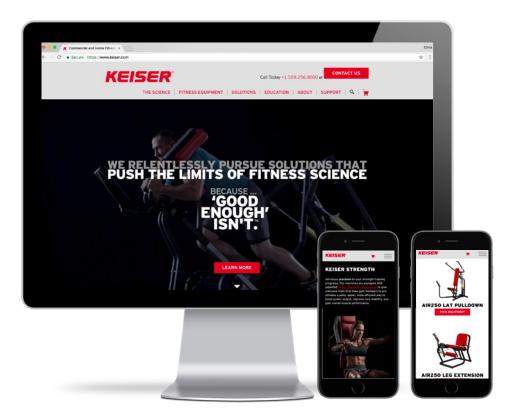
Section 7

## WEBSITE DESIGN/ DEVELOPMENT

that delivers high-level functionality and then some, creating an intuitive experience that exudes personality and invites discovery.

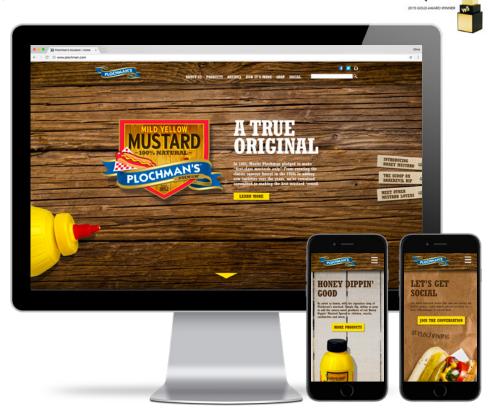
#### **KEISER FITNESS**

keiser.com



#### **PLOCHMAN'S MUSTARD**

plochman.com



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#### **ANDREW BERLIN**

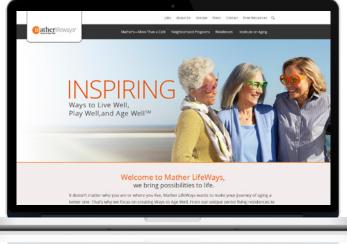
andrewberlin.com



#### **MATHER LIFEWAYS**

#### matherlifeways.com





#### **PERIDOT PRECISION MANUFACTURING**

peridotcorp.com



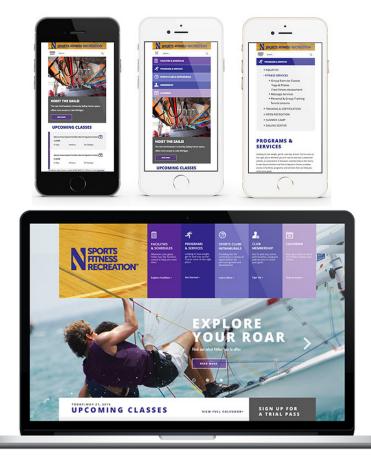
#### **ADVANTAGE FUTURES**

algoadvantage.com



#### **NORTHWESTERN FITREC**

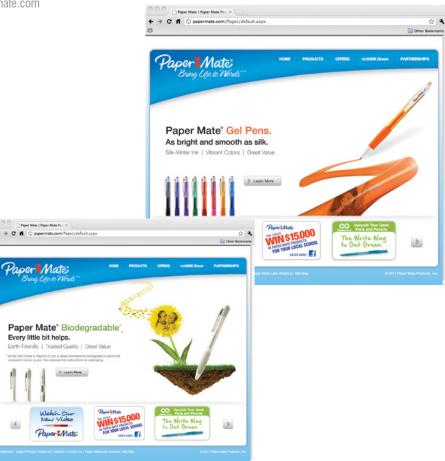
fitrec.northwestern.com



#### PAPER MATE

papermate.com

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### Section 8 OUT OF HOME

messages that resonate at light-speed with customers on the move, integrating seamlessly with the fabric of their everyday routines.

#### **BERLIN PACKAGING**

Napa Valley Regional Truck Wrap



#### **ADVANTAGE FUTURES**

Bus Shelters





#### **BON CHANCE CASINO**

Outdoor Campaign (SPEC)







#### OPTIMA HEALTH Outdoor Board



#### **GERBER COLLISION & GLASS**

Outdoor Board





Section 9 P.O.P. that does what it says: (pops!).

#### **TITLE BOXING CLUB**

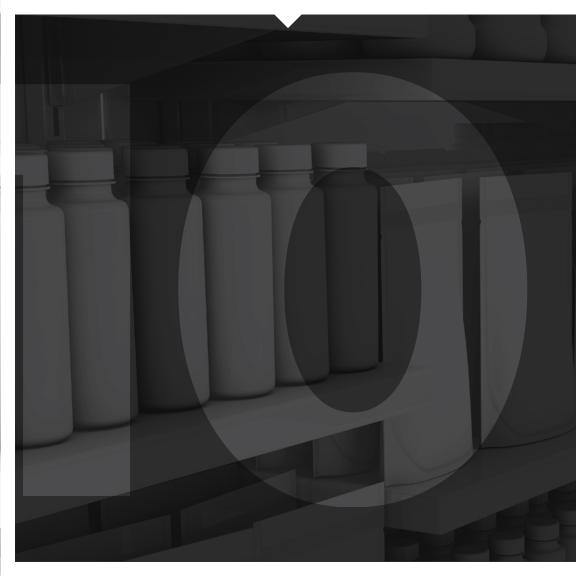
Gift Card Display



#### **VOLVO / JAGUAR** Auto Show Kiosks







#### Section 10

### NEW PRODUCT DEVELOPMENT

that understands focus groups aren't infallible crystal balls, and that accelerated time-to-market is half the battle.

#### **WILSON TENNIS**

New Product Development & Sales Presentation



#### SILVERBACK GLOVES

Product Development & Naming

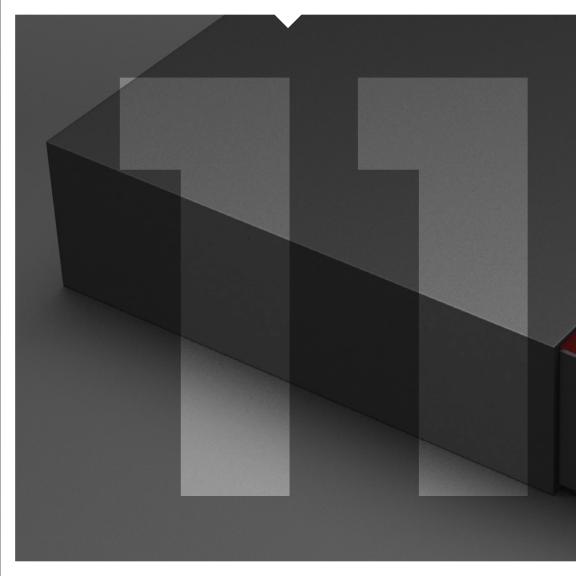


#### WHOLE EARTH SWEETENER COMPANY

Organic Cane Sugar Product Development







# PACKAGING

that stands out in commanding the customer's attention; instantly communicating everything about the product, its brand, implied value, and promise.

#### **WORLD KITCHEN**

Pyrex and Ekco Vivo Packaging



#### **CONAGRA FOODS**

Conagra Foods

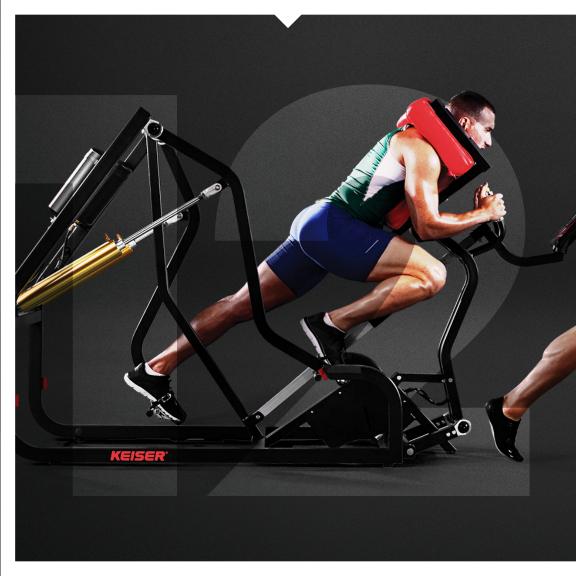


#### **PLOCHMAN'S MUSTARD**

Package Design







### Section 12 IDENTITY DEVELOPMENT

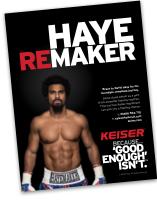
that carefully adheres to a brand's true roots, while infusing freshness in provoking awareness of something new or helping to implement line extensions in new sizes, flavors and formats.

#### KEISER Identity Development

















#### LOGO DEVELOPMENT







SKYLINE FURNITURE, MFG.











### Section 13

## SALES COLLATERAL

that recognizes the critical role that brochures, spec sheets, and other materials play in distribution-chain management, and treats them as more than throw-aways destined to line the trunks of salespeoples' cars.

#### PERIDOT PRECISION MANUFACTURING

Product/Service Brochure





#### **JERR-DAN TOW TRUCKS**

Sales Brochure



#### **MATHER LIFEWAYS SENIOR LIVING**

**Retirement Living Brochure** 



#### **KEISER FITNESS**

Sales App



## PAPER MATE

re:think Sales Kit



"Biodegrading Pen" Flipbook

#### OAKWOOD WORLDWIDE CORPORATE HOUSING

Digital Property Brochure



#### **ADVANTAGE FUTURES**

Corporate Brochure / Sales Kit



### **ALLIED VAN LINES**

Specialized Move Division Sales Collateral





Section 14

## SALES PROMOTION

that breaks away from tired, template-driven programs in delivering more impactful consumer experiences.



### **TITLE BOXING CLUB**

Promotional Direct Mail and Door Danger



#### **CASSIDY TIRE** Nitrogen Fill-Up Promotion

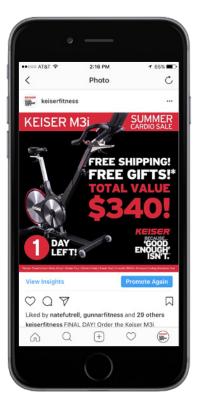


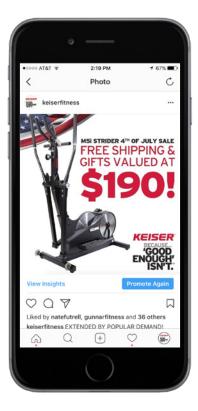




### **KEISER FITNESS**

E-commerce Promotion







#### Section 15

# THINKING IN 4D

allows us to help you create real connections with consumers by managing earned, owned, and paid media in real-time. Here's how we used our 4D approach to create a dynamic customer experience for the Volvo CRM program. VOLVO

560

SED

**VOLVO** CRM Program





REAL-TIME MANAGEMENT OF EARNED, OWNED AND PAID MEDIA

Dimensional Direct Mail—Paid Media



Personalized Direct Mail—Paid Media



Based on web response, a personalized self-mailer delivers custom geo-targeted offers to qualified prospects—driving them to local dealerships.

Promotional Emails—Paid Media





Targeted and timed emails test offer messaging, with click-through results driving the push of future emails that feature the winning message.

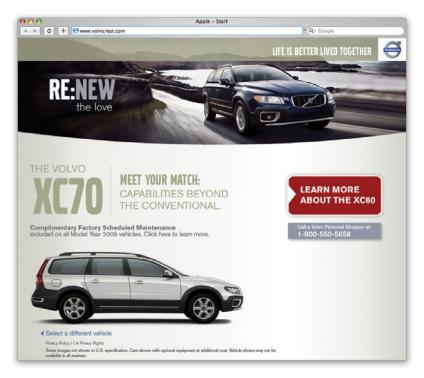
Personalized Promotional Emails—Paid Media





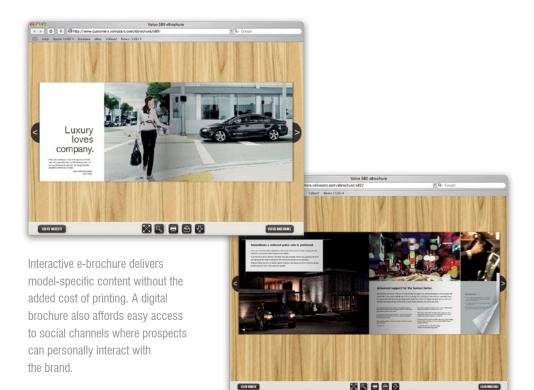
Click-through behavior drives the personalization of follow-up offers to interested consumers, including the customization of creative by model type and key messaging.

XC70 Launch Promotion Microsite—Owned Media



Landing page features highly personalized content, custom to the creative or campaign that produced the click-through, and permits the consumer to connect with Volvo on their own terms.

VOLVO Interactive E-Brochure—Owned Media



Personalized Owner Welcome Kit Brochure-Paid Media



New owners are welcomed to the brand with a personalized offer package designed for additional data collection, including email address, Twitter handle, and other communication preferences.

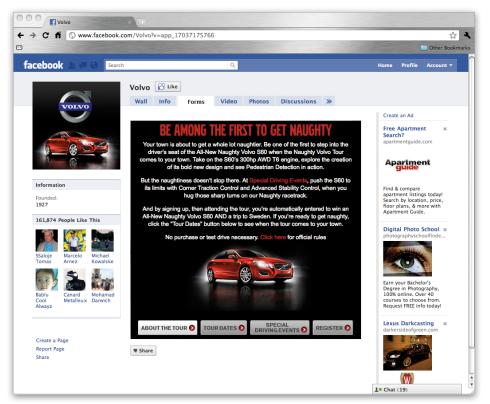
Personalized Owner Email Newsletter—Owned Media



Information collected via welcome efforts, combined with previous consumer data, drives the customization of a quarterly e-newsletter that features highly personalized content.

Owner interaction with the e-newsletter further reveals consumer interests and insights that are then used to feed initiatives from social media promotions to future communications to both owners and handraisers.

S60 Facebook Tour Announcement—Owned Media



Social media promotions use insights from consumer engagement to promote experiential events that drive more meaningful brand interactions.

S60 Tour Email—Paid Media



Based on real-time responses to social promotions and other cross-channel initiatives, timed and targeted email communications are deployed to maximize the momentum of the campaign.

#### **VOLVO** Holiday Greeting Video



Recurring CRM efforts, such as holiday greetings, combine relationship-building with the powerful reach of social, expanding the brand's influence far beyond its customer database.

**VOLVO** Holiday Greeting Video



Rich video content delivers entertainment value across earned, owned, and paid media channels.

Holiday Greeting Video Posts and Shares-Earned Media



Multi-purpose video content inspires conversation across channels, gleaning valuable consumer perceptions about the brand and its values.

Holiday Greeting Video Posts and Shares-Earned Media



Ongoing conversations provide an opportunity for the brand to interact with owners and handraisers, promoting both loyalty and brand advocacy.

## ASK SOME OF OUR CLIENTS...



## ...WHAT THEY HAVE TO SAY ABOUT US

"You know, it's such a pleasure to work with people who are genuinely interested in your business and are unbound by the bureaucracy and overhead of the traditional ad agency structure. With Plan B, there is no expensive layer of ad agency executives pretending to be 'Madmen.' There are no walls separating you from the work. You get access to talent and you can be as involved as you like or need. I would say that Plan B is the agency alternative. Anyone else is just putting a shine on it."

#### **STEPHEN CINDRICH**

#### VP Strategic Business Development, Optima Health

"I know I can count on Plan B for thoughtful solutions to our problems... The currency of the realm is ideas and there are a lot of ideas here and a lot of good creative thinking. Plan B knows how to use data and understands how to collect it, how to manage the process, and how to point us in the right direction."

#### MIKE REISNER VP Marketing, Alva-Amco Pharmacal Co.

"So as to my experience in working with Plan B... all I can say, is I hate when a project wraps up, because the process in working with them is so entertaining and the outcome/deliverables remind me of opening up a spectacular present time after time."

#### JOHN ROTCHE President, TITLE Boxing Club

"Why use Plan B? Because I got tired of paying too much money for too many services I don't want, to get too much work that doesn't deliver on my needs, from people who really tend to irritate the hell out of me with their bureaucratic Glastonbury thinking."

#### PATRICK PICKERELL President, Peridot Corporation

"Plan B is a partner. They've truly taken ownership and they understand our business. They get what Keiser is about and understands why it exists, and that affects everything we do in marketing. With Plan B's help we not only have the right message but a strong message for our company."

#### BRENNON BYNUM Director of Marketing, Keiser Fitness

## **READY TO START YOUR PLAN B?**

**THISISPLANB.COM**