

Brandmeliers

We create True Branded Brands!



Emotionally connected customers have a **306%** higher **Lifetime Value***

Brands that can create an emotional connection with their customers perform threefold better than those that simply satisfy the need. These customers are more likely to stay with the brand long-term, buy more frequently, and recommend the brand to others.

* "The New Science of Customer Emotions" | Harvard Business Review

The objective from **Acorn to Oak** is to achieve the order and structure that will ensure the scalability of your business.

Think of **Branding as people's Personality..**

That which differentiates us from others, the image and reference, the habits, the customs, our way of communicating, of relating, basically, our way of being.

This helps us understand Branding as an essential discipline in business, which seeks to position your brand from authenticity in a unique and differential way, establishing a connection with your clients and generating an impact on your community.

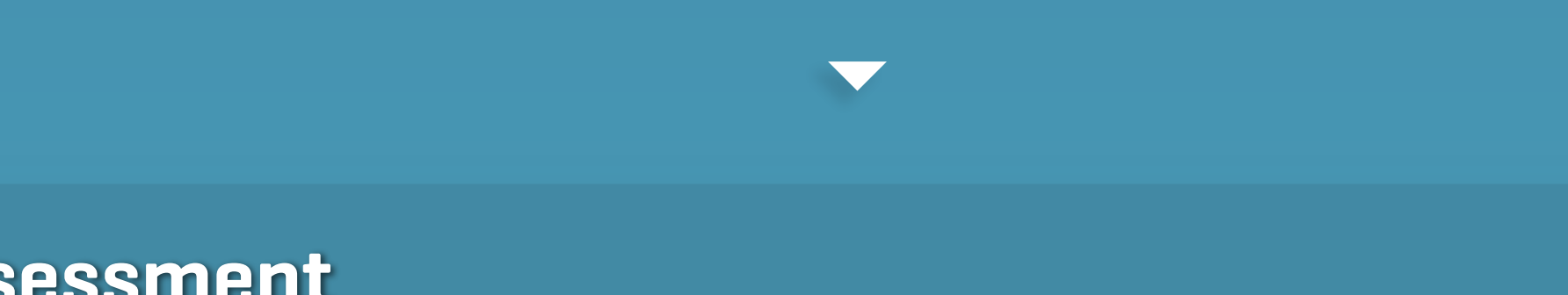
What are the benefits of branding?

Seeks to increase **brand value** through...

- Understanding **your client, competition, and the market** in general
- Improve **positioning** and **perception** through pricing techniques.
- Create a distinct **value proposition** to differentiate from competitors.
- Create a **visual and communication identity** that is consistent with your message
- Develop an emotional connection with the client through your **corporate culture**.
- Address the short, medium and long-term approach giving **clarity to the project**
- Obtain larger **profit margins** compared to competitors
- Companies that invest in branding emerge **stronger from crises**

What is the process?

The strategy is implemented in three phases



A Assessment

Evaluation meeting

En esta fase trabajaremos conceptos específicos que nos permitan definir los pilares fundamentales sobre los cuales construir para alcanzar tus objetivos.

To do this, we concentrate on two crucial aspects: your ideal future, **The Vision**, and the actual state of the business, **The Reality**. Between these two notions are indicators about the main steps to follow.

VISION

1 Idea | Concept
Communicates why the brand exists, what promise it fulfills and what problem it solves for the target customer

2 Purpose
Aligning personal interests with the business providing direction and significant transcendence

REALITY

3 Benchmarking
Competitor study and ideal customer profile

4 Tasks | Processes
Customer Journey + Tasks diagnosis, processes and resources

5 Culture and Values
Study of habits, principles and values
Vision, Mission, Goals, Objectives and Metrics

6 Ecosystem
Mapping the environment and relationships with the team and partners

7 Finance and Legal
Pricing, recommendations, budgets, agreements and records

B Development

Strategy development

At Brandmeliers we understand that every brand is unique. We leverage your strengths, identify your opportunities for improvement and create a personalized branding strategy to help you scale and grow your business.

Below we present the areas we can address, always taking into account the specific needs of your project.

PLANNING AREAS

Processes | Resources
Setting objectives, metrics and developing processes providing the necessary resources

Team | Partners
Plan collaboration with the ecosystem by understanding the flow of tasks and the possibility of solving them

Culture and Values
Development of service processes, hospitality and culture within the environment

Identity
Graphic, visual and intangible identity design (communication, voice, etc.)

Marketing
Creation and implementation of an internal and external marketing plan

Content
Strategy for creating and publishing content in different media

Ecosystem
Building relationships with the environment to prosper together

Sales
Sales and after-sales channels studied and diagrammed

Finance
Creating tools that provide financial solutions

Dialogue Spaces
Structure of communication with the community in general

Projection
Establish processes that ensure scalability

Legal
Review of the necessary aspects to be covered according to the project

EXIT
Design an exit strategy

C Briefing

Handover meeting

Final stage where we explain and deliver the developed strategy, addressing queries and clarifications so that you can execute your new Branding strategy as soon as possible.

Depending on the plan we have developed, from this point on you have the option of continuing with our advice, carrying out the execution on your own.

We believe that the clarity of the strategy will lead to the success of your project, and we are here to help you every step of the way.

Do you have questions?

Don't hesitate to ask us any inquiry you may have or send us your recommendations. We are here to help you and answer all your questions. Even if you have issues about the budget, don't hesitate to contact us.

We are open to dialogue and find the best solution, always.

We commit to your project as if it were our own, we like to enjoy it, to give our best, we are honest, transparent and dedicated, even quite nerdy, so you can expect us to share books, movies, music, articles and things about personal development.

We consider clients as friends, we like to share experiences from enjoyment, like coffee and deep conversation, homemade food and good wine, or dinner at the Restaurant to toast to success.

Let's work together!

Brandmeliers

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