





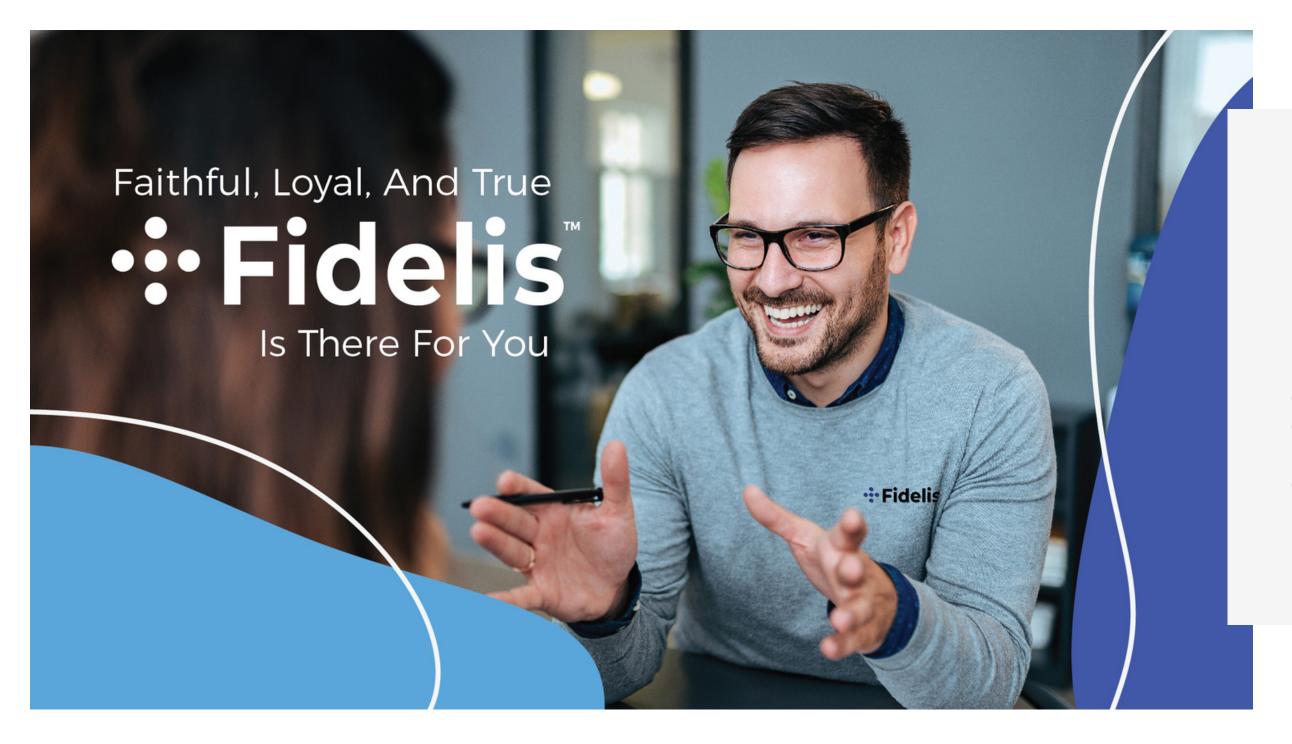
# FIDELIS INSURANCE

# POSITIONING A STARTUP FOR THE NEXT STAGE OF GROWTH

As a fast-growing insurance startup, Fidelis needed to quickly get their internal and external communications in order. With hundreds of agents in their network and tens of thousands of customers, a clearly articulated brand was key to gaining a competitive advantage.

pH Collective consulted with their in-house teams to strategize and develop a communications plan. Starting with a comprehensive Communications & Style Guide, we designed a series of branded pieces that ranged from social media templates to merchandise for their physical offices. We also conducted live & recorded trainings with key staff.

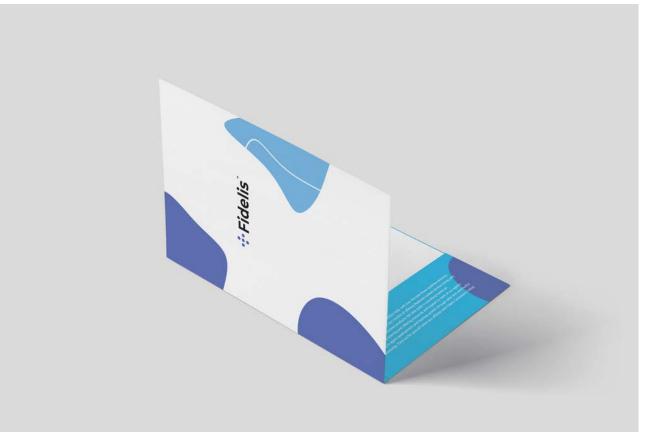
The result is a startup that is now leveraged for the next stage of growth.



# BRAND DEVELOPMENT

Defined brand guidelines and consulted with in-house teams to design a series of print collateral, merchandise, and branded office decor.











COLLATERAL

VIEW BRAND GUIDELINES







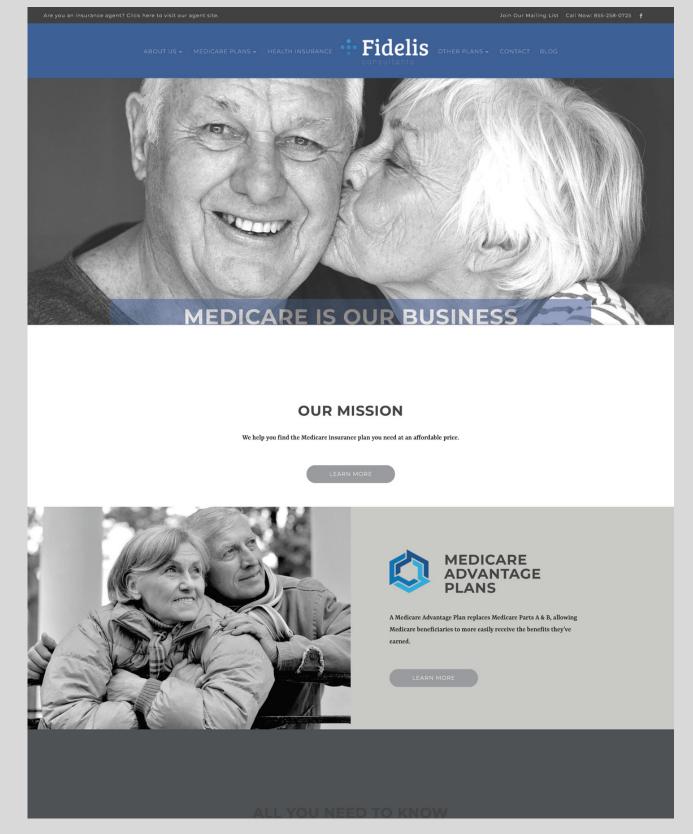






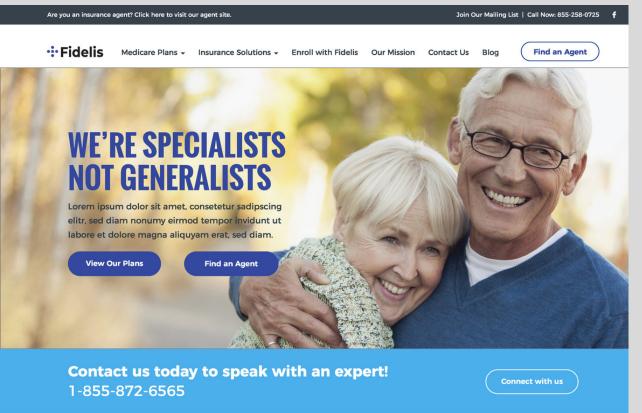
MERCHANDISE & OFFICE DECOR

## **ORIGINAL DESIGN**



WEBSITES (CONSUMER WEBSITE)

## **NEW DESIGN**



# MEDICARE IS OUR BUSINESS



### Medicare Advanta

A Medicare Advantage Parts A & B, allowing Momore easily receive the

### Medicare Supple

Medicare doesn't cover ( help you find the right s help reduce your out of

# Part D Prescription Prescription drugs can b

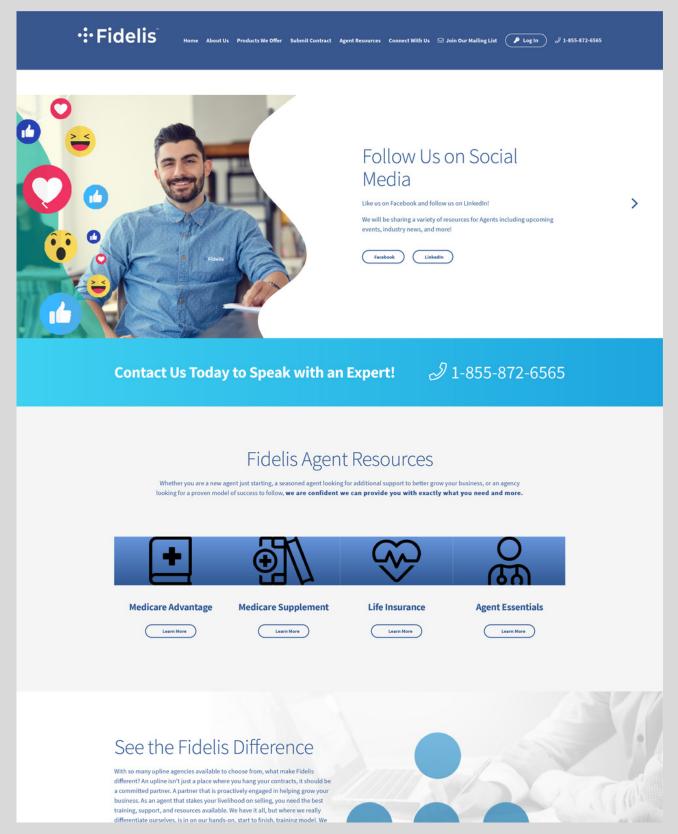
can help you find the rigl coverage to help keep th under control.

### **Dental & Vision**

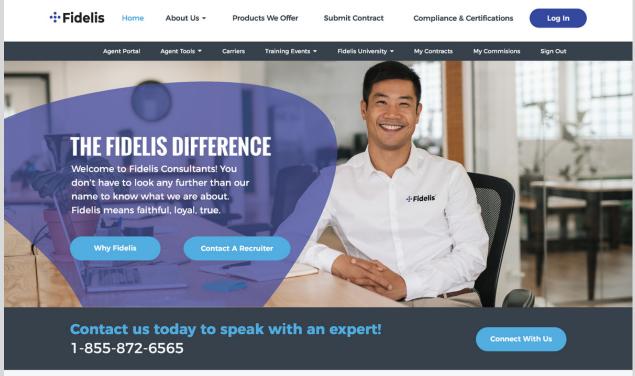
Our Dental and Vision care



## **ORIGINAL DESIGN**



## **NEW DESIGN**



# **WHY FIDELIS?**



From virtual webinars to the agent portal, our state-of-the-art technology connects our agents to the answers they need 24/7. **Dedicated Sales** 

Support

We have a proven track record of

developing top agents with our award-winning training program and network of Sales Directors to help



**Local Offices** 

place to meet clients, or a place to work, our field offices are always fully equipped and available.

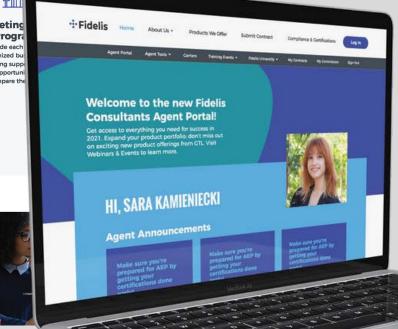
Marketing Progra

We provide each customized bu marketing supp learning oppor









**WEBSITES (AGENT WEBSITE)** 



# fidelisins





153 posts 204 follow

68 following

### Medicare & Health Insurance

Insurance Company

Fidelis Consultants

Local insurance broker specializing in Medicare, Individual Health, Group Health, and a variety of other insurance plans.

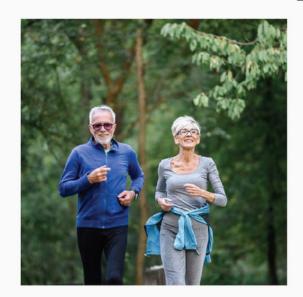
linktr.ee/fidelisconsultants

Followed by kiasbess

**Ⅲ** POSTS

VIDEOS

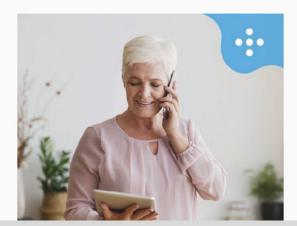
② TAGGED











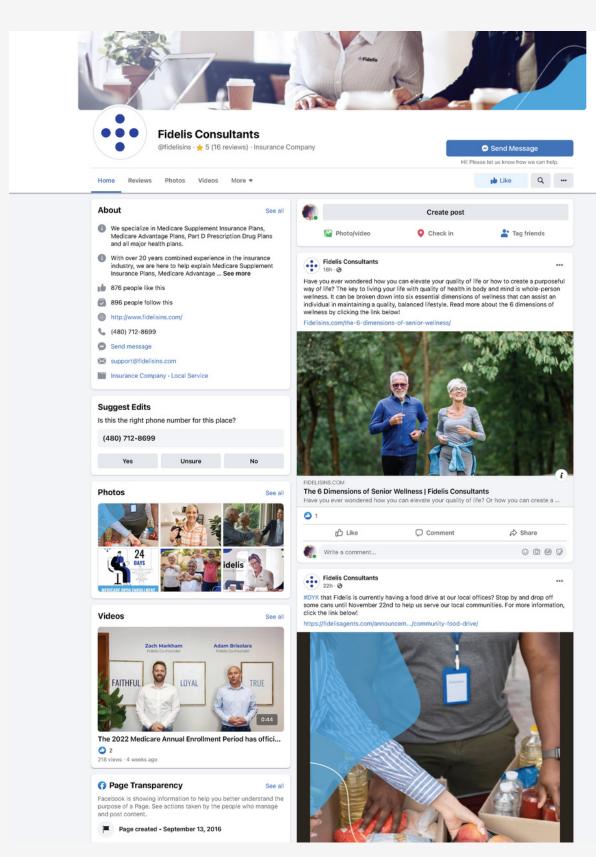
As I research Medicare plans for my clients, I look for a plan that best fits their needs and lifestyles. I work for you, the client, not the insurance company."

DUSTON JOHNSTON Licensed Agent

# STRATEGY Developed communications strategy guidelines for B2C and B2B on social

SOCIAL MEDIA

Developed communications strategy guidelines for B2C and B2B on social media (FB, IG, LinkedIn). Researched relevant communities and conversational hashtags to grow the Fidelis brand. Developed posting calendars, blogs, and both live & recorded training sessions for staff to optimize their social presence.



# GET THE MOST OUT OF YOUR MEDICARE COVERAGE WITH THESE 5 FREE SERVICES.

by Gabbi Checketts | Aug 16, 2021 | Medicare | 0 comments



Are you new to Medicare? Or have you been a beneficiary for years? Either way, you most likely know the basics of what Medicare costs and what it covers. But did you know there are several lesser-known services beneficiaries can take advantage of for free? Here are 5 services available to Medicare recipients that could save you money while helping to prevent costly health problems down the line.

- Annual Wellness Visits If you've had Medicare for longer than 12 months, you automatically qualify for a free, annual wellness visit. The purpose of this yearly appointment is to create or update a personalized prevention plan, which may help prevent illness based on your current health and risk factors.
- Counseling Medicare covers a broad array of treatment services for those with mental illness and substance abuse
  disorders. While many of these services have special rules that limit coverage and reimbursement, Medicare
  provides alcohol and tobacco counseling free of charge.
- Vaccines Medicare Part D (Prescription Drug Coverage) covers most vaccines and immunizations. However, there
  are certain vaccinations that are free with Original Medicare, including influenza shots, pneumococcal shots, and
  Hepatitis B shots.
- Cancer Screenings As you get older, the risk of developing cancer increases drastically. The most important component in the fight against cancer is detecting it as early as possible. The following free cancer screenings are included in your Medicare coverage:
- Colorectal cancer One colonoscopy every 24 or 120 months, depending on your risk level
- Lung cancer Low Dose Computed Tomography (LDCT) once per year
- Prostate cancer Prostate Specific Antigen (PSA) blood tests once per year
- Cervical & vaginal cancer Pap test, pelvic exam, and a breast exam every 12 or 24 months, depending on your risk level
- Other Health Screenings Along with Cancer screenings, Medicare also provides several other screenings covering a variety of health conditions. They include the following, most of which are free if you meet certain risk factors:



Business to Business (B2B) Social Media Editorial Calendar







**BLOG POSTS** 

VIEW B2B EDITORIAL CALENDAR
VIEW B2C EDITORIAL CALENDAR



# AGENT MATERIALS

Develop marketing materials and templates for network of agents to use for mailers, flyers and social media. We also consulted individual agents to design & develop their sales websites.

# **AGENT WEBSITES**







# **QUESTIONS ABOUT YOUR HEALTHCARE COVERAGE?**

I am here to help you find the insurance plan that fits you and your family!

Finding the insurance plan that fits your needs can be difficult, but you're not alone! With expert knowledge, and guidance, you'll have peace of mind knowing you chose the plan to keep you and your family covered.

Request a Consultation

## **TRACI BURNHAM**

Are you new to Medicare? Are you retiring soon? New to the area? Have questions about your healthcare plan?

I am happy to introduce myself as a licensed insurance broker here in the Denver Metro area

Contact Me Today!





# **MAIN HEADLINE HERE**

Add Customer or Agent Offer Here Nam imperdiet vitae metus maximus

Add Call to Action Here

# ADD A LINE OR TWO FOR A HEADING

Add a short paragraph of text here. Vivamus nec neque id libero lacinia pellentesque.

Nam imperdiet vitae metus mamus rutrum.

Lorem ipsum dolor sit amet, consectetur adipiscing elit. Cras efficitur ac purus a porta.



# **EDITABLE MARKETING COLLATERAL FOR AGENTS**

Add Customer or Agent Offer Here Nam imperdiet vitae metus maximus

CTA on offer here

1757 E Baseline Rd. Ste. 102, Gilbert, AZ 85233

480-712-8699

www.fidelisins.com





# LOS ANGELES FOOD POLICY COUNCIL

# COMMUNICATIONS CAPACITY-BUILDING

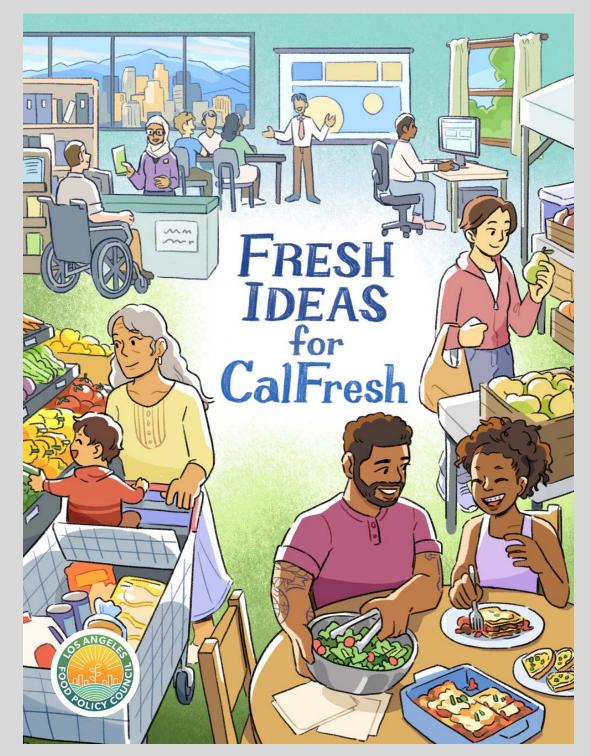
LAFPC has been working in food justice advocacy in the City of Los Angeles for more than a decade. They accomplish a great deal for the community, but as a fiscally sponsored organization, LAFPC lacked the internal infrastructure to sustain a communications team to promote the work that they do.

pH Collective consulted as a marketing department, bringing both Communications and Creative direction to the organization while working in tandem with its strategic plan. Internally, we developed a marketing infrastructure while externally increased their visibility and awareness through a series of tailored branding, media placements, and social media.

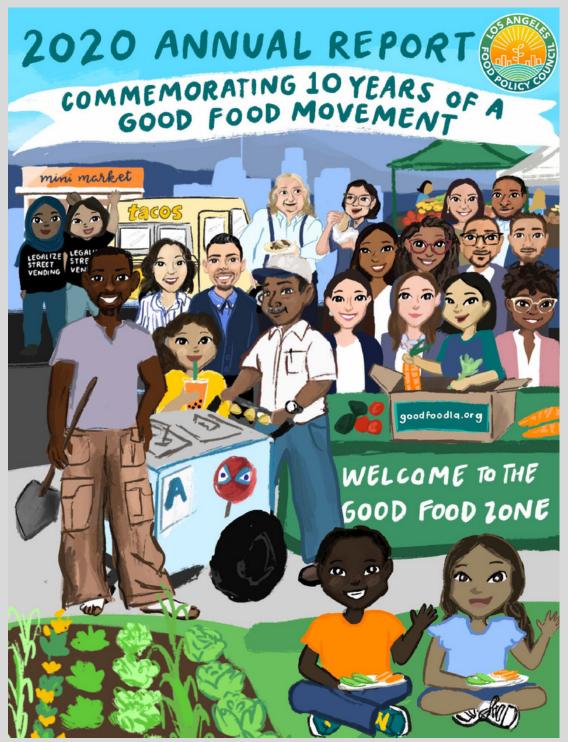


# REPORT DESIGN

Design & developed the annual report to help communicate LAFPC's annual contributions in the community.



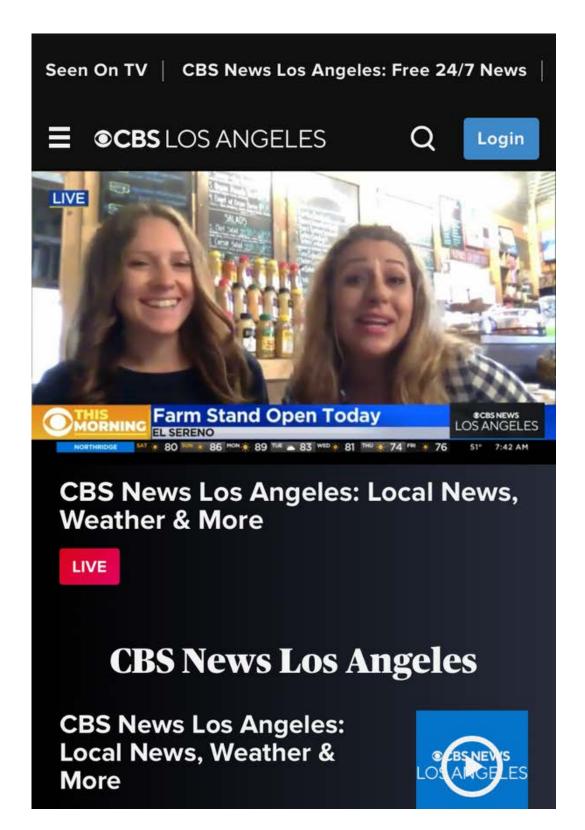


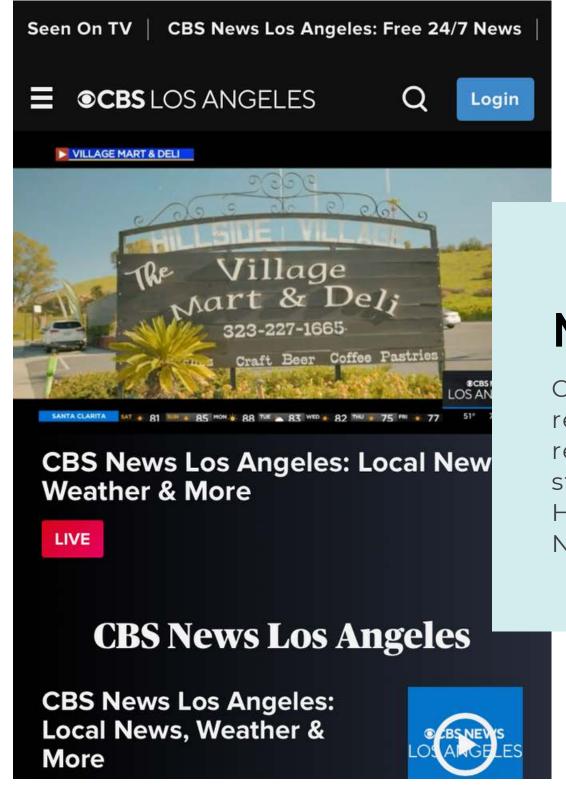


**VIEW FULL REPORT** 



**VIEW FULL REPORT** 







# MEDIA RELATIONS

Cultivated strategic media relationships with local and regional reporters. Placed stories on stores and owners within the Healthy Neighborhood Market Network.



# MARKET BRANDING

Developed branding for various local corner stores within the Healthy Neighborhood Market Network. Worked with key stakeholders to create a tailored look and feel that creates a sense of place and community ownership.

# 岩COMMUNITY BODEGA PICO UNION











COMMUNITY BODEGA | PICO UNION, LOS ANGELES









EMMA'S MEAT MARKET | SOUTH LOS ANGELES









VENUS FOOD STORE | LOS ANGELES



lagoodfood Edit Profile O





1,334 posts 7,537 followers

1,617 following

### LA Food Policy Council

Nonprofit organization

making food healthy, affordable, fair & sustainable for ALL #goodfoodforall #foodjustice \* building community via @hnmnetwork

linktr.ee/lagoodfood















COVID Res...

■ POSTS

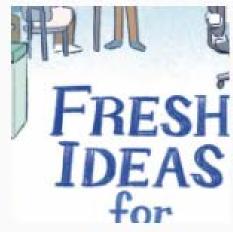
T REELS

E VIDEOS

R SAVED

(II) TAGGED



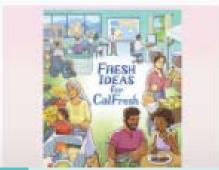
















# SOCIAL MEDIA **MANAGEMENT**

Developed complementary social media templates that blends with the overall branding of the organization, while providing copywriting on all captions for engagement through storytelling,

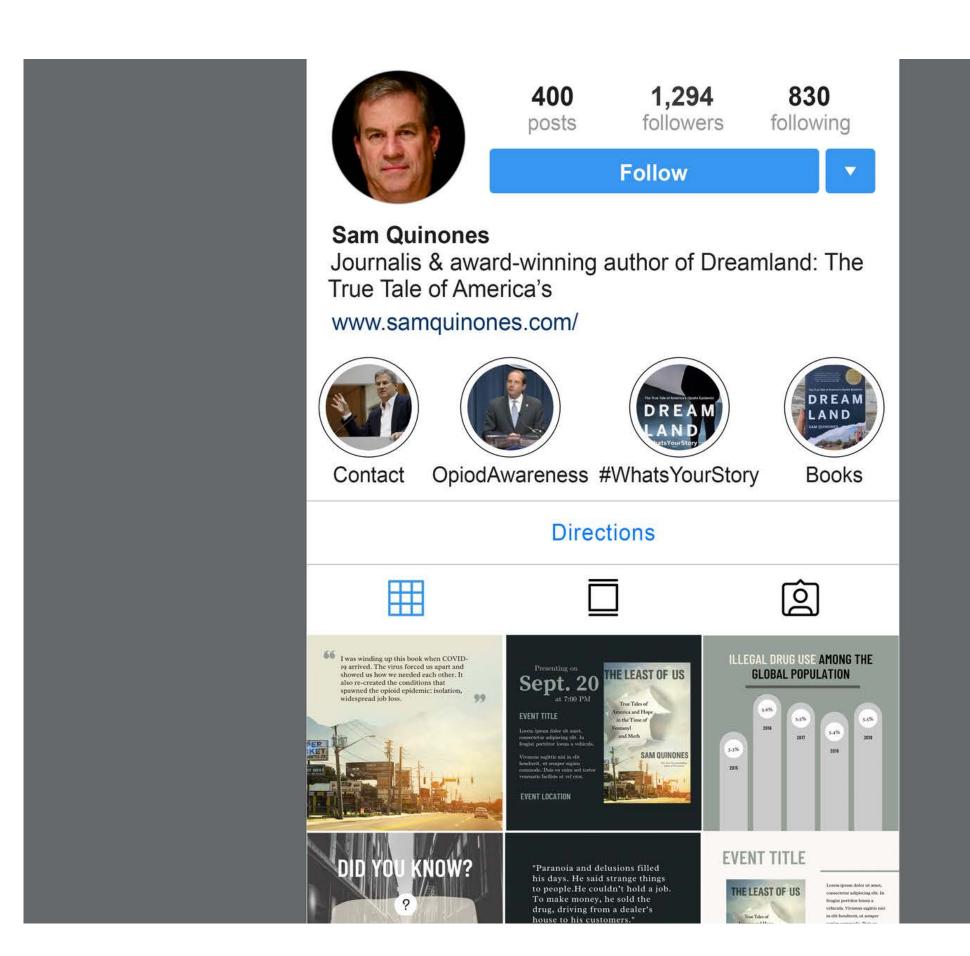


# SAM QUINONES

# NATIONAL SPOTLIGHT ON OPIOID ADDICTION

Winner of the 2015 National Book Critics Circle Award for Nonfiction, journalist Sam Quinones' critically-acclaimed book broke the news on America's opioid crisis, spotlighting the issue on a national stage.

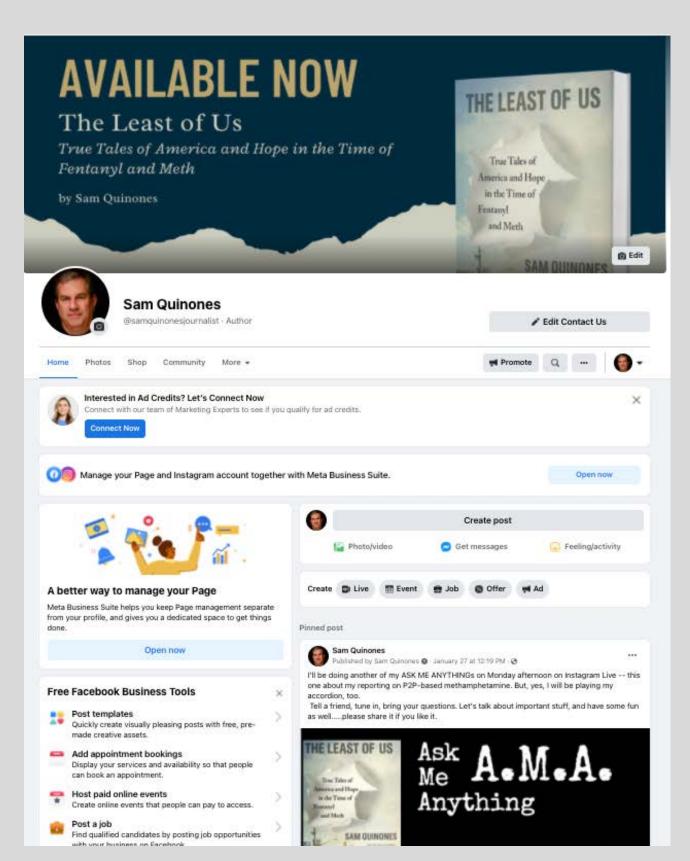
pH Collective took the lead on managing Sam's brand in conjunction with three books, including media relations, events and product marketing, content creation, and social media presence, which we developed from scratch. We also provided engagement with national influencer accounts such as Joe Rogan, television personalities, and various political offices.

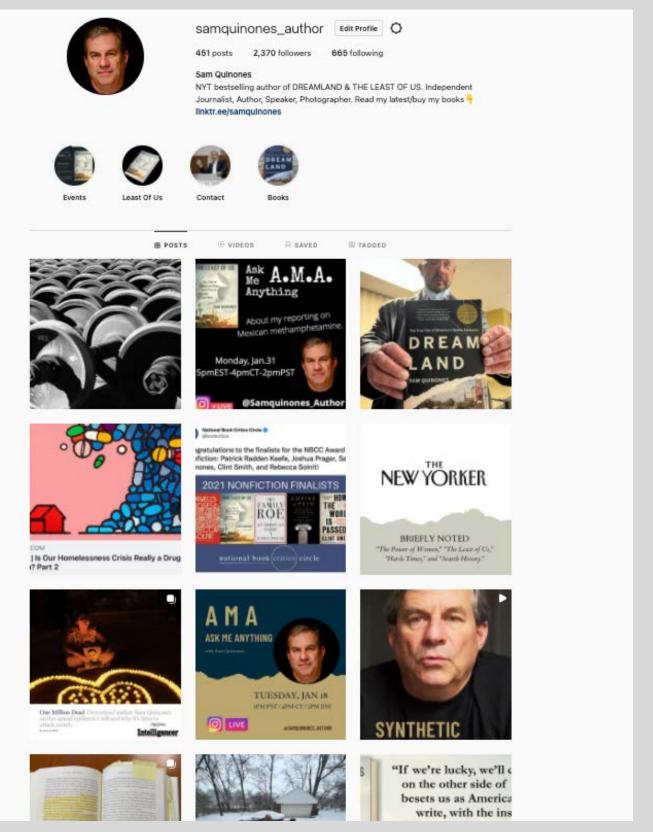


# CONTENT CREATION AND ENGAGEMENT

Designed strategic content around the idea of education and community awareness.

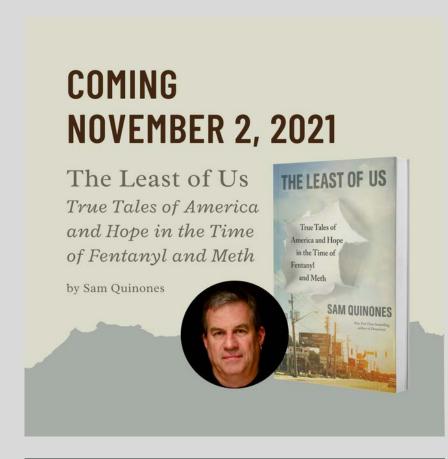
Developed a posting calendar and managed posting, engagements, and other interactions on the platform to engage readers, bring awareness, and promote Sam's work.

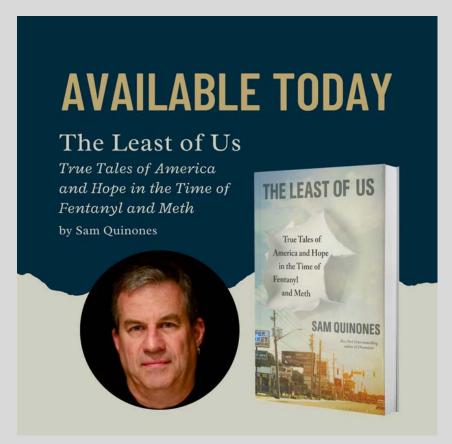




**FACEBOOK** 

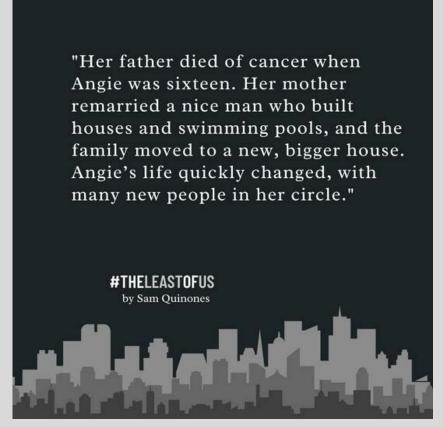
**INSTAGRAM** 



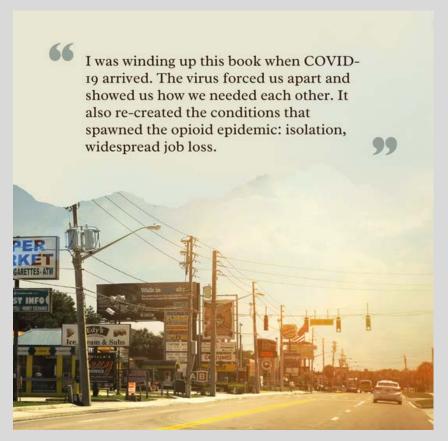


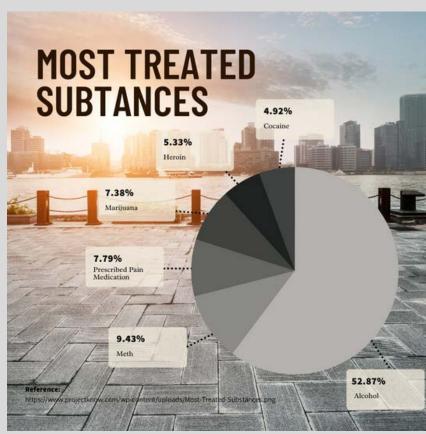












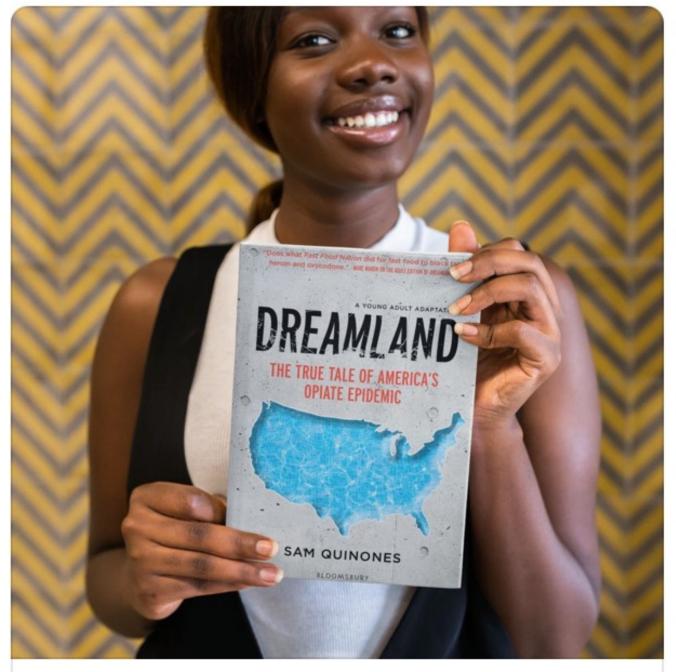
**SOCIAL GRAPHICS** 

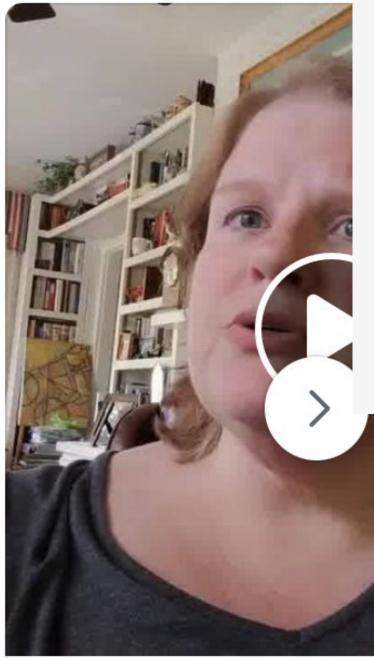


# Sam Quinones

Sponsored · 🚱

Young adult adaptation of Dreamland: The True Tale of America's Opiate Epidemic is now available. Now comes with a classroom guide for educators. #BackToSchool #MustRead #YA





# DIGITAL ADVERTISING

Launched a series of video and image-based ads on Facebook and Instagram specific to the various books' genre and age groups.



## #HolidayGiveaway PLS READ THE ENTIRE POST

Hey folks – this Friday is my #birthday and I'll be celebrating again this year by giving away and mailing out signed copies of #DREAMLAND – the original and the #YoungAdult editions -- as many copies as I can up to 30 of each edition, one copy per person.

It's intended to reward hardworking folks in prevention or recovery, paramedics or ER docs, narcotics officers in the field, judges, jailers, prosecutors, or police chiefs who are innovating, tireless organizers of community alliances fighting the addiction epidemic, folks who need something to read in prison or jail, drug courts helping one addict at a time, school or city libraries strapped for funds, youth groups working on this issue, churches or parents groups looking for a way to get involved.

So if you know of someone like that, or a community organization that could use a copy to raffle off to raise money, or a nonprofit looking for Christmas gift for a hardworking employee, please #tag that person/group AND include a mailing address (very important) in COMMENTS.

Giving away on a first come, first served basis, and mailing them Friday 12/13 at 3pm Pacific Time.

Thanks to all those folks for all you do. -Sam





Sam Quinones
July 9, 2018 · 🕙

In an age characterized by abuse of the most isolating drug, we're seeing Americans come together to fight it. From doctors to officers, judges, paramedics, pastors, teachers and everyone in between -- I encourage you to share your story and help end the stigma and isolation of addiction. Email me directly at samquinones7@yahoo.com (subject: WhatsYourStory)

or submit online http://bit.ly/WhatsYourStoryDreamland. #WhatsYourStory

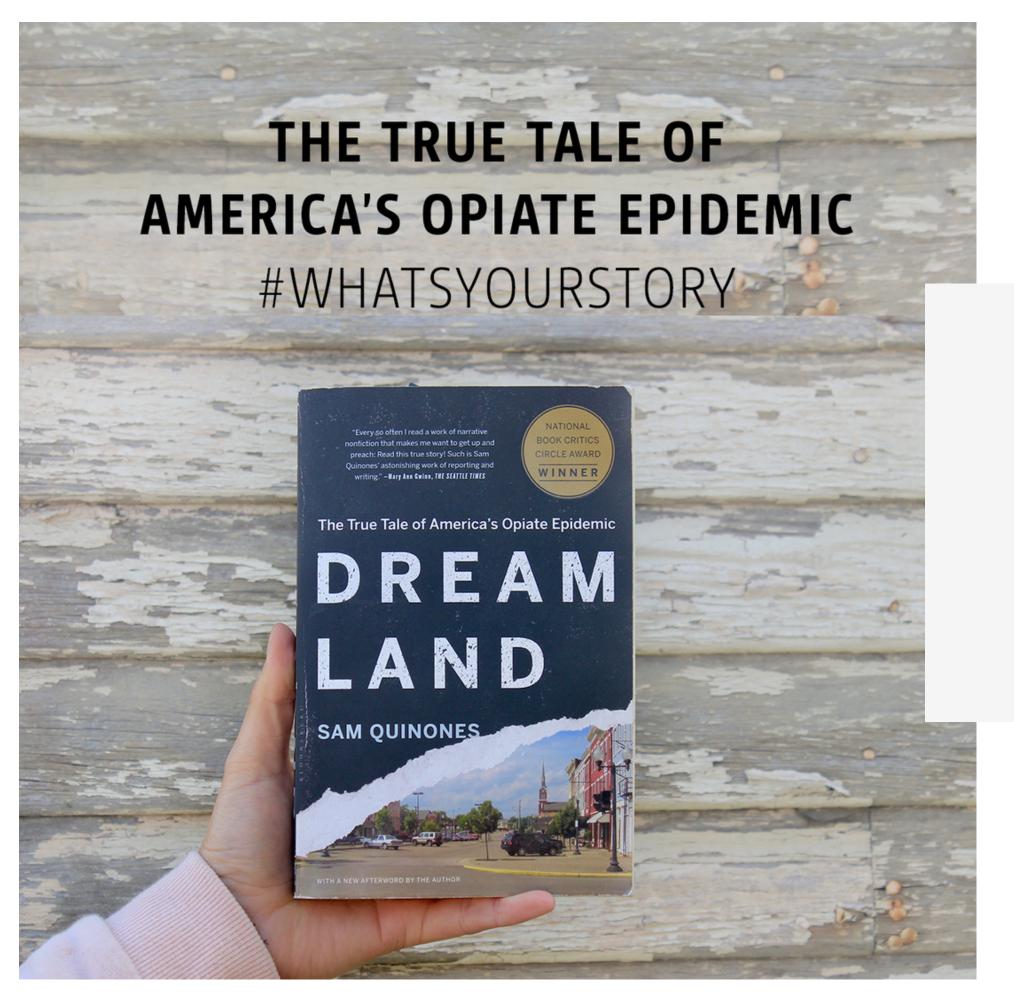


DOCS.GOOGLE.COM #WhatsYourStory

Learn more

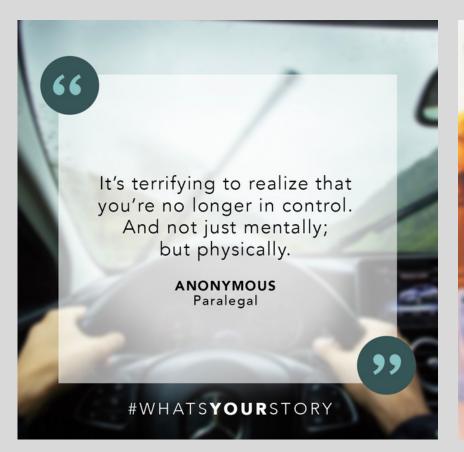
...

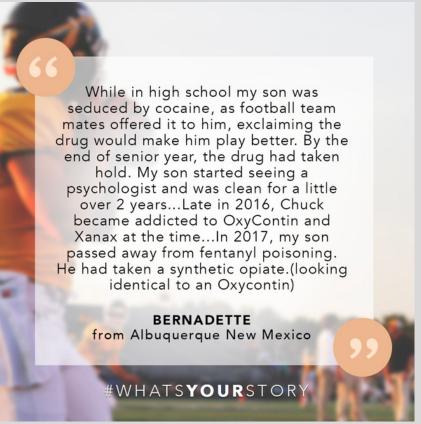
**ADVERTISING CAMPAIGN (SAMPLE AD)** 

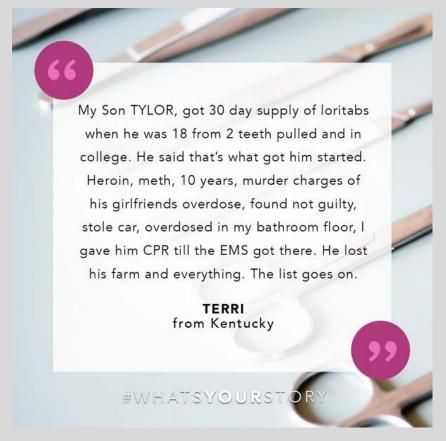


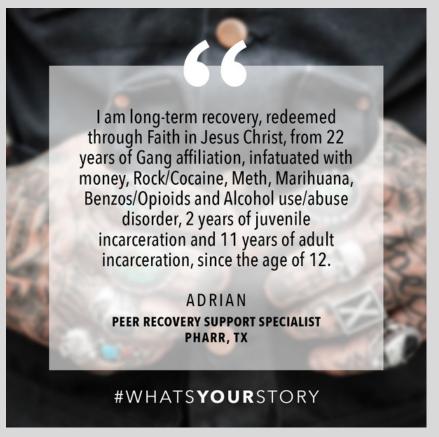
# ENGAGEMENT CAMPAIGN

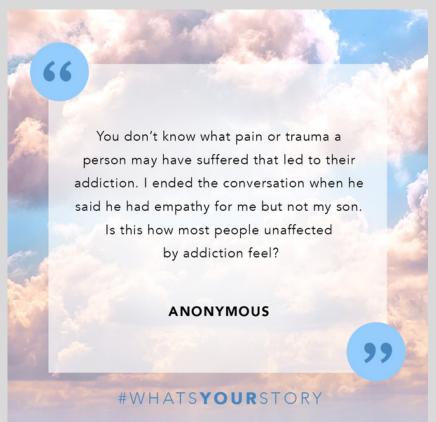
Nationwide storytelling campaign, #whatsyourstory encouraged people to share their stories of opiate addiction, connect with one another, and rebuild communities.

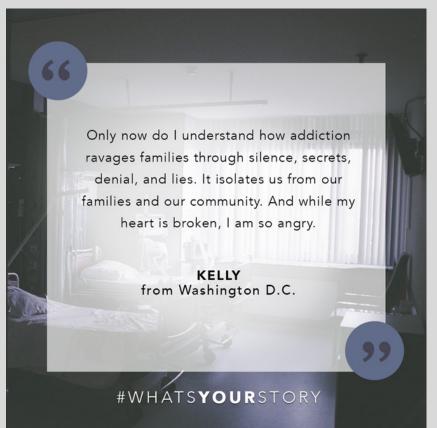


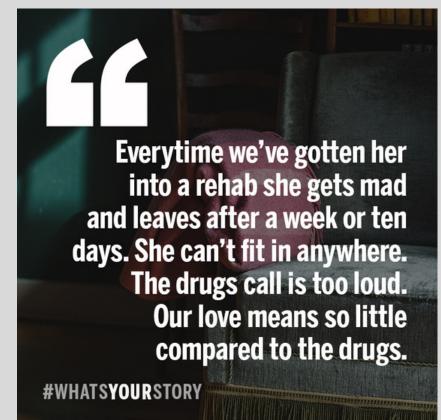


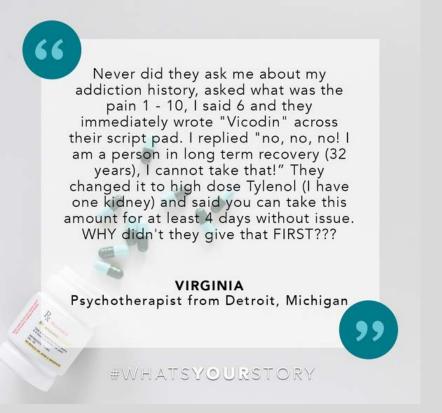


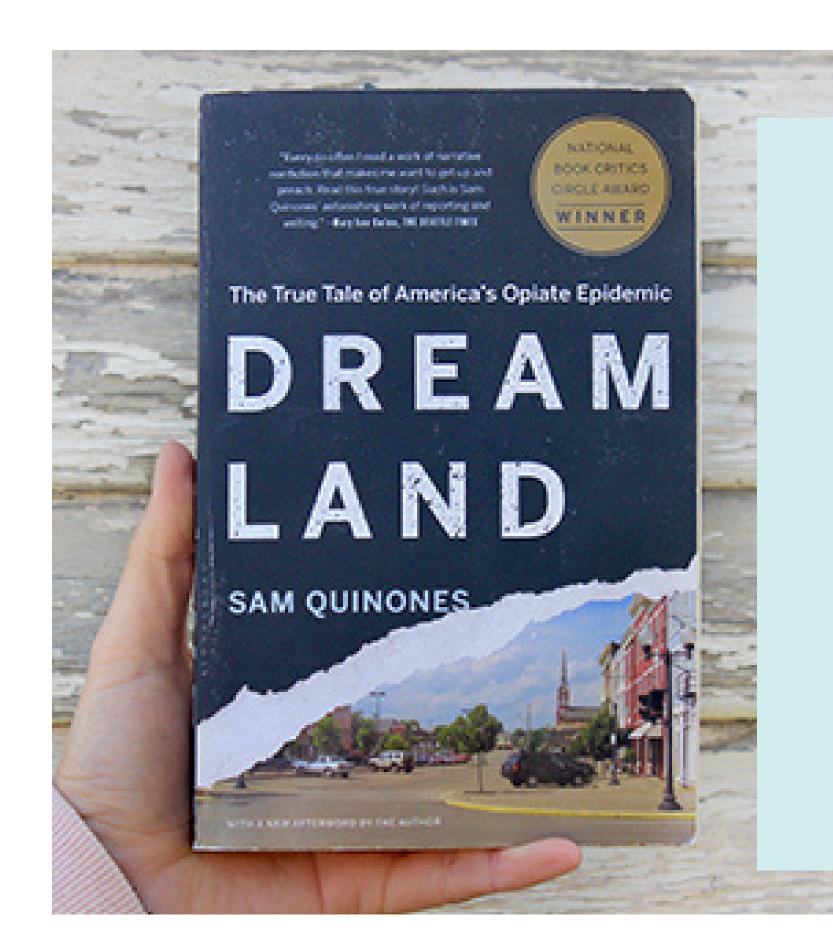








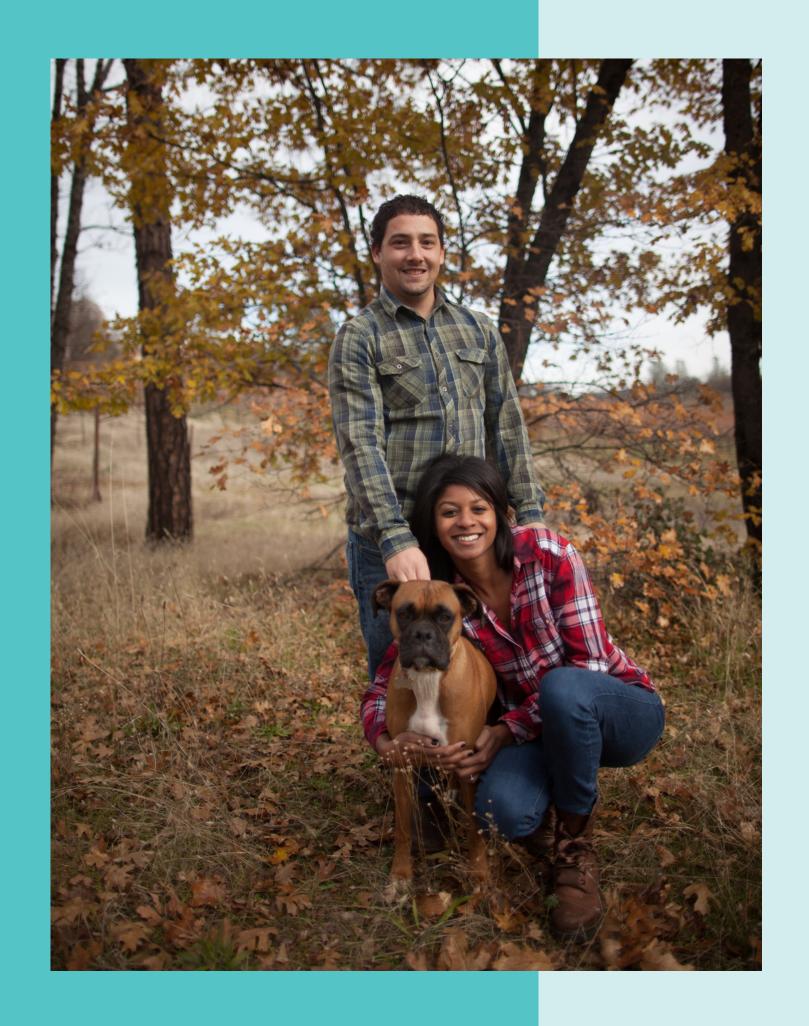






"A DREAM TO WORK WITH - PH COLLECTIVE IS FLEXIBLE, ALWAYS PRIMED WITH NEW IDEAS, NEW APPROACHES TO MARKETING MY BOOK, EXCITED BY THE POSSIBILITIES AND HARDWORKING. IT'S BEEN TERRIFIC HAVING THEM ON MY SIDE."

SAM QUINONES, AWARD-WINNING JOURNALIST AND NEW YORK TIMES BESTSELLING AUTHOR OF DREAMLAND: THE TRUE TALE OF AMERICA'S OPIATE EPIDEMIC



# CLAVEY VINEYARDS & WINERY

# A FULL-SERVICE STARTUP LAUNCH

Clavey Vineyard & Winery is a family-owned boutique winery from the foothills of the Sierra Nevada. After two generations of wine making, Clavey was ready for the next stage of growth.

pH Collective provided Clavey with a full-service package from an optimized website, to marketing materials, to a media relations campaign that solidified their brand in the wine industry.



# MARKETING STRATEGY

Developed a multi-layer marketing strategy to cover both online and inperson points of contact. Worked with Sales Team on marketing materials and leave behinds. Conducted a thorough industry and customer persona analysis for targeting and outreach.

View Clavey Style & Strategy Guide



# CUSTOMER ACQUISITION

Developed a customer acquisition strategy, which included shopping cart reminders and loyalty incentives, to convert browsers to engaged consumers.

# **CLAVEY**



CLAVEY



10



# Crafting Award-Winning and Vegan Friendly Natural Wines

MADE IN CALIFORNIA

At Clavey Vineyards & Winery, we focus on three loves: our family, our vines, and our environment. Nestled in the Sierra Foothills by the majestic Yuba River and Bear River, our family-owned boutique winery blends organic winemaking methods and old world processes to cultivate the fullest expression in every glass. The result is our portfolio of flavorful award-winning natural wines that celebrates nature with each sip. Enjoy our celebrated varietals in several retailers throughout Northern California. or order Clavey Wines directly from our webstore.





### Where We Play





## **OUR WINE**















### EXCELLENT WINE!

I loved the Merlot and the Cabernet. Really enjoyed the atmosphere. Enjoy talking to Larry he was very friendly. Would highly recommend this

# **OUR BLOG**



Creative Ways to Enjoy Wine During the



CLAVEY



### Our Wines

NATURAL, VEGAN-FRIENDLY, SUSTAINABLE

At Clavey Vineyards & Winery, we blend natural winemaking methods with old world techniques to cultivate the fullest expression in every glass. By never introducing any animal by-products to our vines or wines and by never using any ingredients tested on animals, you will have that peace of mind and enjoy the many health benefits from our wines, which are all vegan-friendly. Of course, none of these production choices sacrifice the intricate flavors of our award-winning wine varietals.

# THE HEALTH BENEFITS OF













### **SHOP CLAVEY WINES**







\$23.00



Winning)

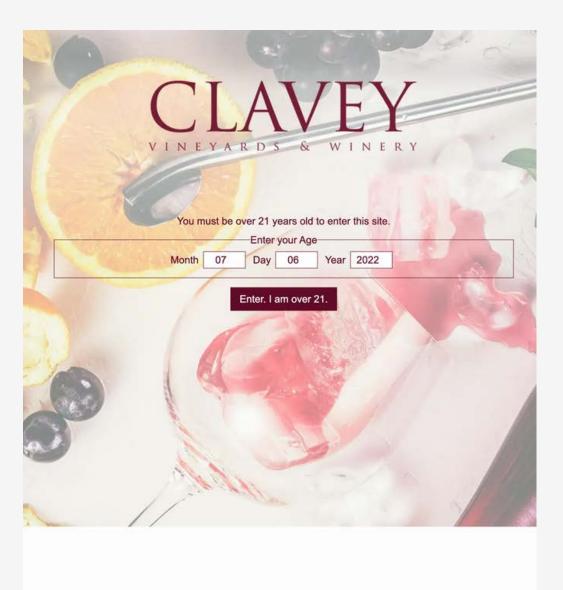


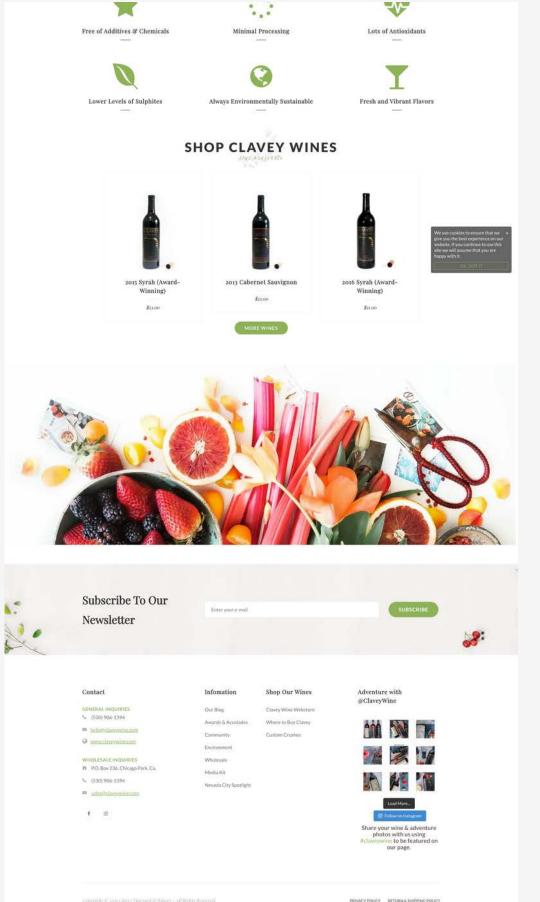


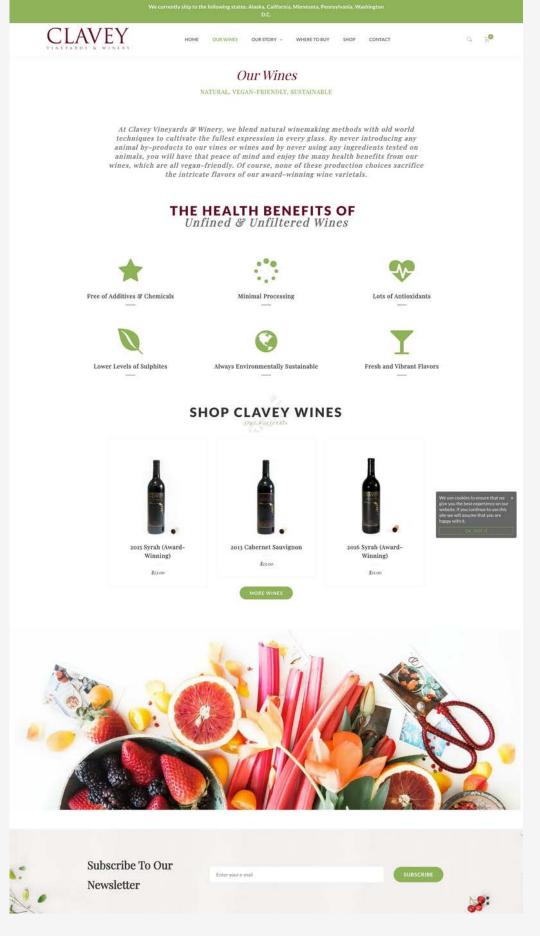




# **CLAVEY**









# MEDIA RELATIONS

Cultivated strategic relationships with regional reporters based on Clavey's target audience. Placed stories and television interviews that positioned Clavey winery as an award-winning winery in the Sierra Nevada.



### **SOCIAL MEDIA**

Built Clavey's social media presence on Instagram and Facebook, targeting a niche lifestyle audience of young and environmentally responsible consumers.

# INDIVIDUAL PROJECTS



# YWCA

#### AMPLIFYING REGIONAL BRAND AWARENESS

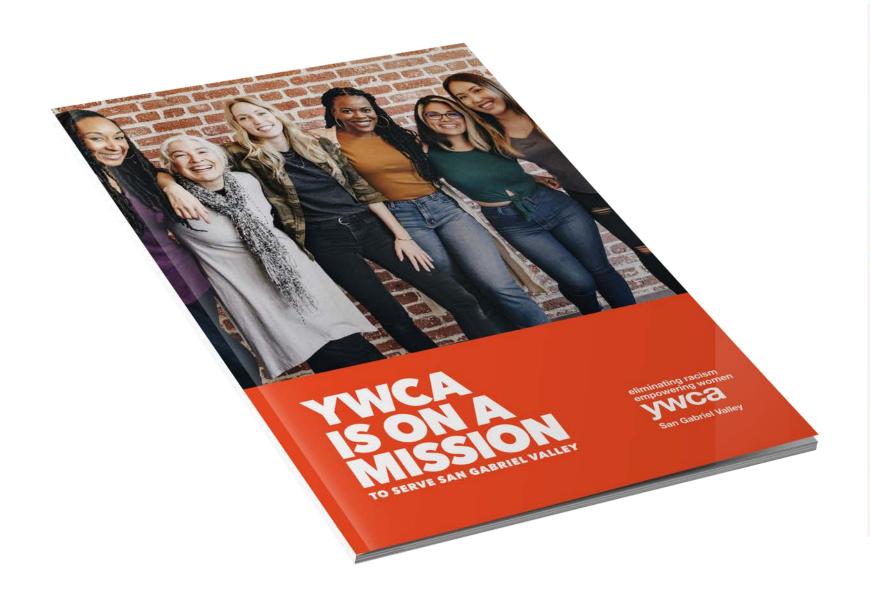
Aa a nationally-recognized brand that empowers women and eliminates racism, YWCA San Gabriel Valley was faced with the challenge of how to build more regional brand recognition while staying within the guidelines of a national brand.

pH Collective consulted with YWCA SGV to develop a series of branded assets that were designed within guidelines while amplifying YWCA SGV's own voice.

We designed vinyl wraps for their fleet for more brand recognition while they delivered meals to homebound seniors, as well as created printed materials that spoke to both constituents and to potential funders. The result is a visually stunning brand that is cohesive and purposeful.







#### **ABOUT YWCA OF** SAN GABRIEL VALLEY





**Our Senior Services Program serves** a total of 4,500 clients weekly.

#### SENIOR SERVICES PROGRAM SERVING SENIORS IN THE SAN GABRIEL SINCE 1986

As one of the largest Senior Service Programs in
Los Angeles County, YWCA-SGV Senior Services
serves over 4,500 older adults each week.

We work to end local food insecurity through
our Senior Meals Program (formally known as
intervale):

#### WINGS DOMESTIC VIOLENCE SHELTER AND PROGRAMS: CARING FOR SURVIVORS SINCE 1979

on Residential Services including a 24-hour crisis helpline and case management ent, care planning, advocacy, financial literacy, and employment readiness). YWCA-SGV

5V offers Residential Services at our WINGS Shelter that includes an emergency shelter (45 and a transitional housing program (up to 1 year). The WINGS shelter is the second largest





### SENIOR **SERVICES**

#### **IMPACT REPORT**

YWCA San Gabriel Valley has provided services to....



We provide case management to **600+** men and women over the age of 60 who are homebound



About **100** of these seniors also receive Home Delivered Meals



At least 90% of senior services clients continue to function in their own homes and stable self-sufficiency baseline



The Home Delivered Meals and Congregate Meal programs together help 4,000+ unduplicated clients per week serving 665,000+ meals each year



Based on our evaluations, 90% of seniors in our meal program are content with their meal, rating them at "good or excellent."



### **DOMESTIC VIOLENCE**

#### **IMPACT REPORT**

YWCA San Gabriel Valley has provided services to....



1,400+ Non-residential clients



Legal support to over 300 clients and filed more than 100 restraining orders



Outreach staff facilitates over **100**Domestic Violence trainings and educational forums



WINGS shelter provides safe shelters to over 500 survivors children



10,000+ calls to the DV hotline



75% of clients in our shelter program have secure housing upon exiting the have secure housing upon exiting the program. The remaining clients continue to receive case management and housing



# CARLA MALDEN

#### **AUTHOR**

Carla brought us onto her team help launch her social media and digital promotions as part of the launch of her YA novel, *Shine Until Tomorrow*. Collaborating with Carla and her team, we strategized a campaign to grow her followers through paid and organic engagement through a targeted approach. We also designed ads for social media that brought buyers to her book and launched an influencer outreach campaign.



# SOCIAL MEDIA MANAGEMENT

Created content and managed social media platforms. Managed posting, engagements, and other interactions on the platform to promote the book, including a giveaway and influencer campaign.

## SHINE UNTIL TOWORROW

"I flash a peace sign.
And...Click...a tourist at the back of the bus snaps a photo of me -- a hippie, apparently in my natural habitat."





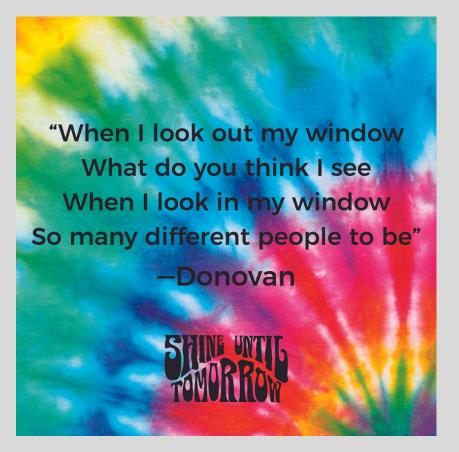






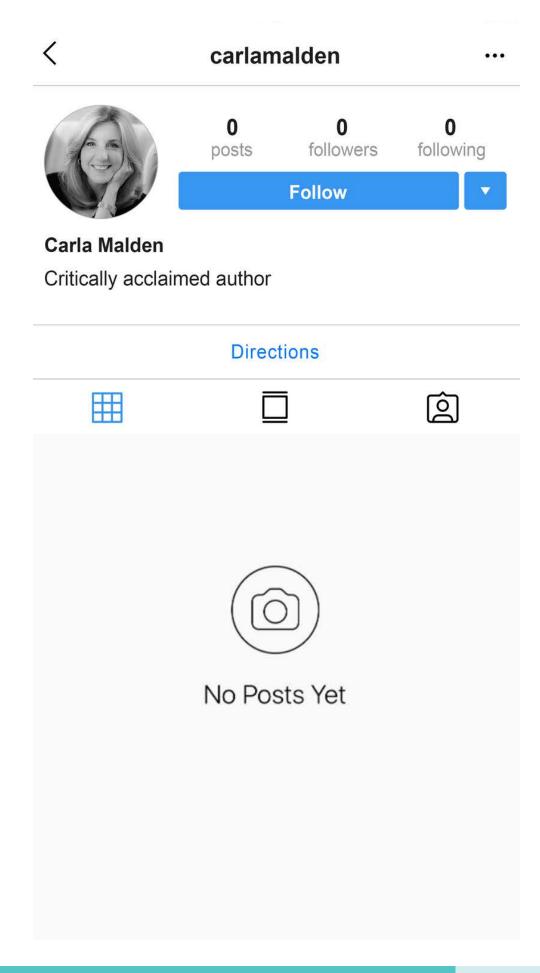
"I'll tell you about the magic, and it'll Free your soul...But it's like trying to tell a stranger 'bout rock and roll" -THE LOVIN' SPOONFUL

Silve untile

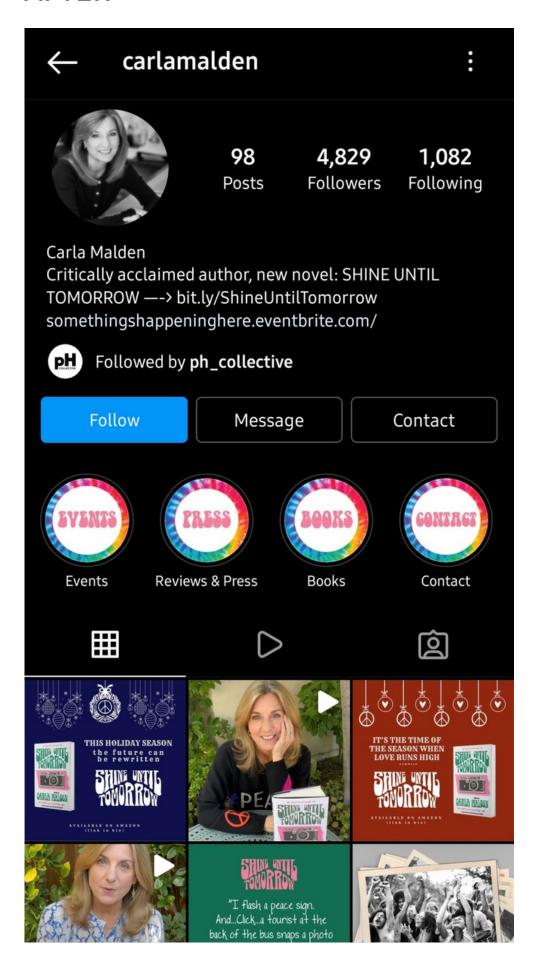


**SOCIAL GRAPHICS** 

#### **BEFORE**

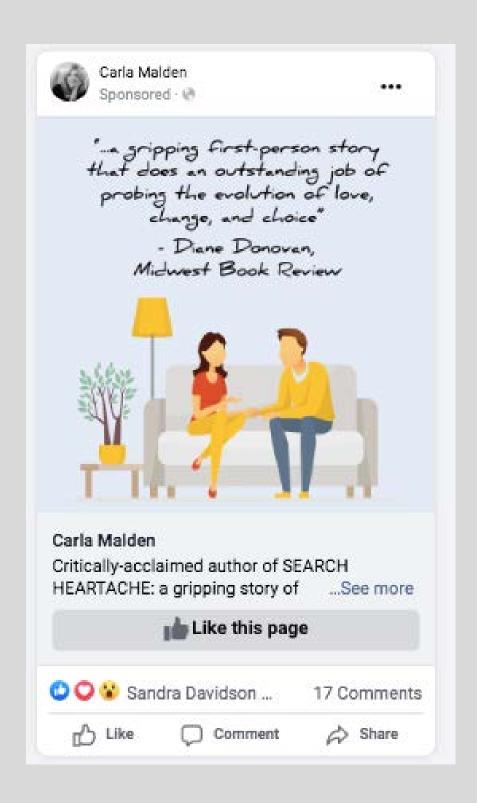


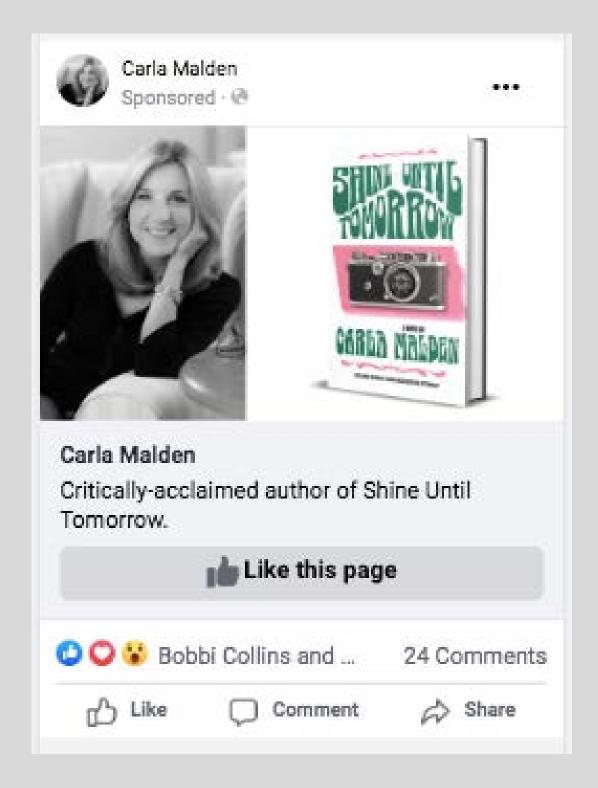
#### **AFTER**



# FACEBOOK & INSTAGRAM ADVERTISING

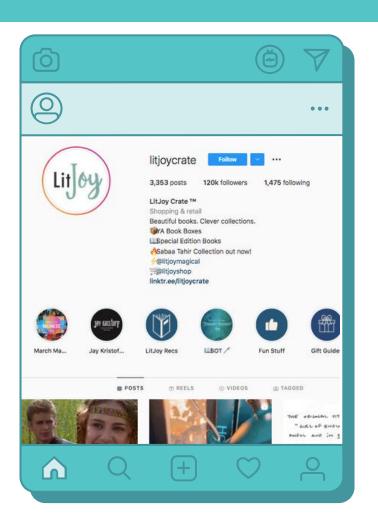
Increased followers on both Instagram and Facebook through advertising and a targeted engagement campaign.

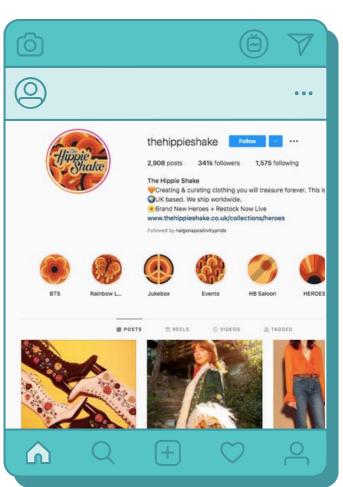


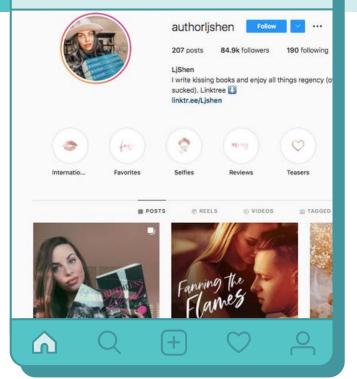


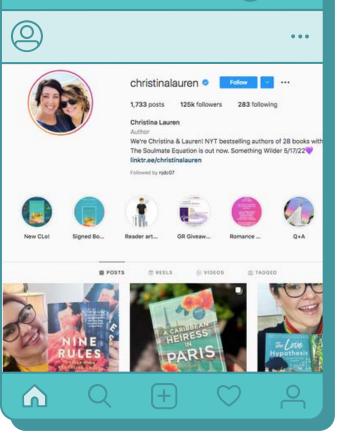


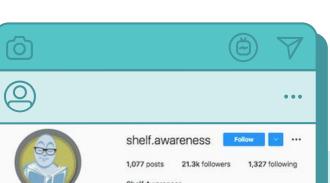
**ADVERTISING CAMPAIGN (SAMPLE AD)** 

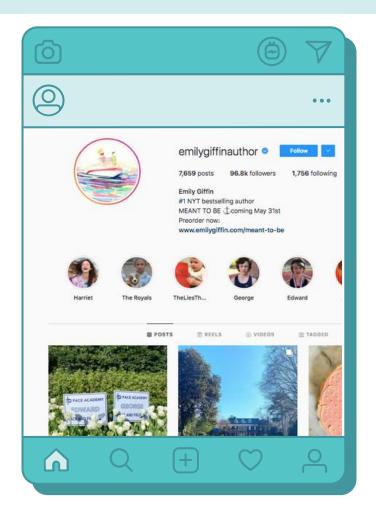


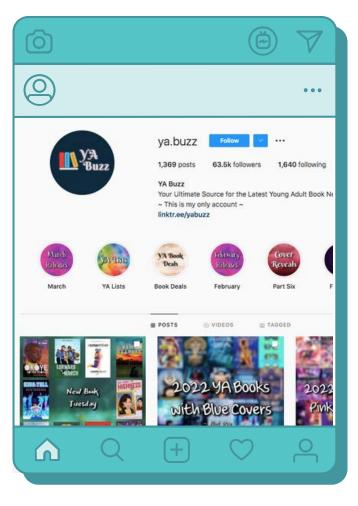






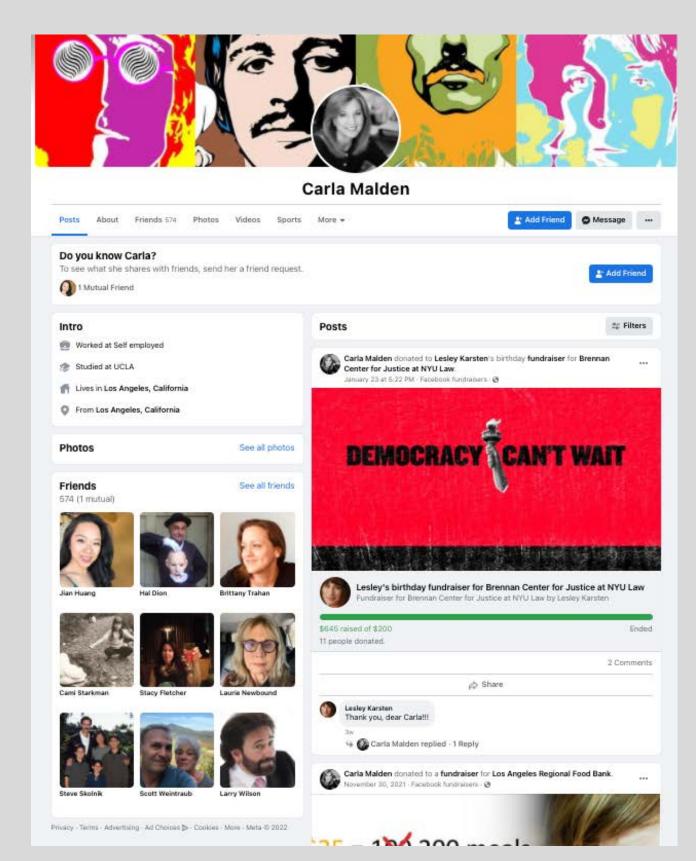


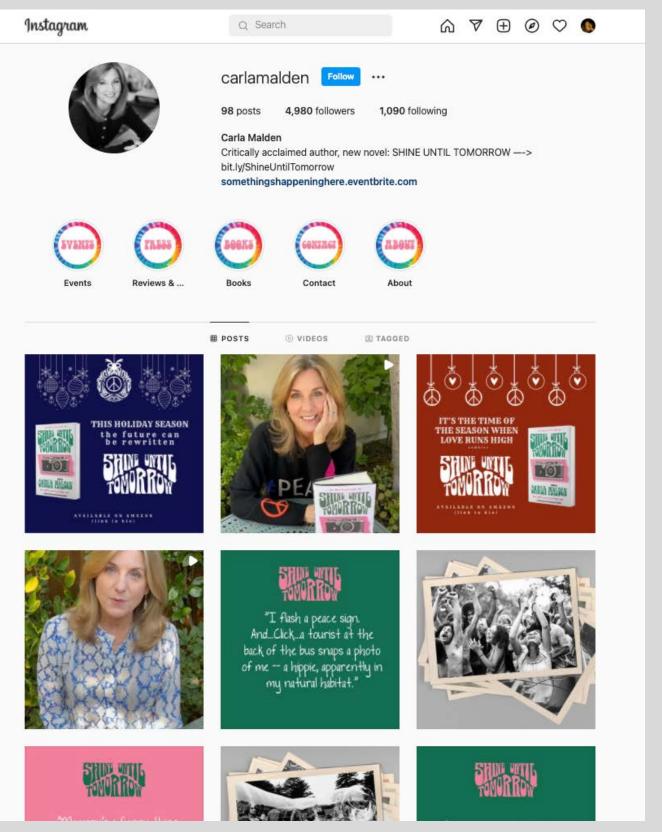




# ENGAGEMENT & GROWTH CAMPAIGN

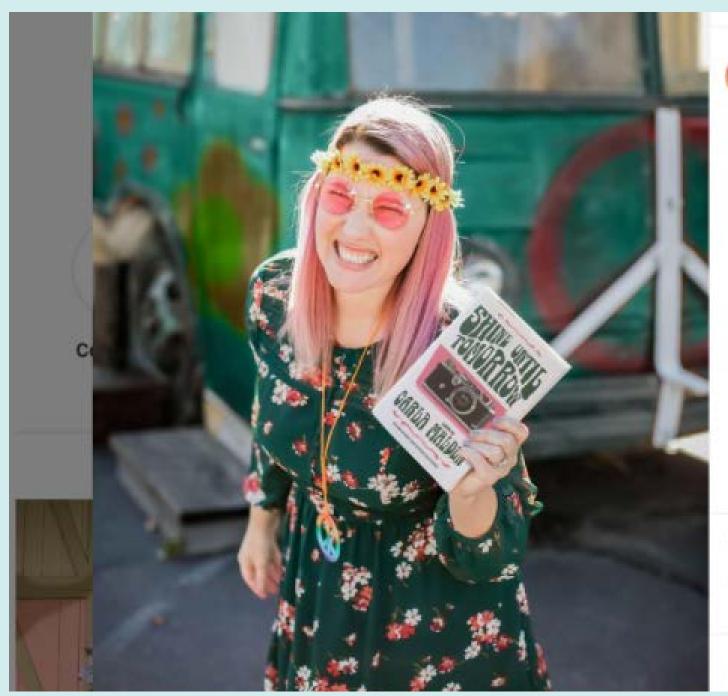
Tailored engagement strategy to organically grow Instagram following.





**FACEBOOK** 

**INSTAGRAM** 





lipglossandcrayons "If You're Going to San Francisco......" (can you finish the lyrics)?

N Trust me, this song was a must know growing up by the City by the Bay. My parents are from the San Francisco area as well, and they? Came of age in the 60s in San Francisco.

IN < sponsored > Shine Until Tomorrow is a YA novel about Mari. A teenager growing up in Marin County (where I grew up) on the other side of the Golden Gate Bridge from San Francisco. Mari is shy, and hide behind the lens of her vintage camera. Early on in the book, Mari discovers a scrapbook that shows her....her









tt OC

1,281 likes

4 DAYS AGO



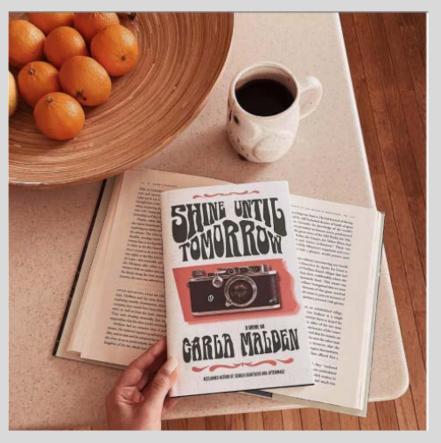
Add a comment...

OBL:

## INFLUENCER CAMPAIGN

Researched and connected with influencers based on genre, audience, and geography to develop a strategy to reach new readers.









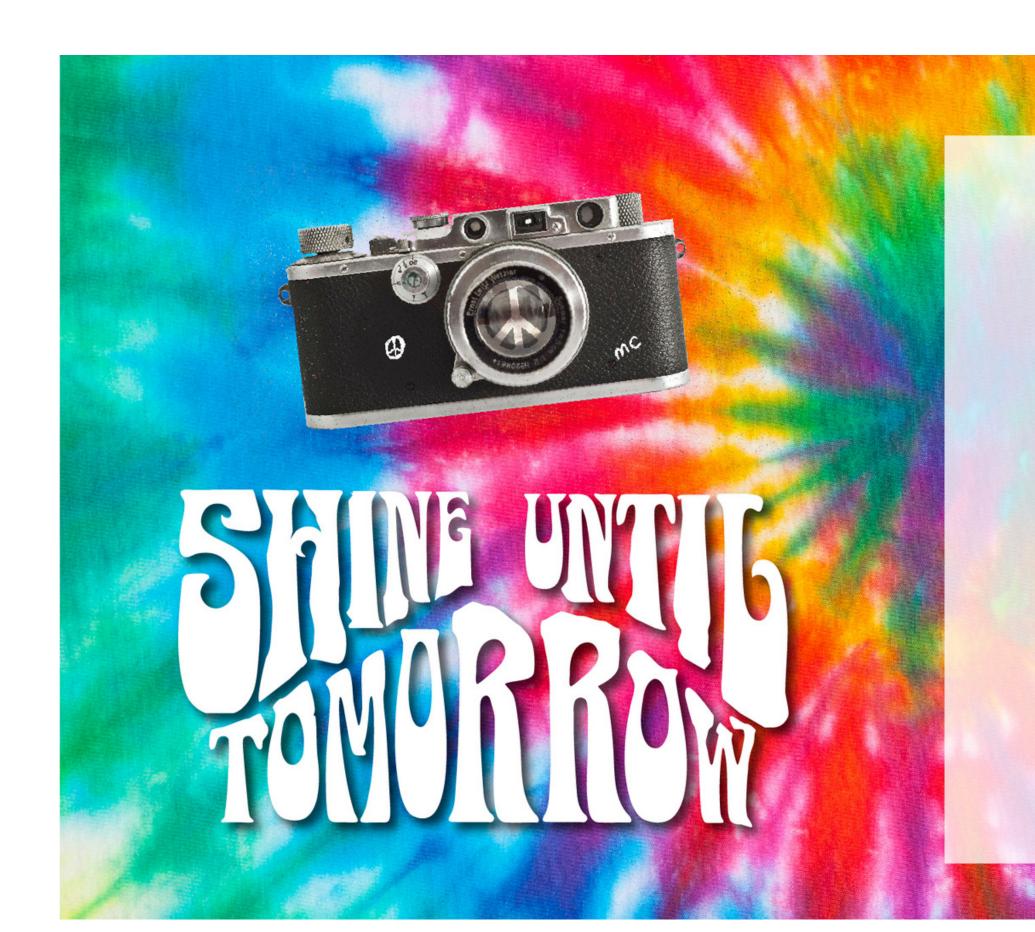








**INFLUENCER CAMPAIGN** 



66

"...HOLLY PETERS AND JIAN
HUANG – ARE CONSUMMATE
PROFESSIONALS, NEVER
OVERPROMISING, WHILE
CONSISTENTLY
OVERDELIVERING..."

CARLA MALDEN,
AUTHOR OF SEARCH HEARTACHE AND
SHINE UNTIL TOMORROW