

Client Briefing Checklist

Before ending the client briefing session, make sure we have all the answers to the following questions:

QUESTION	ANSWERED?	REMARKS
THE OBJECTIVE		
Is marketing objective to grow market share OR to grow the size of total market?	☐	
Is the source of business users OR non-users?	☐	
Has there been any activities in the past trying to achieve the same objective and source of business?	☐	
THE PATH TO PURCHASE		
Are the buyers same with OR different than the end-users?	☐	
When and where do people usually start realizing they need the category?	☐	
What are the steps do people usually take to get the product/service?	☐	
Who can influence people about the way they make choices?	☐	
What final steps do people take to actually acquire the product/category?	☐	
Are the others who share in the act of consumption?	☐	
THE BRAND		
What is the "for..." part of the brand positioning?	☐	
What is the "only..." part of the brand positioning?	☐	
What the "because..." part of the brand positioning?	☐	
Are the current brand associations different than the intended?	☐	
THE PRODUCT/SERVICE		
What does the product do better than its competitors?	☐	
How different is the product's price from competitors?	☐	
THE PREVIOUS COMMUNICATION		
Has there been a consistent unifying theme or platform?	☐	
Are there non-negotiable mandatory elements?	☐	
THE LOGISTIC		
What is the budget and how is it split up?	☐	
Are the dates for important milestones agreed?	☐	
Are the ones who wrote the brief different that the one who'll approve the proposal?	☐	
Who influences the approver of the proposal?	☐	

This checklist is developed by Paramita Mohamad (paramita.mohamad@gmail.com).

Date of release: February 24, 2012.

This checklist is not intended to be a teaching tool or an algorithm.

Additions and modifications to fit local practice are encouraged.

Keeping Service New Client Checklist

TD Snyder



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Table of Contents Keeping Service New Client Checklist

1. Understanding the eBook Keeping Service New Client Checklist
 - The Rise of Digital Reading Keeping Service New Client Checklist
 - Advantages of eBooks Over Traditional Books
2. Identifying Keeping Service New Client Checklist
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Keeping Service New Client Checklist
 - User-Friendly Interface
4. Exploring eBook Recommendations from Keeping Service New Client Checklist
 - Personalized Recommendations
 - Keeping Service New Client Checklist User Reviews and Ratings
 - Keeping Service New Client Checklist and Bestseller Lists
5. Accessing Keeping Service New Client Checklist Free and Paid eBooks
 - Keeping Service New Client Checklist Public Domain eBooks
 - Keeping Service New Client Checklist eBook Subscription Services
 - Keeping Service New Client Checklist Budget-Friendly Options

6. Navigating Keeping Service New Client Checklist eBook Formats
 - ePub, PDF, MOBI, and More
 - Keeping Service New Client Checklist Compatibility with Devices
 - Keeping Service New Client Checklist Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Keeping Service New Client Checklist
 - Highlighting and Note-Taking Keeping Service New Client Checklist
 - Interactive Elements Keeping Service New Client Checklist
8. Staying Engaged with Keeping Service New Client Checklist
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Keeping Service New Client Checklist
9. Balancing eBooks and Physical Books Keeping Service New Client Checklist
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Keeping Service New Client Checklist
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Keeping Service New Client Checklist
 - Setting Reading Goals Keeping Service New Client Checklist
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Keeping Service New Client Checklist
 - Fact-Checking eBook Content of Keeping Service New Client Checklist
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements

- Interactive and Gamified eBooks

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