Client Briefing Checklist

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

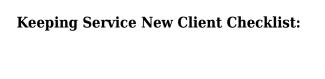
QUESTION	ANSWERED?	REMARKS
THE OBJECTIVE		
Is marketing objective to grow market share OR to grow the size of total market?		
Is the source of business users OR non-users?		
Has there been any activities in the past trying to achieve the same objective and source of business?		
THE PATH TO PURCHASE		
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 (<u>paramita mohamad@gmail.com</u>). 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

Kathleen Armour



This book delves into Keeping Service New Client Checklist. Keeping Service New Client Checklist is a crucial topic that needs to be grasped by everyone, from students and scholars to the general public. This book will furnish comprehensive and in-depth insights into Keeping Service New Client Checklist, encompassing both the fundamentals and more intricate discussions.

- 1. This book is structured into several chapters, namely:
 - Chapter 1: Introduction to Keeping Service New Client Checklist
 - Chapter 2: Essential Elements of Keeping Service New Client Checklist
 - o Chapter 3: Keeping Service New Client Checklist in Everyday Life
 - Chapter 4: Keeping Service New Client Checklist in Specific Contexts
 - \circ Chapter 5: Conclusion
- 2. In chapter 1, the author will provide an overview of Keeping Service New Client Checklist. The first chapter will explore what Keeping Service New Client Checklist is, why Keeping Service New Client Checklist is vital, and how to effectively learn about Keeping Service New Client Checklist.
- 3. In chapter 2, this book will delve into the foundational concepts of Keeping Service New Client Checklist. This chapter will elucidate the essential principles that must be understood to grasp Keeping Service New Client Checklist in its entirety.
- 4. In chapter 3, the author will examine the practical applications of Keeping Service New Client Checklist in daily life. The third chapter will showcase real-world examples of how Keeping Service New Client Checklist can be effectively utilized in everyday scenarios.
- 5. In chapter 4, the author will scrutinize the relevance of Keeping Service New Client Checklist in specific contexts. The fourth chapter will explore how Keeping Service New Client Checklist is applied in specialized fields, such as education, business, and technology.
- 6. In chapter 5, the author will draw a conclusion about Keeping Service New Client Checklist. This chapter will summarize the key points that have been discussed throughout the book.
 - This book is crafted in an easy-to-understand language and is complemented by engaging illustrations. It is highly recommended for anyone seeking to gain a comprehensive understanding of Keeping Service New Client Checklist.

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Keeping Service New Client Checklist Introduction

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