



Business 2 Business

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Turning Insight into Impact: Marketing That Serves Your Audience

Data is everywhere, but it is not always easy to understand. For marketers, the challenge isn't just collecting data but transforming it into stories that resonate with real people. When done well, data storytelling can humanize numbers, spark emotion and drive action.

Below are seven ways you can turn data into winning stories:

- **Go local** – Begin with broad trends and drill down to local figures to make the story meaningful.
- **Support your hometown** – Audiences love to root for their hometowns. Facts and figures provide the setting for your story and reinforce that it is data-driven, not opinion.
- **Don't forget your history** – Include historical data to contextualize your story.
- **Use different data filters** – Look at data from multiple angles. Filter it across industries, household income, regions, etc., to tell different, more personalized stories.
- **Visualize the story** – Use infographics and maps to make complex data easier to digest. Visual elements grab attention and help readers quickly grasp key insights.
- **Tailor for your audience segment** – Whether you're speaking to educators or healthcare professionals, aligning the message with their priorities increases relevance and impact.
- **Highlight human impact** – Go beyond the numbers by showing how the data affects real people. Include quotes, testimonials, or case studies to make your story more memorable.

Start with the data you already have, dig deeper for context, and craft stories that speak directly to your audience's experiences. When your data tells a story people care about, your message becomes unforgettable.



WeDo

Why Digital LED Signs Are a Smart Marketing Investment

Digital LED signs are changing how businesses attract, inform and engage audiences. Whether placed inside lobbies or outside shops or buildings, these dynamic displays are both eye-catching and offer real-time messaging, making them one of the most effective communication tools available today.

Why Go Digital

Traditional static signage limits your business to one message, but LED signs offer greater flexibility. Content can be updated instantly to promote sales, events, or daily specials, keeping your messages relevant and timely.

Brightness and motion draw the viewer's attention from a distance, ensuring visibility day or night. When competing in high-traffic environments, digital LED signage will set your brand apart and drive traffic to your business.

Key Benefits

Digital LED signs deliver a number of measurable advantages:

- Higher engagement with color, motion and animation.
- Cost savings by eliminating the need for frequent material reprinting.
- Real-time messaging for promotions, alerts, or updates.
- Stronger brand identity through customizable graphics and video.
- Sustainability due to lower energy consumption and reduced waste.

Types of Digital LED Signs

These signs offer a range of options for placement and access, from outdoor displays at storefronts, malls, schools and high-traffic intersections to indoor applications such as retail spaces, trade shows, information desks and menu boards.

Full-color video walls showcase high-resolution graphics and multimedia content, while single-color message boards offer an economical solution for frequent text updates.

For your business, digital LED signs offer a strategic way to stand out and connect with your customers. By combining creativity, flexibility and technology, they take signage from a static cost into an active driver of visibility, engagement and growth. Moreover, with the ability to adapt messaging instantly, digital LED signage ensures your marketing remains agile in a fast-changing marketplace—making it not just an investment, but a competitive advantage.



Making Your Annual Report Pop

Engage Readers with Storytelling and Smart Design



An annual report is a chance to showcase your organization's accomplishments, build trust with stakeholders and invite future engagement. When done well, it captures readers' attention and leaves a positive lasting impression.

Content & Storytelling

The foundation of a memorable report is how you tell your story.

- Begin with a theme that reflects your mission and vision.
- Weave in facts, figures and testimonials to create a strong narrative.
- Share the human impact behind the numbers, including client stories, partner perspectives, or employee highlights.
- Guide readers toward next steps with a strong call-to-action, whether that's donating, learning more about your business, or getting involved.
- Transparency matters. Acknowledging both wins and challenges builds credibility.

Design & Visuals

The next key consideration is design.

- A clean, professional layout with plenty of white space helps readers focus on the content.
- Consistent branding, thoughtful typography and strategic color use reinforces your brand identity.
- High-quality photography and infographics will make complex data easier to digest, while a visual hierarchy ensures that the most important points stand out.

Accessibility & Format

Finally, ensure that your report is accessible.

- Plan for both print and digital formats, making content mobile-friendly, easy to scan, and optimized for online sharing.
- Clear headings, bullet points and a simple table of contents make navigation easy.

By combining these elements with user-friendly formatting, your annual report becomes a powerful communication tool that connects, inspires and motivates.

Did you know?

Online Ordering Portals may be the best kept secret in integrated marketing. Why? Because they offer the power and flexibility to address a huge range of business demands—from managing marketing materials and campaigns to fulfillment and distribution. An online ordering portal helps resource-strapped companies overcome a host of daily challenges, all in a single, convenient, turnkey solution.

For example, you can centralize ordering of material goods, produce marketing and printed materials on demand, personalize communications with one-to-one marketing, and control costs by consolidating material fulfillment and shipping. When you partner with us, we'll take care of everything, from designing, building and programming your storefront to integrating it with your website.

Call our experts today to learn more.



GET INSPIRED!

Need ideas or inspiration?

You need our blog! The resource center on our website contains blog articles, tips, insights, case studies, whitepapers and more to help with your integrated marketing efforts.

 **marketing tango.**
THE RHYTHM OF INTEGRATED MARKETING

INSIDE

Making Your Annual Report Pop

Engage Readers with Storytelling and Smart Design

5 Tips for Unforgettable Brochure Design

Creating a brochure that stands out requires the right mix of design, content and strategy. Here are five tips to make your marketing collateral unforgettable.

1. Define Your Purpose

Know what you want your brochure to achieve. Clearly identify your target audience to guide copy and design choice.

2. Choose the Right Layout

Select a format that fits your message and guides the reader through your key points: trifolds for detailed info, bifolds for simplicity, or gatefolds for impact.

3. Craft a Strong Headline or Title

Grab attention with benefit-driven messaging, creative formatting and easy-to-read fonts that enhance readability.

4. Use High-Quality Visuals

Images and graphics reinforce your message and brand identity, while ample whitespace keeps the design clean and uncluttered.

5. Keep Content Concise and Persuasive

Focus on benefits over features, close with a clear call to action.

Reimagine Your Space



Everyday Spaces Become Captivating Environments.

Custom interior décor signage from PIP brings your vision to life with premium materials and finishes.



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