



Business 2 Business

a monthly newsletter published by PIP

Elevate Your Brand with Custom Packaging

Today, custom packaging is more important than ever to help brands stand out in a competitive market. Below we outline ways that investing in unique packaging can make a significant impact on your brand's success.

Creating Memorable First Impressions

Custom packaging is the first physical touchpoint between your brand and your customers. Unique designs, colors, and shapes create a visual impact, setting the tone for the customer experience and influencing purchasing decisions.

Enhancing Brand Loyalty

Consistent custom packaging enhances your brand identity, making your products easily recognizable on store shelves, building trust and fostering loyalty.

Elevating the Unboxing Experience

The unboxing experience continues to play a powerful role in overall customer satisfaction. Well-designed packaging builds excitement and encourages customers to share their experience on social media, boosting brand visibility.

Sustainability Focus

Eco-friendly packaging is a priority as consumers make their preferences for sustainability known. Custom packaging lets you choose sustainable materials and practices, aligning your brand with environmental values and appealing to eco-conscious customers.

Leveraging Technology for Engagement

Advances in packaging technology allow for interactive experiences. Using QR

codes, NFC tags, augmented reality, or digital printing can improve customer engagement and offer flexibility in design.

Investing in custom packaging is a powerful branding tool that helps drive customer loyalty, boost visibility and elevate the overall brand experience.



WeDo

Strengthen Client Relationships with Thank You Campaigns

In today's digital age, the personal touch of a physical thank you can make a lasting impression. "Thank you" direct mail campaigns including letters, postcards or other expressions of gratitude offer a unique opportunity to recognize customers while reinforcing brand loyalty. These interactions also have the potential to generate additional revenue. Let's explore the value of these campaigns and how you can leverage them effectively.

Potential Campaign Elements

First, choose the type of campaign you would like to run.

- Handwritten notes on specially designed, high-quality stationery
- Personalized postcards with client-specific messaging
- Small gifts or samples accompanied by a printed thank you card
- Greeting cards featuring written expressions of gratitude inside

Consider the specific details of your campaign that will contribute to its effectiveness.

- Use variable data printing
- Include special offers or loyalty rewards
- Make it memorable

Also, keep in mind these essential components.

- **Personalization** – address clients by name and reference specific interactions or purchases to demonstrate genuine appreciation.
- **Timing and frequency** – send thank you notes promptly, ideally within a week of an interaction.
- **Design and presentation** – create visually appealing materials that reflect your brand identity while conveying warmth and sincerity.

Benefits

- **Personal touch and tangibility** – physical mail creates a more intimate connection with your clients than email. The tactile experience of opening an envelope and reading a handwritten note or specially selected and personalized mailer evokes stronger emotions than the digital alternative.
- **Increased retention** – clients who feel appreciated are more likely to remain loyal to your brand and continue doing business with you.

By personalizing your thank you messages, timing them appropriately, and integrating them into your overall marketing strategy, you can harness the unique benefits of physical mail to strengthen client relationships.



Frosted Window Graphics

Enhancing Privacy and Boosting Branding with Elegance



Frosted window graphics are a popular choice for businesses interested in enhancing their physical spaces with a balance of functionality and aesthetics. The flexible graphic treatment offers numerous benefits for commercial applications, making them an excellent choice for businesses seeking to elevate their spaces.

Balancing Privacy & Light

Frosted window graphics provide privacy while allowing natural light to filter through. By obscuring the view from outside, they create comfortable environments for employees and customers, making them ideal for offices and conference rooms. At the same time, they allow for plenty of light to flow into a space, maintaining a feeling of bright airiness and openness.

Enhancing Branding & Aesthetics

Customizable with logos, slogans, patterns or reverse images, frosted window graphics transform plain

glass into eye-catching branding opportunities. The frosted effect adds sophistication and professionalism, creating cohesive spaces aligned with a company's visual identity.

Versatile & Cost-Effective

Whether applied to windows, doors, partitions or walls, frosted graphics can be tailored to meet a company's diverse design needs, from simple logos to intricate patterns. They offer a cost-effective alternative to etched glass, offering a similar look at a fraction of the cost. Additionally, they can be easily updated or removed without damaging the glass, making them ideal for changing branding needs.

Energy Efficiency & Durability

By decreasing the flow of direct sunlight into a room or space, frosted graphics help regulate indoor temperatures, potentially lowering cooling costs. Durable and easy to maintain, they resist fading and scratches, for a long-lasting, always-professional look.

Did you know?

Finishing and binding options from PIP transform ordinary marketing pieces into extraordinary connection tools that help you acquire, retain and delight customers like never before. Let our experienced staff help you select the best option to suit your budget, timeline and creative or marketing objective. We'll help you make pieces pop with finishing effects that range from die cutting, foil stamping and embossing to laminating, hole-drilling, padding and more.

Bind pages together with unprecedented polish and professionalism with choices such as comb or coil binding, saddle or side stitching, or "perfect" binding, the preferred technique of book and magazine publishers. We can even put your documents into a durable three-ring binder, complete with a branded cover and professionally printed tabs. Need help exploring your choices? Give us a call today.



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

Frosted Window Graphics

Enhancing Privacy and Boosting Branding with Elegance

Interactive Elements to Boost Your Marketing Collateral

- **QR Codes** – add scannable QR codes to packaging, linking to videos, offers or product details. Codes boost engagement and provide important customer behavior data.
- **Interactive Brochures** – offer enhanced brochures with clickable elements, videos and animations. They're easy to update and share, and provide a richer, engaging customer experience.
- **Personalized URLs** – include unique web addresses directing to personalized landing pages. Tailor the customer experience while tracking engagement.
- **Social Media Integration** – highlight handles & hashtags to encourage customers to engage and share.
- **Gamification Elements** – add quizzes or challenges to boost engagement and time spent with your brand.
- **Dynamic Print** – use temperature- or light-sensitive inks or materials to surprise customers with interactive materials.

Adding these interactive elements to your marketing collateral can help you create more unforgettable experiences while bridging the worlds of print and digital marketing.

Make Every Print Count



Ensure You Have the Materials You Need When You Need Them

PIP produces well-designed, high-quality print materials that help your business stand out.



WeDo