



Business 2 Business

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Drive Response with Integrated Campaigns

How Direct Mail, Digital Media and Store Signs Work Together

Integrated campaigns take a single spark of awareness and turn it into a sequence of connected touchpoints that guide people to purchase. When direct mail, digital media and signs are used together, each piece reinforces the others, making messages harder to ignore and easier to act on. Instead of isolated tactics, the customer experiences one clear, coordinated story from first impression to final decision, online and offline.

Start with Targeted Direct Mail

Direct mail cuts through digital noise with a tangible, personalized experience and clear next steps. Postcards or dimensional pieces can be linked to a QR code, personalized URL, or in-store offer that kicks off the journey and captures first-

party data for future follow-up.

Stay Consistent Across Channels

Follow up your direct mail with email, social ads and retargeting that echo the same visuals, offer and call-to-action. Repetition across channels builds familiarity, recall and trust over multiple touches, keeping your brand visible while prospects research and compare options.

Use Signage to Confirm and Direct

Once interested prospects come to your business, exterior banners, window graphics and directional signs reassure them they are in the right place and guide them inside. In-store posters, floor graphics and point-of-purchase displays repeat the headline and offer, so the experience

remains consistent—from door to checkout and beyond.

Make Every Touch Measurable

Unique URLs, promo codes and QR codes on each printed and digital piece reveal which touchpoints drive the most traffic, trials and sales. With clear data, teams can refine creative, adjust channel mix and keep improving multi-touch campaign ROI over time.



WeDo

Better Data, Better Results

The value of good data to marketers and small business owners cannot be overstated. From email campaigns to CRM systems and targeted promotions, modern marketing depends on accurate, up to date information. Clean data helps you reach the right audience, improve engagement and make smarter decisions—while dirty data quietly undermines your results.

So, what exactly is clean data? Simply put, it's contact information that is accurate, consistent and current. Dirty data accumulates naturally over time as people change jobs, move, update email addresses, or sign up more than once using slightly different information. Without regular upkeep, even the best database degrades.

Why clean data matters

Clean data leads to more effective marketing. It improves targeting, personalization and reporting, while saving time and money. Teams waste fewer

hours working around bad records, and campaigns perform better when messages reach people who actually want and can receive them.

Dirty data, on the other hand, is costly. Duplicate contacts mean over sending emails. Outdated addresses waste printing and postage in direct mail. Poor data quality can also affect deliverability and damage your brand's credibility.

How to clean your contact list

- **Deduplicate by email address.** Most email platforms and CRMs offer built-in tools to identify and merge duplicates. Keep the most complete and up-to-date record.
- **Remove hard bounces and inactive contacts.** Delete hard bounces right away. Segment contacts who haven't engaged in 12–18 months and attempt a reengagement campaign before removing them.

- **Standardize key fields.** Align formatting for name, job title, address, company name, email and contact type (client, vendor, prospect) to improve segmentation and reporting.

- **Fill gaps strategically.** Use sources like LinkedIn or company websites to verify critical details—but only collect information you'll actually use.

Make data hygiene ongoing

Cleaning your data isn't a one time task. Set simple rules for how contacts enter your system, check for duplicates before imports and schedule regular audits. Consistent data hygiene protects your marketing performance and maximizes ROI.

Clean data isn't just maintenance—it's a competitive advantage.



How Professional Service Firms Use Materials to Demonstrate Credibility



Professional services firms build trust through printed materials by focusing on high-quality, tangible and informative content that showcases expertise and transparency. In professional service firms like legal, financial and consulting practices, print complements digital efforts, offering something clients can hold, keep and revisit when making high stakes decisions or sharing information with stakeholders.

Brochures, Welcome Kits and Folders

High-quality brochures and welcome kits introduce the firm's story, services and team in a polished, organized way. When housed in branded presentation folders, these pieces become lasting leave-behinds that keep the firm top-of-mind after meetings, conferences and client meetings.

Whitepapers and Printed Guides

Detailed whitepapers and printed guides demonstrate the firm's depth of knowledge on complex legal, financial,

or regulatory topics. Research- or data-backed content proves that the firm understands risks, rules and nuances that clients cannot easily assess on their own, positioning them as trusted advisors and partners, not just vendors.

Personalized, Compliant Documents

Handwritten notes on premium stationery featuring clear statements and easy-to-read disclosures show attention to detail and respect for the client's time. Accurate, compliant printed reports and statements reinforce transparency and reliability, which are essential in regulated industries and sensitive client matters.

Consistent, Premium Branding

When business cards, letterhead, proposals and reports all share consistent, high-caliber design, print becomes a physical proof point that the firm is organized, stable and invested in long-term relationships.

Did you know?

An **online ordering portal** can turn a time-consuming task into a seamless experience. Instead of juggling multiple vendors, emails and spreadsheets, businesses can centralize ordering, fulfillment and inventory tracking in one easy-to-use platform. A custom-built portal from PIP helps you produce marketing and print materials on demand, personalize communications with one-touch marketing, and maintain brand standards across every location. You can also consolidate fulfillment and shipping, control costs and reduce waste—without sacrificing quality or speed.

As an industry leader in print and marketing solutions, PIP designs and builds online ordering portals tailored to your business goals, while managing all your print needs from a single source. From marketing management to enterprise-wide distribution, our portals make ordering a breeze.



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.

 **marketingtango**
THE RHYTHM OF INTEGRATED MARKETING

INSIDE

How Professional Service Firms Use Materials to Demonstrate Credibility

Smart Steps for Standing Out on Opening Day

Exterior signage can make or break a launch, helping customers find your new location. Use this checklist before you open your doors.

- **Ensure Signage is Permitted** - Confirm outdoor signs, banners and A-frames are allowed.
- **Prioritize identity signage** - Install storefront signs or flags for pedestrians and provide clear details for deliveries and emergency services.
- **Dress your windows** - Use window graphics to showcase branding, hours and offerings while building anticipation with “Coming Soon” messages.
- **Plan pre-launch and launch banners** - Hang “Coming Soon” and “Grand Opening” banners 4–6 weeks before launch, positioned for both drivers and pedestrians and featuring bold, simple copy.
- **Deploy sidewalk A-frames** - Place A-frames at key approaches to capture foot traffic, promote opening specials, and clearly point to the entrance (per local rules).
- **Cover parking, directional and ADA needs** - Order parking, entrance/exit, and accessible parking signs that meet ADA guidelines, so the experience is smooth and compliant from curb to door.

Boost Response Rates



Stand Out with Your Target Audience.

PIP can develop direct mail campaigns that connect you to meaningful prospects and customers.



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