

Marketing Plan

strategy slides

Marketing Plan

- Executive Summary
- Company Overview
- Market Analysis
- Marketing Objectives
- Marketing Strategies
- Marketing Budget
- Implementation
- Control

Marketing Plan on Page

Vision

Purpose

Goals

Goal	2017	2018	2019
Revenue	100M	120M	150M
Profit	20M	25M	30M
Market Share	15%	18%	20%

Vision Purpose

Sales Forecast

Product Line	2017	2018	2019
Product A	50,000	60,000	70,000
Product B	30,000	35,000	40,000
Product C	20,000	25,000	30,000

Sales forecast

Profit statement

	2017	2018	2019
Revenue	100M	120M	150M
Cost of Goods Sold	80M	95M	110M
Gross Profit	20M	25M	40M
Operating Expenses	15M	18M	20M
Operating Profit	5M	7M	20M

Profit statement

Marketing Budget

Category	2017	2018	2019
Advertising	10M	12M	15M
Promotions	5M	6M	8M
Public Relations	2M	3M	4M
Direct Mail	3M	4M	5M
Website Development	1M	2M	3M

Marketing Budget

Key Issues and Strategies

Key Issue	Strategy
Low market share in the core market	Focus on core market and expand into new markets
High competition in the core market	Differentiate the product and improve customer service
Low brand awareness	Increase advertising and public relations efforts

Key Issues & Strategies

Strategy #1: Drive sales by advertising (top's "key to success")

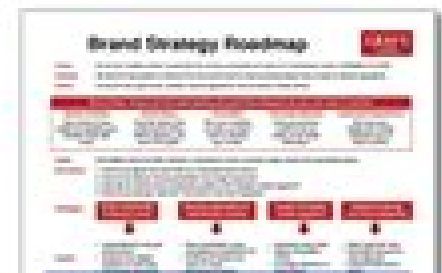
Strategy Objectives

- Increase sales by 10% in the core market
- Increase brand awareness by 15% in the core market
- Increase customer loyalty by 10% in the core market

Strategy Implementation

- Develop a comprehensive advertising plan
- Implement the plan and monitor results
- Adjust the plan as needed

Strategy page



Brand Strategy Roadmap

Brand Communications Plan

Brand Objectives

- Increase brand awareness by 10%
- Improve brand perception by 15%
- Strengthen brand loyalty by 10%

Brand Strategies

- Develop a comprehensive brand communication plan
- Implement the plan and monitor results
- Adjust the plan as needed

Brand Communications

Innovation Plan

Innovation Objectives

- Develop new products and services
- Improve existing products and services
- Strengthen the company's competitive advantage

Innovation Strategies

- Develop a comprehensive innovation plan
- Implement the plan and monitor results
- Adjust the plan as needed

Innovation Plan

Selling and Retail Plan

Selling Objectives

- Increase sales by 10%
- Improve customer service
- Strengthen the company's competitive advantage

Selling Strategies

- Develop a comprehensive selling plan
- Implement the plan and monitor results
- Adjust the plan as needed

Selling / Retailing

Competitive Defense Plan

Competitive Defense Objectives

- Protect the company's market share
- Improve the company's competitive advantage
- Strengthen the company's brand

Competitive Defense Strategies

- Develop a comprehensive competitive defense plan
- Implement the plan and monitor results
- Adjust the plan as needed

Competitive Defense

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