# How to create a brand your clients will fall in love with

@debbieobrands @wrdcreative #brandmagic



THE DIVISIONAL COUNCIL OF THE CAPE

## WHITE AREA

BY ORDER SECRETARY

DIE AFDELINGSRAAD VAN DIE KAAP

## BLANKE GEBIED

OP"LAS SEKRETARIS







### What is Branding?



• 'who' your business is



- 'who' your business is
  - your promise



- 'who' your business is
  - your promise
  - your purpose



- 'who' your business is
  - your promise
  - your purpose
- how you make people feel



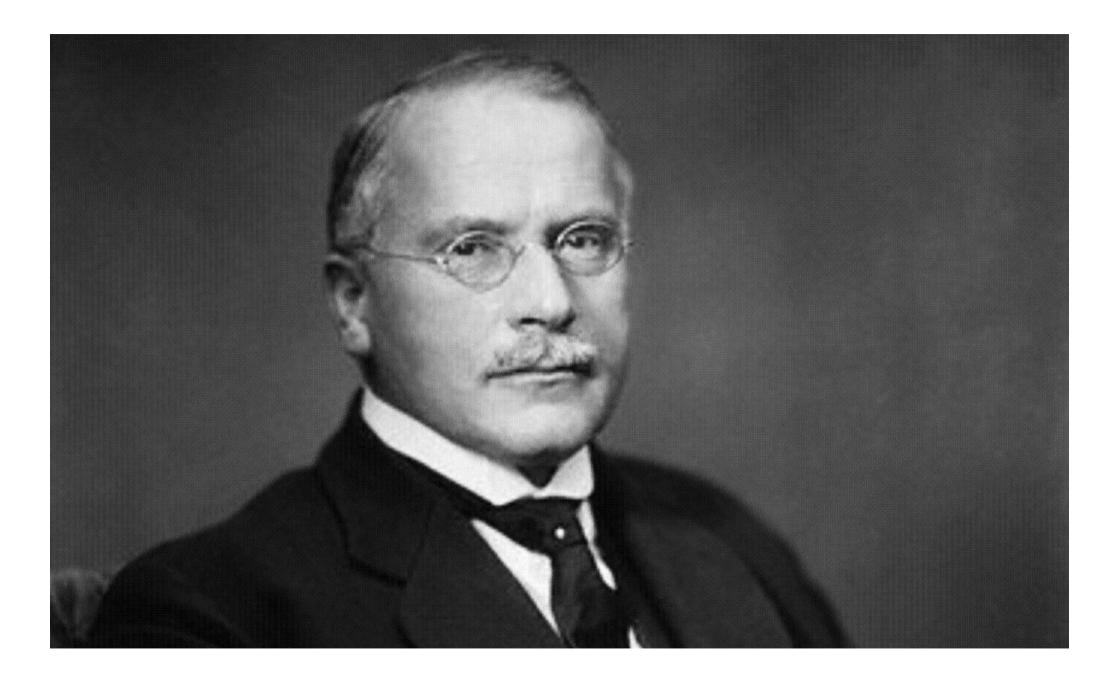
- 'who' your business is
  - your promise
  - your purpose
- how you make people feel
  - the gut feeling



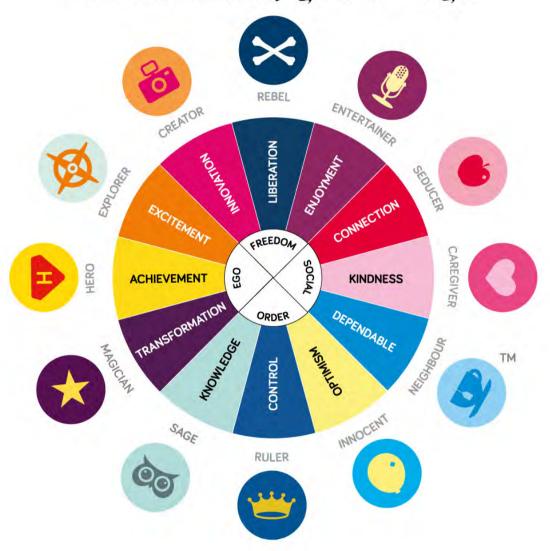
# What people say about you when you aren't in the room!







#### Brand Personalities by **Brand Magic**®









### THE CAREGIVER



Dove presents reverse selfie



THE CREATOR







### THE ENTERTAINER







### THE NEIGHBOUR







### THE EXPLORER

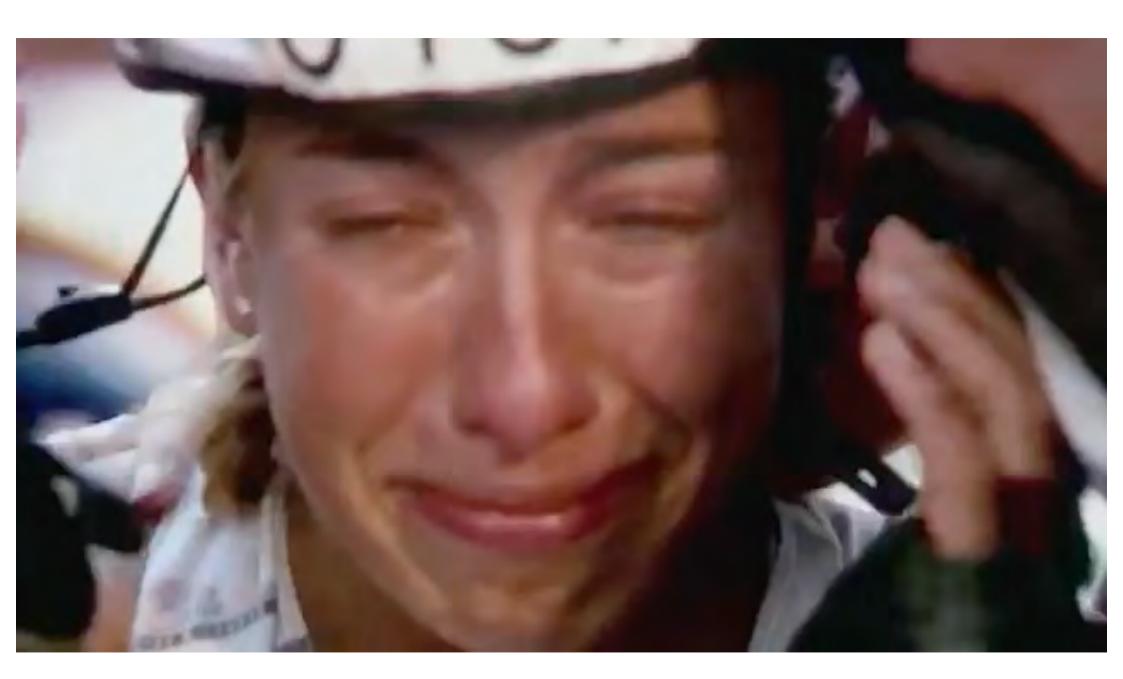






THE HERO

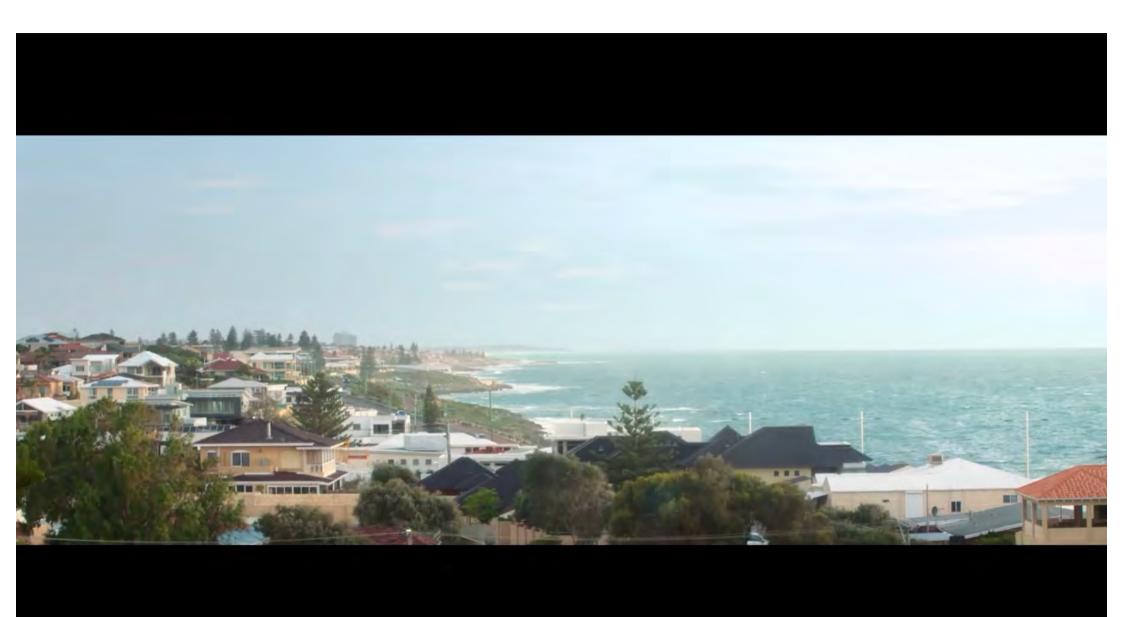


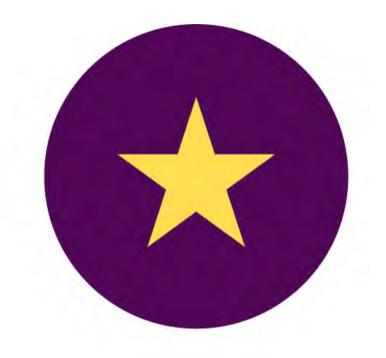












THE MAGICIAN



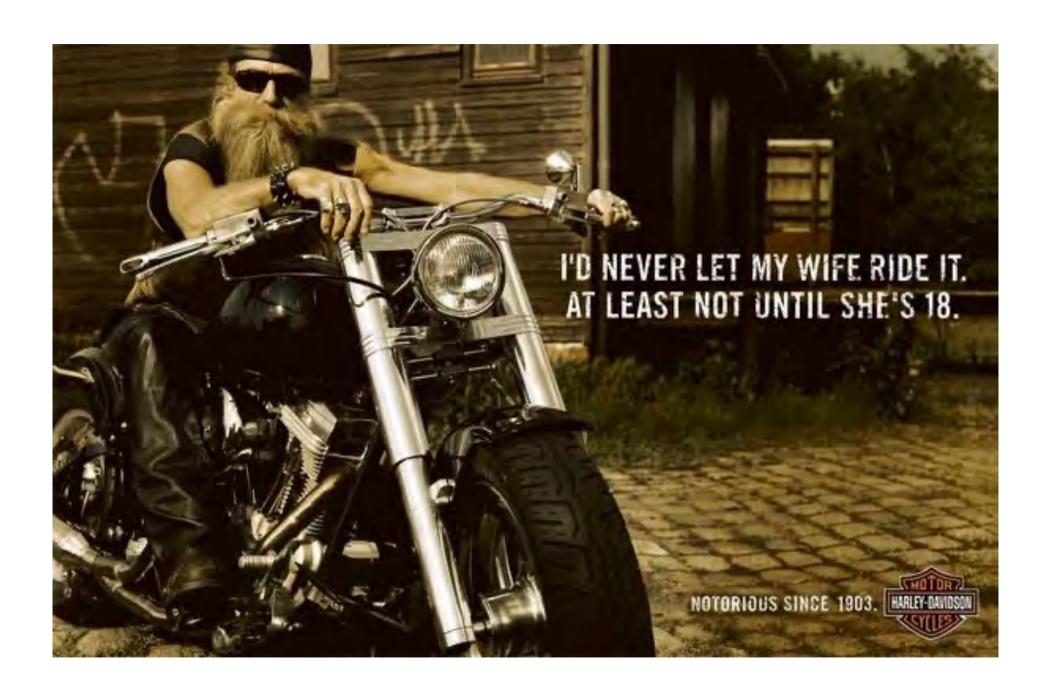


WD.



THE REBEL

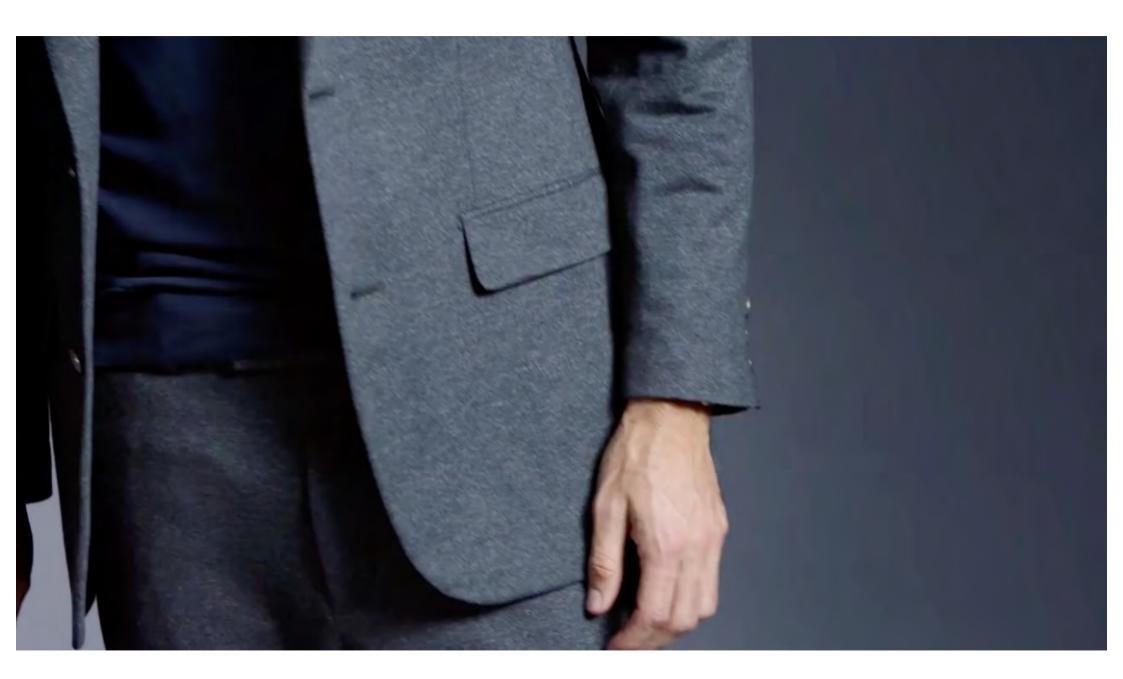






THE RULER



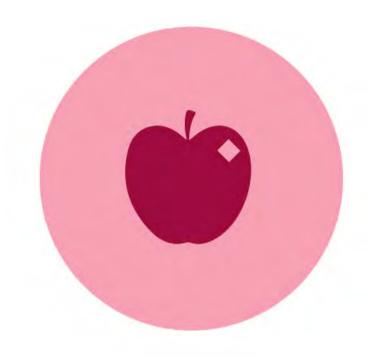




THE SAGE



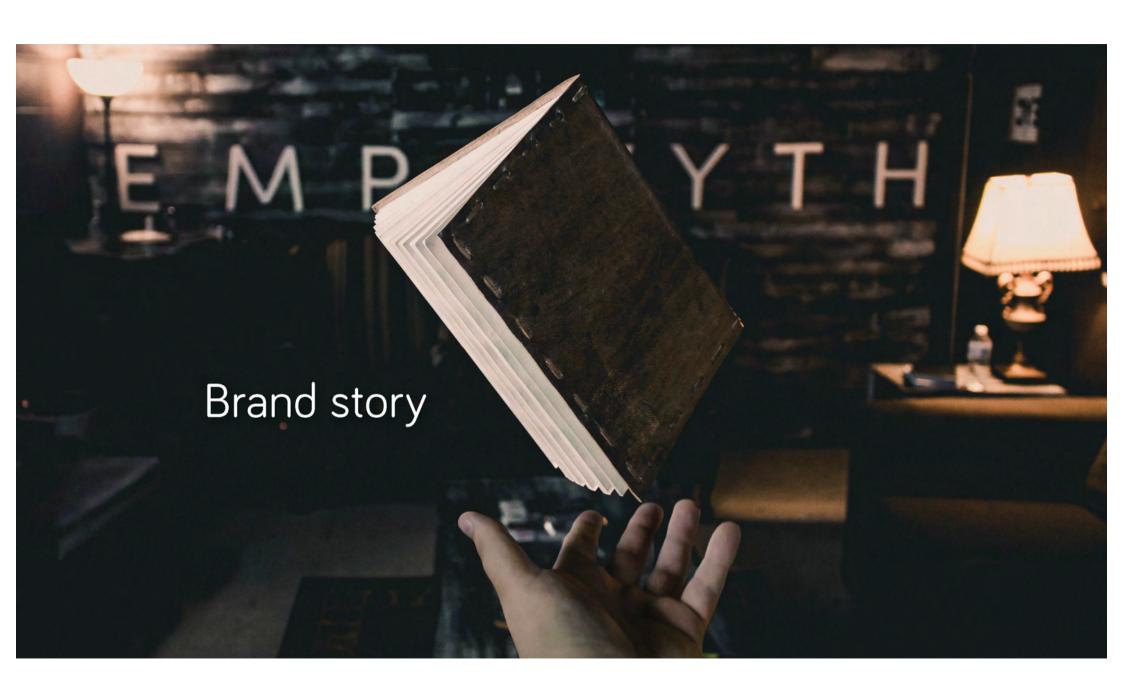




### THE SEDUCER









WD.

### 3 Focus Points to discover your brand's personality

- 1. How not what
- 2. You or your brand
- 3. Words that belong together



### brandpersonalities.com.au





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## Thank you for your time.

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