INTEGRATED CAMPAIGN MEETING PLANNER SURVIVAL KIT

EMPBRA

CONVENTION & VISITORS BUREAU

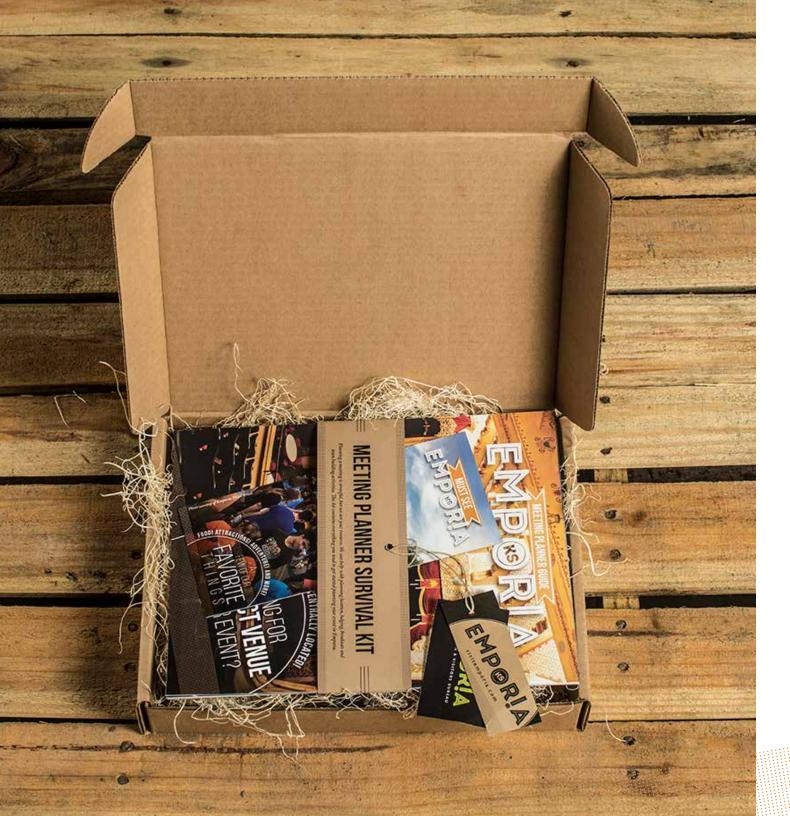


THE BOX

Through extensive research, the Emporia CVB realized there is market potential for small and medium-sized meetings to take place in Emporia. To target these meeting planners, something unconventional was proposed. Instead of a sales call or a mailer that would likely be considered junk mail and be thrown away, the Emporia CVB would send the planners a "Survival Kit."

This kit acknowledges how hard it is to plan a successful meeting and contains items to help the planner while showcasing Emporia and its local businesses. The "Survival Kit" also features a personalized letter that contains a call to action, that lets planners know the Emporia CVB is there to help them.

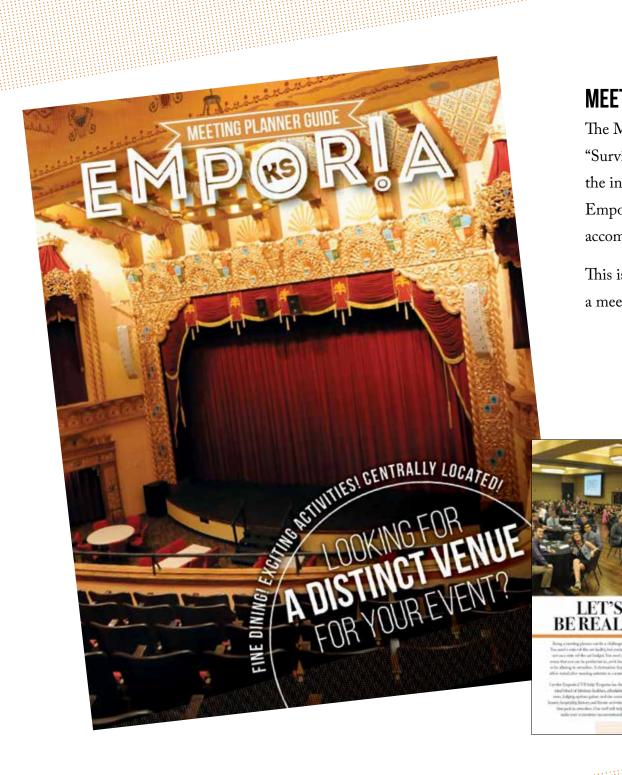




INSIDE

Pains were taken to make opening the "Survival Kit" an experience. Upon opening the box, meeting planners saw the personalized letter (not pictured), and the Emporia CVB's meeting planning collateral. This includes the Emporia Visitors Guide, the Meeting Planner Guide, and the Must See brochure.

All the items in the box were packaged with a wrapper that was printed with a light hearted explanation of why that item is in the box. From the craft paper wrappers to the natural excelsior packaging, the kit is reminiscent of the many artisan stores in Emporia.



MEETING PLANNER GUIDE

The Meeting Planner Guide was created with the "Survival Kit" in mind. This piece gives meeting planners the information they need to plan a successful meeting in Emporia. It lists unique venues, capacities and amenities, accommodations, and ideas for activities after the meeting.

This is a sales piece that can be given to anybody planning a meeting or conference in Emporia.





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MUST SEE BROCHURE

While this brochure wasn't created specifically for the "Survival Kit," it was included along with the Visitors Guide to give meeting planners a feel of what Emporia is like outside of the meeting venue.

Emporia's strength is its unique businesses and events, and they are the cornerstone of drawing people to town. People can meet anywhere, but they can only have certain experiences in Emporia.



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THE KIT

Beneath the print collateral are the items to help survive planning a meeting. These items are all branded with the Emporia CVB logo and represent the city's tentpole tourist destinations.

Artisan shops are represented with locally roasted coffee and a handmade chocolate, and the coaster and cork screw represent Emporia's brewery and winery. The throwing disc lets planners blow off steam and lets them know that their guests can enjoy some of the best disc golf courses in the world in Emporia.

The aspirin is included to remind planners that the Emporia CVB can eliminate the headaches of planning a meeting.