

Examples Of Brand Guidelines

Although the balance sheet may not even put a value on it, a company's brand or its portfolio of brands is in many cases its most valuable asset, accounting for as much as 70% of a firm's market value in some cases. This book argues that because of this and because of the power of not-for-profit brands like Oxfam, all organisations should make the brand their central organising principle, guiding every action and decision. Divided into three parts and written by eighteen experts on the subject, this fully revised and updated guide to brands and branding examines the case for brands, outlines best practice and the future for brands. It includes chapters on brand valuation, what makes a brand great, brand strategy, brand experience, visual and verbal identity, brand communications, brand protection and new chapters on branding in India and brands in a digital world.

Branding is an increasingly important part of business strategy for all types of businesses, including start-ups, SMEs, NGOs, and large corporations. This textbook provides an introduction to brand management that can be applied to all these types of organizations. Using story-telling to guide the reader through the main concepts, theories and emerging issues, it offers a theoretical and applied perspective to brand management. Highlighting the relationship between different brand concepts, this textbook explores the role of branding from both a corporate and a consumer perspective and highlights implications for employability and future career options. With case studies, activities, learning objectives and online resources for lecturers, this book is an ideal accompaniment for undergraduates, post graduates or students who have never studied branding before. Written in an approachable way, it gives readers the basics, allowing them to enhance their understanding of the core topics and advance their study further.

Every day, thousands of passionate developers come up with new startup ideas but lack the branding know-how to make them thrive. If you count yourself among them, Lean Branding is here to help. This practical toolkit helps you build your own robust, dynamic brands that generate conversion. You'll find over 100 DIY branding tactics and inspiring case studies, and step-by-step instructions for building and measuring 25 essential brand strategy ingredients, from logo design to demo-day pitches, using The Lean Startup methodology's Build-Measure-Learn loop. Learn exactly what a brand is—and what it isn't Build a minimal set of brand ingredients that are viable in the marketplace: brand story, brand symbols, and brand strategy Measure your brand ingredients by using meaningful metrics to see if they meet your conversion goals Pivot your brand ingredients in new directions based on what you've learned—by optimizing rather than trashing Focus specifically on brand story, symbols, or strategy by following the Build-Measure-Learn chapters that apply

Provides information on effectively analyzing and displaying data.

Brands on a Mission explores the importance of creating a performance culture that is built on driving impact through purpose, and the type of talent required to drive these transformational changes within companies – from CEO to brand developers. Using evidence from interviews and stories from over 100 CEOs, thought leaders and brand managers, the book presents an emergent model that organisations can follow to build purpose into their growth strategy – and shows how to bridge the gap between Brand Say and Brand Do. Readers will learn from the real experts in the field: how Paul Polman, former CEO of Unilever, built purpose into the DNA of his company; what keeps Alan Jope (new CEO, Unilever) and Emmanuel Faber (CEO, Danone) awake at night; and how brand developers from Durex, Dove, Discovery and LIXIL have made choices and the reasons behind them. In this book you will learn how a soap brand Lifebuoy taught one billion people about hygiene, how a beer is tackling gender-based violence, and how a toothpaste is tackling school absenteeism amongst many others. Renowned experts like Peter Piot (Director, London School of Health and Tropical Medicine), Michael Porter (Professor, Harvard School of Business), Jane Nelson (Director, Corporate Responsibility Initiative, Harvard Kennedy School) and Susie Orbach (leading feminist and formerly professor, London School of Economics) also share examples, data and their everyday experiences of helping corporates create a culture of purpose. And leading NGOs and UN experts like Lawrence Haddad (Executive Director, GAIN) and Natalia Kanem (Executive Director of UNFPA) will recount how the public and private sector have worked together to create an accelerated path to reaching the Sustainable Development Goals by 2030. The book provides a clear pathway of how to take brands through the journey of developing impactful social missions and driving business growth, and is an essential guide for both managers and students alike.

Brand Bible is a comprehensive resource on brand design fundamentals. It looks at the influences of modern design going back through time, delivering a short anatomical overview and examines brand treatments and movements in design. You'll learn the steps necessary to develop a successful brand system from defining the brand attributes and assessing the competition, to working with materials and vendors, and all the steps in between. The author, who is the president of the design group at Sterling Brands, has overseen the design/redesign of major brands including Pepsi, Burger King, Tropicana, Kleenex, and many more.

The revolutionary guide that challenged businesses around the world to stop selling to their buyers and start answering their questions to get results; revised and updated to address new technology, trends, the continuous evolution of the digital consumer, and much more In today's digital age, the traditional sales funnel—marketing at the top, sales in the middle, customer service at the bottom—is no longer effective. To be successful, businesses must obsess over the questions, concerns, and problems their buyers have, and address them as honestly and as thoroughly as possible. Every day, buyers turn to search engines to ask billions of questions. Having the answers they need can attract thousands of potential buyers to your company—but only if your content strategy puts your answers at the top of those search results. It's a simple and powerful equation that produces growth and success: They Ask, You Answer. Using these principles, author Marcus Sheridan led his struggling pool company from the bleak depths of the housing crash of 2008 to become one of the largest pool installers in the United States. Discover how his proven strategy can work for your business and master the principles of inbound and content marketing that have empowered thousands of companies to achieve exceptional growth. They Ask, You Answer is a straightforward guide filled with practical tactics and insights for transforming your marketing strategy. This new edition has been fully revised and updated to reflect the evolution of content marketing and the increasing demands of today's internet-savvy buyers. New chapters explore the impact of technology, conversational marketing, the essential elements every business website should possess, the rise of video, and new stories from companies that have achieved remarkable results with They Ask, You Answer. Upon reading this book, you will know: How to build trust with buyers through content and video. How to turn your web presence into a magnet for qualified buyers. What works and what doesn't through new case studies, featuring real-world results from companies that have embraced these principles. Why you need to think of your business as a media company, instead of relying on more traditional (and ineffective) ways of advertising and marketing. How to achieve buy-in at your company and truly embrace a culture of content and video. How to transform your current customer base into loyal brand advocates for your company. They Ask, You Answer is a must-have resource for companies that want a fresh approach to marketing and sales that is proven to generate more traffic, leads, and sales.

How to produce brand identities that are alive, with the ability to morph into new versions based on outside influences.

Promote your business with clarity, ease, and authenticity. The Human Centered Brand is a practical branding guide for service based businesses and creatives, that helps you

grow meaningful relationships with your clients and your audience. If you're a writer, marketing consultant, creative agency owner, lawyer, illustrator, designer, developer, psychotherapist, personal trainer, dentist, painter, musician, bookkeeper, or other type of service business owner, the methods described in this book will assist you in expressing yourself naturally and creating a resonant, remarkable, and sustainable brand. Read this book to learn: Why conventional branding approaches don't work for service based businesses. How to identify your core values and use them in your business and marketing decisions. Different ways you can make your business unique among all the competition. How to express yourself verbally through your website, emails, articles, videos, talks, podcasts... What makes your "ideal clients" truly ideal, and how to connect with real people who appreciate you as you are. How to craft an effective tagline. What are the most important elements of a visual brand identity, and how to use them to design your own brand. How to craft an exceptional client experience and impress your clients with your professionalism. How your brand relates to your business model, pricing, company culture, fashion style, and social impact. Whether you're a complete beginner or have lots of experience with marketing and design, you'll get new insights about your own brand, and fresh ideas you'll want to implement right away. The companion workbook, checklists, templates, and other bonuses ensure that you not only learn new information, but create a custom brand strategy on your own. Learn more at humancenteredbrand.com

Rediscover an increasingly complex field in terms you already know: yourself! With *Demystifying Corporate Branding*, you come away with an original approach that brings branding down to earth. **WHAT MAKES THIS BOOK DIFFERENT FROM OTHER BOOKS?** This book's original and innovative approach shows that the complex processes behind corporate branding aren't really so different from the techniques you use all the time in your everyday life. In this refreshing, wholly relatable guide, you'll see how your own experience can shed light on the ways brands go about developing identity and managing corporate reputation. This is not a guide to personal branding; it's a practical and enlightening analysis of how both companies and individuals develop and express their identity, based on life purpose, values, values, methods of communication, and the experience they deliver. By steadily drawing on real-life examples and everyday experience, this guide provides a clear-cut and still profound overview of the fundamentals of corporate branding in terms that anyone can grasp. **WHO IS THIS BOOK INTENDED FOR?** *Demystifying Corporate Branding* is perfect for professionals who are just getting started in the field, and anyone studying or working in communications, advertising, design, marketing, sales, human resources, corporate strategy or other business-related disciplines. More experienced branding professionals will come away with a fresh take on a standard topic and a new perspective on their work. This quick guidebook allows you to gain a solid understanding of the world of corporate branding without getting lost in the details. And it may very well show you that you actually know more about corporate branding than you think! **CONTENTS** Brand Values and Purpose Brand Awareness Brand Visual Expression (Brand Identity Design) Brand Verbal Expression Tone of Voice Brand Consistency Brand Guidelines Marketing Channels Brand Experience Brand Reputation Brand Preference Brand Management Brand Protection Personal Brands Reputation Management Creativity in Communications Ethical Principles in Branding Corporate Brand Management Disciplines This book could be, or should be, the very first book you read about branding. But it probably won't be the last. And, if it stirs a deep interest in you, and you find yourself growing passionate about branding, there is a lot more reading in store for you!

This marketing classic has been expanded to include new commentary, new illustrations, and a bonus book: *The 11 Immutable Laws of Internet Branding*. Smart and accessible, *The 22 Immutable Laws of Branding* is the definitive text on branding, pairing anecdotes about some of the best brands in the world, like Rolex, Volvo, and Heineken, with the signature savvy of marketing gurus Al and Laura Ries. Combining *The 22 Immutable Laws of Branding* and *The 11 Immutable Laws of Internet Branding*, this book proclaims that the only way to stand out in today's marketplace is to build your product or service into a brand—and provides the step-by-step instructions you need to do so. *The 22 Immutable Laws of Branding* also tackles one of the most challenging marketing problems today: branding on the Web. The Rieses divulge the controversial and counterintuitive strategies and secrets that both small and large companies have used to establish internet brands. *The 22 Immutable Laws of Branding* is the essential primer on building a category-dominating, world-class brand.

Discover proven strategies for building powerful, world-class brands It's tempting to believe that brands like Apple, Nike, and Zappos achieved their iconic statuses because of serendipity, an unattainable magic formula, or even the genius of a single visionary leader. However, these companies all adopted specific approaches and principles that transformed their ordinary brands into industry leaders. In other words, great brands can be built—and Denise Lee Yohn knows exactly how to do it. Delivering a fresh perspective, Yohn's *What Great Brands Do* teaches an innovative brand-as-business strategy that enhances brand identity while boosting profit margins, improving company culture, and creating stronger stakeholder relationships. Drawing from twenty-five years of consulting work with such top brands as Frito-Lay, Sony, Nautica, and Burger King, Yohn explains key principles of her brand-as-business strategy. Reveals the seven key principles that the world's best brands consistently implement Presents case studies that explore the brand building successes and failures of companies of all sizes including IBM, Lululemon, Chipotle Mexican Grill, and other remarkable brands Provides tools and strategies that organizations can start using right away Filled with targeted guidance for CEOs, COOs, entrepreneurs, and other organization leaders, *What Great Brands Do* is an essential blueprint for launching any brand to meteoric heights.

Completely updated and expanded, the second edition of David Airey's *Logo Design Love* contains more of just about everything that made the first edition so great: more case studies, more sketches, more logos, more tips for working with clients, more insider stories, and more practical information for getting the job and getting it done right. In *Logo*

Design Love, David shows you how to develop an iconic brand identity from start to finish, using client case studies from renowned designers. In the process, he reveals how designers create effective briefs, generate ideas, charge for their work, and collaborate with clients. David not only shares his personal experiences working on identity projects—including sketches and final results of his own successful designs—he also uses the work of many well-known designers such as Paula Scher, who designed the logos for Citi and Microsoft Windows, and Lindon Leader, creator of the current FedEx identity, as well as work from leading design studios, including Moving Brands, Pentagram, MetaDesign, Sagmeister & Walsh, and many more. In Logo Design Love, you'll learn: Best practices for extending a logo into a complete brand identity system Why one logo is more effective than another How to create your own iconic designs What sets some designers above the rest 31 practical design tips for creating logos that last

A surprisingly simple way for students to master any subject--based on one of the world's most popular online courses and the bestselling book A Mind for Numbers A Mind for Numbers and its wildly popular online companion course "Learning How to Learn" have empowered more than two million learners of all ages from around the world to master subjects that they once struggled with. Fans often wish they'd discovered these learning strategies earlier and ask how they can help their kids master these skills as well. Now in this new book for kids and teens, the authors reveal how to make the most of time spent studying. We all have the tools to learn what might not seem to come naturally to us at first--the secret is to understand how the brain works so we can unlock its power. This book explains: • Why sometimes letting your mind wander is an important part of the learning process • How to avoid "rut think" in order to think outside the box • Why having a poor memory can be a good thing • The value of metaphors in developing understanding • A simple, yet powerful, way to stop procrastinating Filled with illustrations, application questions, and exercises, this book makes learning easy and fun.

Ben Passmore's necessary contribution to the dialogue around race in the United States, Your Black Friend is a letter from your black friend to you about race, racism, friendship and alienation. On the heels of viral online success with 500,000+ views, the revised print edition of the Your Black Friend comic is in gorgeous full color on fancy matte paper stock. Inspired by Frantz Fanon's White Skin, Black Masks, Your Black Friend is just as direct, immediate, and necessary as Ta-Nehisi Coates's (tm) Between the World and Me and Claudia Rankine's Citizen. Known for his politically charged science fiction comics, enthusiastic fans of Passmore's (tm)s work include Brandon Graham (Island, Image Comics), Carolyn Nowak (Lumberjanes) and Josh Simmons (Fantagraphics).

From three design partners at Google Ventures, a unique five-day process--called the sprint--for solving tough problems using design, prototyping, and testing ideas with customers.

Digital Branding gives step-by-step, practical guidance on how to build a brand online. Through exploring topics like content marketing, social media, search optimisation and web analytics, Daniel Rowles develops a robust framework for brand planning, channel selection and measuring the effectiveness of your brand campaigns. Digital Branding contains real world case studies, a guide to the free and paid tools that can help measure digital branding in each of the different online channels, examples of social guidelines, process and policy and an original step by step digital branding process along with measurement techniques and guidelines.

This book demonstrates the step-by-step process involved in designing a Web site. Readers are assumed to be familiar with whatever Web publishing tool they are using. The guide gives few technical details but instead focuses on the usability, layout, and attractiveness of a Web site, with the goal being to make it as popular with the intended audience as possible. Considerations such as graphics, typography, and multimedia enhancements are discussed.

This book is an original, high-quality collection of chapters about highly topical and important brand management issues, and it shows both theoretical and empiric analysis. The 10 selected chapters are referred, with original contents and rigorous research methodologies, to some important challenges the brand management has to face in the current competitive contexts, characterized by the dominance of the intangible resources and the new information and communication technologies. Written by leading academics, this book is dedicated not only to marketing and management scholars but also to students wanting to investigate the knowledge concerning special fields and special brand management themes. As well to the practitioners who can find a wide reference also to the managerial implication from the strategic and operative perspectives.

In 1970, President Richard Nixon created the Environmental Protection Agency (EPA) to confront environmental pollution and protect the health of the American people. One of the EPA's top priorities was consolidating numerous state offices to more efficiently carry out its goal of "working for a cleaner, healthier environment for the American people." But there was one area in which the EPA--like many government agencies of the time--was terribly inefficient: their graphic design and communications department. Millions of dollars were being wasted annually due to nonstandardized formats, inefficient processes and almost everything being designed from scratch. In 1977 the EPA began working with the legendary New York design firm Chermayeff & Geismar (now Chermayeff & Geismar & Haviv, or CGH), responsible for some of the most recognizable visual identities in the world, such as Chase Bank, PBS, National Geographic, the Smithsonian Institution, Mobil Oil and NBC. Partners Ivan Chermayeff, Tom Geismar and Steff Geissbuhler set about tackling this problem. The result was the 1977 US Environmental Protection Agency Graphic Standards System. Forty years later, Jesse Reed & Hamish Smyth--creators of the NYCTA and NASA Graphics Standards Manual reissues--have partnered with CGH and AIGA, the US's oldest and largest professional organization for design, to publish this classic graphic standards EPA manual as a hardcover volume. Each page is reproduced at the same size as the original three-ring binder pages, using the same vibrant Pantone inks with a total of 14 colors.

Ideal for students of design, independent designers, and entrepreneurs who want to expand their understanding of effective design in business, Identity Designed is the definitive

guide to visual branding. Written by best-selling writer and renowned designer David Airey, *Identity Designed* formalizes the process and the benefits of brand identity design and includes a substantial collection of high-caliber projects from a variety of the world's most talented design studios. You'll see the history and importance of branding, a contemporary assessment of best practices, and how there's always more than one way to exceed client expectations. You'll also learn a range of methods for conducting research, defining strategy, generating ideas, developing touchpoints, implementing style guides, and futureproofing your designs. Each identity case study is followed by a recap of key points. The book includes projects by Lantern, Base, Pharus, OCD, Rice Creative, Foreign Policy, Underline Studio, Fedoriv, Freytag Anderson, Bedow, Robot Food, Together Design, Believe in, Jack Renwick Studio, ico Design, and Lundgren+Lindqvist. *Identity Designed* is a must-have, not only for designers, but also for entrepreneurs who want to improve their work with a greater understanding of how good design is good business.

Michael Showalter's *Guys Can Be Cat Ladies Too* is the hilarious all-access guide to help a man comprehend, appreciate, and bond with the felines in his life. They say dogs are a man's best friend. True! But what if that man's girlfriend/boyfriend, wife/husband, or mother-in-law has a cat? Is that the end for him? Is he resigned to an eternity of estrangement from this furry creature with which he shares his life partner, his favorite chair, and his sock drawer? Showalter offers hope for men everywhere in their quest to understand and love cats. In this intimate portrait of one man's love for cats, you will learn the answers to burning questions such as: "Why are they all aloof and weird and stuff?"; "They hate me, right?"; and "Is it true that they have nine lives?" Armed with these and countless other valuable lessons, by the book's end any guy can be on the fast track to becoming a cat's best friend. Praise for *Guys Can Be Cat Ladies Too*: "Deep stuff is decorated by fabulously absurd humor." —Catster.com "So what have your cats taught you about loving yourself?" Michael Showalter: "Not a lot, I'll be honest." —Esquire.com "Fabulously illustrated." —Entertainment Weekly

There are a lot of books out there that show collections of logos. But David Airey's *Logo Design Love* is something different: it's a guide for designers (and clients) who want to understand what this mysterious business is all about. Written in reader-friendly, concise language, with a minimum of designer jargon, Airey gives a surprisingly clear explanation of the process, using a wide assortment of real-life examples to support his points. Anyone involved in creating visual identities, or wanting to learn how to go about it, will find this book invaluable. - Tom Geismar, Chermayeff & Geismar In *Logo Design Love*, Irish graphic designer David Airey brings the best parts of his wildly popular blog of the same name to the printed page. Just as in the blog, David fills each page of this simple, modern-looking book with gorgeous logos and real world anecdotes that illustrate best practices for designing brand identity systems that last. David not only shares his experiences working with clients, including sketches and final results of his successful designs, but uses the work of many well-known designers to explain why well-crafted brand identity systems are important, how to create iconic logos, and how to best work with clients to achieve success as a designer. Contributors include Gerard Huerta, who designed the logos for Time magazine and Waldenbooks; Lindon Leader, who created the current FedEx brand identity system as well as the CIGNA logo; and many more. Readers will learn: Why one logo is more effective than another How to create their own iconic designs What sets some designers above the rest Best practices for working with clients 25 practical design tips for creating logos that last

New York Times bestselling author Donald Miller uses the seven universal elements of powerful stories to teach readers how to dramatically improve how they connect with customers and grow their businesses. Donald Miller's *StoryBrand* process is a proven solution to the struggle business leaders face when talking about their businesses. This revolutionary method for connecting with customers provides readers with the ultimate competitive advantage, revealing the secret for helping their customers understand the compelling benefits of using their products, ideas, or services. Building a *StoryBrand* does this by teaching readers the seven universal story points all humans respond to; the real reason customers make purchases; how to simplify a brand message so people understand it; and how to create the most effective messaging for websites, brochures, and social media. Whether you are the marketing director of a multibillion dollar company, the owner of a small business, a politician running for office, or the lead singer of a rock band, *Building a StoryBrand* will forever transform the way you talk about who you are, what you do, and the unique value you bring to your customers.

A revised new edition of the bestselling toolkit for creating, building, and maintaining a strong brand From research and analysis through brand strategy, design development through application design, and identity standards through launch and governance, *Designing Brand Identity, Fourth Edition* offers brand managers, marketers, and designers a proven, universal five-phase process for creating and implementing effective brand identity. Enriched by new case studies showcasing successful world-class brands, this Fourth Edition brings readers up to date with a detailed look at the latest trends in branding, including social networks, mobile devices, global markets, apps, video, and virtual brands. Features more than 30 all-new case studies showing best practices and world-class Updated to include more than 35 percent new material Offers a proven, universal five-phase process and methodology for creating and implementing effective brand identity

Inhaltsangabe:Abstract: The information economy, the current demographical trends and other factors will produce a shortage of skilled labour. During the last decade, many labour markets had encountered a shortage of skilled labour. In fact, whole industries have had serious problems to fill vacancies. Many have forecast horror scenarios for the labour market, whereas others have created strategic concepts to cope with it. The War for Talent and the Employer of Choice concept are leftovers of this period. Employee attraction and retention will continue to be an important issue for many companies in the beginning of the 21st century. The new up-coming competition for talent draws the attention on a new concept, in order to deal with the future challenge - employer branding. Employer branding has moved center stage in the last two years. The strategic relevance of employer branding is still underestimated or unknown. Employer branding is neither a wonder cure nor a cure-all approach. This thesis and chapters provide an

insight in the employer branding concept and its relevance. What does employer branding mean, where does it stem from? It also contains a practical guide for developing and implementing an employer branding process, with a short case study of global chemical company. Do you remember the scenario published in McKinsey's Quarterly in 1998? The War for Talent - this expression has become synonymous for the labour shortage of High Potentials. The economy was burning white-hot in the late 1990s and companies were scrambling to hire and retain the people they needed. With a boom, talent becomes scarcer because everybody is looking for talented people to fill vacancies. In the late 1990s the employer of choice concept became popular, when the war for talent was about to begin. The term employer of choice is based on the unwritten promises and expectations that develop the basis of the employment relationship. The collapse of the dot.com industry, followed by a time of recession and downturns causing layoffs and job cuts, has created a surplus of labour. The predicted War for Talent for High Potentials has been postponed. Really? The current economic landscape has changed dramatically, product lifecycles have grown shorter, products and services are substitutional, innovation is accelerating and customer loyalty is just a pie-in-the-sky. The economy is driven by ongoing changes, globalization, growing complexity and the [...]

The NASA Graphics Standards Manual, by Richard Danne and Bruce Blackburn, is a futuristic vision for an agency at the cutting edge of science and exploration. Housed in a special anti-static package, the book features a foreword by Richard Danne, an essay by Christopher Bonanos, scans of the original manual (from Danne's personal copy), reproductions of the original NASA 35mm slide presentation, and scans of the Managers Guide, a follow-up booklet distributed by NASA.

Offering a new framework for nonprofit brand management, this book presents the Brand IDEA (Integrity, Democracy, and Affinity). The framework eschews traditional, outdated brand tenets of control and competition largely adopted from the private sector, in favor of a strategic approach centered on the mission and based on a participatory process, shared values, and the development of key partnerships. The results are nonprofit brands that create organizational cohesion and generate trust in order to build capacity and drive social impact. The book explores in detail how nonprofit organizations worldwide are developing and implementing new ways of thinking about and managing their organizational brands.

Is it Web site, website or web site? What's the best on-screen placement for a top story? How can I better know my site's audience? The rapid growth of the Web has meant having to rely on style guides that are intended for print publishing and do not address writing for the Internet. The Yahoo! Style Guide does. Writers and programmers at Yahoo!, faced with a lack of industry guidance fifteen years ago, began creating a set of guidelines for web writing. The seeds of The Yahoo! Style Guide were planted with their first in-house reference, which has been added to ever since, making it the go-to manual inside Yahoo! Polished and expanded for its public debut, this resource will cover the basics of grammar and punctuation as well as Web-specific ways to perfect a site. It includes: identifying the audience and making the site accessible to everyone; constructing a clear and compelling story; developing a site's unique voice; streamlining text for mobile devices; optimizing webpages to increase the chances of appearing in search results; streamlining text so it can be read at Internet speed.

An expert presents in a compact form the 20 essential principles of branding that will lead to the creation of strong brands.

The threatened species categories used in Red Data Books and Red Lists have been in place for almost 30 years. The IUCN Red List Categories and Criteria provide an easily and widely understood system for classifying species at high risk of global extinction, so as to focus attention on conservation measures designed to protect them. This latest version of the classification system was adopted by the IUCN Council in February 2001 and reflects comments from the IUCN and SSC memberships and the final meeting of the Criteria Review Working Group.

Maximize the impact and precision of your message! Now in its fourth edition, the Microsoft Manual of Style provides essential guidance to content creators, journalists, technical writers, editors, and everyone else who writes about computer technology. Direct from the Editorial Style Board at Microsoft—you get a comprehensive glossary of both general technology terms and those specific to Microsoft; clear, concise usage and style guidelines with helpful examples and alternatives; guidance on grammar, tone, and voice; and best practices for writing content for the web, optimizing for accessibility, and communicating to a worldwide audience. Fully updated and optimized for ease of use, the Microsoft Manual of Style is designed to help you communicate clearly, consistently, and accurately about technical topics—across a range of audiences and media.

Written by a fundraiser for fundraisers. The Digital Fundraising Blueprint provides a one-stop resource for nonprofits to use when it comes to raising more money online. The strategies and tactics contained in this book are the exact same ones used by the author, a digital fundraising consultant, that helped raise over \$100 million for nonprofits. Now, you have access to the same tips and frameworks, which can power your nonprofit to do more good in the world. This book goes into detail about raising money via website content, email, social media, social media ads, search engine marketing, online display ads, mobile, and more! In addition, this book is loaded with tips that you can immediately put into place to incrementally generate more money for your nonprofit. What about Snapchat, Amazon Alexa, and Facebook Live? There are tips on those in this book as well. Looking for ways to incorporate digital with your direct mail fundraising efforts? That's in here too. For a beginner audience, it provides education on digital fundraising terms and marketing channels. For nonprofit leaders that may not be directly engaged with the digital efforts of its organization, this book will provide a baseline to understand the concepts and learn how to ask the right questions. For a more advanced digital fundraising audience, this book will include several tips for digital creative, testing ideas, donation page recommendations, and an overview of the digital fundraising ecosystem. The content of this book will spark ideas that will help you take your digital fundraising to the next level.

