

MARKETING PLAYBOOK | Q4 2021

THE "SMILE-MAKIN' PEOPLE"

Fischer's®, The "Smile-Makin' People", has been delighting kids and parents alike for years with its hot dogs, lunch meat, bacon and more. Using only USDA-select cuts and time-honored recipes, Fischer's® offers classic meat products that anyone can afford, which is why we say, "Moms see the value; kids see the fun!"

SCHEDULE		JAN 2021	FEB 2021	MAR 2021
SOCIAL MEDIA	Social Media Paid Social Media			
SHOPPER MARKETING & GRASSROOTS	In-Store POP Signage Promos and Giveaways			
SPONSORSHIPS	University of Louisville Radio			

SPONSORSHIPS



LOUISVILLE CARDINALS RADIO

Fischer generates numerous brand exposures among Louisville fans both within Cardinal Stadium as well as across the fan-base which spans coast to coast.



SOCIAL MEDIA

Always-on social media content engages "Moms" age 25-54 across market regions with downloadable coupons, product recipes, contests and giveaways.





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MAKE YOUR BUYERS SMILE

CUSTOMIZED RETAILER MARKETING SUPPORT

AVAILABLE FOR NATIONAL AND LARGE TO MID-SIZE REGIONAL CHAINS

We'll synergize our marketing with your buyer's marketing! For consideration, forward your buyer's current marketing program to Brooklyn Maple at **BMaple@KentuckyLegend.com** with the following information included:



- · Retailer Name
- Objective of program
 (EX: new item, gain trial, increase ACVs, account support)
- Products for the program
- · Annual sales in lbs. and dollars
- Timing
- Cost

NOTE: Expect at least 2 week lead-time for approval

EXAMPLES INCLUDE:

Retailer Digital Programs
Retailer Special Publications
Retailer Special Circulars

TEAR PADS TO BE SENT TO SALES REPS WEEK OF DECEMBER 7TH-11TH

*volume sales higher than 500k lbs

STANDARD RETAILER SHOPPER MARKETING SUPPORT

AVAILABLE FOR ALL RETAILERS UPON REQUEST

 ${\bf Email\ Marketing Team @ Kentucky Legend.com}$



COUPON PROGRAMS

Load-to-card, sales quarterly coupons, in-ad programs and routine circulars reward loyal customers with exclusive discounts.



P.O.P. MARKETING

Motivate sales at the point of purchase with flyers, case dividers, shelf-talkers, tear-pad coupons and more.