

## **MARKETING PLAYBOOK | Q4 2021**

# THE FLAVOR OF CHICAGO

With Chicago roots dating back to 1926, Scott Pete® has been capturing the most discerning sausage enthusiasts with its lineup of sausages and hot dogs—distinctive for their larger size, meatier grind and natural casings that deliver an authentic first-bite 'pop' and hearty ethnic-inspired flavor.

SCHEDULE		JAN 2021	FEB 2021	MAR 2021
SOCIAL MEDIA	Social Media Paid Social Media Loyalty Club Emails			
SHOPPER MARKETING & GRASSROOTS	In-Store POP Signage Promos and Giveaways			

### **SOCIAL MEDIA**

Always-on social media content engages a high-frequency meat-buying 25-45 y/o crowd in Chicago region with downloadable coupons, product recipes, contests, giveaways and more. Launched in September of 2020, the loyalty club offers exclusive discounts to subscibers, as well as monthly reminders to enter ongoing sweepstakes, recipe highlights and more!







## **MARKETING PLAYBOOK | Q4 2021**

## A RECIPE FOR SUCCESS

## **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 In-store Demos** 

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

## STANDARD RETAILER SHOPPER MARKETING SUPPORT

**AVAILABLE FOR ALL RETAILERS UPON REQUEST** 

Email MarketingTeam@KentuckyLegend.com



### COUPON PROGRAMS

Load-to-card, sales quarterly coupons, in-ad programs and routine circulars reward loval 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.