

*TPLLIfe

Insurance Overview

- EFU Life Assurance remained the most profitable entity among the five private life insurance companies operating in Jan-Mar.
- Currently, the penetration of life insurance is only 0.51% of GDP in Pakistan.
- The savings-to-GDP ratio decreased from 14.7% in the preceding fiscal year to 14.5% in 2015-16, according to the latest economic survey.
- At present, 7 life insurance companies and 2 family takaful companies operate in the country.



Campaign Objectives



Create impact and build awareness by maximizing reach and frequency across various digital channels



Increase social reach & engagements by creating compelling useable and shareable content



Drive Traffic to the campaign landing page and recruit more social fans on the FB Fan Page

Campaign Touch Points



SOCIAL



To be used as a content dissemination & engagement platform..

Social advertising to be used for content promotion, driving engagements & increasing fan base (Ads to deliver on all devices)

DISPLAY



Standard and Rich banner ads to run to create impact & maximize reach (Ads to deliver on all devices)

SEARCH



To be used to target direct brand & competition specific search queries/keywords as well as target audience related keywords (Ads to deliver on all devices)

VIDEO



Video Ads to be used mainly as part of rich media display ads as well as pre rolls and standalone video ads on various placements that are part of the media plan (Ads to deliver on all devices)

CONTENT



Fixed, Agile & Fluid content approach to be used to create video, pictorial & native content for the campaign.

This content will then be disseminated & promoted through social platforms as well as partner publishers

History of "Keep Calm"



- The Ministry of Information was formed by the British Government as the department responsible for publicity and propaganda during the Second World War.
- In late 1939 after the outbreak of the war, the MOI was appointed by the British Government to design a number of morale boosting posters that would be displayed across the British Isles during the testing times that lay ahead.
- The third and final poster of the set was again very straightforward and to the point it simply read 'Keep Calm and Carry On'.

"Keep Calm" Campaign



• We need to develop campaigns with captions related to situations where people loose their calm... ending with Keep Calm posters.



Stressed about your health, no savings...



At TPL Life we are with you at every step of the way



At TPL Life we got your back throughout your life's journey

"Keep Calm" Campaign



- Quizzes
 - 1) Let TPL Life know What Makes You Lose Control?

 And WIN BIG!
 - 2 A) Let TPL Life know Who is Your Saviour When it comes to getting you out of Difficult Situations

OR
2 B) Nominate the person who is your life savior in difficult situations

"Keep Calm" Campaign



- Videos
 - 10 secs situations of people loosing their calm in difficult situations with end note TPL Life "The Life Saviors" (humorous approach)
 - Blogs
 - In brandsynario, mangobaaz etc on handling stress etc

"Mass Retail" Campaign — "Be Accessible"



TPL Life #BeAccessible

- TPL Life will be launching three products in the mass retail market, making insurance accessible to just about everyone.
- The campaign about creating an accessible world.

- Accessibility is all about our ability to engage with, use, participate in, and belong to, the world around us.
- Posts and videos...
- Imagine a world of possibility rather than limitation.





TEASER

"Keep Calm" posts

Do you have a future?

- What future holds for you?
- How can we make life simpler for you?
- What makes us the easiest company to deal with?

LAUNCH

Your future is in safe hands with TPL Life

In addition to the banners, an explainer video style video to be produced to run as part of video ads.

CEO's video about TPL Life's Journey and future plans POST LAUNCH

Humorous situations in short video clips showing the future.

Video reactions of the consumers their future plans





Create a Campaign Hashtag

Although hashtags were created as a way to organize the massive amount of content working its way through Twitter, they've since evolved into something much more. Hashtags have become a way for people and brands to create conversations, to interact with friends and fans, and to promote their products to massive amounts of new users.

References:

http://www.tintup.com/blog/7-examples-of-successful-hashtag-campaigns/

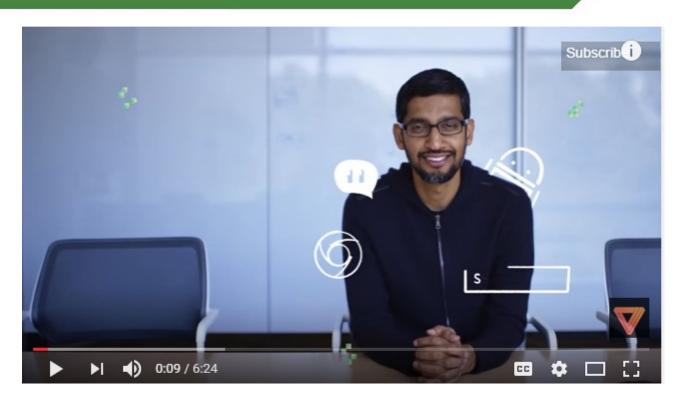
https://econsultancy.com/blog/67671-11-of-the-most-memorable-brand-hashtags-of-all-time/

http://www.socialmediaexaminer.com/six-tips-killer-hashtag-campaign/





Ref: CEO's Video



https://www.youtube.com/watch?v=TguamcqrQjI



Paid Media Strategy

Teaser (4 Days - 5% Inventory)Display and social ads to roll out 4 days before the launch

Launch (25 Days - 60% Inventory)
2-3 days Home Page Take Overs on direct bought properties
Search, Social and Video Ads to be rolled out on respective platforms with high frequency

Native content to be rolled out on respective publishers along with content seeding of our news and content by the publishers

High frequency of rich media and standard ad inventory to follow the first 2-3 days for the remaining

Post Launch (15 Days - 35% Inventory)

Focus to shift from campaign promotion to content and facts promotion Standard banner ads to be used to promote "Favorites" and "Keep Calm" supported by social ads promoting the consumers and corporate customers videos Search ads will continue to run in parallel



Traffic and Audience of Selected Media Properties

PUBLISHER/NETWORK	CATEGORY	MONTHLY UNIQUE	MONTHLY PAGE VIEWS	AUDIENCE TYPE	GENDER		AGE		
					MALE	FEMALE	18-24	25-34	25-34
Facebook	Social	24 million	-	All	AII		-	-	-
Google	Search/Network	N/A	-	All	-	-	-	-	-
YouTube	Video	10+ million	-	All	-	-	-	-	-
ESPNCricinfo	Sports/Cricket	2.2 Million	37.7 Million	Corporate + Youth	97.00%	3.00%	50.00%	35.00%	15.00%
Express	News [Urdu]	3.8 Million	18 Million	Corporate	85.00%	15.00%	14.06%	39.30%	46.64%
DailyPakistan	News [Urdu]	2.4 Million	15 Million	Corporate	76.00%	24.00%	12.64%	32.18%	55.18%
Tribune	News [English]	2.2 Million	8 Million	Corporate + Youth	65.00%	35.00%	28.44%	48.36%	23.20%
Dawn	News [English]	1.5 Million	16 Million	Corporate	75.00%	25.00%	18.12%	38.05%	43.83%
Geo	News [English]	1.1 Million	5 Million	Corporate	85.54%	15.46%	15.36%	45.25%	39.39%
Jang	News [Urdu]	1 Million	28 Million	Corporate	95.15%	4.85%	9.15%	65.12%	28.73%
ProPakistani	News/Tech [English]	1 Million	1.8 Million	Corporate + Youth	90.00%	10.00%	25.32%	52.34%	22.34%
BrandSynario	Infotainment/Media [English]	0.70 Million	1.1 Million	Corporate + Youth	53.00%	47.00%	39.00%	52.00%	7.00%
Business Recorder	Business/Finance [English]	0.28 Million	0.88 Million	Corporate	76.40%	23.60%	12.32%	32.25%	55.43%

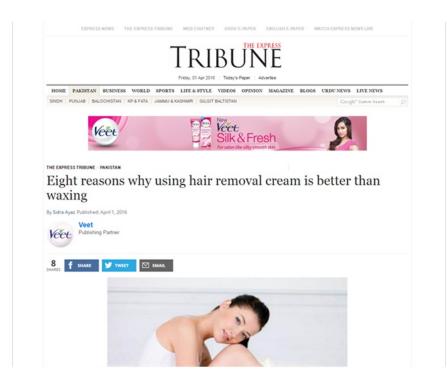


Snapshot: Tribune – Home – Rich Media





Snapshot: Tribune – Pakistan – Native



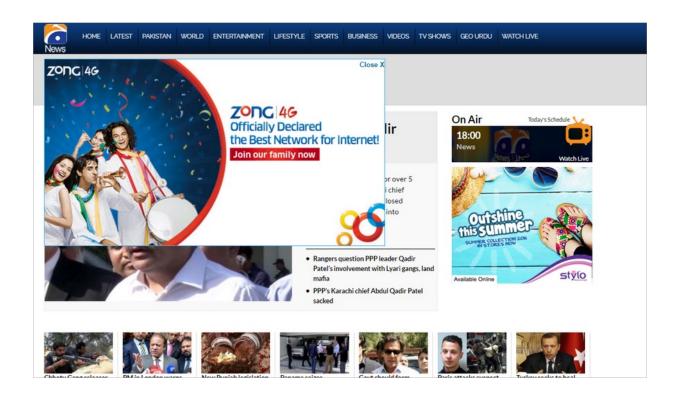


Snapshot: Express.pk — Home — Rich Media





Snapshot: Geo – Home – Rich Media





Snapshot: Geo – Home – Standard





Snapshot: Jang – Home – Standard



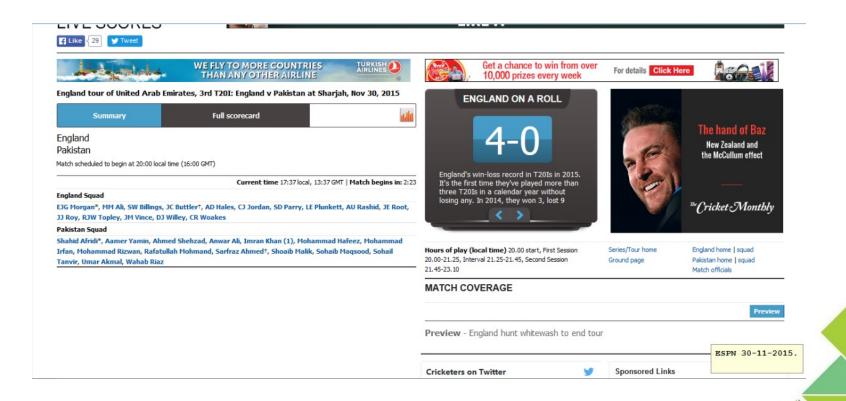


Snapshot: Cricinfo – Home – Takeover



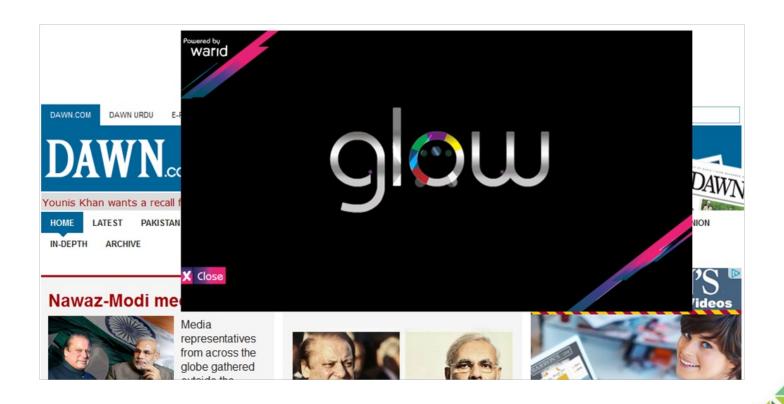
Snapshot: Cricinfo – Live scorecard – Strip





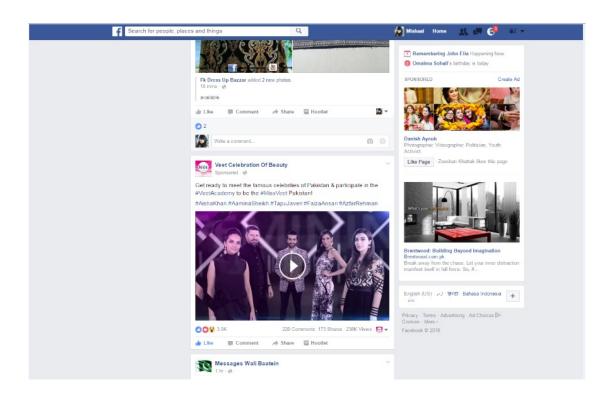


Snapshot: Dawn – Home – Rich Media



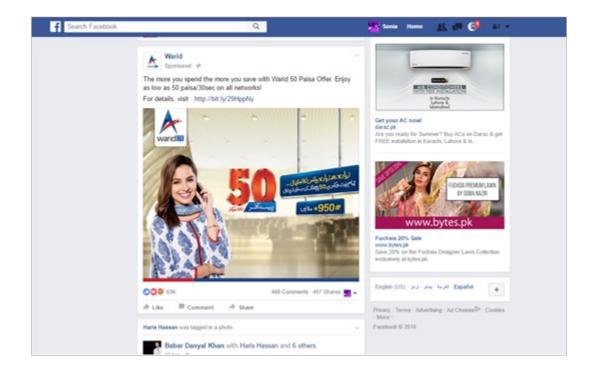


Snapshot: Facebook – Page Post Video Ad



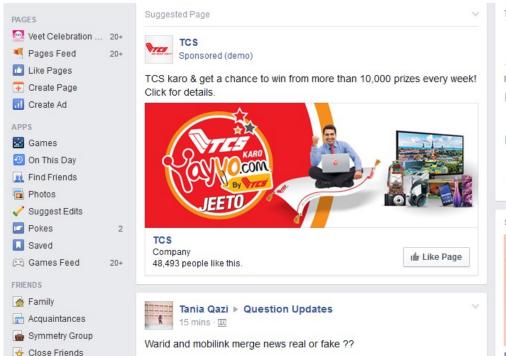


Snapshot: Facebook – Page Post Ad



Snapshot: Facebook – Page Post Like





This Week

220,446

10,201 People Engaged

Recent Posts

- There's nothing that can stop you from ... 9,665 Reached · 770 Engagements Boost This Post
- How well do you know your #friends? T... 2,768 Reached · 285 Engagements Boost This Post
- ▼ See More

SUGGESTED PAGES

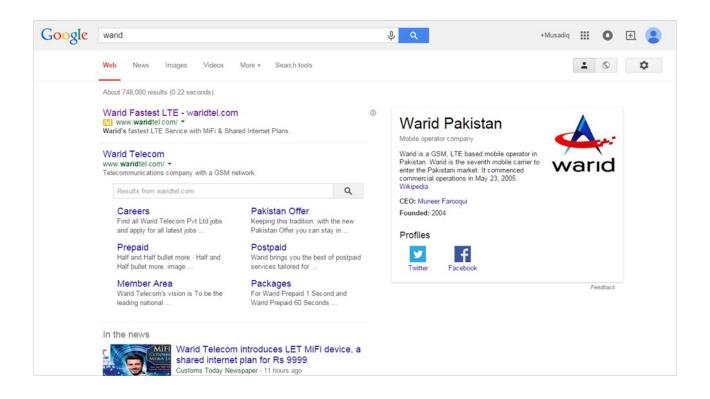
See All



Laughing Colours



Snapshot: Google – Search





Snapshot: Google – Placement





Snapshot: Google – Contextual



Snapshot: Google – Youtube – Preroll





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Indian References

How Bajaj Allianz Life Insurance Leveraged Content Marketing Meaningfully To Build Awareness For Its New Schemes During Tax Season

http://lighthouseinsights.in/bajaj-allianz-defeat-the-tax-monster-case-study.html/ http://lighthouseinsights.in/bajaj-allianz-life-defeat-the-tax-monster-season-2-case-study.html/

HDFC Life #StandUpOnTwitter

HDFC Life, one of India's leading private life insurance companies, chose to reach out to the new generation millenials via stand up comedy on Twitter. The second phase of the campaign that started with a massive buzz on social media since the beginning of the week- so much so that the campaign hashtag #StandUpOnTwitter occupied the top 10 Twitter trends in India for almost 11 hours – culminated in a hilarious stand up comedy on Friday afternoon.

http://lighthouseinsights.in/hdfc-life-standupontwitter-social-media-co-creation-campaign.html/

Max Life 'Second Chance'

Insurance brand, Max Life Insurance took a realistic approach in its digital story-led campaign 'Second Chance', where it created an online platform for housing true stories of people who have had a close encounter with death. In a series of three films, the viewer is taken through the experience of getting a second chance at life. It also tapped tapping into the communities of influential bloggers to share their second chance stories.





References from around the world

Thai Life Insurance

Thai Life Insurance probably isn't a very well-known company outside of Thailand, or at least it wasn't until the marketing team published a heartwarming video in April of 2014 called "Unsung Hero." t started out as an advertisement exclusively in Asia, but once the marketing team decided to post it to YouTube, it took on a life of its own, garnering what is now over 23 million views and counting. https://www.youtube.com/watch?v=uaWA2GbcnJU

MetLife Hopes Campaign Will Help Change Perceptions of Life Insurance

A new campaign seeks to accentuate the positive about life insurance, promoting it affirmatively as a way to "live for" the loved ones in your life rather than taking a downbeat tack with terms like "death benefit" or "beneficiary."

https://www.nytimes.com/2014/09/08/business/media/metlife-hopes-campaign-will-help-change-perceptions-of-life-insurance.html? r=0

Aegon Life - Simple Makes Sense

Contrary to other life insurance ads, this multimedia campaign isn't centered around safety, security, emotions and a better future for the insured and their dependents. Instead, it focuses on the effectiveness of jargon-free communication, simple processes and broad accessibility.

