





## WELCOME TO JF MEDIA+MARKETING

JF Media+Marketing, offers comprehensive marketing and communications solutions that are innovative and creative with high-impact reach. JF Media+Marketing was founded in 2020, by husband and wife team Jeremy Flynn and Elicia Dover. Jeremy brings over 15 years of national marketing experience to the firm, while Elicia Dover, is a national award-winning journalist with more than 15 years of experience in communications and storytelling. JF Media+Marketing specializes in creating and executing successful campaigns tailored to clients' growth goals, emphasizing storytelling over traditional selling approaches. Notably, 10 percent of all profits are donated to charities, reflecting our commitment to giving back to the community.



## **ELICIA DOVER**



#### **FOUNDER**

Elicia Dover spent more than a decade as an award winning TV news anchor, lifestyle host and reporter. Prior to working on camera, Elicia spent five years as a breaking news producer for ABC News in New York, where she traveled the country working on the world's biggest stories for World News with Diane Sawyer, Good Morning America, Nightline and all ABC News platforms. From press risers, stakeouts, gaggles and even hurricanes, she gained experience on the front steps of history.

Receiving formal training in journalism and media, Elicia graduated with a Bachelor's of Journalism from the University of Nebraska's College of Journalism and Mass Communication. In her career in media, she won the prestigious National Edward R. Murrow Award and National Peabody Award.

There is an art to getting your story and brand recognized. After working for 15 years on the receiving end of story ideas and non-stop PR pitches in the national and local TV news industry, Elicia brings her unparalleled experience to JF Media+Marketing and knows what it takes to get your brand featured online and on broadcast.



## JEREMY FLYNN



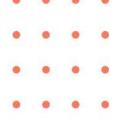
#### **FOUNDER**

Jeremy Flynn has spent that last 15 years honing his craft of marketing. From building custom marketing plans spanning New York to Los Angeles, to speaking at nationally renowned marketing conventions, Jeremy brings his award winning energy and passion to each and every project. Named a 2023 Top 100 Professional by Arkansas Money & Politics, he continues to notably turn heads with his creativity and results.

In addition to being a seasoned veteran and cutting edge digital marketer, Jeremy possesses vast expertise in traditional and promotional marketing. His diverse experience has allowed him to implement marketing campaigns ranging from \$1,000 to upwards of more than \$1,000,000 in ad spends. With a BBA in Marketing and MBA from the University of Central Arkansas, Jeremy applies wholistic business acumen to each campaign with individual growth objectives at the forefront of each strategy.

Jeremy founded JF Media+Marketing in 2020 with one one problem in mind to solve, how to deliver the BEST marketing and communication services to businesses of all stages and sizes in a way that is cost-efficient for the business.





### MARKETING SERVICES

At JF Media+Marketing, each marketing plan is custom crafted to reach defined objectives and goals. No two business are alike and the same goes for each and every marketing strategy that is designed.













MARKETING STRATEGY

BRANDING + IMAGING SOCIAL MEDIA MANAGEMENT SOCIAL MEDIA ADVERTISING DIGITAL ADVERTISING

TRADITIONAL ADVERTISING





## MARKETING STRATEGY

JF Media+Marketing uses a comprehensive approach to identify key strategies and growth sectors for your business. From there, we work to formulate a unique marketing model to achieve maximum results in customer engagement and conversion by identifying target demographics and communicating your message in a way to reach these potentials. Each industry deserves its own focus and your business deserves its own custom approach.



#### **IDENTIFY KEY STRATEGIES**

Research national and geo-fenced market trends applied toward industry analytics and target demographics.



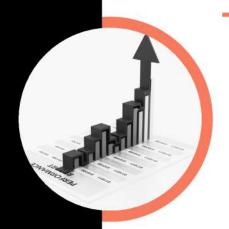
#### FORMULATE MARKETING MODEL

Formulate a custom marketing model to reach these target demographics through the most effective and efficient mediums.



#### **LAUNCH DYNAMIC MARKETING MIX**

Launching a dynamic marketing campaign to achieve maximum results based on these target demographics.



#### **MONITOR RESULTS + ADAPT**

Continuously analyze and monitor results, making appropriate pivots when necessary to optimize each effort.

Branding for a business goes far beyond its insignia. We work with you to find the voice of your business and communicate that effectively through all marketing efforts.



#### **DISCOVER BRAND USP(S)**

Unique selling points (USPs) are those competitive advantages each brand has against its competition. We work to define and highlight each USP.



#### **TELL THE BRAND'S STORY**

Behind every brand there is a heartbeat and reason for existing. We narrate this story and create rapport with the brand.



#### **IMPLEMENT IN ALL FACETS**

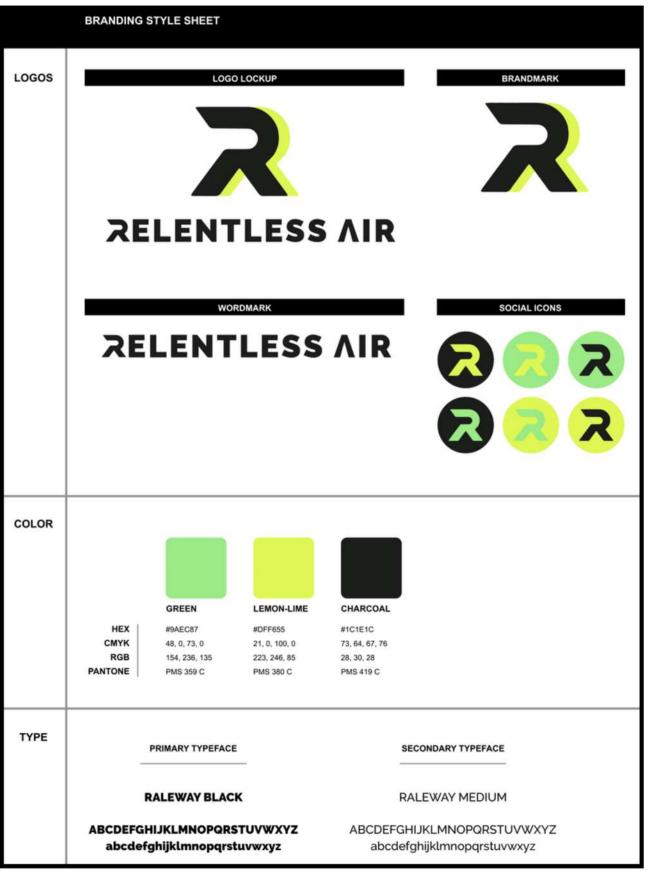
A story is only as good as it is told and that is our intent in all marketing efforts.



#### **CREATE CONSISTENCY**

From websites to social media and everywhere in between, consistency is key when building a brand's message.







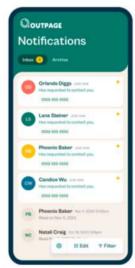


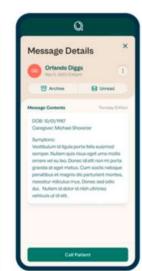
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**Q**OUTPAGE

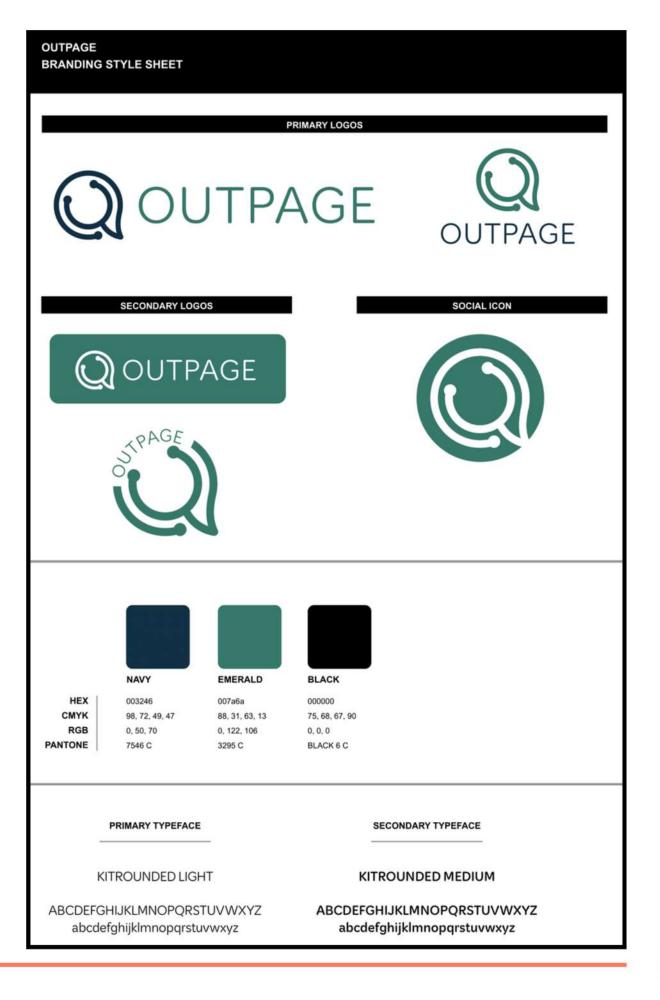




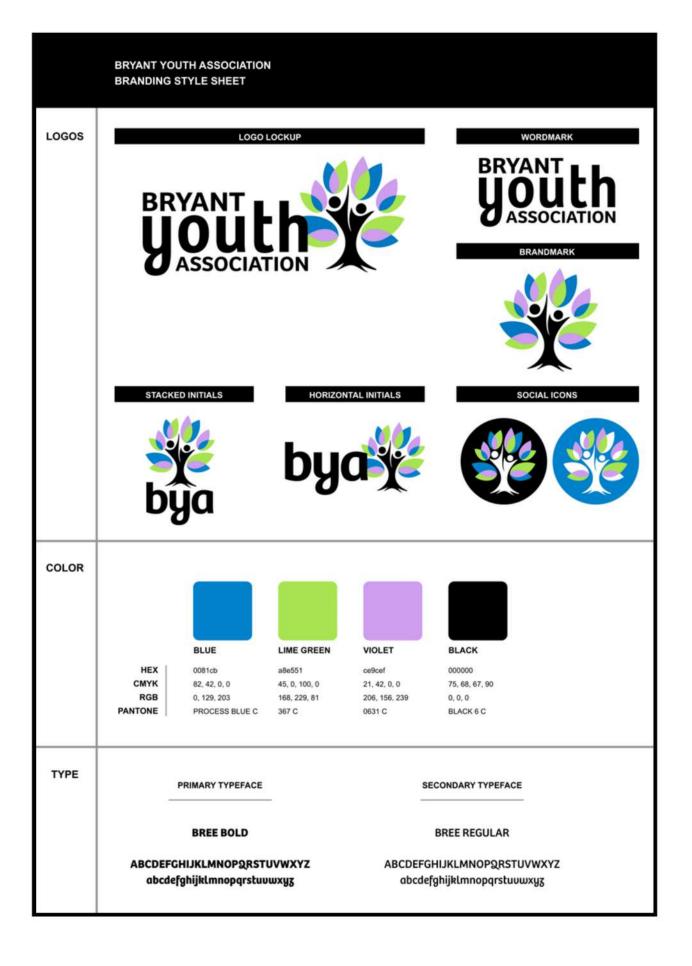














#### Refresh



ALIGNING MIND AND BODY WITH YOUR FUTURE

#### SWOT ANALYSIS

ALLIED THERAPY











#### Strengths

- Experienced Staff
- Longevity of StaffSpecialized education
- Personalized experience
- Unique therapy options
- Intellectual property of

#### Weaknesses

- Cohesive online presence
- Instagram
- Strengths not being communicated to public
- Personalization

#### Opportunities

- Brana Reboot
   Social Media
- Social Media

#### Threats

"Big Box" therapy companies

## CUSTOM BRANDING & RE-BRANDING

#### **4 BRANDING PRIORITIES**





Adventure is a theme that we can all find a connection to, especially in Arkansas. There are many opportunities to connect achieving, exploring and conquering. It feels exciting and full of potential of where the client will go in life.







Reassurance.

Seeking out pediatric therapy is already a scary time for a parent. The parent should have a full picture of where they are going, who they are meeting and what their kid will encounter. This is made possible through details on the website and a full social media picture.

Thought Leaders.

With your intellectual property of Ready. Set. Measure and staff that is expertly trained, the content on your social media pages should convey you are leaders in the industry.





### RELENTLESS AIR Arkansas Economic Impact

Relentless Air is poised to make its world headquarters in the city of Blytheville, Ark., creating vast economic opportunity not only for Mississippi County, but for the entire State of Arkansas.

Stationed at the Blytheville Gosnell Regional Airport, Relentless Air will bring high paying jobs ranging from skilled labor,



## PITCH DECKS



Relentless Air is considering a combination of both selling and operating its aircrafts. The projections below are driven by conservative



Relentless Air is already in discussion with U.S. agencies to add its first aircraft to the fleet for the 2025 fire season.



Relentless Air has the ability to sell its aircraft directly to government agencies (domestic and foreign) and to other industry operators and is in discussion with foreign governments to do so.



Whether the company chooses to operate its planes, sell its planes, or a combination of the two, Relentless projects significant profit margins during its initial years of operation and has the market prospects and contract opportunities to support such expectations.



## Our Product & Service

#### f its kind

oal Operations

tless will be the most advanced fire in the industry. It will be the first of its n terms of the aircraft model and ical design.

#### Longer Range

It can fly a longer range than what's currently on the market.

#### Shorter Runway Requirement

It can operate out of more airbases because it requires a shorter runway. The aircraft can access twice as many U.S. Forest Service airtanker bases compared to other aircraft with similar carrying capacities.

#### Responds to more fires

It has a larger carrying capacity than others. It can deliver 7,000 gallons of fire retardant or water in a single trip.

#### Better Dispensing

Contains a better dispensing system than what is currently used. It is fitted with state-of-the-art dispensary systems, release doors, and internal tank controls.

#### Sustainability

Converting passenger planes into firefighting air tankers ushers in a new era of sustainability. It gives a second life to passenger planes, thus reducing an overall carbon footprint.

### Relentless Air is seeking a \$15 million capital investment to support the completion of its first aircraft and future development of its aerial firefighting fleet.

Investment



#### **Headquarters**

Relentless Air is seeking a thriving U.S. state to base its world headquarters, bringing with it an economic boost to the local, regional and global economy.

## SOCIAL MEDIA MANAGEMENT

Social media has quickly become one of the most important opportunities to market businesses. We take the lead to give you more time to focus on what you do best, run your business. By using compelling photo and video content, we strive to grow your business by reaching your customers at their fingertips.













#### **STRATEGY**

With ever-changing algorithms and best-practice strategies, we follow researched and proven methods to maximize engagement with organic content.



#### **EXECUTION**

We work with each brand to curate the most engaging photo and video content while making sure it reaches the right customer with the right message at the right time.



#### INTERACTING WITH YOUR AUDIENCE

Social media is just that, social. We interact with your audience to engage them as if they were talking to the brand in-person.

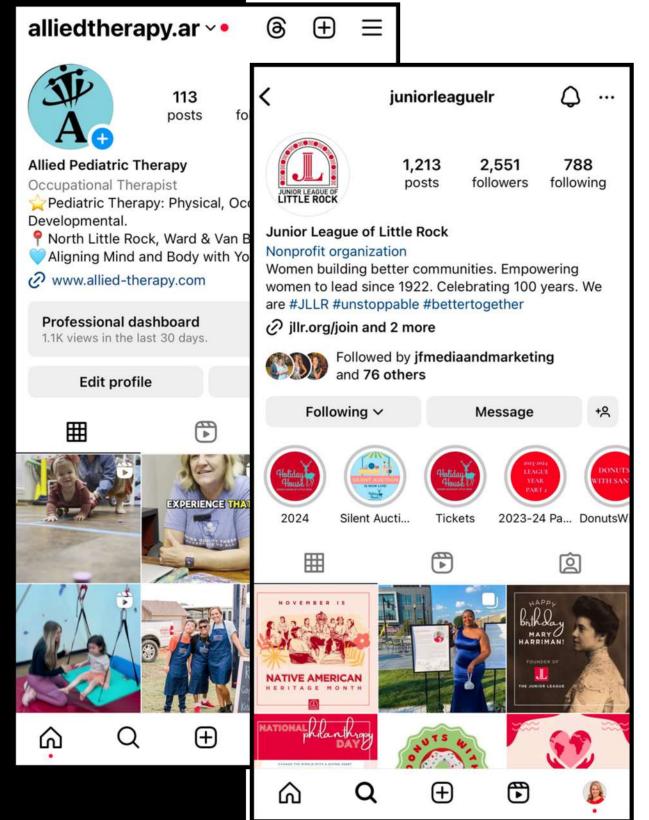


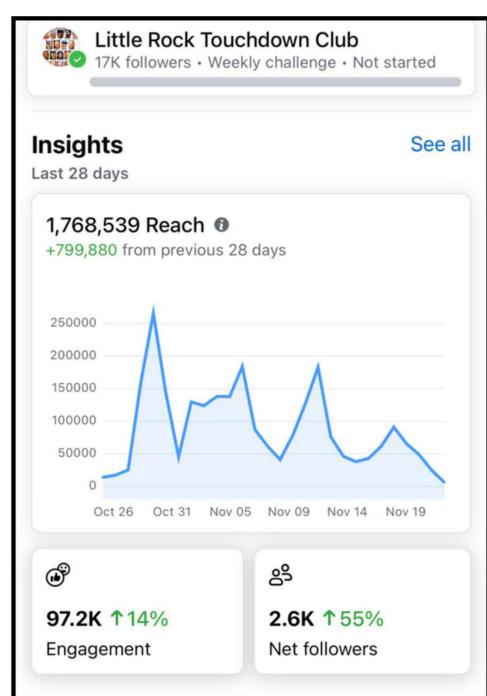
#### **REPORTING**

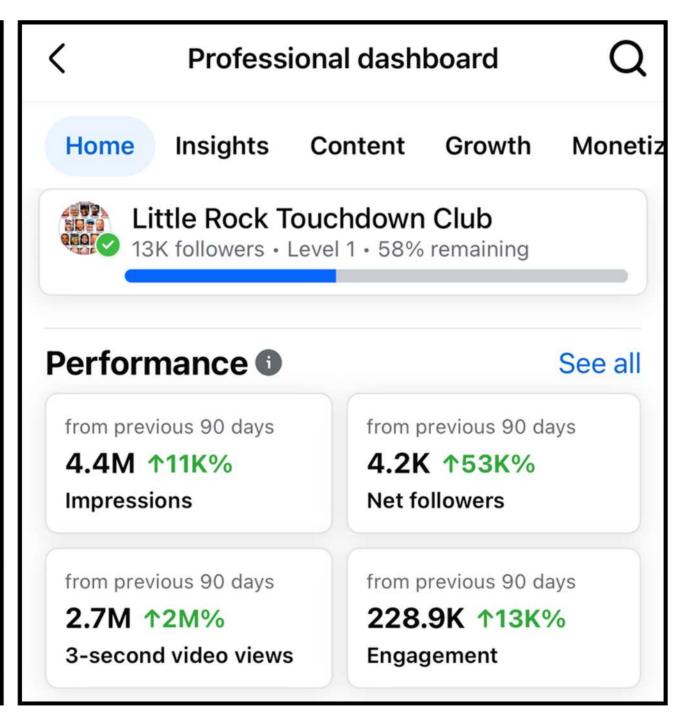
Because social media is an ever-changing world, we monitor and report on each platform's performance monthly to achieve the maximum engagement.

## JF

### **CONTENT WITH REAL REACH & REAL RESULTS**

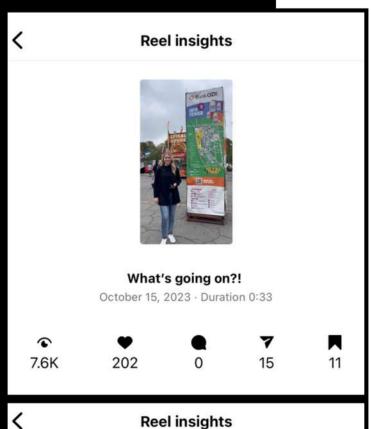


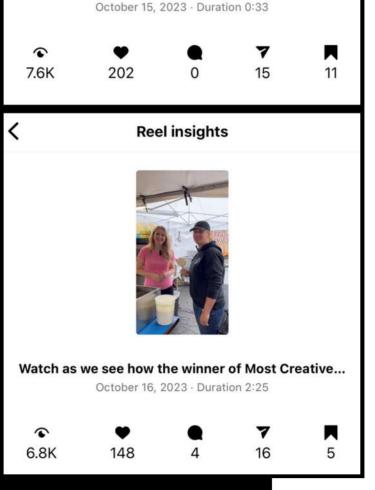




## JF

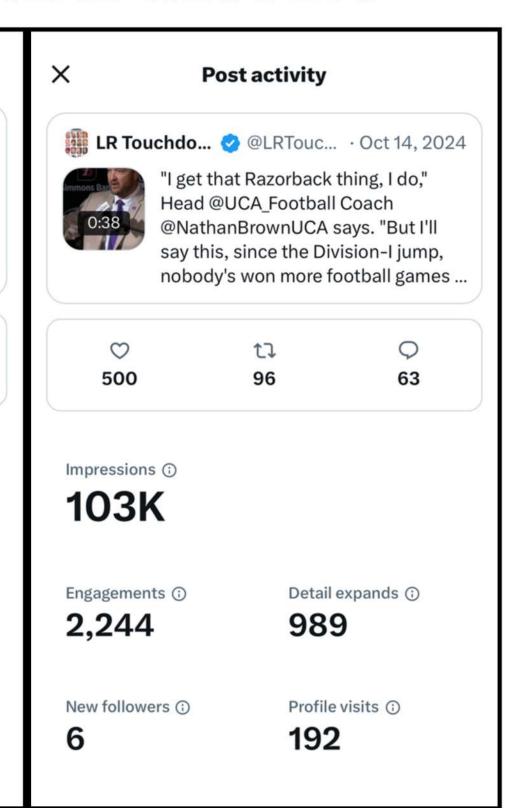
### **CONTENT WITH REAL REACH & REAL RESULTS**











## SOCIAL MEDIA ADVERTISING

Meet demand where it exists by igniting your social media efforts with paid social media ads. We work to identify your target audience by building custom and look-a-like audiences, optimize tracking and manage all paid social media advertising by creating and executing each campaign.



#### **CREATE THE AUDIENCE**

Data is one of the most important tools a marketer can use when running social media ads. We work with each brand to identify their target audience.



#### **CREATE THE ADS**

From writing copy to A-B testing creative elements, we are committed to building ads that resonate with the brand's customers.



#### **OPTIMIZE THE ADS**

Now that the ads are created and running the real work begins. We continuously track and optimize ads to achieve the best results in the most efficient way.

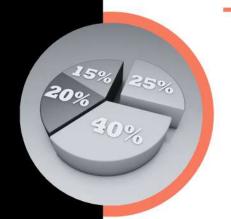












#### REPORTING

Each month we will prepare and distribute a comprehensive report that details all KPIs for each campaign.

## DIGITAL ADVERTISING

SEM, CPM, CTR it all sounds overwhelming. At JF Media+Marketing, we break it down for you and explains the correct techniques to reach your maximum potential by utilizing Google Ad platforms.





#### **CREATE AUDIENCE**

Much look social media ads, we go back to the data for more mining, filtering, identifying and targeting.



#### **CREATE THE ADS**

By identifying the brand's advertising objective we build a robust campaign using all available tools in the Google suite.



#### **OPTIMIZE THE ADS**

Optimizing ads is where the real work begins with daily monitoring of performance, filtering through Google recommendations and analyzing conversion tracking.



#### REPORTING

Each month we will prepare and distribute a comprehensive report that details all KPIs for each campaign.

## TRADITIONAL ADVERTISING

With more than 13 years of experience in local and national media buying and placement, we offer effective plans with various options for TV, radio, OTT (overthe-top, OOH (out-of-home) and more.



#### **IDENTIFY AUDIENCE**

We begin identifying each audience segment and where they can effectively be reached through traditional mediums.



#### **ANALYZE THE OPTIONS**

By utilizing universal measuring across multi-channel campaigns from digital to traditional media, we choose the best options for the wholistic marketing strategy.



#### **PLACE THE BUY**

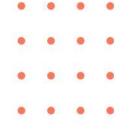
From there, we place media based on our analysis of all options and in the most prime locations to achieve the best reach and frequency possible.



#### **ADDED VALUE**

A little-known secret to seasoned media buyers is the ability to leverage added value. Giveaways, trade, etc. can extend a brand's campaign for no additional cost.





## COMMUNICATION SERVICES

There is an art to getting your story and brand recognized. After working for years on the receiving end of non-stop PR pitches in the news industry, we know what it takes to gain media attention. We not only create compelling and media grabbing content, but we also manage each brand's reputation.









PUBLIC RELATIONS

PRESS EVENTS CRISIS MANAGEMENT

MEDIA COACHING





## PUBLIC RELATIONS

At JF Media+Marketing, we understand the importance of effective public relations in today's competitive tumultuous landscape. With our strategic approach, proven techniques and unparalleled experience, we can help you create a positive and lasting impression.



#### **MEDIA RELATIONS**

Through years of experience, we have established relationships with journalists and media outlets that allows us to a foster a positive connection with each brand.



#### **EARNED MEDIA**

We work to receive exposure and coverage through unpaid, third-party sources such as media outlets, journalists, bloggers, influencers, or social media users.



#### REPUTATION MANAGEMENT

Shaping and influencing the public perception of an individual, brand, or organization through monitoring, assessing, and actively managing consumer relationships.



#### **COMMUNITY CONNECTIONS**

Engaging with community members, organizations, and stakeholders to address their needs, concerns, and expectations.

## PRESS EVENTS

On certain occasions, a press event can be a useful tool to get a brand's message boosted in a short-period of time. At JF Media+Marketing we create specifically tailored events to the media that aim to generate media coverage and shape public perception.



#### **MEDIA ATTENDANCE**

Inviting and encouraging participation from journalists, reporters, editors, and other media professionals from relevant media outlets.



#### **INFORMATION SHARING**

Create opportunities for organizations to present information in a controlled and structured manner.



#### **MEDIA KITS**

Distributing detailed information, background materials, product specifications, images, and any other relevant content that journalists may need to cover the event.



#### Q&A

An interactive exchange, allowing journalists to seek clarifications or gather additional information.

## JF PRESS EVENT

JF Media+Marketing is responsible for many press events in a year, ranging from formal press conferences, opening night launches, and even community events like this one at Washington Carver Elementary School, where we worked with the Little Rock School District to create two activations with Ringling Bros. Circus. We also set up a drumline from Ringling to appear at a Friday night football game at Little Rock Southwest High School. We make sure our press events reflect the community in which the client serves.













## JF PRESS+EARNED MEDIA

EACH YEAR, JF MEDIA+MARKETING IS RESPONSIBLE FOR THOUSANDS OF LOCAL PRINT ARTICLES, TV APPEARANCES, STORIES, AND LIVE SHOTS, WORKING WITH LOCAL AND NATIONAL CLIENTS SEEKING PUBLIC RELATIONS IN THE MEDIA.

Items in this report: 15

Total Local Viewership: 270,165

Total Local Market Publicity Value: \$10,795.49

Items in this report: 29

Total Local Viewership: 572,473

Total Local Market Publicity Value: \$26,559.71













## JF PRESS+EARNED MEDIA





## PRESS+EARNED MEDIA

Our clients have been featured in all local Arkansas print publications and on ESPN.com, Associated Press, Sports Illustrated, CBS News and more.

Ringling Bros. and Barnum & Bailey Circus at Simmons Bank



#### Ex-Irish DC Golden named Broyles Award winner

LITTLE ROCK, Ark. -- Former Notre Dame defensive coordinator Al Golden has been named the Broyles Award winner as the nation's top assistant...

2 days ago



#### Al Golden soaks in Broyles Award with performances meticuing just flowed through to me and defensive coordinator transitions

Al Golden opens up about his award-winning sea 1 day ago



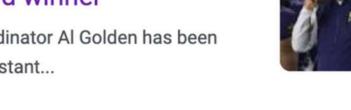
#### Watch: New Bengals DC Al Golder Acceptance Speech

CINCINNATI - New Bengals defensive coordinat Award winner in college football and he gave an

2 days ago



Notre Dame Athletics



Arena

by Daniela Dehaghani | Sat, October 19th 2024 at 11:59 PM Updated Sun, October 20th 2024 at 7:21 AM



#### 'Search Party' finds ice at Simmons Bank Arena

Mickey Mouse and his friends, all on skates, follow Captain Hook's treasure map for clues to find Tinker Bell after he attempts to capture her magic in "Disney On Ice presents Mickey's Search Para.m., 3 and 7 p.m. Saturday; and 2 p.m. Sunday at North Little Rock Simmons Bank Arena. Tickets are \$22.50-\$92.50 plus sales tax and applicable fees, subject to change, with a limi of eight tickets (everybody 2 and older must have a ticket; costumes are not permitted for attendees 14 and older). Visit

MUSIC

The Little Rock Winds Chamber Players will perform at 7:30 p.m. manities and Arts Theater at

Rock. The program includes the Little Rock Winds' Diver- or high school program who gmail.com.)

(Special to the Democrat-Gazette/Feld Entertainment) of "Scaramouche" by Darius Milhaud. A tuba quartet will play "Amazones" by Satoshi still enter the Arkansas Sym-phony Orchestra Guild's **2025** Stella Boyle Smith Trust Young stoches the disconnection of the stoches and the stoches and the stoches are stoches are stoches and the stoches are stocked are stocked are stocked are stocked as a stocked are stocked a sawa and "Old Legend" Artists Competition if they get ASOG, postmarked (or re-Thursday at the Center for Hu- by Etienne Crausaz; a trom- their application in by Satur- ceived) by Saturday, to Ouida bone quartet will play an ar- day. The competition is open Keck, the competition co-chair, Cash, a past president of the rangement of Henry Mancini's to string, brass, woodwind, pi- at 2112 Hinson Road No. 23, Lit- Arkansas League of Artists, laski Technical College, 3000 "Baby Elephant Walk." Michael ano and percussion students the Rock, Ark. 72221. (Call (870) goes on display with a 5-8 day in the England Center Art W. Scenic Drive, North Little Chance conducts. It's part of in a middle school, junior high 403-2350 or email keckouida@ pm. reception Thursday at Art

Disney characters don skates as they use Captain Hook's treasure map to hunt for Tinker Bell in "Dis

ney On Ice presents Mickey's Search Party," this weekend at North Little Rock Simmons Bank Arena.

score (contestants must provide their own pianist) w March 29 to a streaming atform such as YouTube or neo and submit a link to

April 26 at the Arkansas Symphony's Stella Boyle Smith Music Center on Third Street in Little Rock's East Village. Friday at the Argenta Library The grand prize is \$1,000; the astrument categories receives

the website above; contact Keck: or email Beth Robison, the hibit remains up through Apri Arkansas Symphony's director 11. Admission is free. Library engagement, at brobison@ar- day through Friday. Call (501) assymphony.org.

#### 'BLOOMING LANDSCAPE'

"Spring: Exploring the bloom-

years and teaches oil painting at the gallery.

The finals will be held live tercolor paintings on used tea bags by Marcus Vasquez, goes Gallery, 420 Main St., North ualified winner in each of the Little Rock. Vasquez's work into a delicate canvas for in sects, plants and fish," accord ing to a news release. The exhours are 9 a.m.-6 p.m. Mor

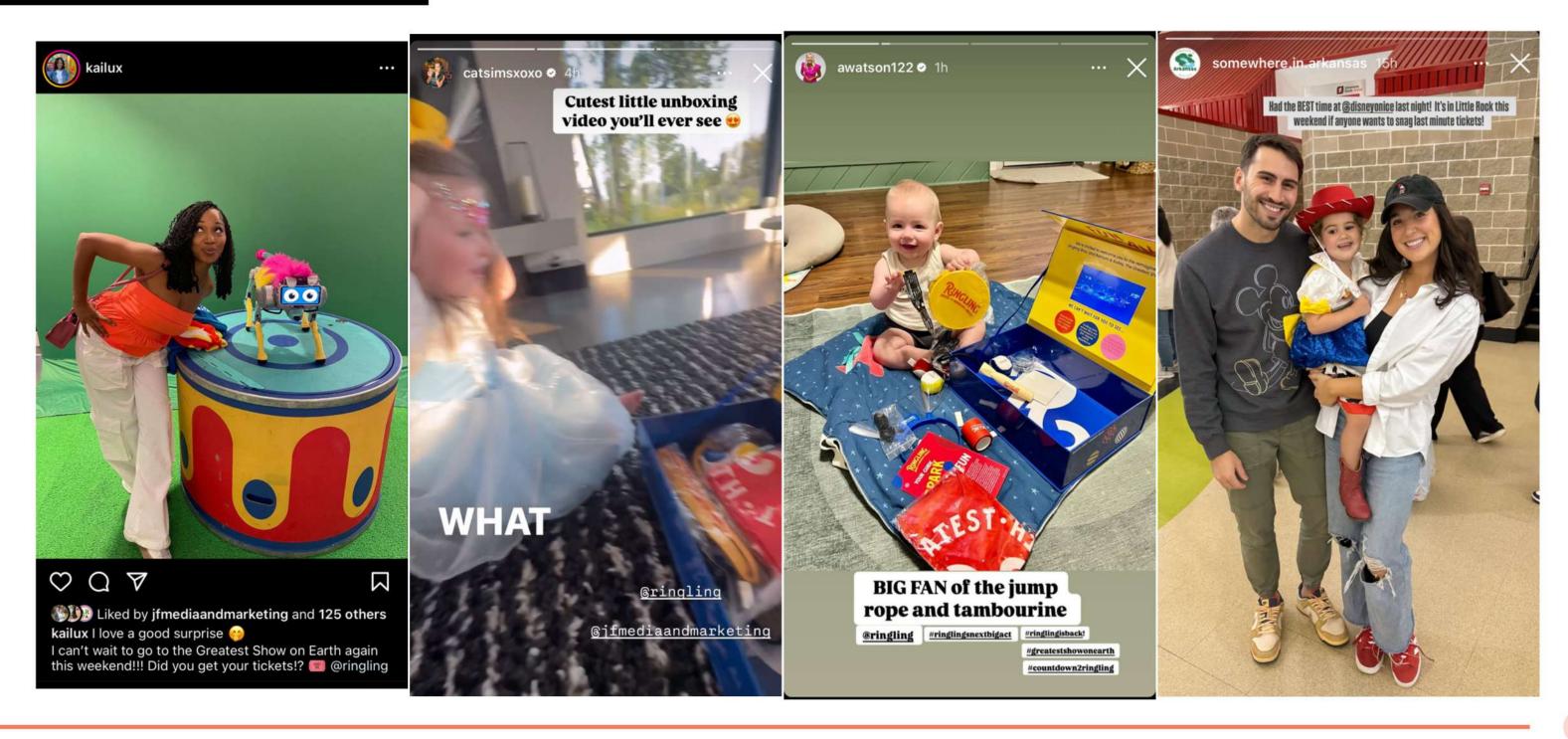
"Stories & Symbols," work in charcoal, graphite, and hand-made paint by Univers oup Gallery, in the Pleas- versity-Beebe, 201 N. Orang

11:01 | 54° abe KATV.COM

RINGLING BROS. AND BARNUM & BAILEY

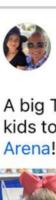
## JF INFLUENCER RELATIONS

From influencer events, press boxes, discount codes, influencer trips and other activations, JF Media+Marketing works with a wide variety of community, family and lifestyle social media influencers who reach their local, diverse audiences for your cause.



## JF INFLUENCER RELATIONS

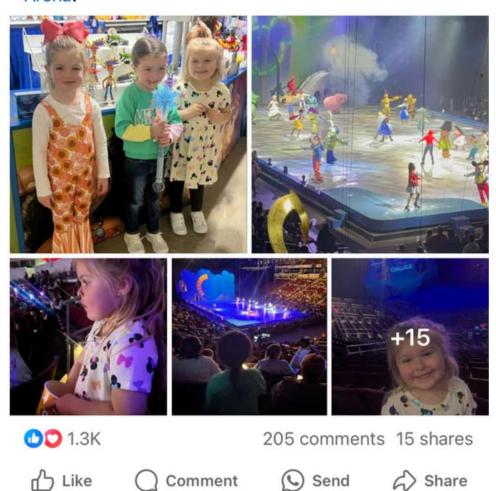




Officer Tommy M Norman 🕏 is with Disney \*\*\* On Ice at Simmons Bank Arena.

Mar 22 · 🚱

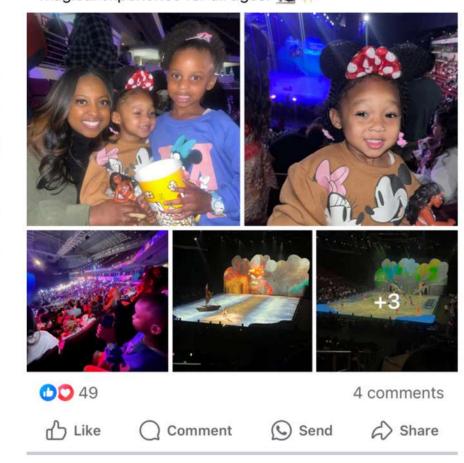
A big THANK YOU to Disney On Ice for treating some kids to a fun filled show last night at Simmons Bank Arena!



Comment



I thoroughly enjoyed Disney on Ice: Mickey's Search Party with my sweet babies, Adalynn and Kylie. We truly had the BEST time! The performers were INSANELY talented-seriously, the way they skate, flip, and fly through the air is next-level. If you're looking for something fun to do today, go see a show! It's such a magical experience for all ages. 👃 🔭



### **COMMUNICATIONS CLIENTS**



























WITH YOUR FUTURE















## CRISIS MANAGEMENT

When unexpected challenges arise, having a well-prepared crisis communication strategy is vital. Our experts can help you navigate difficult situations, providing timely and effective communication to protect your brand's integrity.



#### **RISK ASSESSMENT**

When a crisis occurs, the first step we take is to assess all risks to create the proper response.



#### **COMMUNICATION PLAN**

Once risk is assessed, we then build a communication plan that is concise and most importantly consistent amongst all those representing the brand.



#### RAPID RESPONSE

During times of crisis, time is of the essence. We execute our communication plan swiftly to prevent any further negative momentum.



#### **DIFFUSE THE SITUATION**

Once the communication plan is executed, we work to diffuse the situation by alleviating negativity through media and owned channels of communication.

## MEDIA COACHING

At JF Media+Marketing, we lean on our vast experience to offer media coaching which allows for guidance, preparation, and practice to effectively communicate and interact with the media. It aims to equip individuals with the necessary skills and confidence to deliver key messages, handle interviews, and navigate media interactions in a polished and strategic manner.



#### **MESSAGE DEVELOPMENT**

Media coaching involves crafting clear and concise key messages that align with the organization's objectives and values.



#### **INTERVIEW TECHNIQUES**

We provide techniques and strategies to excel during media interviews through preparation, managing nerves, maintaining composure and staying on message.



#### **NON-VERBAL COMMUNICATION**

Individuals are trained to project confidence, establish rapport with the interviewer and effectively convey their message through non-verbal cues.



#### **MOCK INTERVIEWS**

Simulated interview scenarios which provides an opportunity to refine messaging, delivery and response techniques.

### **OUR STAFF**

### WE'VE GATHERED THE BRIGHTEST COMMUNICATIONS, PR AND MARKETING MINDS TO WORK FOR YOU!



JEREMY FLYNN FOUNDER



ELICIA DOVER FOUNDER



SARA MCOLVIN MARKETING MANAGER



EDUARDO ANDRADE

MARKETING
STRATEGIST

















































**CAPTIOL ADVISORS GROUP** 























## OUR WORK





# THANK YOU +CONTACT INFORMATION

Thank you for your interest in JF Media+Marketing. We look forward to the potential of working with. you and your business.





