

**SELECTA NATIONAL SALES CONFERENCE  
(NOVEMBER, 2012)**

# OPENING AVP TREATMENT BOARD



# TRIBUTE VIDEO MOOD BOARD



## 2013 Sales Highlights

An Introduction to the Awards Night. Why there needs to be an awarding. This scene will show the most memorable highlights / successes of 2012 for the specific Selecta BU.



## Sales Men Responsible for the Success

Short clip of the background of the Sales Men responsible for the successes of the specific BU.



## What They Have Done

This will show the significant contributions these sales men have made for that Selecta BU.



## A Thank You

Selecta shows its appreciation to these outstanding sales men. Shows a montage of people happy and a crowd cheering.

# AVP MOOD BOARD

## (team building activity theme reveal)



### Introduction – Selecta Retail Outlets

A video montage of the different places where Selects is able to sell and distribute its delectable product to the masses.



### Example of Outlet Dress Ups

A short animation of how an outlet is slowly dressed up, ready for Sales Battle.



### Challenge

A couple of lines challenging and encouraging the sales force to participate in the activity. It will also show the possible prizes they could win when they win in the activity.

**DEL MONTE NASCON**  
**(JANUARY, 2013)**

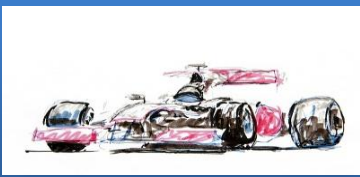
# OPENING AVP Mood Board

- Inspirational. Will rally the team to perform in 2013.
- **Scene 1:** Before the race – we need to gather the best team (Del Monte seasoned veterans and fresh blood). BECOME A HIGH PERFORMANCE TEAM.
- **Scene 2:** Race Begins – 2013 Plans. Apply planning principles. Use fewer, but bigger initiatives to move forward – FASTER!
- **Scene 3:** During the Race – Identify priorities. Make bigger initiatives and uncover unique, consumer insights that leading to superior brand propositions – STRONGER!
- **Scene 4:** Win the Race – Fully leveraging strategic portfolio platforms and build sustainability for the Philippine market – GREATER!

# Opening AVP



When challenges become depressing, and opponent seems Intimidating -Assert Your Presence -Be the Game Changer



When Resources are Lacking and Scenarios Limiting Think Different -Be the Game Changer



When the body is tiring and the mind is doubting Find your Greatness -Be the Game Changer



Because the ones who change the course of the game are the Ones who can build a Name - Be the Game Changer

**CEELIN LOCAL ENGAGEMENT  
PAMPANGA  
(FEBRUARY, 2013)**



# Opening AVP Mood Board



MOMS WANT THE BEST FOR THEIR KIDS. THEY WANT THE BEST PAMANA WHICH IS TALENT.



MOMS WILL SUPPORT THEIR KIDS THROUGH THICK AND THIN.



THAT'S WHY MOMS GIVE CEELIN TO THEIR KIDS.



THE BEST LIFETIME GIFT IS TALENT, TALENT CAN BE ACHIEVED BEST WHEN YOU HAVE PROTECTION.

**INSULAR LIFE AWARDS NIGHT  
(FEBRUARY, 2013)**

# OPENING AVP MOOD BOARD (For Space Concept)



## 2012 Theme – Charge

Consistent production, high productivity, activity, recruitment, goal-busting and everyday IC – all these involve getting into action, but we still we need that push.



## 2013 Theme – Breaking Barriers

That push to breaking barriers is belief in your abilities and thinking that you can do anything.



## Concept: Outer Space

Once an impossible arena, the universe is now a milestone in the history of man breaking barriers.



## Insular Life ‘Beyond the Edge’

This year, Insular Life is not just going to go up and meet expectations, but beyond expectations.

# OPENING AVP MOOD BOARD (For Sports Concept)



## 2012 Theme – Charge

Consistent production, high productivity, activity, recruitment, goal-busting and everyday IC – all these involve getting into action, but we still we need that push.



## 2013 Theme – Breaking Barriers

That push to breaking barriers is belief in your abilities and thinking that you can do anything.



## Concept: Sports

In the sporting world, athletes push their limits and break barriers in human abilities.



## Insular Life 'Vanward'

This year, Insular Life will go forward and push limits to achieve the impossible in the industry and exceed expectations.

**BSFIL 28<sup>TH</sup> ANNIVERSARY PARTY  
(MARCH, 2013)**

# ISO CERTIFICATION BIG ANNOUNCEMENT

- AVP of ISO CERTIFICATION



## **BSFIL HISTORY**

For the past 28 years, BSFIL has been providing quality food engineering services to countless clients. This is achieved through its devoted workers and loyal clients.



## **BSFIL ISO 22000 CERTIFICATION: WHAT IT MEANS**

This 2013, it's a monumental year for us with the ISO Certification. This award from the highest food safety award giving body wouldn't have been possible without our workers and clients.



## **WHAT ISO MEANS FOR CLIENTS**

Clients can now discard all doubts because ISO is the best proof for BSFIL's quality products and services.

# **THULE LAUNCH (APRIL, 2013)**

# OPENING AVP



Features products



Ambassadors with the products



How the products fit the unique lifestyles of the ambassadors

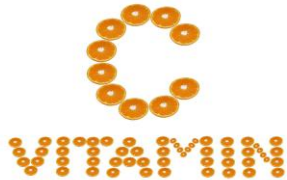


4 Collections, 4 Ambassadors, 4 Lifestyles  
the products cater and interact to



**CONZACE EVENT**  
**(MAY, 2013)**

# OPENING AVP



## VITAMIN C

- Vitamin C is an effective combatant against sickness, yet in today's world it is not enough.



## CONZACE

- As the world upgrades, different types of sickness have upgraded as well, that's why we need vitamins with stronger immunity effects.



## THE CONZACE EFFECT

- Conzace is like an advanced suit of armor that battles sickness of the most intense kind.

# **GLOBE CABLE SYSTEM LAUNCH (JUNE, 2013)**

# MOOD SETTER AVP MOODBOARD



## Establish need vs. Old Cable System

- Strengths and Limitations



## New Cable System

- With Globe's new cable system, the cable is bigger and better. The stronger cable means faster connections and bigger and better business opportunities.
- More business, more jobs, more people helped.



## The Possibilities

- The next level to Globe's services are countless improvements and opportunities.
- Businesses now have more capability to expand, grow, and explore.

# **SAMSUNG DVMS LAUNCH (JUNE, 2013)**

# AVP MOODBOARD



The usual system air conditioner is bulky and expensive.



Samsung DVMS is big on cooling, great space saver, cost-efficient, energy saver, not to mention stylish and elegant.



Samsung DVMS creates a better workplace and better lives for people.

**DSM BATINO-CALAMBA PREMIX PLANT  
INAUGURATION  
(JULY, 2013)**

# AVP PRESENTATION: DSM IN THE PHILIPPINES

## MOOD BOARD



### Company Background

- DSM Nutritional Products Philippines Inc. is one of the market leaders in vitamin production and premixing technology with over 100 years of vitamin experience.



### Bringing joy and color to the Philippine premixing technology industry

- DSM will be bringing its vitamin experience and premixing technology to the Philippines with the first and only state-of-the-art premixing plant in the country.



### Improving the lives of the Filipino people

- Through the new technology and the new plant, more lives are improved with more job opportunities and more nutritious food with vitamin-infused feeds for the poultry we eat



**CITIBANK CHRISTMAS PARTY  
(SEPTEMBER, 2013)**

# OPENING SLIDESHOW PRESENTATION (Superhero Concept)

- ✓ Slideshow will start with past year's experiences with the employees having serious faces, ready to fight
- ✓ The employees have been like superheroes because of their hard work and dedication
- ✓ They are about to enjoy the party like a hero's homecoming
- ✓ The party is a welcome to the exciting year ahead



# OPENING SLIDESHOW PRESENTATION (Time Travel Concept)



## PAST YEAR FLASHBACK

- A throwback to the year that was, the slideshow will begin with photos of past year's experiences and the employees' faces



## YOU DESERVE A BREAK

- With all the hard work the employees put in, it's time to enjoy and have fun



## CHEERS TO THE YEAR AHEAD

- Citibank welcomes and moves excitedly onward to the year ahead

**NESTLE GSC (Greening The Supply  
Chain) FORUM  
(SEPTEMBER, 2013)**

# OPENING SLIDESHOW PRESENTATION



## GSC AWARDING PAST

- Show photos of past GSC awarding ceremonies.



## GSC CONTINUES FOR CHANGE

- We continue the cause because we want to make a change



## NATURE FOR THE FUTURE

- We're doing this for a better future for our children and the next generations to come.

**SMC GLOBAL POWER  
CUSTOMERS' APPRECIATION AND COMPANY  
ANNIVERSARY  
(SEPTEMBER, 2013)**

# OPENING AVP MOODBOARD



**SAN MIGUEL  
CORPORATION**

## SMC GLOBAL POWER – THE BEGINNING

- SMC started with a dream, a vision - to be the largest power company in the Philippines and a key player in Southeast Asia. In turn, being the key player in the lives of individuals.



## SMC GLOBAL POWER BUILDING THE ELECTRIC DREAM

- Over the years, as SMC builds people's electric dreams, it empowers the lives of people as well. SMC paved the way for people to dream bigger and move forward to become better.



## SMC GLOBAL POWER ELECTRIFYING LIVES

- Today, it is continuing its mission to give people the power to celebrate their lives and live electrified ones.
- We invite you to join us in our continued effort to build more dreams and move lives forward.

**CITI ICG CLIENT APPRECIATION NIGHT  
(OCTOBER, 2013)**



# MOOD SETTER AVP

Photos and Videos of:

- CITI's relationship with its clients
- CITI projects where they interact with the clients
- Past CITI Client Parties
- What to watch out for in the party – fun entertainment and games!

# OPENING AVP MOODBOARD



## CITI BACKGROUND

**Citi** is the leading global bank. **Citi** strives to create the best outcomes for our clients and customers with financial solutions that are simple, creative and responsible.



## CITI CLIENT APPRECIATION NIGHT BACKGROUND

One of Citi's aims is to build genuine client relationships and build a spirit of oneness, that's why they show their appreciation to the clients through a fun event that they'll surely enjoy.



## CITI CONTINUING TO BUILD RELATIONSHIPS AND IMPROVE LIVES

This appreciation night is just one of the ways Citi shows appreciation and build relationships with clients. The next year is a year for building more relationships and improving more lives.

**YOT MALL EVENT  
(OCTOBER, 2013)**

# OPENING AVP



YOT watches define individuality. They cater to each and every type of personality.



YOT consumers value their own uniqueness and individuality. They are empowered by the self.



Wearing YOT changes your outlook in life. It ups your ante, making you feel more confident and at par with the best. YOT is your power match!

# PRODUCT AVP



The new digital YOT watches



Different colors and styles of the watches



Who are the watches for –  
the hip and powerful