

# Velcome to STEPHANIE JOHN

We See Possibilities Everywhere

Everything we do is to help you build genuine CONSUMER BONDING EXPERIENCE.

We are driven by the HUMAN EXPERIENCE, a philosophy which pushes us to create strategies that work to close the gap between you and your audiences.

WE STRIVE TO INSPIRE, INFLUENCE, CONVINCE, SELL TO AND ENGAGE AUDIENCES by creating impactful stories for our clients.

Welcome To A New Human Experience!



Our PHILOSOPHY

Our Stories make us Human.

We craft strategies and stories that bring the human experience to life.

These stories work to humanize our clients' as well as connect them to their audiences.



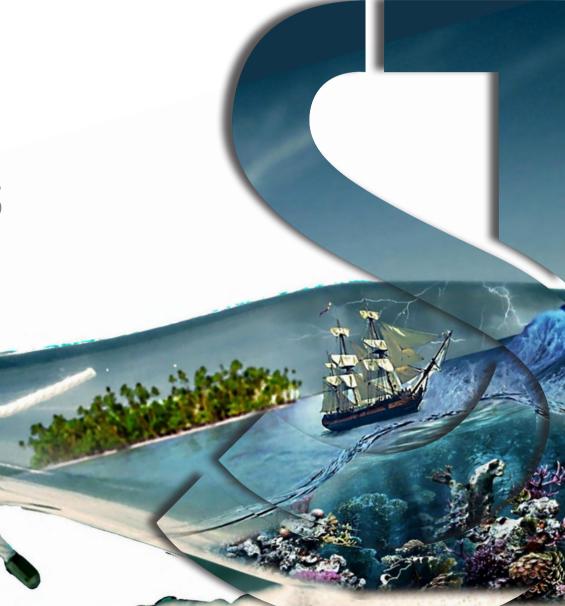
# How We Work

INSPIRING AUDIENCES is our Core Competency.

Getting THE RIGHT MESSAGES
TO THE RIGHT PEOPLE, at the

RIGHT TIME is our target.

We work across platforms, customizing content to suit each in order to reach the target audience.



# How We Work

Who You Are

What do you, your brand, your product, your values, your ethos' represent to your audience?

Who Do They Think you are

In any consumer driven business, what matters most is what people think of the brand.

We deep-dive into your perception by consumers and key stakeholders.



The stories we create are tailored to close the gap between your public perception and the ideal perception for business growth.

Our team of communication experts have one singular focus;

TO MAKE YOU UNIQUELY MEMORABLE.

## Our SOLUTIONS

Our Solutions transform your brand to a living, breathing, relatable entity.

We craft Stories that take your consumer on a journey.

From your history, to your vision and very essence, we tell stories about the people you interact with and the ideas that make your brand tick.

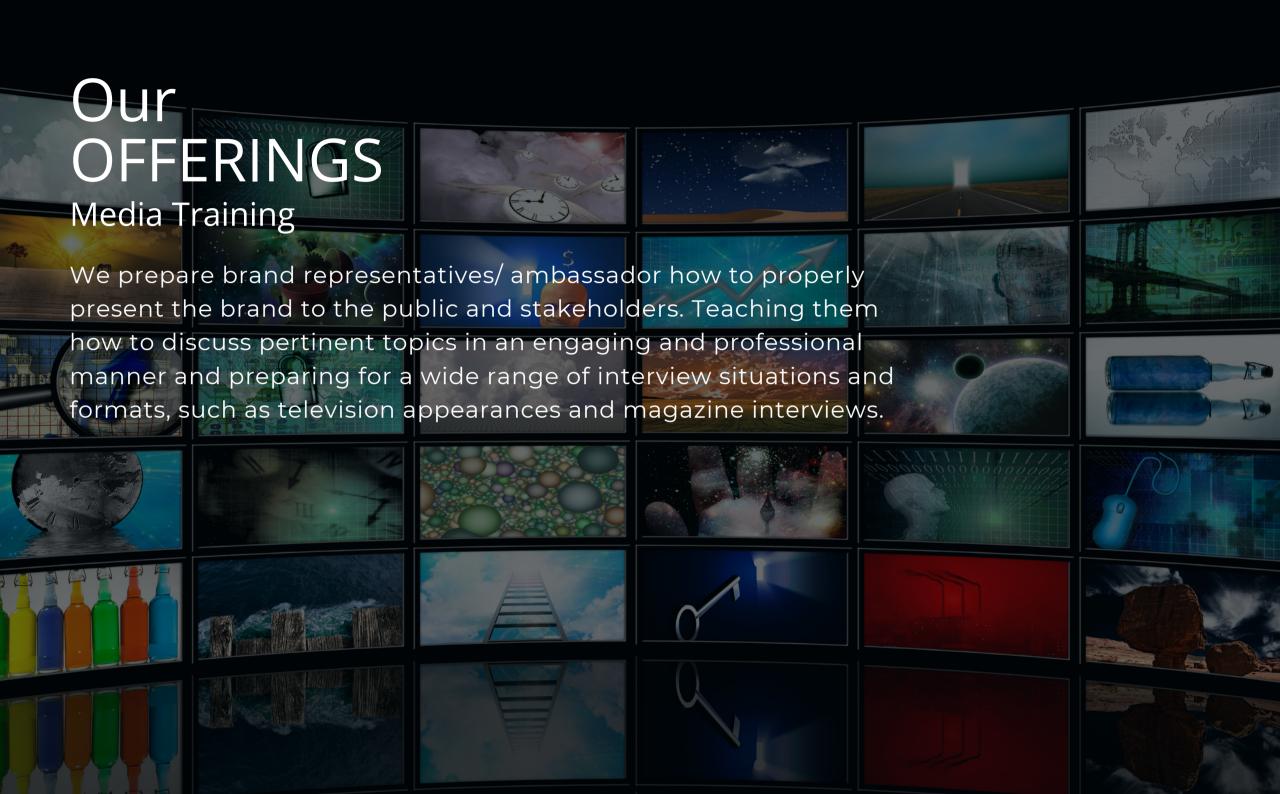
These narratives come together to explain who you are and what you do and they immediately connect your audience with you.



## Our SOLUTIONS

Speaks to Your Audience | Storytelling | Digital Media Content FUN | Social Media Engagement | Videos & Animation News & Press Engagement | STANDS OUT | Bloggers I Influencers | Event Management | Motion Graphics | Infographics CREATIVE | Stakeholder Mapping & Alignment Crisis Management & Engagement | Personal Branding | Thought Leadership | STRATEGIC THINKING





Internal & Stakeholder Management

We provide innovative, strategic and measurable tailor-made communications solutions that engage both internal and external stakeholders to ensure optimal achievement of set brand and organisational objectives.



Personality
Branding &
Reputation
Management

We have expertise in developing a personality for you as a brand. We will position you as an expert in your industry both locally & internationally through different strategic communication activities.





Speaking Engagement

We leverage our network to secure speaking engagements for our clients to project credibility for their brand and build significant brand exposure for leverage through executive thought leadership.





### Media Relations

We establish a powerful relationship between your brand and relevant media personnel in order to magnify your story on the appropriate channels.



## Sponsorships & Collaborations

We pull the strings and make things happen. We foster collaborative and working relationships between brands, vendors and other parties interested in providing varied services.





Social Media Management

Our social media management works to strengthen reach through customized content strategies, community management, influencer relationship building and in-house generation of viral content.





Brand Diagnostics, Data & Analytics

We conduct comprehensive and indepth assessment of the health of your brand.

Our diagnostics cover the most critical dimensions of your brand and give valuable insight to redefine brand strategy both online and offline.



Content Creation & Management

- Video & Audio
- Production
- Animation
- Editorial Content
- Creative Storytelling
- Graphics & Infographics
- Photography/Imagery



## Our CLIENTS





































### Our CLIENTS

### HoldCo Experience

- Access Bank
- Access Kenya
- Access Botswana
- Access Bank x ART X
- Access Corporation

### Finance & Fintech Experienc

- Flutterwave
- Access Bank
- Union Bank
- First Bank
- Abbey Mortgage Bank
- Premium Trust Bank

### Agric Experience

- Bayer Nigeria Limited
- HerVest
- LAT Cleveson Group

### Healthcare Experience

- Synlab Diagnostics
- Emzor Pharmaceuticals
- Afya Care RJolad & Bastion
- Drasa
- •CACOVID

### **FMCG** Experienc

Nigerian Breweries: Life Beer & Goldberg

### Lifestyle Experience

Suzuki by CFAO Motors

### Others

- •PPP Lagos
- •Lagos Leather Fair
- •MAX.NG



## Our CASESTUDIES



### Bayer - Nigeria Maize Conference

### **BACKGROUND**

Bayer Nigeria Limited held the 3rd edition of the Nigeria Maize Conference but due to the COVID-19 pandemic, this year's edition was scheduled as a hybrid event.

### **AGENCY TASK**

Agency was tasked to handle pre and post event publicity for the event and to handle the planning and logistics for the physical and virtual event.

#### **OUR APPROACH**

- Social Media Management
- Website Development for Event Registration
- Social Media Community Management
- Email Marketing
- Virtual Event Management and Logistics
- 2D and 3D Video Animation
- Digital and Social Media Ads
- Social Media Creatives
- Content Development







# CASESTUDIES



## Launch (Virtual) of Access Bank Kenya

### **BACKGROUND**

Access Bank acquired **Transnational Bank** Kenya to further drive the financial inclusion agenda, GDP growth in Kenya, while also accelerating its strategic expansion plan of unifying Africa's financial sector and being the gateway to the world.

### **AGENCY TASK**

Our brief was to coordinate the communication and virtual event management of the formal launch of the Access Bank Kenya.

#### **OUR APPROACH**

- Virtual Event Management and Logistics (With a Partner Agency in Kenya)
- Guest management and coordination
- Communications Strategy and Messaging
- Media exploitation vis-a-vis multimedia content creation. print and online media reporting and social media amplification.
- Media Relations Management
  - Media invite and Coordination
  - Digital and Social Media Ad
  - Social Media Creatives





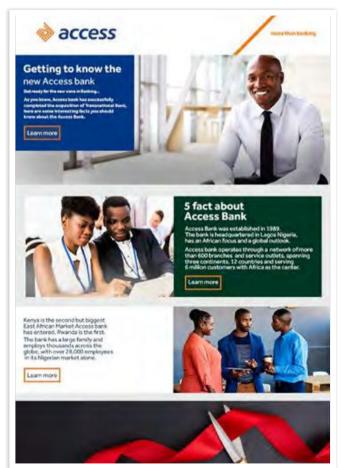




# CASESTUDIES



## Launch (Virtual) of Access Bank Kenya









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### access Botswana

### **AGENCY TASK**

Access Bank Plc in 2021 expanded its operations to the south African country of Botswana after acquiring the largest shares in defunct Banc ABC. The bank sought to launch in way that will be well perceived by the people of Botswana and mitigate any negative perceptions they might have about businesses of Nigerian origin.

As part of the launch plan, we were tasked with the responsibility of analyzing the perception of the customers towards businesses from Nigeria and based on our findings, suggest how best to communicate the launch.

### **OUR APPROACH**

We developed a questionnaire which we deployed electronically to some Botswana residents.









### **OUR FINDINGS**

- Customers had concerns about the safety of their funds since the bank they knew was transitioning to another bank.
- There were concerns about whether or not a bank of Nigerian origin could be trusted given the seeming negative perception Nigeria and Nigerians have globally.
- Leadership competence for the transitioning bank was also a concern.
- Employees of the defunct Banc ABC also had fears about their job security.

#### **OUR SOLUTION**

We leveraged stakeholder engagement, content marketing, corporate profiling among other communication tactics to address some of the concerns raised.

# CASESTUDIES



## **access** Art X Lagos 2023 Partnership

#### **CLIENT BRIEF**

Develop result-driven Communication strategies anchored on storytelling to engage stakeholder groups and showcase Access Holdings' commitment to nurturing African arts and culture.

#### **AGENCY TASK**

Our Task was to tell the Art X Lagos 2023 story from the Access Bank's perspective and emphasize Access Bank's love and support for African creativity.

### OUR APPROACH

• We adopted the use of compelling storytelling through inspiring content and effective platforms to create top of mind awareness, engage stakeholders, and further position Access bank as a key supporter of African creativity, showcasing African Art to the world.



# CASESTUDIES



access Art X Lagos 2023 Partnership

### **RESULTS:**

- 1. Secured more than 200 Media Mentions
- 2. Garnered over 10 Million Online Impressions
- 3. Attracted huge positive Media Coverage
- 4. Created compelling brand story that resonated with all Stakeholder Groups with #ARTXPrizeImpact





# ASESTUDIES



**access** Art X Lagos 2023 Partnership

### **Client's Request Vs Results:**

Access Bank, in a strategic initiative to bolster and empower agricultural businesses and support NGOs and International Trade, announced the relaunch of its specialized Desks; Agriculture and Development Desks. These dedicated desks are designed to provide customized and improved services to customers and stakeholders at large.



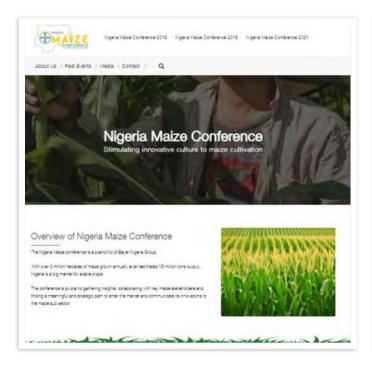


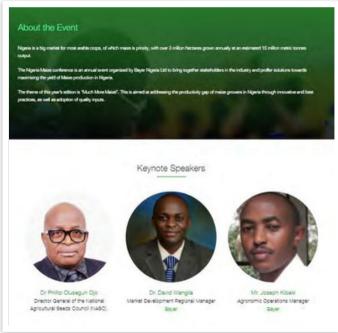
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### Our CASESTUDIES



### Bayer - Nigeria Maize Conference











About: Nigerian Maize Conference is an annual conference that serves as a platform for innovation and source of knowledge transfer to effect change in the maize sub-sector of Nigeria's agriculture.

Agency: Agency was tasked to handle pre and post event publicity, and the planning and logistics for the physical and virtual event.

Our Approach: Social Media Management, Website Development for Event Registration, Social Media Community Management, Email invitation management, Virtual Event Management and Logistics, 2D and 3D Video Animation, Digital and Social Media Ads, Social Media Creatives, and Content Development.





The Company: DLM Capital Group is a Developmental Investment Bank that provides innovative solutions to economic and social developmental problems that impact everyday lives of people. It concentrates on creating markets, products and long-term financing solutions to key sectors of the Nigerian economy.

Agency Task: Our brief was to review the Dunn Loren Merrifield (DLM) group to understand its value proposition and impact and define a cohesive brand positioning for DLM and its subsidiaries.

Our Approach: We dimensioned the client, identify the brand gaps, review what its competitors were doing and develop a comprehensive brand strategy that covered all aspects of the brand and all its communication assets (website and social media) including the way it communicated its brand to its stakeholders.





The Office of Private-Public-Partnerships, Lagos

The Organization: The Office of Private-Public-Partnerships is an agency set up by Lagos State to boost investor-confidence in the availability, suitability and security of the investment opportunities in Lagos, increase the efficiency of the government's investment and allow government funds to be redirected to other important socio-economic areas.

Agency Task: Our mandate was to increase awareness for the Agency, drive thought leadership and strategic communications for the Management and Agency in order to win stakeholder trust and develop and maintain its communication assets (social media handles and website).

Our Approach: We developed a strategic communications plan built on the objectives the Agency wanted to achieve and retooled the website to incorporate a contemporary look and feel, links to its social media handles and ensured it was Search Engine Optimized (SEO).

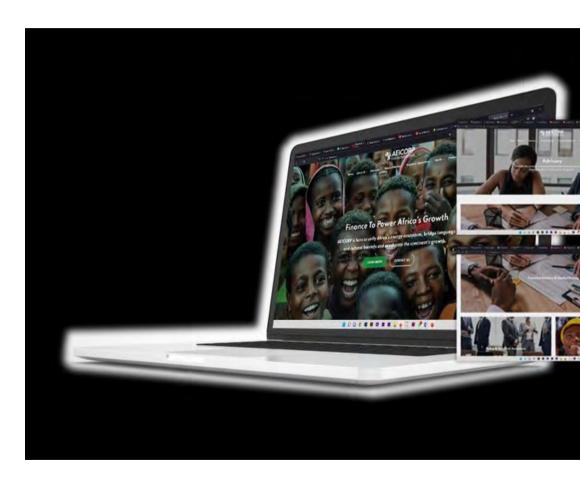




The Organization:AEICORP is a Developmental Financial Institution that was created to help channel resources towards the development of Africa's energy sector, with oil and gas, alternative energy, mining and power as key target sectors.

Agency Task:To develop a website for the Corporation to the standards of International Finance Institutions that would accurately portray the goals and objectives of the company.

Our Approach: We undertook a brand review session to have a clear understanding of the brand's goals and how it wanted to be perceived. Based on this, we were able to create a website that was in alignment with the objectives of the organization whilst also ensuring that the French speaking African Audience were also catered for by providing French translation on the website.





#### ADVANCING THE CONVERSATION

Background: Lagos Leather Fair is an annual retail showcase but due to the COVID-19 pandemic, the 2020 edition was held as a virtual event.

Agency Task: Agency was tasked to amplify the event to generate awareness and encourage sign-up and registration.

Our Approach: Digital, Display and Search Engine Ads, YouTube Ads



## Our CASESTUDIES



### Suzuki Lifestyle Series – Strategy, PR & Event Management

### **BACKGROUND**

Suzuki by CFAO launched its Way of Life Series as a way to showcase the brand as a Lifestyle brand to the public

### **AGENCY TASK**

Agency was tasked with the responsibility of providing strategy by curating lifestyle themes for the monthly series as well as management of the guests and event.

#### **OUR APPROACH**

We introduced the Lifestyle Series to the public through Social Media Amplification, Guest Management for Event Participation, Email invitation management, Event Management and Logistics, Video production, Social Media Creatives, and Content Development. The event recorded top personalities as attendees and positive interactions across its social media platforms.



### Media Campaign & Launch of Nigeria Breweries TVC - TURU UGO LOTA

#### **BACKGROUND**

Nigerian Breweries unveil the Life Beer's new television commercial "Turu Ugo Lota" Campaign in the Eastern part of Nigeria, Enugu.

#### **AGENCY TASK**

Stephanie John (SJ) was engaged by Nigerian Breweries to carry out P.R and amplification for the panel discourse and unveil of Life Beer's new television commercial "Turu Ugo Lota" Campaign. As part of its duties, Agency is to carry out media monitoring activities on its output in line with its targeted objectives.

#### **OUR APPROACH**

- Event management and logistics
- Guest management and coordination
- Communications strategy and messaging
- Media exploitation vis-a-vis multimedia content creation, print and online media reporting and social media amplification.
- Media relations and management media invite and coordination platforms.







Goldberg Lager Beer

#### **BACKGROUND**

Goldberg lager beer sought to improve its #Goldberg Takeover Party platform in a way that will drive resonance and meaningful engagement among the target market (mostly artisans) across southwest Nigeria, Warri, Benin and Abuja. The platform recognises and rewards consumer hard work in an atmosphere of fun and enjoyment.

#### **AGENCY TASK**

We were tasked with the responsibility of developing actionable ways of improving the platform through the consumers point of view.

#### **OUR APPROACH**

- We developed virtual and in-person interviews to understand the passion points of the consumers.
- Each consumer was asked what they did for fun, relaxation after a week of hard work.

- We also asked what day of the weekend was most feasible for them to hangout, unwind and have fun.
- We also asked consumers for their media consumption habit to know how best to communicate with them

#### **OUR APPROACH**

- Most alcohol consumers identified music, games and social gatherings with friends and loved ones as their interests.
- Most alcohol consumers look forward to an owanbe over the weekend as an opportunity to relax for free
- The focused group largely picked Sunday as the most preferred day of the week to let their hair down.
- Radio, Facebook, newspapers were the leading media platforms identified by the group as source of information with Instagram and Twitter trailing behind.

#### **OUR APPROACH**

The Takeover parties are now held on Sundays, with a variety of music artists performing to the listening pleasure of consumers. More activities have also been added to the platform to drive home the message that Goldberg is a rewarder of those who work hard.







## SHSHIMES



## Flutterwave Payment Partnership with PayPal

#### **BACKGROUND**

Our Client, Flutterwave, Africa's Payment Company enters payment partnership with PayPal, Amole and BAL to allow customers globally accept and make payments on its platform as part of the brand's expansion program with an objective to grow brand love and build brand propositioning.

#### **AGENCY TASK**

Coordinate the amplification and communication of the partnership in a way that will resonates with the various stakeholder groups.

#### **OUR APPROACH**

We developed compelling narratives to tell the partnership story in a way that generated massive reportage on online and offline media platforms. The project recorded over 20 earned mentions across print, news sites and radio platforms.











#### BACKGROUND

Sofri Sofri is a financial loan product developed by the Cithomes Finance Company. It is a product that aims to ease the financial burden of everyday living by making rental payments upfront for individuals and allowing them to pay back on a monthly basis.

#### **AGENCY TASK**

To develop a website and communication assets that would allow seamless interaction between the customer and the company and ensure easy access to loan applications and information via these channels (website and social media handles).

#### **OUR APPROACH**

We underwent a brand strategy workshop with the company management and developed a brand identity and brand persona that would resonate with the identified target audience the product was intended to serve.





#### BACKGROUND

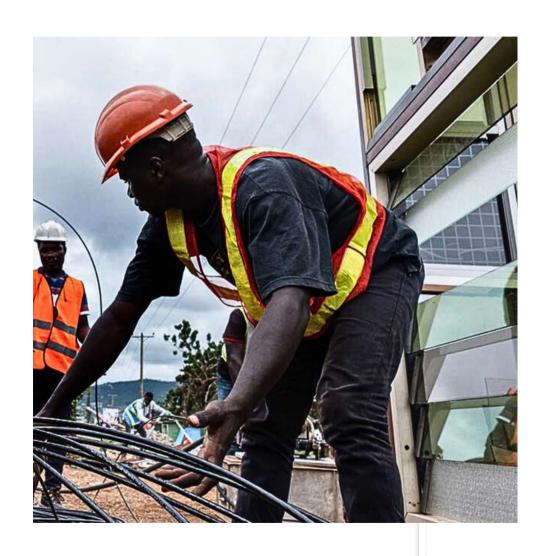
Toptech Engineering, a top player in the African engineering industry for over two decades has expanded beyond its original vision and mission to include contemporary technology. Despite its giant strides and remarkable projects executed, Toptech does not get enough recognition, reflecting poorly on its brand image and TOMA.

#### **AGENCY TASK**

Develop a comprehensive brand and communication strategy aimed at rebranding Toptech Engineering's image, positioning it as a leader within its industry while highlighting Toptech as a holding company and amplifying its subsidiaries.

#### **OUR APPROACH**

- Brand strategy and identity revamp
- Website revamp
- Digital and social media ads
- Media relations management
- Corporate profiling
- Leadership profiling
- Brand story video/documentary





Development of Communication Messaging Architecture

#### BACKGROUND

First bank seeks to develop messaging pillars to anchor its values and corporate goals to its various stakeholders.

#### **AGENCY TASK**

To develop key corporate Messaging Pillars to drive the corporate narratives of the bank to various stakeholder groups.

#### **OUR APPROACH**

Agency examined the messaging pillars of the Bank's communication narrative and used this to develop the messaging architecture which was in alignment with the banks key messages and included proof points to back up the narrative. The messaging narrative highlighted the organizations value to all its stakeholders



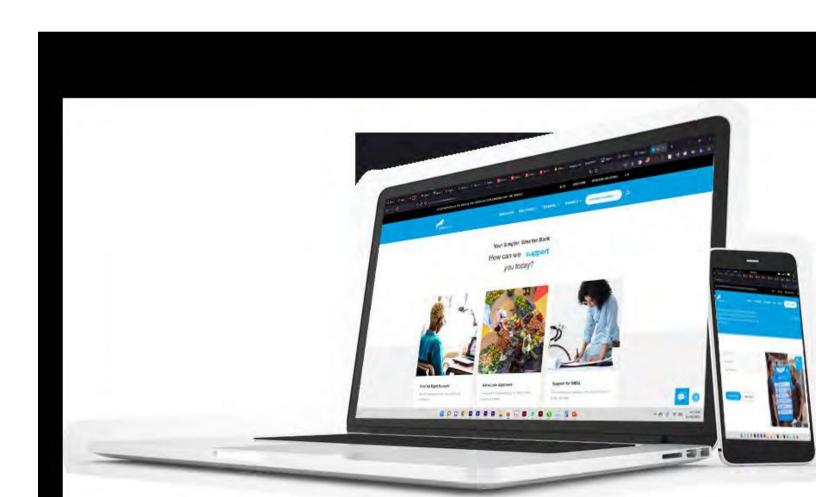


Amplification Plans and Coordination of Union Banks Campaigns Content Placements

#### **AGENCY TASK**

Develop amplification plans and coordination of the content syndication to various platforms across online and offline media.

Based on the project's objectives and target audience groups, Agency recommended media platforms that the Client can best connect with its target audience as well as manage the content syndication to these recommended media platforms. Due to the relationship Agency enjoys with the media, Client enjoys timely reportage and prominent placement of its stories.





Wigwe University is unwavering in its commitment to excellence in education and the shaping of future African leaders. It is with a strong purpose to build and nurture truly responsible, fearless leaders that will drive transformative change in Nigeria and Africa.

#### **AGENCY TASK**

- •Develop communication strategies for the new faculty leaders and Vice chancellors.
- •Drive Top Of Mind Awareness (TOMA) and increase brand interest for Wigwe University amongst the target audience.
- •Develop communication strategies to position Wigwe University as the top choice for world-class university education in Africa.

#### **OUR APPROACH**

Reinforced communication to sustain awareness, visibility and engage audience for the new faculty leaders



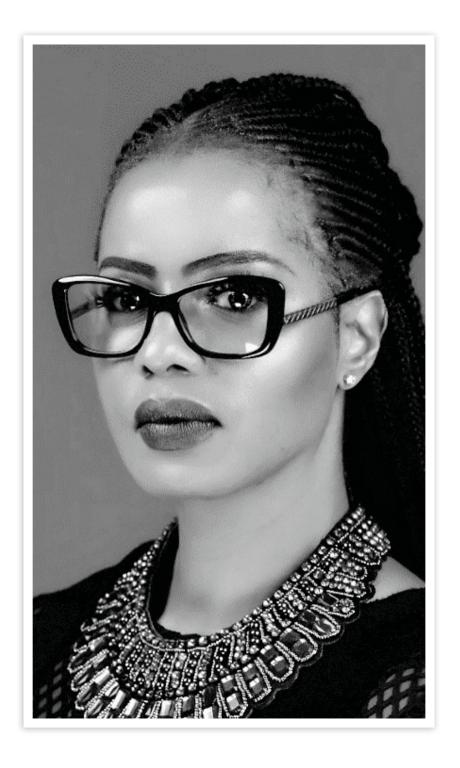
## Our PEOPLE

The magic does not just happen....



## Our PEOPLE UCHE AJENE

Uche Ajene is the Managing Director/Founder of Stephanie John and Associates. She is a strategic and innovative thinker, who brings with her a unique blend of over 20 years of experience both in Nigeria and internationally in financial accounting, auditing, compliance, strategic planning and management, business development, sales, marketing, and communications. This diverse background equips her with the requisite knowledge and tools needed to partner with clients uniquely. She provides both consultancy and advisory work developing strategic communication plans that deliver a brand story. This results in increased visibility, higher market share and enhanced competitive advantage for clients. Uche has worked with brands such as PMI, Unilever, Guinness, Coca-Cola, Polaris Bank. FCMB, Access Bank, British Airways, Dell, Nokia, CNN, and Ericsson to name a few. She understands what makes a brand tick and so consistently delivers value to her clients by connecting the humanness of the brand to the consumer.



## Our PEOPLE SUNNY IKWUAGWU

#### **SENIOR MANAGER**

Sunny Ikwuagwu is an experienced communications professional with proven hands-on experience. He has worked across multi-functional sectors including the telecommunications, oil & gas and PR consultancy. He has executed top notch communication strategies for multiple brands earning him a number of accolades.

He joined Stephanie John & Associates to provide strategic direction and leadership.

He holds a Master of Arts degree in English from the University of Lagos. He is a member of the Nigerian Institute of Public Relations (NIPR) and has attended a number of courses locally and internationally.



# Our PEOPLE QUADRI BALOGUN

#### **PR MANAGER**

In the last six years, Quadri Balogun has managed PR, Digital Marketing and Strategic Communications for brands and Corporate Establishments as a Digital Marketing Officer for Opera Digital Advertising, Lagos, Communications Officer, Vision Estate, Lagos, Head of PR and Communications, Media Panache Nigeria, Lagos and and Digital PR Specialist, Seeders International, South Africa.

He holds B.Sc in Mass Communication from Babcock University and a Mini-MBA from Tekedia Institute, Boston, United States.



### Our PEOPLE ADEWUMI OJO

#### **PR MANAGER**

Adewumi Ojo is a marketing and communications professional with over six years of experience spanning public relations, brand management, crisis management, stakeholder engagement, product launches, event planning and management, CSR, and digital marketing.

Adewumi Ojo is a marketing and communications professional with over six years of experience spanning public relations, brand management, crisis management, stakeholder engagement, product launches, event planning and management, CSR, and digital marketing.

He has conceptualised, developed, and executed successful marketing communication campaigns that meet the business objectives of both consumer brands and corporate organizations.

Some of these organisations include Bayer (Nigeria Maize Conference), Premier Cool, Devon King's, SystemSpecs (Remita), Tecom, Goldberg, Goldberg Black, etc.



## Our PEOPLE EMMANUEL ONMINYI

#### **CONTENT ANALYST**

Emmanuel is a Content Marketing Strategist and Public Relations Analyst who has played in the Marketing Communications industry for over five years.

His creative, strategic thinking and media expertise have seen him tell brand stories for clients, and build their connection with target audiences across different media channels.

His contributions have further helped clients to promote brand awareness, drive leads and establish positioning in their industries. Emmanuel's commitment to telling brand stories has seen him play in several sectors and on brands like Access Bank, Nigeria Breweries, Bayer Nigeria, Afya Care Limited, Guinness Nigeria among others. He's a member of the Nigeria Union of Journalists (NUJ



## Our PEOPLE KENECHUKWU DIMOBIKA

#### PR MANAGER

Kenechukwu DIMOBIKA is a marketing and communications professional with over six years of experience spanning public relations, brand management, media relations, stakeholder engagement, event management, product launch, digital marketing and much more.

He has supervised, executed successful marketing communication campaigns that meet the business objectives of both consumer brands and corporate organizations.

Some of these organisations include Life Beer, Morning Fresh, Devon Kings, Joy Soap, Wigwe University, Ace Bitter, etc.

My hobbies are Reading, Adventure, Cooking and a good sleep



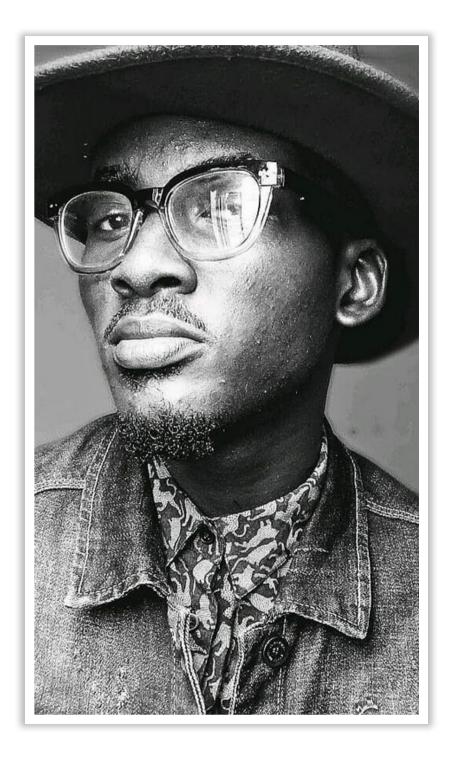
## Our PEOPLE OPEMIPO AWOLESI

#### **CREATIVE DESIGNER**

Opemipo Awolesi is a certified and proficient designer leveraging Photoshop, Illustrator, Figma, etc.

He is a Creative Visual Artist, Graphic Designer, Interior Designer, Brand Developer, and Digital Marketer with a Bachelor of Science (Bsc.) Degree in Urban Planning plus Diploma in Architecture.

With 8+ years of quality design experience, he has been able to tell his stories in a way that makes clad the way societies should be framed as a beautiful work of art; communicating values and broadening innovation and the scope of excellence.



## Our UNIQUE SELLING PROPOSITION

We are not your regular agency.

communication strategies that align with and enable your corporate strategies to be achieved. We understand the need to adopt expert communication strategies that are measurable and help you to consistently achieve your goals



## Let's TALK

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