# ANNA KINGSLEY'S PORTFOLIO

# **Examples of:**

- Blogging/Blogs/SEO
- Product Marketing & pages built for websites
- Email Marketing
- Social Media Marketing
- Blogger Outreach & Influencer Marketing
- B2B Corporate docs for Biz Dev
- Influencer Marketing

## From companies including:

- PowToon
- Routeperfect
- Veribo
- JWT
- Match.com
- Coca-Cola

#### **PLUS:**

- Awards
- Testimonials & Recommendations
- Certificates





Search the Awesomeness



#### Awesome Posts



2 WEEKS AGO

How To Engage Your Users



2 WEEKS AGO

What went viral in 2014?



2 WEEKS AGO

How Attention Hacking Generated



### 5 Best Prezi Presentation Alternatives

In the last couple of years many people have been searching for innovative ways to create executive, unique, and memorable presentations. PowerPoint was exciting in the early days of its

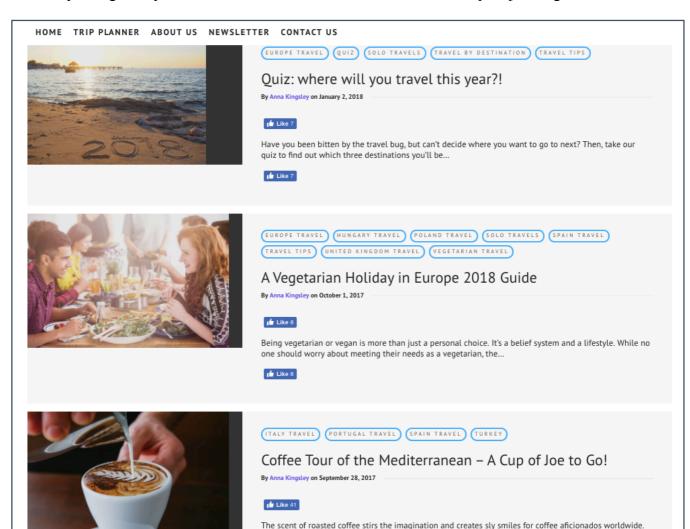


Free Animation Software – Yes, 2D Animations for Free!

### Routerpefect's Blog I developed and wrote for

http://blog.routeperfect.com/quiz-3-countries-will-visiting-year/http://blog.routeperfect.com/vegetarian-holiday-in-europe/

http://blog.routeperfect.com/coffee-tour-of-the-mediterranean-a-cup-of-joe-to-go/



## Promotion of blogs written for Routeperfect

As we know there's nothing better than a good cup of joe to...



Summer Solstice is coming, are you ready? ramp it up for some Pagan festivities and White Nights in Northern Europel Find out where it all goes down and plan your rockin' summer vacation 😉

RoutePefect com - Explore The World YOUR Way



The Ultimate Destinations For Summer Solstice - RoutePerfect Blog

This is the perfect time of year to visit Pagan places, such as Stonehenge in the UK and catch some White Nights in Scandinavia and Iceland.

BLOG.ROUTEPERFECT.COM



#### 

Today is the European Day of Languages!

At ♥www.RoutePerfect.com♥ we have 14 languages spoken around the office! ☼

--> What about you? Give it a quick count and let us know!





#### Car Lovers' Dream: Planning a Trip to Italy -RoutePerfect Blog

Planning a trip to Italy is a dream for car lovers! From classic Ferraris to outract Paganis, some of the world's coolest cars originate in Italy. #adventure #bellact

BLOG.ROUTEPERFECT.COM

Learn





Inspire yourself this #BookLoversDay by perusing our UK Literary Tour! Nhttps://goo.gl/6QBv3t

Visit historical sites like Dove Cottage, Anne's cottage and Bath - it's a good excuse to start reading again!! 💸

Explore the world YOUR way with www.routeperfect.com 🤾





#### Example of a blog I wrote for PowToon



# 4 critical elements to give your videos the WOW factor!

h1 h2 66 | B I U T | ≡ ≡ | ≡ ≡ | ∂ 🙉 ⊙

Having a powerful app without an effective strategy is like having a shiny Rolls Royce in your garage but you don't have the keys to it. I've personally seen way too many animated videos made with the best of intentions, with people spending lots of time and money in the hope of creating something awesome - but without knowing the 'Wow Factor Formula' - their videos came out looking unprofessional and half-baked.

Once you learn the 'Wow Factor Formula' and the proven science behind it, your animated video will start to look completely professional so whether you need an explainer video, product launch video or just need to impress your clients, colleagues and investors you'll be able to make the impact you need to.

As most marketers know by now the reason videos are so important is because recent as to why video is important is that it increases your conversion as it increases engagement with your customers. For examples, those who created a PowToon with the Business Account saw an increase of 300% in signups and sales.

The content you're about to learn is the same training your six figure salaried animator at Pixar learned, but he didn't learn the psychology and neuroscience behind it.

So what are the four elements you need to have in every frame of your video presentation.

#### 1. Focus

Decide the goal of what you want your video to achieve (sign up? buy? share?)
and ensure you're specific. Decide what the viewer should focus on in each slide
- say no to distraction! Each slide is its own message, don't put too many things

# **PRODUCT MARKETING**

Examples of pages I created & product improvement.

All examples provided a significant uplift/positive ROI



# Designs for a new Pricing Page



Dashboard Premium Club Upgrade Resources peter70

#### **FACT:** PowToon Premium members see a 300% increase in signups + sales!

With Premium plans you get:

- ▶ Watermark + outro removed
- ▶ Privacy control settings
- Full HD download
- ▶ Commercial rights
- ▶ Royalty free music, images + styles

Used

















SUBSCRIPTION PLANS





**<sup>\$ 0</sup>** Up to 5 min.

#### Hear it straight from our members



A unique product that is affordable, that crushes the competition

Once we started offering videos as an additional service to our web and design products our sales increased by 37%. PowYoon is so easy to use, and their service is amazing, allowing us to offer a unique product that is affordable, that crushes the competition."

Matt Jones CEO - Visioniz



I had a professional looking presentation or 'PowToon' in minutes

In the B2B market you have people coming to you at all different stages of the sales cycle, so we were able to make a few different videos (some funny, some general, some targeted to high tech marketers) in order to adapt to the different audiences that visited our booth. Simply put, we love you guys!"

**Tamar Frumkin** Marketing Director - Insightera



PowToon is great for product demos, concept videos and pitches.

The made animated videos before. PowToon is definitely the simplest tool to use. The learning curve is so little that it took me just minutes to fully understand it ... and having used it extensively now I prefer PowToon videos over my usual marketing presentations."

Vineet Markan Founder - Framebench

<sup>\*</sup> All packages expire after 6 months

# Designs for a new Pricing Page



Brings Awesomeness to Your Presentations

Create Tutorials

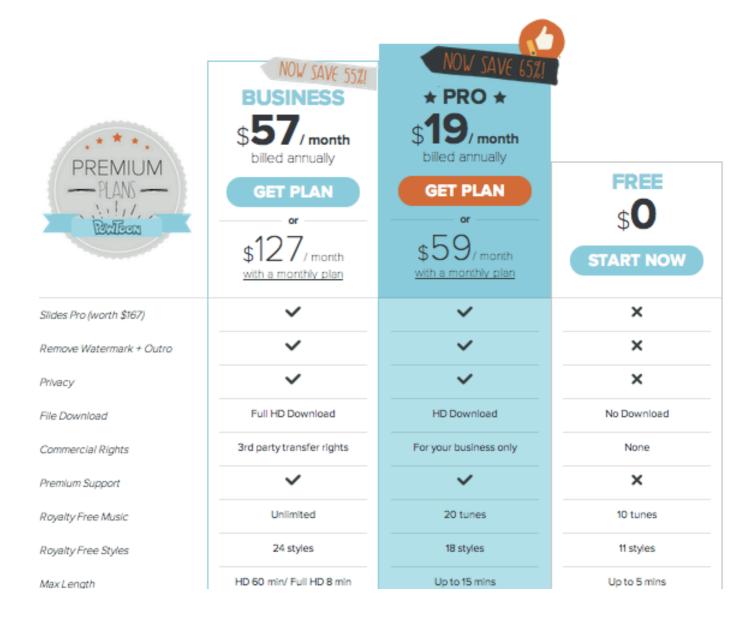
Premium

4Edu

Sign up for free

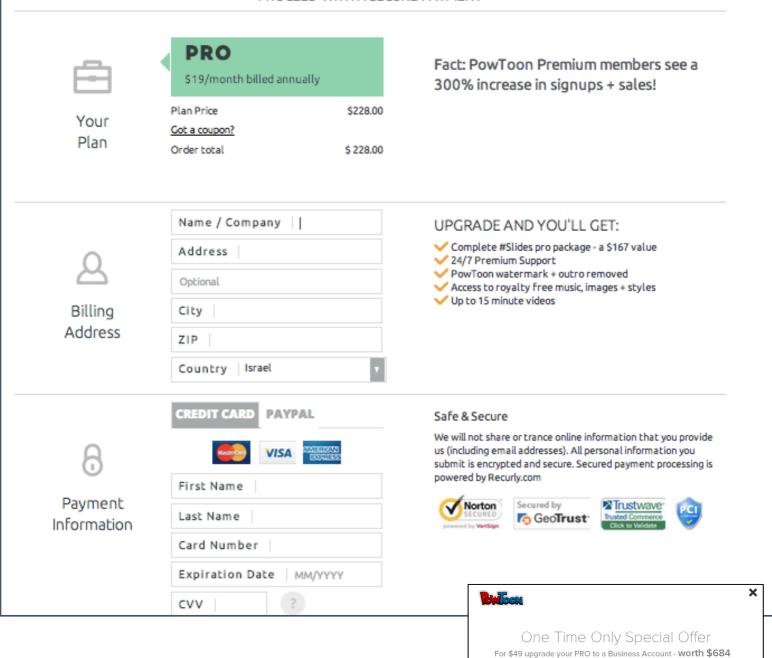
Login

# Fact: PowToon Premium members see a 300% increase in engagement





#### PROCEED WITH A SECURE PAYMENT



Promotional pop up designed for PowToon

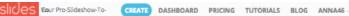
This offer expires if you click away

YES, I WANT THIS XX% SAVING

✓ Full HD quality
 ✓ Unlimited royalty free styles

✓ Up to 60 mins videos

✓ Unlimited royalty free styles







# Brilliant Design

#Slides features beautiful, modern templates and dazzling designs, with a dash of PowToon's quirky, animatedly entertaining style. You can also fully customize your #Slides presentation within the PowToon Studio.

# ■The Ultimate Solution

#Slides solves your major presentation frustrations. Say goodbye to budgeting for professional designers with #Slides' quick and easy to make presentations that will leave your audiences spellbound. Don't just take our word for it, try it for yourself!





# Clip-A-Vid™ Technology

In addition to creating presentations that will impress even the most seasoned professional designers, we are taking your presentation production to a whole new level with our patent pending Clip-A-Vid" feature. This new technology from PowToon allows you to create Quick-Clips" within your presentation by cropping and within your presentation by cropping and embedding any YouTube or personal video into your slideshow, giving it that extra splash of



# Impress with Elegant Design

- Free Presentation Software
- Stunning templatesQuick and Easy
- Embed Video









embedding any You lube or personal video into your slideshow, giving it that extra splash of Awesomeness!

# Meet the Quick-

A Quick-Clip™ is a series of two or three slides combining a short sentence and an embedded video. The pizazz this adds to any presentation is unbelievable! To see this game-changing technology in action, check out our gallery of users' featured Quick-Clip\*\* for inspiration to create your OWN





# Create & Win

To celebrate the #Slides revolution, and to experience the full Awesomeness of this technology, we've got a competition for you! For 10 weeks we will pick one user-created Quick-Clip™ as a weekly winner. The Grand Prize Winner will be the weekly finalist with the most Likes and Shares. Here's how to enter and the full Terms & Conditions.

# Satisfy Your Curiosity

If you feel that burning desire to know what movie/TV show is featured in a Quick-Clip™, just share the link on Twitter using #Slides to find out!

#### COMPANY

Privacy Policy About Us Terms and Conditions PowToon Marketplace Jobs

#### SUPPORT

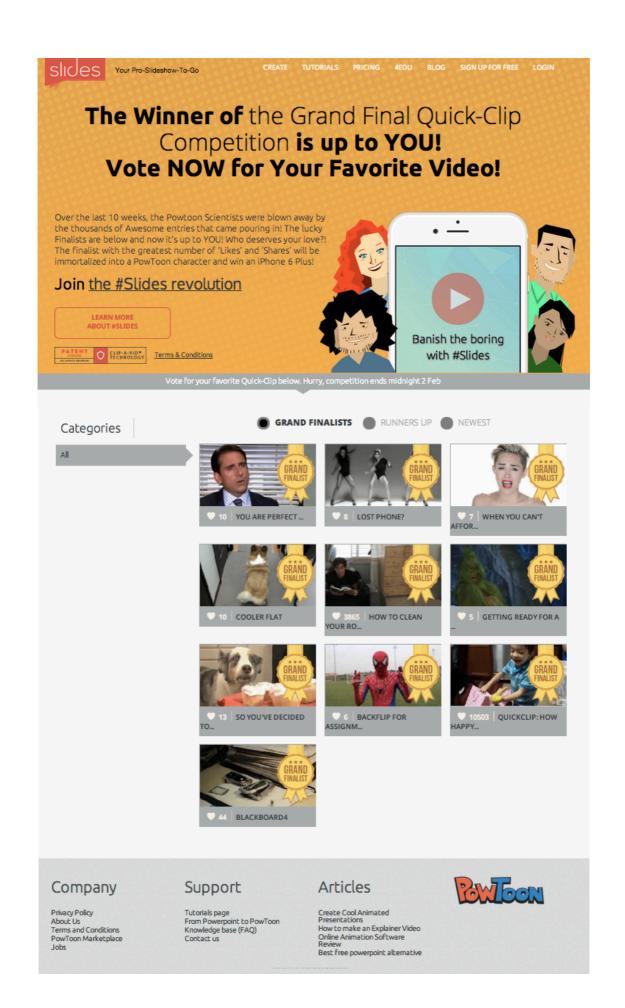
Tutorials page From Powerpoint to PowToon Knowledge base (FAQ) Contact us

#### ARTICLES

Create Cool Animated Presentations How to make an Explainer Video Online Animation Software Review Best free powerpoint alternative







## Landing Page: Black Friday Promotion



FACT: powtoon business members see 300% increase in sign-ups & sales

# Why PowToon Business Makes The Most Sense For Your Videos:



Get It Now 🕨

#### "WE'VE TRIPLED OUR RATE OF SIGN-UPS"

'After a bit of a play on the free-trial, we signed up and within a couple of weeks we had a great exclaimer video by including the video on our signup page and also in our automated email sequence, we've tripled our rate of self-signups. Business owners regularly comment on how much they like the video?

Fiona Adler, Word Of Mouth Online





# "HELPED TO INCREASE MY CONVERSIONS BY 300% IN THE FIRST MONTH ALONE!"

After incorporating PowToon into our listings our sales increased by 300% and we are currently working on our website so that every single product and tutorial section has a video! I can honestly stillibute most of my recent jump in sales to PowToon. This strategy helped to increase my conversions

Raul, SimpleWill

#### "I INCREASED MY ORDERS BY 30% AND EMAIL SUBSCRIPTIONS BY 50% IN THE LAST MONTH"

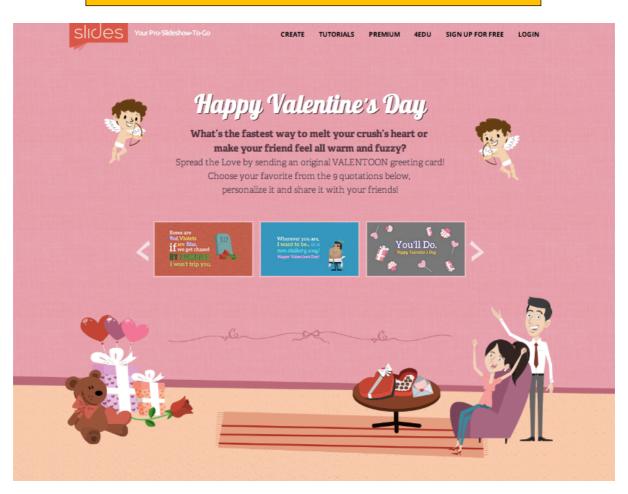
Well, confysion me a day before lagned up for their Business (seath) plan o I could gain access to all their features. What's a cool about this video trategy is it can apply to almost any kind of site and the results can be mmediate. Because thee's nothing better than discovering a strategy that no cooling orders by 30% and email subscription rate by 50% in the last

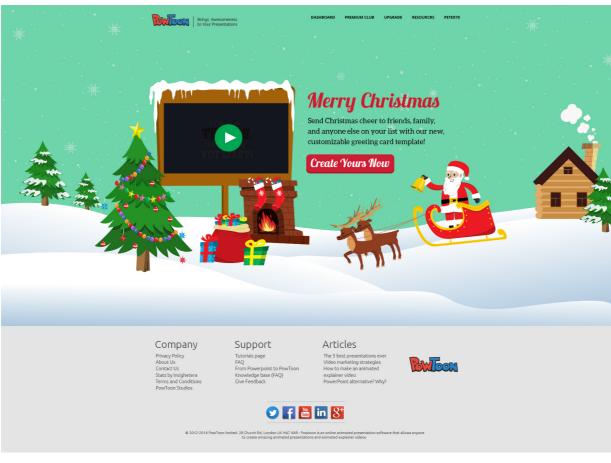


isa Irby, 2createawebsite.com

# 

# **Landing Page:** Valentine Promotion for New Template Template (which became the most downloaded template ever at the time).





# **New Years Blow Out Sale**

Upgrade to a Business Account for just \$249 TODAY, and get 2 years of Business for yourself and 1 year for someone else a package worth \$2,052!

**SAVE 87% NOW >>** 

Our Business Accounts are normally priced at \$684 annually, so buy NOW before this limited supply runs out.

> Kickstart 2015 and make your goals a reality by taking advantage of this incredible savings TODAY >>



SHARE THE AWESOMENESS











PowToon Ltd. 28 Church Rd, London, HA74XR United Kingdom.

You are receiving this email because you signed up to be awesome. If you no longer want to receive amazing offers and updates from us you can unsubscribe here. Copyright PowToon. All Rights Reserved.



This promotion resulted in approx. 1,2M new users and didn't cost a penny!

### Team Page for Routeperfect



Meir Caspi (AKA Mayor) Chairman of the Board



Boaz Lantsman Founder



Guy Dolev



Eran Dvir CTO



Oren Ahr Head of Product



Shirley Smuel Financial Adviser



Danny Halperin Head of Travel Division



Anna Kingsley Director of Marketing



Omri Tubiana Head of Content







## Pop up bio appears when you click on each person

#### Anna Kingsley Director of Marketing



Anna is an intrepid explorer and has travelled extensively in over 56 countries. She survived a few near death experiences crossing Russia and China on her own, decades ago, before the days of the web or mobile phones! From the Salt Lakes of Bolivia to the Amazon Jungle, the Victoria Falls to the Sahara Desert, and the Grand Canyon to the Patagonian glaciers, Anna has enjoyed so many natural wonders of the world it's impossible for her to pick her favorite spot. However, she loves her hometown, London, enjoyed living in NYC and experiencing Japanese culture! If she could dance her way round the rest of the world she would - she especially loves all the Latino dances (so feels at home in South America) and has recently qualified as a Zumba instructor! Anna takes annual ski trips to Europe and also enjoys playing racket sports (rather badly!). She is also passionate about the arts in general and has been involved in all of them in some form or another throughout her life. Anna is an award-winning marketer with over 25yrs' experience having run campaigns for large corps incl. Coca-Cola, Match.com, Dixons and JWT as well as for startups. She previously also enjoyed a successful career as a TV Producer/Director, working on over 30 flagship productions for the likes of BBC, Sky, Universal Films, NBC and more.

Done

in +972.52.380.2617 marisa@sefint.com



Providing practical tools for success

#### SPEAK EASY PROVIDES

Effective Communication Strategies

Leaders, Managers & Teams

#### With improved communication you'll:

- · Connect successfully with customers
- · Collaborate & adapt to change better
- Improve productivity under pressure
- Strengthen your Big Picture Mindset
- Build your brand to create influence

#### **Services**







#### **Used by Global Companies**













We always start with understanding and tailoring to your needs, pain points and expectations from the sessions.

Speak Easy firmly believes in growing your mindset and providing practical tools to strengthen relationships. The online self-reflection tool, Lumina Spark, measures your strengths and gaps in behaviour & communication.

## **Our Purpose**



Our mission is to unlock individuals, teams and companies to bring

Marisa Sarfatti gives you tools to communicate with clarity, create mansa sarrating week you tooks to communicate war clarify, create accountability and align your teams and customers. We grow your awareness by connecting you to how your 'body, mind and soul' steers the outcomes of your daily interactions. Strengthening your empathy and perspective to create deeper relationships with others

Connecting human to human and achieving our goals together!

Read More



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# Methodology

# Lumina Spark

The Lumina Spark is a scientific online profile tool showing your strengths, how to further maximise them and areas of weakness (especially under pressure). It deepens the understanding of your behavior and how to connect with a range of diverse people.

Each person goes online, fills out the questionnaire and receives their own personal Lumina Spark profile.

It can be used for team sessions or individual coaching.

# The tool measures three different states of your communication:

- 1. Relaxed: Your natural strengths in your comfort zone
- Formal: How effectively you use those strengths in everyday, formal situations
- Overextended: Where these strengths can turn into weakness under pressure.

#### It measures four key areas:

- Big Picture Thinking
- 2. Outcome Focus
- People Skills
- Details and Delivery.

#### Outcomes are:

- Self-Knowledge
- Building Rapport Quickly
- Valuing Diversity
- Co-creating Results.

#### Team Benefits:

- · Understanding Team Strengths
- Assessing Team Gaps causing inefficiency
- Aligning current team behaviour to better deliver on strategy.





Book Now



# The C.A.R.E Principles

The C.A.R.E Principles identify four core areas and key tools that are pivotal in mastering your ability to communicate clearly while creating long-lasting relationships.

It taps into practical ways in which to successfully communicate in your day-to-day interactions with clients, internal stakeholders, team members and managers.

#### C.A.R.E stands for:

C - Connect positivaly: calabrata success with others /



Methodology Clients **Testimonials** Home Services About Contact

# Workshops

# Effective Communication Tools



We share our C.A.R.E Principles toolbox so that you can clearly communicate internally and in the matrix in order to:

- Build positive interactions and position bad news productively
- Align and understand deliverables and successful outcomes
- Set clear expectations and manage time
- Be proactive, raise red flags and not abuse
- Improve your EQ & listening skills.

#### Our C.A.R.E Principles can also be applied to:

- Customer communications
- Meaningful Meetings.

We offer half-day, full-day and executive management workshops, which are all tailored to the needs of each group.

Please click here to understand the C.A.R.E. Principles toolbox methodology more fully.

Contact for more info >>

# Remote Team Realities



Businesses rely on the digital arena to connect with global branches in both our teams and company at large. This workshop helps you to inspire and lead remote team members so that:

- They deliver and engage actively in teamwork
- Close the gap of miscommunication
- Clarify ownership of accountability
- You inspire all team members to feel involved and work like the unit they are, even if they are miles away!

This workshop shares camera techniques and facilitator tips how to create interactive and engaged meetings. Inspiring your remote people to offer inputs and opinions as if they were in the room.

Contact for more info >>

# Build Your Personal Brand

#### Valuable to:

- · Anyone interested in career growth



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## **Testimonials**

## Further pages of website:

- **Testimonials Page**
- **Client List**
- **Contact Page**



# AT&T & AMDOCS

When I joined Marisa's Personal Branding workshop, I ediately understood how different and impactful her to influence my way of thinking about how I should Days after the session I challenged myself with the es that Marisa proposed, which are not easy a all, and she was kind enough to provide me with feedback on the spot which says a lot about how much she cares about her work. Big Like.



# **MORPHISEC**

Growing a company and a team is challenging task for any CEO. Although one could be experienced, still it is all about people and building a new team means nev

Speak Easy

Satellite

# Contact



**Our Clients** 

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marisa@sefint.com



Central Tel Aviv. Israel





Skype: marisa.sarfatti



























מכון ויצמו למדע WEIZMANN INSTITUTE OF SCIENCE







AIRFRANCEKLM GROUP



cadonco

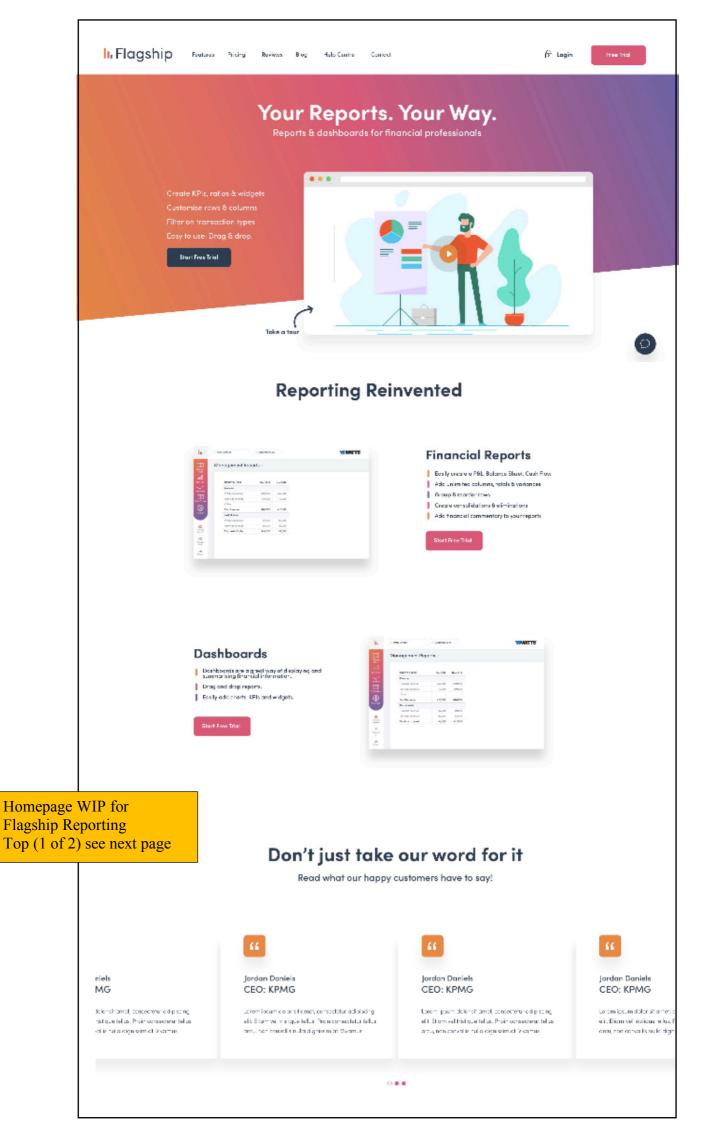


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	Pull Name	Company Name
	Email	Phone
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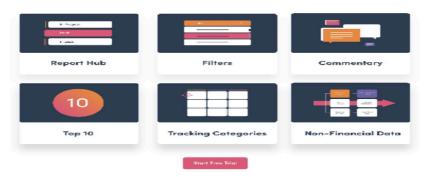
Take your reporting to another level!



## Homepage part 2

#### **Advanced Functionality**

to unlock the power of your data



# Integrates with Xero or any accounting system



Join the thousands of accountants already using Flagship

Get Started

More Info

Get in touch

Social

About Le | Reciliare to get in work with us | f ♥ □

Help Conner | Sharper |

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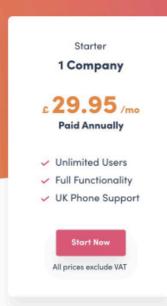
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# **Pricing & Plans**

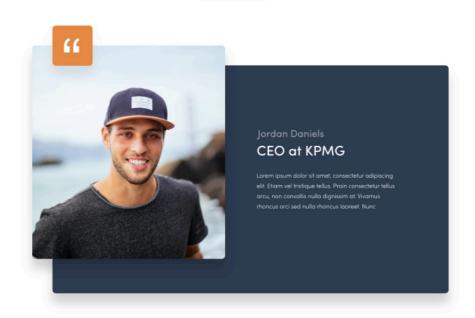
Contact







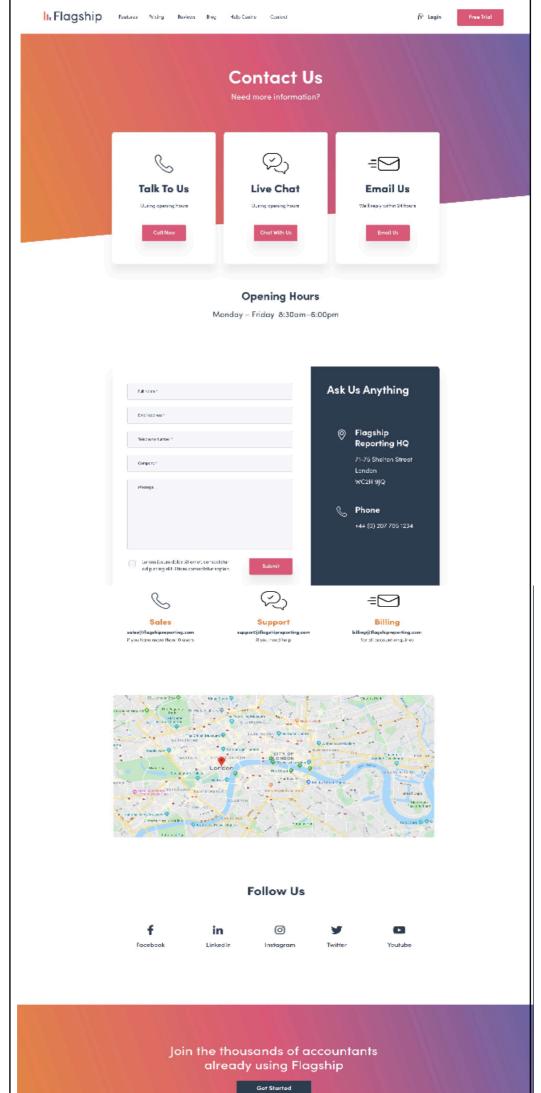
## More than 10 companies?



# Have any queries? We're here for you.

Read our FAQs

Give Us a Call



# EMAIL MARKETING

Examples of emails I wrote/designed for PowToon For specific promotions & sales

#### Hi, Anna here

I have a confession to make...

Please don't judge me for what I'm about to say, but I always find that during the holidays, this "season of giving," I feel like spoiling myself. Is it just me?

And it certainly doesn't help that somewhere along the way we all learn that being even the tiniest bit selfish is a bad thing. So of course, as the gift-giving season draws nearer, so does the inevitable guilt fueled by an unquenchable desire for new things.

If you can relate to my seasonal dilemma, I think you'll be really excited about this new present from the PowToon Scientists that adds up to a savings of \$1,368. If you buy a Business Membership TODAY, you'll get 3 years for the price of 1 - a value worth \$2,052. Keep two years for yourself, and give one as a gift.

I think this could be just the thing to satisfy that itch to splurge, while still crossing a name off of your list. Whether you're at a loss for what to get your colleague or client, you want to become the office favorite, or you're racking your brain trying to think of the gift for that person that has everything, this deal will solve your gift-giving woes.

As a PowToon Business Member you'll receive:

- ☐ Complete #Slides package for quick + easy, stunning presentations
- ☐ 24/7 Premium Support
- ☐ HD/Full HD downloads to computer + uploads to YouTube
- $\square$  PowToon watermark + outro removed
- ☐ 3rd party resell rights
- ☐ Unlimited music, images, + styles
- ☐ Full-length, 60 minute videos
- $\hfill\square$  Advanced, live training webinars
- ☐ Plus, with our current promotion, share the joy of a year of Business Membership (and all of these Awesome benefits) with anyone your heart desires!

 $\label{thm:constraints} \mbox{Do something nice, while getting away with treating yourself. Two for you, and one for someone else...}$ 

#### You're Awesome!



#### P.S

By the way, if you're panicking about forgetting to order the office Christmas cards this year, have no fear! Once again the Scientists are here to your rescue with our festive new Christmas Template to simplify merry-wishing.







Anna here, PowToon's Chief Marketing Scientist

I can't believe it's already been one week since we launched #Slides and started our Quick-Clip Competition in celebration. I'm loving all the creative entries! You really must check them out for yourself, some of them are hilarlous!

Us PowToon Scientists have been completely addicted to Quick-Clipping, and it seems a lot of people are jumping on! I think it's because Quick-Clips are the perfect antidote to boring. They're not just good for winning an iPhone 6 Plus, they can spice up pretty much anything!

Please Join me in congratulating our first week's winners (drum roll please!) they are...





And our four runners up:

Peter Berezhansky - with All I Want...

If your Quick-Clip didn't make the cut this week, don't worry - you can enter the competition as many times as you like! Our judges are looking for funny or inventive Quick-Clips that are a series of two or three slides combining a short sentence and a video under 30 seconds.

Keep Quick-Clipping - you're Awesome!

#### Anna CHIEF MARKETING SCIENTIST

P.S. Remember, for your Quick-Clip to be eligible for the competition it must be under ten slides and any video in it must be under 30 seconds.





SHARE THE **AWESOMENESS** 

Like >Tweet 8+1





As you may know, we've been working really hard over the last few months to improve the user experience for you. Check out our new and improved website - we hope you like it! To thank you for your loyally, we'd like to offer you a coupon for an extra \$75 off!

## Easily plan + book YOUR perfect trip and

SAVE an EXTRA \$75 TODAYI















Have fun discovering new places this year and customizing your dream trip based on YOUR interests, vacation type and budget!

What are you waiting for?

Start Planning NOW

Explore the world YOUR way in 2018!

The Routeperfect Team:)

















# SOCIAL MEDIA & BUZZ MARKETING

Examples of successful organic activity on:

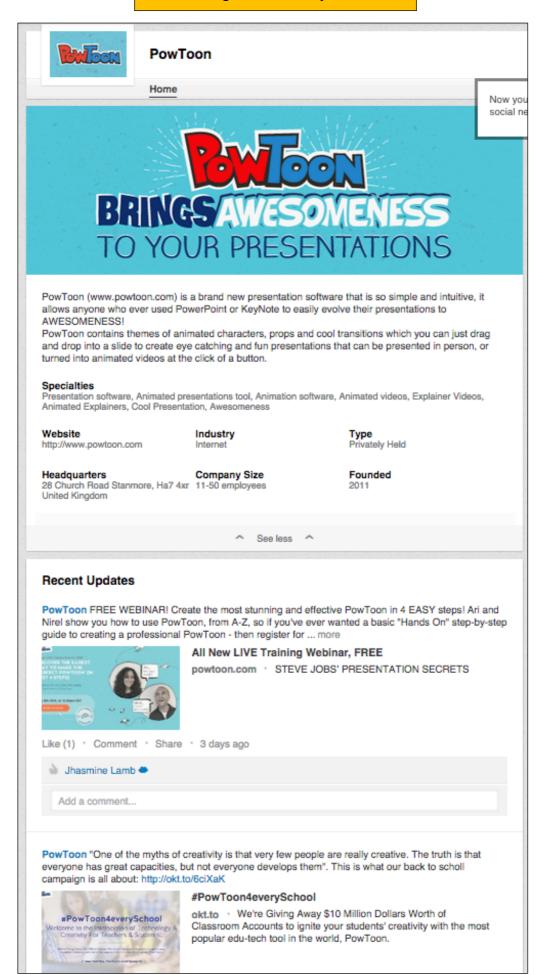
LinkedIn | Facebook

Twitter | Pinterest

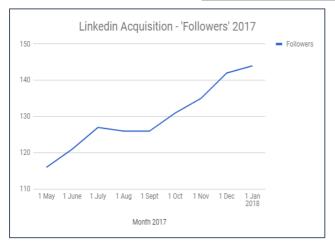
Instagram | YouTube

StumbleUpon

#### Linkedin Page for webinar promotion



## Social acquisition tracking for Routeperfect

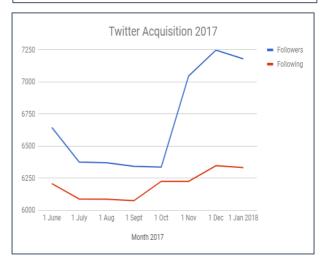












## Examples of hacking tools used for acquisition





TopTags





Specially for #TBT "History is not a burden on the memory but an illumination of the soul." — John Dalberg-Acton (\*)

The best way to get to know the culture of the places we visit is to #explore the past. So #travel back in time with us. Which of these old European cities would you most like to visit?





Facebook posts for Routeperfect

LIKE Pa



Take our quiz to find out what type of traveller you are. It's really true see what your travel buddies think too!

https://goo.gl/Huaeci 😂 😂

RoutePerfect - explore the world YOUR way!



Routeperfect is \$\square\$ eating chocolate in \$\square\$ Switzerland.

We know you're probably still feeling stuffed and bloated from all that

Check out this amazing tour of the 10 most #picturesque villages in

Explore the world YOUR way with www.routeperfect.com Q 1

#ChocolateCandyDay!! 🖠 🔖 And where better to sample some fantastic

Published by Taube Friedman [7] - December 28, 2017 · €

#Christmas pudding.. 😃 but we simply can't miss out on

quality chocolate than #Switzerland!

Switzerland: F https://goo.gl/dWzCkB F

10 Most Picturesque Villages in Switzerland -RoutePerfect Blog 0

Switzerland has long been known for its breathtaking scenery, delicious cuisine, and the majestic beauty of the Alps. Though small compared to its neighboring...

BLOG.ROUTEPERFECT.COM

This type of content helped Routeperfect's Facebook page enjoy: 64 x more engagement than Expedia and 33 x more than Booking.com





Want to explore one of Europe's coolest cities but don't want to deal with the crowds and cost? We've put together a list of Europe's most amazing alternative cities, where you beat the crowds, save some cash, but don't skimp on the culture, sites, or cuisine!





l journey is best

## Twitter posts to promote content for Routeperfect

Top Tweet earned 2,685 impressions

My grandmother used to tell me that she wouldn't sell me for all the tea in #China!



But did you know that **#tea** is central to lots of other **#cultures**?

Why don't you sit down with a cuppa' and have a read this **#InternationalTeaDay!** 



#Travel pic.twitter.com/RBxhoLA8Mp



**£3** 108 **9** 33

Top media Tweet earned 2,296 impressions

measured in friend

rather than mil

As IF there's actually a National Day to celebrate **#Sangria!!!** We loved this idea so much that we decided to create a **#cocktail** tour through **#Europe**:

₹ goo.gl/3PoQxx

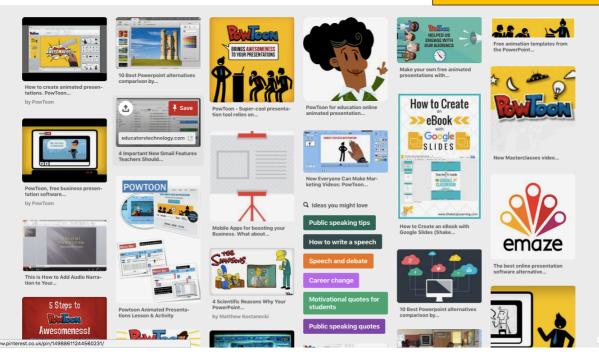
... a pretty cool idea for a **#bachelorette!!** Get on it!

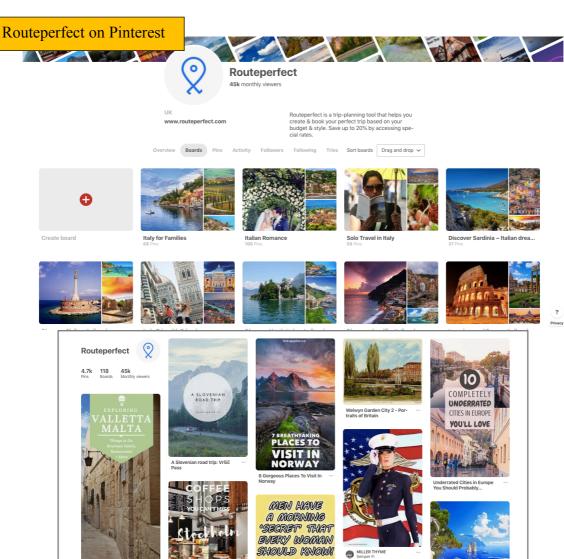
Explore the world YOUR way 1 3 ° pic.twitter.com/mpDBnFgYKQ



61 **13**13 **9**3

### PowToon on Pinterest





MILLER TO Semper Fi



**View Insights** 

**Promote** 









Liked by marianaandrade\_22, kaikoikai and 318

routeperfect Winter is in full swing, and it feels it will never end. Don't let #spring sneak up on you, it's just around the corner! Check out our list of the 8 best destinations for your #springgetaway and start planning your trip today!

LINK IN BIO😁

Plan your perfect #romantic trip TODAY and save up to 20%

📍 Fields of hyacinths in the Netherlands.





others

others

SAVE <20%</p>

■

www.routeperfect.com

Explore the world your way with

16:06 Photo

routeperfect Create YOUR #dream #trip TODAY and





Comments

#explore #tripplanning #instatravel #amazing #travelquotes #enjoy #adventurethatislife #travel #instapassport #nature #quotes #quotestags #trip #instamood #lifestyle



<

amayaspremiumhair: blush:

4w 1 like Reply



lynnegilberthorpe Anywhere I could take my van safely! My dream trip at the moment is to go to France via the Chunnel, drive gently to the south coast to visit my younger daughter, then gradually work my way into Spain. I drive so slowly that it would probably be winter by then so I'd stay there til spring!

1 like Reply



annberrry Daily dose of inspiration



4w 1 like Reply

Example of Hashtags used for **Instagram for Routeperfect** 

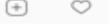


Liked by dianeholiday, apegner and 284

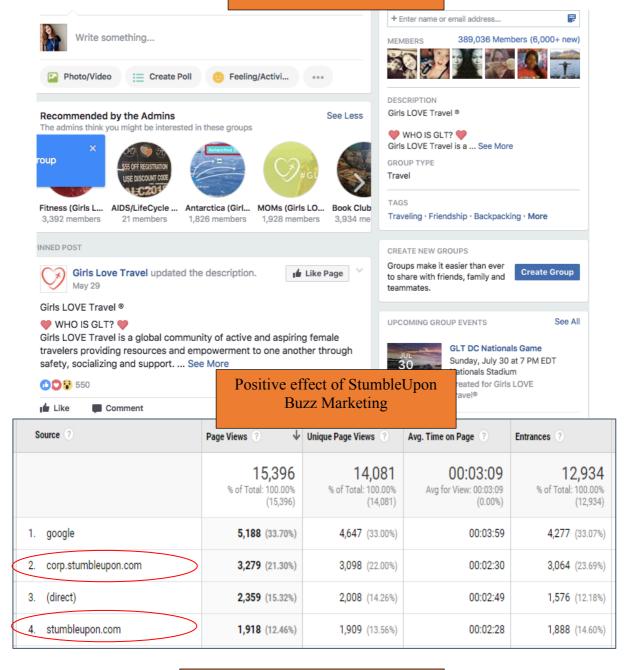
travel buddies and we'll give you an extra discount - that's in addition to the 20% we

routeperfect Take our quiz to find out what

type of #traveller you are. 69 Share it with your



#### Buzz Marketing on Facebook





#### **SALES PROMOTIONS**

Examples of:
Coupons for Routeperfect
'Buy a Player' for Coca-Cola
'Wish List' for Dixons

I ran the 'Buy A Player' promotion for Coca-Cola, which was the biggest SP they'd ever done in the time in the UK. It was so successful it was repeated the following year. It was a £10M campaign in 2006!













Different Sales Promotions for Routeperfect. The coupons were also seeded on coupon sites for extra impact!

network, as well as find out essential

information about travelling on board GNER trains which run within the full network on t





Nothing says freedom like a #vacation! Celebrate this #FourthofJuly with \$25 off your next trip! Happy #IndependenceDay! But you don't have to be American, to love the sense of freedom travelling gives you! SExplore the world YOUR way with www.RoutePerfect.com 2 2 5 5

of the UK's biggest rail networks at the time)



booking release dates

#### **PAID FOR ADVERTISING**

Examples of creative for: Routeperfect | Talktofrank.com



This was meant to be ready, but the designer is stoned.

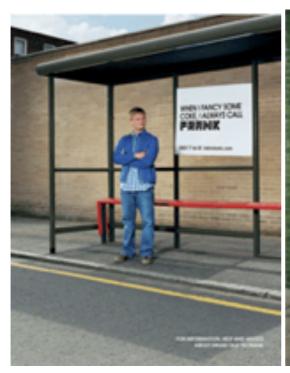
If drugs are affecting your performance at school,
college or work – talktofrank.com

 $\mathbb{Z}$ 



Whatever you're thinking about this weekend Take a minute to visit talktofrank.com



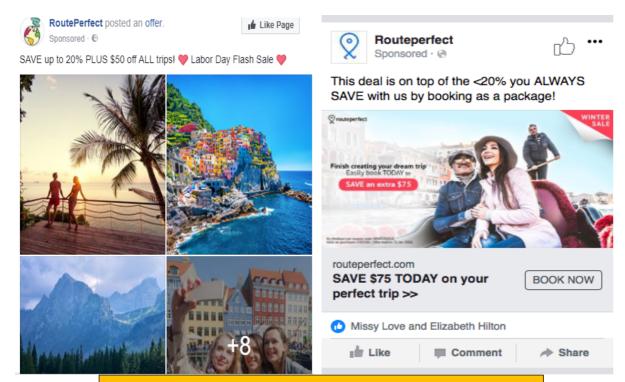






A set of banners for PPC for Routeperfect representing the key segments for the brand: romantic, solo, friends and family travel.

These are work in progress!



Another concept for Routeperfect's banners. Plus creative for Facebook campaigns. work in progress!



BLOGGER OUTREACH
Examples of reviews gained for Routeperfect

#### **ROUTEPERFECT REVIEW**

ANNA FAUSTINO & DECEMBER 27, 2017 & TRAVEL TIPS

As much as I love to travel (heck, I travel for a living), I absolutely hate trip planning. Over the years, I've caught on to my partner's happy-go-lucky attitude towards travel and very rarely plan for things in advance. Let's face it. Trip planning is time consuming, stressful, and can definitely be overwhelming at times. Unfortunately, every time I go to Europe, I need complete travel itineraries due to visa restrictions on my end. This means that everything from our route and hotels has to be mapped out.

Given that we're planning on spending six months to a year driving a van across Europe, you can only imagine the amount of planning I am faced with. With that in mind, I decided to look into Routeperfect, a free online DIY trip planning tool that helps travelers create their dream trip based on their travel preferences, budget, and personal style.

View Contents [show]

#### How Routeperfect Works



#### Customizing Your Trip

#### Customize by Interest

One of the things I love the most is that there is no cookie-cutter itinerary being recommended to everyone. Instead, you can be your own travel agent and opt to travel Europe your way. All you have to do is input your country of choice, trip length, and www.routeperfect.com will do all the work for you. As soon as you do this, it will automatically create a trip itinerary which you can fully customize according to your preferences.

Want to experience fantastic nightlife or would you rather see beaches and nature? Are small cities your jam or would you rather see historical sights along the way? All you have to do is move the sliders according to your preference and Routeperfect will automatically update your itinerary for you.

#### **Customize by Travel Style**

Aside from being able to customize the itinerary based on interest, you can also indicate if you're traveling as a family, solo, with friends, or as a couple which will help the platform make better recommendations on places to go.

I personally LOVE the customizable features as it allows me the chance to explore beyond the capital cities which are often recommended in most guidebooks and trip planners. Instead, I can look into the possibility of visiting places that I would never have



Hey there! We're Tom and Anna, the two travellers behind this travel blog, Adventure in You. We've been traveling the world for the last four years in search of the best adventures. Click to find out more about us and how we've turned this travel blog, into a business.



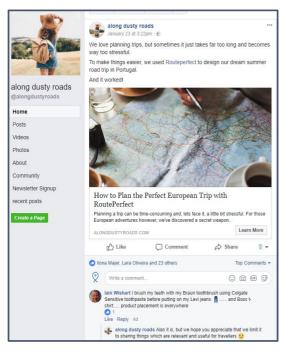


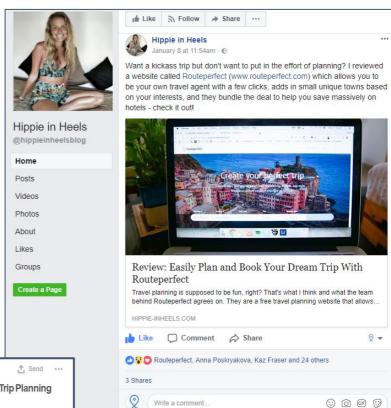
SEARCH

Search. Q

TOP POSTS

HOW TO START A
TRAVEL BLOG







Route Perfect Review: Europe Trip Planning

Article from Adventure in You Travel Blog | Travel Writers, Entrepreneurs, and Nomads

Looking for a simple way to help plan a trip to Europe? Take a look at our review of Route Perfect, a free online DIY tool. which helps you plan the perfect European itinerary.

Adventure in You Travel Blog | Travel Writers, Entrepreneurs, and Nomads saved to Travel: Best of Adventure in You Europe Trip Planning | Looking for an easy and simple way to help you plan a trip to Europe? Take a look at our review of Routeperfect, a DIY trip planning tool that allows you to plan and book the perfect European trip!

Add photo or note

Small Town Washington & Beyond |Travel Blogger|Travel Writer|Photographer Handy tips! Thanks!

**Examples of Blogger** Outreach: Blogs & their promotion by influencers for Routeperfect's target audience.

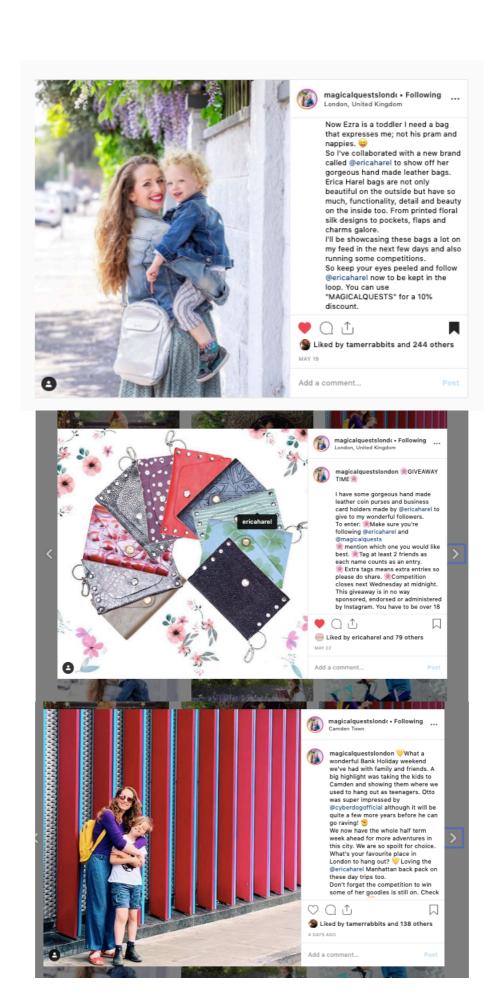


#### THE ARTICLES CAN BE READ HERE:

- Adventure In You (27/12): review
- Hippie in Heels (7 Jan): review
- Along Dusty Roads (22 Jan): review
- Chasing the Donkey (25 Jan): review
- I am Aileen (26 Jan): review

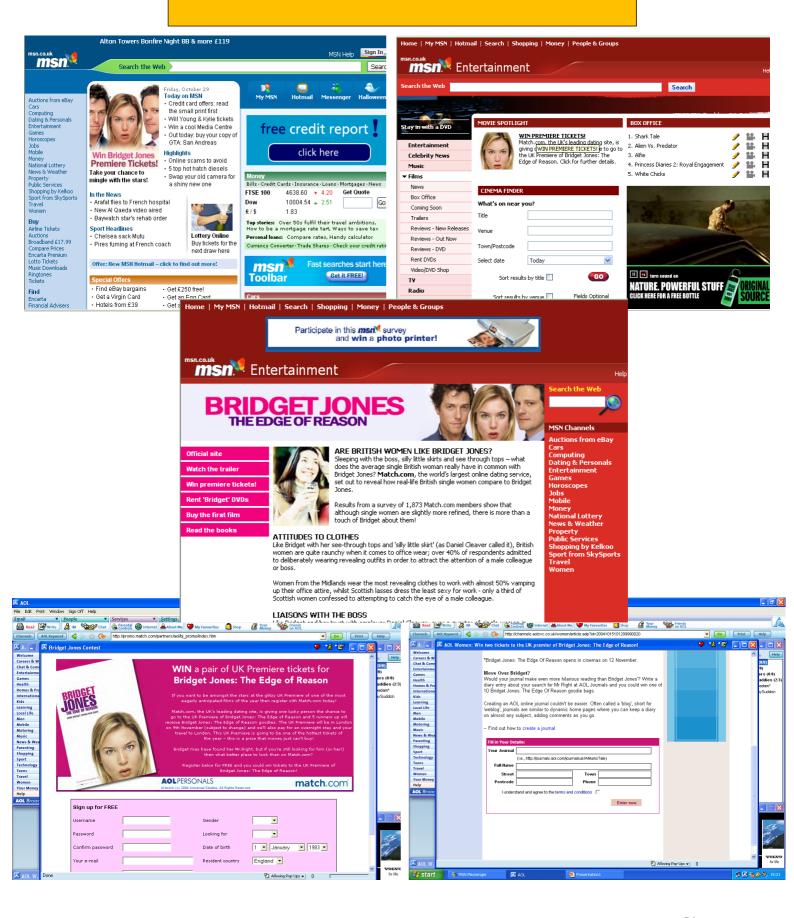
#### **INFLUENCER MARKETING**

EricaHarel.com



STRATEGIC PARTNERSHIP MARKETING	
STRATEGIC PARTNERSHIP MARKETING  Example: Talktofrank.com	

This partnership between AOL and MSN and Match.com and Universal Films achieved







Habbo bus

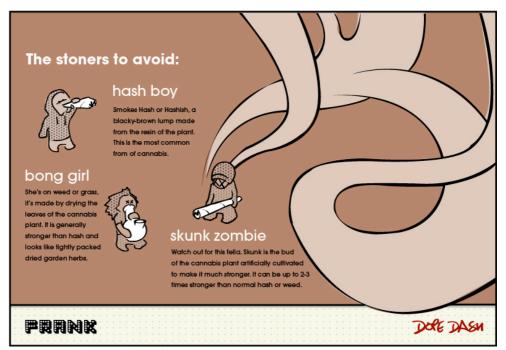




EXPERIENTIAL MARKETING



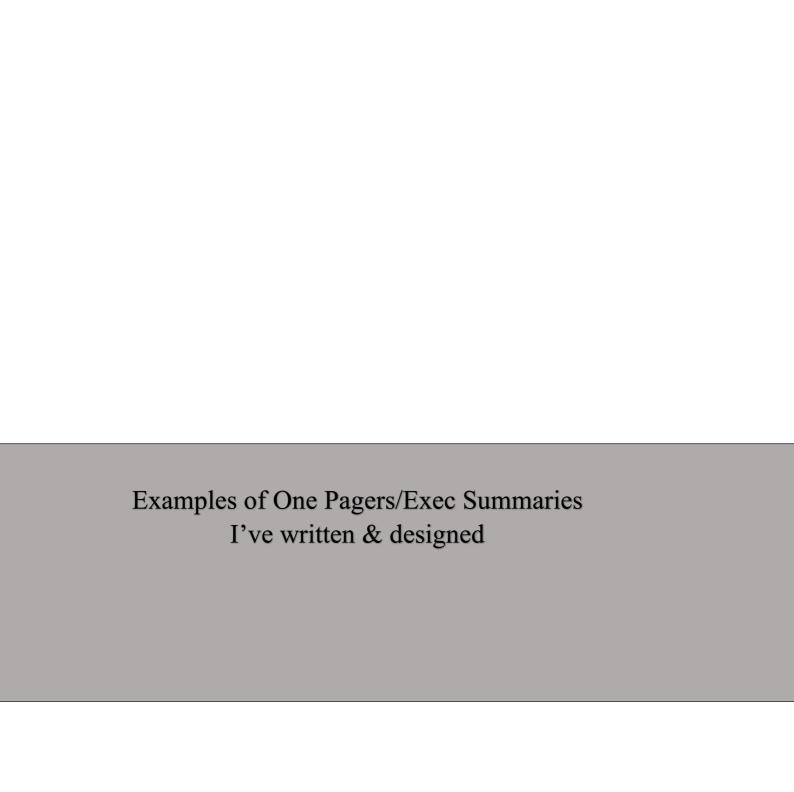
#### Partnership with C4













RoutePerfect is a trip-planning tool that allows you to create a personalised itinerary which converts to a discounted customized package. The company combines cutting-edge, proprietary technology with decades of travel industry expertise.

Selling as a package provides a great business model. By bundling individual elements of a trip, the company can source heavily discounted, undisclosed rates, so travellers can enjoy a 20% discount, while RoutePerfect takes a 17% margin, making an average of \$300 gross profit per booking.

The company is already at over +70% ROI on all marketing expenses and is growing nicely with 4M cumulative users, 10,000 paying customers and \$5M in bookings to date.

The market is worth \$50B, with 200M multi-city travellers planning + booking on their own each year.

Customer problem: It is difficult to plan and book a personalized multi-city trip independently, without expensive professional help.

#### Market problems:

- Suppliers: Lack a good distribution channel to offer discounted inventory to independent multi-city travellers
- Midsize travel sites: Struggle to acquire traffic profitably.

RoutePerfect's solution: The tool provides travellers with an easy, low-cost planning and booking solution. For suppliers, the platform provides a great channel to sell discounted inventory, and allows travel site partners to acquire and monetize cheap, upstream traffic.

Business model: On the acquisition side, upstream traffic can be bought very cheaply (\$0.30/unique) as it is in the less competitive planning/inspiration layer. On the monetization side, we are connected to -150 b2b suppliers offering us heavily discounted inventory, which after our 17% margin is still 20% cheaper for the customer than booking each piece separately. A single transaction is currently worth \$300 in gross profit, with potential to grow to \$500. We are already at +70% unit economics.

#### Sales/Marketing strategy:

- B2C: SEM, affiliates, social, direct, content, email and PR.
- B2B: Partnerships with e.g. OTAs, media, metadata sites + destination management companies. Already live with Flight Centre (\$17B company).

Competitors: Two start-ups www.inspirock.com and www.tripcreator.com are the closest competitors. RoutePerfect is the only solution with technology that offers interactive planning as well as discounted packages.

#### Financials (in thousands \$USD):

	2014	2015	2016	2017	2018	2019	2020
Sales	\$380	\$1,520	\$2,000	\$1,980	\$8,160	\$23,890	\$52,620
Gross Profit	\$30	\$110	5290	\$310	\$1,450	\$4,930	\$11,180
Total Operating expenses	5410	\$1,230	\$1,650	\$2,140	\$2,900	\$4,230	\$5,930
EBITDA	(\$380)	(\$1,120)	(\$1,360)	(\$1,830)	(\$1,450)	5700	\$5,250

#### COMPANY PROFILE:

URL: <u>www.routeperfect.com</u> Industry: Travel & Tourism Employees: 20 Founded: March 2016

#### CONTACT:

Boaz @route perfect.com +972.58.459.4594 Guy@route perfect.com +972.50.694.8924

#### TEAM:

Mayor Caspi, Chairman Guy Dolev, CEO Boaz Lantsman, Founder/CMO Eran Dvir, CTO Adi Kahn, CFO

#### FINANCIALS:

2016 bookings: \$1.95M Funds raised: \$5M April 2017 ROI: +70%

#### INVESTORS:

ASF Ventures, Barenboim Properties, Nisko Holding, Cyrus and Elevator funds. Prominent private investors: Mayor Caspi, Danny & Yanki Margalit, Leon Recanati.

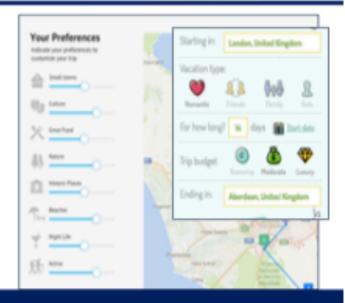


#### Partnership Proposal

#### Routeperfect:

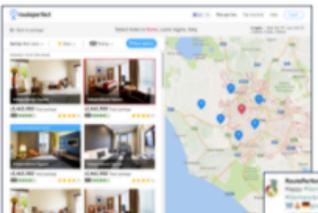
Is a free, online trip-planning tool. It allows travellers to create a customised itinerary based on their interests, travel preferences, vacation type, transportation method and budget.

- ✓ Fun and easy to use
- ✓ Convenient; saves time as it's a one-stop-shop.
- ✓ Allows the traveller to be their own travel agent.
- Enables discovery. Travellers explore beyond the capital to new places they wouldn't have previously considered
- Customers save up to 20% on their trip because Routeperfect allows access to hid den (Opaque) rates by bundling hotels together as a package. The access to this discount is possible as each individual hotel rate is unknown.



#### Benefits to Partner:

- We encourage tourists to go be youd the capital city; we promote multi-destination travel. As a result, visitors extend their trip; we see this all the time!
- Our tech makes it easy to visualise a trip so we push users from considering a new place they've just discovered to actually booking it!
- ✓ Hotels can sell their unused inventory; we boost their sales and bring prosperity to an area.
- ✓ We increase bookings for other local tourist attractions, tour guides and your partners.
- ✓ We provide a secondary income stream (through a rev share on bookings)
- ✓ You gain access to Routeperfect's proprietary technology, tested over four years by top tech gurus. This
  increases value to visitors of your site, so also increasing your site's traffic
- ✓ You benefit from richer content: our travel experts have decades of industry experience.



#### Easy integration:

- ✓ White labelled site, search box and i frame available.
- ✓ Minimum tech expertise required from your side
- ✓ Variety of banners to encourage usage
- ✓ Everything is tracked: rewarded for every sale you make.

PLUS we will promote the partnership through our own content, marketing channels and social networks.

14 Best Castles for your Scottish Holiday



#### CONTACT:

Anna Kingsley | Marketing Director +972.52.682.1257 anna.k@routeperfect.com www.routeperfect.com



Undiscovered Paradise - The Best Things To Do on your Portuguese...
This area courts a big or character, will sharing come, belong to be for beliefs to our consents, and may be only or participate resident.



VERIBO specializes in Online Reputation Management (ORM). We give companies and individuals control over their online presence. By creating and promoting relevant and quality content, Veribo suppresses unwanted results and lets you decide what people see when your name is googled.

#### How we work

Each client is allocated a reputation analyst and a custom-made work strategy that enables us to deliver the best possible results in the shortest possible time.

The assets we produce for our clients cover the whole online spectrum.

We believe in complete transparency. We manage expectations and, of course, keep everything strictly confidential.

# Social We take a Google Autocomplete Profiles & Directories New Domains & Web sites Existing Web Pages

#### About Veribo

Established in 2006, Veribo is an international ORM agency with its HQ in Tel Aviv. Veribo maximizes its clients' orkine reputation through tailor-made services and proprietary technologies.

#### With Veribo you can:



Promote positive information about yourself



Transform your orkine reputation on search engines



Protect the first results for your name when googled

VERIBO Presence Perfect

sales@veribo.com www.veribo.com

London +44 (0)207 089 4053 Tel Aviv +972 (0)3 504 6186



#### Disrupting Digital Marketing

#### **♣ Problem**

Performance-Based Marketing i.e. Google Adwords/Facebook has many problems:

- Ascertaining a marketer's performance
- Hiring staff with the right skills & scaling up quickly enough
- If you outsource, lack of transparency with agencies

#### Solution

Our Platform allows companies to easily find marketers based on their expertise, reviews and past performance. Companies can monitor and compare the marketer's performance in real time. They can also manage the marketers and control the budget

#### Win-Win

- Incentivises marketers, they 'fight for budget' + reap bigger rewards themselves
- Eliminates the guess work involved in performance
- Companies can scale up quickly by acquiring talent and staying in control

#### \* The Opportunity

Global media ad-spend is \$520b, of which \$171b is spent on digital media.

Marketing budget is shifting more towards digital.

By 2020, freelancers will account for 50% of US workforce

#### Business Model

Percentage of ad spend

#### Target Audience

Initially mid-sized companies and media agencies in USA + UK

#### Competition

No direct competition. Currently there are only:

- Freelance Marketplaces (e.g. UpWork + Fiverr)
- Marketing Automation companies (e.g. Marketo + Hubspot)
- Media Agencies

#### Team



SHAI

Serial Entrepreneur with 15 years of experience in algorithms/research, PhD Princeton. Worked Super-Computer at IBM Research, developed Kenshoo's Bid Management system and a treatment for early stage lung cancer. He is a mentor in 3 accelerators (TechStars, Technion, 8200). Co-founded ConnecTLV, a social volunteering project.



HANAN

Serial Entrepreneur, with over 20 years of experience in software as developer and VP R&D. Co-Founded successful Ad-Tech company. Worked on Lockheed-Martin's F35. Mentor for accelerator. Full stack developer. Expert in Big Data.



Vast Experience in Sales and Marketing in Technology Industry. Led Sales team in 8 countries, 4 continents. Ex-CEO RIT Wireless, CMO, UK Managing Director, President EMEA Promethean. Experience in European, American and Asian markets. Stanford Graduate School of Business



ANNA

Award-winning marketer with 25 years experience. Has been involved in digital marketing since its inception. Has worked agency-side incl. WPP (JWT) as well as client side: Match.com, Dixons, BBC, Universal and Sky. Ran Coca-Cola's biggest UK campaign at the time. CMO for Start-ups.

#### Milestones

- 5/17 POC
- 6/17 Pilot
- 9/17 MVP
- 3/18 Product-Market Fit
- 4/18 Massive growth mode





























#### The Problem:

Women love high heels. It makes them feel confident and sexy. Stiletoes are a woman's best friend, but also a worst enemy. After wearing for a while a woman's feet are extremely sore. It is also extremely hard to walk long distances in them. There are also numerous other problems associated with heels:

- **Health:** they can cause back, knee and leg pains, as well as more serious injuries, which are on the increase because of the trend of higher heels and women getting drunk in them!
- Dangerous: 80% of UK women wear these shoes whilst driving. Heels have even been known to jam under the break causing accidents
- Unpractical: they can't be worn on cobbled, uneven surfaces or decking (all on the increase)
- Inconvenient: it means taking a second pair of shoes with you to change into e.g. running into the office with sneakers or for parties having to take a big bag rather than just a clutch.

#### The Solution:

To create a shoe where the high heel can collapse into a low one. This solves all the above problems. My competitive edge would be that the shoes are not compromised on design, and yet would be practical and affordable, so that every woman would want at least one pair in their wardrobe.

#### **Target Audience:**

Fashion conscious women. Corporate workers. 21-35yrs. USA, Europe, BRIC, Australasia, Far East.

#### **Market Size:**

Global shoes sales will be \$183b by 2020. Women's dress shoes account for 13% of this and are the fastest growing type. 1 in 10 UK women 16yrs+ own at least 30 pairs of shoes. [Global Industry Analysists Inc.].

#### **Business Model:**

Sell direct to the consumer via hilo-heels.com; via various outlets e.g. Bloomingdales, white label to designers themselves e.g. Gucci, licence the technology. Price point \$200. Manufacturing in China.

#### **Competitors:**

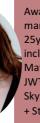
There are a handful of people who've made prototypes but never took it to market. The only serious competitor is Tanya Heath Shoes who has a shop in Paris as well as some boutiques around the rest of the world. Chamileon Shoes has also brought it to market, but their design, and branding is poor.

#### **Investment Required:**

\$1m to develop the prototype, acquire a patent, trademark, marketing, product launch, all assets incl. product video and possible Crowdfunding campaign. To set up the manufacturing, all processes, infrastructure, e-Commerce site and staffing.

The Team:

**Anna Kingsley: CEO & Founder** 



Award-winning marketer/CMO, 25vrs in business incl: Coca-Cola, Match.com, Dixons, JWT (WPP), BBC, Sky, Universal, NBC + Start-ups.

**Rick Munitz:** COO & Co-Founder



Experienced industrial designer. entrepreneur of own shoe brand: Flipster. Shoe manufacturing experience in China.

Liam Bilich CTO & Co-Founder:



20 yrs' dev experience in different programming fronts; a serial entrepreneur; a code ninja + tech wizard!

**CONTACT:** anna@hilo-heels.com | +972.52.682.1257



















#### Introducing OYO - A Breakthrough in Bicycle Technology

#### ChainFree HYBRID (Hydraulic - Electric) eBike



**The Problem:** Urban commuting is evolving (eBikes, bike sharing, healthy + environmentally-friendly options etc), but the fundamentals of the bike haven't changed (dropped chains, manual gears, rust, maintenance etc.)!

#### **The Solution:** is the OYO, a revolution in urban commuting, offering numerous benefits:

#### ChainFree = ZERO MAINTENANCE

- ✓ No tuning, rust or dirt
- ✓ No loose, dropped, faulty chains
- ✓ No clothes getting dirty or caught in the chain!

#### **Convenience:**

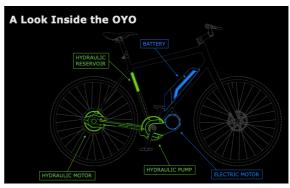
✓ Built-in anti-theft mechanism

#### Smooth and easy cycling:

- ✓ The OYO is the most incredible ride you'll ever experience. It's like converting from a manual car to an automatic – you're amazed as to how easy driving suddenly becomes!
- Automatic gears and no bumps when changing through them!

## **The Technology:** OYO's HYDRAULIC system vs. a traditional drivebelt, shaft drive or hub gear:

When a drivebelt or a shaft drive are used standard gears cannot be used. The bike either becomes gearless, or, needs an internal gear in the wheel hub. A hub gear is another way to eliminate the need for regular gears (sprockets and derailleur), but hub gears are heavy and expensive. Once we'd managed to unchain the bike (using our seamless hydraulic system), we then realised we could



do so much more. We eliminated the need for traditional gears. OYO's technology enables AUTOMATIC continuous variable transmission (CVT). This means you don't have to manually change through the gears, so there are no bumpy moments - the ride is completely smooth. We added an electric motor – a perfect match for the seamless gear shifting and finally, we automated the gears. These changes create the smoothest ride you'll ever experience!

Other companies have produced elements of what we have achieved, but

### NO-ONE HAS COMBINED EVERYTHING TOGETHER, there is no direct competition!

#### The Opportunity:

- ✓ Global cycling market is currently worth over \$100 billion
- ✓ eBike market is \$20 billion and growing fast
- ✓ In 2017 2M eBikes sold in Europe
- ✓ Bosch has predicted that by 2025 every other bike in the EU will be an eBike
- ✓ EU eBike sales is continuing to grow at a rate of 20-30% p.a.
- ✓ Europeans pay on average 2,500 per eBike! This makes Europe an extremely valuable market
- ✓ In terms of global market share Europe is the leading market outside of China.

**Our Target Audience:** is Europe, focusing on Germany (40%), Netherlands (20%) + Belgium (10%), which account for 70% of the European eBike market. After this we'll focus on USA/Canada.

# **AWARDS**

# Marketing Society WINNER of the eCommerce Category: Awards for Excellence 2013

(in association with 'Marketing' Magazine)



You can read more about how I turned the digital around for Dixons <u>here.</u>













Events

Most read Opinion Culture -Farming Business -Analysis -Property Taste

TRENDING CULTURE AWARDS BUSINESS SUPPLEMENTS BUSINESS BREAKFASTS TOP 200 News Sport Apprenticeships

#### Dixons Retail to announce strong half-year sales figures

08:00, 16 DEC 2013 UPDATED 08:01, 16 DEC 2013 BY KAREN OVERBURY

As investors begin to wind down for Christmas, attention turns this week to shopping and the performance of Currys and PC World in particular











Receive news like this by e-mail



Currys PC World

As investors begin to wind down for Christmas, attention turns this week to shopping and the performance of Currys and PC World in particular.

Demand for tablet computers and white electrical goods will help Currys and PC World parent Dixons Retail notch up a robust first-half performance tomorrow as it continues to benefit from the demise of rival Comet.

The group is experiencing its first Christmas period without Comet, which went into

The Journal Anytime



Read us on your phone or tablet

#### Most Recent in Business



Most Influential 2014: The Journal list of the North East's movers and shakers

Pleased To Meet You expands in Newcastle city centre's High Bridge

#### BUSINESS NEWS

Business software giant Sage to take on 60 apprentices in a wide array of departments

Fitness studio in Newcastle's railway arch is first of its kind in UK

#### BUSINESS NEWS

Business Interview: Paul Lewney, managing director of Kavli UK

#### **WINNER of Best Retail Campaign at Christmas**

for "Wish List"

#### IPM Awards (Institute of Promotional Marketing) 2012

I helped conceive this concept and project managed it. I was responsible for the whole implementation (from web dev to promotion).

There are some of the scamps/screen grabs of the promotion just before it was finalised!





Channel 5's "The Gadget Show" was secured as the media partner.





More info on the <u>press release</u> on it.

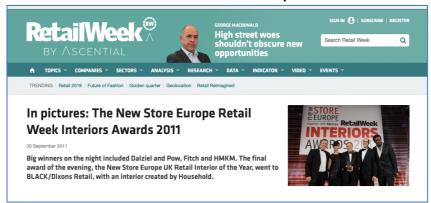
#### WINNER of Best Social Media/eCommerce Strategy/Campaign

The Drum Social Buzz Awards 2012

I was promoted to be responsible for the whole of Social Media for Dixons. My team had to managing 21 different channels at the time.



# New Store Europe UK Retailer of the Year Europe Retail Week Awards, 2011



#### Best Airport of the year for Dixons Travel

Finalist in the Frontier Awards 2011





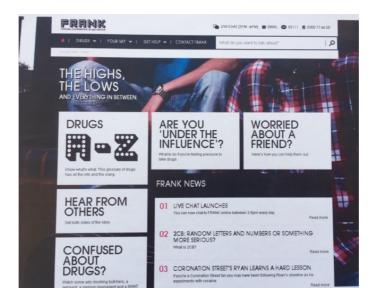
#### What Mobile Magazine Winner:



NB I contributed greatly to aspects of these four projects, but wasn't the overall project manager.

#### Best Public-Sector Website or Campaign for talktofrank.com DADI Award WINNER

The UK Drum Awards for the Digital Industries (DADI)



I was responsible for this account and turned it into the most profitable account in the agency (JWT) at the time, more than many household name brands such as Shell, Vodafone etc.



When I joined the agency the FRANK accont was underperforming by an ROI of 2:1 and within 6 months I took the ROI to 16:1.

#### Webby Award WINNER for Best Government Campaign for

www.talktofrank.com



Webby is the leading international award honouring excellence on the internet

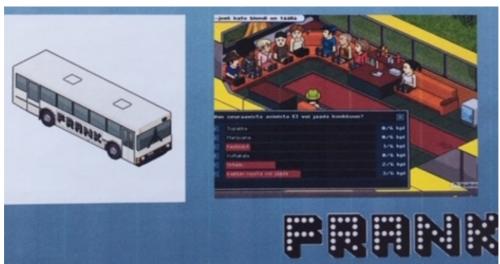




# Webby Award WINNER for Best Visual Design Function for

www.talktofrank.com





#### "TVs Rising Stars – Ones to Watch"

#### The Evening Standard List 1997



# TESTIMONIALS & RECOMMENDATIONS

#### **JUST A FEW OF MY CLIENTS' COMMENTS:**

"The most willing cando attitude I have ever seen. She's a highly capable woman and the speed of response was second to none - which can be vital in the digital world. She focused on and achieved our business goals and always rose to the challenge"

**Sara Boland** 

**Marketing Director: GNER (Now Virgin Trains)** 

" Anna is the only person I know who can actually create business at a high level from scratch. She's also highly creative and produced an event model that was copied by our competitors! She was integral to the business through her work with creating strategic partners."

**Kevin Cornells** 

**Country Director: MATCH.COM** 

"My team recently worked alongside Anna at the 2019 OurCrowd Global Investor Summit in Jerusalem. The three main reasons I enjoyed working with Anna? 1. Her enthusiasm, energy, and willingness to dive into different subject matter, soak it in, and completely embody it for the duration of a project. 2. She really thinks about the strategy behind a campaign, the reasons for doing it at all, and relating to the desired end results throughout the project. 3. She will not quit until she has her desired outcome, and that includes putting in the late hours or extra energy. Thank you, Anna!"

**Liz Cohen** 

**VP Marketing & Investment Community: OUR CROWD** 

"Even though I thought I'd tried everything, Anna took my marketing and sales to the next level. She discovered integral mistakes in my website's UX and gave me new methods (which I didn't know about before) to sell my bags. She's extremely knowledgeable in all aspects of marketing. I also love her energy - her passion for my product, as well as her patience with me is truly appreciated! Thank you, Anna!" Erica Harel

**Designer/Founder: ERICA HAREL** 

"Anna has been integral in terms of helping me scale my business. She implemented everything very quickly. Not only has she gotten me real results in terms of sales, but Anna is truly a great person to work with, she's always smiling, has a positive never-give-up attitude and brings a lot of creativity and ideas to my projects. Her input was invaluable and I can't recommend her enough!"

Alana Ruben

CEO/Founder: P=P

"Anna completely changed the way we market ourselves. She was a breath of fresh air, hard-working and incentive-driven. Productivity and turnover have increased dramatically. I would absolutely recommend you use her."

**Neil Conrich** 

**CEO/Founder: VOICESQUAD** 

Anna was extremely helpful in getting our website and marketing off the ground. Easy to understand for us who are new to the field... Anna was personable, very knowledgeable, great attention to detail. Now we have a great looking website... She was also very mindful of our budget and found ways to help us reduce our costs as much as possible. Highly recommended!

**Benjamin Ron** 

**CEO/Co-Founder: TAROTWAZE** 

# JUST A FEW OF THE RECOMMENDATIONS FROM MY MANAGERS/EMPLOYERS'

"Anna has a good balance of working strategically as well as being hands on. She's hard worker, and this, coupled with her passion for the company and everything she does, means she works quickly and gets things done. In addition, Anna has an indepth knowledge of different marketing channel, as well as experience to draw on in business generally. Anna's proven she can put robust processes in place and organize a marketing department to efficiently produce great results. For these reasons, and many more, I would highly recommend Anna."

**Guy Dolev** 

**CEO: ROUTEPERFECT** 

"I really enjoyed working with Anna. She has a good business head (stuck to the budget and met deadlines) but is also an idea person, who's comfortable with going outside the box! She got to grips with the product and systems here extremely quickly. Even though she's a fast and efficient worker, she has great attention to detail and knows how to juggle heavy workloads. I really appreciated Anna's dedication to the job. Anna would be a great asset to any company who's looking for a strong CMO."

Ran Blayer

**CEO: PERCEPTO** 

#### WHAT SOME OF MY DIRECT REPORTS SAY ABOUT ME

"I learned so much from Anna in my time working with her. She has an enormous amount of knowledge and experience, which translated into excellent direction, skill building and support. Anna's expertise in marketing, SEO and B2B, as well as building relationships and negotiations allowed me to grow within the company and discover insights into both the world of business and the world of digital marketing. She is a highly successful and inspirational woman with so much energy, and genuinely opened up new worlds for me both personally and professionally. Anyone would be lucky to have Anna as their manager!"

**Taube Freedman** 

**Marketing Manager: ROUTEPERFECT** 

"Anna was the CMO at Powtoon, when I was hired for a temporary project. Under her guidance I happily transitioned into a permanent position in content marketing. As a team leader, Anna was very open to hearing ideas from all team members and we successfully executed may unique and creative campaigns, to a wide range of segments! She is also very bubbly and humorous, a very rare and important trait for managing teams!"

**Nirel Mantsil** 

**Marketing Manager: POWTOON** 

"Anna is a great leader. She came into our department and cleaned up shop, creating streamlined processes for every single task. The strategy she implemented for Routeperfect is invaluable. She put together a fabulous team which I was happy to be a part of. She works everyone hard, but we really enjoyed it - there was a real team spirit."

Risi Adler-Finkel

**Content Writer: ROUTEPERFECT** 

#### WHAT SOME OF MY TEAM MEMBERS SAY ABOUT ME

"Anna worked very well with the dev team, as she has an excellent technical grounding to provide a good brief. She's also one of the very few people I know who actually prioritizes tasks, which was critical for our R&D dept. Although she wants to achieve a lot to drive sales for the company, she was still patient, so a pleasure to deal with. I would happily recommend Anna for a successful digital transformation."

Eran Dvir

**CTO - Routeperfect** 

"I worked with Anna on many marketing campaigns for PC World and Currys. She had the unenviable task for ensuring the brand guidelines were adhered to as well as creating an effective and integrated campaign. Despite numerous challenges Anna always managed to produce great projects on time and to budget that delivered on the objectives. Together we also worked closely on the 'Wish List' Promotion for Christmas 2012 that won a Gold IPM Award. Anna has a clear vision that she communicates well. She is fun to work with and approachable but also highly professional. I would definitely recommend Anna as she is a great asset to any team."

**Toby Willsmer** 

Senior Front-End Developer: DIXONS (PC WORLD & CURRYS)

"I worked with Anna when she was consulting at the British Council. I was really impressed with her knowledge of Digital and Strategic Partnership Marketing as well as how she came in and in such a short space of time pro-actively create a strategy and implement it in this area for our Commercial Partnerships team. She is a focused and methodical worker with great persistence especially when having to coordinate between many different stakeholders. I enjoyed working with her and am happy to recommend her."

**Angus Morrison** 

**Commercial Partnerships: BRITISH COUNCIL** 

"Anna is an intelligent, capable, dedicated, and personable young woman. She is always quick on her feet, with sensible reactions in all the circumstances I've seen her in. Sincerely, Steed"

Steed Richardson Designer: ILN

#### DSG RETAIL LIMITED

15th November 2012

Anna Kingsley

#### Dear Anna

We want to congratulate you on the fantastic launch of Windows 8.

The planning, hard work and one team approach demonstrated by you all is one of the best examples we have seen of how, when we work as a cross-functional team, we can do amazing things.

So a big thank you for the hard work and long hours put in to deliver this - it is very much appreciated.

Some celebratory drinks will be held in due course as a thank you, further details to follow.

Yours sincerely

Katie Bickerstaffe UK & Ireland CEO Steve Ager Group Commercial Director Mark Slater Category Director – Computing Communications & Office

DIXONS RETAIL

Company of the Control of the Contro



October 11, 2010

U.S. Department of Homeland Security

U.S. Citizenship & Immigration Services

Dear Sir or Madam

This letter will confirm that Anna Kingsley was employed with our company in the position of Senior Account Manager from September 2005 to October 2006.

In this capacity, Ms. Kingsley was responsible for the talktofrank.com (FRANK) campaign, a UK Government funded drugs advice service aimed at preventing young people taking drugs. FRANK was a £6.5 million fully integrated campaign. Anna was responsible for £300k of this budget and the daily running of the FRANK account that mainly used Strategic Partnership Marketing techniques to increase brand awareness. This involved creating and negotiating highly successful partnerships with other youth brands, coming up with ideas for partner brands as well as negotiating the deal. Anna was responsible for the internal FRANK team as well as liaising with the various Stakeholders involved.

Anna was responsible for raising the ROI of FRANK from 2:1 to 16:1, allowing RMG to be scored 99 out of 105 in the client's evaluation of the agency's work, increasing incremental business and making the COI the most profitable account in the agency.

RMG is part of J Walter Thompson (JWT) that is part of WPP one of the biggest communication groups in the world.

Should you require any additional information regarding Ms. Kingsley's employment, please feel free to contact the undersigned.

Sincefely,

Jenny Long

**HUMAN RESOURCES** 



May 2015

#### To whom this may concern:

Anna Kingsley worked for PowToon Ltd in the capacity of CMO (Marketing Director) from July 2014 to May 2015.

In a restructure of the company it was decided to change the CMO position to be based out of USA, so Anna's position in Israel was made redundant.

This said, we would gladly recommend Anna for any marketing position. She is fully conversant in all marketing channels, is both numbers driven as well as creative. She was a loyal, well-liked member of the team and worked tirelessly to ensure the company's vision was met. We wish her every success in her next role and are sad to see her go.

Whilst Anna was with PowToon she led the marketing department to over double the monthly revenue for the company as well as new users of PowToon. She also created a positive ROI for the first time in the performance based online marketing for the company. Please feel free to contact me on +972 (0)54 483 6211 if you also need a verbal reference.

Yours faithfully

Banjel Zaturansky

COO & Co-Founder of PowToon

PowToon Ltd. HaArbaa 6, 6473906 Tel Aviv-Yafo, Israel Support@powtoon.com | Registration Num.514870690

https://docs.google.com/document/d/Inx\_SFqjdcZmlEjSjSwtRo85HqLGlRnmJ2J--m-OLelw/edit

# **CERTIFICATES**

#### THE UNIVERSITY OF LIVERPOOL



# FACULTY OF SOCIAL AND ENVIRONMENTAL STUDIES Degree of Bachelor of Arts with Honours

We hereby certify that

#### Anna Juliet Kingsley

having attended approved courses of study in the University and having satisfied the examiners was admitted by resolution of the Senate to the Degree of Bachelor of Arts with Honours (School of Combined Honours, Class Two, Division One) on the ninth day of July 1991

ACTING VICE-CHANCELLOR

REGISTRAR

