[©Brandscape | Fly] 25 vi 2002: in strict commercial confidence >

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A presentation prepared for:

Martin George

Director of Marketing and Commercial Development



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The next six pages promise to deliver one message.

BA is the premiere airline.

Not the cheapest, not the wackiest; phatest, best, really fly.

We can harness:

Total Relevance

... execution, strap-lines, sub-text...

Positive Association

... you'll see - I need to maintain some suspense...

Reverent Power

"How do they do that?"

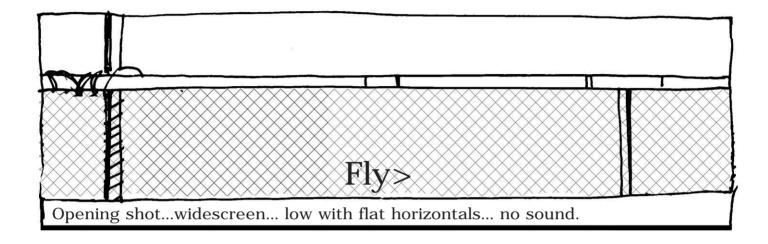
Pester Power

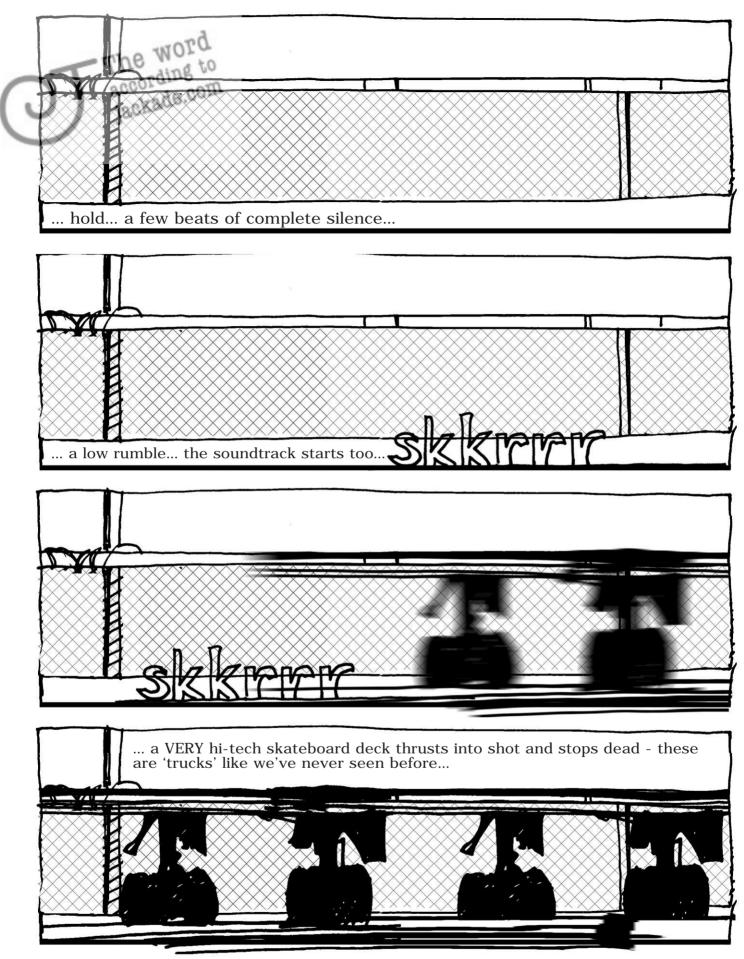
"I want to go on that really cool airline..."

A Thumping Soundtrack

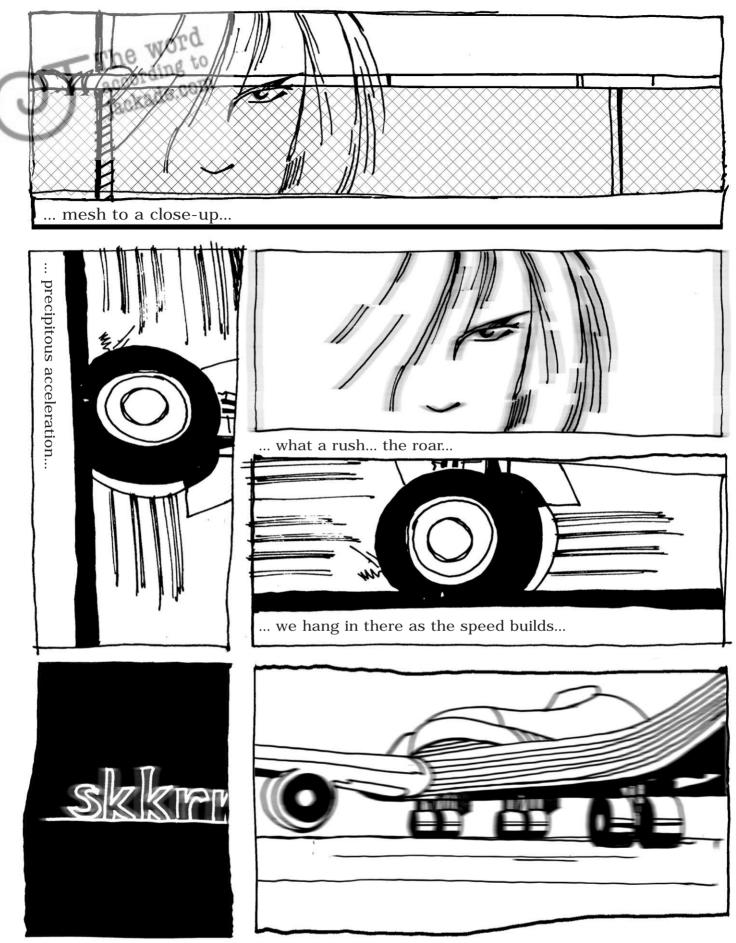
... Brockie... the images are awesome... imagine it with some volume!



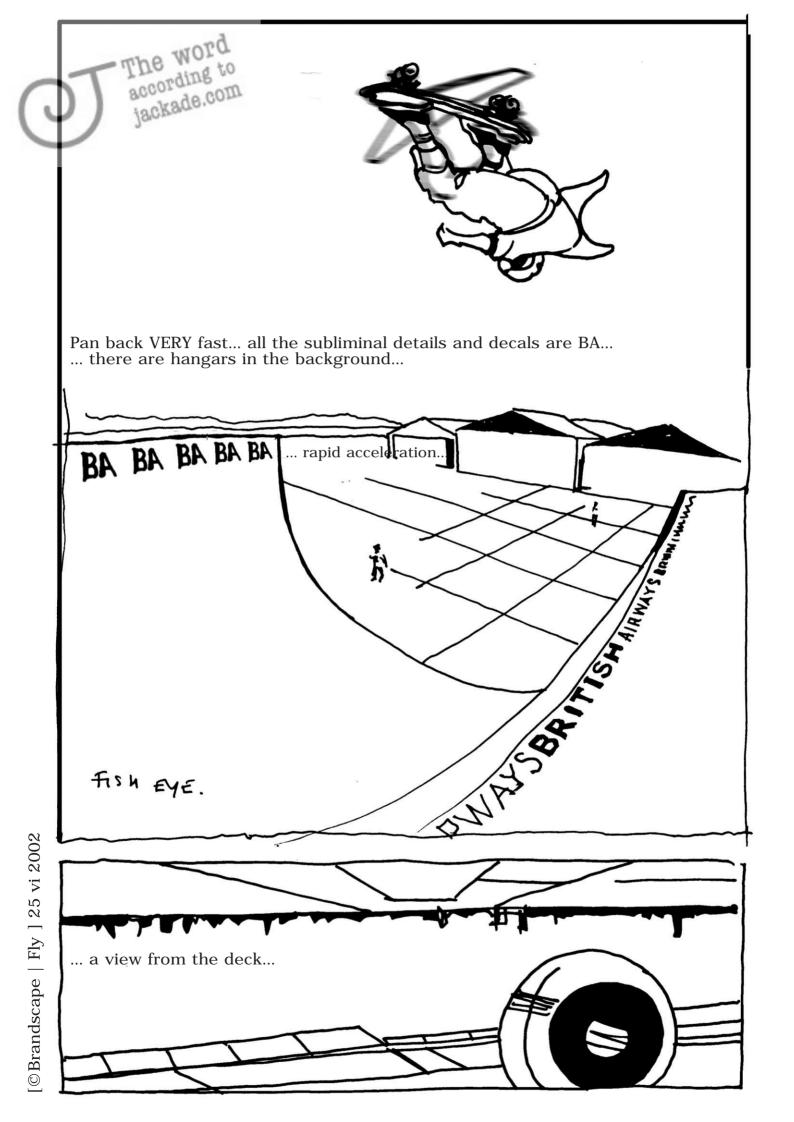


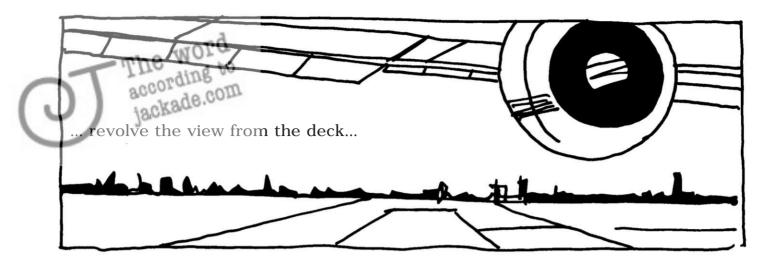


...rapid cuts and grainy exposure keep us guessing ...



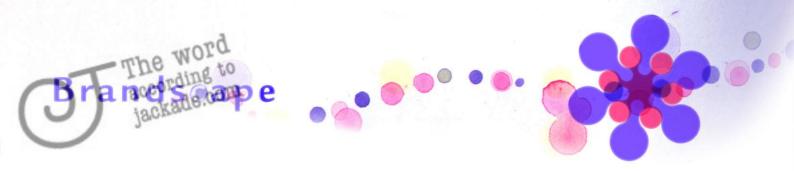
... imagine laying with your ear on the ramp as a skateboarder thunders past... a close-up hints at the deck as a 'flight' deck... everything is happening so fast... the soundtrack builds to a crescendo... we have takeoff!











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