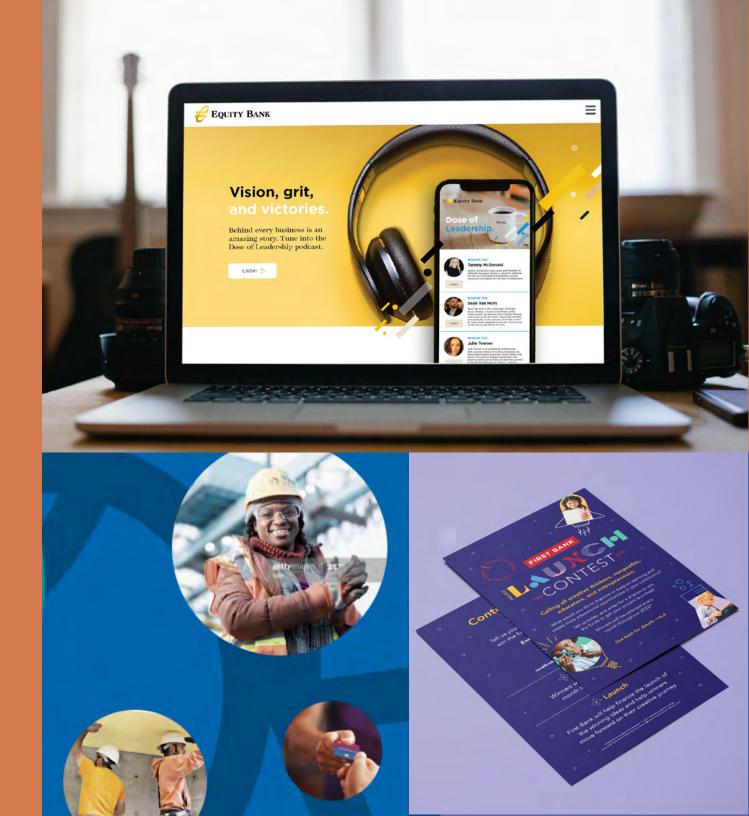


Why Rivers?



We're Rivers Agency.

Rivers Agency is all about people. For us, it's all about inspiring, supporting, keeping, growing and nurturing long-lasting relationships around friendship, transparency and collaboration.



WHAT WE DO

We create brand experiences that enrich lives by combining a variety of specialized skills to tackle challenges and deliver superior results.

In our specialties we draw on our expertise in strategy, brand, design and digital to reframe and solve complex problems.



WHO WE ARE

Founded more than 25 years ago, we are an idea-centric culture with world-class creativity and an in-depth understanding about what it takes to connect brands to customers.

Est. 1993

Headquartered in Chapel Hill

Woman-founded

Woman-led

50+ talented specialists

All in-house team

Award-winning work



OUR TEAM



LAUREN RIVERS CEO



SARAH OWENS
Chief Creative Officer



CLAIRE BLEVINSCreative Director



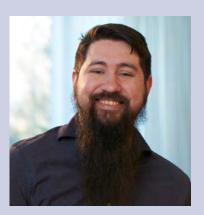
MARY GUNN
Associate Creative Director



EVAN JACOBSONAccount Director



IAN ANDERSON Chief Technology Officer



LOUIS WEBER IV
Development Director



KATY PATTON
Copy Director



MIRIAM SPIVACK
Associate Art Director



LAUREN MORISSETTE Associate Art Director



NUNO GOMESSenior Designer



ANNALISE TORRESSenior Designer



NICK ROMANOS Senior Designer



PAUL LLANOS
Graphic Designer



CASEY MCKELVY Graphic Designer



PATRICK FRANCISCO Graphic Designer



DAN BONNÉ Videographer



DANIEL NUTTALLCopywriter



LAUREN LAWSONSenior Account Manager



CARLY HEMMINGER Account Supervisor / PM



MARYRACHEL BOYD
Account Supervisor / PM



JAKE BALDRIDGE Strategist





JAMAL WALTON
Senior Developer



GRAHAM BUDDSenior Developer



DAVE WILSONSenior Developer



HAYES POTTERSystems Administrator



JULIE CAMPBELL
Developer



PATRICK SEELINGER
Developer



CHAD PRY
Developer



NASTASSIA TROYER Front-End Developer



KENSEI ITODeveloper



WINSTEN MARKS Front-End Developer



KENTON KINGDeveloper



KASSI STUMB Front-End Developer

STRATEGY	CONTENT	DESIGN	TECHNOLOGY
Brand strategy	Tone and voice	Brand identity	Web development
Research and	Manifestos	Advertising	App development
consumer insights	Editorial	Interactive	Tech discovery
Target and market definition	Social	Packaging	E-commerce
Competitive analysis	Blogs	Environment	CMS integration
Customer journey		UX/UI	Component libraries
Data and analytics		Apps	
		Still and motion producing	
		Animation	

FINANCIAL SERVICES EXPERIENCE







Piermont Bank























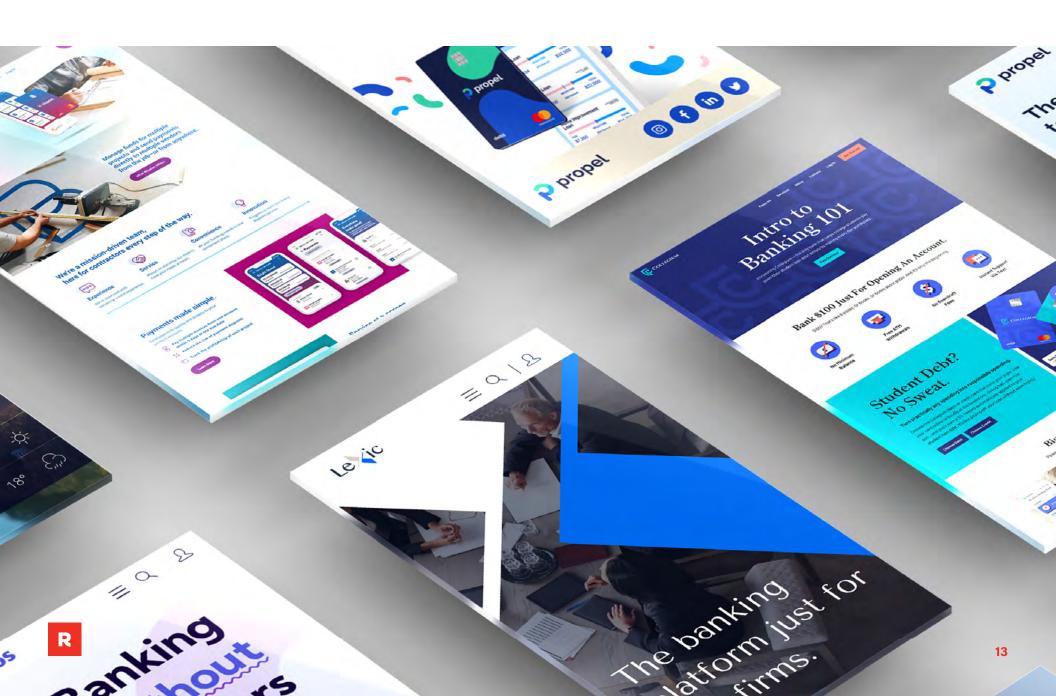


THIRD-PARTY INTEGRATIONS

iLendX	Glia	Blend	Q2
Online account opening	Tech support co-browsing sessions	Online mortgage applications	Online banking
Q4	WooBox	Everi-Fi	Pardot
Investor site	Social promotion application	Financial wellness courses	Data feeds to CRM (marketing automation platform)
Article Integration Content feeds & transition	Yext Locations information custom export tools	ADP Careers job openings	Breakaway Loyalty Card rewards website
Fraud Watch	Google	Twillio	Autobooks
Detection of fraudulent websites	Tag manager and analytics	Text messaging	Integrated scheduler

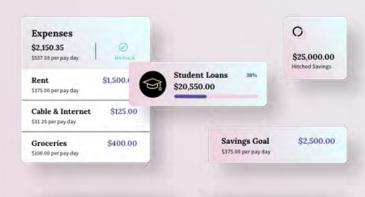
What experience do we bring?

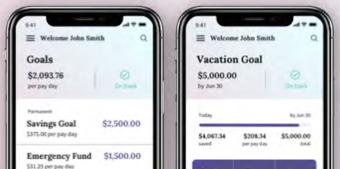


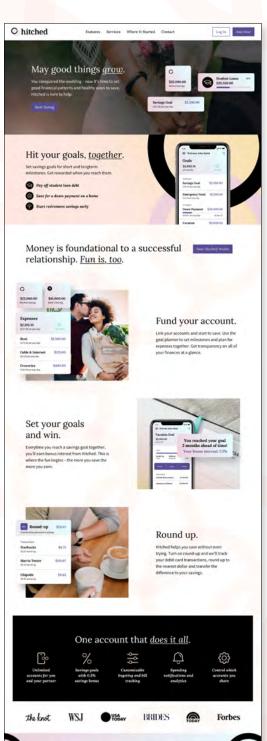


NYMBUS

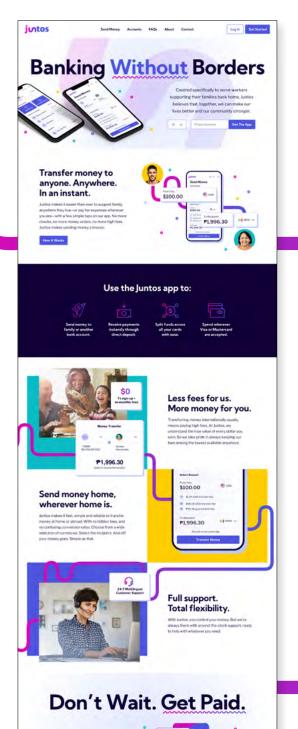






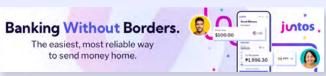


NYMBUS

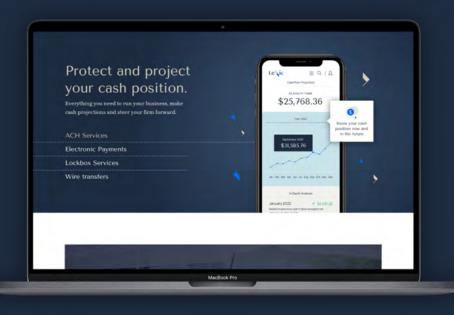


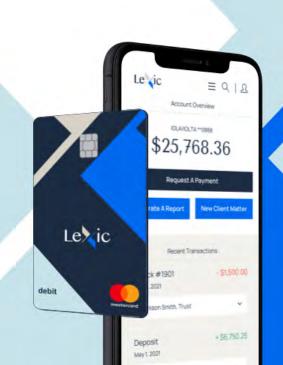


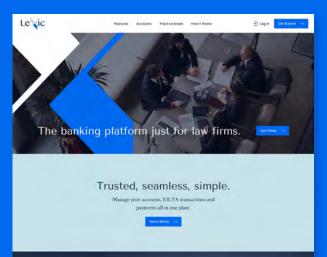




NYMBUS









One IOLTA account, so many benefits

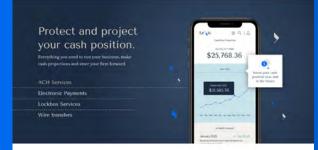
With individual client ledgers, you can track and control everything, all in one place.



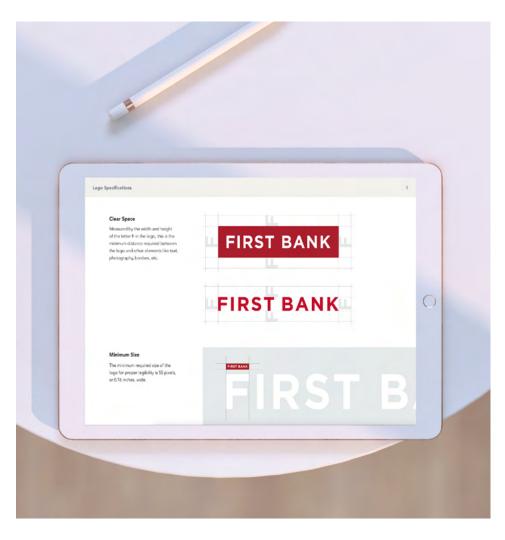














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0% introductory APR for the first 9 months, after which a variable 12.15-22.15% APR will apply.

No annual fee. \$0 balance transfer fee.

*Loans subject to credit approval







The cash flow tool you need.
Local service and rewards included.

Make the switch.

\$0 balance transfer fee, local service, and rewards with every qualified purchase.

Menu > Open a New Account > Apply for a Credit Card

*Loans subject to credit approval.







Switch to the Platinum Rewards Mastercard. Menu > Open a New Account > Apply for a Credit Card

Looking to refinance?

See how much you can save with our refinancing calculator.

Calculate My Savings >



Looking to refinance?
See how much you can save
with our refinancing calculator.
Calculate My Savings>

















Our foundational brand behaviors help inform our brand shapes.



Authentic Empathy

Circles represent inclusiveness and the empathy we wrap around everything we do at Equity.



Improvement of Community and Self

Rising rectangles represent the supportive trajectory of a financial partner by your side and the improvement we seek in our selves, our customers, and our communities.



Proactive Banking

We champion action, products, and tools that help our customers and our communities achieve goals faster.

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EQUITY BANK

Brand Level Messaging:

Proactive Banking

A bank for entrepreneurs, by entrepreneurs.

The bank for getting your sh*t together. At Equity Bank, we're totally dedicated to helping you tackle your toughest and most ambitious goals.

Brand Level Messaging:

Improvement of Community and/or Self

Upgrade your money.

Your money isn't going anywhere. And it should be. At Equity Bank, we believe in building on what you've worked hard to earn.

Brand Level Messaging:

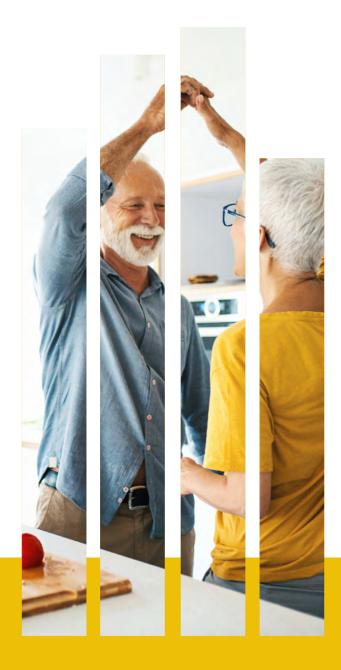
Authentic Empathy

Things can only go up from here.

Our goal? Doing what it takes to help you succeed in all aspects of your life—whether you're raising a family or running a start-up.

EQUITY BANK



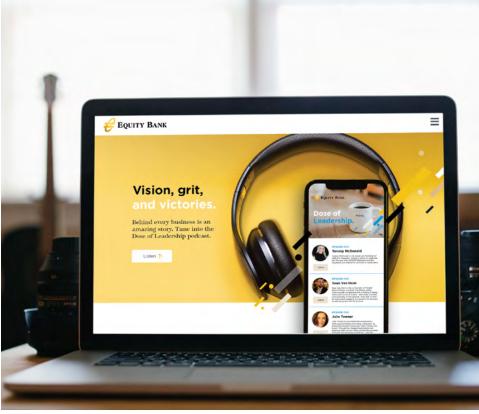






EQUITY BANK





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PARTNER PORTAL LOGIN >

Do You Know How Your Zelle® **Marketing Is Performing?**



Measure your Zelle marketing performance.

How are you tracking your latest Zelle marketing initiatives? Using data is key to measuring the effectiveness of campaigns and is an important driver in improving the customer experience. The Digital Media KPI Tracker is a useful reference and can be found in the "Baseline Assets" folder in the Partner Toolkit. Here are some of the metrics you should consider:



Percentage of enrolled customers

Track monthly to see how you're trending towards your enrollment goal.



Percentage of active users that have sent or received a Zelle payment in the past 30 or 90 days

Żelle PARTNER PORTAL LOGIN > Continue To Grow Your Zelle® User Base. Resources to engage users and drive usage. Having gained some traction with your Zelle marketing, you may be looking for ways to grow your customer base further. The Increasing Usage campaign has been created to deepen engagement with existing Zelle users and attract new customers. This comes with its own set of assets including customizable email templates and social media posts you can use.

Żelle

PARTNER PORTAL LOG

How Can We Help You Move Forward?



How's it going?

About a year after launch, we ask our partners to complete a quick survey to to let us know about your Zelle® marketing experience. Your feedback helps us make improvements to the Partner Toolkit and helps us know what assets you might need make your experience marketing Zelle even better.

GIVE US YOUR THOUGHTS

Get the most out of the Increasing Usage Toolkit.

Promote seasonal and everyday use cases to increase usage a drive the adoption of Zelle

Żelle

ACTIVATE ACCOUNT

Welcome to Zelle® Marketing



It's time to set up your Partner Portal account.

Get access to marketing requirements, pre-approved campaigns and more inside the Partner Portal.



Activate your account

We've sent you this unique link to activate your Partner Portal account. Simply click the button below to create your password and complete your account-set up.

Please note! This link may only be used once and expires after 24 hours.

ACTIVATE YOUR ACCOUNT NOW

Link expired? Click here to to reset your password and activate your account.



Log in to the Zelle Partner Portal

Once you set your password, you can log in to the Zelle Partner Portal anytime.

LOG IN

What to expect in the Partner Portal.

Brand guidelines, resources and tools to put Zelle in action.



Head to "Get Started" to get familiar with the brand and download Zelle resources, correct usage guidelines and FAQs.

Żelle

PARTNER PORTAL LOGIN

Get Ready for the Big Launch



Leverage the Partner Portal to meet your marketing requirements.

High-quality creative, baseline assets and grab-and-go campaigns.



If you haven't, be sure to log in to the Partner Portal.



Once you're there, click on the <u>Partner Toolkit</u> to download baseline assets and "Introducing *Zelle*" launch campaign materials.



Discover building blocks for Zelle marketing materials, including Zelle logos, guides, and other great resources.

LOG IN NOW

As a Zelle Marketing Partner, you are required to launch with three baseline assets. Templates are provided in the Partner Marketing Toolkit to simplify the creation of these materials.



Zelle **Product Overview Page** Customizable HTML template



Consumer FAQs

Customer need-to-knows



Call Center FAQs

Call Center FAQs

Żelle

PARTNER PORTAL LOGIN

Launch Zelle® With Confidence



Start preparing for launch with our Partner Toolkit.

The Partner Toolkit is home to essential Zelle marketing materials and campaign guides that make launching Zelle easier on you and your team.

If this is your first time visiting the portal or you'd like a refresher on how to start marketing Zelle be sure to view the <u>3 Steps to Success</u> page:



Get to know the Zelle brand using the style and quick reference guides



Complete your pre-launch requirements



Start planning your campaign

LOG IN HERE

Finding your way around the Partner Toolkit.

We make it easy to download and customize pre-approved templates and turnkey assets.



Search or select a menu option

Click "By Objective" > "Awareness" > "Introducing Zelle".

Żelle

PARTNER PORTAL LOGIN >

Get Set Up For A Successful Zelle® Launch



Customize your launch campaign with the Partner Toolkit.

We created the Partner Toolkit to make it easier for you and your team to launch Zelle to customers through the channels you want.



Access the Partner Toolkit via the Zelle Partner Portal.



Click the "By Objective" button, followed by "Awareness" and select "Introducing Zelle".



Then use the filters under "Advanced Search" to find the asset you need.



Select the asset you need and customize for your brand before saving.

LOG IN NOW



RESOURCE HIGHLIGHT

Download social media assets in a few taps.

Use the filters to find all the social media assets available for your launch so you can reach customers in a variety of ways. With the

Żelle

PARTNER PORTAL LOGIN >

Are You Ready to Create Excitement About Zelle®?



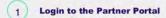
Build awareness and convey the benefits of Zelle.

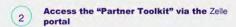
You're ready for launch. Now's the time to generate some hype with your customers and share some of the benefits of Zelle -Fast, Safe and Easy.

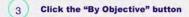
The Introducing Zelle toolkit contains the digital and print assets you'll need to spread the word. We make it easy for you to cater to all audiences and the channels they prefer.

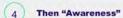


Access your guide to Introducing Zelle.









Click "Introducing Zelle"

Żelle

PARTNER PORTAL LOGIN >

Zelle is Live. Let's Get Your **Customers Enrolled!**



The customer journey starts now.

We hope your launch was successful and you've generated some awareness about Zelle. To help you, we've prepared a set of focused campaigns to generate further awareness and promote enrollment.

Send enrollment emails.



Create your email

Customize the Enroll with Zelle email template and download the pre-approved subject lines document.



Set up the call to action

Deep link to your Zelle experience on your website, mobile app or as close as you can get the user to the "Send Money with Zelle" experience.



Follow-up with a second

Customize and download the Enroll with Zelle email again but select a different headline, image and

CUSTOMIZE YOUR EMAILS

Full Circle Client Experience

Background

Bankers Insurance is a full-service, independent insurance agency with locations in VA, NC, WV and TN. The company can trace its roots back to 1896 and has achieved success over the years by providing commercial, personal and employee benefits insurance products and services to a combination of owner-bank referred and non-owner-bank referred clients.

Challenge

Bankers Insurance sells insurance products directly to businesses and consumers. Historically, up to 25 percent of revenue resulted from client referrals received from owner-banks. Current growth requires they strengthen client acquisition both inside and outside the owner-bank channel, as well as shift focus to larger accounts. As a result, the share of revenue from the non-owner-bank channel will increase. To align, the Bankers Insurance brand needs to reflect and represent its changing client base and its future strategic vision, starting with the creation of a branded platform for a clearly defined and truly differentiated client experience.

Requests / Deliverables

Develop a name and tagline for the company's client experience platform.

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Goals / Objectives

Create a name and tagline for the platform that:

- Delivers on what the brand stands for and sets client expectations for experience
- Represents a vision for everyone in the company that drives shared meaning for management, employees and clients
- Differentiates the Bankers Insurance brand from other private insurance companies

Insight

Bankers Insurance offers a unique experience model via a diverse blend of products and services and a collaborative, team approach to service. Core principles of this model are:

- It's about being proactive, not reactive
- It's about being solution-focused and solving clients' problems
- It's about being transparent, being good with clients' money and keeping their best interests at heart
- It's about the power of advocacy and the deep knowledge that Bankers Insurance brings to the table
- It's about teamwork and working seamlessly as an interconnected agency to make the greatest impact for our clients



Target Audience

Employees, clients, investors

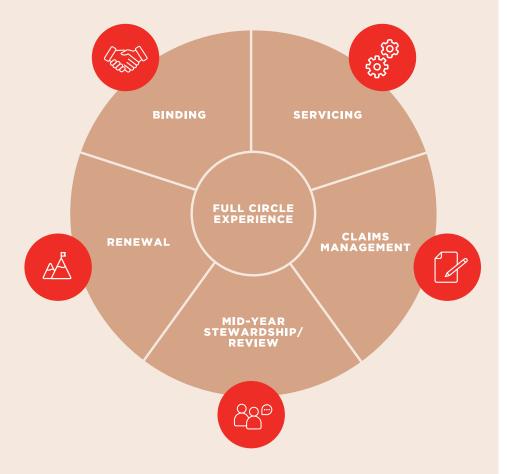
How Do We Want Them to Feel?

Secure, confident, comfortable, at ease

Brand Tone

Fun, honest, positive, friendly, loyal, personal, strong

Full Circle



The brand idea

Full Circle captures the seamless integration of how we can serve our clients and our relentless focus on being a champion for our clients. It represents our parts that come together to make a whole—our people, products, capabilities and markets working together as one for clients. It's a holistic point of view and an interdisciplinary model that works in service of delivering next-level solutions to our clients' unique challenges.

It's an ethos that entails:

- A complete, unique and rounded understanding of the world of risk
- Connecting the dots and helping clients see the full picture
- Operating with full transparency
- Using our full potential to act on behalf of our clients
- Earning our clients' full trust
- Sustaining our clients' needs fully every day, not just renewal day

The nuts & bolts

Full Circle illustrates how much of the Bankers Insurance client experience is a circular process, from binding a policy (activating it), through servicing it and all the way to renewal.

In addition, the services that make up the experience can be described and illustrated in a cyclical nature. For example, when a client requests policy service, the process goes full circle from the service request, through execution and on to confirmation back to the client.

Taglines:

What is it?

The tagline should demonstrate the essence of the brand and the new CX platform.

"A tailored experience built around you"

Rationale:

"Around" is a reference to the circle in Full Circle. It also suggests the custom nature of the agency's solutions and its intense focus on the client, from binding to renewal.

Project Scope

Full Circle Roll-Out

Groundwork & Visual Identity \$17,600

Logo and Visual Identity Development \$10,000

Logo, color palette and graphic standards for applying to customer journey. Scope includes up to two rounds of revisions.

Strategic Discovery Workshop \$6,000

Workshop to define and discover everything we need to know to create a robust CX/EX experience, including values, behaviors, customer examples, supporting content, etc.

Project Management \$1,600

Overseeing all client communications and internal task management to ensure projects and deliverables are completed on time and to scope.

Employee Experience Roll-out \$30,200+

Internal Brand Strategy \$8,000

Define the employee values, behaviors, skills and expertise employees need to bring to the table to be successful in a Full Circle Culture.

Full Circle Handbook \$10,400

Design, write and produce an employee onboarding piece that defines the employee values, behaviors, skills and expertise employees need to bring to the table to be successful in a Full Circle Culture.

Marketing Materials \$4,000

Design and develop a series on environmental graphics for Bankers Insurance that educate and inspire employees to create a Full Circle experience for clients every day.

Placemat \$5,200

Up to three different versions of employee and customer service one-pagers. For example, sales, service and claims.

Project Management \$2,600

Employee Swag TBD

Design and develop several pieces of company swag to boost Full Circle culture, promote Full Circle values, welcome new employees and unite internal teams.

PPT Template TBD

Design and develop PPT to roll-out and explain Full Circle to employees.

Full Circle Roll-Out

Customer Experience Roll-out \$53,900+

External Brand Strategy \$8,000

Define and message the Full Circle client service strategy and journey.

Marketing Brochures \$23,400

Content development and design of marketing brochures for consumer insurance, business insurance and employee benefits.

Landing Page \$8,500

Design of website landing page and creation of content, animations, client testimonials, CTAs, etc.

Email Marketing \$6,000

Content development for an email series of three to four emails and design of an email template.

Social Media \$4,000

Social Media Groundwork & Strategy Development and journey.

Project Management \$4,000

Ongoing Social Media Content Development and Display Ads TBD

A scope will be provided for ongoing support once the strategy is approved.

Explainer Video TBD

Design and develop an explainer video to introduce the Full Circle concept to clients and audiences. Scope could include animation or principal video.

Bankers Insurance Company Rebrand

Groundwork \$32,500

Discovery \$10,000

Series of stakeholder meetings and/ or workshops plus desktop research to assess current brand and answer investigative questions about Bankers Insurance, the clients and the category.

Investigate \$8,000

Client research phase to better understand the needs and motivations of clients.

Plan \$8,000

Brand competitive analysis, SWOT analysis, key insights from discovery and research, presentation of strategic options.

Creative Brief \$3,500

Develop summary of project, goals and strategy.

Project Management \$3,000

Brand Messaging \$35,200

Brand Framework \$10,000

Develop strategic brand platform clearly defining the brand's purpose and promise and key brand building blocks.

Naming \$10,000

Brand name ideation. Refinement to list of three to five brand name options with supporting rationals. Final name selection with corresponding URL options.

Brand Messaging \$12,000

Creating brand tagline and key messaging threads designed to define and differentiate the brand.

Project Management \$3,200

Visual Identity \$28,400

Logo and Identity System \$14,000

Logo: Logo design ideation. Refinement to three concepts. Final logo creation.

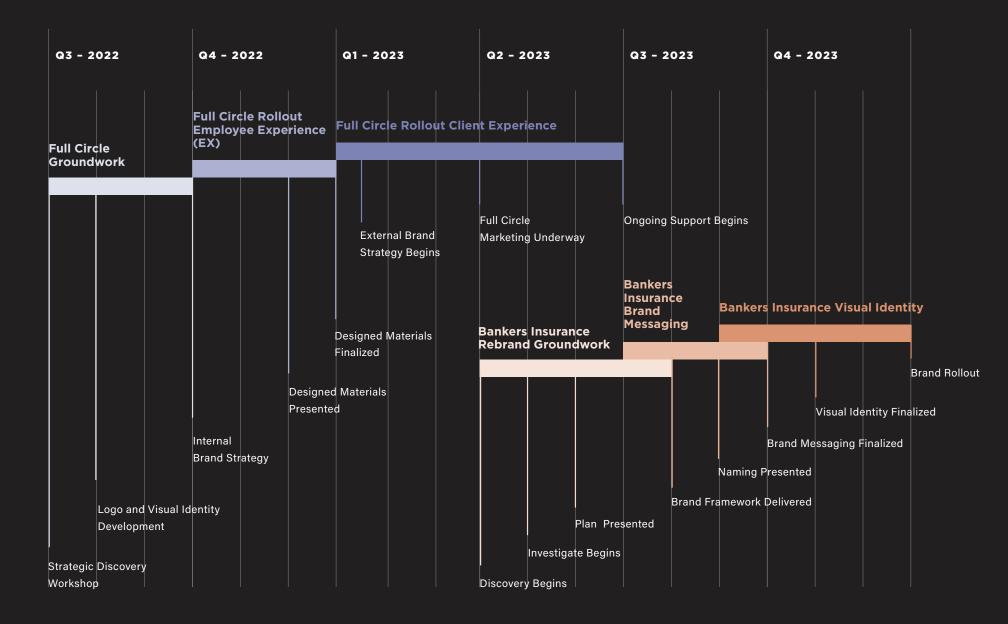
Identity system: Create full graphic identity system and original visual language that works in physical, digital and motion environments.

Brand Guide \$12,000

Create comprehensive guidelines to record the final brand framework, the brand messaging tone with examples and the new visual design system.

Project Management \$2,600

PROJECT SCOPE - TIMELINE



RIVERS

Thank you.

CHAPEL HILL

601 West Rosemary Street Space 108 RALEIGH

555 Fayetteville Street Suite 301