

Coding Creative Brief:

1. Background Summary

- a. What is the type? == New line cinema
- b. What is the product or service?
 - i. The Lord Of The rings Trilogy (movies)
- c. SWOT
 - i. Strengths:
 - 1. It is an experience of a lifetime.
 - 2. Epic story about innocence and corruption because of power.
 - ii. Weaknesses:
 - 1. Major time commitment to view all 3 movies.
 - 2. Limitation: science fiction genre.
 - iii. Opportunities:
 - 1. Only about one third of US population has seen LOTR trilogy.
 - 2. Interestingly, viewership is even less than the one third.
 - 3. Most people in the world have not seen Lord Of The Rings.
 - iv. Threats:
 - 1. What is the cost to see the trilogy?
 - 2. How does the cost compare to other entertainment options?

2. Overview

- a. How to double the number of people that have seen LOTR trilogy.
- b. We are building a website with interesting facts to get people curious and go see the movies.
- c. Increased ticket and merchandise sales in our objective.
- d. Objective is to double the \$2.9 Billion revenue generated so far.
- e. AND MOST OF ALL, INFORM!!

3. Drivers

- a. Find insight that will prompt interest from potential viewers.
- b. Doubling viewership globally is our key objective.
 - i. Ticket Sales
 - ii. Merchandise sales
 - iii. Book Sales.
 - iv. Fans.

4. Audience

- a. People who have not viewed the trilogy but enjoy science fiction.
- b. Passionate LOTR fans who can get as “brand” ambassadors and help distribute the motivate people to watch it more.

5. Competition:

- a. All fans of entertainment, specifically new movies.
- b. They enjoy the benefit of “novelty” and multi-million dollar marketing companies.
- c. Our Key differentiations are:
 - i. Power of the story

- ii. Prove “quality” since hundreds of millions of people have viewed the films.
- 6. Tone
 - a. Should be friendly.
 - b. Exciting new information about an old topic.
 - c. People should be left with a feeling that they “must” see at least one of the movies - FOMO.
- 7. Message
 - a. Part of our culture that everyone should see
 - b. It’s never the wrong time to do the right thing - go see the movie.
 - c. Audiences should write “SEE LOTR” in the next month or put it on the two do list.
- 8. Visions:
 - a. Lots of exciting imagery.
 - b. Pick compelling scenes.
 - c. Cool pictures that a sense of relaxation and a want to see more.
- 9. Details
 - a. budget
 - i. Production of website = \$750k
 - ii. Distribute Internet:
 - 1. FB = \$250k
 - 2. IG = \$750k
 - 3. Google = \$750k
 - 4. Amazon = \$750k
 - 5. Netflix = \$750k