



### The Solution to Driving Brand Value, Brand Trust, and Sales

www.womenschoiceaward.com

### A NOTE FROM OUR LEADERSHIP

Congratulations for earning the Women's Choice Award as a highly recommended brand among women. As a leading, trusted referral source for women, the Women's Choice Award is a one-stop solution to help your most important consumer: women, simplify her choices so she can spend less time searching and more time on what matters in life.

By carrying the Women's Choice Award seal you are doing so much more than promoting an award. Leveraging your earned WCA seal can help your brand go bigger by transforming the buying experience from her just buying your brand to her buying into your brand as awards play into the validation or "reducing risk" to make the best choice for herself and her family.

We are honored to have you as part of our elite network of brand partners who support our mission to empower women to make the best consumer choices.



**Delia Passi**, Founder & Chief Mission Officer





## BRAND VALUE

Driving brand value, trust, and loyalty is critical to your marketing strategy and sales- and the Seal is your turnkey solution. Aligning your brand with the most trusted endorsement among women gives you the third party validation that consumers look for at point of purchase - precisely when deciphering between your brand and the competition. When choosing between two brands at a similar cost,



say that the Women's Choice Award would make their decision easier

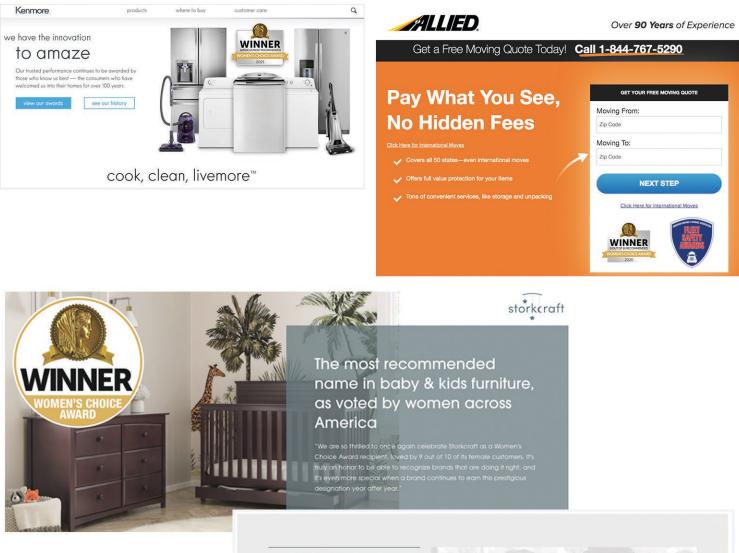
- WomenCertified, 2018



## WEBSITES

The majority of consumers begin their journey online making your website a key factor in empowering her to choose you over the competition.

Women often look for visual graphics that reassure her she is making a smart choice for herself and her family. Prominently displaying your earned awards throughout your website will capture her attention as it has an instant emotional connection with women. It is a trusted third-party validation that will help build trust around your brand.

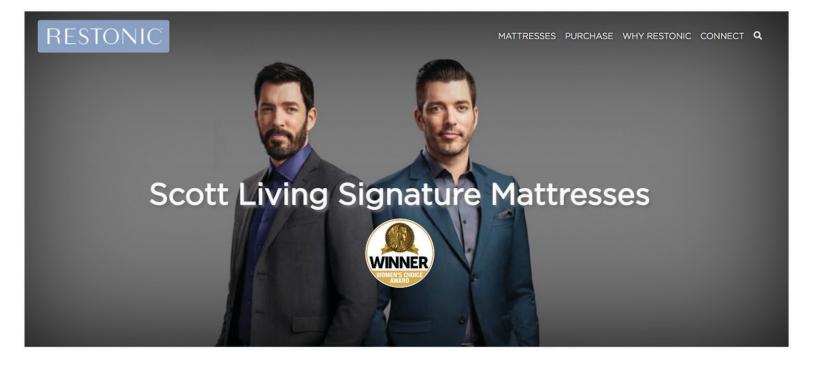


WOMEN'S CHOICE AWARD



Owens Corning® is honored to have earned the 2020 Women's Choice Award as America's Most Recommended<sup>™</sup> Roofing Products. This award is given by women for women. It is based on a national survey that measures brand preference by female consumers. 2020

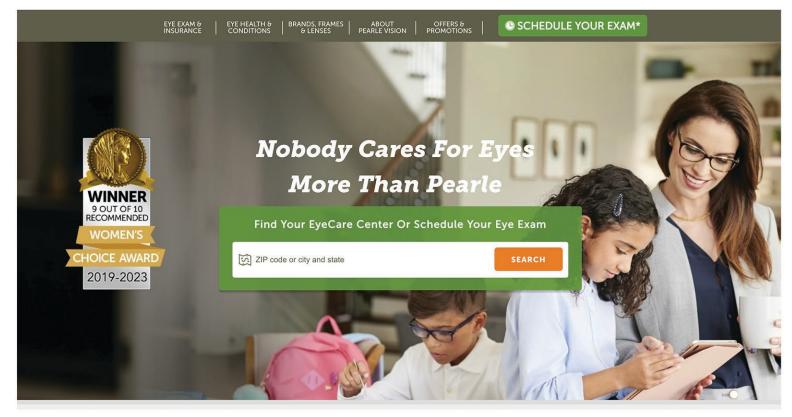
## WEBSITES



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## DIGITAL MARKETING



The ScanNCut has been awarded the @womenschoiceawardusa as a 9 out of 10 Customer Recommended Ele Add This to Your Story > "ne! Digital marketing is at the forefront of marketing. Awards are the perfect social proof that consumers seek to drive purchasing and decision behavior.

When combined with the right messaging, incorporating the Seal on your digital marketing campaigns will build your brand, establishing brand loyalty among current customers and building brand awareness and validation with new ones.



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would trust a brand more if it carried the Women's Choice Award seal

- WomenCertified, 2018



We are proud to announce that BABY RELAX has been recognized by the Women's Choice Award as a Brand Loved by Women





## SOCIAL MEDIA

In today's digital age, consumers live simultaneously in the real and virtual world. It's imperative to create a symbiotic relationship between social media and brand experience. Leveraging the award seal as a trusted third party endorsement builds brand trust and value among your key target audience, converting interest into engagement.

There are few things more powerful than a third-party endorsement, and social media empowers consumers to become citizen journalists. - AdWeek, 2019

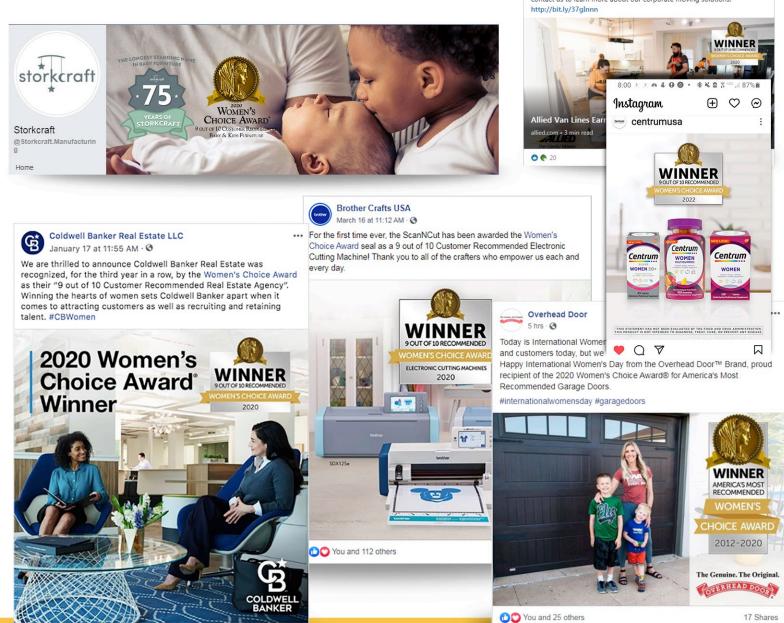
Allied Van Lines

3,749 followers 22h • 🕲

Allied is proud to be the Women's Choice Award most recommended moving company for the fifth year in a row! At Allied, we are committed to honoring women and providing quality care for an outstanding moving experience If you'd like to work with a top-rated corporate moving partner, please

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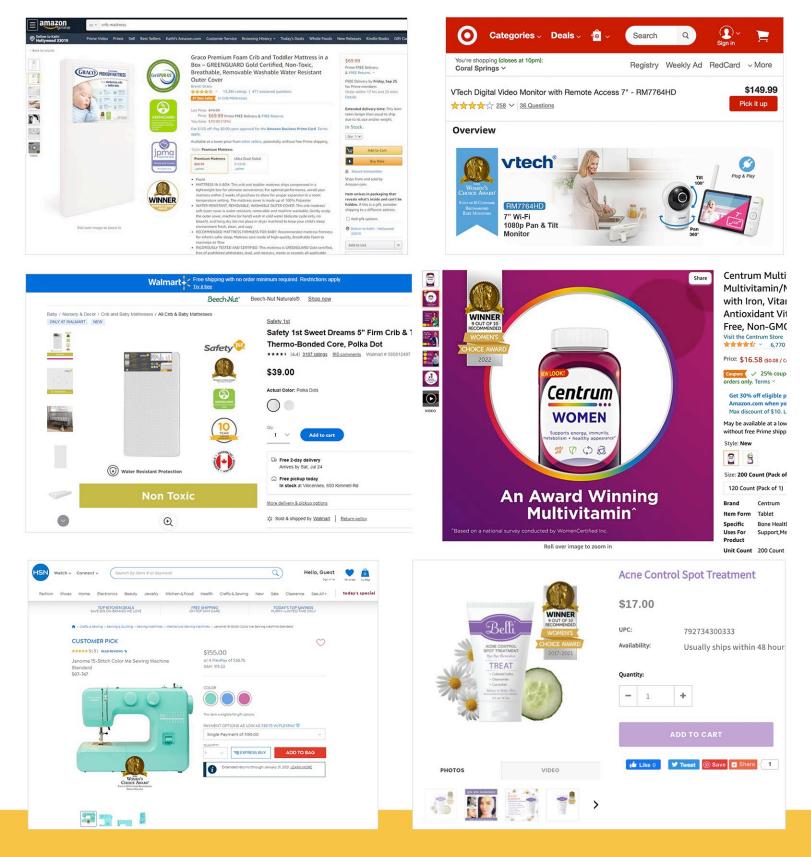
contact us to learn more about our corporate moving solutions:



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### E-COMMERCE

Today is all about digital and e-commerce, which means she depends heavily on endorsements and ratings to help her identify the best brands. Add your award seal to your ecommerce pages to help differentiate your brand from the rest.



## PRINT

Your story may fall flat if you're the only one telling it. From journalists looking to provide your brand with earned media, to customers inquiring on the validity of what your product is promising, the Seal sings your praises.

Your brand is not what you say it is. Your brand is how your customers and prospects perceive your company.

- Crowdspring, 2019







FTSE4Good Member of the FTSE4Good Index Series for demonstrating strong Environmental, Social and Governance (ESG) practices









### PRODUCT PACKAGING

Your packaging may be the first connection consumers have with your product.

Incorporating the Seal allows your brand to make an emotional connection with the consumer, building brand trust and increasing their propensity to choose your product.





base their buying decision on packaging

- Uppercut Box, 2018



### NEWSLETTERS & PRESS RELEASES

decision makers value Women are and recommendations, referrals and brands that reflect what matters most to her. In today's cluttered market, she has more choices than ever and seeks a trusted third party endorsement to validate her choices. The WCA seal delivers the trusted, third party validation that she seeks and gives her the confidence to choose your brand over others based on the experience of other women. Share the news with your community and staff through newsletters, press releases and other community outreach.

#### FARM FRESH EGG·LAND'S BEST MENU =Q WOMEN'S CHOICE AWARD® AGAIN NAMES EGGLAND'S BEST AS AMERICA'S MOST **RECOMMENDED™ EGGS** February 16, 2021 Eggland's Best Eggs and Hard-Cooked Peeled Eggs Honored in 2021



Cedar Knolls, NJ - February 16, 2021 - Each year, the Women's Choice Award® sets out to help women make informed choices for themselves and their families based on the experiences and recommendations of women across the nation. Now, the leading advocate for female consumers has once again named Eggland's Best (EB) America's Most Recommended<sup>™</sup> Eggs as well as America's Most Recommended<sup>™</sup> Hard-Cooked Eggs.

impressive achievement to be voted the most recommended egg for seven years in a row, especially considering that women account of all food purchases" said Delia Passi, CEO and Founder of the n's Choice Award®. "Women across America are mindful of the they make for themselves and their families, so this seal of al reaffirms that Eggland's Best is committed to exceeding 's high standards of quality."

#### **INDUSTRY**NEWS

#### For the 10th Consecutive Year Overhead Door™ Brand Earns Women's Choice Award® for 'America's Most Recommended Garage Door Brand'

During their 100th year anniversary, Overhead Door™ Brand has earned the 2021 Women's Choice Award® by WomenCertified Inc® for 'America's Most Recommended Garage Door Brand' for the 10th consecutive year — an honor based on customer ratings and a national survey distributed to up to 200,000 women.



"Once again earning the honor of 'America's Most Recommended National Garage Door Brand,' it's clear our top-quality garage doors and innovative solutions continue to resonate with women, who make up the most powerful buying force in the market," said Christian Morrow, Senior Brand Marketing Manager for Overhead Door™ Brand. "As Overhead Door™ Brand celebrates our 100th year anniversary, earning this achievement for the 10th-consecutive year shows that we are consistently hitting the mark for our customers and delivering unmatched performance and satisfaction.

For a decade, products and services that earn the Women's Choice Award designation h

being the most reco female customers w As recommendation Furniture Today HOME TEXTILES WEEK brand loyalty and lo indicator of a brand empowering women For more informatio



The Online Hub for Fall Market Week Business GET THE DETAILS

#### PureCare Racks Up Women's Choice Award for 6th **Consecutive Year**



Press Release · May 24, 2021

This press release is submitted and shown here in its original form, unedited by Furniture Today.

#### Editors' Picks



LA/Long Beach ports move toward 24-7 operation

PHOENIX (May 24, 2021) – PureCare, the wellness-focused bedding essentials manufacturer, continues to lead the category with its fifth consecutive Women's Choice Award for the brand's weighted

## BROADCAST & VIDEO

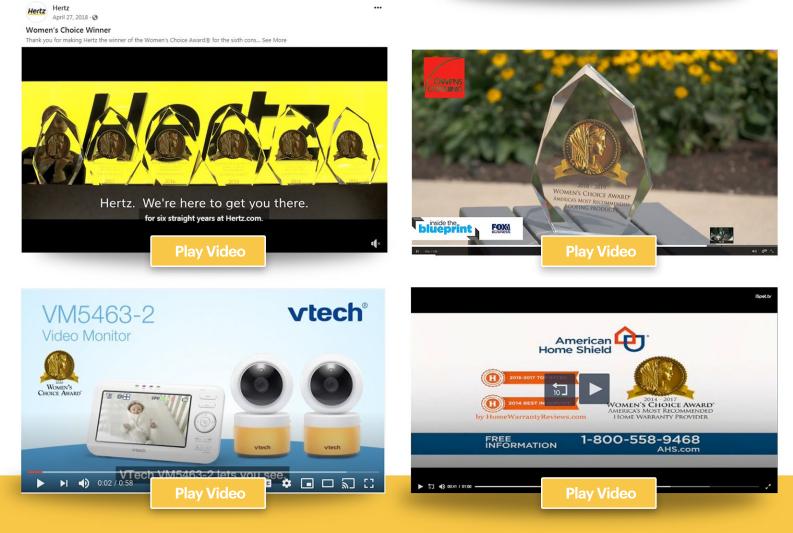
Amplify your marketing message by leveraging your awards on video and audio, which leaves a powerful, lasting impression. The Seal gives customers the 'extra push' needed to take action, driving sales and conversion among customers and prospects.

Video marketing is a great way to build trust and increase awareness and there's very little that rivals video when it comes to engagement. While YouTube is a successful video site, it's also a major search engine with over 4 billion searches per month. With the Women's Choice Award seal and messaging, we sold over 2,000 mattress protectors in under 10 minutes — much more than we've sold in previous QVC segments!

- PureCare

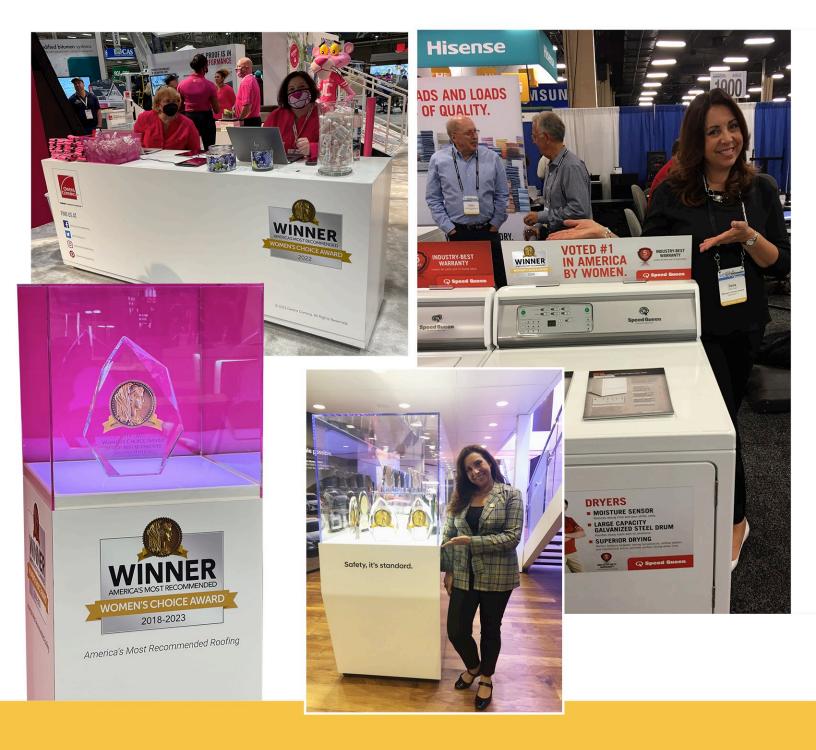






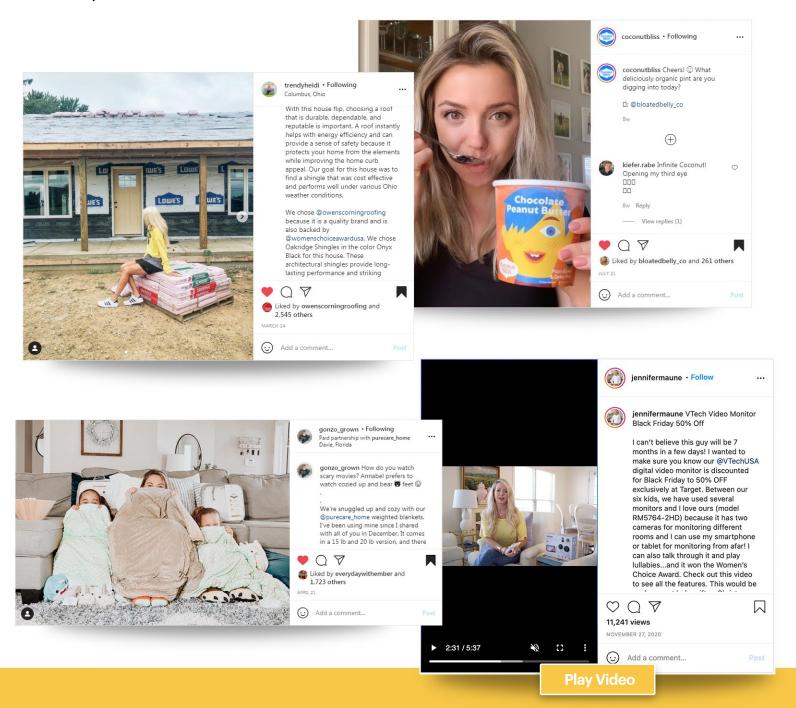
### TRADE SHOWS, RETAIL PITCH DECKS & BUYER INFO

Your meetings with a retail buyer might be the most important 30-60 minutes of the year for your brand. It's here that the retailer will decide to carry (or keep carrying) your products. Make a lasting impression on the buyer by showcasing your awards at trade shows and in buyer pitch decks. When they see your brand has earned the Women's Choice Award they will know that you have the endorsement of their most important customer: women.



# WORD-OF-MOUTH & INFLUENCER MARKETING

The Seal empowers people to help you build your brand. Whether utilizing influencers or word-of-mouth marketing, the Seal empowers your customers and influencers to become your biggest brand ambassadors, providing a source of validation for their beliefs, and a turnkey tool to harness the collective voice of women.



### RETAIL

From shelf-talkers and window clings to Women's Choice Award retailtainment programs across America, integrating the Seal provides your brand with a "Halo Effect", as it spotlights your products as those that women and moms trust and would highly recommend.

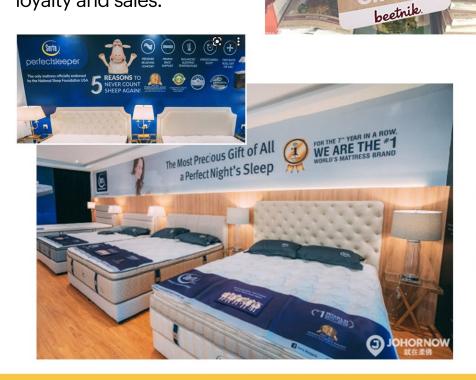
It's the point-of-purchase endorsement that allows customers to feel confident in choosing your brand over the competition at exactly the right moment driving brand loyalty and sales.



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WINNER

NARD





AMERICA'

SHOE RETAILER

### THE POWER OF ENDORSEMENT



TRP experienced a 26.7% increase in year-over-year sales after adding the Women's Choice Award seal to packaging. " Based on the feedback that we are receiving from retail chain buyers, we believe that the Women's Choice Award has absolutely been a contributor to our success."

Ray Hanson, Executive Vice President



"Our research confirmed that products with the Women's Choice "seal of approval" drove incremental purchases and actually had higher value than nearly every other accolade."

Gordon Ho, Chief Marketing Officer

### vtech

"Having the opportunity to work with the amazing team of women behind Women's Choice Award and their talented group of Mom Bloggers has been a wonderful experience for the VTech team. From the thorough details to the loving baby pictures shared by the Mom Bloggers in using VTech Video Baby Monitors, this has made the program that much more unique thanks to the organic feedback. We love how each Mom Blogger has her own unique style and story to share of how helpful the baby monitor has become in her life."

Gagan Sidhu, Marketing Communications Coordinator



"In my 12 years on Walmart I've never seen such an incredible post promotional lift on an item that's "demo'ed". During the WCA Back-to-School Bonanza event, there was a 22% sales lift on average and now we are consistently doing 17% more a week. Plus, this event enhanced 3 of our buyer and replenishment relationships and sets us up for displays next year at this time, which would not have happened had we not played in these WCA events."

Leslie Godwin, Director of Walmart, Hain Celestial

## PureCare

"Our retailers and consumers alike love to see that our products have earned the Women's Choice Award seal. Unlike many "seals of approval" that are available for purchase, the Women's Choice Award seal is earned through a process of survey and approval ratings from consumers. This speaks volumes to the end consumer who can now purchase with confidence knowing that other women are recommending our products based on personal satisfaction."

Sarah Budensiek, VP of Marketing & Creative

### Kenmore

"The team at WomenCertified has conducted in-depth research on matters critical to our company's growth and direction. They have provided consulting advice to translate the results into valuable market segmentations and strategies. The team is highly professional and organized at every step of the project process...from initial discussions and methodology to project updates, data analysis and presentation findings. We are eager to continue working with WomenCertified and tap into their vast offerings to support our goals for consumer engagement and sales growth initiatives."

Bob Boyle, Director of Brand Management

### TERMINIX.

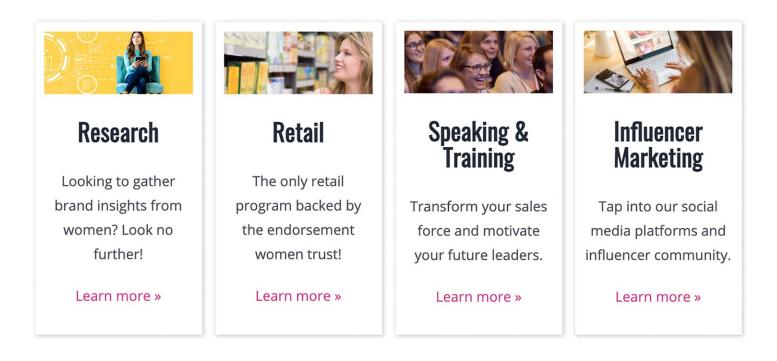
"Being a part of such a large brand, I work with a variety of partners. Women's Choice Award has demonstrated and proven such a depth of resource and partnership that they have become one of my first calls to support my campaign goals. They stand behind their commitment not only to their constituents but also to those brands they represent. I've received an invaluable ROI through the relationships that I've built as a partner with WCA that is a refreshing benefit to our advertising reach. The professionalism lends to loyal customers and business relationships. It's like a Golden Ticket of partnerships for marketing-now they just need to wrap it in chocolate."

Wendy Holtz, Marketing Manager



WomenCertified, a leader in studying the female consumer, has the perfect solutions to keep your finger on the pulse of her purchasing behavior.

There has never been a better time than now to get her attention. Women like to make decisions based on emotion and trust and validation and the Women's Choice Award, by WomenCertified provides her with all three. We offer brands multiple avenues to reach and engage with women on a deeper level via a **series of programs designed to generate access, influence and insight** for your brand.



#### www.womencertified.com



As a partner in the WCA program you get more than just seal usage rights. We offer a turn-key marketing to women program created to engage your most important customer with trust and validation throughout the year!

Our team is dedicated to your success and available when you need us – think of us as an extension of your team.

Feel free to reach out for strategy, service, or questions or if you are new and would like more information on the Women's Choice Award® program contact

> Kathi Waldhof kwaldhof@womenschoiceaward.com or call 954-922-0846 ext. 2

www.womenschoiceaward.com