

# Brand Guidelines

The Complete Guide

# **Preface**



This brand guideline template is crafted to assist individuals and teams embarking on the development of a comprehensive brand guideline for a business.

It's important to note that this document is not intended to be a rigid set of rules but rather a guiding resource. Consider it a toolkit providing a foundation for creating a brand guideline tailored to your specific needs. Feel free to select and adapt sections from this document based on what aligns best with your brand and your unique approach.

This template aims to streamline your brand guideline creation process by presenting a detailed and extensive overview of the various sections involved. Each section is accompanied by four to five examples illustrating how different brands have approached it.

By utilizing this document, you can save your valuable time, referring to it as a comprehensive reference whenever needed. Here is a list of sections a brand guideline can/should cover based on the brand and the requirements.

Let's dive in!

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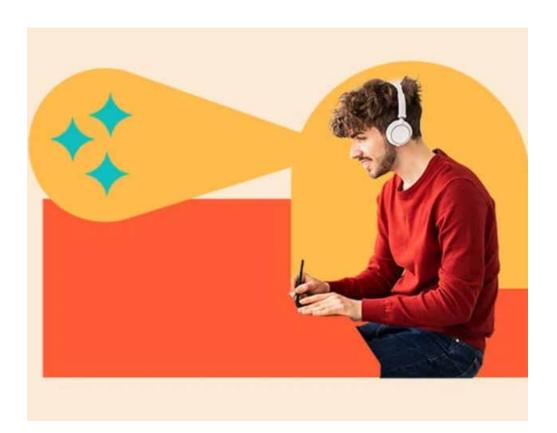
# Chapter 01

# Your Brand Statement



This section serves as a spotlight, introducing the essence of the organization. Much like a first impression, it holds significant importance. A compelling brand statement should be distinctive, concise, and effectively articulate what the company does and how it aims to be perceived. It's not just about the job; it's about the people the company serves, what it values, and what sets it apart from others. This section should encapsulate the core identity of the company, providing quick insights into its mission, target audience ("who we help"), values ("what we care about"), and unique attributes ("why we're not like everyone else"). In essence, it sets the tone for how the company wants to be perceived and remembered.

**Please note:** you can choose to make it crisp and have a singular statement or you could have a detailed description that includes mission and vision statements. Below are some examples of how few brands' approach this section.



# **SWITCHER**

Switcher establishes its tone through a distinctive brand statement, exemplified in the 'Switcher's Story' section. In crafting your brand guideline document, consider incorporating a concise and impactful section akin to the example above.

**Read More** 

# Switcher's Story

By 2014 — before Meerkat and Periscope and Facebook Live — Switcher co-founders Nick and Dan were all in with live video. For four years the guys had run an agency that helped businesses create and stream online video. But they'd noticed a problem. Coing live — and doing it well — was prohibithely expensive for most businesses. Their clients kept loging steam when they saw how costly and tricky the video equipment could be.

Nick and Dan set out to change that. Partnering with fellow co-founders Emesto, Matt, and Gabe Ia video app developer in Switzardand), they launched Switcher Studio, a mobile video-creation platform, later that year Switcher help creators and companies produce sturning, polished live shows with the devices they already owned. It could sync up to 4 ICS devices [now 9], letting creators switch angles, edit live, and stream anywhere. Within the year, Facebook Live launched — a major milestone in bringing livestreaming to the masses — and Switcher Studio was named an official Facebook Live launch partner.

Switcher continues to grow. Since 2016, we've raised more than \$1 million in investments, and in 2018, we list \$1 million in revenue. We've also announced new partnerships with Microsoft Stream and Unikedin. Our original team of five has grown to 15 full-time employees with offices in Louisville, Kentucky, and Yverdon-les-Bains. Switzerland. And our original passion for live video has spread as well. Switcher now has users creating amazing videos in more than 18 countries, and we think that is just the beginning.

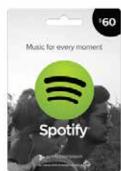


# **SPOTIFY**

Spotify exemplifies a 'Brand Role' section within its brand guidelines, essentially serving as a version of a brand statement. As we embark on creating our brand guideline, let's explore this style, noting the seamless integration of content and imagery demonstrated by Spotify. Striving for a similar fusion can enhance the impact of our future brand guideline documents.

**Read More** 









# **MOTOROLA**

Motorola's approach to the brand statement section is intriguing, presenting it in multiple segments such as "Say Hello to the Toolkit" and "Why Bringing Moto Back." Each section contributes to setting the tone effectively. As we consider crafting our brand guideline, we can draw inspiration from this detailed structure or choose an alternative direction based on our unique vision and requirements.

**Read More** 







## **MOHAWK COLLEGE**

A college must be inclusive. But more than that, they must believe it enough to make others believe it. Mohawk college's brand guideline has a page dedicated to what their college's 'brand' believes in.

A brand statement like this can be helpful for brands to set the tone.

**Read More** 

#### WE BELIEVE...

We believe every student attending our school deserves the opportunity to enter the next phase of their life with confidence, excitement and optimism.

CONFIDENT they have the knowledge and skills to excel in their chosen field.

**EXCITED** by their prospects for employment and success in today's changing world.

OPTIMISTIC about their future and their capacity to shape it.







#### **OUR LOGO**



Our logo is the most visible representation of our institution – and our brand. From our website, marketing materials and apparel to publications, community outreach activities and formal presentations, our new logo serves as a bold and confident reminder of what Mohawk stands for and the values we share.

"GIVE ME AN 'M'!" At first glance the symbol in our new logo may appear simply as a modern, stylized letter "M" for "Mohawk" (which it is), but there is considerably more to it than that.

"I SEE THREE PILLARS!" Mohawk's future is being built on three "long-term pillars" for success. They are 1) Quality, 2) Innovation and 3) Sustainability, and each pillar is represented by a coloured bar in our symbol.

"WE'RE FOCUSSED ON THE FUTURE!" The three coloured bars are also a reminder of Mohawk's future-ready academic focus and the belief that every student deserves the opportunity to enter the next phase of their life with confidence, excitement and optimism.

## **HEINEKEN**

In Heineken's brand guidelines, there is an interesting departure from explicitly mapping out brand messaging cues in the Table of Contents (TOC). Instead, they dedicate a page to articulate the purpose of the brand guideline. Heineken's approach seems to focus primarily on design elements without explicitly outlining the brand mission or messaging structure. This choice might be intentional, indicating a potential evolution in future iterations. It offers a unique perspective on presenting the brand statement section—beginning with a straightforward introduction and an overview of their logos.

**Read More** 









#### Introduction

This guideline presents the next subtle step in the evolution of the Betreiten's logos. It is the property of the beauty contemporary and progressive, makes Betreiten's room took design elements even more powerful, and outry fails up the authentic roots.

The Heid Smoot Shrings is bound to history, and in the house presidents with your bred inter-

Early Spire assess in our grown

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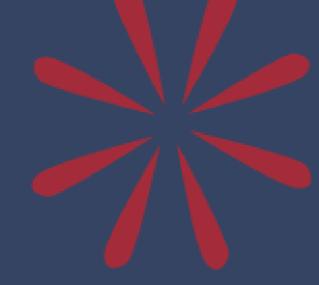
# Best practices to help design a 'good' brand statement.

#### Do's:

- Craft an intriguing narrative
- Align with brand identity
- Incorporate visual appeal
- Concise and impactful
- Create connection with the audience

## Don'ts:

- Avoid excessive detail
- Steer clear of jargon overload
- Don't neglect visual harmony
- Avoid generic statements
- Be realistic in your brand statement and avoid over-promising



# Chapter 02

# Purpose of the Document



This section in a brand guideline concisely introduces the brand's mission, values, and key attributes. It outlines the main goals, emphasizing the importance of maintaining a consistent brand identity across various platforms for improved recognition and loyalty. Clearly defining the intended audience, scope, and benefits of adherence, this section also designates authority for guideline approval and outlines a plan for updates and revisions. It serves as a crucial reference for users and stakeholders involved in implementing and representing the brand.

#### Let's look at some examples.



## **KEW**

The 'Our Brand' section serves a pivotal role in articulating the raison d'être of the brand guideline. This segment is not merely a perfunctory inclusion; rather, it forms the foundational bedrock upon which the entire guideline is built. It goes beyond the surface, delving into the core purpose and significance of the brand guideline within the context of the brand's identity and strategic objectives.

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#### Our brand

A strong brand is one of the most valuable assets an organisation owns. To make it truly powerful it needs to be applied consistently so anyone dealing with the Royal Botanic Gardens, Kew knows who we are and what we stand for. Everyone has a part to play in doing this and bringing our brand to life. These guidelines are to help you represent our brand consistently.

#### 7 Brand platform

With Plants Matter at its heart, our brand platform is a summary of all the elements that make Key special.

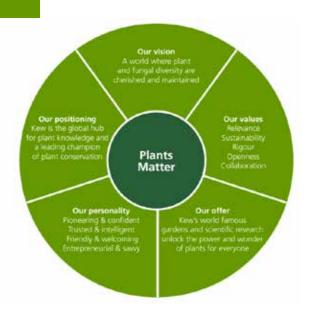
Our vision for the future is about the impact we want to make

Our positioning is the unique place we occupy in the world.

Our offer describes what we do for all our audiences.

Our values are the things we believe in that drive the way me do things.

Our personality is the image we want to project. The Brand Plicform is the essential tool to help us make the right decisions in everything we do:



## **SPREAD TRUTH**

Spread Truth sets itself apart by presenting a meticulously crafted 'Purpose of the Document' section that perfectly communicates the document's overarching objectives. This succinct segment provides a clear and concise overview of what the document aims to achieve. Additionally, the inclusion of the last update date proves to be a valuable addition, offering a transparent timeline for stakeholders. This not only aids in understanding the document's currency but also facilitates strategic planning for forthcoming updates or revisions. The thoughtful consideration of this detail enhances the overall usability and effectiveness of the document.

**Read More** 



# **Brand Guidelines**

This document contains the rules for Spread Truth's visual communication system. Follow these rules to maintain brand consistency.

This includes all of the elements you may need—logos, typefaces, colors, and more—to create a consistent tone, look, and feel for Spread Truth's materials.

# **SCANSOURCE**

ScanSource has adopted a distinctive approach by dedicating a page before the table of contents section to establish the brand tone and convey the 'why this document' narrative. The line, "The ScanSource brand extends far beyond a logo. It's who we are. It's our story. And, it will take effort and diligence from each of us to protect it," stands out prominently in this document, guiding its overall direction. You may consider adopting a similar approach by placing the 'purpose of the document' before the table of contents.

**Read More** 

# SCANSOURCE

While you'll never see the ScanSource name on any store, package, or truck, you have access to an invaluable asset that speaks for us; the ScanSource brand. This guide explains how, when used correctly and consistently, these elements speak for ScanSource in clear and meaningful ways. By following this guide, you help define ScanSource to our suppliers, resellers, shareholders, and the community. Equally important, you help them recognize, differentiate, and remember us.

To help define and guide how we treat our brand, we've developed the ScanSource brand guidelines—including those for:

- · Brand experience
- + Visual identity
- . Trademark

The ScanSource brand extends far beyond a logo. It's who we are. It's our story. And, it will take effort and diligence from each of us to protect it. Our brand has a strong presence in the channel and in the community. Your support will ensure we maintain its integrity for years to come.

While many of the standards in this guide are straightforward and easy to meet, there may be instances in which additional guidance is needed. If your marketing contacts need assistance, they can reach out to Worldwide Creative + Brand.

For any questions or further information email: CreativeTeamUS@scansource.com



## **BOY SCOUTS OF AMERICA**

The Boy Scouts of America has explicitly addressed the 'purpose' of this document in two key instances. Firstly, in the introduction section, they articulate that readers should "consider this as your compass to the Boy Scouts brand." Secondly, the organization underscores the significance of uniformity to their brand in explaining the existence of these brand guidelines. The document serves to provide a guiding framework that ensures consistency and cohesion in representing the Boy Scouts brand.





#### Purpose of This Document

The Scouting uniform is one of the most recognizable elements of the Boy Scouts of America brand. Timeless, classic ... and uniform.

from Balle in Dec House, Scours come America sear the same an well shart the some badges of nois, and the same type of necknothed. Their many and council budges may differ har the stand language in the same. This uniformly creates familiarity, and with it admiration.

to that same uport, we present outlie sould a mall of back and feel a rare transit hardware."

If we follow these guidelines, powers whose Scores pick up a five or wick own of our anisones will know they construct a when they we its distinctive odar points. Scores will know exactly which in two to prese what they want to share a photo with a distory Score. Dozen will see their money quest efficiently, and without ware.



"From Dallas to Des Moines, Scouts across America wear the same tan twill shirt, the same badges of rank, and the same style of neckerchief. Their troop and council badges may differ, but the visual language is the same. This uniformity creates familiarity, and with it, admiration."

# Best practices to help write a good purpose for the document section.

#### Do's:

- Clearly articulate what the document is trying to achieve
- Define goals explicitly
- Specify intended audience
- Highlight scope and possibly the need for adhering to it
- Establish accountability for the approval of the brand guideline

#### Don'ts:

- Avoid ambiguity and vague language
- Do not overwhelm the reader with details
- Don't overlook the importance of detailing out the intended audience
- Refrain from inconsistencies in narratives, flow, and the story!



# Chapter 03

# Describing the need for the brand



In this section, we can delve into the compelling necessity for the specific brand within its industry, unveiling the complex challenges that characterize the current market landscape. By scrutinizing the unique hurdles and evolving trends, we can illuminate the indispensable role that the company plays in addressing these challenges head-on. Their unique solutions and what the result is of the above.

## **SCANSOURCE**

Reviewing Scansource once more, it's evident that their brand guideline features a section with bold text that emphatically states 'WHY. HOW. WHAT.' This section essentially addresses the necessity of the brand in the current space. Subsequently, three detailed pages follow, breaking down the reasons behind, the methods involved, and the components of 'WHY, HOW, WHAT.'

You might consider adopting a similar structure for your brand guidelines. This approach often helps avoid the need for numerous separate sections due to noticeable overlapping content.

**Read More** 





Describing the need for the brand

## **ADOBE**

It's essential to acknowledge that there may be overlaps in various sections of this document. This is primarily because different brands opt for diverse arrangements in their content and sections. Some, like Adobe, may choose to consolidate everything into a single section, while others prefer breaking it down into multiple segments. Each approach has its pros and cons, and the key is to align with the specific goals and aspirations of your brand. Consider what your brand seeks to achieve before deciding on the most suitable structure for your brand guideline.

**Read More** 

#### Our mission

# Adobe is changing the world through digital experiences.

Adobe is virtually everywhere you look. Whether it's a mobile application, a Facebook game, a YouTube video, a print ad, a logs, an e-commerce business, an e-magazine, or an online banking application, chances are, it was touched by Adobe technology.

We have always been a leader in creating engaging experiences through the content creation and delivery ecosystem. Since 1982, we have empowered businesses to reach consumers on any computer, browser, or device — in sync with the latest technologies and platforms.

Adobe is the global leader in digital marketing and digital media solutions. Our tools and services allow our customers to create groundbreaking digital content, deploy it across media and devices, measure and optimize it over time, and achieve greater business success. We help our customers make, manage, measure, and optimize their content across every channel and screen.

#### Our values

These four values define WHO WE ARE Let them come through in all that you do Consider them in your daily work and actions—with customers, prospects, and team members.

#### Genuine

We are smorre, bushworthy, and reliable. Operating with integrity, being strictal, and tristing others with respect is at the heart of Adobe's conune.

#### Exceptional

At Adobe, good enough is not good enough. We are committed to growing exceptional experiences that delight our employees and customers.

#### Innovative

We are highly creative and strive to connect new ideas, with business institute, ideas are welcome from everyone in the company.

#### Involved

People are our greatest asset We are inclusive, speri, and actively engaged with our customers, partners, employees, and the communities we serve. Describing the need for the brand

## **TWITCH**

Twitch has effectively summarized what they do and why they exist. In their unique way, they have established what sets them apart. You might consider having a dedicated page where you discuss what the brand is solving in the space and elaborate on why it's unique.

**Read More** 

#### Here's the thing: Not everyone's going to get it.

Staring at a screen was fine for a while, but canned content had its day. We're building something better, and we're not alone.

From everyone in chaft, to the streamers making sure the show goes on. While a collective cast of millions going all-in to make moments together, directing the action as we watch it.

We don't always know what's next, and we like it that way. Because multiplayer is everything—our how and our why, it's powered by all of us. And for some reason, by Blob Bloss too.

This started as a place to stream. Together, we're making it Twitch.







Describing the need for the brand

## AT&T

AT&T takes a simplistic and elaborate approach in spelling out their raison d'être. While effective for them, this may not be ideal for today's B2B brands, or any brand guideline in general. The current strategy risks overwhelming the audience with an information dump. Striking a balance between simplicity and detail is crucial for maintaining audience engagement and ensuring effective communication.

**Read More** 

#### Introduction..... AT&T is undergoing a strategic shift in our business to become a leading "provider of choice" for networking and communications services in the business marketplace. As a result, AT&T is now an enterprise-focused IP networking company, delivering powerful networks, applications and capabilities to business customers worldwide. We are dedicated to helping companies find better ways to do business through networking. In support of this business transformation, it is critical that we evolve the AT&T brand. The brand is an important asset that must be invested in and evolved along with the business. While we want to signal a strategic change, we also want to build upon the strength and equity already existing in our current brand system. Therefore, we have leveraged the best of what we currently use while infusing some new strategic brand elements - such as typography, color and imagery - to build our image as a leading networking and communications service provider for businesses. Ultimately this will insure a common, consistent look and feel for AT&T. The AT&T brand is not simply our logo or name, but it is one of our primary tools for expressing the corporation's business strategy to all audiences. The brand reflects the experiences that people have with AT&T, our products and services, as well as our employees. Perceptions of the brand are built each time a customer interacts with AT&T through channels such as advertising and sales. Brand perceptions are also built when a customer uses our technology, during a customer service experience, or during a provisioning interaction.

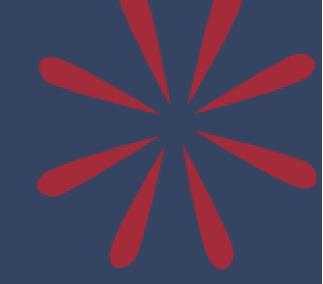
# Some Do's and Don'ts to help you design this section.

### Do's:

- Craft a compelling narrative
- Highlight core values
- Incorporate visual
- Introduce key figures (if you think that's required)
- Link to achievements

### Don'ts:

- Avoid excessive details
- Avoid jargons
- Skip generic statements
- Don't overemphasize on the history
- Avoid repetition



# Chapter 04

# Brand vision and mission



In this section of the brand guidelines, the brand outlines its overarching vision for the future in the industry landscape where innovation and excellence define its presence. They can highlight the key values, brand's mission and how it diligently serves the needs of its target audience. A brand distinguishes itself through their USPs and if a brand wants, they can also highlight their unique qualities, establish a competitive edge and consistently deliver exceptional value. This section not only aligns the internal culture of the organization but also shapes external communication strategies.

## SLACK

Slack has incorporated their mission and vision section and their Who we are section into a singular page.

**Read More** 

#### Who we are

The Slack platform is where work happens. It's where people have the perfect conditions to connect, to align, to get context so they can work toward shared goals, together.

#### Persona and personality

We are creative, professional, thoughtful, respectful, purposeful and curious; we are smart, humble, hardworking and collaborative.

Our mission is to make people's working lives simpler, more pleasant and more productive.

Our vision is a world where organizations can achieve agility easily, no matter their size.

Please use "Slack" as an adjective followed by a description of our services. "Slack" should not be used as a noun, verb, plural or possessive.



Our culture turned inward creates our product; our culture turned outward creates our brand.

Our brand is a reflection of who we are as a company and what we represent in the world of work.

If nothing else, our outward-facing brand should represent the best of what we bring to work as colleagues at this company. Smart, humble, hardworking and collaborative.

We are deliberately human—we aim to be an ideal colleague: One who works on the basis of respect and admiration for working people; someone who communicates in a way that is smart, humble, hardworking and collaborative. Who doesn't dominate the conversation and never wastes your time; who knows the answer (and the context) if you have a question—and shows you how to find it yourself.

We demonstrate our commitment to being customercentric by placing those humans at the center of every communication, not ourselves.

#### PLATFORM OVERVIEW

# To inspire creativity and bring joy.

TikTok is the leading destination for short-form mobile video and our mission is to inspire creativity and bring joy. The platform is a home for creative expression through videos that create a genuine, inspiring, and joyful experience.

## TIKTOK

TikTok does not take the traditional route by calling this piece of content their mission or vision statement. However, upon reading the same we understand that they have spelled out their goal with the brand.

**Read More** 

PERSONALITY

# We are bold, provocative, and full of creative energy.

Proof points in copy should be smart and direct, with a hint of playfulness.

Avoid business jargon at *most* costs. But if and when you have to use business terms, try to soften them with something **colloquial**, **casual**, **or funny**.

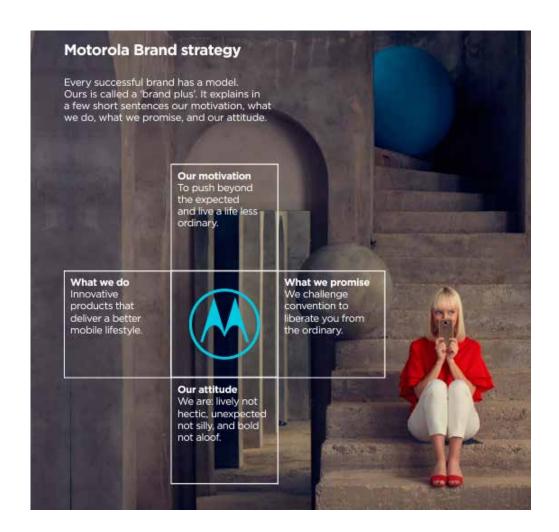
We are a professional partner here to help brands get **results**. However, **we are not business as usual**. We're the creative, fun, and modern side of any brand's marketing budget.

At the top-of-funnel awareness level, we'll have more liberty to express style, playfulness, and personality. While we might have to get more direct as we move down the funnel, don't lose sight of tone. Aim to include hints of our personality—as long as it never clouds or obscures our conversion message.

# **MOTOROLA**

Motorola's brand strategy page has their mission and vision statement. However, they have crafted it in a unique way. They have split the statement into, Our motivation, What we promise, What we do, and Our attitude.

**Read More** 



# **KEW**

'Plant matter is the center of everything we believe in'.
This line is neatly used to indicate what motivates Kew.
Sometimes a short concise statement like this will suffice.

**Read More** 

#### 6 Our brand

At the heart of any brand is a big idea. Simple. Memorable. True.

For the Royal Botanic Gardens, Kew this big idea is

#### Plants Matter.

For health. For pleasure. For beauty. For life.

A simple but powerful expression of what we believe in. Plants Matter is the focus of everything we do. Helping us make the right choices.

Part of our DNA - invisible, but vital.



# Some best practices to help you craft a good mission and vision statement section

#### Do's:

- Clearly articulate the purpose
- Ensure to align it with your company values
- Inspire and motivate
- Consider the brand's long term goals
- Ensure it is simple and clear

### Don'ts:

- Avoid ambiguity
- Don't overload the section with details
- Avoid generic phrases
- Do not neglect relevance with the current time and the brand
- Avoid lengthy statements



# Chapter 05

# **Personality tenets**

Personality tenets 34



In this section, we can explore the intricacies of a brand's personality, providing either a comprehensive or concise overview, depending on the desired depth. Delving into the essence of the brand, we can illuminate the distinctive traits and characteristics that define the brand's persona. Whether examined in meticulous detail or presented succinctly, this portion of the brand guidelines serves as a compass for ensuring consistency in communication and interaction. From the nuanced nuances that shape the brand's identity to the overall tone and demeanor, this exploration of brand's personality sets the stage for a cohesive and resonant brand experience across diverse touchpoints.

This is not something a lot of brands undertake. However, here is a nice example of how Adobe has broken their personality tenets down. They further break it down by discussing visual and verbal tips to help adhere to it.

Personality tenets 35

# **ADOBE**

'Plant matter is the center of everything we believe in'. This line is neatly used to indicate what motivates Kew. Sometimes a short concise statement like this will suffice.

**Read More** 

#### Our personality tenets

These five lenets define our brand tone, personality, and HOW WE EXPRESS OURSELVES in all verbal and written communications.

Captivating

#### Clean

Community

participate alongside them.

Simple design and language is a sign of respect for our Custimers - respect for their work, time, and precess

Wife converted to a highly collaborative relationship.

Sametimes we estudits, sometimes we simply

with the inviting and protestional marketing constrainty.

The community is the country higgsout and we write to

share with them - there tools, ideal, and successes

Through smart use of design and data, we create consent. the captiveres and that means designing for the lend user, making it as personal as possible.

Doublety and precision are of the heart of all we do Everything see put not rain the world should be equally requiring and relations.

#### Forward

We cholorge correlves and others to som higher and sever settle Bokhsess, atexporrechans, and polimers thire unforward, ingring new categories and tools. As a technology with creativity at its core, we navel a

responsibility in terruiting edge.

#### Inspiring

what energies our company and each one of us. A summe of secondar and ancharatment is infused from everything we say, de, and make,

#### Tenets: Community

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#### BE A GOOD LISTENER

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#### CREATS A DIALDQUE, NOT A MONOLOGUE

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#### RESPECT THE USER POURSEY

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#### VISUAL TIPS

SAME AND SERVICE TO SERVICE AND SERVICE AN

#### COLUMN TWO IS NOT THE COMPANY ALMOST SOUT ATTEMPTON

#### VERBAL TIPS

#### THE REPORT HARDS

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Personality tenets 36

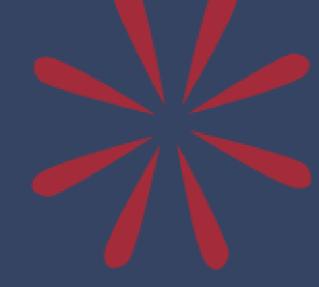
# Some do's and don'ts to help you decide your brand's personality tenets statement section

#### Do's:

- Understand your audience
- Reflect and mirror the core values
- Maintain consistency
- Take into account the industry and market dynamics
- Allow for flexibility

#### Don'ts:

- Avoid contradictions
- Don't mimic competitors
- Avoid generic or overused personality traits
- Do not ignore feedback from your audience
- Avoid overcomplicating things



## **Brand personas**



This section within the brand guideline book meticulously defines the essence of the brand, shaping its distinctive character and offering guidance for consistent representation across various channels. Key characteristics, such as highlighted traits, form the core of the brand's persona, creating a resonance with the target audience. The tone of voice is thoughtfully curated to ensure uniformity in communication, adapting seamlessly to the formality, friendliness, or innovation required. Visual representation is equally significant, with detailed directives on color palettes, fonts, and design elements that embody and amplify the brand's personality. Serving as a comprehensive roadmap, this section establishes a cohesive framework for the brand's visual and verbal identity, fostering a unified and memorable brand experience for its audience.

Brand personas, also known as customer or buyer personas, are fictional, generalized representations of a brand's ideal customers. They are based on research and data about a brand's existing customers, and they help businesses understand and communicate more effectively with their target audience.

### Here's a breakdown of what brand personas typically include:

### **Demographics:**

This includes basic information such as age, gender, location, income level, education, occupation, etc.

### **Psychographics:**

This delves into the psychological aspects of the target audience, such as their interests, values, hobbies, lifestyle choices, and behavioral patterns.

### **Needs and Challenges:**

What problems or challenges does the persona face that the brand can help solve? Understanding these can guide the development of products, services, or marketing strategies.

#### **Goals and Motivations:**

What are the persona's aspirations, goals, and what motivates them to take action?

### **Buying Behavior:**

This includes information about how the persona typically makes purchasing decisions, their preferred channels for shopping, and other relevant buying habits.

### **Media Consumption:**

Where does the persona get their information? Do they read blogs, watch videos, listen to podcasts, or prefer traditional media channels?

#### **Communication Preferences:**

How does the persona prefer to be communicated with? Via email, social media, phone calls, or face-to-face interactions?



### Here are some examples of brands and their approaches to creating brand personas

### What is a buyer persona?

A buyer persona is a detailed description of a person who's in your target audience. Your customer persona is not a real person but rather a fictional version of a person that is based on extensive research about your current target customers. A buyer persona can also be called a customer persona, user persona, audience persona, or marketing persona.

Your buyer personal represents your entire customer base with one person since it's impossible to get to know every single one of your customers. However, sometimes it's necessary to create multiple buyer personas, especially if you have a diverse product offering and a wide range of customers.

To create your buyer persona, you'll want to start by giving this fictional person a name and identifying their demographics, interests, and behaviors. Their demographics will include their age, sex. nationality, education, employment, income, marital status, and any other important information.

But you'll need to go a step further than that and also identify their goals, pain points, and buying patterns. In addition to just the facts, you'll also want to understand their motivations, desires, and beliefs. The more specific information you have, the more accurate your persons will be. With a comprehensive buyer persons, you can create effective marketing campaigns that are targeted specifically to people similar to your buyer persons.



Using buyer personas in an email campaign improved open rate by 2x and click-through rate by 5x.

louron Business Brains

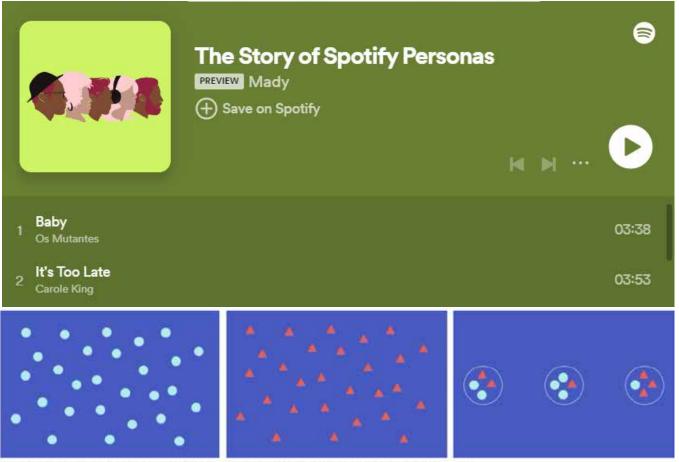


### **MAILCHIMP**



### **SPOTIFY**

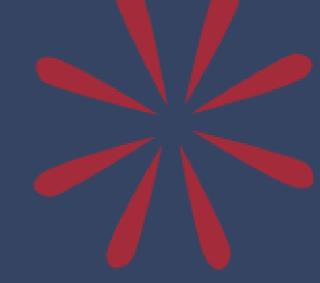
**Read More** 



Personas combine similar user needs, habits, and attitudes and communicate the nuanced commonalities and differences between our users.







# Brand tone and messaging



This section within the brand guideline serves as a compass for maintaining a consistent and resonant voice across all communication channels. It outlines the distinctive tone that embodies the brand, encompassing elements such as formality, humor, or warmth. Messaging guidelines provide a strategic framework for crafting content that aligns with the brand's values and resonates with the intended audience. This section may delve into the nuances of language, specifying preferred vocabulary, and communication styles that reflect the brand's personality. Additionally, it may include situational considerations, ensuring adaptability while maintaining the overarching brand voice. By offering clear directives on tone and messaging, this section empowers the brand to build a coherent and compelling narrative, fostering a deeper connection with its audience.

Brand tone and messaging refer to the consistent voice, style, and content a brand uses to communicate its values, personality, and offerings to its target audience.

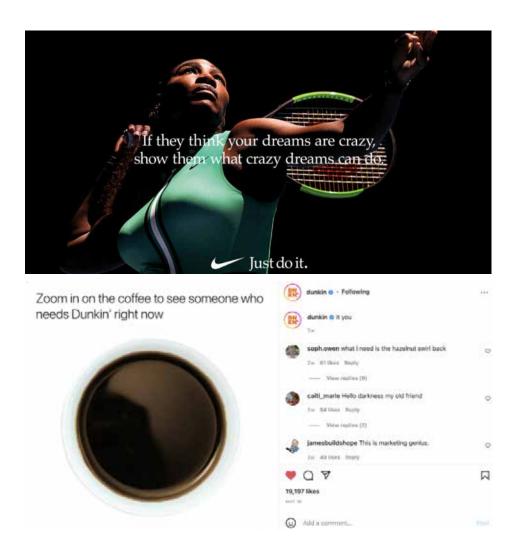
### Brand Tone

This is the emotional and expressive quality of a brand's communication. It encompasses the attitude, style, and emotion behind the words. For instance, a brand can have a formal, professional tone, a casual and friendly tone, or an authoritative and confident tone, among others. The tone should resonate with the brand's personality and appeal to its target audience.

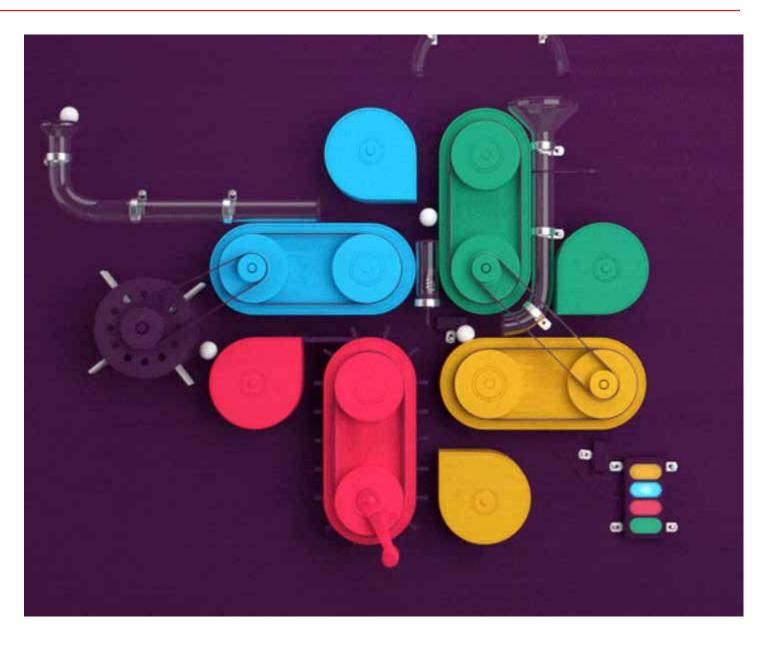
### Messaging

This refers to the specific content and information that a brand communicates to its audience. It includes the key points, benefits, values, and calls-to-action that the brand wants to convey. Messaging should be clear, concise, and aligned with the brand's overall objectives and values. It helps in creating a consistent narrative and perception of the brand in the minds of the consumers.

Together, brand tone and messaging play a crucial role in shaping how a brand is perceived by its audience and in establishing a strong and recognizable brand identity.



### **SLACK**











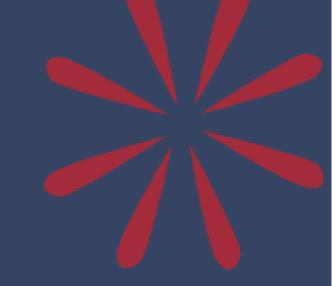


# Language style and messaging guidelines



This section in the brand guideline is an important component that outlines the principles governing the brand's communication. It delves into the preferred tone of voice, offering insights into how the brand should sound and feel across different platforms. This section often includes guidance on crafting key messages aligned with the brand's values and objectives. It may also encompass the development of taglines and slogans for consistency. Dos and Don'ts in communication are meticulously detailed, ensuring that language remains in harmony with the brand's personality and ethos. Additionally, inclusive language guidelines may be incorporated to foster a brand image that resonates with diverse audiences. This section acts as a beacon, guiding content creators and communicators to maintain a cohesive and authentic voice, reinforcing the brand's identity in every interaction.

Here's a step-by-step guide on how to define, develop and craft a comprehensive brand message architecture and strategy.



### Brand dos and don'ts

Brand dos and don'ts 52



This section in the brand guidelines provides essential directives to maintain the integrity and consistency of the brand's identity. It outlines permissible practices and recommended approaches that align with the brand's values, ensuring a cohesive representation across all platforms. This includes guidelines on logo usage, color schemes, and approved messaging styles. Conversely, the "Don'ts" articulate practices to be avoided, safeguarding the brand from potential misrepresentation or dilution. This section may cover prohibited color combinations, misuse of logos, and inappropriate language. By clearly defining the dos and don'ts, the brand guidelines serve as a safeguard, empowering stakeholders to uphold the brand's image with precision and consistency while steering clear of unintended missteps.

Brand dos and don'ts 53

Brand Dos and Don'ts serve as essential guidelines that outline the correct and incorrect ways to represent a brand visually and verbally. These guidelines ensure consistency, clarity, and alignment across all brand touchpoints, reinforcing the brand's identity and values.

### Why It's Important:

#### **Consistency:**

Ensures that the brand is portrayed consistently across various platforms and communications.

#### **Protection:**

Safeguards the brand's integrity by preventing misrepresentations or deviations.

### **Clarity:**

Provides clear direction to stakeholders, ensuring that everyone understands and adheres to the brand's standards.

### **How Top Brands Benefit:**

### **Maintained Reputation:**

Consistent representation upholds the brand's reputation and trustworthiness..

### **Increased Recognition:**

Clear and consistent branding enhances brand recognition and recall among consumers.

### **Efficient Marketing:**

Streamlined guidelines facilitate more efficient and effective marketing efforts, saving time and resources.

### Below are examples of some of the top brands showcasing their dos and don'ts in their brand guides.







Brand dos and don'ts 55

### **AMERICAN EXPRESS**

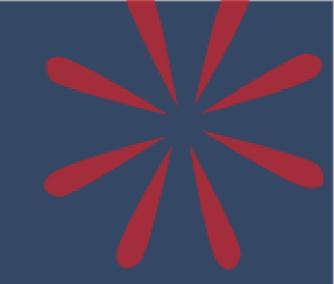




Brand dos and don'ts 56







## **Brand Slogan**



A brand slogan, also known as a tagline or strapline, is a brief and memorable phrase or motto that encapsulates the essence, mission, or promise of a brand or product. It often accompanies a brand's logo and serves as a concise statement that conveys the brand's positioning, values, or unique selling proposition.

### Nike



### **De Beers**



Brand Slogan 59

### Importance of a Brand Slogan:

**Memorability:** A well-crafted slogan can be catchy and memorable, making it easier for consumers to recall the brand when making purchasing decisions.

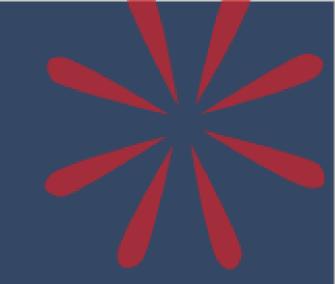
**Differentiation:** In a crowded marketplace, a unique slogan can help a brand stand out from competitors by highlighting its distinct features or benefits.

**Emotional Connection:** A slogan can evoke emotions and resonate with consumers, fostering a deeper connection and loyalty to the brand.

**Communication:** It succinctly communicates the brand's promise, mission, or value proposition, providing clarity to consumers about what the brand represents.

**Consistency:** A consistent slogan helps in maintaining brand consistency across various marketing channels and touchpoints, reinforcing the brand's identity and message.

In summary, a brand slogan plays a crucial role in shaping perceptions, reinforcing brand identity, and influencing consumer behavior. It serves as a powerful tool in brand communication and positioning.

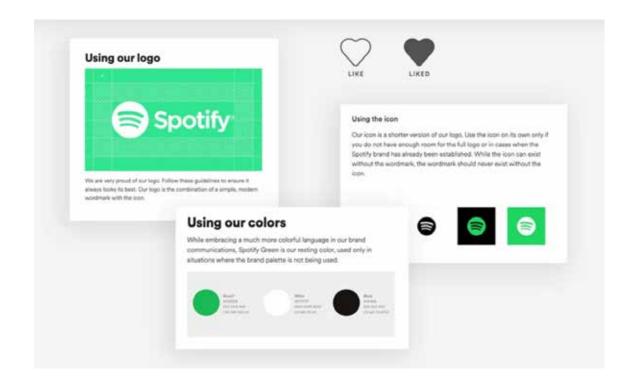


# Visual Identity

Visual Identity 61



This section in the brand guideline acts as a roadmap, offering clear directives on logo usage, color palettes, typography, imagery, and design elements. It seamlessly integrates visual and messaging principles, outlining the preferred tone, key messaging strategies, and even suggestions for taglines or slogans. This section ensures a consistent and compelling brand experience across all channels, empowering stakeholders to convey a unified narrative that aligns seamlessly with the brand's identity and values.



Visual Identity 62

### Things to note

### **Company information:**

Details of your brand's history, mission, values, and vision.

### **Imagery:**

Icons, image design elements, and photo types that are to be used.

#### Logo design and use:

Guidelines on logo usage, including color palette, file format(s), minimum and maximum sizes, contexts, spacing, and usage permissions, such as where images should and shouldn't appear.

### **Tone and grammar:**

Instructions on tone of voice and grammar rules.

#### Cards and letterheads:

Template for business card and letterhead designs.

#### Fonts:

Font styles and text sizes for both print and digital media.

### **Color palette:**

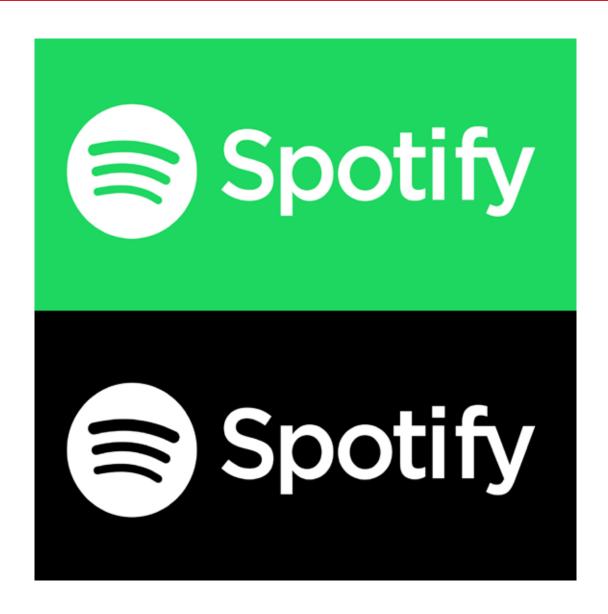
Color palette information, including CMYK and RGB codes."

In summary, a brand slogan plays a crucial role in shaping perceptions, reinforcing brand identity, and influencing consumer behavior. It serves as a powerful tool in brand communication and positioning.

# Logo Usage



The section in the brand guidelines provide a concise blueprint for a unified brand image. It details the proper application of the brand logo, including variations and minimum sizes. Simultaneously, it offers guidance on messaging, defining the preferred tone and key messaging principles, facilitating the creation of impactful taglines or slogans. This section ensures a seamless brand experience across platforms, aligning visual identity with messaging for authentic and consistent communication.





### Primary and secondary typeface

As a general rule of thumb, logos should have one or 2 fonts, including bolded variations. In most cases, using too many fonts will cause a cluttered and amateur-looking design. Once you've chosen the right fonts for your logo, use the guide to name those fonts and font styles.

Within your guide, you will state all the acceptable color variations for your logo.

### This includes:

- » Logo colors over white backgrounds
- » Logo colors over dark backgrounds
- » Monochromatic (black and white) logo
- » Reversed logo colors





abcdefghijklmnopqrstuvwxyz ABCDEFGHIJKLMNOPQRSTU VWXYZ0123456789!@#\$%^&\*()

Aa

abcdefghijklmnopqrstuvwxyz ABCDEFGHIJKLMNOPQRSTU VWXYZ0123456789!@#\$%^&\*()











Black



Reversed white

**Brand Guidelines** 



The guidelines help avoid things like altering the logo in any way, causing it to lose its integrity by stretching or presenting it in a way that is not harmonious with the rest of the brand's voice.

There should be sufficient clear space around the logo to let it breathe and prevent it's clarity and visual impact from being obstructed.

- O Keep it legible.
- Consider scalability.
- O Have different logo lockups & color variations.
- O Have a professional create your logo.

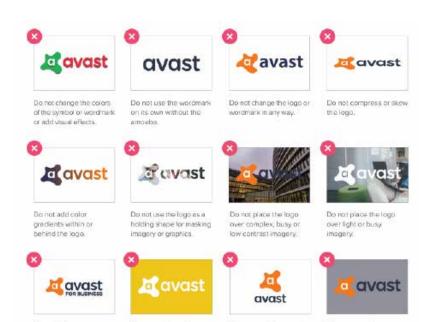




### **Don'ts**

The Avast logo has been designed to ensure optimal results when reproducing it at a variety of sizes across different types of media. Use the logo according to the specifications in these guidelines. Improper use of the Avast logo diminishes the impact of the brand identity and compromises our ability to protect it legally.

Take care to avoid the possible misuses of the Avast logo as shown here. The only acceptable alteration of the logo is increasing or decreasing its size through proportional scaling of the original vector artwork. The following incorrect uses apply to all logo versions.



### Logo Misuse

Do not crop the logo



Do not change the transparency of the logo



Do not shuffle around the colors of the octothorpe



Do not use different colors



Do not change the size or position of the octothorpe and logotype



Do not distort the logo



Do not use drop shadows or any other effects



Do not re-create using any other typeface

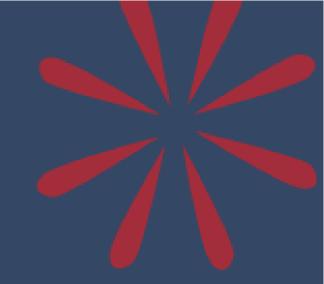


Do not outline logotype



Do not rotate any part of the logo





# Logo Variation



This section in the brand guideline defines the permissible adaptations of the brand logo to ensure versatility and consistency. It outlines variations, such as color options, grayscale versions, and sizes, providing clear directives on their appropriate use in diverse contexts. This section serves as a practical guide for maintaining the logo's visual integrity while accommodating different mediums and applications. By offering concise instructions on variations, the brand guidelines empower users to present a unified brand image across a spectrum of scenarios, fostering brand recognition and coherence in visual representation.

A logo variation is a rearranged version of your primary logo design that gives your brand the flexibility to show up consistently, and recognizably, in different placements.













### **4 Different Types of Logo Variations**

### **Primary Logo**

A primary logo is the main logo used to represent your brand. All other brand logos stem from this primary logo design.

Primary logos are typically horizontal, and the most comprehensive of all brand designs. Any tagline(s), established dates, illustrations, icons, locations, etc., usually make their way into this grandeur logo.

Your primary logo design needs lots of space because of its intricacies and size. Use your main logo in places where it has plenty of room to breathe and isn't restricted by space.

**Placements:** Desktop website header, large print collateral (e.g., signs).



### **Secondary Logo**

Depending on your industry, a secondary logo can be vertical or horizontal. Alternate secondary logos tend to be stripped-down, stacked versions of your primary logo.

It tends to remove any creative elements or taglines from secondary logo designs and focus on the brand name (also known as a wordmark logo).



### **Submark Logo**

Submark logos (also known as logo submarks, brandmarks, and alternate marks) are simple, small, but identifiable brand designs.

Some submark designs include the full business name and/or a creative element. If the submark only uses your brand's initials, it's known as a lettermark. Submarks fit in condensed spaces where the larger logo variations won't work. Placements: Social media profile images, website footer, mobile website header.



Logo Variation 73

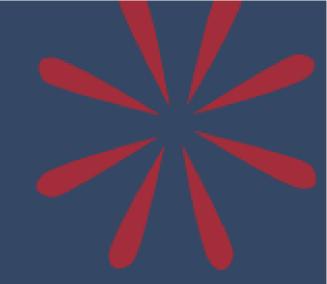
#### **Favicon**

Fav-icon. Think, "icon." Favicons are similar to submarks, but an even smaller design mark that only includes your brand initials OR a tiny illustration.

Typically a square or circular brand mini-mark.

Placements: Website browser tab.





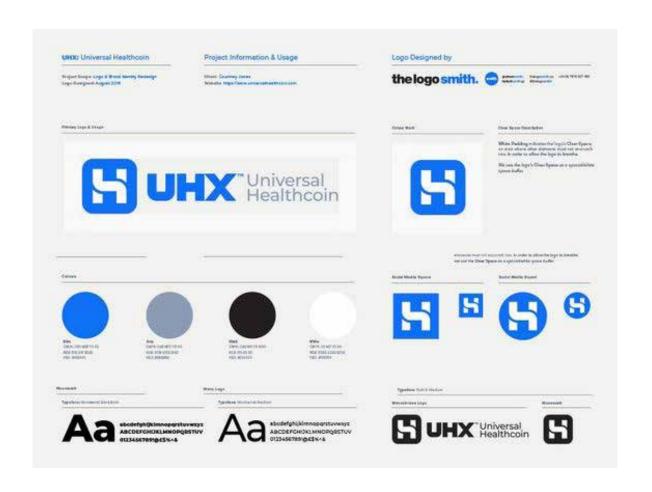
# Clear Space

Clear Space 75



This section in the brand guideline defines the permissible adaptations of the brand logo to ensure versatility and consistency. It outlines variations, such as color options, grayscale versions, and sizes, providing clear directives on their appropriate use in diverse contexts. This section serves as a practical guide for maintaining the logo's visual integrity while accommodating different mediums and applications. By offering concise instructions on variations, the brand guidelines empower users to present a unified brand image across a spectrum of scenarios, fostering brand recognition and coherence in visual representation.

A logo variation is a rearranged version of your primary logo design that gives your brand the flexibility to show up consistently, and recognizably, in different placements.



Clear Space 76

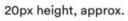
To maintain the integrity and visibility of the logo, avoid crowding it with type, imagery, or graphic elements. The minimum clear spacesurrounding the logo is proportional to the height of the 'a' in the amoeba. Always use this clear space — or more, whenever possible — when using the logo in communications.

There is a specific logo for small sizes and should be used when the logo is rendered at a size between 50px wide and 90px wide. The small logo mark should be used at a size between 15px tall and 20px tall. Only the horizontal logos are appropriate for small use. Do not use the stacked logo for small use.













(or approx. 0.28 inches)

15px height, approx.





(or approx. 0.2 inches)

#### Maximum Sizing for Small Use Logo

90px wide, approx.





(or approx. 1.25 inches)

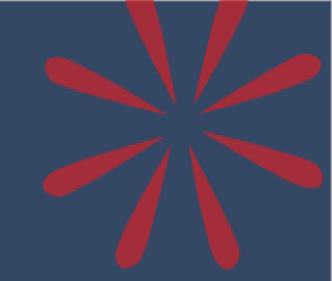
#### Minimum Sizing for Small Use Logo

50px wide, approx.





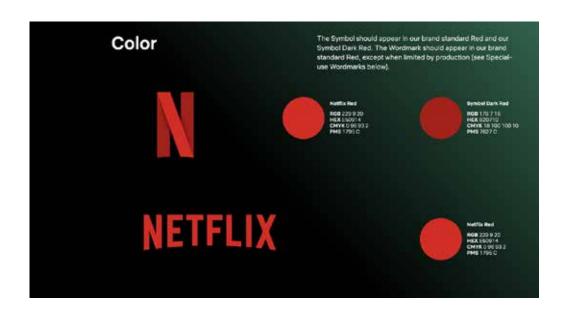
(or approx. 0.7 inches)



# **Color Palette**



The section in the brand guidelines provide a concise blueprint for a unified brand image. It details the proper application of the brand logo, including variations and minimum sizes. Simultaneously, it offers guidance on messaging, defining the preferred tone and key messaging principles, facilitating the creation of impactful taglines or slogans. This section ensures a seamless brand experience across platforms, aligning visual identity with messaging for authentic and consistent communication.



#### Core Palette

The core palette will cover the majority of your needs. It is intentionally small in vertely so as to not dilute the brand woulds, which adds confusion.



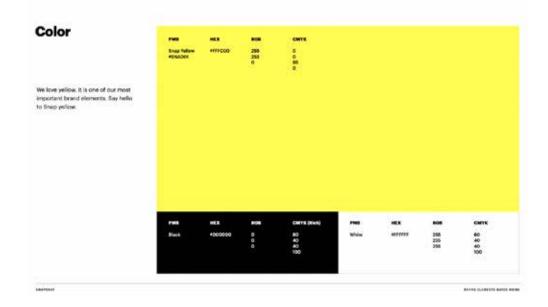
Color Palette 79

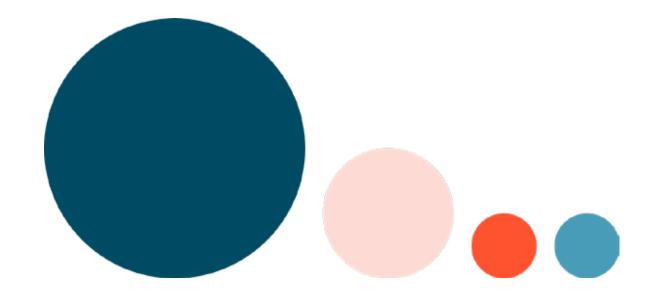
#### **Color proportions**

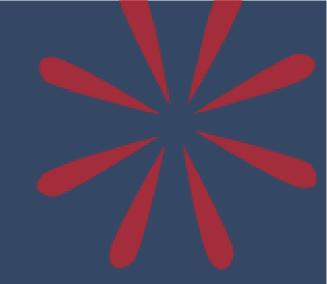
A color proportion scale is a great way to demonstrate how much the colors should be used. This can be displayed in a circular diagram, rectangular layout, chart or in abstract shapes. The primary color is the largest color with the secondary color being a medium size and the tertiary color in the smallest form.

### Here is the rule of thumb for showing color proportions:

- 3 colors: primary color ½; 2 secondary colors ¼ = 50:25:25
- 4 colors: 2 primary colors ½; secondary color ½; tertiary color 1/12 = 33:33:16:8







# Typography and Fonts



This section in the brand guidelines concisely establishes the preferred typefaces and styles that contribute to the brand's visual identity. It outlines primary and secondary fonts, specifying their usage in different contexts, such as headings, body text, and other design elements. This section serves as a guide for maintaining a cohesive and recognizable typographic theme across diverse materials. By offering clear directives on font choices and usage, the brand guidelines empower users to communicate a unified and distinctive visual language, reinforcing the brand's identity and facilitating a consistent aesthetic appeal in various communication channels.



#### **Type of Fonts**

As noted, typography shapes a company's personality. Therefore, it is vital to consider what typeface will be at the forefront of forming this image – primary font. To add variation, a company may have a secondary typeface which is limited for distinct purposes or recipients.

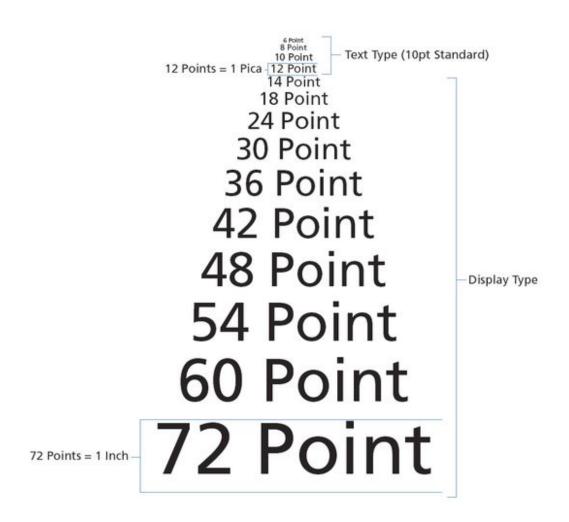
- Primary: the most recognizable and frequently used font
- Secondary: a supplementary font to the primary font
- O Web safe default: a backup font that displays when a digital device doesn't support the specified font. This is because the font is not installed on the device or originates from an unfriendly source. The most common fonts include Arial, Verdana, Helvetica, Courier, and Times New Roman.

# Century Gothic Ad Ad Regular Bold



#### Size

Font sizes should be specified for both print and digital use. There are four different size formats: points (pt), pixels (px), percent (%) and ems (em). Usually, a company does not have guidelines for font sizes in each format. In contrast, they choose a format that best suits their needs.



#### Weight

The weight of the fonts informs how thick the letters are. The weight can be defined as regular, light, medium, bold or italic as well as a personalized classification. The weight is represented in numeric terms on a scale from 1 to 1000. A high number indicates a thick font. For print, the weight is not specified in numeric terms but only as it's named.

CSS3 module written by C3C describes the standard names and sizes for the font's weight:

Thin: 100

Extra Light/ Ultra Light: 200

O Light: 300

Normal/Regular: 400

Medium: 500

Semi Bold/ Demi Bold: 600

Bold: 700

Extra Bold/ Ultra Bold: 800

O Black/Heavy: 900

**ABCDEFGHIJKLMNOPQRSTUVWXYZÅÄÖ** abcdefghijklmnopgrstuvwxyzåäö 1234567890?!"#€\$¢%&/()[]=

ABCDEFGHIJKLMNOPQRSTUVWXYZÅÄÖ abcdefghijklmnopqrstuvwxyzåäö 1234567890?!"#€\$¢%&/()[]=

**ABCDEFGHIJKLMNOPQRSTUVWXYZÅÄÖ** abcdefghijklmnopgrstuvwxyzåäö **1234567890?!"#€\$¢%&/()**[]=

#### Hierarchy

Standard specifications, like style, size, weight and color, are outlined for print and digital use. This includes forms of advertisement, office documents, contracts/policies, presentations and templates. Digitally, this incorporates emails, articles, header styles, body text, tabs, buttons and menu.

Epilogue Bold / size 80 / Line 88 / Space -2

Epilogue Bold / size 56 / Line 64 / Space 0

Epilogue Bold / size 40 / Line 48 / Space 0

Epilogue Bold / size 38 / Line 48 / Space -0.75

Epilogue Bold / size 32 / Line 40 / Space -0.2

Inter Bold / size 16 / Line auto / Space 5%

Inter Semibold / size 14 / Line auto / Space 5%

Inter Regular / size 24 / Line 36 / Space 0

Inter Regular / size 20 / Line 32 / Space -0.1

Inter Medium / size 20 / Line 32 / Space -0.1

Inter Semi Bold / size 20 / Line 32 / Space -0.1

Inter Regular / size 16 / Line 24 / Space 0

Inter Medium / size 16 / Line 24 / Space 0

Inter Semi Bold / size 14 / Line 24 / Space 0

Inter Regular / size 14 / Line 20 / Space 0
Inter Medium / size 14 / Line 20 / Space 0
Inter Semi Bold / size 14 / Line 20 / Space 0

Inter Regular / size 12 / Line 16 / Space 0
Inter Medium / size 12 / Line 16 / Space 0
Inter Semi Bold / size 12 / Line 16 / Space 0

### **Display**

#### **Header 1**

#### **Header 2**

#### Header 3

#### Header 4

**HEADER 5** 

**HEADER 6** 

Body XL, 400

Body Large, 400

Body Large, 500

Body Large, 600

Body Regular, 400

Body Regular, 500

Body Regular, 600

Body Small, 400

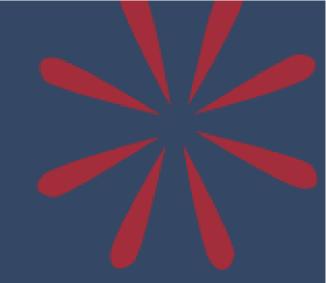
Body Small, 500

Body Small, 600

Body Tiny, 400

Body Tiny, 500

Body Tiny, 600

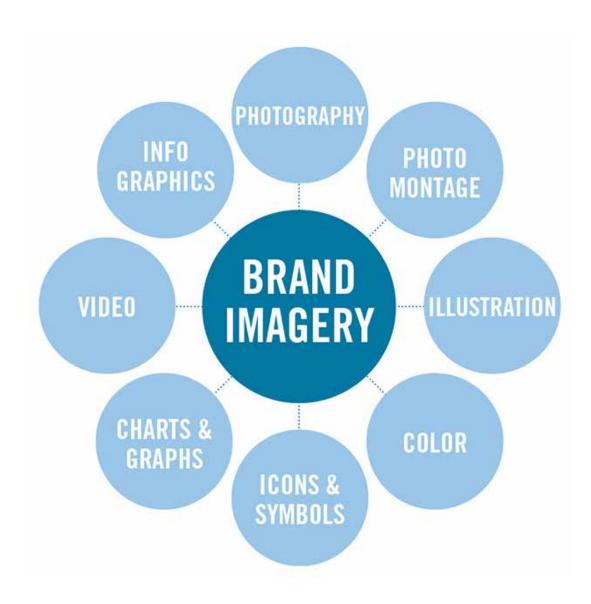


# Imagery and Photography



This section in the brand guidelines succinctly defines the brand's visual language by incorporating Image Style and Photo Usage Guidelines. It outlines the preferred style for images, encompassing tone, composition, and subject matter to maintain a consistent visual narrative. Additionally, this section offers clear directives on how to use and incorporate photographs to enhance brand messaging. By providing guidelines for a cohesive image style and proper photo usage, the brand guidelines empower users to create visuals that align seamlessly with the brand's identity, fostering a unified and impactful visual presence across various platforms and communication materials.

Brand Imagery is one tool within your Brand Identity kit that defines the aesthetic appearance of your brand's core messaging. It's basically what it sounds like: pictures. Brand imagery is one visual story-telling component of your Brand Identity, and it's often overlooked to the detriment of a brand's integrity.



### These factors affect the imagery for a brand the most

CSS3 module written by C3C describes the standard names and sizes for the font's weight:

- O **Positioning:** The imagery should match to how the given brand wants to position itself. It can be Human-centric, Lifestyle-centric or even abstract, depending on how the brand wants to connect to it's audience and position their message.
- O Brand ideology: The images should match with the brand ideology, as image is a visual aid to communicate your message to the given audience/customer. Following this is important as it can affect the overall design of the given creative/product.
- O Colors: It is important for an image to match the brand colors to the maximum extent, can be a direct match or an image with colors which complement the existing colors It creates a sense of harmony for user/viewer, which is important for a brand as the image and the colors along with content are meant to invoke an emotion in the customer/viewer.







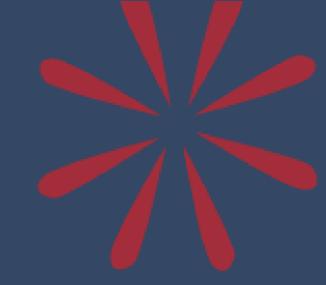








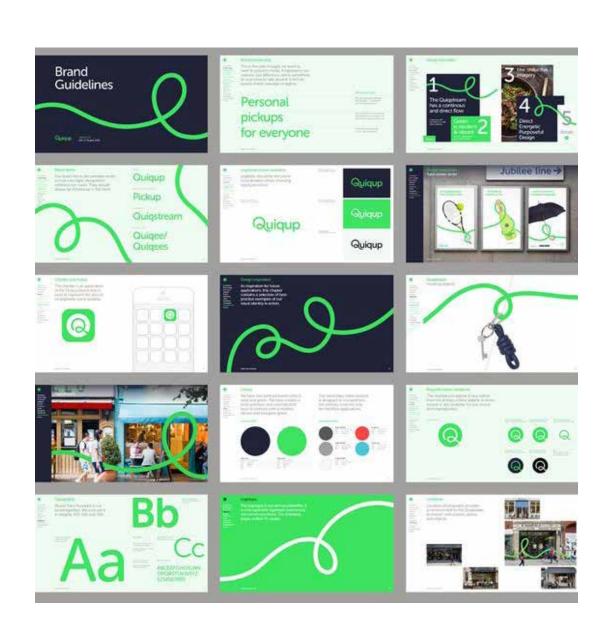




# **Design Elements**



This section in the brand guidelines includes design elements, patterns, texture, icons, graphics and any other essential visual components that contribute to the brand's overall design language. It outlines approved design elements, patterns, and textures, providing clear directives on their integration for a cohesive aesthetic. This section also addresses the usage of icons and graphics, specifying preferred styles and contexts for their application. By offering comprehensive guidelines on these design elements, the brand guidelines empower users to create visually compelling and consistent materials that resonate with the brand's identity, ensuring a unified and impactful presentation across a diverse range of mediums and communication channels.

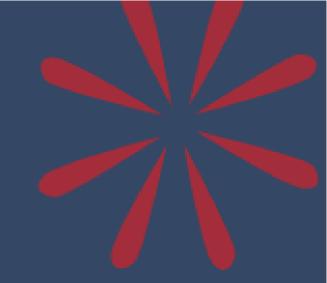


Design Elements 91









# Brand guideline compliance

This section in the brand guidelines outlines the essential protocols and measures to ensure consistent adherence to the established brand standards. It describes the importance of internal training programs to educate stakeholders on brand guidelines, fostering a unified understanding of brand identity. This section addresses stakeholder communication strategies, emphasizing the need for transparent and consistent messaging. Brand compliance audits are introduced to routinely assess and reinforce adherence to guidelines, maintaining the integrity of the brand across various touchpoints. By providing clear directives on compliance measures, this section aims to fortify the brand's visual and verbal identity, ensuring a cohesive and authentic representation in the marketplace.



Section 1: Defining our brand	5	Partnership lockup
Who we are	6	icons
How we describe the need for Slack	ñ	Photography
Brand values	50	Video
Persons and personality	11	
Voice and tone	13	
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