

BUILDING LOYALTY IN THE DIGITAL AGE

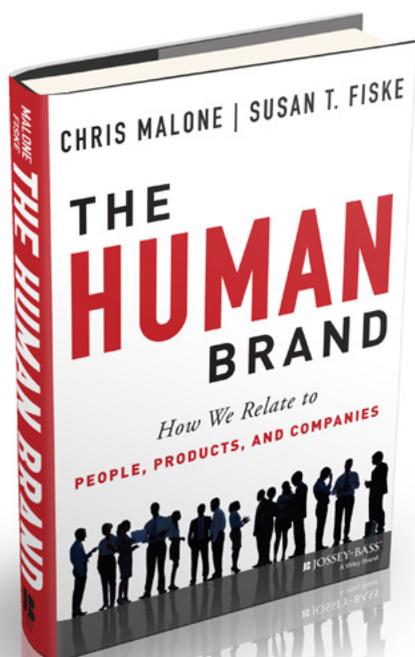
Keynote Speaker Chris Malone Delivers Compelling Insights
for Lasting Customer & Employee Loyalty

People everywhere describe their relationships with brands of all kinds in deeply personal ways—we hate our banks, love our smartphones, and think the cable company is out to get us. What's actually going on in our brains when we make these judgments?

Through his original research, customer loyalty expert Chris Malone shows that we relate to companies, brands, and even inanimate products in the same way that we naturally perceive, judge, and behave toward one another.

Having evaluated over 45 companies across 10 separate studies, Chris Malone shares compelling insights and stories of fanatical loyalty to companies like Panera Bread, Hershey's, Starbucks Domino's, Zappos, Amazon and more, showing how they manage to achieve success and sustain it—even recovering from major missteps—by forging warm and competent relationships with customers and employees.

Audiences of all kinds have been enlightened and inspired to discover how and why we make the choices we do, as well as what it takes for companies and brands to earn and keep our loyalty in the digital age.



Speaking Topics

The HUMAN Brand: How We Relate to People, Products & Companies

Back to the Future: Building Loyalty in the Digital Age

The Relationship Renaissance: Three Imperatives for Lasting Success

DURING CHRIS' COMPELLING AND PERSONALIZED SPEECHES, HE:

- Explains the warmth & competence model of social perception that drives over 80% of human behavior.
- Reveals the key findings of his customer and employee loyalty research with over 45 companies and brands.
- Shows how the Middle Ages of Marketing & Management are now over and why the Relationship Renaissance has begun.
- Shares case studies and real-world examples of how companies like Panera, Hershey, Starbucks, Domino's are building fanatical loyalty.
- Details three imperatives for building lasting customer and employee loyalty in the digital age.

For booking, please email
speaking@fidelum.com or call 610-897-2699

www.TheHUMANBrand.com

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HERE'S WHAT EVENT PLANNERS ARE SAYING:

"A consummate professional from start to finish, Chris gave a presentation that was not only intellectually stimulating and emotionally touching, but that was also specifically tailored for our audience. His delivery was flawless and he challenged our attendees to truly 'think outside the box' and contemplate what it means to be a HUMAN brand in a digital age, I would definitely recommend Chris as a keynote speaker for any organization."

Sunsieray McCall, Vice President
Momentum Events & Consulting

"Chris Malone is one of the most polished story tellers I've had a pleasure to listen to. Through his presentation, he shared several engaging stories that demonstrate how great brands act like real human beings."

Zlatan Fazlagic, President and CEO
Look Matters Creative

"Chris Malone's presentation was the hit of our annual conference. And I'm not just saying that, we surveyed our attendees and the vast majority selected his keynote as the best. We felt the content was applicable to small businesses and large corporations alike. His presentation was excellent and had the audience deeply engaged."

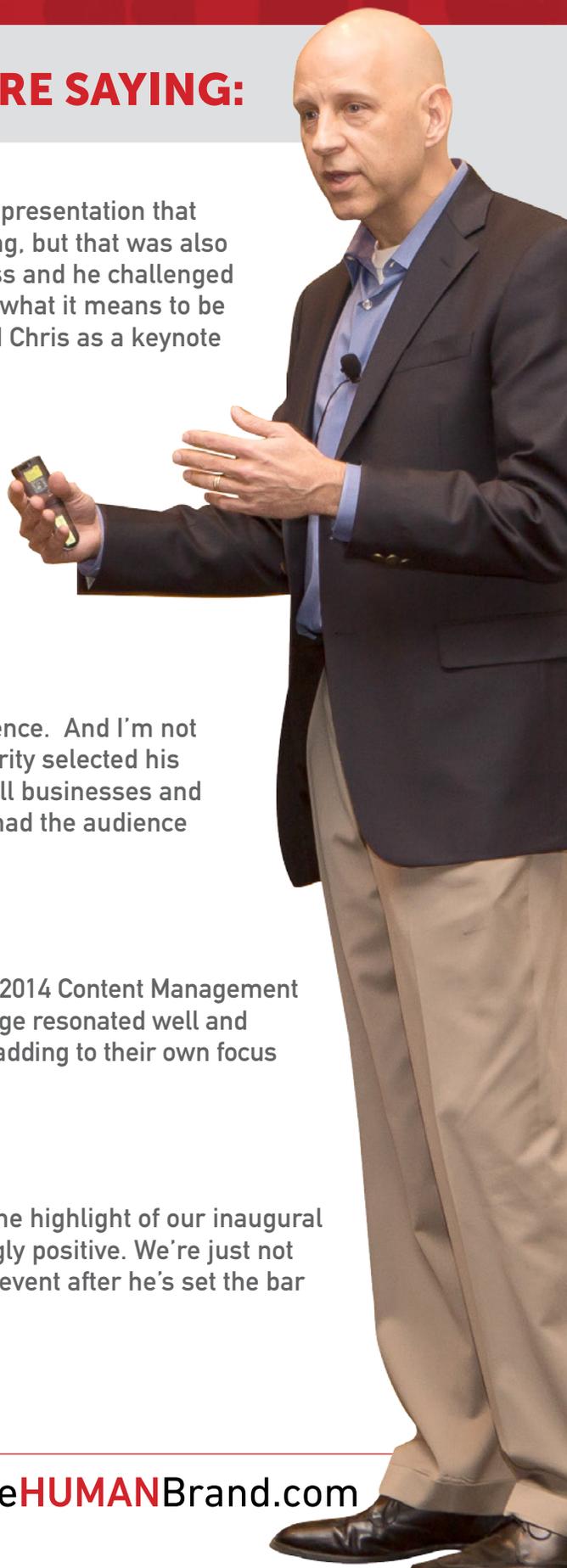
Eric Cohen, Chief Marketing Officer
Macaroni Kid Publishing

"Chris Malone delivered an outstanding keynote address at our 2014 Content Management Strategies conference. Attendees remarked that Chris's message resonated well and throughout the conference, speakers referenced Chris's ideas, adding to their own focus on developing a warm and competent face to their customers. "

JoAnn T. Hackos, President
Comtech Services Inc.

"Chris Malone is a captivating speaker. His presentation was the highlight of our inaugural event. The feedback has been phenomenal and overwhelmingly positive. We're just not sure how we're going to top Chris' presentation at next year's event after he's set the bar so high!"

Rob Howard, Co-Founder
The Cult Brand Gathering



MEET

CHRIS MALONE

AUTHOR

SPEAKER

ADVISOR

AN ACCOMPLISHED FORTUNE 500 EXECUTIVE,
CHRIS MALONE NOW SEEKS TO MAKE A LASTING
DIFFERENCE IN THE LIVES OF OTHERS.

Chris is an award-winning author, keynote speaker and consultant who helps clients achieve sustained business growth and performance. As Managing Partner of Fidelum Partners, he has worked with hundreds of senior executives in organizations ranging from Fortune 500 companies to start-ups and non-profits.

Previously, he was chief marketing officer at Choice Hotels International and senior vice president of marketing at ARAMARK Corporation, and has held senior marketing and sales positions at leading organizations including Procter & Gamble, the National Basketball Association, and The Coca-Cola Company. When time permits, Chris enjoys surfing and playing basketball. He lives in the Philadelphia area with his wife and three sons.



PAST SPEAKING VENUES

- Eli Lilly & Company
- National Restaurant Assoc.
- Human Capital Institute
- Duane Morris, LLP
- Cigna Corporation.
- True North Digital Media Summit
- Memphis Chamber of Commerce
- Corporate Learning Week
- Wharton Marketing Conference
- The Cult Brand Gathering
- Freeman Spogli CEO Conference
- Digital Marketing Congress

RECENTLY FEATURED BY

- CNBC Street Signs
- FOX Business MONEY
- Wall Street Journal Live
- Bloomberg TV
- The Wall Street Journal
- Fortune Magazine
- Inc. Magazine
- Forbes
- Bloomberg Businessweek
- Entrepreneur
- Knowledge@Wharton
- European Business Review
- Philadelphia Business Journal
- Marketwatch Radio

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PRAISE FOR THIS AWARD-WINNING BOOK

A 2014 Axiom Business Book Award Winner

A 2014 International Book Award Winner

Top Marketing Book of 2013, *The Examiner*

Five New Books That Are Must Reads for Finance, *CFO Daily News*

Best Business Books to Get Cozy With, *Entrepreneur Magazine*

"Put this book at the top of your to-do-list!", *Arizona Daily Sun*



"The HUMAN Brand is a brilliant synthesis of psychological science and marketing wisdom. Engaging, insightful, and deeply original, an essential book for every business reader."

Dan Gilbert, bestselling author of Stumbling On Happiness and Edgar Pierce Professor of Psychology at Harvard University

"How do we earn the lasting loyalty of others? Chris & Susan provide some fundamental, yet powerful insights into building relationships that matter. They challenge us to 'come out from behind the curtain' and to lead with courage, conviction and heart. Never before has the humanization of brands and leadership been so vital to success."

Jay Gould, President & Chief Executive Officer, American Standard Brands

"The HUMAN Brand is a must read for those who want a truly evolved understanding of how to earn loyalty and create lasting relationships with customers. It's a timely look at how modern corporations hold onto customers... and how we drive them away."

Beth Comstock, Chief Marketing Officer, General Electric

"This insightful book explains in simple terms why trust is at the heart of every healthy relationship, not just between people, but between companies and their customers. It will cause you to completely rethink your current approach to customer relationships, and that's a good thing."

Tom Long, Chief Executive Officer, MillerCoors

"In all the noise and all the confusion, these insights on what really matters for corporations to maintain true customer loyalty are invaluable."

John Williams, President & Chief Executive Officer, Domtar Corporation

"This book offers truly ground-breaking insights on the psychology of customer choice and loyalty. It challenges us to rethink what really matters to our customers and what it takes to build strong and authentic relationships with them."

Ann Mukherjee, Chief Marketing Officer, Frito-Lay North America

"Chris Malone has a unique talent for uncovering customer insights that challenge conventional wisdom and uncover new growth opportunities. In *The HUMAN Brand*, he and Susan Fiske offer a new way to understand brands that can be used to deliver more memorable customer experiences that drive profitable growth."

Ravi Saligram, Former President and Chief Executive Officer, OfficeMax, Inc.

