# PRIDE!: Create a Symphony Between Your ERG & Marketing Team



































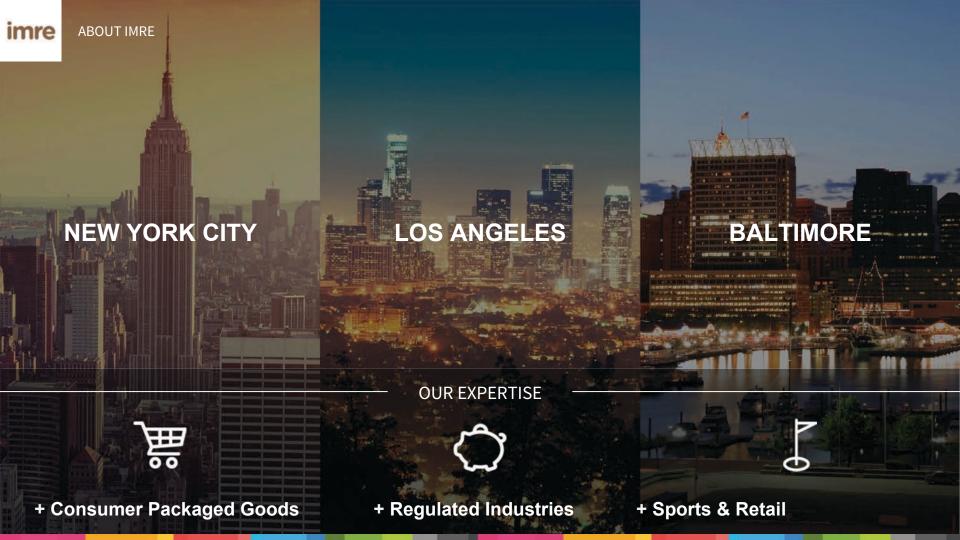


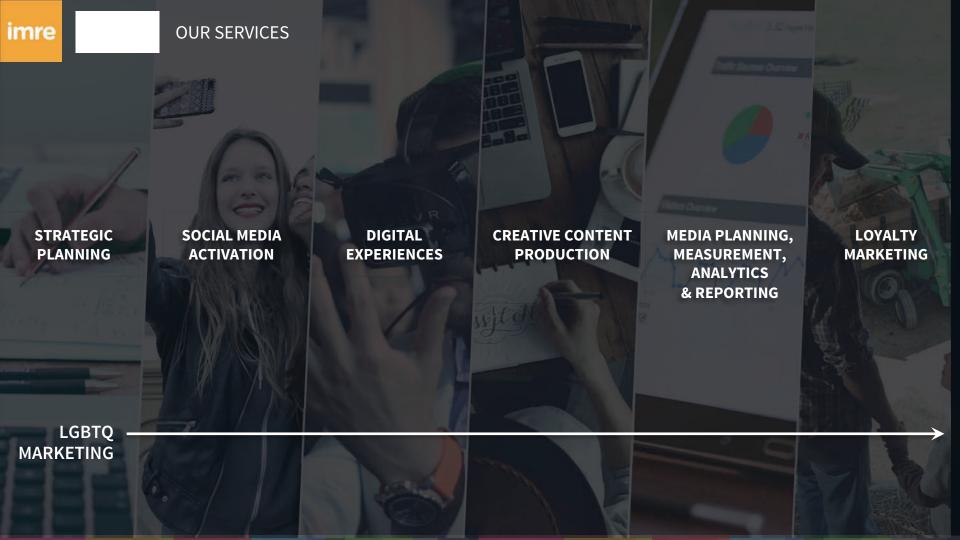












# What is Pride? June 28, 1969 – Stonewall Inn

MANHATTAN-BRONX SECTION TWO

#### SUNDAY NEWS

Largest circulation in MANHATTAN-BRONX

or, 1969 News Syndicate Co. Inc.

New York, N.Y. 10017, Sunday, July 6, 1969

#### Homo Nest Raided, Queen Bees Are Stinging Mad

She sat there with her legs crossed, the lashes of her mascara-coated eyes beating like the wings of a hummingbird. She was angry. She was so upset she hadn't bothered to shave. A day old stubble was beginning to push through the pancake makeup. She was a he. A queen of Christopher

Last weekend the queens had little girls do when they get to-turned commandos and stood bra gether. strap to bra strap against an in-vasion of the helmeted Tactical outside world of the street. Inside, Patrol Force. The elite police the Stonewall bathed in wild, squad had shut down one of their bright psychedelic lights, while private gay clubs, the Stonewall the patrons writhed to the sounds Inn at 57 Christopher St., in the of a juke box on a square dance heart of a three-block homozexual floor surrounded by booths and community in Greenwich Village. tables. The bar did a good busi-



from the gallery.

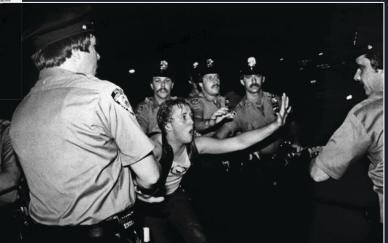
The whole proceedings took on my Awards Night, The Queens pranced out to the street blowing kinses and waving to the crown Madwomen of Challot.

A beauty of a specimen named Official reports listed four Stella wailed uncontrollably while being led to the sidewalk in front being led to the moreona in around the Stenewall by a cop. She about two hours from about hight to 2 a.m. There was night to 2 a.m. There was night to 2 a.m. There was later confessed that are sunt inght to z a.m. rare protest the manhandling by the officer, it was just that her hair was in eurlers and she was afraid the hattle and issued a warr the hattle and issued a warr her new beau might be in the to the cops. "If they close up crowd and spot her. She didn't the gay joints in this area if want him to see her this way, she is going to be all out war."

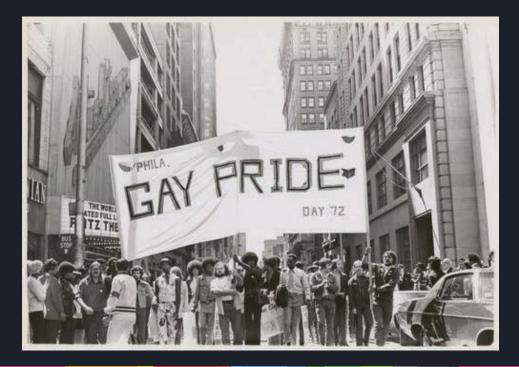
Woman, while several Florence Nightingales administered first the aura of a homesexual Acade, aid to the fallen warriors. There were some assorted scratches and bruises, but nothing serious

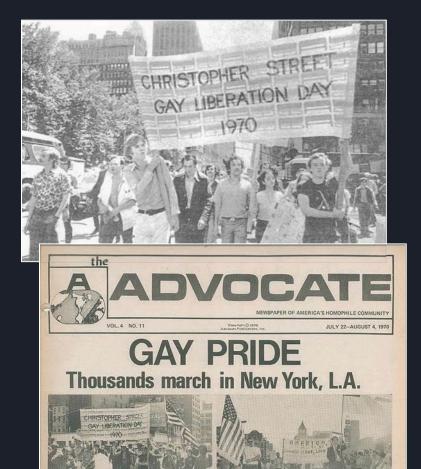
> Official reports listed four jured policemen with 13 arre

NY Daily News



- First Festival was in Los Angeles, 1974
- Now hundreds of parades, festivals and events around the world





MANHATTAN'S FINEST. New York City's Gays, along with contingents from other LA'S SUCCESS. In Hollywood, Gays from all over California parated down Hollywood costern cities, paraded up Sixth Avenue to Central Park, where a Gay-In was held. The Boulevard before at least 15,000 spectators who lined the street several deep, Parage

# Pride Today

- 2017 brought on a more political tone to Pride
- A bit of "back to the roots"
- 2018?
- What does Pride as Resistance mean to a company?
- Reasons to participate

### Los Angeles Times

LA Pride Parade to be replaced with protest march this year

#### **FourTwoNine**

Advertisers Are Fleeing L.A.'s LGBT March Against Trump



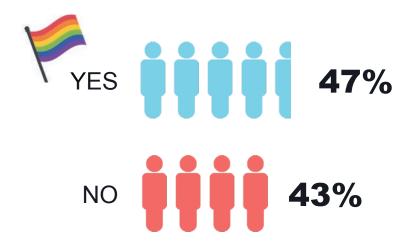
# The Flip Side...

Consumers Are Paying Attention To Corporate Support Now More Than Ever



## 2016

Did you attend your hometown Pride in 2016?

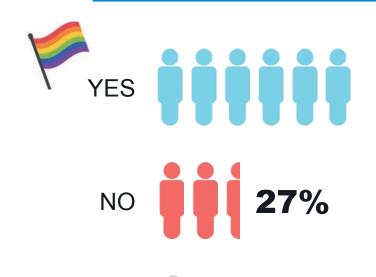


No Hometown Pride in my area



# 2017

Will you (or did you) attend your hometown Pride in 2017?



No Hometown Pride in my area



CMI 2017 Survey



# Pride @ Comcast NBCUniversal

NBCUniversal: 12 Years

Comcast: 3 Years







# Why We Participate

- Employer Of Choice
- Show Support For Employees
- Be The Face Of Inclusion
- Show Support For All Customers
- Opportunities For External Marketing Message







### The Business Case for Pride

- Pride is a Public Facing Marketing Opportunity
- Business First
- Two Main Audiences
  - Internal:Employee engagement
  - External: Customer engagement









# Plan for Maximum Impact: External

# THE EXTERNAL MESSAGE:

Add Value for Your Company

Participation in LA Pride has been successful for the past 6 years. In 2011, the NBCUniversal parade unit was one of the largest with 400+ employees, their families & friends promoting brands to 600,000 parade goers.

# Talent Integration Stars come face-to-face with Viewers



# Brand Impression Signage reinforces key onair messages



# Street Teaming Brand Ambassadors touch the Viewer



# Decorated Vehicles Eye catching "floats" draw

attention on the street











# Plan for Maximum Impact: External

- Align with Current Campaign or Marketing Messages
- Engage Social Media Team
- As You Plan Your Pride:
  - Consider consistency & scalability
  - How can you best maximize your budget
  - Manage expectations of stakeholders





# Workshop Part 1

Identify the needs.



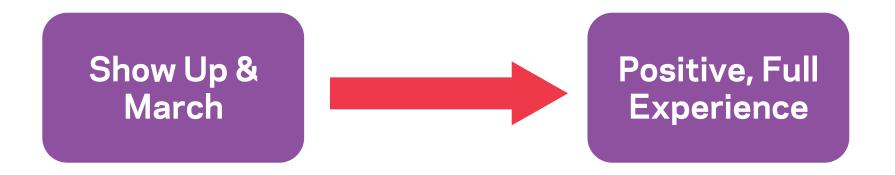






# Plan for Maximum Impact: Internal

**Internal Customer: Employees** 



Craft the Experience At Every Touch Point





# Crafting the Experience: Prior

#### OUT@NBCUniversal SoCal Pride Month Calendar



Pride Month Kickoff

#### YOUR INFO FOR SUNDAY, JUNE 8

Thank you for registering to join OUT@NBCUniversal at the LA PRIDE Parade, presented by NBC4 Southern California this Sunday, June 8th in West Hollywood at 10am!!



- 10am | BRUNCH @ Baby Blues BBQ 7953 Santa Monica Blvd, WeHo
- 11am | THE PARADE down Santa Monica Blvd to Robertson
- 2pm | POST PARTY @ ELEVEN 8811 Santa Monica Blvd. WeHo

In order to make the day most enjoyable, please:

- Remember to bring: Sunscreen, a hat, sunglasses, water, and comfortable walking
- Wear your Comcast NBCUniversal T-Shirt and wristband (provide at check-in) in the









# Crafting the Experience: Day-of















# Workshop Part 2

Thought starters for internal engagement & external engagement









# Case Study: Comcast

#### 2016 Pride

- ERG/Agency collaboration
- Helped bridge internal alignment and build volunteer base
- 4 "showcase" markets repeatable to 6 others to kickstart pride operation
- Planning structure committee, assigned roles, centralized management
- Post Event Deep Dive







# Case Study: Comcast

#### 2017 Pride

- Moved from 10 to 17 markets
- Better ERG engagement and input
- Centralized management to help consolidate; maintain consistency
- #XfinityLGBTQ:"Love is Love""Say Pride"



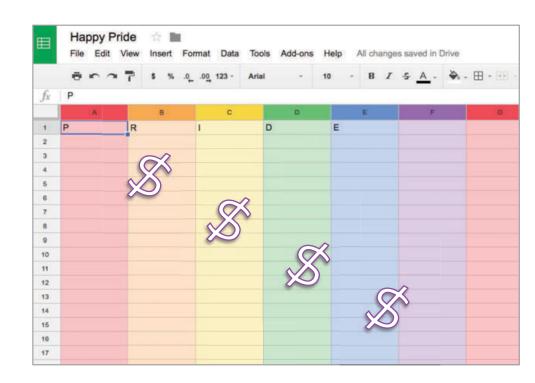




### **Comcast Pride Best Practices**

- Maximize the Budget
- Shopping around for your materials

 Planning and project management







# Case Study: NBCUniversal

- Partnering with Business Units
- Showcase Upcoming Content
  - T-shirts
  - Balloons
  - Signage
  - Giveaways
- Single Company Message to 12 Different Markets
  - Cost savings on merchandise orders















# Case Study: NBCUniversal

















# Case Study: NBCUniversal

# Pride Month Campaign "I Am Out..."

- Digital boards
- Customizeable buttons
- Video
- #prideNBCU

















# 2017 Los Angeles Pride Month

#### June 1

Pride Month Kickoffs "Milk" Free Screening

#### June 9

LGBT Night USH

#### June 12

The Beguiled Movie Premiere

#### **June 12-16**

**Business Clothing Drive** 

#### June 25

LGBT Family Picnic













#### **WHAT'S HOT:**

Bold, Easy to Read Logos



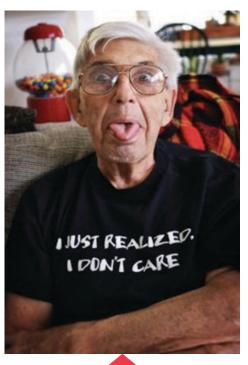






#### WHAT'S NOT: Random Shirts

- Everyone in your contingency should have the same look
- Allow for some personalization, but no competing messages













#### **WHAT'S HOT:**

Signs That Are Easy to Manage & Hold









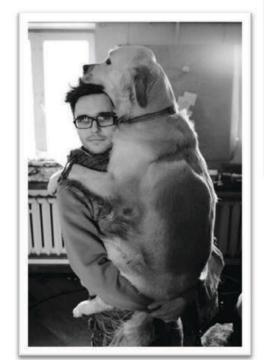


#### **WHAT'S NOT:**

Unwieldy Signs/Props

Splinters (wood handles)

Home-made signage











# WHAT'S HOT: The Crafted Consumer Experience

- Branded items that make sense
- "Choreographed" Contingency







#### **WHAT'S NOT:**

Anything That Has a Negative Brand Impact









#### WHAT'S HOT: Being Well Organized

- Craft the experience
  - Volunteers
  - Spectators



Master Parade Signage #1

Out

Out

**NEW 2016** 







#### **WHAT'S NOT:**

#### The Hot Mess

 Negative experience for volunteers







# And Finally...

#### **Managing It All**

- GAY JOB vs. Day Job It's a lot to do
- Planning Start Early
- Set expectations with your leadership make them understand the importance, reach, visibility of pride
- Get Help You can't do it all your self High "burn-out"





# Workshop Part 3

Best Practices:
Ways to maximize the
Pride experience
for your ERG, your brand,
your budget & the consumer.







Q & A





