Fidelity Card

Roger L. Brooks

Loyalty cards in the apparel industry in Germany and Spain: Is the implementation of a global marketing approach reasonable when operating both in a Southern and a Northern European country? Sarah-Mailin Janotta, 2014-02-01 Internationally operating apparel retailers are expanding throughout Europe (Noordhoff et al, 2004; Seock and Lin, 2011). To be able to cope with the fierce competition in the apparel retail industry, many retailers have implemented loyalty cards in order to keep current customers. Several retailers have opted for a global marketing strategy which includes implementing loyalty cards with the same features in several countries (e.g. Hunkemöller, Promod, Esprit). This research is a comparative analysis of young adults, aged between 18 and 30, from a Northern European country (Germany) and a Southern European country (Spain). The objective is to determine if there are significant differences in attitudinal and behavioural patterns, as well as in preferences regarding the features of loyalty cards in the consumers of the two countries, to find potential success factors for retailers. In the first place, international apparel retailers have to decide which marketing approach they intend to follow. This may be either a standardised, etic marketing approach, which aims to have one overall marketing strategy for all countries, or a nonstandardised, emic marketing approach, which aims to adapt the marketing strategy in every country to the local culture (Trommsdorff, 2009; Solomon et al, 2002). Research of consumer behaviour has shown that consumers are influenced by external stimuli (political, economic, social, technological) and consumer characteristics (cultural, social, personal) (Foscht and Swoboda, 2005; Kotler et al, 2009). Marketers have to be aware of these external influences in order to develop marketing strategies that appeal to the target market(s). By making use of the right marketing instruments, customer satisfaction and loyalty and, subsequently, long-term profitability can be established (Seock and Lin, 2011). Loyal customers have been shown to be more profitable to the company than continuously acquired new customers (Reichheld and Teal, 2001). In the literature, the distinction between attitudinal and behavioural loyalty is widely spread, and it will also be upheld in this research. One instrument often used in relationship marketing is the promotional tool of loyalty cards (Aßmann et al. 2008). There are different forms of loyalty cards, which differ in loyalty card type, in loyalty card functions and in target groups (Steffens, 2010). The image and efficacy of loyalty cards are highly controversial in the literature. Recent research [...]

United States Fidelity & Guaranty Company V. Amalgamated Trust & Savings Bank ,1984

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Customer Loyalty Program: Tourist Destination and Bonus Card System Timo Kühnle,2004-11-10 Bachelor Thesis from the year 2004 in the subject Tourism, grade: 1,0 (A), Stralsund University of Applied Sciences, 56 entries in the bibliography, language: English, abstract: The questions this thesis is trying to answer are * Can a bonus card system help to make the tourists loyal to a destination and turn one-time visitors into frequent repeaters? * What is the difference to the already existing tourist cards offered by many destinations already? * Can such a system be combined with the visitor's tax tourists have to pay in many resorts and help to improve its image and acceptance? * How can such a system be implemented? This thesis is one of the first essays about the combination bonus card and destination. Yet there is no specific literature existing about this subject and therefore also descriptions of other areas will be used and adapted. One of the basic objectives of this essay is, to give arguments for a tourist destination to convince possible partner companies to enter such a program and not to be afraid of the

investment, and to deliver a guide for the implementation of a destination bonus card system.

Customer Loyalty Program - Tourist Destination and Bonus Card System Timo Kühnle,2007 Bachelor Thesis from the year 2004 in the subject Tourism, grade: 1,0 (A), Stralsund University of Applied Sciences, 56 entries in the bibliography, language: English, abstract: The questions this thesis is trying to answer are * Can a bonus card system help to make the tourists loyal to a destination and turn one-time visitors into frequent repeaters? * What is the difference to the already existing tourist cards offered by many destinations already? * Can such a system be combined with the visitor's tax tourists have to pay in many resorts and help to improve its image and acceptance? * How can such a system be implemented? This thesis is one of the first essays about the combination bonus card and destination. Yet there is no specific literature existing about this subject and therefore also descriptions of other areas will be used and adapted. One of the basic objectives of this essay is, to give arguments for a tourist destination to convince possible partner companies to enter such a program and not to be afraid of the investment, and to deliver a guide for the implementation of a destination bonus card system.

Hubbell's Legal Directory for Lawyers and Businessmen ..., 1907

The Lawyers Directory ..., 1893

Hubbell's Legal Directory, 1916

The American Hatter ,1917

The Weekly Underwriter ,1926

The Handbook of Business Correspondence S. Roland Hall, 1923

Southern Pharmaceutical Journal, 1923

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Lockwood's Directory of the Paper and Stationary Trade ,1921

Audio ,1975

The Power of Loyalty Roger L. Brooks, 2010-06-16 Loyalty strategist Roger L. Brooks invites you to take part in the growing loyalty movement and shows you how to build a successful loyalty strategy following 10 essential steps Brooks covers the best practices and proven techniques from more than 12 customer loyalty leaders including Chase, JetBlue, Verizon, Subway, Starbucks, Nordstrom, Wegman's, T.G.I. Friday's, CVS/pharmacy, Bank of Montreal, Saks Fifth Avenue and Men's Wearhouse. He provides a comprehensive 6-point initial launch plan plus strategy essentials including employee and company introductions to loyalty. In addition, you'll learn how to incorporate loyalty initiatives into your marketing plans and budgets and identify WOW factors to set your business apart from your competitors.

R.L. Polk & Co.'s Indianapolis City Directory for ...,1916

The Loyalty Leap Bryan Pearson,2012-05-10 Collecting data is easy for marketers. Figuring out what to do with it is hard. Technology has made it almost routine for companies to know exactly when, where, and how their customers shop, both online and off. As soon as someone pulls out a credit card—or even better, a membership rewards card—the data floodgates open. United Airlines knows if you think it's worth \$25 to check a suitcase. Verizon knows how often you call your mom. Hilton knows if you prefer a higher floor and a room away from the elevator. But after gathering and crunching all this customer data most companies have little or no idea how to use it. They either let it go to waste or abuse it with ill-considered, irrelevant, or even creepy marketing pitches. There's a much better option, as Bryan Pearson has discovered after twenty years of studying the hidden patterns of consumer behavior. It really is possible to turn customer information

into customer intimacy—systematically, efficiently, and without invading anyone's privacy. And intimacy is the key to long-term loyalty, growth, and profits. As Pearson writes: Customers can only be acquired, churned, and reactivated so many times before they tire of your brand. There is a proven marketing equation in which customers willingly share information with you in the expectation of being better served and valued during future transactions. Capitalizing on that equation is our business responsibility. The Loyalty Leap will give you the tools to persuade customers to share more information in their own best interests. And it will help you make sense of all that data to build strong customer relationships. It also shares compelling examples, including: How Shell increased sales while reducing its network of gas stations by giving its best customers incentives to buy from another location. How GameStop offers its PowerUp Rewards members access to such events as the Comic-Con convention. How McDonald's in Finland used location-based marketing to send special offers to customers near one of its locations, with a 40 percent response rate. How Caesars Entertainment uses data from its 40 million Total Rewards members to draw complete customer profiles, resulting in increased visits. Pearson believes this is one of the most exciting times in the history of marketing, and that loyalty marketing will be increasingly essential for years to come. His book will take you behind the curtain to show how the best companies are doing it.

International Cable Directory of the World, in Conjunction with Western Union Telegraphic Code System ,1916

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