

# Core **ABCDs** summary



Great ads start with the core ABCD principles:

# A

## Attention

Hook and sustain attention with an immersive story.

**Jump in:** Get to the heart of the story faster, and use engaging pacing and tight framing to draw viewers in.

**Support the story with audio and supers:** Reinforce your message with audio and text. Avoid competing elements.

**Keep visuals bright and high-contrast:** Ensure visuals are optimized for all devices.



# B

## Branding

Brand early, richly, and often.

**Show up early and throughout:** Introduce your brand or product from the start and maintain that presence.

**Reinforce with audio:** Audio brand mentions supercharge onscreen brand visuals' performance (see and say).

**Draw on all your branding assets:** Use a wide palette of branding elements to fit your message and objective.



# C

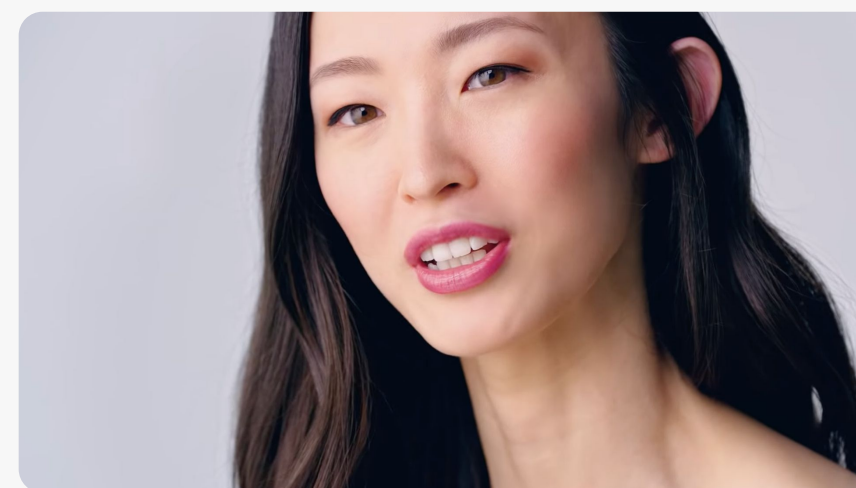
## Connection

Help people think or feel something.

**Humanize the story:** Featuring people can help you tell a better product story and relate to your consumer.

**Focus the message:** Avoid doing too much in your ad. Keep messaging and language focused and simple.

**Engage:** Lean into emotional levers and storytelling techniques such as humor, surprise, and intrigue.



# D

## Direction

Ask them to take action.

**Include a CTA:** Be intentional and add a CTA driving a specific objective. Say what you'd like viewers to do.

**Supercharge CTAs with audio:** Reinforce your onscreen CTA with voice-over to ensure the next step is clear.

