



2019 entry kit

SHOPPER MARKETING EFFIES



effieAWARDS
UNITED STATES

welcome

This year's program marks a significant milestone for the Effies. Launched in 1968 in New York, the Effie Awards has been bringing our industry together to recognize, celebrate and learn from the most effective marketing communications for 50 years – and now runs 50+ programs around the world.

Effie's anniversary gives us an opportunity to reflect on the effective work that has shaped our industry over the last half century, and to also look ahead and explore what we can be doing now to evolve our craft and create better, more effective businesses and marketers over the next 50 years.

The first step in understanding what marketing effectiveness looks like today is opening our Call for Entries.

It is my pleasure to invite you to participate in the 2019 Shopper Marketing Effie Awards United States competition.



Traci Alford
President & CEO
Effie Worldwide

COMPETITION UPDATES

National Programs

In an effort to embed Effie more deeply at a local level, we've launched two national programs, Effie Awards United States and Effie Awards Canada, in place of the North American Effies. If you would like to submit work that ran in Canada, please visit effie.org/canada to find entry materials for this year's competition.

Special Recognitions

In addition to this year's entry categories, your winning work will also be considered for four new special recognitions. These recognitions will honor those cases that the Effie Jury selects as outstanding examples in the following areas:

-  Best Use of Behavioral Science
-  Innovation & Excellence in Marketing Measurement
-  Sustainable Development Goal #5: Gender Equality
-  Sustainable Development Goal #12: Responsible Consumption and Production

New Categories

-  E-Commerce
-  Digital Media Solutions

HELPFUL RESOURCES

I encourage you to visit effie.org to find advice from past juries, entry webinars and sample case studies. As a longer-term resource, sign up to receive an Insight Guide. Each Insight Guide provides direct feedback from the judges who scored your entry, as well as an outline of the strongest and weakest scoring sections of your case. Having greater context around judge scores and feedback is a valuable resource for future case study preparation. You can find out more about the Insight Guide on page 9.

I look forward to seeing many of you at our events throughout the judging season and at our 50th Awards Gala in May 2019. Stay tuned for news about some exciting programs we're working on in honor of our anniversary.

All the best in this year's competition. Please do not hesitate to contact me or any member of the Effie team with questions. We are here to help.

Kind regards,

special recognitions

In honor of Effie's 50th anniversary of celebrating **ideas that work**, this year's Effie United States winners will have an opportunity to be considered for four special honors. The honors will recognize winning Effie cases that are excelling in four key areas, in order to encourage further learning around **innovation and effectiveness in marketing measurement, behavioral science** and **purposeful marketing**, and to support the **UN's Sustainable Development Goals**.





The four special recognitions are:

1. **Innovation & Excellence in Marketing Measurement:** To honor smart new ways of measuring effectiveness, this recognition will go to the 2019 winning Effie case best demonstrating new methodologies and practices in effectiveness and the best/smartest ways to measure.
2. **Best Use of Behavioral Science:** This recognition will go to the 2019 winning Effie case demonstrating the best use of behavioral science to effectively engage their audience.
3. **Sustainable Development Goal Recognition – SDG#5 – Gender Diversity:** For the 2019 winning Effie case deemed most effective in creating a positive impact for the goal of gender diversity.
4. **Sustainable Development Goal Recognition – SDG#12 – Responsible Consumption & Production:** For the 2019 winning Effie case deemed most effective in creating a positive impact for the goal of responsible consumption and production.

The four special recognitions will be judged from among 2019 Effie winning cases.

Entrants can have their case nominated for consideration via two methods:

-  At time of entry, entrants can nominate their effort for consideration for one or more of the special recognitions in the online entry system.
-  At time of final round judging, Final Round Judges can also nominate cases for consideration for one or more of the special recognitions.

2019 Effie winning cases under consideration (from nomination by entrants and judges) will be asked to supply additional information for consideration by a special jury in spring 2019. No additional fees are required.

The special honors will be announced at the 2019 Effie Awards United States Gala.

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entry basics

deadlines & fees

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ENTRY DEADLINES & FEES

| ENTRY DEADLINE | DATE | ENTRY FEE |
|-----------------|-------------------|-----------|
| First Deadline | October 11, 2018 | \$ 975 |
| Second Deadline | October 18, 2018 | \$ 1,425 |
| Third Deadline | November 1, 2018 | \$ 2,195 |
| Final Deadline | November 8, 2018 | \$ 2,595 |
| Extension | November 15, 2018 | \$2,895 |

Non-Profit Submissions: Entries for non-profit organizations will receive a 50% discount on entry fees. This discount will automatically be applied when you select that you are entering work for a non-profit brand.

Entry fees are locked in based on the date an entry is submitted. All materials required to complete an entry must be submitted by the indicated deadline in order to receive the associated rate.

NEW ENTRANT DISCOUNT

If your company has not submitted work in 2016, 2017, or 2018 competitions as the lead/entering company, your company is eligible for a \$200 discount on all entries you submit. New Entrant Discount requests should be made prior to submitting your entry. New Entrant Discounts cannot be requested after December 14, 2018.

To obtain the New Entrant Discount Promo Code, please email your agency name & location to payments@effie.org with the subject line: **NEW ENTRANT DISCOUNT**.

INSIGHT GUIDES

Insight Guides provide feedback from the judges who scored your submission.

Insight Guides are provided a \$100 discount when purchased at time of entry.

Through November 15th: \$250 per entry
Post-Entry Season: \$350 per entry

More information on fees, discounts, and withdrawing entries can be found in "payment guidelines".

entry basics

eligibility & rules

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All shopper marketing efforts that ran in the United States at any point between September 1, 2017 and August 31, 2018* are eligible to enter.

- Any and all shopper marketing cases, whether **full campaigns or unique efforts within a campaign** are eligible to enter. You may submit any one or any multiple combination of mediums – any examples of work that demonstrate how you tackled your objectives. You must detail the “why” behind the strategy and provide proof that your work achieved significant results.
- Do not include results after August 31, 2018*.** This will result in disqualification.
- Data presented must be isolated to the **United States**.
- Your work must have made an impact during the eligibility period and the results you provide must be within this time frame. **Elements of the work may have been introduced earlier and may have continued after**, but your case must be based on data relative to the qualifying time. Judges will evaluate success achieved during the eligibility time period.
 - It is important to include context, data and results prior to the eligibility period. This enables judges to better understand the significance of your objectives and results. Keep in mind that not all judges are knowledgeable of the nuances of your brand’s industry.
- Effie Worldwide does not accept test efforts into the Effie Awards competition.
- A single effort cannot be submitted as different entries in the same category by different organizations. Teams must collaborate on a single entry. Different teams may take the lead on entering the same work in different categories.
- The Effie Awards reserves the right to re-categorize entries, split/redefine categories and/or refuse entry at any time.

SPECIAL CIRCUMSTANCES

- If your effort **LAUNCHED August 12-31, 2017**, or **CONCLUDED September 1-23, 2018**, you may include data and creative work from those time periods.
- Seasonal/Event:** This category follows an eligibility time period of: September 1, 2017 – September 30, 2018. Entries in this category cannot include results after September 30, 2018.
 - If you will include results from September 2018, you are eligible for a later deadline schedule – please email shopper@effie.org to confirm eligibility.
- Sustained Success:** At a minimum, entries in the Sustained Success category must include results that date back to August 31, 2015. Results must be provided through the current competition year. Refer to the **Sustained Success category definition & entry form** for further information.

entry basics

eligibility & rules

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RE-ENTERING PAST WINNING WORK

If your work continued running in this year's eligibility window and you have results from this eligibility window, you may re-enter past winning efforts within the following requirements:

- 🏆 **2018 Gold Effie winners** can re-enter a category in which they did not win Gold. 2017 and earlier Gold Effie Winners can re-enter any category.
- 🏆 **Past Silver and Bronze Effie winners** can re-enter any category.
- 🏆 **Past Gold Sustained Success winners** can re-enter the Sustained Success category after 3 years.
- 🏆 **2018 David vs. Goliath winning brands** (Gold/Silver/Bronze) are not eligible to enter the Challenger Brands Solutions (previously David vs. Goliath) category this year. This year, David vs. Goliath winners from 2017 and earlier can re-enter this category.

ENTERING MULTIPLE CATEGORIES

You may enter an effort into **a maximum of 2 categories**. You will need to submit a separate entry and pay separate entry fees for each category submission for an effort.

Each entry should be customized to speak to the specifics of each entered category. Judges frequently express frustration when an entry clearly wasn't tailored for the category they are reviewing.

The Effie Awards reserves the right to re-categorize entries, split/redefine categories and/or refuse entry any at any time.

entry basics

payment guidelines

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Entry fees are locked based on the date of submission – when all parts of the entry are complete and the entrant clicks 'Submit' in the online Entry Portal. Entrants cannot submit an incomplete entry.

Deadlines (and their associated fees) do not “close” until 6:00 AM EST on the morning following the date listed.

ACCEPTED PAYMENT METHODS

Entrants may pay for their entries via **credit card** (AMEX, Mastercard, or Visa), **check**, or **wire transfer**.

When submitting, if you do not wish to pay immediately via credit card, you will select “Generative Invoice & Submit.” This will allow you to download an invoice for check or EFT payment. You should also use this method if you plan to return to the entry portal at a later time to pay via credit card.

When paying via check, please include a copy of your invoice and mail to:

Effie Worldwide
Attn: Entries – Shopper Marketing Effies
148 Madison Avenue
4th Floor
New York, NY 10016

If paying via wire transfer, please ensure the **Invoice Number** is referenced in the wire notes and **email notifications** are sent to payments@effie.org and douglas@effie.org.

All payments must be received by December 14, 2018.

DISCOUNTS

If you are eligible for a discount, **please do not submit your entry until you have obtained your promo code** from an Effie team member. You will not be penalized with a late fee if you are waiting for your promo code.

REFUNDS & WITHDRAWING AN ENTRY

Entries are non-refundable after submission. If you need to withdraw your entry, please email shopper@effie.org with a written request to withdraw the submission.

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resources

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EFFECTIVE ENTRY GUIDE

Review the most common feedback judges give entrants. The guide breaks down each of the four scoring sections to show what the judges are looking for. It also provides general tips on writing a clear and effective entry.

Find this resource [here](#).

CASE STUDY SAMPLES

Review sample case studies from recent winners [here](#).

Additional case studies can be reviewed through the subscription-based **Case Study Database**. For any questions on the database & subscriptions, please contact subscriptions@effie.org.

INSIGHT GUIDE

The Effie Insight Guide is a report that gives entrants feedback directly from the judges who reviewed their case. Some of the benefits of purchasing an Insight Guide include:

- Understand why your case did or did not achieve finalist or winner status.
- Improve your future entries. Whether the case is a winner or not, there are lessons to be learned from the feedback the judges provide.
- Develop your marketing communications strategy and technique. Judges provide constructive criticism of your strategy, creative, and metrics, so you can take these tips and apply them to future work.

If purchased during the entry period, the price is \$250/case. If purchased after the entry period, the price will increase to \$350/case. The Insight Guide will be electronically distributed to the lead agency contact person, as listed on the credits page, in summer 2019.

Review a **sample Insight Guide** [here](#). If you have any questions about the Insight Guide or would like to purchase the Insight Guide for a prior entry, please contact Shehzeen Saied (shehzeen@effie.org).

entry form & requirements

overview

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Entries are submitted online in the Entry Portal at <https://effie-shopper.acclaimworks.com>.

Download the Entry Form Guide & Template [here](#).

Entrants can use the Entry Form Guide & Template to draft their responses and collaborate with team members, partner agencies, and clients. In the Entry Portal, entrants will need to copy their answers to each question of the entry form into the corresponding question.

The written entry tells the story of the effort from beginning to end. Each part of the submission should work together and tell a story. When writing your entry form, be sure to review the resources outlined on the prior page. Judges may not know about category norms or nuances within your brand's industry, so it is critical to provide context throughout the written case.

WRITTEN ENTRY FORM

SCORING SECTION 1: CHALLENGE, CONTEXT & OBJECTIVES (23.3% of score)

In this section, judges evaluate whether they have the necessary context about your industry category, competitors, and brand to understand your entry and the degree of challenge represented by your objectives. Judges will assess the case for both suitability and ambition within the framework of the challenge. Weight will be given to the degree of difficulty and whether the entrant has provided the context to evaluate the case's effectiveness in this section.

SCORING SECTION 2: INSIGHTS & STRATEGIC IDEA (23.3% of score)

This section prompts you to explain your strategic process and thinking to the judges. Your idea should be borne from these unique insights.

SCORING SECTION 3: BRINGING THE IDEA TO LIFE (23.3% of score)

This section relates to how and where you brought your idea to life along the path to purchase – including your creative, communications and media strategies and the creative work itself. Judges are looking to understand why you chose specific media channels and how they relate to your strategy and shopper.

SCORING SECTION 4: RESULTS (30% of score)

This section relates to your results. Be sure to provide context (category/prior year) and explain the significance of your results as it relates to your brand's business. Tie results back to the objectives outlined in Section 1.

OTHER ENTRY REQUIREMENTS

In addition to the materials for judging, you are required to submit publicity materials, company & individual credits, and additional data points for research/database purposes. You can see a full outline of these additional items [here](#).

The following pages outline additional information & requirements that will be helpful to review when preparing your submission.

entry form & requirements

top tips

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TOP ENTRY TIPS FROM JUDGES

1. "Start with the executive summary before you try to write individual sections. Get your overall story really strong, crisp, clear, and inspiring. Don't try to write the rest of the entry until you've done that. Keep that summary in front of you and take anyone contributing to a section of the entry through it and make sure they're as clear as you are about the overall story!"
2. "**Concise entries stand out.** They are not only refreshing – they encourage high marks. Remember that The Effies are about effective communication. Entries that are long on words and light on substance or impact will leave a juror with the impression that the campaign was, too."
3. "Make sure the case tells a full story that is connected throughout, rather than a bunch of individual answers to questions. Your objectives should prove you overcame the challenge, and be specific and measurable. Your results should tie directly back to the stated objectives. Overall, the case should be clear and concise."
4. "**Clearly tie results back to your initial objectives.** When the results presented felt vague or disconnected from the case objectives, I found myself assuming that this was due to an absence of truly convincing positive metrics to be shared."
5. "The entrants who build their cases from a place of **honesty, authenticity, and simplicity** vs. marketing jargon were really the strongest. I'd recommend that all entrants have someone who doesn't work in marketing read their entry to see if they can understand it. If they can, then it's probably good."
6. "My biggest issue was that the creative reels seemed to gloss over the creative rather than showcasing it. Don't give me a video version of an over dramatized case. Showcase the creative and tell a rich, compelling story via your writing."
7. "Tie together the story of **how your work drove the results** - the best cases did this seamlessly, the worst cases just threw the results out there as somehow a self-evident proof of the value of the work without explaining why or how."
8. "Provide benchmarks, provide rationale for goals, and illustrate how the work presented drove the results."
9. "More charts and graphs vs. words. It's easier to see results visually than in a narrative form."
10. "Check for grammar, typos, math, and inconsistencies."

For more tips and detailed guidance on each of the four scoring sections, review the Effective Entry Guide.

entry form & requirements

reasons for disqualification

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The following will result in disqualification and entry fees will be forfeited:

- **Failing to adhere to the Effie Eligibility rules.** Data presented must be isolated to the United States, and the Effie eligibility period is **9/1/17-8/31/18***. **No results after 8/31/18 may be included.** Data prior to the eligibility period may be included for context. See the **Eligibility** section for further details.
- **Entry does not meet category definition requirements.** Entries are judged based on effectiveness within the entered category.
- **Agency names/logos** published in the entry form or in the creative materials. Effie is an agency-blind competition; no agency names should be included in the materials that judges will review (entry form, media addendum, creative reel, creative images). **Do not include any agency names in your sources - this includes agency names other than your own.** The source of data should be referenced as "Agency Research," "PR Agency Research," "Media Agency Research," etc.
- **Data not sourced.** All data, claims, facts, etc. presented anywhere in the entry form must reference a specific, verifiable source. Sources must be as specific as possible in documenting all evidence, while not citing specific agency names. Provide source of data, type of research, and the time period covered. The Entry Portal is set up to encourage sourcing via footnotes. **Refer to the "sourcing data" page for more information.**
- **Including screen grabs or other images of your creative elements in your written entry form.** Entrants may not include any images of creative work, screengrabs of social media or other websites, or any other pictorial elements in the written entry. An images of creative work must be provided as part of the Creative Examples for Judging. Charts/graphs are allowed to be included in the written case.
- **Directing Judges to External Websites.** Entrants are judged solely on the materials presented in their written entry and creative examples (creative reel + images). Entrants are not permitted to direct judges to websites for further information or for further examples of work.
- **Missing Translation.** All entries with non-English creative materials must include a translation page at the end of your entry form or via subtitles within the creative materials.
- **Violating Creative Example (Reel, Images) Rules.** Entrants must follow all creative reel rules as outlined in the entry kit. This includes, but is not limited to: competitor logos/creative work and results may not be included in the creative examples; time limits must be followed. See full rules, including guidelines on editing and content, in the **Creative Requirements** section of the entry kit.

entry form & requirements

sourcing data

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All data, claims, facts, etc. included anywhere in the entry form must include a specific, verifiable source. Entries that do not source data will be disqualified.

In the entry portal, the entry form has a SOURCING box provided at the bottom of each scoring section for all references/footnotes. This allows entrants to provide sourcing affecting word limit restrictions.

1. When submitting your responses to questions 1-4, you must provide a source for all data and facts. At the end of a sentence that requires a source, use the SUPERScript feature to number your sources.
2. In the Sourcing box, numerically list your citations.

SUGGESTED SOURCING LAYOUT

Source of Data/Research, Research/Data Type, Dates Covered.

ADDITIONAL GUIDANCE

- Because of Effie's specific eligibility time period, entrants are required to **include the dates covered for all results data** presented in your case.
- Judges are not permitted to visit external websites.** If citing a website, please list out the website name, article name (if applicable), and any other relevant citation information, so that the judges know the source without clicking on the link.
- All data must be included in your response to questions 1-4. Entrants may not add additional information or explanation in the sourcing section. The sourcing sections may only be used to provide citation.
- Use the specific name of the company to reference a source except when the source is an agency** (ad, media, or other). Because Effie is an **agency-blind competition** we require agency research to be referenced via the term "Agency Research." This applies to all agencies, **not limited to the entering agency**. For increased specificity, entrants are encouraged to list type of agency when applicable, such as: PR Agency Research, Media Agency Research, Third Party Agency Research, etc. As with all other sourcing, include any other relevant citation information (type of research/data, dates covered, etc.).
 - Research Companies should be cited by name.
- Judges encourage third-party data when available.
- The Effie Awards reserves the right to check all sources provided for accuracy.



effie reminder: When citing data, do not list any agency names. Data provided anywhere in the entry form must be sourced.

entry form & requirements

creative reel

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PURPOSE OF THE CREATIVE REEL: TO PROVIDE JUDGES WITH EXAMPLES OF THE CREATIVE WORK THAT YOUR AUDIENCE EXPERIENCED.

Your creative work is scored as part of **Scoring Section 3: Bringing the Idea to Life**, which also includes your written response to Question 3 and the data presented in the Media Addendum. This section accounts for 23.3% of the total score.

CONTENT

- 👉 **At minimum, 70% of the reel must be examples of creative work the audience experienced.**
- 👉 **Label each creative example by type of media (TV spot, Radio spot, etc.).**
- 👉 **No results (of any kind) may be included.**
- 👉 **3-minute maximum**

The creative reel should showcase the creative that brought the big idea to life. **Judges are often frustrated when reels do not show enough examples of the creative work and too much time is spent re-telling the story told in the written case study.**

Judges are required to read the written case before viewing the creative reel, so it is not necessary to repeat your written case. Any set-up or explanation may not interfere with the judge's ability to review sufficient examples of your creative work. Creative and communication elements submitted must directly relate to your Strategic Objectives and Results outlined in the written form, and must have run in the marketplace.

"The creative reel should showcase all of the work that I've just read about and want to see. I'd rather clearly see the different executions over hearing setup."

You do not need to feature all items selected in the communications touchpoints checklist, only those integral to the case's success that are explained in your written case. Points will be deducted if the importance of print ads, for example, is mentioned in the written case, but not demonstrated in the reel. Alternatively, creative elements that are shown in the reel, but not outlined in the written case are cause for down scoring. The creative reel should complement your response to Question 3.

Because the judges read the written case first and the focus of the reel is on the creative work, no results – hard or soft – may be included in the creative reel. Judges are aware that results are not allowed in the reel and express frustration when entrants submit reels with statements that reference results.

New for 2019: The time limit for creative reels is now 3 minutes. Reels are not required to be a full 3 minutes. Entrants must showcase at least one complete example of each integral communications touchpoint – additional examples are encouraged where helpful to judges in evaluating the creative work.

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DO NOT INCLUDE

- Results of any kind – including numbers of social media likes, followers, etc.*
- Competitive work or logos
- Agency names, logos or images
- Any stock music/images that will cause confusion for judges with how your work ran in the marketplace. Any stock music/images that did not run in the original creative that you do not have the rights to include.
- Editing effects that cause confusion with how the work ran in the marketplace, e.g. music or voiceover added on top of TV spots.

MUST INCLUDE

- At least one complete example of each of the integral communications touchpoints mentioned in the written case (question 3)* - includes any type of work (print, radio, web, OOH, TV, etc.)
- If time allows, additional examples of specific creative materials
- Translation for non-English work

* You may edit down video clips longer than 60 seconds when it is necessary to do so in order to show other examples of your work. However, you should showcase as much of the example as you can to give judges a clear understanding of what your audience experienced.

Any video elements 60 seconds or shorter must be shown in full.

STOCK IMAGES & MUSIC THAT DID NOT RUN IN YOUR CREATIVE WORK

Do not add music/stock images that did not run in your original creative work to your reel unless you secure the rights to include those supplemental materials.

Effie Worldwide is a 501(c)(3) non-profit educational organization that shows the work for educational purposes of honoring effective marketing communications ideas and the successful teams (client and agency) creating them. In regards rights/licensing for talent/music that ran as part of the original creative work, we recommend that entrants talk to their company when entering about the policy for entering award shows – most award shows have the same requirements as Effie does, and this can help resolve any questions. As long as elements featured on the reel are the work for the campaign/effort you are entering, you should not run into an issue with rights/licensing.

SUSTAINED SUCCESS SUBMISSIONS

- 4-minute maximum
- Feature work that ran in the **initial year** (initial year is either A) year case started or B) more than 3 years ago; before 8/31/15), **at least 1 interim years**, and the **most current year** (9/1/17 – 8/31/18) of the case.
- Clearly mark the **year the work ran** in the marketplace **before (or as) the work is shown** on the reel.

entry form & requirements

technical

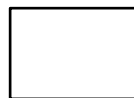
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GUIDELINES

- 👉 Do not include any agency names in the file name.
- 👉 Add subtitles or include written translation (via translation text box in the Entry Portal) for all non-English creative materials.
- 👉 Bear in mind that judges will see your .mp4 uploaded file on a laptop in Round One and on a central screen of at least 50" x 30" in the Final Round.

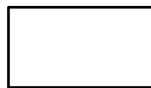
SPECS

- 👉 1 creative reel file per entry
- 👉 3-minute maximum
 - **Note:** Sustained Success cases may be up to 4 minutes in length. Review the **Sustained Success section** for additional creative reel requirements.
- 👉 250 MB maximum file size
- 👉 .mp4 format
- 👉 Resolution



4:3

640 x 480



16:9

1280x 720



Letterbox

640 x 480

- 👉 Finalists whose videos will not meet the requirements for use at the gala may be asked to mail a NTSC video DVD full resolution video dub – full screen DV (720 x 480) 44K or 48K audio.

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images

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IMAGES OF THE CREATIVE WORK FOR JUDGES (2 required, 6 max.)

After the judges read your case and watch the creative reel, they review images of your creative work. Images uploaded should complement your reel and help the judges better evaluate creative elements that ran in front of your audience.

It can be helpful to provide images of work best seen as a still image (e.g. website, print ad, direct mail piece, etc.). Or, you may wish to upload work that you want judges to get another look at after watching the reel.


- 👉 This is an opportunity to showcase your creative work:
 - Highlight elements that are better seen as a still image vs. video format
 - Draw further attention to key creative elements you wish to highlight
- 👉 Shopper Marketing Effie Judges encourage using real photos from in-store activations vs. renderings whenever possible.
- 👉 Upload 2-6 (2 required) examples of the creative work.
- 👉 **Technical Requirements:** .jpg format, high-res. 15 MB max.
 - Do not include agency names or logos on any creative materials submitted for judging.
- 👉 One of the top complaints from 2018 judges was that entrants were not maximizing the opportunity to showcase the work in these images.

entry form & requirements

publicity materials

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IMAGES FOR PUBLICITY

 **Primary Publicity Image.** This should be an image of the creative work that best represents your case. This image will be the primary image of the work for publicity and promotional purposes if the case is a finalist or winner. This includes usage in print and digital editions of the Effie Awards Journal, press/publicity materials, etc. This image may also be used in the Case Study Database. Because the case image will be printed, please upload high-res images.


- **Technical Requirements:** .jpg, high-res for printing, CMYK format, 100% of size. 15 MB max.

 **Company Logos.** Company logos are required for all lead agencies and clients credited on the case.

- **Technical Requirements:** .eps or .ai format. 2 logos required. 3-4 logos if an additional lead agency or second client is credited.

 **Team Photos.** Upload team photos of the lead agency and client team. You may upload a maximum of one photo per lead agency and client. You may only submit a third or fourth team photo only if you have a second lead agency or client. These images will be shown on screen at the Awards Gala and online by Effie Worldwide to promote your win. If you are unable to assemble your team for a team photo at time of entry, you will be able to provide an image once you learn your case is a winner. See past winning team photos [here](#).

- **Technical Requirements:** 300 dpi .jpg or .jpeg, 1000 pixels minimum wide or tall. 15 MB max.
- If you do not have a team photo to submit at time of entry, please make a note to yourself to submit a team photo by **March 15, 2019** if your submission is a winner. You are not required to upload an image at time of entry.

 **Creative Examples from Judging.** The Creative Work provided for judging (Creative Reel, Images of Creative) will also be used for publicity purposes.

entry form & requirements

credits

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Effie recognizes the effective teamwork needed to create an effective case. You are required to credit all creative and strategic partners who contributed to the effort. Think carefully about your partners – clients; agencies of all types including full service, media, digital, promo, PR, events, media owners; etc.

COMPANY CREDITS

Space has been provided in the Entry Portal to credit a maximum of two lead agencies (1 required), two clients (1 required), and four contributing agencies (none required).

- You may credit a second Lead Agency and they will be given equal recognition by Effie Worldwide. In order to be considered a second lead agency, you must certify that the work done by each agency was of equal weighting and each agency deserves equal recognition. Second Lead Agencies must be designated at time of entry – **you may not add or remove second lead agencies after the entry period.**
- If you are an advertiser submitting in-house work, please list your company as both the Lead Agency & Client. You may also credit any contributing companies who assisted with the effort.
- Please confirm the spelling and formatting of other company names to ensure they will receive proper credit in the Effie Index and in all forms of publicity if your effort is a finalist or winner.

INDIVIDUAL CREDITS

Primary Individual Credits (10 max.): Entrants may credit up to ten individuals from any of the credited companies who were integral to the success of the case. Individuals will be listed in the **Effie Awards Journal** and the **Case Study Database**.

NEW FOR 2019: Secondary Individual Credits (10 max.): Entrants may credit up to ten additional individuals from any of the credited companies and these individuals will receive recognition in the **Case Study Database**. Due to space restrictions, they will not appear in the **Effie Awards Journal**.

CREDIT AMENDMENT POLICY

- **Effie's policy is that those recognized on the work at time of entry deserve recognition at time of win. At no time will Effie permit individual or company credits to be removed or replaced.**
- **Client & Lead Agency** credits are final at the time of entry and cannot be removed or added after the entry is submitted.
- Credits must be thoroughly reviewed at time of entry by senior account leadership. All credits must be signed off by senior leadership on the "Authorization & Verification Form," downloaded in the Entry Portal after credits have been added to the entry.
- Additional contributing company credits and individual credits can be added after time of entry only if the entry did not already credit the maximum number of contributing companies and individuals permitted. Credit additions and amendments require a **\$350 fee** per change and are not guaranteed. **No credit edits/additions are permitted after March 1, 2019.**

All credit requests will be reviewed and accepted at the discretion of Effie Worldwide and are not guaranteed.

entry form & requirements

entry contacts

entry basics / entry form & reqs. / publication & confidentiality / judging / categories / contact

Effie collects contact information at each credited company. All contacts, except the CEO/Top Marketing Executive Contacts, may be added to Effie's mailing lists, which can be unsubscribed from at any time. Contacts may be considered for an Effie jury. Individuals may be contacted about the submission at any time – the below explanations are examples of the most common reasons for contacting an individual; however, this is not an exclusive list.

These contacts will not be listed publicly. Only those listed in the Individual Credits will be public if the case is a finalist or winner.

ENTRANT

The Entrant Contact is the person whose account the entry is submitted under. The entrant contact is the primary contact for all entry notifications: submission confirmation, payment, revision requests/DQ issues, finalist & winner notifications, insight guides, etc. If you need to transfer an entry to a different person, please email shopper@effie.org.

LEAD AGENCY

LEAD AGENCY MAIN CONTACT

This contact will be sent a congratulatory note, along with key information about celebrating their success, if the case is a winner. This is a secondary contact on the entry - if Effie cannot reach the entrant, Effie will reach out to this contact.

LEAD AGENCY PUBLIC RELATIONS CONTACT

This contact will be sent a congratulatory note, along with key information about celebrating their success, if the case is a winner. They may also be contacted regarding any PR/publicity opportunities for the agency or if Effie cannot reach the Entrant/Lead Agency Main Contact.

LEAD AGENCY CEO

This contact will be sent a congratulatory note if the case is a winner.

CLIENT COMPANY

CLIENT MAIN CONTACT

This contact will be sent a congratulatory note, along with key information about celebrating their success, if the case is a winner. Effie may also reach out to this contact if there are any questions regarding their company, the provided credits, or other entry issues that require client involvement. If Effie cannot reach the entrant or Lead Agency contacts, Effie may reach out to this person.

CLIENT CEO/TOP MARKETING EXECUTIVE

This contact will be sent a congratulatory note if the case is a winner.

CONTRIBUTING COMPANY CONTACTS

CONTRIBUTING COMPANY MAIN CONTACT

This contact will be sent a congratulatory note, along with key information on celebrating their success, if the case is a winner. Effie may also reach out to this contact if there are any questions regarding their company.

entry form & requirements

credits & the effie index

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THE EFFIE INDEX

The Effie Index (effieindex.com), the global ranking of marketing effectiveness, uses the credits submitted at time of entry to tabulate the yearly rankings. Rankings include: Marketers, Brand, Agency, Independent Agency, Network and Holding Company. Below is some guidance on how the credits lead into the rankings.

- If your case becomes a 2019 Effie finalist or winner, the submitted credits will be used to tally the Effie Index results. Because different point values are given to lead and contributing companies, it is critical that all brands and companies are properly credited at time of entry.
- We request that all entrants communicate with their own corporate/communications office and the offices of their credited partner companies and/or PR departments to ensure all client and agency company names are credited correctly. This information should be communicated to contributing companies as well. Review [the 2018 NA Rankings](#) to see how your company office was listed last year.

AGENCY RANKINGS

- Agency office rankings are compiled using the Agency Name, city and state as listed on the Credits Tab of the Entry Portal. Whether or not the city/state is included in the "Agency Name" field, the Index rankings will be based off of the location of the office using the city/state fields. Effie encourages consistency year-to-year.
- Be sure to guide all teams entering in the competition within your office to list the company name in a consistent manner – this includes consistent capitalization, spacing, punctuation, abbreviations, etc. This will ensure all finalist/winning cases from your office location can easily be tabulated together.

AGENCY NETWORK & HOLDING COMPANY RANKINGS

- Agency networks and holding companies are selected via a drop down in the Entry Portal.
- The way the agency name is entered in that field does not affect the Agency Network or Holding Company rankings, though it will be reviewed for accuracy.

publication & confidentiality

publication

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Effie Worldwide is a 501(c)(3) non-profit organization that stands for effectiveness in marketing communications, spotlighting marketing ideas that work and encouraging thoughtful dialogue about the drivers of marketing effectiveness. In order to help fulfill this mission and provide learning to the industry, Effie relies on entrants' willingness to share their finalist and winning case studies with the industry.

By providing permission to publish your written case, you are:

1. **Bettering the industry.**

By allowing other marketers to learn from your success, you are inspiring the industry to raise the bar and make their marketing better.

2. **Bettering the future leaders of our industry.**

Colleges and universities use Effie case studies in their courses, and Collegiate Effie participants learn how to write their own effective submissions by learning from yours.

3. **Showcasing your team's success in achieving one of the top marketing honors of the year.**

Effie wins help attract new talent, prove the importance of marketing in business, and strengthen agency-client relationships.

The Effie Awards entry and judging process is designed to help all entrants present their work effectively, while ensuring the confidentiality of classified information.

To help alleviate confidentiality concerns, you can refer to Effie's policies on confidentiality and the publication of submissions in the following pages. Entrants are encouraged to reach out to Effie HQ with any questions or concerns regarding our confidentiality policies.

publication & confidentiality | publication

[entry basics](#) / [entry form & reqs.](#) / **publication & confidentiality** / [judging](#) / [categories](#) / [contact](#)

The Effie Awards competition offers finalists and winners the opportunity to have written cases published in the Effie Case Database, in turn helping inspire the industry and do their part to Make Marketing Better. The written case and creative reel will be featured on the Effie Worldwide web site and/or on Effie partner web sites or publications.

We respect that entries may have information deemed confidential. Within the Entry Portal, entrants are asked to set publishing permission for the written entry.

Entrants may select from the following options:

- **"PUBLISH AS THE CASE WAS SUBMITTED"** – You agree that the written entry form may be published as it was submitted and reproduced or displayed for educational purposes.
- **"PUBLISH AN EDITED VERSION OF THE WRITTEN CASE"** – You agree to submit an edited version of your case study for publication which will be reproduced or displayed for educational purposes. You may redact any confidential information.
- **"PUBLISH THE CASE AS IT WAS SUBMITTED AFTER THREE YEARS"** – The written case will be published as it was submitted after three years. The case will be published as it was submitted and reproduced or displayed for educational purposes.
- **"PUBLISH AN EDITED VERSION OF THE WRITTEN CASE"** – You agree to submit an edited version of your case study for publication which will be reproduced or displayed for educational purposes after three years. You may redact any confidential information.

The written case is the only portion of the entry that should contain confidential information. For that reason, the written case is the only portion of the entry that is included in the above publication permission policy. The creative work (reel, images), public case summary, and statement of effectiveness should not include confidential information and will be showcased in various ways if your entry becomes a finalist or winner.

Work submitted must be original or you must have the rights to submit it.

publication & confidentiality | confidentiality concerns

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ADDRESSING CONFIDENTIALITY CONCERNS

JUDGING

Judging events are held in secure locations led by Effie moderators. Judges are required to sign confidentiality agreements before judging begins. Judges cannot remove materials from the judging session and are individually matched with entries and categories that do not pose a conflict of interest. For example, a judge from the Beverages industry will not judge the Beverages category.

INDEXING DATA

While judging is confidential and entrants may select publication permission for their written case, Effie understands some entrants may still have concerns regarding sensitive information. When presenting numerical data within the entry, entrants may choose to provide those numbers as percentages or indexes, so that actual numbers are withheld. Additionally, unless the entrant opts to allow Effie to publish the entry as it was submitted if it becomes a finalist or winner, only judges will see the written entry as it was submitted.

CREATIVE WORK & PUBLICITY MATERIALS

The creative material (creative reel, images, publicity materials) and case summary you submit into the competition become the property of Effie Worldwide and the Effie Awards and will not be returned. By entering your work in the competition, the Effie Awards/Effie Worldwide is automatically granted the right to make copies, reproduce and display the creative materials, case summaries, and statements of effectiveness within the context of your Effie entry for education and publicity purposes.

Creative work, case summaries, and the statement of effectiveness may be featured in the **Effie Awards Journal**, **Effie Worldwide's website**, partner websites, press releases/newsletters, programming/conferences and the Effie Awards Gala. **Because materials for publicity & creative work will be published for all finalists & winners, no confidential information should be included in these elements.**

In regards to confidentiality concerns in the Creative Reel:

- Per entry rules, results (of any kind) may not be included in the creative reel.
- Entrants are only required to showcase examples of the integral creative work that ran in the marketplace. Confidential information should not be featured in the creative reel.

Entrants must have the rights to show all elements presented in the creative reel. Because Effie is a 501(c)(3) non-profit organization with the mission of providing learning to the industry, **Effie has not encountered issues with talent featured in the creative that ran in the marketplace.** The focus of the reel should be on this creative work – entrants should obtain the rights to feature any supplemental elements (music that did not run with the creative in-market, added stock imagery not used in-market, etc.).

publication & confidentiality | confidentiality concerns

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In extraordinary circumstances, Effie will review requests to submit an edited reel for publication. Such requests should be submitted if the case becomes a finalist, as non-finalist creative reels are only seen by judges and will not be published.

ADDITIONAL POINTS

This year's eligibility time period is September 1, 2017 – August 31, 2018 (Seasonal/Event category: 10/1/17-9/30/18) and the awards will be presented in May 2019. For some companies, this delay may alleviate some concerns regarding sensitive data.

Companies across the full spectrum – from large to small and across all industry sectors enter the Effie Awards. The Effie Award's confidentiality policy, the ability to index data, the ability to set publication permissions, etc. are all established to ensure that any company can enter their effective work without hesitation.

We recommend nominating your client and agency team members for judging. Participating as a judge is one of the most valuable ways to learn about the award, understand how judging works, and experience our security and confidentiality rules firsthand.

To nominate a judge, please complete our **Judge Application Form**.

Effie Board, Executive Staff, and Committee members are senior, well-respected professionals in the industry on both the client and agency side. If you are interested, we would be happy to set up a time for them to talk to you about confidentiality during judging; how to involve key team members in the judging process; and how you can submit indexed data. If you would like to have a further discussion about confidentiality, please email shopper@effie.org.

judging

scoring

[entry basics](#) / [entry form & reqs.](#) / [publication & confidentiality](#) / **judging** / [categories](#) / [contact](#)

Your entry will be judged by some of the brightest and most experienced business leaders from the United States and Canada. We draw on their experience to not only judge the work of their peers but to highlight learning for the industry overall. Entries are judged in two phases. In both rounds, judges evaluate the written case and creative executions. Scoring is done anonymously and confidentially. Judges provide feedback on each case for the Insight Guide.

The judges' scores determine which entries will be finalists and which finalists are awarded a gold, silver, or bronze Effie trophy. The finalist level and each winning level – gold, silver, bronze – have minimum scores required in order to be eligible for finalist status or for an award. Effie trophies are awarded in each category at the discretion of the judges. It is possible that a category may produce one or multiple winners of any level or perhaps no winners at all – no matter the number of finalists.

SCORING SYSTEM

Judges are asked to evaluate specific criteria in scoring a case's overall effectiveness and provide four separate scores analyzing specific attributes of the work.

The breakdown is as follows:

| | |
|--|--------------|
| Challenge, Context & Objectives | 23.3% |
| Insights & Strategic Idea | 23.3% |
| Bringing the Idea to Life | 23.3% |
| Results | 30% |

Jurors are specifically matched with cases that do not prove a conflict of interest. For example, a judge with an automotive background would not review automotive cases. For this reason, it is critical that entrants **provide market and category context** in their entries. Give judges a clear understanding of the category situation and explain what your KPIs mean in the context of your category.

ROUND ONE

Round One Judges **individually review 8-12 cases across a range of categories**. Each jury member reviews a unique set of cases across multiple categories. Due to the volume of entries reviewed by each judge, **brevity is encouraged**. Cases that score high enough become finalists and move on to Final Round Judging.

FINAL ROUND

Finalists are judged against other finalists within their category, and like Round One, all elements of each case are reviewed and scored. Final Round judges discuss the finalists in the category before finalizing their scores.

judging

grand effie

entry basics / entry form & reqs. / publication & confidentiality / **judging** / categories / contact

THE GRAND EFFIE

The highest-scoring Gold Effie winners are eligible for the Grand Effie Award. The Grand Effie represents the single best case entered in a given year. As the Grand Jury is so senior and they express their collective opinion, the winning case represents both the most effective case of the year and a message that will be sent to the industry about lessons for the way forward. Only a select number of the highest-scoring Gold winning cases are considered contenders for the Grand Effie award.

- Note:** Because of the unique time period of the Sustained Success category, Sustained Success cases are not eligible for the Grand Effie Award.



2018 Grand Effie Winner

"The Power of SHE"

State Street Global Advisors / McCann New York

Category: Media Innovation – Existing Channel



2017 Grand Effie Winner

"The McWhopper Proposal"

Burger King / Y&R New Zealand

Category: Restaurants



2016 Grand Effie Winner

"Groceries not guns"

Moms Demand Action for Gun Sense in America / Grey Canada

Category: GoodWorks – Non-Profit

judging | winner info

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WINNING AN EFFIE

Receiving an Effie Award signifies your work was one of the most effective shopper marketing efforts of last year, incorporating an insightful communications strategy, effective creative, and the market results to prove it worked. As the competition continues to grow, winning an Effie is becoming increasingly difficult.

Winner notifications will be sent in March 2019. Winners will receive additional information about celebrating their success at that time.

The 2019 Shopper Marketing Effies will be celebrated at the Path to Purchase Institute's annual Path to Purchase Summit. The celebration will be held on May 16, 2019 at the Marriot Resort Harbor Beach in Ft Lauderdale, FL. Winners will also be recognized at the 2019 Effie Awards United States gala on May 30, 2019, in New York City.

TROPHIES & CERTIFICATES

A complimentary trophy is provided to each winning lead agency and client company. The client and lead agency is the engraving default setting for all trophies, unless co-lead agencies or co-clients are designated, in which case both lead agencies/clients would appear on the trophy.

Winning teams are offered complimentary certificates for all individuals (10 max) credited on the case, as listed at time of entry. Credited individuals may claim their complimentary certificate after the awards gala using the Effie Online Store.

If your case is a finalist or winner, you can purchase additional personalized trophies and certificates with your choice of credited company(ies) or individuals showcased.

ORDER TROPHIES & CERTIFICATES HERE

categories

faqs

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What category should I enter?



Review **category definitions** and past winners in the **Case Study Database**. If you are unsure if your case falls under the definition of a certain category, or you aren't sure which category it should be entered in, please email shopper@effie.org with a brief synopsis of the case, examples of the creative, and the categories you are considering.

What category gets the least number of entries?

Effie does not reveal entry numbers. The number of entries in a category does not significantly affect your chances of winning an award. If a category has more qualifying entries than we can advance in a given year, we will look into ways of splitting a category in order to honor more great work.

Do I need to use a special entry form for my category?





There are two entry forms for the 2019 competition:

-  Main Entry Form
-  Sustained Success Entry Form

Please keep in mind the national Effie Awards United States and the Global Effies are both separate competitions with separate entry kits, entry forms, and Entry Portals.

Can I re-enter past winning work?

You may re-enter past winning work within the following requirements:

-  2018 Gold Effie winners can re-enter into a category in which they did not win Gold and can re-enter the same category where they won Gold in next year's competitions. Gold Effie winners from 2017 and earlier can re-enter any category, with the exception of Gold Sustained Success winners.
-  Past Silver and Bronze Effie winners can re-enter into any category.
-  Past Gold Sustained Success winners can re-enter the Sustained Success category after 3 years.
-  2018 David vs. Goliath winning brands (Gold/Silver/Bronze) are not eligible to enter the Challenger Brand Solutions category this year. This year, David vs. Goliath winners from 2017 and earlier are eligible to re-enter this category.

categories

category definitions

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Category/Aisle Evolution

Some of the most impactful shopper marketing efforts occur when a deep understanding of shoppers' attitudes, behaviors, and needs lead to innovative category/aisle evolution – changing the category/aisle to drive engagement with the shopper. Entrants must outline how the effort utilized shopper activation at shelf or shopper awareness of evolution to enhance the shopping experience and drove greater engagement, conversion and category growth. Successful entries in this category will be sustainable evolutions and not simply promotional in nature.

REVISED: Challenger Brand Solutions

This is an award for smaller, new, or emerging brands:

- 👉 making inroads against big, established leaders
- 👉 taking on “sleeping giants”
- 👉 moving into a new product/service field beyond their current category and set of competitors to tackle a dominant leader

Challenger brands are defined as having less than 15% of branded market share in the product/service category.

Entrants must detail the business challenge, the competitive landscape, and how their business succeeded despite the odds. You are required to define your competitive landscape, including the market difference between the entered brand and it's top competitors to demonstrate why your brand was a challenger. Judges will be educated from your case if you do not sufficiently prove that your brand is appropriately classified as a challenger brand.

NEW: Digital Media Solution

Utilizing digital media solutions, including retail media channels, can be an effective way to influence shoppers and drive conversion. Whether it be utilizing a retailer's loyalty program, couponing, owned media, or digital platform, retail and digital media channels can influence the shopper at the point of purchase and/or at the point of choice. Submissions in this category will highlight how brands and retailers are working together using these media channels to reach the shopper. Entrants should identify the specific target and how the campaign connected the shopper target with the digital media.

NEW: E-Commerce

The category is for campaigns that effectively used shopper insights, strategy, and creative to drive e-commerce customer journey and purchase. By utilizing data, insights, and a deep understanding of the shopper, brands and retailers can succeed in an e-commerce setting.

Successful efforts will combine deep understanding of the shopper with digital marketing practices to increase conversion online. Submissions in this category will be solely evaluated on e-commerce effectiveness. The effort must be focused on a shopper insight and be shopper-driven.

Multi-Brand Shopper Solution

Shoppers are looking for ways to tackle everyday challenges, whether it's what to prepare for dinner or how to maintain a beautiful lawn – they want all-in-one solutions. This award will celebrate multi-brand/product/manufacture solutions that came together to address exactly what their target shopper needed. Entries into this category must address the rationale behind the creation of these differentiated shopper solutions. Brands may be from a single manufacturer or multiple manufacturers. Shopper solutions may be developed by manufacturer(s) and/or retailers.

categories

category definitions

entry basics / entry form & reqs. / publication & confidentiality / judging / **categories** / contact

Multicultural & Lifestyle Segment Shoppers

Any shopper marketing effort whose primary audience is a specific cultural or lifestyle group, e.g. African-American, Asian, Hispanic, LGBT, People with Disabilities, etc. If the effort had multiple audiences, it is necessary to demonstrate results for the specific multicultural/lifestyle segment shopper community engaged in your effort. Your entry should be written in a way that identifies how the effort was created and directed to the specific shopper segment and how it succeeded with that community.

Identify any elements in the creative work that are specifically directed to this community and any relevant cultural differences, dynamics and/or nuances; traditions, values, linguistic idiosyncrasies and their significance with respect to your submission. Judges may not be familiar with your particular segment, so it is beneficial to your story to include the details that they may miss.

Multi-Retailer Program

For campaigns that ran with a central idea and executed that idea via dedicated rollouts to three or more different retail chains. Cases in this category will highlight and explain both the cohesive thread working at each retailer, and the specific customizations that were done for each retailer. Entrants should outline the specific barriers and challenges in tailoring their solution to each retailer – elaborating on the nuances among the shopper segment and insights at each retailer, differences in retail environments, etc. evolutions and not simply promotional in nature.

New Product/Service Introduction

To enter this category, your case must address the shopper marketing effort surrounding the launch of your new product/service. Whether it is the creation of **a whole new brand, a new product from an existing brand, or a new line extension**, submissions in this category need to present how shopper insights were leveraged to overcome the barriers faced by products/services being launched for the first time.

If you are submitting an effort that was part of or inspired by a national campaign, explain how you adapted it for the shopper and the retailer.

Omni-Channel Shopper Experience

In a time when people have more choices than ever, delivering an effective omni-channel experience to shoppers is key to sustained business success. This category will look for cases that exemplify the manufacturers and retailers who have ensured an effective, connected shopper experience.

This category is not for efforts that focused on TV or print to connect with an audience. It is meant to showcase how manufacturers and retailers are connecting the dots in their engagement strategies to ensure simple, seamless, effective shopper experiences across the shoppers' path to purchase.

In-store, online, customer service, loyalty programs, mobile apps, delivery services, social media, aisle disruption... it could entail anything - as long as you can show how it was all connected to provide a true "shopper journey experience" from beginning to end.

Winners in this category will represent the best examples of manufacturers and retailers committed to providing effective omni-channel shopper experiences.

categories

category definitions

entry basics / entry form & reqs. / publication & confidentiality / judging / **categories** / contact

Seasonal/Event

The most effective manufacturers and retailers are the ones that can strategically plan for and react to the events that most impact their shoppers. This category will feature events, platforms or programs that were created to meet the demands of the shopper that are driven by a season, holiday or cultural event.

Entrants must explain the insight into their shoppers that led to adjusting product and/or creating events/seasonally-based platforms and programs to be in-line with their needs and shopping mindset during a specific time period. Innovative shopper events, strategically created by the retailer and/or manufacturer, may enter here as well.

- **Note:** The eligibility period for this category is September 1, 2017 – September 30, 2018.
- If you are including results from September 2018, you are eligible for a later deadline schedule. If you are including September 2018 results, please contact shopper@effie.org to request this later deadline. If you are not including results from September 2018, you will follow the standard deadline schedule.

Single-Retailer Program

For campaigns that ran with a tailored, retailer-specific idea and executed that idea at a single retail chain. The work in this category will provide insights as to how an effort was effectively designed to work with the particular retailer and the shoppers of that retailer. Entrants should elaborate on the specific shopper barriers affecting their brand at that retailer and how they addressed those issues in a customized way for that particular retailer.

Entrants will submit into one of the following sub-categories:

- **Mass Merchants**
- **Supermarkets**
- **Drugstores**
- **Other** (includes warehouse clubs, value chains, pure-play e-commerce stores, specialty stores including those for consumer electronics, hardware, office, pet, sporting goods, etc.)

Sustained Success

Shopper marketing efforts that have experienced sustained success for **more than 3 years** are eligible for entry. At a minimum, the case results must date back to August 31, 2015 and you must include the current year's results. Entries must have a common objective in both strategy and creative executions; with a continuation of core strategic and executional elements demonstrates effectiveness over time.

To enter you must be able to provide data about the case in its first year, an interim year and the most current year. The current year's results must be included.

- **Note:** There is a special entry form and different creative requirements for this category.

categories | other competitions

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GLOBAL EFFIE AWARDS

Communication efforts eligible for this award must be for a single brand idea running across multiple worldwide markets.

- 👉 Visit the **Global Effie** website for deadlines, fees, categories, and entry materials.
- 👉 Questions? Email global@effie.org.

EFFIE AWARDS UNITED STATES

The Effie Awards United States offer 60+ categories, ranging from product/service categories (Beverages, Automotive, Packaged Foods, etc.) to audience categories (Multicultural & Lifestyle, Youth Marketing) to special topics (Brand Experience, Branded Content, Engaged Community) to special groups of categories (Media Effies, Health Effies).

- 👉 There is a special entry form and separate entry portal for the main United States Effie Awards competition, available [here](#). You are required to use these materials to enter.
- 👉 Questions? Email entries@effie.org.

WORLDWIDE EFFIE AWARDS PROGRAMS

Effie Worldwide offers competitions in over 50 countries and regions. To see a full listing of our partner programs, please visit our **Worldwide Partner Listing**.

contact

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Entering & Judging Shopper Marketing Effies

For any questions regarding the entry process, materials, categories, rules, etc., contact:
shopper@effie.org

Payment Questions

payments@effie.org

Judging

To apply to be an Effie Judge, please complete the **Judge Application Form**.

If you have questions about the judging process, please email judging@effie.org.

Entering Effie Awards United States

For any questions regarding the entry process, materials, categories, rules, etc., contact:
entries@effie.org

Questions specific to the Health categories:
health@effie.org

Questions specific to the Media categories:
media@effie.org

Questions specific to the Positive Change categories:
positivechange@effie.org

Entering & Judging Global Effie Competition

For all questions regarding the Global Effie competition, including both entering and judging, contact: global@effie.org

Case Study Database & Subscriptions

subscriptions@effie.org

Effie Index

Jill Whalen
SVP, International Development
jill@effie.org
212-849-2754

Sponsorship Opportunities

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