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## **The Art & Science of the Advertising Slogan** by Timothy R V Foster (© 2001)

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## Introduction

In his book, *Creative Advertising*, Charles L Whittier says a slogan "... should be a statement of such merit about a product or service that it is worthy of continuous repetition in advertising, is worthwhile for the public to remember, and is phrased in such a way that the public is likely to remember it."

To which we add: The purpose of the strapline (slogan, claim, endline, signature, etc.\*) is to leave the key brand message in the mind of the target. It is the sign-off that accompanies the logo. It says "If you get nothing else from this ad, get this..!"

### \*Slogan Nomenclature. What's What, Where?

In the UK, they are...	end lines, endlines or straplines.
In the USA, they are...	tags, tag lines, taglines or theme lines.
In Germany, they are...	claims.
In Belgium, they are...	baselines.
In France, they are...	signatures.
In the Netherlands and Italy, they are...	pay-offs or payoffs.
To the unimaginative, they are...	rip-offs or ripoffs. The bland leading the bland.
Generically, they are...	slogans.
At ADSlogans Unlimited, we call 'em...	slogos (the slogan by the logo).
They are often...	™ Trade marks (UK)
	™ Trademarks (USA)
	SM Service Marks (USA)
	® Registered Trade Marks (UK)
	® Registered Trademarks (USA)
	And the same sort of thing in the rest of the world.

## Slogan Characteristics

A perfectly formed tagline should have as many of these characteristics as possible:

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## 1. A slogan should be memorable

Memorability has to do with the ability the line has to be recalled unaided. A lot of this is based on the brand heritage and how much the line has been used over the years. But if it is a new line, what makes it memorable? I suggest it is the story told in the advertisement - the big idea.

The more the line resonates with the big idea, the more memorable it will be. 'My goodness, my Guinness!', as well as being a slick line, was made memorable by the illustrations of the Guinness drinker seeing his pint under some sort of threat (perched on the nose of a performing seal, for example). It invoked a wry smile and a tinge of sympathy on the part of the audience at the potential loss if the Guinness was dropped.

If it is successful, ideally the line should pass readily into common parlance as would a catchphrase, such as 'Beanz meanz Heinz' or 'Where's the beef?'

In addition to a provocative and relevant illustration or story, alliteration, coined words, puns and rhymes are good ways of making a line memorable, as is a jingle.

Let's look at some examples of these:

- Alliteration
- Coined words
- Puns

We'll look at rhymes in the next section.

## 1. A slogan should be memorable...continued

### Alliteration

This technique is a familiar aide-memoire:

- Allied Irish Bank: Britain's best business bank.
- Doral: Discover the Doral difference.
- Jaguar: Don't dream it. Drive it.
- Girl Guides: Dream. Dare. Do.
- Fila: Functional... Fashionable... Formidable...
- Hire Knowledge: Specialized staffing solution.

### Coined words

Using made-up words can also help:

- Amoy: Chineasy.
- Louis Vuitton: Epileather.
- Burton Menswear: Everywear.
- Ski Fruit: Fruitius. Yogurtus. Delicia.
- Guinness: Guinless isn't good for you.
- Gordon's & Tonic: Innervigoration.
- Neff: Nefficiency.
- KP Peanuts: Pure snacking. Pure snacktivity.
- Smarties: Wotalotlgot.

### Puns in the line, no branding

A really good pun can work miracles. However note the lack of brand identity in these otherwise excellent examples. Almost any competing brand could use these lines.:

- Moss Security: Alarmed? You should be.
- Wyborowa Vodka: Enjoyed for centuries straight.
- Pioneer: Everything you hear is true.
- The Economist: For top laps.
- Range Rover: It's how the smooth take the rough.

## 1. A slogan should be memorable...continued

- Holiday Inn: Pleasing people the world over.
- Casio: Precisely what you're looking for.
- Weight Watchers  
Frozen Meals: Taste. Not waist.
- Northern Telecom: Technology the world calls on.
- Zanussi: The appliance of science.
- Lea & Perrins: The Worcester Saucerer.
- Bendix Appliances: We'll do the homework.

### Puns in the line, with brand name

In these lines, the brand name appears, but as the solution or promise rather than part of the pun:

- Flowers Fine Ales: Always pick Flowers.
- Barbados: Barbados. Goodness. Gracious.
- Finish Detergent: Brilliant cleaning starts with Finish.
- British Steel: British Steel: British mettle.
- First National  
Bank of Chicago: First relationships last.
- Kenco Really  
Rich Coffee: Get Rich quick.
- St. Ivel Shape Yogurt: Get your family into Shape, without them even noticing.
- Kodak Gold: Is your film as good as Gold?
- Asda: It 'asda be Asda.
- HMV: No HMV, no video.
- Ritz Crackers: Nothing fitz like a Ritz.
- John Deere Tractors: Nothing runs like a Deere.
- Mumm's Champagne: One word captures the moment. Mumm's the word.
- Money Magazine: Reap the rewards of Money.
- Red Star: Send your parcels Red Star and pull out all the stops.
- Tetley Tea: Tetley make teabags make tea.
- Tic Tac Candy: Tic Tac. Surely the best tactic.
- Impulse Deodorant: You just can't help acting on Impulse.

## 1. A slogan should be memorable...continued

### Puns in the line, with brand name at work

Here the brand goes to work, inextricably part of the pun:

- Absolut Vodka                      Absolut magic.
- Citibank                              Because the Citi never sleeps.
- Frosted Chex                        Chexcellent, or what?
- Quavers Snacks                     Do me a Quaver.
- Thomas Cook                        Don't just book it, Thomas Cook it.
- Nytol Sleeping Pills                Good mornings follow a good Nytol.
- IBM                                    I think, therefore IBM.
- Abbey National                      Investments with Abbey endings.
- Cutty Sark Whisky                  Live a Cutty above.
- Comet Electrical  
Stores                                  Lowering prices forever, that's Comet sense.
- Arthur's Cat Food                    Nothing else is Arthur's good.
- Skoda Favorit                        Put your money on the Favorit.
- Farley's Baby Food                 So Farley's, so good.
- Thomas Cook Travel                Take a Thomas Cook at our prices!
- Immac Depilatory                  The look is Immac-ulate.
- Visa Delta  
Debit Card                            Visa's Delta blow to cheques.
- Cadbury's Wispa  
Candy                                  You can't keep quiet about a Wispa.
- Campari Aperitif                    You'll find there is no Camparison.
- Wike Farms Cheese                 You'll Wike it too.

## 2. A slogan should recall the brand name

Ideally the brand name should be included in the line. 'My goodness, my Guinness!' thus works, as does 'Aah, Bisto!'. On the other hand, 'Once driven, forever smitten' does not easily invoke the word Vauxhall, nor does 'All it leaves behind is other non-bios' scream out Fairy Ultra. This, by the way, is possibly the worst endline in the history of advertising! It certainly gets my vote. It's a brand manager at P&G speaking to a brand manager at the competition and it means it doesn't leave a nasty residue in the wash -- the laundry equivalent of 'no bathtub ring'. No 'housewife' could possibly understand it.

What's the point of running an advertisement in which the brand name is not clear? Yet millions of pounds are wasted in this way. If the brand name isn't in the strapline, it had better be firmly suggested. Nike dares to run commercials that sign off only with their visual logo -- the 'swoosh' -- like a tick mark or check mark, as the Americans say. The word Nike is unspoken and does not appear. This use of semiotics is immensely powerful when it works, because it forces the viewer to say the brand name.

### Rhymes – with brand name

One of the best techniques for bringing in the brand name is to make the strapline rhyme with it. Here are some lines we've selected from the ADSlogans Unlimited database.

See how well it works if the brand name is the rhyming word:

- City Link                      City Linking, smart thinking.
- Granada                        Ads work harder in the new Granada.
- Haig Scotch                  Don't be vague. Ask for Haig.
- Kia-Ora                         We all adore a Kia-Ora.
- Natwest Bank                To save and invest, talk to Natwest.
- Nicotinell                     It needn't be hell with Nicotinell.
- Quavers                        The flavour of a Quaver is never known to waver.
- Radio Rentals                Stay contented, get Radio Rented.
- Teletext                        Don't get vexed. Ask Teletext.
- Thomas Cook                 Don't just book it, Thomas Cook it.



## 2. A slogan should recall the brand name...continued

### Rhymes – brand name mention

A fall-back position is to use a rhyme and mention the brand name without it actually rhyming. Not so effective, perhaps?

- Mars                      A Mars a day helps you work, rest and play.
- Viakal                     It's the Viakal fizz that does the bizz! (1992)
- Andrews Antacid        It's the Andrews fizz that does the bizz. (1996)
- Milk                        Milk's gotta lotta bottle.
- Oraldene                 Soothe it away the Oraldene way.
- Flanders, Belgium      Savour the flavour of Belgium.

Note how the competitive edge is lost when the brand name is not the rhyme. It could easily be 'An apple a day helps you work, rest and play,' or 'Savour the flavour of a Quaver'. But the idea of 'To save and invest, talk to Alliance and Leicester' does not threaten NatWest. A&L in fact uses: 'You get a smarter investor at the Alliance & Leicester,' which in turn wouldn't work as: 'You get a smarter investor at Barclays.'

## 3. A slogan should include a key benefit

'Engineered like no other car in the world' does this beautifully for Mercedes Benz. 'Britain's second largest international scheduled airline' is a 'so what?' statement for the late Air Europe. You might well say "I want a car that is engineered like no other car in the world." But it is unlikely you would say "I want two tickets to Paris on Britain's second largest international scheduled airline!"

In America they say 'sell the sizzle, not the steak.' In Britain they say 'sell the sizzle, not the sausage.' Either way, it means sell the benefits not the features.

Since the tagline is the leave-behind, the takeaway, surely the opportunity to implant a key benefit should not be missed? Here are some...

- Hat Council                If you want to get ahead, get a hat.
- Polaroid                    The fun develops instantly.
- Swan Light                Won't make a pom tiddly.

## 2. A slogan should include a key benefit...continued

- Weight Watchers Taste. Not waist.
- Adjustamatic Beds For the rest of your life.
- Holiday Inn Pleasing people the world over.
- Philips The best way to get music out of your system.
- Radio Times If it's on, it's in.
- The Economist Free enterprise with every issue.

Look at these lines which have no apparent benefits:

- AT&T It's all part of the I Plan from AT&T.
- Equity & Law Equity & Law. Need we say more.
- RAM Enterprises RAM is a woman-owned small disadvantaged business.
- Exxon We're Exxon.
- Lite Tuff That's Lite Tuff!
- Sapolio Soap Use Sapolio.
- Showerlux No wonder we're ahead.
- MFI Take a look at us now.

The problem with the AT&T line was that at no point did they articulate what the 'I Plan' was. They might just as well have said 'It's all part of fxyzldcrk from AT&T.'

## 4. A slogan should differentiate the brand

'Heineken refreshes the parts other beers cannot reach' does this brilliantly. When the line needed refreshing, it was extended in later executions to show seemingly impossible situations, such as a deserted motorway in the rush hour, with the line 'Only Heineken can do this', and lately showing unlikely but admirable situations, such as a group of sanitation engineers trying to keep the noise down to the comment: 'How refreshing! How Heineken!'

The distinction here is that the line should depict a characteristic about the brand that sets it apart from its competitors. In the above examples, we see Swan Light, an Australian low-

#### 4. A slogan should differentiate the brand...continued

alcohol beer. 'Won't make a pom tiddly' is brilliant. It plays on the expression 'tiddly pom', the sort of noise a stiff-upper-lip Brit would say in the colonies when reviewing the troops as they march past, and, of course, a Brit to an Oz is a pom. And what could be worse than a tiddly (tipsy) pom? This line gets my vote as one of the all-time greats. And it runs on double-decker bus 'super sides'.

Here is a selection of lines that deliver differentiation:

- British Rail                      Let the train take the strain.
- Cheese Council                  Anyway you please it, cheese it.
- Pilkington K Glass              Amazingly pays in your glazing.
- Mail on Sunday                  A newspaper, not a snoozepaper.
- Timex watch                      Takes a licking and keeps on ticking.
- Metropolitan Home              Mode for your abode.
- Natrena                            Why have low calories when you can have no calories.
- Safeway                            Everything you want from a store, and a little bit more.
- Tesco                                The price is dropping on your weekly shopping.
- Ariel Ultra                         Not just nearly clean, but really clean.

#### 5. A slogan should impart positive feelings for the brand

Some lines are more positive than others. 'Once driven, forever smitten', for example, or 'Aah, Bisto!'. Contrast this with Triumph's line for its TR7 sports car in 1976: 'It doesn't look like you can afford it', or America's Newport cigarettes: 'After all, if smoking isn't a pleasure, why bother?' "Because I'm hooked, you bastard!" might well be the answer from those who are addicted to the weed, a sentiment the cigarette company may not appreciate as part of its message.

Publishers will tell you that negative book titles don't sell. It is my belief that negative advertising is hard to justify.

Notice how boring all the negative electioneering is in general elections. The voters just want to turn off.

## 5. A slogan should impart positive feelings for the brand...continued

Here is a group of positive lines, to make you feel better:

- Capital FM                      Feel 95 point great.
- Delta Airlines                 You'll love the way we fly.
- Egg Marketing Board         Fast food and good for you.
- Horlicks                        The key to a nice, relaxed evening.
- Solpadeine                     Makes you feel human again.

## 6. A slogan should reflect the brand's personality

How can a brand have a personality? Our dictionary says personality means 'habitual patterns and qualities of behaviour of any individual as expressed by physical and mental activities and attitudes; distinctive individual qualities of a person considered collectively.'

So think of the brand as a person. Then consider whether the line works for that person.

Here is a group of lines that suit , contrasted with lines that wouldn't:

- Guinness                        Good things come to those who wait. YES!
- Guinness                        The quicker picker-upper. NO!
- Volkswagen Beetle            Think small. YES!
- Volkswagen Beetle            As good as it looks. NO!
- McDonald's                     Did somebody say McDonald's? YES!
- McDonald's                     A sandwich served with an east coast style and a midwest smile! NO!
  
- American Express  
card                                 Don't leave home without it. YES!
- American Express  
card                                 Money talks. NO!

## 7. A slogan should be strategic

Some companies can effectively convey their business strategy in their lines:

- BICC Group            Engineering tomorrow's world.
- BT                      It's good to talk.
- Dupont                Better things for better living, through chemistry.
- Glaxo/Wellcome    Disease has no greater enemy.
- Hyundai               From chips to ships.
- Union Carbide        The discovery company.

## 8. A slogan should be campaignable

This means that the line should work across a series of advertising executions. It should have some shelf-life. Then you could have a dozen different ads or commercials, each with its own unique story, with a single common tagline that supports them all, like these:

- American Express Card            Do you know me?  
*(Endorsements by famous names who are not readily recognizable.)*
- Blackglama Minks                      What becomes a legend most?  
*(Big stars flaunt their mink coats [not any more, they don't].)*
- Dewar's Scotch Whisky                They're doers.  
*(Profiles of interesting people who just happen to drink Dewar's Scotch.)*
- Hamlet Cigars                            Happiness is a cigar called Hamlet.  
*(Pot-pourri of aggravations for which the tranquilizer is lighting up a Hamlet.)*
- Heineken Beer                            How refreshing! How Heineken!  
*(Variety of unbelievable situations [wouldn't it be nice if...].)*
- One2One (cellular phone)            Who would you like to have a One2One with?  
*(Celebrities fantasize about chatting with their own heroes.)*
- Sainsbury's (supermarket)            Everyone's favourite ingredient.  
*(Recipes from various celebrities calling for Sainsbury's ingredients.)*

## 9. A slogan should not be usable by a competitor

In other words, you should not be able to substitute a competitive brand name and use the line. For example, 'My goodness, my Murphy's!' just would not work, but 'A company called TRW' could be a company called anything. Let's look at these characteristics in more detail, illustrating the points with more examples.

So many slogans have absolutely no competitive differentiation. You could add any brand name to the line and it would make sense. And this often is proven by how many users of a line there are.

One of the most overused lines in the ADSlogans Unlimited database is 'simply the best' and its variations:

- American Legend                      Simply the Best.
- Amiga                                      Simply the Best.
- Aspen                                      Simply the Best.
- Binatone                                 Simply the Best.
- Bishop's Nissan                         Simply the Best.
- Duet                                        Simply the Best.
- Edinburgh  
  Woolen Mills                             Simply the Best.
- HME Firetrucks                         Simply ... the best.
- Jaystone & Associates                Simply the Best.
- Kuoni                                      Simply, the Best.
- Lee Lohman                              Simply the Best.
- MGM Auto Group                        Simply the Best.
- Northeast Sailplane                    Simply the best.
- Radio Cambridgeshire                 Simply the best.
- Sanderson Farms                        Simply the best.
- Sunshine Flights                        Simply the best.
- True Digital                              Simply the best.
- Woolacombe Bay Hotel                 Simply the best.

## 10. A slogan should be original

In advertising, originality is king. A new way of sending a message can set a brand apart from copycats and also-rans:

- Heinz                      Beanz Meanz Heinz.
- Knirps                     You can break a broly but you can't k-nacker a Knirps.
- Mail on Sunday         A newspaper, not a snoozepaper.
- New York State         I ♥ New York.
- Thomson Holidays     If Thomson don't do it, don't do it. But if they do, do.

Take beer. You can bet the brief calls for the brand to be seen as refreshing. So what do we get? Here:

- Bud Ice                    Extreme refreshment.
- Budweiser                Refreshingly different.
- Calders Cream Ale      Creamy, smooth, refreshing.
- Hamm's                    Hamm's the beer refreshing.
- Pabst Blue Ribbon      For keener refreshment..
- Pabst Blue Ribbon      Refresh! Rejoice! Remember! Pabst gets the call.

And then one day, came:

- Heineken      Heineken refreshes the parts other beers cannot reach.

...followed, after many years, by...

- Heineken      How refreshing. How Heineken.

## 11. A slogan should be simple

Remember, the endline is what you want the punter to 'get'. So KISS (keep it simple, stupid!): Not like these:

- City of Dresden            An economic epi-centre where high tech meets baroque.

## 11. A slogan should be simple..continued

- Hotel Ana, Singapore      Highly strung grand pianos, relaxed guests.  
Not the other way round.
- Fireman's Fund  
Insurance      Inventor and scientist make dreams come true; the  
insurance man keeps nightmares from happening.
- Iberia Airlines      The best connections in the world mean nothing  
if an airline forgets the human one.

But like these:

- Blackpool      More than just a front.
- Larkspur  
Landing Hotel      Home suite hotel.
- Lloyd's Life  
Insurance      Cash if you die, cash if you don't.
- British Airways  
Concorde      You leave. Arrive before.

## 12. A slogan should be neat.

We're using the word neat in the teenage sense. A neat line helps move the brand up a point in the punter's perception.

Here are some lines that are neat-o!

- Apple Computer      Think different.
- The Economist      For top laps.
- Heinz      Beanz meanz Heinz.
- Kellogg's      Help yourself.
- Mazda      Get in. Be moved.
- Thomas Cook      Don't just book it, Thomas Cook it.
- Zenith Data Systems      The best way of expressing your intelligence.



### 13. A slogan should be believable

Poetic licence is allowed. Even exaggeration:

- Fix-All Liquid Cement      A million and one uses.
- Heineken      Heineken refreshes the parts other beers cannot reach.
- Whitman's Sampler      A woman never forgets the man who remembers.

But you can go over the top...

- Cadbury's      Nobody knows Easter better than Cadbury's.
- Haagan-Dazs      It's better than anything.
- KFPM (radio station)      The World's Biggest Little Station.
- Old Gold cigarettes      Not a cough in a carload.

### 14. The line should help when you're ordering the product or service, or at least aspiring to it.

- Here are some that help:
  - "I want to have 'the ultimate driving machine'." (BMW)
  - "Give me 'taste. Not waist'." (Weight Watchers Meals)
  - "'Why fool around with anyone else?'" (FedEx)
- Here are some that don't:
  - "I want a beer that's 'good, but not that good.'" (Tennents)
  - "I want two tickets to Brussels on 'Britain's second largest international scheduled airline!'" (Air Europe -- now out of business)

## 15. The line should not be in current use by others.

The more different users of a slogan, the less effective it is. ADSlogans Unlimited offers its LineCheck service so you can make sure your line isn't in use by others.

Whose are these lines?.....

- Who? Our people make the difference.
- Who? Engineering the future.
- Who? Taste the difference.
- Who? Nobody sells for less!
- Who? Where quality costs less.
- Who? We care.
- Who? The cutting edge.

## 16. The line should not be bland, generic or hackneyed

Slogans that are bland, redolent of Mom and apple-pie, clearly suffer a weakness. Almost any brand could use these lines:

- Ames Rubber Excellence through total quality.
- Currie Motors Nice people to do business with.
- CWS Ltd People who care.
- Henredon furniture For those who value excellence.
- Itel computers Whatever it takes, wherever it is.
- Omega The sign of excellence.
- Royal Bank  
of Scotland Where people matter.
- Singer We make it better.
- Unisys We make it happen.
- Carling Black Label Your best bet yet.

And then there are the generic lines... Imagine an organization that provides slogans. They might sell slogans off the shelf -- like these:

## 16. The line should not be bland, generic or hackneyed...continued

- Tomorrow's answers... today!
- Our customers come first.
- Satisfaction guaranteed.
- You can be sure with us.
- World class.
- The best there is.
- We do it carefully.

Is that what you want?

Hackneyed means 'made trite and commonplace by overuse'.

A hackneyed line is dull and monotonous. Like these:

- Put your money where your mouse is. -- for any internet bank.
- The wings of [country] -- for any national airline.
- The spirit of [location] -- for any national liquor.
- [Country's] largest [industry] -- for any big company.
- Don't just [verb 1], when you can [verb 2] -- verb 2 is usually a bastardization of the advertiser's name.
- Don't say [commodity], say [brand] -- widely used in many areas.

## 17. A slogan should not prompt a sarcastic or negative response

These do:

Delta Airlines. We get you there.

*("I should certainly hope so. Do I get my money back if we crash?")*

Mobil. We want you to live.

*("And the Flibberty's Fine Funerals line must be 'We want you to die!'")*

FileMaker software. What's your problem?

*("It don't work!")*

Eastern Airlines. We have to earn our wings every day.

*("I've heard of short-term financing, but this is ridiculous!")*

Is that a Playtex under there?

*("Sexist pig!")*

## 18. A slogan should not be pretentious

This is the pomposity test.

Try reading the line with the utmost gravity, like an American narrator in a 50's corporate film, giving it the true spin of importance.

Does it sound a bit pretentious?

These do:

- Kyocera. Doing what others dare not.
- Churchill. Surprisingly passionate about insurance.
- The Hair Clinic. Where excellence is an everyday word.
- Ariel Ultra. Digests the fatty food stains ordinary compacts leave behind at 40°.
- Olivetti. Our force is your energy.

## 19. A slogan should not be negative

Here is a group of lines that don't profess good tidings:

- Northern Ash            Lung cancer doesn't come in extra mild.
- Meat & Livestock  
  Comm                    Slam in the lamb.
- Bacardi Spice            Distilled in hell.
- Lea & Perrins            Steak sauce only a cow could hate.
- Hungry Joes             Bad news for baked potatoes.
- Tennents Pilsner        It's good, but not that good.
- Triumph TR 7            It doesn't look like you can afford it.

## 20. A slogan should not reek of corporate waffle, hence sounding unreal

These do:

Powergen	We do everything in our power to put you first.
Neptco	Committed to innovation, quality and service.
BF Goodrich Aerospace	Creating value through excellence in innovation, quality and people.
United Research	Accelerating strategic change.
Ames Rubber	Excellence through total quality.
Almost Any Bank	Where people make the difference.

## 21. A slogan should not be a “So what?” or “Ho-hum!” statement

These are:

- Cadillac                                      It outsteps its own great traditions!  
  ("So what?")
- Izod Lacoste                                 We are what others pretend to be.  
  ("So what?")
- Staffordshire Building Society.      A real building society -- mutual since 1902.  
  ("So what?")

Neither should it make you say “Ho hum...” and turn the page, like these do:

- Currie Motors                                Nice people to do business with.  
  ("Ho hum...")
- Tetrad (loose covers)                      Visit your Tetrad stockist and discover the Tetrad lifestyle.  
  ("Ho hum...")

## 22. A slogan should not make you say “Oh yeah??”

These do:

- British Telecom      It's you we answer to.  
  ("Oh yeah??")
- Kmart                    Changing for the better.  
  ("Oh yeah??")
- British Rail            We're getting there.  
  ("Oh yeah??")
- Tellabs                Leadership in providing innovative solutions to the  
  ("Oh yeah??")      telecommunications industry worldwide.

## 23. A slogan should not be meaningless

These are... What on earth are they trying to say?

- Bassett's Licorice  
  Allsorts                    One too many and you might turn Bertie.
- Environment Agency    Use a bin. It beats getting your bird nicked by a logo.
- Exxon                    We're Exxon.
- Foster's                 Tickle it you wrigglers!
- Lite Tuff                That's Lite Tuff!
- Pork Farms              The huntiest choppers in the clundy.

## 24. A slogan should not be complicated or clumsy

These are a little complex...

- Caltex                                    At the heart of your engine. And the community.
- Madasafish                            Freedom for the net generation.
- Bally Ribbon Mills                    Manufacturers and distributors of quality narrow woven-edged fabrics since 1923.
- Rico Windows                         Your local family-run business in its 14th year trading under the same name.
- Tyco International                    Telecommunication and electronics. Healthcare and specialty products. Fire and security. Flow control.
- Requisite Technologies             E-content solutions that power B2B e-commerce.

## 25. You should like it

What's the point of using a slogan you don't like? If you really don't like it, Slogananalysis® our free online slogan analyzer should help you find out why. See our website for details.

## 26. Slogan trends

There are two trends in slogans these days. One is the single-word line, such as exemplified here:

- Budweiser                            True.
- Hankook Tyres                        Driven.
- IBM                                     Think.
- Irn-Bru                                 Different.
- Rover                                  Relax.
- United Airlines                        Rising.

## 26. Slogan trends...continued

**It could be trendy – all in three words (or three terse ideas)**

It is hard to deliver a complex message in a single word, so that brings us to the other trend – the triple threat...

- Air France            New. Fast. Efficient.
- British Gas         Energy. Efficiency. Advice.
- ICI                    World problems. World solutions. World class.
- Jaguar                Grace... Space... Pace...
- Marks & Spencer    Quality. Value. Service.

**This is not the end. Consider it a “pause”.**



Science. Sports. Strategy. There are slogans, and then there are taglines. According to brand consultant Laura Ries at Advertising Age, "Taglines are like the road sweepers at the end of a parade they seldom position the brand." A slogan, when done right, "sums up a company's strategy," she adds. Here are some of the most memorable and recognizable slogans and taglines in advertising history. "Think small." Volkswagen. This magazine ad was one of the first to feature the slogan. Most ads featured a painting of a woman, a De Beers diamond, and the slogan at the bottom, which was usually colorful and hand-written. "Got milk?" California Milk Processor Board. This advertising slogan helped the brand in achieving one of the biggest corporate changes in the history of the business. To highlight the slogan, Apple makes a selection of famous personalities like Albert Einstein, Bob Dylan, Gandhi, etc. who never got scared to "think different." As soon as the slogan accompanied Apple advertisements everywhere, people started realizing that the brand was not just an old computer; it's so powerful and user-friendly that it made computer users feel like tech-savvy and innovative. A few years back, Budweiser came up with the new advertisement that features the close-up shots of the beer and the slogan "The King of Beers." The cap of the bottle has been upturned to symbolize crown. Best Science Slogans. Science is an art, literally. It's not rocket science. Beyond atoms. 69. Science is the highest personification of the nation because that nation will remain the first which carries the furthest the works of thought and intelligence. 70. Science is Nature's interpreter. 71. There is something fascinating about science. One gets such wholesale returns of conjecture out of such a trifling investment of fact. 72. Reason, Observation, and Experience "The Holy Trinity of Science. 73. Science is the only true guide in life. 74. Science tells us what we can know. Advertising slogans are short, often memorable phrases used in advertising campaigns. They are claimed to be the most effective means of drawing attention to one or more aspects of a product. A strapline is a British term used as a secondary sentence attached to a brand name. Its purpose is to emphasize a phrase that the company wishes to be remembered by, particularly for marketing a specific corporate image or connection to a product or consumer base.[1]. "The Art and Science of the Advertising Slogan". Adslogans.co.uk. <http://www.adslogans.co.uk/ans/nomenclature.html>. Retrieved 2011-03-28. The Art and Science of the Advertising Slogan ADSlogans Unlimited © Timothy R. V. Foster 2001 13 9. A slogan should not be usable by a competitor In other words, you should not be able to substitute a competitive brand name and use the line. For example, 'My goodness, my Murphy's!' just would not work, but 'A company called TRW' could be a company called anything.