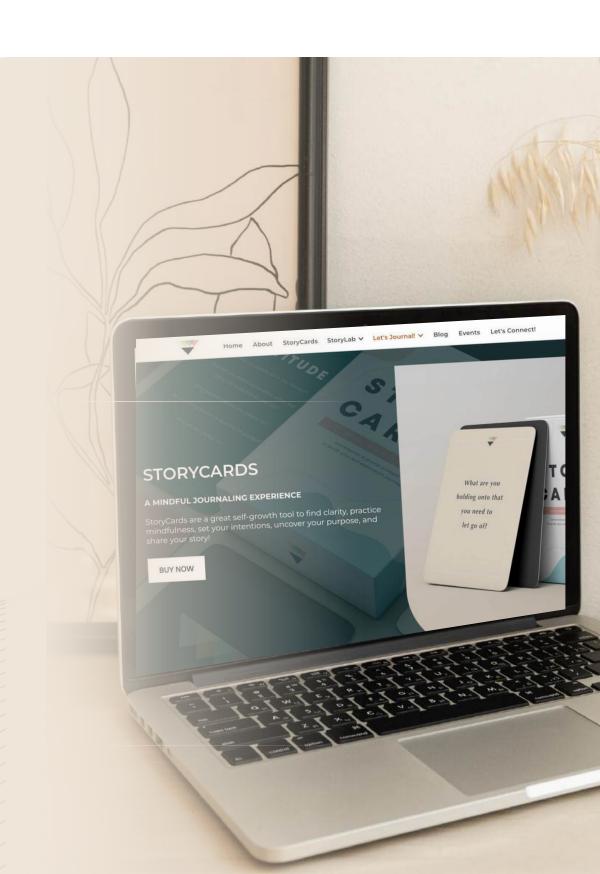
# Purpose-Driven Marketing

Crafting clear, authentic stories that connect, inspire, and drive meaningful growth

LET'S DIVE IN





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## Hi there, I'm Alexis!

Marketing Strategist, Writer, and Creative Director with a decade of experience in branding, content strategy, and digital marketing strategy.

Grounded in my Christian faith, I specialize in creating authentic, purpose-driven storytelling that empowers individuals and organizations.

Currently, I lead Creative Direction at Inspiring Experiences LLC and serve as Director of Strategic Experience & Marketing at EXP Studio® where I lead initiatives that foster creativity, connection, and impactful storytelling. I've also founded the Mindful Journal Club, a community focused on self-discovery and mental wellness. Through my work, I help people connect deeply with their stories and their purpose. Over the years, I have collaborated with more than 60 businesses and organizations, providing strategic guidance and creative support to shape their stories and brands—amplifying their reach, deepening their impact, and expanding their audiences.

Beyond marketing, I facilitate workshops and speak at conferences nationwide, sharing insights on storytelling, leadership, and wellness. I believe every story holds power — to heal, inspire, and bring people closer to their true purpose.

# Project Overview

I partner with businesses, organizations, and creators to develop and execute comprehensive marketing and branding solutions. My services span strategic marketing, program development, content creation/copywriting, brand development, UX/UI, graphic design, social media planning and execution, SEO strategy, and website design and optimization. Each project is tailored to amplify authentic storytelling, enhance audience engagement, and drive meaningful growth. I focus on delivering cohesive, purpose-driven experiences that align with my clients' goals and values, ensuring their brands connect deeply and consistently with their target audiences.











# Most Popular Services



## Strategic Marketing & Brand Development

Crafting purpose-driven brand strategies and integrated marketing plans that build authentic connections and drive growth.



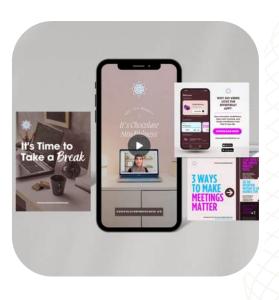
## Content Strategy & Copywriting

Developing compelling, audiencefocused content across blogs, email campaigns, social media, and press materials to engage and convert.



## Website Design & UX Optimization

Designing and optimizing user-friendly, SEO-conscious websites and digital platforms that enhance user experience and increase traffic.



## Social Media Strategy & Campaign Management

Creating and executing targeted social media campaigns that grow engagement, followers, and community through data-driven insights.



### Importance of Marketing Strategy

A well-defined marketing strategy aligns business goals with customer needs, ensuring all efforts are focused and effective in driving growth and brand awareness.

# Marketing Strategy

#### MARKETING SUCCESS & STRATEGIC HIGHLIGHTS

- Successfully increased year-over-year attendance for the Economic Development Summit from approximately 60 attendees in 2019 to ~200 attendees in 2024, reflecting effective event marketing and community engagement strategies.
- Led content strategy and execution for diverse clients including Teen Empowerment, Urban League, Venture Jobs Foundation, and more, driving measurable growth in brand visibility and audience engagement.
- Spearheaded the launch and promotion of the PowerShift program for the Urban League, including naming, messaging, website copy, brochures, and social media campaigns, establishing a strong brand presence in the small business community.
- Managed and optimized social media campaigns such as Chocolate Mindfulness™ | MYRetreat, achieving a 283% increase in Instagram views (1,200 to 3,400) and a 200%+ rise in Instagram content interactions (56 to 167) within two months (June–July 2025).



### Importance of Marketing Strategy

It enables data-driven decision-making, optimizing resource allocation and adapting campaigns to maximize return on investment and audience engagement.

# Marketing Strategy

#### MARKETING SUCCESS & STRATEGIC HIGHLIGHTS

- Grew Facebook content interactions from 1 to 33 and expanded reach from 54 to 301 during the same campaign period, demonstrating successful multi-platform engagement tactics.
- Delivered comprehensive website redesigns and UX improvements for multiple organizations, including full site overhauls and SEO coaching and optimization, resulting in enhanced user experience and increased organic traffic.
- Developed and implemented integrated marketing strategies combining social media, email newsletters, event promotion, and partnerships to grow communities such as the Mindful Journal Club by 50% year-over-year.
- Created persuasive, clear copy across multiple formats press releases, impact reports, emails, newsletters, product descriptions, and messaging frameworks consistently supporting client goals and brand consistency.
- Coordinated media outreach and press release distribution for high-profile events like the Economic Development Summit, securing valuable local, regional, and national media coverage.





#### Importance of **Brand Guidelines**



#### Importance of **Brand Guidelines**

Provides clear direction for internal



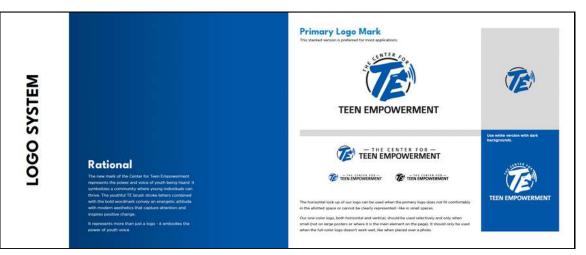
# Branding Projects

I create comprehensive brand style guides that clearly define your brand's visual and verbal identity and translate these guidelines into marketing collateral for your business, campaign, product, or project. This includes guidelines for logo usage, color palettes, typography, imagery, tone of voice, and messaging principles.

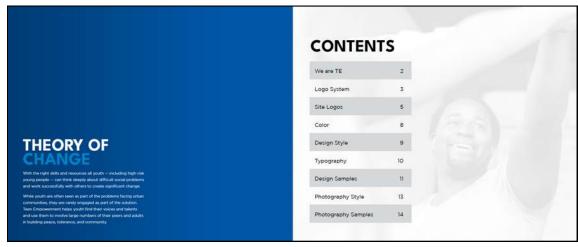
The goal is to ensure consistency across all marketing materials and touch points, strengthening brand recognition and fostering trust with your audience. These guides serve as a valuable resource for internal teams and external partners to maintain a unified brand presence.

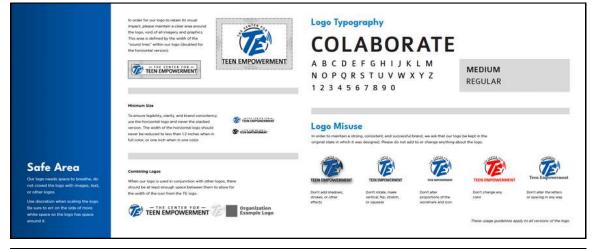
## TEEN EMPOWERMENT









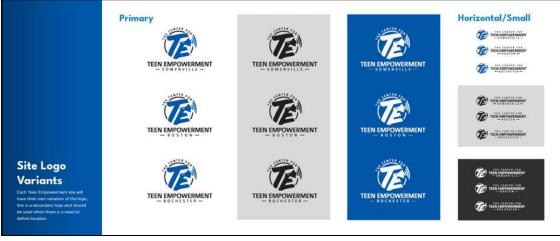




STYLE

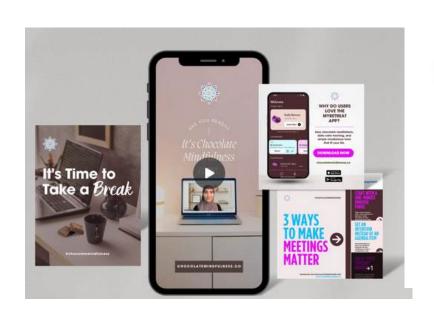
DESIGN







# More Project Examples







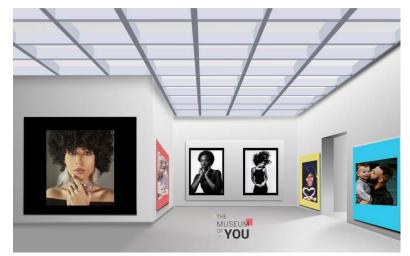














### INSPIRING **EXPERIENCES**

**BRAND GUIDELINES** 

Consistency is key.



**ABOUT OUR BRAND** 

**Brand Guidelines** 

Lorem Ipsum is simply dummy text of the printing and typesetting industry. Lorem Ipsum has been the industry's standard dummy text ever since the 1500s, when an unknown printer took a galley of type and



**OUR LOGO** 

Lorem Ipsum is simply dummy text of the printing and typesetting industry. Lorem Ipsum has.







**Brand Guidelines** 

**OUR COLORS** 

**Brand Guidelines** 



**TYPOGRAPHY** 

**Brand Guidelines** 

**Headline Text** 

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz

Subtitle Text

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz

**Body Text** 

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz

**Brand Guidelines** 







#### **BRAND STYLE GUIDE**

PRIMARY LOGO



SECONDARY LOGO

**WORD MARK** 



The Mindful Journal Club

**SUBMARK** 

**FAVICON** 



The Mindful Journal Club

#### Primary logo with background color

The Mindful Journal Club

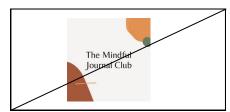
The Mindful Journal Club

The Mindful Journal Club

The Mindful Journal Club

#### Use the secondary logo for a small spaces



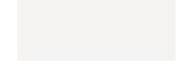


The Mindful Journal Club

## The Mindful Journal Club

#### **COLORS**

HEX: #f6f2ef



**RGB:** 246, 232,239

**CMYK:** 0, 1.62, 2.85,

**HEX:** #e19252

**RGB:** 225, 146, 82

**CMYK:** 0, 35.11, 63.56, 11.76



**HEX:** #717b6b **RGB:** 113, 123, 107 **CMYK:** 8.13, 0, 13.01,

51.76



**HEX:** #a5593c **RGB:** 165, 89, 60 **CMYK:** 0, 46.06, 63.64, 35.29

#### **FONTS**

3.53

Use for H1, headline, titles, quote

BELLEZA

Use for H2, H3, sub-headline, body text

#### TT CHOCOLATES

Extra Light

Extra Light Italics

Regular

Light Italics

Bold

Regular Italics

Extra Bold

Bold Italics

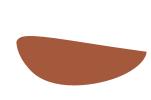
Extra Bold Italics

#### **DESIGN ELEMENTS**











**ABOUT ME** 

SERVICES

PORTFOLIO

CONTACT





MARKETING STRATEGIST, WRITER + CREATIVE DIRECTOR

#### Importance of **Strong Copywriting**



#### Importance of **Strong Copywriting**



# Copywriting + UX Strategy

I create clear, compelling copy across digital, print, and media channels tailored to your brand and audience. This includes:

- Website copy
- Press releases and media alerts
- Messaging guidelines and frameworks
- Emails and newsletters
- Social media posts and ad copy
- Integrated marketing materials

My goal is to craft consistent, persuasive messaging that supports your marketing strategy and drives engagement across all platforms.



### urbanleagueroc.org/powershift





### URBAN LEAGUE WEBSITE + POWERSHIFT PROGRAM LAUNCH

- Redesigned website copy, layout, and structure for all 60 Urban League programs to improve clarity, usability, and engagement.
- Developed and named a new campaign and program, PowerShift, with the tagline "Build Small Business", focused on supporting local businesses and entrepreneurs.
- Crafted compelling copy for the entire PowerShift program including website content, brochures, and social media posts.
- Led the content strategy and creative messaging to successfully launch the program and increase visibility among target audiences.

# PRESS RELEASE & MEDIA OUTREACH: ECONOMIC DEVELOPMENT SUMMIT

- Crafted and distributed press releases for the annual Economic Development Summit, helping secure media coverage and increase event attendance.
- Developed clear, engaging messaging that highlighted keynote speakers, workshops, and community impact, positioning the summit as a key regional event.
- Coordinated with local media outlets to maximize visibility across print, digital, and broadcast platforms.
- Extensive experience writing press releases for dozens of events, initiatives, product launches, and organizational announcements, consistently delivering tailored messaging to reach diverse audiences effectively.









### PRESS RELEASE & MEDIA PLACEMENTS

### **CCSI 30th Anniversary Press Features**

- Democrat & Chronicle
- Rochester Business Journal
- WHEC
- 13Wham
- WXXI

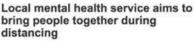
### **Inspiring Experiences LLC**

- Rochester entrepreneur uses storytelling tool to help combat those seasonal blues
- Inspire Arté Gallery spotlights
   Black creatives
- <u>Urban League Spot</u>

#### **Compeer Press Features**

- Local mental health service
   aims to bring people together
   during distancing
- Compeer seeking virtual volunteers
- <u>National Mentoring Month</u>
   Interview
- <u>13WHAM Good Day Rochester</u>









### **Alexis Russell**

MARKETING STRATEGIST, WRITER + CREATIVE DIRECTOR

ABOUT ME SERVICES PORTFOLIO CONTACT

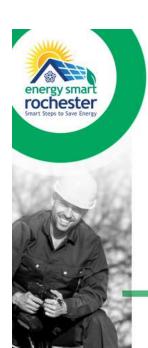


### **COPYWRITING PROJECTS**

Impact Reports, Messaging Frameworks, Emails, Product Descriptions, Newsletters & More

- Developed clear, persuasive copy for impact reports that effectively communicate client achievements and outcomes to stakeholders.
- Created full-suite messaging frameworks that define brand voice, key messages, and audience-specific communication strategies to ensure consistency across channels.
- Wrote engaging emails and newsletters designed to nurture leads, boost engagement, and support marketing campaigns.
- Crafted detailed product descriptions that highlight features and benefits to drive conversions and enhance user experience.
- Managed projects end-to-end from identifying client challenges to conceptualizing solutions and executing final copy — ensuring alignment with business goals and audience needs.

# More Copywriting Project Examples



### GENERATE ELECTRICITY FROM THE SUN

Did you know you may be able to generate some of your own electricity with rooftop solar? When you install solar panels on your roof, you are still connected to the electricity "grid." This allows you to draw energy from the grid when your solar panels are not producing electricity and receive credits from RG&E for electricity you produce that is not used in your home. Solar technology is improving rapidly and the cost of panels continues to go down.

#### Find out more at the NYSERDA NY-SUN website.

- Solar panels may "pay for themselves" with reduced electricity costs over several years. "The amount you save depends on the price of electricity.
- State and federal tax credits cover a portion of the cost of installing solar.
   A solar installer can arrange for financing to reduce the upfront costs, so you can pay for the installation over time with the lower cost of electricity. NYSERDA incentives paid directly to contractor also reduce the upfront cost of installing solar panels.

#### Find Out if Your House is Suitable for Rooftop Solar

As solar panels need unobstructed access to the sun for several hours a day, not every building is suitable for poofton solar.

- Rooftop solar offers you a way to harness the power of the sun through panels installed on the roof of your home, garage, or other buildings. As an added benefit, they protect your roof.
- Find out if your home is a good candidate through one of these websites:
   What's your Sun Number?
  - Project Sunroof

#### **Get Quotes from Solar Installers**

- Be sure that your contractor is qualified and familiar with NY-SUN financial incentive programs.
- Contact a solar installer from <u>MYSERDA's list</u> and be sure to ask installers about tax credits and financing options.
- New York State incentives and <u>State and Federal tax credits</u> may reduce the amount you pay for a residential solar system.
- Financing options include loans, leases, and "power purchase agreements."
   Be sure to select the financing option that is right for your household.



#### For Immediate Release

#### Media Contact

Becca Delaney Johnson President/CEO The Cause Collaborative (585) 481-2793 Maranne McDade Clay
Executive Director
Women's Foundation of Genesee Valley
(585) 242-0940
mmcdadeclay@womensfoundation.org

#### MEDIA RELEASE

### THE WOMEN'S FOUNDATION OF GENESEE VALLEY ANNOUNCES CONTINUED SUPPORT FOR WOMEN AND GIRLS EMERGING FROM THE COVID-19 PANDEMIC

Rochester, NY, November 18, 2021 — The Board of the Women's Foundation of Genesee Valley is proud to announce its 2021 grant awards, totaling \$100,000, in support of 11 different programs serving 1,400 women and girls across four counties in the greater Rochester region. The Women's Foundation grant awards serve a vital regional role in leveraging additional support for programs focused on serving women and girls. In 2021-2022, the awarded grant funds will leverage 15 times more, an additional \$1.5 million, for the selected programs, targeting resources to support women and girls.

"The real power of the Women's Foundation is based in our community," said Ann McAllister, Board Chair of the Women's Foundation of Genesee Valley. "The impact and legacy of the pandemic continues to challenge thousands of women in our region. Faced with impossible choices, women have been forced to choose between working, and their children's safety and education. The Women's Foundation, and its supporters, will continue its support and advocacy for one of the most effective tools for reducing poverty; focusing on resources that give female heads of households' access to the training, education, and support needed to achieve economic independence."

The industries hit hardest by the pandemic are populated by majority female workers. Industries such as healthcare, restaurants, and retail are not recovering as rapidly as hoped, in part due to the lagging recovery of childcare supports and resources following the closing of so many childcare centers during the pandemic. Women who left the workforce now need help with job training and placement and access to affordable childcare.

This year, 48% of the Women's Foundation grant awards are focused on employment training and job readiness support. Another 17% has been allocated to ensure high school students get to college, despite the hurdles the pandemic has posed. 15% has been directed to maintain





#### Dear [INSERT NAME],

"I walked away from a solary job with great benefits, so I could be with my kids."
According to the Census Bureau, in the spring of 2020, nearly 3.5 million women with
children lost their jobs, took a leave of absence, or left the workforce. In Monroe County,
% of childcare businesses, owned primarily by women, closed during the pandemic —
forcing women to choose between their careers and affordable childcare.

Collectively, we've made great strides toward equality over the last century but the effects of the pandemic continue to hurt our progress. Women remain disproportionately affected and have yet to fully recover almost two years after the pandemic began.

Here, at the Women's Foundation of Genesee Valley, we work to Power Her Forward. We've made it our mission to promote economic self-sufficiency for women and girls through grant-making, education, and advocacy. We power women forward by supporting programs, initiatives, and organizations that support the futures of women in our community.

Because of community members like you, our Foundation can continue to support the Jennifer House and help women like Tamara, who beat the odds, is taking the lead on her own mental health and recovery, and is finding her strength after battling addiction, being incarcerated, and suffering from abuse while in prison. Your support funds College Bound programs and powers women, like Andrea, who never thought she would attend a 4-year college because of financial and knowledge barriers.

So many women and girls are currently struggling with depression and self-harm — even more so since the beginning of the pandemic — but through initiatives like the Villa of Hope's Work-Based Learning Program, women like Grace can start believing in their purpose and take on incredible opportunities like working with Cornell University on their Therapeutic Crisis Intervention training program. Your generosity changes lives and creates economic self-sufficiency and stability in the lives of so many women enabling them to reach their full potential.

Did you know? There are more than 10,000 families headed by single women living in poverty in the Finger Lakes region and 80% of all children living in poverty in Monroe County reside in single female-headed households. Women and girls right here in the Finger Lakes Region need your support. When you power her forward, you help lift families out of poverty.

We are intentionally investing in our community to support women and children hurt by the pandemic. Our 2021 grant awards will support 1,400 women and girls through 11 programs and initiatives in 2022 but we need your help to reach more women and continue powering them forward. Our philanthropy efforts are only possible because of you. You and your gift turn possibilities into realities.

Acon high Co

With Gratitude

Ann McAllister, Board Chair

P.S. — Your tox-deductible gift can be made securely online at womensfoundation.org/donate or you can mail your contribution to 494 East Avenue, Rochester, NY 14607. Thank you for your support!







# More Copywriting Project Examples







- Save money on fuel! These vehicles use electricity for all or part of their power.
- Lower maintenance costs! EVs have up to 35% lower operating costs.
- A federal tax credit of up to \$7,500 for many vehicles can reduce the up-front cost even more.







YOU CAN POWER HER FORWARD, YOU CAN POWER HER FORWARD.











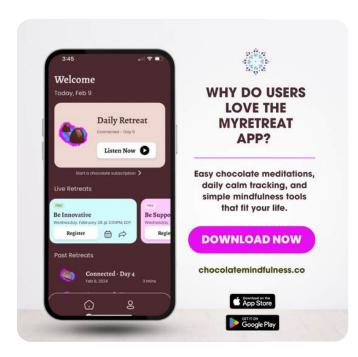
ABOUT ME

SERVICES

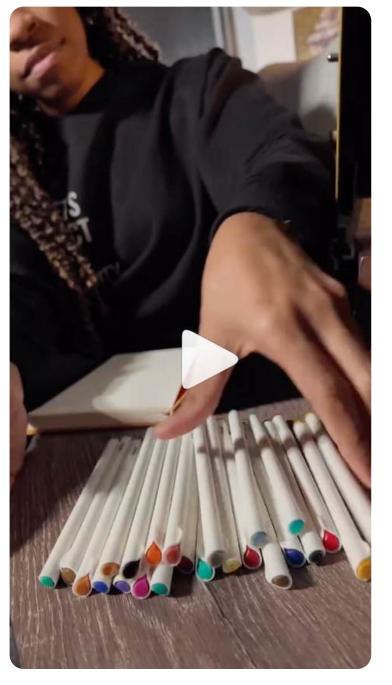
PORTFOLIO

CONTACT

MARKETING STRATEGIST, WRITER + CREATIVE DIRECTOR







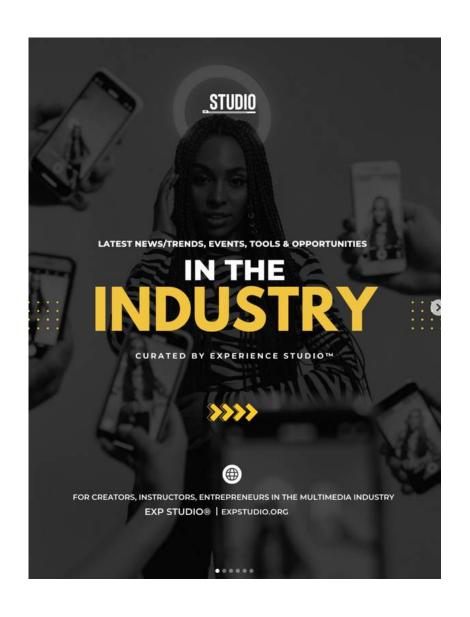
# Social Media Design + Strategy

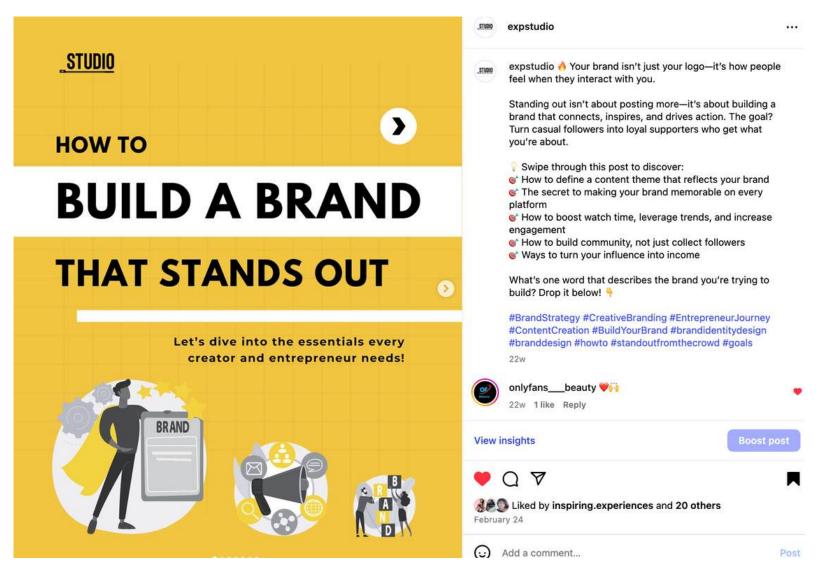
I develop tailored social media strategies that align with your brand voice and target audience. From content planning and creation—including user-generated content (UGC)—to scheduling and community management, I help amplify your presence, foster engagement, and grow your following across platforms. I also collaborate with brands to create authentic campaigns that resonate and build lasting connections.

#### Highlights (90 Days)

- Total Reach & Following: 10.8K across platforms
- Views + Impressions: 55K+ on Instagram | ~12K on Substack
- Engagement Rate (Follower-based): Instagram 31.7% | Substack ~50% open rate
- Community Engagement: ~1K Journal Club members, 79.7% participation
- Newsletter Performance: 2.5K+ subscribers | 45% open rate

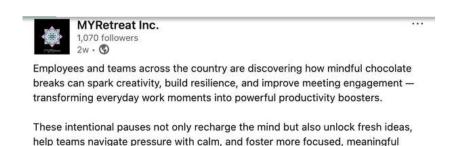
# More Project Examples







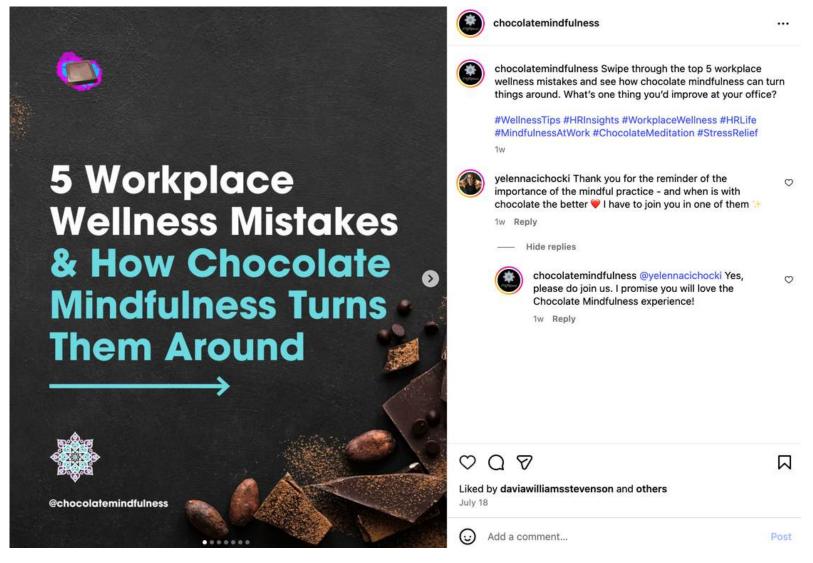
# More Project Examples

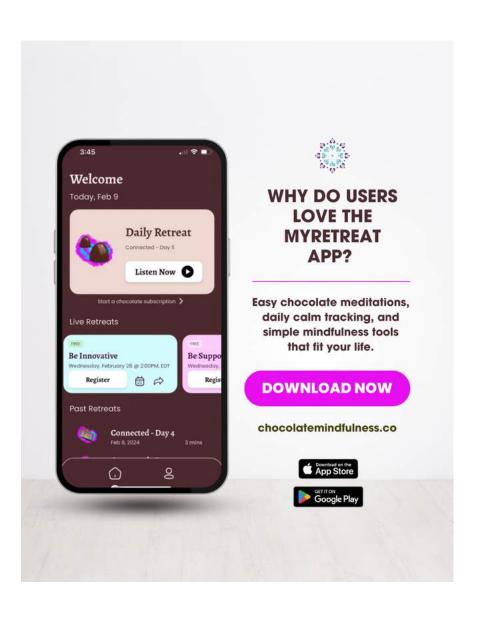


What's one new mindful practice you'd like to introduce to your team? Share your thoughts below — let's inspire each other!

#CaseStudy #Productivity #MindfulWork #EmployeeEngagement #WorkplaceWellness



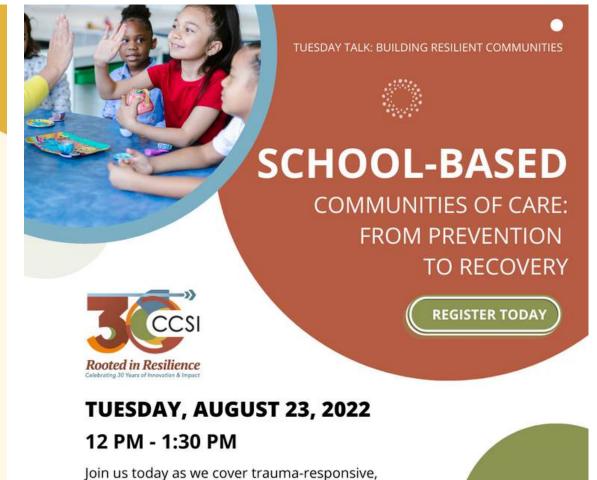




# More Project Examples





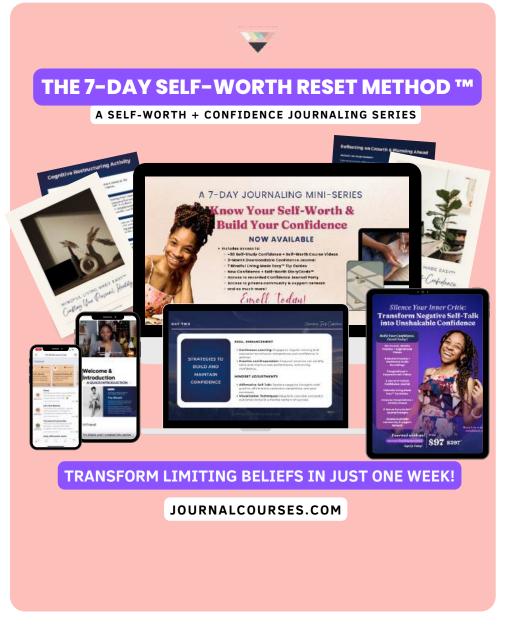


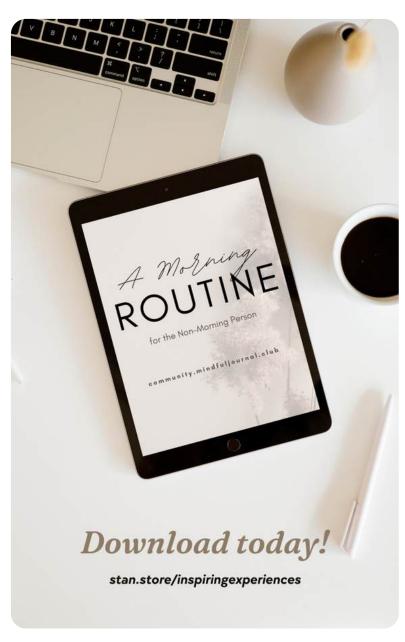
equity-focused strategies that foster school-

based communities of care.

( ccsi.org/rootedinresilience

# More Project Examples















ABOUT ME

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MARKETING STRATEGIST, WRITER + CREATIVE DIRECTOR





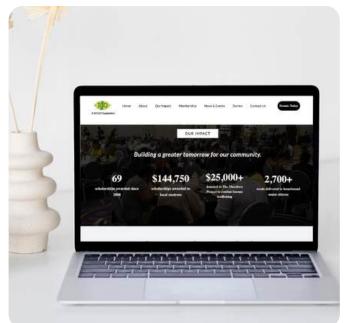
### Importance of Web Design + Development

Effective web design and development create a seamless, user-friendly experience that keeps visitors engaged and encourages conversions.



### Importance of Web Design + Development

A well-designed website enhances brand credibility, improves SEO performance, and serves as a central hub for all digital marketing



## Web Design + Development

I design and build responsive, user-friendly websites that reflect your brand's personality and meet your business goals.

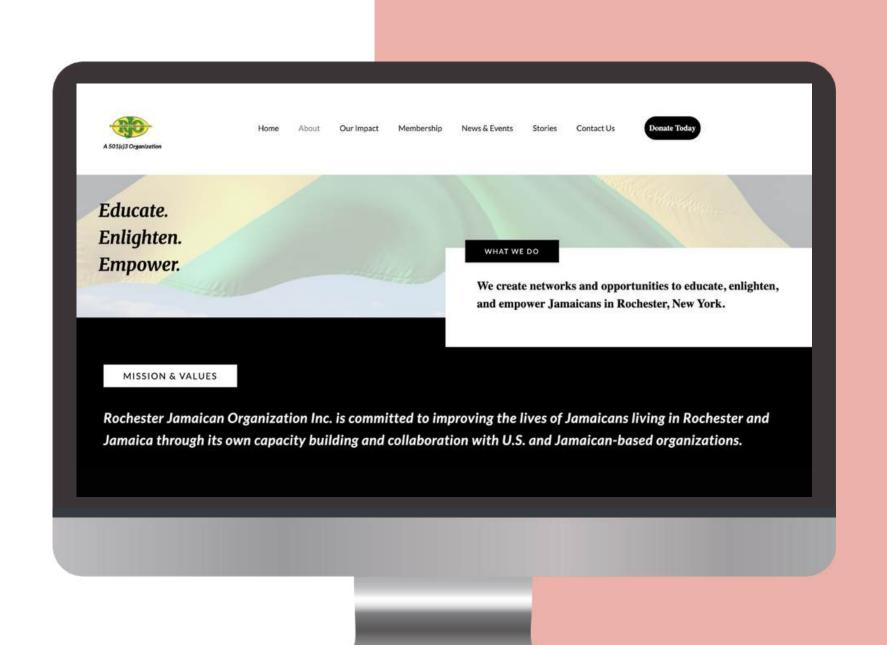
From layout and navigation to SEO optimization and performance, I create digital spaces that engage visitors and provide a smooth, accessible experience across all devices.

INTEGRATION

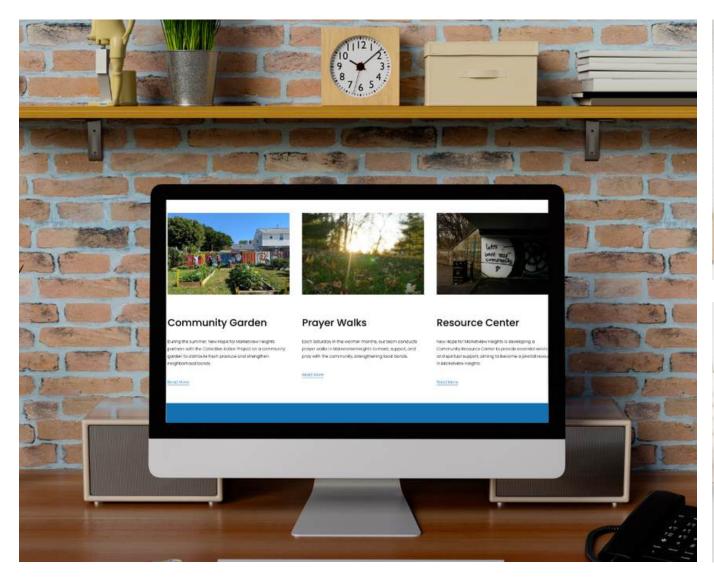
# ROCHESTER JAMAICAN ORGANIZATION — FULL WEBSITE REDESIGN + STORYTELLING

MARKETING STRATEGIST, WRITER + CREATIVE DIRECTOR

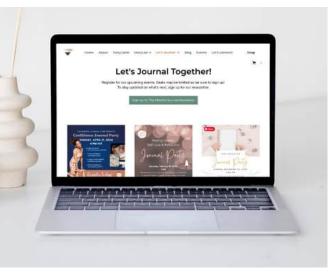
- Completely transformed an outdated website into a modern, user-friendly platform with a focus on accessibility.
- Redesigned site structure and navigation to improve usability and engagement across all devices.
- Conducted in-depth interviews to capture authentic stories and pull quotes that amplified the organization's brand and mission.
- Integrated storytelling elements throughout the site to create a compelling narrative that connects visitors emotionally with the organization's work.

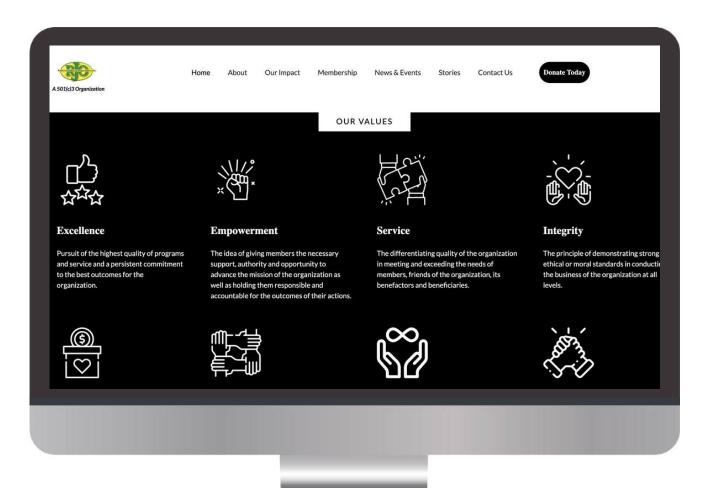


# More Project Examples













# More of My Experience

Please view more of my services and experience below.

- Develop comprehensive marketing strategies and multi-channel marketing campaigns with SEO best practices that align business objectives with target audiences to maximize brand awareness, lead generation, and growth opportunities — integrating digital, social, email, and event marketing for cohesive impact.
- Provide consulting and execution support for content strategy, including audits to assess current content effectiveness and recommendations to optimize messaging and engagement.

 Conceptualize and develop events (galas, community events, brand activations) + programs from ideation through launch and ongoing management, ensuring alignment with organizational mission and audience needs.





MAKING STRIDES AGAINST BREAST CANCER WALK

GREENTOPIA ANNUAL DINNER ON THE BRIDGE EVENT

## A Few Personal Projects!

























# Let's brainstorm some ideas and work together to make them a reality!

### LET'S CHAT

- 585-363-1285
- alexisdcrussell@gmail.com
- inspiringexp.com/portfolio

