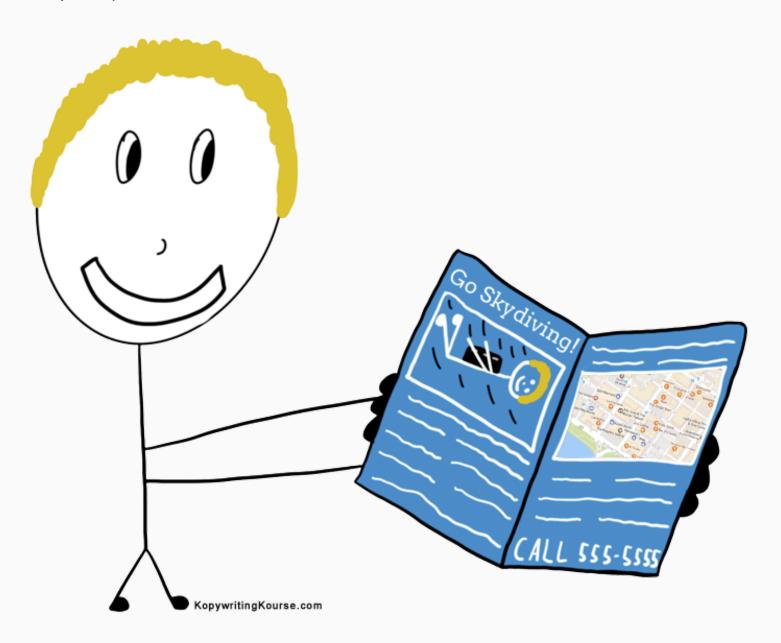
How to Write A Brochure: With Examples and Visual Attention Scans

by: Neville Medhora of Copywriting Course

Original Post: https://copywritingcourse.com/brochure-examples/

So you're about to sit down and write/design/print a brochure, but have no place to start?

Well my friend, take 6 minutes to read this and you'll have an outline (and some templates):



"What is a brochure?"

A brochure is a piece of paper, usually folded up, that informs new customers about your product or service.

If you go to a hotel, they will often have a rack full of brochures from local companies, like this:



There will be all kinds of brochures in these racks:

- Brochures for local attractions.
- Brochures for guided tours around town.
- Brochures for restaurants.
- Brochures for comedy shows, plays, dances.
- Brochures for car rentals.
- Brochures for shopping centers.

However, brochures can be used to promote nearly any service at all.

"The point of a brochure is to be convenient to pick up, carry, and convince a customer to take action."

So if you go to a spa:

The brochure they give will often be a "service menu" which lists prices and services they offer inside the spa. You are free to take this with you and reference it for later.

If you go to a car repair shop:

The brochure will usually list prices of car services, and inform customers which services they should buy.

If you see a brochure for a boat tour:

The brochure should have a schedule, pictures of the tour, description of how long the tour will be, and directions.

Elements Of An Effective Brochure:

1.) Grabbing title.

This should generally be something very quick and to the point. **Do not try to be** "clever" here, just flat-out describe the attraction. For example:

"Best Kayak Tour In Austin"

"See A Real Space Shuttle At NASA"

"Don't Miss Houston's #1 Space Shuttle Attraction!"

2.) Fun details:

Include little details that will make people want to put you on their itinerary:

"This bat watching tour is the #2 attraction in Austin behind the State Capital!"

"Parents tell us they've never seen their kids so excited to see a zoo!"

"We've been rated the top attraction in Austin by Time Magazine!"

3.) Testimonials:

Put quotes about your service/product from your happy customers:

"2 years later and our kids are STILL talking about the airboat ride!"

"I've been to Los Angeles 6 times, and never had as much fun as the Disney Adventure Tour!"

"I tell every friend who comes in town to do the Auckland Bungee Jump!"

4.) A Call to Action:

Make sure people know what to do next after seeing your brochure:

"Book right now by calling 555-555-5555, and we'll send a free shuttle to pick you up."

"Call this number 555-555-5555 to setup your once-in-a-lifetime snowmobiling trip!"

"Book before 11am each day to ensure a seat on the bus, call 555-555-5555 now!"

"What <u>specific action</u> do you want people to take from your brochure?"

You need to know exactly what the point of your brochure is. The point of your brochure can either be:

- Get people to pick up the brochure and call a number.
- Get people to pick up the brochure and email you.
- Get people to pick up the brochure and drive to your location.
- Get people to pick up the brochure and go online to buy something.

Once you know which of these you want them to do (and you should only pick ONE primary objective), you can design your whole brochure around that.

Brochure Examples:

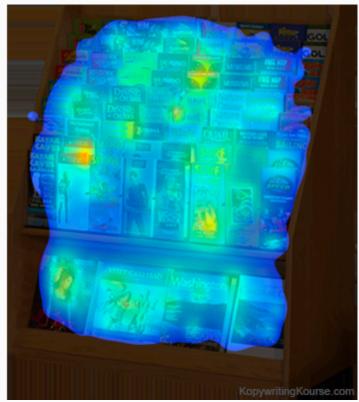
Here's a bunch of examples of real brochures

We ran each brochure through a Visual Attention System which is a neural network that acts like a human brain. In the heat map and diagrams you see what a human will FIRST pay attention to on a brochure.

This helps give us an extra hint of where people are looking.

Keep in mind a person looking at a rack of brochures may only spend **1 second** skimming past your brochure, so it's good to make your brochure easy to understand:





So let's check out some different examples of brochures below:

iFly Indoor Skydiving Brochure:

This is a great brochure that's eye-catching because of the awesome subject matter: Indoor skydiving.

Right off the bat it tells you in plain English what this is, it has a catchy image that looks super fun, and it gives a strong incentive (\$5 off price) to pickup and take the brochure:



Below you can see the original brochure, and how the front of it attracts the human eye:



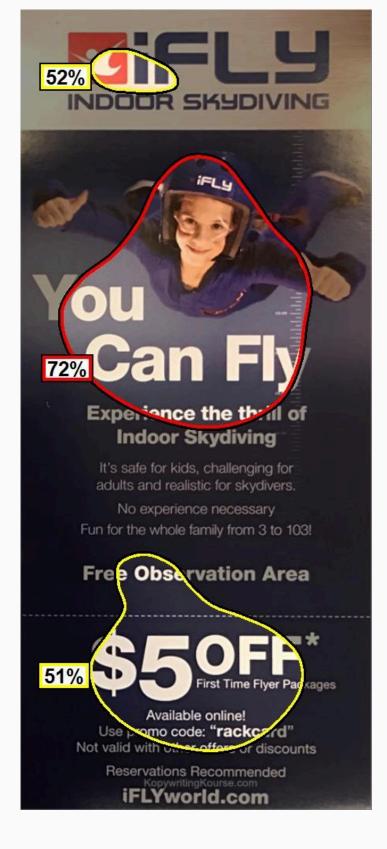
FRONT of iFly brochure.



BACK of iFly brochure.



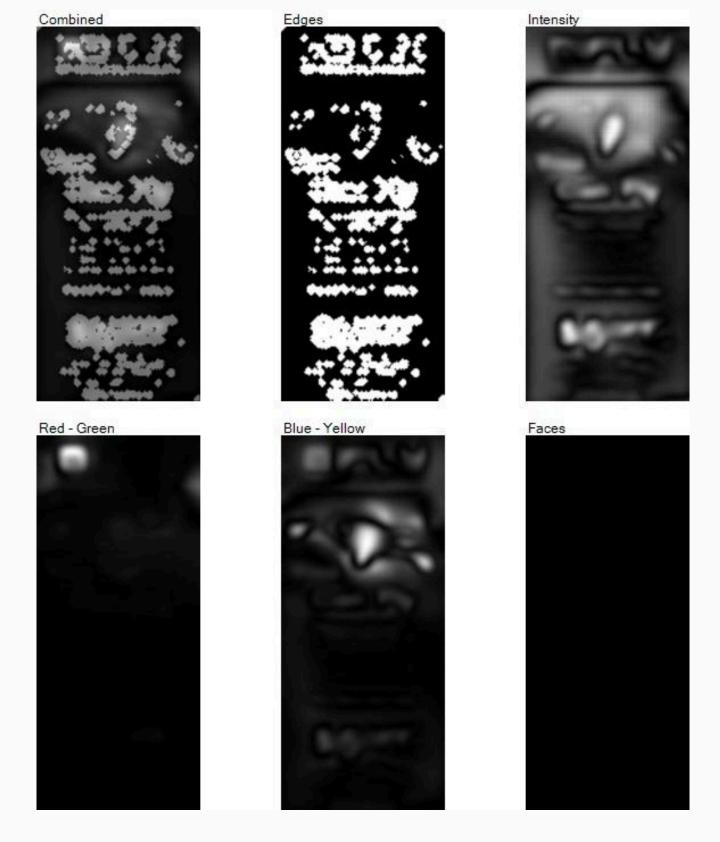
Areas of the brochure that are likely to receive attention within the first 3-5 seconds.



Probability of where a person will look in the first 3-5 seconds.



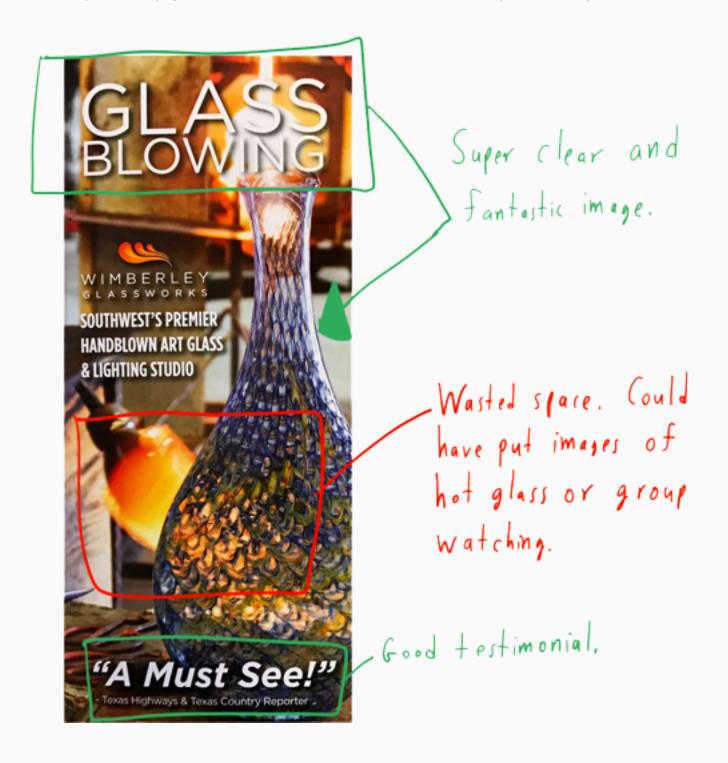
Most likely path that the human eye will follow when viewing the image.



Key visual elements the human eye is attracted to.

Glass Blowing Brochure:

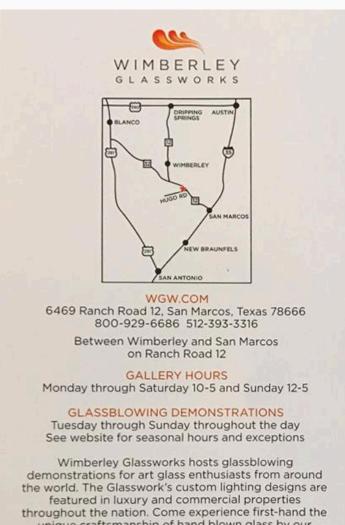
This is an example of a brochure advertising a glass blowing demonstration. This is actually a pretty great brochure that will appeal to a very specific group of people.



Below you can see the original brochure, and how the front of it attracts the human eye:



FRONT of glass blowing brochure.



unique craftsmanship of hand blown glass by our artisans using centuries-old techniques, and be amazed!

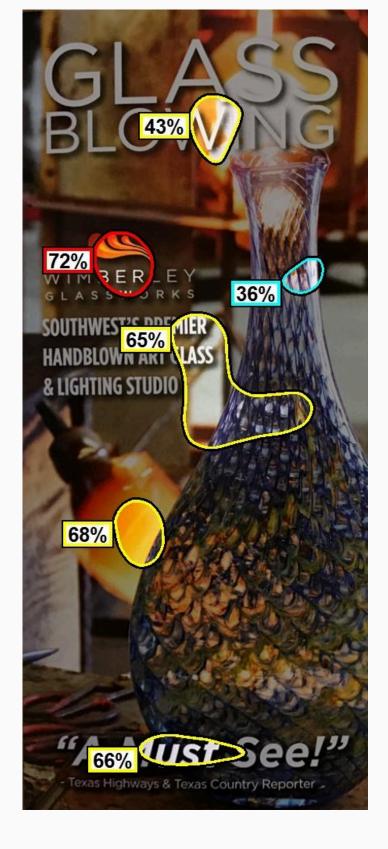


"Wimberley's most famous attraction"-Texas Monthly KopywritingKourse.com

BACK of glass blowing brochure.



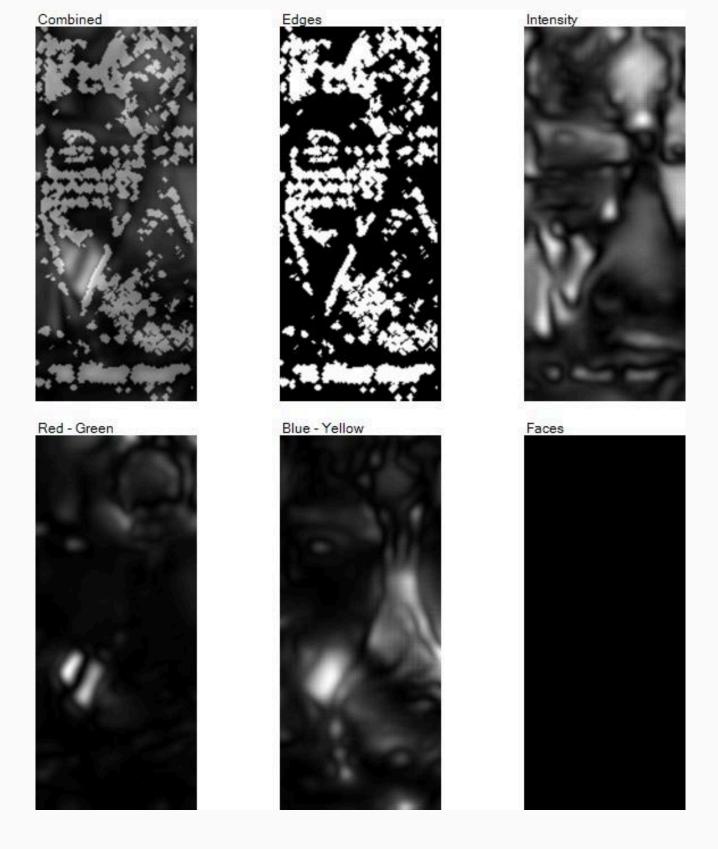
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Probability of where a person will look in the first 3-5 seconds.



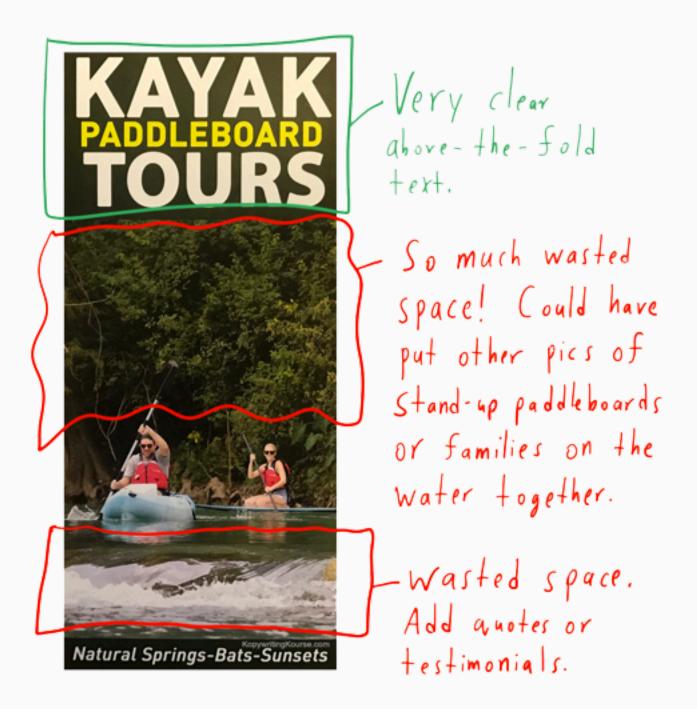
Most likely path that the human eye will follow when viewing the image.



Key visual elements the human eye is attracted to.

Kayak Tour Brochure:

This is a kayak tour brochure. Judging by the Visual Attention heatmap, the front of this brochure has FAR too much wasted and dark space. It could easily be filled in with more information or better pictures showing their inventory of watercraft:



Below you can see the original brochure, and how the front of it attracts the human eye:

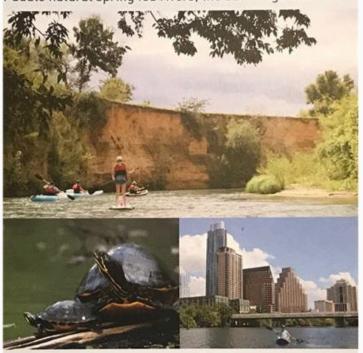


FRONT of kayak tour brochure.

Book online now at LoneStarKayakTours.com

Guided, Beginner, Sit-On-Top Kayak Tours.

Paddle natural spring fed rivers, the bat bridge and more!



"Some of the best memories and photos of our vacation!"

Jack Kelley - Portland, OR.

Guided Eco-Kayak Tours:

Natural spring fed rivers & Urban bat bridge colony.

Daily: Times dependent on season.

Price: See LoneStarKayakTours.com for price.

Group Size: 1-12ppl. Larger group & private tours available.

Length: 2-3 hrs on water

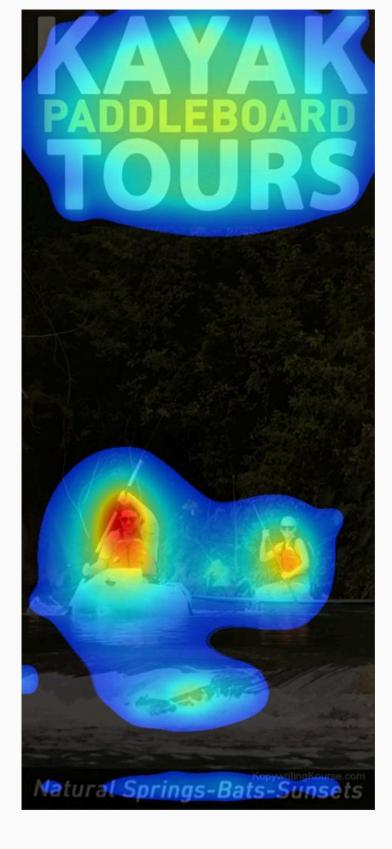
Location: Call/Txt for meeting locations.

Call, TXT or Book Online Reservations fill up quickly.

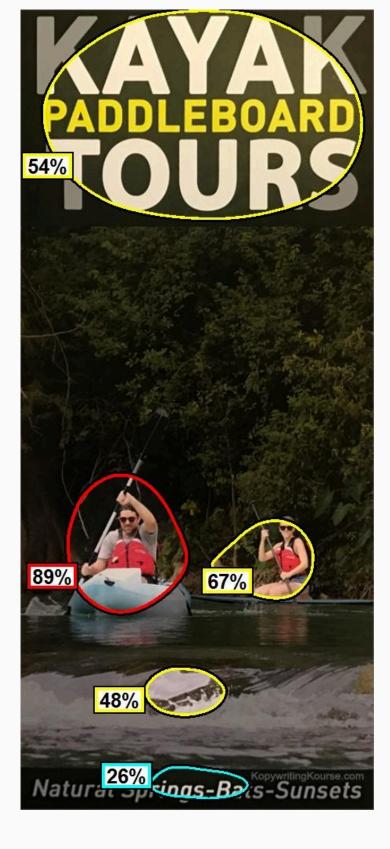
(512) 766-5640

LoneStarKayakTours.com

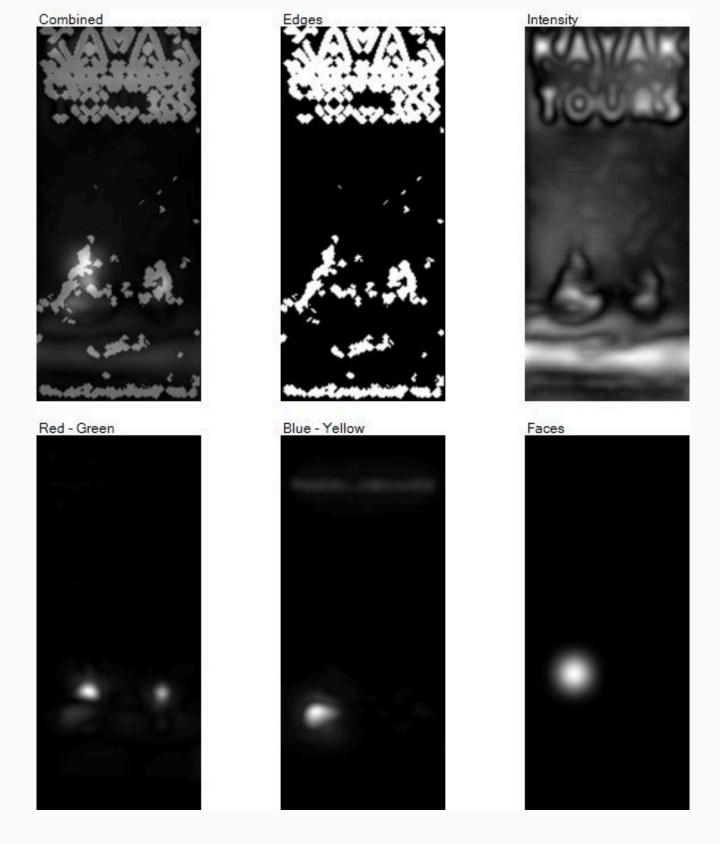
BACK of kayak tour brochure.



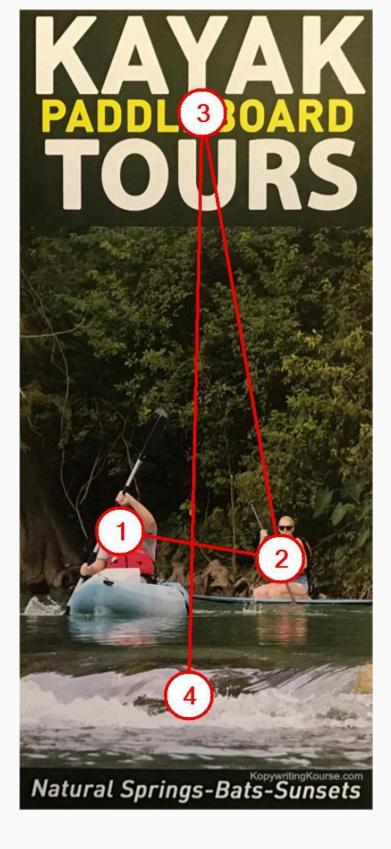
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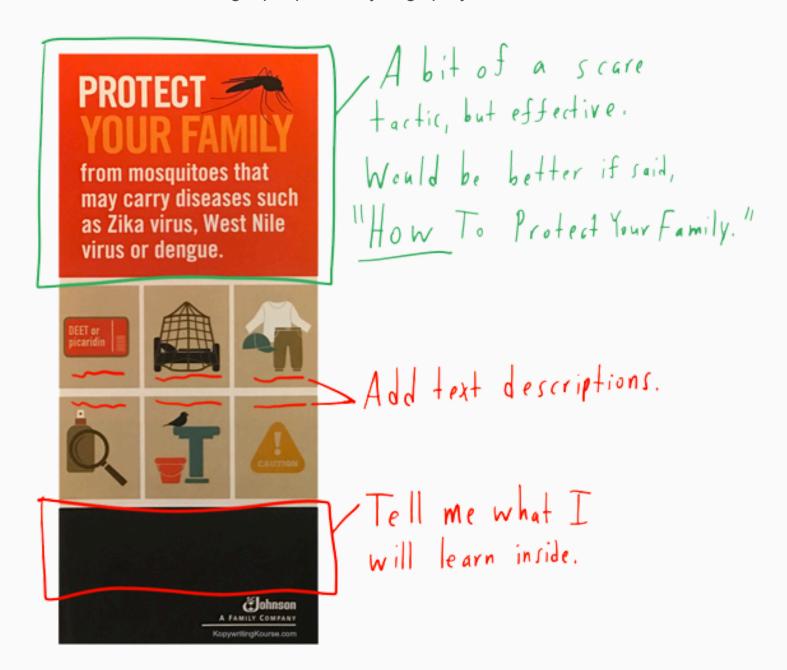
Key visual elements the human eye is attracted to.



Most likely path that the human eye will follow when viewing the image.

Mosquito Prevention Brochure:

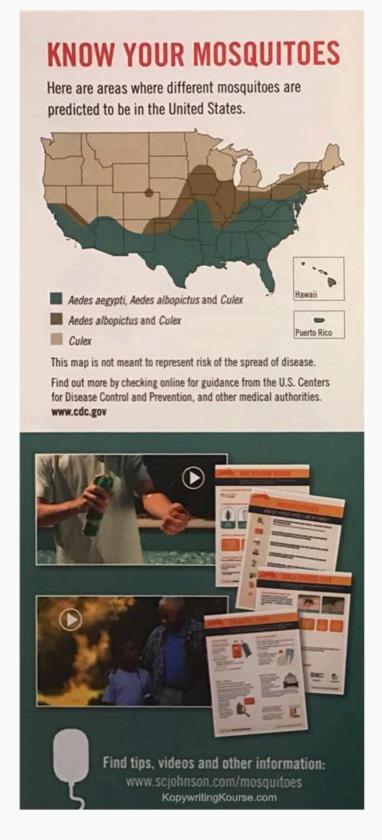
This is an advertisement in the form of a helpful brochure, so it's an <u>advertorial</u> by Johnson & Johnson to get people to buy bug spray.



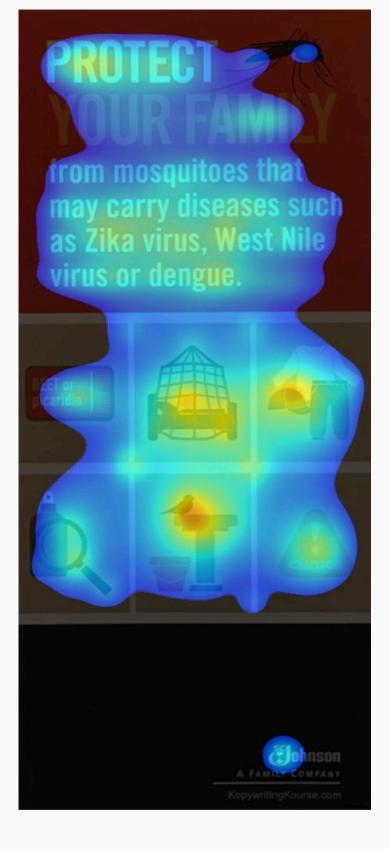
Below you can see the original brochure, and how the front of it attracts the human eye. You can see in the heatmap how much dead space there is towards the bottom of the brochure:



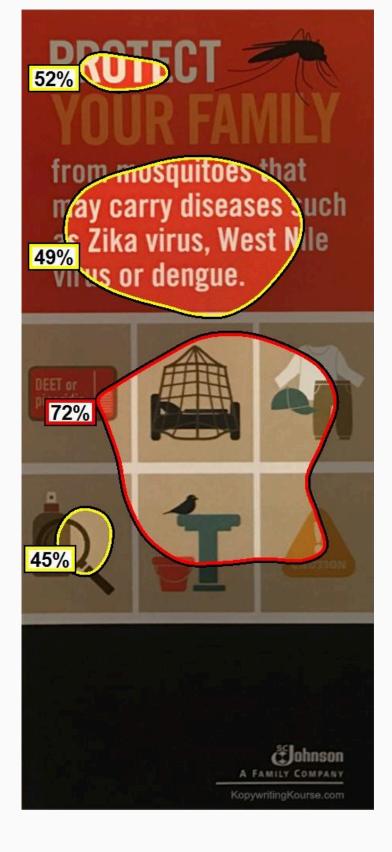
FRONT of mosquito brochure.



BACK of mosquito brochure.



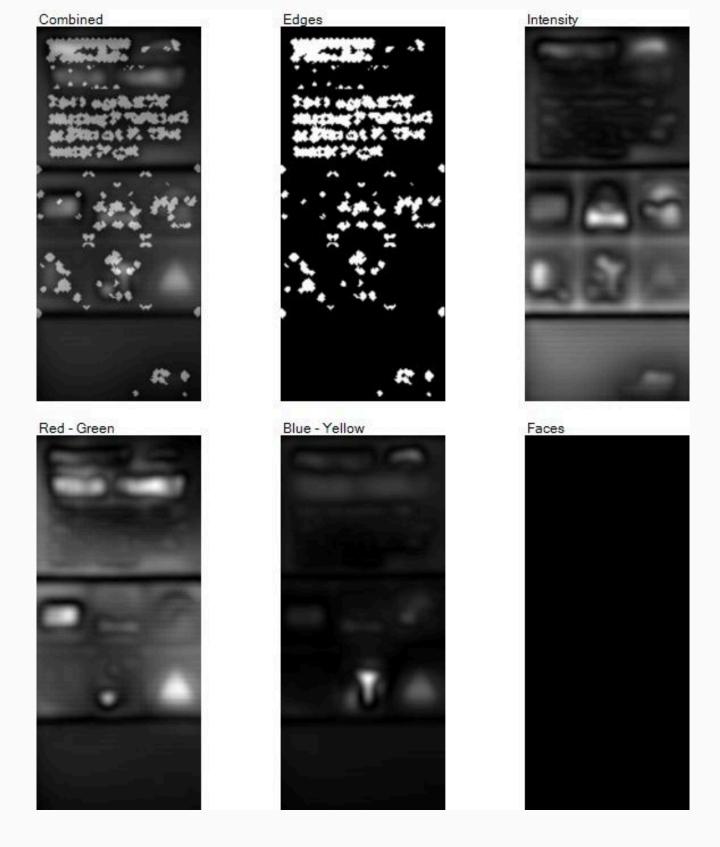
Areas of the brochure that are likely to receive attention within the first 3-5 seconds.



Probability of where a person will look in the first 3-5 seconds.



Most likely path that the human eye will follow when viewing the image.



Key visual elements the human eye is attracted to.

Museum of the Weird Brochure:

This is a funky little brochure advertising a funky little museum called <u>The Museum of the Weird</u>. While I like the very old-school and weird style of brochure, it DOES make it a bit hard to read. I would prefer if one side of the brochure was a bit more structured with information:



I would like to a see a lot more information on the brochure such as:

- How long does it take to tour?
- What age ranges can experience this?

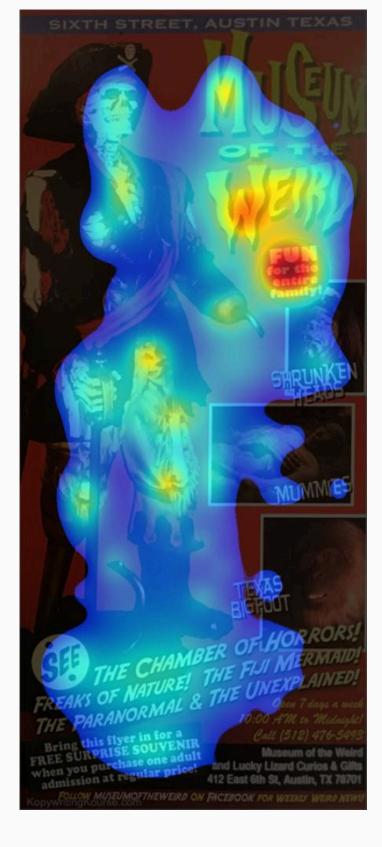
- What else is around here if I make the trip?
- Show people taking selfies with weird exhibits.
- How much does it cost?

Below you can see the original brochure, and how the front of it attracts the human eye:

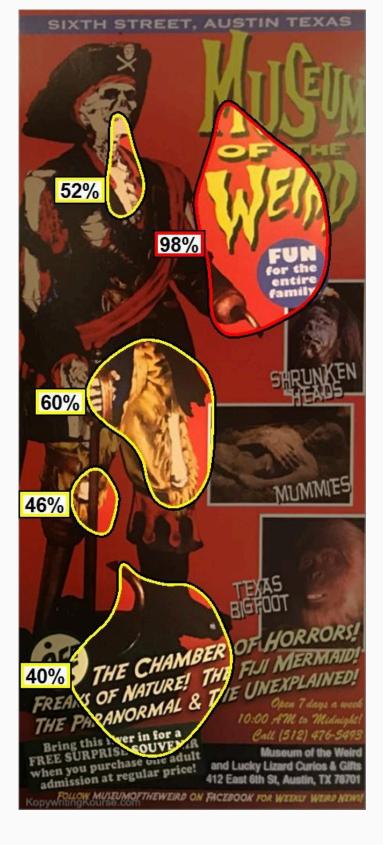




BACK of Museum Of The Weird brochure.



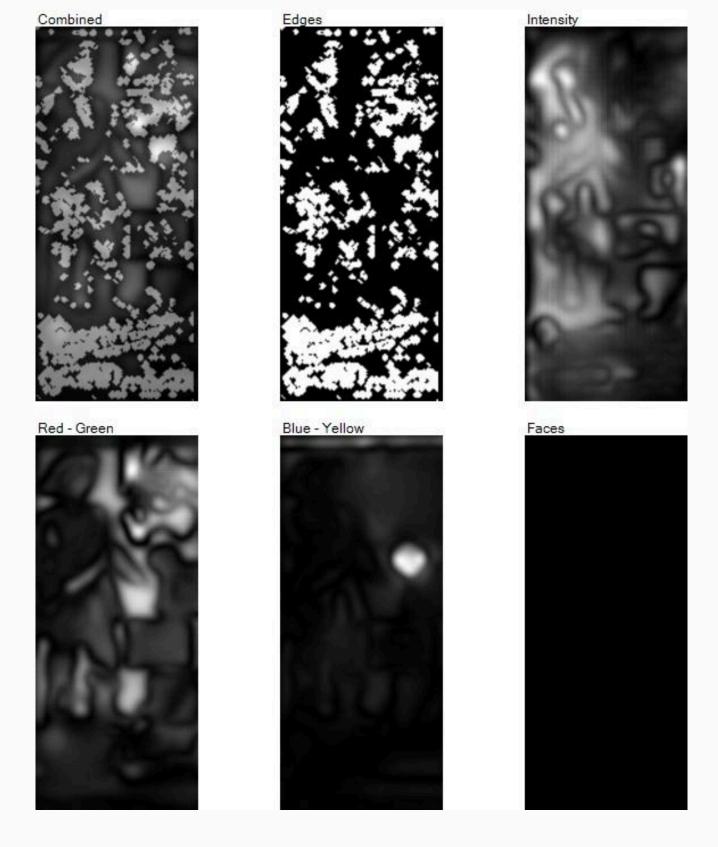
Key visual elements the human eye is attracted to.



Probability of where a person will look in the first 3-5 seconds.



Most likely path that the human eye will follow when viewing the image.

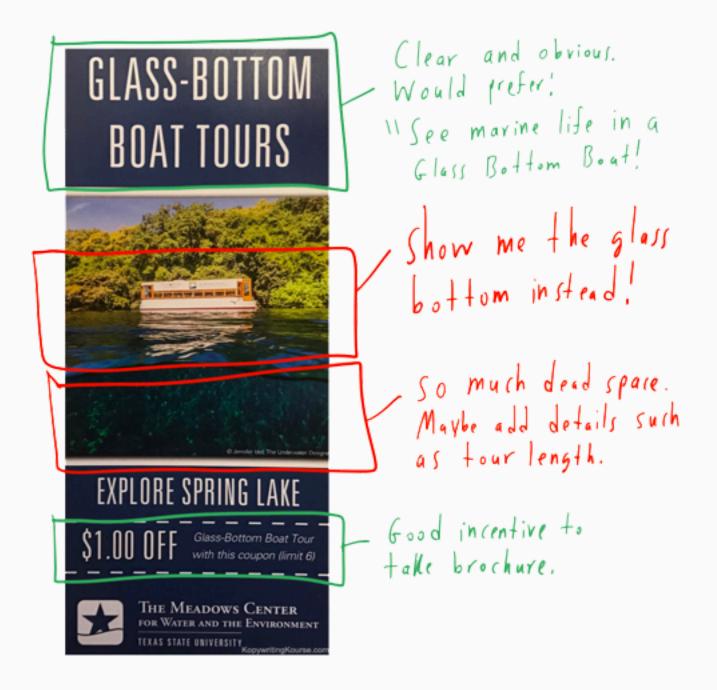


Key visual elements the human eye is attracted to.

Boat Tour Brochure:

This is a brochure for a glass bottom boat tour. I think the picture on the front of the brochure is bad. It should be more attractive, have FAR less dead space, or just show me a picture of people looking through the glass bottom!

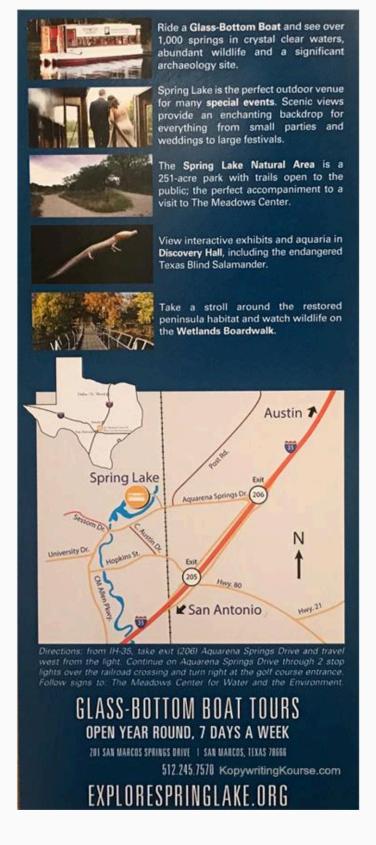
The brochure doesn't really "sell" me on why I should take time to do this:



Below you can see the original brochure, and how the front of it attracts the human eye:



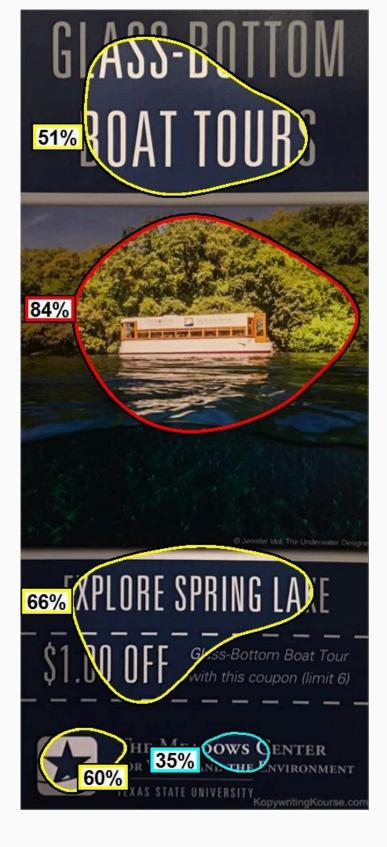
Front of boat tour brochure.



BACK of boat tour brochure.



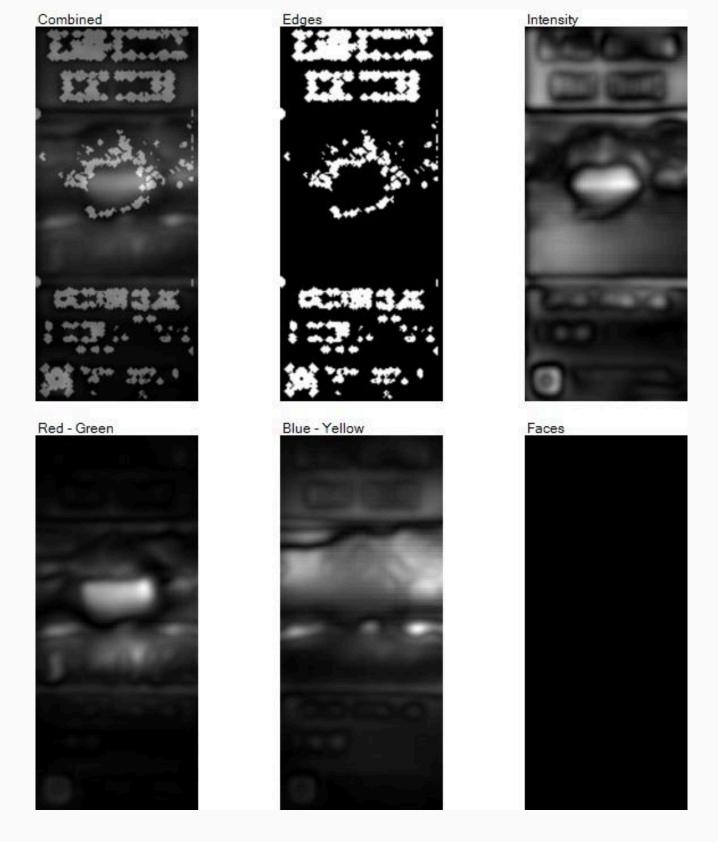
Areas of the brochure that are likely to receive attention within the first 3-5 seconds.



Probability of where a person will look in the first 3-5 seconds.



Most likely path that the human eye will follow when viewing the image.



Key visual elements the human eye is attracted to.

Wildlife Ranch Brochure:

This is a decent brochure for a wildlife ranch. Since this attraction requires a long drive, I wish the brochure put more information inside such as:

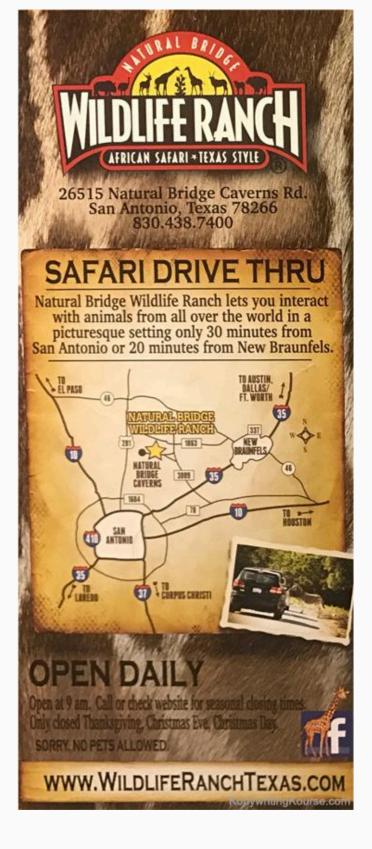
- How long it takes to tour the facility.
- What age ranges it can accommodate.
- Are there bathrooms?
- Does it cost a lot of money? Charge per car? Charge per person?
- Is there food I can buy?
- Is there anything else around I can visit after or before?



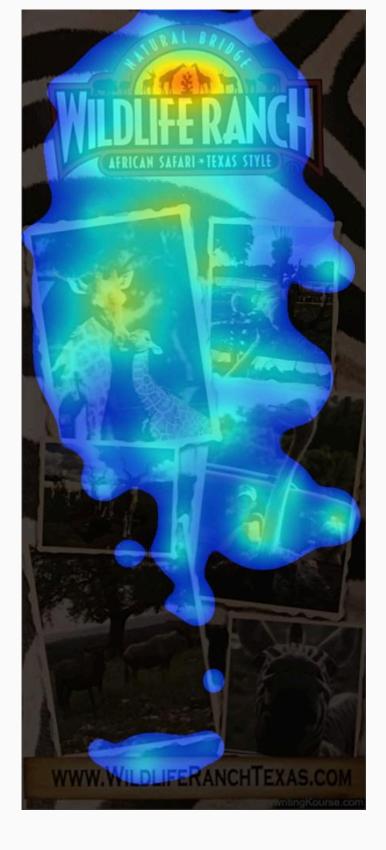
Below you can see the original brochure, and how the front of it attracts the human eye:



FRONT of wildlife tour brochure.



BACK of wildlife tour brochure.



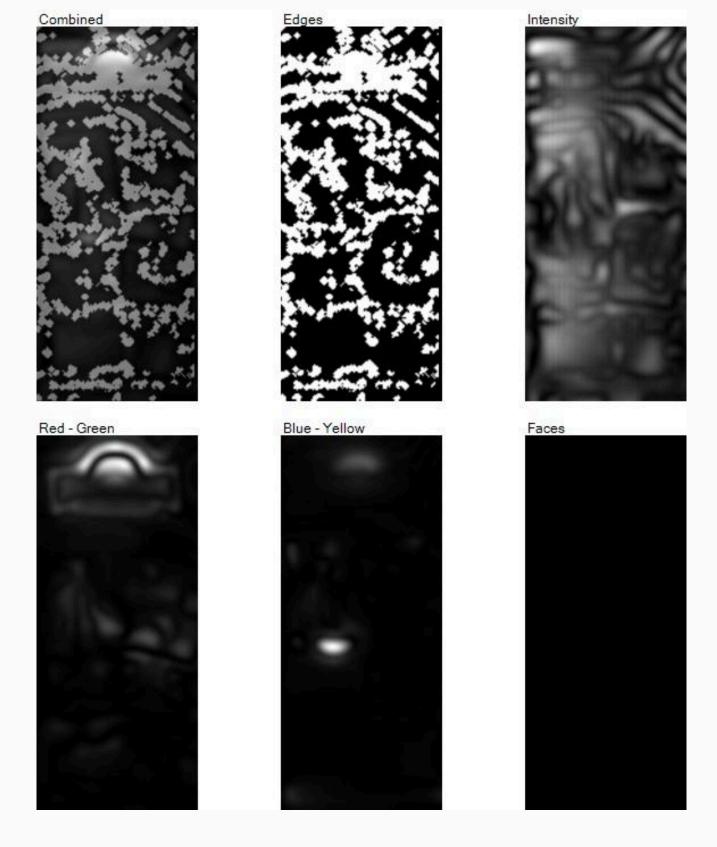
Areas of the brochure that are likely to receive attention within the first 3-5 seconds.



Probability of where a person will look in the first 3-5 seconds.



Most likely path that the human eye will follow when viewing the image.



Key visual elements the human eye is attracted to.

Travel Tips Brochure:

This is a brochure that attempts to get people to download an app that is filled with recommendations (of course all of them are affiliates of the company).

I thought this brochure had A LOT more potential if they actually gave a few good recommendations before trying pitch an app:



There's not even a HINT of what kind of travel tips you'll find inside. I checked out the VisitorTips website, and analyzed it with some traffic tools, that show it gets VERY LOW AMOUNTS OF TRAFFIC:

| Parent topic β i | Its volume | Traffic potential i |
|------------------------|------------|---------------------|
| visitortips com app | 50 | 50 |

This brochure looks like garbage, gives nothing BUT garbage information, and therefore converts like garbage.

Below you can see the original brochure, and how the front of it attracts the human eye:



FRONT of travel tips app brochure.



BACK of travel tips app brochure.



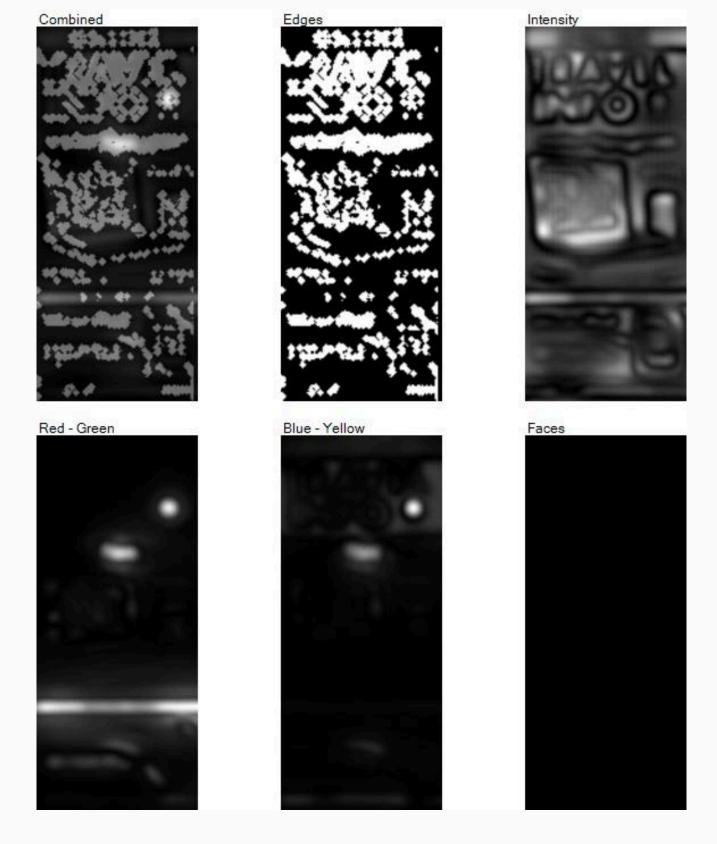
Areas of the brochure that are likely to receive attention within the first 3-5 seconds.



Probability of where a person will look in the first 3-5 seconds.



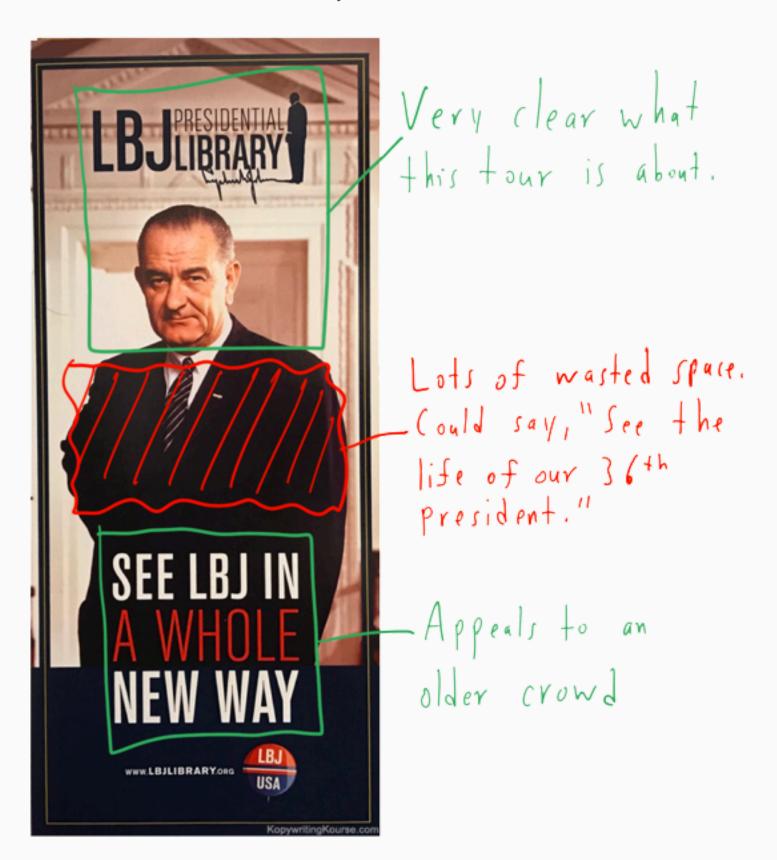
Most likely path that the human eye will follow when viewing the image.



Key visual elements the human eye is attracted to.

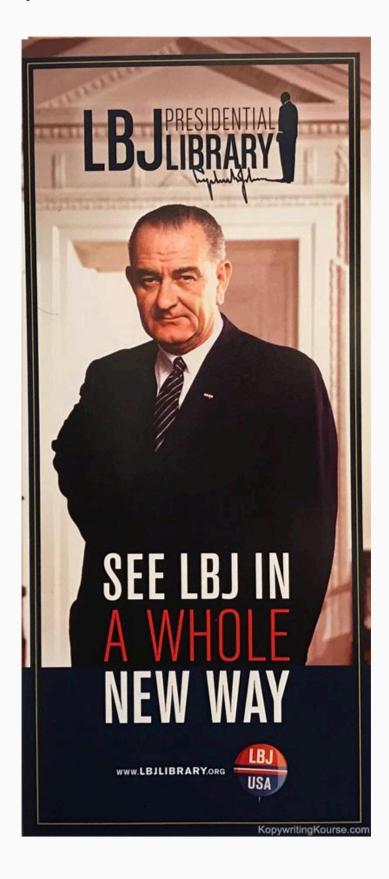
Library Brochure:

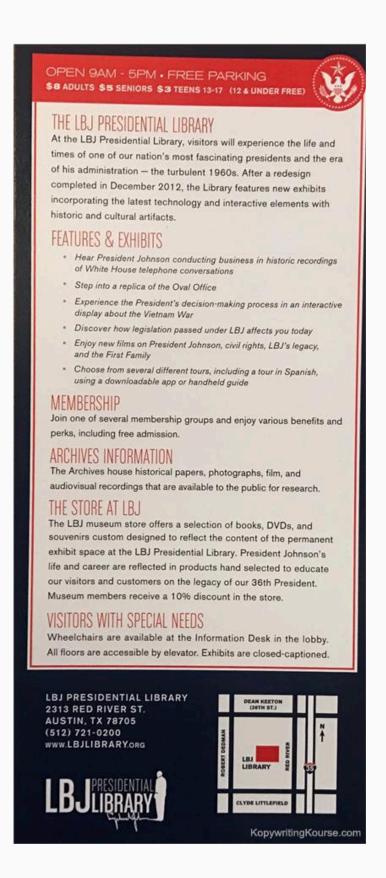
This is a brochure for the LBJ Library:



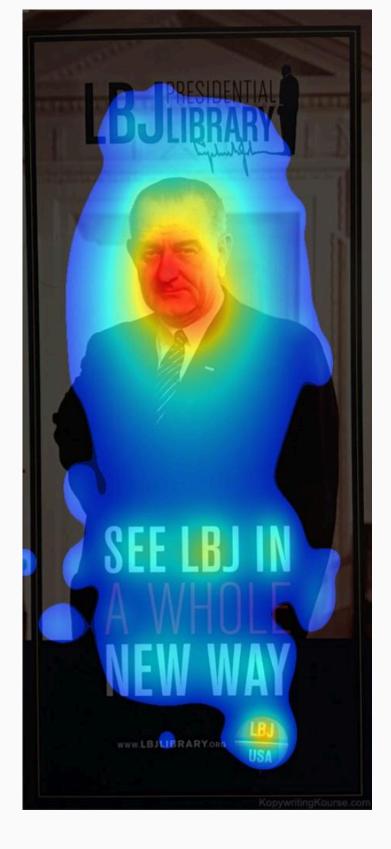
I wish the brochure added some information such as "See the life of our 36th president" or something like that. Even something about the era would appeal to a lot of people, such as, "See the turbulent 60's and how America was."

Below you can see the original brochure, and how the front of it attracts the human eye:

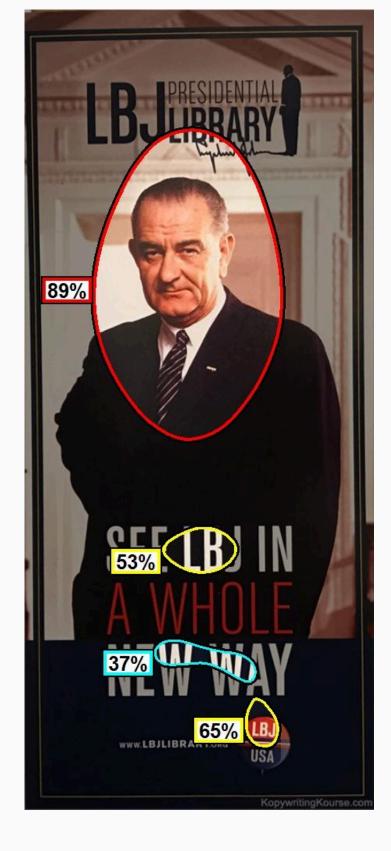




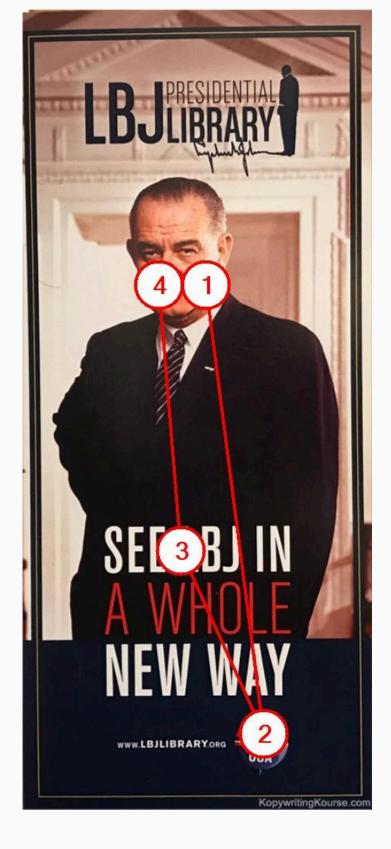
BACK of LBJ Library brochure.



Areas of the brochure that are likely to receive attention within the first 3-5 seconds.



Probability of where a person will look in the first 3-5 seconds.



Most likely path that the human eye will follow when viewing the image.



Key visual elements the human eye is attracted to.

"Making a brochure in Microsoft Word (plus a free template)."

"Making a brochure in Google Docs (plus a free template)."

The 4 questions you must ask when making a brochure.

Clever Brochure Idea and Tricks:

- 1.) Put a business card in each brochure. When they pick it up, it will fall out, or they can at least keep the business card.
- 2.) Provide a handy resource such as "The Perfect Day in Austin" list. On it, your business will be listed somewhere of course :)

Here's our guide to a perfect day in Downtown Austin.

- Start with a breakfast at Torchy's Tacos on South Congress.
- (your pitch) -> Walk your way downtown and rent a paddleboard from SUP ATX Paddleboards.
- Cool off from paddleboarding with Amy's Ice Cream just two blocks away.
- Sunset to watch the bats.

Brochure Cheat Sheet:

1.) What is the specific end goal of your brochure?

Get them to a website? Get them to call and reserve? Give them a map? Pick only one. Preferably the action that actually brings you money. Your product might be better advertised with a simple <u>one-pager</u> rather than a fancy brochure.

- 2.) Does your brochure give reasons they should go with you?
- 3.) What else is around your attraction? What other useful information is there?

Sincerely,
Neville Medhora – Copywriting Course

Original Post:

https://copywritingcourse.com/brochure-examples/