



Blue Chair facts



[More information about the chairs' link to our brand](#)

Two shades of vibrant blue upholstery mirror the colors in the Sentry® logo:

- Each chair matches the color of one of two blue single-quote marks that combine to make an icon after the Sentry name
- The chairs, like the quotes, represent two sides of a conversation

The Sentry Insurance brand is built on the power of conversation:

- We've engaged our customers this way for more than 110 years
- We get to know our customers
- We're a mutual company, so we can invest in long-term, mutually beneficial relationships instead of short-term, bottom-line results

First appearance of the chairs:

- Late 2016, after our rebranding in August 2016
- Appeared in business-oriented media
 - Print ads in trade magazines
 - Online ads
- Part of our marketing campaign, "Right By You"
 - We always want to do right by you
 - When you need us, we're right by you

- The chairs stand out in ad imagery
 - The chairs show up in unusual places (in the middle of an auto dealer's lot, a factory floor, etc.)
 - They always face each other, like two people in a conversation

The chairs represent an invitation from us to you:

- "Sit down. Let's talk. How can we help you protect your business, your employees, and your future?"
- We seek a conversation in balance, not a one-sided sales pitch

What Sentry can offer in that conversation:

- Deep understanding and knowledge of business insurance for specific industries
- Dedicated safety services
- Efficient claims management

The chairs also appear:

- At Sentry offices
- At trade shows
- Now on Kapalua's Plantation Course

ABOUT OUR BRAND

- We launched a new logo and other brand elements in August 2016
 - First company rebrand since the '60s
 - "Right By You" campaign soon followed
- Represents what our customers say about us—we're easy to talk to, we get to know them, and we work together to find the right solutions for them
- Important elements:
 - The quotes represent the power of conversation
 - They appear in pairs, representing both sides, in balance
 - They appear in an icon as part of the logo, creating an S in the negative space
 - They appear as graphic elements in designed materials
 - Through visibly emphasizing the power of smart conversation, our logo (along with other brand elements) portrays Sentry as a smart, approachable, pragmatic, and trustworthy company
- Sentry brand applies to our business insurance and related products
 - Includes 401(k) and other retirement programs