A GUIDE TO ILC’S BRAND & VISUAL IDENTITY
We’ve produced these guidelines so that all members can use the visual identity of our network. I strongly urge you to use it, alongside that of your own organisation, in ways that you find useful. I hope that our common visual identity can act as a unifying thread to weave together our story that spans across the globe. Only together can we achieve our transformational aspirations.

Mike Taylor
ILC Director
Branding isn’t just about a logo or colour scheme, it’s about how others think, share and feel about ILC. A strong brand will drive cohesion with our members and help build trust among our constituents and the change-makers ILC is trying to influence.

Good “brands” must be responsive to the environment in which they operate, and must adapt to the evolving goals of an organisation. That is why, with ILC’s 2016–2021 Strategy, we believe there is no better time than now to rethink what and how we communicate to the outside world.
A COALITION OF EQUALS...

The primary function of ILC as a network is to weave together a wide range of views and practices on land rights and governance based on shared values and the principle that every member has an equal voice. Members don’t always agree, but that is also our strength: ILC provides a space where some of the most difficult land-related issues can be aired, and when agreement is reached, the outcome is all the more meaningful.

As members of ILC and ambassadors of our network, we believe that ILC’s visual identity should reflect and serve each and every member in their day-to-day interactions. Members stand united with a common agenda for change, and take leadership in the network’s direction and in fulfilling its ambitions. Our job is to equip our members with the tools they’ll need to represent who we are as a network and to promote our shared vision of people-centred land governance.

WHAT MAKES ILC UNIQUE?

ILC is a diverse network that bridges a wide range of views on land rights and governance but shares a common vision and values to catalyse joint action in-country.

Defining ILC’s unique selling proposition (USP) is an important part of the branding process. By doing so, we are able to carve out where and how ILC’s uniqueness contributes to the land debate in a space that is increasingly being occupied by a multitude of like-minded organisations.

WHAT ARE WE TRYING TO ACHIEVE?

How do we translate our values, goals and organisational personality into a clear and compelling brand that is wholeheartedly understood and embraced by the network and beyond?

We hope this guide to ILC’s brand and visual identity will provide a clear picture of the Strategy we are looking to take over the next six years and beyond. ILC’s reach will only be as strong as the united effort we put into shaping the impressions we want to make, for the change we want to see.

ILC’s membership has almost doubled in the last five years, and one of our greatest strengths continues to be our ability to accommodate a wide range of views. That being said, it is essential that we present ourselves in a unified way to have the utmost impact from country to global levels.

UNIFIED AND APPEALING IDENTITY

Being a member of ILC means that you are part of a larger community – and so it’s important that as a network we create an environment where we’re all on the same page both visually and through our messaging.

FOCUSED POSITIONING

The better we are able to position ILC, the more opportunities we create for highlighting our members and their work.

Increased awareness and sharpening the focus of ILC will help our members be more successful by making ILC more credible.
How we look and present ourselves as a network can be summarised by the following core elements:

» Logo
» Colours
» Typography
» Photography and illustrations
LOGO

Our logo is at the core of ILC’s visual identity, and is the most tangible representation of ILC, our members, our mission and our values to the outside world.

Rationale

Unlike ILC’s old logo, which had two distinct elements, illustration and typography, the new logo (endorsed in 2016) combines both of these elements in the colour version.

The rationale behind this change was deliberate: the concept of “land” is extremely subjective and, therefore, difficult to convey through a single image and apply to the many different contexts and cultures in which ILC works.

That is why, with the new logo, we haven’t left anything to the imagination and are boldly stating that yes, LAND is our focus. Just one glance at our logo leaves no room for misinterpretation of what it is that we do.

Correct use

The power of a logo can only be seen over time, with consistent, controlled and conscientious application. We therefore encourage all of our members and partners to use it in accordance with the guidelines set out in this document.
LOGO VARIANTS

STANDARD
The standard variant of the ILC logo is meant to be a reference to the global Coalition and is therefore used on all products and documents published by the Secretariat, as well as the global website and multimedia products.

REGIONAL (AFRICA, ASIA, LATIN AMERICA & THE CARIBBEAN)
The regional variant is meant to highlight the decentralisation of ILC’s activities and the importance of the regional role.

When to choose this variant
It is to be used on products and documents published by ILC Regional Coordination Units. Members are also encouraged to use this variant to highlight collaborations within the region on documents published by ILC – in particular, when they develop materials in the context of regional initiatives.

MEMBERS
The member’s variant of the logo, available in English, French and Spanish, is meant to facilitate the ownership and wide uptake of the ILC brand, as well as to give greater visibility to members, where needed.

When to choose this variant
Members are encouraged to use this variant on email signatures, business cards, websites and any products and publications NOT produced by ILC.
A tagline variant of the logo (not to be confused with the ILC tagline) is available for download in the three languages. When using the tagline variant, avoid altering the space and proportions between the tagline and the logo.

When to choose this variant
The tagline variant may be used as an alternative to the standard logo but it may not replace the regional variant.

**TIP**
The standard variant and the ILC tagline may be used either independently or in conjunction, allowing for more flexibility.

WHERE TO DOWNLOAD IT
Members may download the member’s variant of the logo from MemberNet. For accessing all other downloadable logo variants, please contact the Secretariat or the regional coordination units.
HOW TO USE IT

The logo should be used as provided and must not be altered in any way. This includes animating, rotating, skewing or applying any sort of effect that modifies its original shape or colour. You should also not separate its elements and should never attempt to recreate it or change its font or the proportions between its elements.

The logo may naturally be scaled up or down in such a way that all the parts of the image remain clearly readable.

CHOOSING COLOUR AND FILE FORMAT

Each variant of the logo is available in black, grey, white or colour.

THE BLACK, GREY, WHITE OR COLOUR VERSIONS OF THE ILC LOGO MAY BE USED INTERCHANGEABLY as long as they remain readable and prominent.

How do I know which colour to use?

BLACK/GREY

While this version may be used in any situation, we encourage its use:
» on documents that are intended to be faxed, photocopied or processed in a way that makes colour information unnecessary or problematic;
» whenever the ILC logo is placed beside other logos, so that it stands out as much as possible;
» on colourful materials such as sharegraphics or pictures and whenever the colour logo would clash or compete with surrounding colours.

It is not to be used on darker backgrounds.

COLOUR

Best suited for screen applications such as the web, videos or presentations.
WHITE
To be used on a darker background where the black or grey logo wouldn’t be visible. Same indications apply as per the black and grey logo.

Each variant and colour of the logo may be downloaded in either .EPS, .PNG or .JPG format.

How do I know which format is best?
- .EPS We suggest you download the logo as .EPS whenever you intend to use it on printouts such as reports, business cards or posters.
- .JPG/.PNG These files are best suited for screen use such as emails, websites or presentations, the main difference being that .PNG files have transparency and .JPG files do not.

WHEN TO USE IT AND WHERE TO PLACE IT

WHEN USED ON DOCUMENTS PUBLISHED BY ILC
The ILC logo must be present on all documents published by the ILC Secretariat and Regional Coordination Units, including brochures, stationery, business cards, reports, presentations, videos and the website.

On printed and screen material produced by ILC and intended for external distribution, the ILC logo should be placed so that it appears as the most prominent graphical element on the front cover, front page or final slide/scene.
WHEN USED ON DOCUMENTS PUBLISHED BY ILC IN COLLABORATION WITH PARTNER ORGANISATIONS

The ILC logo may be used in combination with other logos, including those of member and partner organisations to suggest an association between ILC and other organisations, projects or initiatives.

The ILC logo should still appear on the front cover, front page or final slide/screen of all printed and screen communications intended for external distribution.

We encourage the use of the black, grey or white logo for this particular application.

WHEN USED ON DOCUMENTS NOT PUBLISHED BY THE ILC SECRETARIAT OR THE REGIONAL COORDINATION UNITS

The member variant ILC logo may be used in publications, documents and advertising material produced by member/partner organisations upon prior coordination with the ILC Secretariat or the relevant Regional Coordination Units.

When placed on documents not published by ILC, it should always be accompanied by a disclaimer [see page 57]. Please refer to Disclaimer section for further instructions.

In this particular case, the ILC logo may not appear on the front cover, but it can be accommodated in the inside cover, inside back cover or back cover.
ILC’s Brand Architecture for ILC Platforms and Facilities

ILC is a global coalition of platforms, with over 250 members working together across the globe. Structured and established platforms in an advanced phase of their development may feel the need to mark their status as unique bodies under the ILC umbrella.

In order to accommodate this request, ILC allows for its platforms to use and promote their own custom logotypes and/or branding. Note that such an operation is purely optional.

Referencing the ILC Umbrella

» Presence of the ILC Logo - ILC platforms, unless otherwise agreed, are required to show their relation to the ILC network by including the appropriate ILC logo (either the standard, tagline or regional variant) on all digital (websites, social media, presentations, mail signatures) or physical (books, reports, flyers, banners) communication materials they publish.

» Logo Placement - The ILC logo shall be placed anywhere on the front page or publication cover together with any CBL, NES or ILC facility logos. No logo on that same page shall exceed ILC’s in terms of height. In the case of websites it may be placed anywhere on the homepage (including the footer) or placed in the “About us” page.

» ILC Association - Whenever the ILC logo is used by an ILC platform, the sentence below should also be included as body text or as a note anywhere on the same page or, in the case of books or flyers, in the adjacent or following page (i.e. back cover): {platform_name} is associated with the International Land Coalition, and works to promote the network’s shared goal of people-centred land governance.
DECENTRALISED
BRANDING SCHEME

WHO: NES and CBI platforms.

SCHEME: free to adopt your own visual identity (including both logo and branding) to suit your national and local audiences.

ILC CLEARANCE: not required
The ILC Secretariat does not need to be part of this process and no prior clearance is required in order for a NES to use its custom logo or branding on any communication material published by the platform.

The ILC Secretariat is available to provide feedback.

SUB-BRANDING
SCHEME

WHO: ILC facilities.

SCHEME: customisation possible.

ILC CLEARANCE: required
any customisation will always be developed in collaboration with the communication team at the Secretariat and any other co-leading organisation.
COLOURS

ILC’s corporate colours are meant to visually convey the bold, positive, and declarative/activist approach and tone that we have adopted for our 2016 Strategy.

The swatches on the opposite page reflect our complete branded colour palette, which should be applied consistently throughout all ILC products, including reports, publications, newsletters, brochures, posters, multimedia products, etc.

Colours and regions

Our corporate palette is also meant to distinguish ILC’s decentralised way of working, and so specific colours have been selected to represent each of the three regions.

Neutral colours

Some neutral colours have been selected and may be used in conjunction with the above in order to complement our corporate palette whenever necessary.

Logo colours

These colours are used in the ILC colour logo and are also to be considered corporate colours in conjunction with the above.
ILC’s ten commitments are represented in our communications by distinctive icons and colours associated with specific numbers and definitions such as:

**Commitment 5: Secure Territorial Rights for Indigenous Peoples**

We encourage the use of the relevant colour whenever referring to a specific commitment. You may find more information about how to refer to our ten commitments in our communications under “Icons” at page 41.

Please consider that neither the ILC commitment icons nor their colours are universally recognised therefore any chromatic reference shall always be associated with explanatory icons and text.
TYPOGRAPHY

The fonts to be used for our online and offline corporate communications are:

- **headings**: Open Sans Extra-Bold 800 (all-caps)
- **body text**: Open Sans

The entire Open Sans font family is available for free at this link: https://www.google.com/fonts/specimen/Open+Sans

As with our logo, consistent use of our corporate typeface is crucial to our brand integrity.

The font we have chosen as our corporate font is a freely available, cross-platform web font that can be used consistently in electronic documents, printed documents and web pages.

Open Sans meets our requirement by being:

- open source and free to use in conformity with the Creative Commons policy we embrace;
- available for both print and the web as a Google Font, allowing for consistency in any media;
- rich in non-Western/non-English glyphs and characters;
- available in many different styles: light, regular, bold, extrabold…

A sans-serif font family is more stylised and better suited than serif for use on electronic devices.

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**TITLES (OPEN SANS EXTRA-BOLD 800)**

Body text (Open Sans Light)

Body text **bold** (Open Sans Regular), *italics* (Open Sans Light Italics)...

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**SERIF**

A serif is a small line attached to the end of a stroke in a letter or symbol. A typeface with serifs is called a serif typeface, while a typeface without serifs is referred to as sans-serif.

**SANS**

A sans-serif font family is more stylised and better suited than serif for use on electronic devices.
What to use if Open Sans is not available

While you should try and use Open Sans whenever possible, you may come across programs such as Microsoft Word, PowerPoint, Outlook and most email desktop applications that may not be capable of displaying web fonts consistently across different computers.

In this specific case, Open Sans should be substituted by the widely available Arial (on Windows) or Helvetica (on the Mac).

You may use Arial/Helvetica Regular for body text and Arial/Helvetica Black for titles.

**STYLING TEXT**

**TITLES**

- Headings are normally capitalised (used as all caps).
- Titles should never be hyphenated nor justified.

**BODY TEXT**

- **Font size**
  - For printed documents, body text should be set at 10pt with a 15pt leading. It may be downsized up to a minimum of 9pt/14pt leading, with the exception of footnotes that may be downsized to 7pt minimum with a leading of 10pt. Body text should not be downsized below 14pt for screen/web use.
  - **Hyphenation**
    - Text should never be hyphenated.
  - **Justification**
    - Body text and headings should normally be flagged to the left or right, depending on the context. This is mandatory whenever a column’s width is equal to or smaller than 65mm.
    - When used on the web, body text and headings shall never be justified.
PHOTOGRAPHY & ILLUSTRATIONS

The use of photography is playing an increasingly important role in promoting and conveying ILC’s messages, while visually supporting the telling of good stories. It’s true what they say, a picture can tell a thousand words. Where good images can breathe life and emotion into a message, poorly chosen images can have the opposite effect, creating negative associations and potentially manipulating and/or taking away from the story being told.

THE PERFECT PICTURE

Although photography selections will be determined by the needs of each individual project, the visual vocabulary used to depict ILC’s activities must be consistent with the Coalition’s ideals and objectives.

How we present ourselves through imagery can be summarised in the following core elements:

» EMOTIVE: Show images that express and evoke emotion. Activating these emotions will spur “action” on the part of the recipient.

» REAL: Portray the “human face” of land issues, depicting real-life situations and people who live on and from the land.

» ENGAGING: Inspire people by showing a different perspective and making a personal connection.

When using more than one photograph on the same page, it is good practice to try to cover different actions, actors or perspectives and avoid using photos that depict the same emotion and subject. More often than not, one good picture is more eloquent than several unimpressive ones.
ILC’S PHOTO POLICY

Before taking or using a photo, make sure to ask yourself the following:

» Am I creating and using photos in a manner that will do no harm to persons appearing in them?
» What is my intention or purpose in using this photo? How can I use it to promote a positive message?

DO

» Portray subjects with respect, dignity and humanity, not pity.
» Ensure a gender, age, racial and regional balance.
» Use the caption in order to give context.
» Use a mix of photos – for example, landscapes and close-ups – as well as photos that promote the idea of people working together, discussing, sharing, advocating, etc.
» Give preference to images depicting ILC activities in the field.
» Use high-quality photos (ideally taken by professional photographers).
» Never forget to add credits in the caption in the case of copyrighted pictures (see below).

DO NOT

» Distort the true context, content or meaning of a photograph.
» Use photos depicting violence, people – particularly children – who look malnourished or are suffering from extreme violence and poverty.

COPYRIGHT CREDITS

All ILC-commissioned photos must be credited as follows
© ILC/“name of photographer”

In the framework of our Creative Commons Licence policy, all images and any other graphical asset used in our publications, videos or websites must be free to use and distribute.
ICONS

Using icons to represent complex ideas such as ILC’s ten commitments can be tricky, and they should be used with care. The positive side is that they are a common visual language that cuts across potential language and literacy barriers.

The ILC commitment icons are not universally recognised symbols, but are a visual representation of what our membership has jointly agreed to working towards in achieving our goal. We therefore encourage their use in conjunction with explanatory text in case their meaning is not clear in the context.

They are an easy and eye-catching visual aid to help support our messaging and draw attention to content, but they are not meant to diminish or replace it. We even encourage friendly (and fun!) memory games, to help our members and others familiarise themselves with the commitments.

Here are a few ideas to help get you started. Feel free to adapt to your specific context or situation:

» NAME THAT COMMITMENT: In this game, participants are shown a series of commitment icons (with accompanying commitment names). They are later shown one of the commitment icons (without accompanying commitment names) and are asked to “name that commitment”.

» ELEPHANT MEMORY: They say that elephants never forget. Can we say the same for our members? See if participants can build up their memory over a few minutes. Show them the commitments and ask them to memorise. Then ask them to recognise the commitments from a longer list that contains “distractor sentences”.

In the end, have fun with them, incorporating them in your meetings as visual aids for break-out working groups or discussion groups.

WHAT IS IMAGE RESOLUTION AND HOW DO I CHECK IT?

What is resolution?

Resolution determines how clear the image will look: the higher the resolution, the clearer the image. Resolution indicates the number of points or pixels\(^1\) that make up a picture.

Note that there is no relation between how big the image appears on screen and how high its resolution is.

Imagine a box containing beans: the size of the box does not tell you how many beans it contains; it may contain many, it may contain few.

What we can tell you is that screen is very forgiving compared to paper. Images at a resolution of 72 pixels per inch (PPI) look perfectly fine on screen, while in print their resolution needs to be much higher – ideally around 300 dots per inch (DPI).

How can I tell the resolution?

In Windows you can find out what resolution an image is in just three clicks:

1. right-click the image file;
2. select “Properties” from the menu;
3. select the “Details” tab and scroll down until you find horizontal resolution and vertical resolution.

Alternatively, you can check the file extension: .jpg, .png, .gif are normally aimed at the web while .psd, .tif, .eps, .ai, .svg are generally good for print.

IMAGE REQUIREMENTS (AT 100% SCALE)

Images for web and screen use: minimum resolution 72 PPI.

Images for printing: resolution of 300 DPI (200 DPI minimum).

\(^1\) The unit of measure for print resolution indicates the number of dots per inch (DPI). PPI is used for screen instead, and it indicates the number of pixels per inch. Note that we refer to size at 100% whenever you enlarge the picture, you end up spreading the pixels on a larger area, making the picture appear pixelated or blurry.
Secure Indigenous & community land rights can prevent the extinction of more than 4000 languages. www.landrightsnow.org

Global Call to Action on Indigenous & Community Land Rights

Wednesday, March 9th
12:00 a.m. - 2:00 p.m. IFAD Italian Room

Register by Monday, March 7th 2016 COB, write to info@landcoalition.org

INFOGRAPHICS AND SHAREGRAPHICS

Cognitive scientists have found that our minds capture much more visual detail than once believed. Infographics can be helpful in this regard, as they do a good job of taking large amounts of information (in text or numerical form) and condensing it into easy to digest and visually pleasing images. Effective sharegraphics and infographics use imagery to enhance a message, quote, data or statistic.

Evidence also suggests that social media posts with images and infographics get a substantially higher engagement rate than links and text. It is therefore important that we keep using these types of visuals for our social media and outreach strategy.

Sharegraphics
All ILC-created sharegraphics must include ILC’s logo – specifically, the black/white/grey variants for minimal distractions, generally positioned in the bottom left corner.
HOW WE SPEAK

Consistent messaging and use of certain language will help raise ILC’s profile and credibility as a united network. How we present ourselves through the spoken and written word as a network can be summarised in the following core elements:

DECLARATIVE: With the new Strategy, ILC has evolved from “facilitator” to a more “politically active” role. We know what we want, now is the time to declare it!

POSITIVE: Avoid “doom and gloom” messaging. Research shows that positivity is contagious with people more likely to share positive content than negative content.
ILC produces a wide range of publications and content for various target audiences. The tone and language will vary according to the publication (what is its purpose?) and target audience (who is it intended for?). However, whoever the target audience may be, your writing style should always be clear and accessible.

**LANGUAGE AND TERMINOLOGY**

**PLAIN LANGUAGE**

In most cases, the “knowledge curse” can become a liability when trying to communicate to non-experts. Because of this curse, there is a natural tendency to use jargon and acronyms in speaking and writing. Development jargon or “devspeak” is an easy way to alienate your target audience, particularly when reaching out to the general public. The case can even be made that that jargon discriminates against the poor – the very people we are trying to serve – by making information inaccessible.

To get our messages across in a clear, simple and more relatable way, **IT IS IMPORTANT THAT WE STICK TO USING PLAIN LANGUAGE**.

Apart from writing donor reports, where some jargon may be required, there is always a better way to tell the story.

Here are some **TIPS**:

- Try to think of another word. If you can’t, use a thesaurus or, for a helpful guide to alternative words, check out: [http://www.plainenglish.co.uk/files/alternative.pdf](http://www.plainenglish.co.uk/files/alternative.pdf)
- Minimise the use of acronyms and abbreviations
- Ask yourself, who are you communicating with and what are the key messages?
- Would a ten-year-old understand it? Not in terms of complexity, but simple language.

- Be consistent in the use of terms (e.g. platform vs. processes).
- Use gender-neutral language.
- Help improve clarity with the Hemingway app: [http://www.hemingwayapp.com](http://www.hemingwayapp.com)

We see these words being used more often than needed. Try instead using some of the alternatives:

- Synergies: try instead combined effort, teamwork or team effort
- Catalyse: try instead set in motion, activate
- Leverage: try instead use the opportunity to..., take advantage of...
- Cross-fertilisation or cross-cutting: try instead blend, create a union, important to everything
- Operationalise: try instead set into motion
- Taskforce: use instead team, group
- Harness: try instead bring together.

**WRITING TIP**

Keep sentences active rather than passive. Active verbs are much more effective, especially in headlines, for example:

The Council **approved** the 2016 workplan and budget in December 2016 as opposed to The workplan and budget **were approved** by the Council in December 2016.
STYLE GUIDE

ILC’s official THREE LANGUAGES are English, French and Spanish.

All official correspondence to members must be sent in all three languages. Website and social media content should also be kept up to date with translations.

■ British vs. American English

In general, ILC uses British English for its institutional publications and communications; however, there is more freedom for individual papers. The most important thing is that the choice is consistent throughout the document.

Some examples of the differences between British vs American English:
» Programme vs. program
» Centre vs. center
» Behaviour vs. behavior
» S vs. z spellings: utilise, centralise, prioritise, etc.

■ Other languages

For publications in Spanish, ILC’s preferred style is based on the style guide of the Universidad de Colima: http://portal.ucol.mx/content/micrositios/188/file/Manual_de_estilo_de_Publicaciones_UdeC.pdf

As yet, there is no established style preference for French or other languages.

■ Punctuation

Brackets

Use sparingly. If the sentence is grammatically complete without the information contained within the parentheses (round brackets), the punctuation stays outside the brackets.

(A complete sentence that stands alone in parentheses starts with a capital letter and ends with a full stop.)

Colon

Use between two sentences, where the first introduces a proposition that is resolved by the second, or when preceding a list of items:
The NES platform in Cameroon is pushing for land reforms: the new land bill should address some of their concerns.

Do not capitalise the first word after the colon. When listing items, it is optional to capitalise the first word; end the sentence with appropriate ending punctuation.

Comma

Use a comma to separate two sentences joined by coordinating conjunctions such as and, but, or, so, for, nor. The comma goes before the conjunction and helps to give pause to the sentence.

Dashes

Dashes (or en rules) are used to separate a clause within a sentence:
The new law will be introduced – subject to the agreement of all parties – by the end of the year.

This is usually to add emphasis or for dramatic effect.

However, dashes are often over-used, sometimes leading to confusingly long sentences full of sub-clauses. Sometimes a comma, colon or semi-colon will do the job just as well – or in many cases, a full stop and a new sentence.

Semi-colon

Halfway between a full stop and a comma, use a semi-colon in place of a period to separate two closely related sentences:
You requested travel support; it was granted.
Semi-colons can also be used to separate units of a series when one or more of the units contains commas:
The Regional Coordination Units work out of Kampala, Uganda; Lima, Peru; and Jakarta, Indonesia.

- **Capitalisation**
  Use sparingly. When writing documents, don’t capitalise headings, except perhaps to the title of the paper. The use of *all caps* headings should be exclusive to the final layout version of documents and papers.

- **Dates**
  [Day] [month] [year] (no commas): 11 April 2016

- **Currency**
  Use USD, EUR, GBP, etc. with a space: USD 50 million

Write out million and billion in full, except to save space in tables.

- **Numbers**
  Write out numbers from one to ten in full (and when a number starts a sentence); use numerals for 11 onwards. Write fractions as one-eighth, three-quarters, etc.

- **Acronyms and abbreviations**
  Acronyms are generally written as *all caps*, regardless of the capitalisation style of the spelled-out form and can be used as a word on its own right.

  For ease of reference, include a list of all the significant acronyms and abbreviations used in your paper, following on from the contents page and list of boxes, tables, etc. There is often no need to include very common abbreviations (EU, UN, USD etc.), but this depends on the target audience.

  In the text, all names or phrases should be spelled out the first time they are used, with the abbreviation given in parentheses: World Food Programme (WFP). Thereafter, you may use the abbreviation.

Use a full stop/period with contractions such as Dr., e.g., i.e., pp., etc.

- **The International Land Coalition**
  Once the spelled-out name *International Land Coalition* (capitalised) has been introduced, we can reference the organisation as:
  » ILC
  » the Coalition
  » our network.

  Note that the definite article “the” is used when referring to the *International Land Coalition* but not with the abbreviation ILC. ILC says not the ILC says.

  This is unless the term ILC is used as an adjective, in which case it may be preceded by an article: the ILC logo.

- **Web references**
  When referencing the ILC website, if possible use: landcoalition.org instead of the more obscure http://www.landcoalition.org

  When referencing PDFs or other electronic files, link to the page that hosts the file, not the file itself as it may be renamed or moved in the future.

  When using hyperlinks in printed documents:
  » Do not underline the address or use quotation marks.
  » Whenever possible, avoid breaking Internet addresses into multiple lines (set them on a separate line if necessary).
  » Avoid pointing to specific files that may be moved or renamed in the future, use the download page address instead.
  » Avoid adding punctuation at the end of an Internet address.
Additionally, in the case of web/electronic documents:
» A long hyperlink may be substituted by a simple click here.
» All hyperlinks are supposed to be clickable and functional.
» Hyperlinks should stand out from the rest of the body text by making consistent use of a specific character style and/or colour.

ENGAGING WITH THE MEDIA

The media can be a powerful tool for raising ILC’s profile and spreading the word about member activities and achievements.

Focusing on issues that have concrete results and considerable impact on people’s lives and their surroundings is crucial to gaining the attention of the media and the public. At the same time, ensuring consistent and impactful messaging will help to maintain their interest, and our credibility.

Here at ILC it is crucial that when dealing with the media we are solutions-oriented and provide a platform to amplify our members’ voices. Representing real and local perspectives is the ultimate aim.

THE POWER OF A STORY

Creating compelling and persuasive storytelling is a part of any good communications strategy.

It is crucial to connect with and rely on the “story” as a powerful emotive tool to motivate and influence action. As a network with hundreds of member organisations in diverse contexts, the storytelling aspect of ILC’s work must be approached with careful consideration.

Prior to developing a story and engaging with the media, we suggest carefully analysing it in terms of the following THREE CONCEPTS:

- **Voice**
  When telling someone else’s story, assumptions can easily lead to damaging consequences. That is why it is important to give voice to those who are most affected, avoiding the portrayal of people as victims. To fully understand how “voice” can help in your communications, use direct quotes and focus on people’s ideas on what they think is needed for change to happen. Before writing, ask yourself the following five questions:
  » Who is speaking?
  » For whom?
  » About what?
  » For what purpose?
  » What’s missing?

- **Agency**
  ILC is member-driven and our communications should reflect this. ILC members and those we work with are drivers of their own change, and this should be inherent in all of ILC’s storytelling and communications. No story should be written without their active involvement and input.

- **Complexity**
  Landlessness, inequality, poverty and injustice are just a few of the issues faced by our members and those we serve on a daily basis. These are extremely complex issues, and there is no avoiding their inter-relatedness when communicating about one or the other.

Accompanying your story with strong visual elements is recommended. This can be done in a number of different ways, including photo essays and video documentaries.
As a Coalition, ILC is constantly evolving its organisational messaging. For specific and approved messaging, please consult ILC’s communication strategy 2016–2021, and/or consult the global Secretariat or regional communications officers.

PRESS RELEASES AND MEDIA ADVISORIES
Press releases are an effective tool for ILC to announce news to the mass media, including the launch of a new report/publication, an upcoming initiative or recent agreement with a government. Press releases should always highlight concrete data and statistics to give them more appeal to journalists.

All press releases going out with the standard ILC logo or mention of ILC need final approval from the global Secretariat’s communications manager; this includes joint press releases with partner/member organisations. The same rule applies for use of the regional logo, where final approval of the regional communications officer is mandatory.

For press releases, any reference to the Director must appear as follows: [Name], Director of the ILC Secretariat

Media advisories help to inform the press of an upcoming event, including a press conference, meeting, etc. so that they can cover it. Make sure to include all logistical information including, date, time, location, key participant info and focus of the event.

SUGGESTIONS FOR EFFECTIVELY ENGAGING THE MEDIA
The key to getting the most out of your dealings with the media and journalists is to follow the “five Fs” rule of being:
» fast
» factual
» frank
» fair
» friendly.

In addition, when preparing for an interview or press conference, it’s important to keep the following in mind:
» Know your two or three most important messages well.
» Learn more about the journalist(s) and become familiar with the publication and its audience.
» Think objectively about your story from that specific publication’s perspective.
» Wherever possible, find out the focus of the interview and what the journalist wants to discuss.
» Make sure that you have identified differences between ILC and similar organisations or efforts before conducting press meetings – journalists will always ask.
» Create a list of questions about your organisation and its specific activities that you will most likely be asked during an interview.
» Create a list of questions that you would least like to be asked by the press in order to be completely prepared.
» Identify key points to reinforce the answer to each question.
» Conduct a practice Q & A session with your peers in preparation for an interview.
SOCIAL MEDIA
Social media is an extremely valuable online tool for promoting ILC’s brand identity and organisational positioning to a wide audience. Before big events, launches, meetings, campaign actions, etc., a social media strategy should be drafted, including suggested or “pre-canned” tweets, and circulated to participants and involved communications officers.

TWITTER TIPS
With only 140 characters to convey your message, being succinct while creating impact is KEY. In order to do that, make sure you:
» Incorporate any official hashtags (#) in your tweet to save on space and make sure the tweet is searchable;
» Shorten your URL by using www.tiny.url or www.bit.ly;
» Make sure to link up with any official twitter handle of the meeting, campaign, organisation, etc.;
» Use sharegraphics or photos to accompany the tweet where relevant to increase likeliness of retweets that will expand reach.

OFFICIAL ILC ACCOUNTS
■ Global
Twitter @landcoalition https://twitter.com/landcoalition
Facebook International Land Coalition https://www.facebook.com/International-Land-Coalition-223345351015056
Flickr internationallandcoalition https://www.flickr.com/photos/internationallandcoalition

■ Regional
Asia
Twitter @ILCAsia https://twitter.com/ILCAsia
Facebook ilcasia https://www.facebook.com/ilcasia
Flickr ILC Asia Region https://www.flickr.com/photos/131413611@N08/

Africa
Twitter @ILCAfrique https://twitter.com/ILCAfrique
Facebook ILC Africa https://www.facebook.com/ILCAfrique

Latin America and the Caribbean
Twitter @ILCLatinAmerica https://twitter.com/ILCLatinAmerica
Flickr ILCAmericaLatina https://www.flickr.com/photos/65374832@N05/
STANDARD INFORMATION BLOCKS

ILC documents make use of standard information blocks for authorised use on printed documents. Standard information blocks include our address, our mission, our vision, our goal and a colophon template. Each block is meant to be used as it is and its text should not be manipulated in any way.

MISSION/VISION/GOAL

- **Our Goal**
  - **English**
    To realise land governance for and with people at the country level, responding to the needs and protecting the rights of those who live on and from the land.
  - **French**
    Instaurer une gouvernance foncière participative et au service de l'être humain à l'échelle nationale, qui réponde aux besoins des personnes qui vivent de la terre, et en protégeant leurs droits.
  - **Spanish**
    Alcanzar una gobernanza de la tierra para y con las personas a nivel país, atendiendo las necesidades y protegiendo los derechos de aquellos que viven en y de la tierra.

- **Our Mission**
  - **English**
    A global alliance of civil society and intergovernmental organisations working together to put people at the centre of land governance.
  - **French**
    Une alliance mondiale d'organisations de la société civile et intergouvernementales œuvrant ensemble pour placer l'être humain au cœur de la gouvernance foncière.
  - **Spanish**
    Una alianza mundial de la sociedad civil y organizaciones intergubernamentales que trabajan juntas para situar a las personas en el centro de la gobernanza de la tierra.

- **Our Vision**
  - **English**
    A just, equitable, and inclusive world in which land rights are secure and poverty is eradicated.
  - **French**
    Un monde juste, équitable et inclusif exempt de pauvreté dans lequel les droits fonciers sont garantis.
  - **Spanish**
    Un mundo justo, equitativo e inclusivo en el que los derechos a la tierra son seguros y se ha erradicado la pobreza.

DESCRIPTION

- **English**
  ILC is a global alliance of civil society and intergovernmental organisations working together to put people at the centre of land governance. The shared goal of ILC’s 207 members is to realise land governance for and with people at country level, responding to the needs and protecting the rights of women, men and communities who live on and from the land.

- **French**
  ILC est une alliance mondiale d'organisations intergouvernementales et de la société civile œuvrant ensemble pour placer les populations au cœur de la gouvernance foncière. L’objectif partagé des 207 membres de ILC est d'instaurer une gouvernance foncière participative et au service de l'être humain à l’échelle nationale, qui répond aux besoins des femmes, des hommes et des communautés qui vivent de la terre, et en protégeant leurs droits.

- **Spanish**
  Una alianza mundial de la sociedad civil y organizaciones intergubernamentales que trabajan juntas para situar a las personas en el centro de la gobernanza de la tierra.
ILC es una alianza mundial de organizaciones intergubernamentales y de la sociedad civil que trabajan de forma conjunta para situar a las personas en el centro de la gobernanza de la tierra. La meta compartida de los 207 miembros de ILC es conseguir la gobernanza de la tierra para y con las personas a nivel nacional atendiendo las necesidades y protegiendo los derechos de las mujeres, hombres y comunidades que viven en y de la tierra.

THE ADDRESS BLOCK

English
International Land Coalition Secretariat
at IFAD Via Paolo di Dono, 44, 00142–Rome, Italy
tel. +39 06 5459 2445 fax +39 06 5459 3445
info@landcoalition.org | www.landcoalition.org

French
Secrétariat de la Coalition internationale pour l’accès à la terre
c/o IFAD Via Paolo di Dono 44, 00142–Rome, Italie
tél. +39 06 5459 2445 fax +39 06 5459 3445
info@landcoalition.org | www.landcoalition.org

Spanish
Secretaría de la Coalición Internacional para el Acceso a la Tierra
en el FIDA, Vía Paolo di Dono 44, 00142–Roma, Italia
tel. +39 06 5459 2445 fax +39 06 5459 3445
info@landcoalition.org | www.landcoalition.org

THE COLOPHON

By colophon we refer to a brief statement containing information about the publication, such as the place of publication, date, citation and ISBN catalogue number. The colophon is commonly located at the verso of the title-leaf and should be clearly visible and neatly separated from the main content.

Some elements of the colophon, such as the ISBN, may be unnecessary and may therefore be taken off. These optional elements have been indicated as [OPTIONAL: ...] in the templates below.

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Designed by [OPTIONAL: Edited by Photos by Printed on recycled/FSC paper] Citation: [OPTIONAL: ISBN: ]

1 The International Standard Book Number (ISBN) is a unique numeric book identifier assigned to each edition and variation of a book. An e-book, a paperback and a hardcover edition of the same book could each have different ISBNs; translations of the same book in different languages would also have different ISBN. However, a reprint would have the same ISBN as the original publication. Note that the ISBN is assigned exclusively to publications destined to be released to the public and eventually filed in a library. The ISBN code is therefore not required on internal documents. A new ISBN code may be requested from the Secretariat at info@landcoalition.org
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[OPTIONNEL : Les opinions exprimées ici sont celles des auteurs et des personnes interviewées pour ce rapport. Elles ne reflètent pas nécessairement la position officielle de l'ILC, de ses membres ou de ses donateurs.]

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Citation: . [OPTIONNEL : ISBN: . ]

French

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Citation: . [OPTIONNEL : ISBN: . ]

Spanish

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[OPCIONAL: Las opiniones recogidas en este documento corresponden al autor y no representan la postura oficial de la Coalición Internacional para el Acceso a la Tierra, sus miembros o donantes.]

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es un miembro de la Coalición Internacional para el Acceso a al Tierra, con cuya asociación se llevó a cabo la labor de investigación en el marco de este informe. ILC es una alianza mundial de organizaciones intergubernamentales y de la sociedad civil que trabajan de forma conjunta para situar a las personas en el centro de la gobernanza de la tierra. La meta compartida de los 207 miembros de ILC es conseguir la gobernanza de la tierra para y con las personas a nivel nacional atendiendo las necesidades y protegiendo los derechos de las mujeres, hombres y comunidades que viven en y de la tierra.

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Our commitment to maintaining a safe and healthy environment is consistent with what indicated in the SDG framework [see goals 13, 14, 15 at https://sustainabledevelopment.un.org].

One of our concerns relates to the number of trees that must be harvested to provide paper. This is why, when printing our documents, we encourage the use of recycled paper and a choice of formats that allow for minimal paper waste during the manufacturing process.
The ILC logo should be present on all material published by ILC or involving ILC as a partner.

**AVAILABLE COLOURS**
Colour, black, grey or white

**AVAILABLE VARIANTS**

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**WHERE TO PLACE IT**

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* Black, grey or white logo suggested.
** Upon previous authorisation and complemented by a disclaimer provided by the Secretariat at info@landcoalition.org.
**COLOURS**

**GLOBAL AND REGIONAL COLOURS**

- Global yellow
  - RGB: 255 237 0
  - HEX: ffed00
  - CMYK: 0 0 100 0

- Africa orange
  - RGB: 255 152 0
  - HEX: ff9800
  - CMYK: 0 48 93 0

- Asia violet
  - RGB: 204 173 220
  - HEX: ccaddc
  - CMYK: 23 37 0 0

- LAC green
  - RGB: 209 222 132
  - HEX: d0dd83
  - CMYK: 25 0 60 0

**LOGO COLOURS**

- ILC logo blue
  - RGB: 119 207 222
  - HEX: 88ccde
  - CMYK: 48 0 13 1

- ILC logo green
  - RGB: 157 191 139
  - HEX: 9de78a
  - CMYK: 39 0 51 13

**NEUTRAL COLOUR**

- ILC grey
  - RGB: 112 111 111
  - HEX: 6f6f6e
  - CMYK: 0 0 0 70

**TYPOGRAPHY**

We use **Open Sans** for all our typography needs. This font family is freely available at this link: [www.google.com/fonts/specimen/Open+Sans](http://www.google.com/fonts/specimen/Open+Sans)

Text should normally not be hyphenated nor justified.

**FOR PRINT: BOOKS, BROCHURES, POSTERS**

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**FOR SCREEN: WEB, VIDEO**

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**OUR 10 COMMITMENTS HELPERS**

Each ILC commitment is represented by an icon. While we encourage their use, please bear in mind that these icons are not universally recognised and they should be complemented by explanatory text whenever necessary.
PHOTOGRAPHY

PICTURES SHOULD BE
» emotive, real and engaging;
» balanced: gender, age, race, region;
» high-quality;
» complete with captions and credits.*

THEY SHOULD NOT
» portray people – especially children – who look malnourished or are suffering from extreme violence or poverty;
» distort the true context, content or meaning of the photograph.

PICTURE QUALITY

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* All ILC-commissioned photos must be credited as follows. © ILC/"name of photographer"

** To find out more about resolution, see the section on page 34

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