A Fireside Chat: How Madewell Found the Perfect Fit Through Communities With PA Consulting and Recollective













Shira Blum, Senior Manager, Consumer Insights

Madewell

Anna Campbell,

Associate Partner







### Natasha Compagnone,

Principal, Human Insight



### Laura Pulito, Vice President, Research Services





# Background



Focus Group

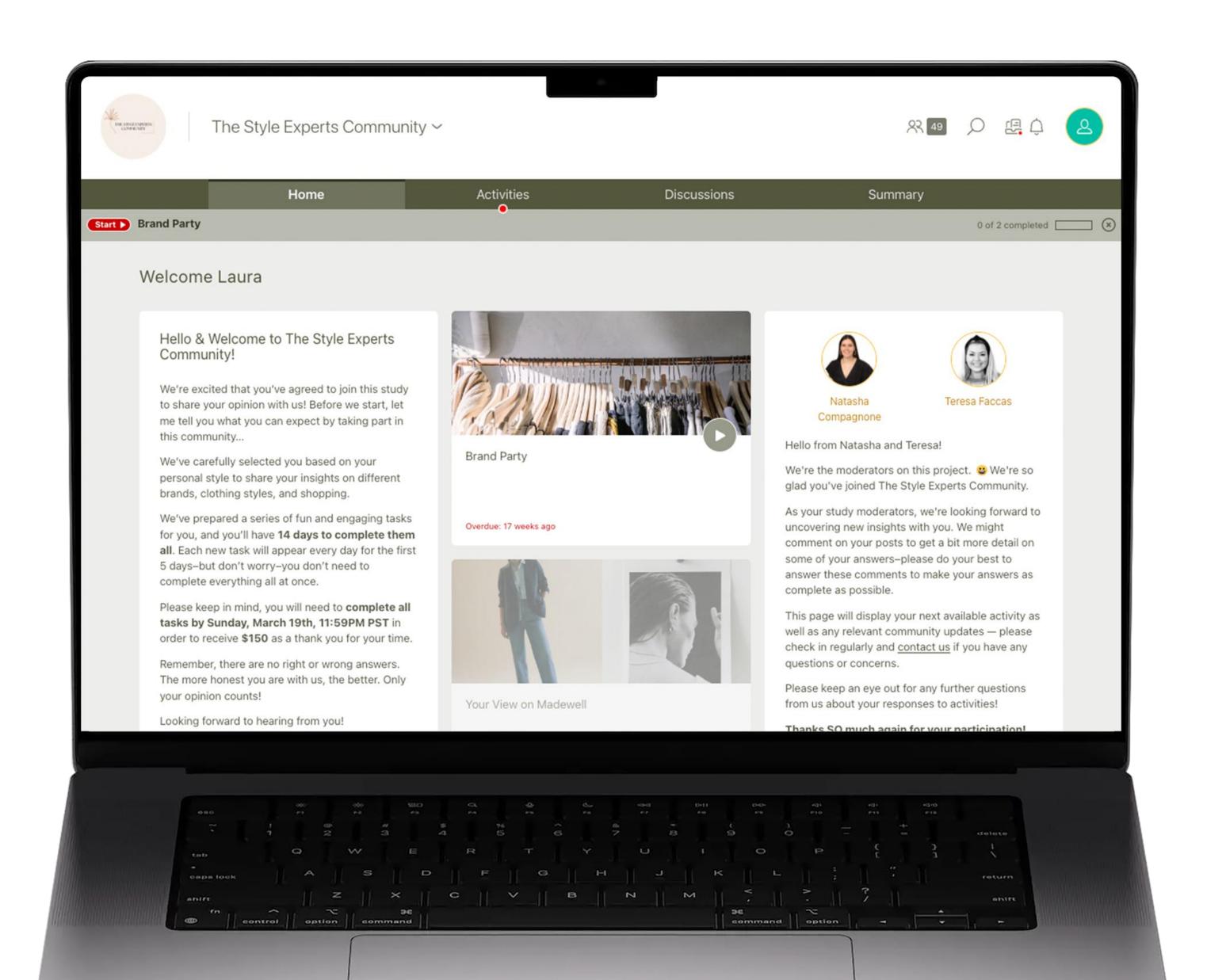
Survey

Shop Along

Product Testing

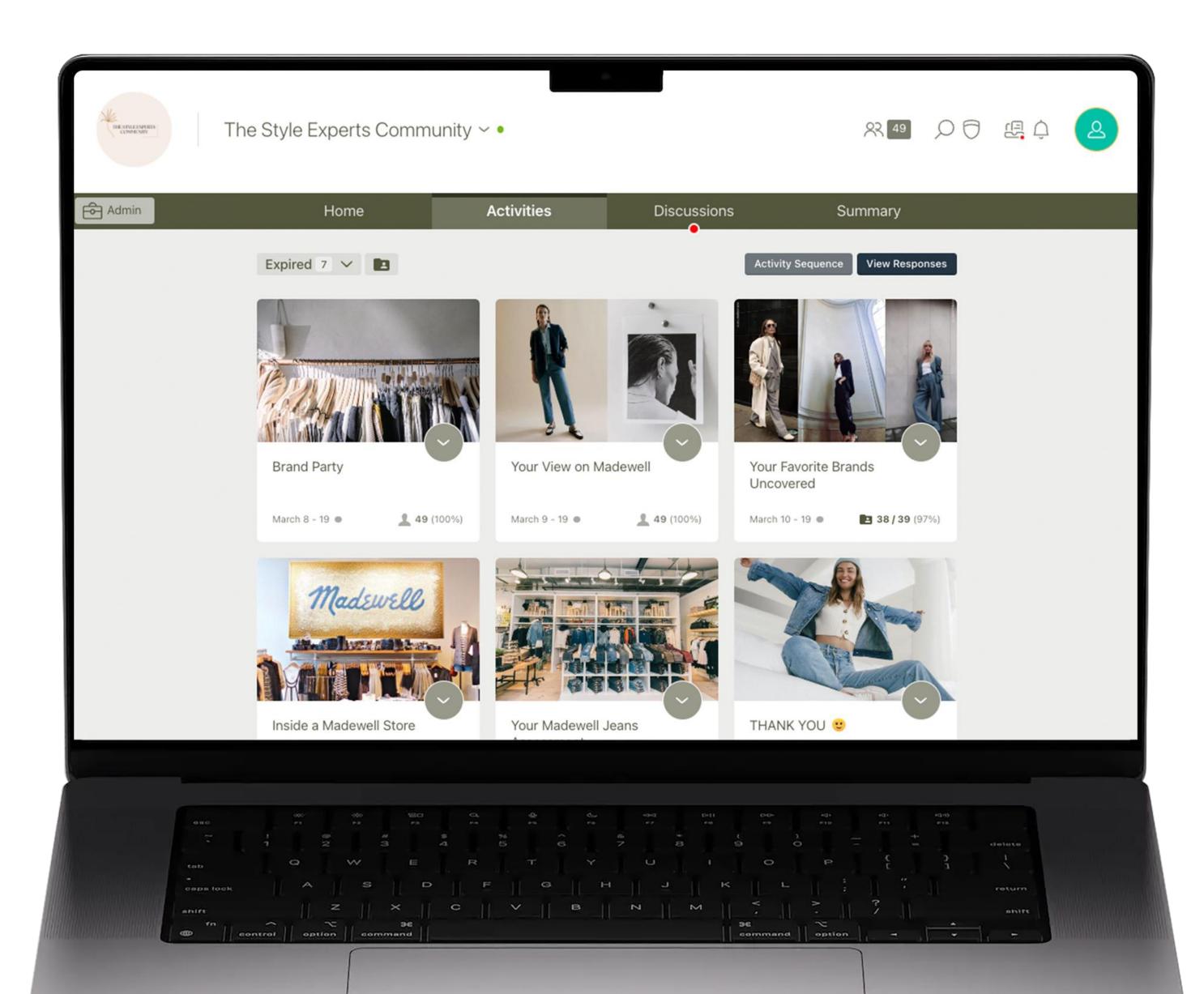


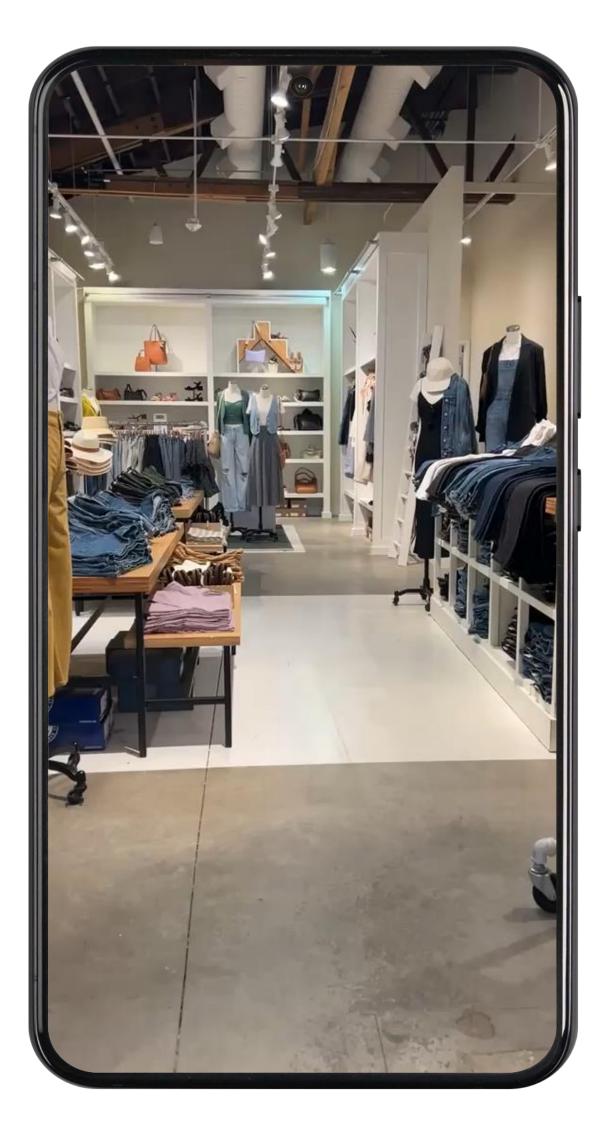
## Collaboration

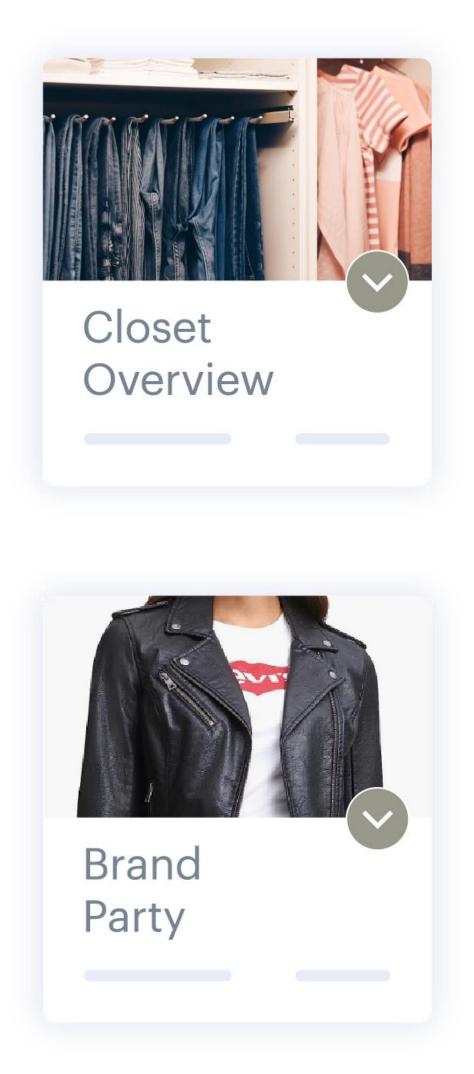


					ď
	Activity Instruct	ions			
			store and buy a pair of denim jeans usin	a the aift card below!	
				g the girt our d bolon.	
	Madswell				
	A PAIR ON	to			
	find your new Georate Rt. Then, Na image at the register in store to get fine years entroyed on us, as thanks i perticipating in this study.	for			
	EXPIRES ON 3/31/23				
	Below we've outlined a sh store experience	nort checklist to make sure you're	prepared to seamlessly answer all our q	uestions after your in-	
	Checklist:				
		he store & be sure to check out th ayout, signage, organization, etc.	e window displays		
	<ul> <li>Visit the denim bar–v</li> </ul>		where all jean styles and fits are laid out		
	<ul> <li>Purchase a pair of jear</li> </ul>	to try on your jeans during your vis ans of your choice using your Mac : videos to help showcase your ex	lewell voucher		
	We can't wait to hear abo	out your feedback so Madewell ca	n create the best possible experience fo	r their current	
	customers as well as thei Remember you'll be earni		jeans for participating in this bonus acti	vity.	
	Enjoy 😃				
rowns T	he Style Experts Comr	nunity ~ •		옷 49 🖌	0 7 🛃 (
	he Style Experts Comr			R 49 /	0 🖯 🛃 (
novement T	Home	nunity ~ • Activities	Discussions	옷 49 🖌 Summary	0 🖯 🛃 🕻
			Discussions		0 🖯 🛃 🤇
	Home	Activities	•		_
	Home All Topics > Fashion Influences For this task, we'd like you	Activities Montage ☆ to keep an <b>ongoing diary</b>	•	Summary Excerpt Mode Options \ aspiration! You can	_
	Home All Topics > Fashion Influences For this task, we'd like you choose to share at least t inspired. *; Please keep in mind that t	Activities Montage 🏠 I to keep an ongoing diary wice over the course of the his is an open space for you	of your fashion influences and ir	Summary Excerpt Mode Options aspiration! You can be that you've been as hear thoughts from	_
	Home All Topics > Fashion Influences For this task, we'd like you choose to share at least t inspired. *; Please keep in mind that t others like you! With that i	Activities Montage 🏠 I to keep an ongoing diary wice over the course of the his is an open space for you	of your fashion influences and ir e community, or whenever you fe	Summary Excerpt Mode Options aspiration! You can be that you've been as hear thoughts from	_
	Home All Topics > Fashion Influences For this task, we'd like you choose to share at least t inspired. * Please keep in mind that t others like you! With that i others, thank you! Please tell us: Overall, what are your Who or where do you	Activities Montage Arrived and a constraint of the course	of your fashion influences and ir a community, or whenever you fe u to share your thoughts as well a o share any personal information	Summary Excerpt Mode Options Aspiration! You can lel that you've been as hear thoughts from as it will be seen by	_
	Home All Topics > Fashion Influences For this task, we'd like you choose to share at least to inspired. +; Please keep in mind that to others, thank you! Please tell us: Overall, what are your Who or where do you Are there any particula with us! Lastly, please share at think about anything to	Activities Montage Activities It to keep an ongoing diary wice over the course of the his is an open space for you n mind, we'd ask you not to biggest style/fashion influe turn to find style/fashion influe ar apparel-related brands the screenshot or pic of anythe	of your fashion influences and ir a community, or whenever you fe u to share your thoughts as well a o share any personal information ences? spiration?	Summary Excerpt Mode Options aspiration! You can lel that you've been as hear thoughts from as it will be seen by t? If so, please share ind particularly 'cool'	×
	Home All Topics > Fashion Influences For this task, we'd like you choose to share at least t inspired. *? Please keep in mind that t others like you! With that i others, thank you! Please tell us: Overall, what are your Overall, what are your Are there any particula with us! Lastly, please share a think about anything th words of why you four	Activities Montage A to keep an ongoing diary wice over the course of the his is an open space for you n mind, we'd ask you not to biggest style/fashion influe turn to find style/fashion influe turn turn turn turn turn turn turn turn	of your fashion influences and ir e community, or whenever you fe u to share your thoughts as well a o share any personal information ences? spiration? nat you're currently excited about thing apparel-related that you f	Summary Excerpt Mode Options aspiration! You can be that you've been as hear thoughts from as it will be seen by t? If so, please share ind particularly 'cool' ease share a couple of	×
	Home All Topics > Fashion Influences For this task, we'd like you choose to share at least t inspired. *? Please keep in mind that t others like you! With that i others, thank you! Please tell us: Overall, what are your Overall, what are your Are there any particula with us! Lastly, please share a think about anything th words of why you four Please share inspiration you	Activities Montage A to keep an ongoing diary wice over the course of the his is an open space for you n mind, we'd ask you not to biggest style/fashion influe turn to find style/fashion influe turn turn turn turn turn turn turn turn	of your fashion influences and ir a community, or whenever you fe u to share your thoughts as well a o share any personal information ences? spiration? hat you're currently excited about thing apparel-related that you f the usual. Along with this pic, ple a this community and continue to	Summary Excerpt Mode Options aspiration! You can be that you've been as hear thoughts from as it will be seen by t? If so, please share ind particularly 'cool' ease share a couple of	~
	Home All Topics > Fashion Influences For this task, we'd like you choose to share at least t inspired. +* Please keep in mind that t others like you! With that i others, thank you! Please tell us: Overall, what are your Who or where do you f Are there any particula with us! Lastly, please share a think about anything th words of why you four Please share inspiration yo with us!	Activities Montage A to keep an ongoing diary wice over the course of the his is an open space for you n mind, we'd ask you not to biggest style/fashion influe turn to find style/fashion influe turn turn turn turn turn turn turn turn	of your fashion influences and ir a community, or whenever you fe u to share your thoughts as well a o share any personal information ences? spiration? hat you're currently excited about thing apparel-related that you f the usual. Along with this pic, ple a this community and continue to	Summary Excerpt Mode Options Aspiration! You can lel that you've been as hear thoughts from as it will be seen by t? If so, please share ind particularly 'cool' ease share a couple of share your responses	~

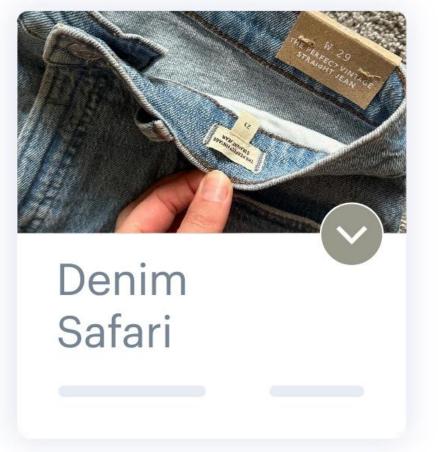
### Activities & Tasks



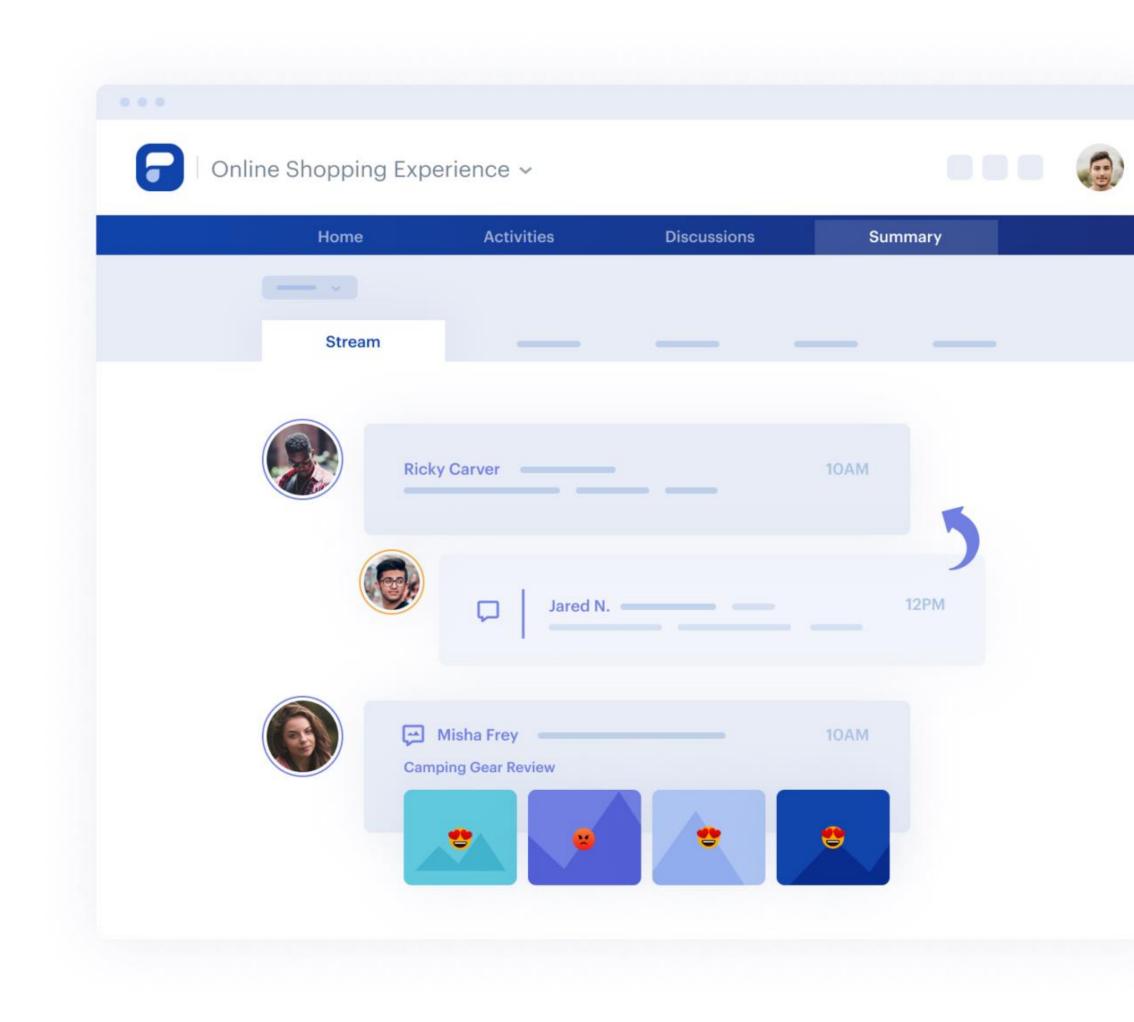




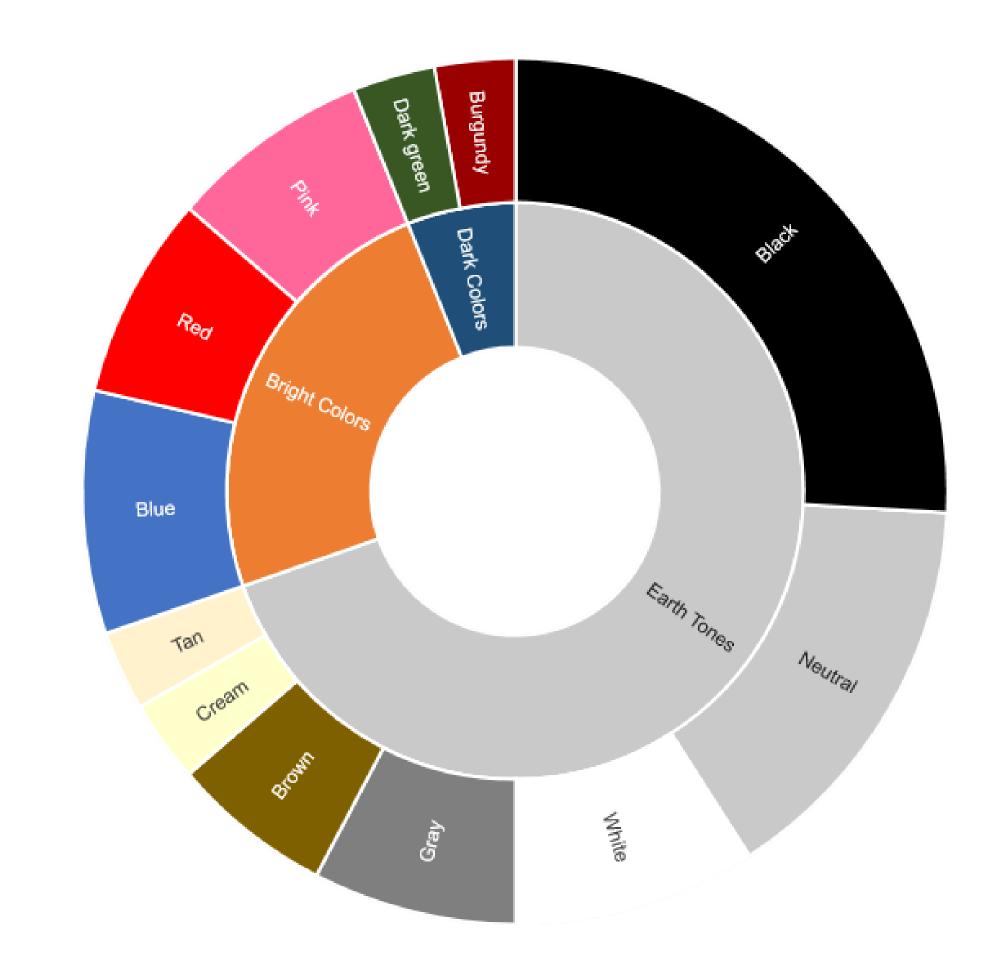








# The Right Tool For The Job



# Thank You. Let's connect!

# **B** recollective















# 

### **P** recollective

