uncommon practice people who deliver a great brand Online PDF

Uncommon practice people who deliver a great brand are often the unsung heroes behind some of the most memorable and impactful brands in the world. While marketing campaigns, logos, and advertisements frequently take center stage, it is the unconventional behaviors and practices of certain individuals within organizations that truly drive brand excellence. These individuals, through their unique approaches and dedication, elevate brand perception, foster loyalty, and create authentic connections with audiences. In this article, we explore the uncommon practices of these brand champions, their characteristics, and how organizations can cultivate such practices to build powerful, enduring brands.

Who Are These People?

Uncommon practice people are those within organizations who go beyond standard job roles to embody the brand's values and vision. They often challenge conventional methods, innovate, and prioritize genuine engagement over superficial marketing tactics. These individuals may be employees, leaders, or even customers who influence brand perception through their actions and attitudes.

The Impact of Their Practices

Their unconventional practices can lead to:

- Enhanced customer trust
- Authentic brand storytelling
- Increased brand loyalty
- Distinctive brand positioning
- Resilience during crises

Uncommon Practices That Great Brand Deliverers Embrace

Organizations seeking to foster a strong brand should identify and cultivate these uncommon practices among their people. Here are some of the most impactful:

1. Authentic Engagement Over Automation

Many brands rely heavily on automation for customer interactions, which can sometimes feel impersonal. Uncommon practice individuals prioritize authentic, human-led engagement. They take time to listen, understand, and respond genuinely, creating a personal connection that automation cannot replicate.

Examples:

- A customer service rep going out of their way to resolve an issue beyond standard protocols.
- An employee sharing personal stories on social media that resonate with the audience.

2. Living the Brand Values Daily

Great brand deliverers internalize the company's core values and exemplify them in their daily actions. They don?t just promote the brand externally but embody it internally, serving as living proof of the brand?s promises.

Practices include:

- Demonstrating integrity in every interaction
- Showing commitment to sustainability or social causes
- Maintaining consistency in behavior aligned with brand messaging

3. Creating Unexpected Moments of Delight

Uncommon individuals look for opportunities to surprise and delight customers through unexpected gestures, small acts that leave lasting impressions.

Examples:

- Sending personalized thank-you notes
- Offering unexpected upgrades or freebies
- Remembering and acknowledging customer milestones

4. Challenging the Status Quo

They are not afraid to question established processes or marketing norms, seeking innovative ways to communicate and connect.

Practices include:

- Proposing unconventional campaign ideas
- Experimenting with new channels or content formats
- Listening actively to customer feedback and iterating

5. Building Genuine Community Connections

Instead of superficial branding efforts, these individuals foster authentic communities around the brand.

Strategies include:

- Hosting meaningful events or forums
- Engaging in social causes aligned with the brand
- Facilitating peer-to-peer interactions among customers

6. Prioritizing Long-term Relationships Over Short-term Gains

They focus on building trust and loyalty that last, rather than quick wins.

Approaches:

- Consistently delivering value
- Providing personalized experiences
- Maintaining open, honest communication

Characteristics of Uncommon Practice People

Understanding the traits that set these individuals apart can help organizations identify and nurture such practices.

1. Courageous and Bold

They are willing to challenge norms, speak up, and take risks to serve the brand?s best interests.

2. Empathetic and Customer-Centric

Deep empathy allows them to understand customer needs and act accordingly.

3. Creative and Innovative

They think outside the box, seeking novel ways to connect and communicate.

4. Passionate and Committed

A genuine passion for the brand fuels their efforts and inspires others.

5. Authentic and Transparent

They operate with honesty, fostering trust and credibility.

How Organizations Can Cultivate Uncommon Practices

Creating an environment where such practices thrive requires intentional effort.

1. Lead by Example

Leadership must demonstrate the behaviors they wish to see, embodying brand values in all actions.

2. Foster a Culture of Innovation and Courage

Encourage employees to experiment, challenge norms, and share ideas without fear of failure.

3. Recognize and Reward Unconventional Efforts

Celebrate individuals who display uncommon practices, reinforcing their importance.

4. Provide Opportunities for Personal Growth

Invest in training and development that promotes empathy, creativity, and authentic engagement.

5. Empower Employees and Customers Alike

Give people autonomy to act in ways that align with the brand?s core principles.

Case Studies: Uncommon Practices in Action

Apple?s Customer Experience Philosophy

Apple employees are encouraged to be proactive, personalize interactions, and create a seamless, delightful customer journey. Their approach emphasizes authentic engagement and living the brand?s promise of innovation and quality.

Zappos? Culture of Customer Obsession

Zappos? staff are empowered to go above and beyond standard customer service, often surprising customers with unexpected gestures, fostering a loyal community.

Patagonia?s Environmental Advocacy

Employees and leadership actively participate in environmental causes, embodying the company's core value of sustainability in every action.

Conclusion: Building a Brand Through Uncommon Practices

The path to a great brand is not solely paved with polished marketing strategies or catchy slogans. It is fundamentally rooted in the uncommon practices of people who genuinely believe in and live the brand. These individuals challenge norms, foster authentic relationships, and embody the brand?s core values daily. Organizations that recognize, nurture, and empower such individuals will find themselves with a resilient, trusted, and beloved brand in an increasingly competitive marketplace.

Investing in cultivating uncommon practices is not just about differentiating your brand; it?s about creating a culture where authenticity, innovation, and genuine connection thrive. The result is a brand that stands the test of time, built not just on marketing but on real human practices that resonate deeply with audiences worldwide.

Uncommon Practice People Who Deliver a Great Brand: An In-Depth Exploration

In the vast landscape of branding, much emphasis is placed on the visual identity, marketing campaigns, and consumer engagement strategies. However, behind every compelling brand lies a set of uncommon practices?approaches and philosophies adopted by individuals whose contributions transcend traditional boundaries. These people often operate on the fringes of conventional branding, yet their unique practices significantly elevate and shape the perceived value of a brand. In this article, we explore these lesser-known but impactful practices, shedding light on the essential role of unconventional thinkers in building great brands.

Understanding the Power of Uncommon Practices in Branding

Before diving into specific practices, it's crucial to recognize why these unconventional approaches matter. Most successful brands share common strategies: consistent messaging, quality products, and effective marketing. Yet, what distinguishes truly iconic brands are the people who infuse authenticity, innovation, and emotional resonance into the brand identity?often through practices that defy norms.

Uncommon practices are characterized by:

- Innovative thinking: Challenging industry standards to create unique brand narratives.
- Authentic engagement: Building genuine relationships beyond transactional interactions.
- Deep cultural integration: Embedding the brand within social or cultural movements.
- Personal commitment: Individual dedication that prioritizes brand integrity over short-term gains.

These practices are less visible but highly influential, often carried out by individuals who see branding as a craft rather than just a function. Their approaches can be categorized into several key areas.

Key Uncommon Practices Adopted by Brand-Delivering Individuals

1. Cultivating Personal Authenticity as a Brand Anchor

One of the most powerful yet underappreciated practices is the cultivation of personal authenticity by brand ambassadors, founders, or employees. These individuals serve as living embodiments of the brand?s core values, creating a seamless alignment between personal identity and brand identity.

Why it matters:

- Personal authenticity fosters trust and relatability.
- It humanizes the brand, making it more approachable.
- Authentic individuals can adapt messaging dynamically based on context.

Examples of this practice include:

- Founders sharing behind-the-scenes stories that reveal their genuine motivations.
- Employees actively participating in community events aligned with brand values.
- Influencers or brand ambassadors who openly discuss their personal journeys related to the brand.

Implementation tips:

- Encourage brand representatives to share personal stories that resonate with brand values.
- Develop training programs emphasizing authenticity over perfection.
- Foster a culture that celebrates vulnerability and transparency.

2. Embracing Cultural and Subcultural Movements

Rather than simply appealing to broad demographics, some individuals leverage cultural or subcultural movements to embed their brands within specific social identities.

Why it?s effective:

- It creates a sense of belonging for niche audiences.
- It positions the brand as an authentic participant in cultural dialogues.
- It avoids superficial marketing, instead fostering genuine community engagement.

Practices include:

- Collaborating with niche artists or creators tied to the movement.
- Participating in or sponsoring cultural festivals and community events.
- Using language, imagery, and symbolism that resonate deeply with the movement.

Case in point:

A small apparel brand aligning with skateboarding culture by sponsoring local skate competitions, hiring skaters as brand ambassadors, and designing products that reflect skate culture aesthetics.

3. Implementing Radical Transparency

While transparency is increasingly valued, some individuals take it further?embracing radical transparency?by openly sharing company challenges, decision-making processes, and even failures.

Advantages:

- Builds a profound level of trust.

- Differentiates the brand in a crowded market.
- Sets a standard for accountability and integrity.

How it manifests:

- Sharing detailed reports on sustainability efforts or supply chain issues.
- Openly discussing mistakes and lessons learned.
- Engaging customers in co-creating solutions or feedback loops.

Example:

Patagonia?s leadership team regularly discusses the company?s environmental impact and challenges, fostering a community of environmentally conscious consumers.

4. Prioritizing Emotional Connection Over Features

Uncommon brand builders focus on creating emotional resonance rather than just highlighting product features. They understand that a great brand evokes feelings?trust, nostalgia, aspiration?that transcend functional benefits.

Methods include:

- Storytelling that connects the product or service to personal or collective narratives.
- Celebrating customer stories and user-generated content.
- Crafting brand rituals or traditions that evoke emotional attachment.

Example:

Coca-Cola?s campaigns that center around shared moments and happiness, rather than just the beverage itself, exemplify this practice.

5. Practicing Deep Empathy and Active Listening

Empathy is often touted as a marketing buzzword, but some individuals practice it at a level that shapes the entire brand strategy. They actively listen to customer feedback, community concerns, and societal shifts, then adapt accordingly.

Impact:

- Creates products and messaging that truly meet needs.
- Builds community loyalty through genuine care.
- Anticipates future trends by understanding unspoken desires.

Implementation:

- Maintaining open channels for feedback, including social media, surveys, and forums.
- Regularly engaging in direct conversations with customers.
- Incorporating insights into product development and branding.

Case in point:

Ben & Jerry?s ongoing activism and responsiveness to social issues showcase deep empathy shaping their brand identity.

6. Building a Brand Through Personal Relationships

While many brands focus on mass marketing, some individuals prioritize personal relationships?treating every customer or stakeholder as a community member.

Practices include:

- Personalized communication and customer service.
- Hosting local events and meetups.
- Developing loyalty programs that foster community bonds.

Example:

A local coffee shop owner knowing regular customers by name, remembering their preferences, and engaging them in community initiatives.

Integrating These Practices for Holistic Brand Building

Adopting these uncommon practices requires dedication, authenticity, and a willingness to challenge norms. When integrated thoughtfully, they can create a holistic brand experience that is genuine, resonant, and enduring.

Key integration strategies:

- Alignment with core values: Ensure practices are rooted in the brand?s mission.
- Consistency: Maintain authenticity across all touchpoints.
- Community engagement: Prioritize relationships over transactions.
- Adaptability: Stay receptive to cultural shifts and feedback.

Conclusion: The Unsung Heroes of Great Branding

While marketing campaigns, logo design, and advertising often take center stage, the people behind the scenes?those adopting uncommon practices?are the true architects of memorable brands. From cultivating personal authenticity to embracing cultural movements and radical transparency, these individuals demonstrate that great branding is less about superficial tactics and more about genuine human connection.

By studying and emulating these practices, aspiring brand builders can foster deeper relationships, create authentic narratives, and build brands that stand the test of time?not through gimmicks, but through integrity, innovation, and heartfelt engagement. In a world saturated with noise, it?s the uncommon practices of dedicated individuals that cut through the clutter and leave a lasting impression.

QuestionAnswer What unconventional methods do top brand ambassadors use to build authentic connections? Many top brand ambassadors leverage personalized storytelling, live behind-the-scenes content, and genuine interactions on niche platforms to foster authentic relationships beyond traditional advertising channels. How do successful brand creators incorporate social responsibility into their practices? They often engage in community-driven initiatives, support sustainable practices, and openly advocate for social causes, integrating these efforts seamlessly into their brand narratives to resonate deeply with audiences. What unique content strategies do emerging brands use to stand out in crowded markets? Emerging brands often utilize user-generated content, experimental formats like interactive videos, and immersive experiences that challenge conventional advertising to create memorable and shareable content. In what ways do brands leverage unexpected collaborations to elevate their identity? Brands are partnering with unlikely influencers, artists, or sectors outside their industry to create buzz-worthy, innovative campaigns that redefine their brand image and attract diverse audiences. How do some brands utilize personalized experiences to foster customer loyalty? They implement tailored onboarding, customized products or services, and exclusive events based on customer data to make consumers feel uniquely valued and deepen their emotional connection. What role does storytelling play in delivering a great brand through uncommon practices? Storytelling that emphasizes genuine, human-centered narratives, often highlighting real customer stories or brand origins, helps brands forge deeper emotional bonds and differentiate themselves from competitors. How do innovative startups disrupt traditional branding practices to achieve recognition? Startups often prioritize agility, embrace edgy or unconventional branding visuals, and focus on creating viral moments or disruptive campaigns that challenge industry norms and capture attention quickly.

Related keywords: brand ambassadors, brand evangelists, brand storytellers, brand strategists, brand consultants, brand advocates, brand pioneers, brand innovators, brand influencers, brand developers

People like us english edition

People like us english edition has become a popular phrase in contemporary culture, resonating with audiences worldwide who seek stories, shows, and narratives that reflect their own experiences, values, and identities. This phrase often encapsulates themes of belonging, community, and shared understanding, making it a powerful title or concept for books, TV series, movies, and social movements. In this article, we explore the significance of ?people like us english edition,? its origins, cultural impact, and why it continues to resonate with diverse audiences across the globe.

Understanding the Concept of ?People Like Us? in English Culture

The Origin of the Phrase

The phrase ?people like us? has roots in colloquial English, often used to refer to individuals who share similar backgrounds, values, or experiences. Its usage can be traced back to social conversations emphasizing commonality and solidarity, especially among marginalized or underrepresented groups. Over time, the phrase gained popularity through media, literature, and political discourse, becoming a way to foster a sense of community.

Its Cultural Significance

In modern contexts, ?people like us? embodies the desire for inclusion and understanding. It promotes the idea that shared experiences can bridge gaps in race, class, gender, or sexuality. The phrase also hints at a collective identity that challenges societal divisions, fostering empathy and mutual support.

The Impact of ?People Like Us? in Media and Entertainment

TV Series and Films

One of the most notable representations of ?people like us? in media is the 2016 American drama film titled *?People Like Us?*, starring Chris Pine and Elizabeth Banks. The story revolves around a

man reconnecting with his estranged family after his father?s death, exploring themes of family secrets, reconciliation, and understanding.

In television, shows that focus on everyday life, struggles, and triumphs of ordinary people often carry the spirit of ?people like us.? Examples include:

- **Brooklyn Nine-Nine**: Celebrates diverse, relatable characters working in law enforcement, emphasizing community and friendship.
- **Shameless**: Chronicles the chaotic but heartfelt lives of a working-class family navigating economic hardships.

Literature and Books

Books that focus on authentic, relatable stories often appeal to ?people like us? audiences. These narratives foster empathy and understanding by depicting everyday struggles and joys. Examples include:

- *The Glass Castle* by Jeannette Walls: An autobiographical tale of resilience and family bonds.
- *Little Fires Everywhere* by Celeste Ng: Explores complex social dynamics and personal identities in a suburban community.

Music and Cultural Movements

Music genres like folk, indie, and country have historically embodied the ?people like us? ethos, emphasizing storytelling and authenticity. Artists such as Bob Dylan, Bruce Springsteen, and modern singer-songwriters create music that resonates with everyday experiences.

Cultural movements advocating for social justice, equality, and community empowerment also draw strength from this concept. They emphasize that collective voices of ordinary people can lead to meaningful change.

The Significance of ?People Like Us? in the Modern Era

Fostering Inclusivity and Representation

In an increasingly globalized world, the phrase ?people like us? encourages inclusivity by highlighting shared human experiences beyond superficial differences. Media and entertainment that embrace this perspective promote diverse representation, helping marginalized groups see themselves reflected on screen and in literature.

Building Community and Connection

Whether through social media, local initiatives, or global movements, the idea of ?people like us? underscores the importance of community. It reminds us that our struggles, hopes, and dreams are often universal, fostering connections across different backgrounds.

Addressing Social and Economic Inequities

The phrase also has political implications, often used to rally support for policies aimed at reducing inequality. It emphasizes that societal progress depends on recognizing the common humanity of all people, especially those who are underserved or oppressed.

Why ?People Like Us? Continues to Resonate in English Edition

Authenticity and Relatability

In a media landscape saturated with polished, often unattainable images, stories that reflect ?people like us? stand out because of their authenticity. Audiences crave genuine narratives that mirror their own lives, creating a sense of comfort and validation.

Universal Themes

Themes such as love, hardship, hope, and resilience are central to ?people like us? stories. Their universality makes them accessible and meaningful across different cultures and societies.

Empowerment and Identity

The phrase empowers individuals by affirming their experiences and identities. It encourages people to embrace their uniqueness while recognizing their place within a broader community.

How to Incorporate ?People Like Us? in Your Content Strategy for SEO

Keyword Optimization

To leverage the popularity of ?people like us english edition,? consider integrating relevant keywords into your content:

- People like us
- Relatable stories

- Inclusive media
- Authentic storytelling
- Community narratives

Content Ideas

Develop content that appeals to audiences seeking relatable and authentic stories:

- Profiles of everyday heroes and community members
- Stories of overcoming adversity
- Interviews with creators producing ?people like us? content
- Guides on creating inclusive narratives in media

Engagement Strategies

Encourage audience participation through:

- Sharing personal stories on social media
- Creating community forums or groups
- Hosting webinars or podcasts featuring relatable topics

Conclusion

?People like us english edition? encapsulates a universal desire for connection, understanding, and representation. From media and literature to social movements, this concept emphasizes that shared experiences foster empathy and community. As society continues to evolve, embracing the ?people like us? ethos can help bridge divides, promote inclusivity, and celebrate the richness of everyday human stories. For content creators, marketers, and communities alike, understanding and leveraging this phrase?s power can lead to more authentic engagement and meaningful connections with audiences worldwide.

People Like Us English Edition: Exploring the Cultural and Linguistic Significance of a Global Phrase

Introduction

People like us English edition has emerged as a phrase that resonates across cultures, social groups, and media landscapes. It encapsulates themes of identity, belonging, and shared experiences, often serving as a rallying cry for communities seeking recognition and connection. In this article, we delve into the origins, cultural implications, and modern usage of this captivating

phrase, examining how it has evolved from colloquial expressions to a symbol of collective identity in a globalized world.

The Origins of "People Like Us"

Historical Roots and Early Usage

The phrase "people like us" is not a recent innovation. Its roots can be traced back to various contexts where groups sought to distinguish themselves from others. Historically, such expressions appeared in social movements, political rhetoric, and literature to emphasize shared traits or experiences.

- Literary Origins: The phrase appeared in early 20th-century literature, often used to evoke solidarity among characters or communities facing common struggles.
- Political Contexts: During social upheavals, leaders would invoke "people like us" to foster unity among marginalized or oppressed groups.
- Everyday Speech: Over time, it seeped into colloquial language, becoming a familiar way for individuals to express camaraderie with similar backgrounds or lifestyles.

Evolution into Popular Culture

With the rise of mass media, "people like us" gained popularity as a relatable, inclusive phrase. Films, music, and television shows began to adopt the terminology, often to create a sense of authenticity or to rally audiences around shared values.

"People Like Us" in Modern Media and Society

The Phrase in Film and Television

One of the most prominent instances of "people like us" in popular culture is the 2012 film titled "People Like Us," directed by Alex Kurtzman. The film explores themes of family secrets, identity, and reconciliation, with the title emphasizing the universal experiences of its characters.

- Themes Explored:
- Family bonds and secrets
- Personal identity and self-discovery
- Social class and economic disparities

Beyond the film, television series and documentaries frequently utilize the phrase to highlight

marginalized communities or to promote messages of inclusivity.

Music and Lyrics

Musicians have also harnessed "people like us" to foster connection and convey shared struggles:

- Song Titles and Lyrics: Several songs include the phrase to express unity among listeners or fans, emphasizing that they are not alone in their experiences.
- Genres: From pop to indie and hip-hop, "people like us" resonates across musical genres as a symbol of collective resilience.

Social Media and Internet Culture

In the digital age, "people like us" has become a hashtag and meme to rally online communities. Platforms like Twitter, TikTok, and Reddit see users sharing stories, memes, and posts under banners like PeopleLikeUs to foster solidarity.

- Online Communities: Support groups, hobbyist networks, and advocacy pages often use the phrase to underscore commonalities.
- Memetic Usage: Variants and memes have emerged, such as "people like us do things like this," humorously highlighting shared behaviors or attitudes.

Cultural and Sociological Significance

Identity and Belonging

At its core, "people like us" encapsulates the human desire for connection. It fosters a sense of belonging, providing comfort in the acknowledgment of shared traits, experiences, or values.

- In-group vs. Out-group Dynamics: The phrase often delineates boundaries, affirming who is part of the community versus outsiders.
- Bridging Divides: Conversely, it can be used to bridge gaps, emphasizing commonalities across diverse backgrounds.

The Role in Social Movements

Many social movements leverage the phrase to build solidarity:

- LGBTQ+ Communities: "People like us" is used to affirm identity and challenge societal norms.
- Economic Class Movements: Workers and marginalized groups adopt the phrase to unite against systemic inequalities.
- Cultural Revivals: Minority groups utilize it to preserve language, traditions, and identity.

Commercial and Marketing Uses

Brands and marketing campaigns have adopted ?people like us? to appeal to target demographics, emphasizing authenticity and relatability.

- Authentic Branding: Using the phrase to show alignment with everyday consumers.
- Inclusive Campaigns: Demonstrating diversity and shared values to foster brand loyalty.

The Digital Age and Globalization

The Phrase in a Global Context

While "people like us" originated in specific cultural milieus, globalization has transformed its reach. The phrase now appears in multiple languages and contexts, fostering cross-cultural understanding.

- Localization and Translation: The phrase has equivalents in many languages, often retaining its core message of shared identity.
- Global Movements: International campaigns use the phrase to emphasize unity across borders, such as climate change activism or human rights advocacy.

Challenges and Criticisms

Despite its positive connotations, "people like us" can sometimes reinforce exclusivity or stereotypes.

- Potential for Elitism: The phrase may inadvertently create in-groups that exclude others.
- Cultural Appropriation: Misuse by outsiders can dilute its significance or offend communities it aims to unite.

The Future of "People Like Us"

Trends and Predictions

As society continues to evolve, so will the usage of "people like us."

- Increased Emphasis on Intersectionality: Future iterations may focus on overlapping identities?race, gender, class, and more.
- Digital Activism: Online movements will likely sustain and transform the phrase into new formats and platforms.
- Commercialization: Expect continued branding uses, balanced with efforts to promote genuine inclusivity.

The Power of Shared Identity in a Fragmented World

In an era marked by polarization and division, "people like us" serves as a rallying cry for empathy and connection. Whether in social movements, entertainment, or digital communities, the phrase underscores the universal human need to find kinship in shared experiences.

Conclusion

People like us english edition exemplifies the enduring human pursuit of connection and belonging. From its historical roots in literature and social movements to its contemporary prominence in media, music, and online communities, the phrase encapsulates a universal message: that despite our differences, there are common threads that unite us all. As society navigates the complexities of identity, diversity, and globalization, "people like us" remains a powerful reminder of our shared humanity and the importance of community in shaping our collective future.

QuestionAnswer What is the main theme of 'People Like Us' English edition? 'People Like Us' explores themes of identity, community, and the human connections that bind us despite differences. Who are the authors of 'People Like Us' English edition? The book is written by a diverse group of authors, each sharing personal stories that highlight commonalities across different backgrounds. Is 'People Like Us' suitable for all age groups? The book is primarily aimed at young adults and adults, offering mature themes and reflections on social issues. Where can I purchase the English edition of 'People Like Us'? You can find 'People Like Us' English edition on major online retailers like Amazon, Barnes & Noble, and in select bookstores worldwide. Has 'People Like Us' received any awards or recognitions? Yes, the book has been recognized for its impactful storytelling and was awarded the [relevant award], highlighting its significance in contemporary literature. Are there any adaptations of 'People Like Us' available? As of now, there are no official film or television adaptations, but the book has inspired several community discussions and reading groups. What age group is 'People Like Us' most relevant for? The book is particularly relevant for teenagers and young adults who are exploring themes of social identity and acceptance. How does 'People Like Us' contribute to conversations about diversity? 'People Like Us' provides personal narratives that foster empathy and understanding, making it a valuable resource in promoting

diversity and inclusion.

Related keywords: people like us, english edition, novel, romance, contemporary fiction, LGBTQ, coming of age, friendship, family, identity

Read the full article online: people like us english edition