# THE SOCIAL MEDIA

# GET INSPIRED WITH TIPS & IDEAS TO GROW YOUR BUSINESS ONLINE!



# Amberly Bucci

- -Digital Marketing Strategist, Speaker, & Small Business Owner
- -Marketing Instructor at SCF Manatee/Sarasota
- -14 Years Experience in Digital Marketing
- -SEO, Social Media, Training, Digital Marketing Plans



### A FEW BRANDS I'VE WORKED WITH















































**SAMSUNG** 





















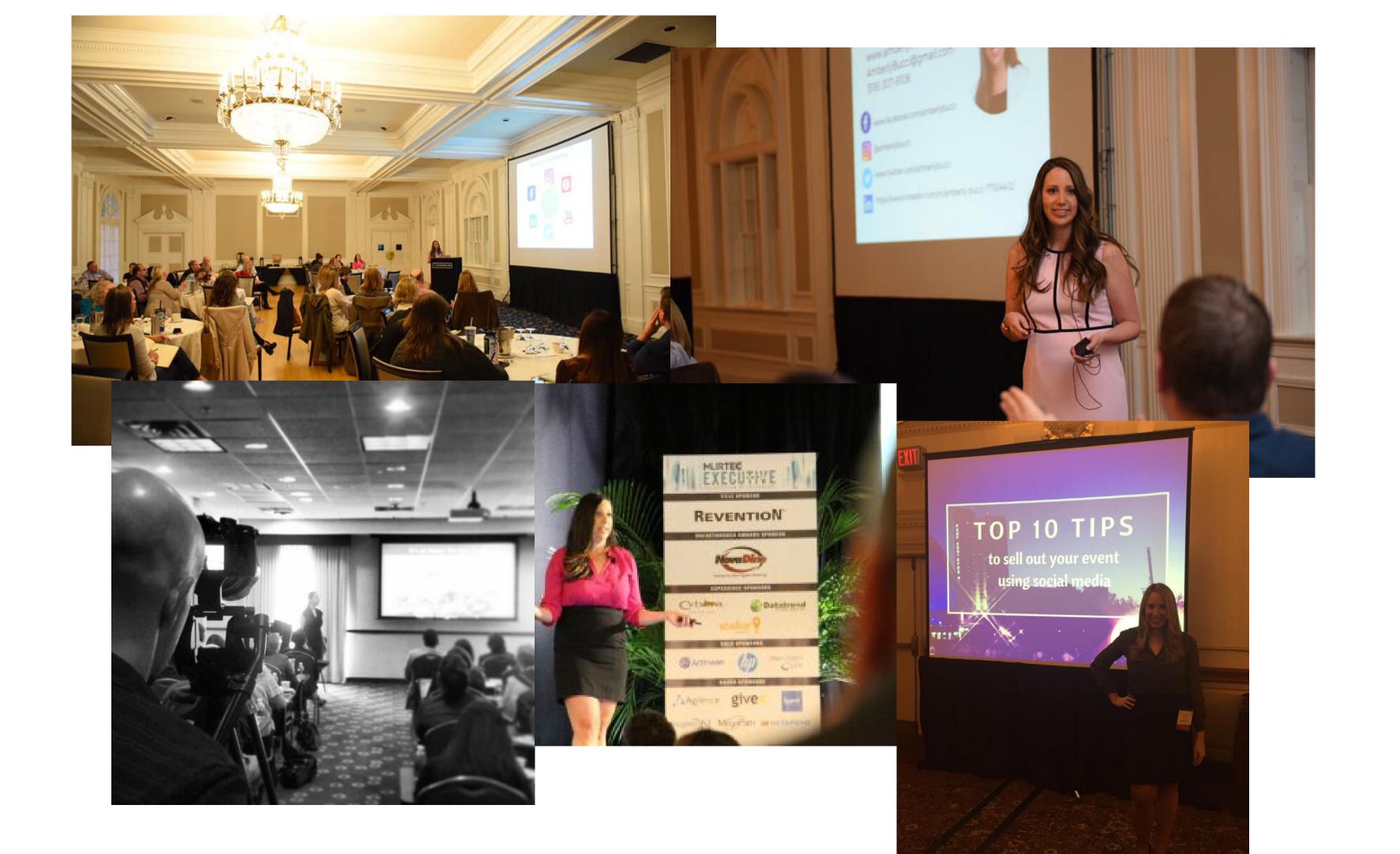








🔏 EVENT IN A TENT





# Amberly Bucci

DIGITAL MARKETING

- SEO
- Social Media
- Marketing Plans
- Workshops

### CONTEST

### WIN a 1 hour 1:1 Social Media Strategy Session with me!

- Content ideas
- Audit
- Strategy & Engagement tips
- 1:1 Training
- Review any questions you may have



### Discussion Points

- The Power of Social Media
- Top 6 Social Media Platforms for Businesses
- How to Create a Social Media Strategy
- Content Inspiration
- Growth & Engagement Tips
- Case studies. Favorite tools, and Tools



# Social Media is a Powerful Tool to Grow Your Business

View report

↑ 766%

↑ 715%

		View report	Sales by social source	
source			Facebook	\$178,010.88
Facebook	72,095	↑ 315%		
Instagram	15,770	↑ 486%	Instagram	\$27,657.50
Pinterest	1,333	↑ 9,421%	Pinterest	\$398.52
Youtube	535	↑ 61%	1	
Facebook Messenger	2	↓ 60%		

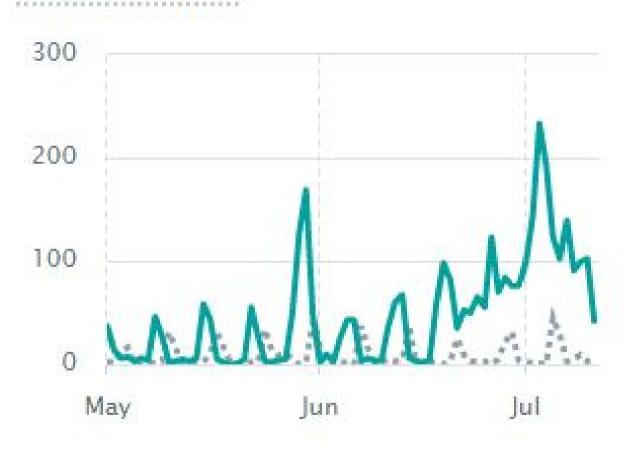
Total orders

View report

3,382

↑453%

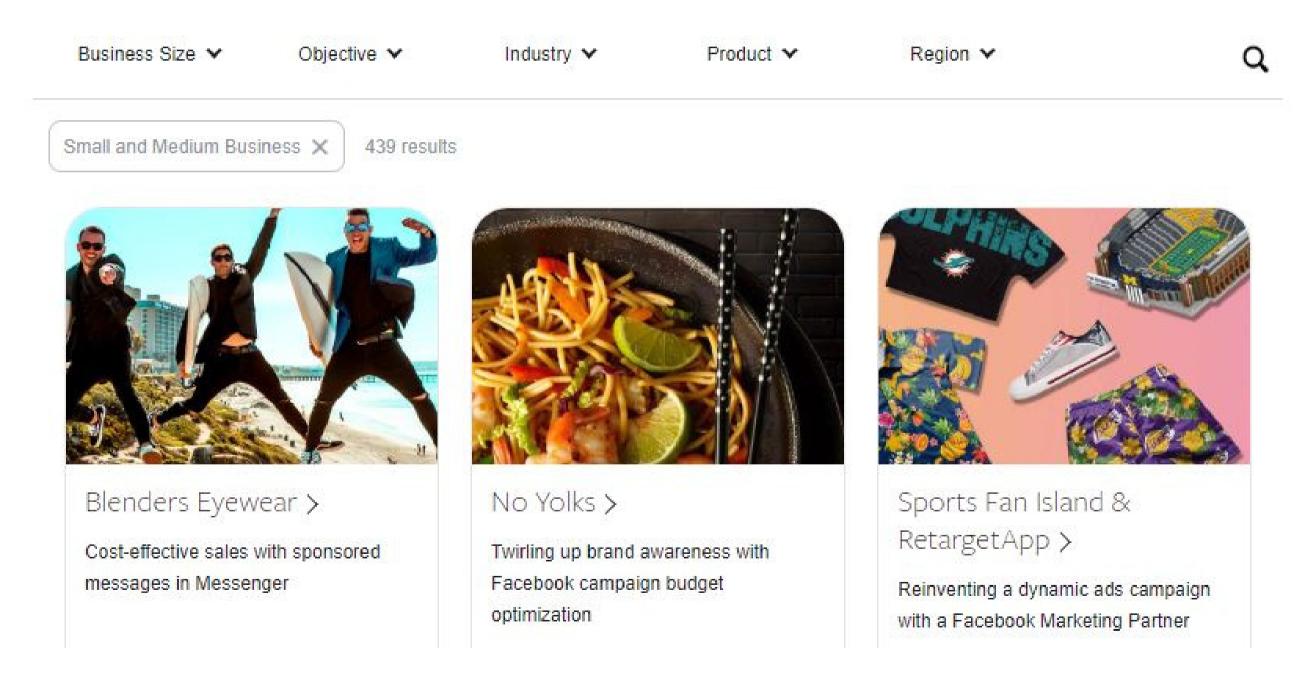
### ORDERS OVER TIME



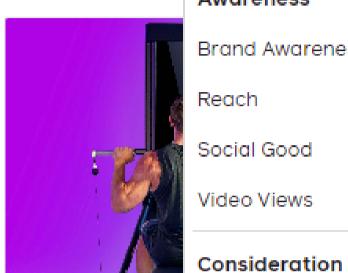
Feb 18-Apr 30, 2021 May 1-Jul 11, 2021

### Success Stories

Case studies like these inspire and motivate us. See how businesses like yours are growing with Facebook marketing.



www.facebook.com/business/success



### Awareness

Brand Awareness

Reach

Social Good

Video Views

App Installs



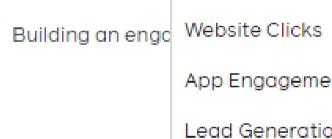
### iked Juice >

osting brand awareness with ebook ads in collection mat



### Prose >

Improving campaign performance with Advantage+ shopping campaigns



Tonal >

App Engagement

Lead Generation

Post Engagement

Event Responses

Website Conversions

Conversion











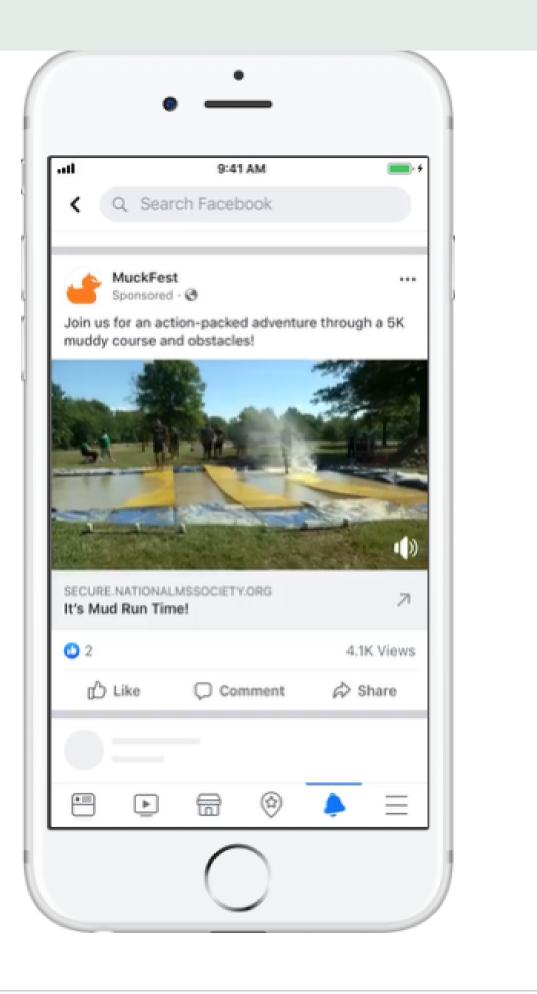
Calming Collars >

Event 360 partnered with ad agency and Facebook Marketing Partner Wpromote to design a digital ad campaign that could quickly grab viewer attention and show the value of attending MuckFest.

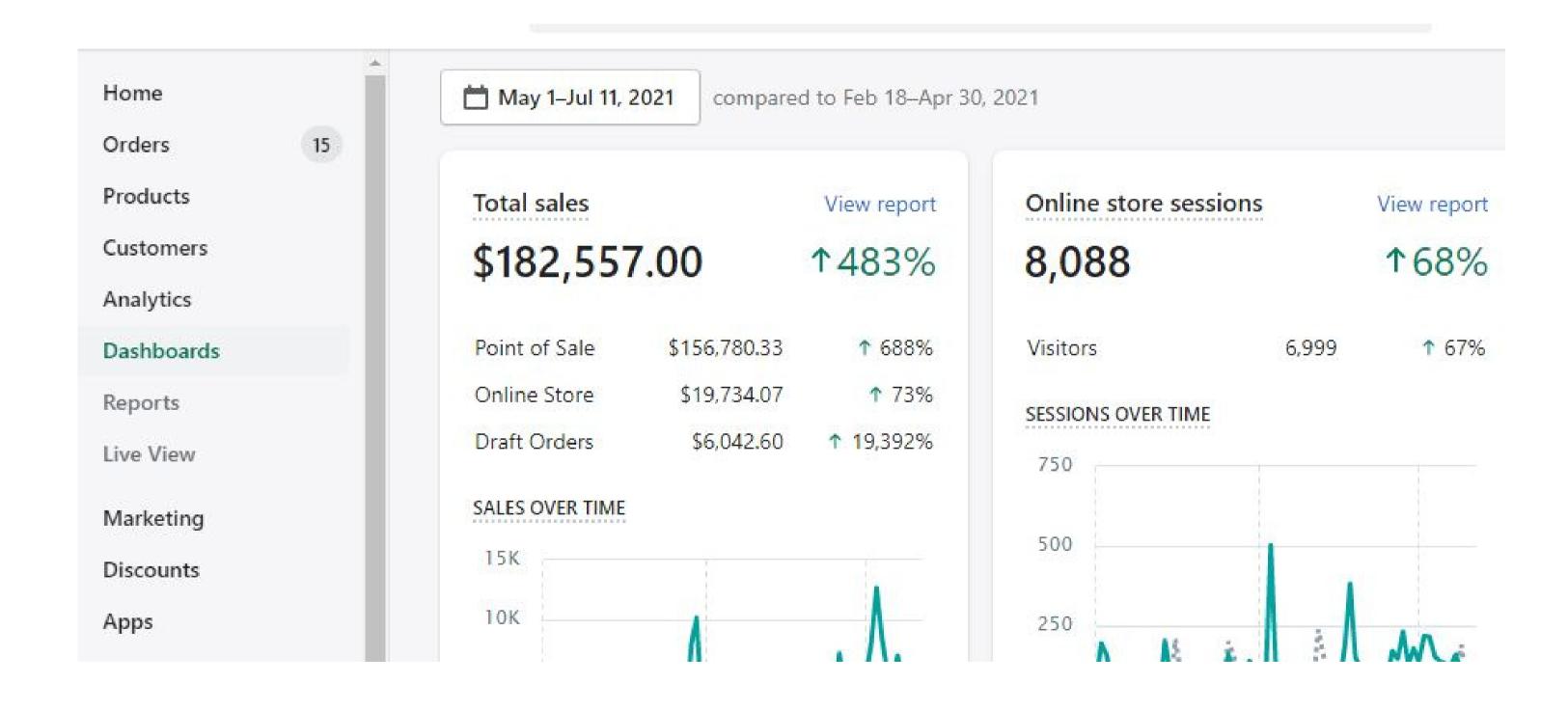
Event 360 had a large volume of existing assets, but a limited budget, so the teams decided to try using dynamic creative. The Facebook dynamic creative feature takes an advertiser's assets and automatically creates a series of ad variants. The best-performing combinations will continue to run, while spending is stopped on non-performing combinations. So, instead of manually building individual ads, Event 360 pooled its investment into a single ad set, and let Facebook optimize the best combinations of creative assets across audiences.

The top-performing video creative showed scenes from prior MuckFest events, including muckers having fun navigating the course.

Messaging included, "Are you ready to scale obstacles like a stunt jump and giant zip line?" and "Don't just run when you can climb, swim, crawl and fly through 18 outrageous obstacles.



### Measure Results





#### Video Ads

Capture attention with engaging video ads.

Learn more



#### Ads in Stories

Share your story with immersive full-screen ads.

Learn more



### Automatic Placements

Optimize your ads to find the most efficient placement.

Learn more



### Instagram

Promote your business to an engaged audience.

Learn more



#### **Custom Audiences**

Reach your customers and contacts on Facebook.

Learn more



#### Lookalike Audiences

Find people similar to your customers and contacts.

Learn more



#### Meta Pixel

Measure activity and conversions for your ads.

Learn more



### Automatic Advanced Matching

Accurately attribute
conversions and
increase your
audience size to drive
better results.

Learn more

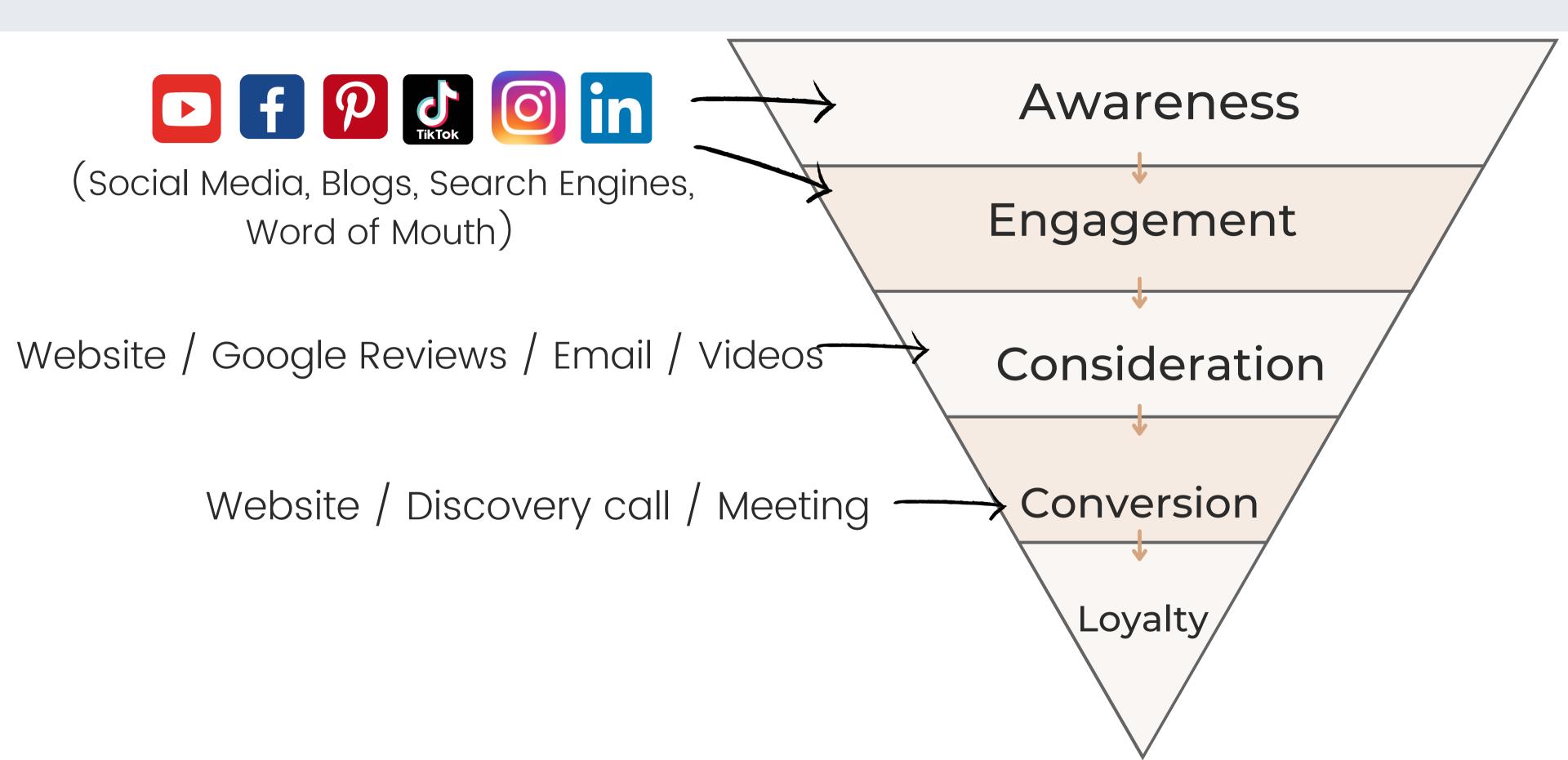
# Does Not work

- (1) Winging it. No Plan.
- 2 Not Consistent.
- Not experimenting (w/ ads, videos, etc.)
- Posting, but not engaging

# Does Work!

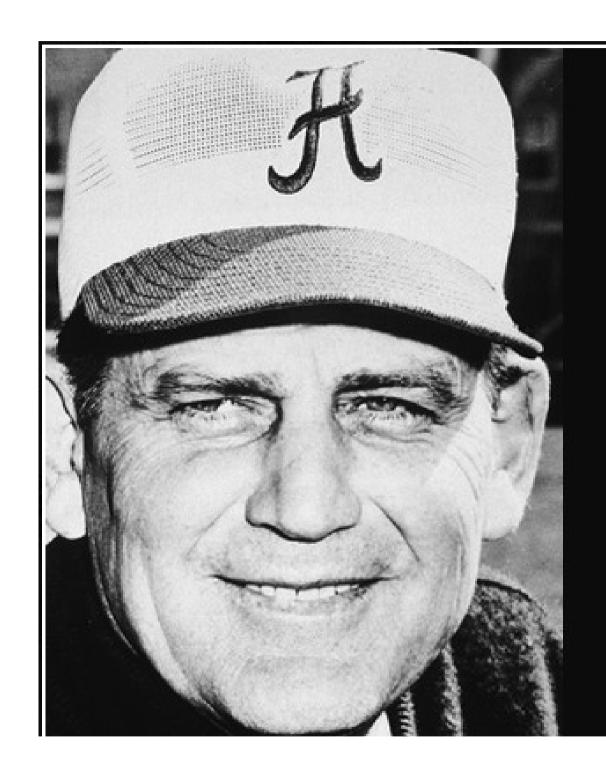
- (1) Have a plan!
- (2) Consistent.
- Experimenting & measuring results
- 4 Listening & engaging

# Marketing Funnel









Have a plan. Follow the plan, and you'll be surprised how successful you can be. Most people don't have a plan. That's why it's easy to beat most folks.

— Bear Bryant —

AZ QUOTES

# 8 Steps to Create a Social Media Plan



### SET UP YOUR FOUNDATION

### Define Your Goals

Build email newsletter list Increase website traffic Books calls Showcase your expertise Increase online sales Increase foot traffic Customer service Build relationships Stay top of mind

# Have a Clear Message

Keep it simple and short.

What do you offer?
Where are you promoting it?
Why should someone buy from you?
How can they work with you?

### What's your 10-second elevator pitch?

-I help (desired customers) (solution to their problem).

-We provide (desired customers) magical experiences by (x).



### Problem / Solution

Intro

Hi, I'm Sarah. I am a mortgage broker in Sarasota, FL.

**Problem** 

Many people are overwhelmed when it comes to buying home.

**Solution** 

Our company offers a fast, easy, streamlined process to make it simple for you. With 10+ years in the industry, we have the expertise to guide you and get it done fast.

Unique Selling Point

We're also the only local company that offers X.

**Call-to-action** 

To learn more, set up a free discovery call!

# Target Audience



Age

20-65

Gender

Female

Social Media

Facebook Instagram TikTok Location

Venice, Lakewood Ranch, Sarasota, Brandeton

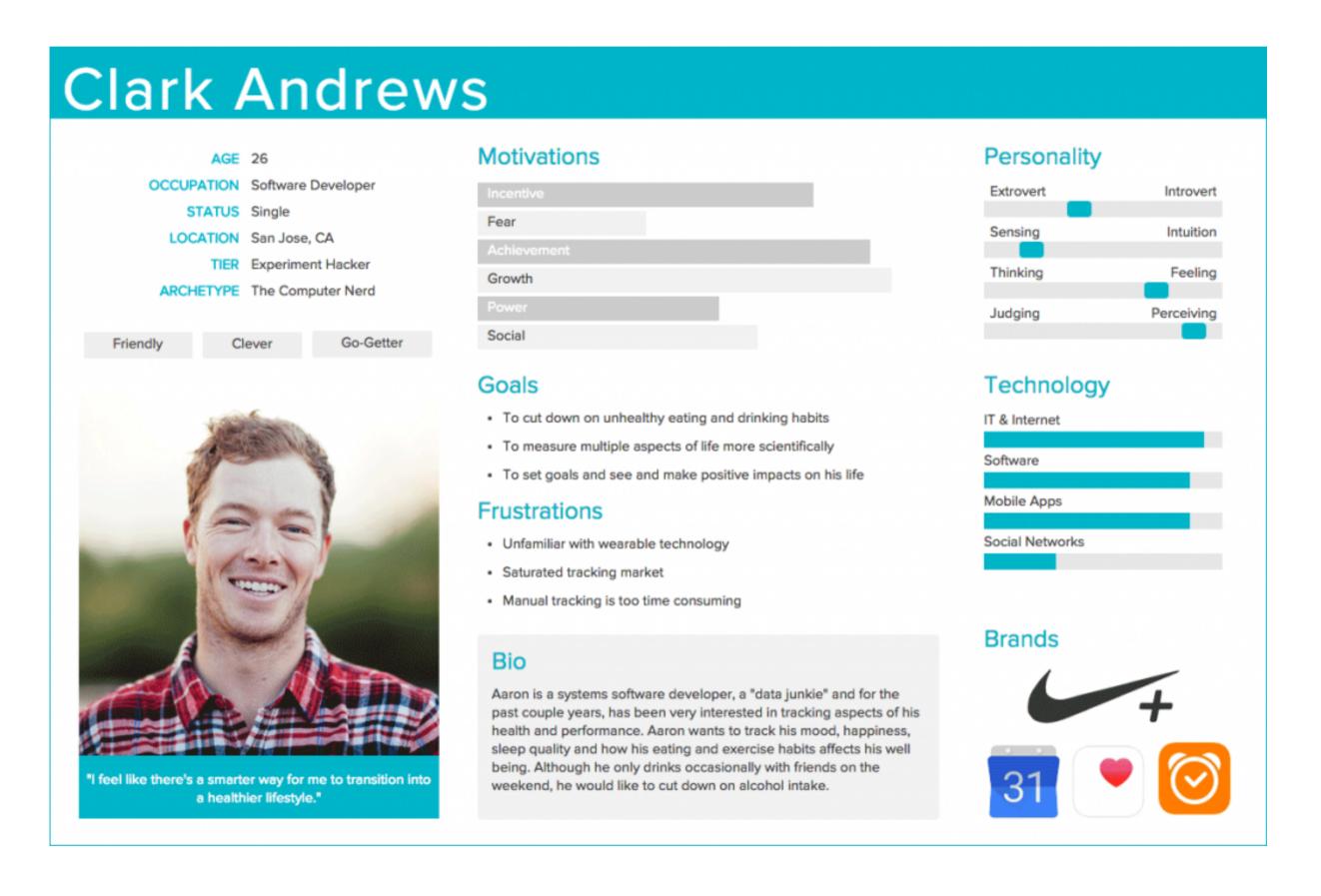
Brands they follow

Sephora, Ulta

Interests

Beauty / Fashion

### Create Your Buyer Persona



# Top Social Media Platforms





# Facebook



- Retargeting Ads
- Reels / Stories
- Facebook Groups
- Private messaging
- Automated chats

# YouTube

(2nd largest search engine)!



- 2nd largest search engine
- Reach people who are searching for what you offer
- Targeted Ads

# TikTok



### **SHORT FORM VIDEO!**

- 15 second 10 minutes!
- Entertaining + educational
- TikTok is exploding right now!

# Instagram



- Reels (short videos)
- Stories
- Lives

# LinkedIn



- LinkedIn live, polls, and stories
- Conversation marketing Ask open-ended questions / polls
- Show expertise in groups
- B2B

# Pinterest



- Blog Posts
- Visually appealing graphics
- Competitors research
- Inspiration for content
- Promoted pins

### \*PICK A TIME TO FOCUS ON SOCIAL MEDIA

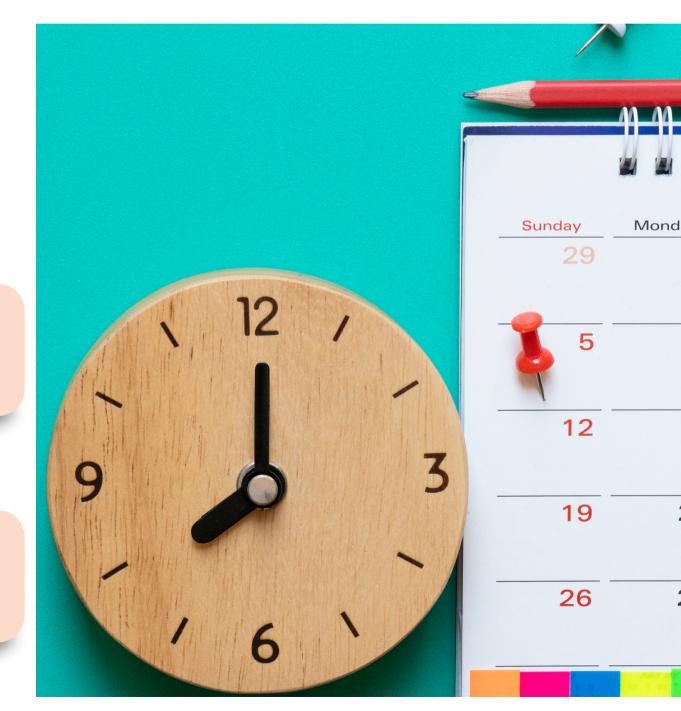
Make a commitment, put it on your calendar!

How much time can you dedicate per week?

6 hrs a week

When can you work on social media?

M, W, F @ 10am



# FREQUENCY (PER WEEK)

Posts **Stories** Reels

Aim for quality over quantity! 2-7 posts, stories, and reels per week is fine

### POST FREQUENCY (per week)

Facebook: 3 posts/3 stories / 3 reels

Instagram: 3 posts /3 stories / 3 reels

TikTok: 5 videos

LinkedIn: 3 posts

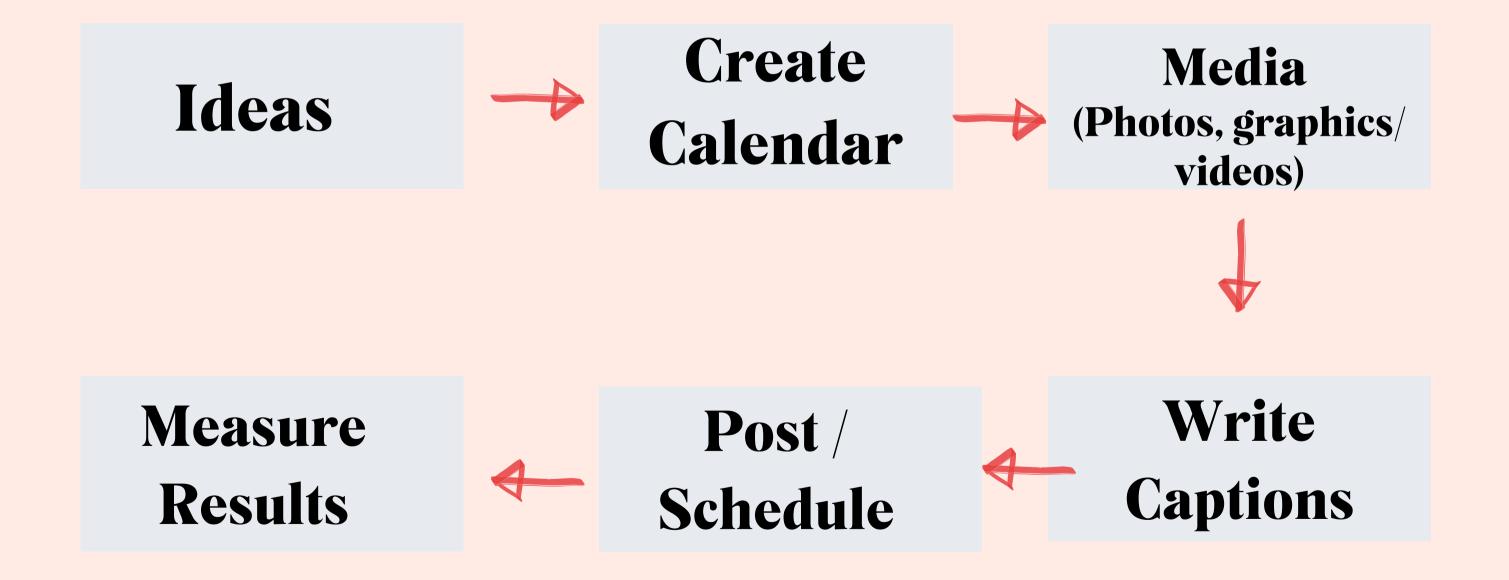
YouTube: 1 video

# Build Your Asset Library (Store your photos and videos in one place)





### **Content Creation Workflow**



# Content



- -Checklists
- -Webinars
- -PowerPoints
- -Videos
- -Tutorials
- -Demos
- -Coupons
- -Toolkits
- -Ebooks
- -Free Consultation
- -Free trials

# A MINDFUL REFLECTION

Rose = A highlight, success, small win, or something positive that happened.

Thorn = A challenge you experienced or something you can use more support with.

**Bud** = New ideas that have blossomed or something you are looking forward to knowing more about or experiencing.

ROSE

**THORN** 

BUD

What worked?

What didn't work?

Where can I improve?

# WEEKLY REFLECTION

What went well?

What did not go so well?

What would you like to improve on?



See All

Last 28 days : Jan 12 - Feb 8 ▼

People Reached

38,975 \$15808%

Post Engagements

1,930

**▲**2283%

# Audit

- Your most successful post by channel
- What types of posts get the most engagement
- When your audience is most active
- How different types of posts do (e.g. compare and contrast image vs. video content, company blog vs. external posts, etc.)
- Popularity of evergreen vs. timely content
- Audience demographic across social media platforms
- Where each social platform is now

How do I find Facebook Insights? On a desktop, go to your Facebook Page. Tap More at the top of your Page, then tap Insights.

# How to Plan Your Social Media Calendar

# BENEFITS OF HAVING A CONTENT CALENDAR

- Centralize content planning
- Helps you maintain a consistent posting schedule
- Visualize the entire month
- Remember important dates
- Collaborate with your team

# PLAN YOUR CONTENT

# List out your ideas

- 1. Launch announcement for "Be Amazing"
- 2. Sneak peek inside
- Promote series and campaign theme (Stick to Positivity)
- Fan photo
- Share values / lessons (kindness, positivity, politeness, etc.)
- Importance of reading to your kids
- 7. Promote e-newsletter sign up & activity pages
- Inspirational quotes
- Inspiration / Female Empowerment (Shared post from another page Ex: A Mighty Girl)
- 10. Benefits of this book
- 11. Holiday post
- 12. Shoutout to partner (vendor or influencer)

Fan Friday
(customer photo
/story)

**Employee Spotlight** 

Ask a Question

Contest

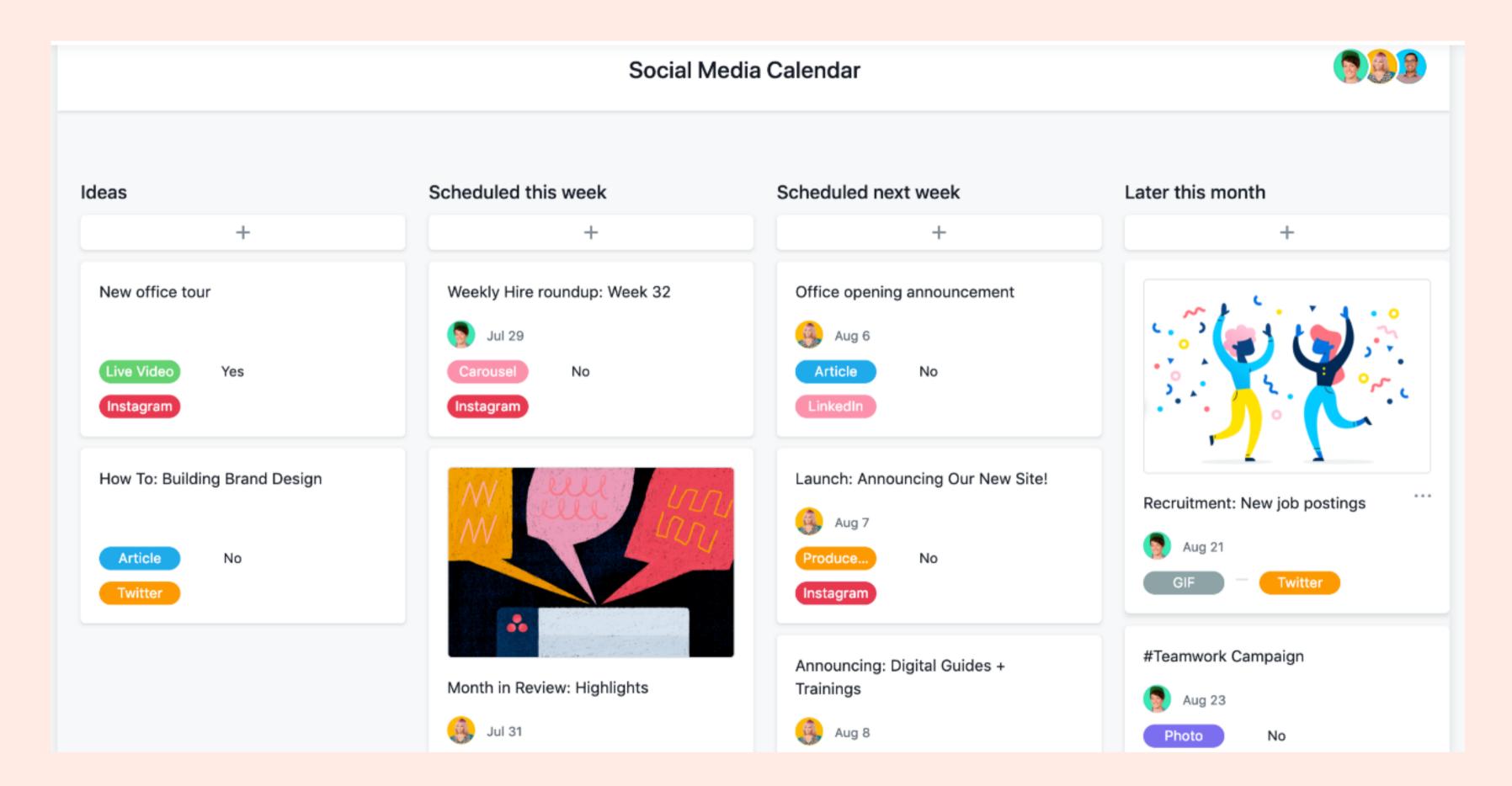
TIP

Testimonial

Entertain

Behind the Scenes
LIVE

Tue	Wed	Thu	Fri	Sat
Tuc	vvcu	THO		Jut
20	21	22	23	24
FAQ	Contest / Giveaway	Testimonial		Tip
TAG .	Contest / Civedway	TC3tillollidi		
27	28	29	30	October 1
EAO	Behind the Scenes	Testimonial		Tip
FAQ	bening the scenes	lestimonial		Tip



https://asana.com/templates/for/marketing/social-media-calendar

FAQ

# Behind the Scenes

Review

Story

Tip

"Are you a pet friendly hotel?"

Sunset photo from rooftop

"This is the best downtown hotel in Sarasota, FL!" -Andrew L.

Story of the Top Chef's career, awards, + specialities

Share a list of 5 restaurants near the hotel

### 1 WEEK PLAN

FAQ	Behind the Scenes
Blog Post	Quote
Customer Testimonial	Video Tip

# How to Find Content Ideas

# HOW CAN A MORTGAGE BROKER HELP TO GET THE BEST MORTGAGE?



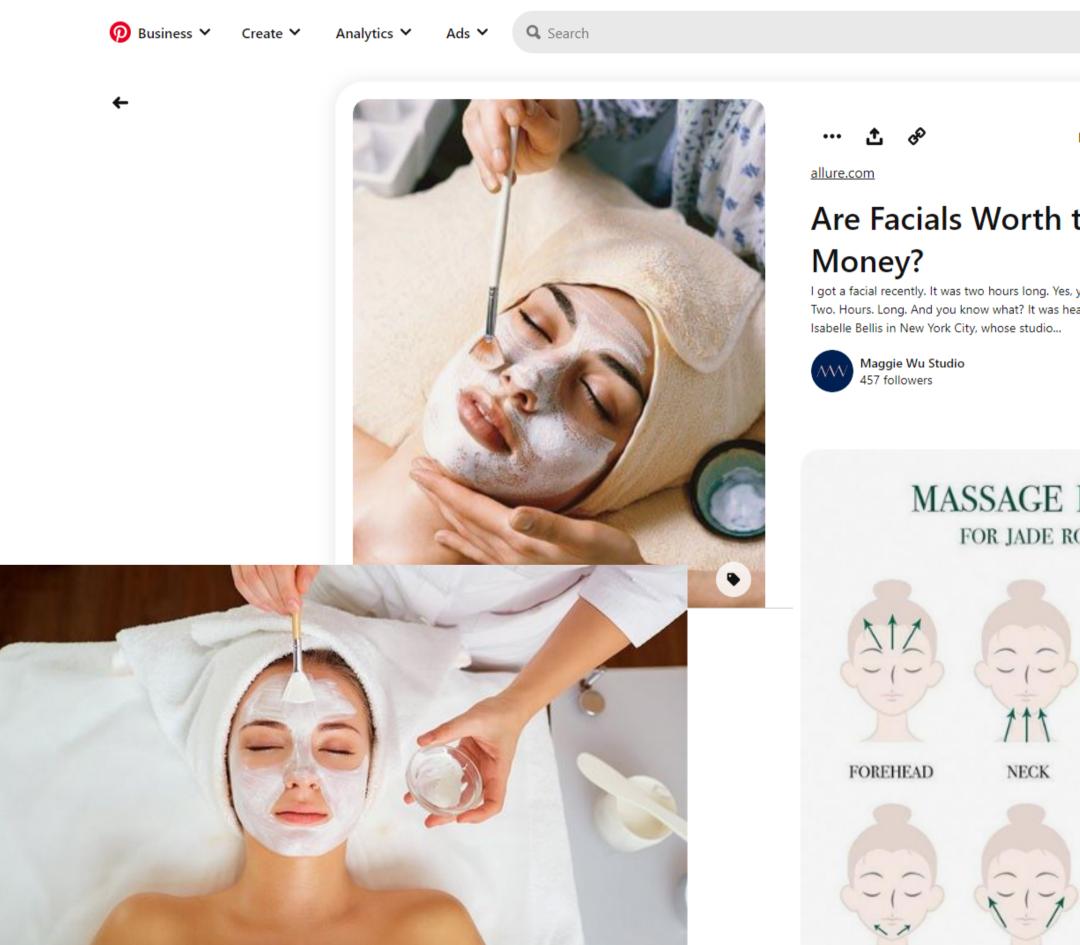
How Can A Mortgage Broker Help To Get The Best Mortgage?





What to Do BEFORE You Apply for a Mortgage

# **Competitor Research**















amoils.com

### The Ancient Art of Jac Rolling is Right on Tre

Luau >

A jade roller comes with dual rollers with a smooth polish share the benefits of using one for your skin as well as sin instructions on how to use this beauty tool.



~Healing Natural Oils~ 7.9k followers

7 comments >

### 7 QUESTIONS TO ASK YOUR MORTGAGE LENDER

When meeting with your mortgage lender, ask these seven questions to ensure you know the most important things about your loan.



1 WHAT IS MY INTEREST RATE?

Ask your lender about their interest rate estimate for the loan. They should also provide you with the APR, or annual percentage rate, which is the total proportion of a loan that is charged as interest on the loan.

2 WHAT ARE THE CLOSING COSTS?

These are fees you will have to pay for the services provided by your lender, such as appraisal, credit report, or survey. These don't include the down payment, so you'll need enough funds to cover both.

WHAT IS THE MINIMUM DOWN

The minimum down payment varies depending on the loan program you choose. Your down payment could be as low as 0% all the way to 20% or more.

WHAT DOCUMENTS WILL I HAVE TO PROVIDE?

Lenders require several documents, such as bank statements, tax returns/W-2, and paystubs. Your lender will let you know exactly what they need based on the program you choose.

WHAT ARE THE QUALIFYING GUIDELINES?

There may be requirements you have to meet for your loan regarding your employment, assets, income, credit history and liabilities.

WHAT WILL MY MONTHLY MORTGAGE PAYMENT BE?

Your payment is calculated based on factors including your principal, interest, taxes, and insurance. Your lens should be able to provide you an accurate estimate

















Posts



People



Photos



Videos



Marketplace



Pages



Places

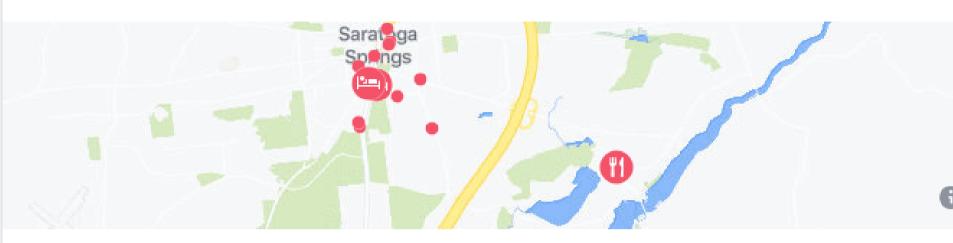


Groups



Events

### **Places**





### Longfellows

Place · \$\$\$ · American 500 Union Ave, Saratoga Springs, NY Opens at 3:30 PM



Kimberly, Brooke and 7,267 others like this



### Holiday Inn Saratoga Springs

Place · \$\$ · Hotel 232 Broadway, Saratoga Springs, NY Always Open



Arthur, Richard and 3,175 others like this



#### The Inn at Saratoga

Place · \$\$\$ · Inn 231 Broadway, Saratoga Springs, NY Always Open



Kimberly, Arthur and 2,794 others like this

See All

### Instagram

#sarasotarealtor





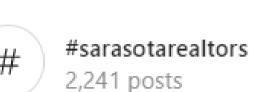
aroundsarasota

Sarasota, Florida

jreidmensw... aprilnewma... thewestinsa... hug









#sarasotarealtorlife 87 posts



#sarasotarealtorphotographer 311 posts



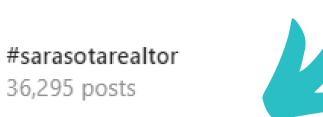
#sarasotarealtor 💙 3 posts



#sarasotarealtornearme 6 posts



#sarasotarealtorpeggyroberts 5 posts



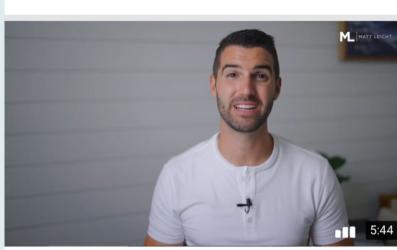


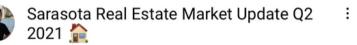












< Real estate sarasota







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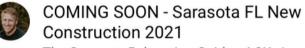












The Sarasota Relocation Guide · 4.8K views · 1 month ago



Intro | Location/Geography | Re... 22 chapters ∨







Home

Explore

Shorts

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History

Your videos

Watch later

Work

Show more

SCRIPTIONS



anyone that was curious. Hope you enjoy ...



Mobile DJ Tips: Wedding Timelines | The best TIMELINE for your WEDDING

11K views • 2 years ago



DJ Barr

VLOG 350 - Mobile DJ Tips: Wedding Timelines | The best TIMELINE for your WEDDING ...



Peak Hour Set | First Dance | Dancing Right after the...

7 moments V





DJ GIG LOG: Behind the Scenes of Wedding from a Wedding DJ | How I How I setup/run Weddings

75K views • 3 years ago



DJ Barr

VLOG 301 - DJ GIG LOG: Behind the Scenes of Wedding from a Wedding DJ | How I How I setup/run Weddings Hope you ...



# Honey Books: http://share.honeybook.com/barr

### Follow Me on Social Media - SOCIAL MEADIA

Instagram: https://instagram.com/DJBarrNJ/

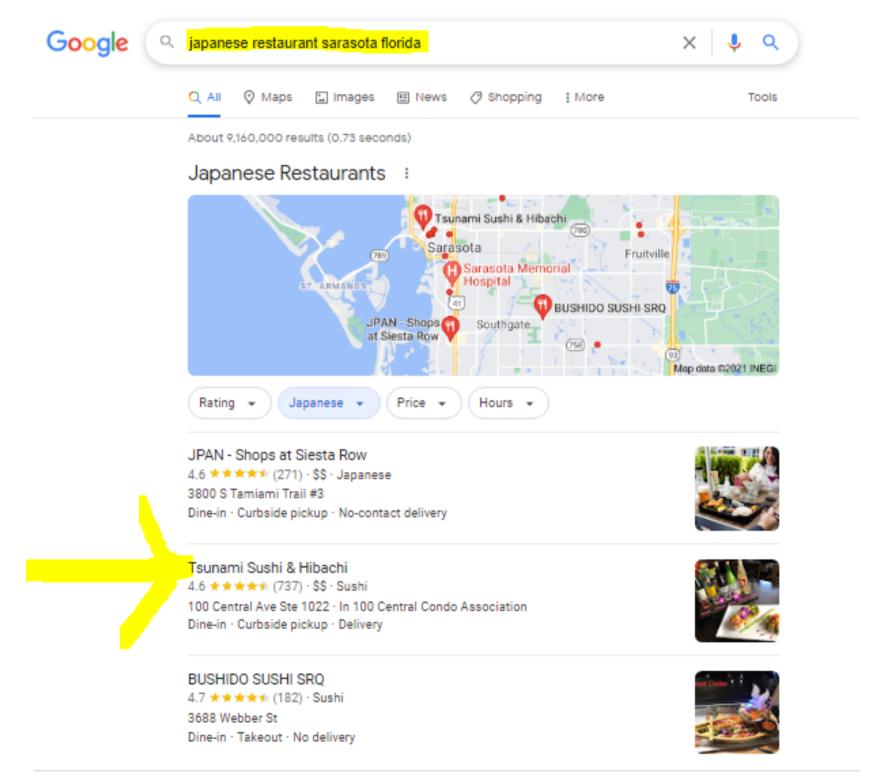
Instagram: https://www.instagram.com/BarrEnterta.
Facebook: https://www.facebook.com/DJBarrNJ/
Mixcloud: https://www.mixcloud.com/BarrNation/

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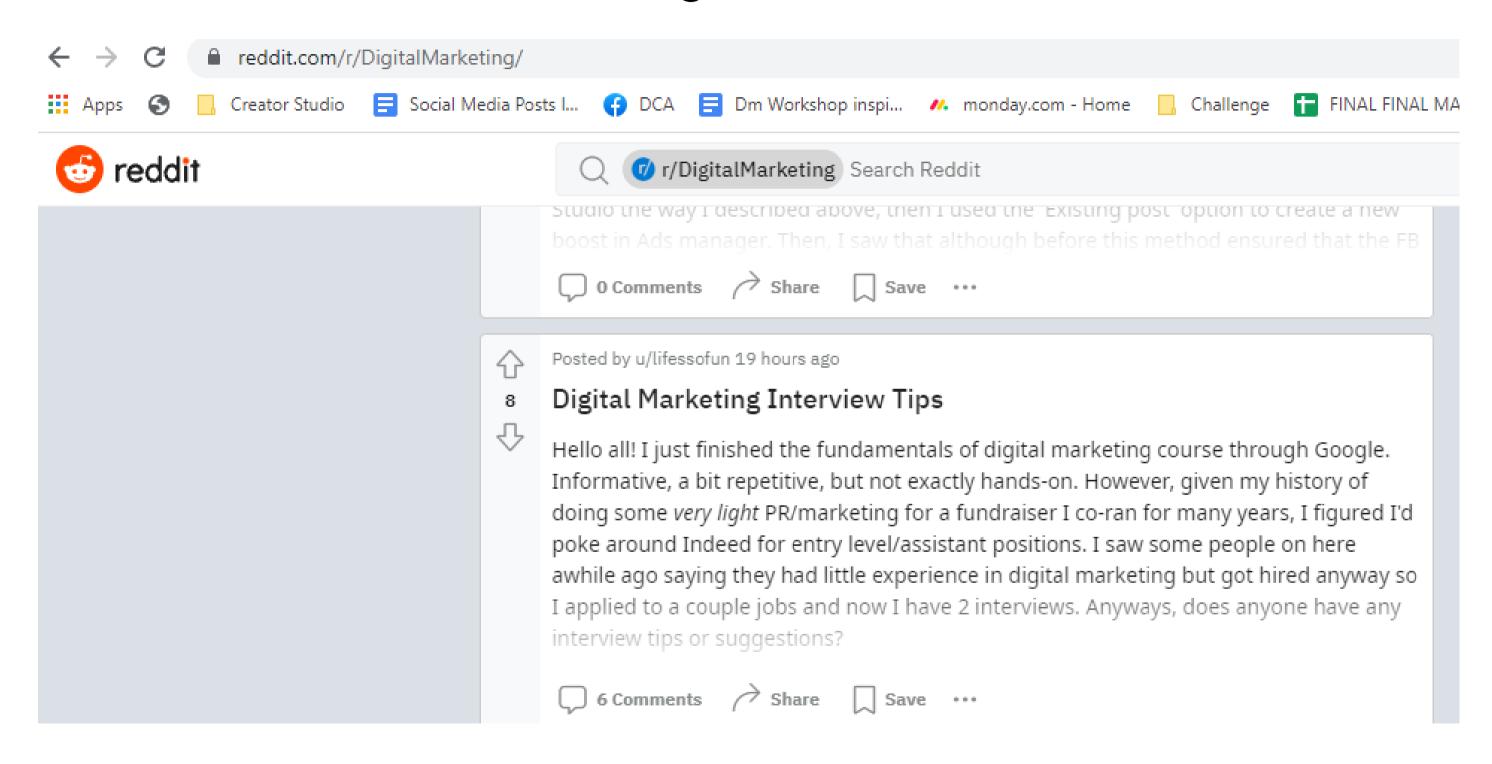
Booking & Business Inquiries Contact to me at Barr@BarrDJs.com

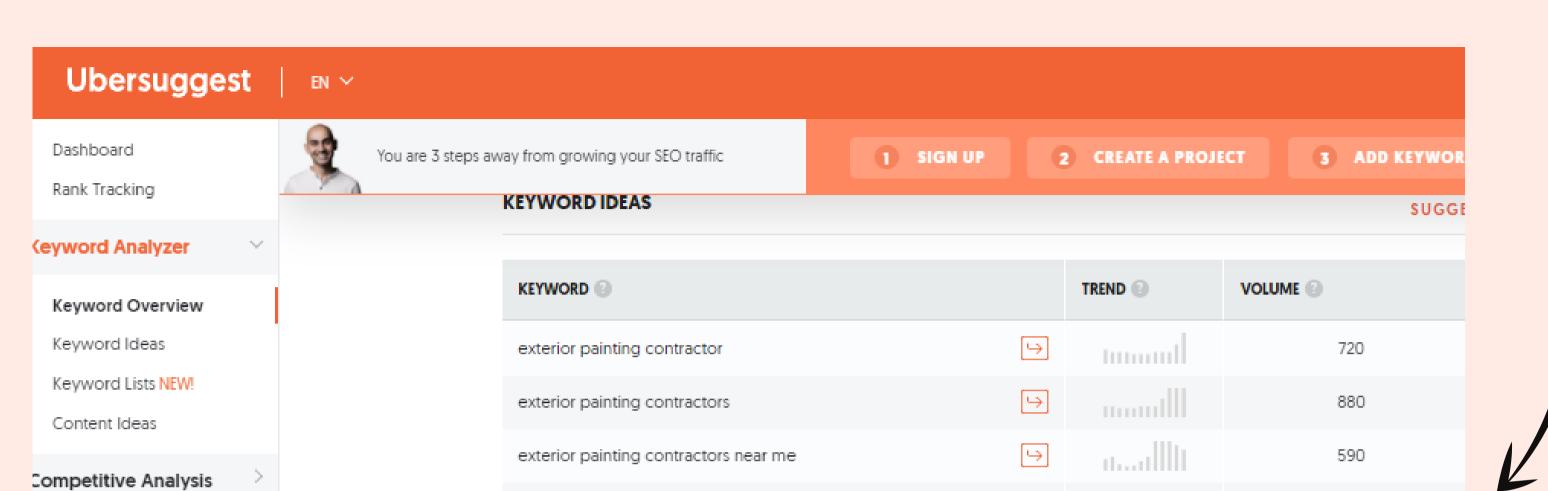
SEND FAN MAIL TO DJ BARR PO BOX 1074 NEPTUNE, NJ 07753

# Google My Business Page (Local Businesses)



# Browse Forums for Questions that Are Being Asked





exterior painting contractor near me

exterior painting companies near me

exterior house painting contractor

SEO Explorer

#### Top 5 Curb Appeal Tips from an Exterior Painting Contractor



Posted on August 19, 2021 by James Atherion

The term "ourb appeal" generally refers to the attractiveness of a house and its surroundings when viewed from the street. It is the first impression for your house when guests - and even potential home buyers - arrive. So if you're looking to sell your house, improving its curb appeal can increase the value and...

Read Moreo

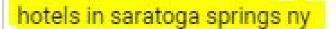
# Google

facials

What do facials do?

Which type of facial is best?

What are 3 benefits of getting a facial?





Home

Trending

Subscriptions

Library

History

Watch later

Liked videos

#### CRIPTIONS

Popular on YouTu...

Music

Sports

Gaming.

#### E FROM YOUTUBE

YouTube Premium

Movies & Shows



### 를 FILTER

### Saratoga Casino Hotel, Saratoga Springs, USA

Pictures HD • 146 views • 8 months ago

Saratoga Casino Hotel 342 Jefferson St, Saratoga Springs, NY, 12866, United State hotel with casino, near ...



### Holiday Inn Saratoga Springs, Hotel, Saratoga Springs, NY

Dex Media Videos · 231 views · 5 years ago

http://www.superpages.com/bp/Saratoga-Springs-NY/Holiday-Inn-Saratoga-Spring L2036641480.htm?lbp=1 Welcome to the ...



### Pavilion Grand Hotel, Saratoga Springs, NY

Pavilion Grand Hotel • 509 views • 3 years ago

Enjoy our Urban Series Videos of Pavilion Grand Hotel. A guest perspective. Releas enjoy learning all this ...



### Weird Upstate Hotel - Saratoga Springs has a Lovely McDon

I Kid You Not • 621 views • 1 year ago

If you're ever in Saratoga Springs, be sure to visit the spring water spigots! Also, I he there is lovely. A ...



wedding dj















Se Following

▶ LIVE

Popular topics



Gaming

Food

Dance

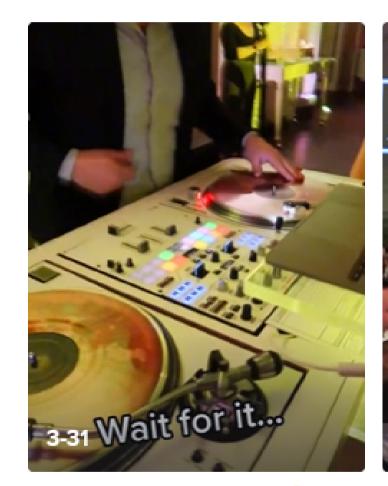
Beauty

Animals

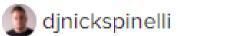
Sports

Top Videos Accounts

#### **Videos**



Excuse my dance moves 🤣 #djsoftiktok #mixingmusic... ▶ 9.4M

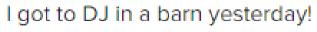




Encore!! Shouts to @deejaydeville for the edit 🤲 ...

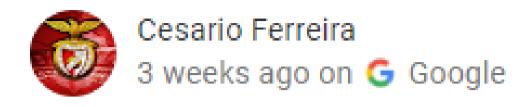






#weddingdj #mixingmusic...

▶ 1.9M



### Excellent staff!!

Front desk Maria and Nick were very helpful and great customer service.

Marcia the guest service manager resolved an issue I been having for over a week, she is great! Thanks Westin Sarasota for making my stay awesome!! See you soon...

# Trip type Business Location 5.0 Service 5.0 Rooms 5.0

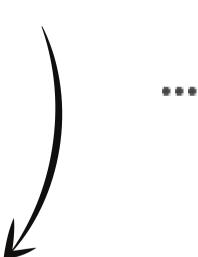


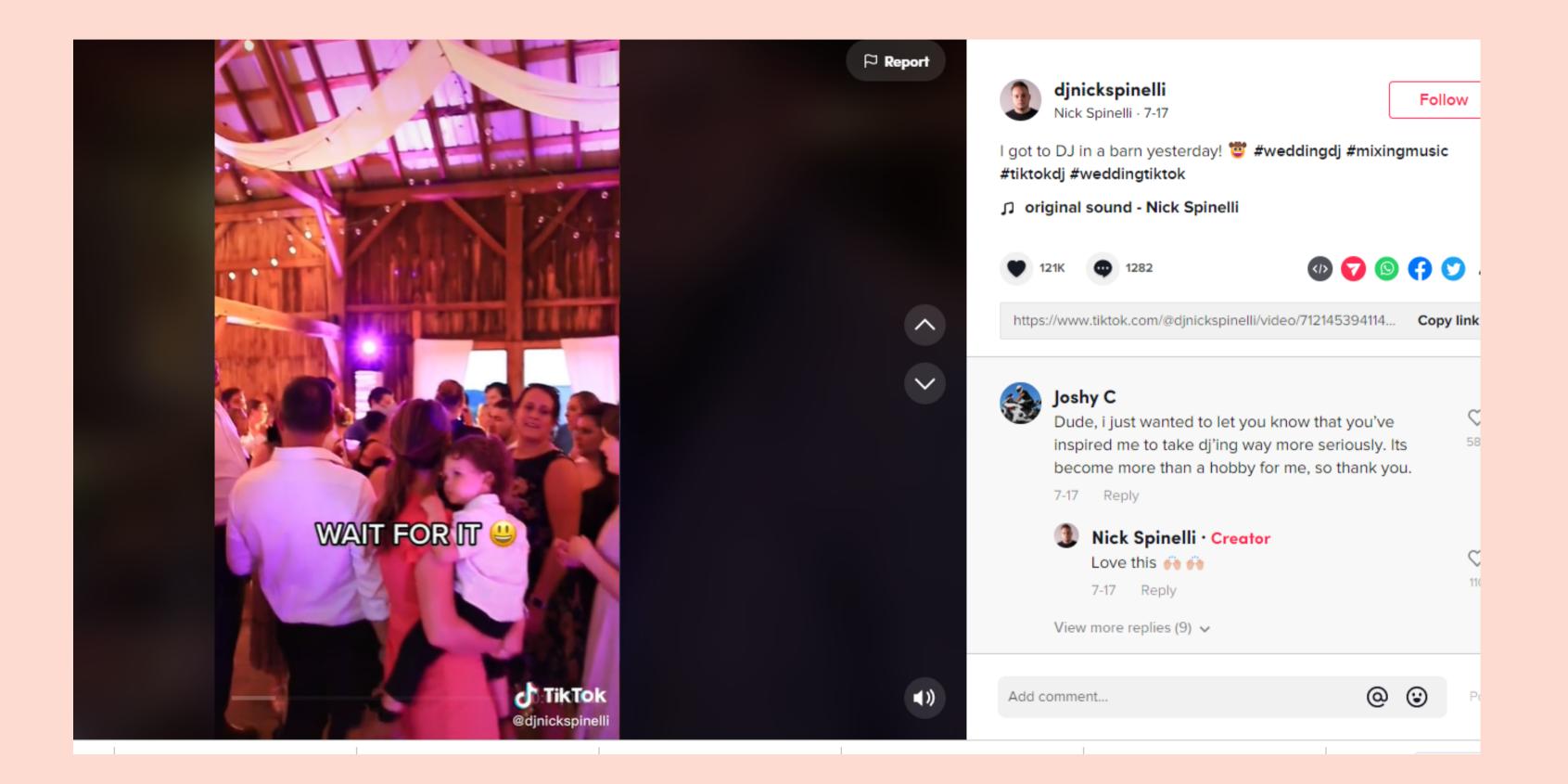
"Thank you Marie, the team and community for giving me words and tools to make this massive change."

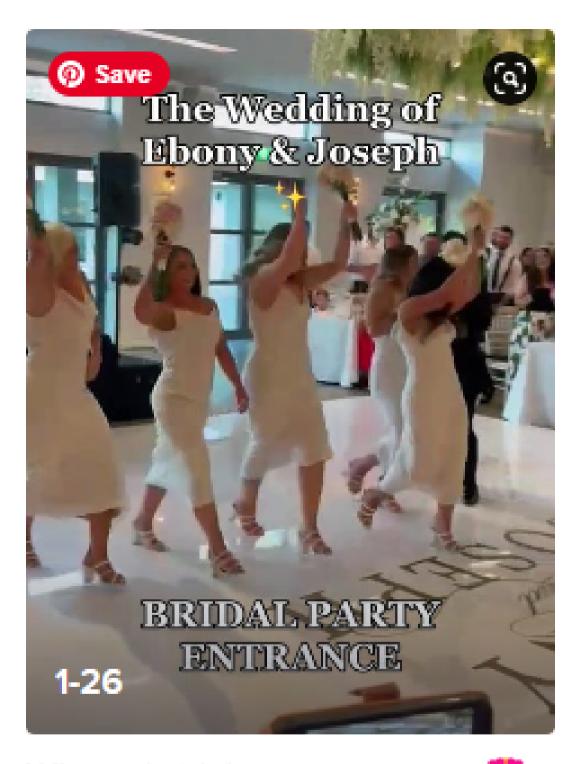
MARIE-PIER T. QUEBEC, CANADA

Our work opens people up emotionally & creatively. Curious what might be in store for you?

GET INSPIRED >







What a bridal party entrance 😂 Hc #melbournedj #weddingtok... #v

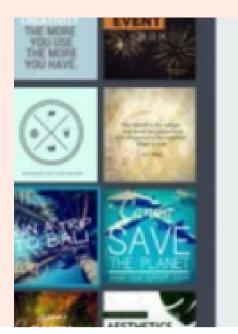


ø djmikiofficial ▷ 5.2M 🐧



# CONTENT TOOLS

# Canva

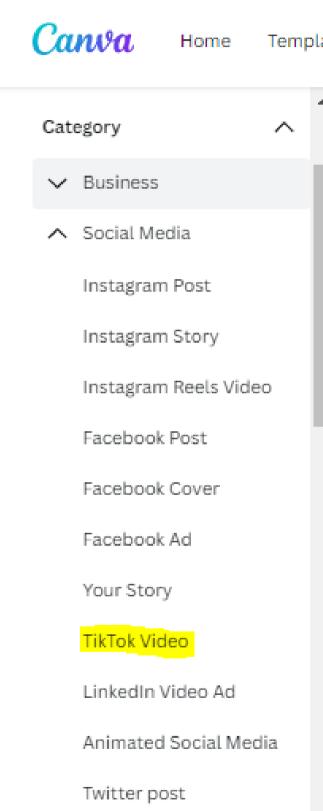




A ACCULATION DOOR

Canva Q Search Canva Templates v Features 🗸 品 All yo Social Media **Education Trending** Marketing Personal Business Classroom Decor Kit Canvas Prints Instagram Story Invitation Presentation Poster <u>co.</u> Branc Valentine's Day T-shi... Instagram Post Card Website Flyer Lesson Plan Conte Facebook Post YouTube Intro Resume Worksheet Logo Infographic Photo Books Facebook Cover Postcard **Business Card** Brochure Certificate Creat YouTube Channel Art Weekly Schedule Pla... Valentine's Day Mugs Bookmark Newsletter Invoice All yo Valentine's Day Cards LinkedIn Banner T-Shirt Class Schedule Business Letterhead Proposal

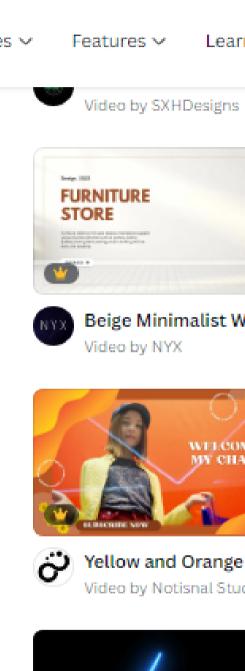
Design Anything in Minutes!

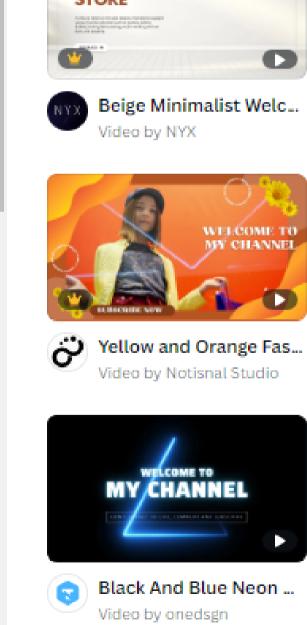


✓ Video

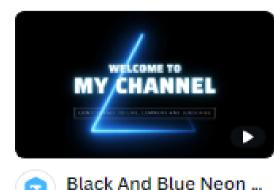




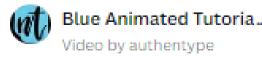




Learn ∨







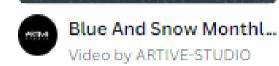




Video by Gaphida Hyangga...







Video by Bordo

HELLO

Tehruary

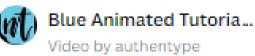














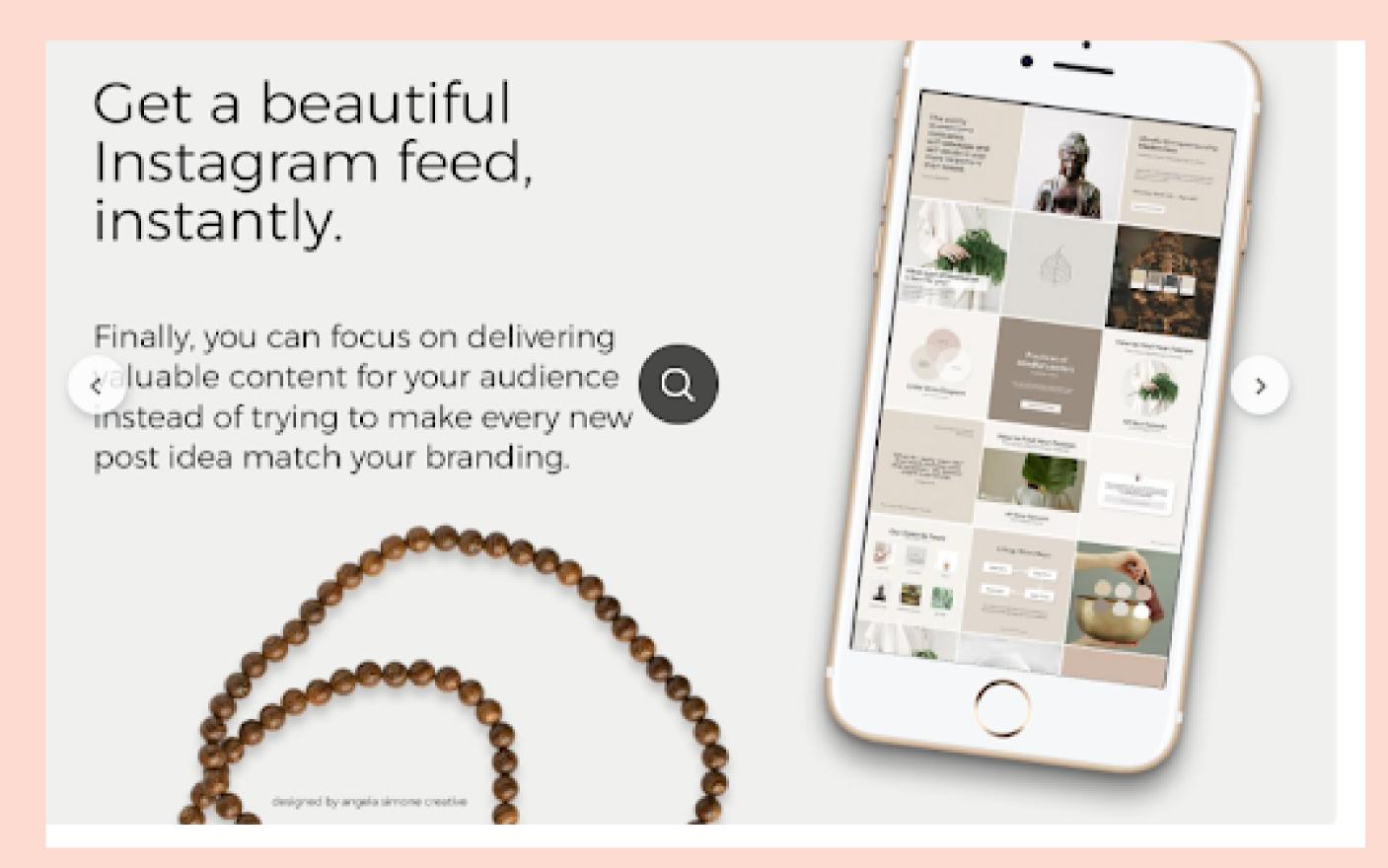


# Create a Mood Board

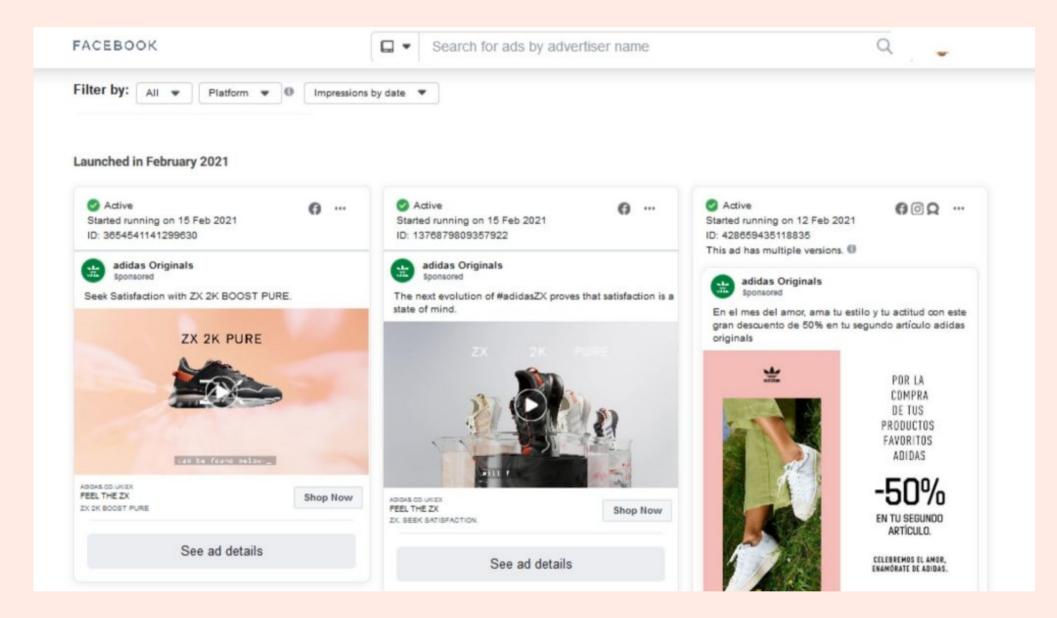


# InShot O

# Creative Market

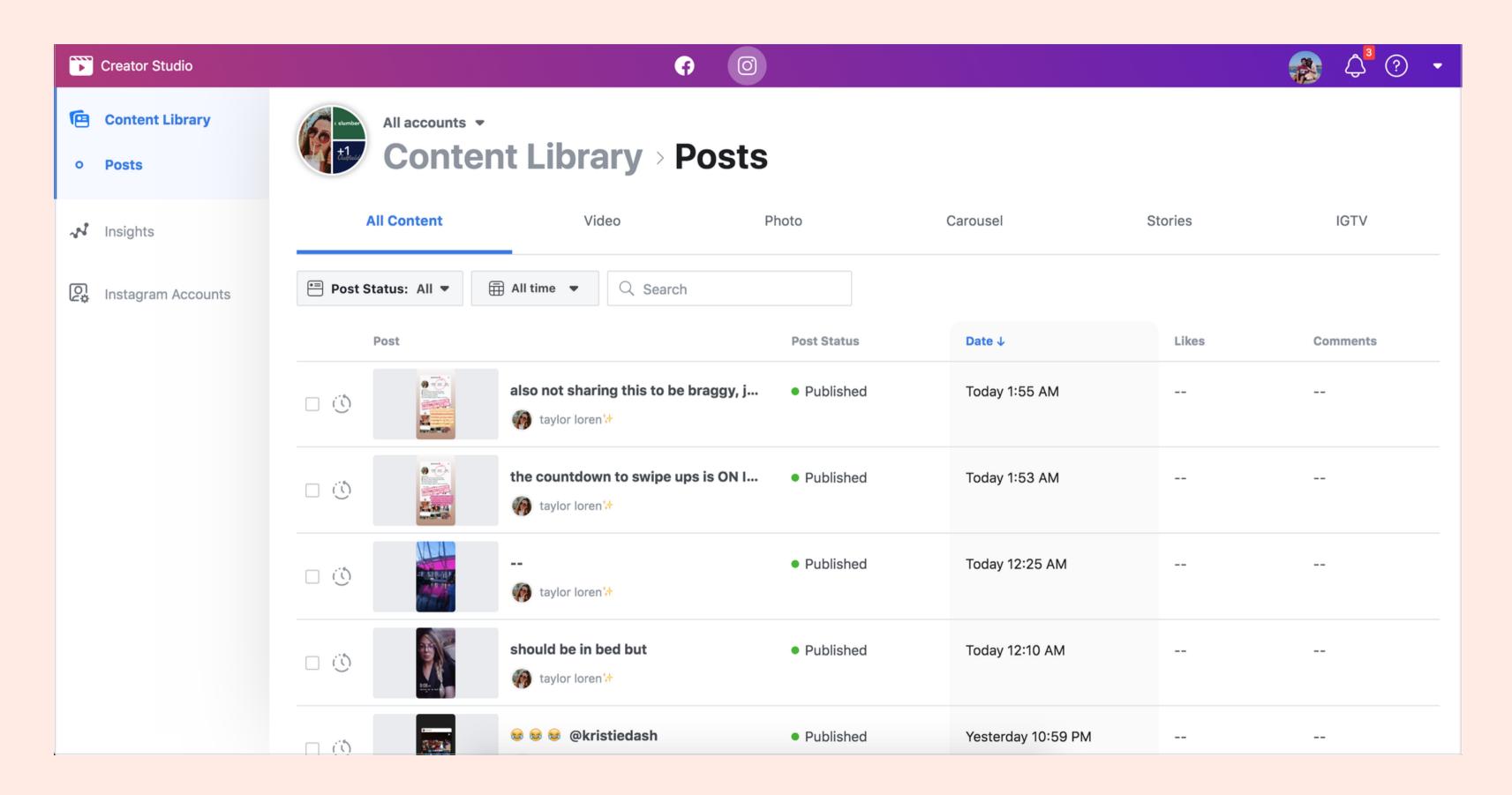


# Spy On Your Competitors' Ads



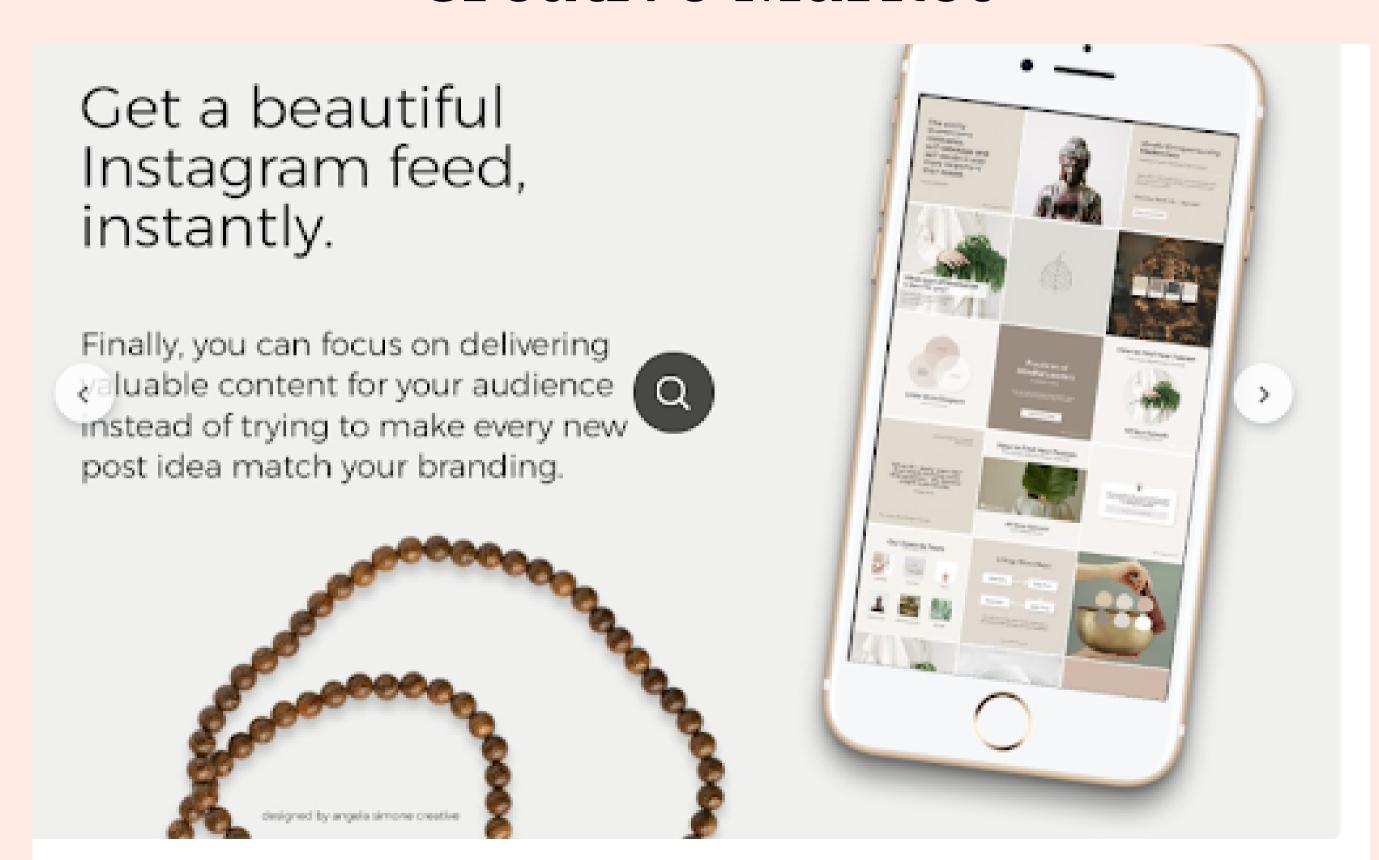
Facebook's Ad Library is an ad tool that allows you to view all the ads that are currently active for any Facebook page. That means you can see all the ads your competitor is running. Or you can get ad inspiration from any other business.

www.facebook.com/ads/library

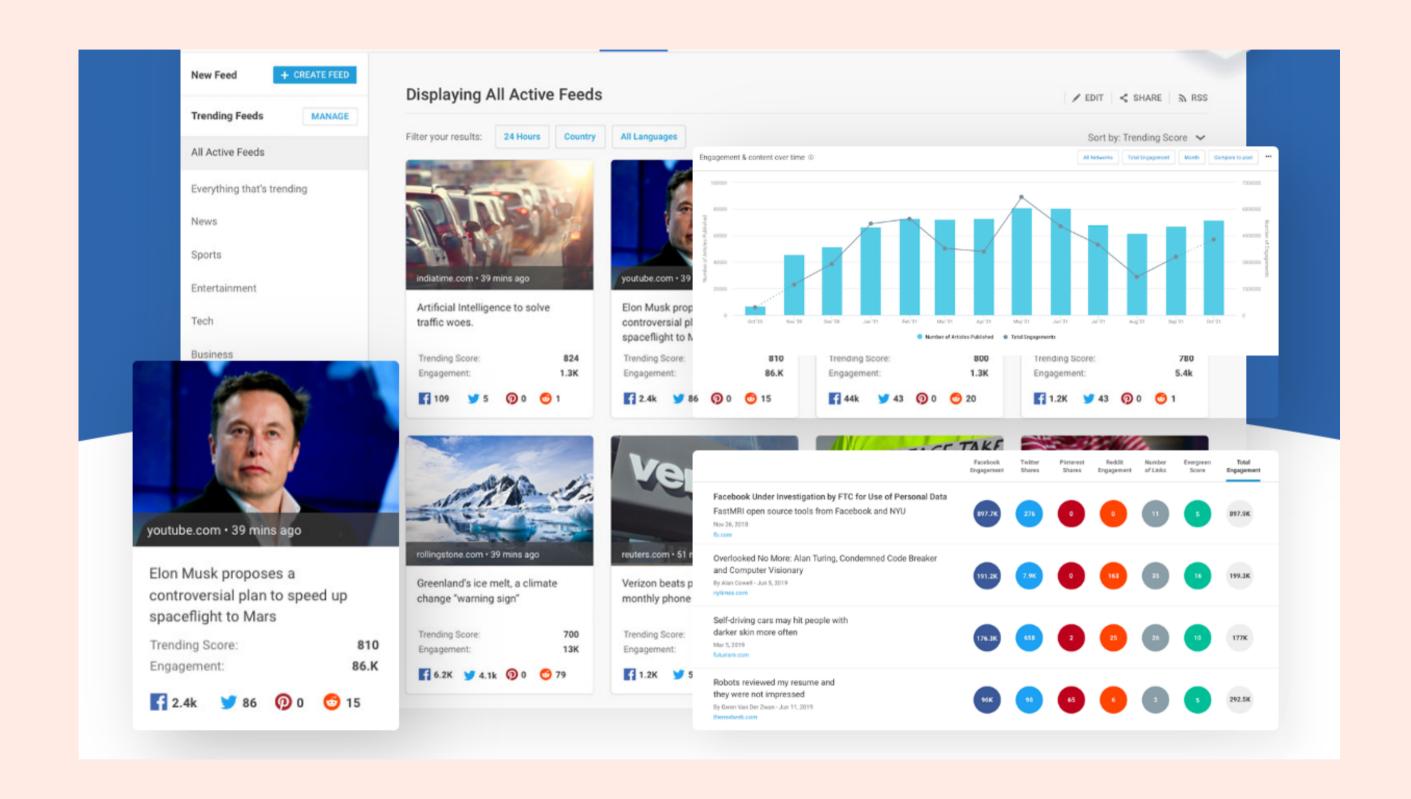


https://business.facebook.com/creatorstudio

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### BuzzSumo



# Trending TikTok Songs

