Social Media Marketing

National Media Market, Kansas City, MO
Professional Development Session
October 27, 2010

Allen Chou, President
Passion River Films
416 Main Street, Metuchen, NJ 08840
Allen@PassionRiver.com
Follow me on Twitter @AllenChou



What is social media marketing?

The use of social networks, online communities, blogs, wikis or any other online collaborative media for marketing, sales, pr and customer service



A Maine Coon with big dreams.

Many topics covered can be creatively applied to both: Libraries and Distributors

How are audiences sourcing their media?



Over 16 Million Subscribers 2 Millions DVD rentals shipped per day

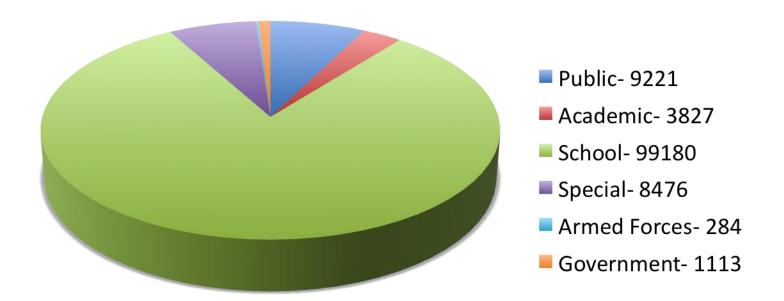
-LA Times, 7/30/10



Estimated 122,101 libraries of all kinds in United States today.

- ALA Library Fact Sheet 1 (8/2010)

Libraries



So who rents out more DVDs per day-Libraries or Netflix?

Libraries!

Thank You Librarians!

Everyday public libraries loan out 2.1 Million DVDs!

-LA Times, 7/30/10

But wait... Librarians have told me that's not enough.

"We NEED more..."

Some challenges for librarians

- Polling community for new content ideas
- Discovering new content- easily
- Increasing media usage
- In-house social media gate keepers
- Not enough time

Some challenges for distributors

- Traditional advertising failing
- Hard to reach all buyers
- Aggressive content competition
- Title awareness

"Advertising is a wasted pool of resources"

The New Rules of Marketing and PR: How to Use News Releases, Blogs, Podcasting, Viral Marketing and Online Media to Reach Buyers Directly (Hardcover)

by David Meerman Scott (Author)

DVD Release Report

(Jan - Sept)

- 2009 = 10,686
- 2010 = 9,206
- Average of 255 titles released per week

- dvdreleasereport.com, 10/21/10



Noisy World

We share the SAME challenges with discovering, sharing, & promoting content.

Session Goals

- Understanding audience discovery patterns
- Developing great content
- Finding & engaging audiences
- Building subscriber lists
- Learning to be a giver & not a taker
- Showing the Love- lots of it

Terminology

- SMM = Social Media Marketing
- SEM = Search Engine Marketing
- SE = Search Engines (Google, Bing, YouTube)
- KW = Keyword
- Page Rank = Google page rank
- Audience = buyer, patron, or student
- Organic Search = natural results from SE
- CTA = Call to Action

Traditional Audience Search Patterns

- Reads and responds to print ads
- Opens direct marketing snail mail
- Influenced by major film critics
- Keeps AND uses current Yellow Pages phone book

Modern Audience Search Patterns

- Shops & gathers info via search engines
- Reads news via social media sites (ie. Blogs, Twitter, Facebook, Digg, etc...)
- Influenced by on-line reviews & ratings from people they don't even know!
- Uses Google as their "Yellow Pages"
- Mobile search

Here's the Challenge



- Adapt & engage with new discovery patterns
- Develop inbound marketing strategies
- Integrate SEM & SMM with traditional outbound marketing

Build the base first.

Search Engine Marketing

Search Engine Marketing Plan

- Establish site conversion goals
- Create unique content
- Test
- Repeat

Conversion Goals

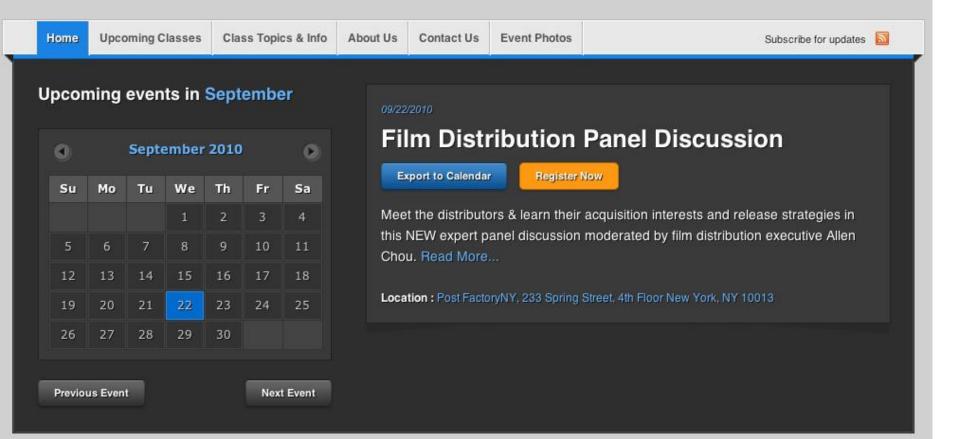
- Target site? (blog, home, FB, Twitter, etc...)
- What's the Call-To-Action?
- Join, Like, Follow, Click, Call, Add to cart?
- Clear goals on target pages (K.I.S.S.)



Join our Mailinglist!

Enter your e-mail...

Sign Up



Creating Good Content

- Develop KW list for unique content strategy for every campaign
- Seed new and "old" content into social media outlets

Testing

- Benefits of SEM: Fast Testing Quick Results
- Review web analytics
- ABC- Always Be Converting
- ABT- Always Be Testing

Start With Great Content



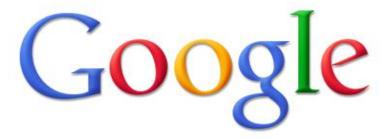
- Develop a keyword strategy for every campaign
- Create unique content that is KW rich for target audience
- Content is KING!

"Either write something worth reading about or do something worth writing about."

- Ben Franklin

Keyword Research

- Important first step
- Content lacking KW's won't get found easily
- Aim to get on the 1st pg of Google



Advanced search
Language tools

Google Search

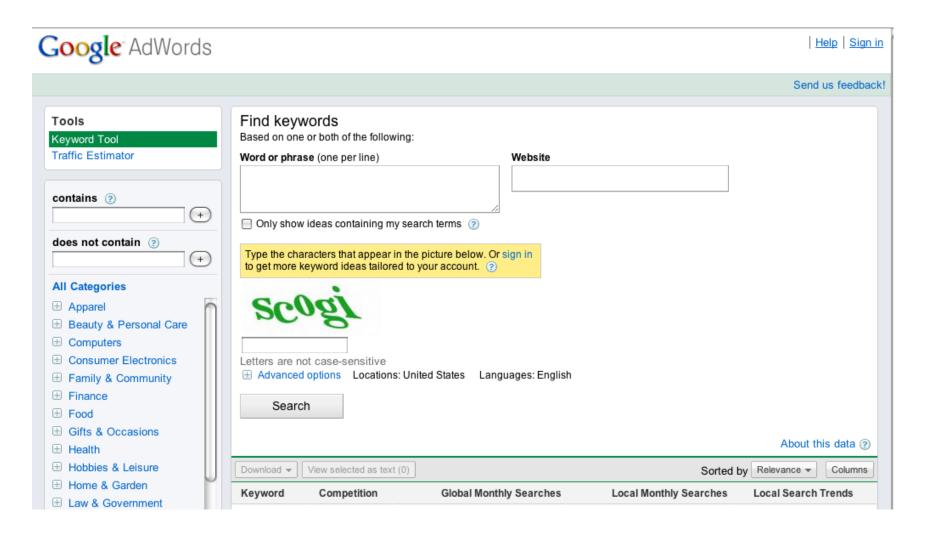
I'm Feeling Lucky

User intent?

Building a keyword list

- Start with your basic KW list
- Use KW tools & SE to confirm & add
- Related & long-tail KW's important
- Divide complete list into groups & prioritize

Google keyword tool



-Example-Develop KW list for film

- Subject matter
- Talent
- Language
- Genre
- Message

Pray The Devil Back To Hell

- Primary KW:
- Women
- Liberian
- Civil war
- Peace
- Activism
- Documentary
- Africa

- Secondary KW:
- Gini Reticker
- Abigail Disney
- Political
- Pray the Devil Back to Hell
- Peace-building
- Ghana
- NY Times
- LA Times

-Combine KW's to create phrases



Send us feedback! Tools Find keywords Based on one or both of the following: Keyword Tool Traffic Estimator Word or phrase (one per line) Website civil war africa contains (?) (+) Only show ideas containing my search terms (2) does not contain (?) Advanced options Locations: United States Languages: English (+) Search **All Categories** Apparel Sign in with your AdWords login information to see the full set of ideas for this search. About this data ② ⊞ Beauty & Personal Care Sorted by Relevance ▼ Download ▼ View selected as text (0) Columns Computers Consumer Electronics Keyword Competition Global Monthly Local Monthly Local Search Searches Searches Trends 1,600 -----🖈 civil war africa 2,900 civil war in africa -----2,900 1,600 Gifts & Occasions -----33,100 12,100 war in africa. Health Hobbies & Leisure civil wars in africa 1.000 14,800 ----14.800 african civil war Law & Government Products 🖈 sudan civil war 4,400 2,900 Media & Events somalia civil war 3.600 1.900 Real Fetate african civil wars 1,600 ----Match Types ▼ Broad sudanese civil war 5,400 3,600 □ [Exact] "Phrase" civil war in sudan 4.400 2,900 12,100 -----6,600 😭 congo war

Find keywords Based on one or both of the following: Word or phrase (one per line) Civil war africa documentary Only show ideas containing my search terms ② Advanced options Locations: United States Languages: English Search Sign in with your AdWords login information to see the full set of ideas for this search. About this data ②

Do	wnload ▼ View selected as text (0)				Sorted by Rele	vance v Columns
	Keyword		Competition	Global Monthly Searches	Local Monthly Searches	Local Search Trends
	☆ civil war africa documentary	Q	-	-	-	-
	☆ civil war in africa	Q		2,900	1,600	
	☆ war in africa	Q		33,100	12,100	
	☆ african civil war	Q		14,800	14,800	
	☆ blood diamonds in africa	Q		2,900	2,400	
	☆ conflict diamonds	Q		18,100	12,100	etrantificant
	☆ current wars in africa	Q		170	91	
	☆ children of war	Q		49,500	22,200	
	☆ civil war in liberia	Q		1,900	1,000	

Find keywords

Based on one or both of the following:

Word or phrase (one per line)

pray the devil back to hell

Keyword	Competition	Global Monthly Searches	Local Monthly Searches	Local Search Trends
☆ pray the devil back to hell		2,400	1,300	II
ray the devil back to hell documentation	ary 🔲	210	170	H-H
ray the devil back to hell trailer		58	46	-1
☆ rihanna sold her soul to the devil		170	110	
ray the devil back to hell dvd		46	16	III
pray the devil back to hell summary		22	22	de alles.
pray the devil back to hell movie		46	36	-II
pray the devil back to hell watch online	ne 🔲	46	28	elless .
☆ pray the devil		3,600	1,900	II
raying the devil back to hell		28	16	III nana na
chris brown fallen angel devil		73	46	
how to pray to the devil		73	36	
ray the devil back to hell download		36	12	I
☆ back to hell movie		720	480	-1
☆ devil back		8,100	5,400	
the watch pray the devil back to hell		73	46	alamalia
☆ god as the devil		33,100	18,100	
☆ pray to the devil		3,600	1,900	III
🛱 watch pray the devil back to hell onlin	ne 🔲	46	28	el-saless .

Create Content

- 3 U's Useful, Updated, Unique (Seth Godin)
- Articles
- Reviews
- Whitepaper
- Place content on your site, blog, & everywhere else applicable
- Content is KING!

Identify audience for each film

- Work, live, play?
- Needs?
- Married? Children?
- Social class?
- Student?

- Age?
- Gender?
- Religion?
- Languages?
- Interests?
- What films do they rent, buy?

Once you ID your audience

- Target their groups
- Participate with their communities
- Become part of their community of "friends"
- Share your content



Define Silos (Groups)



- Use KW list to ID silos
- Create a marketing plan for each silo
- Target silos based on KW's
- If silo is competitive or has a lot of "noise", try tier 2 KW's
- Incorporate KW's into website & social media outreach

Summary of KW research strategies

- ID customers & their search patterns
- Develop KW list & long-tail phrases
- ID silos, groups, & influential people/sites
- Use KWs for unique content creation strategies

SEM Benefits

- Traffic and Links to your site
- Page rank and SE results lift
- Develop relationships (audience & others)
- Create Buzz
- Rent and sell more DVDs

With unique content you're now ready to engage with your audience.

Social Media Marketing





SMM success based on:

Creativity and Quality of Content!

Simple Rules:

Be Social with Great Content.

How to win friends & influence people

Dale Carnegie, 1937

- Become genuinely interested in other people
- A person's name is the sweetest & most important sound in any language
- Talk in terms of their interests
- Smile



Where can you engage with your audience?

Popular Social Media Platforms

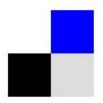












del.icio.us







Social Networking

- FaceBook
- Twitter
- LinkedIn
- Groups, Forums & Mailing Lists



20 Million people visit Walmart each day. 250 Million people visit FaceBook each day.

-website magazine, 11/2010

facebook Strategy

- Create fan page & engage with audience
- Join local & relevant groups
- Create events
- Private message influencers & authorities
- Give to the community
- NO full-time sales messages
- DON'T JUST TAKE!

Build the Fan page

- Create pages for specific departments & films
- Try vanity URL (with KW?)
- Migrate from personal page to create separation from work
- Add logos, images, links, & KW rich descriptions
- Business contacts don't want to see your personal beach photos
- Anyone take pictures today for their Fan pg?



Suggest to Friends

Subscribe via SMS

Anne Thompson does more than just break news; she provides an insider's clear-eyed analysis of a business that defines culture at home and abroad.

294 People Like This



Niall McKay



Joshua Deighton



Debra Ladner Fink



Maria Luz Navarro



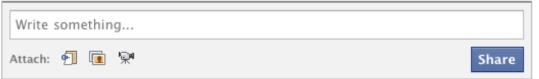
Shoe Power



Marissa Arov

Thompson On Hollywood Critics assembled at fox's little theatre for love + othe is working on farewell piece at indiewire. via Twitter using Sociaholic - 22 hours ago

Wall Info Photos Discussions Links



Filters



Thompson On Hollywood Critics assembled at fox's little theatre for love + other drugs. @ToddMcCarthy is working on farewell piece at indiewire.





Thompson On Hollywood Here's the proof that FRANKIE & ALICE was on last year's official Oscar eligibility list (see page 17): http://bit.ly/6XV4Ur /via Guy Lodge

Monday at 11:50pm via Twitter using Sociaholic · Comment · Like · Flag



Thompson On Hollywood Keith Richards' Memoir Life Wins Raves: I bought my first issue of Rolling Stone in a long time to get a slice of ... http://bit.ly/9gc2vW



Keith Richards' Memoir Life Wins Raves - Thompson on Hollywood

I bought my first issue of Rolling Stone in a long time to get a slice of the Keith Richards memoir Life (on sale October 26) and I will try to convince my book group (which tends to read fiction) to assign it. Friends and I talked about Life at dinner Saturday night (a...

See More

💬 Monday at 11:43pm via Twitter using Sociaholic - Comment - Like - Flag



Thompson On Hollywood RT @LATherocomplex: Sigourney Weaver on her bloody new vampire role: 'It was delicious' http://lat.ms/aBFy62 /via LATimesEntertainment

Promoting your Fan page

- Invite your friends to be a fan
- Get people to "like" your page
- Use FB plug-ins on your website
- Include link in newsletters, cards, sites, etc...
- Promote with your email signature
- Cross-link to Twitter
- Tag colleagues in photos
- In-bound messages will start

Social plugins

Home > Documentation > Social plugins

Experience the web with Facebook friends.

Social plugins let you see what your friends have liked, commented on or shared on sites across the web. All social plugins are extensions of Facebook and are specifically designed so none of your data is shared with the sites on which they appear.



Add social plugins to your site with just one line of HTML:



Like Button

The Like button lets users share pages from your site back to their Facebook profile with one click.



Recommendations

The Recommendations plugin gives users personalized suggestions for pages on your site they might like.



Activity Feed

The Activity Feed plugin shows users what their friends are doing on your site through likes and comments.



Like Box

The Like Box enables users to like your Facebook Page and view its stream directly from your website.

Engage with your Audience

- Give them a reason to visit your page
- Talk to your Fans
- Update content often- daily if possible
- NO F/T sales pitches (deals ok)
- Post unique content related to industry
- Tips, tricks, & lists work well
- Less "I" & "we"
- More "you" & "your"
- Invite industry experts to guest blog



+ Select Guests to Invite

16 Attending

See All

View

View



Gabe Rodríguez



Brianna Cohen



Aj Parillo



Olympia Mytilinaiou



Ebony 'Ease' Coles



Crutch Mark



Arnaud Bouvier



Passion River



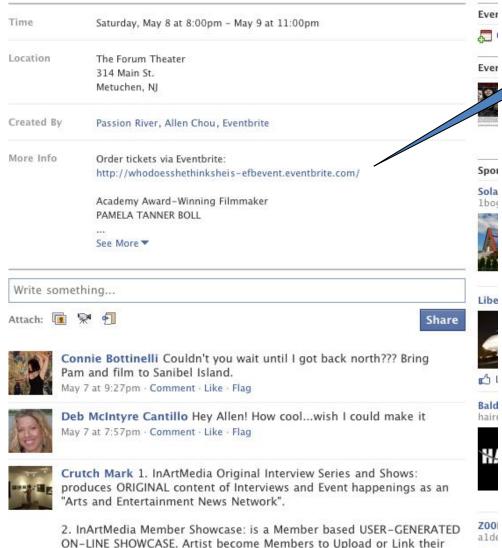


243 Awaiting Reply



Who Does She Think She Is? Screening with Oscar-Winning Filmmaker Pam Boll

You are Attending · Share · Public Event



James Spione O

Roberto Elago Curry

Music, Art, Video, Film and WE BLAS

Con Many -

Conversion Goal

Invite People to Join

Information

Category:

Entertainment & Arts - Movies

Description:

dedicated to those who love to watch, read about and write about non fiction film.

Privacy Type:

Open: All content is public.

Admins

- Anne Smiley
- Jenny Dubnov (London) (creator)

Members

6 of 1,346 members



Connie Bottinelli





Mer



Polatios Al George Vermij Mematidis



Members



Toxo Plasmo Join "The Waiting Project", a new crowdsourced documentary!

http://www.facebook.com/pages/The-Waiting-Project/110520649011444?v=wall



The Waiting Proje

How would fine the act of waiting? ou describe it? What does it you?We want to find out. And we ed your help! - Get your camera, phone or camcorder (preferably HD and please be extra careful with the sound). You can interview yourself, interv...

Movie: 50 people like this.

See More

Social





See All

Rachel

Gordon

Just Do-It We need help to get an exciting film made! 'Just Do It' is a documentary project about climate change activists, totally crowdfunded and under Creative Commons - free to watch and share in Spring 2011. But..we need you. (If you like it) Spread the word, like our Just Do It: The Film page, post the trailer on your wall...

See More



Just Do It Trailer www.youtube.com

www.just-do-it.org.uk Our trailer for Just Do It - a documentary in the making about direct action. We're crowd funding - do you want to see this film? Well donate and make it happen!

Pray The Devil FB group possibilities

United States of Africa (3,765)
UNITED STATES OF AFRICA (3,681)
Must See Documentaries! (408)
The Liberian Network (236)
Documentaries (230)
African Child Peace Initiative (254)
Documentaries Documentaries Documentaries!!! (
PRAY THE DEVIL BACK TO HELL (153)
Pray The Devil Back To Hell Film: Official Fan Group (
Peace through Music (1,028)
African Peace Movement (76)
African peace (73)
Pray the Devil Back to Hell Official Discussion Group (6
Movement for Peace in Africa (58)
LIBERIAN UNITED WOMEN IN PROGRESS (LUWIP) (53)
Movement for Peace, Prosperity and Good Governance
WOMEN OF LIBERIA: FIGHTING FOR PEACE (22)



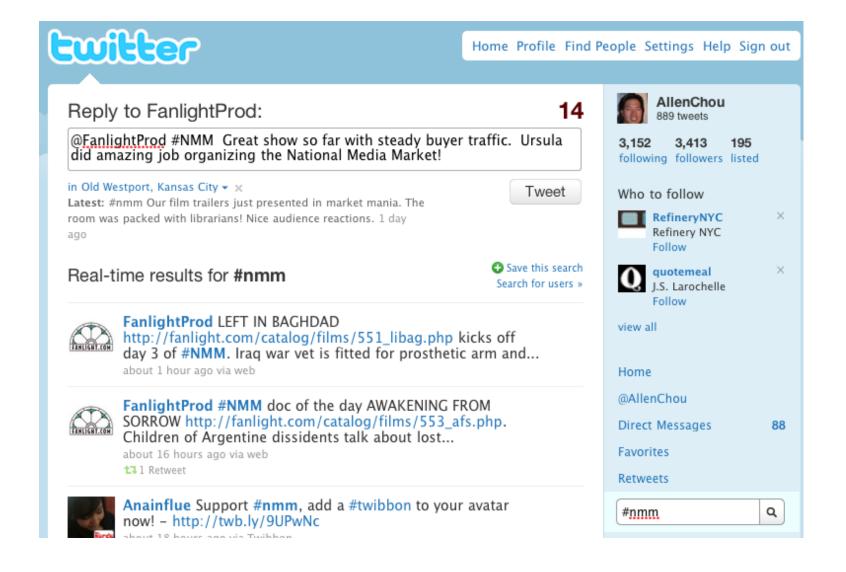
Over 160 Million users. Co-founder predicts 1 billion in future!

-Cnet news 10/14/10



- A form of micro-blogging
- Brand your "specific" channel
- Ability to drive large traffic to your site
- Tweets are now indexed on Google results
- Can be used for promotions
- Customer service a benefit or hazard
- Major film presence, Librarians there too
- Measured in minutes

Simple Goal- Be Social



Twitter Strategy

- Build followers use lists to ID your community
- Tweet valuable content frequently
- Aim to get Retweeted
- ID opportunities to participate in conversations
- Give to the community! Don't just take.
- Link to FB Fan page
- Private = No Followers
- Test

Set up profile

- Include headshot picture
- Bio with KWs
- Link to target URL. Use shortener to track.
- Create background with call-to-actions





AllenChou

That's you!



Name Allen Chou Location NJ/NYC Web http://www.Passio...

Bio President of film distribution company with hybrid distribution models for Theatrical, VOD, DVD, Non-Theatrical, Educational & Digital Delivery.

3,152 3,414 195 followers listed

Content Ideas 140 Characters or Less

- Unique, relevant, newsworthy
- Lists, Tips, Tricks, Contests, etc...
- Promotions & coupon codes
- Comment on someone else's Tweet
- Ask questions
- Use KW's in text & URL shorteners

Follow Strategy

- Follow people in your industry & community
- Use lists to save time
- Create lists to reduce in-bound noise & show love
- Don't be a snob- follow back appropriate people
- If you reach your following cap, un-follow non-followers. Then repeat.
- Be social. Engage in conversation.
- What's your last Tweet?



Your 3,413 followers





User / Name Actions



actresskathy

Kathy Krantz Stewart | California Casting a film project? Kathy :)) Kathy Krantz http://www.imdb.com/rg/s/1/name/nm319632 9/ about 23 hours ago









following followers listed

& Digital Delivery.

Name Allen Chou

Location NJ/NYC

Web http://www.Passio... Bio President of film

distribution company with hybrid distribution models for Theatrical, VOD, DVD,

Non-Theatrical, Educational

3,413

Tweets

3,152

889

195

Favorites

Following



















AwardShow650

Hmm Awards | Hollywood, CA @MsNormaJean @awardshow650 @rachelfinemusic @smokinbev done! about 14 hours ago



BradParler

Brad Parler | Houston, TX @monkeysplat What's for lunch over there? about 18 hours ago



AF100Shooter

Dustin HarrisonAtlas | Mid-Atlantic Check out new test footage and films from the Panasonic AG-AF100! www.panasonicAF100.com. Its now a BuddyPress site, so join and discuss! about 18 hours ago



thereelist

TheReelist RT @TormentedSoxFan: Seen The Social Network? This NY Tilmes article in 2005 is the WHOLE MOVIE! http://nyti.ms/doyJBT #thesocialnetwork about 15 hours ago







Listorious

find & interview experts on Twitter

Home | Tags | About | Settings | Inbox

Search over 1 million top Twitter users

Search

activism	charity	entertainment	media	progressive	technology
art	children	environment	music	science	travel
business	climate	food	news	socialmedia	twitter
celebrities	education	health	politics	sports	writers

Interview highlights

Send interview questions and get answers from thousands of experts on Twitter

What's the difference between design and user experience?

Design is about changing understanding; user experience is about changing behavior. Design is about intent; user experience is about purpose. Design is about style; user experience is about substance. Design is about the platform; user experience is about the person. Design is about the present; user experience is about the past and future. Design is about action; user experience is about impact.

Whitney Hess Ask Whitney a question

What's your favorite Twitter app?

CoTweet helps keep us organized, but we use TweetDeck as a way to reign in the chaos (using groups) and monitor search terms.

Ask the experts

- amandahesser
- Baratunde
- Dave Peck
- HootSuite
- Mowardlindzon
- Lance Armstrong
- Marlee Matlin
- marlon wayans
- MythBusters Official
- NASA
- Sesame Street
- Bill Simmons
- Steve Rubel

One Line Press Releases

(what's this?)

WTF are your kids saying online? www.truecare.net/idk

about 10 hours ago





Top Tags

activism	environment	politics
activists	green	progressive
art	humanrights	socialjustice
artists	indigenous	socialmedia
arts	liberal	sustainable
children	media	twitter
climate	music	women
eco	news	writers

More top tags →

The Listorious 140

The Top 140 Lists on Twitter →
The Top 140 Most Listed People on Twitter →
The 140 Oldest Accounts on Twitter →

The 140 Most Followed People on Twitter →





AllenChou's lists

	_			
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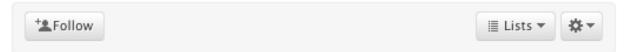
Lists You Follow 0

Lists Following You 195	Lists You Follow 0	
@ebrodeur/filmandtv		Following: 432 Followers: 13
@MentalEclectic/people-li A list of people who are like me		Following: 40 Followers: 0
@MentalEclectic/mutual-fr A self-updating list of people w (generated by @formulists)	iends ho are followed by the people I follow	Following: 40 Followers: 0
@thesschroeder/stage-film	n-tv	Following: 211 Followers: 16
@EdisonNewJersey/metuc Local friends in Metuchen, New		Following: 5 Followers: 0
@EdisonNewJersey/new-je What to do , what to see in New		Following: 47 Followers: 6
@GalanoPro/cinema Following important film industr	y professionals.	Following: 219 Followers: 3
@lizziside/mymainplot		Following: 224 Followers: 10
@cammicam/film Tweeps in the film industry I enj	oy following	Following: 227 Followers: 8
@dtwalsh/film-filmmakers	-marketing	Following: 129 Followers: 3
@brandonnite/film		Following: 24 Followers: 0
@aprildenee/ film		Following: 66 Followers: 0
@elizabethkarr/film the visual novel		Following: 259 Followers: 6





LibrarianList



Should have the initial Librarian List report ready by the end of this month.

9:43 AM Apr 17th via web

Doing some work with the Klout API so that the Librarian List can better scale.

8:43 PM Apr 2nd via HootSuite

Name List of Librarians Location Orlando, FL Web http://squirrelne... **Bio** Creating a list of librarians. I'm a real person creating a thoughtful list. Not a bot. 1.238 570 following followers listed Tweets 53 Favorites Lists @LibrarianList/tools View all Actions block LibrarianList report for spam

Following

LibrarianList's lists

Lists Following LibrarianList 99

Lists LibrarianList Follows 1

	@librarydonna/lotsoflibrarians	Following: 120 Followers: 4
	@telephase/info-pros Guardians of civilization, experts in a good cup of tea.	Following: 254 Followers: 3
9	@bethgholmes/library-or-law-related People who are librarians, lawyers or tweet on law firm or library related things	Following: 136 Followers: 1
1	@aarontay/mutual-friends A self-updating list of people who are followed by the people I follow (generated by @formulists)	Following: 500 Followers: 2
1	@jonisavage/ lis-tweeps	Following: 134 Followers: 1
19	@aleah/bookpeddlersandinfogeeks	Following: 237 Followers: 1
-	@cdmclean/librarians	Following: 8 Followers: 0
	@DearLibrariAnn/ fellowlibrarians	Following: 39 Followers: 1
	@beth2point0/librarians	Following: 201 Followers: 1
	@YHDoDream/library-librarian	Following: 84 Followers: 6
	@jokrausdu/librarians-such	Following: 439 Followers: 5
•	@ThePinakes/bibliorgs	Following: 94 Followers: 0
1	@Carolcdt/I-020-92	Following: 330 Followers: 0
3	@cwkids/previousfollowthursday	Following: 134 Followers: 1
	@librarianedge/school-libs-literacy	Following: 156 Followers: 2

Name List of Librarians Location Orlando, FL

Web http://squirrelne...

Bio Creating a list of librarians. I'm a real person creating a thoughtful list. Not a bot.

1,238 570 99 followers listed

Tweets

53

Favorites

Lists

@LibrarianList/tools

View all

Actions

block LibrarianList report for spam

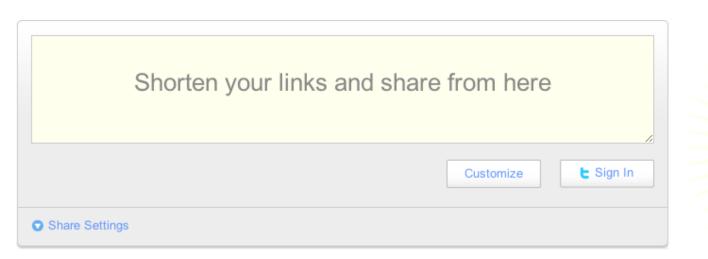
Following



View all...

URL shorteners

- Use URL shorteners to link to your video, image, audio, & text content
- Ability to track click rates
- Review stats frequently
- Determine best times & days to Tweet
- Re-write low performing Tweets & try again





Easy Setup

Custom Short Links

Pro Dashboard

Learn More >>

Link Hist	ory: 1 - 10			
	_ 46 clicks this week			
Clicks	Links	Info Plus	Date	Options
25 out of 25	A Powerful Noise: Trailer for CARE's Feature Film http://www.youtube.com/watch?v=663rgAUA0ps	Powerful+	October 22	Options 🖔
15 out of 32	Shooting Beauty the Movie http://www.everyonedeservesashot.com/trailer.htm	Shooting+	October 22	Options 🕻
2 out of	Netflix revenue soars 31% - Entertainment News, Headline Ne http://www.variety.com/article/VR1118026047.html?categoryid=4025&cs=1&nid=2248	Netflix-S+	October 21	Options 🗘

Scheduling Tweets

- Twuffer, TweetLater & more free apps
- Ability to Auto-Tweet to multiple time zones
- Load up weeks worth of Tweets
- Schedule based on best conversion



OMG, it's a Twitter™ buffer!

Twuffer allows the Twitter user to compose a list of future tweets, and schedule their release.

@GradyBritton designed Twuffer for anyone who has a need to schedule pre-written, post-dated tweets.

We bet that you'll invent creative uses for Twuffer. Here are a few off the top of our heads:

- tweet pre-written announcements
- appointment/milestone reminders
- run a time-based scavenger hunt
- notify subscribers about upcoming podcast or video episodes
- appear to never sleep

Twitter Ranking

- Followers: Quantity & Quality
- Tweets: Frequency & KW Relevancy
- Links to account: Quantity & Quality
- Influential tipping point: 1k-3k followers
- Twitter Power = organic search results



- Set up a profile & start introducing yourself
- Optimize your profile
- Connect with people with like interests
- People will also find you
- Join or create a group
- Can generate nice traffic to your site
- Participate in Q&A section

Groups, Forums, & Mailing Lists

- Newspaper Forums
- Craig's List (community, discussion, etc...)
- Yahoo! Groups
- Google Groups
- Meetup.com
- Industry specific sites
- Newsletter blasts from industry sites (some organizations have 100,000's of subscribers)



Find a Meetup Group

Start a Meetup Group



Topic or interest	ZIP/postal code or City	
horror film	Bonner Springs, Kansas, USA	Search

1 Meetup Group matches "horror film" near Bonner Springs, KS

Show me:

GROUPS UPCOMING MEETUPS

Distance:

25 mi from Bonner Springs



(4 ratings)

10.3 miles away

in Shawnee, KS

44 Horror Movie Fans

KC Horror Movie Meetup Group

Do you love flesh eating zombies, axe-wielding maniacs and things that go bump in the night? Do you love Psycho, though you're not psycho? Do Freddy and Jason make you smile? If you answered 'yes' to any of these, then this is the group for you! This group is all about horror movies-slasher, gore, zombie, psychological and old-school awesome. Each meetup will consist of watching 1 or 2 horror movies or going out to the theater to watch them. And if there are any other horror related events in t ...

What's your favorite horror or cult movie?, Halloween, Zombies!!!, Movie Fans, Horror Movies, What is your favorite horror/thriller book/movie?, Make New Friends



Halloween Party!

Saturday 8:00 PM

Stay tuned....

Who's attending?



6 Horror Movie Fans



Didn't find the Meetup Group for you? You can...

Get on the list

Get an alert email when new Meetup Groups like this start near you.

- Horror Movies
- Movie Fans
- Cult Film

Create the Meetup Group you've been looking for

You'll get advice, help finding members, and tools to make running a Meetup Group easier.



Search again. Here are some tips:

Try fewer words. (Each word narrows your results.)

all Meetup Groups near Bonner Springs

Video and Image Sharing

YouTube

Second Largest Search Engine,
Next to Google.

YouTube Optimization

- Ability to generate massive awareness
- Video should include beginning & ending slates with cta
- Optimize descriptions & content
- Include url in description
- Use target KWs in description & tags
- Upload other clips and change KWs
- Optimize profile
- Ratings & votes important socially, as well with SE
- Participate with comments & responses, including Bad reviews



Massive Views

Shoes the Full Version

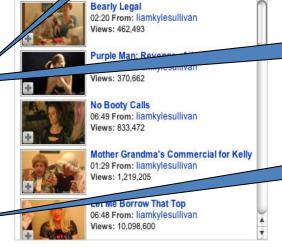




Content Not Optimized

More From lamkylesullivan

▼ Related Videos



Massive Ratings

Deep comments



Other Video Sites:

- Metacafe
- Vimeo
- Ehow
- And many more...

Video Marketing Goals:

- SE results page
- Re-direct viewers to your target URL
- Clear call-to-actions (on video & text)
- Create response videos
- Participate in responses for your video & related videos
- Get high views & ratings
- Links

Flickr

- Get found in image search
- Optimize images with target KW descriptions
- Use KWs for file name & tags
- Find related discussion groups & participate
- Search by topic, location



We found 4,619 results matching hermitage and museum.

View: Most relevant • Most recent • Most interesting

Show: Details . Thumbnails



Slideshow ___



The State Hermitage Museum - Russia by storqmplus

2 faves

Tagged with art, museum, russia, saintpetersburg ...
Taken on January 26, 2006, uploaded Settember 19, 2007

See storqmplus' photos or profile.



The State Hermitage Museum - Russia by store

n 1 fave

Tagged with art, museum, russia, saintpetersburg ...
Taken on January 26, 2006, uploaded September 19, 2007

• See storqmplus' photos or profile.

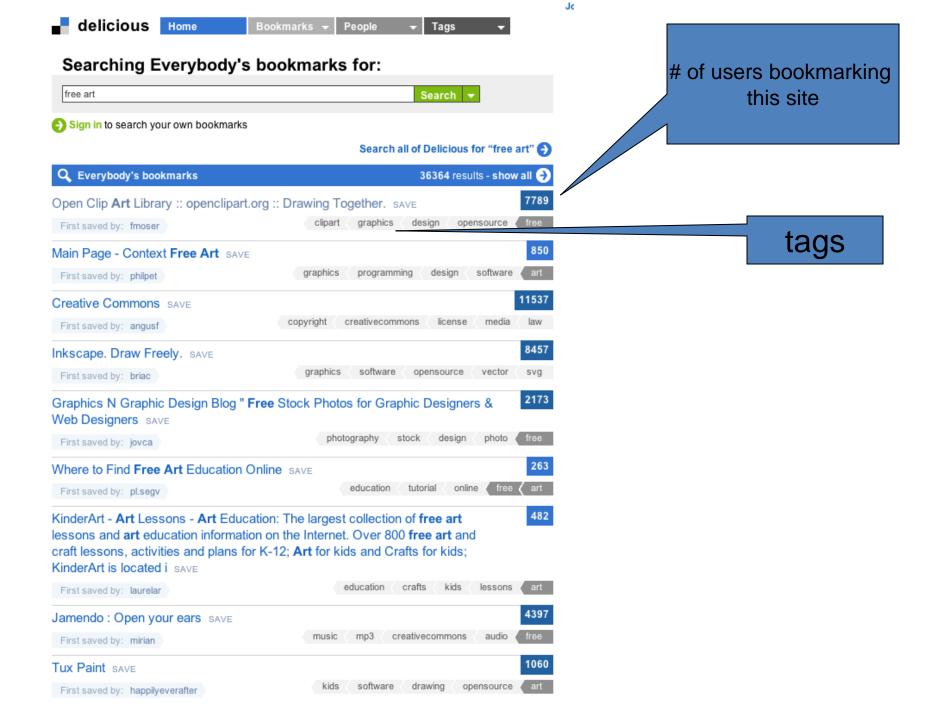
tags

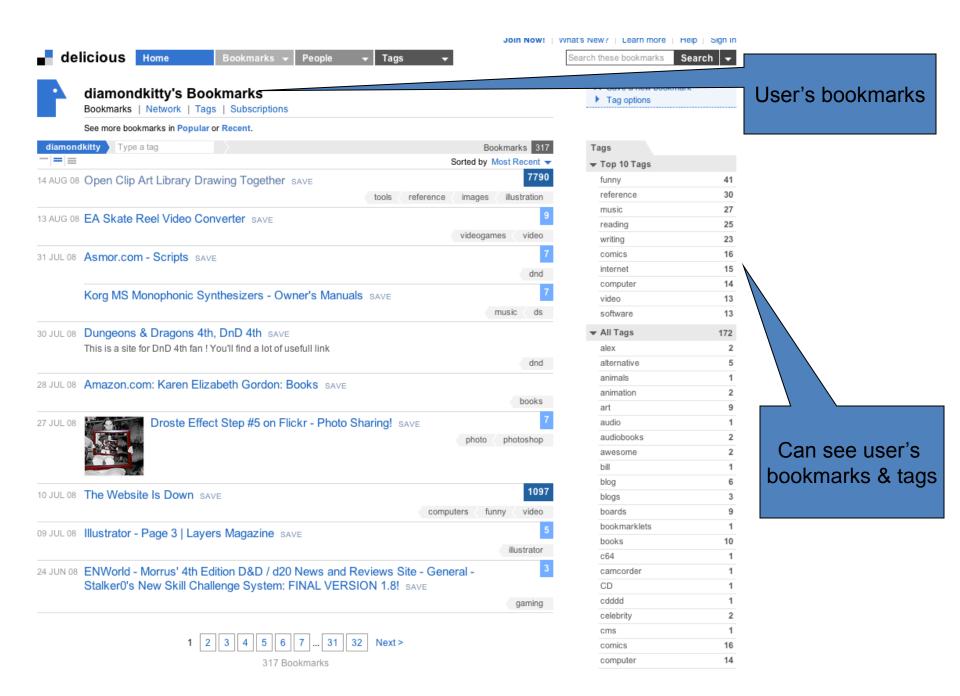
Social Bookmarking

- Delicious
- StumbleUpon
- Notes & tags are added to each bookmark
- Users can discover sites by tags, KW, network, popularity, & account
- Social networking included on many sites

Delicious

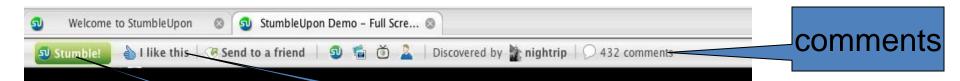
- Social bookmarking site for yourself & for others to discover
- Must spend time to create a great post or site to get popular
- Can generate some nice links & traffic
- Research tags to find related sites that can help cross promote your site
- Your friends, family, and co-workers should bookmark your site (use KWs)





StumbleUpon

- User driven popularity
- Users vote thumbs up or down
- Can drive large volumes of traffic, even more than Digg & Reddit
- Videos and images work very well
- Set up account & stumble your target url



voting

See next

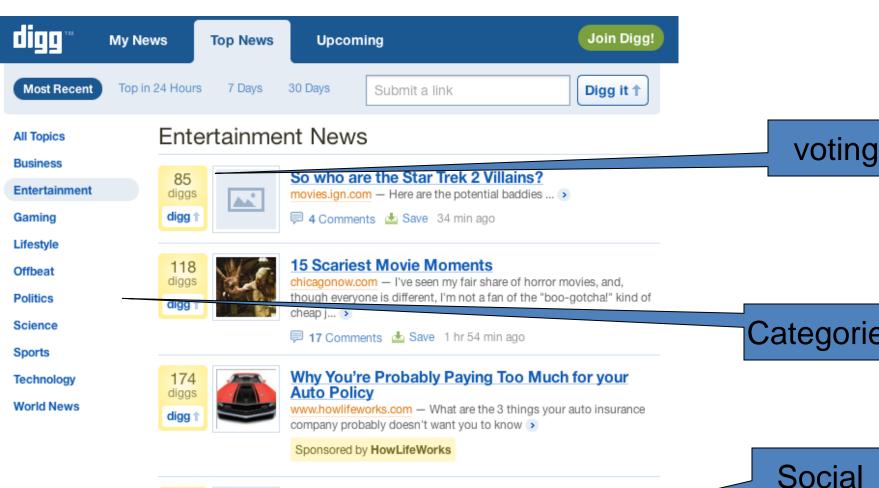


Social News Sites

- Digg
- Reddit
- Mixx
- Learn what posts are successful & try your own
- Make the right relationships to help "seed" the posts

Digg

- User driven popularity
- Massive traffic to your site
- Greatest benefit is new links, not necessarily immediate sales
- Favors larger, trusted sites
- Tough to get your submission HOT



Categories

Rockstar Heiress Alexandra Richards Poses For The Web's First Cover Story

> stylecaster.com - Photos of Alexandra Richard ing her rock star genes.

28 Comments Save 2 hr 54 min ago

98 diggs digg 1

99

diggs

digg



10 Greatest Horror Movie Soundtracks

beatcrave.com - Often times, a good horror movie soundtrack can get buried underneath all the goring, gutting, and slutty sex happening on screen during a good hor... >

13 Comments \(\text{\Lambda} \) Save 5 hr 14 min ago

Other traffic generation ideas.

Content Creation Sites

- Squidoo
- Blogs
- Yahoo Answers
- Article Directories
- More...

Squidoo

- Create unique "lens" (pages)
- Can drive a lot of traffic
- Add images onto your lens
- Need to update lens for effectiveness

What's Squidoo? | Log in | Join the community!

50 Ways To Use Twitter

★ ★ ★ ★ (by 123 people) You

Ranked #2 in Business, #7 overall

Need to Create a Blog?

An innovative new way to put your blog, and more, online.

www.squarespace.com

Fincancial Industry Blog

Stay on top of trends in banking, finance & insurance. Visit today!

www.TransformationEnablers.com

Ads by Google



Twitter is an amazingly powerful tool for promoting your Squidoo Lens, Blog, Business and more. So check out these cool ways to educate, inform, enlighten and amuse people. Just remember, you've only got 140 Characters so stay on your topic!

Contents at a Glance

A Little Birdie Told Me... 50 Ways To Use Twitter Get Your TweetStats

Twitter Tools Follow Giant Squid News On Twitter Twitter Poll

more...

Explore related pages

Squidoo Tips From A Giant Squid Organizer Squidoo Secrets Apprentice Program: Squidoo Tips and Guide! How To Make Money With Squidoo and eBay Squidoo Co-Branding Zazzle 101 ... How to make a profit on Zazzle Who The Heck Is bdkz?

A Little Birdie Told Me...

Twitter is one of those really unique sites that allows you to become a leader just by letting people know what you're doing in the world. Sound cool? It is...but a word to the wise...don't abuse your power. Just like "The Force" Twitter needs to be respected. So before I give you my "50 Ways To Use Twitter", I'm going to give you few ways NOT to use Twitter:

1) Don't SPAM people. Very simply, we all know what it is...but sometimes it's easy to let a little slip in. The best way to lose followers is to drive them crazy with Spam.



by bdkz

I'm Bonnie Diczhazy, Giant Squid Organizer. Because you CAN be a GIANT! Click Here to find out how!



more...

ADS BY GLAM

Sign up to receive the **GlamToday** newsletter and you'll be entered to





You write content

Popularity

User

Driven

Related Topics

Business

Using Twitter

e twitter

bdkz

blog

business

More...

Blogs

- Use WordPress & optimize with SEO plugin
- Blogger is good, but you can't port site
- Establish RSS feed
- Set up social bookmarks

Yahoo Answers

- Any questions about your KW?
- Ask your own questions to create a dialog about your topic
- Q&A can be indexed for >1 yr
- Great opportunity to 'gently' leave your "signature"

Article Marketing

- Don't use generic film synopsis provided by distributor- it's not unique content!
- Create ORIGINAL KW rich articles for distribution to article directories & sites
- Be a "guest blogger"
- Bookmark "published" articles
- Enjoy traffic & links from your articles that have propagated to other sites!



Google Search

155,560 Expert Authors Sharing Their Best EzineArticles

Ezine Articles For Authors

- Submit Articles
- Members Login
- Benefits
- Expert Authors
- Read Endorsements
- Editorial Guidelines
- Author TOS

For Publishers

- Terms of Service
- Ezines / Email Alerts
- Manage Subscriptions
- EzineArticles RSS

For Everyone

- Blog
- Forums
- About Us
- Contact Us
- Article Writing Shop
- Advertising
- Affiliates
- Privacy Policy
- Site Map

New Expert Authors

Super G from N/a,

United States joined us 2
minutes ago

Article Categories expand all / shrink all

Business v Health and Fitness • Internet and Businesses Online • Self Improvement • Finance • Recreation and Sports • Travel and Leisure • Investing • Insurance v Home Improvement • Legal v Home and Family • Real Estate • Pets • Home Based Business • Automotive • Writing and Speaking • Cancer • Computers and Technology • Food and Drink • Kids and Teens Gaming • Communications • Womens Interests • News and Society • Arts and Entertainment • Relationships v Shopping and Product Reviews • Reference and Education • Book Reviews •

Recently Approved Articles

From: Today, Thursday March 19, 2009

Treating Your Body After a Black Mold Attack By: Harold M Stokes - If you have ever been exposed to black mold then you already know how dangerous it can be. That nasty little fungus can do some serious damage and make you very sick. Yet there's very little information on treating your body after an attack. So what do you do?

How to Get Rid of Animal Accident Stains on Your Carpet Cheaply By: Linda Corby - When your pet be it a dog, cat or even a horse has an accident on your carpet be it number ones or two's you need to know this. Yes I am an animal lover who has had horses living in the house. There is nothing I love more than having pets in my home, but a pet won't be happy in a smelly or dirty environment anymore than any human being would. Why pay to get carpet stains removed when you can do it yourself easily?

How to Catch a Cheating Husband - From the Guy's View By: Carrie Joseph - Are you worried about how to catch a cheating husband? This is written for somebody in a serious relationship. I had dated the same woman for three years and had been married four years when I strayed. My wife was gorgeous and we had a very good sex life, but something happened and it bears explaining.

Social Media User Reviews

- Join the community & participate
- Write reviews & add friends
- Build a solid reputation GIVE DON'T TAKE
- Be careful if "self-reviewing" be honest & transparent
- Amazon.com
- Yelp.com
- YouTube
- Flickr



Hello, allen chou. We have recommendations for you. (Not allen?)

allen's Amazon.com | Fit Today's Deals | Gifts & Wish Lists | Gift Cards



Search Movies & TV

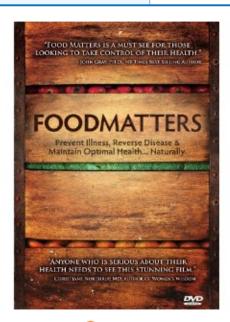
Movies & TV Advanced Search Browse Genres

New Releases

Bestsellers

DVD & Blu-Ray Deals

TV Show



Foodmatters

Andrew W. Saul (Actor), Charlotte Gerson (Actor), James Colquhoun; Laurentine ten Bosch (Director) | Rated: NR | Format: DVD

★★★★ ▼ (33 customer reviews)

Share F



List Price: \$24.95

Price: \$17.99 & eligible for FREE Super Saver Shipping on

orders over \$25. Details

You Save: \$6.96 (28%)

Special Offers Available

In Stock.

Ships from and sold by Amazon.com. Gift-wrap available.

Want it delivered Wednesday, October 27? Order it in the next 9 hours and 55 minutes, and choose One-Day Shipping at checkout. Details

22 new from \$13.73 9 used from \$13.74 1 collectible from \$21.89

zoom
 zoon
 zoom
 zoon
 zoon

See larger image (with zoom)



See 1 customer image

Share your own customer images

Special Offers and Product Promotions

 Get \$4 worth of eligible movies and TV shows from Amazon Video On Demand after you order your item. Limited to one promotional credit per customer. Here's how (restrictions apply)



40 of 42 people found the following review helpful:

★★★★★ Very well organized and fact supported movie., October 24, 2009

By Rob "rv36116" ✓ (Fort Worth, Tx, USA) - See all my reviews

Amazon Verified Purchase (What's this?)

This review is from: Foodmatters (DVD)

This should be vital material to watch if you're in the medical or nutrition/physical fitness world and have an impact on teaching others about how to take care of and heal themselves.

This is what the mainstream schools miss and don't teach, even though after the movie you'll feel like you've just seen something that makes such plain sense, but is not widely held as truth.

I encourage for people to have viewing parties with this and spread the message. Why else is cancer affecting 1 in every 2 people, neurological diseases going through the roof and diabetes out of control for our children and adults.

Encouraging you to quit reading this review and grab the movie (I think it's on netflix as well or you can download it from their website). I am a PT and this was information that I can easily use to pass onto my patients. It's good common sense information that can make you stop and realize that what you eat is much more important vs. how much you eat.

Help other customers find the most helpful reviews

Was this review helpful to you? Yes No



Report abuse | Permalink |
Comment

55 of 61 people found the following review helpful:

**** Everybody should watch this movie, January 23, 2009

By J. Brown - See all my reviews

Amazon Verified Purchase (What's this?)

This review is from: Foodmatters (DVD)

This is a great movie that everybody in the industrialized world should watch, especially America. It's probably not going to keep you hanging on the edge of your seat since it's mostly interviews with various people. However, the information contained within is priceless. If you read lots of health books it'll probably help reinforce what you already know and if you don't it will probably inspire you to start. If you're new to the kind of info presented in this documentary you might want to check out these books:

- Ultraprevention by Mark Hyman and Mark Liponis
- 2. Empty Harvest by Bernard Jensen and Mark Anderson
- 3. 50 Secrets of the World's Longest Living People by Sally Beare



Looking for "food matters" Products?

Other customers suggested these items:



World Hunger by Brian Kenneth Swain **** (15) \$17.05

Suggested by 1 customer



Food Matters: A Guide to Conscious Eating with More Than 75

Recipes by Mark Bittman

***** (81) \$16.50

Suggested by 1 customer

Tags Customers Associate with This Product (What's this?)

Click on a tag to find related items, discussions, and people.

Check the boxes next to the tags you consider relevant or enter your own tags in the field below.

- health (12)
- cancer (10)
- diet (9)
- disease (9)

food (8)

- healthy
 - lifestyle (8)
- healthy living (7)
- physical fitness (6)

weight loss (6)

enzymes (3)

Agree with these tags?

See all 25 tags...

Search Products Tagged with



>See most bobniaL SOS

Your tags: Add

(Press the 'T' key twice to quickly access the "Tag this product" window.)

Rate This Item to Improve Your Recommendations

☐ I own it 🗵 ☆☆☆☆☆ Rate this item



Customer Discussions

This product's forum

Discussion	Replies	Latest Post
No discussions yet		
Ask questions, Share opinions, Gain insight		
Start a new discussion		
Topic:		

Active discussions in related forums

Replies	Latest Post
1723	3 minutes ago
147	12 minutes ago
534	15 minutes ago
493	30 minutes ago
8396	58 minutes ago
124	2 hours ago
12	12 days ago
	1723 147 534 493 8396

Search Customer Discussions



Search all Amazon discussions

The Health community









21,330 customers have contributed 13,676 products, 1,023 discussions and more...

> Explore the community

The Cancer community







Latest activ 8 hours ag

4,414 customers have contributed 2,308 products, 31 discussions and more...

> Explore the community

The Diet community







Latest activity 3 hours ago

8,723 customers have contributed 3,983 products, 465 lists & guides and more...

> Explore the community

Related forums

cancer (31 discussions)

Explore more

- > See all Customer Communities
- > Your communities



Listmania!



Bruce Willis Dominates Cinema (from 1987 to 2007): A list by Eric S. Kim v





Wake Up! and Watch your way to ENLIGHTENMENT!: A list by P. J. Heffernan "Innerspace Karmanaut"

✓



Nutrition Revolution DVD's: A list by Kelli S ✓

Create a Listmania! list

So You'd Like to...



read the uncensored Jungle: A guide by Earl Lee

✓



Go behind the scenes of the food industry: A guide by Y. McCloskey "booklover918"

√



watch brilliant films where nothing happens: A guide by Shahar Golan "frgdr.com" $\overline{\smile}$

Create a guide





Welcome

About Me

Write a Review

Find Reviews

Invite Friends

Messaging

Talk

Member Search

Cerritos Public Library

Rating Details

Category: Libraries [Edit]

18025 Bloomfield Ave

Cerritos, CA 90703

(562) 916-1350

menu ci cerritos ca us/

Hours:

Mon-Fri 10 am - 9 pm Sat 9 am - 5 pm Sun 1 pm - 5 pm

Sedit Business Info







Ads by Google

Search Reviews

Print

Museum Pass Management

Circulation of Museum Passes For Public Libraries of all sizes

www.LibraryInsight.com

M Send to Friend

iStockphoto:Official Site

Millions of Royalty Free Photos. Great Images. Low Prices. No Catch!

iStockphoto.com

121 reviews for Cerritos Public Library

Sort by: Yelp Sort ▼ | Date | Rating | Elites' | Facebook Friends'

Bookmark

All Reviews



Dominique J. Los Angeles, CA ★ ★ ★ ★ 10/11/2010

Huge library! Many PCs available... all the time!

- U don't need library card to get on some PCs! too cool
- Super cool fish tanks, fish, and other views/things to check out.

Send to Phone

- Great place to study, research, browse internet or fall asleep in a corner reading.







View Larger Map/Directions »

Browse Nearby:

Restaurants | Nightlife | Shopping | Movies |

People Who Viewed This Also Viewed...



La Mirada Public Library □□□□□□ 5 reviews La Mirada, CA



Cypress Library 4 reviews Cypress, CA



Buena Park Library... □□□□□ 6 reviews Buena Park, CA



Heritage Park 42 reviews Cerritos, CA



Norwalk Library □□□□□ 3 reviews Norwalk, CA

Buzz via press channels

On-Line Publicity Strategies

- On-line press releases often read by consumers-NOT press
- Releases distributed via RSS
- Getting your story "picked up" is best
- Indexed as "News" on SE, so date & time sensitive
- Don't send releases at end of week
- Blogs can get MORE traffic vs. newspaper sites

Submitting a Press Release

- Wire services: PRweb, PRNewsire, & dozens of free wire services avail
- Some services are expensive
- Tips & writing services available
- Write KW rich releases

Make Your Press Releases Interesting and Unique

- Integrate traditional & non-traditional promotions
- Artist appearances
- Contests
- Screenings
- Focus on KWs!

Blogs

- Pick popular blogs that speak to your audience
- Measure Chatter (Blog Pulse, Technorati, Google Blog Search)
- Contact influential bloggers
- Offer to 'contribute' to their blog for their readers
- Popular blogs can RSS to 10,000's of readers per day

Get search results sent to your in-box automatically

Google Alerts

- Sign up & monitor your KWs (ie. name, film, subject, competitors, etc...)
- Participate immediately if your name shows up in a forum, review, or other social media site— especially for damage control



Search terms:			Preview results
Type:	Everything	*	
How often:	once a day	•	
Volume:	Only the best results	*	
Your email:			
	Create Alert		

Monitor the Web for interesting new content

Google Alerts are email updates of the latest relevant Google results (web, news, etc.) based on your choice of query or topic.

Enter the topic you wish to monitor, then click preview to see the type of results you'll receive. Some handy uses of Google Alerts include:

- · monitoring a developing news story
- · keeping current on a competitor or industry
- · getting the latest on a celebrity or event
- · keeping tabs on your favorite sports teams

You can also sign in to manage your alerts

Know your:



Website Analytics

- ABC- Always Be Converting
- ABT- Always Be Testing
- Track your progress
- Where is your traffic coming from?
- What KWs were you found with?
- Long-Tail & 80/20 rule
- Create content based on your entry point KWs & "search box" info



US English \$

HOME

PRODUCT

SUPPORT

EDUCATION

PARTNERS

BLOG

Enterprise-class web analytics made smarter, friendlier and free.

Google Analytics is the enterprise-class web analytics solution that gives you rich insights into your website traffic and marketing effectiveness. Powerful, flexible and easy-to-use features now let you see and analyze your traffic data in an entirely new way. With Google Analytics, you're more prepared to write better-targeted ads, strengthen your marketing initiatives and create higher converting websites.

Access Analytics

New to Google Analytics? Sign Up Now



FLEXIBLE CUSTOMIZATION

Get the data you need, organized in the way you want to see it with custom reports, custom variables, and a flexible tracking API.



ECOMMERCE TRACKING

Trace transactions to campaigns and keywords, get loyalty and latency metrics, and identify your revenue sources.



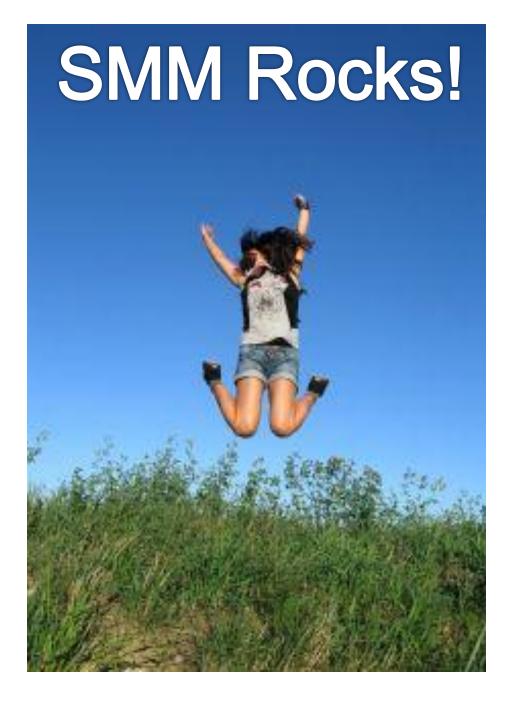
GOALS

Track sales and conversions. Measure your site engagement goals against threshhold levels that you define.



SMM Summary

- Start small & build steadily
- Content is KING be unique & newsworthy
- Fight to include KW's in content
- Promote SMM channels (on-line & off-line)
- Engage in 2-way communication
- ABT & ABC
- Give more, take less
- Show the love in your community



"We cannot do everything at once, but we can do something at once."

Calvin Coolidge



Still thirsty for fame...

Hope is not a strategy.



Social Media Landscape Sites

• KHO THƯ VIỆN TÀI LIỆU SEO/SEM/SMM/SMO của DICHVUSEO.COM – THIETKEWEB.VN

•

- Tài liệu sưu tầm của <u>www.dichvuseo.com</u>
- LIÊN HỆ dich vu seo và Thiet ke website
- GỌI ĐIỆN TƯ VẤN THIẾT KẾ WEB và LÀM SEO MIỄN PHÍ 24/24

Nhung: 0915157599 - Huyền: 0953384090

Email: vinalink@vinalink.com

- HOĂC XEM CÁC GÓI SEO SAU :
- GÓI SEO CƠ BẢN
 GÓI SEO GIÁ RỂ
 SEO CAM KẾT TOP 10
 SEO BẢN ĐỒ GOOGLE
 ĐÀO TẠO SEO

Thank You!

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