

Strategies for understanding and implementing Twitter and Blogs







## We will cover...





# Social Media

Listen - Create — Build — Measure



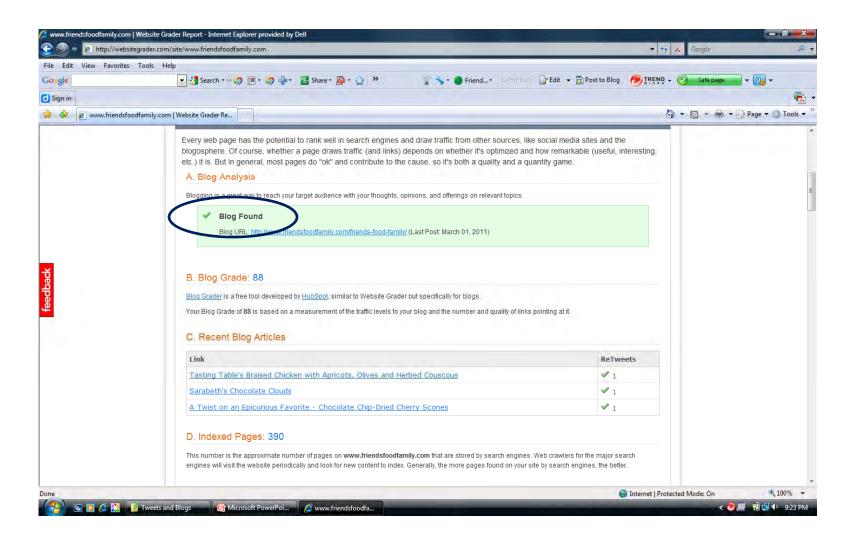
Know - Like - Trust

# Part of the Big (social media) Puzzle



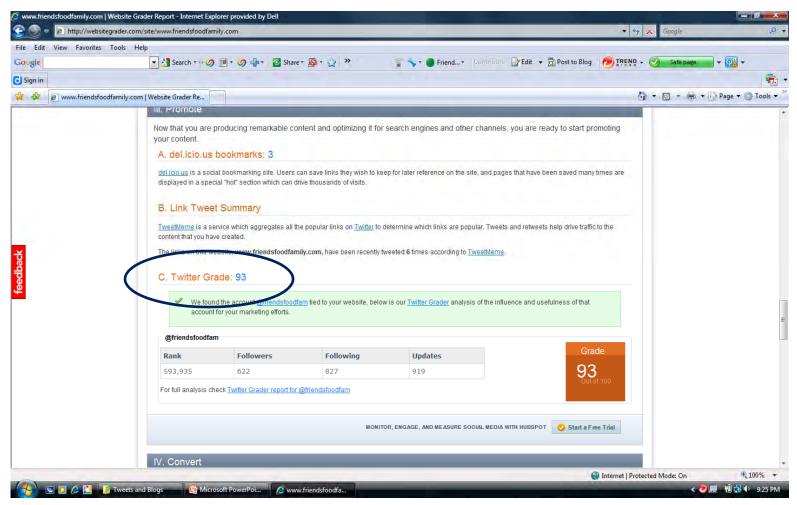
Donald B. Cheke © 2008 www.textualcreations.ca

## www.Websitegrader.com (Blog)



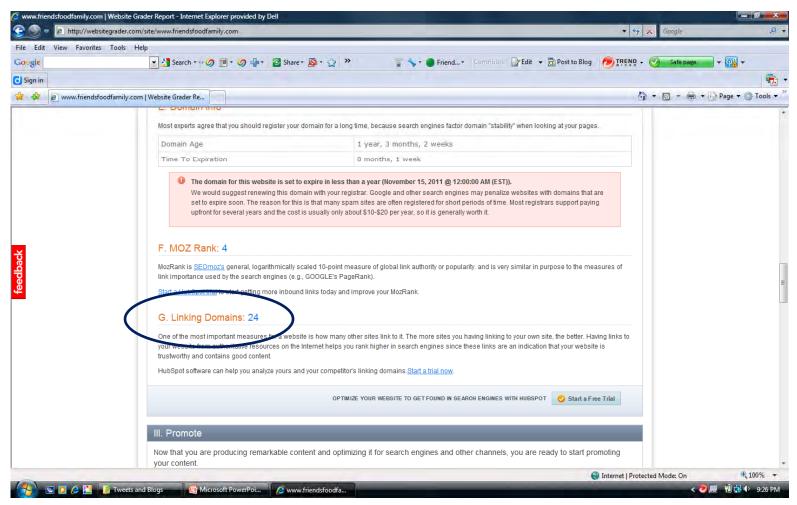


## www.Websitegrader.com (twitter)





#### www.Websitegrader.com (Linking Domains)

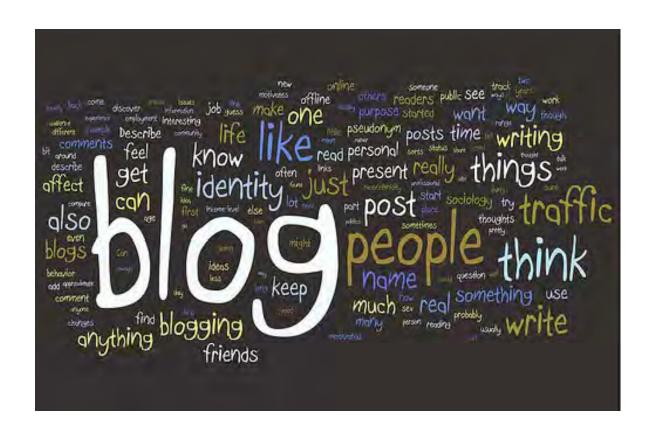


# Did you know?



97% more links

# What is a...



#### Definition of a



BLOG: The ability to communicate on line through articles and stories, it gives you the opportunity to share your knowledge and provide value to your audience.

#### **BASICALLY STATED:**

It's the diary of your business. It's the stories, the products, the services...

## What do they do?





## Widgets









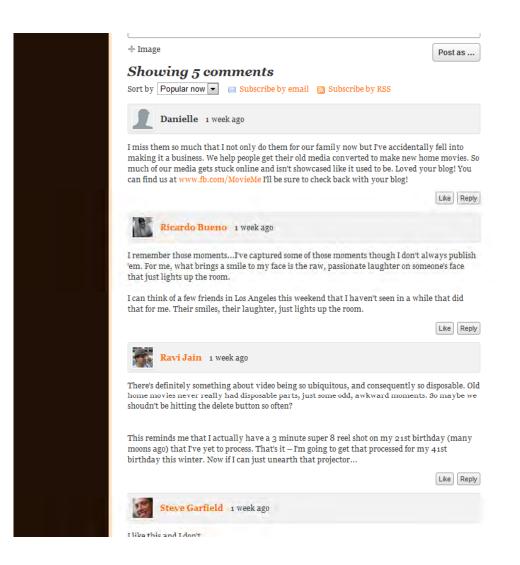








#### Creates Conversation





# Blog Systems



- WordPress
- TypePadBlogger





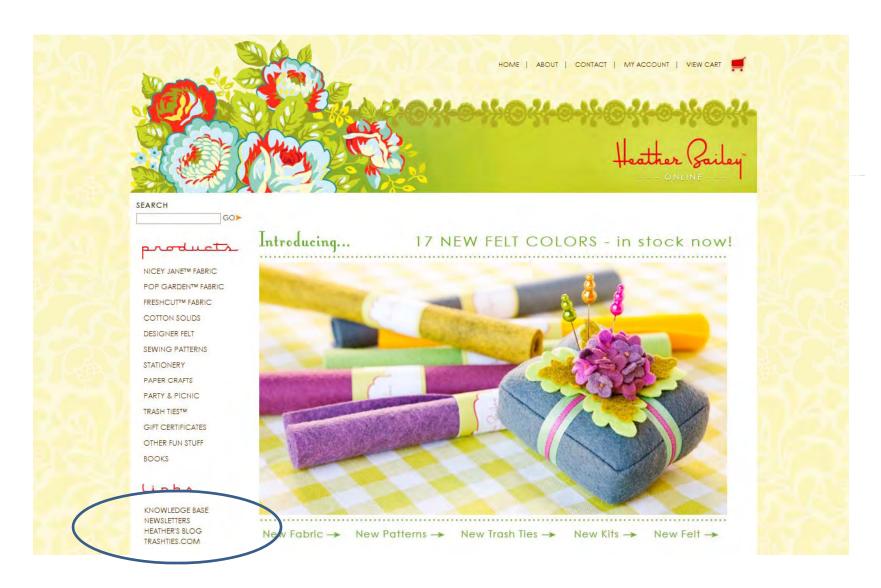


## Case Study – Rosanna Inc. Micro - Blog





### Case Study — HeatherBaileyStore.com Website promoting a Blog (VV)



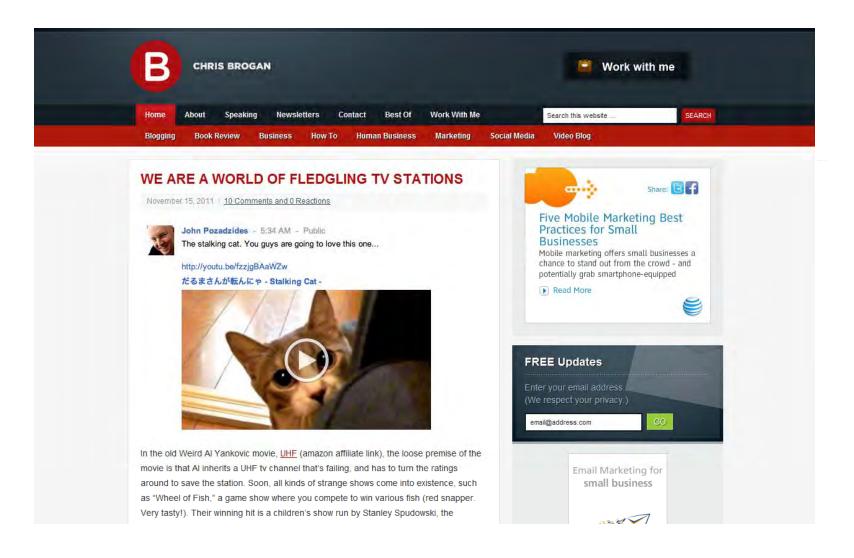


## Case Study – Hello My Name is Heather Website promoting a Blog (VV)



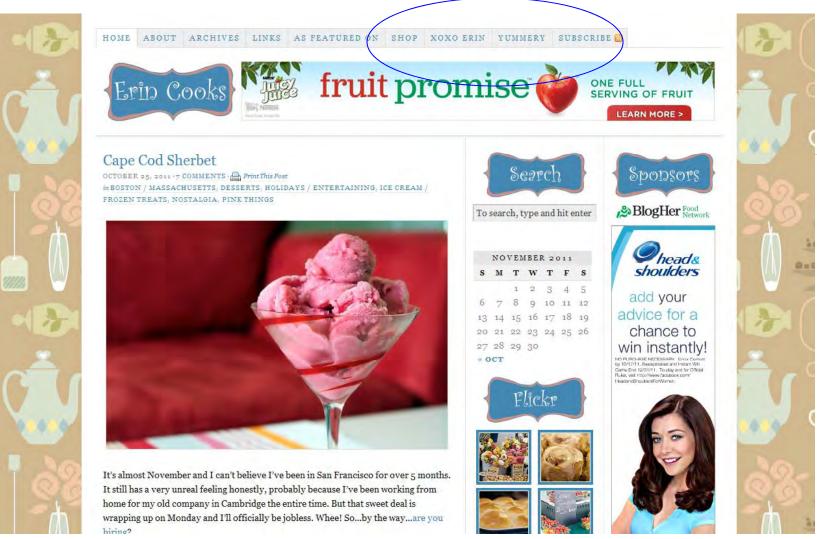


# Case Study – ChrisBrogan.com Blog as a Website



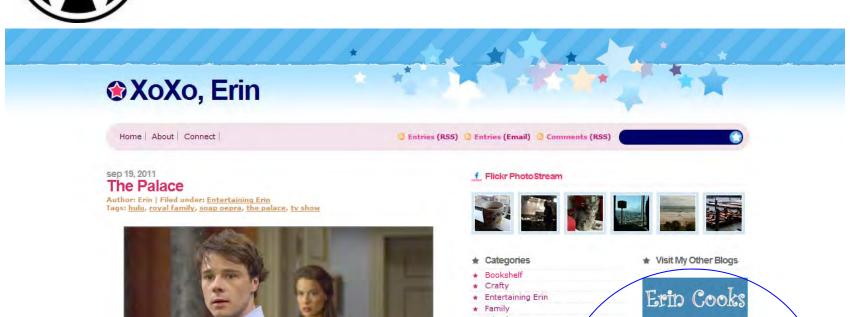


# Case Study – ErinCooks.com Blog within Blog (Thesis)





# Case Study – XOXOErin.com Blog within Blog (Thesis)





If you're feeling a bit royally lost post wedding and Kate and Will do North America then I have the perfect guilty pleasure to tide you over until the next made for TV movie and/or delicious scandal hits.







## Case Study – Yummery.com Blog within Blog (Thesis)



#### Where do I start?

- Identify your audience
- Unique topics or subjects
- Review a product or service
- Link with credible sources
- Ask a final question or thought



## Blog Strategies

# Let's Brainstorm!



Listen...you will get inspiration

## Shape that Idea!

- Title ideas
- Subject Ideas
- Links
- Quotes
- Facts
- Charts/Graphs/Slides/Cartoons



# Quick Tips!

Target



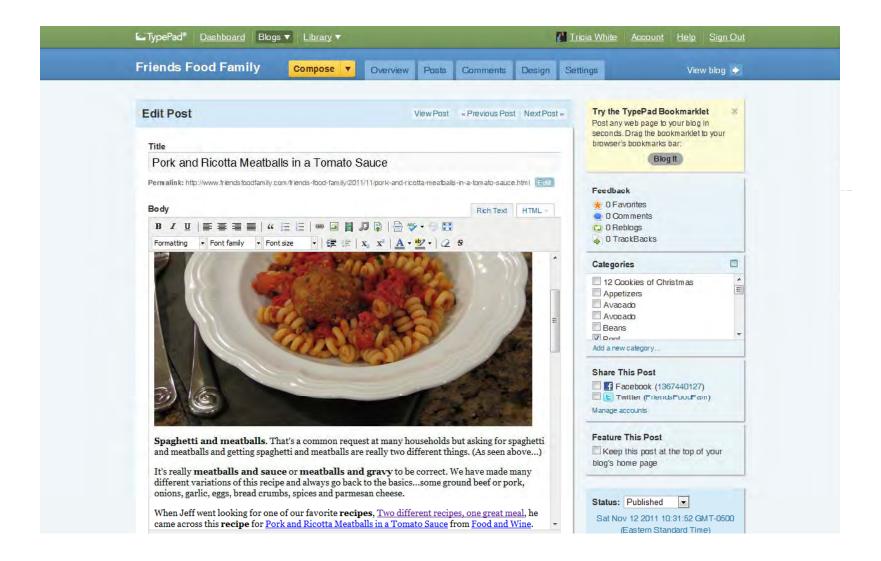
Publish don't



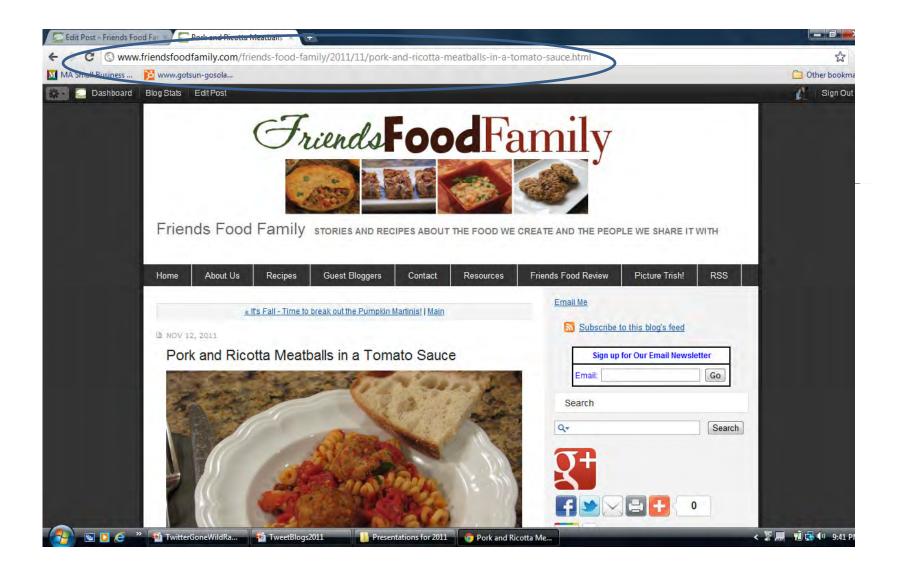
Make the search engines



## Blog Article



# Pushing Information Out



## Blog Post on Twitter



## Facebook FanPage



#### How often should I BLOG?

There is a direct correlation between frequency of blogs to winning a customer.

At least once a week!

## Linking Domains

- 1. GetListed.org
  - a. Google Places, Yelp, Bing, Yahoo, Best of the Web, Hot Frog
- 2. Links:yourdomain.com
- 3. Groups and Organizations (local chamber)
- 4. Cities and Towns
- 5. Shared Resource Companies
- 6. Social Networks/Blogs





## Wrap-Up

Blogs are a part of the social media puzzle

They help with SEO and Inbound Links

Allows you to interact with customers

Convert visitors to customers

Allows you to be human!

#### **Twitter**

A very popular instant messaging system that lets a person send brief text messages up to 140 characters in length to a list of followers.



Launched in 2006, Twitter was designed as a social network to keep friends and colleagues informed throughout the day.

However, it became widely used for commercial and political purposes to keep customers, constituents and fans up-to-date as well as to solicit feedback.



#### A little birdie told me!

A study by Chadwick Martin Bailey and iModerate Research Technologies found that consumers are 67% more likely to buy from the brands they follow on Twitter and 51% more likely to buy from the brands they follow on Facebook.

Moreover, they are 79% more likely to recommend their Twitter follows to a friend and 60% more likely to do the same on Facebook.



#### Your Account





#### Your Profile





#### **Definitions**

- Forward that Tweet Retweet
- Replies and Direct Messages
- @Signs and # Hashtags
  - **—** @friendsfoodfam
  - **–** @graciesbark
  - **–** #gov20ne
  - **—** #foodies
- URL Shorteners
  - **—** Bit.ly
  - Tinyurl.com



## LIVE!

# Twitter Gone Bad A Case Study of Ragu & The Power of Social Media



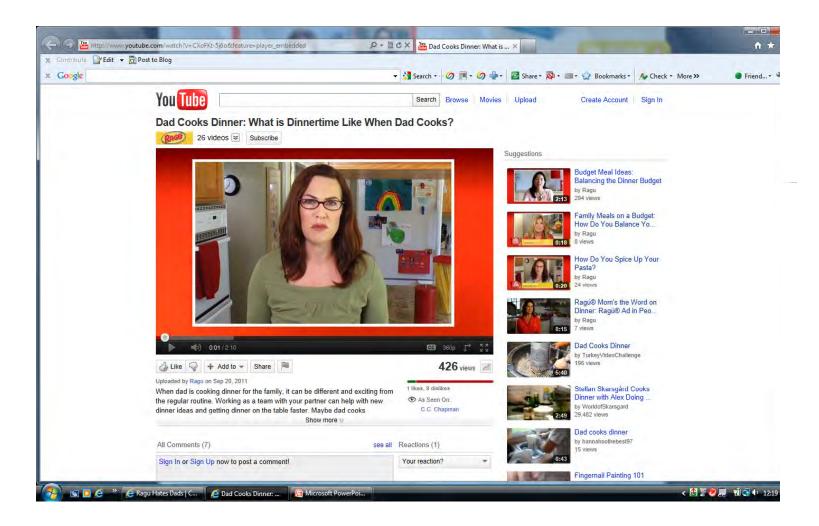
#### C.C. Chapman IS Digital Dad



#### Ragu's Tweet – September 27



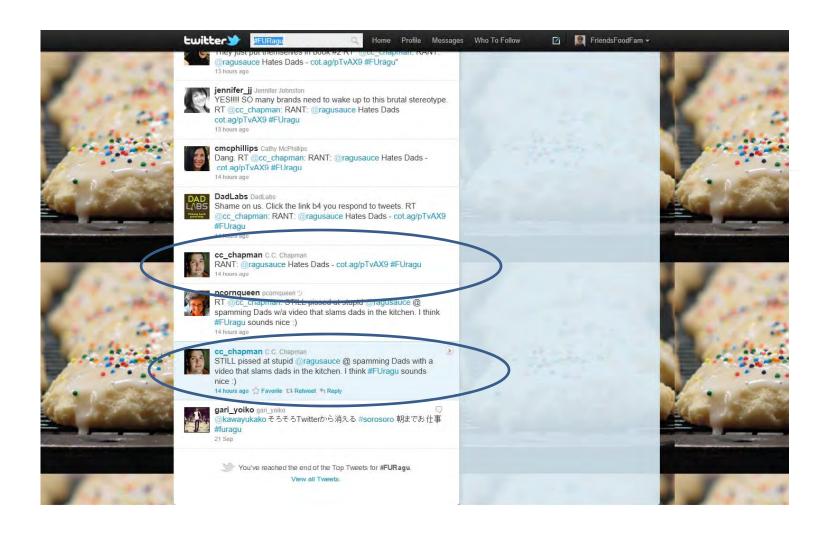
#### The Video



#### The Next Thing – September 27



#### Let the games begin...



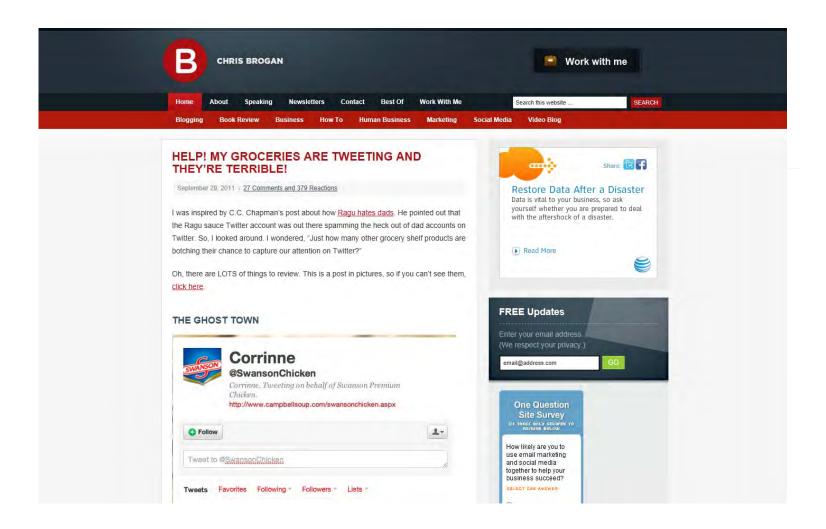
#### And then #FURagu



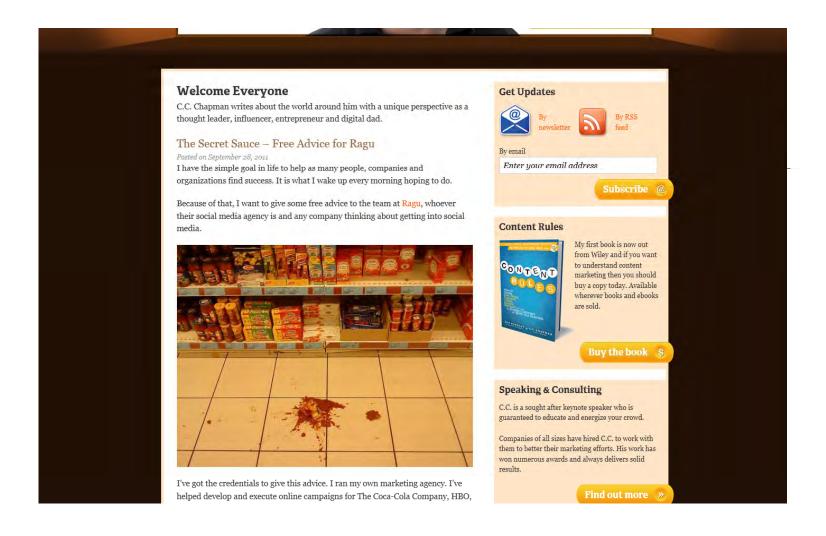
#### A little help from his friends



#### A Lesson Learned



#### The Positives from a Negative



#### What does Ragu do?



#### Are we really done?



#### 4 days later, still no word...



#### Ragu's Response



Helping Communicators do More with Less

HOME PR BLOG JOTS MEDIA BULLSEYE RADIO



DOWNLOAD NOW

#### Ragu, Dads, and Lessons Learned for Communicators and Bloggers

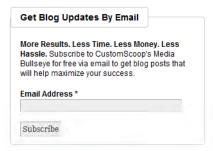
by CHIP GRIFFIN on SEPTEMBER 28, 2011

Like many, I grew up eating Ragu tomato sauce on my pasta. These days, I don't buy it because I generally prefer to make my own simple tomato sauces or buy marinara sauces with fewer ingredients (and no added sugar since I don't like overly sweet sauce).

For these reasons, I hadn't given the brand much thought lately until I saw a blog post from my friend CC Chapman, provocatively titled "Ragu Hates Dads." Needless to say, this caught my attention, as it did for many others. So I clicked over and read up on what happened.

You should read CC's post, but here's a quick synopsis:

- Ragu worked with mom bloggers to create a web video with of them talking about what it is like when dad cooks dinner in their homes
- The @ragusauce Twitter account sent messages to several dads, drawing their attention to the video
- · After sending the @ messages to the dads, @ragusauce went radio silent
- Since CC does the shopping and cooking in his house, he felt offended by the implied messaging of the video that dads don't cook and when they do it is a novelty



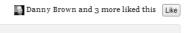


POPULAR POSTS

Google+ You: A New Social Toolset

#### Finally! – September 30

I think a lot of this points out the challenges of pitching on Twitter, too. Who knows how it might have been different if they had communicated with CC via email or phone and could have put the video in context for him?





Ragú® 1 month ago

Ragu's "Mom's the Word on Dinner" campaign has gotten some Dads piping hot. For those new to the story, one video from our series was sent via Twitter @message to six Dad bloggers. Two took offense to Mom bloggers dishing about what happens when Dad cooks. Now it's time to help this simmer down a bit.

This campaign is built on strong relationships with bloggers and on a simple premise — listen to Moms and have them drive the conversation forward. All Moms voice their own points of view. The community rallies around topics raised by prominent Mom bloggers, sharing tips and advice. Some posts invite disagreement but it's always respectful, lighthearted and welcome.

By listening to our fans, Ragu recognized that family comes in many forms, and that dinner time topics were relevant not just to Moms but to the grandparents and Dads on the page. A range of discussion topics have been introduced, many via video since March when the campaign began. They have helped create a fast-growing and highly engaged community. We recently invited a Dad blogger to join and last week posted an announcement. "Ragú Dads. Thank you for your support and for putting up with all of our "Mom Talk" lately:) So, next week's episode is all about you! Who will have the last word?"

That led to us reaching out to select Dad bloggers directly on twitter. We knew better – and we should have sent them more context.

The episode sparked a night of disgruntled posts by one particular Dad, so, the next morning we invited him to call us, since we think it's better to talk in person when there's been a miscommunication. We connected the following day. We thanked him for letting us know we had some sauce on our face. We listened and asked for ideas on how to better engage Dads. But maybe it's not enough to have spoken only to him. So, to any Dad who felt excluded or offended, we are sorry as that certainly was never our intent.

If this week has confirmed anything, it's that moms and dads (and grandmoms and grandads, too) want to have a word on dinner — and all are welcome to join in the conversation.



Rick Liebling 1 month ago in reply to Ragú®

Ok, you tried some stuff, it didn't work out quite the way you hoped and now you're trying to patch things up. That's cool, I get that. But I would have liked this post so much better if it had been from a person instead of from "Ragu." A jar of sauce and a brand name are trying to set the record straight? Please, just give us a person to engage with.

### Be careful what you wish for...

- 1. Know who are you talking to
- 2. Be ready for the response
- 3. Don't let time lapse
- 4. Take responsibility
- 5. Lesson learned



#### Twitter Stat

79%

more twitter

followers when

you have a blog!



#### Round-Up

- Spreading of real-time information
- Helps to promote your
  - blog
  - website
- Conversion Mechanism
- Helps with Search Engine Optimization
- Marketing through Social Media
- Creates statistics



#### In closing

- 1. @ This can be overwhelming
- 2. # Identify what works for you
- 3. @ Bite off what you can chew and grow organically...give it time
- 4. # Keep branding consistent
- 5. @ Have fun!

#### For More Information



Tricia White

Senior Business Advisor

MA Small Business Development Center Network

Southeast Region — Fall River

200 Pocasset Street, Fall River, MA

508-673-9783

www.msbdc.org/semass

twhite@msbdc.umass.edu

