By-Laws Leadership GOVERNANCE Decisions Roles Conflict of interest

How to Create Social Media Buzz around your Next Event

Presented by Susan Dodge Dodge Ink Inc

Outline of Presentation

- Why use Social Media for your Event?
- How to get Maximum Benefit.
- Who do you need to Connect with?
- What do you need to do?
- When do you need to do it?
- **Evaluate** if you've been successful?





During an event, whether it be a conference or a championship, attention will be on your organization through social media whether you want it or not. This is an opportunity to really increase your influence.



Why use social media for your event?

- 80% of fans use their smartphone while at a sports event
- 50% of fans use social media while at a sports event.
- 76% of amateur sports event organisers use social media to promote their events.
- For larger sport events, 90% of organizers use social media.
- There were over **1,200 tweets** using the hashtag of #CS4LSummit.

Mississippi State changed their endzone to **#HailState**





Athletics Canada added athletes twitter handles to Olympic Trials bibs.



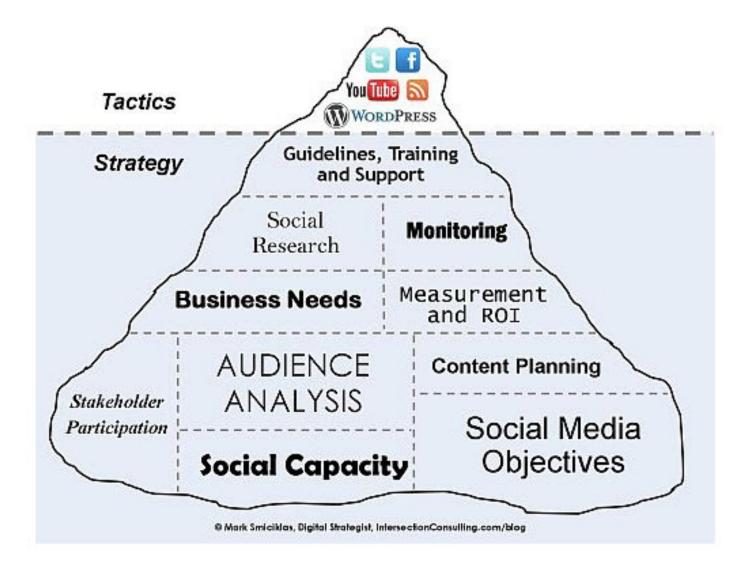
@JessicaZelinka



If you don't *"seize the moment"* in a powerful and effective manner, you will have missed a significant opportunity.



The iceberg of Social Media



The iceberg of Social Media

- Way more than just having a couple of social media tools.
- Move the objectives of your organization
- Monitor your brand
- Measure your results
- Get stakeholders involved
- Spread your message!

Don't hire an intern to do your social media



Part of your Communications Plan

- "My son is on social media all the time".
- Knowing the tools does not make good social media.
- Part of the your overall plan:
 - Make connections
 - Great content
 - Stay on message!

HOW

Make a Plan

1. Brand your Event

- Pick a #hashtag well in advance.
- Include it in all promotions, at registration, in all tweets, posts, press releases.
- Integrate and interconnect all web sites and social media.
- Make it easy for people to find you on Facebook and Twitter and follow you.

How to Create a #Hashtag

- Short yet meaningful.
- Easy to remember.
- Not in conflict with any other use.
- Promote, promote, promote.



- Scotties Tournament of Hearts #2013stoh
- People were also using **#scotties**



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- People were also using **#scotties**
- Coaches of Ontario Conference **#2013coachesconf**
- Canadian Sport 4 Life Congress #CS4LSummit



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- Canadian Synchronized Skating Championships #synchro13





- Scotties Tournament of Hearts #2013stoh
- People were also using **#scotties**
- Coaches of Ontario Conference #2013coachesconf
- Canadian Sport 4 Life Congress **#CS4L Summit**
- Canadian Synchronized Skating Championships #synchro13
- Susan Boyle Album launch **#Susanalbumparty** BIG mistake

Not everyone is going to see you





Make it easy for people to find and connect on your web site





FOLLOW US ON TWITTER

All the social tools all in one place

HAVE YOUR SAY ABOUT THE FUTURE OF WOMEN'S SPORT IN AUSTRALIA

Posted by Sport for Women on 24 February 2013 | 0 Comments

Tags: Agenda, SFWagenda, Conference, Social Media, Live Blogging,

Want to participate in positive, productive and innovative discussions around the issues faced by women in sport?

Can't make the Sport for Women Day: Agenda Conference this Wednesday 27th February?

Then join the conversation online!

We'll be live blogging, tweeting and posting key discussions to facebook on the day so whatever your social media poison, we've got you covered.

- · When: 10am 4.30pm, Wednesday 27th February
- Where: SportForWomen.com.au | @SportForWomen & #SFWagenda | facebook.com/SportforWomen

Live Blogging

Visit the <u>Exect for Women website</u> on 27th February. Sign in and you'll be able to follow the live blog as well as chat with our blogger and other attendees about the issues raised.

Twitter

Follow <u>BE vvagenda</u>: By following the hashtag, you'll be able to see all the conversation around the Agenda Conference, even from people you don't follow.

When you reply to tweets or make a comment, ensure you add #SFWagenda to your tweet too.

So, you don't have to follow @SportforWomen but it would be nice!

Facebook

We'll post the main points raised every hour or so and you'll be able add your thoughts and opinions to the issues raised



Sport for women is a proud supporter of the Ovarian Cancer Australia K.I.S.S. campaign

Get Involved

Register as a member of the Sports Hydrant community.

<u>Vote</u>! Who do you think should be Australia's Top 100 Sportswomen of all time?



WHO WILL YOU NOMINATE?





HOW

Make a Plan (continued)

- 2. Manage Expectations
 - \circ Will there be Streaming?
 - Will you circulate results with social media? How often?

3. Manage Technology

- Ensure network infrastructure at venue can handle the requirements.
- 4. Share Your Plan
 - Your partners can help with the generation of buzz

What can you do?

- Broadcast with a provider CIS
- Broadcast yourself with Ustream
- End of day video highlights
- Online chat with athletes
- Tweet "live" from the key games
- "Live" blog from conference
- Skate Canada event app





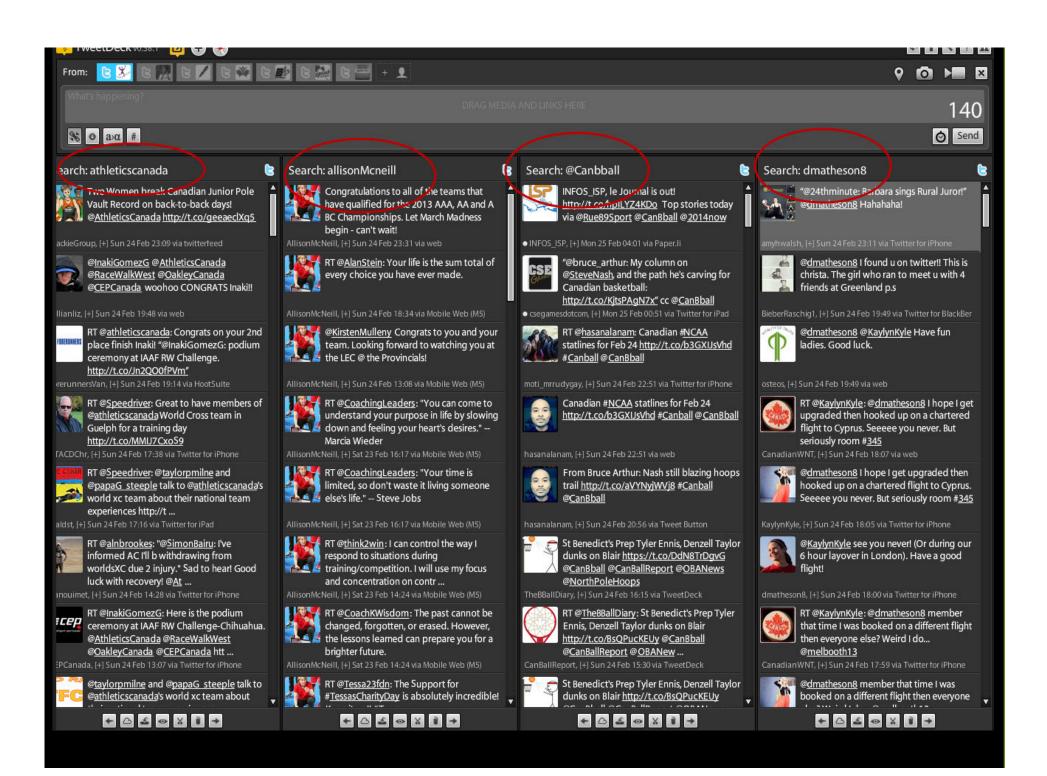
Listen to Social Media as if it were a Cocktail Party





WHO do you need to CONNECT with?

- Find the influencers.
- Monitor what people are saying.
- Find the conversations that are meaningful to your audience.



There is an Intentionality

- Have good selection of your content on display.
 If it is coaches you are connecting with this week, have your best coach content.
- 2. Make the connections
 - Follow them, like them, retweet them, mention them, share their content
 - $\circ~$ Draw attention to your organization
- 3. Don't assume that you will be noticed

Valuable content, good connection

viaSport @viaSport_ Funding opp: FISU Gender Equality Sport Award, promoting women's participation in sport. Apply by March 1: ow.ly/hwcuG @CIS_SIC

• @cis_sic – 7,906 followers



Feb 7



 Basketball BC @BasketballBC
 Feb 12

 Great read from the team at @active of Bullying & Backetball:
 Keeping Bullying out of Spons bit.ly/X2P03W #BellLetsTalk

 Expand
 Expand

- @active 176,590 followers
- #BellLetsTalk 10,000s of followers on Feb. 12



Use Connectors to Expand your Audience

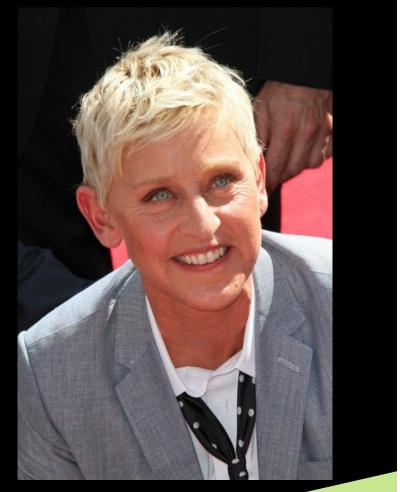
- Want to acquire" VESTED followers"
- PLAN direct marketing to specific groups/sectors: athletes, clubs, coaches, parents, officials.

- Collect the @tags
- Note connections on Facebook
- BE patient.

Think Like a Comedian

- Create great content
- Understand the timing.
- Know your audience.
- Deliver it like a story.
- Stay on message.







Ontario Trails Timeline 🔻 Now 🔻





Another beautiful day in Explorers' Edge

we just woke up to this beautiful morning, isn't the sky stunning? how was your view this morning?



Untario Trails Friday

It's Friday...which can only mean one thing....time for our Fun Friday Camping Tip!

THE BEST WAY TO CLEAN YOUR CAST-IRON CAMPING COOKWARE!

Scrub it with coarse salt and a soft sponge. The salt, a natural abrasive, absorbs oil and lifts away bits of food while preserving the pan's seasoning. Rinse away salt and wipe dry.

Photo courtesy of Pinterest/ Martha Stewart



✓ Liked

Create Page

Now
February
January
2012
2011
2010
2009
Founded

Sponsored 📢

Try HootSuite Pro Free signup.hootsuite.com



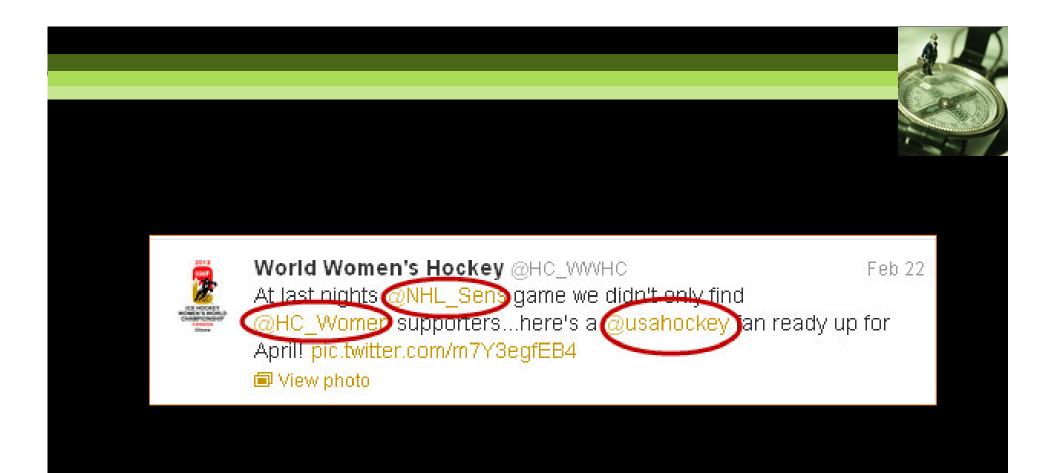
Manage unlimited social profiles & schedule messages. Try HootSuite Pro Free for 30 Days.

Club for New Moms similac.ca

20



Bump up your nutrition with Similac Mom. FREE Trial when registering to the Club.





- @NHL_Sens 104,567 followers
- @HC_Women 2,405 followers
- @usahockey 65,708 followers

Avoid over-promotion

SPORT EVENTS CONCRESS	SportEventsCongress @SportEventsCong @westernu stay up to date with #SEC2013 information at canadiansporttourism.com. "Like" Canadian Sport Tourism Alli on Facebook too! Expand	Feb 17 iance
SPORT EVENTS CONCRESS	SportEventsCongress @SportEventsCong @uOttawa stay up to date with #SEC2013 information at canadiansporttourism.com. "Like" Canadian Sport Tourism Alli on Facebook too! Expand	Feb 17 iance
SPORT EVENTS CONCRESS	SportEventsCongress @SportEventsCong Feb 17 @brockuniversity stay up to date with #SEC2013 information at canadiansporttourism.com. "Like" Canadian Sport Tourism Alliance on Facebook too Expand	
SPORT EVENTS CONCRESS	SportEventsCongress @SportEventsCong @westinedmonton stay up to date with #SEC2013 information at canadiansporttourism.com. "Like" Canadian Sport Tourism. on Facebook too! Expand	0.000



Always make a connection



Coach.ca @CAC_ACE Feb 23 "Coaches work with emotion and imagination" Peter Jensen at #2013CoachesConf. Agree?

Expand





Always make a connection



Coach.ca @CAC_ACE Feb 23 "Coaches work with emotion and imagination" Peter Jensen at #2013CoachesConf. Agree? Expand

- @drpeterjensen 726 followers
- Works with @CDNOlympicTeam 38,683 followers
- Works in #highperformance 100's of mentions

Great example of a creative way to get a ROI



It's a CCC STORE PODIUM DAY with Alex Harvey's Historic Bronze Medal Win at World Championships this morning! FREE SHIPPING until midnight!!! https://store.cccski.com/shop.php C'est une JOURNÉE PODIUM à la BOUTIQUE SFC grâce à la médaille ...See more



Be friendly



Skate Canada @SkateCanada Looking good in those white hats @NexxiceSR #synchro13 #canadianchamps pic.twitter.com/QdJbvalENf I View photo



Skate Canada @SkateCanada .@NexxiceSR wins the senior Canadian title (phote)! @LesSupremes silver and Edge bronze!(#synchro13 pic.twitter.com/UVkjvY9gry IVIII View photo

Feb 24

Feb 24



Be friendly



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Skate Canada @SkateCanada .@NexxiceSR wins the senior Canadian title (phote)! @LesSupremes silver and Edge bronze!(#synchro13 pic.twitter.com/UVkjvY9gry IVIIII View photo

Feb 24

Feb 24

- @nexxiceSR 424 followers
- @LesSupremes 301 followers
- #sychro13 1,000s of followers

Draw attention to your message outside the silo of your conference



CS4L / ACSV @CS4L_ACSV Choose your words carefully, once you say something to an athlete you can't take it back. John Herdman CS4LSummit Expand



Jan 30

Draw attention to your message outside the silo of your conference



CS4L / ACSV @CS4L_ACSV Choose your words carefully, once you say something to an athlete you can't take it back. John Herdman CS4LSummit Expand

- #CANwnt 1,000s of followers
- @CanadaSoccerEN 22,688 followers

Jan 30

Vested followers are important



U.S. Open Squash @USOpenSquash Nicol goes 2-0 up #usopensquash [1] Nicol David (Mas) v [Q] Joelle King (Nzl) 11-8, 11-6 ...

Expand



Oct 11

Vested followers are important



U.S. Open Squash @USOpenSquash Nicol goes 2-0 up #usopensquash [[] Nicol David (Mas) ∨ [Ω] Joelle King (Nzl) 11-8, 11-6 ... Expand

• @NicolDavid – 38,942 vested squash followers

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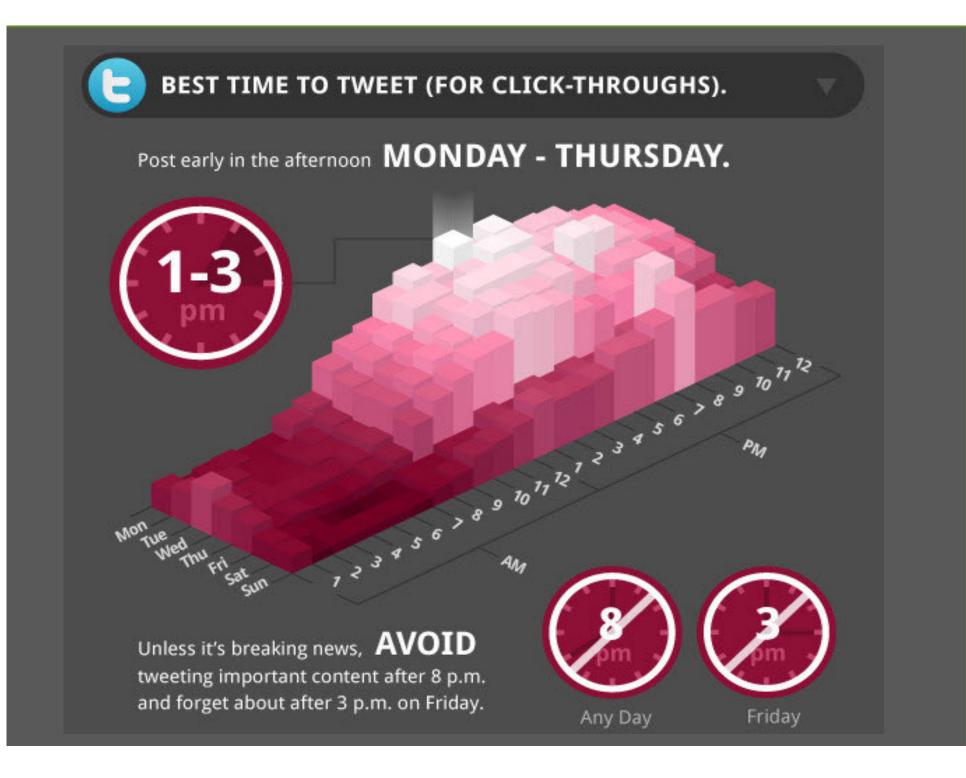
Oct 11

Science of Social Timing

- Twitter 4 to 10 times a day
- Facebook 1 to 2 times a day
- Facebook peak click-throughs: 1-4 pm
- Twitter peak click-throughs: 1–3 pm
- Learn the habits of your audience
- Google analytics will show your best traffic times



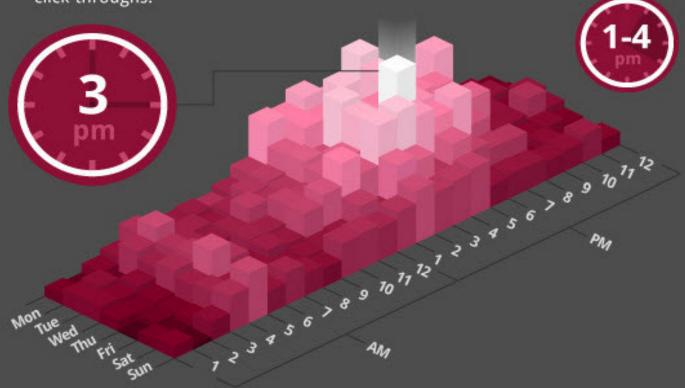






BEST TIME TO POST (FOR CLICK-THROUGHS).

Wednesday at 3 p.m. is the time for the absolute highest average click-throughs. Generally, links posted mid-week 1 - 4 p.m. bring high click rates.

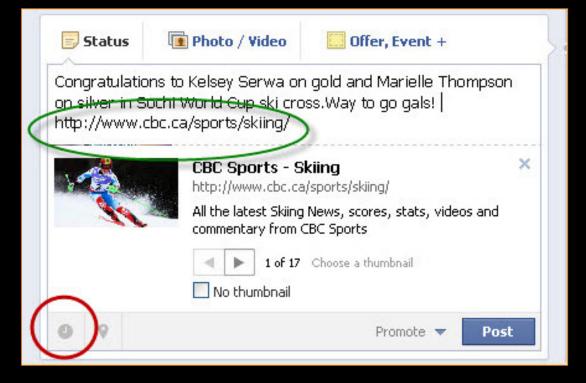


Facebook traffic ramps up about 9 a.m. and fades after 4 p.m.



but waiting until 11 a.m. may be a good idea if you're going for lots of click-throughs.

Use a scheduler to space out your tweets



During Your Event

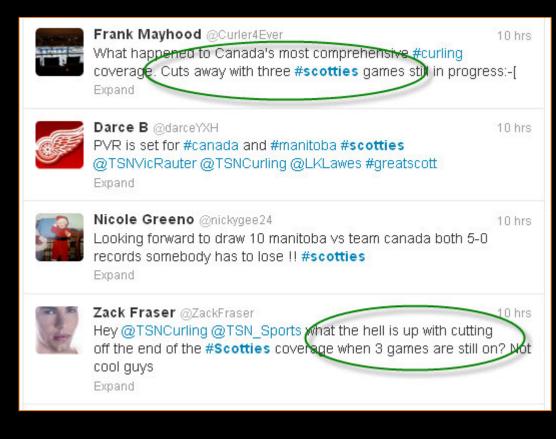
- Be as responsive as possible with results
- Include links to results
- Include links to press releases
- Use the Twitter handles of participants and their orgs
- Post photos and results on facebook.
- For results, this might be a time to post to both at once
- Use your hashtag
- Repeat important information, not everyone will have seen it.



MONITOR During the Event

- Pay attention to what is being said Monitor your #hashtag and comments on Facebook.
- Use tools like TweetDeck or HooteSuite.
- Don't overreact to negative comments, respond in a way that others can learn.
- There is an expectation that social media is an instantaneous source of results.

On the #scotties hashtag







Synchronized Skating Nationals



 Toque & Canoe @ToqueCanoe
 19 hrs

 Congrats to @tourismcalgary @skatecanada for a great
 19 hrs

 national synchro event! Such a beautiful sport. @CSSCBlackGold
 19 hrs

 pic.twitter.com/KWk6k4xrri
 10 hrs

 Retweeted by Skate Canada
 19 hrs

🗐 View photo



Measuring Success

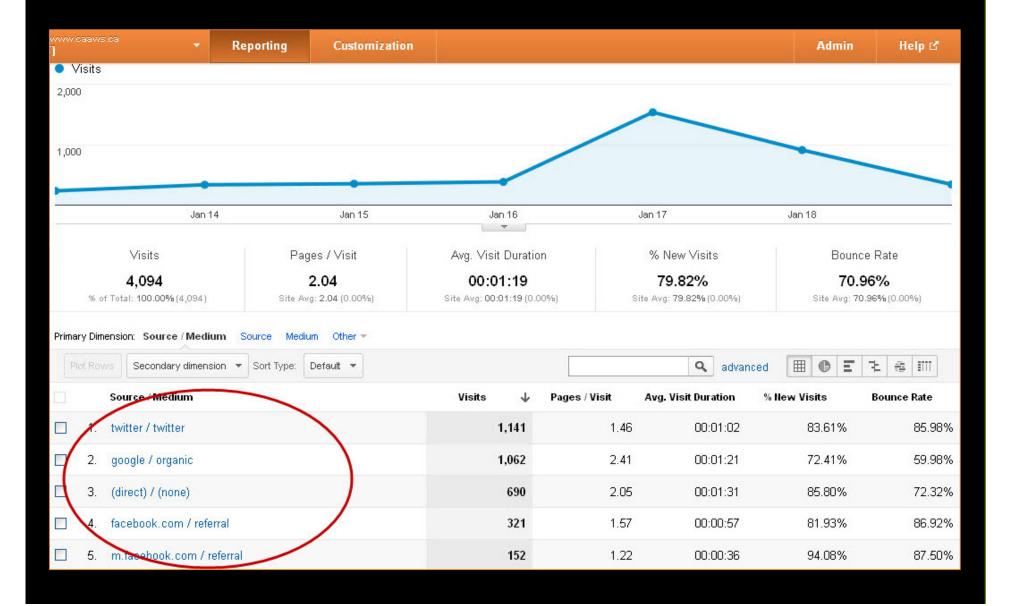
- Google Analytics
- TwentyFeet some free features
- Klout.com
- Facebook Insights
- Wildfire Social Media Monitor –some free features
- Hootsite (have to pay)

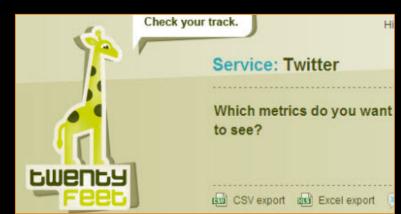


Your goal is to increase your reach



Google Social shows Twitter and Facebook as sources





Your goal is to increase your influence



Account CAAWS | Period: Last month (Jan 2, 2013 - Feb 1, 2013)

Klout.com

Discover Your Klout

WHAT IS KLOUT?

WHAT'S A KLOUT SCORE?

HOW CAN I USE KLOUT?



It Represents Your Influence

Klout measures your influence on a scale of 1-100—the average Klout Score is 40.

The greater your ability to drive conversations and inspire social actions such as likes, shares, and retweets, the higher your Score will be.

Did you know that the Klout score focuses more on the amount of conversation and interactions you generate rather than the volume of your posts? Being active is different from being influential. Learn more about the core concepts behind the Klout Score here.

What Klout Shows





Jennifer Heil



Cross Country Canada



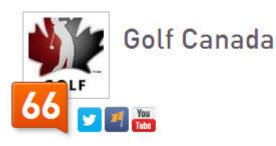
Field Hockey Canada



Canada Soccer



Basketball Manitoba



SIRC Sper Reserved Subligence sports 48

Measurement

- Want to achieve increases in your influence.
- Show your Board that social media is worth the time and effort.
- If you have not registered for these tools and you have an event coming up, do it now so you have a baseline.



In Summary

- Social Media is more than just being there.
- Need to draw attention to your organization and event through content connections and influencers.
- Plan your delivery of content during the event with hashtags and handles on Twitter, photos and links on Facebook.
- Monitor what people are saying about your event and respond if necessary.
- Set up tools in advance to measure your success.



Thank you Susan Dodge

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info@sirc.ca

Next webinars

www.sirc.ca/governance/webinars.cfm

March 26: Salary Study/Hiring Practices

Presented by: Ian Moss & Deloitte

April 23: Executive Agreement/Succession Planning

Presented by: Margo Crawford

May 21: Change Management

Presented by: Jennifer Birch-Jones & Alain Rabeau