

SOCIAL MEDIA FOR TRADE SHOW PROMOTIONS



Social Media for Trade Show Promotions

- Which websites
- Many examples of successful content
- Best use of each social media site



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On Twitter, Instagram, Facebook or LinkedIn:

#SkylineWebinar @SkylineWebinar





6 Great Reasons To Do Social Media for Trade Show Promotions

- 1. Increase awareness, exposure, visibility of company brand and new products
- 2. Drive greater traffic to the booth and other events you host at the show
- 3. Easiest way to **reach a large group**
- 4. Set up meetings with prospects, clients, press, and bloggers
- 5. Increase attendees engagement during show
- 6. Reach audience that missed the show and attendees who missed you at the show



Skyline

facebook.

twitter

Linked in

You Tube

Instagram

NORDPRESS

1.5 billion daily active users326 million monthly active users100 million daily active users

500+ million users 160 million active monthly

2.23 billion users

1.9 billion users5 billion videos watched a day

1 billion active monthly users 100+ million photos & videos uploaded per day

400+ million blogs worldwide 175 million unique visitors

Which Social Media Sites for Trade Show Promotions?





What <u>size</u> content to post on each site?



Share links to long form sites via multiple updates on short form sites



Tweet has a link to ...



"What if we have an (older, non-techy) audience not on Social Media?"

- BLOG: Write a blog post about why they should visit you at the show, and send emails that link to it
- 2. YOUTUBE: Upload a YouTube video about why they should visit you at the show, and embed them in your website and emails



"But what do we <u>say</u> on social media?"



There's lots of content you can share!



SOCIAL MEDIA FOR TRADE SHOW PROMOTIONS

30 Social Media **Content Ideas For** Your Trade Show Promotions



... and you can do more than one idea at a time in your messages!



1. Show name, your booth number, date you will be there



2. Your new product launch

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MSH @MissShorthairUK · 12h

WSP We are very excited to be launching our SS19 Collection at the Spring Trade Shows, starting with Top Drawer this Sunday!

Come and see us at one of the shows below for a first look at our best Spring/Summer collection yet!

#MSH #missshorthair #wholesale #SS19 #tradeshow



Sweet.gisele • Follow Gatlinburg Convention Center

sweet.gisele #introducing the #launch **%** of our #mens #collection at the @smokymtngiftshow in @visitgatlinburg #tennesseel #monday #mondaymood #shop #online #store #tradeshow #mug #rhinestone #apparel #animal #destination #zoo #zag #souvenir #resort #gift #instagood #sweetgisele

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 25 likes

 NOVEMBER 5, 2018

3. Show-specific product offerings

aila

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Aila Technologies @AilaTech - Jan 9 Need a sleek, seamless, #iOS-based self checkout? Aila and @MadMobile have partnered to showcase scalable, user-friendly solutions. Learn more at Aila's booth 1240 at #nrf2019



Aila + Mad Mobile: The Future of Self Checkout and mPOS - Aila Tech... Aila and Mad Mobile have partnered to deliver powerful, intuitive checkout solutions that are easy to use and simple to deploy. ailatech.com



Agio International @AgioFurniture · 21h There is still time to schedule! Make it a priority and plan to join us as we introduce 2020 Collections from our new brand @ApricityOutdoor at the Winter Las Vegas Market on January 27-31 #lvmkt #outdoorelevated



4. Product Demo Locations



👤 Follow

OMRON

CARLON ALTOMATION SARDICAL

Showing #RussellStoll #IEC60309 connectors with IP69k at @TNBCorporate @ABBNorthAmerica booth C-5228 @packexposhow



Omron Automation @OmronAutomation · 1h Don't miss our traceability demo featuring real laser-marked automotive components at AutoMobili-D this coming Monday at @NAIASDetroit. Barcode readers, RFID, mobile robots and more! booth #AD02b.

Learn more 듓 bit.ly/2QAyreW

#OmronAutomation #Traceability #NAIAS



5. Talks and presentations by your experts in your booth or for the show

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Sleep Number ② @sleepnumber · Jan 10 Our CEO Shelly Ibach and Katie Couric talk smart sleep tech at #CES2019 . Watch now! #SmarterSleep



T.Harris Enviro @THarrisEnviro · 12 Nov 2018 T. Harris is proud to announce that Richard Quenneville, Senior Director -Corporate Services, will be presenting at this year's PM Expo! You can still register for free here: microspec.com/reg/TBS2018/?_... #THEMexperts #TradeShow #PMExpo Don't miss **Richard Quennville's** upcoming presentation! I. HARRIS Keeping It Fresh: Administrative Controls for Better Indoor Air Quality Toront The PM Expo Thursday, November 29 from 1:00 PM to 2:00 PM South Building Room 215 Richard Quenneville, B.Sc., CIH, ROH BUILDINGS PEXPO T. HARRIS

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6. Special events and workshops you are hosting during the show



7. Show activities sponsored by your organization



Protect, Market and ...

Invention Home is pleased to announce our sixth consecutive year sponsoring the "Inventors Spotlight" area at the 2016 National Hardware Show. The ...

INVENTIONHOME.COM

8. Show discount or specials

UBM Advanced Manufacturing Events UBM Adv Mfg @UBMAdvMfg · Jan 9

If the early bird gets the worm, what does the super early bird get? Up to \$550 off your **#BIOMEDevice** Boston conference pass if you register by Feb 1! Get immersive education covering R&D, product development, embedded design, & IoT. Claim your pass here: ubm.social/ESCTw





Enjoy Capto! Happy putting with us!



captogolf Get your 10% off during Orlando PGA SHOW (Wed-Fri, Jan 22-25) and pick up your Capto unit.

We are happy to meet you at our booth No.# 3252

Looking forward seeing you there!

Enjoy Capto ! Happy putting with us!

@captogolf @pgagolfshows

#captogolf #captoputting #capto #puttingwork #puttingpractice #puttingcoach #puttingtechnology #puttingtech #shortgame #technology

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41 lik	es	_	

7 HOURS AGO

Add a comment...



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9. Offer a gift card if they visit you in your booth



IDEX H&S @IDEXHandS · 9 Dec 2018

Stop by booth #705 today through Tuesday at the ASCB EMBO Meeting. Discuss your cell culture habits based on application for a chance to win a \$25 **gift card**. #ascbembo18 #**tradeshow**



DISCUSS YOUR CELL CULTURE HABITS BASED ON APPLICATION FOR A CHANCE TO WIN A \$25 GIFT CARD.



SIS Wholesale Insurance Services @sis wholesale · 22 Oct 2018 SIS is coming to Sacramento's Big "I" Day! Come visit us at BOOTH #401 and enter to win a \$50 Visa Gift Card! #SIS #SISWHOLESALE #BIGIDAY #IBASACRAMENTO #TRADESHOW #SACRAMENTOCONVENTIONCENTER WHOLESALE INSURANCE SERVICES TUESDAY, OCTOBER 23, 2018 SACRAMENTO CONVENTION CENTER SIS Online 2.0 **VISIT US BOOTH # 401** 4000 1234 5678 ENTER TO WIN \$50 CUSTOMER VISA GIFTCARD 5678 9010 2 winners will be seleted 1234

See You There!

VISA

THANK YOU VALUED CUSTOMER

10.Games, contests, prizes in your booth

 SterlingEventsGroup @SterlingBuzz · 13 Aug 2018

 SterlingEventsGroup @SterlingBuzz · 13 Aug 2018

 Our Client had a great show! At one of the booths, they gave a chance for some lucky attendees to grab as much "cash" as they could in 20 seconds!

 #MondayMotivation #Conventions #TradeShow #Meetings #eventprofs



Belk Snap

Belkin International <a> @belkin · 2m Snap a photo at the Belkin booth for your chance to win a free bag of mobile power accessories! **#CES2019**

SNAP TO WIN A BELKIN SWAG BAG

Share a selfie from the Belkin Fast Charge Photo Corner and tell us what your favorite part of the Belkin booth (#30512) was for a chance to win.

A-N-D Inc. @AdvNetDevInc · Sep 24 5th annual Canadian Wireless Trade Show , Oct 28-29. Registration Free. canadianwirelesstradeshow.com/2015/attend/



Visit us at Canadian Wireless Trade show and enter draw to win Ekahau WiFi Mobile Edition software valued at CAD 550 For Free *!

> When: Oct 28-29 Where: Stand 524

> >

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11.Tell about free food and beverages in your booth

Can Sna

Candy People USA/Canada at Sweets & Like Page Snacks Expo.

May 24, 2016 - Chicago, IL - 🚷

Good morning trade show people! Stop by booth 250 at the Sweets & Snacks Expo to try our new #DalaHorse packaged candy and our CLEAN bulk candy! Our team is looking forward to meeting you! #SSE16 #noHFCS #notransfats #noGMOs #naturalcolors #bulk #fromsweden #sugarfree #gelatinfree #glutenfree





midamresexpo • Follow Greater Columbus Convention Center

midamresexpo Going into the new year like there's no tomorrow when it comes to the buffet line! $\Box \Box \overset{1}{l} + \overset{1}{\star}$ No worries, we'll have plenty of yummy foods to sample at #MAREXPO 2019! Register today for only \$49 before the price bumps to \$69 on JAN 9!

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6 like	es		
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12. Offer free registration to the show



Innovative Components, Inc. @knobsource · 19 Oct 2018 Innovative Components, Inc. will be exhibiting at @FabtechExpo on November 6th-8th at the Georgia World Congress Center!

Registration is FREE through November 2nd. Come see Booth A3020 to discuss how we can help with your upcoming projects.

#FABTECH18 #TradeShow





13. Come meet celebrity in the booth

... and leverage their own social media followers!



14. Photo opportunities for attendees in your booth



14. Photo opportunities for attendees in your booth



Multiplier Effect:

Attendees share your message with like-minded peers



SOCIAL MEDIA FOR TRADE SHOW PROMOTIONS

15. Who will be staffing your booth

Medi8 Golf @Medi8Golf · 10h

Team Medi8 are looking forward to heading to the @PGAShow. We'll be showcasing new products, introducing new clients and discussing exciting campaigns coming up in 2019! It's set to be our busiest year yet!

#11daystogo #PGAShow

media





tidaleffects • Follow

tidaleffects The Dream Team! @Booth #1556 - having fun on day 2 of Surf Expol Thanks to Kathy for modeling our Tidal Effects Bristol Beach Coverup around the show floor today! @stefology101 @nancysawyer7 @surfexpo #tidaleffects #surfexpo #wholesaleclothing #tradeshowlife #orlandoflorida

VITOFiltration @VITOFILTRATION · Jan 9 Week 2 in 2019, first trade shows already started! Step by at Horecava RAI Amsterdam - **Team** VITO Frituuroliefilters Benelux is looking forward to welcome you at the #blackandyellow booth. #vitofilter #**tradeshow** #letsgo #lastchance #oilfiltersystem



16. Post pictures & videos of your booth after the show starts



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17. Announce winners of prizes awarded at your booth



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Skyline Exhibits @SkylineExhibits · Mar 15 Congrats to our daily spa giveaway winner Melissa from @hansgroheusa! #ExhibitorLIVE #TradeshowZen pic.twitter.com/CLNPDDeMKA Gunther Mele @gunthermele · 14 Aug 2018 CONGRATULATIONS to Les Auxiliares Benevoles from Rouyn Noranda, Quebec! They placed their order with us at the Toronto Gift Fair and WON 50% OFF THEIR ENTIRE ORDER with our Scratch & Win promotion! #cangift2018 #TOGiftFair #tradeshow #scratchandwin





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SOCIAL MEDIA FOR TRADE SHOW PROMOTIONS

18. Create interaction with attendees

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Skyline Exhibits @SkylineExhibits

KT Stuart @IttyBittyKT · Mar 6

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Replying to @IttyBittyKT @exhibitorlive

Can't wait! We're looking forward to some warm weather & a nice relaxing #Zen experience

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2:43 PM - 6 Mar 2017



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19. Key prospect names you want to see

@ViolinMo	nster Hey th		11 Mar 2013 ass for you if you want to stop by the - Hope to see you!	
 •	13	•	Dayna Martin @DaynaMartin · Feb 7 Looking fwd to enhancing our trade show strategies at the #ExhibitorLive Conference #Marketing #professionaldevelopment	/
			Skyline Exhibits @SkylineExhibits Receive your FREE guest pass to #ExhibitorLive from @EXHIBITOR bit.ly/2jNgcDs	
			I I Skyline Exhibits @SkylineExhibits	*
			We hope to see you there!	

20. Personal invitations to current contacts



See you at CARTES show in Paris!

Heyden-Securit GmbH will be exhibiting at the CARTES tradeshow in Paris. Find us at the show <u>on booth 3 E o62</u> together with UltraID to take a

look at all our products and services.

I will be in Paris from Tuesday, 17th to Thursday, 19th lunch time. Please feel free to **arrange an appointment** with us or just have a smalltalk and a cup of coffee.

The Magicard Rio Pro Xtended and new HELIX retransfer

Spend some time on our booth to see all our exciting new innovations, including the brand new **TrustID Mobile app** and our new solution for the instant issuance of financial cards. Also featured will be our specialist labelling, price tag and event cardprinter, the **Rio Pro Xtended**, and of course the groundbreaking **Magicard Helix retransfer** printer, which will be available for orders at the show.

Feel free to give me a call or send an e-Mail to me. I hope we have the chance to talk to each other.

See you in Paris.

Best regards Oliver



Shelley Bransten • 2nd

Corporate Vice President, Global Retail & Consumer Goods at Microsoft 1d

I'm in NYC, all ready for NRF! I'm talking to retailers from around the world about how we can help them become even more customer obsessed - and wildly successful for years to come. I hope to see you at the Big Show!



Microsoft at NRF: Delivering on the promise of intelligent retail - The Official Microsoft Blog blogs.microsoft.com

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21. Map how to find you in the expo hall



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Napoleon Products @NapoleonProduct · 8 Jan 2018 All geared up for the the official start to #IBSOrlando, with a special guest appearance Tuesday from @Make_It_Right , at 11-11:30AM. You won't want to miss out! Find us at Booth #W3482 #NapoleonProducts #Tradeshow



John Murphy @John_HiTech · 13h

Repairs do not have to be a focal point on your finished concrete floor and I'm excited to show off our Polishable Repair Kit this year at @WorldofConcrete 2019. Come check out Hi-Tech Systems in the South Hall at booth S10750. Hope to see you there! #WOC19 #WOC2019



22. Names of companies that sign major deals with you at the show

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Stuart Whitehead • 3rd Founder, Jefferson Group 2mo • Edited

Derby's **Rolls-Royce** has secured a deal with China Eastern Airlines worth almost £850m. The agreement is for Trent XWB engines that will power a new fleet of 20 Airbus A350-900 aircraft and includes a TotalCare package.

The contract was signed at the first ever China International Import Expo, which is currently taking place in Shanghai.





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BREAKING NEWS from Expo Real 2018. Captain **David Marquina** and his phenomenal team have secured a 30,000 m2 off-market deal with Airbus at our P3 Illescas park, south of Madrid. Work will start on site before the end of 2018, with delivery is planned for the third quarter of 2019. The park is part of the Platforma Central Iberum, a 350-hectare sustainable logistics and industrial zone. The new facility has been designed to achieve BREEAM Very Good certification. The new Airbus logistic hub will be the second P3 logistics warehouse in Illescas, where it now has close to 200,000 m2 built or under development. P3 is currently offering a plot suitable for a new 53,000 m2 Build-to-Suit logistics facility on the park. **#airbus #illescas #P3illescas #logistics**



P3 signs Airbus for Madrid region logistics park p3parks.com
23. Names of happy clients who came by your booth



24. Names of partners you met with

MRL

My Resource Library @MyRscLibrary · 9 Nov 2018 One of the many reasons we love tradeshows is visiting our outstanding manufacturing **partners** and seeing their exciting innovations. Great seeing MRL friends from Montisa! Congratulations on a great show!

#wheresmrl #tradeshows #edspaces2018 #educationdesign #designforeducation



CHERRY MX @cherrymx · 2m At @CES 2019 our CEO met with the @FNATIC CEO Sam Mathwes. We're looking forward to the future cooperation! #cherrymx #ces2019



25. Be a source for relevant content by reporting on the show itself



Robert Antoshak @RAntoshak · Feb 20 Fashion United - Fall Winter 2017-18 Ispo Trade Show Overview fashionunited.com/news/fashion/f...



Juan Carlos Bagnell @ @SomeGadgetGuy · 6m Some post #CES2019 commentary - What it was like hosting Newegg's Award Show - Chatting about Apple Sales Woes - and after tax cuts/repealing #NetNeutrality AT&T still cuts 7000 Jobs - #SGGQA podcast 075 -



#SGGQA 075: What I Saw at CES 2019, Apple Sales Woes, AT&T Cutti...

Apple sales woes continue to put pressure on the company. Will iPhone prices get slashed sooner than expected? Carriers have promised to stop... somegadgetguy.com

26. Trending things for your company



pic.twitter.com/5i6u3UNBsi

27. Any relevant awards you won just before the show



Whirlpool Corporation

"This year, we've expanded our CES presence, including smart home products from our larger brand portfolio to showcase how each empowers our consumers to connect to more." - Brett Dibkey, Whirlpool Corporation vice president, brand and strategy in North America. #ConnectToMore #CES2019



Whirlpool Corporation Earns Five CES® 2019 Innovation Awards whirlpoolcorp.com



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Lambay Irish Whiskey Company • 3rd Lambay Irish Whiskey Company (DAC) 1w • Edited

Wow! Such great news to start the New Year. We just found out that our #LambaySingleMalt Irish Whiskey was awarded a Gold medal in TheFiftyBest.com - Best Irish Whiskey during a blind Irish Whiskey tasting! Now that's worth celebrating!

#irishwhiskey #lambay #whiskey #goldmedal #thefiftybest #award #uncorktheunique



28. Any awards you won at the show



Skyline Exhibits shared Exhibitor Magazine's photo. TRADE Skyline Exhibits shared Exhibitor Wagazine -Published by Kayla Kristine (?) - April 4 at 8:23am - 🛞

Our staffers having fun celebrating the Best of Show-Large Booth Award at ExhibitorLive! It's Vegas after all!

http://www.skyline.com/.../skyline-global-h.../news/bos-award-17



Exhibitor Magazine with Nik Fradgley at Q Mandalay Bay Convention Center. April 3 at 3:39pm - Las Vegas, NV - 🚱

Best of Show Large Booth: Skyline Exhibits Photo: Exposures, Ltd. Photography



39,459 followers

. . . + Follow

It's been a busy week here at CES Las Vegas and a very memorable one. We'd like to thank Edmunds for naming BYTON as the winner of the 2019 CES Tech Driven Award! Come to our booth and see how we are developing next-gen technology to improve your driving experience.

#BYTON #BYTONCars #BYTONxCES2019 #CES19 #timetobe https://lnkd.in/f77-9Ky



29. Remind them to save the date!



30. Tell the benefits your products and services offer



31 to infinity:

Create your own content ideas!

6 Content Levels For Your Social Media Trade Show Promotions

- "The <u>giveaways, contests, education, prizes, experts,</u> <u>celebrities, performances, presentations, discounts</u> you'll get when you meet us at XYZ show."
- 2. "The <u>prize</u> you'll get when you <u>watch a demo</u> of our <u>new</u> product at XYZ show."
- 3. "<u>Proof</u> of the <u>breakthrough benefits of the new products</u> we will <u>demo</u> at XYZ show."
- 4. "The new products we will have at XYZ show."

Try for one of these every show

- 5. "These are the products we will exhibit at XYZ show."
- 6. "See us at the XYZ show."

Only do this with photos/videos



Social Media and Trade Shows: Not competitors, but natural partners!



Social media promotes your trade show presence



Trade shows make great content for social media

Specific advice for each site







#Hashtag

To help get found, use the show's hashtag with Twitter, Facebook & Instagram posts.









When should you use Facebook for business marketing? Any of these:

- You have a consumer product (even if you exhibit to reach B2B distribution)
- 2. You already create content for Twitter and LinkedIn
- 3. You have very high average sales price
- 4. You have committed customers
- 5. You have a long sales cycle

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- 6. You have a high market share
- 7. You can afford to pay for access to all your Facebook followers

THE ISSUE WITH



How many of your followers you <u>think</u> see your Facebook status updates



Yet, Facebook CAN produce results

(†

12,000 views 600+ likes via Facebook!



~

Gulfstream Aerospace Corporation

November 17, 2016 - 🚱

 12K Views

 Like
 ■ Comment
 ◆ Share
 ■ ▼

 O O O Hans-Erik Wagner Jensen, Tobias Kramer and 611 others
 Top Comments ▼

Same show promo video gets 5 times views on Facebook versus YouTube









Why LinkedIn is the new favorite:

- 1. Large, growing audience is all B2B
- 2. Great connections with less effort than Twitter
- 3. Status update better than Twitter
- 4. Groups exist for your prospects even trade shows
- 5. People are following you and your company
- 6. Communicate with prospects via status updates, group discussions, posts, and InMail

LinkedIn Status Update, Pre-, At-, and Post-Show Promotions and Videos



Pre-Show

Christina Wiese Dedicated and enthusiastic marketing specialist 2mo

Ken Steury and I are at the **#RentalShow**, and YOU should be too! Stop by booth #2437 to see the latest from Western Global and learn how to make **#easymoney** with fuel tanks.



At-Show

ADS, Inc.

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Did you miss **#SHOTShow2018**? We compiled a list of what had the media buzzing in the ADS booth. Get caught up by reading our recent blog. Featuring: @Phokus Research Group, Raptor Products, Sarcos Robotics, and more! #SHOTShow #ICYMI https://lnkd.in/eRfeGR9



SHOT Show Recap: Industry-Leading Technology in the Spotlight adsinc.com

Post-Show

LinkedIn Posts as a Pre-Show Promo



Personal Post

Company Post

LinkedIn Groups Managed by Trade Shows

HIMSS



HIMSS is a global, cause-based, not-for-profit organization focused on better health through information technology (IT). ... 7,775 discussions • 164,079 members Similar

PACK EXPO [Member]



CES

Welcome to all Packaging Professionals! Join this group for year round connections to the packaging supply chain. 5,034 discussions • 10,085 members Similar

CES

If you're in the consumer technology business, nothing compares to CES®. Connect with key players and decision makers, ... 2,911 discussions • 18,360 members Similar



IMTS - The International Manufacturing Technology

Show International Manufacturing Technology Show September 12-17, 2016 McCormick Place - Chicago, Illinois 1,446 discussions • 3,493 members Similar



Join

Post

Join





Pre-show and post-show group discussion from same exhibitor



--- 3mo

Looking Forward to the NACS Show in October!

We light up Las Vegas! Federal Heath's Gaming provides custom interior and exterior signage, sign maintenance and lighting solutions for the Gaming industry. Bet on a sure thing- Federal Heath Sign.



Federal Heath Sign Company GAMING We light up Las Vegas! Federal Heath's Gaming provides custom interior and exterior signage, sign maintenance and...

Like Comment



Robert Shearin National Account Executive at Federal Heath Sign Company ••• 2mo

Awesome Show This Year, Thanks for Visiting with Us.

A quick look at DuraColor's screen printing and digital imaging turnkey capabilities along with its state of the art finishing equipment. Why go anywhere else for your brand graphics?



DuraColor

A quick look at DuraColor's screen printing and digital imaging turnkey capabilities along with its state of the art finishing...

Like Comment | 👌 1



LinkedIn Trade Show Groups

Find Yours! Search <u>Groups</u> on:

- a) Specific show names you exhibit at
- b) Your industry name + "show"
- c) Your industry or client's job titles







Why Instagram?

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- 25 Million+ business profiles worldwide.
- **2 Million+** advertisers worldwide use Instagram to share their stories and drive business results (including Kylie Jenner, so I mean... like, c'mon).
- **60%** of people say they discover new products on Instagram.
- 200 Million+ Instagrammers visit at least one Business Profile daily.
- 80% Increase in time spent watching video on Instagram.
- **1/3** of the most viewed stories are from businesses.



What's the "Swipe-Up"?

- Get followers directly from the app to a product page
- Post photos of your booth on your Story that link directly to your website or microsite
- Makes it easy for your followers and potential customers to make a purchase
- Requirements for "Swipe Up" feature:

Skyline

- Must have an Instagram Business Account
- Must have at least 10,000 followers
- Have over 10K followers? Here is how to do it:
 - Choose your Story image and click the link button
 - Enter the URL where you want users to redirect
 - Add text or emojis tempting your followers to swipe up



Types of Ads on Instagram

- Stories ads
- Photo ads
- Video ads
- Carousel ads
- Collection ads
- Target your ads
 - Location
 - Demographics
 - Interests
 - Behaviors

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• Lookalike Audiences











Example of Successful YouTube Pre-Show Promotion: LAX Gadgets at CES



Example of Successful YouTube Pre-Show Promotion: LAX Gadgets at CES

- 1. Included show name, year, and their company name in the title
- 2. Gave their booth number
- 3. Included show logo & location
- 4. Gave reasons to visit at show (new products)



Example of Successful YouTube Pre-Show Promotion: The Rag Company



Example of Successful YouTube Pre-Show Promotion: The Rag Company

- 1. Included show name, year, and their company name in title, as well as featured products and booth number
- 2. Video features how to find their booth, featured products, Twitter handles, and a cross-promotion



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Example of a YouTube Post-Show Promotion: Monkey Bidouille at CES



Example of a YouTube Post-Show Promotion: Monkey Bidouille at CES

- 1. Video features candid videos of their experience before and during show
- 2. Included show name, year, and their company name in the description
- 3. This video was shared on other social media outlets too

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Blog Search Engine

	Blog Search Engine	Blog	Search tips	Contact us	Submit Blogs	Subscribe		
			Blog	gSea	rchEn	gine.or	g	
Search Term → CES 2019 Search!								
	🔶 Favorites	S	o Stumble	eUpon	Del.icio.us	Google Bookn	narks	



About CES - CES 2019

https://www.ces.tech/About-CES.aspx

CES showcases more than 4,500 exhibiting companies, including manufacturers, developers and suppliers of consumer technology hardware, content, ...

CES 2019: All the news, previews and analysis you need from the ...

https://www.techradar.com/news/ces-2019



5 hours ago ... CES 2019 is now in full swing, and we've been hard at work covering the show live all week. We've seen major keynotes from Intel, LG, ...

Conference Program - CES 2019

https://www.ces.tech/Conference/Conference-Program.aspx



With more than 300 sessions, the **CES** conference sessions touch on nearly every topic arising from the show floor, including key trends and emerging ...

CES 2019 Liveblog Day 3: Wednesday's News and Photos, Live ... https://www.wired.com/story/ces-2019-liveblog-day-3/



21 hours ago ... That's a wrap for Wednesday's liveblog. We'll be back with one more day of live coverage from the expo floor at **CES** on Thursday. Meantime ...

Registration Information - CES 2019

https://www.ces.tech/Logistics/Registration-Information.aspx

CES Attendee Registration includes access to **CES 2019** exhibitors, keynote addresses, SuperSessions and select conference programming on a first-come, ...

Live: NVIDIA Press Event at CES 2019 | NVIDIA Blog

https://blogs.nvidia.com/blog/2019/01/06/ces-live/



4 days ago ... The media has been let inside for the @nvidia CES 2019 press conference. Can't wait to find out what will be Unveiled! Be sure to watch the ...

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WIRED

CES 2019 LIVEBLOG: WE'RE HERE IN VEGAS, TOUCHING ALL THE GADGETS



AMY LOMBARD



TWEET

LOOKING FOR THE latest news? Tuesday's liveblog is running live updates right now.

Goodnight, CES

That's a wrap for Monday's liveblog. On Tuesday morning, the expo halls open up to reveal miles and miles of sparkling,







The wheel is so 2018. This is Hyundai's justrevealed insect-like concept car. Yes, those are legs you're looking at, and they allow it to climb over difficult terrain, ford rivers, and clamber over crumbled concrete wired.trib.al/pwKZxSM



Hyundai's Insect-Like Concept Car After 5,000 years of transportation advances built on the ability to roll from A to B,





wired First cars rolled, next, they might walk and fly. This is Hyundai's just-revealed insect-like concept car. Yes, those are legs you're looking at, and they allow it to go where few cars—if any—have gone before. It can climb over difficult terrain, ford rivers, and clamber over crumbled concrete. Goodbye, wheel. You've had a good run. Click on the link in our bio to find out more about Hyundai's insect-like vehicle. □: Hyundai

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SOCIAL MEDIA FOR TRADE SHOW PROMOTIONS

77

...

Social Media Tips From Your Peers

- "Make the posts fun and personable."
- "We keep it light, and humorous, which then can lead to the attendee starting the conversation."
- "Present quality information with repetition."
- "Social media has attracted journalists and bloggers to our booth, which in turn has increased industry traffic."
- "We have a dedicated person who is doing social media around each event."

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Better Prepared for Social Media for Trade Show Promotions?

- Know what marketing goals
 to achieve
- Know which social media websites to use
- Know many kinds of useful content to post
- Know best use of each site

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Your presenter:



North America's leading designer and builder of custom modular exhibits and portable displays



Island Exhibits



Modular Inline Exhibits



Portable Displays



Your presenter:



Provider of free trade show education



Live Seminars

Skyline TRADE SHOW TIPS

Hello Trade Show & Event Marketers,

The Spring trade show season is quickly passing us by, but don't let it slip away! Big shows are coming in April, May, and June such as NAB, Lightfair, ICSC RECon, and InfoComm.

Make the most of your next trade show by exhibiting at a top show, speaking at the conference, or selecting the booth staffers who you know can connect with your audience.

We have helpful trade show tips for you this month on how to maximize your event presence.

Sofia Troutman Customer Engagement & Industry Relations Manager Skyline Exhibits

March's Featured Articles

Why Speak At Conferences & How to Overcome The Barriers
 Major New York Trade Shows & Conventions
 The Beauty of Multiple Personalities

E-Newsletter

- Top North American Trade Shows: Q2 2017
 Free Webinar: 18 Hidden Rules of Trade Sho
- Free Webinar: 18 Hidden Rules of Trade Show



Blog



Books & White Papers

Skyline°

FREE BOOK: Using Promotions & Social Media To Get More Trade Show Visitors



- 64-page book containing 28 articles, half geared to trade show promotions, and half about integrating social media with your trade show program.
- Use the ideas in this book to get more brand awareness, attendees, leads, and sales from trade shows.

FREE WHITEPAPER: Exhibiting with Technology



This study is a deep dive into the current and expected future use of technology and digital content by trade show exhibitors. The goal of this report is:

- Provide a snapshot of current technology and digital content usages
- Provide exhibitors with insights as to the greatest benefits and pitfalls tech can bring to their trade show program

SkyRise[®] Exhibit System



What makes this product unique?

- Ease of use
- Speed of set-up
- Flexibility Structural

SkyRise allows you to build big and a toolless cam lock connection makes installation quick and easy. Learn more about SkyRise with our free brochure!



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SOCIAL MEDIA FOR TRADE SHOW PROMOTIONS



SOCIAL MEDIA FOR TRADE SHOW PROMOTIONS

