# SCIAL STRATEGY STRATEGY

# WHAT DIFFERENTIATES YOU?



- > What's your elevator pitch?
- ➤ Gather best testimonials
- ➤ What makes you unique?
- > Craft a compelling story



## HOW WILL YOU EXECUTE?

- ➤ What do you need to learn?
- ➤ What tools are necessary?
- ➤ Who is responsible?
- ➤ How will you measure?



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# WHO IS YOUR CUSTOMER?



- > What age bracket?
- ➤ Gender?
- ➤ Location?
- ➤ College degree?



## WHERE IS YOUR AUDIENCE?

- > Are they online?
- > Where do they shop?
- > Belong to associations?
- ➤ Publications they read?

# WHAT ARE YOUR GOALS?



- ➤ Establish your brand?
- ➤ Increase visibility?
- ➤ Generate traffic to website?
- ➤ Grow sales & revenue?



# WHEN WILL YOU COMMUNICATE?

- > What social networks?
- > How often will you post?
- ➤ Will you blog?
- ➤ Will you use visuals/video?

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**RJ Shavelson** 

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