

# SoLoMo 2012

Todd Frederick ACM-Chesapeake Regional Digital Sales Director







# SoLoMo 2012

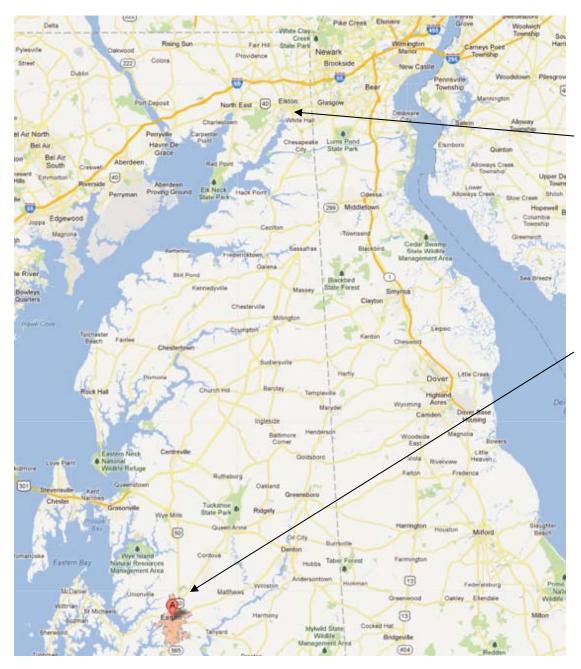


Deployed (so far) in 2 markets

**Maryland:** 

**Easton Star Democrat** 

**Elkton Cecil Whig** 



## Maryland:

## **Elkton Cecil Whig**

13k circulation @ 3 days/wk121k Unique visitors/mo

## **Easton Star Democrat**

16k circulation @ 6 days/wk77k Unique visitors/mo

## The Deployment



- Current
- Dormant
- New Advertisers





Deployment Information for

## **ACM**

## **Chesapeake Publishing**

ADVERTISER WORKSHOP (with Mike Blinder):

Tuesday April 10th in Easton, MD

Wednesday April 11th in Elkton, MD

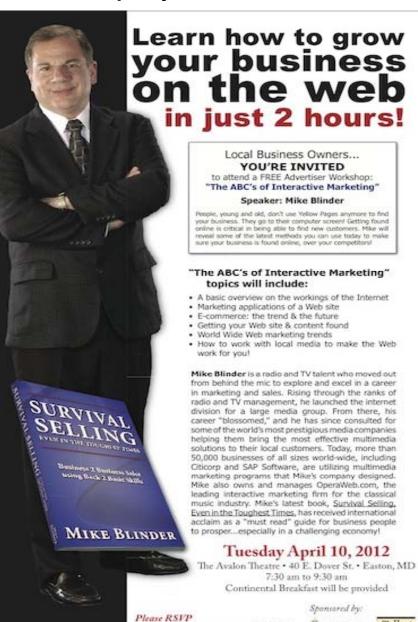
Sales Engagement Week: April 16-22nd, 2012

With Blinder Associate/Trainer-Closers:

Barbara Wickman in Easton, MD

Frank Dorf in Elkton, MD

## The Deployment



tfrederick@cbespub.com

STARDEM

Or call

410-822-1500



## **Qualify Prospects:**

When you are inviting businesses to the event, or setting up sales calls for the Blinder Associate/ Closer coming to town; try to have these 6 criteria met for the attendee of the workshop. We are looking for "DELMAR" in every call:

- DECISION MAKER- is this a business owner or manager who can say
  "yes?" Or, is the attendee someone who must take the information "up the line" to
  a boss or other manager? Try to target "Decision Makers". And, don't forget any
  influencers (partners, media consultants)
- ESTABLISHED- is the person representing a business currently open and
  generating revenue? Or, is it a "start up" business that is in planning or in initial
  phases of gaining momentum? Try for an Established business. Many people
  who are starting businesses are great prospects for "down the road" advertising
  campaigns. But, remember, this sales effort will be highly focused on near term
  closing over a short period of time!
- LOCALLY FOCUSSED is the business interested in local customers from your area of influence. Some local businesses offer their products globally. Our "core competency" is turning our local readers into their Local customers.
- MARKETING BUDGET- has the business you are targeting performed any marketing/ advertising in the past? Either with you or with competing media? We prefer someone who has Marketed in the past since we know they can spend money and have a need to advertise. Again, we are looking for those likely for a near term close, through this effort.
- AFFORD THE OFFERING based on the size/ scope of the business, can they Afford the "price point" of the basic package being offered?
- RAPPORT ESTABLISHED- have you met this person and established
  any form of Rapport or trust? If not, you should do so prior to inviting them to a
  Workshop. Or, setting up a sales call. We suggest no less than 2 meetings prior to
  prospecting them for this sales effort.

Remember, the higher the "DELMAR" the higher the odds to close!

Some people will be attending based on the marketing we perform. They will register for the event and should be assigned to specific sales reps to be their "hosts" If a person attending is assigned to you as a new prospect, please call them prior to the workshop (or visit them) and perform an evaluation:

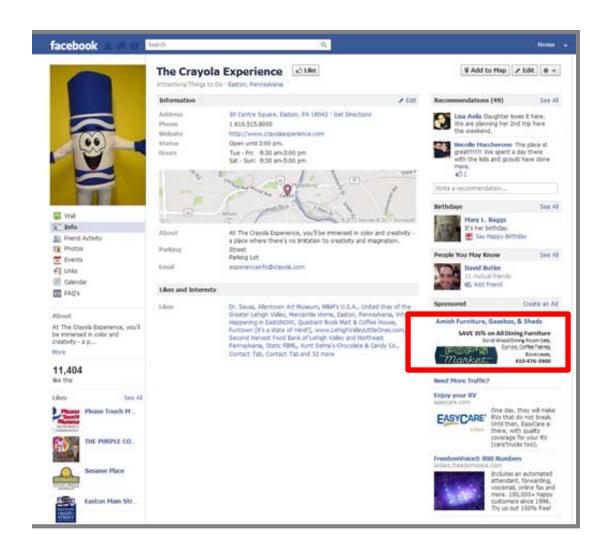
# **Built Folders for Every Call:**

- Competing media
- Look at their Web site pages
- Look at Search Rankings





60,000/ month 300 x 250 ROS



75,000/ month
Impression based
Geo-targted



Trappe MD Sheds

Advanced Search Language Tools

Google Search (I'm Feeling Lucky)

Advertising Programs - Business Solutions - About Google

©2009 - Privacy

### Search

About 1,290,000 results (0.14 seconds)

### Everything

Images

Maps

Videos

News

Shopping

More

Elfers, FL Change location

Show search tools

## Amish Made Wood Vinyl Storage Sheds Furniture Eastern Shore ...

Located just below Easton along Rt. 50 in Trappe MD, this popular family owned ... distributors of fine quality to Amish built sheds & gazebos in all sorts of sizes, ...

### Places for Sheds near Trappe, MD

### Pop's Market www.popsmarket.com 1 Google review

Backyard Collections

www.thebackyardcollections.com Place page

Two B Storage & Sales maps.google.com Place page

More results near Trappe, MD »

### A 4093 Ocean Gateway Trappe (410) 476-3900

101 Marlboro Ave # 1 Easton (410) 770-3372

© 32303 Matthewstown Road Faston (410) 763-7250

## Build Shed Trappe MD | Shed Builders | Build Enclosure

www.servicemagic.com > ... > All Contractors in Maryland

Shed and Enclosure Contractors Directory for Trappe, Maryland MD. Find Customer-Rated, Prescreened Home Improvement Professionals for Trappe, MD.

### Storage Shed Builder Trappe MD | Build Shed, Barn, Playhouse

www.servicemagic.com/.../Trappe-MD/Shed-Barn-or-Playhouse-Bull... Find Shed, Barn or Playhouse Contractors in Trappe, MD to help you Build a Shed, Barn, or Playhouse. All Trappe contractors are prescreened.

### Shed Repair Trappe

ic.com/.../Trappe-MD/Shed-Barn-or-Playho aned, Barn or Playhouse Contractors in Trappe, MD to help you Re Barn or Playhouse. All Trappe contractors are prescreened.

### Eastern Shore of Maryland Sheds, Gazebo, Farm Equipment, Amish.

finditinchesapeake.com/../Eastern-Shore-of-Maryland-Sheds-Gazebo... Pop's Market in Trappe, MD provides the eastern shore of Maryland with sheds, gazebo, farm equipment, amish furniture, golf carts & more.

## Storage Sheds Barns, Swing Kingdom Swingsets, Country Lane

ebackvardcollections.com/

tections offers you vinyl swingsets, storac pams, gazebos, outdoor lawn furniture, per-... pleasure ...

## Sheds and Storage - Trappe, MD - Newszap - Delmarva Yellow Pages

delmarvayellowpages.newszap.com/MD-Trappe/Sheds-and-Storage

Find Sheds and Storage local business listings in & near Trappe, Maryland. Get Sheds and Storage business addresses, phone numbers, driving directions, ...

### foursquare :: The shed :: Trappe, Maryland

https://foursquare.com/v/the-shed/4cc2e828914137049395b755

## Map for Trappe Marvla

**6** 6 6

www.shedseasternshore.com

Eastern Shore of Maryland Shed..



Ads - Why these ads?

### Amish Storage Sheds

www.backyardandbeyond.net Buy Directly From The Manufa Made By Skilled Amish Crafts

### Clearance Center Shed:

www.shedliquidators.com/

Shed Prices Hundreds Below Warrantied Delivered & Insta

## Storage Sheds Marylan

www.barns.com/ Buy barns, stables, garages & On sale Maryland. Get quote:

## Clearance Center Shed:

www.backyardbuildings.com/ Shed Prices Hundreds Below Warrantied, Delivered, & Insta

### **Sheds Maryland**

www.mvsheds.net/

Pre-Fab Double & Two Story & Sheds. Built On-Site. MD, \

### Amish Sheds & Barns

www.homesteadstructures.co/

Amish Sheds from Lancaster to your backyard anywhere in osk

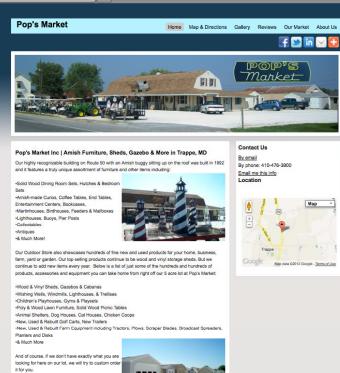
### Amish Sheds Direct

www.shedsunlimited.net/ Custom Built Sheds, Garages, Barns Vinyl and wood building Direct

### **Sheds**

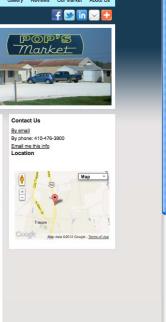
www.homedepot.com/

homedepot.com is rated \*\*\*\* Get It Installed By The Experts at



Eastern Shore of Maryland Sheds, Gazebo, Farm Equipment, Amish Furniture, Golf Carts

🕏 Email Marketing... 🦳 chicago casual e... 🔯 Most Visited 🔻 🕲 Getting Started 🦙 Latest Headlines 🔻



Q 🏚

» Bookmarks ▼



Trappe Maryland Sheds

Places for Sheds near Trappe, MD

About 1,290,000 results (0.14 seconds)

## Search Everything

Images

Maps

Videos

Shopping

Elfers, FL Change location

Two B Storage & Sales maps.google.com Place page More results near Trappe, MD »

## Amish Made Wood Vinyl Storage Sheds Furniture Eastern Shore ...

## www.popsmarke.com/ Located just below Easton along Rt. 50 in Trappe MD, this popular family owned ... distributors of fine quality to Amish built sheds & gazebos in all sorts of sizes, ...

### Pop's Market A 4093 Ocean Gateway 1 Google review

Trappe (410) 476-3900 8 101 Marlboro Ave # 1 Easton (410) 770-3372

© 32303 Matthewstown Road Easton (410) 763-7250

## Build Shed Trappe MD | Shed Builders | Build Enclosure

www.servicemagic.com > ... > All Contractors in Maryland

Shed and Enclosure Contractors Directory for Trappe, Maryland MD. Find CustomerRated, Prescreened Home Improvement Professionals for Trappe, MD.

## Storage Shed Builder Trappe MD | Build Shed, Barn, Playhouse

www.servicemagic.com/.../Trappe-MD/Shed-Barn-or-Playhouse-Buil... Find Shed, Barn or Playhouse Contractors in Trappe, MD to help you Build a Shed, Barn, or Playhouse. All Trappe contractors are prescreened.

Find Shed, Barn or Playhouse Contractors in Trappe, MD to help you Repair a Shed, Barn or Playhouse. All Trappe contractors are prescreened.

### Barns, Swing Kingdom Swingsets, Country Lane

The Backyard Collections offers you vinyl swingsets, storage sheds & barns, gazebos, outdoor lawn furniture, pergolas and more for your outdoor living pleasure ...

Sheds and Storage - Trappe, MD - Newszap - Delmarva Yellow Pages delmarvayellowpages.newszap.com/MD-Trappel/Sheds-and-Storage Find Sheds and Storage local business listings in 8 near Trappe, Maryland. Get Sheds and Storage business addresses, phone numbers, driving directions, ...

### foursquare :: The shed :: Trappe, Maryland

### Map for Trappe Maryland Sheds



### Ads - Why these ads?

### Amish Storage Sheds

Buy Directly From The Manufacturer. Made By Skilled Amish Craftsmen.

### Clearance Center Sheds

Shed Prices Hundreds Below Retail! Warrantied, Delivered, & Installed.

## Storage Sheds Maryland

www.barns.com/ Buy barns, stables, garages & more. On sale **Maryland**. Get quotes.

### Clearance Center Sheds

ed Prices Hundreds Below Retail!

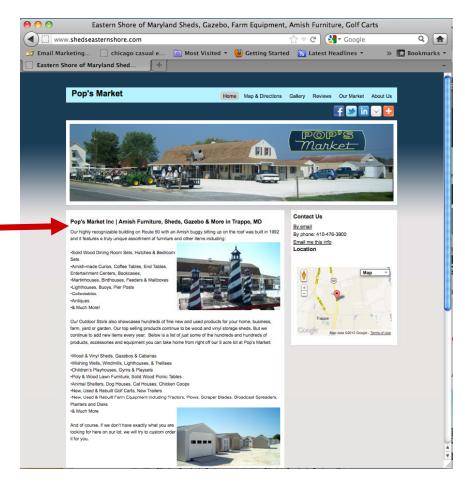
### Sheds Maryland

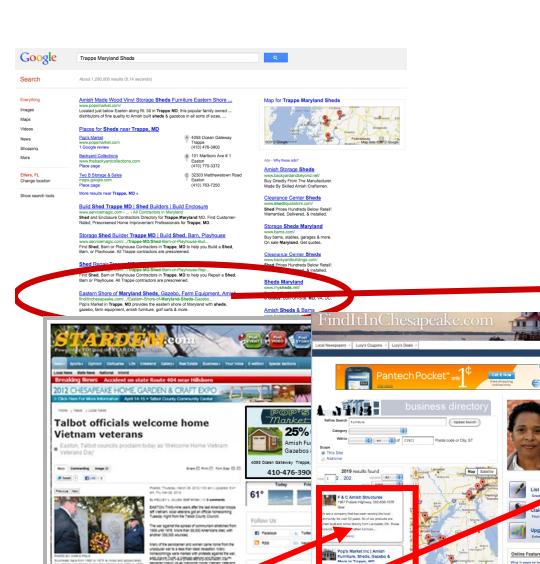
## Amish Sheds & Barns

### Amish Sheds Direct

Custom Built Sheds, Garages, Barns Vinyl and wood building Direct

Get It Installed By The Experts at





e-Mail Lis

A A County 44 Calvert St Ste 1, (410) 437 6677

A & K Custom Upholstery for Autos and

A & C Kitchens & Baths

, (302) 651 0191 Wilmington

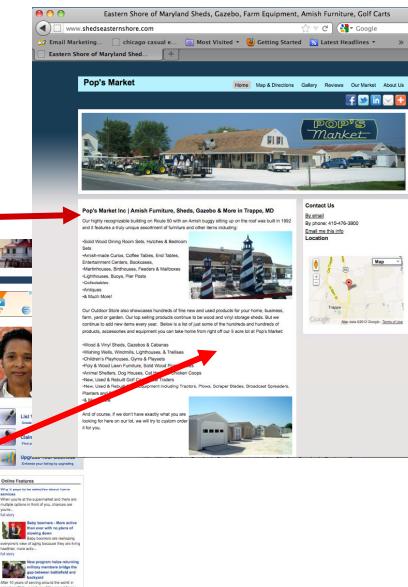
search by category

CON, B. Sgt. Etward P. Ayen, S. Sgt. Thomas SPI Joseph M. Easin, 1st U. Lavrence H. I Hilliam A. Staughter Jr., M. Sgt. Berganin F. , SPI Prittip E. Yeslend, Cpl. Thurman H. Hilman

rank you all for what you did," sale Duncan, who has several family members in the military, including a son in the U.S. Manne Corps. "This is well obserts no family." annual (E)

More Online Features

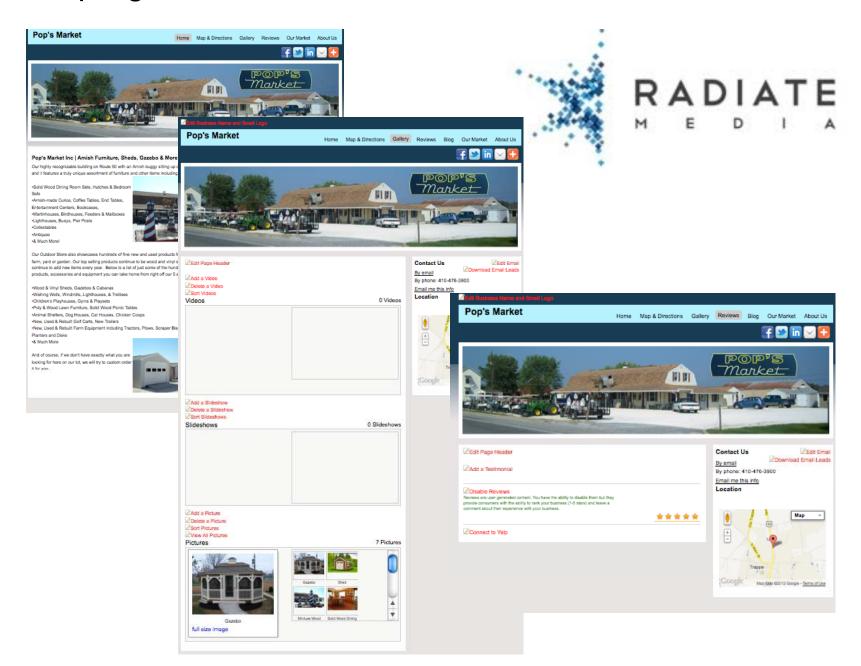
Millions Rush To Refi After Credit Score Requirements Have Been Eliminated



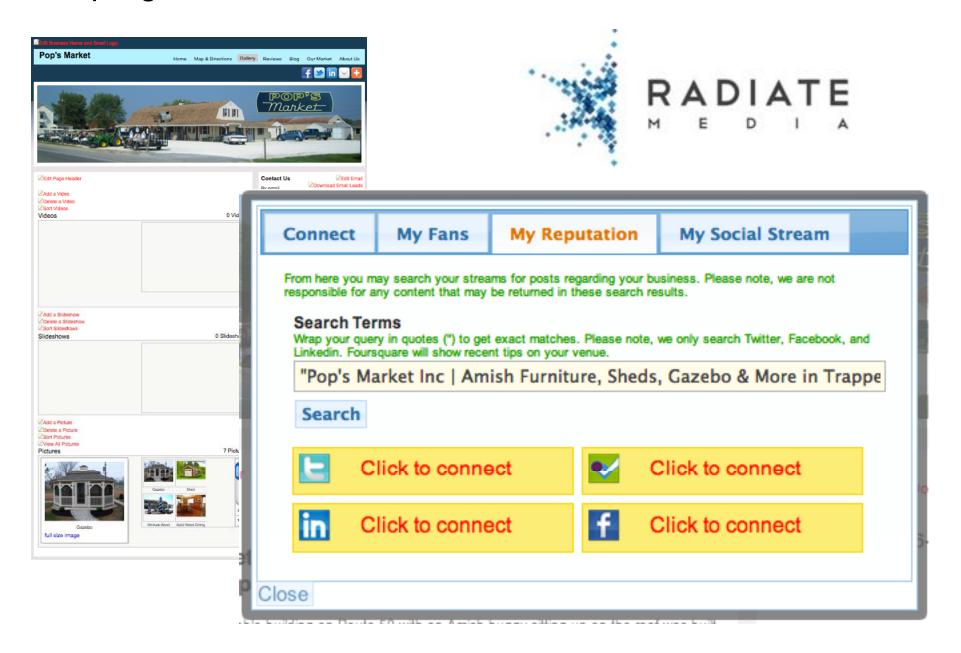
Q 🏚

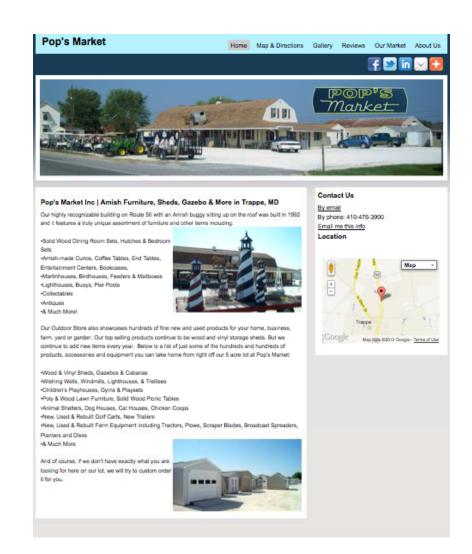
» Bookmarks ▼















Home Map & Directions Gallery
Reviews Our Market About Us



## **About Us**

For over 35 years, travelers and local residents on the Eastern Shore have been stopping in to visit one of Talbot County's most familiar landmarks right here at **Pop's Market**. Located just below Easton along Rt. 50 in Trappe MD, this popular family owned and operated store has grown over the years to become one of the Mid-shore's most well known marketplaces and distributors of fine quality to Amish built sheds & gazebos in all sorts of sizes, shapes and styles, plus new trailers, a great selection of new and used farm equipment, golf carts & club cars and much, much more!

shedseasternshore.com actually two stores in one. We

## The Deployment

# Contracted with Blinder Group

- Team training
- Developed sales collaterals
- Conducted Advertiser Workshops
- Provided guaranteed revenue with "in the car,"
- "4-legged" training/ closing calls





A Total Marketing Solution to Grow Your Business Cost Effectively!



## **Growing Audience**

- 77,500+ unique readers each month!\*
- Over 335,973+ pages of information each month\*
- 64% of all adult internet users visit newspaper websites each month\*\*

## Affluent, Educated & Engaged Shopping Audience

- 74% of Adults in Households with \$100K or more visit newspaper websites\*\*
- 26% will shop online at work during breaks\*\*\*
- 48% of Consumers went online in past 7 days for Shopping and Planning Decisions\*\*\*
- Educated 60 % attended college\*\*\*\*







"Big Box"

your ad appears

60,000x

per month





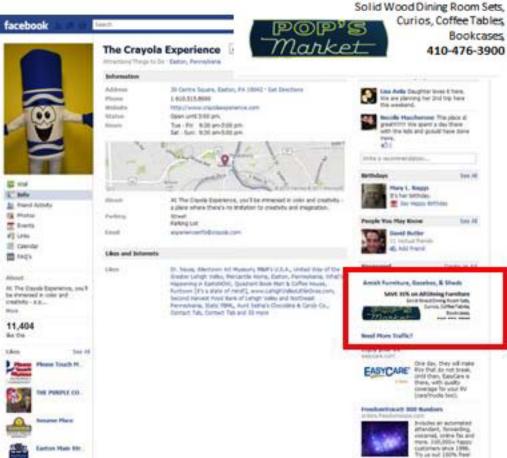


## **Reach Local Facebook Audience**

## Amish Furniture, Gazebos, & Sheds

SAVE 35% on All Dining Furniture

Bookcases. 410-476-3900



# Facebook Banner Ad

your ad appears

75,000x

per month

- Geo-targeted to adults who live within the Star Democrat Region
- Can be updated monthly
- Receive monthly reports on ad activity







Get \$15 OFF

+ H&R Block At Home FREE

Multipl' Limited Ising Office.

Categories

Popra Market Inc.; Advant Furniture, Shere, Galeiro & More in Trappe, MD

AND STREET STREET, Trains, MS 27675 place, and 476,000

Our highly exceptionals bushing on fourth \$1 with an Arrier buggs onling and I figures a first unique assessment of bushing and other retrievability. Black





## **Enhanced Listing**

- Above your competition!
- Stands out in all your category locations!

## furniture



Pop's Market Inc | Amish Furniture, Sheds, Gazebo & More in Trappe, MD

4093 Ocean Gateway, 410-476-3900

Trappe

Our nighty recognizable building on Ploute 50 with an Amish buggy sitting up on the roof was built in 1992 and it features a truly unique assortment of furniture and other items including -Soil.

e-mail this directory listing







## **Business Profile/SEO**

- Business Description
- Google Maps directions
- Social Media & Email
- Insert Promotions & Video
- Manage look & feel of site
- Control SEO & Keywords





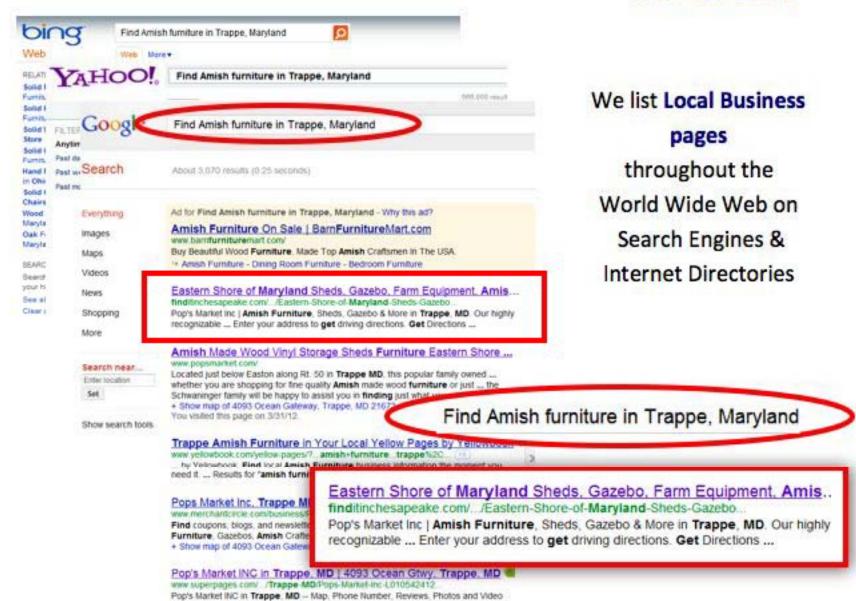
Mag data 60012 Google - Tirres of Line



## Manage Your Profile Page and Social Networking in one place!







Profile for Trappe Pop's Market ... Get the SuperGuarantee Before the Work Begins ...

Specializing in Fine Handmade, Amish Furniture, Oak, Pine, Cedar,

## STARDEM COM

# 60,000x+ a month your ad appears on www.stardem.com



## 75,000x+ a month your ad appears on Facebook



## Profile Page Social Media – SEO - Promotion



Current Rate: \$975 per month



Only \$175 a week!



## Our Pledge to You:

We will provide all the solutions we have locally crafted as promised. And, provide any updates and modifications that are necessary to meet the changing technologies of the ever-changing digital landscape.

We will meet with you **PERSONALLY** at least once each month to review the performance of these solutions. And, if necessary, modify those offerings on an ongoing basis to optimize your results!

Failure to do so results in no charge for any of these services we are providing!

Newspaper	Representative:	<u> </u>	I manufacture of the same of

Date:



# SoLoMo 2012

## **Maryland**

Elkton

**\$118,092** in revenue generated 60.8% closing ratios (on initial calls)

## Easton:

**\$82,736** in revenue generated 66.6% closing ratios (on initial calls)

\$225,000+

in new digital revenue And growing!