



Beginners guide to social media for exhibitors

Did you know...

67% of **YOUR** customers expect you to use social media?

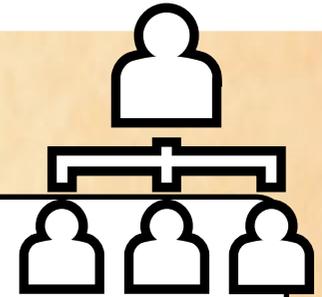
The most successful businesses that exhibit at events, are those that tell a story and give their online presence a heartbeat through a two-way conversation.

Whether you're on social media or having a conversation with someone face-to-face, you need to find a way to turn a handshake into a hug. Make your customers feel comfortable, whilst being as transparent, honest, and as engaging as possible.

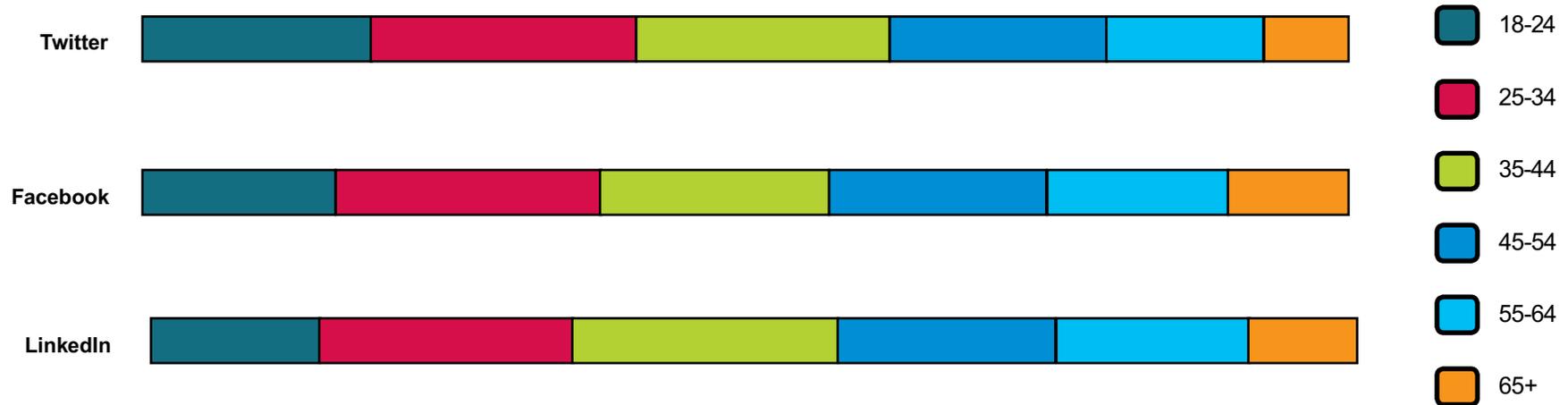




Choose the right network for you:



Age distribution at the top social networks

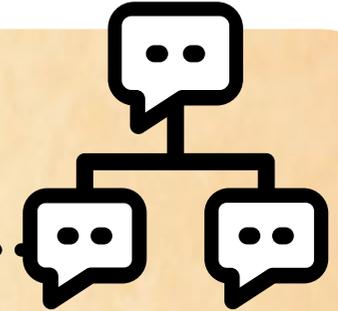


% of users in each age group - US data - Users aged 18 and over - December 2014



Social Media Explained:

How can you promote your event presence on social media?



Facebook

Like Me

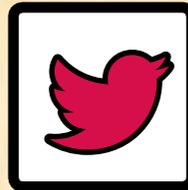


How to promote

Looking forward to being at the event tomorrow. We are going to be on Stand 325. Come and say hi!

Twitter

Listen to Me



How to promote

Come and see us at #FaceTime on Stand 325.

LinkedIn

Hire Me



How to promote

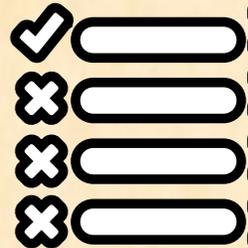
Our team are going to be in London at the latest event. We would like to book you in for a meeting with our CEO to discuss our latest product/service.



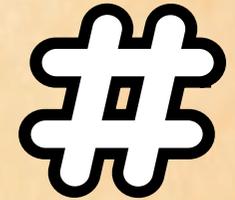
Get your communications right!

Start with a social media audit:

- Do your images reflect your brand across all social networks?
- Are you using the right elevator pitch in your social media bio?
- Is the website URL in your social media bio correct?
- Are you nurturing your community before an event?
- Are you monitoring brand mentions on social media?
- Are you monitoring your competition on social media?
- Are you using the event hashtag to promote your stand?
- Are you engaging with the event sponsors online?
- Have you included your stand number in all of your online and offline marketing material?



Ready to Go?



Create your own hashtags

Your hashtag is what will connect you with your community, and those visiting the event you are exhibiting at. (See guide on how to create a hashtag)

Use the show hashtags

Talking about your event on social media is just the start of your marketing, so how can you find out more about what others are saying?

Hashtags are used to centralise online discussions around a certain topic and in this case, an event, trade show or exhibition. Not only is it important that you use your own hashtag, but you need to understand what other hashtags are used to promote the event.

Now you are ready to connect with us, your followers, and your prospects!



To see ITE's full portfolio of events, visit our website and start connecting your business with the world.

www.ite-exhibitions.com

Don't forget to follow us on twitter:

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Or call us on: **+4 4 (0)20 7596 5000**