

# LOCAL SEO & MARKETING



#### **CAMPAIGN** EXAMPLE

Upload sale/event to website
Campaign Calendar (social posts, emails, digital ads, direct mail dates...)
Social Media posts provided by WP head office
IG Reels/FB Lives (store's responsibility)
Weekly email to customer list (don't have one? We'll build it for you!)
Weekly email to contractor list (don't have one? We'll source one for you!)
In-store posters, price tags, point-of-sale marketing material from WP head office
Digital Ads (Google, FB, IG, Programmatic...) optional
Direct Mail flyer or postcard optional
Metrics of campaign (what worked, what didn't)



# **MARKETING** CHECKLIST

### WINDSOR PLYWOOD STORE

### **DIGITAL** AUDIT

- ] website(s) effectiveness
- store page optimized & active
  - social media presence & activity
- backlinks
- fix/delete broken links
- delete duplicate content
- target audience reach
- local Google ranking
- keyword ranking
- list competitors

#### SOCIAL MEDIA

- add social links to all platforms
- update bio on IG and FB
  - ] monthly campaign calendar
  - list of #hashtags
  - ] IG reels, FB lives
  - ] IG highlights, guides
  - ] IG/FB shop, FB Marketplace
  - ] FB/IG Ads Manager
  - YouTube, TikTok, Vimeo, Pinterest
  - Houzz, Next Door



# MARKETING CHECKLIST

### **GOOGLE** BUSINESS PROFILE

- activate & optimize Google profile
- populate all content
- update photos
- social media links
- list products, images, prices
- seed questions & answers
- post *weekly* content
- review strategy
- set-up Google Search Console
  - ] link Google Ads

#### **EMAIL** MARKETING

- set-up MailChimp account
- ] upload customer list from POS
- build contractor email list
- source property manager email list
- nurture email list

### **MONTHLY** MARKETING

- content creation
- social media strategy
- email campaign
- digital ads (if needed)
  - direct mail/flyers (if needed)



## **CAMPAIGN** CALENDAR

SUN	MON	TUE	WED	THU	FRI	SAT
		Website updated add sale/event	1 Digital Ads start FB, IG, Google < Direct	2 Customer <b>Email</b> to promote sale/event <b>Mail</b> flyer dist	3 IG Reel to promote sale/event	4 <b>Social</b> <b>Media</b> post to FB, IG, Google
5	6 Contractor <b>Email</b> to promote sale/event	7	Social Media post to FB, IG, Google	9 IG Reel to promote sale/event	10 Social Media post to FB, IG, Google	11
12	13 <b>Social</b> <b>Media</b> post to FB, IG, Google	14	15 <b>IG Reel</b> to promote sale/event	16 Customer <b>Email</b> to promote sale/event	17 <b>Social</b> <b>Media</b> post to FB, IG, Google	18
19	20 Contractor <b>Email</b> to promote sale/event	21	22 Social Media post to FB, IG, Google	23 <b>IG Reel</b> to promote sale/event	24 <b>Social</b> <b>Media</b> post to FB, IG, Google	25
26	27 IG Reel last week to save/store promotion	28 <b>Social</b> <b>Media</b> post to FB, IG, Google	29	30 <b>Digital Ads</b> end FB, IG, Google	Website updated remove sale/event	