

# **OVERVIEW**



The Southern
Women's Show was
widely embraced by
the Jacksonville
market and received
outstanding media
exposure.

- Total Ad Campaign \$208,251
- PR Impressions: 1,581,006
- Results: 22,000+ women



# **DEMOGRAPHICS**



The 27th annual show attracted thousands of loyal fans throughout the weekend. Mothers, daughters, girlfriends and co-workers from 25-65 years of age, packed the aisles enjoying all the show had to offer.





"We really enjoyed participating in the Southern Women's Show. The Posh team had a great time networking with wonderful women and local businesses. It was a great opportunity to show the community what we do and answer potential patient questions directly. We will certainly be back next year"

Sofia Kirk M.D., Posh Plastic Surgery



## FEATURES AND PROMOTIONS



Exciting and educational activities on the stages, special features, celebrity guests and interactive promotions were designed to captivate and attract the target audience.

"This was our first year exhibiting in the Southern Women's Show. It was great and what a wonderful atmosphere. It was the perfect way to promote our products. Soon after the show we started receiving emails from satisfied customers requesting products for holiday gifts. I want to thank the show staff for such a wonderful experience."

Yarda Yogev, OPI



Vicki Gunvalson



Stephanie Evanovich



Michael O'Rourke



Fido Fashion Show

# **ADVERTISING EXPOSURE**







"The show was an amazing experience that allowed us to meet and market to new faces. We were able to meet people from other areas which opened up new opportunities for our company. The staff and event were flawless. We can't wait to do it again next year."

Kara Anderson, Yourself Expressions

A comprehensive marketing and advertising campaign promoted the show for six weeks through television, radio and print as well as outdoor, grassroots and social media. Show sponsors and partners increased awareness through register signage, posters and promotions. The show was highlighted in 60 Walgreens stores, 14 Chevrolet dealerships, and hundreds of retail locations.



## TELEVISION ADVERTISING





Click for link to TV Spot

The Southern Women's Show received outstanding television coverage and exposure. In addition to a two-week paid schedule on four network stations and five cable channels, there was a digital schedule that included hover and display ads and retargeting impressions. The show's reach was further extended through promotions, contests and live shots from the show.

Number of Stations: 11

Number of TV Spots: 628

Total TV Campaign: \$35,284









### RADIO ADVERTISING





Click here for link to Radio Spot

Eight radio stations promoted the show to listeners of all formats, from adult contemporary, jazz, country, easy listening and talk.

A variety of spots were produced to highlight the show and ran in paid and promotional schedules across the region. Additional live liners and on air endorsements were run on key stations featuring sponsors and promotions.

Number of Stations: 15

Number of Radio Spots: 1,720Total Radio Campaign: \$84,525

















### **NEWSPAPER AND MAGAZINES**







The Southern Women's
Show was advertised
through an extensive print
and online campaign with
The Florida Times-Union
and their website
Jacksonville.com as well as
weekly and monthly
publications in order to
saturate the market.

- Show Program Distribution: 468,449
- Number of Print & Online Ads: 54
- Total Print Schedule: \$88,442

# PR IMPRESSIONS









A dedicated PR firm generated buzz with women in the market, scheduled live interviews and delivered extensive media coverage through print, television, radio and online.

Impact: 1,581,006 Impressions

## SOCIAL MEDIA AND E-NEWS







An online and social media campaign including Facebook, Living Social, Twitter, Instagram, E-newsletters, and the Official Show Website was integrated into the marketing plan to reach busy women.



- 7,795 E-Newsletter Subscribers
- 4,788 Facebook Fans
- 78,862 Unique Pageviews
- 916 Living Social Redemptions
- 503 Instagram Followers
- \$833,112 Value

## **SPONSORS**



Outstanding sponsors extended the reach of the Southern Women's Show and created interactive and exciting features within the show.























The Florida Times-Union



#### **OUTSTANDING EXHIBITORS**



A & B Marketing, Inc.-Rainsoft

A Kitchen Must A Spice Above A-box Andriod Box

A1A Solar Contracting, Inc.

Abbvie, Inc.

Accents of Beauty

Accentuate " Elevate Your Style" Advanced Dermatology and Cosmetic

Aerosoles

All About Flavor/Elite Enterprises US LLC

All Natural Dips

Alpha Foundation Specialists American Dental Wellness American Kidney Fund

American Memories Photography

Arcadia Outdoor

Artistry Dark Spot Corrector by Amway

Ashley By Design Atlantic Eye Institute Avanti Medical Spa

B. Langston's Antiques & Liquidation

Bailey's Health and Fitness

Bath Fitter

Bath Planet & Granite Transformations of Jacksonville

Beau Ties Beauticontrol

Beauty Complexions Clinic Aesthetic Spa

Belk

Better In Colour Blue Bell Creameries Bobbles, Bangles & Bling Brazilian Bra Straps **Brown Fertility Associates** C & L Travel Marketing Corp. **C&C** Carpet Care Capital Bee Company

CapTel Captioned Telephone

Carrollyne's Gems

Chevrolet

Chilling The Most Christelle's Jewelry

Christian Science Reading Room

Clara White Mission Clear Channel Radio

Click Heaters

Coastal Dermatology & Med Spa

Colesce Fashions Cooper Chiropractic Creative Accents FL Creative Motivation Creative Motivation

Crossroads dba Grace Oliver Cruise + Travel Promotion

Cruise Planners **Crystals Creations** Cutco Cutlery

Dantes 925 Sterling Silver Jewelry Deerwood Lake Chiropractic

Dept. of Business & Professional Regulation

Designs by Alex Simkin Diamond Resorts

Different Shades of Beauty Plus Size Fashion

Dillard's at St Johns Town Center

DirectBuy of Northeast FL

Diva Daisies, LLC

**DoTERRA Essential Oils** Dr China Acupuncture & Herbs

Dr. Michael Baptista-Weight Loss Surgery Dreams Come True of Jacksonville

Easy Living Products Elegant Accents, Inc.

Elite Cosmetics

**En Masse Marketing Corporation** 

En Masse Marketing Corp. -Garlic Grater European Wax Center - Fleming Island Euroshine USA, Inc. - Bamboo Pillow

Euroshine USA, Inc. - Super Stretch Lid

Family Support Services of North Florida, Inc.

**Fantastic Floors** 

Fifth Avenue Collection Jewelry First Coast Financial Group Inc.

Flagler Hospital

Florida Falun Dafa Association, Inc.

Florida Financial Group

Florida Guardian ad Litem Program

Florida Home Improvement

Florida Lottery

Flowers Baking Company of Jacksonville

Forever Beautiful Forever N Fashion Fresh From Florida

Fresh Produce Sportswear

Georgia Glitz

GLC Select Inc. -Pony Magic

Glitz Galore-N-More

Glory Foods Gold Hills Jewelry Goodie 2 Shoes

Grapes & Olives On Tap

Gtech Gutter Cap

Gutter Helmet of North Florida

Hair Solutions Happy Feet

## **OUTSTANDING EXHIBITORS**

SOUTHERN WOMEN'S SHOW

Harmony Acres Soap Co.

Hawaiian Moon

HealthSource Magazine

**Heavenly Dips** 

Hope Children Center International

Hubbard House, Inc.

I Lipo Body Slimming Laser

IceMule Company, Inc.

Ideal Product USA, Inc.

imPRESS Instant Press-On Manicure

InfiniteAloe InfinityBelt

Innovative Concepts Intertrade Imports, Inc.

Isagenix

Island Dreams Boutique

It Works! That Crazy Wrap Thing!

Jacksonville Magazine

Jacksonville Pet Funeral Home & Pet Crematory

Jacksonville's Animal Career Academy

Jaime's Bowtique
JAM Sales - Bravage

JAM Sales - Stove Top Grill

Jamberry Nails Jason Pappas

JEA

Jersey College School of Nursing

Juice Plus

Kennedi's Closet, A Children's Boutique

Kenzi's Bow Shop

Kings Creek - Williamsburg VA

Kitchen Solutions
La Casita Home Decor

La Dolce Vita Luxury Spa & Serenity Oasis, Inc.

Laser Peg Toys

Lifestyle Marketplace Sheets

Lifetime Enclosures, Inc. London Specialties Co.

M & E Sales/VibaBody Slimmer

M & M Merchandise and Retail Services Inc.

Mad Maggie's

Madame Ruby Psychic

Magic Pad Mahatma Rice Makeup Eraser Margaret Taylor, Ltd.

Marshall Family Chiropractic

Mary Kay

MC,s Sweet Roasted Nuts Medifast Weight Control Centers Metabolic Research Center

Metal Pressions

Miche

Mighty Cold Products Mike's Hard Lemonade

Millennium Home Design of FL Miracle Windows & Sunrooms Inc.

Mix It Up

Modern Wellness Solutions

Money Pages Inc.
MoniQ Safety Measures
Moonlight Diva Emporium
My Sister's Treasures

NAIWBE Natural As I Wanna Be, LLC

Naturally Yours Nerium International

Nestle Waters North America

NuvaRing

Olde Savannah Soap Company

Omg got to have it!

**Orangetheory Fitness** 

Origami Owl Living Lockets

Orlando Fashion Productions LLC

**Passion Parties** 

Pearle Vision of Jacksonville

Perfect Fit Toe Rings Perfectore Corp. Personalize You

Pet Stop Invisible Fence Systems

Pink is Powerful

Pink Lemonade Designs

Plexus Worldwide Pockos America Inc. Polli Water Beads Posh Plastic Surgery

Powell-Ful Tee's Power Crunch

Prestige Products/Enchanted Beauty Bar Prestige Products Direct/Migi Nail Art Prestige Products Direct/Velvet Eyeliner

Prism Health Services

Pro Balance Inc. Walgreens Pavilion PRP Wine International (Jacksonville)

Pullen Eyecare Pulse Mat

Pure Radio AM 1320 & FM 103.7

Pure Romance Quest Nutrition

Rafiki Natural Skin Care Rainbow Sales & Service Real Time Pain Relief Rebath & 5 Day Kitchens Redneck Brands LLC Rhineland Cutlery SE USA

Rivertown Tervis Tumblers

#### **OUTSTANDING EXHIBITORS**

Rock Your Hair Rodan & Fields

Roux Anti-Aging Hair Care

Saba Trim Pro/ACE Energy & Weight Loss!

Safe Touch Security Systems

Salena's Accessory Showcase

Salon 3Sixty Inc. D/B/A 3S Jewelry

Samaritan's Purse/Operation Christmas Child

Sand Dollar Cleaners

Sanford-Brown College

SavannaGrey

Scentsy Wickless Candles

Seagram's Escape

Senegence Int/Lip Sense

Sessions Modeling Agency

Shai Lee Enterprises

Shelf Genie

Shellene Johnson

Shot Vet

ShuffleandDine

Simply Bracelets

Sleep Number

So You Jewelry LLC

Sol Us Tanning

Sole Magic



Southern Peanut Growers

SoZo Global

St. Augustine Premium Outlets

Straight For You

Stratton & Company

Surprise Parties

Sweet Harvest Farms

**Team Blingies** 

**Tender Corporation** 

The C.F. Sauer Company

The Florida Times-Union

The Georgia Star/The Florida Star

The Golden Touch

The Green Law Firm of Jacksonville FL

The Healthy Home Company The Lasik Vision Institute

The Laura Lynn Collection

The Marketing Arm

The Memory Builders

The Scott Collection

The Sherwin Williams Collection

The White Chandelier

Tinkerbell's Handmade Wearable Art

ThinkTank Products



Thirty-One Gifts

Traci Lynn Fashion Jewelry

WOMEN'S

SHOW

Turning Leaf Refresh

Tutti Boutique

**Uniks Fashion** 

Unique Designs by Wanda

Unique Tradings LLC

Usborne Books and More

V-Toe Socks, Inc.

Valor Candles

**Vector Security** 

Vibrant Life Health Center

Vitamist Spray Vitamins

Waddell & Reed Financial Advisors

Walgreens

Water Equipment Technologies

Wickles Pickles

Wild Fire Lights

Wildtree

Wimby Girl Collections

Wine and Canvas

Xtreme Teeth Whitening LLC

Yourself Expression

Zan's Bazzar Salon & Boutique Zipfizz Healthy Energy Drink Mix



# **JOIN US IN 2015**

SOUTHERN WOMEN'S SHOW.

Thank you for helping us bring the very best in health, beauty, lifestyle, home, fashion and more to the Jacksonville region and making the Southern Women's Show a huge success. Plans are underway for next year's event and response is already strong. Reserve your space today!

Elisha Jernigan Show Manager

