

THOUSANDS ATTENDED



Thank you for being a part of the 2013 Southern Women's Show in Orlando. The 23rd annual show attracted **thousands of guests** and provided you with the opportunity to meet, engage, connect and sell to this large audience. Media coverage generated **millions of impressions** across the community and highlighted the show, celebrity guests, special events, exhibitors and sponsors.





DEMOGRAPHICS



Age:

18 – 24	2%
25 – 34	10%
35 – 44	14%
45 – 54	31%
55+	44%

Race:

Caucasian	83%
African American	7%
Latino	6%
Asian	1%
Other	4%

Marital Status:

Single	15%
Married	64%
Divorced	14%

Household Income:

\$25 - \$50,000	28%
\$50 - \$75,000	15%
\$75 - \$100,000	13%
\$100,000+	10%

How many times have you been?

First Time	11%
Second Time	12%
3 to 6 Times	42%
7 to 10 Times	17%
10 or More	18%

Who did you come with?

By Myself	10%
Friends	44%
Family	50%
Co-Workers	6%

DELIVERING YOUR AUDIENCE

















SPECIAL GUESTS

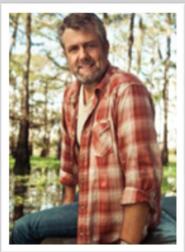




Celebrity appearances attracted media attention and guests. From Miss Kay Robertson of A & E's *Duck Dynasty*, to top chefs, coupon experts and interior designers, a superior line-up of special guests inspired and entertained.



Miss Kay Robertson, A & E's *Duck Dynasty*



Chad Crawford, how to Do Florida



Justin Timineri, Fresh From Florida Chef



Heather McPherson, Food Editor for The Orlando Sentinel



Michelle "Red" Roberts, Taste of Home Culinary Specialist

POWERFUL PARTNERSHIPS





Thank you to our sponsors. Outstanding sponsors and partners extended the reach of the show and created exciting and interactive features within the show.













MILLIONS OF IMPRESSIONS



The Southern Women's Show was promoted through an aggressive paid and promotional advertising campaign designed to spread the word, attract a qualified audience, promote your participation and generate leads. The campaign generated outstanding live coverage and TV, radio, and print exposure, while the onsite interaction put you face to face with thousands of potential customers.

	Impressions
Television Advertising	857,861
Radio Advertising	2,401,700
Newspaper Advertising	1,034,982
Official Show Program	172,497
Specialty Publications	21,000
Public Relations	3,856,460
Official Show Website	141,119
E-Newsletters	<u>71,360</u>
Total Impressions	8,556,979

TELEVISION ADVERTISING





Paid and promotional spots, on air promotions, online contests, live coverage, E-Newsletter campaigns, Facebook and Twitter were combined to reach millions of women and families and promote your name across the viewing market. These three station partners alone resulted in **857,861 media impressions**.



43 Spots 154,605 Impressions



9 Spots 327,000 Impressions



688 Spots 376,256 Impressions

RADIO ADVERTISING





Paid and promotional spots, live liners, contests and interviews were designed to capture the listeners attention and drive traffic to the show. The range of stations ensured that listeners of many formats heard about the event and were invited to attend. The radio campaign resulted in **2,401,700 impressions**.









169 Spots 75,400 Impressions 219 Spots 404,200 Impressions 124 Spots 86,200 Impressions 203 Spots 162,300 Impressions



175 Spots 1,085,000 Impressions



20 Spots 128,200 Impressions



186 Spots 460,400 Impressions



25 Spots

PRINT ADVERTISING





Advertisements in *The Orlando Sentinel* and regional magazines heightened awareness for the show and sponsors. The ad campaign promoted show features, stage schedules, celebrity guests, sponsors and exhibitors to activate the interest of readers.

- 6 advertisements in The Orlando Sentinel resulted in 1,034,982 impressions
- The Official Show Program was distributed through *The Orlando Sentinel* to 172,497 subscribers on Wednesday, October 9, with an additional 5,000 copies of the program distributed onsite
- Ads in *The County Register* promoted the show to a potential reach of **21,000 readers**



SAVE \$5! DISCOUNT TICKETS AT WALGREENS

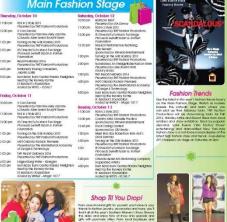
PRINT ADVERTISING

















Spotlight Stage



RADIO & PRINT TRADE



To generate additional media exposure, local radio stations partnered with the show to conduct ticket giveaways, interviews and on air promotions. Community newspapers and magazines across the state ran advertisements and listed the show in their calendar of events. Combined, this increased awareness through fun on air and in paper contests for both listeners and readers.

Radio & Print Trade Value: \$19,736



PUBLIC RELATIONS





Press releases, media alerts and personal outreach by the show's Public Relations team resulted in numerous articles about the show through a variety of publications and websites, and television interviews on multiple stations. Coverage highlighted sponsors, exhibitors, celebrity guests and special features. In total, press clippings, articles and TV interviews generated 3,856,460 impressions and \$65,750 in publicity value.











SOCIAL MEDIA OUTREACH



- ❖ 141,119 web impressions on the Official Show Website
- Weekly status updates to over 5,800 Facebook fans
- * 126 Twitter followers
- Six E-Newsletters to a database of subscribers resulting in 71,360 impressions

Bring Your Christmas List to the Show!

Don't let the Christmas season sneak up on you! The holidays are RIGHT around the corner, and you can knock out your whole Christmas list at the Southern Women's Show! Why not pick up your mom some of the many flavors of wine slushy mix from Nectar of the Vine in exhibit 1112. Your grill-master husband or brother will love the sports themed grill tools from Sportula in exhibit 717. Treat your sister to some of the beautiful jewelry and accessories from Jewel Kade in 1151. Bring your Christmas list and your big red Santa's sack because the Southern Women's Show is the place to get ahead on all of your Holiday griff giving.



Southern Women's Show October 10-13, 2013 Orlando, FL Orange County Convention Center

Shop. Taste. Learn. Live!





Taste of Home Cooking School

The Taste of Home Cooking School is coming to the Southern Women's Showl Grab your friends, your family, your neighbor and your spatula, and join us at the Cooking Stage on Thursday, October 10 Two separate cooking classes will be held at 11:30am and 3:30pm. Tickets to the Taste Home Cooking School includes a ticket to the Southern Women's Show and a \$50 Swag bag. Tickets are limited so dick here to bux.



Let's Get Cooking

Visit the Cooking Stage throughout the show to see a variety of cooking demonstrations from Orlando Sentinei Food Editor, Heather McPherson, author of 17 able for Two - Cookbook for Couples, Warren Caterson, author of My First Cookbook, chel Lisa Shivley, and Executive Chef for the Florida Department of Agriculture and Consumer Services Justin Timiner.



Glory Foods

Glory Foods is the category leader in Southern-style, heat-and-serve products including seasoned canned vegetables, cooking bases, and fresh greens. Stop by their exhibit to sample delicious southern flavors you won't believe came from a can. Don't miss their cooking demonstrations and be sure to register for the Glory Foods Koddle Glewaeve.



Gourmet Goodies

The Southern Women's Show is a great place to stock up on unique gourmet florms you can't find just anywhere. Try delicious brownies from Barry's Gourmet Brownies, fine oils and vinegars from Grapes and Olives on Tap and easy-to-make dips from A Spice Above.

GIVEAWAY: Be one of the first five people to respond and win a Taste of Home VIP Package that includes a ticket to the Southern Women's Show, a ticket to one of the Taste of Home Cooking Schools on Turreday, Victory 10 and a Taste of Home Cookbook.

CLICK HERE TO BUY YOUR TICKET

Proudly Sponsored E



Orlando Sentinel
Orlando Sentinel.com

Walgreens

We are now on Twitter





OFFSITE EXPOSURE





Money saving coupon and ticket offers drove attendance.

- Discount coupons were available through the Official Show website and were distributed at 30 local Home Deport stores.
- Thousands of advance discount tickets were sold at 110 Walgreens stores.
- Thousands of complimentary admission tickets were distributed to sponsors, exhibitors and local retailers.
- ❖ 350 tickets were distributed at 15 local Chevrolet dealerships.
- 10,000 direct mail postcards offering discounted admission were mailed to high income females in the market.



Web Coupon

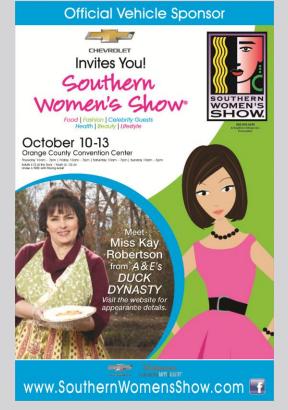
Hundreds of posters, table tents and register cards decorated the city and built awareness locally.

- Posters were displayed at 15 local Chevrolet dealerships, 2 Dillard's department stores, 30 Home Depot stores and 110 Walgreens stores.
- ❖ Local ambassador distributed signage to 100+ local boutiques, restaurants, salons, etc. to generate exposure and buzz about the show.

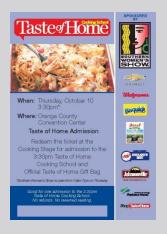
OFFSITE EXPOSURE

















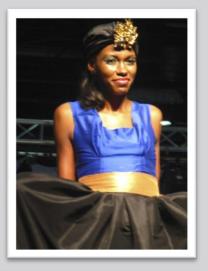
Posters Tickets Coupons

SCENES FROM THE SHOW



















S 3S Jewelry 24 Divine Sweets

2hotpeppers.com

360 Design A Beauty Must A Kitchen Must

A Million Bucks Boutique

A Spice Above A Unikwax Orlando

A&B Insurance and Financial Florida Blue

A&E International
AAA Auto Club South

ACE/SABA Weight Loss & Energy!

Acer Legal Resources, Inc. / Avalon Document SVCS LLC

ADT Advocare

Airbrush Makeup Magic Alexander's - Tervis Tumbler All About Beautiful Smiles

All Natural Dips

AllSolar Service Co. Inc. Allstate Financial Services

Almondina

American Laser Skincare American Residential Services American Travel Partners, Inc.

Amway / EEI mobile Aqualogical Visions AromaBreez Art and Steel

Aveeno

AWB Promotions

Barry's Gourmet Brownies

Beaches of Fort Myers & Sanibel

BeachMint, Inc. Beau Ties

Beauticontrol Mobile Spas

Belk

Bernina Sewing Centre Inc

Big Paw Pet Care

Billie's Unique Boutique BJ's Wholesale Club

Blue Ridge & Great Smoky Mountains

body and hair direct inc

Books-A-Million Brazilian Bra Straps Bright House Networks

Cabot Cheese

Cape Kingdom Nutraceuticals, LLC

Capital Bee Company

Cellular Sales

Central Florida Firefighters

CG4 Enterprises Inc. DBA Sunny &Slim

Chevrolet

Chocolate Shop Wine Christelle's Jewelry Cigma - Hair Tools Clementine Design

Click Heaters

Cobra Security Products

Colesce Fashions

CollaborativeWEALTH

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Craft & Hobby Association

Cranston Jewelry Creative Accents FL

Crime Prevention Security Systems

Crown Seamless Gutters

Cutco Cutlery

D'Marie

Damian's Ice Cream

Dang Chicks

Dawn's Enchanted Garden

Daytona Beach Area

Daytona3 Hotels & Resorts
Designs by Alex Simkin
Devereaux Designs

Devereux, UCF Cornerstone Team: 180 -

Dianetics / Scientology of Tampa

Dillard's

directbuy orlando Diva Daisies, LLC

doTERRA Essential Oils Dove Chocolate Discoveries Dream Home Realty Inc.

Duke's Mayonnaise



Eagle Industrial Group - SafeRacks
Easy Living Products - Go! Sticky

Easy Living Products - Power Steam Pro

Education Dynamics Elegance eT Cetera Elite Cosmetics

En Masse Marketing - Power Bank En Masse Marketing Corporation

En Masse Mkt Corp - Flameless Candle

Enjoy The Spa Ethan Allen

Euroshine USA, Inc. - Bamboo Pillow Euroshine USA, Inc. - Super Stretch Lid Famous Amos Cleaning Services Inc.

Fat Cat Gourmet Hot Sauces

Ferrero USA

Flight Attendant Express Florida CattleWomen Inc.

Florida College of Integrative Medicine

Florida Energy Home Products
Florida Hospital Healthy 100
Florida Soan Company

Florida Soap Company Florida Technical College Fort Hays State University

Fresh From Florida Frio Wine Bags Gadget Planet LLC

GemJarz Etc.

Gentle Touch Medical Aesthetics

Glamour Shots

Glitz Galore-N-More

Glory Foods Gold Bond

Gourmet House Rice Grapes & Olives On Tap

Green Bike USA

Gripstic Gutter Cap Hair Solutions Happy Feet Hawaiian Moon

Heather A. French Fine Art

Heavenly Dips

Home Makeover Systems Hood Simply Smart Milk

Hoot N Holler

Hope Children Center International

Hot Legs Products hourglassshapewear How To Do Florida

Hunter Vision

Ideal Product USA - Moon Glow

Idol Fashions iHeartWireless Image Leather Images of Glory, Inc.

Infinity Lamp

Infusion Bodywork & Massage

Initials, Inc.

Inspirit Yoga and Fitness Studio

International Academy of Design & Technology

IQ Painters

Isagenix International - Renewal Enterprises

It Works! That Crazy Wrap Thing!

It's Good On Ya

JAM Sales

JAM Sales - Stove Top Grill

Jeunesse Global

Jewel Kade

Jewelry Trends, Inc. Jindilli Skin Care

Juice Plus and Tower Gardens

Just Because IYQ! Kellyco Metal Detectors Kendra's Kollections

Kitchen Craft Kozy Collar L & C Products

Lach Orthodontic Specialists
Lake Buena Vista Factory Stores

Lash Studio Orlando Lashes and Cosmetics Law Offices of Todd Long

Lazy Boy

Lemon - Aid Organics

Lerner Family Chiropractic Center

Lifestyle Marketplace Sheets



Lift Your Sole

LillaRose

Limu

Lisa Shively's Kitchen Helpers

Live in the Vineyard Living Fresh Collection

Local Organic Moms

London Specialties Co.

Mahatma Rice

Map Pendants, LLC

Market America

Mary Kay

Medifast Weight Control Centers

MedSlim Laser Mermaid Sand

Miche

Mighty Cold Towel Mindful Minerals

Miracle Windows & Sunrooms Modern Wellness Solutions

Mommies Munchies

MoniyRoZe

Mrs. Rogers White Chocolate Popcorn

My City Beauty My City Eats

My Favorite Shelf, LLC Mylan Specialty L.P.

MyLooks, Inc.

Nail Polish Rack Factory

Naturally Yours

Nectar of the Vine

Nerium International

Notes of Love Christian Gifts & Beyond

Nugz Jewelry

Nuskin

Nutmeg Tree Desserts & More

O-Suzani Boot Company

Olympia Compounding Pharmacy Omega Research Consultants, LLC

Opal cove

Orchid Treasures - Real Orchids in Resin

Origami Owl

Orlando Chiropractic & Wellness

Orlando LipoFAST
Orlando Sentinel
Outter Images Fashion

Ovarian Cancer Alliance of Florida

OxyFlx Inc LLC

Peace Passion Positivity Perfect Fit Toe Rings

Plexus Slim/Plexus Worldwide

Pockos America Pouch Pocket™ Pour Moi, LLC

PowerHoopz Fitness, LLC Premium Roofing & Restoration

Prestige Products Direct

Prestige Products Direct / Eye Kandy

Prestige Products Direct / Migi Nail Art Prestige Products Direct / Water Beads

Private Label Dental & Salon Group

Pro Balance Inc.

Pure Romance by Paula and Joyce

Purely Clear

Quantum Hypnosis Group Rafiki Natural Skin Care, LLC

Rainbow Play Systems of Georgia Carolina

Rainbow Sales & Service Real Time Pain Relief

ReBath Mid FI

Redneck Brands LLC Ribbon Riders. Inc.

Rodan + Fields Dermatologists

Rootbalance Rossi & Rossi Roubert

RTW Massage pillows

Rubberdek - Decorative Concrete Services

Safe Touch Security Systems

Sandlake Cakes SAS Shoemakers SayNoToLipo

Scentsy Wickless Candles Senegence Int / Lip Sense

Serendipity
She Wears Love

Shop.com / PR Consultants



Shot Vet

Show Off Straps, Inc. Silpada Designs, Inc.

Sleep Number Sleeves 2 Go Slenderiix

So You Jewelry

Southern Destinations

Sportula Stella & Dot

Stevens Kitchens Straight For You

Studio 59

Styles Extended Sun Laboratories

Sunbrushed

Sunshine Cloth Diapers

Susan G. Komen - Central Florida

SWAROVSKI's Touchstone Crystal Jewelry

Sweet Love Corp

T-Beads

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Table for Two Cookbooks

Tea Craze

Tekle Mihret Ethnic Jewelry

Tender Corporation
That's A Good Idea
The Back Bean

The Elegant Elephant

The Golden Touch The Home Depot

The Lasik Vision Institute

The Magic 107.7 / XL 106.7 Tropical Zone

The Mancini Packing Company

The Psychic Shop

The Ribbon Print Company

The Ring Lady!!
The Toy Box

The Vacation Shoppe, Inc. Therapeutic Innovations Think Tank Products Thirty-One Gifts

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Travel Opps

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WOMX - MIX 105.1 FM

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www.fibroidstrial.com Xtreme Whitening LLC YAPA Fashion Truck YMCA of Central Florida

Z88.3 FM

Zaaz Studios, Inc.

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Zipfizz Healthy Energy Drink Mix

JOIN US IN 2014



The quality of the show depends on the quality of our exhibitors. Thank you for helping us to create a wonderful event for show guests.

> Next year's show is scheduled for October 9 – 12, 2014 at the Orange County Convention Center.

> > Mark your calendar now!

For more information:

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Click here to apply for the 2014 Southern Women's Show Orlando.