

THOUSANDS ATTENDED

The show welcomed thousands of women and delivered millions of impressions in just four short days!



SCENES FROM THE SHOW













SPECIAL GUESTS

Celebrity appearances attracted media attention and guests!

From national celebrities and top chefs to the busy career mom of *The Balancing Act*, a superior line-up of special guests inspired and entertained.



Deidre Hall, Days of Our Lives



Leeza Gibbons, Spokesperson for AARP's Decide Create Share Initiative



Celebrity Chef
Charles Mattocks



Orchid Paulmeier, The Next Food Network Star Season 7



Kristy Villa, The Balancing Act on Lifetime TV

POWERFUL PARTNERSHIPS

The Southern Women's Show partnered with leading media outlets and outstanding sponsors to extend exposure and generate maximum engagement. In addition, partners and sponsors created fun and interactive features within the show!







MEDIA EXPOSURE

	Value
Electronic Advertising	\$736,723
Print Advertising	\$56,666
Public Relations	\$276,960
Website Exposure	\$4,924
Social Media	\$22,680
E-Newsletters	\$25,500
Direct Mail, Coupons, Tickets	\$1,800
Retail Exposure	<u>\$132,000</u>
Grand Total	\$1,257,253



ELECTRONIC ADVERTISING

Show promoted through extensive TV and radio campaign!

The following partners promoted the show through paid and promotional spots, interviews, website advertisements, E-Newsletters, Facebook, Twitter, and onsite promotions.

Television Partners

































NATIONAL TV EXPOSURE

Show featured on *The Balancing Act* on Lifetime TV!

The Balancing Act is a popular morning TV show about women, for women, and trusted by women. The program came to life at this year's show with a large "show within the show" pavilion. The Balancing Act provided the following added exposure:

- Promotion of the show in 50,000 Balance Your Life Magazine Guides
- Email to 50,000 VIP club members
- Production of a 60-minute program with show footage and interviews, scheduled to air a minimum of two times to a potential audience reach of 96 million households!
- Promotion on www.thebalancingact.com





PRINT ADVERTISING

Show promoted through extensive print advertising campaign!

Paid and promotional newspaper ads in *The Tennessean* promoted the show throughout a three week campaign to their circulation of 232,334 subscribers.

The show was also advertised in *Greater Nashville House & Home, Her Nashville, Nfocus, Nashville Lifestyles* and *Nashville Scene*, ultimately reaching over 142,000 readers.





PRINT ADVERTISING

Official Show Program promoted sponsors and special features!

7,500 copies of the program, which promoted sponsors, celebrity guests, special features and stage schedules were distributed to guests onsite.





PUBLIC RELATIONS

Public relations campaign generated millions of impressions!

The show's Public Relations team generated 2,787,080 impressions through press releases, clippings, articles and interviews!

TV Celebrity Chef Charles Mattock Comes to Nashville

It's that time of year again. This week it's time for the 26th Annual Southern Women's Show (April 12— 15) at the Nashville Convention Center. It's an annual tradition of shopping, education, food and fun for the whole family but especially for the ladies. Attracting thousands of visitors each year, the event offers a festive atmosphere brimming with unique vendors, speeighty boutiques, entertainment and programs of interest for women. Guests delight in the shopping, celebrity omen. Quests delight in the snopping, cerebrily ces, prizes and pampering. From food, fashion ty to home, health and travel, the Southern Women's show is a shop-til-you-drop extravaganza of and walks of life with its multi-faceted attracto an ages and waits of the with its multi-faceted attrac-tions, including fashion shows, cooking clinics, career forums, health tests and education, hundreds of exhibits and above and assistance of the control of t and shops and celebrity appearances. Other highlights and snops and celebrity appearances. Outer nigniginal include "Girls Night Out" and the "Mother Daughter event. Actress Deidre Hall from "Days of our Lives" will be there, as well as Leeza Gibbons, the red carwill be there, as well as Leera Gibbons, he red car-pet queen. There will be celebrity thehs in the house, including Chef Charles Matticks of SRCs." The boar feel of the Charles Matticks of SRCs." The boar Jay Qualls of TLCs The Cake Hose. There will also be Jay Qualls of TLCs The Cake Hose. There will also be an performance from American field band, Buskly be and performance from American field band, Buskly be non plus, much more. Speaking of culinary prov ington plus, much more. Speaking or cuminary provides, Southern Women's Show organizers are excited to welcome Chef Charles Mattocks, author and Emmy continuated television host of NHC's The Poor Chef. His continuated television host of NHC's That WELL immediately cookbook EAT CHEAP BUT EAT WELL immediately. hit the national best seller list and his movie and TV hit the national best seller list and his move: and I'V down The Diabetic You starring James. Woods will be in theaters in last retin year. Chef Mattocks continues to be neuters in last retin year. Chef Mattocks continues to be of the most influential voccs in healthy eating and has assisted millions of diabetics with their daily diets. Charles Manocks has made a name for himself as



the bank. As a high profile chef, Charles Mattocks apision role as Ben Tyler in ike him and from that moment on he made it his soul's whe turn and from that moment on ne made it has sout's surpose and life's mission to become a beacon to those wearch of answers and to cover this globe promoting arly detection of diabetes through frequent testing and











WEB, FACEBOOK, E-NEWS

Show connected with thousands of loyal guests!

- 196,950 web impressions
- Weekly status updates to over 6,300 Facebook fans
- Six E-Newsletters to over 17,000 subscribers

Enjoy the Road!

CHEVROLET

Check out the latest lineup of 2012 vehicles at the Chevrolet exhibit. You'll be amazed at the great look, performance and value of the Camaro Convertible, Cruz Eco and Equinox. And don't just see the cars. Put yourself in the driver's seat! Test drive the Equinox, Cruze, Traverse, Camaro, Malibu, Volt or Sonic onsite and receive a \$10 gift card to Starbucks courtesy of Chevrolet. Take a spin and enjoy the road!











Bringing Life-Saving Screenings to You!

Visit St. Thomas Health's "Our Mission in Motion" Mobile Mammography Coach. The mobile mammography outreach program is funded by Saint Thomas Health and Komen for the Cure and brings screening mammograms directly to women where they work, throughout Middle Tennessee.



Balance Your Life!

The Southern Women's Show is partnering with The Balancing Act vision to create the Balance Your Life Pavilion. The popular morning television show will come to life with a large "show within the show" navilion, which will include features on fashion beauty, health, family and all aspects of a woman's life. Stop by the pavilion and enjoy entertainment at the Balance Your Life Stage, share secrets on how you balance your busy life with the show's hosts on camera, and stroll through their sponsors' exhibits for valuable information and giveaways. Learn more!



Thank You TN Nurses Day

The Southern Women's Show wants to salute all nurses on TN Nurses Day on Thursday, April 12th, The first 100 quests through the doors on Thursday will receive a special gift. Plus, to show we care about those who care for us, nurses can show their id badge to receive special discounts from many exhibitors.



Take a Spin for Starbucks!

Check out the latest lineup of 2012 vehicles at the Chevrole exhibit. You'll be amazed at the great look, performance and value of the Camaro Convertible, Cruz Eco and Equinox, And don't just see the cars... Put yourself in the driver's seat! Test drive the Equinox. Cruze, Traverse, Camaro, Malibu, Volt or Sonic onsite and receive a \$10 gift card to Starbucks courtesy of Chevrolet. Take a spin and



Free Gift with Advance Tickets!

Buy your tickets in advance online and receive a full year's subscription to Better Homes and Garden magazine



BALANCE



Southern Shows





COUPONS & TICKETS

Coupons and ticket offers drove attendance!

- Direct mail coupons sent to 5,000 recipients
- Electronic coupons available through show website
- Electronic coupons created for TN Nurses Association and Bowman Hall Publishing to send to their databases and fans
- Thousands of complimentary admission tickets distributed to sponsors, exhibitors and media partners
- 350 tickets distributed at 14 local Chevrolet dealerships











RETAIL EXPOSURE

Hundreds of posters, table tents and register cards built awareness locally!

Posters were displayed at:

- 5 Best Buy locations
- 14 local Chevrolet dealerships
- 94 Graffiti Advertising Outlets
- 63 Kroger stores



A very special THANK YOU to our outstanding exhibitors!

5-hour ENERGY A Charming Affair A Spice Above AAA Auto Club

AARP

ACE Energy & Weight Loss! **ADT Security Services AWB Promotions**

Abbott

Ace Exterminating Co., Inc.

Advocare

Alabama Mountain Lakes Tourist Association

Alabama Tourism Department

Alegria Alimtox LLC All About Health All Natural Dips All Stars Dips Aloe Infusion Altar'd State Altrient

Ambassador's Formalwear by Gilda

American General American Home Design

American Kidney Fund (Southeast Region)

American Laser Skincare

Amish South Angel Seed, Inc.

ArchMasters - Orthotics, Shoes, & Footcare

Arrow Products dba Hip Klips

The Art Box

Athens Limestone County Tourist Association, Inc. California Fashions By Robin

Avocados from Mexico

Avon

B & B Portraits The Balancing Act Bath Fitter of Nashville

Beaches of Fort Myers & Sanibel

BeautiControl Bees N Things.com

Beijo Bags Belk

Bella Designs from Italy

Best Buy Better In Colour **Betterliving Sunrooms** Big Fish Games

Big Skinny Wallets/Design9000 Jewelry

Bio-Oil

The Black Market Blackbear the Pirate Bling and More Blingy Boutique Blue Bell Creameries Blue Ribbon Foods **Body Care Resort Body Drench**

Box 55 Association Nashville Fire Buffs

Boresha International **Brentwood Chiropractic** Brooke and Nicole

Canyon Creations CaptionCall Cardio

Carefree Tours of Tennessee

Carmen's Day Spa and Wellness Center

Carol Wior, Inc. Carolina Kountry Celebrating HOME

Celebrity Chef Charles Mattocks

Centerstone of TN Prevention Services

Centurion Stone & Exterior

CeraVe Chattem, Inc.

Cherokee County Chamber

Chevrolet

Christian Science Reading Room

Cigma - Moonglow

Classic Doors/Restore Your Doors

Click It Hot

Clinard Home Improvement Colbert County Tourism Cold Wax Company Company's Comin'

Cool Springs Back & Neck Care, Inc.

Cottage House Botanicals Country Kettle Fudge Covered Bridge Country, IN.

Creations Plus Inc.

A very special THANK YOU to our outstanding exhibitors!

Creative Embroidery

Cremation Society of TN/Family Pals

Crystal Springs Water

Cullman Area Chamber & Tourism Board

Cumulus Radio Cutco Cutlery DJ's Secrets DNA Sales, LLC DU - USA, Inc.

Damsel In Defense

Daytona Beach Area CVB 938
Deidre Hall and Bowman Hall Publishing

Depree Rum Cakes Designer Pet Mfg. Dip'n Good Dips

DirectBuy of Cool Springs

Dixie Homecrafters / Gutter Guardian

Dove Chocolate Discoveries

Dr. Mom

The Eccentric Cat Elegance eT Cetera Elegant Accents, Inc.

Elite Cosmetics

Emerald Coast CVB Destin - Fort Walton Beach Hair Club

En Masse Marketing Corporation

Essencia

Essential Bodywear - The Bra Ladies Exodus Chiropractic of Franklin

Exodus Health Center Exquisite Collections, Inc.

Eye Kandy Glitter Cosmetics

EZ Hang Chairs

Famous Cinnamon Roasted Nut Company

Nashville Fashion Events

Fleur de Lis

Florence/Lauderdale Tourism

Fruit Abundance Galaxy Watch Corp.

The Gateway for Cancer Research

Giftworksplus Ginsey Rose

Girl Next Door Sundries

Glitz & Glamour Go! Sticky

The Golden Touch

Goodlettsville Chiropractic Clinic Grace Pregnancy Resource Center Graham County Travel and Tourism

Greater Nashville House & Home Magazine

Grumpy Girl Candles & Bath Co.

Gutter Gutter Inc. HM Events HRC Medical

Hair Prosthesis Institute HandPicked, Inc. Han's America Corp. Hawaiian Moon

Headcandi

HER Nashville Magazine

heyleeB.

Hilton Nashville Downtown

Horsefeathers Gifts

IV Pure Inc. In.Purseinators Innovative Concepts

Insphere Insurance Solutions

Instantly Ageless

It Works! Wrap and Lose Fat

It's A-Peeling!

Item Specialties, Inc.

Ityse

JAM Sales – Bravage JAM Sales - Stove Top Grill JB Rich Artisan Soap Co.

JC Unlimited

JD's Salsa in a Minute

Jay Heavener Realtors & Auctioneers

Jay Qualls, Inc.

Jennifer Thames Originals

Jewelry as Art, Inc.

Kalico Roc

KANZI and Ornaments4Orphans

KSCanuck LLC

Kentucky Vacations & Getaways

Kidsville USA

Kings Beauty Supply & Miss TN United States

Kitchen Craft
Kitty and Katie, LLC
Knockout Nails

A very special THANK YOU to our outstanding exhibitors!

Koutoure Unique Tees & More

Lebo's Inc. Lee Company Lemon – Aid Lia Sophia Lil' Treasures

Lindt Chocolate R.S.V.P.

Louisiana North

Louisville Convention and Visitors Bureau

Lulu's Clothing Company Lumen's Collection

MICROFIBER Cleaning System

MR ROOF

Margaret Taylor, Ltd.

Maristone

Marshall County CVB

Mary Kay Maurices

Maynard Home Comfort

Medtronic

Melissa's Fancy Feet Memories To DVD

Miche Bag Mid-South RC

Middle Tennessee Hypnosis Center

Milo's Tea Company

Miss Priss Mix 92.9 Mix It Up

Moonlight Diva Emporium

Morozko

Mrs. Grissom Salads

Mundo Village My Pillow My Stuff

Mystique Boutiques Nashville Ballet

Nashville Home Help Services LLC

Nashville Psychic Center National Dance Clubs National Storm Shelters

Naturally Yours Nature's Glow Nectar of the Vine Needham Lane New York Life Norwex USA Not This Girl

Nutrex Hawaii Hawaiian Spirulina

Oh's Trading
Oil & Vinegar
The Olive Branch
Omada Nutrition

One Hot Mama's American Grille

Orb Clothing

Organics by Kimberly Parry

Original Lanterns
P.E.S.T. Inc.
PS Clothing 2
The Pampered Chef

Panama City Beach CVB

Paperdoll, Inc. Pay Anywhere

Peoples Home Equity Mortgage

Perfect Accents
Perfectly Posh
Phoenix Trading
Pick TN Products
Pink Coconut
Pink Eyed Sissies
Pizzazzing You
Plexus Slim

Pockos, T/A Shabby Chic

Pony-O

Power Chiropractic and Wellness

Power Steam Pro Primo Water Progress, Inc. Pur Minerals Purely Clear

Rand Hill/Darby Creek Rand Hill/Glitter Tattoos

Reda's T-Shirts

Robin Shea - Southern Fried Fitness Rodan & Fields Dermatologists Rose Fashion Accessories, Inc.

Rosemark Easy Meals

s.a.l.t. sisters SDC Nutrition

SDI

A very special THANK YOU to our outstanding exhibitors!

SUNNYband

Saint Thomas Health Services Salena's Accessory Showcase

Sales R US

The Salvation Army

Sam's Club

Santa Fe Traders

Scentsy Independent Consultant

Scrub Bar USA

Sears Home Improvement Select Marketing – MIGI

Select Marketing – thebestsheets

Selkin Laser Center Sensational Smiles

Service Jewelry & Repair

Shabby Lane Shops

SHOTS, etc. SilverWear Simply Sassy SimplySkin Rx Sistors With Jo

Sisters With Jewels

Sleep Number

Smith Wright & Company

Sole-magic

Southern Destinations

Sparkle

Spirit Girl Couture

St. Lucia Stella & Dot Straight For You StriVectin

Styles Extended Sue's Suzani

Support Adoption Foundation

Surprise Parties Susan G. Komen TGIF Jewelry The Tennessean

Tennessee Beef Industry Council

Tennessee Chapter, Scleroderma Foundation

Tennessee Electronic Library
Tennessee Farm Fresh

Tennessee Firefighters Burn Foundation Tennessee's Agriculture in the Classroom

Tervis Tumbler
Texas Approach
That's A Good Idea
That's My Pan!
That's Perfect

Therapeutic Innovations / Go Green
Therapeutic Innovations/Hematite Jewelry

Think Happy Stuff, Inc.

Thirty-One Gifts

Toodles

Top Secret Haircessory

Treasure Island
Trendy Lime Boutique

Tupperware Twila's Boutique

US Food & Drug Administration

Union Station Wyndham Historic Hotel

Unique Designs By Wanda

Urban Studio Urbandillo Vault Denim Verizon Wireless

VeroPele SkinCare Centre

Virginia Tourism / Shenandoah Valley Travel

Visit Central Florida

Visit St. Petersburg / Clearwater

Vitamist WCJK/Jack

WRVW - 107.5 The River

WSIX - The Big 98 WSMV - TV Channel 4 Waddell and Reed Water Marbles

Watkins Quality Products Webster Enterprises WHO?Bags International

Wisconsin Cheese & Sausage Co.

YOGA MATTY

YTB - Your Total Biz featuring Ganovia Gourmet

You Personalize It

Youngevity / Travis Pardue M.D.

EXHIBITORS SAY IT BEST!

The show was a huge success! Our Mission In Motion screened 116 women in four days, the maximum we could for each day. So many women received mammograms that might have not otherwise taken the time off work to do so. The feedback was very positive and we witnessed women encouraging others, daughters talking their mothers into it, and friends doing it together. Lori L. Ward, Saint Thomas Health

Belk enjoys participating in the show each year. It is a great way to build on sales and rewards for our stores, get the Belk name out and meet other vendors in the Nashville area. Stacy and her team keep the event organized and enjoyable for all involved. It is an outstanding event that we look forward to and hope to participate in each year. Mary Lucy Yowell, Belk

The show has been a great experience for us. We are beginning to establish a name at this show and the women who attend come looking for us! They thank us for being there and are excited to receive the year's updated information about local food and farms. We plan to attend the show as long as we can because it is worth our time. **Tiffany Howard, TN Farm Bureau Federation**



JOIN US IN 2013



Mark your calendar now!

Next year's show is scheduled for April 18 - 21, 2013.

For more information:

Stacy Abernethy

Executive Show Manager

800.849.0248 x 129

sabernethy@southernshows.com

Click here to apply for the 2013 Southern Women's Show in Nashville!