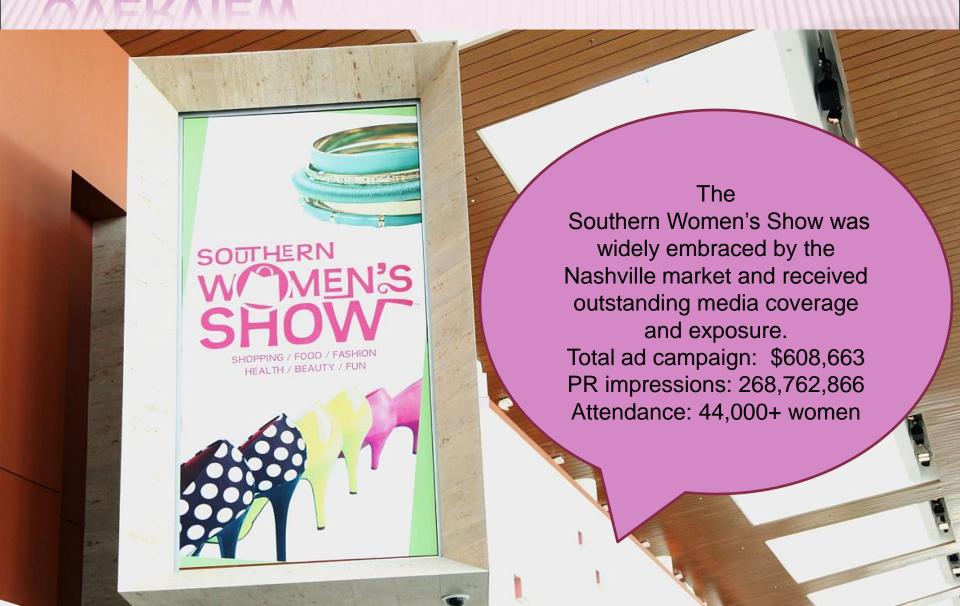




Nashville: Music City Center April 30 – May 3, 2015

# **OVERVIEW**











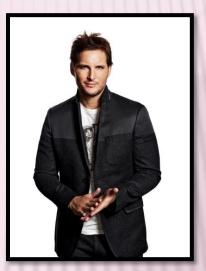
# FEATURES AND PROMOTIONS



Throughout the four days, exciting and educational activities were held on four different stages.

The stages featured celebrity guests, innovative cooking programs, musical entertainment, fashions shows and more – all designed to attract, captivate and entertain the target audience.











# **ADVERTISING EXPOSURE**





A comprehensive marketing and advertising campaign promoted the show for three weeks through television, radio and print as well as social media and grassroots marketing initiatives. Show sponsors and partners' awareness was increased through signage in high traffic retail locations and media contesting and promotions. The show was promoted in 99 Walgreens stores, 17 Chevrolet dealerships, and hundreds of retail locations.

SOUTHERN WOMEN'S SHOW Halls C/D April 30 - May 3





# TELEVISION ADVERTISING





Click here for TV Spot

The Southern Women's Show received outstanding television coverage and exposure. In addition to a two week paid schedule on three network stations and local cable programming, the show extended reach through promotions, contests and live shots from the show.

Number of Stations: 4 (5 including Cable) Number of TV Spots: 447 Total TV Campaign: \$183,225









# RADIO ADVERTISING





Radio Spot

Nine radio stations promoted the show to listeners through different formats, including adult contemporary, urban, country and pop.

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

Number of Stations: 9 Number of Radio Spots: 2,841 Total Campaign: \$341,391



















#### **DIGITAL ADVERTISING**





A digital media campaign
was integrated into the marketing
plan to reach busy women onthe-go plus that younger
demographic (25-40 yrs) and
included advertising through
Facebook,
WKRN and geo-targeting ads
through *The Tennessean* 

**Impressions: 4,345,000** 

Value: \$24,621



april 30 - may 3 music city center NASHVILLE







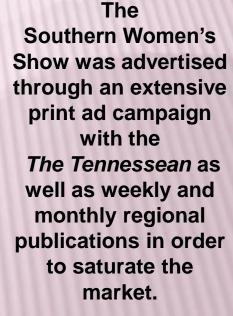


## **NEWSPAPER AND MAGAZINES**



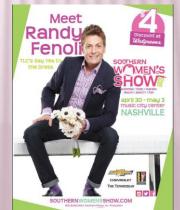












**Show Program Distribution: 375,000** 

Number of Print Ads: 26

Total Print Schedule: \$64,426

# PR IMPRESSIONS







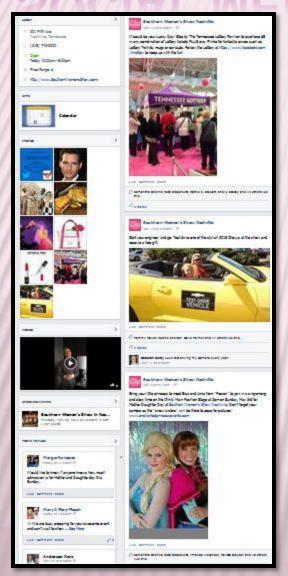


A dedicated **Public Relations firm** generated buzz with women in the market through scheduled live TV and radio interviews, print editorial in The Tennessean and local magazine and numerous online calendar listings. They delivered extensive media coverage through print, television, radio and online.

Impact: 268,762,866 Impressions











A social media campaign
was integrated into the
marketing plan to reach busy
women through Facebook
updates, promotions on
LivingSocial, Twitter, Instagram
and the Official Show Website.

E-Newsletter Subscribers: 17,194

Facebook Fans: 10,745

**Unique Pageviews: 161,270** 

LivingSocial Redemptions: 2,000 (Sold Out)

**Instagram Followers: 798** 

**Twitter Followers: 250** 

\$1,869,630 Value

## **SPONSORS**



Outstanding sponsors enhanced the success of the Southern Women's Show and created exciting and interesting features and activities within the show.





































3 Judys 4CPRNOW 5 Hour Energy

A Beauty Must A Kitchen Must

A.M.L. Body Drench

AbbVie

ABODE just like home Accomplish Quilting

ACE Energy & Weight Loss! Ace Exterminating Co., Inc.

Ace Jewelry

Advantage Talent Development Advocare Independent Distributor

AIG Financial Network Airbrush Makeup Magic

Alabama Mountain Lakes Tourist Assoc.

Alabama Tourism Department Alexander's - Tervis Tumbler

Alimtox LLC

Alina's Exclusives
All About Me

All Around Products
All Natural Dips

All Season Sunrooms Amazing Plant Stand

Ambassador's Formalwear by Gilda

American Home Design

American Kidney Fund Southeast Region

American Quilters Society

Armored Water ARS of Nashville

Athens-Limestone County Tourism Assoc.

Bai 5 Banded

Bath Fitter of Nashville

Baxter Bailey & Company

Beaches of Fort Myers & Sanibel

**BeautiControl** 

Belk

Beloved Formals Beppy's Bow Boutique Better In Colour Big Brands Blowout

Big Yellow Bag

Bio-Oil

Black Pearl Platinum Brand

Bliss USA

Blitzy Bands by Elmer & Stitch

Blue Ribbon Foods Blue Sky Natural Foods Bluebird Enterprises Blush Boutique

Boho City Boho Mojo

Bows by Lisa Luann

Box 55 Assoc. Nashville Fire Buffs Buck Ridge Cabins and Outdoors

Capital Bee Company Carolina Candy Company

Carter Natural Health & Revitalization Center

Celebrate Your Sexy Celebrating Home

Centerstone Prevention Services

Champion Windows Cheese Grater

Choose You! with Dr. Rae

Christian Bling Classy Chics Click It Hot

Chevrolet

**Clinard Home Improvement** 

Co. 63 Clothing Loft, LLC

Cobra Security Products, LLC

Cold Wax Company

Collier's Folio
Creative Accents
Crown Couture
Cruise Planners
CruiseOne

**Cumberland Garage Builders** 

Curvylious Shapers

Cutco Cutler Cyncessories Damsel in Defense Dan Talent Group

Danyel' Cosmetics & Marli Skin Care

Darla's Hip Klips

Daytona Beach Area CVB

Designer Pet Mfg. Designs by Donna

Diamond Resorts International Dip'n Good Dips/Willow Farms

DJ's Secrets

doTERRA Essential Oils

Drops of Joy

**Dunes Accessories** 

**Durante Windows & Siding** 

Easy Living Products-Power Steam Pro

Elite Cosmetics

En Masse Marketing Corp.-Flameless Candle En Masse Marketing Corp.-Garlic Grater

**Enchanted Princess Events** 

Energy Armor
Essence Day Spa
Essential Pockets, LLC
Essentials for Living

**Exodus Chiropractic of Franklin** 



Family Leisure

First Community Mortgage

Flash on Heels Float Nashville

Floor Max Direct

Florence Lauderdale Tourism

Free Reign Farm French Lick Resort

Frontier Basement Systems

Funny Bricks Gems N' More

Gifts From Your Heart Gifts With A Cause Giuseppe's 1933 Glitz Galore-N-More

Goo Goo Clusters

Gorilla Garage Grab the Gold

Grapes & Olives On Tap

Greater Nashville House & Home Magazine

Greentea Hawaii

Ground Up Builders, Inc.

Happy Feet

Harlequin Enterprises, Ltd.

Hawaiian Moon

Heaven Sent This Gift

Heavendropt

Herron Roofing, LLC

Hi-Dow Professional Series

High Street Co.

Hiller Plumbing, Heating, Cooling & Electrical

Holiday Fried Pecans Home Care Assistance Honeysuckle Acres Hot Southern Mess HQ Insurance I Am a Woman

I Love Scarves

I Love Tops

I Rhino

Ideal Image InfinityBelt

Initials Inc. Cindy Baxter Smith

InnovationX/ Stick It Innovative Concepts

**Innovative Medical Solutions** 

Innovator Brands
Isagenix International

It Works! That Crazy Wrap Thing!

j. Marie

JAM Sales - Bravage

JAM Sales - Stove Top Grill

Jamberry Nails Jan's Clay Flowers JazzSkinCare LLC

Jennifer Bokahri Jewerly

Jeunesse Global Jewelry Bee JF23 Pain Relief Jo Ann's Originals

Juice Plus

Jump Start Agency Juno Design Just For Fun

Kentucky Getaways & Vacations

Kicker Boot Clips and Justice Leathers

Kitchen Craft

Koutoure Unique Tees & More

L & C Products Lalure 1324

Le'Keith Southern Sauces LeafFilter Gutter Protection LemonHead Apparel

Lifestyle Marketplace

Lil' Treasures and The White Lily Lions & Lemons Fashion Parlor

Little Black Dress Wines

Living to Hear Six LJM Accessories, Inc.

Louisville Convention and Visitors Bureau

Lovebug Accessories LuLaRoe By Erin LUXE Heavenly Bodies

Lynch Tree Service
Madi Fly Magnets

Magestic Kingdom Travel

Makeup Eraser Margaret Taylor, Ltd.

Mary Kay

Matchless & Reservations Nashville

Maurice's Mavin

Maximized Living Melissa's Fancy Feet Meltdown Momma

Memories Forever Captured

Memories to DVD
Merry Blu Boutique
Mind Body Institute
Miracle Method
Miracle Whisks

Miss Kitty's Bed and Bath Mississippi Miracle Clay

Mix 92.9 Mix It Up Monat Global

Monroe Carell Jr. Children's Hospital at Vanderbilt

Monticello Custom Homes



Mosquito Squad

MouseHunters Travel

MoYou Nails

Mr. B's Air Duct Cleaning

Mr. Roof

Mrs. Grissom Salads

MTM Model and Talent Management

Music City Maid Service

My Pillow mystuff

Nashville Children's Theater

Nashville Guitar String Bracelets/And the Bead Goes On

Nashville Healthnote, LLC Nashville Lipo-Laser Nashville Psychic Center

Nashville Tattoo & Hair Removal Nashville Vascular and Vein Institute

Nashville Yoga Apparel National Dance Clubs

Naturally Yours

Nature's Best Air (Rainbow)

Nectar of the Vine Nerium International

Nutrisail
Opry Mills
Organno, LLC
Origami Owl
Origins of Hope
OsteoStrong

PainFreePillow.com
Parkside Resort

Passion for Pink Boutique

Passion Parties

Pathway Women's Business Center

Pepsi

Personal Training by Tabby Bewley

Physicians Mutual Insurance Company

Pink Zebra with Jenn Williams

Pinot's Palette Plexus Slim Pony-O Power FX

Prep for Pregnancy

Prestige Products Direct: Air Purifier

Profashion Inc.
Project 615

Prudential Financial
Pure Romance

Putnam County Convention & Visitor Bureau

Rahab's Rope Rainsoft

Real Time Pain Relief

Reda's T-Shirts

Redneck Brands LLC Reflections by Tanya

Restore Hormonal Vitality & Wellness Center

Rock Your Hair

Rodan & Fields with Kate DiStefano

Rustic Ranch Decor & More

Ryker Tools

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

Savannah Children

Scentsy Independant Consultant Scootwear Custom Posters

Seal Smart

Sears Home Improvement Services

Shane Lee Boutique Shawls by Barrett Imports

SHE For Women SheaMoisture Shoebox Man Kit Show Hope Silpada Designs

Simply Sassy Tees & Apparel

Skin RN Aesthetics Sleep Number

Sleep Outfitters

**Smith Mountain Promotional Designs** 

Solemagic Soles4Souls

Southern Belle Biscuit Company

Southern Destinations Southern Peanut Growers Southwest Pepper Grillers

Soy Logic, LLC SOZO Global, LLC Spunky Monkey

Starting Point Project Inc. State Farm Insurance

State of TN - Toxic Substances Program

Staylight Fitness
Steeped Tea
Stella & Dot
Straight For You

Sugarboxer's Farms Gift Boxes

Sun Tan City Surprise Parties Sweet Nectar Spa Sweetbriar Designs Tammy K Almond

TN Chapter, Scleroderma Foundation

TN Education Lottery
TN Electronic Library

TN Firefighters Burn Foundation, Inc

Tennessee Foundation Services

Tennessee Redneck Sauce Company TevaJane, Timeless Earth Collections

That's My Pan!



That's Perfect

The Ashlee Witham Foundation

The Beef Checkoff

The Bra Ladies-Essential Bodywear

The Emporium (Kitchen Korner)

The Flooring Guru

The Golden Touch

The GripStic

The LASIK Vision Institute

The Memory Builders

The Tangled Nest

The Tennessean

The Wreath Stand

Thirty-One Gifts

Tia's Shabby Chic Boutique

Tiaras And Tadpoles

Tip Top Home Solutions

**Toodles** 

**Touch of South** 

Tre'Bellas Boutique

Treasure Island

Tribe Talent Management & Development

Trinkets & Baubles In Sterling

TSD Global Designs

**Tupperware** 

Tutti Boutique

Twila's Boutique

U Koala Bag

U.S. Space & Rocket Center

Ultra Balm's Skincare Products

**Unity Chiropractic** 

Van Loo's Traveling Boutique

Vein Clinics of America

Visit Central Florida

Visit Panama City Beach

Visit St. Petersburg / Clearwater

Vitamist Spray Vitamins

Waddell & Reed Financial Advisors

Walgreens

Walnut Wood Works

Water's Edge Chocolates, Inc.

WCJK/Jack

Webster Enterprise/Smart Living Ceramic

Cookware

Webster Enterprises / Doggie Bag

Webster Enterprises/A-Box

Webster Enterprises/Bamboo Pillow

Webster Enterprises/Casada Quattro Massager

Webster Enterprises/Eurosteam Iron Webster Enterprises/Microfiber Mop

Webster Enterprises/Power Jam

Webster Enterprises/Steam Mop

Webster Enterprises/Xhose Whiskey Darling Boutique

Whole Body Wellness Concept

Wickles Pickles

Wide-Eyed Designs

Wildtree Organic

Willow Tree Fabrics

Wireworkscreations, Inc.

WKDF

WKRN

WNFN i106 All the Hits

Women's Council of Realtors

World Vision

WQQK

WSM - 95.5 FM

Xfinity

Xtreme Teeth Whitening LLC

Younique

Yourself Expression

Zenagen Zerorez Zipfizz













#### **BE PART OF THE 2016 EVENT**

Thank you for helping us bring the very best in health, beauty, home, fashion and more to the Nashville 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!

Stacy Abernethy
Executive Show Manager

Meredith Menninger
Assistant Show Manager

