

THOUSANDS ATTENDED



2

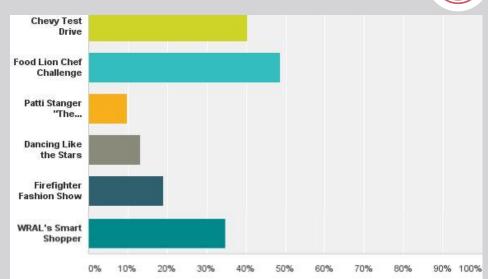
The 29th annual Southern Women's Show in Raleigh attracted thousands of guests throughout the four day event. In addition to providing the opportunity to meet thousands of women face to face, the show generated **millions of impressions** across the community before, during and after the show.

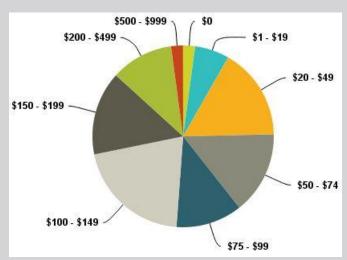


DELIVERING YOUR AUDIENCE



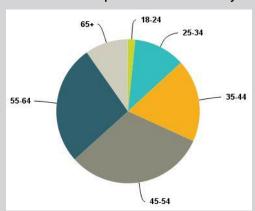




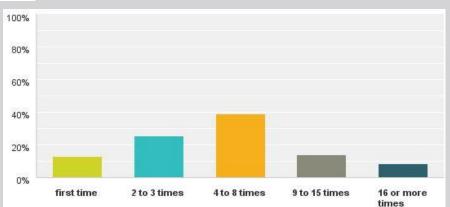


Approximately how much did you spend?

What special feature did you see at the show?



Age range



How many times have you attended the show?

SCENES FROM 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 throughout the region as well as onsite interaction with thousands of show guests.

	Impressions
Television Advertising	10,144,164
Radio Advertising	2,456,100
Print Advertising	1,722,488
Official Show Program	173,289
Specialty Publications	136,757
Public Relations	11,034,645
Official Show Website	87,445
Official Show Facebook Page	1,236,250
E-Newsletters	<u>39,078</u>
Total Impressions	27,030,216

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. Hundreds of television spots resulted in **10,144,164 media impressions**. Click here for link to TV coverage



86 Spots 8,539,964 Impressions



11 Spots 922,000 Impressions



26 Spots 525,440 Impressions



121 Spots 156,800 Impressions

RADIO ADVERTISING





Paid and promotional spots, live liners, contests and interviews were designed to capture 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 **2,456,100 impressions**. Click here for link to Radio spot



122 Spots 1,008,000 Impressions



63 Spots 412,500 Impressions



78 Spots 194,600 Impressions



65 Spots 107,500 Impressions



55 Spots 301,400 Impressions



52 Spots 217,600 Impressions



15 Spots 214,500 Impressions

PRINT ADVERTISING



8

Advertisements in local 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.

- 24 print ads in resulted in the News & Observer1,722,488 impressions.
- Official Show Program was distributed through the News & Observer to 168,289 subscribers on Sunday, April 21st, 2014 with an additional 5,000 copies distributed onsite.
- Ads in Homes and Land, New Homes & Ideas and Money Pages promoted the show to a potential reach of 136,757 readers.









SHOW PROGRAM



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 online contests for both listeners and readers.

Radio Trade Value: \$6,180.00 Print Trade Value: \$3,288.00



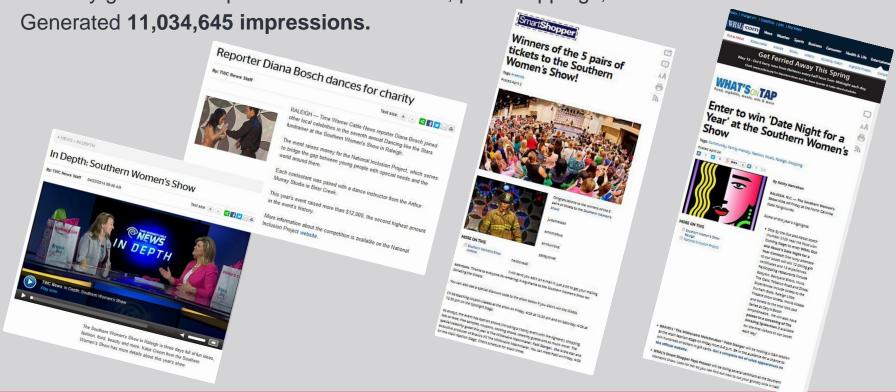


PUBLIC RELATIONS



11

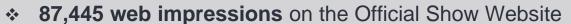
Press releases, media alerts and personal outreach by the show's Public Relations team resulted in numerous articles about the show through a variety of publications and websites, and television interviews on multiple stations. Coverage highlighted sponsors, exhibitors, celebrity guests and special features.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



SOCIAL MEDIA OUTREACH



12



Weekly status updates to 4,945 Facebook fans

E-Newsletters to a database of 6,513 subscribers

resulting in **39,078 impressions**





WEB AND SOCIAL MEDIA

Classifieds Jobs Cars Homes Apartments Legals Place an Ad

Rewsobserver.com

Chat with me at the Southern Women's Show today and Saturday

III be at the Southern Women's Show today and Saturday so please stop by and see me.

Each will receive a pair of tickets for the show, which runs Friday through Sunday at the State Fairgrounds.

Ill have freebies for the first five blog readers each day who stop by to chat

Southern Women's Show ticket winners!

Read More 2 comments

III be at The NSO booth near the cooking stage in the Expo Center from 5 to 7 p.m. today and 1 to 3 p.m. on

Choose a blog Go to...

HOME NEWS SPORTS BUSINESS POLITICS LIVING OPINION COMMUNITIES



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COUPONS & TICKETS



14















www.SouthernWomensShow.com

OFFSITE EXPOSURE



Money saving coupon and ticket offers drove attendance.

- Discount coupons were promoted on the Official Show Website
- Discount coupons were distributed at retail locations in Raleigh
- Thousands of advance discount tickets were sold at 88 Walgreens
- Complimentary admission tickets were distributed to sponsors, exhibitors and local retailers and media partners
- 350 tickets were distributed to area Chevrolet dealerships

Posters, table tents and register cards built awareness locally.

- Posters were displayed at 23 local Chevrolet dealerships
- Posters, counter cards and nametag ribbons were displayed at 88 Walgreens retail stores
- Posters and signs were displayed at Belk, Carolina Premium Outlets, Cary Towne Center and various local retailers





SPECIAL GUESTS





From Patti Stanger of Bravo's *Millionaire Matchmaker* to coupon experts, top chefs, style coaches and motivational speakers, the show offered a superior line-up of special guests. These celebrities attracted media attention plus inspired and entertained guests.



Cynthia Jones
Neo-Soul Recording Artist



Chef Shawn Pratt



Patti Stanger The Millionaire Matchmaker



Monica Smith Executive Chef



Faye Prosser WRAL Smart Shopper

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.



















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S 3S Jewelry

"Comic Proportions" Lena The Art Diva

2 Happy Feet

2Cups Green Tea Hawaii

4EverSole

A Beauty Must

A New Look

A Special Event

Abbvie

ADT Security Services

Aerosoles

Airbrush Makeup Magic

Alimtox LLC

All About Microfiber

All Natural Dips

Alzheimer's Association Eastern NC Chapter

Amazing Dresses

American Heart Assoc.-Go Red For Women

American Laser Skincare

Ameriprise Financial

Angela D. Global Designs

Anne's Old Fashioned Food Products

Apex Weightloss MD

Arabella

Aradia Fitness

Arbonne

Arthur Murray Dance Studio

ASG Security Asset A Slimmer U Augusta's Creations, LLC

AWB Promotions

B 93.9

Barbizon of Raleigh

Beaches of Fort Myers & Sanibel

Beau Ties Beauticontrol Beautycounter

Belk

Bertie County Peanuts

Better In Colour Beyond Jewelry 520 BG Wineslushies

Blackwell Distributors, Inc. (Rainbow Vacs)

Bleu Heron Jewelry

Blue Coral LLC dba Hand & Stone Cameron Village

Blue Creations
Blue Moon Under

Blue Ridge & Great Smoky Mountains

Bobbees Bottling Bobby J's Original

Body True Thermabolic Weight Loss System

Bow Clippeez 2 Envy Buffaloe Milling Company

Busch Gardens & Water Country USA

C&B Trendy Camp Gladiator Canine Angels, Inc. Capital Bee Company

CapTel NC

Carolina Candy Company

Carolina Packers, Inc.

Carolina Premium Outlets

Carolina Vein Institute

Carols Creations

Cary Pottery

Cary Soap and Candle

Cellular Sales of North Carolina

Center for Medical Weight Loss

Chevrolet Christian Tours

Classic Charm Boutique

Clear Choice Water Solutions, Inc.

Clear Choice Windows Clear Waters Travel

Clic Eyewear

Cobra Security Products

Corry Enterprises

Corry Enterprises - Aurora Lamps

Costco

Country Cottons Creative Embroidery

Crestline Hotels and Resorts

CruiseOne & Cruises Inc.

Crystal Springs
Cutco Cutlery



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Daytona Beach Area CVB

Dennis Vineyards Winery

Department of Veteran Affairs

Designer Pet Mfg.

Designs by LJ

Diamond Resorts International Marketing, Inc.

Dip'n Good Dips dba The DIPlomats

Diva Daisies, LLC

doTERRA Essential Oils

Duke HomeCare & Hospice

Duplin County Tourism

Duplin Wine Cellars

Easy Living Products-Power Steam Pro

Eccentric Cat

EcoMaster - Energy Efficient Home Improvement

Elegance eT Cetera Elegant Accents, Inc.

Elegant Accents, inc.

Elemental Alchemy

En Masse Marketing Corp.-Garlic Grater En Masse Marketing Corp.-Powerbank

En Masse Marketing Corp.- Flameless Candle

Energems

Essential Pockets, LLC European Wax Center Ever So Lovely®, Inc.

Extension of You Home Care & CarePatrol

Eye Care Associates

Fan Feet, LLC Fancy Blossoms FineCorsets.com

Firefighters Burned Children's Fund of Wake

County Five Bees

Floury Apron LLC

Food Lion Cooking Stage

Food Notations

Foss Gourmet Food, LLC

Garlic Expressions

Gatherings with Private Chef Shawn, LLC

Gems N' More Georgia Glitz Ginger Blue Grace Adele

Grade Power Learning

Grapes & Olives On Tap, LLC

Great Eastern Resort

Greater Williamsburg Chamber & Tourism Alliance

Grendeddy Dave's BBQ Sauces and Seasonings

Gutter Glove of North Carolina, LLC

Gypsy Swim School

Hampton Inn Winchester, KY

Headbands of Hope

Heathmoor by De Loache

Heide's Gourmet Henna Design

HOCOA

Home Spa

Homes & Land Magazine

I&N Jewelers

Ideal Product USA, Inc.

Impress Instant Press-On Manicure

In2Feet, LLC InfinityBelt, LLC Initials, Inc.

Isagenix / Nutritional Cleansing

It Works! Inches Gone Tonight!

IV Pure Inc. J & J Lulas

JAM Sales - Stove Top Grill

JC Unlimited

JCB Entertainment-DirecTV Satellite

Jenni K. Jewelry

Judy's Gifts & Jewelry, LLC

Juice Plus Kara's Closet

Kim's Cheese Straws

Kitcheneez Kool Kombz Kozy Collar

Kristina's Kreations & Accessories

L'paige Lipstick

Lady Lynn's Boutique Lashes and Cosmetics LeafFilter North of NC, Inc

Leafguard of Southeast Carolinas

Lebo's Inc.



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Lemon - Aid Organics

Lifestyle Lift

Lifestyle Marketplace-BraVage Lifestyle Marketplace, LLC

Light Up Lip Gloss Linx by Mark Morton

Liplidz, LLC

LipSense by SeneGence Lisa Jensen Photography Live Right Inc.-Saladmaster

Longaberger

Luxury Baths & Kitchens

Made in the Shade Blinds & More

Mainstream Boutique MakeUp Eraser

Makeup Studio By Diane Capt

Margaret Taylor, Ltd. Mary Kay Cosmetics Maximized Living

MC's Sweet Roasted Nuts

McKeeman Communications Group, Inc.

MD Jewelry Design

Medifast Weight Control Centers

Melissa's Fancy Feet

Melvin's Legendary Bar-B-Q

Miche

Military Missions In Action Milo's Tea Company Mississippi Miracle Clay Modern Wellness Solutions

Money Pages

Moonlight Diva Emporium

My Pillow

My Sister's Natural

My Stuff

National Inclusion Project

National Networks of Libraries of Medicine

Naturally Yours Nazoriental Boutique

NC Fudge NC Fun Book NC Cash

Nerium International

New Homes & Ideas Magazine

News & Observer

News & Observer Deal Saver

North Carolina Theatre

Norwex

Nourished Body|Wild Heart

Nugz Jewelry Ocean Threads Off Leash K9 Training

Ohlemacher's Wisconsin Meat & Cheese Products Inc.

Origami Owl Out & About

Outlander Travel LLC Outreach NC Magazine Ovarian Cancer Awareness Pain Free Products, LLC

Pampered Prince-ss

Paparazzi By Melissa Wilson

Pass It On

Passanante's Home Food Services

Perfectly Posh Perfectly Thin Photo Letter Art

Physicians Weight Loss Centers

Pink Ribbon Shades

Planet Beach Contempo Spa

Plexus Slim

Pockos America Inc.

Pony-O

Premier Designs Jewelry, Inc

Prestige Products/Enchanted Eyes
Prestige Products Direct/Migi Nail Art

Pretty in Pink Foundation Prevent Blindness NC PRP Wine International

Pure Romance

Quick and Easy Mixes Radio One Raleigh

Raleigh Restaurant Equipment Raleigh Specific Chiropractic Raleigh Vein & Laser Center

Re-Bath of the Triangle Real Time Pain Relief



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Redneck Brands LLC

Reflections Hair Salon

River Expeditions

Rock of Ages Winery & Vineyard, Inc.

Rodan + Fields

Salena's Accessory Showcase

Salon Eden

Sandez Family Chiropractic & Wellness Center

Sarkis

SAS Shoemakers

Scentsy Wickless Candles

ScriptureArt, LLC

Shabby Chic

Shelf Genie

Sigma Tau Omega Chapter of Alpha Kappa Alpha Sorority

Silpada Designs

Simply Me Accessories LLC

Sit Means Sit-Dog Training

Sky Zone Raleigh

Sleep Number

So You Jewelry

Soak

SolarTyme

Solemagic

South Bend Chocolate Company

South Hill Designs

Southern Destinations

SRI Shoe Warehouse

Stack3Fitness

Stephen Gauquie

Stony Mountain Vineyards

Stop Hunger Now

Studio 59

Styles Extended

Suite Paws Pet Resort & Spa

Sun Tan City

Surprise Parties

Susie Lane Boutique

Sweet Neecy, LLC

Sweet Royal-Tea Soapery

Sweetbriar Designs

Swoon Boutique

Tai Brands

Tanger Outlets Mebane

Tekle Mihret Ethnic Jewelry

Ten

Tenaj Marketing Company

That's Perfect

The Connection Place, Inc.

The Cookie People

The Emporium (Kitchen Korner)

The Gem Chronicles

The Golden Touch

The Law Offices of John T Orcutt

The Mosquito Squad The Original Pink Box

The Pampered Chef

The Silver Link

Theanys Flags 2

Therapeutic Innovations

TheraSteps® Insoles

Think Tank Products

Thirty-One Gifts

Tonya's Cookie Company

Triangle Gardener Magazine

Tumbler Bay

Tupperware-Full Circle Enterprises

Tutor Doctor

Twinkle Star Monogram

Ultra Essence Skincare Products, A

Division of Sales R Us, Inc. Unique Designs by Wanda

Usborne Books and More

Vacation Reservation Center

Vaporillos

Vegas Vacations

VibaBody Slimmer

Virginia Tourism

Vision Discount Plan

Visit Central Florida

Visit St. Petersburg/Clearwater

Vitamist Spray Vitamins

Wacoal / b.tempt'd by Wacoal

Walgreens

Webster Ent./Stretch Lids

Webster Ent./Bamboo Pillow



Webster Ent./Curling and Flat Irons

Webster Ent./IQ Vacuum

Webster Ent./Steam Mop

Webster Ent./Thunderhead Showerhead

Webster Ent./XHose Pro

Wet 'n Wild Emerald Pointe Water Park

Wickles Pickles

WildSide Outdoor Clothing Co.

Wood Wise Design & Remodeling

Wow - JF 23 LLC / Pain Relief

WRAL

Wyoma Road Boutique

Xtreme Teeth Whitening LLC

Yoga Matty

Younique

Zerorez

ZPizza

EXHIBITORS SAY IT BEST





Thank you again for letting Busch Gardens and Water Country USA be a part of another successful Southern Women's Show. The Raleigh market continues to be the perfect fit for us and your show gives us the outlet to reach those very important consumers.

Rachel Christie, Busch Gardens & Water Country USA

Thanks for putting on a wonderful show! We look forward to seeing you again next year. Heather Johnson, River Expeditions, West Virginia

I would like to personally THANK YOU ALL for an outstanding show this past weekend! I had a blast and Scentsy Wickless Candles did very well (and we LOVED our new booth location). Leslie Long, Scentsy Wickless Candles

It was the best show we have done all year!!! Angela Sargent, ADT

JOIN US IN 2015





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 April 24 – April 26, 2015 at the NC State Fairgrounds

Mark your calendar now!

For more information:

Tish Atkins

Executive Show Manager tatkins@southernshows.com

Ashton Dreyer

Assistant Show Manager adreyer@southernshows.com

Click here to apply for the 2015 Southern Women's Show Raleigh