

OVERVIEW





DEMOGRAPHICS





FEATURES AND PROMOTIONS

SOUTHERN WOMEN'S SHOW.

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

This event delivered! The turnout was great, larger than expected. The event was well organized, so my participation in the event went smoothly. These kind of events can be chaotic but show management was well prepared. We hope to be involved in more of the Southern Women's Shows in the future.

Bill Lottman, Lifeway Christian Store







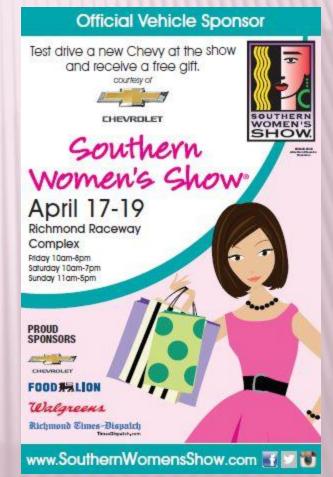
ADVERTISING EXPOSURE





A comprehensive marketing and advertising campaign promoted the show for three weeks through television, radio and print as well as digital, grassroots and social media. Show sponsors and partners increased awareness through in-store announcements, register signage, posters and promotions. The show was highlighted in 33 Walgreens stores, 9 Chevrolet dealerships, and hundreds of retail locations.





TELEVISION ADVERTISING





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

Number of Stations: 5

Number of TV Spots: 268

Total TV Campaign: \$106,905

TV Spot











RADIO ADVERTISING





Radio Spot

Seven radio stations promoted the show to listeners of many 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: 7

Number of Radio Spots: 808

Total Campaign: \$31,156















NEWSPAPER AND MAGAZINES









The Southern Women's Show was advertised through an extensive print ad campaign with the Richmond Times Dispatch as well as weekly and monthly regional publications in order to saturate the market.

 Show Program Distribution: 5,000

Number of Print Ads: 18

 Total Print Schedule: \$37,503

DIGITAL ADVERTISING





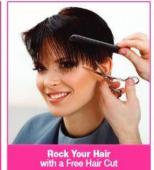
Food | Fashion | Celebrity Guests Health | Beauty | Shopping | Fun

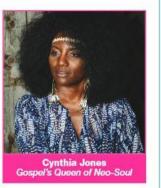


April 17-19

Richmond Raceway Complex







WOMEN'S

SHOW

FREE PARKING

PROUD SPONSORS

FOOD TION Walgreens

Richmond Times-Dispatch **RICHMOND**

800.849.0248 | A Southern Shows Inc. Production

www.SouthernWomensShow.com



A digital media campaign was integrated into the marketing plan to reach on the go women and included advertising through Pandora radio, Facebook and Richmond.com.

Impressions: 997,539

Value: \$8,500



PR IMPRESSIONS





Your Favorite Reality Shows



BUY THE ASHLEY'S NEW BOOK: INSIDE AGT

Jessa Duggar Addresses Recent Pregnancy Rumors During Southern Women's Show in Richmond

a SPRIL 19, 2012 214 PM H 19 HODG & COUNTING HIS & COMMENTS

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tizzy lately over rumors that 19 Kids and Counting star Jessa Duppar is pregnant with her first child. Fans of the show have been quick to point out that Jessa, who has been married to Ben Seewald since November. has been sporting more of a tummy lately, which many think could be because she is carrying the next Duggar Family "blessing."

Jessa, however, flat-out denied the pregnancy reports during her appearance at the



Southern Women's Show in Richmond, Virginia, vesterday Jessa, who appeared at the show alongside Ben, was asked if she was pregnant during the Q&A portion of the chat. Jessa said she had 'nothing to report' in terms of pregnancy, according to a show-goer

Jessa is probably unable to reveal big news such as a pregnancy due to her contract with TLC, so if she is pregnant after all, she was most likely forced to lie about it.

TLC has been advertising that the Duggars have some 'big news' to announce very soon. Jessa was also reportedly seen shopping in the maternity department of a Ross department store in Rogers, Arkansas, earlier this week

While Jessa depled that she's preparatished in however, say that she and Ben were not

Photos from the event, as well as several recent ones taken while Jessa and Ben were traveling to the event, do, indeed show Jessa looking a little fuller in the tummy region. Ben has said that the comments people make about Jessa having a "baby bump" have made his wife self-conscious about her weight.

"We fight about this," Ben told Feople in February. "Jessa thinks she's fat, but she doesn't remember all the times that people tell her that she looks great."

While she denied the pregnancy rumors during her speech, Jessa did say that she and Ben really want to adopt a ohlid. However, they will have to wait until they've been married for at least two years before they can start adoption proceedings.

The Ashley had a reporter at the Memphis Southern Women's Show, where Jessa appeared last month. To read an account of her appearance, ollok here!

(Photo: Twitter)

Richmond Times-Dispatch

Seewald to discuss family, marriage at the Southern Women's Show

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Jessa Duggar Seewald has been on reality TV most of her life



The 22-year-old is a regular fixture on "19 Kids and Counting," the popular reality show on TLC about the Duggars and

Seewald, who got married in November, is settling into her new home in Arkansas and getting used to married life

She'll be at the Southern Women's Show Saturday at 1 p.m. at the Richmond Raceway Complex where she'll discuss family, marriage and relationships.

"Life as a newlywed is amazing," Seewald said. "I get to share my life with my best friend."

Seewald has always lived at home with her huge family. This is the first time she hasn't shared a room with her slolings

"I definitely miss my family on occasion. The house is so quiet," she said. "It was definitely a big adjustment at first. But It's a lot of thin I love the married life "

Seewald and her husband. Ben, are renting a small home from her grandmother. "It's cozy," Seewald said, "And full of

A few of the new challenges of married life include learning how to keep a budget and how to cook for two. "I wasn't used to it." Seewald sald. "I'm trying to downsize."

On the new season of "19 Kids and Counting," currently airing on TLC, the show follows Seewald's wedding planning process, as well as the big day and the couple's European honeymoon. "My favorite part was getting to spend all that time

As for marriage tips, "love the other person unconditionally," Seewald said. "Even when they irritate you, even if they don't understand, fell yourself, "I love this person more than anyone in the world." Look at the bigger picture. It all goes back to God and keeping that foundation strong."

Seewald's religious beliefs continue to play a major role in her life. She started a Bible study with her husband and conducts house visits in her neighborhood. "We really try to look around us and look for ways to give back. We visit people who are going through tough times."

Because Seewald has spent 10 years on reality TV, It's not just people in her hometown who connect with her, but the

She published "Growing Up Duggar: It's All About Relationships," an advice book, with her three sisters last year. The/re updating it now with eventhing the/ve learned, firsthand, about courtship and marriage.

"People feel like they really know us. They see us every Wednesday night. People feel like they're part of the family."

At the Southern Women's Show, Seewald will talk about growing up and her life as a newlywed. Her talk, on the Pashion & Entertainment stage, will be followed by an audience Q&A. She'll also do a meet-and-greet with fans and sign

The Southern Women's Show is billed as three days of food, fashion and shopping, all under one roof. Other celebrity guests at the event will include gospel music's "Queen of Neo-Soul," Cynthia Jones; styllst Michael O'Rourke, creator of "Big Sexy Hair" products; hypnotist Larry Volz, and comedienne Joy, the "Queen of Clean."



Virginia Wayside Furniture

Where: Richmond Receivey Complex, 800 E.

Findesty: adults, S10; children 6-12, S5; advance discount lickets at Walgreens, \$7; online advance tickets \$9 for adults, \$5 for children.

louine: Friday, 10 a.m.-5 p.m.; Saturday, 10 a.m.-T p.m., Sunday, 11 a.m.-5 p.m.

Sean (STO) SASLITARS on

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: 246,376,229 **Impressions**

SOCIAL MEDIA AND E-NEWS





FOOD MILION



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

•E-Newsletter Subscribers: 5,239

Facebook Fans: 3,478

Unique Pageviews: 71,663

Living Social: 2,000 (Sold out)

Instagram Followers: 798

• \$605,172 Value

SPONSORS







interesting features and activities within the



















OUTSTANDING EXHIBITORS

SOUTHERN WOMEN'S SHOW

A Kitchen Must abc PetWear

ACE Weight Loss

ADT Security Services

Advanced Wellness Centre

Advocare Independent Distributor

Airbrush Makeup Magic

Alimtox LLC

Alliance Women's Health American Kidney Fund

Angel Chatter AWB Promotions

Balsamo's Family Kitchen

Bath Fitter
BeautiControl
Better In Colour
Beyond Jewelry

Blue Bell Ice Cream

Blue Moon Under Body Tune Plus

Butler Photographic Artistry

C & B Trendy Calli b.

Capital Remodeling

CarlaJo's

Catie Fashion USA Inc.
Center for Vein Restoration

CEO Magazine & Jadien Jones Photography

Chef Joseph's Kick Sauce

Chesterfield County Police Dept.

Chevrolet

Classic Granite & Marble Inc.

Claville LLC Click It Hot

Co. 63 Clothing Loft, LLC

Cocktails with a Kick and Quick & Easy Mixes

Colesce Fashions & Custom Fitted Bras

Corry Enterprises

Corry Enterprises-Aurora Lamps Corry Enterprise -Hip Klips

Creative Motivation Culligan Water Cutco Cutlery

dōTERRA 302

Damsel In Defense, Toni Orange Ind. Damsel Pro

Daraja Imports, LLC

deBarros Chiropractic Clinic Designs by Alex Simkin

Diamond Resorts International

Dillard's

Do The Jerk-ey! LLC

Dove Chocolate Discoveries

Easy Living Products-Power Steam Pro

Eclectic Cottage Electronic Boutique Elegance eT Cetera Elegant Accents, Inc. Elite Cosmetics

Elite Kitchen and Bath

Ellen Shaw de Paredes Inst. for Women's Imaging En Masse Marketing Corporation-Flameless Candle

En Masse Marketing Corporation-Garlic Grater

Essential Pockets, LLC Euroshine USA, Inc. Exquisite Collections Inc.

First Choice Chiropractic Center

First Investors Corporation Food Lion Chef Challenge Stage

Food Notations "Represent Your Recipes"

Forever N Fashion, LLC. Geta's Exotic Leathers, LLC

Gi Gi Enterprises

Gift Works Plus Girl Scouts

Glitz Galore-N-More

Goodwill of Central and Coastal Virginia

Grapes & Olives On Tap

Gypsy Hill Hair Cuttery

Handmade Quilts and Breads Hanover Property Services

Happy Feet

Harlequin Enterprises, Ltd.

Hawks Renovations Headbands of Hope

Health and Wellness with Bemer Technology

Heaven Sent This Gift

Heavens Gate PoundCake Shoppe

Helmut's Strudel

Helping Hands Affordable Veterinary Surgery & Dental Care

Hi-Dow Professional Series

HomeAgain

Homes & Land Magazines

Hunter Holmes McGuire VA Medical Center

Ideal Product USA, Inc.

InfiniteAloe InnovationX

Instantly Ageless by Jeunesse Institute for Integrative Nutrition

It Works Global, Independent Distributor

JAM Sale Bravage

JAM Sales - Stove Top Grill

Jamberry Nails James River Air Jody's Popcorn

Kings Cree k-Williamsburg VA Kristina's Kreations & Accessories

OUTSTANDING EXHIBITORS

SOUTHERN WOMEN'S SHOW.

Le-Vel Thrive

Lebo's

Lewis Plastic Surgery

Lifetime Stainless Steel Cookware

LifeWay Christian Stores LipSense by SeneGence Little Black Dress Wines

Longaberger Lucy's Cookies

M.J. Clothing Makeup Eraser

Margaret Taylor, Ltd. Mary Kay Cosmetics

Mary's Cakery & Candy Kitchen Mass Mutual Greater Richmond

Massanutten

Miche

Mid-Atlantic Twin Registry

Miracle Whisk Mix It Up

Moonlight Diva Emporium

Mpulse Boutique

Murphy's Cinnamon Roasted Nuts

Music For Life/ Eirinn Abu My Secret Garden VA

mystuff

Naturally Yours Nerium International

New York Life- Tricia Branch

No More Dirty Roofs

Norwex

Ohio Valley Herbal Products
Organic ABGUR Skin Care Line

Organno, LLC Organo Gold

Origami Owl Custom Jewelry

PainFreePillow.com

Paparazzi Jewelry & Accessories- Angela B Cobb

PeachSkinSheets
Perfect Accents
Perfect Fit Toe Rings
Perfectly Posh

Permafaces -Permanent Makeup

Pine Designs

Pink Ribbon Boutique

Pink Tie Gala Plexus Worldwide

Pony-O

Profashion Inc.

Real Time Pain Relief Renew Health & Wellness

Richard L Byrd, DDS, PC & Associates

Richmond Hypnosis Center Richmond Times-Dispatch Richmond Window Corporation

River Expeditions Rock Your Hair Rodan+Fields

Ronald McDonald House Charities of Richmond

S 3S Jewelry

Salena's Accessory Showcase

Sales R Us Inc.

Sanders Travel Centre

Sarkis

Savor The Flavor Gourmet Dips Scentsy Wickless Candles Sears Home Services

Shan Feng He She's International

ShelfGenie

Smocked or Not

Simply Me Accessories LLC

Soul-Ice Vending, Inc. Southern Destinations

Soy Logic, LLC

Spinal Correction Center of Richmond

Stein Mart Stone Palace Studio59 Style Dots Success Rice Surprise Parties Sweet Nectar Spa SwimRVA

Tekle Mihret Ethnic Jewelry

That's Perfect
The Bair Foundation
The Clothes Rack
The Golden Touch
The GripStic

The LASIK Vision Institute

The Laurianda Clothing Company

The Mosquito Authority
The Pampered Chef
The Protein Shot
Theanys Flags 2
Thirty-One Gifts
TigerJaw

Today's Enterprise featuring Designz by Mkee

Toffee4U

Tomboy Tools/Project Home Tonya's Cookie Company

Touchstone Crystal by Swarovski

Traci Lynn Fashion Jewelry (Michelle Mosley)

Tutti Boutique

Unique Designs by Wanda United Medical Corp

United Network for Organ Sharing

OUTSTANDING EXHIBITORS

SOUTHERN WOMEN'S SHOW.

Vibra Med
VINE
Virginia Beef Industry Council
Virginia Dept. of Agriculture & Consumer Services
Virginia Soaps and Scents
Virginia Urology Women's Health
Vitamist Spray Vitamins
Walgreens

Wealth Innovations, LLC
Webster Enterprises/ Eurosteam Iron
Webster Enterprises/ Microfiber Mop
Webster Enterprises/ Power Jam
Webster Enterprises/ Steam Mop
Webster Enterprises/ Thunderhead Showerhead
Webster Enterprises/ XHose
WestCoastTops Design+Build
Wildtree

Window Depot of Richmond/Charlottesville World Class Cleaning Services World Vision WOW! Instant Pain Relief Xtreme Teeth Whitening LLC Young Living Essential Oils Younique Cosmetics Zipfizz Corp.



Watkins Products















UNTIL WE MEET AGAIN

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

<u>Tish Atkins</u> Executive Show Manager Emma Haynes
Assistant Show Manager

WOMEN'S SHOW.

