

THE

COMPREHENSIVE GUIDE

to Social Media
Marketing.



Flocksy.

SAM RYAN

INTRODUCTION

I entered the entrepreneur arena sixteen years ago, at the age of 15. That was when, right from my parents' garage, my brother and I started an incredibly successful small engine repair business. With that small business, I was bitten by the entrepreneur bug and I knew that I never wanted to work for someone besides myself.

That experience also taught me that I didn't want to do small engine repair for the rest of my life. So, I decided to teach myself how to code. Soon after, my brother and I started a logo design company called Hatchwise. The company quickly took off and began to scale, which is when I took the opportunity to go to college for an official computer science education.

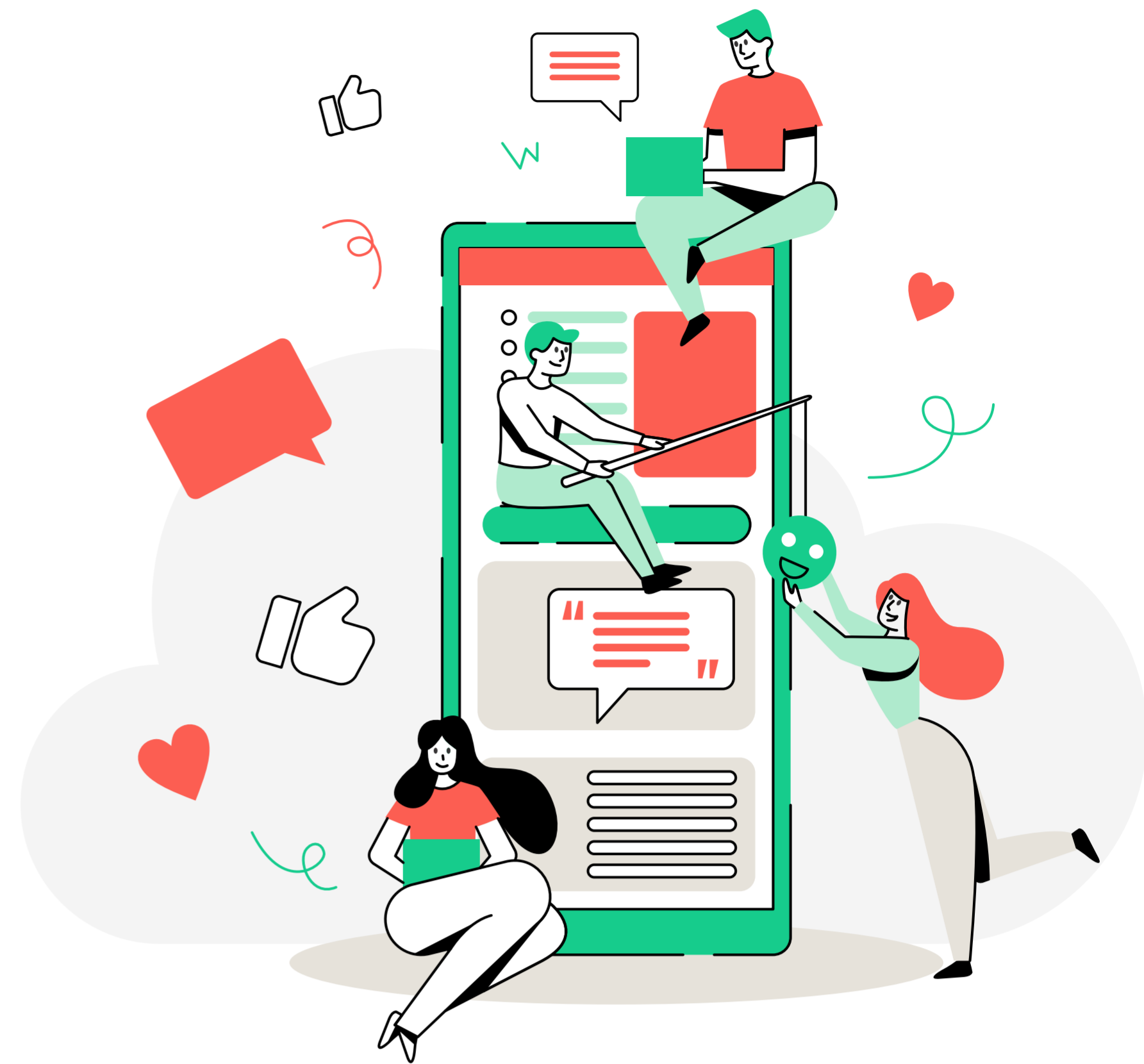
With Hatchwise growing, my brother and I joined forces with another of our brothers to begin a second company that we named Flocksy. At first, Flocksy grew slowly. Then we decided to start using social media to market our company. When we introduced social media marketing into the equation, our company began to see massive growth.

Flocksy has since become the largest provider of unlimited creative services on earth, helping thousands of businesses get started, take off, and grow. Thanks to our experience, we understand the importance of social media marketing and why it is essential to use it in business.

This book will give you a quick overview of social media marketing and what you need to take yours to the next level. It discusses the various platforms and teaches you how to create and implement an effective strategy. The book is a quick read and touches on the most important aspects of social media marketing.

The Comprehensive Guide to Social Media Marketing is my first book. I hope you enjoy it! Feel free to send feedback or comments to "sam@flocksy.com"

SOCIAL MEDIA HAS TAKEN THE WORLD BY STORM IN RECENT YEARS.



IT'S HARD TO EVEN IMAGINE LIFE BEFORE THE MULTIPLE PLATFORMS GAVE US THE ABILITY TO CONNECT WITH PEOPLE FROM ALL OVER THE WORLD IN JUST SECONDS.

No longer just for old friends to reconnect or for easily sharing photos with the grandparents, social media has become a powerhouse for businesses in all industries, thanks to social media marketing.

Through social media, businesses are able to reach their target market on a much wider scale than ever before. They have the ability to connect with their audience regularly and showcase their value on a daily basis. In fact, social media gives businesses the opportunity to increase their leads and build their brands at an incredibly low cost, when compared to traditional advertisements.

Crafting and executing a high-level, relevant social media marketing strategy is essential in the modern marketplace. If you're not already on the ball when it comes to social media marketing, or you could use a refresher to make sure you're at the top of your game, read on.

WHAT IS SOCIAL MEDIA MARKETING?



USING SOCIAL MEDIA PLATFORMS AS A WAY TO MAKE YOUR TARGET MARKET AWARE OF YOUR BUSINESS, TO CONNECT WITH YOUR AUDIENCE, TO BUILD YOUR BRAND, TO DRIVE TRAFFIC TO YOUR WEBSITE, AND TO INCREASE YOUR SALES, IS KNOWN AS SOCIAL MEDIA MARKETING.

What began with businesses sharing their published content on social media in order to increase traffic to their website, has evolved into a beast of opportunity. The possibilities given to businesses through social media are greater than anyone could have imagined in the early days of Facebook and Instagram.

An effective social media marketing strategy includes consistently publishing high-quality, relevant content, engaging with your audience, paying attention to your analytics, and crafting targeted ads. The most commonly used social media platforms for marketing are Facebook, Twitter, Instagram, TikTok, YouTube, and LinkedIn. Each has their own specific capabilities and reaches a certain type of audience.

SOCIAL MEDIA MARKETING TERMS



There are a handful of social media marketing terms that you'll need to know as you get started developing and implementing a strategy. Understanding these terms will help you prepare to market using social media and will enable you to track your campaigns' success.

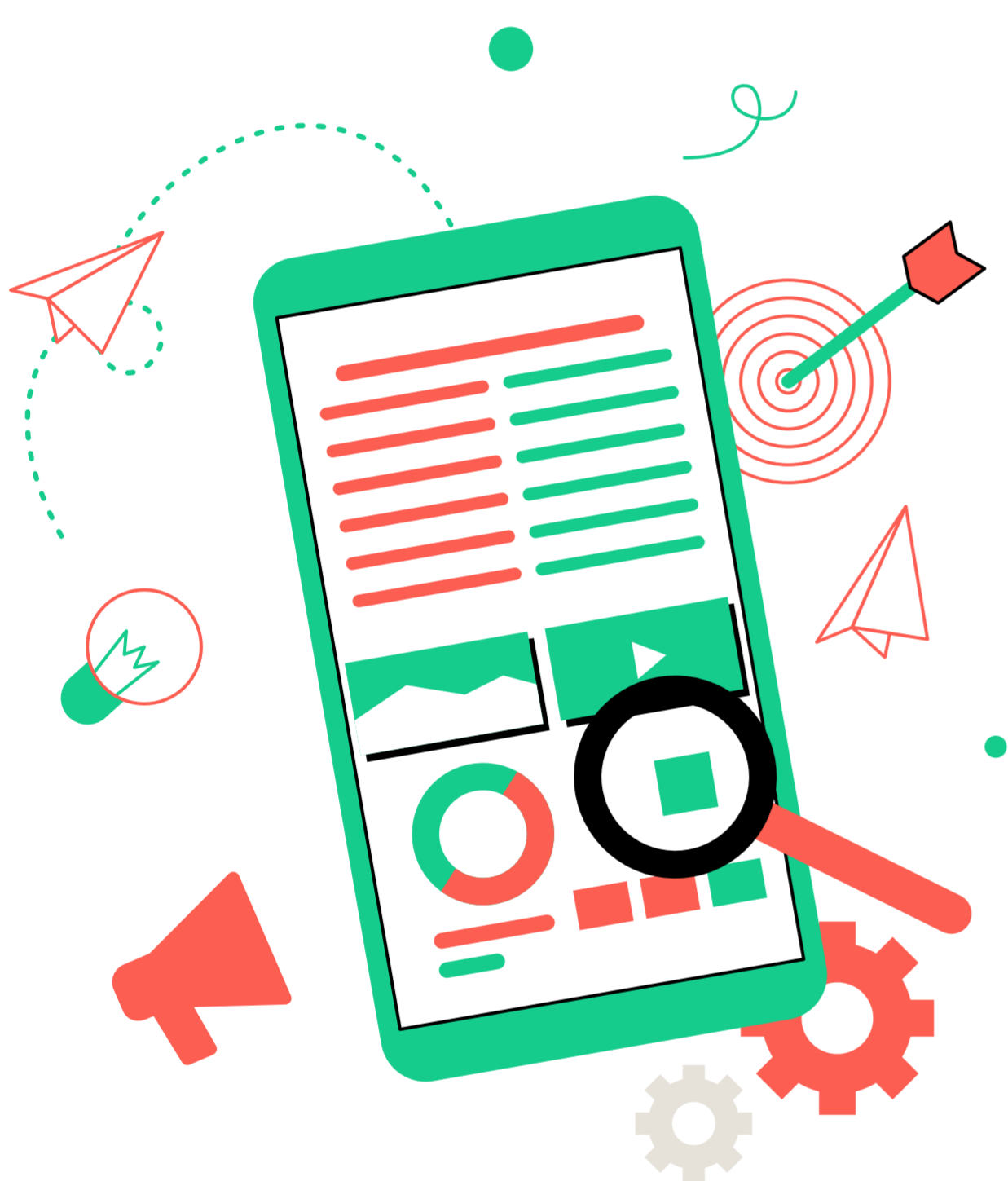
CONTENT

When you hear the term “content,” it’s referring to anything that you post on your social sites. This includes photos, captions, updates, videos, and more. Your content will be unique to your brand and is one of the best ways to showcase your expertise to your audience.



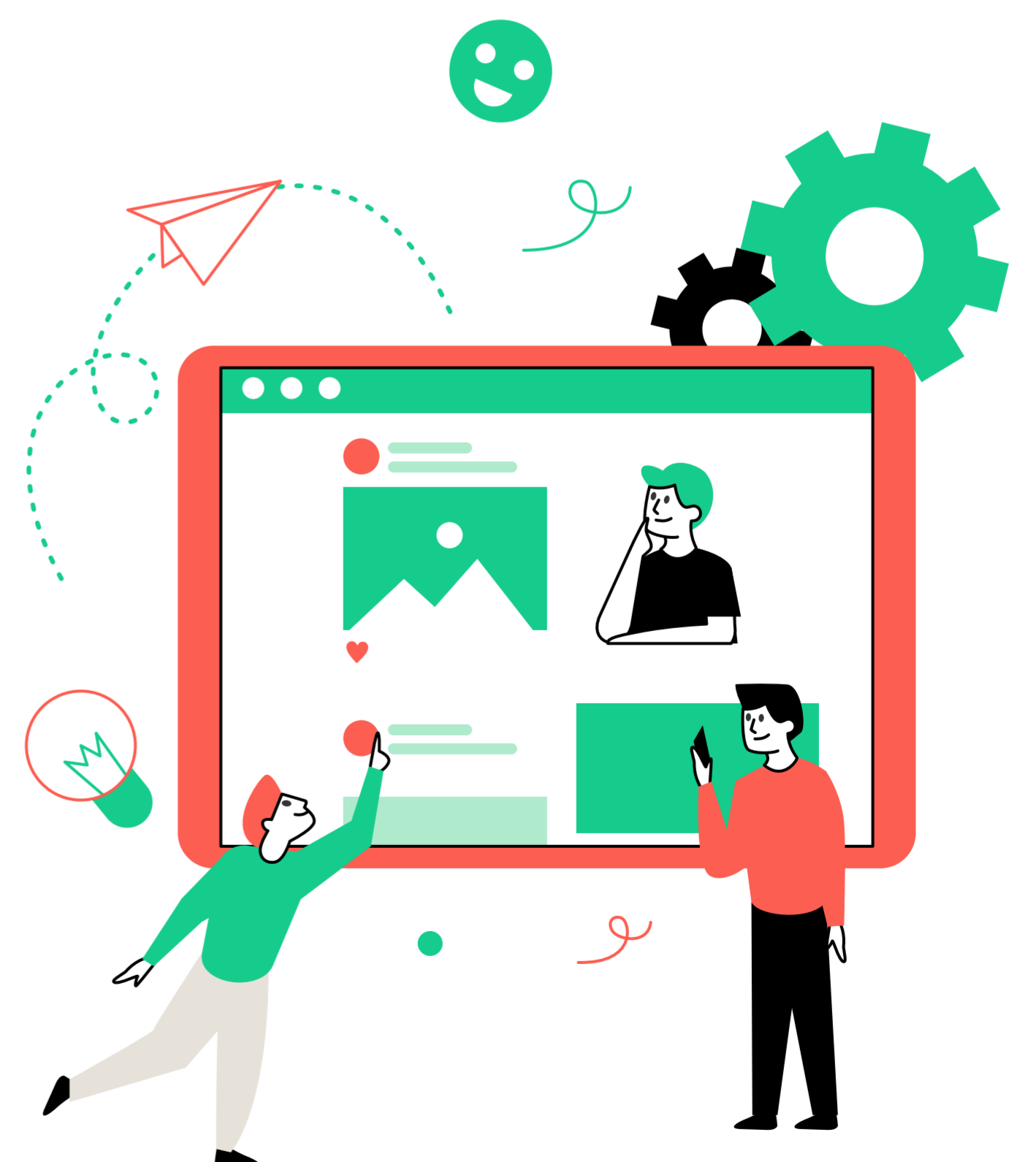
CONTEXT

For maximum impact, content needs to be placed within the right context. This means you need to know when and where to share something. The right context will be relevant for each platform’s particular audience so that it reaches who it needs to reach, at the right time.

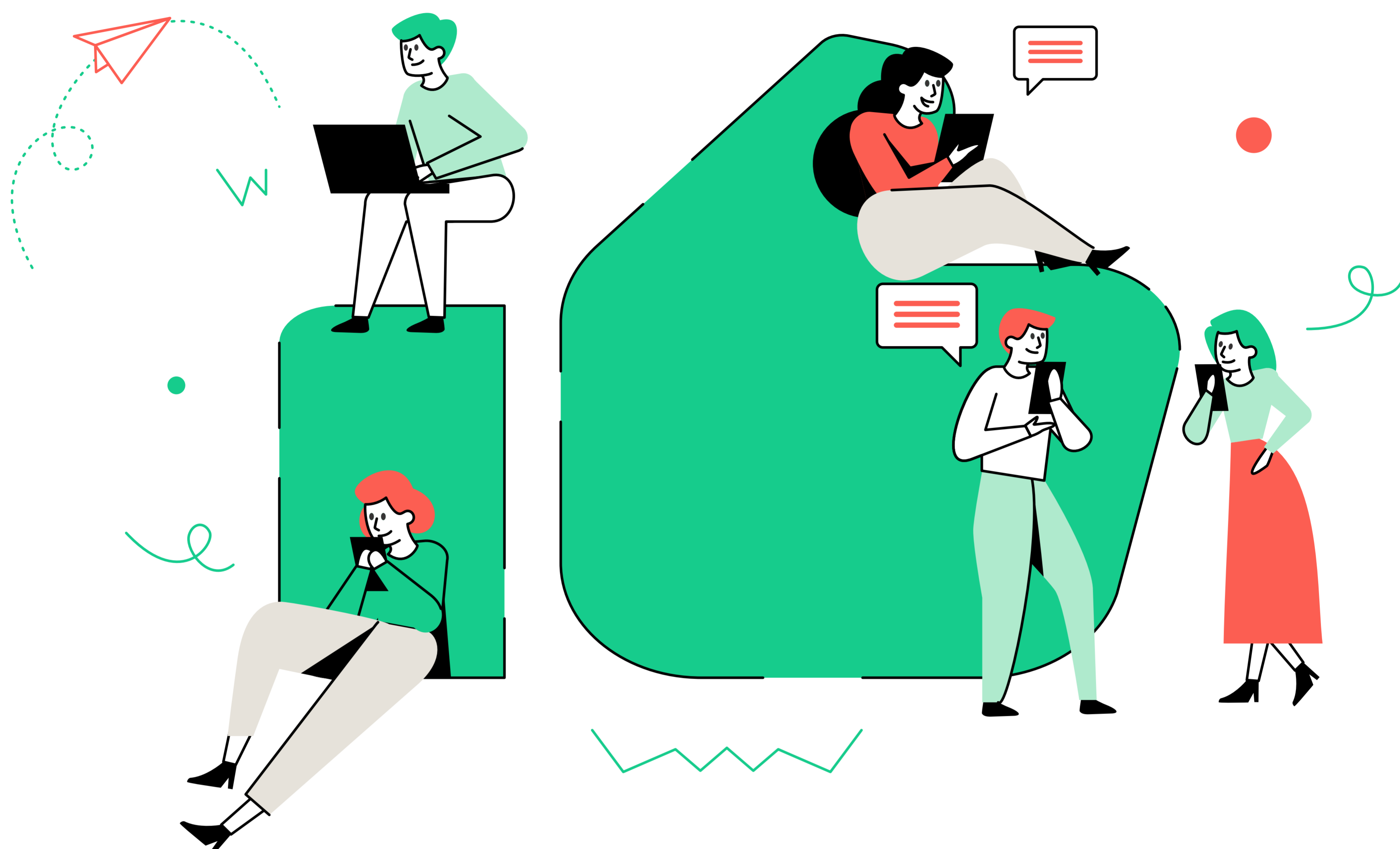


ENGAGEMENT

The way that your audience interacts with your content is called engagement. Different platforms have different engagement options, such as comments, likes, saves, and shares. The engagement you get on your posts is a huge component of that post’s visibility, as well as your connection with potential clients.



SOCIAL MEDIA PLATFORMS



There are so many social media platforms out there, it can be hard to decide which ones you should focus on in your marketing efforts. Some businesses attempt to post on every platform readily available to them in order to reach a wider audience and gain awareness.

However, it's not usually necessary to be on every single platform. Instead, choose a few of the most popular platforms, including those that your target audience is most likely to use, and start there. By directing your focus towards a few popular platforms, you can more effectively post relevant content to be seen by a warm audience.

Here are some of the most popular social media platforms that you'll want to consider using:

FACEBOOK

When it comes to social media platforms, there is absolutely nothing bigger or more popular than Facebook. The majority of your target market will likely be on Facebook, making it a great place to implement part of your social media strategy.



Facebook also has one of the best ad set-ups of any platform. The ad system is user-friendly and incredibly easy to use. The ads system will walk you through as you begin utilizing Facebook Ads.

Other great marketing features include Facebook Live, Facebook Messenger, and Facebook Analytics.

INSTAGRAM

Instagram is another popular platform that was designed for users to post pictures with captions. This is great for marketing, giving businesses the ability to share great photos with relevant captions that stand out to the target audience.



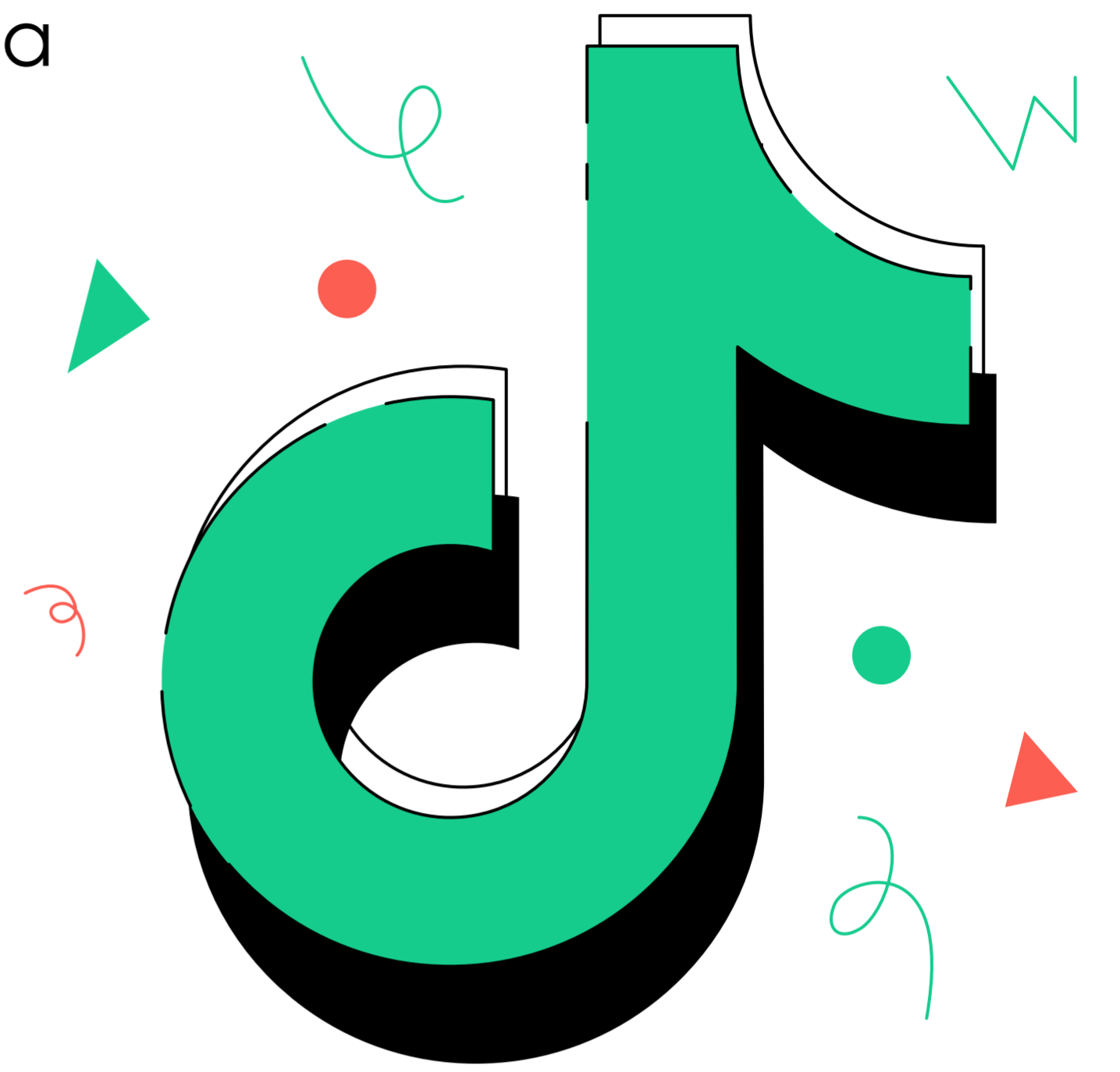
Instagram has added new features over the years, such as Stories, IGTV, Live, and Reels. These features contribute to the effectiveness of Instagram as a marketing platform. As a result, Instagram has one of the highest rates of engagement of any other social media platform.

TIKTOK

TikTok is up and coming in the social media marketing world. From its beginning as a Chinese video sharing app, to its' merge with the former app, Musically, TikTok has exploded in popularity.

With TikTok, businesses can create and share short videos made with numerous editing features that showcase their business and provide value to their audience.

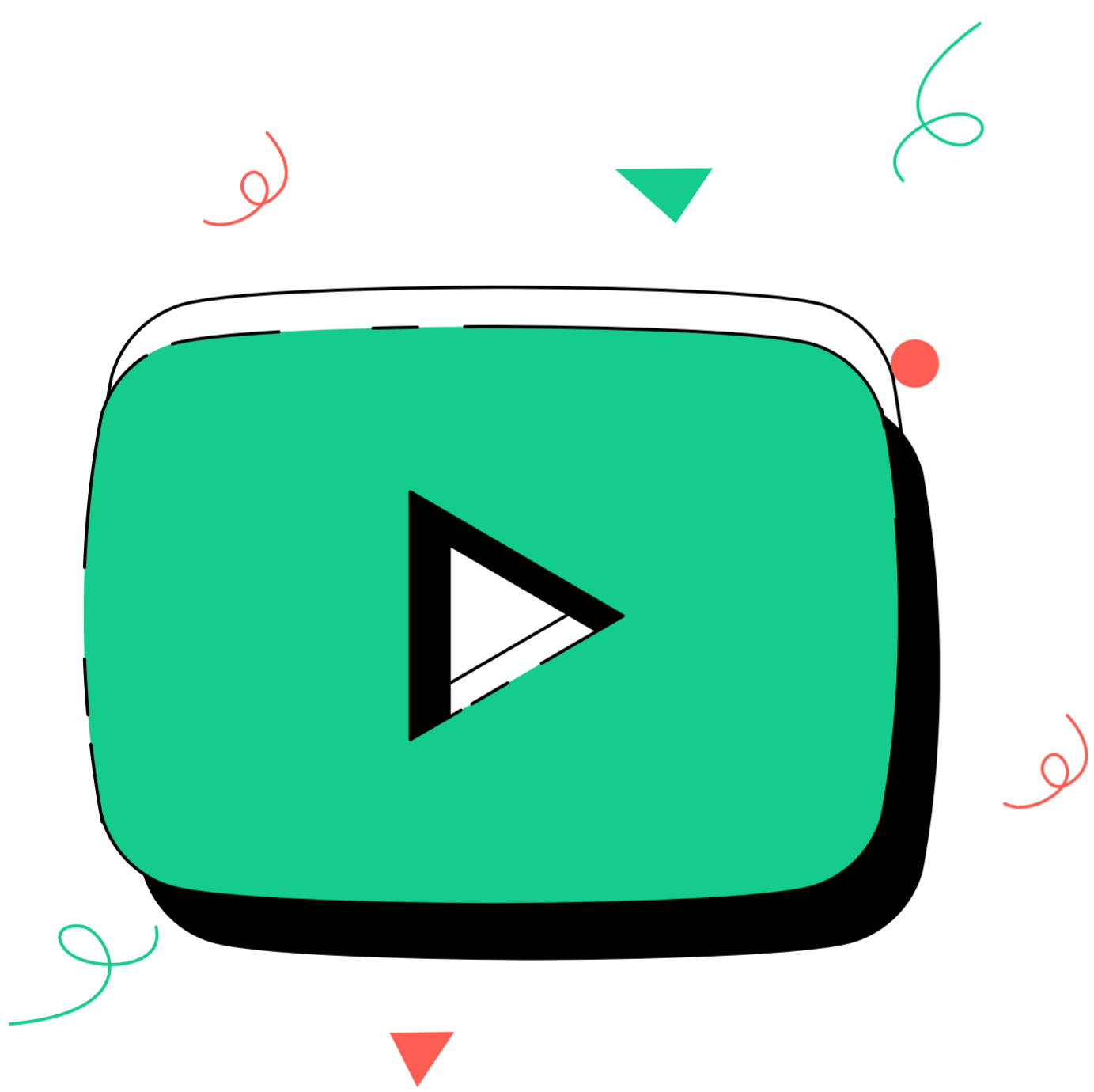
TikTok is known for being a great way for businesses to reach their target market and gain followers.



YOUTUBE

YouTube is the top app for posting and sharing videos. Billions of people all over the world watch YouTube on a daily basis, making it the perfect place to share your brand and market your business.

Use YouTube to share long-form content with your audience. Turn articles into videos, how-to posts into tutorials, and more. You can even use other social media platforms to direct your audience to YouTube where they can get an inside look at your business and gain insight into the expertise you offer.



SOCIAL MEDIA MARKETING TIPS



Once you understand the basics of social media marketing, it's time to get started developing your social media marketing strategy. Some people dive in without knowing much and end up experiencing a whole lot of trial and error. While that's not necessarily a negative thing, you may want a bit of direction in order to be successful at creating and implementing your social media marketing strategy.

SET GOALS

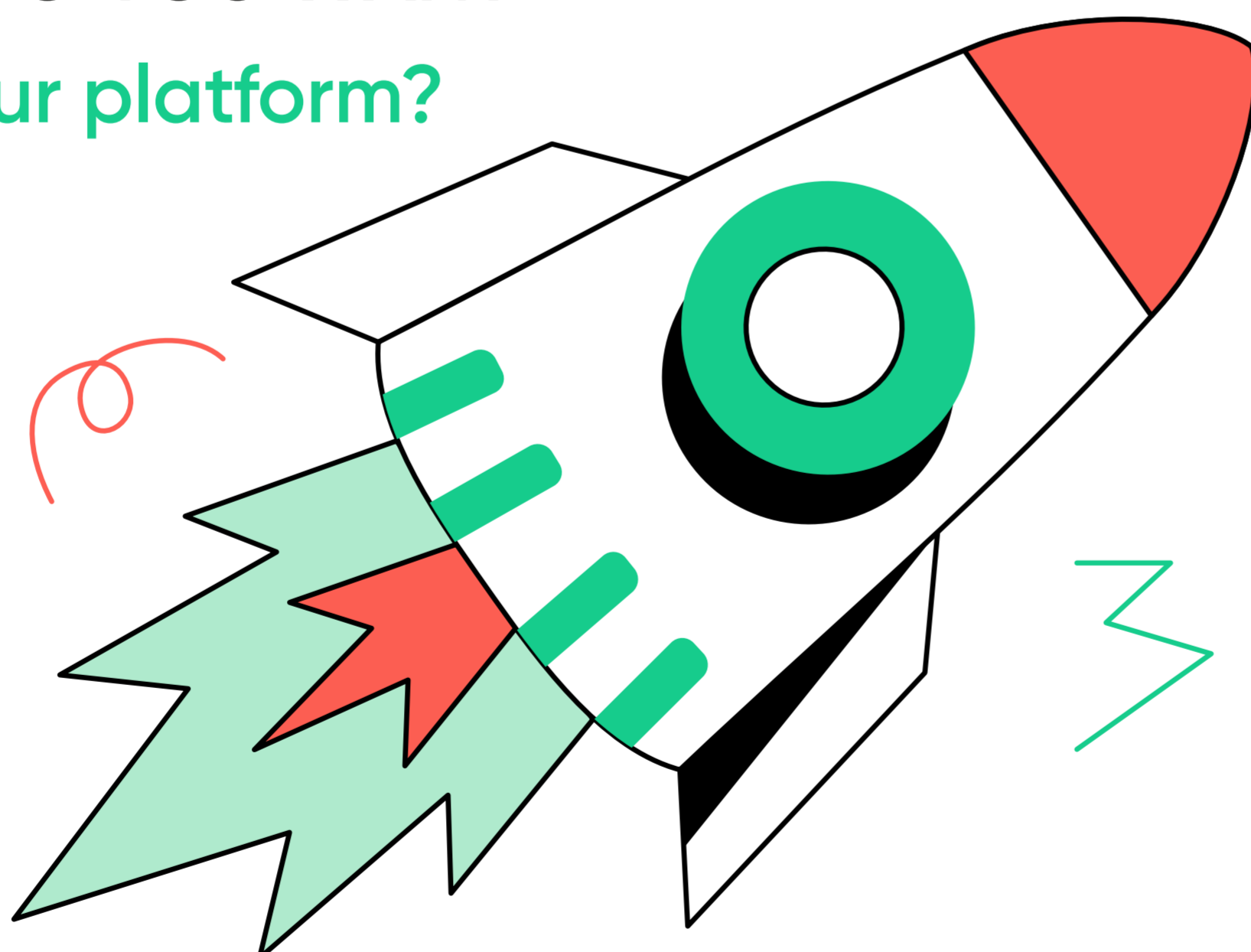


Before you do anything else, you need to know your goals. This is a fairly simple concept. Goals are essentially your destination.

Without knowing your destination, you won't be able to map out an accurate route.

In order to develop an effective social media marketing strategy, you need to know where you're headed. Ask yourself a number of questions and write down the answers where you can regularly refer back to them:

WHAT DO YOU WANT
from your platform?



Are you looking to
BUILD YOUR EMAIL LIST,
GAIN NEW FOLLOWERS,
INCREASE TRAFFIC
to your website, or
MAKE SALES?

BY UNDERSTANDING YOUR SPECIFIC GOALS, YOU'LL BE READY TO DRAW OUT THE MAP THAT WILL GET YOU THERE.

KNOW YOUR TARGET MARKET



If you want to create an effective strategy that reaches your audience with relevant content, getting them to take your call to action, you need to really know your target market. Understand their basic demographics, such as age, location, and financial capabilities. When you know about your market, you'll be better able to craft a strategy to reach them.

Here are a number of things to consider when researching and learning about your target market:

What platforms does your audience use?

Do they regularly engage on social media?

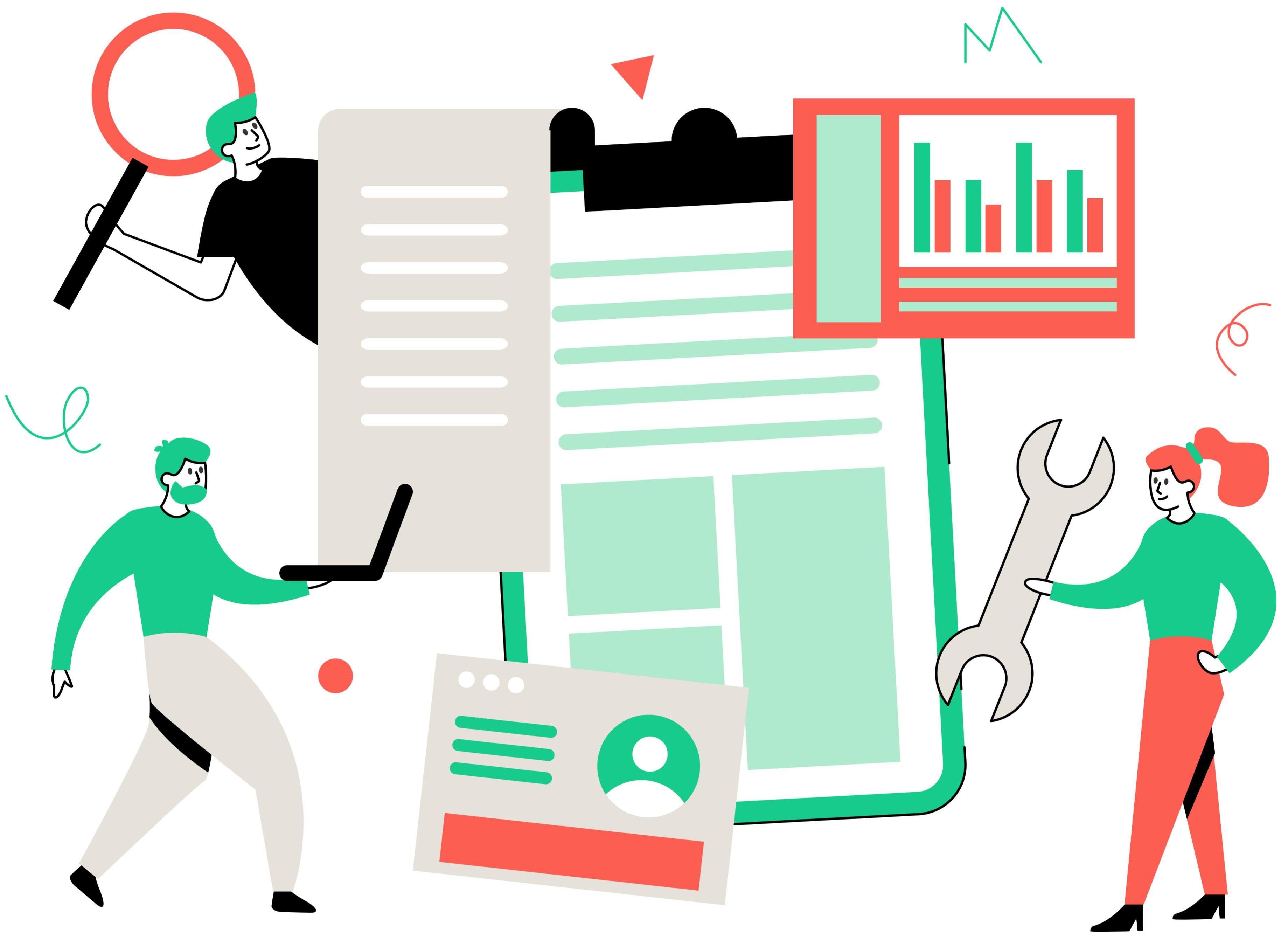
What time of day does your target audience use social media?

Do they have the ability to purchase your product/service?

**UNDERSTANDING YOUR TARGET MARKET WILL SET YOU UP TO
CREATE A STRATEGY TO REACH THEM.**

You'll have a good idea of where to post, what to post, and when to post. You'll be prepared to set time aside to respond to comments and messages in order to connect with your audience and begin an authentic business relationship.

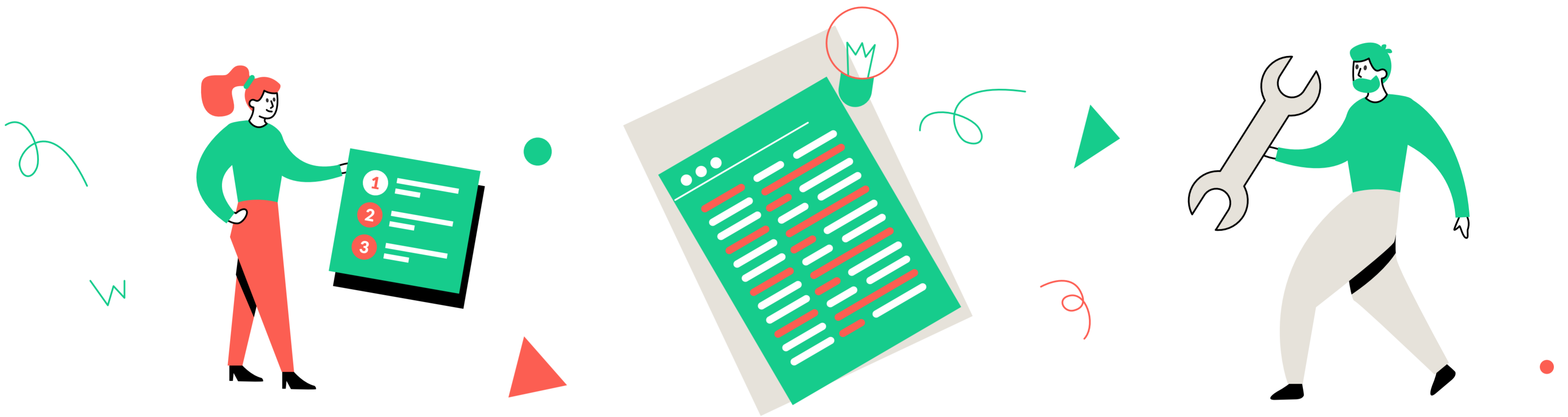
DESIGN YOUR STRATEGY



Knowing your goals and understanding your target market enables you to design a doable and effective strategy. Keeping all of the information in mind, you will be able to create a strategy that moves you towards your goals. Your strategy will include details such as where and when. It will also include the type of content you're going to post, how you're going to engage with your audience, how frequently you're going to post, what your call-to-action is going to be, and more.

YOUR STRATEGY IS THE VEHICLE THAT MOVES YOU TOWARDS YOUR GOALS. THE MORE DETAILED AND PLANNED OUT, THE MORE EFFECTIVE IT'S GOING TO BE.

CREATE RELEVANT CONTENT



One of the most important parts of your social media marketing strategy is the content you create. Your content is one of the things that is going to completely make or break the strategy. People might love what you have to say. If so, they'll comment and share and follow you for more. On the other hand, they might not see the value at all, so they'll move on.

The goal of your content is to make them love it so they take your call to action and eventually become your customer. In order to do that, you need to carefully plan and create high-quality, stand out, relevant content.

Your content should always reflect your overall brand identity. It should be a support to the business you're building, showcasing your value and making you appear to be an expert in your industry. When you publish content, you want your audience to find it valuable, causing them to engage and share.

Here are some tips you can follow for creating great content:

Keep your **posts relevant**, themed, and on topic.

Use **static post options**, as well as **Story options**.

Create content that shows your **brand voice**.

Be authentic and honest. People want to see the real side.

PUBLISH CONSISTENT CONTENT

When you're in the middle of executing a social media marketing strategy, you will want to make sure you're consistently posting content. Publish your posts around the same time everyday. In order to take your call to action and eventually convert, your audience needs regular exposure to your brand and what you have to offer. With regular, consistent content, you will best reach your audience and show that you are a brand they can rely on.

To choose the best time, or times, to post, view your analytics. They should show you when people are the most receptive to your posts, as well as when your target market is online.

USE THIS INFORMATION TO DEVELOP A **WELL-ROUNDED AND CONSISTENT** PUBLISHING SCHEDULE.



ENGAGE WITH YOUR AUDIENCE



DON'T LEAVE YOUR AUDIENCE HANGING. WHEN THEY COMMENT, ASK QUESTIONS, SEND EMAILS, AND MORE, TAKE THE TIME TO GIVE THEM A HEARTFELT RESPONSE.

Engagement builds the relationships between you and your potential customers and it also helps to break the algorithms of social media. You can even use AI to help with engagement if you feel you need to. When you engage with your audience over high-quality content, you are further cementing your value in their eyes.

THE THE FINAL WORD

**SOCIAL MEDIA MARKETING IS
BECOMING THE NUMBER ONE TYPE OF
MARKETING OUT THERE.**

It's cost-effective and doesn't require as much time as other forms of marketing. Learning how to successfully market your business, products, or service is necessary. By following these tips, you can create an effective social media marketing strategy for your business.

