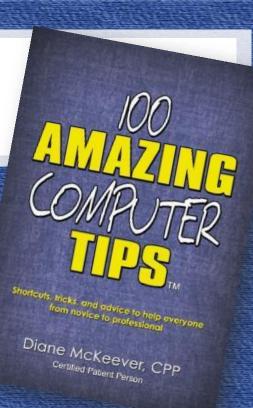


Diane McKeever

- Over 25 years training experience
- Certified social media marketing professional
- Maintain and promote many Facebook business pages
- Book 100 Amazing Computer Tips only \$14.99
- Facebook business page: Diane McKeever LLC
- Email: diane@dianemckeever.com

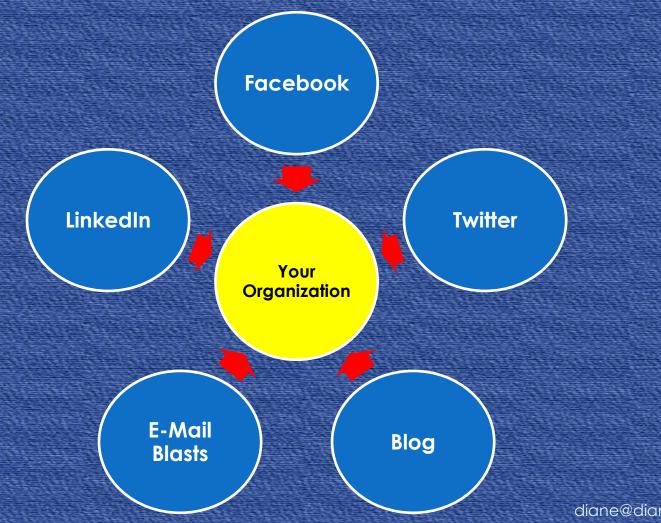


Objectives

- Understand difference between personal and business Facebook
- Define target audience
- Identify tools to reach target audience
- Understand insight results



Facebook's Role in Plan



Facebook Personal Experience

f Search Facebook

Sara Mennion Z Edit Profile FID/UNITER News Feed Messages IN Events Sale Groups PRIEHDS Close Friends Tarien High School Acquaintances 6 Family © Darien, Connectio. University of Rich ... Lat Golfers 1003 Garnes Dn This Day R Find Friends Pokes The Photos 🗸 Suggest Edite. Baved Fundramers. (12) Garmas Fand INTERESTS. Pages and Public motes. R Pages Feed Like Fages Create Page GROUPS Create Group EVENTA Create Event



Like Reply 27 hts

ing 1 request from Cam Horan Matthew Ross's birthday is today. MENDING 🔗 🖽 🚳 💮 🛒 Miss Universe: Pla Wurtzbach Whites Facebook Prot in Mes-Colombia After Crowning Gene Elsa Pataky: Actives F Slaper Peets Photo of Dressed as an Elf PEOPLE YOU MAY KNOW See All Maxx Brown Christian Romaniello is a mutual J. Add Friend Rai Mundo Mistrude John Mackie is a mutual friend. 1. Add Friend Hannah Silverman Varanica Mysliwiae is a mutual a. Add Friend Jack O'Shea 45 mutual friends 3+ Add Friend Merlyn Tejada 90 matual friends 2. Add Friend Ashley Anne

nglish (UU) Privacy Terma Cookies Adventising - Ad Choices IP - More +

diane@dianemckeever.com

News Feed

Sponsored Post

White a contribut.	8
Zach Eekhof, Tim Lochtefeld and Kyle O'Donnell Ike Office	Ŷ
Office Solution	de Like Page
Sponsored	0
X Excel W Word	PowerPoint
	C Office 365
Get Office 365 ProPlus Free!	
Check your eligibility today!	Download
OPPICE DOM	Commodu
49 Likes 1 Share	
🗄 Like 🖷 Comment 🦽 Share	
Julia Westerman with Cameron Mosorley. December 23 at 0.31pm - 34 Thank you for surprising me with such a great day/hight	in the city 😑
ALL SUMAY AS A STATE	

Personal Page/Business Page

Maximum # of Friends: 5,000



Went to Middletown - South High School
 Lives in Sarasota, Florida
 From Atlantic Highlands, New Jersey
 Herv

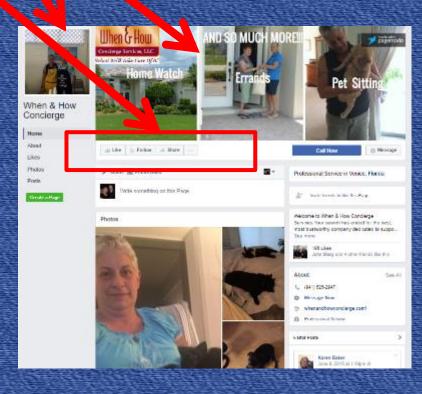
Photos

Diane Kortjohn McKeever al @Westfield Sarasota Square. December 24 at 11:04am - Sarasota, FL - @

Here's a reminder for my FL friends, my niece, Denise Amontree will be at the Westfield Sarasota Square Mall today until 6 for some last minute bracelets. At \$20/ea or 2 for \$38 they make great attordable presents. Look for her at a look near the food court. Tell her you saw this on FB and she'l give you a \$5 discount on purchases over \$25 Good deal!

Cover Pictures Profile Pictures Options

Maximum # of Likes: Unlimited!



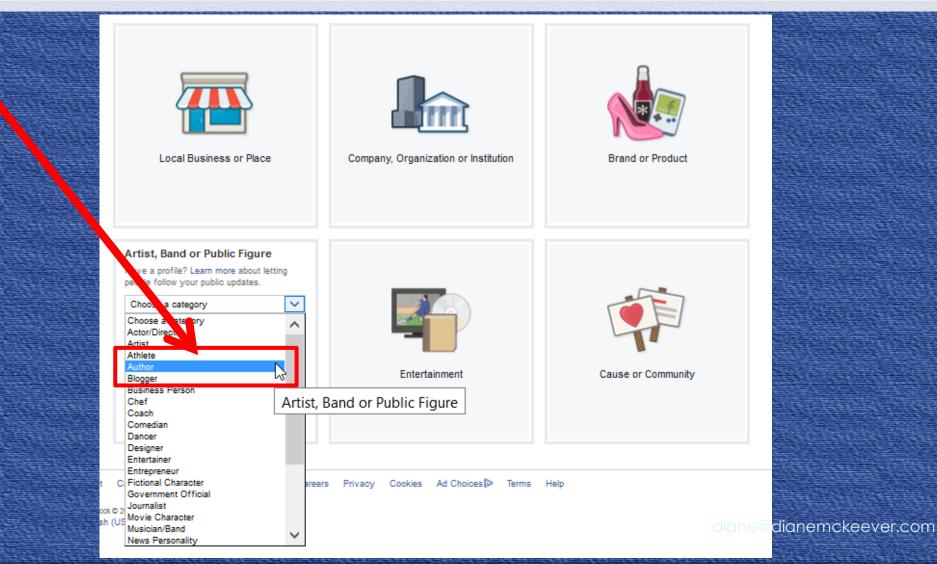
Creating a Business/Group Page

Q	🎇 Sara Home Find Frie	
		Create Page
	1 BOT REAL	Create Group Find Groups
	The second	Create Ads Advertising on Facebook
	E C	Activity Log News Feed Preferences
	AN/L	Settings Log Out
	Add Friend Messa	Help
Friends 1 Mutual Photo	os More •	Support Inbox Report a Problem diane@dianemeteever.com

Setting Up Business Page

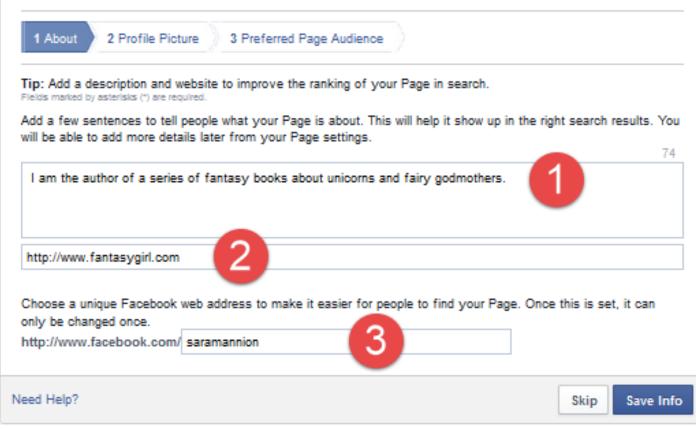


Choose a Business Type



The Setup Process

Set Up Sara Mannion

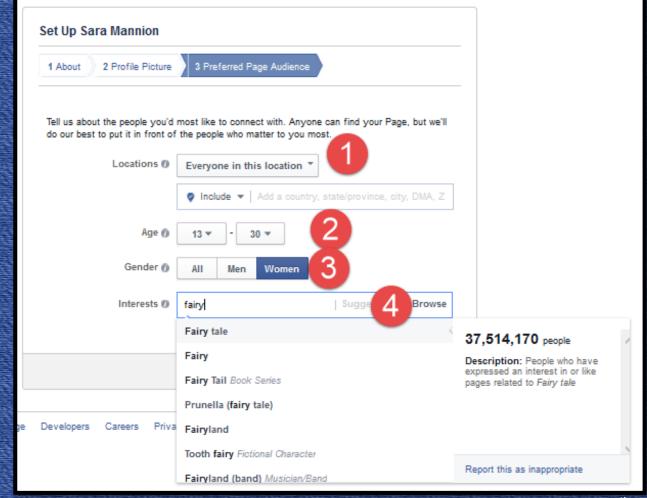


Step 2

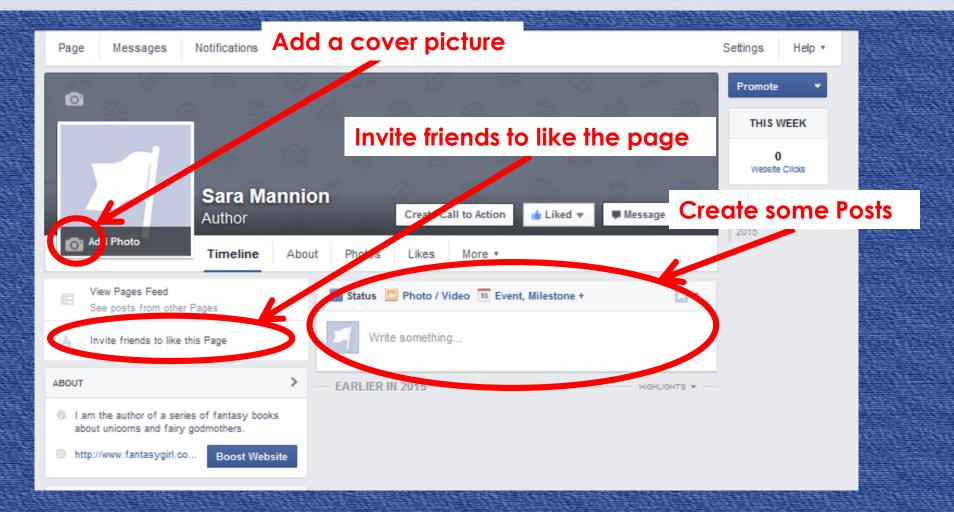
Cot Un Cara Mannion

1 About 2 Profile Picture	3 Preferred Page Audience)	
	Upload From Computer	Import From Website	
		Skip	Save Photo

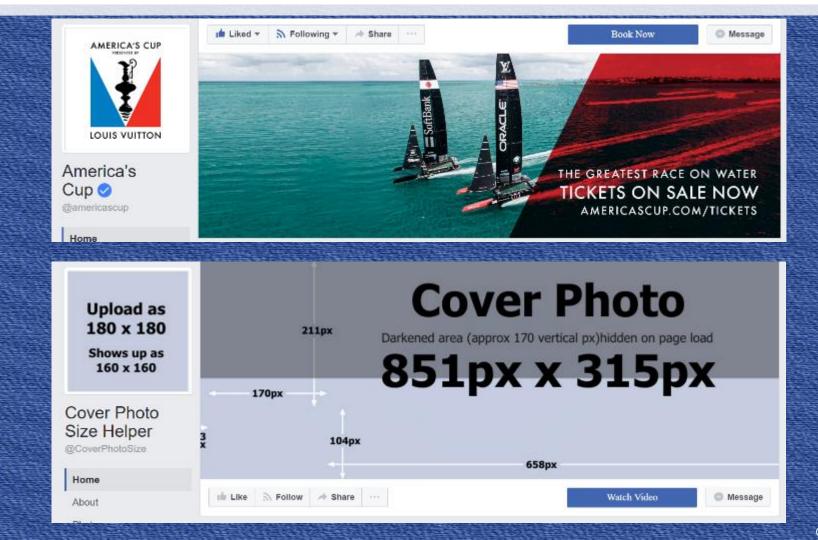
Step 3 – Target Audience



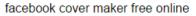
Getting Started



Create a Great Cover Picture



Cover Creation Websites



Images News Videos Maps More
Search tools

About 31,200,000 results (0.47 seconds)

Create a Free Cover Photo - pagemodo.com

4.1 ★★★★ rating for pagemodo.com Attract Likes, Generate Leads and Stand Out on Facebook. Get Started! Money Back Guarantee · Manage Multiple Accounts · Easy To Use Custom Cover Photos - Agency Services - Free Sign-up

Free Online Facebook Cover Photo Maker - Canva https://www.canva.com/create/facebook-covers/ -

It's ridiculously easy to create amazing Facebook Covers in Canva. Simply pick your favourite layout and choose images, fonts and colors that suit your design!

Facebook Cover Maker - Facebook Cover Photo Design for ... https://www.fotor.com/features/**facebook**.html -

Capture your personality, feelings and thoughts with Fotor's Facebook Cover ... Fotor.com offers you online Photo Effects & Filters of all kinds - for free, try our ...

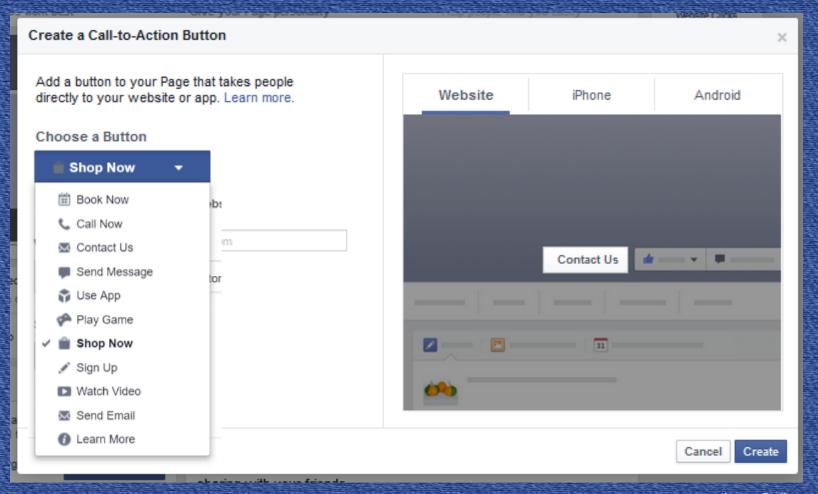
Facebook Cover Photos | Facebook Cover Maker | PicMonkey

https://www.picmonkey.com/**facebook-cover-maker** ▼ PicMonkey ▼ Create your own Facebook cover photo with PicMonkey's easy templates. We've got the size all figured out; you just bring the cool photo!

Facebook Cover Maker - TimelineCoverBanner.com www.timelinecoverbanner.com/Facebook-cover-photo-maker/

Using this online cover editor, you can create a beautiful and unique facebook timeline ... Furthermore Our facebook cover editor is supported by many graphic bank sites, ...

Add Call to Action



Post structure

- Message
- A picture!
- A call to action
- A link if appropriate



Swirly Bracelets with Denise Amontree at Q Sebring International Raceway.

Published by Diane Kortjohn McKeever (?) - March 20 - 🛞

Our bracelets are hot and our customers are even hotter! Look who's shopping for Swirly Bracelets! If you want to get in on the action too, go to our website and buy a few bracelets. Remember the March Madness Sale (Buy 3 get 1 FREE) ends at the end of the month! www.swirlybracelets.com





\$ 19,780 Shares

A 29,205 people like this

Top Comments -

er.com

What Should You Post?

- Offers
- Pictures
- Events
- Co-branding
- Surveys
- Links to related articles
- Blog posts
- Product reviews
- Videos
- New cover picture

Other Post Options

		~7	
Share a photo or video	Get sales	Advertise your business	Get messages
	A Contraction of the second se		
Create an event	Create an offer	Write a note	Start a Live Video

3 Power Buttons Of Facebook

• Like

• Comment

• Share



Diane McKeever LLC January 2 at 3:48pm - 🕐

Comment

I'm giving a talk to the Sarasota Fiction Writers group this Tuesday at the Selby Library conference room. Topic is: "Reaching Your Target Audience with Facebook". Come on down if you're in the area.

DIANE MCKEEVER will discuss "Reaching Your Target Audience with Facebook" at the meeting of the Sarasota Fiction Writers at 6 p.m. Jan. 5 in the conference room at Selby Library, 1331 First St., Sarasota.

LITERALLY SARASOTA will meet to discuss "Life in a Jar" by Irona Sendler at 7 p.m.

Share

24 people reached

like

Boost Post

<u>.</u>

Promote Updates

Sharing:
Encourage sharing by your fans
Tagging:
Add tags of people for post to put on their walls
Boosting:
Adds update to news feed on the target audience page

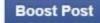
Boost Option



Swirly Bracelets at O Downtown Sarasota!. Published by Denise Amontree [?] · April 17 at 2:51pm · Sarasota · 🛞

Thanks Dianne for your business 🌢 🌢 loved meeting you guys !!

24 people reached



Choose Audience

Boost Post AUDIENCE DESKTOP NEW People who like your Page [?] Swirly Brad People who like your Page and their friends [?] Sponsored People you choose through targeting [?] Great show downto bracelets Ŧ Edit Audience Create New Audience Location: United States Interests: Shopping and fashion, Jewelry, Bracelets, Online shop... Terms & Conditions | Help Center

Create Audience

Create Aud	dience 🗵
Select the loc your ad.	cation, age, gender and interests of people you want to reach with
Name	Add audience name
Location	Countries 🕶
	United States ×
Age	40 \$ - 65+ \$
Gender	All Men Women
Interests	Bracelets Shopping and fashion Jewelry Online shopping Fashion accessories Silver + + Body plercing + Hairstyle + Pajamas + Cardigan (sweater) + Boot
	Cancel Save

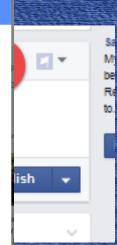
Determine Budget and Duration

Boost Post	
BUDGET AND DURATION	DESKTOP NEWS FEED MOB
Total budget \$10.00	Swirly Bracelets shared their photo. Sponsored · @
Estimated People Reached () 430 - 1,100 people of 20,000,000	Great show downtown today !!
Refine your audience or add budget to reach more of the people that matter to you.	Swirly Bracele
1 day 7 days 14 days	
Run this ad until A May 23 2016 Terms & Conditions Help Center	

Event Creation

Stat -1 0

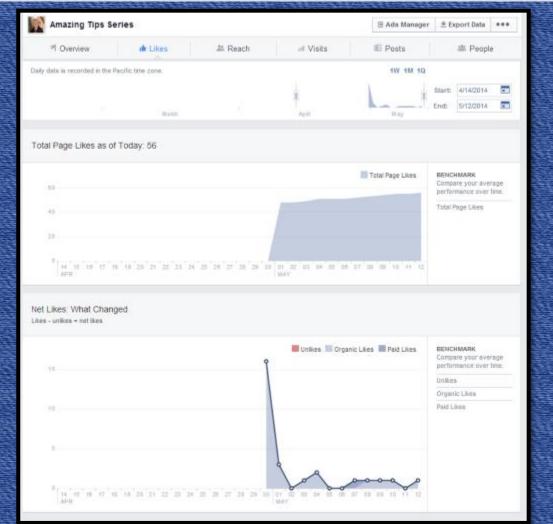
New Event by Sara Mannion Event Photo Add Event Photo For best results, use a 1920 X 1080 pixel Image (16:9 aspect ratio) Add a short, clear name 0 Event Name Include a place or address 0 Location Date/Time 12/28/2015 11:00 AM 🕚 EST + End Time Co-hosts Add your Pages or friends 0 Ticket URL Add a website link 0 0 Description Tell people more about the event Select Category * Category Only hosts can post on the event wall. Cancel Publish 👻



Insights Of Facebook



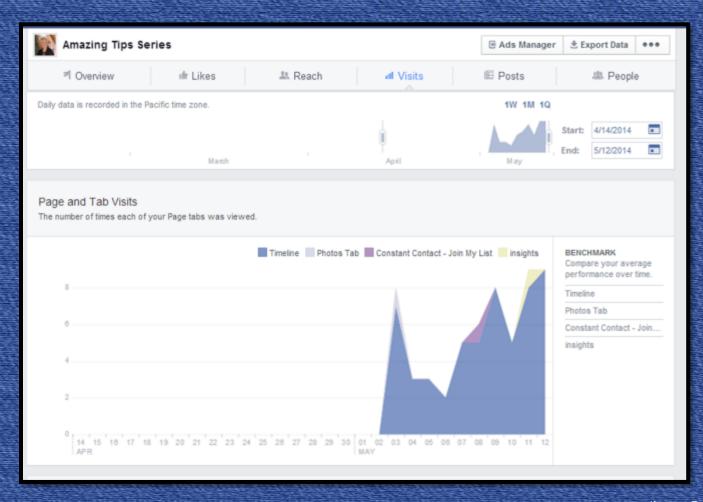
Likes Insights



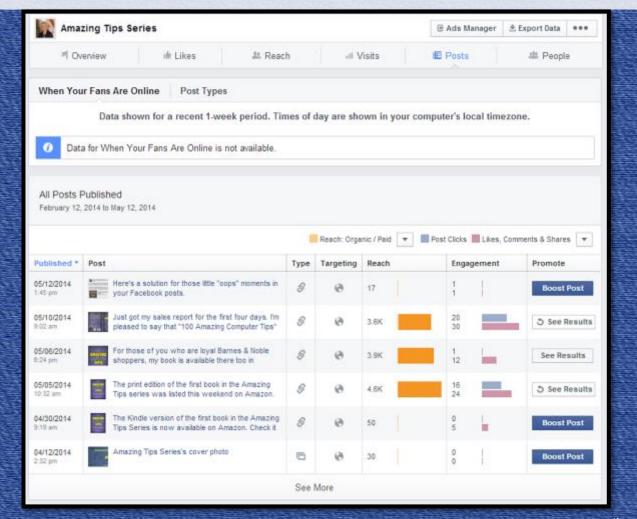
Reach Insights



Visits Insights



Posts Insights



People Insights

Ama:	zing Tips Series					🖲 Ads Mar	nager 🖄 Expo	ort Data •••
×l Ov	erview	ıltr Likes			I Visits	🗉 Posts	4	& People
Your Fans	People Reac	hed Peop	le Engaged					
The people	who like your Pa	ge						
Nomen						17%		23%
70%	46%			9%	8%		13%	
our Fans	All Facebook	0%	0%			-		
/len		13-17	18-2.4	25-3.4	35-44	45-54	55-04	65+
26%	54%	0%	0%	0%				4%
/our Fans	All Facebook				8%	8%	8%	
Country		Your Fans	City		Your Fans	Language		Your Fans
United States of	of America	53	Stamford, CT		9	English (US)		51
			New York, NY		3	English (UK)		2
			New Canaan, CT		3			
			Fairfield, CT		3			
			Darien, CT		3			
			Orange, CT		2			
					2			
			Norwalk, CT		2			
			Norwalk, CT Livingston, NJ		2			

Is Facebook Good For Your Business?



Questions?

Facebook for Your Group

diane@dianemckeever.com



Diane McKeever Author: 100 Amazing Computer Tips



An International Association of Technology & Computer User Groups