## **MARKETING PROCESS**



1	DISCOVERY	Set Goals & Objectives Determine Budget Identify Messaging Needs Identify Target Audience Research Topic & Strategies Identify Cross-Message Promotion Opportunities Identify Paid and Unpaid Media Opportunities	
2	STRATEGY	Identify & Select Communication Channels • LOCAL RADIO • ONLINE • LOCAL TV • SOCIAL MEDIA • LOCAL PRINT Identify Channel/Media Strategy Develop Content Gathering & Dissemination Plan Develop Messaging Strategy Develop Visual Strategy	
3	CREATIVE DEVELOPMENT & PRODUCTION	Develop Messaging & Visuals • COPYWRITING • STORYBOARDING • SCRIPT WRITING Gather Committee Feedback Produce Creative for Media Channels • LOCAL PRINT PUBLICATIONS • LOCAL RADIO • LOCAL RADIO • LOCAL TV • ONLINE • NEWSLETTER • askHRgreen.org BLOG ARTICLE	<ul> <li>GRAPHIC DESIGN</li> <li>PHOTOGRAPHY</li> <li>VIDEO</li> <li>SOCIAL MEDIA (TBD) <ul> <li>Facebook</li> <li>YouTube</li> <li>Instagram</li> <li>Pinterest</li> </ul> </li> <li>Twitter</li> </ul>
4	MESSAGING & CREATIVE DISTRIBUTION	Press Releases Issued Media Files Distributed Content Posted to askHRgreen.org Content Posted to Social Media Channels	
5	MEASURING & ASSESSMENT	Review Channel Analytics & Measurable Program Results Review Engagement Activity Review Third-Party Awareness Activity Met goals? Modifications needed for next campaign?	