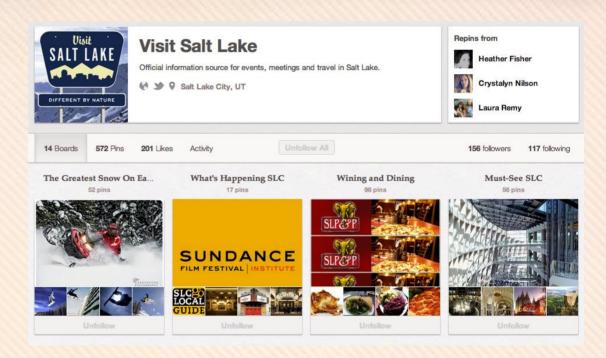
# Pinterest For Brands

Katie Kearsey, Community Manager Team Lead



#### **Pinterest Overview**

- Pinterest is virtual pinboard that lets you organize and share compelling images on the web.
- Pinterest hit 10 million
   U.S. monthly unique
   visitors faster than any
   independent site in
   history.
- Brands are using
   Pinterest to engage with and expand online communities.



#### What Users Can Do

- Pin any image from a hard drive or the web to a virtual pinboard.
- Re-pin a pin someone else has pinned on his/her own board, similar to an RT.
- Like a pin someone else has pinned, similar to a Facebook Like.
- Comment on a pin to let a user know what you're thinking.
- Follow all of a user's boards, or just a select number of his/her boards.



### **Hot Topics**

- Food, Cooking & Dining
- Tourism & Travel
- Style: Fashion, Hair & Makeup
- Fitness
- Weddings
- Home Décor
- Art: Photography & Paintings
- Inspirational Typography









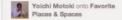


The lower cathedral at Sainte-Chapelle. Photo by Trey Ratcliff





榛名神社





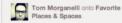


Foods to try in Hong Kong





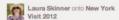
Up in the air







Streb!



### **Key Features**

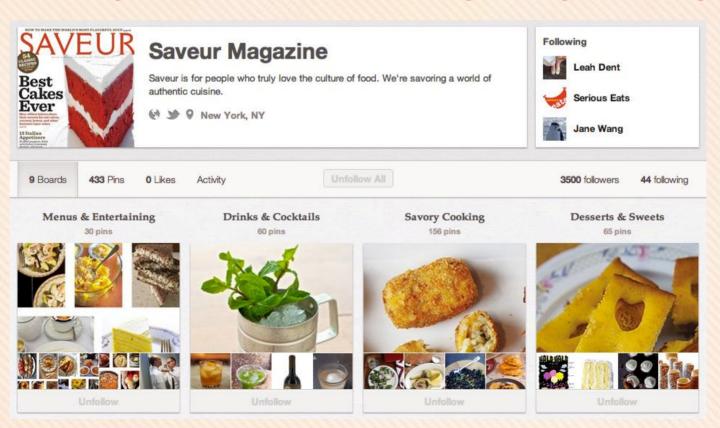
- Content Exploration: Surf the site aimlessly to discover different kinds of content you may have never thought to seek out.
- Content Curation: Create, discover, gather and share the content YOU find relevant, and organize it in a way that makes sense to YOU.
- **Content Control:** How users share, bucket and use the content is completely up to them. There's no hidden agenda, no call for repins, likes or comments it allows members to truly tap into the core of what social does, connecting people via content.

#### **What Can Brands Do?**

- Enhance the brand and product offerings
- Fulfill the brand promise
- Promote the brand's core values
- Curate loosely-related and brand-specific content
- Engage with pinners to build an online community
- Drive traffic to website and other social channels
- Hold visually stimulating contests and giveaways
- Create online catalogs to drive sales and product awareness

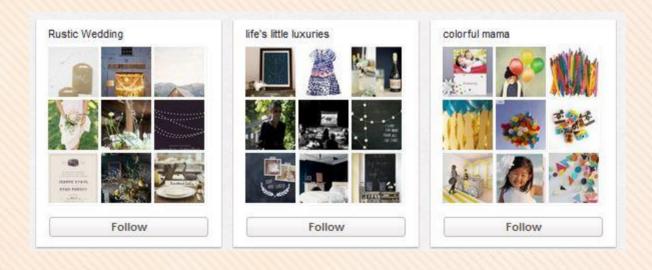
## What Brands Can Do: Curate Content

Brands can pin content that is directly relevant to their brand.
 Saveur Magazine has boards for entertaining, cooking and cooking tools.



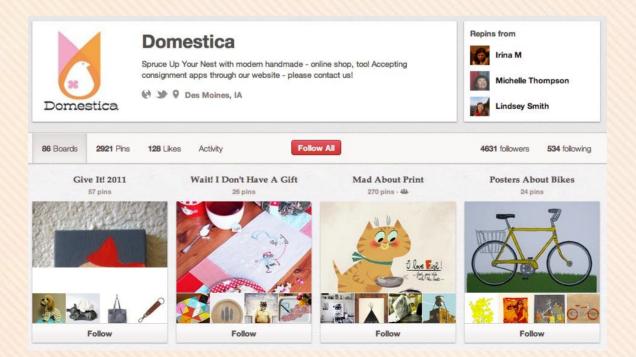
## What Brands Can Do: Curate Content

Brands can also pin content that is more loosely related to their brand.
 Paper design company Minted pins not only products, but also inspiring images for weddings, dinner parties and holidays such as Halloween. They use Pinterest to support the ideas behind their products.



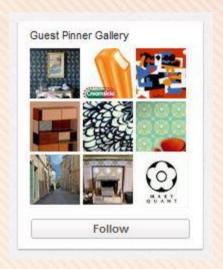
## What Brands Can Do: Engage With Pinners

 Brands can engage with pinners by following them, commenting on or liking their pins, or by re-pinning their content.
 Des Moines-based home and personal accessories shop Domestica has done an excellent job of engaging users and building a community.



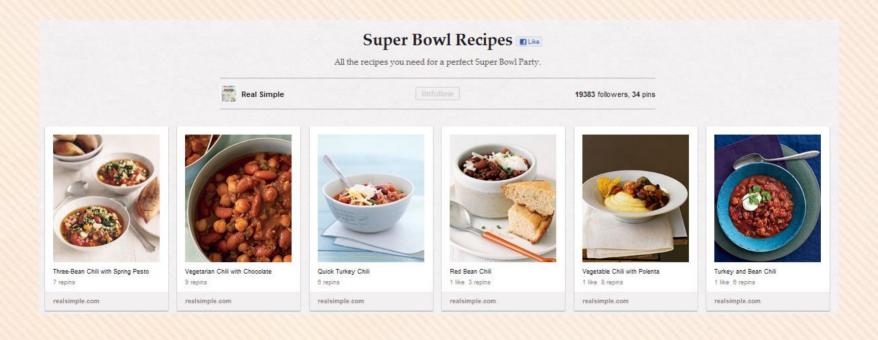
# What Brands Can Do: Engage With Pinners

- Invite fans, followers and brand advocates to participate in a special contributors board, where they pin and re-pin content for your brand.
- Invite celebrity or well-known pinners to create their own boards for your brand to drive further engagement and follower growth.



## What Brands Can Do: Drive Web Traffic

Brands can pin content directly from their website to drive traffic.
 Real Simple does a great job of driving traffic to their website and blog.



### **What Brands Can Do: Contests & Giveaways**

- Best Pinboard: Users create a pin board under the contest guidelines and brands select the best one.
- **Most Likes/Repins:** Contest entrants create pinboards & specific images for users to like and/or repin. Entrants win based on the amount of likes/repins they receive.
- Sweepstakes Entries: Random winners drawn from a pool on entries. People can enter the sweepstakes by repining an image and/or following a brand on Pinterest.



#### Style Spotters to Highlight Top Market Fashions Through Pinterest

The High Point Market has recruited home fashion trendsetters to showcase their favorite products. and top trends at the October show. The Style Spotters will post and curate their favorite looks on Pinterest, a website that lets users organize and share photos on virtual pinboards.

Style Sections are transactions that see alread of the curve in home fashion transaction to them at Market as they walk the show, capturing images of their favorite looks and on-trend products. The Style Spetters will oin those photos to their Pinterest board and will list the exhibitor's name and showroom number. They will also present the exhibitor with a sion that highlights the Style Spotter's name with a QR code and URL for the Pinterest board. You can be ved, too! Pin your own product images and vote for your favorite Style Spotter, using the structures on the right. The High Zoint Market Style Sentters are listed below















#### Vote for Your Favorite

Vote for the best sinboards and products for each Style Spotter by generating "likes" or by replanning photos to your own



Style Spotter a free trip to the



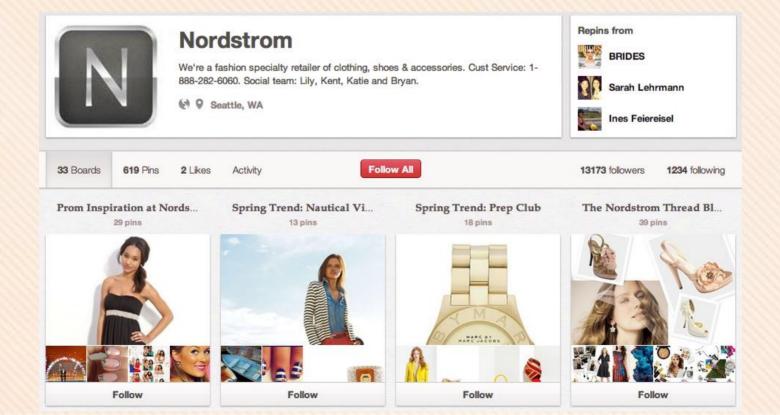
share all the beautiful thing: you find on the web. Best of all created by other people, while is a fun way to discover new things and get inspiration fr people who share your

# What Brands Can Do: Contests & Giveaways

- Create a legitimate contest with an official homepage and clearly delineated rules.
- Create a repinnable image that followers can repin easily. It should contain the contest and brand names, and should also mention the prize.
- Support the contest via other social channels, including Facebook, Twitter, your blog, your website, and more.

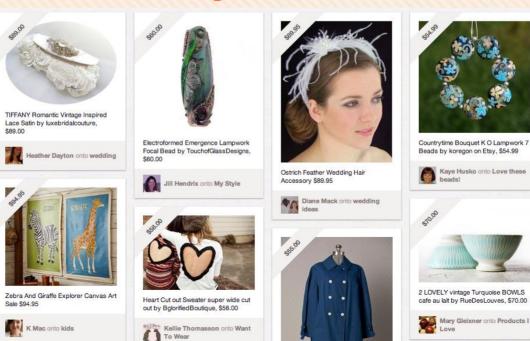
# What Brands Can Do: Create Catalogs

 Brands can create shareable, online catalogs to display their products in a visually stimulating and easily shareable way.



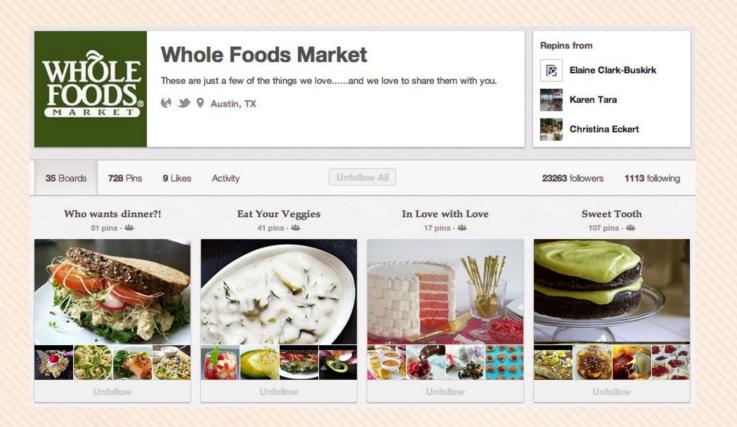
# What Brands Can Do: Create Catalogs

- Brands can add price tags to pins to encourage purchase. These pins then appear in the "Gifts" section of the website.
- Shoppers referred by Pinterest are more 10% more likely to make a
  purchase than visitors who arrive from other social networks, and they'll
  also spend 10% more on average.



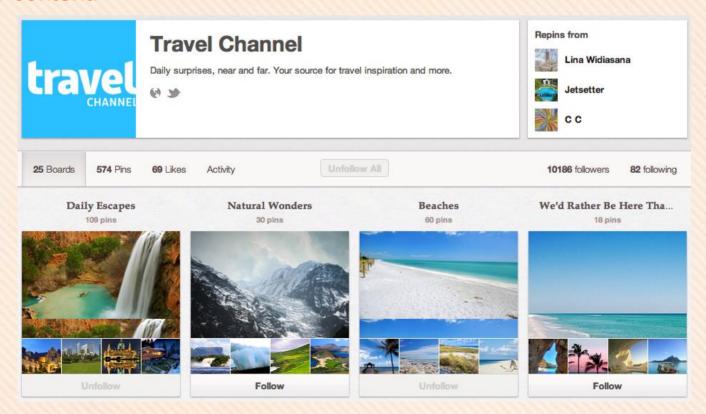
## Other Brands to Explore: Whole Foods

 Whole Foods pins a variety of content that is both directly related to food (i.e. dinner suggestions) and loosely related (i.e. beautiful kitchens).



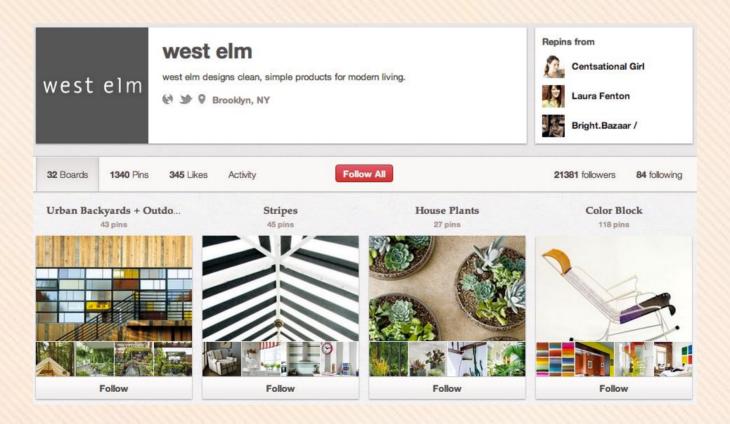
## Other Brands to Explore: Travel Channel

 The Travel Channel capitalizes on the hot topic of travel. They have 16+ boards with a variety of destinations, and encourage users to pin and re-pin their content.



## Other Brands to Explore: West Elm

 West Elm does an excellent job of expanding their following and engaging with users by pinning their own content and repinning the content of others.



## Other Brands to Explore: West Elm

- Matchbook Magazine
- Club Monaco
- HGTV
- Bergdorf Goodman
- Martha Stewart
- Women's Health
- Williams-Sonoma
- The Today Show

- Drake University
- Pretzel Crisps
- Land's End Canvas
- Celebrations.com
- AARP
- Nina Garcia
- Threadless
- Better Homes and Gardens

### Questions?





### **Instagram for Brands**

Katie Kearsey, Community Manager Team Lead

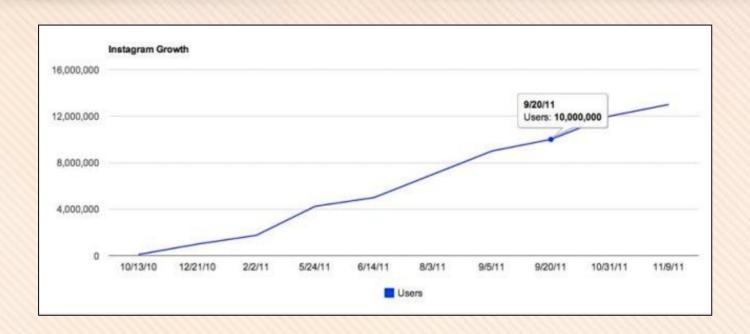


#### **SNAPSHOT OF INSTAGRAM**

- Instagram is an easy-to-use iPhone mobile app used to take and share photos.
- Users can snap photos, apply filters and instantly share their photos to social sites like Facebook, Twitter and Foursquare.

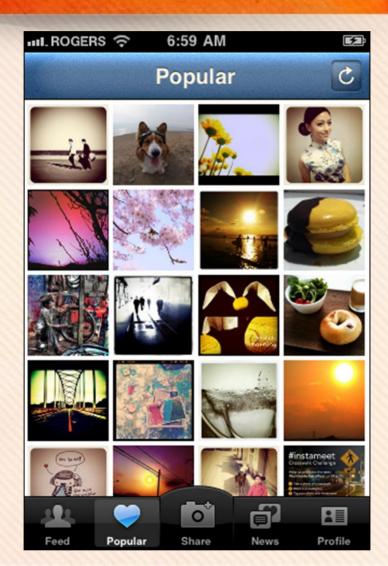


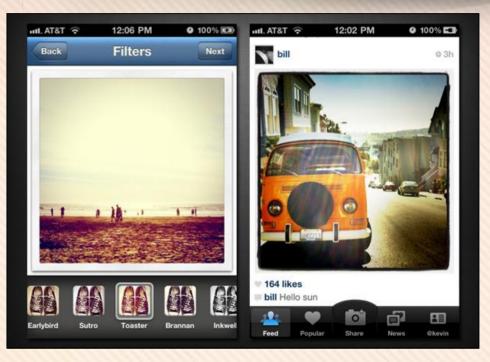
#### **DEMOGRAPHICS**



- The first version of Instagram was created in 8 weeks and launched on October 6, 2010
- By December 2011, Instagram reached 13 million users
- 35% of of these users come from the United States

#### **INSTAGRAM OVERVIEW**







#### **KEY FEATURES**

- Photo Sharing: Take photos, add filters and share your photos to different social networks.
- Content Exploration: Discover new photos by searching for photo hashtags or by browsing the popular photos section.

#### WHAT CAN USERS DO?

- Share your photos on a photo-by-photo basis on your favorite social networks
- If you specify a location with your photo, Instagram can check you in on Foursquare
- Use 11 different custom filters to transform the colors, mood, border, and tonality of your photos



#### WHAT CAN USERS DO?

- Post appropriate content
- Use filters and try new looks
- Like other images and post your own
- Enter contests
- Participate in hot topics (see next slide) and get discovered from your participation similar to hashtag usage on Twitter

### **HOT TOPICS**

- #instagram
- #iphoneography
- #instagood
- #photooftheday
- #sky
- #love
- #popular
- #cute
- #cat
- #dog
- #sunset
- #me

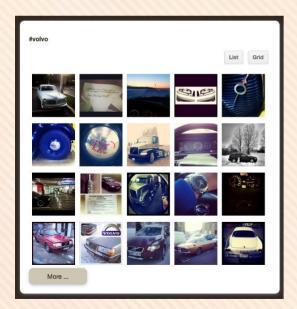


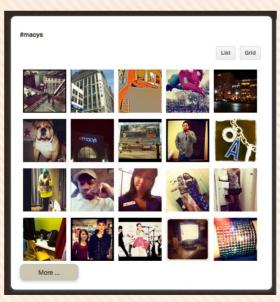
#### WHAT CAN BRANDS DO?

- Post interesting images. Focus less on your branded images and products and instead post lifestyle photos that are visually appealing.
- Post often, and post consistently. Don't post photos in massive quantities, but post regularly so followers know what to expect.
- Engage with users by @ replying to them and by liking their photos.
- Have a theme. Similar to being consistent, a theme throughout your photos helps followers know what to expect and keeps them wanting more.
- Hold visually stimulating contests and giveaways. Have users submit
  photos to a themed hashtag, judge them, and report to celebrate winners.
- Integrate photos with campaigns on other networks.

### WHAT BRANDS CAN DO: CURATE CONTENT

 Volvo shows their cars, Macy's shows its products, customers and locations, while celebrities, like Justin Bieber, can show their tours and give fans an inside view.

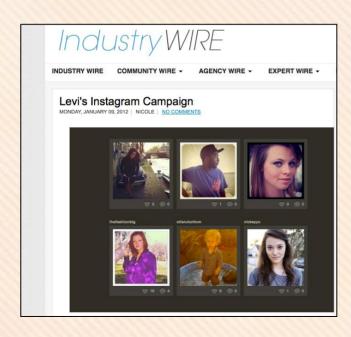






### WHAT BRANDS CAN DO: CURATE CONTENT

- Brands can engage their customers by encouraging them to partake in contests, campaigns, and promotions.
  - Levi's used Instagram to find its 2012 models.
  - Nike asked users how they will "make it count in 2012."





### WHAT BRANDS CAN DO: ENGAGE WITH USERS



Brands can engage with users by liking posted images, posting images themselves, and creating contests that ask for user participation.

GE created a contest asking users to post images of GE products that inspired them using #GEinspiredME, picked winners, then awarded prizes.

### WHAT BRANDS CAN DO: **DRIVE WEB TRAFFIC**



- Brands can post content directly from Instagram to their website and other social channels to encourage engagement and drive web traffic.
  - ADIDAS asks users from around the world to post images of their ADIDAS style, and others vote which city has the best style.

### OTHER BRANDS TO EXPLORE:: FORD #FIESTAGRAM

Each week Ford announced a new hashtag associated with one of the Fiesta's features. Users could submit photos tagged with "#Fiestagram" + the current week's hashtag to enter.

The best photos were selected to be featured in real-life galleries and digital billboards. Ford gave weekly prizes to those submitting particularly striking images. The final prize was a Ford Fiesta.



### OTHER BRANDS TO EXPLORE: MUSICIANS: DEFTONES

To enter their Instagram contest, the band asks that fans tag photos from the shows including their location. Everyday, one photo will be chosen as the Instagram Fan of the Day, and featured on their Facebook page. At the end of the tour, all of the featured submissions will be entered into a drawing. The grand prize winner will claim a guitar signed by the band, and 5 runners-up will be given a signed vinyl copy of the "Around The Fur" album.





#### OTHER BRANDS USING INSTAGRAM

- Tiffany & Co.
- Bergdorf Goodman
- Aldo
- Levi's
- Rebecca Minkoff (designer)
- Good Morning America
- Michael Kors
- Red Bull
- Mark Jacobs
- Threadless
- Gucci

- Kate Spade NY
- ABC World News
- Celtics
- Burberry
- NPR
- American Eagle
- Puma
- Pepsi
- MTV
- NH Hotels

### Questions?

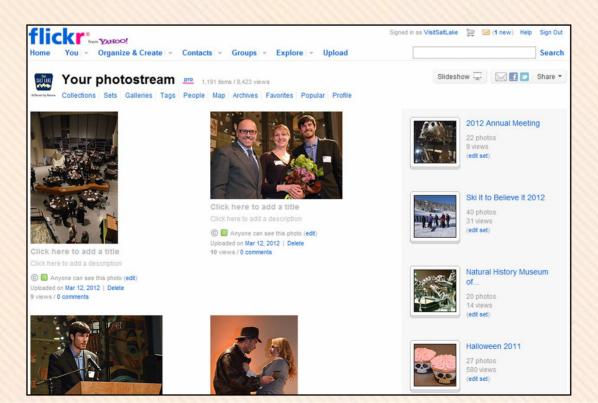


# **flick**r For Brands



#### Flickr Overview

- Flickr is an image and video hosting & sharing community.
- 80+ million unique visitors and 6+ billion images are on Flickr.

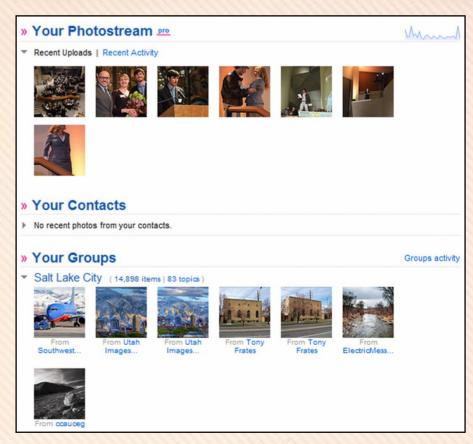


#### **Key Features**

- Content Exploration: Browse images other users have posted by topic, location, or through Flickr's Explore feature.
- Content Curation: Post images that are relevant to you and your brand, with a variety of organization and sharing options.
- Content Control: Manage the level of shareability your images have, and distribute them on the via Flickr groups and collections.

#### What Can Users Do?

- Upload your photos to your Flickr photostream for others to see.
- Favorite another user's photo to a collection of favorite photos linked to your account.
- Comment and let someone know what you think of a photo.
- Add a contact to subscribe to a user's latest uploads.
- Groups are great for contests and collections on a particular topic.



#### **Hot Topics**

- Art & Portraits
- Tourism & Travel
- Architecture
- Landscapes
- Weddings
- Family Photos
- Flowers & Nature

#### All time most popular tags

animals architecture art asia australia autumn baby band barcelona beach berlin bike bird birds birthday black blackandwhite blue bw california canada canon car cat chicago china christmas church city clouds color concert dance day de dog england europe fall family fashion festival film florida flower flowers food football france friends fun garden geotagged germany girl graffiti green halloween hawaii holiday house india instagramapp iphone iphoneography island italia italy japan kids la lake landscape light live london love macro me mexico model museum music nature new newyork newyorkcity night nikon nyc ocean old paris park party people photo photography photos portrait raw red river rock san sanfrancisco scotland sea seattle show Sky Snow spain spring SQUARE squareformat street summer sun sunset taiwan texas thailand tokyo toronto tour travel tree trees trip uk urban usa vacation vintage washington water wedding white winter woman yellow zoo

### **What Brands Can Do: Share Great Content**

- **Brands can post photos** reflecting their image, including photos of products, ad campaigns, events, and more.
- Brands can share usergenerated content to drive engagement.
- Visit Phoenix's photostream represents the brand by highlighting local restaurants. attractions, and events.



#### VisitPhoenix's photostream \_\_\_\_

Galleries Tags People Archives Favorites Profile Madd VisitPhoenix as a contact



Home at Whitfill

12 photos



Vintage by Mistv 13 photos



Beckett's Table 7 photos



Sierra Bonita Grill 6 photos



Queen Creek Olive Mill 28 photos



Tutti Santi Practical Art 7 photos



Hula's Modern Tiki 7 photos



Sweet Salvage



The Mint 26 photos



Cornish Pasty 11 photos



El Chorro 8 photos



Rum Bar 5 photos



5 photos

Deseo at the Westin.. 13 photos



Sandwich Cafe 7 photos



Esplanade 14 Dine-In... 27 photos







Haus Murphy's 13 photos



Downtown Phoenix Restaurants 10 photos



Carly's Bistro 5 photos



**JoBot Coffee** 12 photos



MLB All-Star Week 2011 83 photos



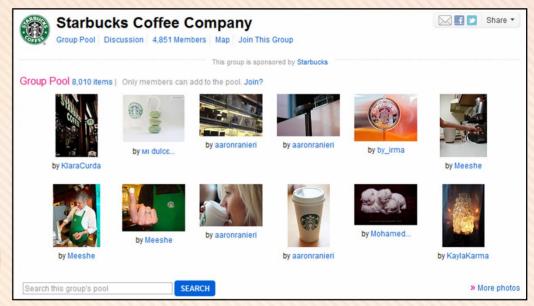
Oakville Grocery 14 photos



Dick's Hideaway 6 photos

# What Brands Can Do: Create and Join Groups

- Brands can create or join groups, or collaborative collections of photos based around a particular topic or brand.
- Fans can submit feedback
   on photos or ideas in via
   photos and comments posted
   in groups.
- This group, sponsored by Starbucks, features fans' photos related to Starbucks and the Starbucks culture.



## What Brands Can Do: Host Contests

Fans can submit photos to brand-sponsored contests on Flickr.
 Brands can showcase fans' images in sets, like Red Bull did in this campaign.



# What Brands Can Do: Drive Web, Social, and Search Traffic

- Use Flickr's API to display your public Flickr content in ways that work best for your brand.
- Connect Flickr to your social channels to ensure smooth integration across the web, and to drive photo sharing and brand awareness.
- Utilize highly effective Flickr keyword tagging features to get your company's material visible to SEO searches, as well as internal searches from Flickr users.

#### **Other Brands to Explore**

- Visit Salt Lake
- Visit Phoenix
- MAKE Magazine
- CRAFT Magazine
- BBC
- Urban Outfitters
- **GM**
- Nikon
- Burger King
- Apple iPad
- Moo Cards
- Neilson Holidays
- Sierra Club