

# NICE TO MEET YOU



**Jenny Rose**VP of Integrated
Marketing Services



**Mike Tripi**Creative Director



Tempest is trusted by over 200 Destination Organizations to provide web, marketing & cloud software products & services.





# TODAY'S DISCUSSION

- Audience Driven Design
- Planning a Photoshoot
- Getting Creative
- Sharing Success
- User Experience
- Let's Get Inspired







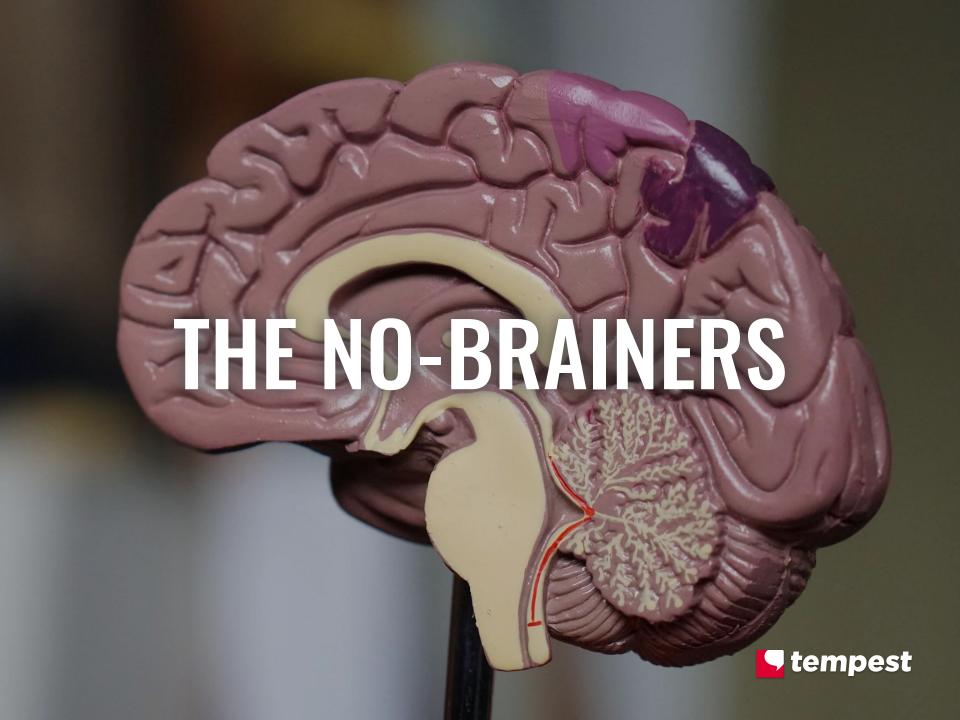






# PHOTOSHOOT PLANNING





# THE NO-BRAINERS

#### **Assign A Budget**

Think annually & seasonally

#### **Determine Your Goals**

- Highlight new attractions
- Demonstrate your community's diversity
- Change your brand's perception
- Create a cohesive campaign





# **ASSEMBLE A TEAM**

#### LIMIT YOUR PHOTOGRAPHER'S RESPONSIBILITIES

#### **Destination Expert**

Possesses insider info & manages relationships

#### **Creative Director**

• Creates photo compositions & directs talent

#### Camera Assistant

Handles lighting & manages equipment

#### Photographer

Keeps hands on camera capturing images



# WATCH OUT FOR LICENSING & SELECT NUMBERS





### CREATE A CHECKLIST

#### **THINK FIRST**

#### **Determine Your Locations**

 What makes sense creatively, strategically, & logistically

#### Find Inspiration

• Share or request image references

#### **Know Where These Images Will Go**

• Your website, digital campaign, print, outdoor





### **ASSEMBLE A CAST**

#### **SMALLER BUDGET**

#### Use Your Team & Extended Family

Most dependable & authentic couples

#### Social Media Casting Call

Create your local brand ambassadors

#### Find Aspiring Models

Search modeling hashtags on social

#### Keep Looking On Set

• Print out plenty of talent release forms



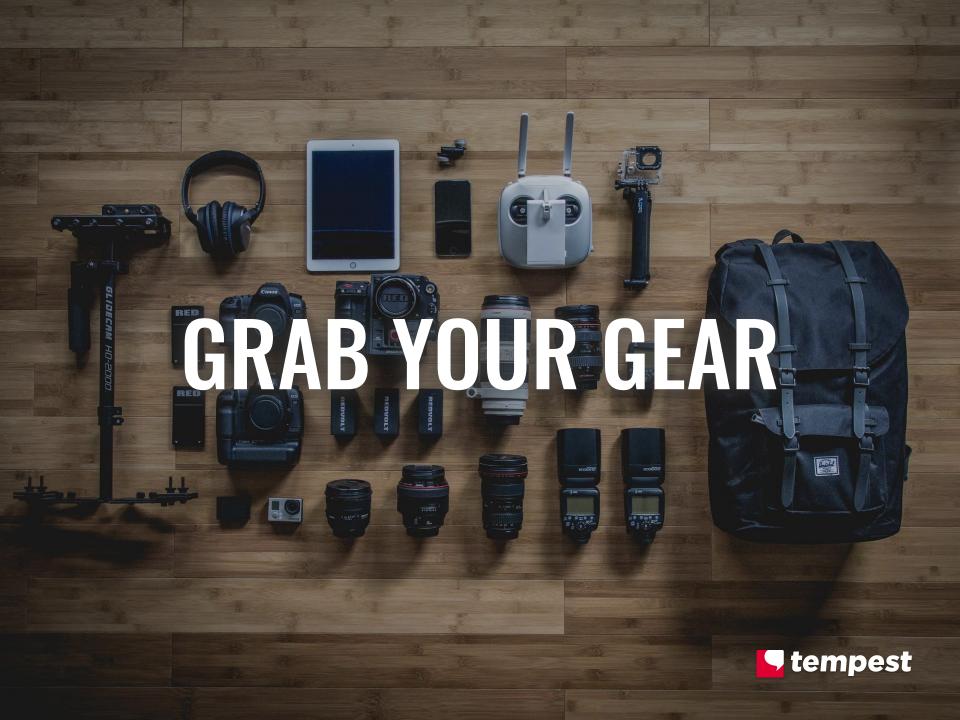
### **ASSEMBLE A CAST**

#### LARGER BUDGET/SHOOTING VIDEO

#### Hire a Casting Producer

- Already has access to a variety of talent
- Find the exact cast that you're looking for
- Free up your internal & external teams





### GRAB YOUR GEAR

#### **WORK OUT LOGISTICS IN ADVANCE**

- Will you be shooting with natural light?
   Bring reflectors.
- Will you be shooting inside a building?
   Bring additional lighting equipment.
- Will you have access to a power source?
   Bring power backups.



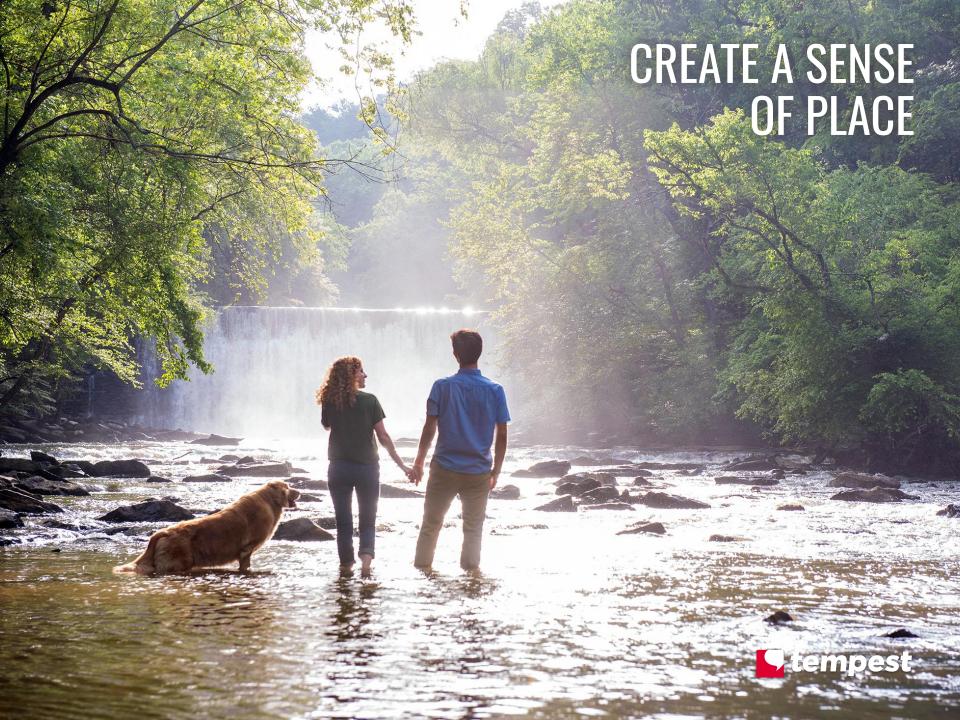
# GRAB YOUR GEAR

- Will you find yourself in water?
   Bring underwater housing.
- Will you be photographing your cast on a vehicle?
   Bring a second one to create perspective.























# SHARE THE SUCCESS

#### **USE THIS AS A MARKETING OPPORTUNITY**

#### **Demonstrate Your Value**

Keep your partners informed

#### **Promote Your Brand Ambassadors**

Encourage your cast to share their experience

#### **Grow You Casting Listing**

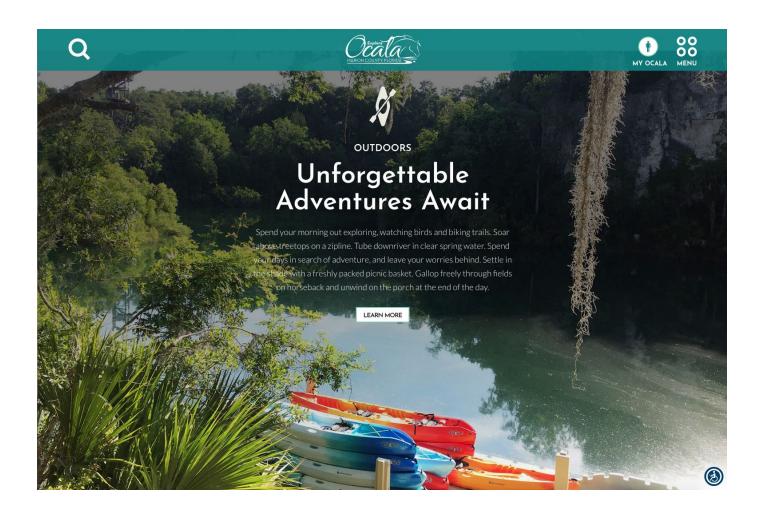
Let your community know about future shoots



# USER EXPERIENCE

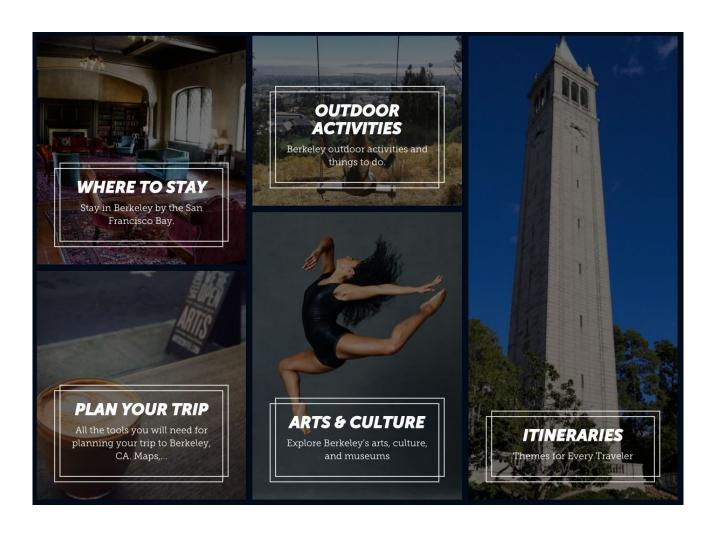
CRAFT A JOURNEY FOR THE VISITOR





**CONTENT HIERARCHY** 





#### **CONTENT HIERARCHY**



# ST. AUGUSTINE, PONTE VEDRA & THE BEACHES VCB

# CHALLENGE: LEVERAGE CARES ACT FUNDING TO DRIVE RECOVERY

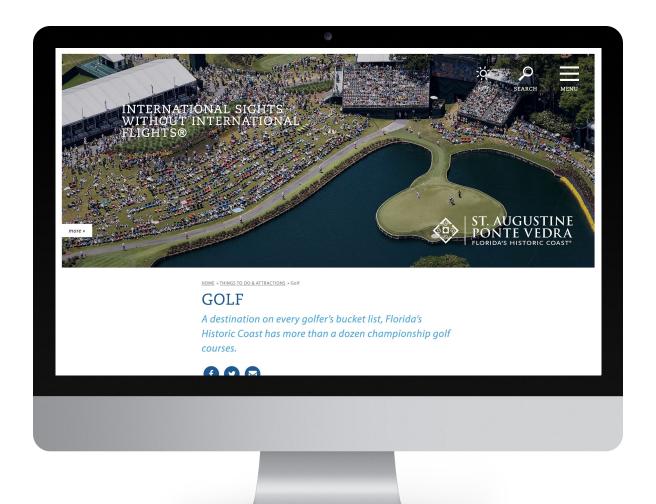
#### The Campaign

- Paid media campaign
- Drive visitors to core activity-based website pages
- User experience optimizations to boost KPIs

#### **Key Performance Indicators**

- Clicks to community websites
- Newsletter signups
- Visitor guide requests







# RESULTS

# INCREASED ACTIVITY WITH LOCAL BUSINESSES AND TRAVEL PLANNING SIGNALS

#### **Clicks to Partner Websites**

• Increased 60%

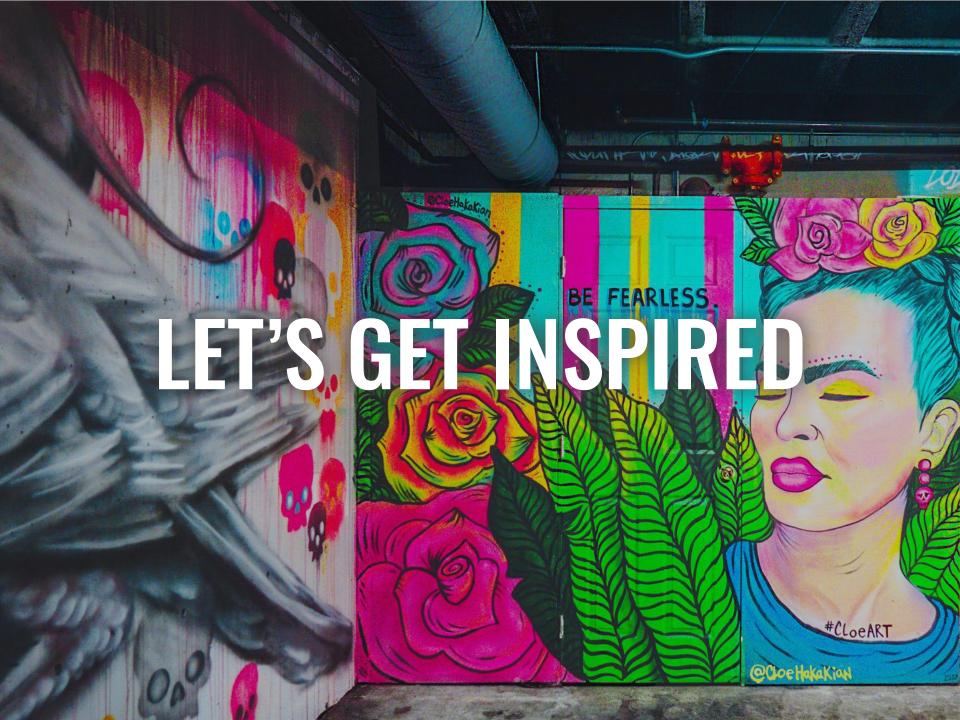
#### **Newsletter Signups**

• Increased 60%

#### **Visitor Guide Requests**

• Increased 95%





# THANK YOU!

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