## **Marketing Muddling Your Mind?**

## **Promoting Got You Panicked?**



# We Can Help!

### Tutor.com's Guide to Marketing & Promotion



## **USING GOTOWEBINAR**

Raise your Hand.		<ul> <li>GoToWebinar Control Panel</li> <li>Audio</li> <li>Audio Mode: Use Telephone</li> <li>Use Mic &amp; Speakers</li> <li>Image: Image: Image</li> <li>Questions</li> </ul>		Choose your audio format.
Type your questions or comments and Send.	•	Type question here.         Send         - Handouts: 2 of 5         2015 Back to School Webinar.pdf         W         Certificate of Completion - B2S Webin         Drag & drop a file		Download your handouts.
Resure to take the 2016 Tu	itor	com Client survey, open now	/	

Be sure to take the 2016 Tutor.com Client survey, open now! Link in your Community Impact Newsletter Or go here: <u>https://www.surveymonkey.com/r/2016libsurvey</u>



## **Today's Schedule**

- New Subjects for 2016/2017
- Know Before You Go: Staff Training
- Know Before You Go: Report-Driven Outreach
- Don't Sweat the Small Stuff: Begin With the Basics
- Targeted Touchpoints: Reaching Specific Audiences
- Creative Contests: Reward Their Work
- Sneak Peek: New Materials Coming Soon!



## New Tutor.com Subjects 2016/2017

#### Always Innovating. Always Updating.



- Microsoft Office Suite
  - Word
  - Excel
  - PowerPoint
- ESL/ELL (8th grade and up)
- Reading Comprehension
  - 8<sup>th</sup> grade and above
- Pre-calculus

Available Upon Request

Drop-off Algebra I & II

In the works: new content for self-study.

Poll: What topics are most important for content?



## Know Before You Go Staff Training

Everybody knows somebody that needs Tutor.com.



### **Trainings & Webinars**

Information to help you sustain a successful program.

**REGISTER NOW** >>

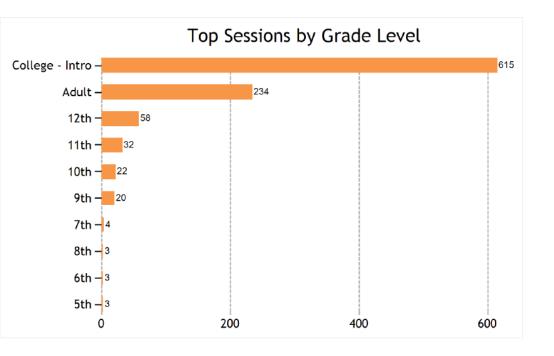
- Monthly webinars
- Recorded webinars
- Demonstration videos
- Custom Training Options

### www.tutor.com/clients

Poll: When is the last time you attended a Tutor.com training?



### Know Before You Go Report-Driven Outreach Data is a beautiful thing.



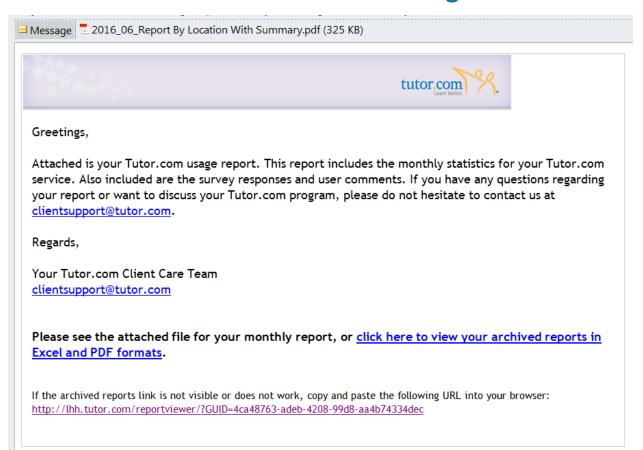
- Grade Level Trends
  - Hit or miss?
  - Success after promotion?
- Popular Subjects
  - Share with teachers
  - Relevant messaging
- Student Comments
  - Use in newsletter headers
  - Tweet, Snap, Post

### clientsupport@tutor.com

Poll: Do you currently receive Tutor.com monthly reports?



### Know Before You Go Report-Driven Outreach Data is a beautiful thing.



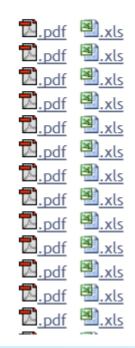


### Know Before You Go Report-Driven Outreach Data is a beautiful thing.

#### Welcome to your Tutor.com Reports!

If you have any problems viewing these reports, please <u>contact us</u> at your convenience

2016 June Report By Location With Summary 2016 May Report By Location With Summary 2016 April Report By Location With Summary 2016 March Report By Location With Summary 2016 February Report By Location With Summary 2016 January Report By Location With Summary 2015 December Report By Location With Summary 2015 November Report By Location With Summary 2015 October Report By Location With Summary 2015 October Report By Location With Summary 2015 September Report By Location With Summary 2015 August Report By Location With Summary 2015 July Report By Location With Summary





## Know Before You Go Report-Driven Outreach

#### Data is a beautiful thing.

Usage	
TOTAL SERVED	2680
- Live one-to-one Sessions	2632
- SkillsCenter™ Sessions	48
Mobile Usage	
TOTAL SERVED	193
- Mobile Live one-to-one Sessions	192
- Mobile SkillsCenter™ Sessions	1
Live one-to-one Sessions	
TOTAL SESSIONS	2632
- 24/7 Resume & Cover Letter Submission	11
- ACT Test Prep	15
- Advanced Placement (AP) Test Prep	38

- ✓ Total Usage
   ✓ Time in Session
   ✓ Avg. Session Length
   ✓ By Grade
   ✓ SkillsCenter
   ✓ Quizzes
- ✓ Survey Results
- ✓ Student Comments
- ✓ Account Holder Counts
- ✓ Optional: zip, school



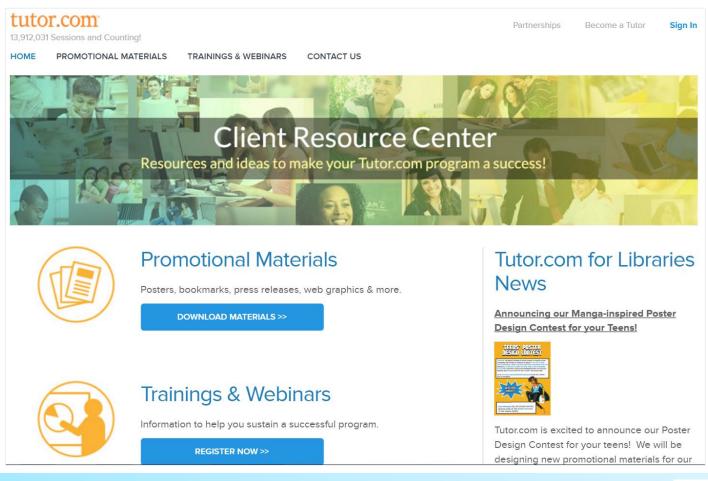
## Your Turn Questions About Training or Reports?

Use the Question Box to Ask Your Questions or Share Ideas.

Questions	
Type question here.	
	Send



### Client Resource Center www.tutor.com/clients Your Go-To Site for Tutor.com Promotion.



Password Protected. Email <u>ClientSupport@tutor.com</u> for your password



B2S Webinar Slide 11

### Don't Sweat the Small Stuff Begin with the Basics Simple. Quick. Inexpensive.

Good Strategy	Great Strategy
YA/Children's' Staff trained	ALL Staff trained
Link on website	Link with graphic and description
Fliers in the library	Fliers in the laundromat
Bookmarks at circ. desk	Bookmarks in schools' media centers
Demo at school open house	Demo in math/English classes
Article in Newsletter	Article in Local Media
Commercial at Teen Program(s)	Commercial at Scout Meeting
Tweet a link and hours	Buy a Boost on FB ads



### Targeted Touchpoints Reaching Specific Audiences Speak Their Language.

Audience	Messaging	Pieces to Share
AP® Teachers	Raise your students' scores by ½ point or more.	Efficacy Studies Briefing, Top 10 Tips
Athletic Coaches	Don't let academics bench your players.	Get Back in the Game Flyers
English Teachers	Save some red ink on composition assignments.	New Writing Flyers or Bookmarks
Guidance Counselors	Give your college-bound students a boost.	SAT®/ACT® Flyers and Student Brochures
Homeschooling Parents	Be better prepared to help in tough subjects.	Safe & Secure Assurance, Top 10 Tips



## Creative Contests Reward Their Work

It's all fun and games, with a dash of learning.

Contest Type	Details
Library Resources Scavenger Hunt	Online or in-library; Explore eResources to complete scavenger hunt. Include Tutor.com hours an item on list.
Writing Contest/Club	Suggest Tutor.com to participants in your library's writing events for NaNoWriMo or other essay contest you have.
TAG/TAB Referral Contest	Have students in your TAG (or other frequent visitors) keep track of how many friends they refer to Tutor.com
Video Production Contest	Have students create a Tutor.com commercial to put on your website or share on social media.
Math or Science Packets	Repurpose the Tutor.com Summer Challenge packets to use during the school year.
Resolutions Punch Cards	Offer small prizes (or end of semester party) for students completing items on New School Year Resolution list.



## Your Turn To Share With What Have You Had Success?

Use the Question Box to Share Your Ideas.

Questions	
Type question here.	
	Send



## Sneak Peek: New Materials Coming Soon

**Estimated Date: September 15th** 



Teen Poster Design Contest Winners to be chosen September 1st



## Sneak Peek: New Materials Coming Soon

#### **Estimated Date: August 15th**



### Early Mock-Ups! Not Final Copy or Design!



### Sneak Peek: New Materials Coming Soon Estimated Date: August 15th

### Overall Theme: We Can Help!

- Fun Alliterations
- Corresponding Emojis
- Materials by Subject

Math	Bookmarks
Science	Flyers
Writing	Brochures
Test Prep	Newsletter templates
General	Teacher email templates



Poll: What pieces do you need next?

## We Can Help! Tutor.com's Client Care Team Marketing • Technical Support • Service Support • Reporting



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