# Mobile Marketing for Entertainment Industry

#### 2-26 PM ncpn.us/wap;jsessic PROFILE Hey Steve, come for open mic Any Dollar Domestic Bottle night at ABC Nightclub for an evening of comedy, music, Come for open mic night OPEN and dancing. For more at ABC Nightclub. Join us for an evening of comedy, MIC information, visit our website music, and dancing NIGHT EXP 05/17/13 50% off 9 💟 What is Mobile Marketing? And Why Should You Care?

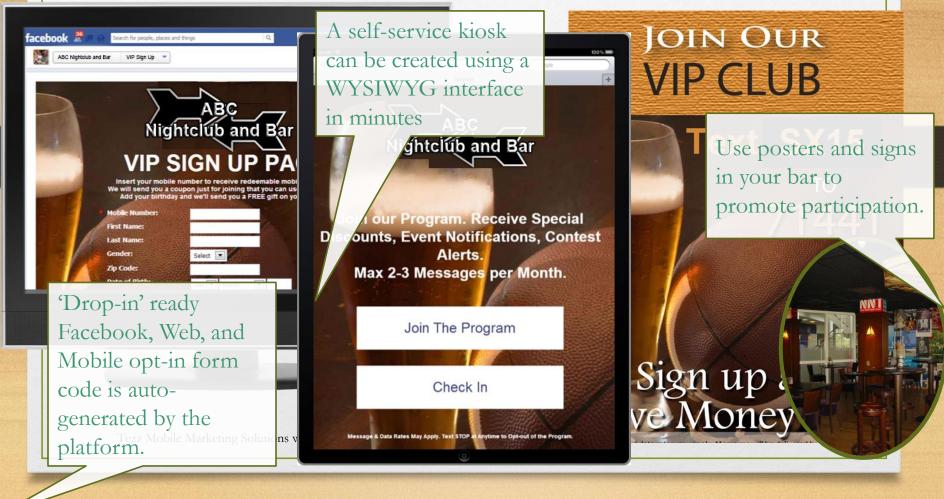
- Using cellular to engage with prospects & customers who've <u>asked</u> to hear from YOU
- Combines elements of print signage, SMS (text messages), mobile web, and a "mobile wallet"
- Trivia games, polls & questions, drawings and contests, coupons, event/listing notifications, etc.
- Uses SMS (texting) as the communications channel for the deepest user penetration and ease of use

- 80% of cell phone owners text, up from 58% in 2007 (Pew Research, Dec. 2012)
  - In the US, 75% send text messages, 49% use apps and 49% browse internet (ComScore, 2012)
  - 49% of those who use social media prefer texting to calling (Performics, Jan 2012))
  - Studies indicate 97% read SMS (text) within 15 minutes; 84 % within 1 hour (Nielsen, 2012)



# Building Opt-in Lists

There are many ways to develop your 'opt-in' participant lists



# Segmenting Customers into Affinity Groups

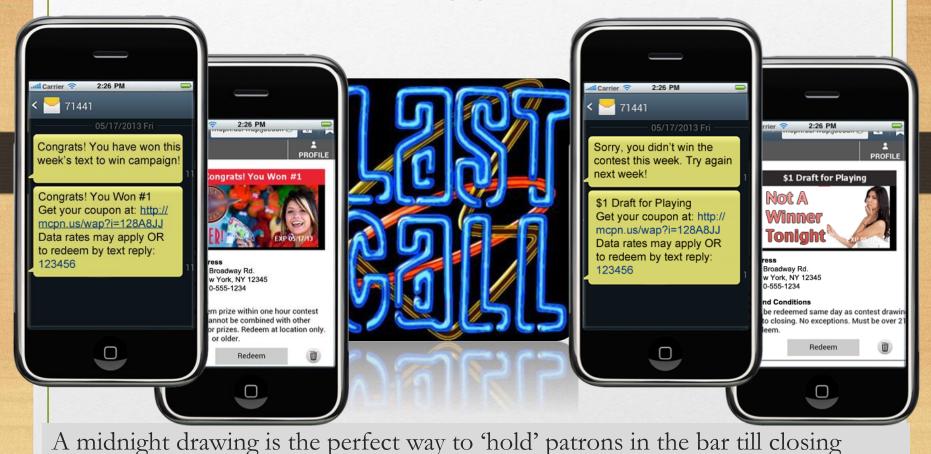
Organize clients into affinity groups to ensure targeted and relevant communications



Targeted messages to affinity groups can establish YOUR club as 'the' gathering place

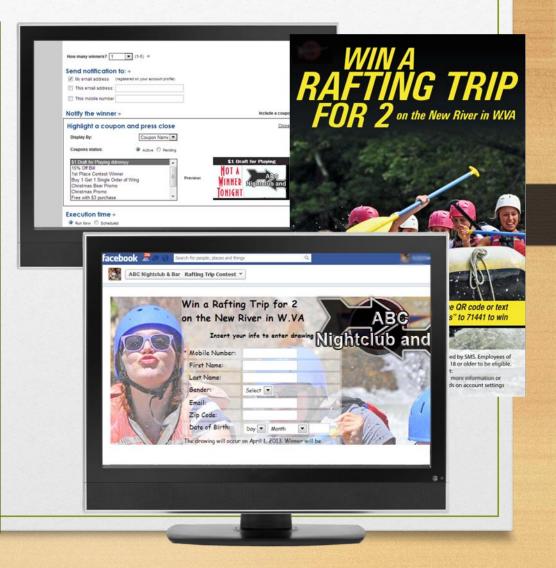
### TXT2Win Contests

SMS contests present a fun way to *engage with a purpose* – drive more sales.



# Defining TEXT2WIN Contests is a Snap

- Draw from an entire opt-in list or narrow down to only those who've 'texted in' during a specified 'entry' period
- Multiple winners can be defined, e.g., 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup> place
- Each winner can be provided with a different award
- Losing players can be awarded a consolation prize
- Contests can be scheduled in advance, making regular drawings easy to run
- Winning number notifications can be sent via email, text to manager for prize verification



# Use Birthday Wishes to Increase Loyalty

#### Sent automatically, birthday wishes provide an easy way to drive repeat

Name:       Happy Birthday         Select Target List *         Optin lists:         Select All         Select All         Deselect All         Deselect All         Bredge All         Deselect All         Happy Birthday         Birthday Message *         Insert your text message here:         Rappy Birthday #FNAME%!         Wishing you the best on your         Highlight a coupon and press close         Display By:         Coupon Name *         Coupon status:	Message Preview Happy Birthday %FNAME%! Wishing you the best on your special day. A special gift for you is on it's way		Carrier       2:26 PM         PROFILE         Any Item from Dessert Menu         Happy Birthday from Your Friends at Local Bistro         Come on in for your gift over the next few days.         FREE         EXP 05/17/13	
<ul> <li>Automatically have your birthday coupons sent a few days before or on the day of your customers' birthday.</li> </ul>	Pessert Menu tr ExP 06/17/13 ays.	12 Ne 1- Te Pic Will	23 Broadway Dr. ew York, NY 800-555-1234 erms & Conditions: ease redeem at location. Cannot be combined th other coupons. Proof of Birthday may be quired. Use within 2 weeks of receiving. Redeem	

All of the BIG chains send Birthday Wishes for good reason - they increase loyalty!

# Coupons, a powerful sales driver

### Our platform offers the best couponing capability in the industry



#### **Consider these facts:**

- 87% of all shoppers use coupons (source: Advertising Age)
- 16.5% of US adult mobile phoneusers redeem mobile coupons.Mobile coupon use expected to risefrom 12.3M in '10 to 53.2M in '14
- By 2014 1-in-4 will redeem a mobile coupon (Source: eMarketer)
- Global redemption rate of mobilecoupons to average at over 8% by2016 (Juniper Research)
- Inexpensive compared with print

# 'Grab & Go' Coupon Landing Pages

- For businesses that run regular promotions, a landing page can be setup to allow prospects to grab the coupons they want as desired
- The first time a user grabs an offer, • they are entered into an opt-in list
- Promotions of your coupon landing ٠ can be done via signage or social media and is a quick way to building a loyal following of opt-ins



# Viral Sharing

#### With viral sharing of offers, your opt-in list will grow quickly

	ABC Nightclub and Bar shared a link. May 16 @ Celebrate our Grand Opening with us! We plan to open June 1st.	atli Carrier 🗢 2:26 PM
C · 1 1	Check out our Grand Opening Specials here: http://bit.ly/900913	🔶 🔶 mcpn.us/wap;jsessic× 👩 📩
use of viral sha		±
generated 34 n	Current Coupons	PROFILE
ver an 3 hour p	eriod! come or Pastry bit.ly	Any Dollar Domestic Bottle
	Cree ESP 06/30/13	Come to ABC Nightclub & Bar 7 PM Tonight for Open Mic. Have Fun. Win MIC The page at "http://mcpn.us" says:
	Like · Comment Share	You have successfuly shared this coupon
	~	(
	SP Write a comment	Т ОК
	Press Enter to post.	customer. Redeem at location.
	481 people saw this post	Redeem
Tezz		

# SMS for Bars and Clubs is Affordable & Easy

SMS offers a low-cost investment with high value rewards.

- Reward repeat and loyal customers
- Provide a fun and engaging marketing channel that will drive sales
- Increase the speed and efficiency of alerting your customers of events

Tezz platform provides an easy, affordable, and fully functional platform for engaging with clients using the most premium and effective marketing channel there is today – SMS