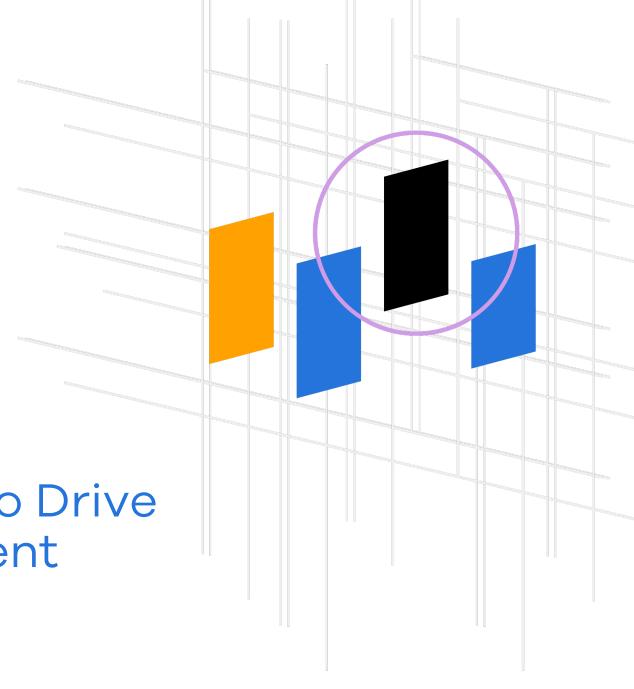


Second Street

30 in 30

30 Ideas in 30 Minutes to Drive Revenue and Engagement



Welcome!



Liz HuffSr. Director of Customer Success Ihuff@uplandsoftware.com



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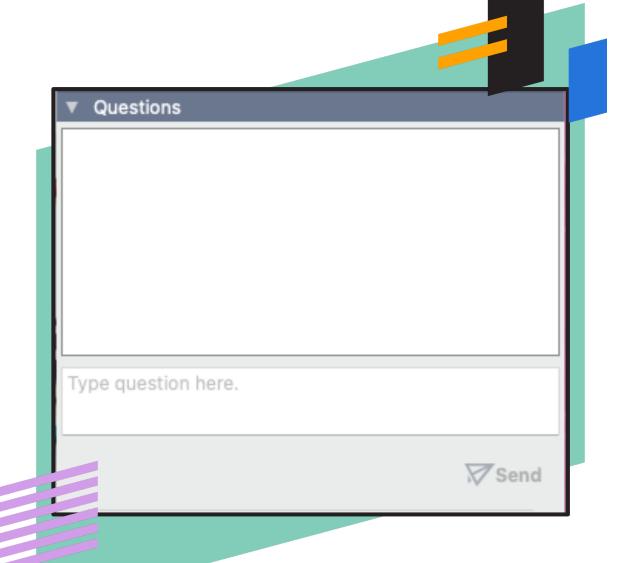
Matt Hummert
Customer Success Manager
mhummert@uplandsoftware.com



Kristen WeheCustomer Success Content Creator kwehe@uplandsoftware.com

Do you have questions?

Ask in the GoToWebinar Panel during the webinar, and we will answer them at the end!





Football Quiz Drives \$9K for Sponsor

A radio station leveraged a football quiz to drive leads and opt-ins for local pest control company



5 Ideas to Increase Your September Revenue

Try these five promotion ideas to maximize your advertiser revenue!



Sign up for our upcoming webinars!

Check out our next two webinars in August! \$5MM in Second Street Success Stories and 2024 National Sweepstakes with Second Street





Sign up for the Lab Newsletter!





Five Areas of Focus for 2024

- National Sweepstakes
- Current Initiatives
- Big Money
- Lead GeneratingCampaigns
- Audience Data



National Sweepstakes

2024 National Sweepstakes

US and *Canadian Partners

\$5,000 Sweepstakes \$5,000 Sweepstakes \$5,000 Sweepstakes \$15,000 Sweepstakes

January

April

August

November

*Excludes Quebec



1. Hospitality

#1 Hospitality







Big Red Blowout

28300Ve columbia Have you always wanted to travel to the mountains? The beach? The Grand Canyon? Now's your chance! Let Inside Columbia magazine and 98.3 The Dove fund your dream road trip! We are giving away \$5,000 to one lucky winner, and it could be YOU! Enter below for your chance to win a \$5,000 Ultimate Road Trip Giveaway! One lucky second place winner will receive a \$100 gift card to CC's City Broiler! Enter July 31st through August 29th. Email By clicking the button below, I agree to the Terms of Service, Privacy Policy, and Rules CONTINUE >

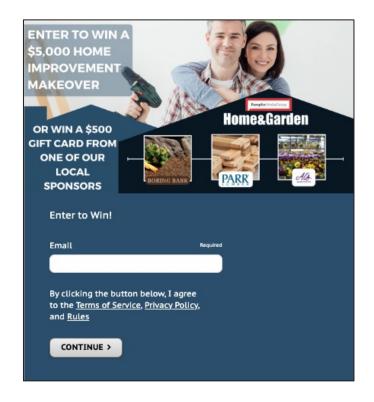
\$5,000 Ultimate Road Trip Giveaway

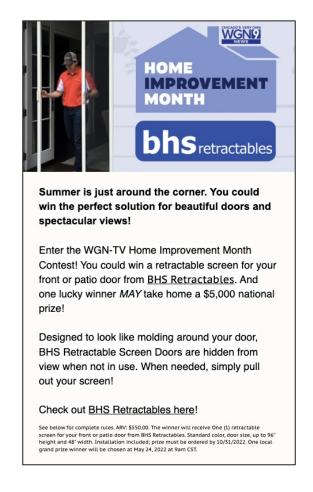
Inside Columbia



2. Home Improvement

#2 Home Improvement







\$5000 Home Improvement Giveaway

Pamplin Media Group

Home Improvement
WGN-TV

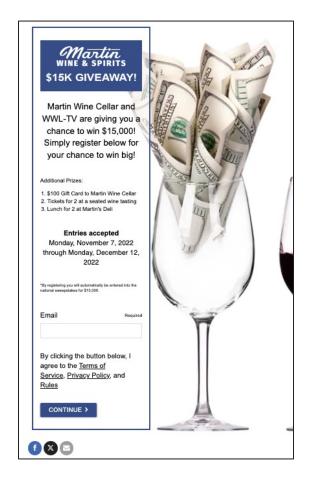
\$5000 Home Improvement Sweepstakes

WTA,J-TV



3. Retail

#3 Retail







Martin's Wine \$15k Giveaway

\$5K Payday KOOO-FM \$5000 Home Improvement Sweepstakes

41NBC



4. Real Estate

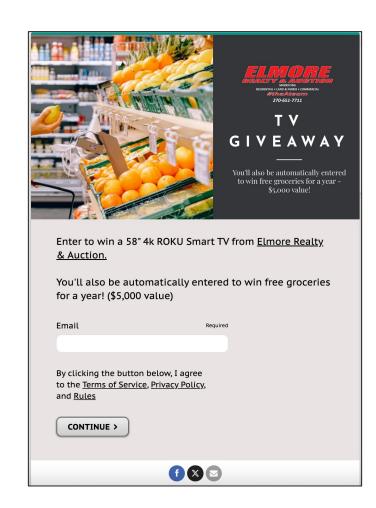
#4 Real Estate



\$5,000 Sweepstakes Nikki Bowman Realty World The Pilot

Input your email below to enter now! Spring has sprung, and it's time to spruce up your home! ** And what better way to do that than by entering our \$5,000 Spring Spruce Up Sweepstakes? We're By clicking the button giving away \$5,000 to one lucky winner to below. I agree to the Terms of Service, help them refresh and revitalize their living Privacy Policy, and Rules **Additional Prizes** CONTINUE > You will also be entered to win a \$100 Home **Entries accepted** Monday, April 24, 2023, through Tuesday, May 23, 2023 so enter now!

\$5,000 Sweepstakes
Mortgage Investors Group



Elmore Realty & Auction Sweepstakes

WUHU-FM



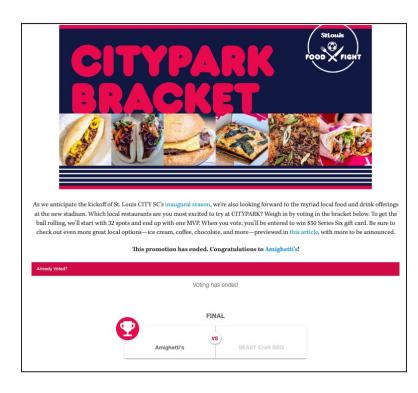
Current Initiatives



5. Sports

#5 Sports







2023 Kia Big Game Challenge USA Today

City Park Bracket

St. Louis Magazine

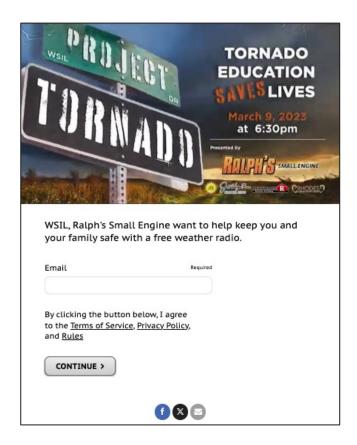
Top 125 Sports Figures

The Sumter Item



6. Weather

#6 Weather



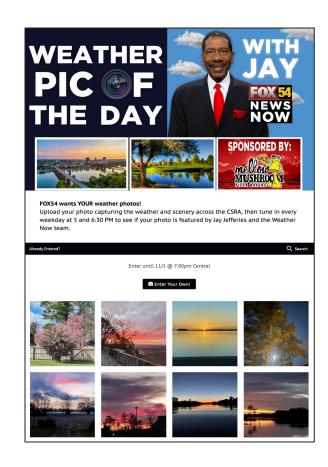
Project Tornado Weather Radio Giveaway

WSIL-TV



Florida Panhandle Hurricane Preparedness

Pensacola News Journal

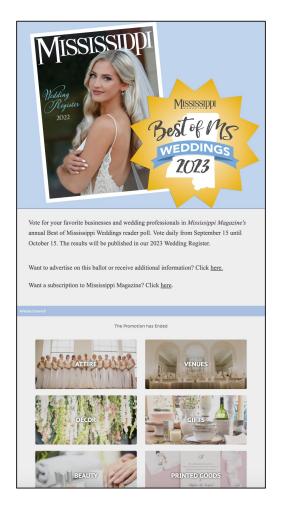


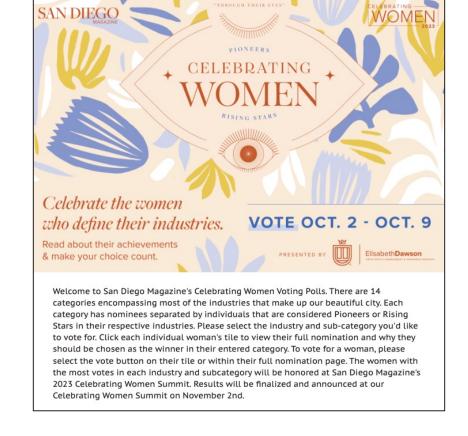
Weather Pic Of The Day
WFXG-TV



7. Special Sections

#7 Special Sections





Best of Mississippi Weddings Mississippi Magazine

Celebrating Women
San Diego Magazine

More than 20 nurses share heartfelt stories A Special Advertising Supplement to the Erie Times-News View the Nurses Week Special Section below and Enter to win a \$100 Amazon Gift By clicking the button below, I agree to the Terms of Service Privacy Policy, and Rules CONTINUE >

Nurses Week

2023 Nurses Week Special Section

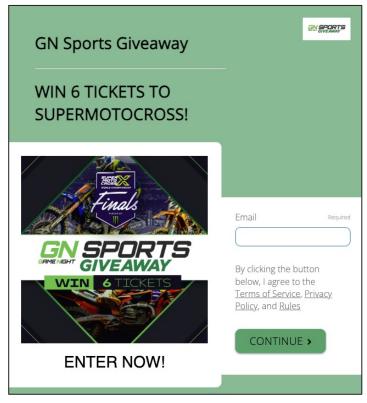
Erie Times-News



8. Programming

#8 Programming

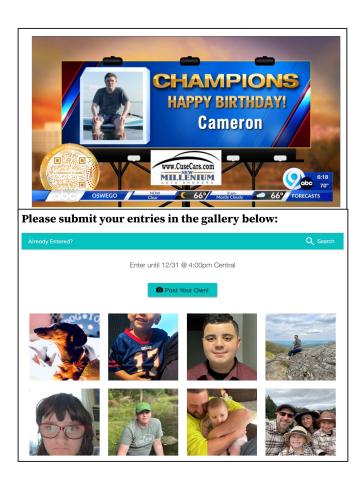






Military Salutes

KAKE-TV



Champions Birthdays

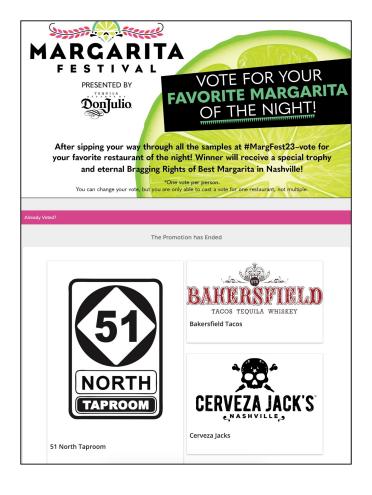
WYSR-TV

Game Night
WDIV-TV



9. Events

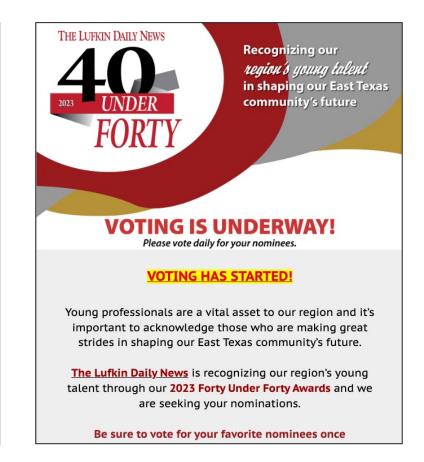
#9 Events





Hosted virtually on October 27 | 4:30 - 6:00 pm

To get ready for this event, take our Medicare survey to give us insights into how well you know the Medicare system! Plus, enter for a chance to win \$100 Amazon gift card! NO PURCHASE NECESSARY. See link below to full rules including alternate method of entry.



Margarita Festival

Nashville Scene

Guide to Medicare

Cleveland.com

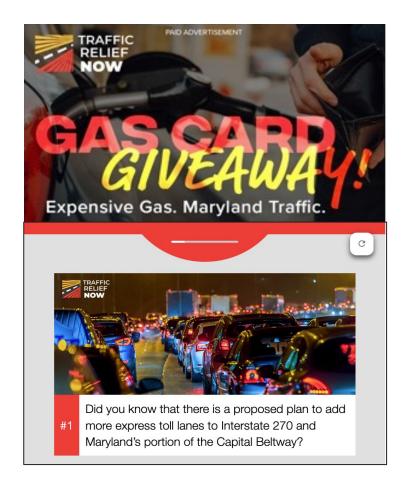
40 Under 40

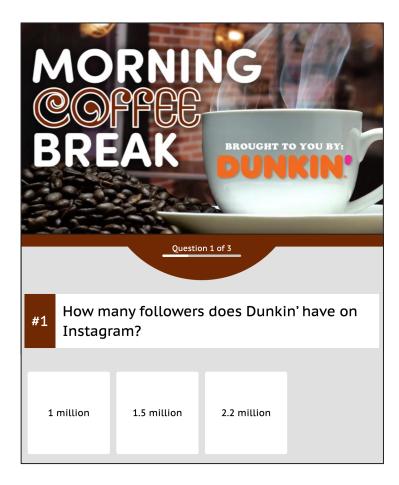
The Lukfin Daily News

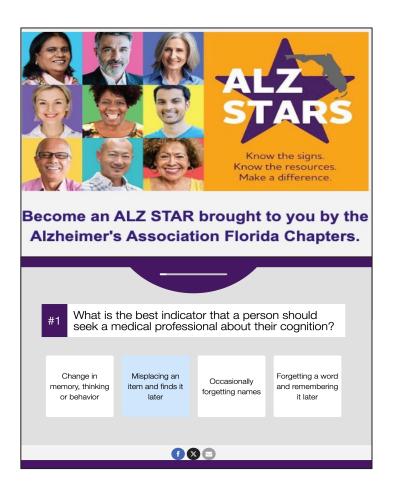


10. Content Marketing

#10 Content Marketing







Traffic Relief Now Quiz & Sweepstakes

Baltimore Sun

Dunkin' Morning Coffee BreakWDFF-TV

Alzheimer's Knowledge

News Journal



Big Money



11. Annual Campaigns

#11 Annual Campaigns



Win A Free Meal WQHK-FM

Here to Keep You Safe WQHK-FM

School Supply Stimulus WQHK-FM

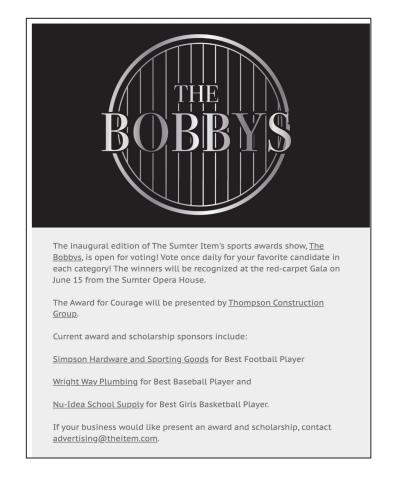
Win Holiday Bonus Cash WQHK-FM



12. High School Sports

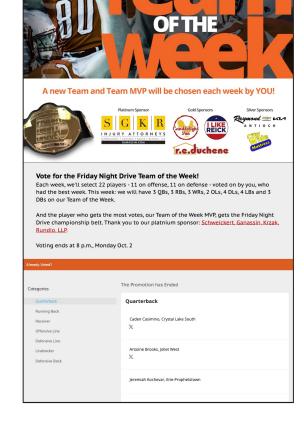
#12 High School Sports





Seacrest Furniture Athlete of the WeekGulf Coast Media

The Bobbys
The Sumter Item



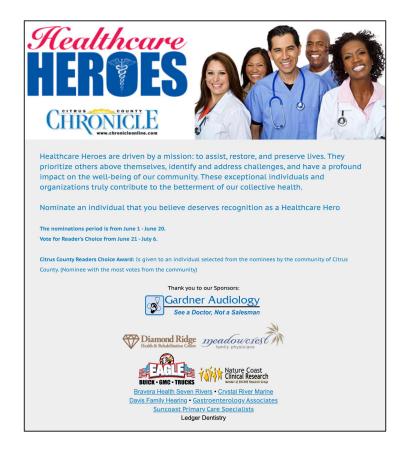
Friday Night Drive

Shaw Media

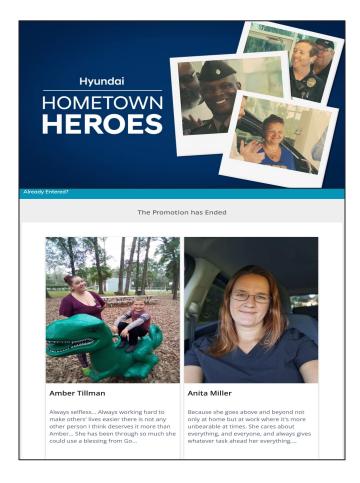


13. Hometown Heroes

#13 Hometown Heroes







Healthcare Heroes

Citrus County Chronicle

Hometown Heroes

Daytona News-Journal

Hometown Heroes: Senior Caregiver

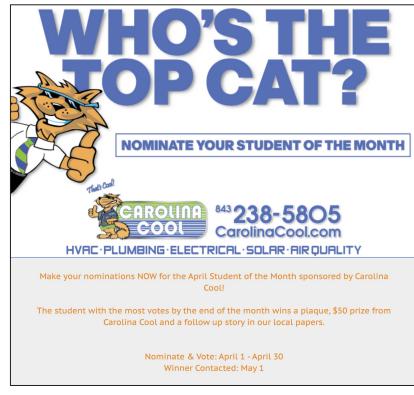
News4Jax

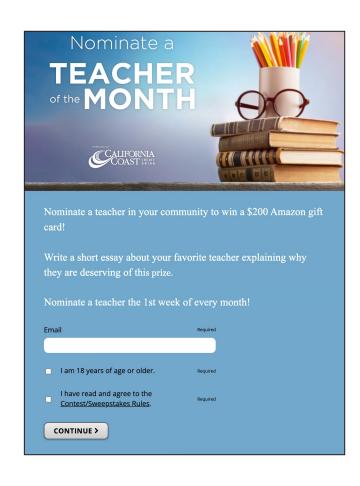


14. Teacher/Student of the Month

#14 Teacher/Student of the Month







Teacher of the Month

WCBI-TV

Student of the Month

My Horry News

Teacher of the Month

KSWB-TV

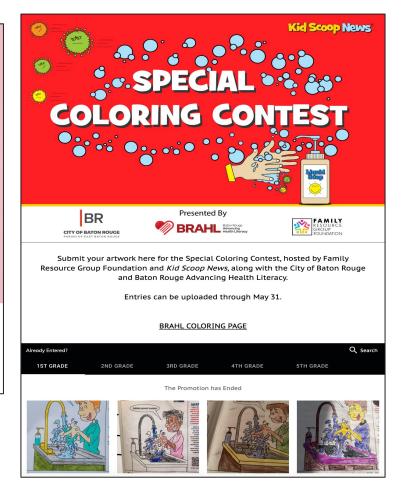


15. Kids and Pets

#15 Kids and Pets







Top Dogs of 225

225 Magazine

Milk Moustache Picture Perfect Baby

WIVQ-FM

BRAHL Coloring Contest

Baton Rouge Parent



16. 'Best Of' Ballots

#16 Best Of Ballots

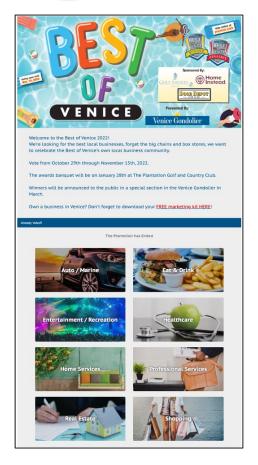




Best of The Pines

The Pilot

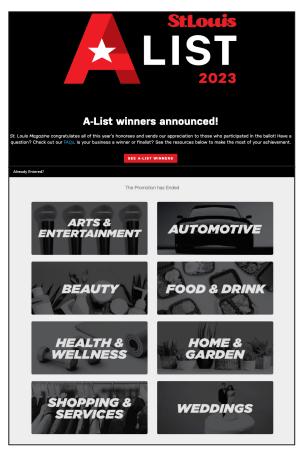




Best of Sun Coast

Sun Coast Media Group





A-ListSt. Louis Magazine

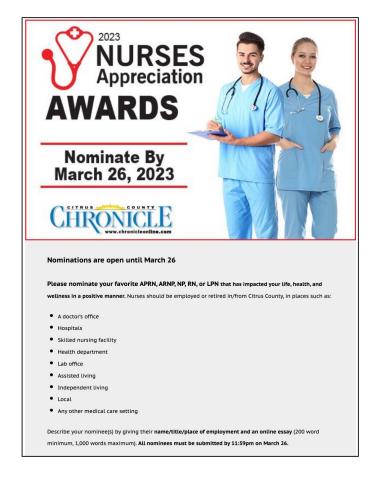


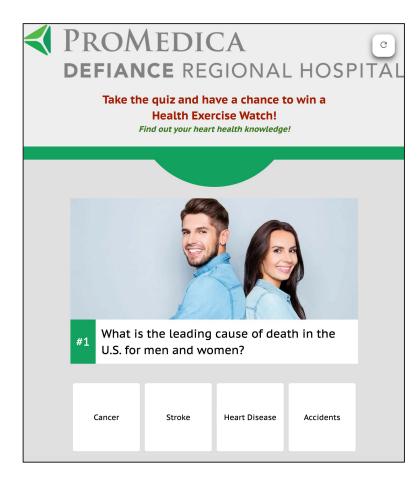
Lead-Generating Campaigns

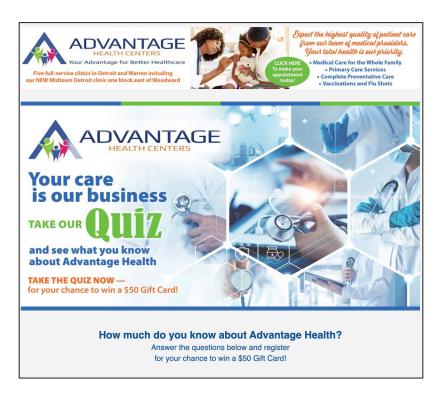


17. Healthcare - General

#17 Healthcare - General







Nurses Appreciation 2023

Citrus County Chronicle

Heart Health Awareness Quiz 2023

The Crescent-News

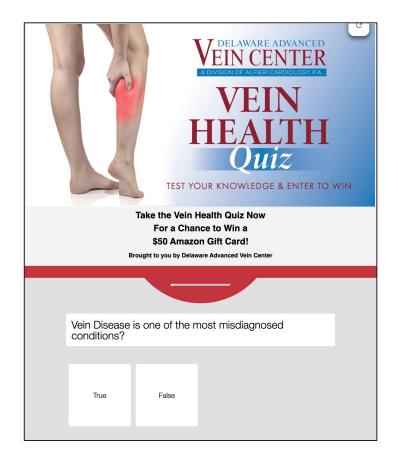
Your Care Is Our Business Quiz

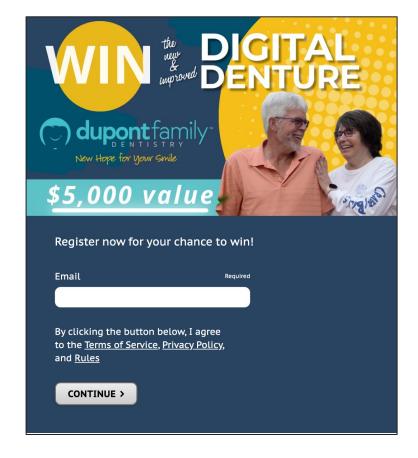
Detroit Free Press



18. Healthcare - Specialty

#18 Healthcare - Specialty







The News Journal - Wilmington

SMILE Fort Wayne
Digital Denture Giveaway

Federated Fort Wayne



Hear Clearly Giveaway

WPSD-TV



19. Home Improvement - Indoor

#19 Home Improvement - Indoor





Good Day Wisconsin \$25,000 Home Makeover



Fresh Kitchen Contest Birmingham Home & Garden



Ugliest Bathroom Photo Contest

Comfort Showers and Baths



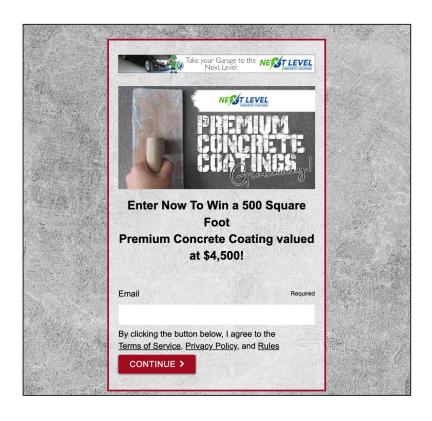
20. Home Improvement -Outdoor

#20 Home Improvement - Outdoor









Bee Windows \$12,000 Sweepstakes IndyStar

Mow Like You Mean It
WDRB

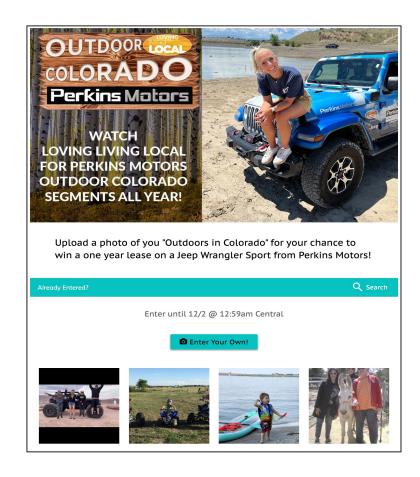
Next Level Concrete
Coatings Sweepstakes
The Providence Journal



21. Automotive

#21 Automotive







Harry Robinson Sallissaw Ford Vehicle Giveaway ESPN Arkansas Outdoor Colorado Jeep Wrangler Sports Sweepstakes KCRM-TV

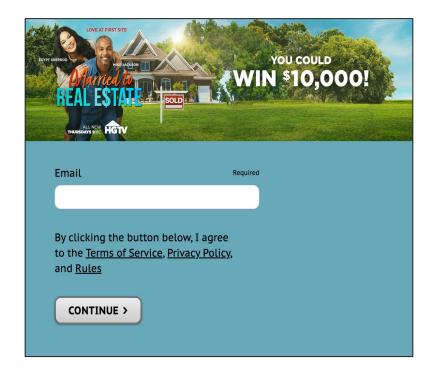
Drive to ParadiseWJW-TV



22. Real Estate

#22 Real Estate









The Valpak HGTV
Married to Real Estate \$10,000
Sweepstakes
Valpak

The Real Pets of PineStraw
Magazine
The Pilot

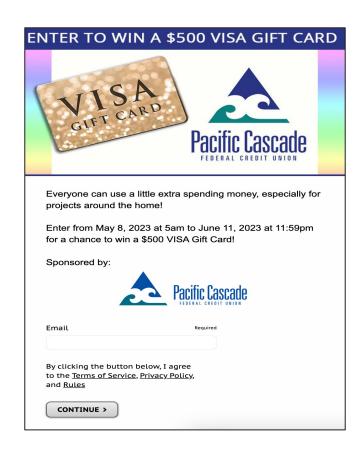
Chris Gage of Krueckeberg
Auction & Reality Sweepstakes
WMFF-FM

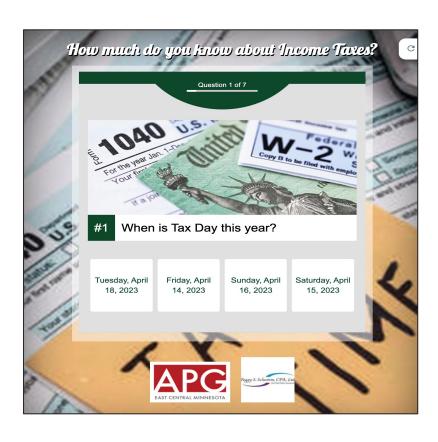


23. Financial

#23 Financial







Kinetic Credit Union Golden Apple Award WRBL-TV Home Makeover Pacific Cascade Federal Credit Union

KEZI-TV

2023 Tax Day Quiz

APG East Central Minn



24. Grocery

#24 Grocery







Free Groceries For A Year

Janesville Gazette

The Great Thanksgiving Feast Contest

Saanich News

Quality Foods Giveaway

Black Press



25. Furniture

#25 Furniture



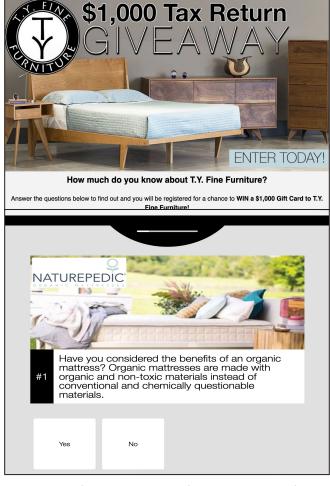
Seaside Furniture Mystery Box

My Horry News



Bel Furniture Labor Day Sweepstakes

M. Roberts Media



TY Fine Furniture Quiz

The Columbus Dispatch

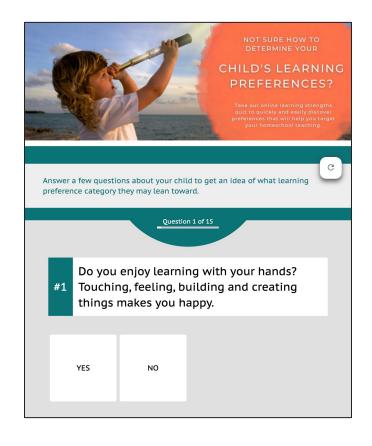


26. Education

#26 Education







Tuition Giveaway

The Pilot

Thank an Early Education

Teacher

KOPW-FM

Learning Style Quiz

HomeSchoolConnect



Audience Data



27. Editorial Opt-Ins on Everything

#27 Editorial Opt-ins on Everything







Sign-up to receive daily weather forecast emails from WKRN-TV.

Prize includes:

Sign-up to receive breaking news emails from WKRN-TV.

dy Entered?

Sign-up to receive daily news emails from WKRN-TV.

Sign-up to receive severe weather emails from WKRN-TV.

Get personalized offers, promotions and communications via email, notifications, and targeted advertising using your email address from WKRN-TV, Nexstar Media Inc., its affiliates and advertisers.

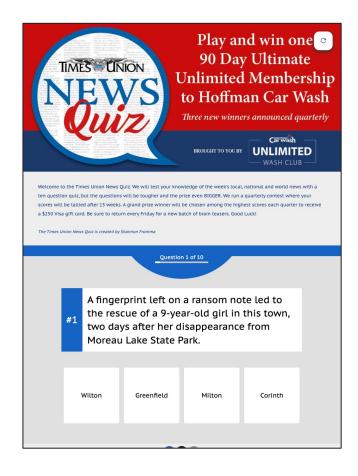
N.C. State Fair Tickets Sweepstakes WRAL-TV Good Day Snowday
Giveaway
WIUK-TV

Euro Stone Countertop GiveawayWKRN-TV



28. News Quiz

#28 News Quiz







Times Union
Weekly News Quiz
Times Union

March 17th Weekly News
Quiz
WHTM-TV

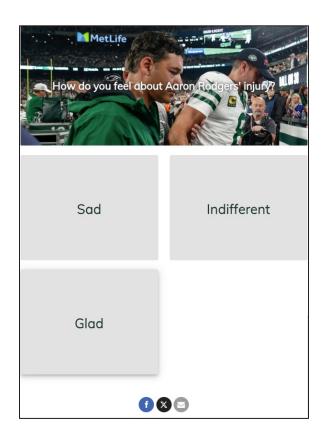
News Quiz No. 215

Durango Herald

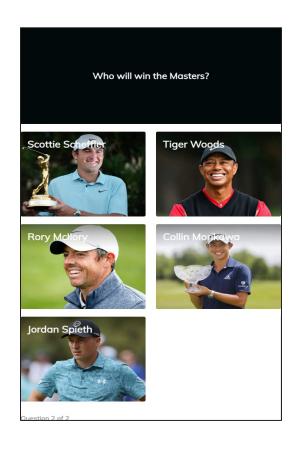


29. Question of the Day Poll

#29 Question of the Day Poll







Rodgers Injury Poll

WISC-TV

Mayor Kelly Address Public Safety

Chattanooga Times Free Press

Who Will Win the Masters

The Post and Courier



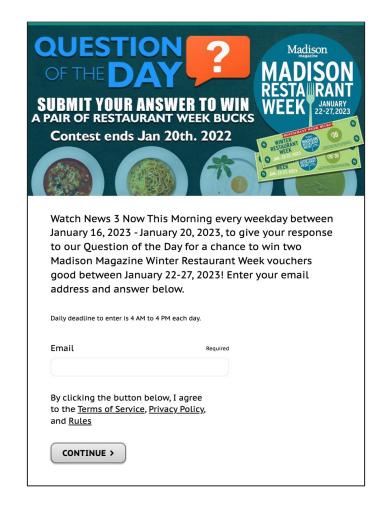
30. Targeted Content

#30 Targeted Content



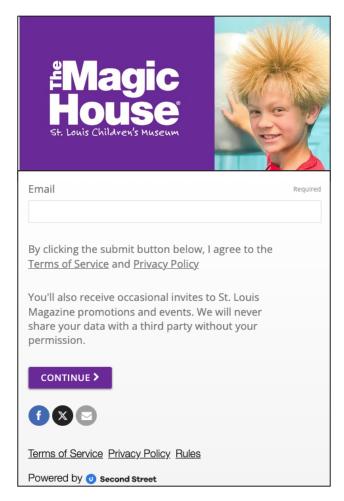
Free Times Food & Dinning Grand Tasting Event

The Post and Courier



Restaurant Week Giveaway

Madison Magazine



Magic House Membership Giveaway

St. Louis Magazine



Resources









\$5,000 Sweepstakes

January

\$5,000 Sweepstakes

April

\$5,000 Sweepstakes

August

\$15,000 Sweepstakes

November







Seller's Series: Best Of Ballots

Nov. 13-15







Upcoming

Use the QR code to access all available webinar sign-ups!





Coming Soon

2024 Second Street Awards

We want to hear from you!



Nominate your promotions today



Thank You!



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Ellen Trunk
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Julie Foley
Sr. Customer Success Manager
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