U Second Street

Webinar starting shortly





U Second Street



Best Of Ballot Series
How to Create a Year-Round Best Of
Celebration

Welcome!



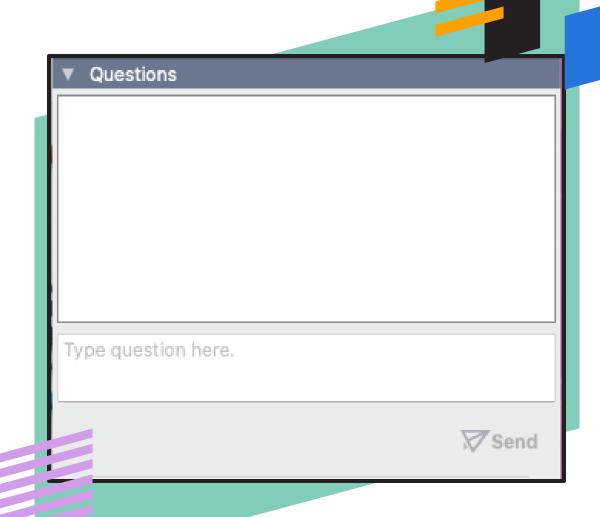
Matt Hummert
Customer Success Manager
Upland Second Street
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Kristen Wehe
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Upland Second Street
kwehe@uplandsoftware.com

Send in your questions!

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



Agenda

Day 3

- Elevating your branding and program
- Growing your audience & revenue year-round



Best Of is your #1 initiative of the year



But users are only engaging with your Best Of **2 months** out of the year...



How do you generate year-round revenue and audience?



Make it a BRAND



'Best of' is **NOT** just a special section you "have to do" each year

Create a Brand

- Your branding should be representative of what this program means to your community
- More than just "a logo"
 - Is it time to update your logo?
- What is the goal of your 'Best of' program?



Define your Mission

- Your Mission Statement will define the purpose, value, and goals of your 'Best of' program
- Publish this on your Business Resource
 Page
- It will inform every decision you make about your program, like:
 - Categories you chose
 - Marketing language
 - Sales packages

About 2024



Best of the Pines is an annual people's choice campaign, presented by The Pilot newspaper, that honors the businesses and organizations that make Moore County a better place to live. Here's how it works:



"It's important that we include a mission statement so that we define what Best of the Pines stands for in our community. It allows our sales team to better overcome objections and allows our business owners and voters to understand what we hope to accomplish"

- Samantha Cunningham, Digital Promotions Sales Manager, The Pilot

Branding

Think about how your Best Of name and logo can expand into niche ballots:

- High School Sports
- Pets
- Family
- Food





Make it Year-Round

What Makes a Year-Round Calendar

Best Of

Online Winners' Directory

Event

Email Program

Winner Ad Program

Content

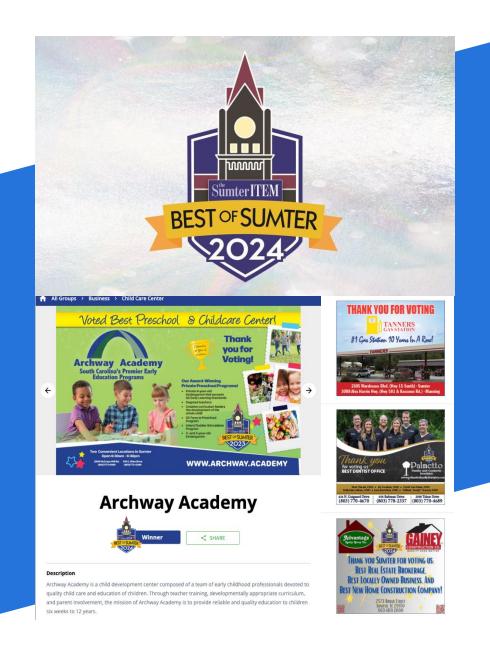
Contesting



Online Winners' Directory

Online Winners' Directory

- Not just for paper publish your winner's digitally
- "Thank You" ads on your digital winner's directory year-round
- Use winners' directory as a landing page to drive traffic to your winners



Online Winners' Directory

Don't forget about enhanced listings that highlight your winners with:

- Large photo or video
- Winner icon
- Description, location, map
- Website, phone, social links



Your Online Winners' Directory Calendar

January	February	March	April
		Your Best Of	
May	June	July	August
Your Best Of	Launch Online Winners' Directory		
September	October	November	December



Event

Event

Optional

Free Event

- 5-7 pm "business after hours" drop in style
- invite all winners to pick up their certificates, light food and beer/wine open bar, step and repeat for photos, live music

Ticketed Event

- Sit down dinner with presentation of winners
- Sponsored red carpet, step and repeat, MCs presenting awards to all winners
- Sell tables, sell single tickets

Party

- No winner presentation plaques provided at the door with photo op
- Everything is sold from the signature cocktail to the dance floor sponsor
- 600-1000 people. Sell sponsors. Sell tables. Sell tickets. Go all out. Go BIG



Event Sponsorships

- Hall of Fame celebrate your milestone winners
 - 5, 10, 20-year winners
- Photo gallery
 - All photos with event sponsor logos on "step and repeat" banner
- 360-degree videos
 - Get a sponsor!

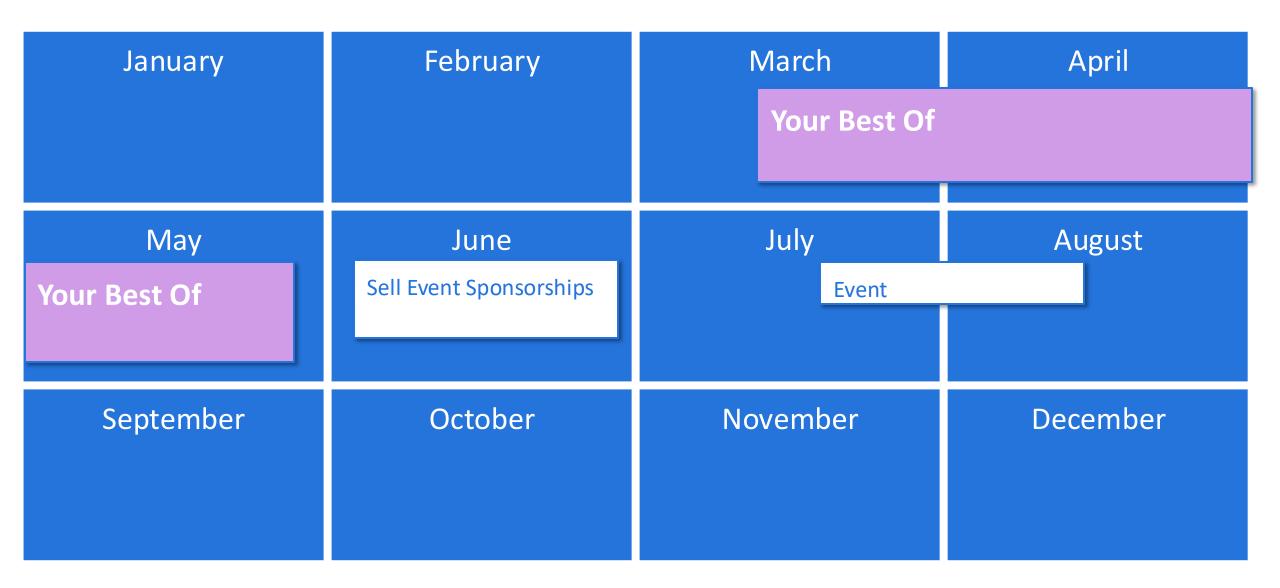
360° Videos



Previous

Next

Your Event Calendar





Winners' Ad Program

Winners' Ad Program

- Runs in the 'off season' after the winners' event and special section is published
- Additional revenue after Best Of is over!
 - \$27K 2021
 - \$34K 2022
 - \$42K 2023
 - 56% increase since starting



Because you won FIRST PLACE, let's shout it from the mountaintops all year long with this **Simply The Best** special advertising package that includes PineStraw & The Pilot at one low monthly rate!

Your ad will run in The Pilot newspaper on the first Sunday of every month and every issue of PineStraw magazine November 2022 - July 2023.*

*February PineStraw, we will print a special section just for 1st place winners with half page ads to tell our readers why you were voted <u>the best!</u>

- 2x4" ad in The Pilot once a month
- 1/8 page ad in PineStraw every month
- 1/2 page ad in PineStraw in February \$200/mo with signed contract
- 2x2" ad in The Pilot once a month
- 1/8 page ad in PineStraw every month
- 1/2 page ad in PineStraw in February \$170/mo with signed contract
- * 1/2 page ad in PineStraw magazine's "Simply the Best" special feature in February: \$575 a la carte





DEADLINE TO RESERVE SPACE: MONDAY, OCT. 3

Winners' Ad Program

- These are simply "pick-up ads" that your team has already created!
- Runs continuously for 6 months leading up to the next year's Best Of



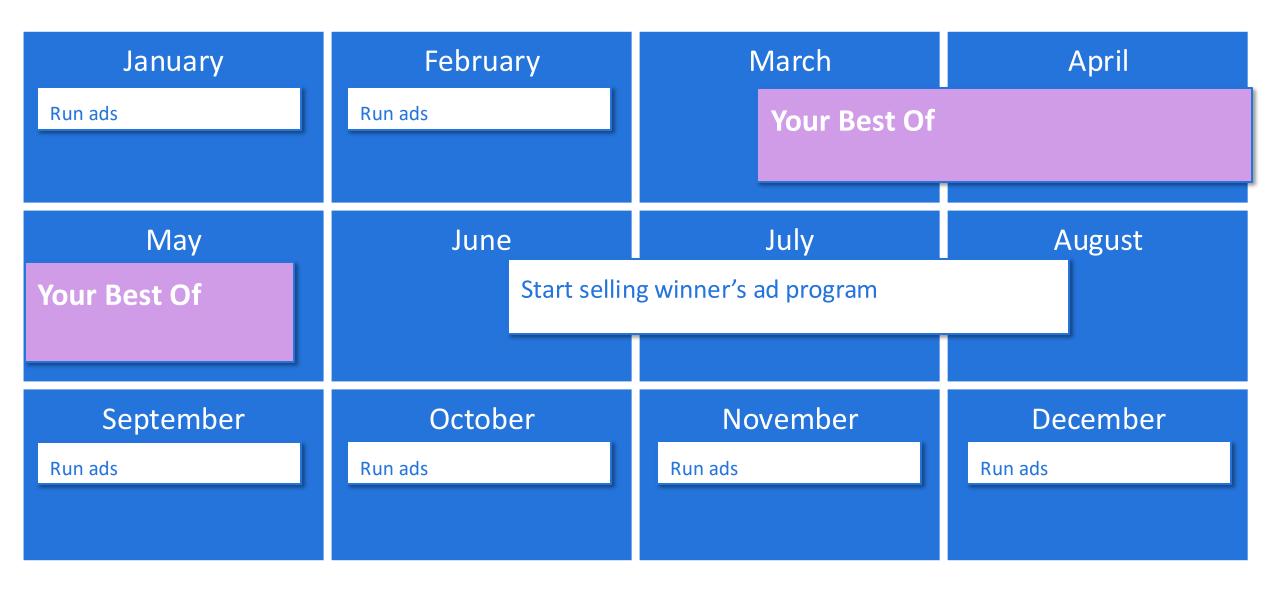






FEATURING BABOR FACIALS

Your Winners' Ad Program





Include a section in your "news" newsletter

- Quick links to winners' directory, e-edition of special section and event photos
- Highlight a different winner photo each week



TOP HEADLINES AND NEWS FROM

GULF C®AST MEDIA



Hi, Baldwin County. Kayla Green here, GCM executive editor. It's Wednesday, Oct. 9.

It's National Newspaper Week. 2024 marks the 84th celebration of the occasion. Since 1940, Newspaper Association Managers has sponsored and supported the week-long promotion of the newspaper industry in the United States and Canada.



Congrats to all the winners! Search our winners portal here.

Winners who didn't make the event can pick up their *free* window cling and framed certificate at our office, 901 N. McKenzie St. in Foley. Office hours are Monday-Thursday, 8 a.m.-4 p.m.

While you're there, pick up a copy of the **Best of Baldwin 2024 magazine**, which has a complete list of all the winners. Or read the E-Edition of the magazine here.

View and share our Facebook album with over 100 photos from the Best of Baldwin 2024 red carpet winners celebration.

Official winner photos can be found here*



Congrats to Cockrell's Body Shop I Best Auto Body Paint

Include in your newsletter:

- Fun, quirky take on Best of categories that weren't on the ballot, but are engaging for your audience!
 - Best place to avoid your spouse
 - Best cult following
 - Best neighborhood to over-ask



Well, Look What Time It Is.

You've seen the Best of the Pines (and if you haven't, you can here).

Now, peep our annual picks for six categories that didn't make the cut. As usual, you didn't ask, but we delivered anyway.

6. Best Spot to Test Your Patience



The Traffic Circle. Because that sign is a yield, not a stop. If you're so inclined, you can also get a good finger exercise.

· Honorable mention: The school pickup line.

FORWARD TO SOMEONE WHO LOVES CONTESTS

- Curate a Best Of branded newsletter that highlights winners from different groups
 - Sent to Best Of audience
 - Featuring one winner each month
 - Includes a Best Of Sweepstakes
 - Best Of business ads



Download the Best of El Paso app to discover our new Features sections that highlight top picks from around town.



Best of Podiatrists - The Foot Institute

We specialize in the medical and surgical treatment of the foot in adults and children.

CLICK HERE to find out more

ENTER TO WIN



Participate in our #BestofElPaso Movie Date Night Giveaway!

Enter to win:

A dozen roses bouquet from Debbie's Bloomers and two movie tickets for Alamo Drafthouse

Good luck EP!















Download the Best of El Paso app to discover our new Features sections that highlight top picks from around town.



Best of Career School - Southwest University

A university with a campus made up of several buildings with an automative tech center and offering over 20 programs in the fields such as

CLICK HERE to find out more

ENTER TO WIN



This month enter to win:

A \$75 gift card to Famous Daves!

Good luck EP!

- Branded marketing email campaign
- Features winners in groups that spend
 - Home Services
 - Healthcare
 - Education
 - Physical Fitness
 - Arts & Entertainment
- Feature 5-8 winners per email
- Run 1-2 per month
- \$500-800 per sponsor
- \$20,000



There's no need to go looking high and low for the best service providers in your area. These local professionals were voted by your friends and neighbors as Bethpage Best of the Boro 2024 winners. Start your search here, and don't miss hundreds of other winning businesses at bestof.cns.com.

Best Real Estate Team, Best Real Estate Agency, Best Real Estate Broker, Best Real Estate Agent

The Amorelli KB Team takes great pride in the family-like atmosphere of their office. They always put the clients at the forefront of their priorities. Additionally, each member is well-trained and equipped to handle any real estate matter with proficiency. Their main goal is to provide sellers with a premium service while also making the purchase of a home a positive experience for the buyer.



VISIT AMORELLI REALTY



Best Carpenter,
Best General Contractor,
Best House Painter

Bonardi Construction's results speak for themselves. After using their construction services once, clients never need to look elsewhere. With more than 35 years of experience, the experts at Bonardi provide the highest-quality building and repair services. Whether your needs are personal or commercial, you can trust them to deliver a finished product that is professional, beautiful and cost-efficient.

VISIT BONARDI CONSTRUCTION INC



There's no need to go looking high and low for the best service providers in your area. These local professionals were voted by your friends and neighbors as Bethpage Best of the Boro 2024 winners. Start your search here, and don't miss hundreds of other winning businesses at bestof.qns.com.

Best Dentist

Dr. Daniel B. Levitt. DDS, is a dentist in Whitestone who is dedicated to helping his patients attain a healthy and beautiful smile via a wide range of general and cosmetic services. Dr. Levitt's office environment is both comfortable and welcoming, focusing on the needs of each patient to provide a comfortable patient experience in a relaxing and modern environment.



VISIT DR. DANIEL B. LEVITT DDS



Best Orthodontist

No two people are exactly alike. At <u>Avenue</u> <u>Orthodontics in Whitestone</u>, the belief is that smiles should reflect this uniqueness. Each patient at Avenue Orthodontics is carefully evaluated before and during treatment. Customized orthodontic plans at designed for each and every smile there. The final result is a well-balanced, healthy smile that is sure to boost confidence.

VISIT AVENUE ORTHODONTICS WHITESTONE

Thank you Emails

- Dedicated email sent to Best of audience
 - Don't exhaust this audience send 2-3 month maximum
- Includes an offer from the winner
- Included in **Premium** Winner's Package

THANK YOU FOR VOTING!



The Mark Hite Team is honored to have been voted one of Chattanooga's Best Residential Real Estate Agents for the 9th year in a row! We'd like to thank the Chattanooga community and all our clients for continuing to trust us with their real estate needs.

If you're interested in buying or selling your home, we're here to help. With our highly qualified buyers specialists, listing specialists and the local guaranteed cash offer program, we have several options to help you buy or sell!

"I am proud to have helped over 4,700 local families in my career!"
- Mark Hite

Keep the Mark Hite Team in mind for any of your real estate needs!

Learn More

Your Email Calendar

New Category Highlight in Daily

Newsletter

February March **April** January Best Of Newsletter/Campaign Best Of Newsletter/Campaign Promote Best Of in Daily Promote Best Of in Daily Newsletter Newsletter New Category Highlight in Daily New Category Highlight in Daily Newsletter Newsletter **Your Best Of** July May June August Promote Best Of in Daily Winner announcement in Winner Thank You Emails Best Of Newsletter/Campaign **Newsletter** newsletter New Category Highlight in Daily Winner Thank You Emails Newsletter **Your Best Of** November September October December Best Of Newsletter/Campaign Best Of Newsletter/Campaign Best Of Newsletter/Campaign Best Of Newsletter/Campaign

New Category Highlight in Daily

Newsletter

New Category Highlight in Daily

Newsletter

New Category Highlight in Daily

Newsletter



Content

Content

- Create content that engages your audience and drives traffic back to your winner's directory
 - On-Air Features/Segments
 - Articles
 - Videos
 - Listicles

Here's who was voted best Detroit-style pizza in 2024 Vote 4 The Best

Revealing the Vote 4 The Best winner in the best Detroit-style pizza category



Photo courtesy of Buddy's Pizza (Buddy's Pizza)

Who has the best Detroit-style in all of Metro Detroit?

After more than 170,000 votes for businesses in various categories across Metro Detroit, we're



VOTE 4 THE BEST

Just Baked Cupcakes wins Vote 4 The Best

Published: August 8, 2022 at 10:46 AM Tags: Vote 4 The Best

Content

- Create content that engages your audience and drives traffic back to your winner's directory
 - On-Air Features/Segments
 - Articles
 - Videos
 - Listicles

RECENT STORIES



Here's the full list of Metro Detroit winners in 2024 Vote 4 The Best contest

It's time to reveal the full list of 2024 Vote 4 The Best winners!



Here's who was voted best Detroitstyle pizza in 2024 Vote 4 The Best

Who has the best Detroit-style in all of Metro Detroit?



This spot was just voted best donuts in **Metro Detroit**

Who has the best donuts in all of Metro Detroit?



This Macomb County coffee shop was voted best in Metro Detroit

Who has the best coffee shop in all of Metro Detroit?



Where to find the best sandwich in **Metro Detroit**

Who has the best sandwich shop in all of Metro Detroit?



This is the best bakery in Metro Detroit, according to local residents

Who has the best bakery in all of Metro Detroit?



Metro Detroit

We're finally revealing who won best brunch in our 2024 Vote 4 The Best contest!



Voting has ended! Here's what's next for winners in 2024 Vote 4 The

The voting period for 2024's Vote 4 The Best



Vote here: 2024 Vote 4 The Best open through July 14

Voting has opened in 2024 Vote 4 The Best!



in 2024 Vote 4 The Best

Vote for your Metro Detroit favorites

Voting has opened in 2024 Vote 4 The Best!

Your Content Calendar





- Use your Best Of branding in the sweepstakes graphics
- Target winners for opportunities to run custom lead-gen sweepstakes
- Include in Winner's Sales Package



Enter for a chance to win a \$100 gift card to our NEW Downtown location next to Mayan Kitchen!

Enter to Win



Enter to win a

\$100 gift card to City Cafe's NEW downtown location next to Mayan Kitchen!

Email Require

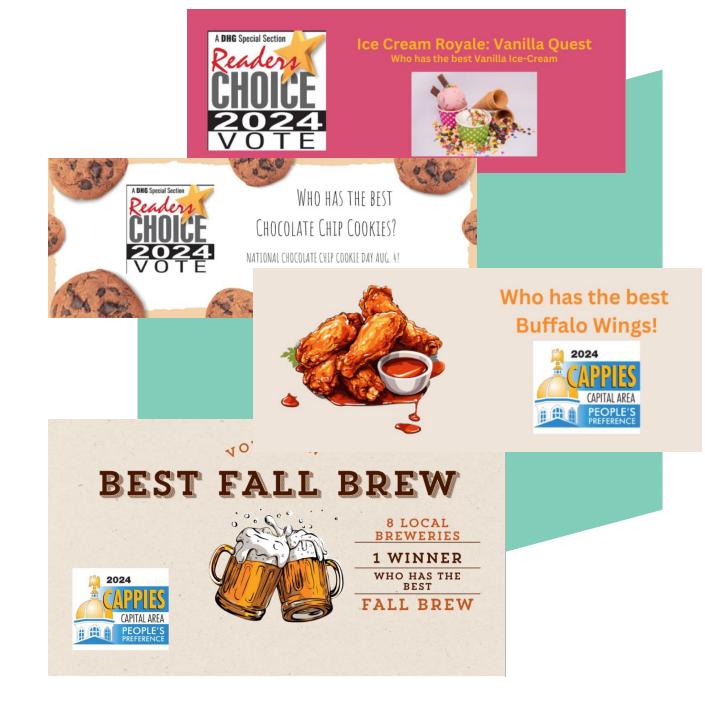
By clicking the button below, I agree to the <u>Terms of Service</u>, <u>Privacy Policy</u>, and <u>Rules</u>

CONTINUE >

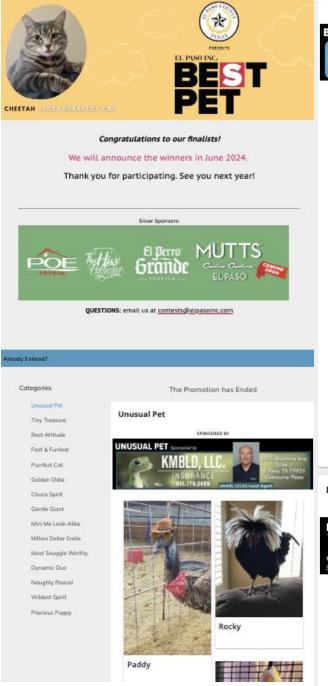
d staple in Chattanooga, earning the title of inooga Times Free Press's Best of the Best consecutive years. Known for its extensive 'ers everything from towering cakes to rich a local favorite for sweet treats. Their re not only generous in portion but also in tions, ensuring there's something to satisfy every craving.

is, City Cafe has become a go-to spot for ho seek indulgent desserts that deliver both Consistent dedication to excellence has ation, making them Chattanooga's reigning ampion for a full decade.

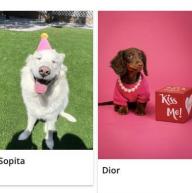
- Niche Brackets
 - Year-round brand exposure
 - Barstool topics
 - Fall Beer
 - Wings
 - Local specific food
 - Smaller categories that drive engagement



- Niche ballots that build on your brand
- Target fan-favorite, large, niche categories
 - Best Pet
 - Best Prep Sports
 - Top Docs
- Each category is sponsored









Coffee



Chance





- Curate content from these contests
- Throw a party!
- Build off the contest to expand your brand and revenue opportunities



MARCH 30 | 9:00 AM - 1:00 PM **ASCARATE PARK**

SCHEDULE

9:00 AM PET WALK

- Begins next to the Lake

9:30 AM EL PASO COUNTY SHERIFF'S PAWS DEMONSTRATION

- Main Stage

10:00 AM ADOPTION RUNWAY

- Main Stage

10:45 AM EL PASO ZOO TALKS

- Main Stage

11:15 AM PET COSTUME CONTEST

- Main Stage

12:00 PM GOOD DOG TRAINING (PET BEHAVIOR)

- Main Stage









By El Paso Inc. staff Apr 1, 2024 Updated Apr 2, 2024 20



Listen to this article now

Hundreds of pet owners and their furry friends attended the 3rd annual El Paso Inc Best Pet Pawty March

Some of the event highlights were the pet walk around Ascarate Lake, the El Paso County Sheriff's Paws demonstration, animal adoption booths, a pet custom contest and good pet training sessions.

Vendors, food trucks and a goat petting area were also available.

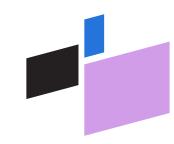
- "National Day/Week/Month" brackets
 - Donut Day
 - Pizza Week
 - Dining Out







National Days/Weeks/Months



Food

- Spaghetti Day
- Croissant Day
- Pizza Day
- Chili Day
- Banana Cream Pie Day
- Ranch Dressing Day
- Burrito Day

Drinks

- Beer Day
- Margarita Day
- Tea Day
- Wine Day

Pets

- Dog Day
- Cat Day
- Pet Month

Health/Healthcare

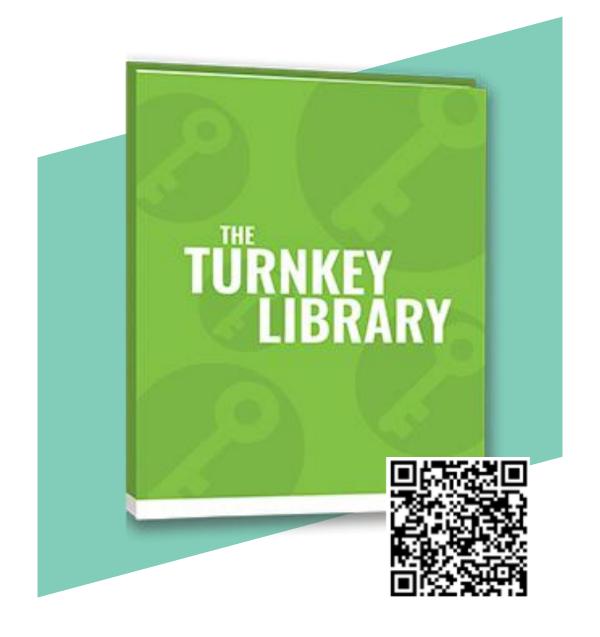
- Breast Cancer Awareness
 Month
- Mental Health Awareness
 Month
- National Smile Month (dentists, orthodontists)

And more!

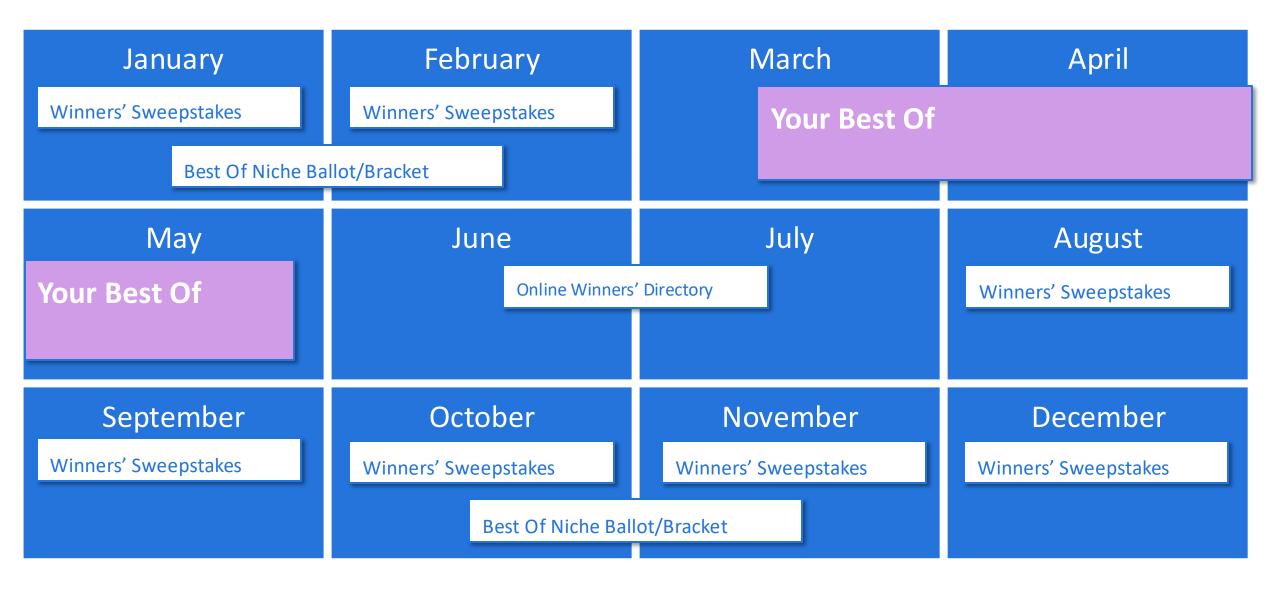


National Day 365
https://nationalday365.com/

- Favorite Beer Poll
- Margarita Quiz
- Craft Beer Quiz
- Ice Cream Quiz
- Burger Bracket
- Taco Bracket
- Pizza Bracket
- Top Doctor Ballot
- Dental Hygiene Pro Quiz
- Breast Cancer Awareness Quiz



Your Contesting Calendar



What Makes a Year-Round Calendar

Best Of

Online Winners' Directory

Event

Email Program

Winner Ad Program

Content



Voted Best Preschool & Childcare Center!

WWW.ARCHWAY.ACADEMY

Archway Academy



RECENT STORIES



Here's the full list of Metro Detroit winners in 2024 Vote 4 The Best contest style pizza in 2024 Vote 4 The Best



voted best in Metro Detroit



4 BEST



Vote here: 2024 Vote 4 The Best

This spot was just voted best donuts in

Metro Detroit

360° Videos

BEST OF THE Illinois Valley



2024 Best of the Pines **First Place Winners**

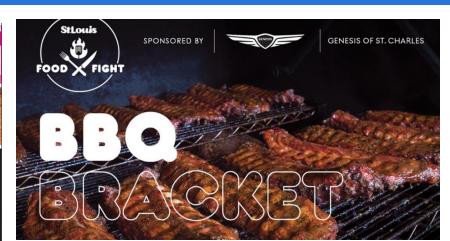






MONDAY - FRIDAY LUNCH 11AM - 2:36PM MONDAY - THURSDAY DINNER 3PM - 9PM FRIDAY DINNER 3PM - 10PM SATURDAY 3PM - 10PM SUNDAY 11AM - 9PM ALL DINNER BRICKSWOND DE ISCHITIKER MUSIC 1939-244-2







Aging Outreach Services

Schedule a consultation TODAY! 910.692.0683 | AOSNC.com

THANK YOU FOR VOTING!



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"I am proud to have helped over 4,700 local families in my career!"

Keep the Mark Hite Team in mind for any of your real estate needs!

Learn More



Download the Best of El Paso app to discover our new Features sections that highlight top picks from around town.



Best of Career School - Southwest University

PROMO ALERT

A university with a campus made up of several buildings with an automative tech center and offering over 20 programs in the fields such as business, medical and technical trades.

CLICK HERE to find out more





Participate in our #BestofElPaso Giveaway!

This month enter to win:

A \$75 gift card to Famous Daves!

Good luck EP!



Congratulations to our finalists!

We will announce the winners in June 2024.

Thank you for participating. See you next year!



QUESTIONS: email us at contests@elpasoinc.com

Categories

Tiny Treasure

Best Attitude Fast & Furriest

Purified Cet

The Promotion has Ended

Unusual Pet



Voting has ended! Here's what's next for winners in 2024 Vote 4 The

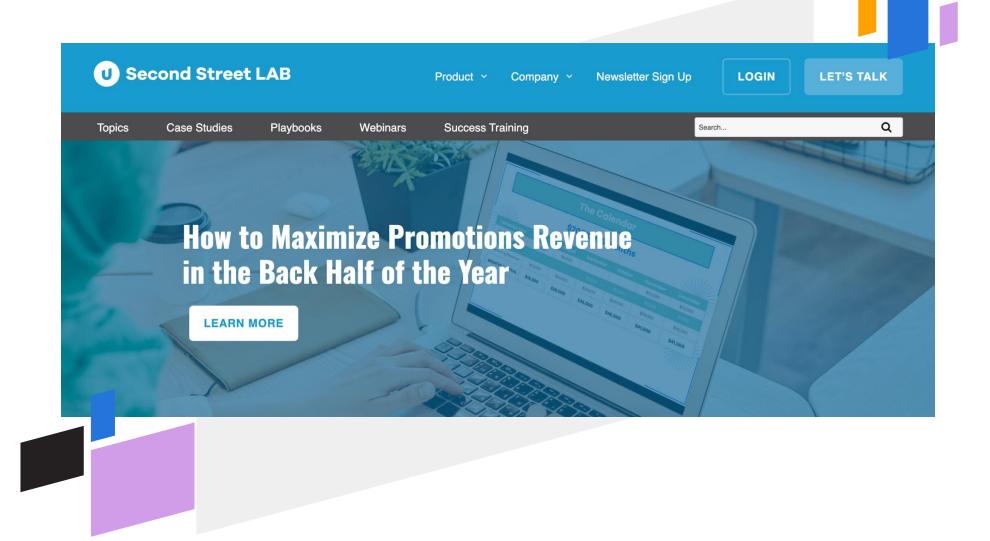
CHAW LOCA

BEST OF THE Illinois Valley

Previous

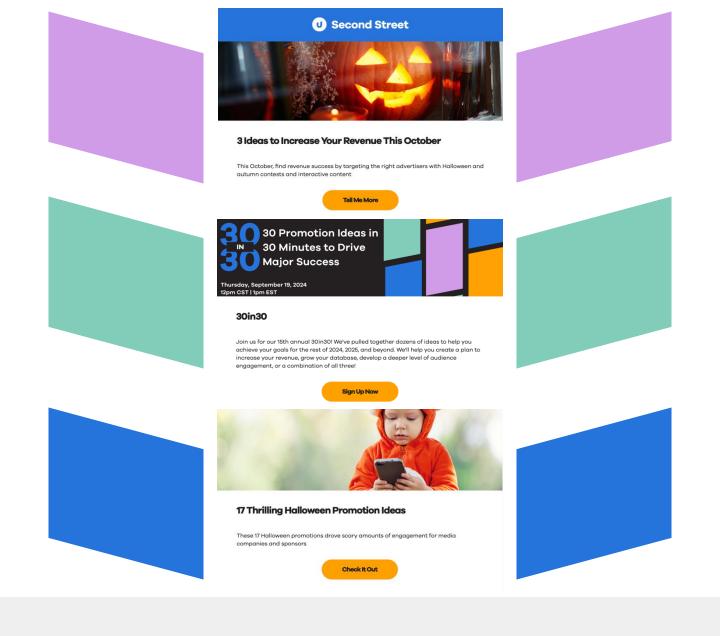


Resources











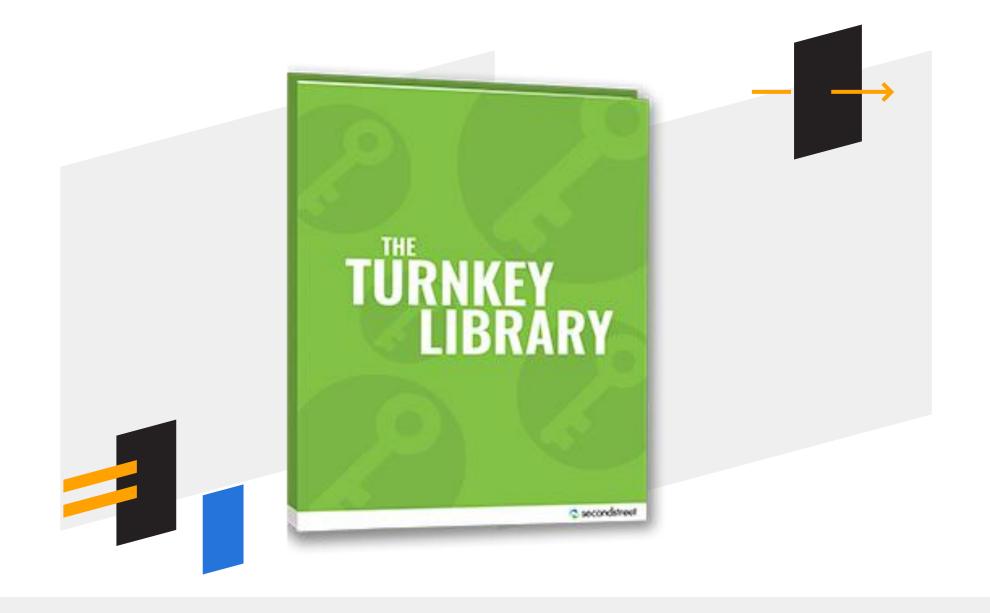




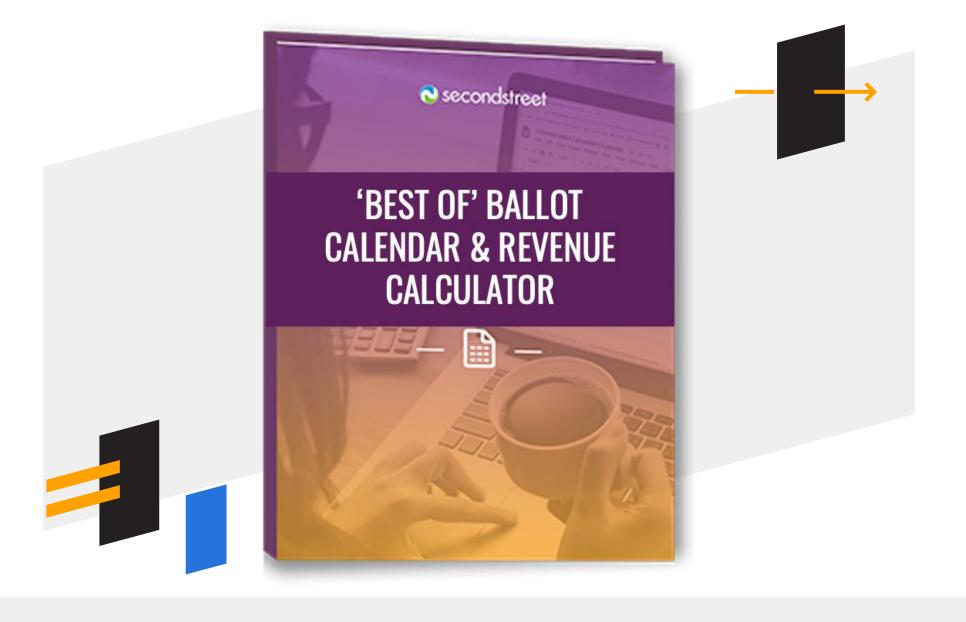
















Second Street AWARDS

We know you've worked hard to craft AMAZING promotions in 2024 – we want to hear from you and celebrate all you've accomplished!

Nominate your promotions TODAY!!



Thank You!



Matt Hummert
Customer Success Manager
Upland Second Street
mhummert@uplandsoftware.com



Kristen Wehe
Customer Success Manager/Content Creator
Upland Second Street
kwehe@uplandsoftware.com