

DAVID WHITE - CONTENT MARKETING DIRECTO

Making PR work harder to deliver real business growth

connective3



Links I saw on my first day of work in 2012

IRRELEVANT CYCLING BLOG



GOD AWFUL MUMMY BLOG

Accidents at work are on the rise – do you know what to do if you have a workplace mishap?

Home > All Posts > ... > Accidents at work are on the rise - do..

During April 2011 to March 2012, 173 workers were killed at work, according to provisional figures from the Health The rate of fatal injury also remained unchanged, at 0.6 injuries per 100,000 workers. If you're office based at work and think an accident could never hannen to you don't get too complacent. An office worker may be much less at risk from burns than a chef - but there are a range of common accidents and injuries that can occur across all occupational sectors - and trips/slips and falls invariably top the league. It's clear that even in this decade, getting killed or injured at work still does hannen. We take a trip or a fall lightly But what happens if that split second has a detrimental impact on your ability to work and look after your family? 2. Make sure the accident is logged in the company's accident log book - this is for your benefit more than theirs, as it will record a detailed and accurate account of your accident. Don't sign anything that you don't agree with. 3. Seek medical advice - if your accident is very bad, you may have to leave work immediately and go to the hospital, but in some cases, the effects of the accident won't be immediate and you may start to see or fe effects a few days later at which point you should seek medical advice from your GP at some point and they don't usually like making payouts, as y 5. If you're really. To confident about your chances of success, there are ma For more information on accidents at work, you can contacts Rospa or the Health and Safety Executive. TATIL -41 - - - - - - - - - - - - - - - 0

2 product links

4 product links

Links I've seen in the past month

A LOAN COMPANY TALKING ABOUT HOW TO CUT FRUIT A CARD COMPANY
TALKING ABOUT
RECRUITMENT NEWS (IT
WAS JUST FOR LINKS)

A LIFE INSURANCE COMPANY TALKING ABOUT GAMING



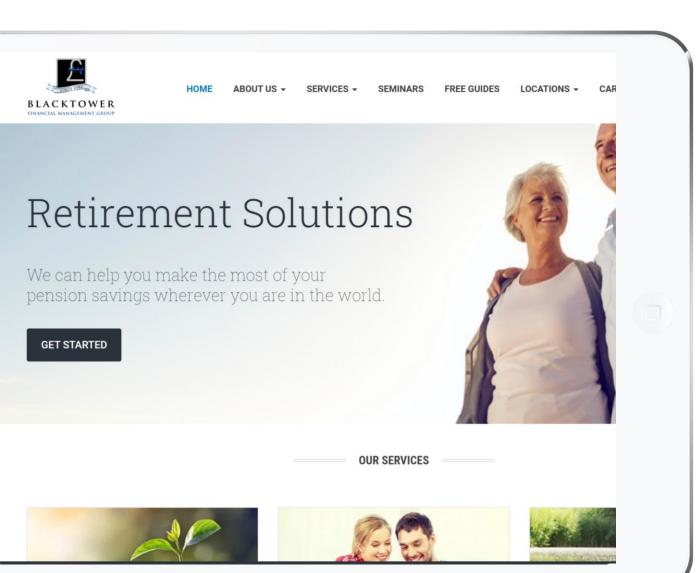
Today I will prove that...



Today I will prove that...



LINKS CAN CHANGE BRAND PERCEPTION

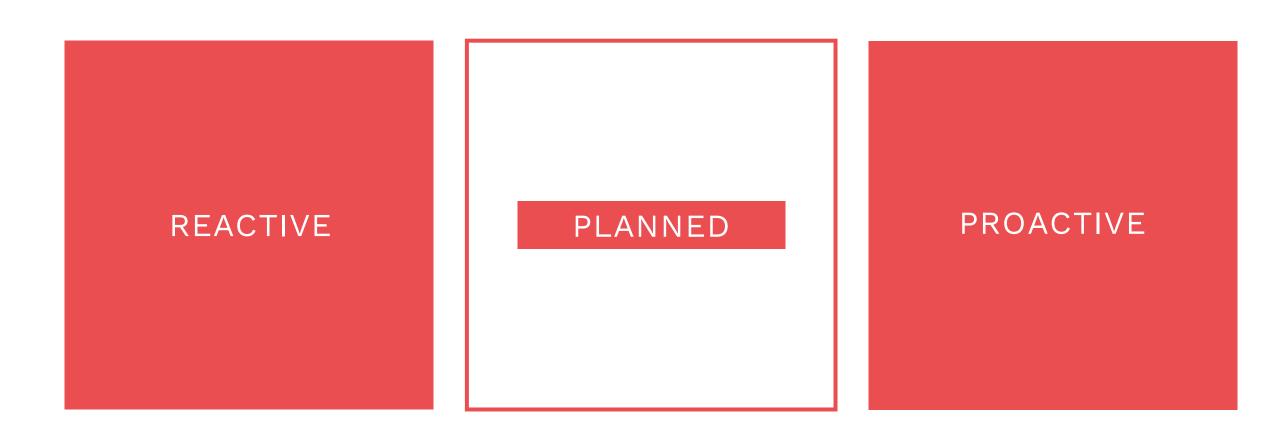


CASE STUDY

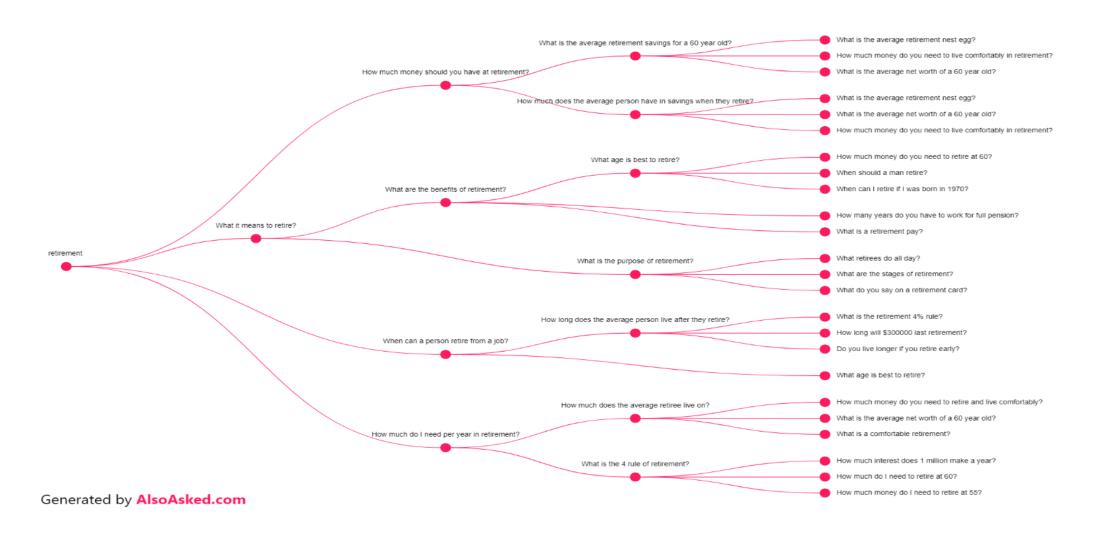
Walkthrough: Blacktowe Financial Management



Firstly, make sure you run an always on approach



Then, work our what your customers want



Where possible, speak to your customers

IN-MARKET AUDIENCES

AFFINITY AUDIENCES

Select audiences to add to an ad group	to an ad group	an	to	add	to	audiences	ct au	elect
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In-market audience	Index	Added to
Home & Garden > Home Furnishings Nursery	4.3x	25M - 30M None
Home & Garden > Interior Design Bedding	4.1x	30M - 35M None
Home & Garden > Home Furnishings Living Room	3.8x	40M - 45M None
Home & Garden > Home Furnishings Home Storage & Shelving	3.6x	35M - 40M None
Home & Garden > Interior Design Curtains & Window Treatments	3.6x	45M - 50M None
Clothing & Accessories > Jewellery & Watches Wedding & Engagement Rings	3.5x	35M - 40M None
Home & Garden > Home Furnishings Bedroom	3.5x	40M - 45M None
Travel Sightseeing Tours & Tourist Attractions	3x	80M - 85M None
Home & Garden Outdoor Items	3x	55M - 60M None
Clothing & Accessories Outerwear	3x	70M - 75M None

What are they in market for?

Where possible, speak to your paid team

IN-MARKET AUDIENCES

AFFINITY AUDIENCES

Select	audiences	to	add	το	an	ad	group	

Select	audiences to add to an ad group			
	Affinity audience	Index	Size	Added to
	Travel > Travel Buffs Luxury Travellers	3.1x	25M - 30M	
	Travel > Travel Buffs Beachbound Travellers	2.6x	40M - 45M	None
	News & Politics > Avid News Readers Avid Local News Readers	2.3x	90M - 95M	None
	Shoppers Bargain Hunters	2.3x	100M - 150M	None
	News & Politics > Avid News Readers Avid Business News Readers	2.3x	55M - 60M	None
	Shoppers > Shoppers by Shop Type Superstore Shoppers	2.2x	75M - 80M	None
	Lifestyles & Hobbies Nightlife Enthusiasts	2x	70M - 75M	None
	Home & Garden Home Decor Enthusiasts	2x	100M - 150M	None
	Food & Dining > Cooking Enthusiasts 30 Minute Chefs	1.8x	100M - 150M	None
	Lifestyles & Hobbies Fashionistas	1.8x	100M - 150M	None

What are their passions?

Then create relevant content



The historic country hosts a wealth of great towns, cities and coastal locations which draw millions of retirees to their border each year. The great weather, food and friendly locals make Spain the perfect destination for anyone looking to relax in their 'golden years'.



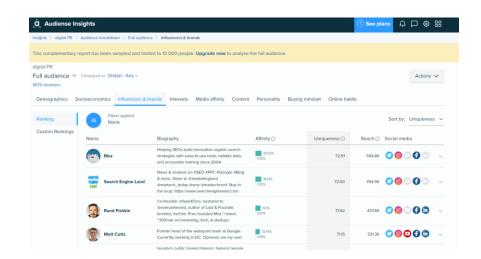


With the 8th lowest property prices in the country, lowa scores better than average over all the ranking factors listed in our study. Known as the Hawkeye state, pending retirees are moving to lowa to make the most of the low cost of living and its beautiful scenery.

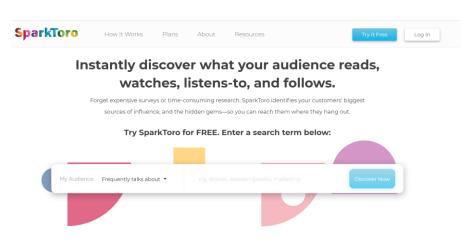


Create a killer media list by finding out what your customers read

àudiense:







https://audiense.com/

https://sparktoro.com/

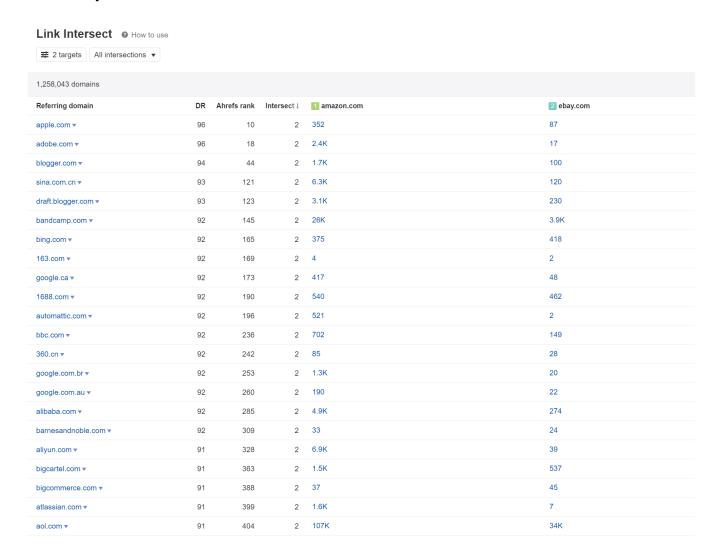
Both offer free versions with limited data

Again, can you talk to your paid team to find top performing domains?

Placement Group	Placement type ▼ is Web page	↓ Impressions ▼	Clicks ▼	CTR ▼	Avg. CPC ▼	Cost ▼	Avg. CPM ▼	All conv. ▼	Cost / all conv. ▼
anonymous.google	Web page	5,787,221	6,212	0.11%	£1.00	£6,216.01	£1.07	62.00	£99.97
dailymail.co.uk	Web page	1,506,642	6,008	0.40%	£0.32	£1,933.67	£1.28	43.00	£44.86
gumtree.com	Web page	777,710	3,204	0.41%	£0.52	£1,670.03	£2.15	18.00	£92.26
ebay.co.uk	Web page	710,423	1,776	0.25%	£0.79	£1,395.16	£1.96	25.00	£55.45
zoopla.co.uk	Web page	340,996	1,468	0.43%	£0.42	£616.31	£1.81	6.00	£102.27
bt.com	Web page	279,791	718	0.26%	£0.67	£483.80	£1.73	3.00	£160.88
express.co.uk	Web page	214,182	639	0.30%	£0.65	£413.28	£1.93	21.00	£19.59
yahoo.com	Web page	212,925	370	0.17%	£1.39	£514.40	£2.42	11.00	£46.76
theguardian.com	Web page	177,003	685	0.39%	£0.70	£476.28	£2.69	31.00	£15.33
thesun.co.uk	Web page	175,642	438	0.25%	£0.66	£289.51	£1.65	11.00	£26.30
mirror.co.uk	Web page	171,741	419	0.24%	£0.71	£296.42	£1.73	7.00	£42.35



See who has not covered the competition...





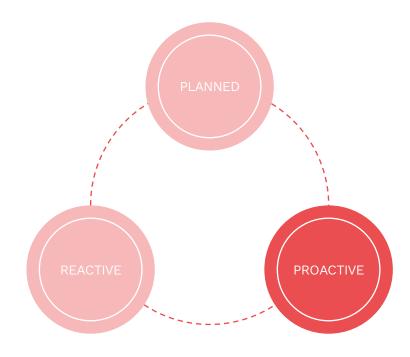
Be proactive, and don't be scared to get TV and radio involved

Example placements:

https://money.yahoo.com/best-states-retirement-211142233.html https://www.foxla.com/news/california-is-one-of-the-worst-places-in-the-u-s-to-retire

https://abc30.com/society/california-is-3rd-worst-state-in-us-to-retire-study-says/5818953/





Always keep your ear to the ground and be ready to react

Example placements:

https://www.cnbc.com/2020/02/26/how-much-millennials-at-every-age-need-to-have-saved-right-now-to-retire.html

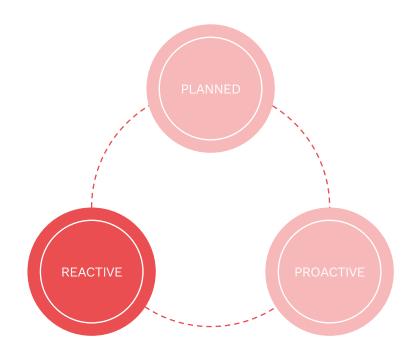
https://www.express.co.uk/finance/personalfinance/1260872/pension-uk-scheme-contributions-saving-comfortable-retirement-tips

https://www.telegraph.co.uk/money/consumer-affairs/pension-track-much-need-have-saved-retire-comfortably/



SAVE AND INVES

Here's how much millennials at every age need to have saved right now to retire at 67



Results



LINKS



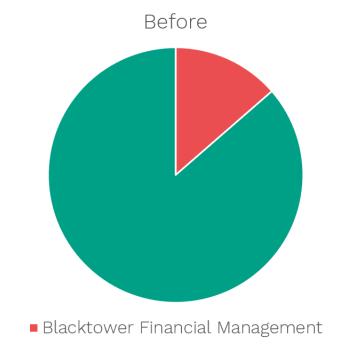


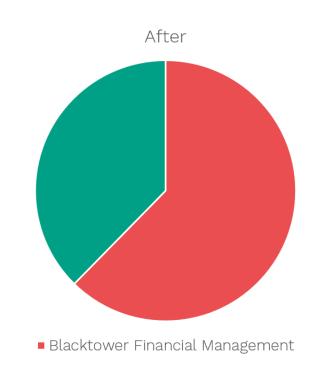


EST.
ONLINE
COVERAGE



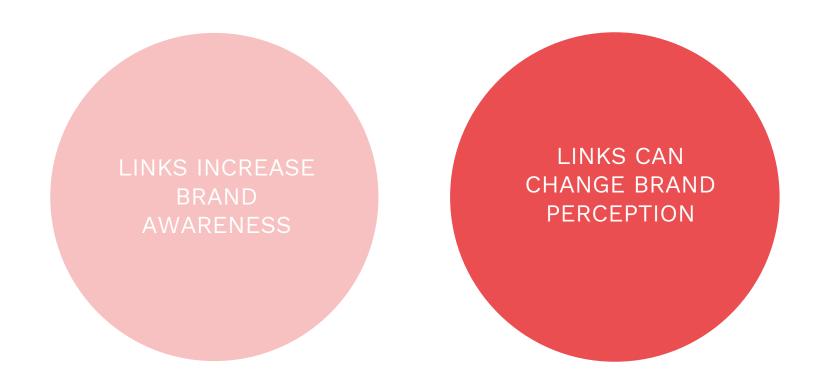
Share of voice at the start, and after 6 months

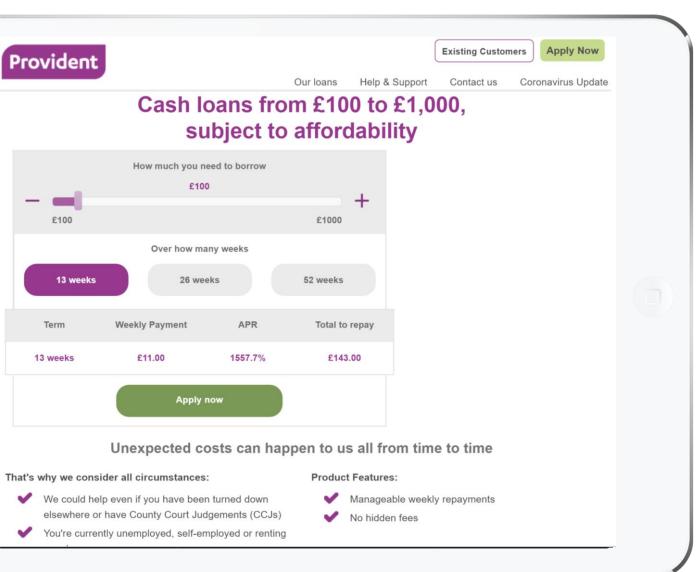






Today I will prove that...





CASE STUDY

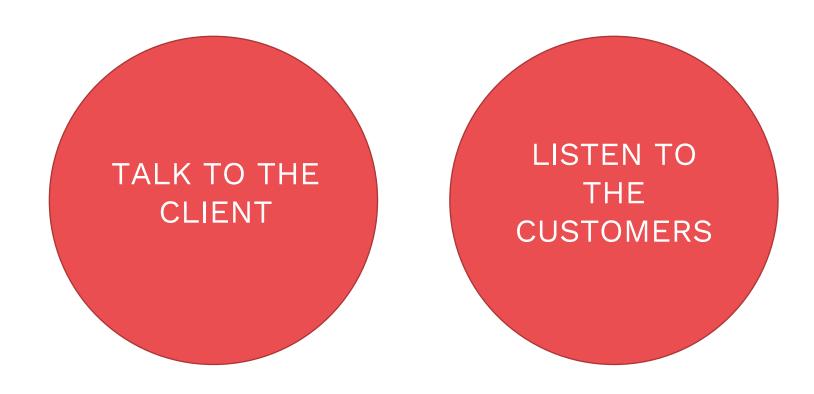
Walkthrough: Provident Personal Credit



Remember this model

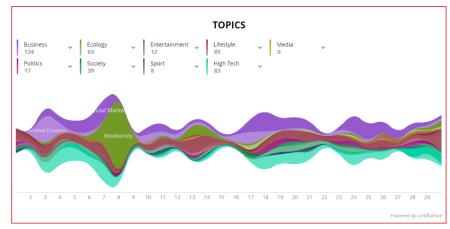
PROACTIVE REACTIVE PLANNED

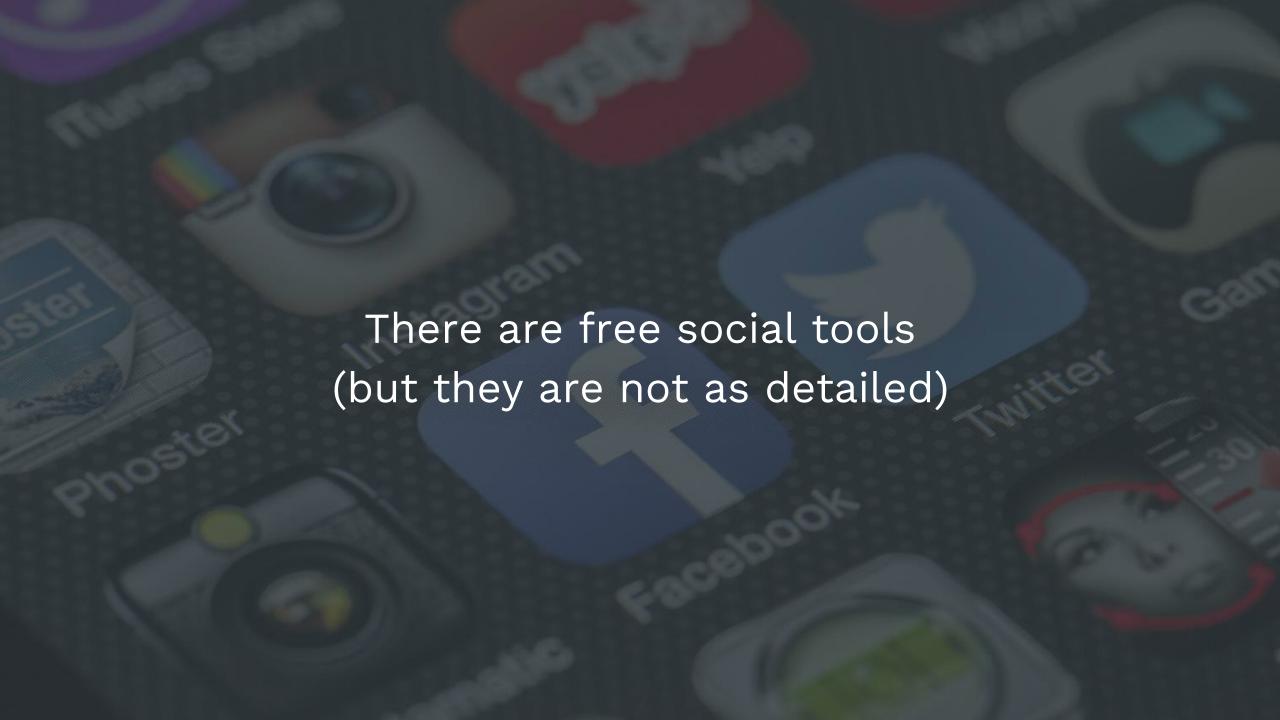
Discover the 'pain points'

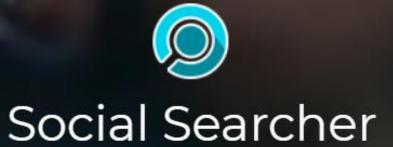


Social listening can help you understand your customers









Free Social Media Search Engine

MENTIONS

USERS

TRENDS

#iphonex OR "iPhone X"



Then create relevant content

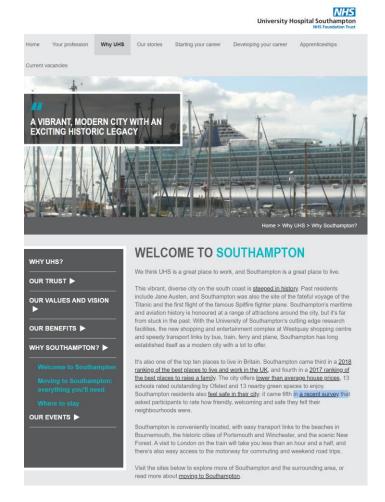


Find local trusted influencers and target them to share the message for you

LOCAL MEDIA + LOCAL COUNCILLORS

LINKS THAT DRIVE TRUST

Find local trusted influencers and target them to share the message for you







Be proactive and newsjack Publication's social channels



University of Plymouth Apply @PlymUniApply \cdot Aug 18, 2017 Plymouth was named the 2nd safest place to live in **Britain** in **Provident**'s **Unbroken Britain** Survey 2017. Read more:



"Unbroken Britain" survey (which looked into how friendly, welcoming, and polite Britain's cities are) personal finance firm Provident Personal Credit asked where in Britain do people feel the safest?

Which is the LIK's safest city? Hint: ask English LIK member Aberystwyth

Which is the UK's safest city? Hint: ask English UK member Aberystwyth University. Guess which other cities are in the top ten. Then read the story to see if you are right!

The 17 safest places to live A report from Provident P disclosed the safest comm & businessinsider.com



These are the 15 safest cities in Britain

Generally Brits are lucky to live in a very safe society, where they can feel...



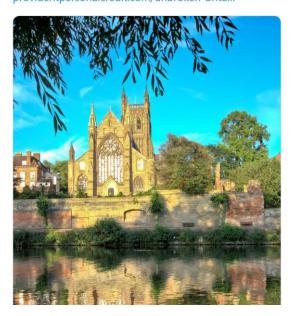
Worcester City Council

Like Page

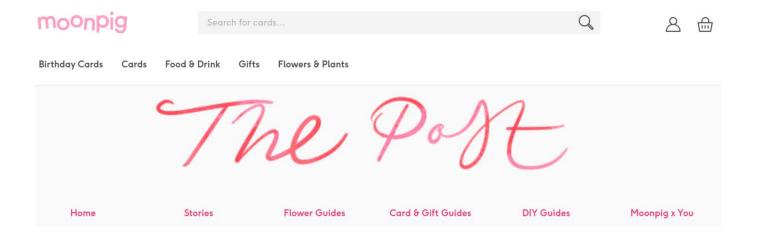
It's "official"...Worcester is England's safest city.

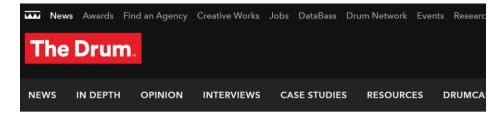
It's also one of the happiest, friendliest and most welcoming - according to the Unbroken Britain Survey.





React and look for ongoing opps





OPINION >

Five of the best map-based content marketing campaigns for inspiration

Results







For doorstep loans



AWARD

PFG | Provident Financial Group

Results



POSITIVE PRESS



