WELCOME TO THE DIGITAL MARKETING WORKSHOP



香港浸會大學 HONG KONG BAPTIST UNIVERSITY



QUANTUM

TODAY'S OUTLINE

| Time (HKT) | Content |
|--------------------------|---|
| 15:30 - 15:40 (10 Mins) | Introduction of the event, speakers, career centre and take group photo |
| 15:40 - 16: 00 (20 Mins) | Social media management skills |
| 16:00 - 16:25 (25 Mins) | Website building skills |
| 16:25 - 16:40 (15 Mins) | Career Development |
| 16:40 - 16:45 (5 Mins) | Rewards Arrangement Follow up training Evaluation form |
| 16:45 - 17:00 (15 Mins) | Q & A (3 questions) |



| Responsible person |
|--------------------|
| Ella |
| Andrew |
| Danny |
| Sandy |
| Ella |
| Andrew |

THE PURPOSE OF TODAY

Outcomes from today will be:

- 1. To teach you the fundamentals of planning a social media campaign so you start out right.
- 2. Key elements to plan for starting a website, and to show you how fast it can be to build a web page.
- 3. Information that helps you understand how to migrate to Australia, and what ways are easiest.

Social media campaign

Building a website

Migrate to Australia

WHO ARE QUANTUM?

- 1. Quantum is a Digital Media Agency focussed on digital growth strategies which include Web Design & Development, SEO, Paid Ads and Social Media Marketing.
- 2. 17 years in business, and Andrew has 22 years experience in digital.
- 3. Quantum specialise in all key areas of digital. As a team able to build a full digital solution for a client to make their end-to-end solution effective.
- 4. Quantum have managed to stay this long in business due to a constant drive to improve. In such a fast changing industry, this has been key to Quantum's continued success.



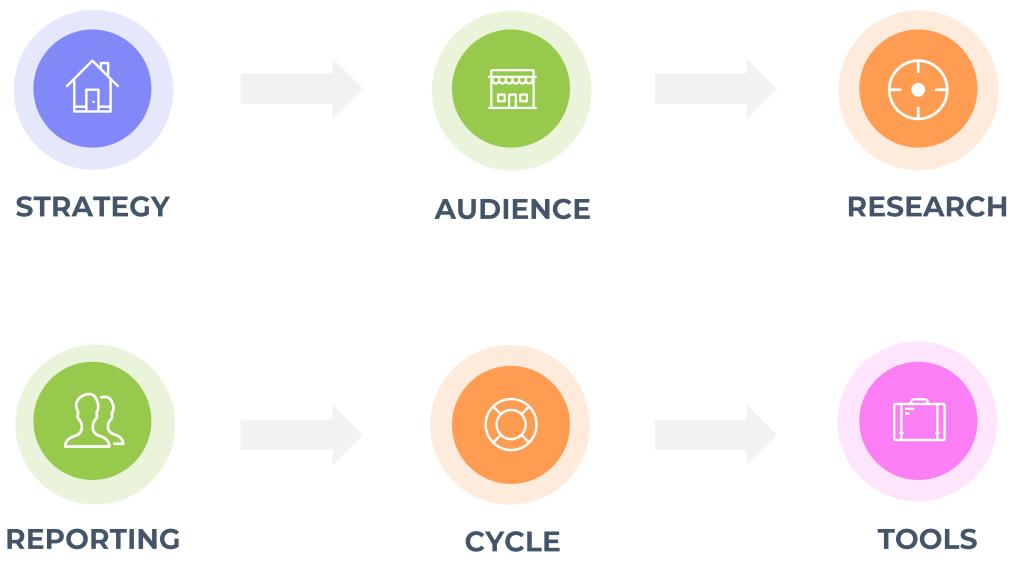
SOCIAL MEDIA MANAGEMENT SKILLS

By Andrew Seidel

A brief introduction to getting the basic right before getting started on a campaign



THE DIFFERENT STEPS





PLANNING



STRATEGY/AUDIENCE/RESEARCH

Strategy

1. A full strategy or just a basic strategy?

Audience

1. Who do you want to target?

Competitor Research

1. This can save you a lot of time for ideas planning and understanding what works better with your audience.

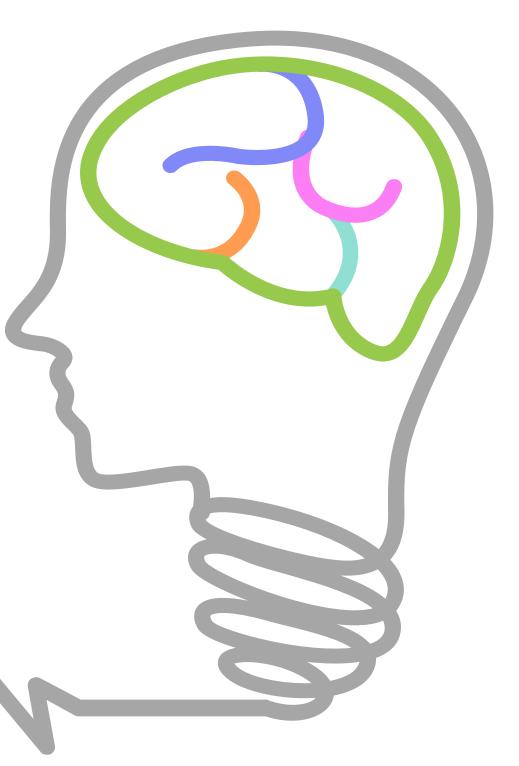


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PLANNING A CAMPAIGN

Description

- 1. Work out your goals (what you want to achieve)
- 2. Create categories of topics
- 3. Choose your theme (your visuals)
- 4. Create 1 month of topics (your calendar). Work towards 3 months
- 5. Create content for your audience, not you.



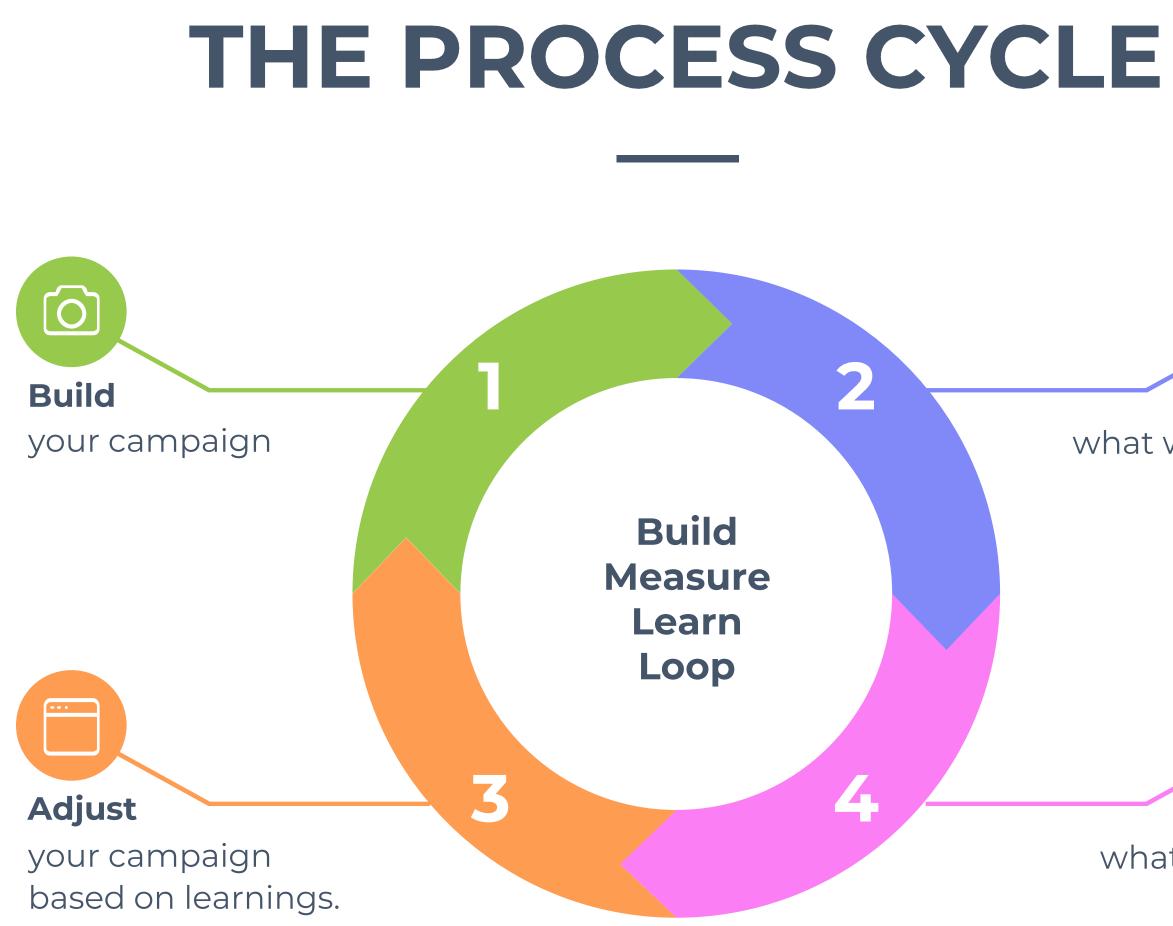
REPORTING



1. Setup reporting that allows you to track key metrics for your campaigns

2. Analyse reports at least monthly, although at the start weekly is better

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what works and doesn't



what needs to improve

TOOLS

Social Media Marketing Tools

Tools make your work simpler, faster, more effective. Tools should be used for helping, not replacing all your work.

Google Sheets

Great for your posting calendar

Canva
 Useful for visual layouts

Buffer
 To setup your scheduled posting

Facebook Creator Studio

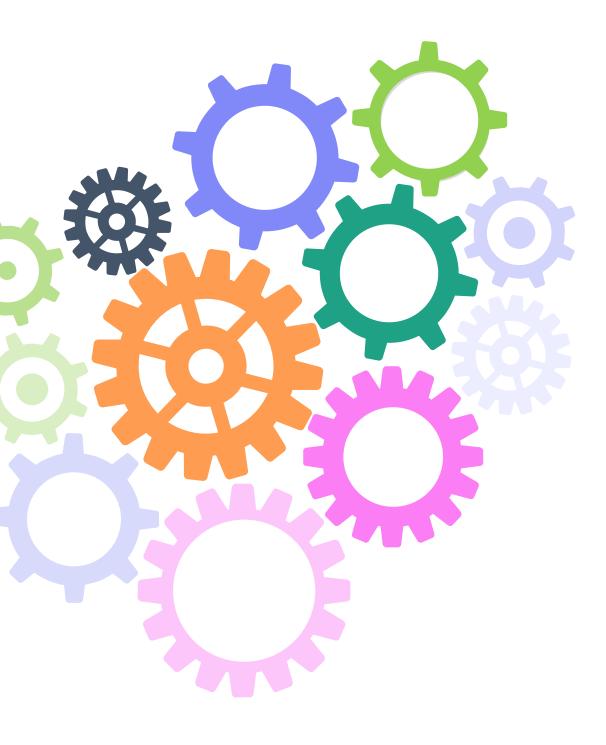
To setup your scheduled posting

Facebook/Instagram Insights

For reporting, metrics.

Google Analytics

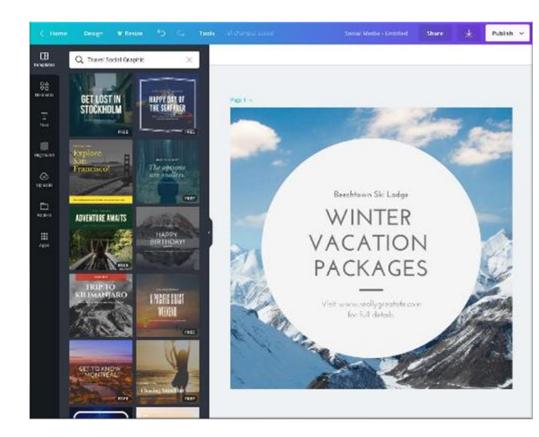
For reporting, metrics (when you have a website connected to your social media)



Google Sheets

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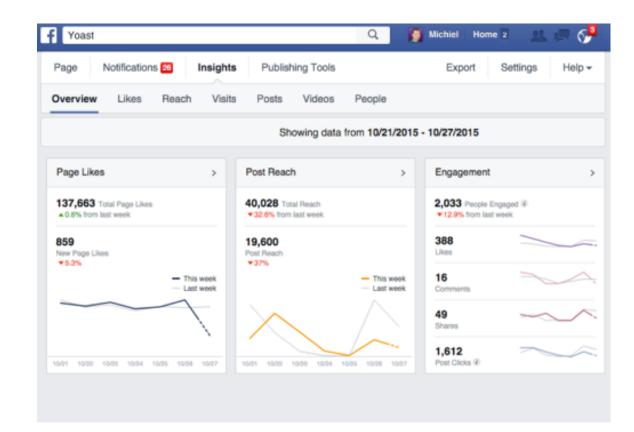
Facebook Creator Studio

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Facebook Insights



Google Analytics



WHAT IS LINECUBE

- Limecube is a website building platform designed for the DIY users to design and build their own ٦. websites without requiring any coding skills.
- 2. We are aimed at the entrepreneur and small business.
- 3. We are an Australian company, and the only major website building platform of our kind in Australia.

Our Vision

Our vision is to provide a world leading platform that inspires entrepreneurs and small business to easily create beautiful websites, while helping them focus on building their dreams, without worrying about the technology.

We believe we must stay true to our purpose of simplicity, while delivering on our core customer's needs. We are a part of our customer's journey, and we must continuously strive for excellence as a company so that our customers continue to be inspired to do what they do best.



PLANNING YOUR WEBSITE

| | S | Μ | Т | W | Т | F | S |
|---------------------------|---|---|---|---|---|---|---|
| Research | | | | | | | |
| Sitemap | | | | | | | |
| Colour Palette | | | | | | | |
| Image styles | | | | | | | |
| Content | | | | | | | |
| Design Inspiration | | | | | | | |
| Design the home page | | | | | | | |
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Now we'll take you through a live demo.

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WEBSITE BUILDING SKILLS

By Danny & Andrew

Website building skills are very useful to have for both starting your own businesses or online activities, as well as giving you extra skills to help your career.



CAREER DEVELOPMENT

FOR WORKING IN AUSTRALIA

Who we are OSEA Alliance Group - Education and Migration Expert; Australian Council for STEAM (ACS) Strategic Partner

Over 20 years Experience in International Education;

Expert in All Types of Visa Application in Australia



What we do

- 1. Education consultation
- 2. Migration solutions
- Career planning 3.
- 4. Internship placement
- 5. Study tours
- 6. International Academy conferences
- 7. Pre-departure & post-arrival services

Australian Workplace Culture:

- 1. Many Australians drive to work (Driving skills are a bonus for some jobs)
- 2. Australians do a lot during their working hours and value punctuality (Time management)
- 3. Less hierarchy in the workplace
- 4. Australians like to keep things casual in a business setting

Get familiar with Australian values and culture to get closer to your dream job in Australia.



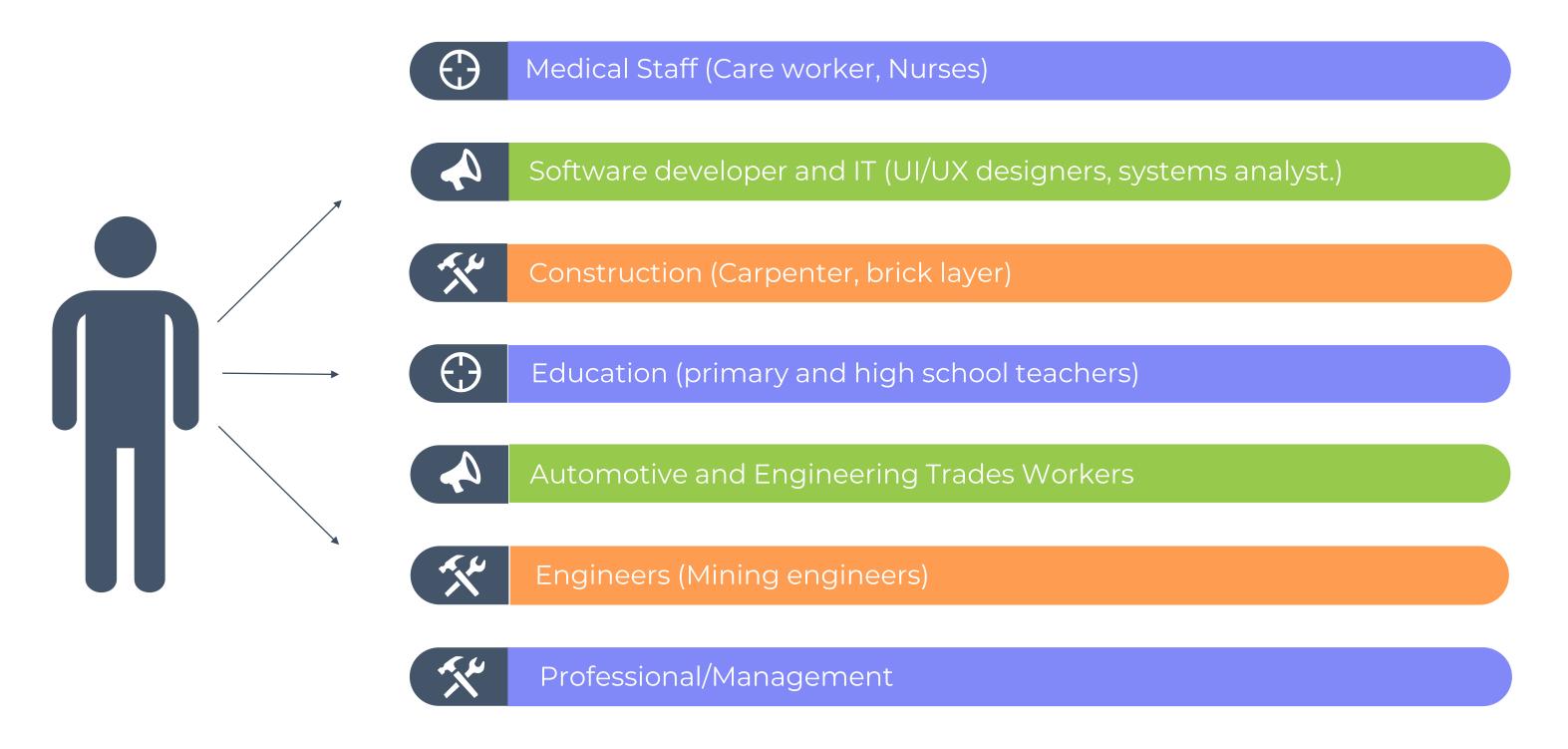
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5. Australians get 20 Days of leave each year

JOBS FOR FOREIGNERS IN AUSTRALIA

Top Occupations In Demand in Australia 2020-2021

Minimum wage \$19.84, Top income basket from \$ \$156,000 a year before tax



*Information from Australian Government National Skill Commission

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ESSENTIAL REQUIREMENTS TO WORK IN AUSTRALIA

Obtain a visa that allows you to work:

- 1. Work & Holiday Visa. (1 year and extendable)
- 2. Student Visa (500 visa)
- 3. Graduate Visa (485 visa, Hong Kong passport holder 5 years)
- 4. Sponsored Work Visa (482visa, Hong Kong passport holder 5 years)
- 5. Skilled Migration Visa Streams, Family Visas and more...

6. *A Tourist Visa Holder Is Not Allowed to Work in Australia

Get a TFN (Tax File Number) Australian Bank account

Interested to know more?

Contact us for more information or future seminars

- 1. Become a Qualified Nurse in Australia within 1 Year (Hong Kong registered nurses or nursing students only)
- 2. Australian Universities and Career Planning.
- 3. Australia Vocational Education and Migration Pathway
- 4. Website: http://www.osea.com.au/contacthkbu/ and Sandy's email sandyk@osea.com.au

DSEA alliance group

THANK YOU!

Contact us for more information or future seminars

- 1. Become a qualified Nurse in Australia within 1 year (Hong Kong registered nurses or nursing students only)
- 2. Australian universities and career planning.
- 3. Australia Vocational Education and migration pathway
- 4. And more

OSEA alliance group

WHAT'S NEXT?

Rewards Arrangement

Follow up training

Evaluation form

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Instagram

<u>@limecubesitebuilder</u>

@andrewseidel88



THANK YOU

