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## The Basics

Post Topic: \_\_\_\_\_

Publish Date: \_\_\_\_\_

2

## Audience/Purpose

### Post goals:

- ☐ Create awareness (awareness stage)
 ☐ Drive conversion (decision stage)
 ☐ Inspire evangelists (advocacy stage)
- ☐ Generate demand (consideration stage)
 ☐ Delight customers (adoption stage)
 ☐ Retention/Check-up (keep top of mind)

### Buyer's Journey



### is this post...

- ☐ Useful\* (70% of posts should be useful)
 ☐ Promotional (20% of all posts should be promotional)
 ☐ About your company/culture (10% or less of posts should be company specific)

\*Useful = Will it drive people to your website? Will it drive social engagement (likes, shares, reposts, comments, etc)?

What's the purpose of this post: \_\_\_\_\_

What I want readers to get out of this post: \_\_\_\_\_

### Personas reached:

Persona Name:  
Descriptor 1:  
Descriptor 2:  
Descriptor 3:

1

“ ”

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

2

“ ”

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

3

“ ”

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

### What does each persona struggle with?

Persona Name:  
Pain Point 1:  
Pain Point 2:  
Pain Point 3:

1

“ ”

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

2

“ ”

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

3

“ ”

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

3

## Content

### Type of content:

- ☐ Blog Outreach
 ☐ Content Offer
 ☐ Event
 ☐ Promo Offer

### Our brand voice is...

Character: \_\_\_\_\_ Language: \_\_\_\_\_  
 (friendly, warm, inspiring, playful, authoritative, professional) (complex, savvy, insider, serious, simple, jargon-filled, fun, whimsical)

Tone: \_\_\_\_\_ Purpose: \_\_\_\_\_  
 (personal, humble, clinical, honest, direct, scientific) (engage, educate, inform, enable, entertain, delight, sell, amplify)

Possible relevant keywords or hashtags: \_\_\_\_\_

**What can this post help each persona with?**

Note: May not be applicable to all

Persona Name: \_\_\_\_\_

Problem: \_\_\_\_\_

Solution: \_\_\_\_\_

1 “ ”

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

2 “ ”

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

3 “ ”

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

What do I want readers to do next, what is my CTA? \_\_\_\_\_

**Social Media****FACEBOOK**

Post at (time): \_\_\_\_\_

Recommended character length: 40

Max character length: 63,206

FB post copy: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Recommended image size: 1200 x 630

Post complete? ☐**X**

Post at (time): \_\_\_\_\_

Recommended character length: 240-259

Max character length: 280

Tweet copy: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Recommended image size: 1600 x 900

Post complete? ☐**YOUTUBE**

Post at (time): \_\_\_\_\_

Recommended character length: 157

Max character length: 5000

FB post copy: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Recommended image size: 1280 x 720

Post complete? ☐**LINKEDIN**

Post at (time): \_\_\_\_\_

Recommended character length: 150-300

Max character length: 700

Tweet copy: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Recommended image size: 1200 x 627

Post complete? ☐**INSTAGRAM**

Post at (time): \_\_\_\_\_

Recommended character length: 125

Max character length: 2200

instagram post copy: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Recommended image size: 1080 x 1080

Post complete? ☐**PINTEREST**

Post at (time): \_\_\_\_\_

Recommended character length: 200

Max description length: 500

Pinterest pin copy: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Recommended pin size: 1000 x 1500

Post complete? ☐**SNAPCHAT**

Post at (time): \_\_\_\_\_

Recommended character length: 50

Max character length: 80

Snap Caption copy: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Recommended image size: 1080 x 1920

Post complete? ☐**TIKTOK**

Post at (time): \_\_\_\_\_

Recommended character length: 40

Max character length: 4000

Tiktok Caption copy: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Recommended image size: 1080 x 1920

Post complete? ☐

## QUORA



Post at (time):

Recommended character length: 150

Max character length: 250

Quora post copy: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Recommended image size: 600 x 315

Post complete? ☐

## REDDIT



Post at (time):

Recommended character length: 60-80

Max character length: 40,000

Reddit post copy: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Recommended image size: 1600 x 900

Post complete? ☐

## WHATSAPP



Post at (time):

Recommended character length: 1024

Max character length: 65,536

Message copy: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Recommended image size: 800 x 800

Post complete? ☐

## TELEGRAM



Post at (time):

Recommended character length: 60-300

Max character length: 4096

Telegram copy: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Recommended image size: 512 x 512

Post complete? ☐

### Image Check!

- ☐ Are the images the correct size?
- ☐ Do the images pass the 'stock image' test?
- ☐ Would this image compel me to click on this post?
- ☐ Does this image provide a strong first impression and is it related to my topic?



## POST-POST RITUAL

- ☐ Respond to comments and feedback
- ☐ Update tracking data
- ☐ Do I want to boost or promote this as an ad on any social sites?

## Congratulations!

## Ready to post again?

For more marketing tips, tricks and ideas  
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