

## **GLF** Nairobi

Social Media Workshop

**Moses Kemibaro** Dotsavvy

August 28, 2018

## 2 Biography Moses Kemibaro



- Founder & CEO @ Dotsavvy since 2002
- Commercial Manager @ Perform Group since 2014
- Africa Sales Director @ InMobi in 2012
- Founder @ Dealfish EA (OLX Kenya) 2010
- TechBlogger @ MosesKemibaro.com





- Social Media Lead @ Dotsavvy since in 2018
- Digital Manager @ Old Boma in 2017
- Social Media Manager @ Trinc Media in 2016
- Social Media Manager @ Radio Africa in 2013



## Social Media Workshop Our Agenda



- How to build and tell your story
- Use social media platforms to spread your story effectively
- Utilize events to increase your exposure and effectiveness



## The Digital Context

## 6 Video Engagement Dominates **Digital Platforms**



## 7 Facebook Is A **Digital Behemoth**



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## 8 Mobile Covers **The World**







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## 9 Social Newsfeed Is Being Eclipsed **By Stories**

## **Stories Product Daily Active Users**







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## 11 3 Drivers Behind **Digital Uptake In Africa**



### CONTENT

Digital in Africa requires an investment in **mobile-first digital content** 



COMMUNITY

Africans are young, mobile, and social, so engage with them accordingly



CONVERGENCE

Affordable smartphones & broadband is changing everything



# Digital Content

## 13 What Is Content Creation



- Content creation is the contribution of information to any media and most especially to digital media for an end-user/audience in specific contexts.
- Typical forms of content creation include blogging, photography, videography, the maintenance of social media accounts, and editing and distribution of digital media.



## 14 Content Is The Atomic Particle Of **Social Media**





Rebecca Lieb

## **On Digital Content**

"Content is the atomic particle of all digital marketing. Everything. There's no owned media without content. There's no social media without content. And there's no paid media without content. And there's certainly no media-media, as in actual digital publications, without content. Pushing back even earlier, when you search, you're searching for content"



## 15 Great Digital Content Is About **Storytelling**



- You want to take your brand OUT of the story.
- Make the community of the content the HERO of the story.
- Digital storytelling is about content that is compelling



## 16 The Importance of Storytelling In **Digital Content**

- It 'brings to life' who you are and why you do what you do as a content creator
- It helps you connect to your social media communities in a personalized and authentic way
- Builds relationships through relatable content







#### $\langle \rangle$

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## 18 Digital **Content Types**





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## 19 Topical & Evergreen **Digital Content**





## **TOPICAL CONTENT**

- Newsworthy
- Time-sensitive
- Limited repurposing

## **EVERGREEN CONTENT**

- Timeless
- Wider relevancy
  - Efficient



## 20 Digital Content Key Considerations



# 2



#### ENGAGEMENT

Digital content has to be **tailored** for target audience to **maximize impact** 

#### PERSONALISATION

Focus on **what**, **who** and **how** your digital content will be used to **engage your TA** 

#### **OPTIMIZATION**

Optimize your content across digital platforms for higher impact



## 21 Know & Embrace Your **Target Audience**



- Who do you want to reach? And why?
- What do you want them to know?
- What do you want them to feel?
- What do you need them to do?

## 22 What Is A **Digital Persona?**



- Describes the ways in which certain types of people use digital channels
- 2. Usually one persona is created for each type of user/audience
- 3. Personas help brands focus on important aspects of the target audience



## 23 Defining **Personas**



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## 24 Persona John Kamau



John is in his late 20s and single. He is ready to take on the world. John has been a web designer since campus days and makes decent money from his clients. He's not rich, and believes that money corrupts. He also believes in the power of collective activism, and Arsenal Football Club! He is very wary of "being sold" when he visits websites and plays with loads of mobile apps. He's very passionate, but he's very smart. He uses a late model iPhone 5 and iPad 4 when he is on the move. He wants to grow!



## 25 Persona Akinyi Odongo



Akinyi is in her late 30s and dating. She has no children so spends a lot of time with her girl friends who share the same passions as she does - investing in their 'chama' and fashion. Akinyi's an Architect with some disposable income. She's making good money and dreams of starting her own architectural firm. She also supports her Mum and Dad back in 'shaggs' as the oldest child in her family. She is always online on Pinterest, Facebook & Instagram getting inspired. She uses an Infinix Zero2 and generally loves technology.



## 26 Persona Duncan Kiptum



Duncan is in his 40s. He's married with two kids and is a strong community member. Duncan wants to be part of something bigger than himself, but he's a little skittish and shy. He needs to feel heard and understood before he'll make substantial commitments. He drives a late model BMW and frequents the golf club. He has the latest Samsung Galaxy S6 and considers himself to be "with it". A fierce Liverpool Football Club Supporter you can find him at Radisson Blu every game day for a drink with his mates!

## 27 The Target Audience

- Use platforms such as Facebook, Twitter and Instagram – allowing them to share photos and videos
- Love sharing significant moments in their life on social media across the board
- Social media is very discovery oriented, and in many ways Instagram has become the new blogging platform for the target audience
- They live their lives surrounded by digital content **content they create and content they collect.**
- Resonates with millennials and gen z which draws them to digital influencers





## 28 What Kind Of Content **Gets Attention?**

- This is why video works so well.
- Movement and motion!
- Lots and lots of vibrant color
- Eye-catching.
- "Thumb-stopping"
- Great visuals are essential





## 29 Consider The Things That **Get Attention!**



- What is unexpected?
- What is timely?
- What is provocative?



## 30 3C Digital Content Strategy







## **C**ommunities

Empower & develop digital communities via digital platforms for engagement

## **Content**

Surprise, inspire & change perceptions for your digital communities

## **Context**

Digital content **'brings to life' your differentiation** for your digital communities





Audit your current content & look at what you already have or own. Read the copy on every page and adjust it so that you are engaging them and telling them your story









Identify what your target audience wants. The best way to do this is go speak to them or listen to their conversations on social media





Analyze the quantity of your content. What do you have which could be repurposed for social media and what do you not have lots of which can be produced?









Create the social media content plan for how you will broadcast or publish your content on social media which must align with your overall social media strategy





**Be results driven**. Is your content performing well in terms of social media engagement? How many likes, followers, comments and shares is it getting?





## 36 Digital Content Road-Map

Develop personas based on their interests and needs, then target content accordingly Map content to social media engagement cycles and ensure this content 'works' Build a social media content calendar for creating and publishing content Come up with creative content topics that are relevant, helpful, and fun for social media communities


## 37 Digital Content **Plan**



A digital content plan should answer the following questions:

- What types of content do you intend to post and promote?
- How often will you post content?
- Who is the target audience for each piece of content?
- Who will create your content?
- How will you promote your content?

### 38 What Is A **Content Calendar?**

- A content calendar is a shareable resource that can be used to plan all social media activities.
- The benefit of using the content calendar is that it that we can visualize how content is distributed on a weekly or monthly basis.





### 39

### Sample Content Calendar

۲	DATE	TIME	DATE & TIME	UPDATE COPY	UNK
1000	2/4/2015	9:00:00	04/02/2015 09:00	Quate of the day	ε <b>ή</b>
	2/5/2015			Sign-up for the Kotex Makeover Challenge here!	
	2/6/2015			What do you crave? Tell us and you could win Kes. 1,000.00 KFC voucher	
	2/7/2015	17:00:00	07/02/2015 17:00	Fill in the space for #MyDressMyChoice	2
	2/5/2015	9:00:00	05/02/2015 09:00	Ouote of the day	21-
	2/6/2015	12:00:00		We are going to be at the Junction this weekend. Retweet to win a free #Kotex/MakeOver	
	2/7/2015		07/02/2015 15:00		
	2/8/2015	17:00:00	08/02/2015 17:00	Quote of the day with photo	
	2/6/2015	9:00:00	06/02/2015 09:00	Quote of the day	
	2/7/2015	12:00:00	07/02/2015 12:00	Just 2 more days to the next #KotexMakeover at the Junction. Retweet to win a free #MakeOver	
	2/8/2015	15:00:00	08/02/2015 15:00	The elections are just round the corner, what will YOU stand for in Kenya? Say it at iStand4Ke.com	
	2/9/2015	17:00:00	09/02/2015 17:00	Last week at TRM Mall was awesome with Elani. See plcs here!	
	2/7/2013	9:00:00	07/02/2013 09:00	Quote of the day	
	2/7/2013	12:00:00	07/02/2013 12:00	Stand up and be counted! The #Kotex Makeover Challenge. Sign up here and she with the most votes gets the #KotexMakeover	
	2/7/2013	15:00:00	1 - martilation and a state	Talking to your Man about periods. What should he know and not know? Tell us here	
	2/7/2013	17:00:00	07/02/2013 17:00	Check out these #Kotex Makeover tips from our amazing makeup experts. See videos on our YouTube channel	

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# Blogging

## 41 Creating **A Great Blog Post!**

- 1. Plan your blog post by choosing a topic that interests or you or you know well, creating an outline, conducting research, and checking facts.
- 2. Craft a headline that is both informative and will capture readers' attention.
- 3. Write your blog post, either writing a draft in a single session or gradually word on parts of it. Keep sentences and paragraphs as short as possible
- 4. Use images and/or videos to enhance your blog post, improve its flow, add humor, and explain complex topics break things down as much as possible
- 5. Edit your blog post. Make sure to avoid repetition, read your blog post aloud to check its flow, have someone else read it and provide feedback, keep sentences and paragraphs short, don't be a perfectionist, don't be afraid to cut out text or adapt your writing last minute.

### 42 Examples of Great Blog Post Headlines

- How to Turn 1 Idea Into 2 Months of Content Marketing
- Do You Truly Know How to Love Yourself?
- How We Increased Our Facebook Traffic by 332% in 2018
- Why Strong Customer Relationships Trump Powerful Brands
- Why Exercising Is a Higher Priority Than My Business
- 5 Reasons Arsenal Is A Better Football Team Than Manchester United – Number 2 Will Surprise You!
- 9 Ways to Entertain Your Toddler Without Using a Smartphone



The UN calls violence against the Rohingya in Myanmar a genocide. Facebook's failure to

#### Blog Post Headlines **Buzzfeed /2** 44

Tasty

As/Is

Planet And 9 That Are Doing, Well...The

For everything good, there's something equally evil.

For Keeping Abortion A Crime

increase sex selective terminations.

Gina Rushton + 5 hours ago

**ADVERTISEMENT** 

Reviews

9 Genius Ideas That Are Helping To Save The

We Need To Talk About This New Argument

Anti-abortion groups claim decriminalising the procedure will

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wpengine:

Pro Boxers Review KSI Vs. LOGAN

"To All The Boys I've Loved Before" Cast Finds Out Which Character They

S:50

PAUL Draw

Really Are

BuzzFeed News

Videos

What's the difference between a WP

host and a digital experience platform?

Quizzes

Opposite

Jamie Jones

### 45 What To Write About **On Your Blog**

- Set up a content plan for your blog
- Set a writing goal
- Add to the topic list
- Invite guest writers from time to time to complement your content
- Blog, share on social media, and grow your community!





## 46 Setting Up Your **Blog /1**



- Choose an appropriate tone of voice for your blog
- Get help with writing if you need it
- Read as many blogs as you can to see what's working and what's not
- Create traffic by distributing your blog posts on your social media channels



### 47 Setting Up Your **Blog /2**

- Add tags or keywords (SEO value)
- Set up analytics to get valuable insights on how your blog is performing
- Look like you are interesting and interested in your readers
- Check in with your content plan to stay on track





### 48 Setting Up Your **Blog /3**



- **Optimize your blog** for various platforms (mobile, social, etc)
- Use feeds to update followers
- Readers can use aggregator, reader, or e-mail for updates
- Make sure to offer e-mail updates, too





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### 50 Content Management System (CMS) **WordPress**

Over 60 million websites globally run on the open source WordPress content management system (CMS)

60M

WordPress is highly flexible & scalable via a large range of themes & plugins

WordPress used on by over 23% of the top 10 million websites as of January 2015

23%

WordPress is built on the globally popular Open Source LAMP (Linux Apache, MySQL and PHP) Stack. It was designed to be user-friendly meaning it is easy to manage, even for non-techies

АМЕ



### 51 WordPress Role-Based Multiple Editors



- Multiple author environment via role-based access for administrators, editors, author, contributors & subscribers.
- A subscriber cannot write or manage posts. A contributor can write and manage posts, but he/she cannot publish them as they need to be approved by an editor or administrator.



### 52 Blogging Platforms Linkedin

### Opera News Mobile App Hits 1.1 Million Downloads In Kenya In Q1 2018

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Home

2

My Network

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Published on June 5, 2018

Edit article | 🗹 View stats



in

Q Search

Moses Kemibaro Commercial Manager - East Africa at Perform Group 94 articles

E 45 11

L

Notifications

Me \*

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Work -

Opera News has reached a new milestone of 1.1 million downloads in the Kenya during the first quarter of the year, becoming the leading news mobile app in Kenya in the process which is no mean feat! The app itself has also achieved over 5 million downloads in Africa in the same period which is impressive!

### 53 Blogging Platforms **Medium**

Become a member

### Medium



HOME GREAT ESCAPE

CULTURE TECH EX

ENTREPRENEURSHIP SELF

HP SELF POLITICS

Martie Sirbis

David Glidden

lan 16 - \* 16 min read

SCIENCE POPULAR MORE



#### Once Upon a Time in Hiroshima

If we keep casting ourselves as the heroes of history, it'll come back to haunt us

Rahna Reiko Rizzuto Aug 5 - \* 9 min read







Sucking the Life Out of Mona Lisa We pay a price when we re-contextualiz...

DESIGN.

There's No Right Way To Be Trans

The Ultimate Guide to Filling Out Your Bracket for March Madness

A parenting guide that goes beyond "ins...

lorge Arange Aug 4 - ★ 4 min read.

Mar 13 - \* 18 min read



#### Young People Are the Future— Too Bad Voter Suppression...

As we cheer for the teens leading the re...

Hanna Brooks Olsen Fab 23 - \* 5 min read

SEE ALL FEATURED >

### 54 Great Bloggers Kaluhi's Kitchen



### Cajun Chicken Wings in Pineapple Tangawizi BBQ Sauce

AUGUST 22, 2018 KALUHISKITCHEN O COMMENTS



### 55 Great Bloggers **BikoZulu**





Fatherhood

40's People

You might need to sit down for this one

Old Stuff The Fireplace

Contact Q

GET YOUR COPY

the evaluation on America

### Emissaries From Nimbus.

About

Home

People

14.68,2018 / People / @110 / @ 154

Sometimes when you are at an airport trying to get into AlwaysOn wifi and you look up, you might see them. Actually you see him first because he's always a stride ahead, the leader of the pack.

#### CONTINUE READING ...



SUBSCEIBE TO OUR BLOG



OWAAHH

#### LISTICLES FEATURES QUICK READS PROFILES TRAVEL MUSINGS THREADS TOO EARLY FOR BIRDS ABOUT







Search engines love fresh content. By blogging, Google indexes new content that boosts your visibility on search engine results pages (SERPS)









#### **CONVERSATIONS**

Blogging enables your to connect with your social community via conversations with them, leading to valuable insights, feedback & engagement

#### **LEADERSHIP**

Blogging helps build trust and clout within an profession or industry by providing valuable expert information, ultimately provides a basis from leading to better engagements

#### **ENGAGEMENT**

Blogging enables you to show the personal side of who you are, what you do and your your blog content with passions which which to build an engaged followership

#### SOCIAL

Every blog post is an opportunity for your audience to share others via social media. it's free marketing & validates your credibility



# **Social Media**

### 59 Social Media Is Where We Live, Online



















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### 61 Social Media **Terminology**

News Feed	Engagements	Username	Block	Mention	Followers
News Feed or Timeline, is the center of content discovery on social platforms where you see posts from friends, brands you are connected with and advertisements from organizations that want to connect with you	Engagements include actions that users take on a social post and include likes/reactions, comments, retweets/regrams, shares, etc	A Username is how users are identified on Twitter, Instagram and Snapchat, and is usually preceded by the @ symbol	The Block feature allows users to remove followers, disabling them from re-following, mentioning, direct messaging or otherwise contacting you on the platform	A Mention is a post or comment that contains another user's username anywhere in the body of the message	A Follower is another user who has subscribed to receive and view your posts in their feed. It is important to be well versed in these terms as they are part of the regular nomenclature on social media



### 62 Content Has To Be **Tailored For Social Media**



Image and video size: 1,080 x 1,080 px Ratio: 1:1 (square) Video Max Length: 45 min





Image: 1,024 x 512 px Video: 1,920 x 1,200 px Video Max Length: 2min 20sec Image and video size: 1,080 x 1,080 px Video Max Length: 1 min

. .



Image and video size: 1,080 x 1,920 px Video Max Length: 15 seconds



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#### 63 Social Media Workflow Acquisition Retention 2 3 4 **Transform** Listen Create Engage To Social Media Compelling Social Media Social Media Content To Grow **Conversations To Communities To Communities Into** Gain Insights For Social Media Maintain & Grow Committed Content Creation Communities Relevance Advocates



### 64 Digital Content Distribution & Social Media





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### 65 Social Media Content That Resonates



- Tightly focused on your existing and intended audience
- Helpful, useful and valuable content
- Entertaining content
- Content that is woven within storytelling



### 66 Two Things Drive **Social Conversations**





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### 67 Social Media Connections & Content



- Listening Gaining insights from social media communities
- **Content** Any conversation communities may want to have with you
- Creativity Creating diverse conversations
  with social media communities
- Individuals Connecting with key voices, & digital influencers
- Platforms leveraging all digital platforms to support conversations
- **Strategy** Use connections to keep conversations interesting & connected

### 68 Optimized Social Media For Platforms

- Engaging social media content
- Engaged social media communities
- A social media engagement strategy
- Brand identity alignment
- Post frequency





### 69 Social Media **Calendars**



### CALENDARS

Create rich topical content plan and calendars that will cascade into social media updates on a monthly basis



### 70 Social Media **Updates**

### UPDATES

Post helpful & engaging content on social media that keeps social media communities engaged whilst ensuring top-ofmind awareness





### 71 Social Media Content



### CONTENT Finding, creating, repurposing & sharing content that social media communities care about & optimizing it to be engaging will get their attention



### 72 Social Media Scheduling

### SCHEDULING

Proper scheduling of social media updates to have **the highest possible impact** is really important to make the right impact with longevity


#### 73 Snackable Content For Short Attention Spans





## 74 Highly Visual Content **To Drive Engagement**





### 75 TL;DR Too Long ; Didn't Read





## 76 The Importance of Hashtags



minnies\_bakery + Fullow Minnle's Bakery

minnies\_bakery Helio there Eliza minnies\_bakery #celebrate #cupcakes #birthday #birthdaygirl #birthdayboy #birthdayparty #celebrate #cupcakes #kenya #kenya #kenya365 #narobikenya #vsookenya #kenya365 #narobikenya #vsookenya #canonikunya #babyshower #lovekonya #canonikunya #babyshower #babyboy #babygirl #kenyawedding #wedding #cupcakesdally #vscoeastafrica #ignairobi #igerskenya #celebratespecielmoments #cupcakesdally #babyshowerSaturday

mumbian\_ Yummy how many kgs and how much

ØQ	
102 likes	000
0 H 0 U 0 0 A 0 0	
Add a comment	

- Increase brand recognition where relevant
- Expand reach and target new audiences
- Create, join or impact an on-going social media conversation



## 77 Hashtags **How To Use Them**

- Use SEO keywords
- Use popular hashtags
- Create branded hashtags
- Monitor your communities hashtags

- Don't add spaces or punctuation to them
- Avoid using lots of hashtags
- Capitalize hashtags appropriately
- Keep them short



## 78 Facebook Social Media Approach



- Have a specific Facebook strategy and plan.
- Post less frequently 4/5 times per week is fine.
- Join or start a Group to showcase your expertise and build community.
- Plan to go live on Facebook regularly.
   Share helpful resources.
- Create and share entertaining posts.



### 79 Facebook Live



#### Have engaging conversations with your followers

Live is the best way to interact with viewers in real time. Field their burning questions, hear what's on their mind and check out their Live Reactions to gauge how your broadcast is going.



### 80 Twitter Social Media Approach



- Have a twitter specific strategy and plan.
- Post less frequently 4/5 times per week is fine.
- Join or start a TweetChat to showcase your expertise and build a community.
- Retweet helpful resources articles, videos. Comment on news and current events
- Discovery Search for conversations, topics, and people to follow



# 81 Instagram Social Media Approach



- Have a specific Instagram strategy and plan.
- Post less frequently 3/4 times per week is fine.
- Be consistent with the look and feel of your posts.
- Follow hashtags to find new accounts to follow and comment on posts.
- Use Instagram Live & IGTV.
- Eye-catching photos and well-designed graphics work best on Instagram.



#### 82 Instagram's IGTV /1





# 83 Instagram's IGTV /2



- IGTV uses full screen and vertical video optimized for mobile devices
- IGTV enables longer video formats from 10 second to 10 minutes and up to 1 hour
- Launched in June 2018 as a major challenger to Google's YouTube



### 84 Snapchat Snaps, Chat, & Stories









## 85 Social Media Risk Mitigation



- Monitor social media for risky situations before they spin out of control using social listening tools
- Identify digital influencers who are advocates or detractors so as to engage them in a positive manner to 'win them over'
- Formulate a crisis plan in case a post or digital activity sets off a negative social media windstorm.



### 86 Social Media Recommendations



- Focus on Facebook,
   Twitter, Instagram &
   YouTube
- Use calls-to-action (CTAs) for community engagement & conversions





#### 88 3 Keys **To Social Media Success**







#### Consistency

Showing up regularly and being present

#### Content

That people like to watch, read, share, comment on

#### Confidence

In your voice, in taking risks, and in being yourself!



# Digital Influencers

#### 90 Enter The Age Of **Digital Influencers**



### **A BRAND** IS NO LONGER WHAT IT **TELLS THE COMMUNITY** IT IS – IT IS WHAT THE **COMMUNITY TELL EACH OTHER IT IS**



#### 91 The Benefits of **Digital Influencers**







#### **Social Reach**

Digital Influencers can reach millions of existing & prospective community members on social media

#### **Original Content**

Digital Influencers produce original, and oftentimes effective, community relevant content for you

#### **Community Trust**

Influencers maintain strong relationships with their audiences, who have a certain level of trust in them









#### 93 Digital Influencer Marketing Goals



#### 94 Digital Influencer Identification





#### INFLUENCER IDENTIFICATION

Finding out who they are and ranking them in order of importance in relation to your brand marketing objectives



### 95 Digital Influencer Marketing



#### INFLUENCER MARKETING

Increasing awareness of your brand within the digital influencer community by offering incentives for brand engagement





### 96 Digital Influencer Engagement





#### INFLUENCER ENGAGEMENT

Work with digital influencers to increase market awareness of your brand amongst target markets and consumers



### 97 Digital Influencer Advocates



#### INFLUENCER ADVOCATES

Digital influencers who become committed advocates for your brand as a result of the previous engagement steps





### 98 Gary Vaynerchuck's Digital Influencer Future





### 99 Biko Zulu Influencer



Itlender Bikozulu with Michael Okungu Manase and Vellma Noel. February 27 · C

These British brogues cost 55K. Actually they cost 55,800 bob. As in, if you had 56K in your account they'd leave 200 bob there for you to have a smoothie with. Do you know how you can tell you aren't the target market for these shoes? When you pronounce them as "Baker." The sales lady at Store 66 at Valley Arcade instantly knew that I wasn't going to buy them given that I couldn't even pronounce them. "It's 'Baka'' she corrected me politely.

Fine, Baka.

10. -

Top Comments \*

When a man casually buys a shoe for 55K, what are his fears in life? What makes him blink? When he says it's a tough month does he mean his disposable income is a meter? When he wears these shoes does he have the proverbial world at his feet? "Who is this man who buys shoes for 55K?" I asked the attendant.

She said most men who buy these shoes don't look like they can afford them based on their dressing, but there is a confidence in their gait that despises money. And they don't speak loudly or show hubris. Their arrogance is in their body language not on their tongues. They swipe. They have simple phones. Some wear checked coats. Most hardly tip.



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A Share

dy Like

1.385 shares

Comment

Kiruu Mouoguss, Martin Mull and 3.7K others.



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<->

### 101 DJ Joe Mfalme Instagram



#### djjoemfalme Following • ··· 31,534 posts 294k followers 1,856 following

DJ Joe Mfalme Kenya's most sought after award winning professional DJ ► DJ at Capital FM Kenya ► DJ at Trace Mziki ► #JoeMfalmeLive connecting people through music, www.deejayjoemfalme.com









# Social Media Tools

### 103 Social Media Design Canva



#### irowse Feature

s = cearn =

Sign in

#### Easily create beautiful designs + documents

Use Canva's drag-and-drop feature and professional layouts to design consistently stunning graphics.

Start Designing

(Pat) App



### 104 Social Media Video WeVideo

wevideo

for Work

for

for Schools

for Life

Plans Support

Sign up

Login

ntroducing WeVideo Essentials 🍽

50K licensed, pro-qualit (deos, music and mages +

# Tell your story.

Motivate. Engage. Grow with video.

Learn more

New to WeVideo? Sign up with:

Image: Constraint of the second second

By signing up you agree to WeVideo Terms of Use and Privacy Policy.

### 105 Social Media Link Shortening BitLy

We use cookles to offer you is better experience. By using Bitly, you agree to our use of Cookles.

BLOG



LINK MANAGEMENT ENTERPRISE RESOURCE

LOGIN

SIGN UP G

GET ENTERPRISE

#### HARNESS EVERY CLICK, TAP AND SWIPE.

Brand, track and optimize every touchpoint with Bitly, the world's leading link manage

platform. Learn More →

#### RETHINK THE LINK

Learn how to use the link to build a robust and seamless cross-channel customer experience. Cownload ->

Paste a link to shorten it

SHORTEN

### 106 Social Media Management Hootsuite

Hootsuite

Platform Plans

Enterprise

Education

Contact Us Log In

Request a Demo



#### Get business results you can measure

The social media management platform that lets you build smarter workflows, scales across your organization, and delivers demonstrable ROI.

Request a Demo

**Compare Plans** 

### 107 Twitter Management **TweetDeck**



# 108 Social Media Key Considerations



- Integrate social media channels: It's where people live, online
- Content drives conversions
   and conversations
- Extensive use of video and visual content: That's what people are consuming the most online!

# I SKATE TO WHERE THE PUCK IS GOING TO BE, NOT WHERE IT HAS BEEN.

Wayne Gretzky



# **Reach Us**

At Our Nairobi Offices



facebook.com/dotsavvy



Suite 25, Upper Hill Duplex Apartments Upper Hill Road, Upper Hill Nairobi, Kenya

Jotsduuy



@dotsavvy



info@dotsavvyafrica.com



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# WEARE

#### PURE DIGITAL PASSION

#### WE ARE DOTSAVVY