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"People do not buy goods and services. They buy relations, stories and magic." Seth Godin







# Brand Storytelling is all about adding value





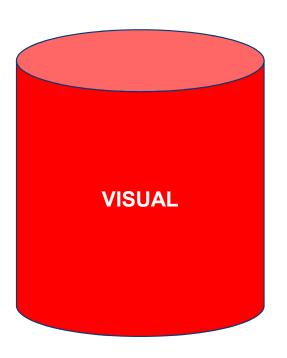


#### THE THREE PILLARS OF CONTENT

#### Everything comes back to this









#### What is your Vlog's Purpose?

The Theme/The Hook
The Problem You Are Solving
Are You Asking A Question or Providing an Answer?
Is There A Call To Action?
Who Is This For and Why Would They Find It Useful?



# Why Vlogging?

Creating "Pillar Content"
Sharing Knowledge
Brand Awareness
You Control The Narrative
Building Trust
Video Content Gets Most Engagement



# What is your Job?







**ENTERTAIN** 

**EDUCATE** 

**INSPIRE** 



#### **DIFFERENT KINDS OF VLOGS**

**DIARY FORM** 

**BEHIND THE SCENES** 

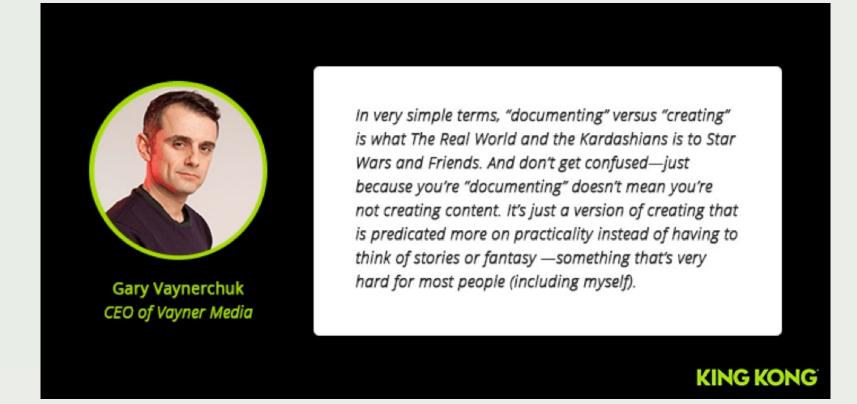
"HOW TO" INSTRUCTIONAL GUIDES

**INSPIRATIONAL/MOTIVATIONAL CONTENT** 

**KNOWLEDGE BASE** 



#### **DOCUMENT DON'T CREATE**





#### THE GARY VEE CONTENT MODEL

#### THE CONTENT PYRAMID



One long form piece of content (i.e my daily vlog, Q&A show, keynotes, or podcast)



Create short-form pieces of content (i.e articles, memes, images, quotes, stories, mashups, remixes, rants, GIFS, etc.)



Distribute all content on relevant social platforms

















#### WHAT PLATFORMS ARE BEST TO VLOG?

- 1. YOU TUBE
- 2. FACEBOOK/FACEBOOK LIVE
- 3. INSTAGRAM AND INSTA LIVE (IGTV)
- 4. TWITCH IRL
- 5. FLICKR (90 SECS VIDEO)
- 6. DAILY MOTION (HIGH QUALITY)
- 7. VIMEO (MORE PRO)
- 8. D TUBE (BLOCKCHAIN)
- 9. PATREON
- 10. VIDDLER
- 11. VEOH-(VLOG SERIES)



#### **TOP 10 TIPS FOR GETTING STARTED**

- 1. FOLLOW YOUR PASSION
- 2. FOCUS ON A NICHE
- 3. CREATE FOR YOUR AUDIENCE
- 4. BE CONSISTENT
- 5. ADD THEMATIC CONTENT
- 6. ASK FOR FEEDBACK
- 7. STAY ON TREND
- 8. DON'T TRY TO GAME THE SYSTEM JUST FOCUS ON GREAT CONTENT
- 9. UPGRADE WHEN YOU CAN
- **10. TELL STORIES**







#### TOP TIPS FOR BEING ON CAMERA

- MAKE AN IMPACT IN THE FIRST 15 SECONDS
- BE YOURSELF DON'T COPY
- JUST CHAT BE FRIENDLY
- LOOK AT THE LENS NOT THE SCREEN!



## **BUILDING AN AUDIENCE**

- COMMENT ON OTHER VLOGS/BLOGS
- LEVERAGE SOCIAL MEDIA
- COLLABORATE ON YOUTUBE
- PATIENCE
- BUILD YOUR BRAND
- CUSTOMIZE YOUR YOUTUBE PROFILE
- ATTRACTIVE TITLES/THUMBNAILS
- ASK FOR FEEDBACK
- USE ALL PILLARS OF CONTENT
- YOUTUBE FAN FINDER
- CALL TO ACTION-LIKE/SUBSCRIBE, ETC.
- KEEP TESTING



#### SOME USEFUL STARTER KIT

- A LAVALIER LAPEL MIC FOR YOUR PHONE
- A PHONE STAND
- A LED RING LIGHT...
- HD 1080/4K CAMERA OVER £100
- AN ATTRACTIVE OR APPROPRIATE BACKDROP /LOGO
- USE A VIDEO EDITING APP LIKE "IN-SHOT" OR "CLIPS"



#### **TOP 10 "FREE" PROGRAMS/APPS FOR VLOGGING**

- 1. IN SHOT
- 2. CLIPS
- 3. I-MOVIE
- 4. ADOBE PREMIERE RUSH
- 5. VIDEOPAD
- 6. HIT FILM EXPRESS
- 7. BLENDER
- 8. OPENSHOT
- 9. DA VINCI RESOLVE
- 10. FILMORA





Q&A



### **Business Gateway East Dunbartonshire**

- Offices in Kirkintilloch and Milngavie
- Here to support both people planning on setting up their own business and existing companies within East Dunbartonshire
- We provide practical assistance, training workshops, networking opportunities and information on the support available throughout the enterprise network and beyond
- Call 0141 578 8530 to arrange to meet a Business Adviser



