

Marketing & Outfitter Business Development



## Marketing Tourism



Share with the world what TN market/trade ready members offer



Promote best locations for visitors and the operators in those communities



Create long term marketing opportunities for members

## Website Statistics

\*April 1, 2018-March 31, 2019







## Web Facts

Sessions 185.5k

> **Users** 144.5k

> > Page Views 401.3k

## Visits by Country



10,199 sessions



**4,311** sessions



448 sessions

## Fav. Pages

- 1) How to get here
- 2) Iqaluit
- 3) Weather
- 4) Flowers of the Arctic
- 5) People of Nunavut

#### Social Media

32,911 organic reacl

4,745

## Top Google Searches

Travel - 13.1k

Activities & Attractions - 2.6k

Where to stay - 5k

Fishing - ak

Hiking - 109

Wildlife Viewing - 4.1k

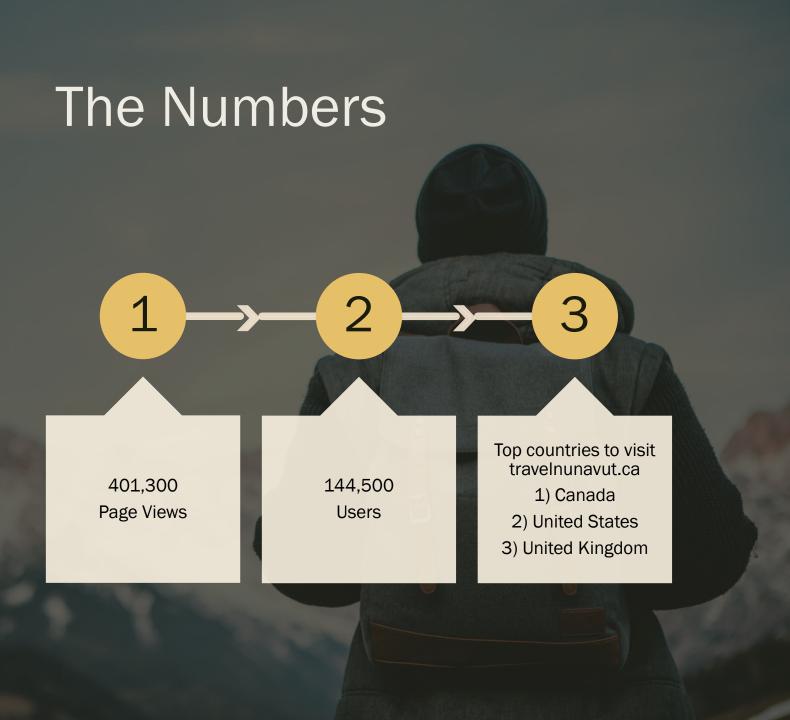


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# WHAT THE NUMBERS TELL US.







## **SOCIAL MEDIA GROWTH**



13,000

**FACEBOOK** 

Demographic of followers 47% women 52% men - 45-54 years is the largest group

3,700

**TWITTER** 

Average impressions 11,000

1,599

YOUTUBE

Videos range in views from 3,000 - 167,000

4,133

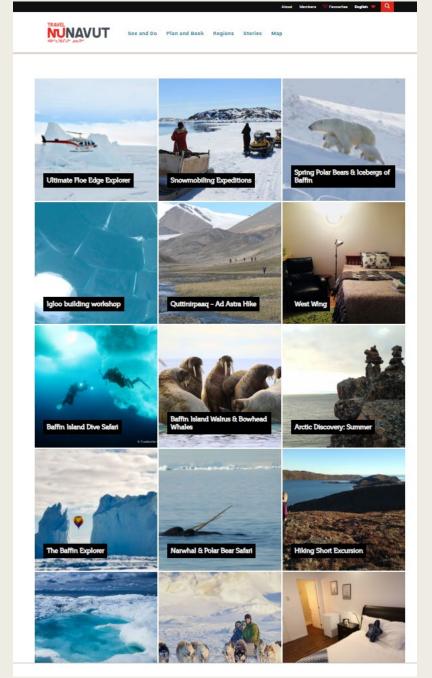
**INSTAGRAM** 

42% of followers are 25-34 year olds 56% are women 44% are men

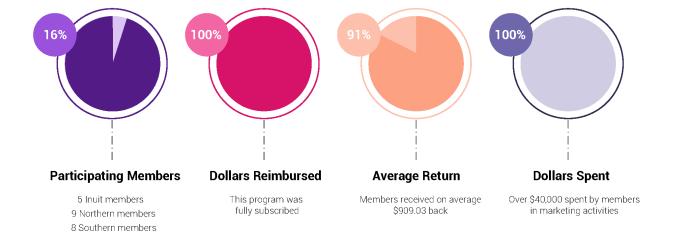


# How can I list my packages on the TN website?

- You have to have 1 or more package(s)
- Log in to the Extranet (TN staff can send your username/password)
- Build your package under collateral, add photos (TN staff can assist)
- Check off the box to ensure that it shows on the Destination Nunavut website
- Within 24 hrs your listing will go live



## MARKETING ASSISTANCE PROGRAM



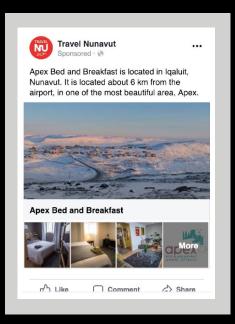


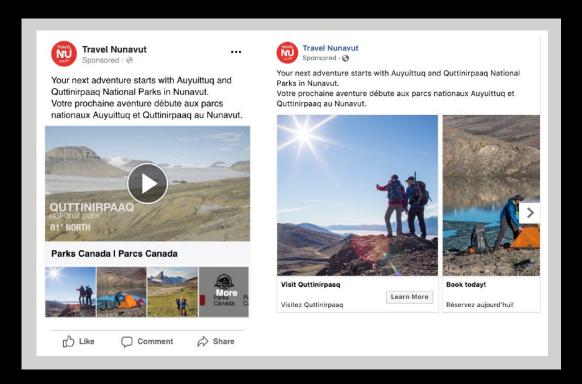
# Changes to Marketing Assistance for 2019-2020

 This program reimburses members up to 50% of eligible marketing expenses up to a maximum of \$1000\* per fiscal year

\*dependent on how many applications are received

- Eligible members are in the \$100 to \$800 membership categories.
- Applications are due February 14, 2020
- Examples: website/email, printing of brochures, business cards, tradeshow material, travel to trade shows, booth space, advertising (all mediums)





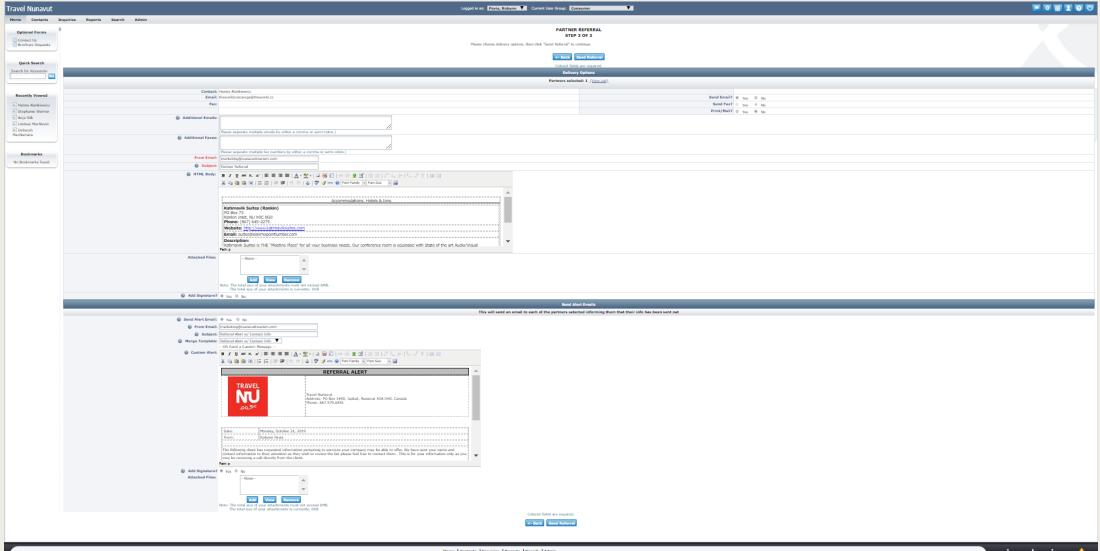
## Co-Op Advertising

3,202,311 Impressions

18,804 Clicks Targeted
Major Cdn cities
30-65+
Frequent travellers

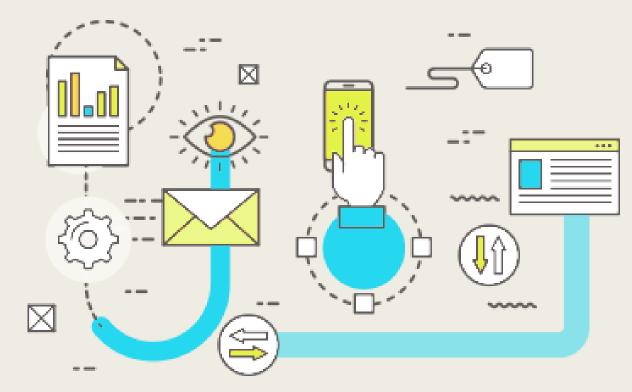


## Referrals



## Marketing Automation

- Automated sales and marketing (it works while you are not)
  - Opportunity to send potential clients your marketing material
  - Lets you reach out to those clients, keeping you top of mind
- Less leads fall through the cracks or don't result in sales
- Consistently keep leads moving through the sales process
- Available for Market/Trade Ready members







## **Business Capacity/Incubator**

## **Capacity Building**

- Members that want to grow their business
- Time spent in your community going over ideas for packages, invoice/quotes, pricing etc.
- Follow up time after for questions, conversations and creating material suitable for trade & industry shows

## Incubator

- Intensive 2 weeks in TN office in Iqaluit
- Appointments with small business support services like banks, and funding agencies
- Time to work on your business and getting tasks completed (websites, marketing material, bookkeeping system set up etc)

Ask us how you can participate in these programs!



#### T.N. Website

You can find member benefits, membership applications as well as a place to promote packages

#### **Training Material**

T.N has a variety of guides, videos and books on operating a tourism business, sample policies/procedures

#### **Member Newsletter**

T.N. sends out a newsletter to members monthly

### Workshops

8 workshops in 8 communities with an average of 20 participants geared toward business development

#### **FAM Trips**

T.N offers members the opportunity to showcase their business by bringing in photographers, bloggers & journalists

#### **Trade Shows**

You can attend trade shows, conferences and consumer events geared to learning & comoting your business





## THANK YOU

marketing@travelnunavut.ca