

THE PROSPECTOR

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BUSINESS

GOALS

Miriam Jazovi, an independent music artist, desires a transmedia marketing campaign to promote her music and brand with the intention of garnering new fans in the late-teen to early adult demographic. Her reach will be world-wide for frequent users of social media and avid music listeners through a campaign in the spring of 2023 that will run over social media, a dedicated website, and a live streaming event.

SUCCESS INDICATORS

- Reach 30 new monthy listeners on Spotify
- Gain 5 followers on Instagram
- Gain 5 followers on TikTok
- Get 200 views on one TikTok

USER NEED

Miriam Jazovi is an **independent musical artist** that writes minimalist-production acoustic songs. She got her first guitar at 16 years old, and since then has been writing as a form of emotional expression. Her debut, *Escape Hatch*, is an EP that was released in October of 2018 when Miriam was 18. There are six tracks on the EP: "Bodies of Water," "The Problem Solver," "If I," "Everything Is Fine," "Please," and "To You." The raw feeling in her lyrics are carried by the simple melodies and sweetness of her voice.

Using the digital distributer, DistroKid, Miriam Jazovi released her EP across different platforms at once including, but not limited to, "iTunes, Spotify, Apple Music, YouTube Music, Amazon, Deezer, Tidal" (DistroKid). As independent artists get better access to publishing their own music, more gets released consistently. DistroKid states that its "catalog holds nearly 20 million tracks, from more than 2 million artists" (DistroKid) with an estimation of distributing about "30-40% of all new music in the world" (Stassen, 2021).

Though that number can sound alarming in regard to competition, musicians have a unique business that is not "stolen" by others making similar music. The more content in that genre, the higher the chance for people to get interested in it and seek out similar musicians. "Decisions made about which bands or artists to support are made almost entirely on an emotional level. People seek out musicians who reflect their own personality, passions, and musical style" (Hodgson, 2022). Artists must gain fans, and fans are not exclusive to a single artist. As long as there is interest in this style and genre of music, there is reason to create and market it.

According to American Pride Magazine (2022), there is reasonable evidence to support marketing independent artists like Miriam Jazovi.

Indie music is a driving force of the music industry and a big part of the future of music. Measured by revenue of the Independent Label Music Production industry is \$375.2m in 2022. In fact, the market share of independent acts jumped up by 9.2%, to 43.1% in 2022 generating an additional \$2.1 billion for the industry.

The key to the campaign is showcasing Miriam Jazovi as a personality that people will attach to and want to hear more from. This campaign is creating a lasting fan-base of the rising group of people seeking to discover new music from small artists.



ZAG STATEMENT (POSITIONING)

An earnest, smalltown musician in Texas that creates songs with emotionally profound lyrics for introspective
young adults around
the world

who seek
heartfelt and beautiful
music to listen and
connect to

that can be found on their preferred music streaming platform.

THE COMPETITION

SMALL SINGER/SONGWRITERS









- About 24 years old
 - United States (NY)
 - · "California raised, Texas educated, and · New York based" (Coppola).
 - https://www.bellacoppola.com/

- 19 years old
- England
- "From a village just outside of Stevenage, Nottingham" (Tinpot Records, 2022).
- https://linktr.ee/SophieOdira
- https://www.tinpotrecords.com/artists/ sophie-odira

- 23 years old
- Australia
- https://linktr.ee/lucyeaton

- 23 years old
- United States (CA)

Discography • I Regret Nothing - Single (2019)

- Vodka Lemonade Single (2019)
- I Regret Nothing EP (2019)
- Forbidden Fruit Single (2020)

- Naked Single (2021)
- Little Love Single (2021)

- Rotten Love Single (2020)
- · Your Saddest Great Achievement -Single (2022)
- Prince Prospero Single (2018)
- Mr. Styles Single (2020)
- Tarot in the Park, Tulips, I Would Give it Up For You, Till the End of the Line -Singles (2021)
- Lavender Single (2022) • Little Women - EP (2022)

No found social media

Audience • "9,554 monthly listeners" (Spotify).

- "18,899 monthly listeners" (Spotify).
- "4,199 monthly listeners" (Spotify).
- "7,782 monthly listeners" (Spotify).

- Social Media · Instagram 6,764 followers
 - TikTok no account
 - YouTube 153 subscribers

- Instagram 2,578 followers • TikTok - 34.900 followers
- YouTube 223 subscribers
- Instagram 11,800 followers • TikTok - 14.900 followers
- YouTube 123 subscribers
- Produced by Marcus Lee

- Production Produced by Flor Audio
 - · "...currently playing Jane Seymour in Six on Broadway" (Coppola).
- Produced by Nathan Cox
- Tinpot Records

self-produced

SWOT ANALYSIS



- Multifaceted artist (songwriter, singer, guitarist)
- Easy access to artistic
 collaborations online
- Connections in both Midwest and Houston, TX
- Knowledge of and access to trumpet, piano, melodica, and accordion
- Artist is in same demographic as target audience

- Lack of funding for production
- Individual artist, not represented by a label, no production team
- Competing priorities as a student artist (full-time student, work, no time to write music)
- No new music since 2018

- Popularity growth in genre, "market share of independent acts jumped up by 9.2%" (American Pride Magazine, 2022).
- "Houston City Council established first Houston Music Advisory Board... to help foster economic development of local musicians" (City of Houston, 2023).
- Rise of TikTok as a platform for artist discovery, "75% of TikTok users in the U.S. use TikTok to discover new artists" (TikTok, 2021).
- "41% of users are between 16 and 24 – the age group that streams the most music" (Audiohype, 2022).

- Low payout from streaming services
- "90,000 streams per month to earn a minimum wage" (Bhatia, 2021).
- Online music piracy, "Music theft also leads to the loss of \$2.7 billion in earnings annually" (RIAA, 2023).
- Faulty equipment, necessary upgrades
- Potential TikTok ban,
 "TikTok CEO Shou Zi
 Chew testified... on
 March 23, 2023, amid
 calls from members
 of Congress for the
 federal government
 to ban [TikTok]"
 (Jacobson, 2023).

As a songwriter, Miriam Jazovi is transparent about her mental health and familial struggles, making her music authentic and emotionally resonant with her audience.









TARGET MARKET 01

College Students

- Age 20-24
- Male or Female
- Race/Ethnicity: any (mostly white/ Hispanic)
- Location: suburb of Houston, TX
- Language: English
- Typically stressed with homework
- Likes: social media and art
- Dislikes: deadlines and stress
- Strengths: creativity, kindness
- Weaknesses: insecurity, time management, little money

TARGET MARKET 02

Post-College Young Professionals

- Age 25-30
- Male or Female
- Race/Ethnicity: any
- Location: small town in Midwest
- Language: English
- Has more time and money to spend
- Works an office job
- Likes: art and music
- Dislikes: debts
- Strengths: financial stability, hardworking
- Weaknesses: patience

TARGET MARKET 03

Fellow Artists & Collaborators

- Age 20-28
- Male or Female
- Race/Ethnicity: any
- Location: Houston, TX
- Language: English
- Spends lots of time online
- Avid social media user
- Supports local artists by collaborating with them
- Strengths: creative talents, has a following on social media
- Weaknesses: busy schedule, hard to get a hold of, conceited

LINK TO TARGET DEMOGRAPHIC SURVEY

 $\underline{https://docs.google.com/forms/d/e/1FAlpQLScTLojrCZpVJKsl8idNbYKV0pOlokYJZjk-X0Ft3kRSUSzFWw/viewform?usp=sf_linkwlspresserver. \\$

- (R. Benavides, personal communication, February 6, 2023)
- (E. Bustamante, personal communication, February 6, 2023)
- (E. Doering, personal communication, February 6, 2023)
- (J. Doering, personal communication, February 6, 2023)
- (A. Hooke, personal communication, February 6, 2023)
- (F. Le, personal communication, February 6, 2023)
 (K. Ma, personal communication, February 6, 2023)
- (J. McGregor, personal communication, February 6, 2023)
 (L. Menedez, personal communication, February 6, 2023)
- (L. Menedez, personal communication, February 6, 2023)
- (N. Rees, personal communication, February 6, 2023)
- J. Rowe, personal communication, February 6, 2023)
- . Sharron e, personal communication, rebruary 7, 2023)
- (D. Vu, personal communication, February 6, 2023)
 - Walker, personal communication, February 6, 2023)

TARGET MARKET PERSONA

KATHERINE MENDOZA

Katherine Mendoza is a 21-year-old junior in college near Houston, Texas who loves music, drawing, and traveling. In her free time she plays video games and often browses Instagram, YouTube, and TikTok. She is an introvert and does not spend much time socializing, and as a result, tends to feel nervous talking to people. Though she is a creative and fast learner, she falls subject to procrastination and stress easily. As she gets closer to graduating, the stress of school grows larger, causing her to seek emotional comfort from media. One way she finds comfort is through music with significance that she can relate to. Her favorite genres are indie folk and alternative rock. Katherine likes to follow artists that communicate and have a good relationship with their fans as well as promote positive messages to the world.

INSIGHTS

Staying active on social media is the key to success in securing a loyal fan-base. Finding the right social media platform to target an audience is important as well. The "main user base" of TikTok ranges "from 18 to 24 in age" (Amuse, 2022). For a music artist, TikTok is a vital social media platform due to trends of increasing discover-ability for independent artists. In an article posted by Amuse, it is stated that "songs that trend on TikTok often end up charting on the Billboard 100 or Spotify Viral 50. And 67% of the app's users are more likely to seek out songs on music streaming services after hearing them on TikTok" (2022). Another article states that TikTok has the highest user engagement over any other platform. "Micro-influencers had engagement rates of 17.96% on TikTok, 3.86% on Instagram, and 1.63% on YouTube" (Geyser, 2023).



KATHERINE MENDOZA

Age: 21

Gender: Female

Ethnicity: Latina/White

Location: Katy, TX

Social Media: Instagram, YouTube, TikTok

Hobbles: singing, drawing, traveling

Likes: music, animals, reading

Dislikes: snakes, waking up early, bugs

Strengths: creative, friendly, a good listener Weaknesses: procrastination, social anxiety,

patience

Desires: traveling the world

Fears: losing people close to her

BUSINESS MODELS

CURRENT REVENUE SYSTEM FOR MIRIAM JAZOVI



Nguyen from D4 Music Marketing explains that "as an independent artist, you have 4 general business models you can adopt to mold and build your music career around" (2022) with these being the "streaming model, sales driven, membership, and live-streaming."

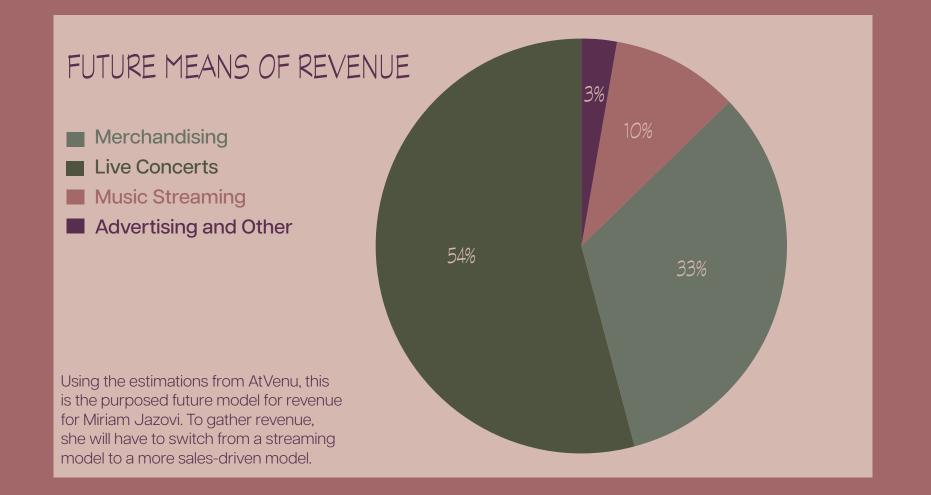
Miriam Jazovi is currently only engaged in the streaming model. To make a liveable income off of being a music artist alone, she will have to switch business models as illustrated on the next page.

Projections are based on Miriam Jazovi's song streams and cost of production from 2018 to now.

	2023	2024	2025	2026	2027
REVENUE	\$ 60	\$ 150	\$ 325	\$ 550	\$800
EXPENDITURES	\$20	\$220	\$120	\$ 220	\$320
NET	\$40	-\$70	\$ 205	\$330	\$480

(DistroKid, 2023 (Spotify, 2023)

Heeren, personal communication, February 4, 2023



'An artist would need more than 16,600 streams in order to make a measly \$100' (Samadpour, 2020).

Knowing the average band tee price is \$3 selling one is equivalent to almost 9,000 streams" (At Venu. 2021).

"Even small cap artists make 3x mor per show than a year's worth of streaming royalties" (AtVenu, 2021).

" Every 1,000 streams on Spotify could pay about \$4.37... Apple Music, it's \$7.35 for every 1,000... for every 1,000 streams on Youtube, you would only net \$0.69" (Nguyen, 2022).

PROJECTIONS & BUDGETING

	COST	MAN HOURS	ON-GOING DEVELOPMENT
WEBSITE	- \$0 man hours (personal time) - \$0 Wix domain	8 hours	1 hours per month @ \$12 per hour
VIDEO	 \$20 DistroKid annual subscription \$0 man hours (personal time) \$0 music (use Miriam Jazovi) \$0 camera and sound equipment (rental from University of Houston) \$20 monthly subscription Adobe Creative Suite (student discount) 	24 hours	None
SOCIAL MEDIA	 \$0 man hours (personal time) \$0 personal photography \$0 Buffer.com free subscription 	10 hours	5 hours per month @ \$12 per hour
AR	- \$0 man hours (personal time) - \$0 Spark AR	7 hours	None
LIVE STREAM	- \$0 man hours (personal time)	8 hours	None

PRODUCTION TEAM



Miriam Lowry is an undergraduate student at the University of Houston in the Digital Media Program. She is a 23-year-old artist from the Midwest, currently based in Houston.

MIRIAM JAANI

All creative content under the IP Miriam Jazovi, including music, photography, and logos used in this campaign is copyrighted by Miriam Lowry. All laws were followed and adhered to.



COPYRIGHT, IP, LICENSING

TRATMENT

TAGLINE & SYNOPSIS

MIRIAM JAZOVI "THE PROSPECTOR" MARKETING STORY

UNEARTH THE PROSPECTIVE GOOD

Synopsis

The Prospector searches for the good out of unlikely places and is looking for a team which she will recruit through social media. She wants to share what she's found with others and help them search for their own gemstones.

SOCIAL MEDIA: Instagram and TikTok - announcement posts and audience challenges

VIDEO: YouTube - A simple, easy-going music video to accompany the Miriam Jazovi's tranquil music.

LIVE STREAM: Instagram - Connect with audience via a live music performance

WEBSITE: Wix - Website for Miriam

Jazovi's music, featuring a page about
the Prospector's story

AR: 3D filter for Instagram that changes the user's surroundings into a cave with rocks and gemstones

Act 1: The Prospector is lonely and in search of something or someone to guide her towards hope. She finds and assembles a team of other prospectors (the audience).

Act 2: The team of prospectors journey into The Dark Cave. While in the darkness, the weight of the rocks they are collecting slows them down. They start to grow fearful of the darkness and worry they will never make it out.

Act 3: The Prospector, having made this journey before, hums a melody to keep the rest of the team distracted from their worries until they see the light at the entrance of the cave. Once in the light, the team sees that heavy rocks they were carrying are gemstones of great value.







BACKSTORY

THE PROSPECTOR'S BACKSTORY

A young prospector, simply referred to as just "The Prospector," has traversed many lands and scoured many caves to search for the good things that may come out of unlikely places. She lost her family when she was young and is aware of how grim the world can be. Since then, instead of fixating on the bad, she been searching for the beauty in the world. After traveling alone for so long, she begins to grow lonely and weary of her journey. She seeks out to recruit other prospectors to help them unearth the prospective good of their futures as well as give herself new purpose through music.



SETTING:

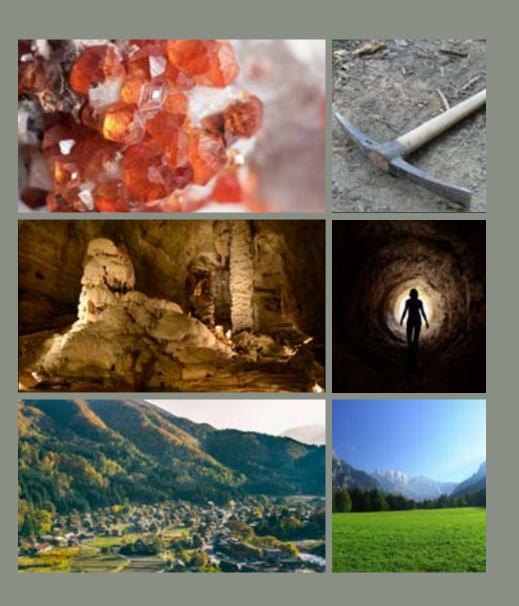
- Mountains
- Caves
- Small village

LOOK & FEEL:

- Cold to warm
- Naturally beautiful
- Visually pleasing
- Calm

EMOTIONAL IMPACT:

- Encouraging
- Heartfelt
- Uplifting
- Loving



CHARACTERIZATION & ATTITUDE



MIRIAM JAZOVI

The Prospector / 23 / single / female / Hispanic American

ROLE	Searches for gems in dark caves
MOTTO	"Unearth the prospective good"
TRAITS	Caring, reliable, enduring, optimistic, brunette, small and petite
STRENGTHS	Able to find the good in a situation, motivational
WEAKNESSES	Physically small and weak appearance
DESIRES	Helping others find good from the bad
FEARS	Isolation and failure
LIKES	Admiring Earth's beauty, lifting others' spirits
DISLIKES	Abandonment, arguing, despair



HARDSHIPS AND CHALLENGES IN ONE'S LIFE

The Dark Cave / ageless / single / no family / no nationality

ROLE	Main antagonist, represents fear and hopelessness
MOTTO	"You'll never make it out"
TRAITS	Dark, gloomy, damp, depressing
STRENGTHS	Does psychological damage
WEAKNESSES	Cannot attack physically
DESIRES	To make everyone as miserable as they are
FEARS	Not being threatening, being to easy to traverse
LIKES	Tormenting lost souls, confusing people, trapping people inside
DISLIKES	Being helpful, giving hope, confident people



CHARACTERIZATION CONTINUED



BEAUTY OR ART THAT CAN COME FROM PAIN (MIRIAM JAZOVI'S MUSIC)

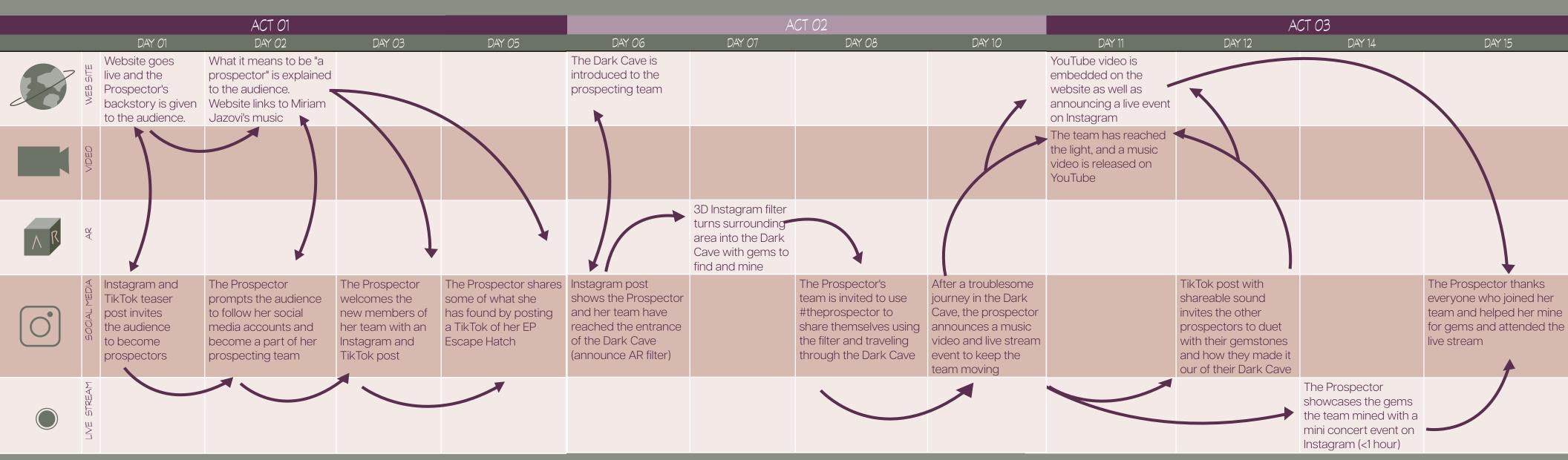
Gemstones / ageless / single / no family / no nationality

ROLE	Represents value, beauty, and joy
MOTTO	"Beauty from strength"
TRAITS	Solid, shiny, strong, beautiful, colorful
STRENGTHS	Averse to scratching or damage
WEAKNESSES	Heavy and difficult to find
DESIRES	To bring joy and hope to those that find them
FEARS	People disregarding their value
LIKES	Making others happy, being appreciated
DISLIKES	Hurting others, having their worth rejected

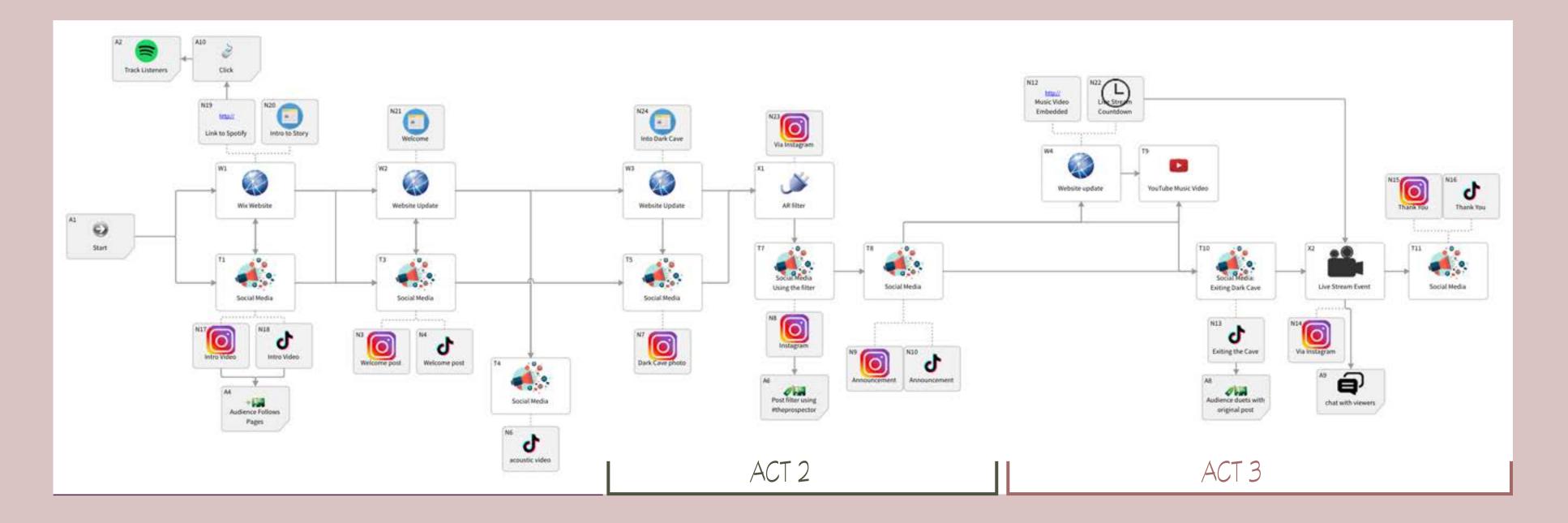


FUNCTIONAL

USER JOURNEY WITH PLOT POINTS



XMPIE USER JOURNEY



USER CENTRIC SCENARIOS



TARGET MARKET 01

College Students

Age: 20 - 24 Gender: Any

Education and creative oriented, uses social media to communicate



TARGET MARKET 02

Post-College Young Professionals

Age: 25 - 30 Gender: Any

Business and money oriented

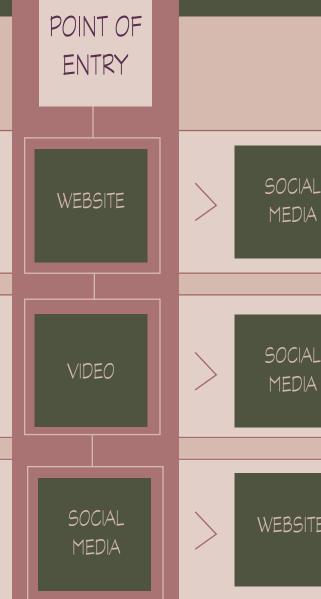


TARGET MARKET 03

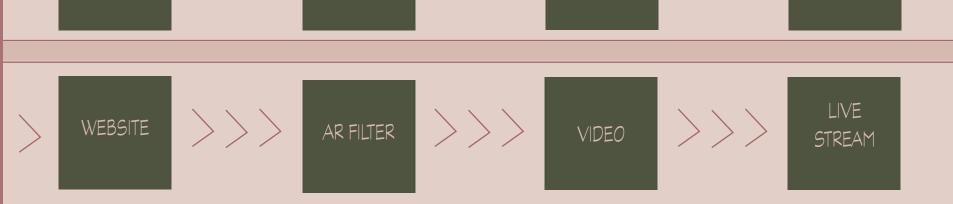
Fellow Artists & Collaborators

Age: 20 - 28 Gender: Any

Creative oriented, often on social media







RULES OF ENGAGEMENT

PRIVACY OF DATA

- Spotify: "The type of data collected and used depends on the type of Service Option you have... how you create your account, the country you are in, and if you use third party services to sign in" (Spotify, 2023). Spotify collects information about your devices and network connection as well as user habits like searches, playlists, and streaming history.
- YouTube: " We do not sell your personal information to anyone. We use the information we collect to customize our services for you, including providing recommendations, personalizing search results, and serving relevant ads for you" • (Google, 2023).
- **Instagram**: Information is used to personalize user experience. Information is never sold. "We may disclose your Personal Information for business purposes, with strict restrictions" (Meta. 2023).
- **TikTok:** TikTok collects information from and about you, including what you provide, from other sources, and automatically collected. "TikTok does not sell your personal information... [and uses] reasonable measures to help protect information from loss, theft, misuse, unauthorized access, disclosure, alteration, or destruction" (TikTok, 2023).

TERMS & CONDITIONS

- **Spotify:** Must be 18 or older, or at least 13 with parental consent. "You may need to create a Spotify account to use all or part of the... service. You are responsible for all use of your username and password" (Spotify, 2023).
- YouTube: Users must be at least 13. Users are not allowed to access. reproduce, download, distribute, transmit, broadcast, display, sell, license, alter, modify or otherwise use any part of the Service or any Content" (Google, 2022).
- **Instagram**: Users must be at least 13, not prohibited from service, not have a disabled account from previous violation, not be a sex offender. "You can't do anything unlawful, misleading, or fraudulent or for an illegal or unauthorized purpose" (Meta, 2023).
- **TikTok**: "If you are under age 18, you may only use the Services with the consent of your parent or legal guardian" (TikTok, 2023). Users cannot access services if they are not legally able to agree to terms, distribute or sell any of the services, or harass others on the platform.

USER CONTRIBUTION

Expected user engagement at the time includes:

- Music, streamed through Spotify
- Social Media: using Instagram, TikTok, and YouTube

SERVICE BUILDS











WEB BUILDS

Wix Website

EXISTING RESOURCES

NON-WEB SOFTWARE BUILDS

3D AR Filter for Instagram

VIDEO PRODUCTION

PHYSICAL BUILDS

None

PLATFORMS AND CHANNELS



PRODUCTION TIMELINE



DESIGN

CAMPAIGN LOOK & FEEL

Miriam Jazovi seeks to provide an aesthetic that captures the feeling of her music.

Her graphics and design will appear sharp yet fragile to signify the poignant and emotionally exposing nature to her songs.

COLORS

Miriam's color palette has a soft, muted impression. The colors are earthy-tones that do not aim to jump at the viewer, but rather comfort and soothe them. Each color in the palette is remeniscent of gem stones, reflecting that while plain and from the earth, they have something of worth value to share.

R 88	R 162
G 45	G 104
В 78	B 105
C 62	C 33
M 87	M 64
Y 42	Y 50
K 36	K 10
#582C4D	#A26769

TONE OF VOICE

Miriam Jazovi's writing tone is sweet and comforting with a trace of melancholy. Sentences juxtapose from flowery metaphor to short and to the point. The choice of words used throughout her campaign must flow freely like lyrics in a song.

	R 106	R 79
85	G 114	G 84
	B 104	B 65
	C 59	C 63
	M 44	M 50
	Y 56	Y 72
	K 17	K 38
58982	#697268	#4E534O

2D IMAGERY

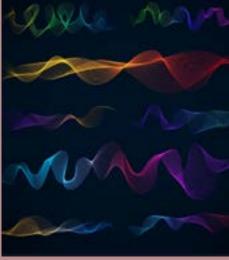
Throughout the campaign, professional photography will establish and capture Miriam's energy and feel of her music. Logo and graphics are to be sharp and angular, yet thin and dainty.



3D IMAGERY

Within the campaign, Miriam Jazovi will use 3D imagery to enhance her fans listening experience. With a camera filter, the viewer can visualize the music in waves that fly around the room as well as scan a vinyl to witness the music spring to life.





TYPOGRAPHY

For cohesiveness in Miriam Jazovi's brand, sans serif fonts will be used. To mimick the the angular shape of her logo as well as provide a home-made feel, reflecting the bedroom studio sound of her music, Carrotflower will be used for titles and headers. To counter its sillier energy, the body copy will be treated with sleek, easy-to-read Articulat.

HEADER FONT SAMPLE ARTICULAT CF LIGHT

SUB-HEADER FONT SAMPLE
GRAPHITE STD LIGHT NARROW

TEXT FONT SAMPLE

Articulat CF Light

MEDIA DESIGN STYLES



Music videos will have soft lighting and comforting visuals

Example of music video

- <u>"Orlando" by Leith Ross</u>



AR experience will have 3D music visualizations

Examples of what they could look like are below

- Abstract Music Visualizer
- Luminance Music

<u>Visualizer</u>

- AR Visual Vinyl



Any music video produced for the campaign with be accompianed by Miriam Jazovi's music on her EP, "Escape Hatch"

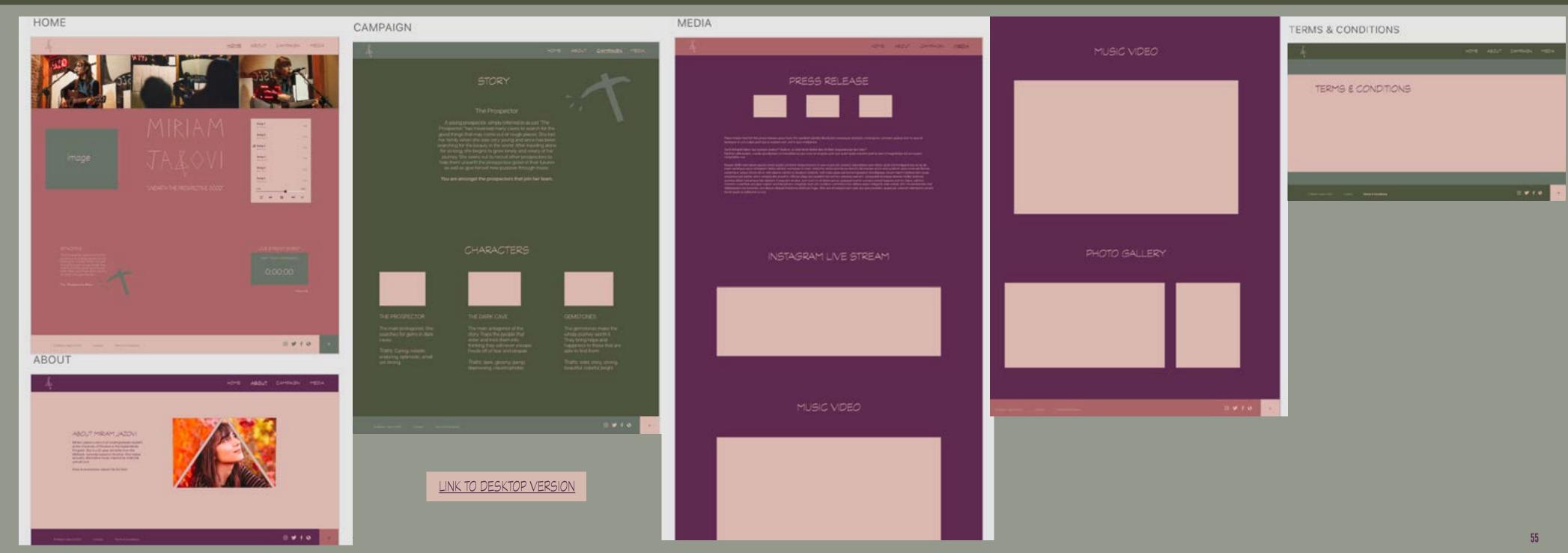
- # Title
- 1 "Bodies of Water"
- 2 <u>"The Problem Solver"</u>
- 3 <u>"</u>
- 4 <u>"Everything Is Fine"</u>
- 5 <u>"Please"</u>
- 6 <u>"To You"</u>

TECHNOLOGY

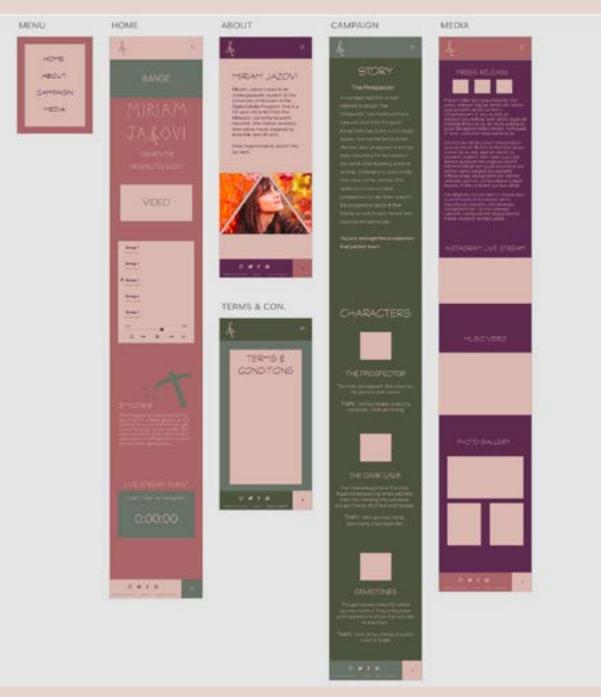
PLATFORM VISION & SERVICE BUILD INFRASTRUCTURE

	BUILT IN	FINAL FILE FORMAT	DISTRIBUTED THROUGH	PLATFORM DISTRIBUTION DEVICE
WEBSITE	WiX	HTML, CSS, JAVASCRIPT (1) (1) (2) (3) (4) (5) (5) (5) (5) (6) (7) (7) (7) (8) (8) (9) (9) (9) (9) (9) (9	Browsers	Apple, Android, Windows, PC & Mobile
MUSIC VIDEO	Adobe Premiere Pr	Exported as MP4	Browsers via YouTube	Apple, Android, Windows, PC & Mobile
SOCIAL MEDIA ASSETS	Adobe Photoshop, Premiere, Microsoft Word Ps Pr W I I I I I I I I I I I I	PNG, text, MP4	Browsers via Instagram and TikTok	Apple, Android, Windows, PC & Mobile
LIVE STREAM	Script in Microsoft Word	Streamed in Instagram, exported as MP4	Instagram	Apple, Android, Mobile
AR EXPERIENCE	Meta Spark	AREXPORT	Instagram	Apple, Android, Mobile

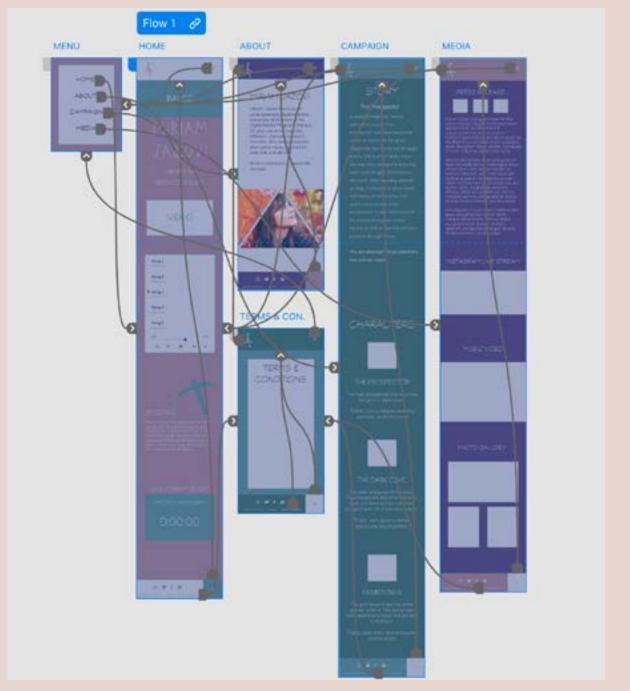
DESKTOP WIREFRAMES



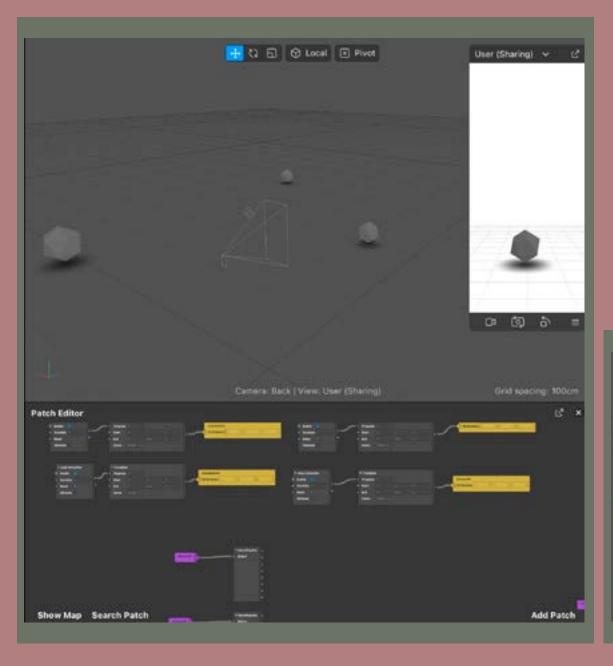
MOBILE WIREFRAMES



LINK TO MOBILE VERSION



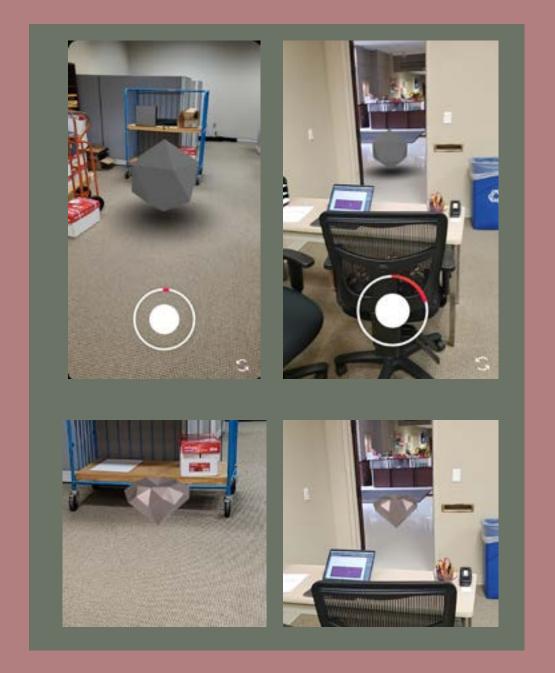
AR EXPERIENCE



TRY FILTER HERE







AR FILTER

The AR experience adds interactivity into the story of the campaign. The user gets to mine for gemstones to help the Prospector and act as part of her team.

CREATED

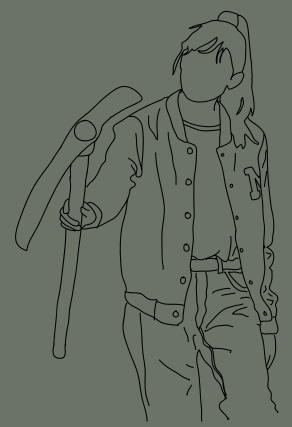
ASSETS

POSTER

This poster will be used to announce the live stream event on Instagram. The imagery will be used in social media posts, and the full poster will be displayed on the media page of the website.







VIDEO SCRIPT

"THE PROBLEM SOLVER" Music Video

Total Duration: 55 seconds

DURATION	VISUALS	AUDIO
SHOT # 1 0:02	Setting: Outside, open field/ park area. CU of grass, camera pans from right to left.	SFX: Birds and outside ambient noise SFX: Short pops of static noise
SHOT # 2 0:04	Setting: Outside, open field/ park area MCS: Miriam is walking towards camera.	"The Problem Solver" by Miriam Jazovi starts playing. Lyrics: If I ignore all my problems then they'll just go away.
SHOT # 3 0:03	MCS continues. An animated blob moves behind Miriam in the background.	Lyrics: I know it's not true, but it's something I say.
SHOT # 4 0:05	Three shot: Miriam stands in a group of two other people. They are talking while Miriam nods and smiles, not saying anything.	Lyrics: And I have noticed I talk more to myself than anyone else.
SHOT # 5 0:02	Pan to screen left as scene changes. FS: Miriam walks away from the group and is abruptly stopped by the blob.	Lyrics: It's probably due to my poor mental health.
SHOT # 6 0:01	FS: Miriam dismisses the blob with her hand and walks past.	Lyrics: I should be fine though.
SHOT # 7 0:03	CU on Miriam's shoes as she's walking. She almost steps into a hole before stopping her foot and moving it out of the way to see that she would have fallen.	Lyrics: I still have yet to die, so I think I'm good.
SHOT # 8 0:03	CU of Miriam's face, realizing she almost hurt herself. She looks a little shaken, but quickly dismisses it with a nervous laugh.	Lyrics: I mean, what would be the likelihood?

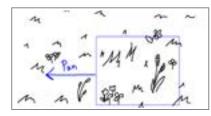
SHOT # 9	WS: Miriam picks up a pickax (or similarly	Lyrics: I'm an expert problem solver. Look at me go.
0:03	shaped tool) and swings it into the ground.	
	When it strikes, the blob comes bursting from	
01107 # 40	the point of impact.	
SHOT # 10 0:04	CU of Miriam's face as she rolls her eyes and looks exasperated at the sight of the blob.	Lyrics: If you need some advice, just let me know.
SHOT # 11 0:03	WS: Miriam in athletic wear, going for a jog.	Lyrics: And lately I've been working on my cardio.
SHOT # 12	The camera tracks her until she runs into the	Lyrics: I'm constantly running from my fears, and oh
0:04	blob, and she immediately turns around and runs the opposite direction at a higher speed.	
SHOT # 13	MS: Miriam goes into a room and slams the	Lyrics: I know I should fix this, but I don't know how.
0:03	door behind her. She leans back against the door, out of breath.	
SHOT # 14	CU: Miriam looks worriedly behind her at the	Lyrics: Maybe later I can figure it out. But not now!
0:04	door and bites her lip.	
SHOT # 15	MS: Miriam steps away from the door and	Lyrics: No, not now!
0:04	slowly turns around.	
SHOT # 16	Miriam's POV: Miriam's hand reaches out and	Lyrics: I've got other things to think about.
0:02	opens the door.	
SHOT # 17	The blob launches forward and engulfs the	The last two strums of the guitar sound, ending the song
0:01	screen.	abruptly.
	Video fades to black.	
SHOT # 18	White text fades in over black screen. Text	SFX: Static noise sounds and fades out
0:04	reads: "Follow Miriam Jazovi on Instagram	
	and TikTok @miriamjazovi"	

VIDEO STORYBOARD/THUMBNAILS

PROJECT NAME: Miriam Jazovi "The Problem Solver"

PAGE 1 OF 3

SHOT 1:



ACTION: CU of grass, pan to left

SFX: Birds chirping, wind blowing

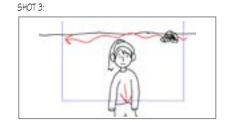
SHOT 2:



ACTION: MCS: Miriam walking towards camera

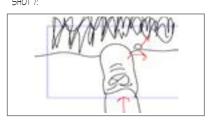
DIALOGUE: If I ignore all my problems then

they'll just go away.



ACTION: Animated blob moves behind Miriam

DIALOGUE: I know it's not true, but it's something I say.



PROJECT NAME: Miriam Jazovi "The Problem Solver"

ACTION: CU on Miriam's shoes

DIALOGUE: I still have yet to die, so I think I'm good.

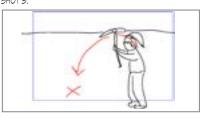
SHOT 8:



ACTION: CU of Miriam's face

DIALOGUE: I mean, what would be the likelihood?

SHOT 9:



PAGE 2 OF 3

ACTION: Miriam swings pickaxe

DIALOGUE: I'm an expert problem solver. Look at me go.

PROJECT NAME: Miriam Jazovi "The Problem Solver"

PAGE 3 OF 3

SHOT 13:

how.



ACTION: MS: Miriam enters room and slams door

DIALOGUE: I know I should fix this, but I don't know

SHOT 14:



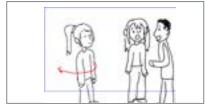
ACTION: Miriam looks worriedly behind her

DIALOGUE: Maybe later I can figure it out. But not now!



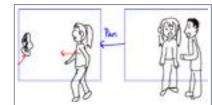
ACTION: She steps away from door and turns

DIALOGUE: No, not now!



ACTION: Miriam stands in a group

DIALOGUE: And I have noticed I talk more to myself than anyone else.



ACTION: Pan screen left, Miriam walks away

DIALOGUE: It's probably due to my poor mental health.



ACTION: Miriam dismisses blob with hand

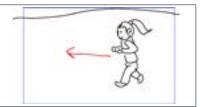
DIALOGUE: I should be fine though.



ACTION: CU of Miriam's face as she rolls her eyes

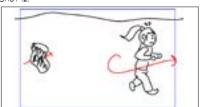
DIALOGUE: If you need some advice, just let me

SHOT 11:



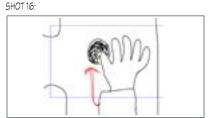
ACTION: WS: Miriam going for a jog

DIALOGUE: And lately I've been working on my cardio.



ACTION: She runs into blob and turns around

DIALOGUE: I'm constantly running from my fears, and oh..



ACTION: Miriam's POV: hand reaches for door

DIALOGUE: I've got other things to think about.

SHOT 17:

Video fades to black.



ACTION: Blob launches forward and engulfs screen.

SHOT 18:

FOLLOW MIRIAM JAZOVI on Instagram + TillTak @ MITIAM IRZAVI ACTION: Call to action text appears on black screen

SFX: Static noise fades out

VIDEO

song, "The Problem Solver." The timing of its release to the public coincides with the begining of the campaign story's third act. It ties loosely to the campaign's theme good in it. However, in this video, Miriam is experiencing "the Dark Cave" part of the

LENGTH: 58 seconds











FOLLOW

MIRIAM JAZOVI

@miriam azovi

INSTAGRAM + TIKTOK

WATCH VIDEO

https://youtu.be/oVz6m9q3sZo



WEBSITE

https://miriamjazovi.wixsite.com/miriamjazoviartist













DESKTOP











MOBILE



Sometimes in life, you're thrown unexpected curves. It's up to us to choose what we can get from it. Even during the hardest of times, there's reason to dig deeper to find beauty from our struggles. Become a prospector and unearth the prospective good.

Join the Prospector in her journey by following, and learn more at miriamjazovi.wixsite.com/ miriamjazoviartist

#theprospectorart #indiemusic #indiemusicartist

Welcome to the team, prospectors! Take your pickax with pride and help mine out the good and beautiful things in life. It's hard but fulfilling work. Thank you for joining me.

-The Prospector

Learn more about what it means to be a "prospector" at miriamjazovi.wixsite.com/ miriamjazoviartist

#theprospectorart #indiemusic #indiemusician #miriamjazovi

Creating something new from something dark and painful is difficult, but oftentimes that's all you can do. As a prospector myself, I want to share with you some of the things I've found when placed in the darkest of caves. Hopefully it will inspire you to seek out gathering your own gemstones while traversing caves.

-The Prospector

Learn more about what it means to be a "prospector" at miriamjazovi.wixsite.com/ miriamjazoviartist

#theprospectorart #indiemusic #indiemusician #miriamjazovi

Well, we made it to The Dark Cave. Having been through it before on my own, I can say I'm glad to Uust tap the rocks to reveal gemstones. have you all here with me. Having others around makes it a lot easier to keep moving forward and mine for the good. Don't get discouraged. We'll make it out together.

-The Prospector

Follow the Prospector's journey at miriamjazovi. wixsite.com/miriamjazoviartist

#theprospectorart #indiemusic #indiemusician #miriamjazovi

Try out the new AR filter!

Post to your story and share how you create art and mine for the good from life. Remember to tag @the.prospector_



We're almost to the end! As we start to see the sunlight come through from the exit, I have some great news to share with you. Tomorrow at noon, a music video for Miriam Jazovi's song will also be a live event this Friday, April 14, 5PM central on Instagram @miriamjazovi. You won't want to miss it!

-The Prospector

Follow the Prospector's journey at miriamjazovi. wixsite.com/miriamjazoviartist

#theprospectorart #indiemusic #indiemusician #miriamjazovi

Enjoy the official music video for "The Problem Solver" by Miriam Jazovi.

"The Problem Solver" will drop on YouTube! There making it out of The Dark Cave! I'm proud to see how far you've come. Continue finding the good in everything and mining for gems to make the world a brighter place.

-The Prospector

Follow the Prospector's journey at miriamjazovi. wixsite.com/miriamjazoviartist

#theprospectorart #indiemusic #indiemusician

There are so many ways to be a prospector. As you know, I make music, but there are countless forms of art that can capture beauty, express A message to all prospectors: Congratulations on emotion, and communicate hope. I want to see it all! Take a short video of your art, tag me, and use #theprospectorart to share it with me and all the other members of our team!

-The Prospector

Follow the Prospector's journey at miriamjazovi. wixsite.com/miriamjazoviartist

#theprospectorart #indiemusic #indiemusician #miriamjazovi

Thank you for prospecting with me these past couple weeks! Even though our time together has come to an end, I don't doubt that you'll all create many beautiful and wonderful things in the future. I'm grateful to have had you on my team. Stay positive and continue to unearth the prospective good!

-The Prospector

Recap our journey by visiting miriamjazovi.wixsite. com/miriamjazoviartist. Link in bio.

#theprospectorart #indiemusician #indieartist #miriamjazovi

	CATEGORY	TITLE	NAME (First and Last)	CONTACT	NOTES
01	Personality, Artist	Musician, Singer, Photographer	Eliana Doering	elilowry@gmail.com 515-203-9519	Miriam's sister, will help on any front
02	Artist	Rapper, Music Producer, Director	Justin McGregor	832-215-5023 @paulthekid via Instagram	Collaborated with Miriam in past, friend, currently based in Chicago
03	Artist	Music Producer	Christian Hoang	hoangchristian@yahoo.com 832-967-7303	Produced Miriam's Escape Hatch EP, friend
04	Personality	Audience Member	Maya Penning	maya.penning@gmail.com 515-338-0252	Miriam's best friend, will promote and re-share
05	Artist	Musician, Composer, Singer, Music Producer	Jacob Heeren	515-310-0324	Friend of Miriam's sister
06	Artist	Singer	Jenna Heeren	515-310-0323	Friend of Miriam's sister
07	Artist	Musician, Singer, Music Producer, Jakie Paper Band	Zach Zoske	jackiepaper.wav@gmail.com	Friend of Miriam's sister
80	Personality	Podcast Host	Rajpal Bal	rsb4@rice.edu	Friend of Miriam's friend
09	Personality	University of Houston Radio Host	Chirelle Riley	clriley2@.uh.edu	Miriam's friend, runs Coog Radio
10	Personality	Rice University Radio Host	Juan Rubio	jmr22@rice.edu 936-645-3021	Acquaintance of Miriam's friend, runs radio show
11	Artist	Indie Musician	Diana Romi Benavides	romybenavid@gmail.com 425-295-9051	Miriam's friend, has made covers of her music
12	Artist	Indie Musician	Carter Doering	carter.alan.doering@gmail.com	Miriam's brother-in-law's brother
13	Artist	Painter, Illustrator	Tristan Koopman	collier.koop@gmail.com 515-450-2694	Miriam's close friend
14	Personality	YouTuber, Streamer, Music Reviewer	Bobby Everything	bobbydigital513@gmail.com	No personal connections, reviews small indie artists of any genre
15	Artist, Personality	Singer, Musician, Social Media Personality	Louise Sutters	@lsutters via Instagram	Follows Miriam on Instagram and has commented on her videos before
16	Artist	Professional Musician, Member of Dear Ears	Ashley Strongarm	@ashleystrongarm via Instagram	Makes similar music, might like to support similar small artists
17	Artist	Professional Musician, Member of Dear Ears	Whitney Galaher	@witified via Instagram	In a band with entries 16 and 18
18	Artist	Professional Musician, Member of Dear Ears	Leslie Laine	@leslie_laine via Instagram	Following mutual Louise Sutters on Instagram
19	Artist	Musician	Matthew Distad	281-900-5405	Miriam's friend, is starting a rock band in California
20	Technician/Engineer	Mechanical Engineer, Musician, Amateur Photographer	Andrew Hooke	ach14@rice.edu 847-323-7131	Miriam's boyfriend, tech savvy, handyman, will help with anything
21	Personality, Artist	Musician, Audience Member	Keith Winter	@keithmwinter via Instagram	Active listener of Miriam's music, established Instagram DM's, in a band

PRESS RELEASE

FOR IMMEDIATE RELEASE: April 7, 2023

Miriam Jazovi launches "The Prospector" campaign to promote optimism and inspire art.

Houston, Texas. "The Prospector" is Miriam Jazovi's campaign that invites artists to embrace being constructive and creating something beautiful when faced with challenges. Instead of turning to unhealthy coping habits, she wishes to inspire the community to collaborate on projects and share the wonderful pieces they have made in the past. For this campaign, she ties her music, and therefore any creative effort by her audience, to the concept of prospecting. Mining in caves equates to actively seeking out goodness from the world even when placed in dark places. It all comes to a head this Friday at 5 PM CST for her live stream event on Instagram @miriamjazovi.

Miriam Jazovi is an emerging artist in the Houston area. Her 2018 EP, Escape Hatch, marked her debut into the music scene. Equipped with six heartfelt melodies, her short album is a great taste of what is to come for her career. Her music is simplistic in composition, yet it has a richness and depth that carry the audience into her world.

The music video for her song "The Problem Solver" will be released on YouTube Wednesday, April 12, at noon central time on her channel @miriamjazovi, https://www.youtube.com/channel/UCN3bfgY5kElpKNd8lkkK3Pw.

Her live stream event will be occurring this Friday, April 14, at 5PM CT on Instagram @miriamjazovi. She will be performing some of her songs, as well as some covers, and hosting a short Q&A session. All are welcome to join! https://www.instagram.com/miriamjazovi/

About MIRIAM JAZOVI

Miriam Jazovi (pronounced Ha-so-vee), or Miriam Lowry, is a 23-year-old singer/songwriter and student at University of Houston. She grew up in central lowa and moved to Houston just before her high school years. She grew up watching her father, Jason Lowry, sing and play guitar which later inspired her to do the same. After graduating high school, she recorded and released a few of her songs onto an EP which can now be found by searching "Miriam Jazovi" on all streaming platforms.

PRESS CONTACTS
Miriam Lowry E: miriamjazovi@gmail.com P: (515) 310 0333 [text or call]

###

&

PROMO EMAIL

April 14 Mini Concert and Q&A!

Dear [influencer],

I just wanted to let you know that I am hosting a short live stream event on Instagram this Friday, April 14, at 5PM central time. The event will be happening on my account, @miriamjazovi https://www.instagram.com/miriamjazovi/. I will be performing a few of my own songs (some unreleased), some covers, as well as hosting a quick Q&A session with the attending audience.

I'd love to have you join the stream and enjoy some music with me!

You can find more information as well as downloadable content from my website https://www.miriamjazovi.wixsite.com/miriamjazoviartist/press.

If you have any questions, please contact me via text or email at any time. P: (515) 310 0333
E: miriamjazovi@gmail.com

Miriam J. Lowry Digital Media Student, University of Houston

PRESS RESPONSE

NAME	TITLE	WAVE 1	ANSWER	WAVE 2	ANSWER	WAVE 3	ANSWER
		4/7/23	1	4/10/23	2	4/12/23	3
Eliana Doering	Musician, Singer, Photographer	via email	YES	-	-	-	-
Justin McGregor	Rapper, Music Producer, Director	via text	N/R	via Instagram DM	N/R	via text	MAYBE
Christian Hoang	Music Producer	via email	N/R	via text	YES	-	-
Maya Penning	Audience Member	via email	N/R	via text	YES	-	-
Jacob Heeren	Musician, Composer, Singer, Music Producer	via text	N/R	via text	MAYBE	-	-
Jenna Heeren	Singer	via text	N/R	via text	MAYBE	-	-
Zach Zoske	Musician, Singer, Music Producer, Jakie Paper Band	via email	N/R	via email	N/R	via email	N/R
Rajpal Bal	Podcast Host	via email	YES	-	-	-	-
Chirelle Riley	University of Houston Radio Host	via email	N/R	via Instagram DM	N/R	via Instagram DM	YES
Juan Rubio	Rice University Radio Host	via email	N/R	via text	NO	-	-
Diana Benavides	Indie Musician	via email	YES	-	-	-	-
Carter Doering	Indie Musician	via email	N/R	via email	N/R	via email	N/R
Tristan Koopman	Painter, Illustrator	via email	NO	-	-	-	-
Bobby "Everything"	YouTuber, Streamer, Music Reviewer	via email	N/R	via email	N/R	via email	N/R
Louise Sutters	Singer, Musician, Social Media Personality	via Instagram DM	N/R	via Instagram DM	N/R	via Instagram DM	N/R
Ashley Strongarm	Professional Musician, Dear Ears Band	via Instagram DM	N/R	via Instagram DM	N/R	via Instagram DM	N/R
Whitney Galaher	Professional Musician, Dear Ears Band	via Instagram DM	N/R	via Instagram DM	N/R	via Instagram DM	N/R
Leslie Laine	Professional Musician, Dear Ears Band	via Instagram DM	N/R	via Instagram DM	N/R	via Instagram DM	N/R
Matthew Distad	Musician	via text	MAYBE	-	-	-	-
Andrew Hooke	Mechanical Engineer, Musician, Amateur Photographer	via email	YES	-	-	-	-
Keith Winter	Musician, Audience Member	via Instagram DM	N/R	via Instagram DM	N/R	via Instagram DM	N/R

LIVE STREAM

TITLE: Miriam Jazovi Mini Concert Q&A

DATE/TIME: April 14, 2023 / 5:10-5:30 PM CST

LOCATION: 9227 Turnbull Lane, Rosenberg, TX 77469 streamed on Instagram @miriamjazovi

DURATION: 19 minutes, 29 seconds

ROLES	CAST/CREW MEMBERS	CONTACT INFORMATION	CALL TIME
LEAD	Miriam Lowry (Miriam Jazovi)	(515) 310 0333 miriamjazovi@gmail.com	3:00 PM CST
SPECIAL GUEST	Eliana Doering	(515) 203 9519 elilowry@gmail.com	4:00 PM CST
EQUIPMENT MANAGER/ TECHNICIAN	Andrew Hooke	(847) 323 7131 ach14@rice.edu	4:30 PM CST

EQUIPMENT: MacBook Pro, Samsung Galaxy S10e, Ethernet cable, Wifi range extender

PROPS: Acoustic guitar

SOFTWARE: Instagram Live, Audacity (for backup audio)















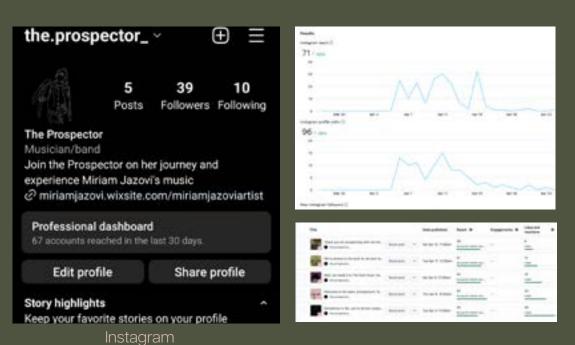
THE STREAM

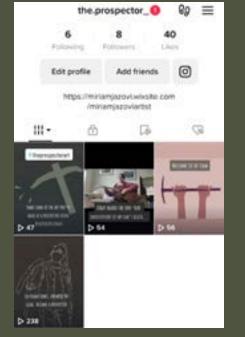
CALL SHEET

RESULTS

RESULTS

SOCIAL MEDIA METRICS





TikTok



WEBSITE METRICS



Spotify

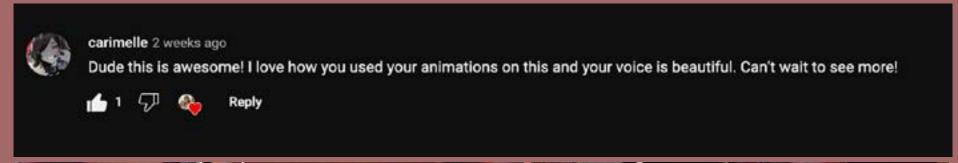


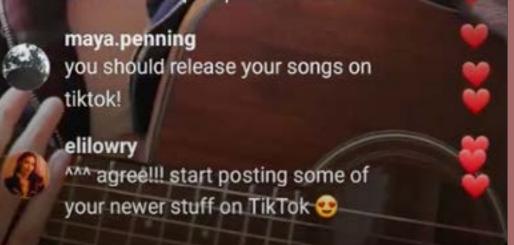
11 monthly listeners

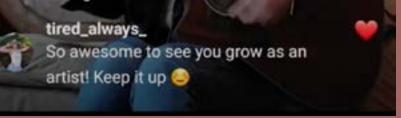
ransmadia Production Ribla // Miriam , Iazovi: The Prospector // © 2023 Miriam Lowry All Dights Pasarved

RESULTS

AUDIENCE COMMENTS







SUMMARY AND CALLS TO ACTION

GOALS

Miriam Jazovi's campaign ran for approximately 12 days. In that time, her brand new social media accounts surpassed the expected success indicators by a large margin. The goal for Instagram was to gain 5 followers. Her Instagram account gained 39 followers. For TikTok, the goal was 5 followers. That account reached 8 followers. Another goal was to reach 200 views on one TikTok, and she was able to accomplish that with a video that garnered 238 views. Her last goal was not met. She wanted to reach 30 monthly listeners on spotify, and only got to 11.

REFLECTION

The reason Miriam could not reach her desired result has to do with the new content she released during the campaign. As a music artist, audience members would be expecting new music. Should, Miriam run another campaign when she has an album to release, all of her goals from this campaign should be met fully.

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