Social Media Marketing for Small Business

with Martin Waxman



Social Media Plan Template

Overview

- Sets the stage by describing what you want to achieve and any immediate barriers
- For example, if you were launching a blog, this would be a one paragraph description of the type of blog you want to create, who the audience is, what type of posts you'd do and how often, etc.

Goal(s)

• What you are trying to achieve

Strategic Considerations

- Several points (based on monitoring, listening, and research) that identify challenges, issues, and opportunities that affect your strategic approach
- Often includes a summary of the competitive landscape
- Or it can be presented as a SWOT analysis (strengths, weaknesses, opportunities, and threats). See chart below.

Strengths (Identify current strengths) •	Weaknesses (Identify current weaknesses) •
Opportunities (Identify potential opportunities) •	Threats (Identify where your organization is vulnerable) •

Objectives

- What specifically you are trying to achieve
- Should be quantifiable and tied into evaluation. Use SMART objectives (strategic, measurable, achievable, realistic, and time-based)
- For example: Increase blog readership 20 percent by December 31

Strategy

- How you are going to reach your overall goals and objectives
- Make this actionable, but don't confuse with tactics.

Tactics

- All the things you do to bring your project to life
- Includes blog posts, social media updates, Facebook contests, YouTube videos, promoted posts and ads, website and other digital elements, tweet chats, podcasts, blogger and influencer relations, hashtag campaigns, etc.
- Note: Tactics should be integrated with traditional marketing, advertising, events, PR, sponsorships, and direct campaigns.

Budget

- Most real-life projects include a budget.
- This should include out of pocket expenses (e.g., web/blog design, original photography, video production, promoted posts/ads, etc.), as well as agency or freelancer costs and staff time.

Timeline/Responsibilities

- Timeline should show how the various elements work together to achieve your objectives.
- It should also include a column for who is responsible for completing each task.
- Clearly state timing and duration of all critical decision points that could prevent the project from moving forward.

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Results (to be evaluated once the program is complete)

- Based on your measurable objectives
- Summarizes where you are, what you achieved, and where you fell short
- This is the place to include relevant charts and graphs, but only if they are essential.

Learnings/Recommendations (once the program is complete)

- Based on your results
- Note whether or not you achieved your objectives and goal, which parts of your strategy and tactics worked, which areas need improvement, and what would you change and why
- What actionable recommendations would you have for the future?