

## Downloads to accompany Audio Book

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See below for a basic outline. I find planning invaluable when it comes to getting an overview of activities and spacing things out well.

| Activity   | Idea               | Jan         | Feb        | Mar                |
|------------|--------------------|-------------|------------|--------------------|
| Valentines | 10% off if you     | Issue press | Hold event | Post-event release |
| promotion  | bring your partner | release     | 14/2       |                    |
| Open Day   | Business is 10     | Invite MP   | Issue      | Hold event 26/3    |
|            | years old          |             | release    |                    |
| Easter     | Low key - ref 10   |             |            | Mail eggs. No PR   |
| Promotion  | year anniversary   |             |            |                    |

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## Sample analysis form for PR evaluation

|                                | As it is now | Future vision |
|--------------------------------|--------------|---------------|
| Awareness of Co Name           |              |               |
| Awareness of brand             |              |               |
| Current site engine finds      |              |               |
| Sales figures                  |              |               |
| New services/products          |              |               |
| Customer profile               |              |               |
| Geographical spread of clients |              |               |