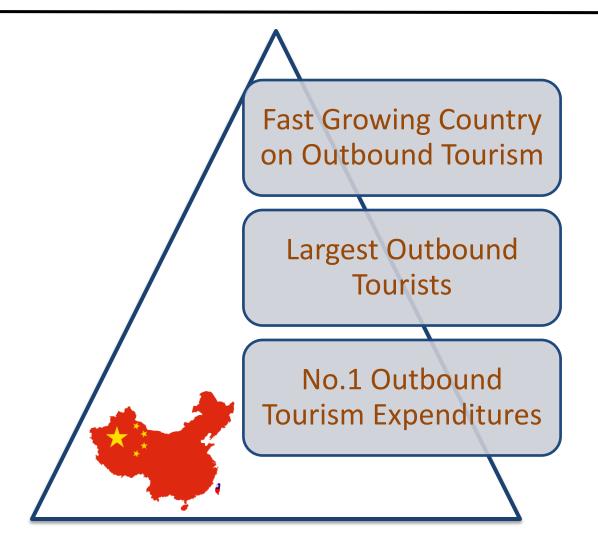
# Digitally Marketing To China



Bresented by Glagan line.



#### **China Market Assessment**



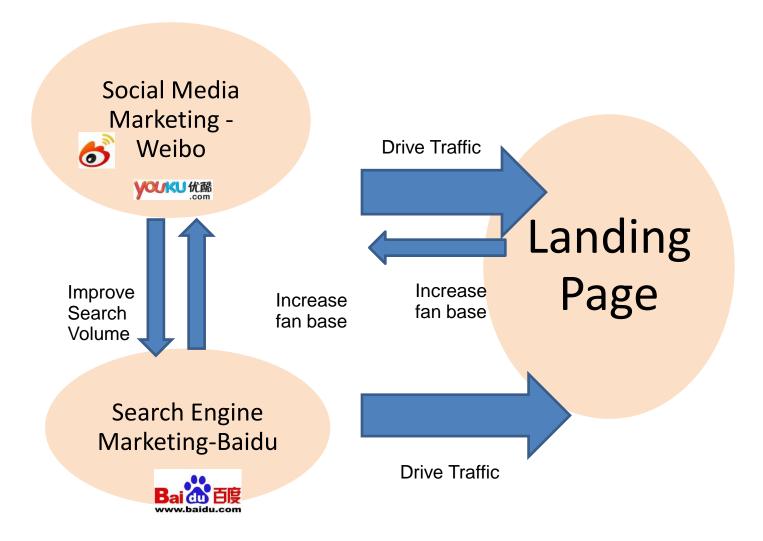


## **Digital Marketing Roadmap**





# **Integrated China Marketing**





#### Website - Interactive and Social

#### http://capitalregionusa.cn (CRUSA)











#### Weibo - Professional China Social Media

http://e.weibo.com/capitalregionusa (CRUSA)



	Features
1	Verified Account
2	Fans Growing
3	Like/Forward/comments
4	Tag and search
5	Video integration
6	Integrate with Website
7	Brand/About Us/Contact
8	Professional Design
9	Professional Blogs

**About US** 



# **Social Media Strategy**

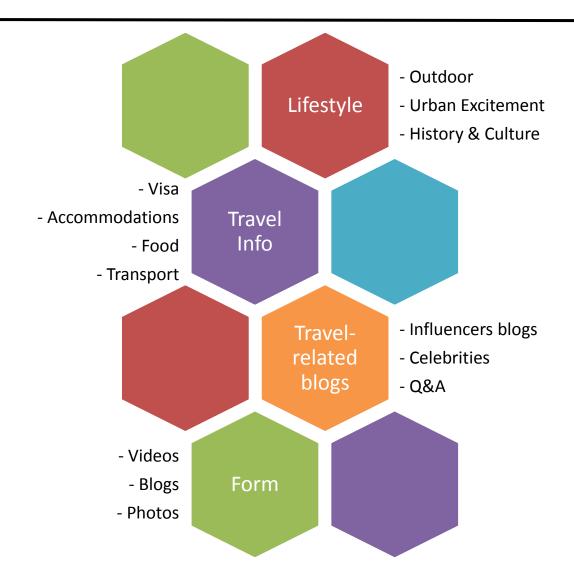
<u>Goal</u>: Social media will communicate the brand strategy of Capital Region USA (CRUSA): "Experience the best of the Capital Region USA!"

Social Media Management: Overall strategic planning, content planning, development and posting, comment response, weekly update report and development

Social Media Design: Consistent with the style of CRUSA's existing Facebook and Twitter presence, but adding Chinese elements to catch Chinese eyeballs and interest



#### **Social Media Content**





## Search Engine – Baidu Keywords & Display Campaigns







# YouKu Video (CRUSA)

#### http://i.youku.com/capitalregionusa







# **Campaign Results from our market efforts**

Baidu indexed 621 pages (from 0 to 621 pages within two years)

Sever hosted in China to improve website accessibility

Air China had 12 pages featured articles about DC on its direct flight from Beijing to DC plane magazine China Wing to introduce DC to Chinese tourists on where to eat, to visit, to stay...





