

Visit Fort Wayne Summer Marketing Plan

and the

"Top 10 Things You Can Do to Attract More Visitors This Summer!"



Visit Fort Wayne Summer Marketing Plan



Summer Leisure Advertising

- We spend the majority of our ad budget to promote "family getaways" during the summer
- Advertise in over 30 cities between 50-200 miles of Fort Wayne (South Bend, Toledo, Indianapolis and all points in between)
- Utilize radio, TV, print, web, social media, pr, articles and more!



Print

Over one million inserts -

Put in regional newspapers and on newsstands

Over 700,000 print ads

Placed in dozens of travel pubs, summer event guides, "things to do" publications throughout region



Find getaway ideas, overnight packages, and deals at: VisitFortWayne.com • 1-800-767-7752

2014 GUIDE

Big Summer

Check inside for deals and trip ideas!

You'll love family getaways in Fort Wayne!

Just a few hours away, a heart-warming getaway awaits in Fort Wayne, Indiana!

Indiana's second-largest city offers the big city attractions and activities that you're looking for – in a friendly, affordable city that will warm your heart!

Start Planning a Great Family Getaway They'll Love – in Fort Wayne, Indiana! www.VisitFortWayne.com



VisitFortWayne

- Our Summer Commercial will run on Comcast "mom" stations throughout the region
- We also run special promotions with Network stations and PBS Kids in South Bend, Toledo, and Indianapolis (TV ads and online contests and promotions
- In 2014, our ad on WISH TV (Indy)'s online had a click-thru-rate of 6.74%, and the video ad had a CTR of 11.88% the highest they've ever had!! (National average is 1.59%)





Radio

We produce weekly call-ins to 20 stations in 50-200 mile radius to encourage listeners to plan a "quick trip": "What's going on in Fort Wayne this weekend?"

Call-ins aired on 20 stations, 3 times a week, for 10 weeks (2 million impressions/week for 12 weeks!)

Pandora campaign in target markets – 1.44% CTR (they consider 1.3% "highly successful!)





Online Ads

We target the same region and market (moms in the 50 - 200 mile area) with ads on Google, YouTube and Facebook

In 2014, the summer online campaign totaled **19 million impressions** to an audience of around **2 million people.**



Email Promotions





Hotels | Attractions | Restaurants | Events | Deals | Insider Blog | Videos

VisitFortWayne

F 💟 🕅 👰 🛅 💌 😒

Fort Wayne Weekly

Plan your next getaway in Fort Wayne, Indiana!



Chalk Walk

Based on the Italian art of street painting, artists from Fort Wayne and all over the nation take their pastels to the streets as part of this exciting annual event. Come join the 22,000 viewers who come out to watch beautiful (and sometimes mind-bending) pictures take shape beneath their feet. It's all part of the Three Rivers Festival - an event you won't want to miss!





Social Media

Everyday we populate Facebook, Twitter, Instagram, Pinterest and our blog with information

- Facebook: Reaching **150,000** people monthly
- Twitter: Earning **203,600** impressions monthly
- *FW Insider* blog:
 - **23,000** pageviews a month



Visit Fort Wayne Sponsored · Edited [?] · @

Save the Date: The 40th Annual Johnny Appleseed Festival will take place September 20-21!

Celebrate one of Fort Wayne's top festivals with two days full of demonstrations, crafts, antiques, roving entertainment, children's area, military reenactment, farmer's market and food!

More info: bit.ly/Y6doWQ



Sponsored · Edited [?] · @

Broadway at the Embassy Contest!

Win two tickets to Mamma Mia! on October 20, hotel stay, DeBrand Chocolatier and free attractions passes. Enter here: bit.ly/1mlSb6l





SIGHTSEEING OTR EPISODES ODDS & ENDS ROAD QUIRK

Posted by Bill Clevien in ROAD QUIRK, VIDEO @ 1 month ago @ 934 Views 🎭 Comments Off

The Genealogy Center

AMERICA VIDEO ARCHIVE

Travel Writers



ONE TANK TRIPS PACKED WITH FUN

TOUR FAMILY-FRIENDLY DESTINATIONS WITHIN THE STATE

Rehecca Word

As the weather warms and spring break approact you may be looking for a change of pace. Consistaking a one tank trip to one (or more) of the man family-friendly destinations within Indiana, includii the following list of some family favorites.

KIDSCOMMON

Columbus's kidecommons Children's Museum offrest three floors with interactive exhibits, the most popular to a giant tailet (yee, you read that right!) Children can clin into the colossal commode and crawl or slide down its plumbing. The tolict has attracted national attention to museum and aven appeared twice on The Tonight Show with Jay Leno. Other popular exhibits include a climbing wail, art studio and bubble-ology noom.

Within the same kid-friendly city block of kidscommon families can visit Zaharakos, a century old ice cream and The Commons, a spacious, free indoor playgrour

FORT WAYNE ATTRACTIONS

To see one of the top ten zoos in the nation, visit the Fo Wayne Children's Zoo, which spans 42 acres with ove 1,500 animals. Special attractions include the Sky Safa and the Australian Outback. This summer guests can fe giraffes, get up close with a lion and see the splendor of Great Barrier Reef.

Science Central is a three-story interactive museum th fuses family entertainment with science education. Visit flock to the high rail bike where brave participants ride a

MARCH 2014 // INDYSCHILD.COM 17



TRAVEL ACTIVE GETAWAY

Drive time

The threads of a golf club hitting a ball briefly interrupts early-morning birdsong at the tee box at Bridgewater Golf Club in Auburn, Indiana. And at Cherry Hill Gdlf Club in Fort Wayne, I' miles south And in Marion'n Wahut Creek Golf Course, 65 miles north of Indianapolis. These three courses, plus a few more, are

conveniently located along Interstate 69, running from Indy north to Fort Wayne and points beyond. If you're planning a golf-centric getaway, the formal 169 Golf Trail provides a great starting point. But you don't have to attick to the trail to have a weekend full of engaging and challenging golf.

walkable downtown make Auburn, Indiana, a great hub for a gotfing weekend. For information, contact the DeKalb County Visitors Bureau

MORE TO

EXPLORE

A charming small town and a

(260/927-1499; dekalbcvb.org).

Golf Within easy driving distance of Auburn's Bridgewater Creek Golf Club (260/925-8184; bridgewatergc.com) is country clublike Cherry Hill Golf Club in Fort Wayne (260/485-8727; cherry Hills.com) and Walnut Creek Golf Course, a familyowned course in Marion (765/988-7651; walnutcreekgolf.com). The 169 Colf Trait website highlights other courses (669;0fcom). Rounds with a cart start at 520; call ahead to reserve tee times.



Fort Wayne, Indiana welcomes over 100,000 visitors each year to the Allen County Public Library. The Genealogy Center located on the library's second floor is one of the most highly acclaimed in the country. People from all over the United States travel to Fort Wayne to search for documents relating to their family history.

The library staff can help a person that is just starting the process or trying to piece together years worth of research. Some of the assets available for free, include things you'd otherwise have to pay for on popular genealogy websites.

Here's a quick look at inside the center and a visit with Curt Witcher who is a long time manager at the library and a genealogy enthusiast.

Auburn Cord Duesenberg Automobile Museum Car-lovers

cruise the luxury car manufacture's 19205 Art Deco showroom near Auburn's Main Street (260/925-1444; automobilemuseumorg). National Automotive and Truck Museum of the United States Adjacent to the automobile museum, this former car factory displays some 190 speedsters, muscle cars and trucks (260/925-9100, natimusorg).

Where to eat

Mad Anthony's Tap Room Sip Gabby blonde ale in the tap room of this local brewery (260/927-0500; madbrew.com).

Where to stay

Inn at Windmere Expect spacious guest rooms at this bed-andbreakfast; from \$115 (260/925-3303; Innatwindmere.com).



2014 Results

Web Traffic -

24% increase in unique visitors to VisitFortWayne.com from 2013 to 2014

Nearly 3 million pageviews annually

Visitors Center -

Inquiries **up over 70%** from 2013

Visitors Guide requests inquiries **up 140%**

Visitors Are Coming!

5.8 million visitors come to Fort Wayne each year, spending **\$496 million** in our community

Visitor Expenditures

Food



Shopping

Lodging

■ Transportation

 Attractions/Ent ertainment
 Other The Top Ten Things You Can Do to Market Your Business to Visitors This Summer



Enhancing Your Presence on Visit Fort Wayne.com

- Send us your high resolution horizontal photos.
- Check your listing description, and send us new copy if needed.
- Tell us about your events and send us event photos.



Photo Examples (listings)



are a great way for people of all ages to add a little fun and chocolate to their day! For available open tour

VisitFortWayne

Photo Examples (trip ideas)





Photo Examples (e-newsletters)



Winter Comfort Foods

See where our Insiders go to warm up with some <u>great comfort foods</u> in the "City of Restaurants" in our <u>Insider Blog</u>!



Hotels | Attractions | Restaurants | Events | Deals | Insider Blog | Videos

VisitFortWayne

F 💟 🕅 👰 🛅 💌 😒

Fort Wayne Weekly

Plan your next getaway in Fort Wayne, Indiana!



Chalk Walk

Based on the Italian art of street painting, artists from Fort Wayne and all over the nation take their pastels to the streets as part of this exciting annual event. Come join the 22,000 viewers who come out to watch beautiful (and sometimes mindbending) pictures take shape beneath their feet. It's all part of the Three Rivers Festival - an event you won't want to miss!





Photo Examples (blog posts)

Downtown Fort Wayne buildings abound in history

Posted on May 4, 2015 at 8:01AM



There is no shortage of history in Fort Wayne. You can see it especially reflected in the historic buildings downtown. Here are a few not to be missed:



Fort Wayne Insider Blog

Latest Posts

Unwind at Nick's Martini & Wine Bar



Paded In. Arts and Entertainment, their Neghtile Diving. Driving and Rectaurants. Educations 6, Visit Boyl, Wagen

The Content of the Content

Posted on May 10, 2015 at 6:07 AR by Amabda 9.

Experience the Ancient Art of Bonsai Trees at the Botanical Conservatory



Over a thissand years ago, the Chinese shaded a unique horizoathast an fairn-a miniative replica of a tier, strained in a particular of in the saith. Safer, the passesse satisfied this at fairn in their society and gave 3 the same "fairn-sait" which means "gamed in a compress" ... Many ...

Related by Artistants and Myseums, Batanisal Cannersalory, Children's Artistan Disertions Fort Wayns, Family Francis, Intellasts and Dockal Torolds, Viol Fait Wayns

These a sufficient in the last

Posted on May 9, 2013 at 2:00PM by The inclury Carles

Celebrating the Old City Hall and Fort Wayne History



Mag is National Historic Presentation Month (Http://www.preservationmation.org/lateaction/preservation-month/1 and since the Chief Richardville House has been much in

Optimizing Your Site for Visitors

- What is Search Engine Optimization? (SEO)
- Google rolled out mobile friendly update on April 21
- SEO Tips and Resources

(see handout)



Visit Fort Wayne Extranet



Visit Fort Wayne Extranet- What is it?

- Your personal portal to access your member information that is seen on our Visit Fort Wayne website!
- The Extranet allows YOU to be in charge of your business's:
 - Content
 - Photos
 - Listings
 - Hotel packages
 - Coupons
 - Sales Leads (Hotels Only)



TIP: How to better market and communicate with Visit Fort Wayne about your attraction, hotel and restaurant:

- Hotel Packages
- Event Submission
- Sales Leads
- Visit Fort Wayne's Extranet



Hotel Packages



Hotel Packages

- The Visit Fort Wayne Extranet allows members to upload hotel packages onto Visit Fort Wayne's website.
- Why is it important?
 - FREE exposure!
 - More clicks on your website listing, more bookings at your hotel
 - The Visitors Center refers to them
 - Visit Fort Wayne submits all hotel packages to our state's tourism website- *VisitIndiana.com*





| /isit Fort Wayne Extranet | | | | | | | | |
|--|---|---|--|--------------------------------|---|------------------------------------|---------------------|--|
| 'isit Fort Wayne Extranet | | | | | | | | |
| | | | | | | | ı ا | |
| C 🗋 extrane | t.fortwayne.simpleviewcrm.com/mem/accts/index.cfm? | /clear_rtn=1#tab:2 | | | | | * * | |
| t Fort Wayn | e Extranet | | | | Welcome, Megan Edwar | rds - Logged in to: Don Hall's Gue | sthouse 🔻 🚺 | |
| | Member Record | | | | | | | |
| | | ACCOUNT DE | TAIL: DON HAL | L'S GUESTHOUSE | | | | |
| | | | Account Informati | annan carda in a mharacha chua | | _ | | |
| | Account ID: 10323 | | | | tus: Member | | | |
| | Account: Don Hall's Guesthouse Account (sort): Don Hall's Guesthouse | | Region:None Email: | | | | | |
| | Parent: Formerly: | | | Web Si | ite: www.donhalls.com | | | |
| | | | Phone/Fax Numb | ers | in the second | | | |
| | Primary: (260) 489-2524 | | Alternate: | | | | | |
| | Toll Free: | | | | ax: (260) 489-7067 | | | |
| | Physical Address | | Address Informati Billing Address | | | Shipping Add | Ince | |
| Physical Address 313 W. Washington Center Rd ort Wayne, IN 46825 NITED STATES | | 1313 W. Washington Center Rd Fort Wayne, IN 46825 UNITED STATES | 1313 W. Washington Center Rd Fort Wayne, IN 46825 | | 1313 W. Washington Center Rd Fort Wayne, IN 46825 UNITED STATES | | 11622 | |
| 2 | | | | | | | | |
| upons | | | | | | | | |
| ipons | | | | | | | Add New Co | |
| er: All Coupons 🔻 | Апу Тура | | | | | _ | K ∢ Page 1 of 1 > > | |
| Action | Offer Title | | Pending | Redeem Start | Redeem End | Post Start | Post End | |
| | Adventure Package for Two | | No | 04/01/2015 | 10/31/2015 | 04/01/2015 | 10/31/2015 | |
| 200 | Fort Wayne Children's Zoo Package | | No | 04/25/2015 | 08/31/2015 | 04/25/2015 | 08/31/2015 | |
| 200 | Komets Fan Getaway Package | | No | 10/01/2014 | 04/30/2015 | 10/01/2014 | 04/30/2015 | |
| | Mad Ants Getaway Package | | No | 11/01/2014 | 04/30/2015 | 11/01/2014 | 04/30/2015 | |
| 2 🥒 🖻 | | | | | | | 12/21/2015 | |
| 2 / 5 2 / 5 | Romance Package | | No | 01/01/2015 | 12/31/2015 | 01/01/2015 | 12/31/2015 | |
| 1000 C | Romance Package Standard Hotel Room Package | | No No | 01/01/2015 01/01/2015 | 12/31/2015 | 01/01/2015 | 12/31/2015 | |

Partner Bulletins | Member Record
Version 3.0, Copyright ©2003-2015 simpleview, inc. All rights reserved.

simpleview



| | | Save Save & Ne | ew Coupon | lose | |
|----------|--------|---|-----------------|--------------------|---|
| | | | s are required. | | |
| Offer | Titles | Coupon II | nformation | | |
| | | | | | - |
| Offer | | | | | _ |
| | | | | | |
| | | Coupor | n Image | | |
| | | • | | Selected Image: | |
| | | | | | |
| | | Соцро | n Dates | | |
| Redeem I | | | | em To: | _ |
| Post | om: |] | P | ost To: | |
| | | Coupon C | Categories | | |
| A | | Available Coupons-General Coupons-Attractions Coupons-Business | | Selected None * | |
| | | Coupons-Dining Coupons-Entertainment Hotal Packages Family | | 0 | × |





hotel packages Hotel Packages V Sort By: Current Keywords V From: 05/06/2015 To: 01/31/2016 SEARCH 曲 繭 Next Page > (HOMEWOOD CANDLEWOD SUITES SUITES Hilton 20% OFF 25% C Adventure egular Room Rate Package for **Regular Room Rates** 520%utOFF Fort Wayne, I Two 621 US Hwy 24 W • Fort Wayne, IN Regular Room 1-69, EXIT 302 • (260) 432-5100 Don Hall's Guesthouse www.homewoodsuites.com April 1 - October 31, 2015 Rates 25% Off Reg This package includes Candlewood Suites overnight stay at Don Hall's Rates January 30, 2015 - January Guesthouse Hotel, breakfast Homewood Suites by Hilton 31,2016 and two dinners in the Grille Must mention coupon when January 22 - December 31, Restaurant as well as a four making reservation. Must hour rental for one of the present at check-in. More > More > following a canoe, two More> Map It ♥ Map It ♥ Map It Auburn Cora Duesenberg **Festival Bed and** Bed and Package Breakfast kfast starting at Packade Packag \$129.99 starting at starting at





Meetings Sports Events Media About Us f 😏 🗖 🦻 👂 🧟 🔎 🔎

Pinit

Don Hall's Guesthouse

Address: 1313 W. Washington Center Rd Fort Wayne, IN 46825 Phone: (260) 489-2524 Fax: (260) 489-7067 Website: <u>www.donhalls.com</u>

SPECIAL OFFERS

DETAILS AMENITIES

MEETING FACILITIES

Fort Wayne's only independent full-service hotel includes free dinner and breakfast with the low rate of \$99. Conveniently located off I-69 exit 311B offering free WIFI, indoor and outdoor pools, fitness center, inhouse laundry, full-service restaurant and lounge with entertainment plus plenty of hospitality/banquet rooms for any size party up to 500 people. Rooms \$99-\$185.



Adventure Package for Two

Don Hall's Guesthouse April 1 – October 31, 2015 This package includes overnight stay at Don Hall's Guesthouse Hotel, breakfast and two dinners in the Grille Restaurant as well as a four hour rental for one of the following a canoe, two More >



Don Hall's Guesthouse April 25 – August 31, 2015 This package includes overnight stay at Don Hall's Guesthouse Hotel, breakfast and two dinners in the Grille Restaurant as well as two adult tickets to the Fort Wayne Children's Zoo. Hotel More >



Komets Fan Getaway Package

Don Hall's Guesthouse October 1, 2014 – April 30, 2015 This package includes overnight stay at Don Hall's Guesthouse Hotel, two breakfasts and two dinners in the Grille Restaurant as well as two tickets for any Komets Hockey home game (no date <u>More</u> >

♥Map It



Don Hall's Guesthouse November 1, 2014 – April 30, 2015 This package includes overnight stay at Don Hall's Guesthouse Hotel, breakfast and two dinners in the Grille Restaurant as well as two tickets to a Mad Anthony home game. Hotel rates <u>More ></u>



Join Hair's Guesthouse January 1 – December 31, 2015 This package includes overnight stay at Don Hall's Guesthouse Hotel, breakfast and two dinners in the Grille Restaurant as well as a bottle of Kenwood Champagne, and DeBrand's Chocolates. More >

Standard Hotel Room Package

Don Hall's Guesthouse January 1 – December 31, 2015 Don Hall's Guesthouse 1313 W. Washington Center Road Fort Wayne, IN 46825 (260) 489–2524 Our hotel features an indoor swimming pool with a hot tub, high speed internet, and high <u>More ></u>

♥ Map It



Map It

Map It

Map It

Map It

Park and Fly Package starting at \$139.00 Fort Wayne, IN Valid Mar 12 - Dec 31, 2015 **SAVE NOW Comfort Suites Southwest – Romance** Package Romance Package starting at \$229.00 Fort Wayne, IN Valid Mar 12 - Dec 31, 2015 **SAVE NOW Comfort Suites Southwest – Zoomania** \$199.00 PLU.. Package Zoomania Package Starting at \$199.00 Fort Wayne, IN Valid Mar 12 - Sep 30, 2015 ≫ SAVE NOW Don Hall's Guesthouse - Dinner and \$85.00 PLUS ... **Breakfast Package** Located <5 miles from Coliseum, Glenbrook Square Mall, Science Central, Downtown Fort Wayne, IN Valid Feb 11 - May 31, 2015

SAVE NOW

Don Hall's Guesthouse – Komets Fan Getaway Package



\$119 PLUS TAX

Includes overnight stay at Don Hall's Guesthouse Hotel and two Komets tickets! Fort Wayne, IN Valid Mar 18 – May 30, 2015

SAVE NOW

Hampton Inn Southwest – Sky Zone Package Valid on Friday and Saturday.

Hotel Packages on VisitIndiana.com



TIPS: Hotel Packages

- Let the title grab the visitor's attention but keep it short!
- Partner with local attractions and restaurants
- Try different types of packages
- Photos matter
- You can never upload too many hotel packages!



ACCOUNT DETAIL: COURTYARD BY MARRIOTT DOWNTOWN FORT WAYNE

Edit Delete Clone Account Recap Merge Bookmark Return

| | Accourt | nt Information | | | | |
|---|---|--|---|---|------|--|
| Account ID: 14627 | | Status: Mer | mber | | | |
| Account: Courtyard by Marriott Dov | vntown Fort Wayne | Region:// | one | | | |
| Account (sort): Courtyard by Marriott Dov | | Email: | | | | |
| Extranet Parent: | | Website: ww | w.marriott.com/fwadt | | | |
| Invoicing Parent: | | Formerly: | | | | |
| | | | ings: 0 ipons: 0 dia: 0 | | | |
| Invoice Balance: \$0.00 | | | | | | |
| Search Keywords: | | | | | | |
| Assig | gned Users | | Assigned Tags | | | |
| Manager: Dennis Robinson | | From Website Hotels / Full Service Meeting Facilities / All Hotel Facilities | | | | |
| | Phone/ | Fax Numbers | | | | |
| Primary: (260) 490-3629 | | Alternate: | | | | |
| Tollfree: | | Fax: (260) 490-7608 | | | | |
| | Address | i Information | | | | |
| Physical Address | Bill | g Address Shipping Addres | | | | |
| 1150 South Harrison Street Fort Wayne, IN 46802 UNITED STATES | 1150 South Harrison Street Fort Wayne, IN 46802 UNITED STATES | | 1150 South Harrison Street Fort Wayne, IN 46802 UNITED STATES | | | |
| | Track | ing/History | | | | |
| Inkind/Expense Leads Services Events Articles | | otes Communications Status History So s/Site Inspections | cial Media Update Tab Display | | | |
| Start Date: January V 2015 V End Date: April | 2015 Refresh | | | | | |
| | Coupon Title | | | н | lits | |
| Vera Bradley Outlet Sale Package starting at \$109 | | | | | 709 | |
| | Edit Delete Clone Accourt | nt Recap Merge Bookmark Return | | | | |

 Hotel Package posted in Januarycould only redeem it only from April 7-12


- The Visit Fort Wayne Extranet will allow members to see their real-time stats in the **Benefits Summary Tab**
 - The more unique the hotel package- the more hits!
 - Hotels will be given this feature within the next few weeks!
- Since our new website launch in January- the hotel packages page has been viewed over 27,000 times!

| Tracking/History | |
|---|------|
| Contacts Listings Web Amenities Traces Orders Benefits Summary Dues & Invoicing Partner Referrals Notes Communications Status History Social Media Update Tab Display | |
| Inkind/Expense Leads Services Events Articles Web Site Coupon Hits Advertising Opportunities Fams/Site Inspections | |
| Start Date: January V 2015 V End Date: May V 2015 V Refresh | |
| Coupon Title | Hits |
| Adventure Package for Two | 119 |
| Fort Wayne Children's Zoo Package | 96 |
| Komets Fan Getaway Package | 204 |
| Mad Ants Getaway Package | 34 |
| Romance Package | 56 |
| Standard Hotel Room Package | 240 |
| Taste of Fort Wayne Package (must be 21) | 27 |
| Edit Delete Clone Account Recap Merge Bookmark Return | |



Event Submission



Calendar of Events

- One of the most viewed sections on our website
- 260,833 page views on events total since January 1
- We use those events you submit for our social media, blog, contests and much more!
- Again, photos matter
- Tell us as much detail as possible for the event- prices, times, etc.
- Remember- these events need to have a visitor focus or something they could possibly attend













 Visit Fort Wayne Extrant
 x
 Calendar of Events | Visit | x

 ← → C
 www.visitfortwayne.com/events/

05/05/2015

Special Events





Meetings Sports Events Media About Us 🦸 🗾 🦻 🚺 🔎

Hotels Plan

🗈 Share < 4

Things To Do Sports Events Restaurants



Science Central

Address: 1950 N. Clinton St. Fort Wayne, IN 46805 Phone: (260) 424–2400 Fax: (260) 422–2899 Website: http://www.sciencecentral.org



Spark your imagination at Science Centrall Explore 120+ exhibits, including Science On a Sphere, and discover great gifts in our Gift Shop. Open: Tues-Fri, 10am-4pm; Sat, 10am-5pm; Sun, 12-5pm. Closed Mondays and Tuesdays during the school year. Admission: \$8.00 Adults/ \$8.00 Children (3-12)/ \$7.00 Seniors 65+/ Children 2 and under free.

DETAILS

Map View | What's Nearby



Science Central

Address: 1950 N. Clinton St. Fort Wayne, IN 46805 Phone: (260) 424-2400 Fax: (260) 422-2899 Website: http://www.sciencecentral.org



.

DETAILS EVENTS SPECIAL OFFERS





Science Central

Address: 1950 N. Clinton St. Fort Wayne, IN 46805 Phone: (260) 424-2400 Fax: (260) 422-2899 Website: http://www.sciencecentral.org



.

DETAILS EVENTS SPECIAL OFFERS





Sales Leads

• Hotels Only



Visit Fort Wayne will still send an email notification for a sales lead- but the response needs to handled via the extranet.

Fri 3/20/2015 2:15 PM

josie@visitfortwayne.com

CVB Sales Lead 2015 American Holistic Nurses Association Regional Conference

Emily Ecenbarger

| | | | NEW SALES | LEAD | | | |
|--|---|---------------|----------------|---------------|--|---------------|---------------|
| VisitFortWayne | | | | | Visit Fort Wayne 927 South Harrison St. Fort Wayne, IN 48802 Phone: 260.424.3700 Fax: 260.424.3914 | | |
| Created: | 03/20/2015 | | | | | | |
| Response Due Date: | 03/31/2015 | | | | | | |
| Decision Date: | 04/30/2015 | | | | | | |
| From: | : Josie O'Donnell, Director of Group Sales (260) 424-3700, josie@visitfortwayne.com | | | | | | |
| Lead ID: | 13107 | | | | | | |
| Organization: | American Holistic Nurse | s Association | | | | | |
| Market Segment: | Healthcare | | | | | | |
| Lead Source: | Destinations Showcase | | | | | | |
| Meeting: | AHNA Regional Confere | nce | | | | | |
| Contact: | Nicole Malcom | | | | | | |
| | Director of Operations | | | | | | |
| Company: | American Holistic Nurse | s Association | | | | | |
| | | | MEETING REQUIR | EMENTS | | | |
| Requested Dates: | 09/24/2015 to 09/26/2015 | | | | | | |
| Meeting Dates: | 09/24/2015 to 09/26/2015 | | | | | | |
| Alternate Dates: | to | | | | | | |
| Alternate Dates. | to | | | | | | |
| | | | ROOMS FORE | CAST | | | |
| Show Attendance: | 100 | | | | | | |
| Room Attendance: | 20 | | | | | | |
| Requested Rooms: | 15 | | | | | | |
| Requested Peak: | 10 | | | | | | |
| | Thu, 09/24/15 | Fri, 09/25/15 | Sat, 09/26/15 | Sun, 09/27/15 | Mon, 09/28/15 | Tue, 09/29/15 | Wed, 09/30/15 |
| Requested Rooms | 5 | 10 | | | | | |
| | | | COMPETITIC | n | | | |
| None at this time largely due to active Local AHNA | members. | | | | | | |



Visit Fort Wayne Extranet ×

← → C C extranet.fortwayne.simpleviewcrm.com/leads/index.cfm?clear_rtn=1

Occupancy

Reports

Visit Fort Wayne Extranet

Partner Bulletins Leads Member Record

ALL LEADS - CURRENTLY 176 IN VIEW

| ead Type | Opportunity ID | Opportunity | Organization | Hotel Response Date | Arr/Dept Dates / | Status | Responded | Create Dat |
|--------------|----------------|---|---|---------------------|--------------------|-------------|-----------|------------|
| eeting Sales | <u>13076</u> | 2019 National Meeting | American Baptist Association | 03/04/2015 | Jun 15-21, 2019 | Closed/Lost | No | 02-18-201 |
| eeting Sales | 12882 | 2018 CdLS Conference | CORNELIA DE LANGE SYNDROME FOUNDATION, CDLSF | | Jun 28-Jul 1, 2018 | Closed/Lost | Yes | 08-27-201 |
| eeting Sales | <u>13024</u> | 2018 Square Dance Convention | Academy for Advanced and Challenge Enthusiasts | 09/30/2014 | Jun 20-24, 2018 | Closed/Lost | No | 11-20-203 |
| eeting Sales | 12852 | 2018 Women's State Tournament | Indiana State USBC WBA | 09/30/2014 | Mar 23-25, 2018 | Closed/Won | No | 05-13-20 |
| eeting Sales | 12881 | 2018 DI Men's Basketball Second and Third Rounds | National Collegiate Athletic Association | 11/01/2014 | Mar 15-18, 2018 | Closed/Lost | Yes | 08-21-201 |
| eeting Sales | 12828 | 2017 Convention and Reunion | REDHORSE Association | 02/20/2014 | Sep 24-28, 2017 | Pending | Yes | 01-31-20 |
| eeting Sales | <u>13039</u> | 2017 CFC International and Costello Syndrome Family Network Combined International Conferences | CORNELIA DE LANGE SYNDROME FOUNDATION, CDLSF | 12/09/2014 | Jul 22-31, 2017 | Closed/Lost | No | 12-09-201 |
| eeting Sales | <u>13023</u> | 2017 Square Dance Convention | Academy for Advanced and Challenge Enthusiasts | 10/23/2014 | Jun 14-18, 2017 | Closed/Lost | No | 11-20-201 |
| eeting Sales | 12586 | 2017-2020 Annual Conventions | Lads to Leaders/Leaderettes | 06/03/2013 | Apr 14-16, 2017 | Pending | Yes | 05-14-20: |
| eeting Sales | <u>12846</u> | 2017 Heartland Travel Showcase | Heartland Travel Showcase | | Feb 23-26, 2017 | Closed/Lost | Yes | 04-16-20 |
| eeting Sales | 12830 | 2016 State Convention | Beta Sigma Phi | 05/30/2014 | Oct 20-23, 2016 | Closed/Lost | Yes | 02-06-20 |
| eting Sales | 13069 | 2016 Fall Conference | Indiana Criminal Justice Association | 02/18/2015 | Oct 4-7, 2016 | Closed/Lost | No | 02-10-20 |
| eting Sales | <u>12872</u> | 2016 Annual Convention | Association of Indiana Counties, Inc. | | Sep 25-29, 2016 | Closed/Lost | No | 07-31-20 |
| eting Sales | 13063 | Abundance | LifeWay Christian Resources | 03/20/2015 | Sep 8-11, 2016 | Pending | No | 01-13-20 |
| eting Sales | 12878 | 2016 National SCRABBLE Championships | North American SCRABBLE Players Association | 12/31/2014 | Aug 3-10, 2016 | Closed/Lost | Yes | 08-07-20 |
| eting Sales | <u>13057</u> | The Main Event-2016 | LifeWay Christian Resources | 12/18/2014 | Jul 22-23, 2016 | Closed/Lost | No | 12-10-20 |
| eeting Sales | 12548 | 2016 International Convention | Automobile License Plate Collectors Association | 09/02/2013 | Jul 18-24, 2016 | Closed/Lost | Yes | 12-11-203 |
| eeting Sales | <u>12610</u> | 2016 National Meeting | National Fishing Lure Collectors Club | 03/01/2014 | Jul 12-16, 2016 | Closed/Lost | No | 07-29-20 |
| eting Sales | 12365 | 2016 MG Rally | North American Council of MG Registers | | Jun 20-25, 2016 | Closed/Lost | Yes | 02-13-20 |
| eeting Sales | 12827 | 2016 National Workshop | North American Police Work Dog Association | 05/30/2014 | Jun 17-25, 2016 | Pending | Yes | 01-23-20 |
| eeting Sales | <u>13037</u> | 2016 Goalball National Championship | The United States Association of Blind Athletes | 12/12/2014 | Jun 16-18, 2016 | Pending | No | 12-09-20 |
| eting Sales | 12877 | 2016 Square Dance Convention | Academy for Advanced and Challenge Enthusiasts | 09/30/2014 | Jun 15-19, 2016 | Closed/Lost | Yes | 08-06-20 |
| eting Sales | <u>12841</u> | 2016 Annual AHNA Conference | American Holistic Nurses Association | 12/30/2014 | Jun 7-11, 2016 | Pending | Yes | 03-18-20 |
| eting Sales | 13104 | North Central Region Forum | National Association of Women in Construction | 03/17/2015 | Apr 21-24, 2016 | Pending | No | 03-17-20 |
| eting Sales | 13020 | Midwest Region Annual Session | Progressive National Baptist Convention, Inc | 11/20/2014 | Apr 3-8, 2016 | Pending | No | 11-06-203 |

• Sales Leads on the extranet



Welcome, Emily Ecenbarger - Logged in to: Visit Fort Wayne 🔻

👻 🔫 👰 🔳

LOGOUT

What's to Come with the Extranet!



Responsive Extranet

- In the next 6-7 months Simpleview will be updating Visit Fort Wayne with a new responsive extranet
 - Easier to read on a mobile phone or tablet
- Quicker real-time data that you as partners of Visit Fort Wayne can look at to see what is working for you on our site
- We want you to always be improving your online presence with us
 - Photos, listing, specials, hotel packages







simpleview Extranet

| 211 | 85 | 16 |
|---------------|------------------------|-------------|
| Listing Views | Listing Click Throughs | Offer Views |
| ≔ | \$ | |

Hurricane Chris has been upgraded to a Category 4 storm and it's headed our way. View Full

Display First Should Display first View Full

Review Your Visitors Guide Information!!!! It's time to review the information that will be placed in the 2013-2014 Visitors Guide. View Full

Member/Partner Training Docs Are you new to the partner extranet or just need a refresher? View Full

Training Docs Are you new to the partner extranet or just need a refresher? View Full

Post Board

NEW POST

\$

Q

FSC Management

04/07/2015

Got kind of tired packin' and unpackin' - town to town and up and down the dial. Straightnin' the curves. Flatnin' the hills Someday the mountain might get 'em but the law never will. Come and play. Everything's A-OK. Friendly neighbors therethat's where we meet. Can you tell me how to get how to get to Sesame

Simpleview, Inc

· (6)

I UserGroup Hotels

04/09/2015 It's raining in Cleveland.

.

I UserGroup Hotels 04/08/2015 Welcome to this thing!

http://www.google.com

- 🗩 (II) 🧮
- I FSC Management 04/08/2015

Another Post

.

9⁽¹⁾ 3

I Simpleview, Inc. 04/07/2015

test again

More Posts



*

2

02/12/2015

- G The Internet Marketing Center 04/04/2014
- G Tour The Internet Marketing Center 04/04/2014
- G Media The Internet Marketing Center 04/04/2014
- G MiscLead The Internet Marketing Center 04/04/2014
- Event The Internet Marketing Center 04/04/2014
- Test Tour Lead

Pie Bake Off 2010 09/14/2010

09/14/2010

simpleview 🙏 Extranet Simpleview, Inc Q \$ Member Profile See All Post Board NEW POST Manage your Properties # FSC Management Properties 04/07/2015 Offer Views Got kind of tired packin' and unpackin' - town to town and up and down the dial. 😁 Contacts Straightnin' the curves. Flatnin' the hills Someday the mountain might get 'em but the law never will. Come and play. Everything's A-OK. Friendly neighbors there Link My Benefits that's where we meet. Can you tell me how to get how to get to Sesame ● ⁽⁶⁾ ≥ ■ UserGroup Hotels Partner Bulletins 04/09/2015 It's raining in Cleveland. **Hurricane Alert** Hurricane Chris has been upgraded to a Category 4 storm and it's headed . . our way. I UserGroup Hotels View Full nter 04/08/2015 **Display First** Welcome to this thing! ng Center Should Display first http://www.google.com View Full • (1) - 22 # FSC Management ing Center **Review Your Visitors Guide Information!!!!** 04/08/2015 It's time to review the information that will be placed in the 2013-2014 Visitors Guide. Another Post keting Center View Full Member/Partner Training Docs I Simpleview, Inc. ng Center Are you new to the partner extranet or just need a refresher? 04/07/2015 View Full test again • ⁽¹⁾ S **Training Docs** Are you new to the partner extranet or just need a refresher? More Posts View Full

*



Simpleview, Inc Q \$



Extranet





- Keep your Visit Fort Wayne listing current!
- We want visitors to know what you have going on!





Social Media and the Visitor



Social Media

There are *many* Social Media channels.

Facebook and Twitter are most efficient for restaurants, hotels and attractions.

Social media helps your business reach new costumers; increase brand awareness; and learn about your own business. facebook





Tip #1: Spring Cleaning

- Update all old information Contact, website, phone #
- Add NEW/BEST photos Food? Amenities? People?
- **Read and respond to reviews** Say thank you, learn from reviews





Tip #1 Spring Cleaning (cont.)



urbanspoon



tripadvisor



OOOO 434 Reviews #1 of 60 things to do in Fort Wayne



TripAdvisor Reviewer Highlights

Fort Wayne Children's Zoo

Nature & Parks, Zoos & Aquariums, Outdoor Activities

| /isitor rating | |
|----------------|-----|
| Excellent | 348 |
| Very good | 73 |
| Average | 12 |
| Poor | 1 |
| | |

"Loved it."

Very clean zoo. Early May, some things are still closed. Some animals aren't there or out for show, \$55 for 2 adults and 3 kids. \$6 stroller rental. Good/ drinks... read more

Frequentflyer0011





O Save

Address: 3411 Sherman Blvd., Fort Wayne, IN 46808 Phone Number: +1 260-427-6800

🛄 Website

Description: Winner of the 2014 TripAdvisor Travelers' Choice Award ...and also voted... read more



Tip #2: Share Good/New News!

- What's New?
- What's Coming Up?
- Ask Questions
- Run Contests
- Share Reviews



Tonight's appetizer feature: 4 skewered shrimp with grilled "kimchi" Bok Choy and coconut-peanut sauce. By chef Jesse Arnold Photo by Andrew Karn / @jack_of_the_arts... See More



Like - Comment - Share

1 9 people like this

Extra tip: Under 100 words, photo, link



Tip #3: Post between 1 PM-5 PM

- Highest engagement period is after lunch/before work ends.
- Save time and schedule posts.
- Boost posts for higher viewing!





Tip #3: Post between 1 PM-5 PM



Facebook Insights



Boosting Post

Tip #4: C.O.P.E.

- Create Once Post Everywhere. Social media strategy used to save time and stay consistent with message.
- Craft a weekly calendar, pick a times to post, and promote message on both channels.



Review

- Update Social Media pages with new information and photos.
- Share what's new, what's coming up, ask questions
- Post between 1 PM-5 PM (test other times, too)



• C.O.P.E. strategy



Fort Wayne Insider Blog



Fort Wayne Insider Blog

Purpose: Provide a unique perspective of the great attractions, activities, dining options, events, etc. in Fort Wayne

How do we accomplish this?

- Blog Wish List
- More than 30 writers
- Updated daily



Posted on March 2, 2015 at 10:01AM by Katie R.

Get Your Burger on at Bravas Burgers



If you've ever had a taste of a Bravas hotdog, you know that I am not exaggerating when say that after your first bite you will be dreaming of the amazing gourmet dogs forever. Having worked in Downtown Fort Wayne for two summers, I knew that if Bravas was out and about in the city my lunch ... <u>More ></u>

Tags: Brava's Food Inc., Bravas, Bravas Dogs, Dining, Dining and Restaurants, dining Fort Wayne, dining in downtown Fort Wayne, dining out, dinner Posted In: Dining and Restaurants, Downtown Fort Wayne

Log In 😏 Tweet 🛛 🖁 +1 🖓 0

Posted on April 6, 2015 at 12:01PM by Jasmine B.

Other Things to do During the Vera Bradley Outlet Sale



Looking for other things to do in Fort Wayne while you're here for the Vera Bradley Outlet Sale? Here are just some of the many things to do in the Fort from April 8 – 12! DeBrand Fine Chocolates Extended Open Tour10105 Auburn Park Drive. April 8th – 11th: 10 a.m. – 6 p.m., ... <u>More ></u>

Posted on April 30, 2015 at 9:01AM by Katie R.

Celebrate Mother's Day in Fort Wayne



Mother's Day is quickly approaching, and if you're anything like me time may or may not have gotten away from you and you have yet to make those special plans to celebrate your favorite mom, or motherly figure. However, you don't have to worry! There are plenty of things going on in Fort Wayne on ... <u>More ></u>

Tags: Mothers Day, Mother's Day buffet Posted In: Attractions and Museums, Downtown Fort Wayne, Seasonal Activities



Fort Wayne Insider Blog

Benefits:

- Details and depth
- 23,000 page views per month
- Content lives forever

Results:

- Year total views to May 6: 54,137
- Top post of 2015 Kids Eat Free: 7,806 (March 16)
- Last year's Kids Eat Free Post: 4,734



Fort Wayne Insider Blog

What you can do:

- Update our Calendar of Events
- Communicate with us

Fort Wayne Insider Blog

Latest Posts

Unwind at Nick's Martini & Wine Bar



Paded to. Are and Energyment, and Night's thong throug and Rectaurants. Educations 4, Viol Boyl, Warm

The (I when) I when a

Postast an May 10, 2015 at 6:07 AR by Amadela 4.

Experience the Ancient Art of Bonsai Trees at the Botanical Conservatory



Over a thousand years ago, the Chinese sheated a unique horizoathalat all form-a miniative replica of a tier, sthaded in a particulariad of in the solith. Safer, the papareae utilized dos all form in their society and gave it the same "form-sall" which means "gamed in a compress" ... Many-

Rodied In: Attractions and Museums, Batanical Canadivatory, Children's Achilies, Describer Frei Wayne, Fands Friendry, Fediala and Special Tuents, Viol Felt Wayne

These and the state of the state

Posted on May 9, 2013 at 2:00PM by The Heating Carlier

Celebrating the Old City Hall and Fort Wayne History



May is National Instance Presentation Month (Ma), I wave preservation at tak-ong Takeaction (preservation) months) and social the Chief Achardythe House has been much in

Regional Radio Contests

Regional Radio Contests

- Promoting special events as weekend getaways
- 25 stations
- Year-round
- Last year: \$300,000 in free advertising



Regional Radio Contests

Help us promote your event to the region!

We're always looking for more attractions, deals, events, etc. to share and promote.





Disney On Ice Getaway to Fort Wayne, Indiana!



How You Can Better Welcome Fort Wayne's Visitors



 Put Visitor Information on Your Site and Link to Our Site From Yours –

Maps, Trip Ideas, Hotels, Visitor Information, etc





Here's what's going on this week in Fort Wayne:





Phil Pops Series: Pixar in Concert May 2

Embassy Theatre The Fort Wayne Philharmonic presents Pixar in Concert, with visually stunning clips and memorable scores from each of Pixar's movies.



Beoir Go Leoir May 2

JK O'Donnell's Irish Ale House JK O'Donnell's is proud to host it's third annual beer festival, Beoir Go Leoir (Gaelic for "Lots of beer"), featuring Midwest breweries plus many more.



Putnam County Spelling Bee

May 1 - 3 Arts United Center This musical tells a hilarious tale of six adolescent outsiders vying for the spelling championship.



Miami Indian Heritage Days

May 2 Chief Richardville's House Local artists, performers, and representatives from the Miami Indians and other Native American groups demonstrate aspects of their great heritage.



Nunsense May 1 - 3 First Presbyterian Theater

Nunsense is a wildly entertaining, hilarious musical spoof about the misadventures of five nuns trying to manage a talent show.

For more information (including prices, times and locations) for these events visit HostThemHere.com/events. Access our full calendar, maps, trip ideas, coupons, and more at VisitFortWayne.com.

host them there.com



- Post the BEST EVENTS OF THE WEEK list at your front desk
- At your table, simply choose "BEST Events of the Week PDF" and we will send it to you!



- Know "Who's in Town"

 and welcome them on your outdoor signage, front desk, and in person!
- Make sure you have Visitors Guides, maps and more on site!



Below is a list of conventions, conferences, sports tournaments, trade shows and special events that are visiting Fort Wayne this week. For a complete list of calendar of events, <u>click here</u>.

Who's Here This Week: May 4-10

disABILITIES Expo, May 9 Memorial Coliseum (1,200 attendees) Event info

Gym Rats Basketball Association State Championship, May 9-10 Spiece Fieldhouse (3,750) Event info

12 & Under Hoosier Classic Basketball Tournament, May 9-10 Ash Centre (300) Event info

- Learn more about packages available to enhance your online presence
- Talk to Dennis today!



Connect with Visit Fort Wayne

- Make Sure You Get Our Communications!
 - "Who's in Town?" Weekly Email
 - BEST Events Weekly Email
 - Visit Fort Wayne Updates for Industry Partners
 - Follow us on Social Media
 - Facebook.com/FortWayneIN
 - Twitter.com/VisitFortWayne
 - Instagram.com/VisitFortWayne
 - YouTube.com/VisitFortWayne VisitFortWayne

In Conclusion

- Are there other things that you were hoping we would cover?
- Please join us for Roundtable Discussions by topic
- For those staying for lunch and the TinCaps game
- PowerPoint available online at VisitFortWayne.com/connect





