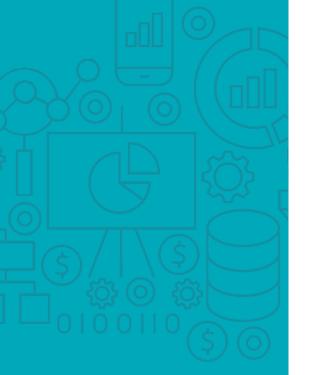
# Designing Your Content Strategy For Today's Hybrid World

Part 2
Content Engagement Strategy Best Practices

Erica Spoor, CEO, Impact Point Group Allison Crooker, Director Event Content, VMware







#### **About Us**



Allison Crooker
Director Event Content
VMware



Erica Spoor
CEO & Chief Event Strategist
Impact Point Group

# Co-Founders of The Event Content Council (ECC)

We share a passion for creating compelling, impactful event content that inspires audiences & actions.



- 1. Recap from In-Person session The Future of Content in a Hybrid World
- 2. Content Engagement Strategy Best Practices
- 3. Ask the Expert



# What We've Learned

Recap from CEMA Summit Session – The Future of Content in a Hybrid World



# Recap – CEMA Summit



- Digital content best practices
- Varying lengths and types of sessions returning to in-person
- Future of embracing audience behavior and preferences
- Aligning content to the customer journey

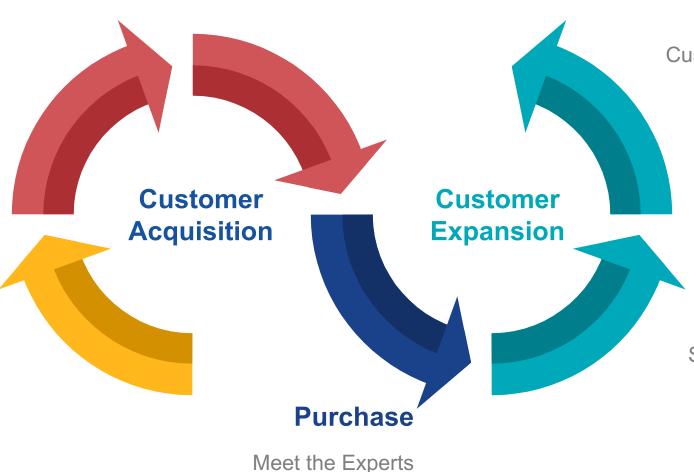
### Aligning Content to the Customer Journey

#### **Consideration**

Test Drives
Product Overviews
Tutorials, Workshops
AMA's
Hands-on Labs

#### Awareness

Keynotes
Virtual Events
On Demand
Webinars
Social Media



1:1 Consultations

**EBCs** 

#### Loyalty

Customer Advisory Boards
Customer Case Studies
Technical Breakouts
Tutorials, Workshops

#### **Advocacy**

BoFs
Social Media Influencer
Testimonials
VMTM Tech Talks
UX Design Studios





Content Engagement Strategy Best Practices





# Building a Content Engagement Strategy

- Start with the end state in mind; think about the customer journey
- Socialize and align with stakeholders
- Work toward a central repository or hub;
   start small with event content and build
- Map your plan: build your engagement strategy
- Start small and build on successes



# Let

#### **Let's Connect**



Allison Crooker
Director Event Content
VMware

crookeral@vmware.com





Erica Spoor
CEO & Chief Event Strategist
Impact Point Group

erica@impactpointgroup.com





Let's schedule a coffee talk!

Email or DM us to join the Event Content Council.



# **Quarterly Event Insights**

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