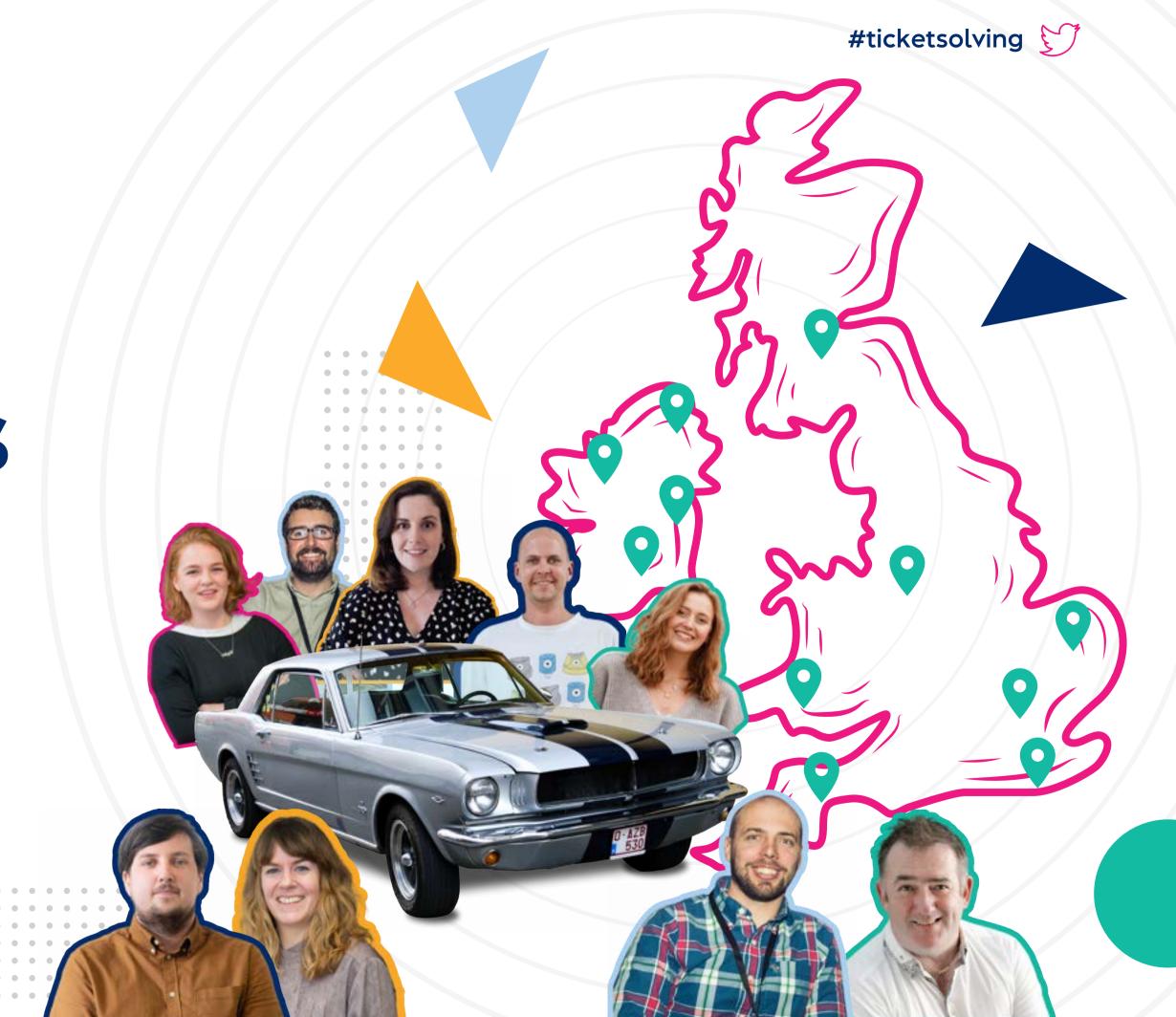


Workshops 2022

Welcome





Plan for day

11am - Welcome

A big hello and welcome to the Ticketsolve Workshop 2022

11:05am - Ideas & Inspiration

7 Topics that will hopefully inspire some inspiration around audience engagement and revenue generation.

12:30pm - Lunch

Drink, eat and network

1:30pm - Ticketsolve Tips

Some tips around things that you may not know about Ticketsolve

2:30pm - 0pen 0&A

Opportunity to ask questions or discuss any of the topics that we've covered today

2:45pm - Ticketsolve Road Map

What's coming down the tracks in the coming weeks and months

3pm - Wrap Up

Workshop wrap up and thank you all for attending











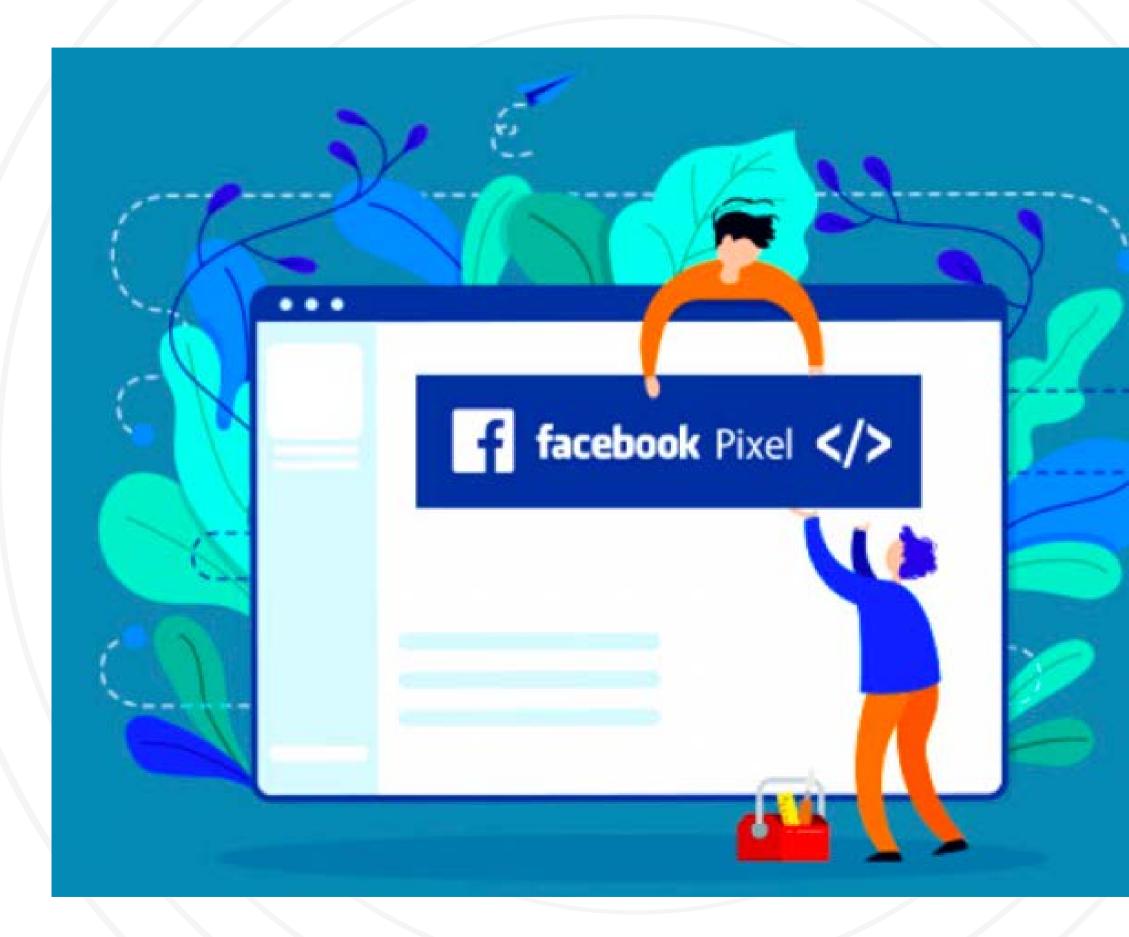
Ideas & Inspirations

7 topics that will give you some ideas & inspiration around audience engagement and revenue generation











The Pixel

A bit of code that sits on your website

There are a load of benefits to using the Facebook pixel

- Free
- Website Audiences
- Remarketing
- Lookalike audiences
- Conversion tracking

```
<script>
  //Base Pixel
  !function(f,b,e,v,n,t,s)
  {if(f.fbq)return;n=f.fbq=function(){n.callMethod?
  n.callMethod.apply(n,arguments):n.queue.push(arguments)};
  if(!f. fbq)f. fbq=n;n.push=n;n.loaded=!0;n.version='2.0';
  n.queue=[];t=b.createElement(e);t.async=!0;
  t.src=v;s=b.getElementsByTagName(e)[0];
  s.parentNode.insertBefore(t,s)}(window, document, 'script',
  'https://connect.facebook.net/en US/fbevents.js');
  fbq('init', '1467838850099621'); // Initialize fbq
  fbq('track', 'PageView');
                                    //Send event data
</script>
<!--For No JS Browsers -->
<noscript><img height="1" width="1" style="display:none"</pre>
  src="https://www.facebook.com/tr?id=1467838850099621&ev=PageView&noscript=
/></noscript>
<!-- End Facebook Pixel Code -->
```

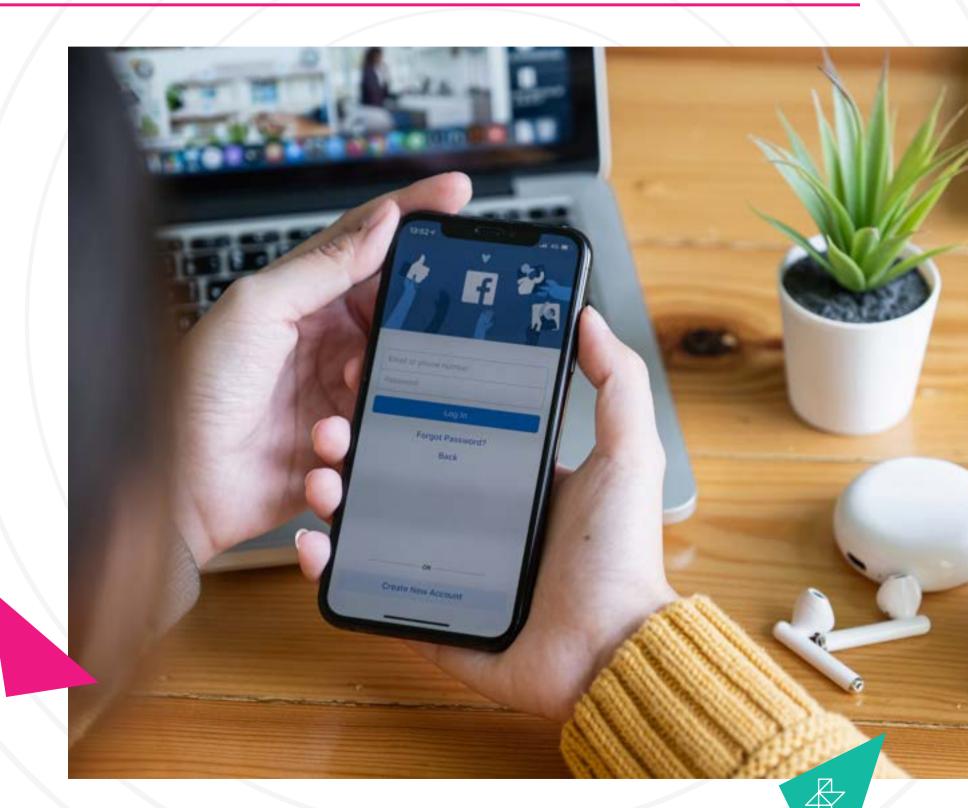
Website Audiences

Anyone logged into their Facebook account coming on to your website can be added to an audience list in Facebook

Target customers who know who you are, they are not cold customers

Using custom audiences can increase ROI by up to 300%

Segment your website audiences e.g Comedy, Film, Theatre





Remarketing

Target customers who have been on your website already

Amazon TV example, hey are you still interested in this.....

25% of online viewers enjoy seeing retargeted ads

The click-through rate (CTR) of a retargeted ad is 10x higher than the CTR of a typical display ad.

Website visitors who are retargeted are more likely to convert by 43%

WHAT IS RETARGETING? USER VISITS YOUR SITE LEAVES SITE VOUR RETARGETING AD HERE ABUYER BECOMES A BUYER BECOMES A BUYER LATER LOGS ON TO BROWSE THE INTERNET

Lookalike Audiences

Facebook knows so much about you

You can ask them for an audience that looks exactly like your website audience

This opens up a huge list of customers who have never been on your website and you can target them with adverts

Using lookalike audiences increases the chances of creating relevant ads, which as a result has a positive effect on conversion rates







Conversion Tracking

Start pushing campaigns through Facebook ads

Customers click on your ads

They come onto your website

They end up buying their tickets

Ticketsolve then sends the purchase data back into Facebook ads

Hey presto, you can now see your ROI on every Facebook campaign









Brochures Is it time for change?



Brochures

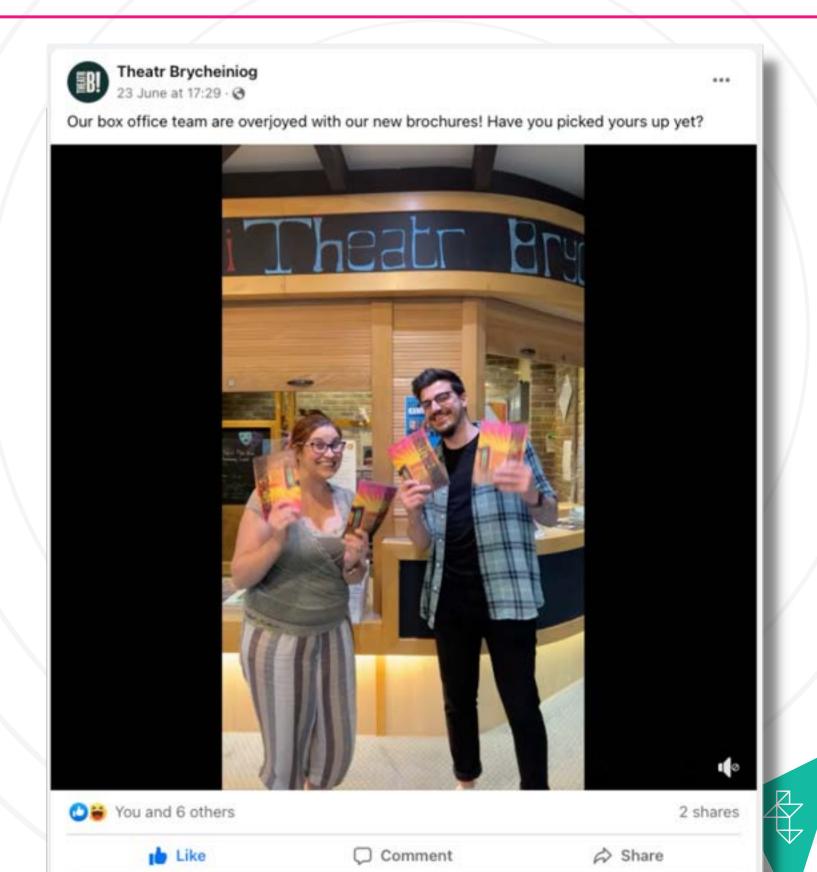
The main marketing lever at the disposal of many venues up and down the country

The pandemic has had a huge impact on audiences over the past 3 years

Is your database up to date?

Do you know if your brochure is effective in selling tickets? (Ticketsolve customer campaigns)







Case Study

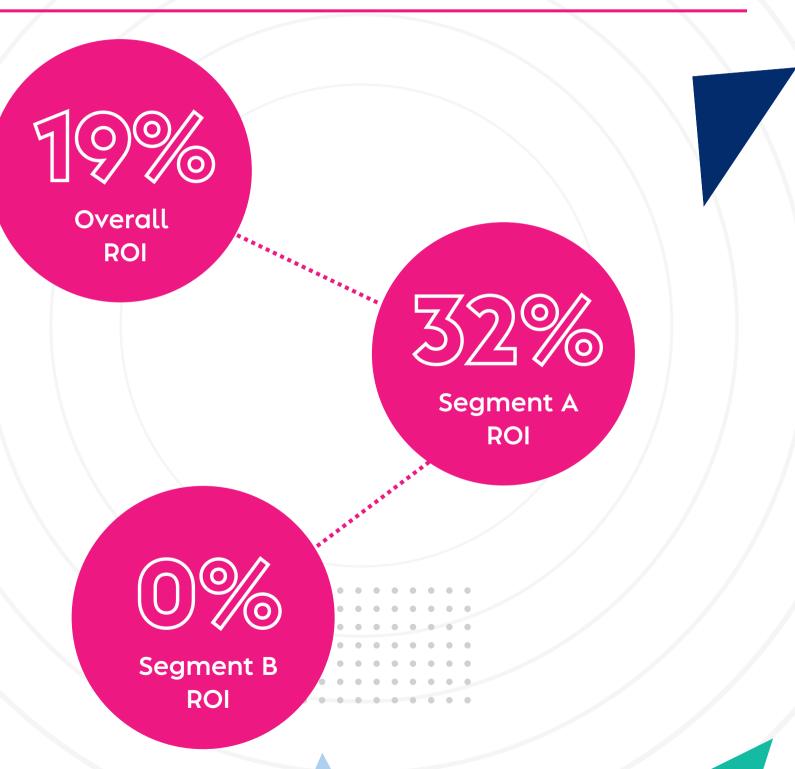
Mansfield Palace Theatre 2018

A/B Testing

Segment A - everyone who purchased in the last year

Segment B - everyone who had purchased in the last 3 years but not in the last year







Another Option

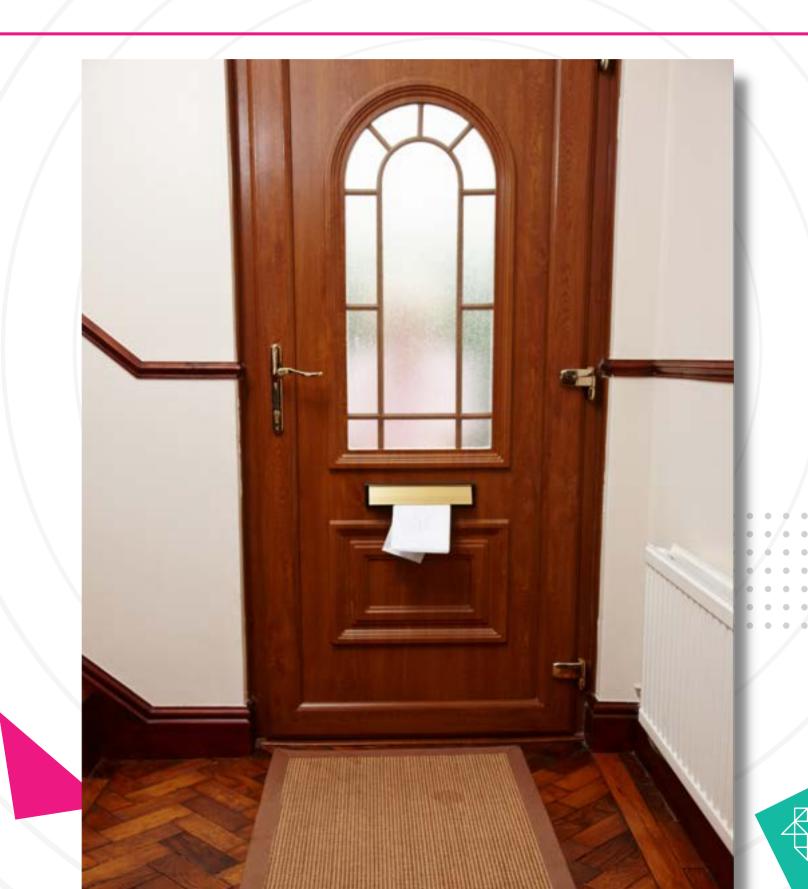
Door drops

Much cheaper than postage

Targeting everyone within that postcode area instead of just the address you have on your database

According to figures published by the Direct Marketing Association (DMA) 89% of customers remember receiving a leaflet that dropped through their door.

45% percent of people will keep a leaflet in the house, in a drawer or where it can be seen such as on a noticeboard in the kitchen.





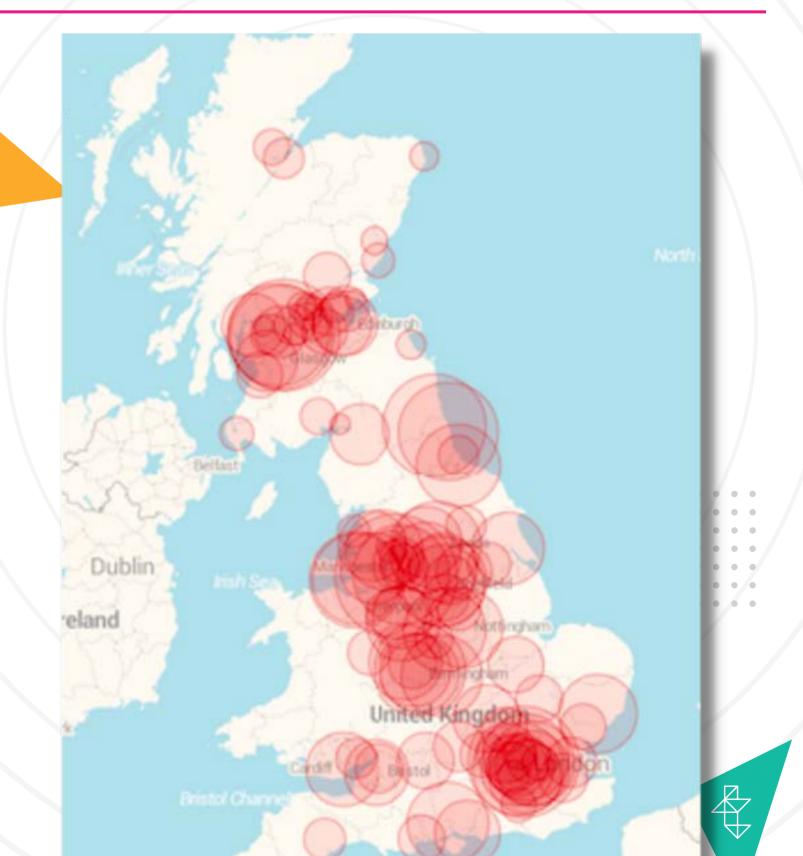
Find Your Hotspots

Don't go leafleting everyone

Be specific and data led

Take a look at your customers data and try to identify hotspots

Don't target postcode districts with only one or two customers, try and find clusters of customers





How to Measure Roll

Everyone knows what a QR code is now

Use Google URL Builder to create a campaign specific URL

Add a specific postcode district QR code onto each brochure as a cover letter of sticker

Once a customer scans that QR code, you can measure it in GA

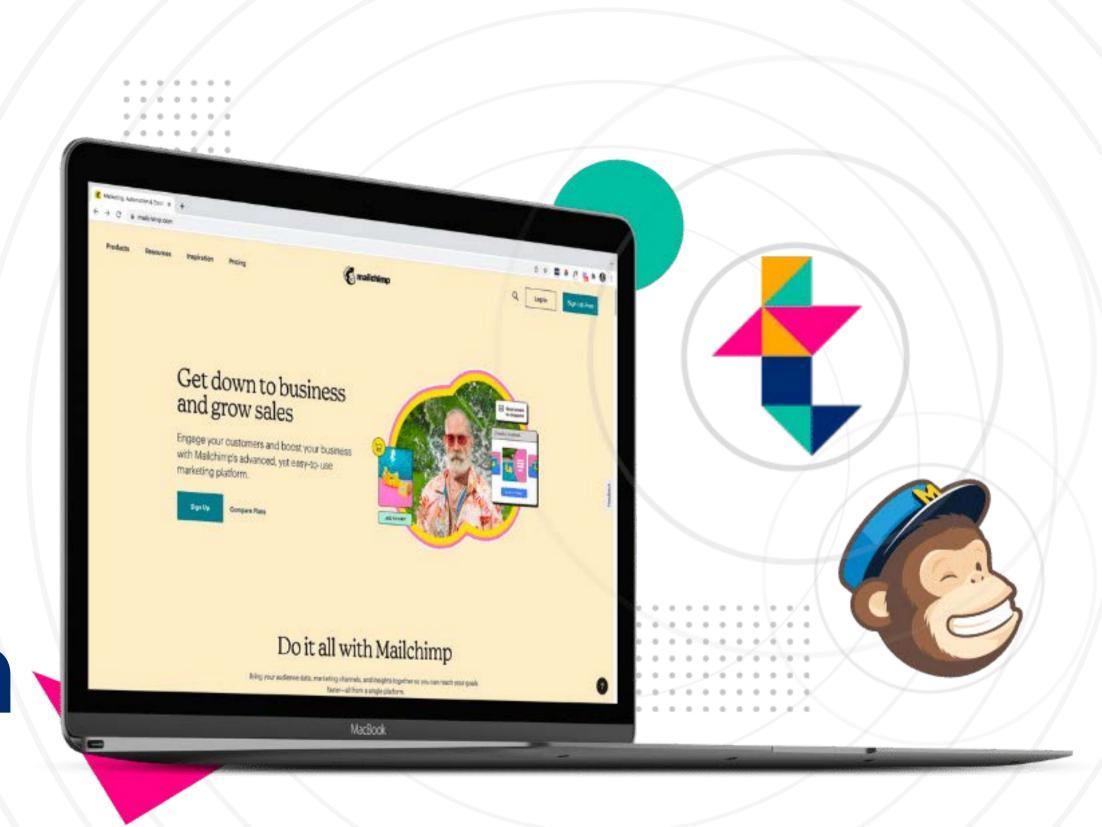
Create ROI reports in Ticketsolve







Email Automation





Email Automation

Short on time and resources?

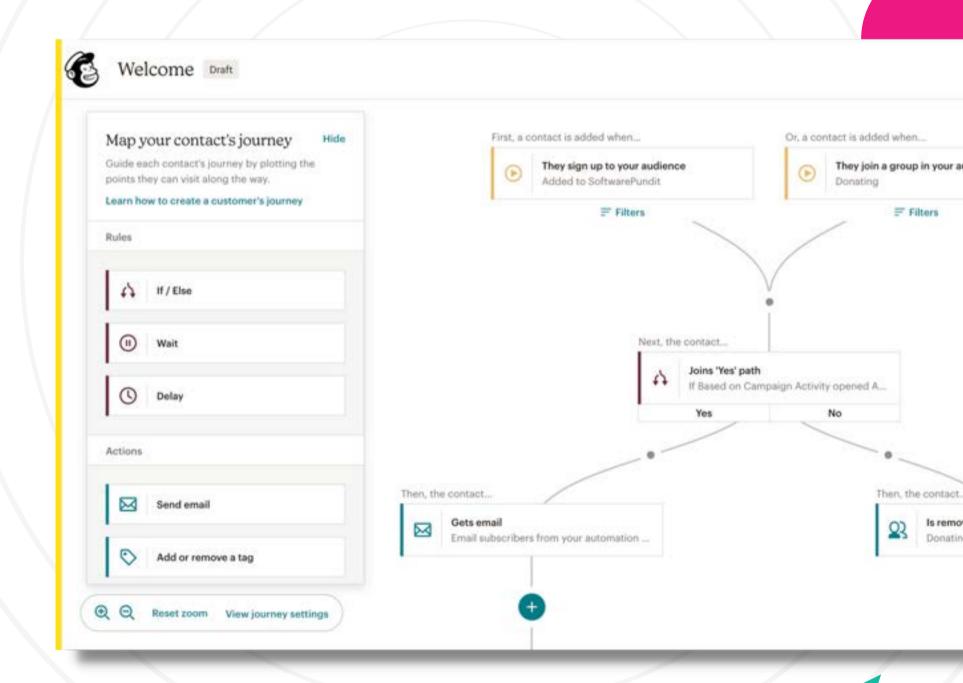
Why not let Ticketsolve and Mailchimp do some of the heavy lifting for you

Think of communications that you can easily automate

Once you set it up once, that's it

Send one email, send multiple emails or use Mailchimp's new customer journeys

Let's take a look at some examples





Email Sign Up

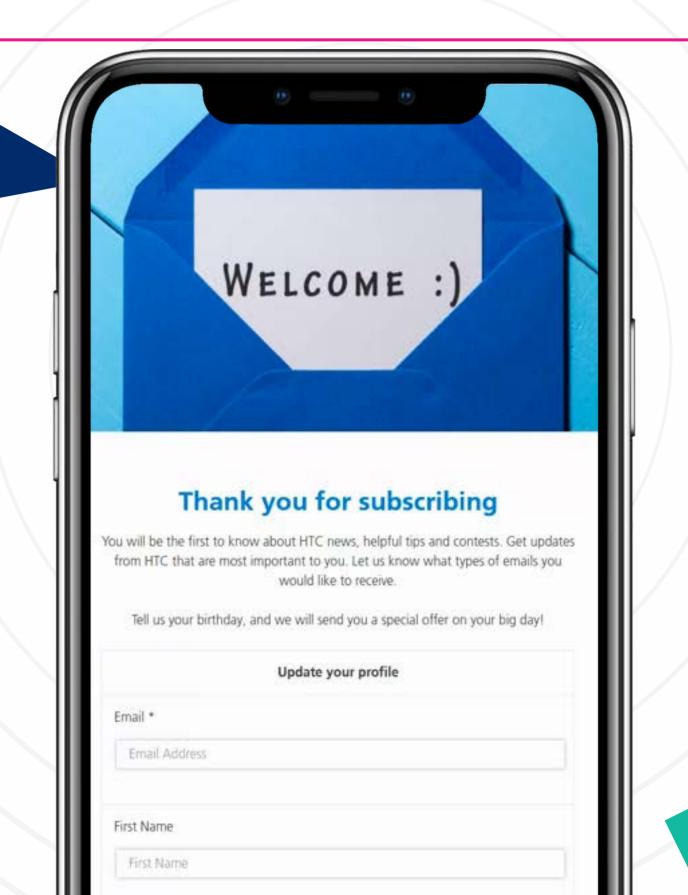
Say thank you to customers who sign up to your emails. Celebrate it!

A Thank You goes a long way

Possibly apply some segmentation (interests)

Use this email to welcome them to your organisation and layout how you will communicate with them:

We'll be sending you a what's on email once a month and we may send you information about events that you may like from time to time. But don't worry, we won't bombard you!



Donation Thank You

Customers who donate are special customers. They want to help you

It's not good enough to send them a small thank you using the Ticketsolve email

Send them 2 or 3 emails:

- Straight after they donate:

 Thank them for their donation and tell them how much it means to you
- 4 days after they donate:
 Follow up with another thank you and give them an idea around how you use that donation
- 2 weeks after they donate:
 Thank them once again and tell them that you can't wait to see them soon

farnham maltings

thank you... for helping to secure the Maltings' future for the community



Dear << Test First Name >>

Thank you for your recent donation to Farnham Maltings' **Spring Forward** campaign. We are thrilled to have your support. Your generosity means we are able to continue to be the best version of ourselves and secure the Maltings' future for our community.

We would love you to share stories about your connection with the Maltings by emailing boxoffice@farnhammaltings.com or giving us a call on 01252 745444.

If you are active on social media, do share your support for our campaign and help spread the word with friends and family by using #MyMaltings. You can download a simple little animation of our Yellow Warbler to share here.

Updates on the campaign's progress will be posted on our news blog.

Thank you again for your generosity and confidence in our work.

Gavin Stride, Director Farnham Maltings





First Time Customers

You want to make a good impression

A simple email saying that you can't wait to see them could turn a first time customer into a repeat booker

Give them some information about what you do, what is your mission and vision

Also give them some basic information about how to get to the venue, give them some tips about what to do when they visit:

Make sure you get a taste of our famous theatre cocktail when you visit the bar. You'll love it!



Thank You!

Thank you for your purchase from the Barn. We can see that this is going to be your first visit and we are really looking forward to welcoming you!

As the only arts centre of its kind in Aberdeenshire, the Barn plays a vital role in enabling rural audiences of all ages to access high-quality arts activities and creative learning opportunities within this large geographic area.

We aim to deliver an ambitious and diverse year-round programme of performances, screenings, exhibitions, artists' support programmes, talks,



festivals, environmental learning projects and a community-focused programme of workshops, events and children's activities each year.

The Barn is a Scottish charity and not-for-profit organisation and our mission is to work collaboratively through the arts, connecting our community through creativity and friendship.





Lapsed Customers

It's much easier and cheaper to try and get a lapsed customer back than attracting new audiences

Reach out to customers who haven't booked in a year

Tell them you miss them

Give them a link to your latest brochure or what's on so they can see for themselves what they're missing





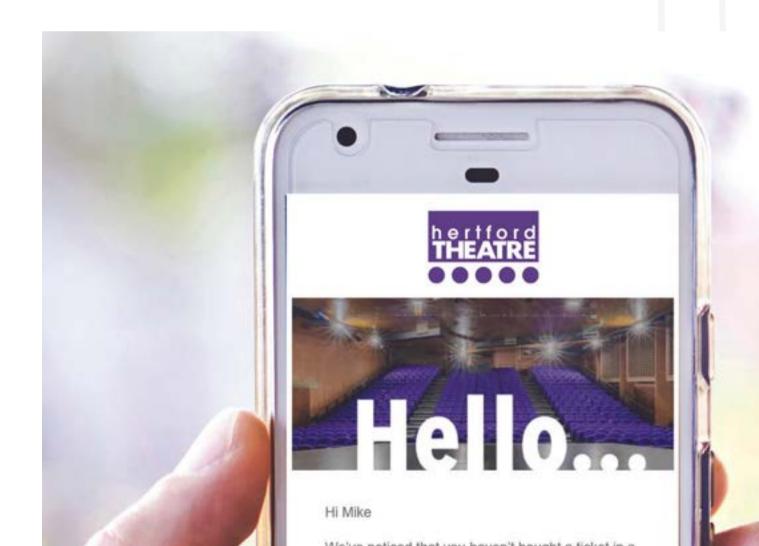


Example 1

Hertford Theatre

First time customers email

Quick email to say hello





1,062 email sent



48.4% open rate



5.3% click through



88 customers





Example 2

Watermans Arts Centre

Lapsed customers email

500 days after a customer didn't purchase anything









28.8% open rate



6.6% click through



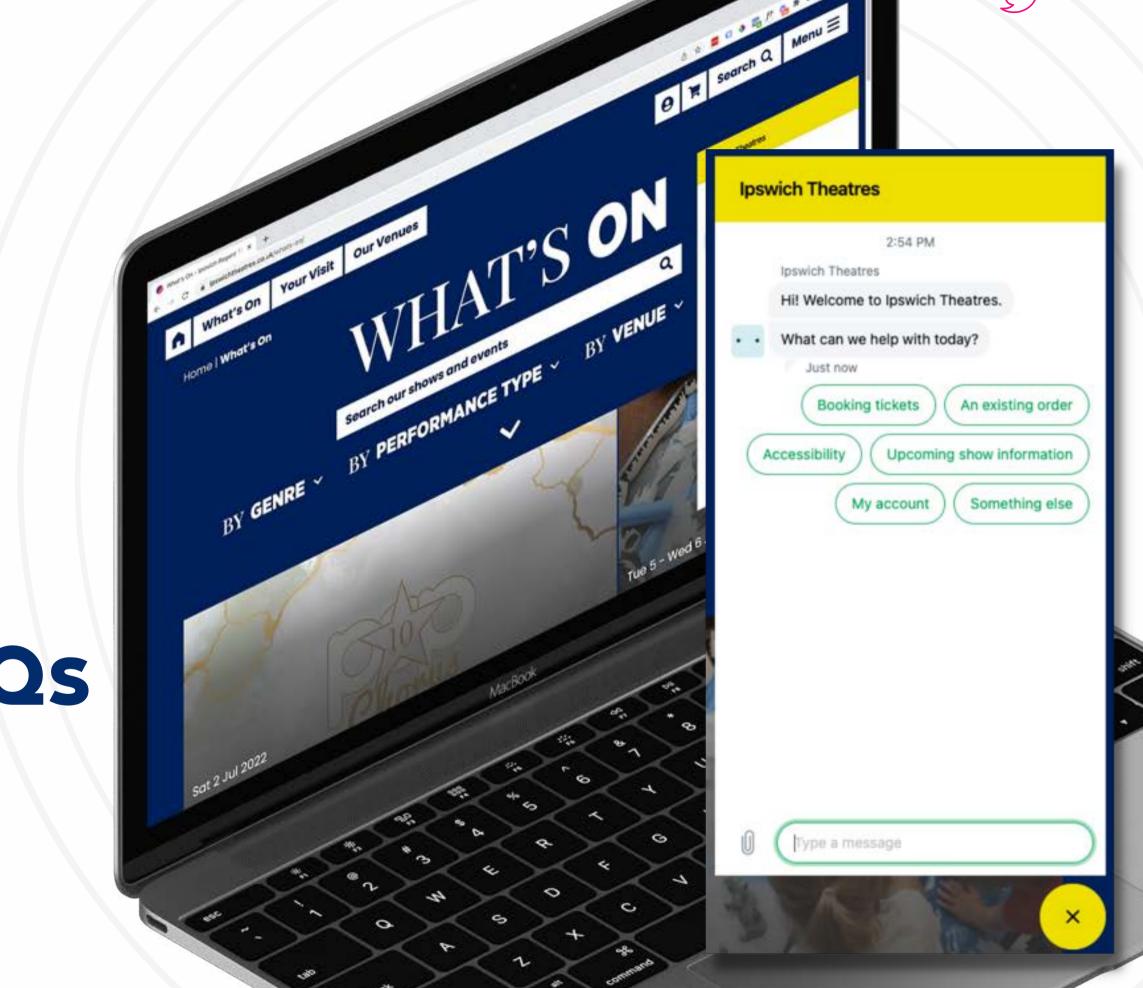
1,850 customers







Box Office Automated FAQs



Box Office Bot

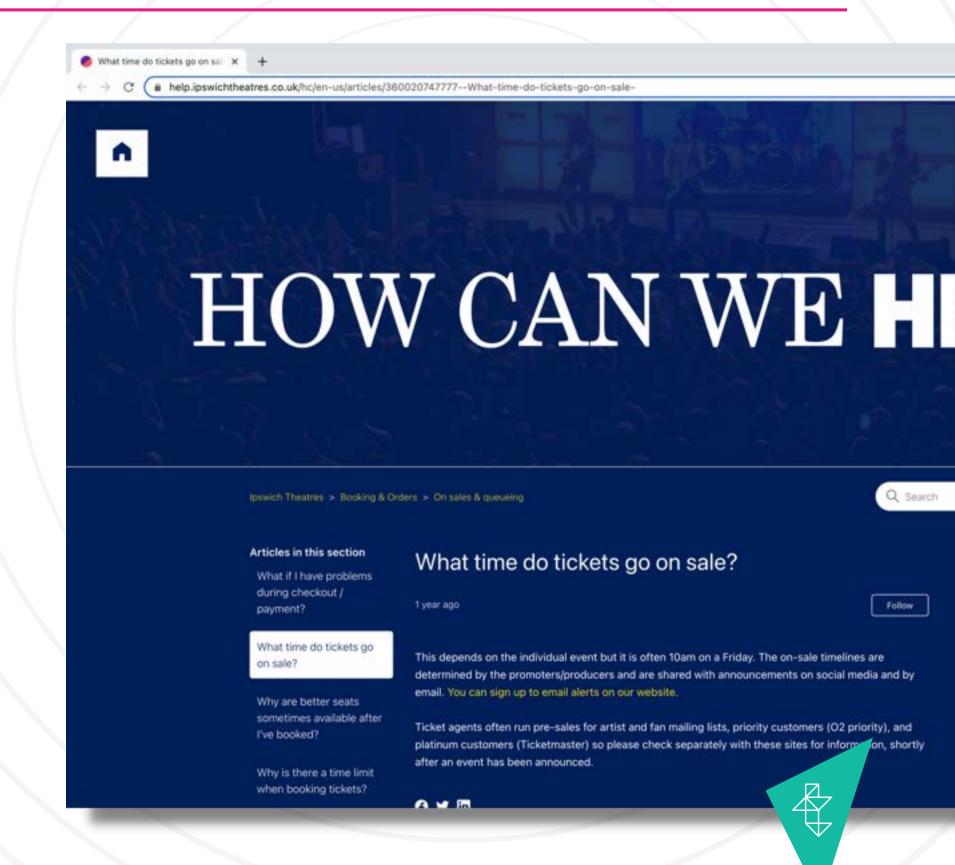
Do you get a lot of calls about trivial questions in the box office?

Why don't you let the customers get answer for themselves

You can even help them find the answer they are looking for

Why don't you use a bot on the website?

Ipswich Theatres is a great example





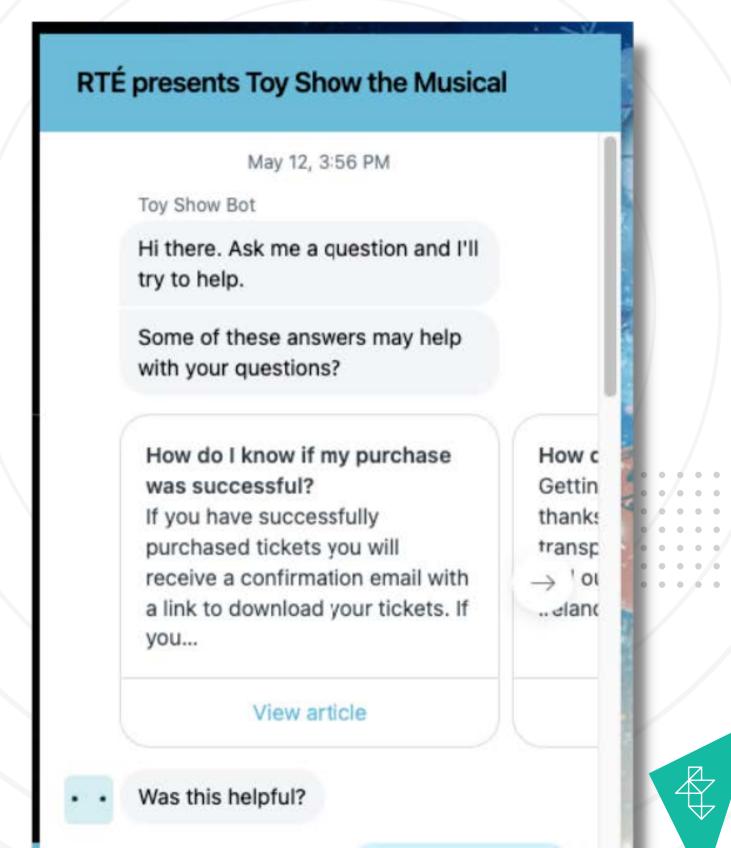
Zendesk

Use Zendesk as your help centre

Collate all your FAQ's and add as articles into your help centre

Set up the bot to answer questions automatically and suggest related articles

Be as detailed in your answers as possible



Stats

Ipswich Theatres

Since launching in June 2021

Over 47,000 views of articles on the online help centre

Over 5,000 interactions with the online bot

"The pandemic contributed to a big behaviour shift in how patrons interacted with our organisation and as a result we implemented an online help centre, allowing customers to easily access answers to frequent questions on a self-service platform.

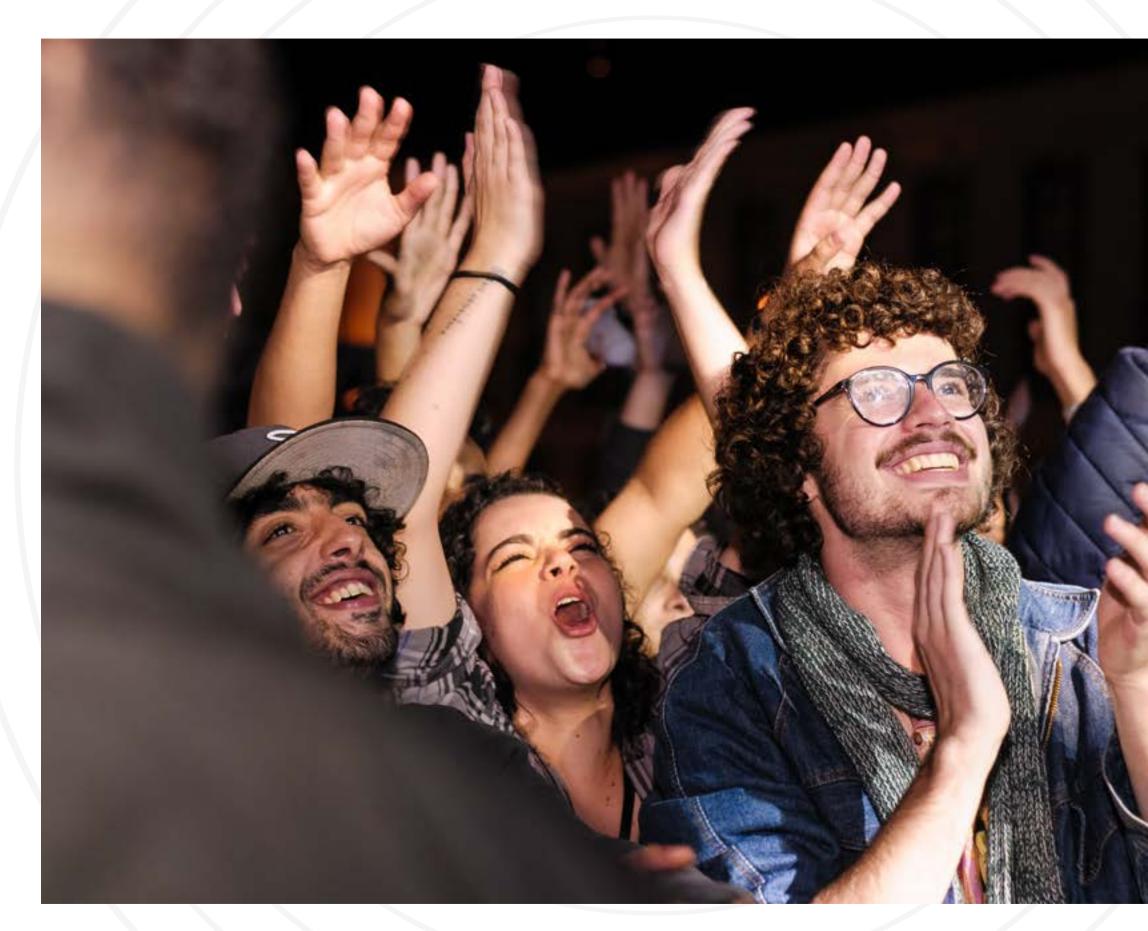
Our chat bot links to these articles and appears on every web page (including our Ticketsolve subdomains) allowing patrons to access answers throughout their online journey with us, without having to call

Our help centre and chat bot enriches the online experience for customers and so far has diverted nearly 50,000 FAQs, allowing our phone team to deal with remaining queries in a more efficient structure."











COVID 19

Covid has had a huge impact on the world

Our industry in particular

Customer trends and habits have changed

Databases have become not so accurate

You need to try to entice lapsed customers back

They haven't disappeared, you need to remind them that you are still there





Engagement Ideas

Why not send lapsed customers an email

Segment your audience to everyone who has not purchased a ticket since October 2019

Send them a friendly email

Just remind them that you are still there

Create a We're Back Campaign

Segment further if you want i.e. Comedy events, Theatre events



Engagement Ideas

Why not send a letter to important customers

Segment your audience to everyone who spend over £300 before Covid, or visited at least 5 times before the pandemic

Tell them that they were a really good customer and you miss them

Just remind them that you are still there

Segment further if you want i.e. Comedy events, Theatre events







Visualise Your Data





The Data

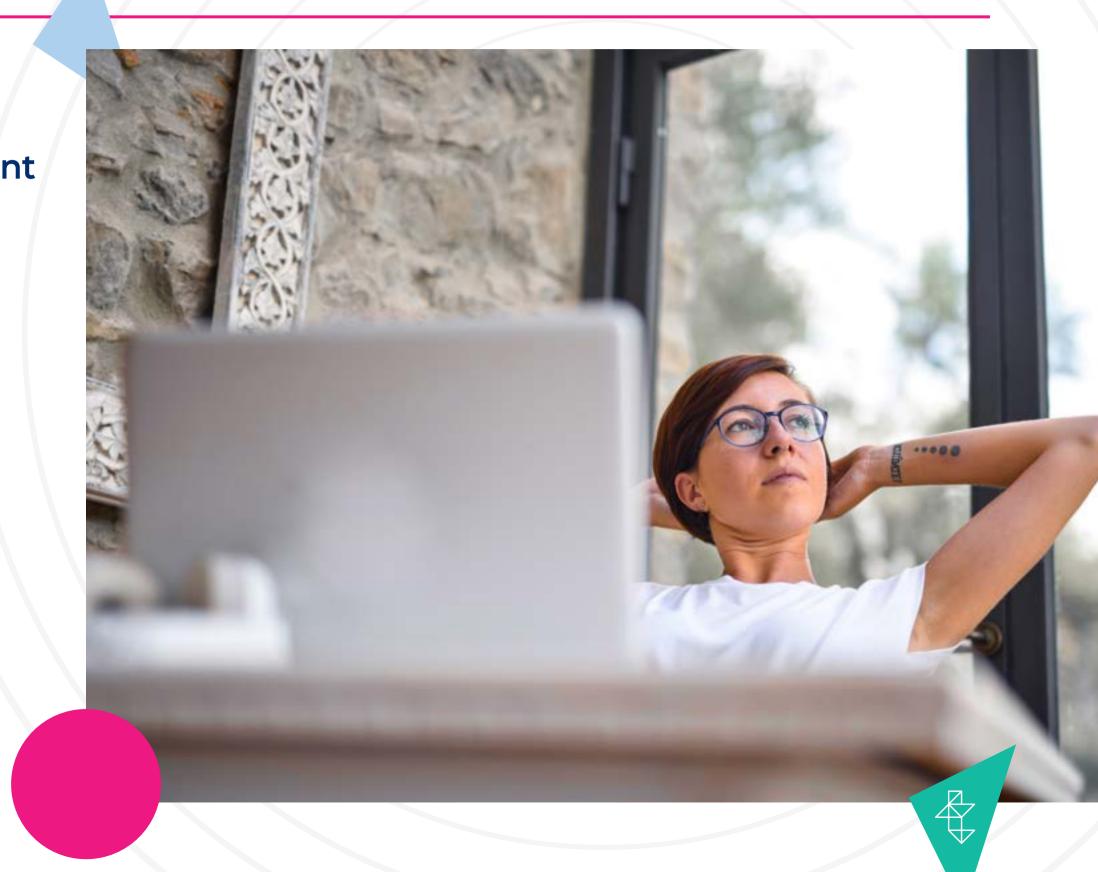
Ticketsolve has a load of data in it

Slice and dice the data in anyway you want

All data in Ticketsolve is downloadable

Think about what you need to visualise

A great example is customer postcodes









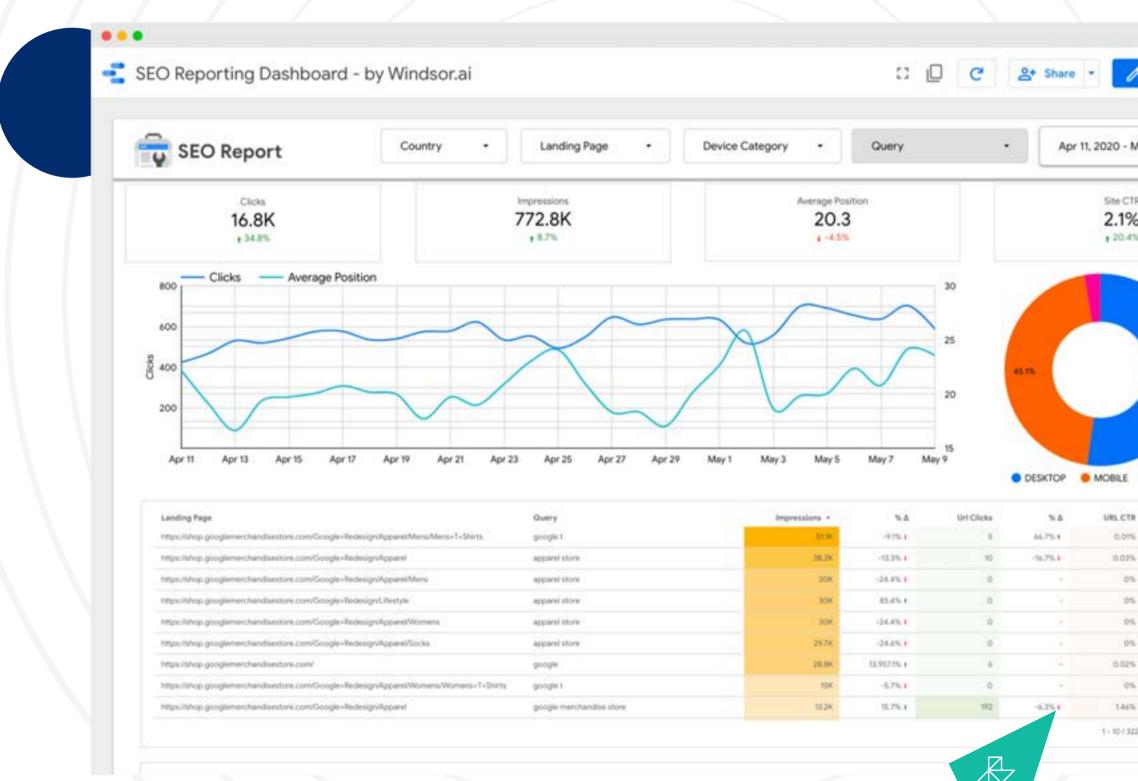
Google Data Studios is a great tool

Accessible via the web

Free

Simple and Intuitive

Can create effective Dashboards







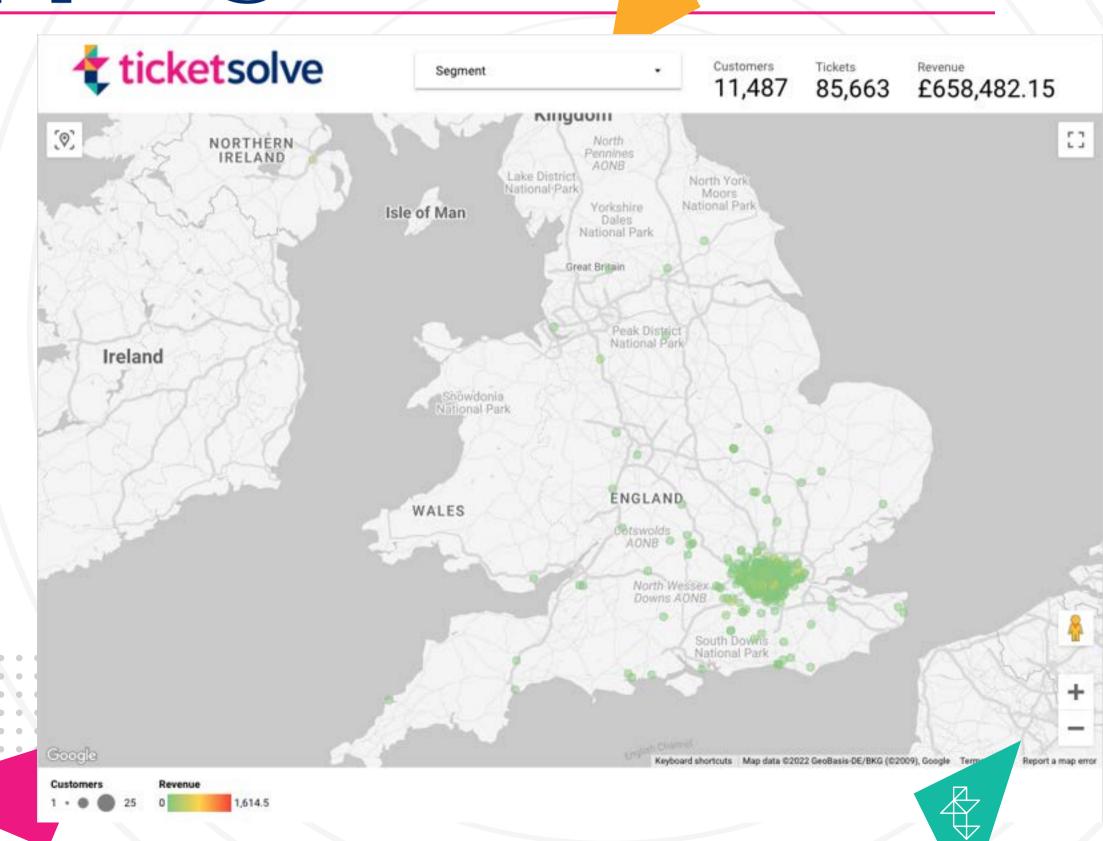
Postcode Mapping

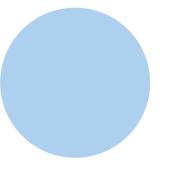
Postcode mapping is a brilliant report to visualise

We've created a template

See where your customers are coming from where your hotspots are

Add segmentation e.g cinema vs live







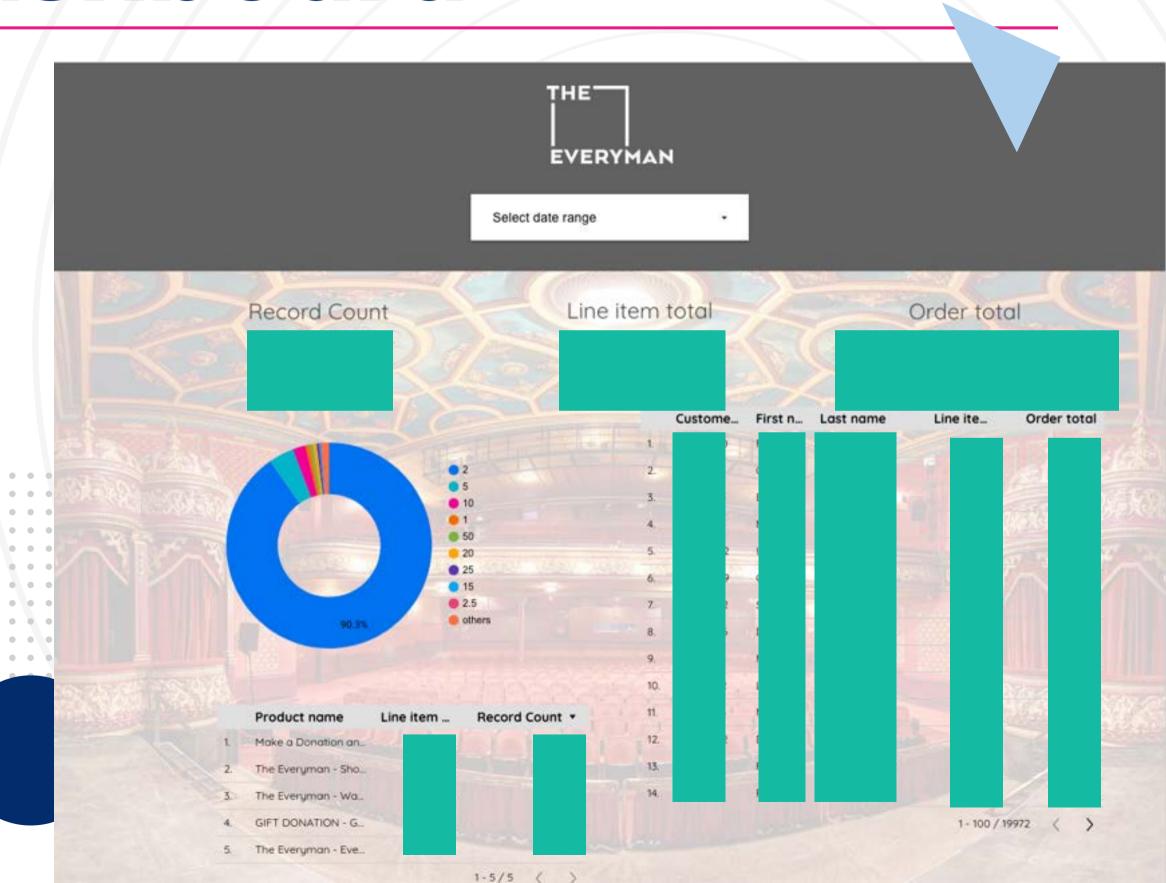
Donation Dashboard

Report on donations using a simple donation dashboard

Sorry, we can't show the data here

We're working with Everyman in Cork to help build a better picture of their fundraising activity

Easy to build and interactive







What Are Webhooks

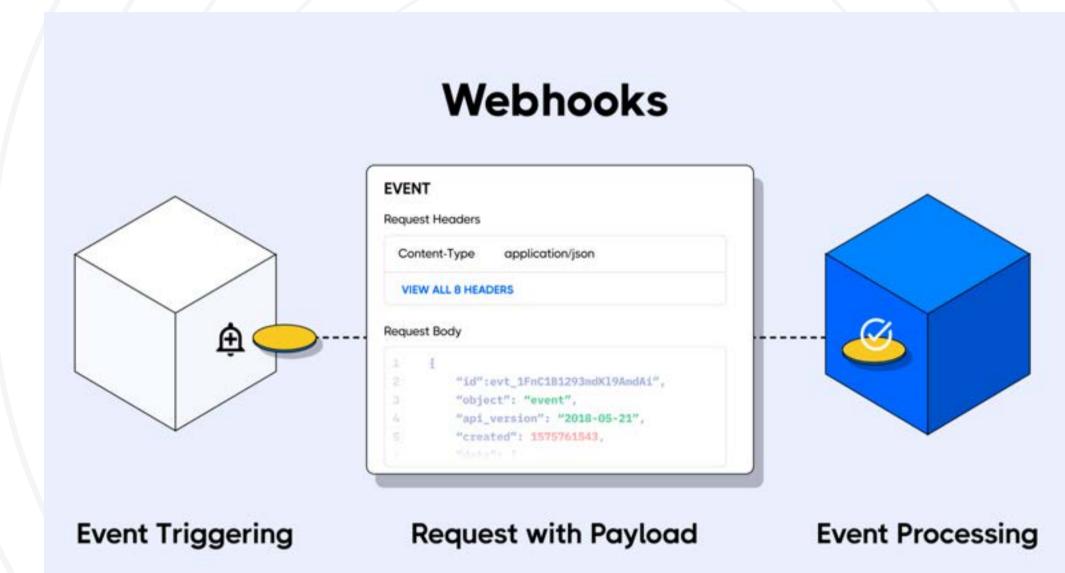
Basically it's an API

Automated messages (data) that will be sent from Ticketsolve when something happens

We can send data from Ticketsolve to a catch URL

Once that data has been caught, you do do whatever you want to with that data

You can connect Ticketsolve to any system that can consume the data via a catch URL







Zapier

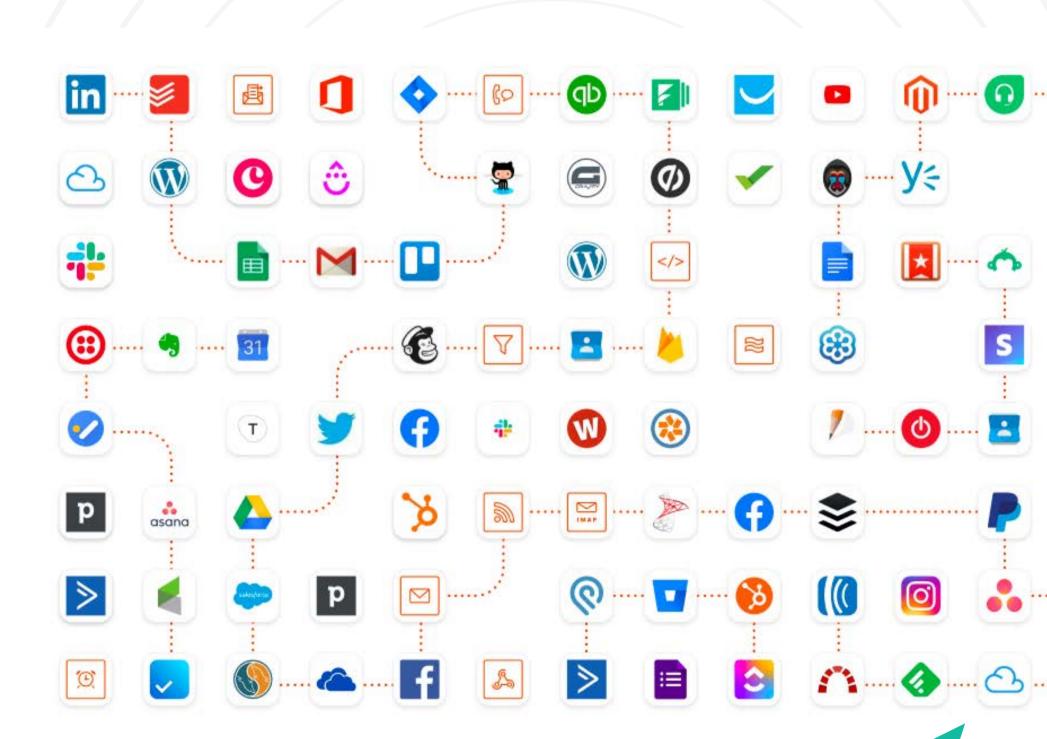


Zapier is a product that allows end users to integrate the web applications

As of 2022, it connects to more than 5,000 apps

No need to be a developer, you can connect Ticketsolve to any of their integration partners with a few clicks

As little as £11 a month





Simple

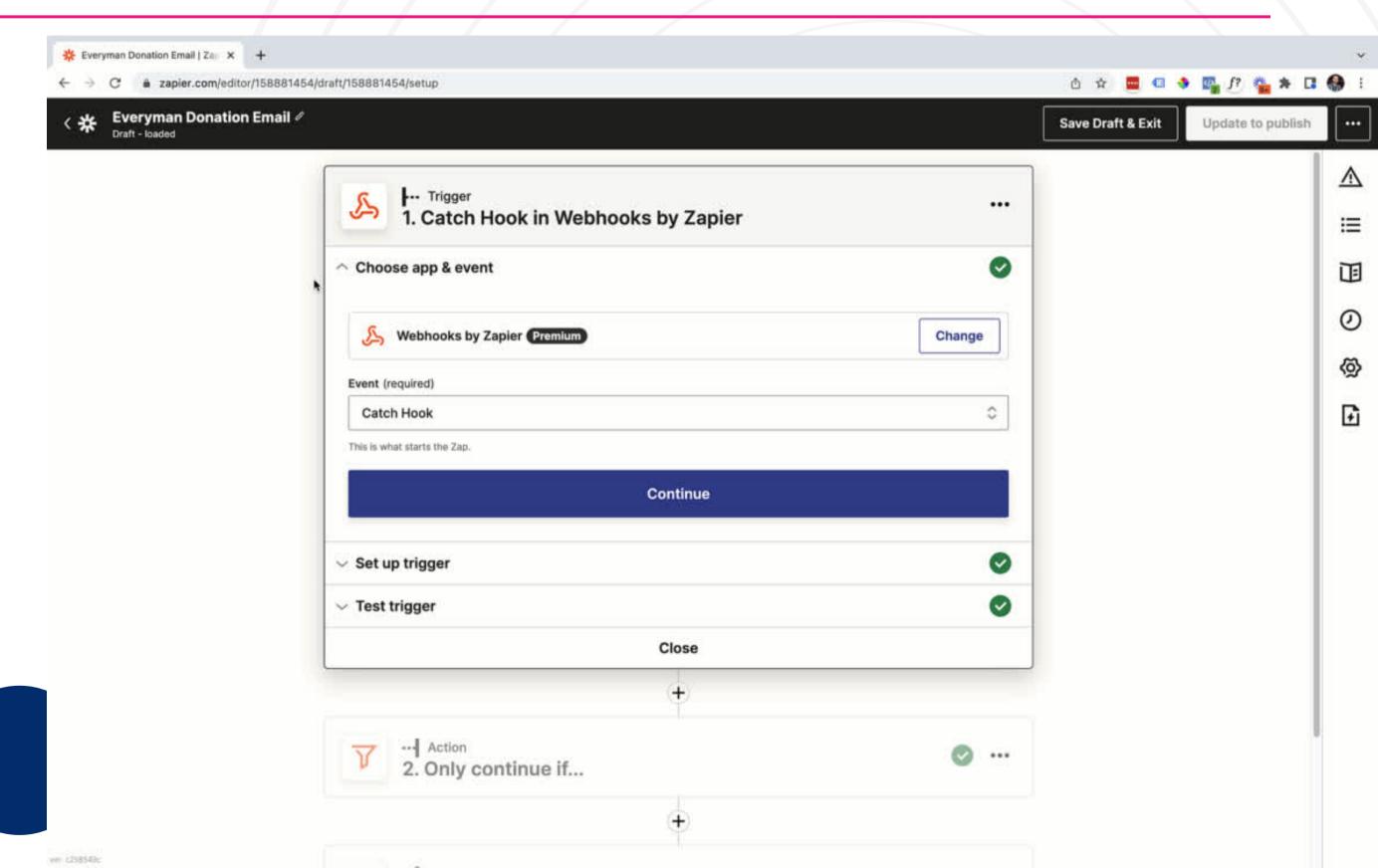
Get a catch hook URL

Add any filters you need

Connect to an app

Create your Zap







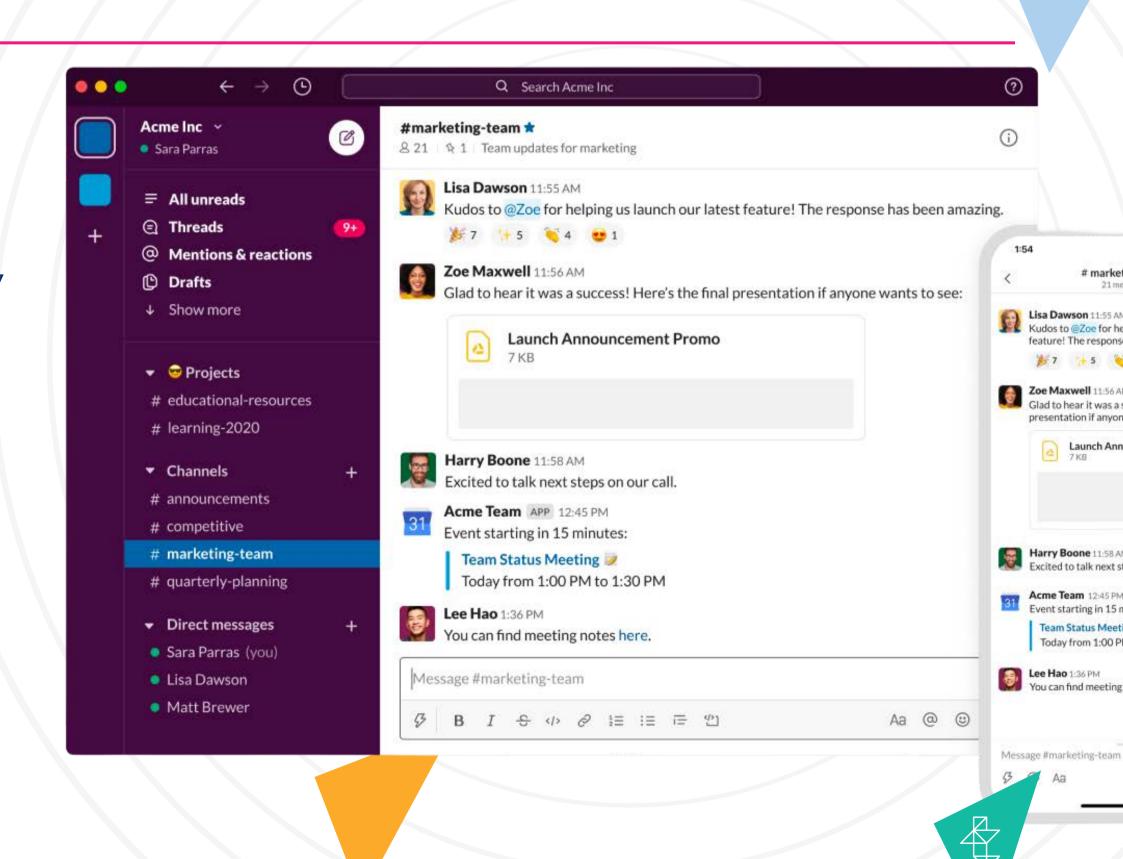
Connect Ticketsolve to Slack

Create a Box Office channel

Notify all members in the channel every time a VIP customer books

or

Every Time someone spends more than £500 in one order



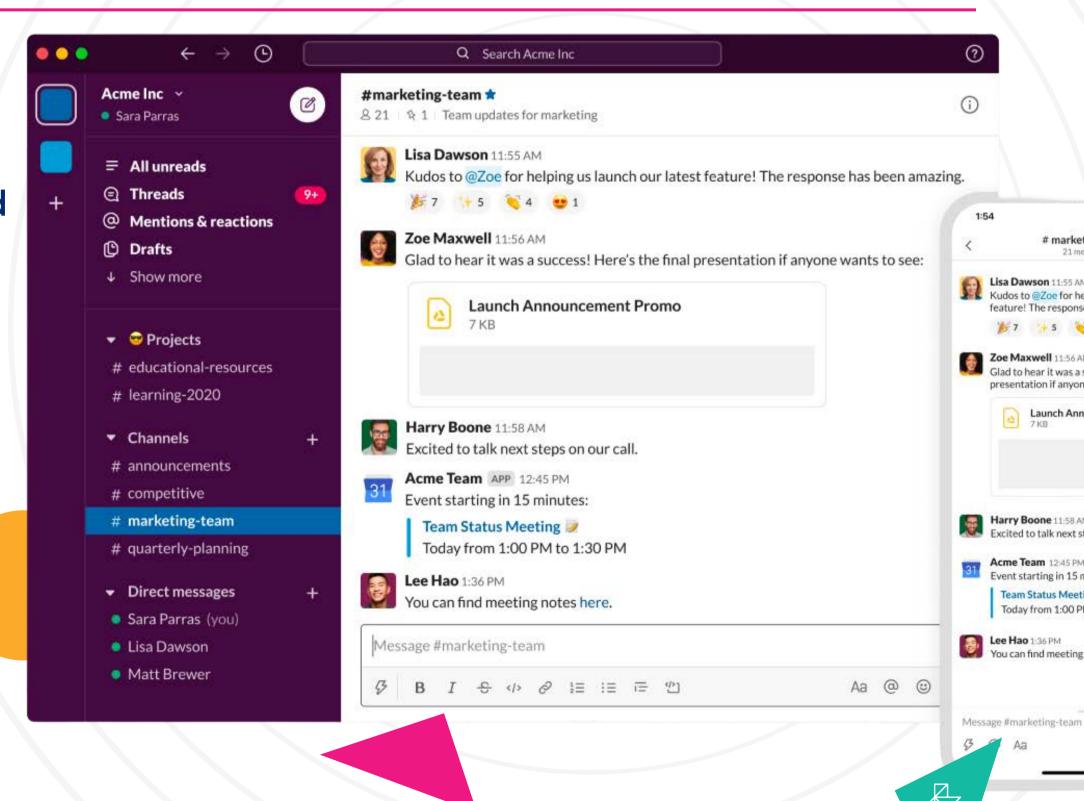


Create a Marketing channel

Notify all members in the channel when a show hits a certain amount of tickets sold

or

A customer with a tag books a ticket





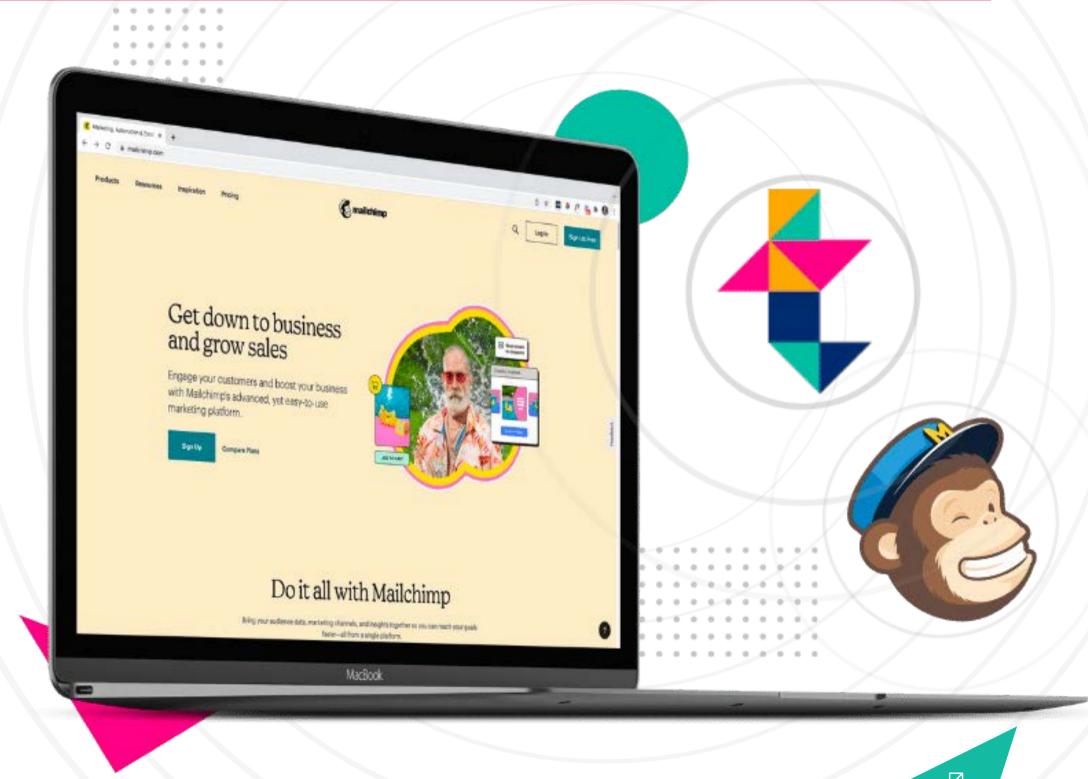


Connect Ticketsolve to Mailchimp

If you run multiple venues

Set up an automation to tag all first time customers who book for a certain venue

Off the back of that, send them an automation from Mailchimp to say welcome





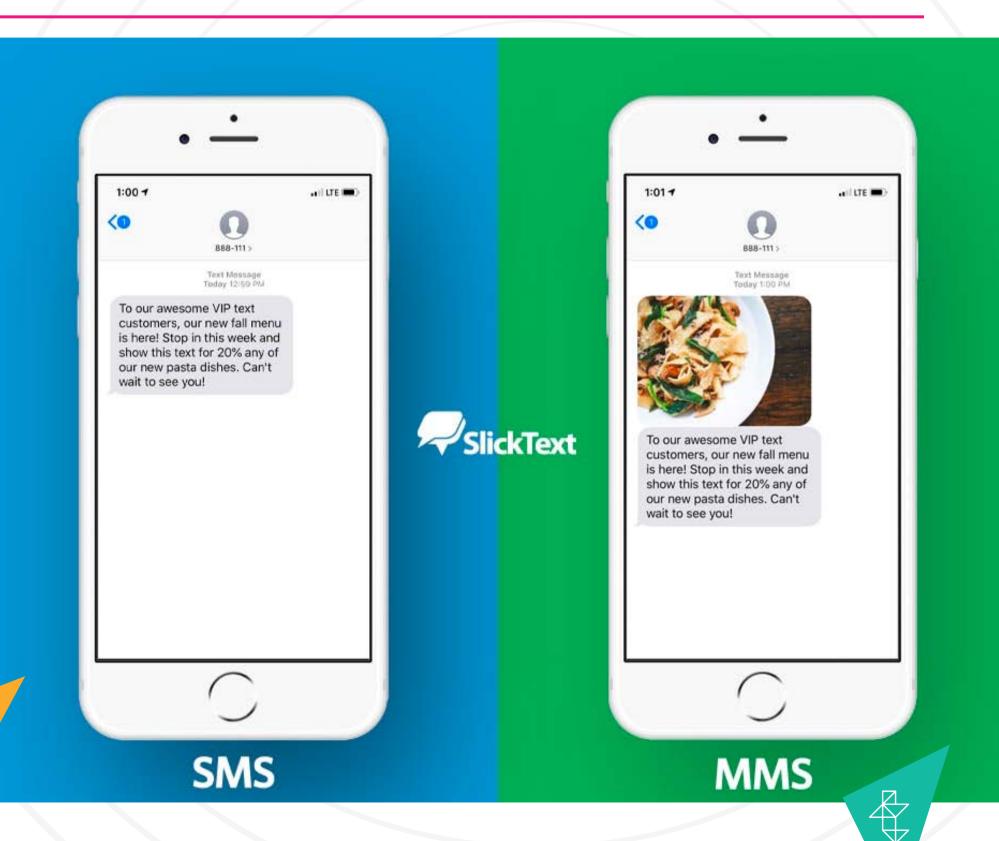


Connect Ticketsolve to SMS Platforms

If a customers opts in for SMS

Send their details into the SMS platform

Use that data to send SMS messages to your customers



Connect Ticketsolve to a CRM

Nevill Holt Opera case study

They connected Ticketsolve with Salesforce

Salesforce is their main source of truth

All customer and purchase information is

sent over





Workshops 2022

Lunch





ticketsolve

Tips & Tricks

Some tips around things that you may not know about Ticketsolve





What Well Cover

Customer Campaigns

Extras

Customer Email Lists

Scanning

Event Templates

Scissors feature for carts

E-Tickets

Event Attributes

Required tickets types

Minimum tickets







Has anyone got any questions?







Ticketsolve Roadmap

A sneak peak of new developments that are coming down the tracks in the coming weeks and months





2FA

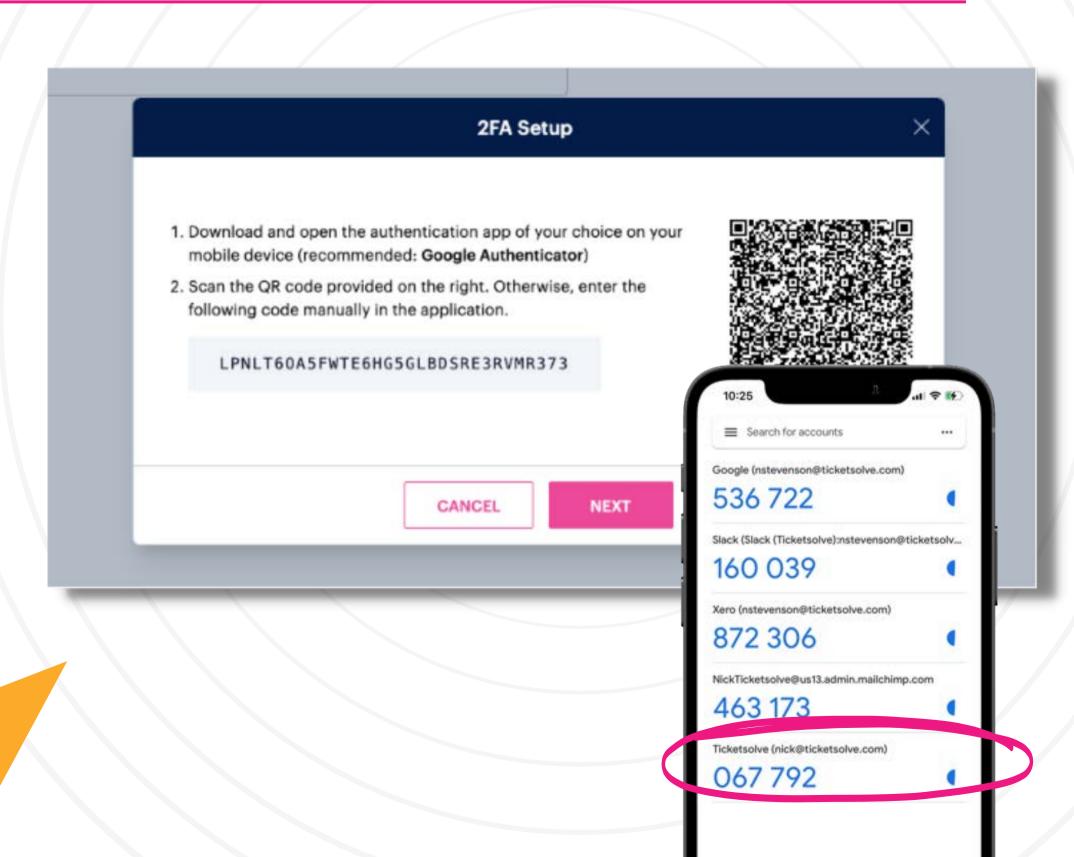
Two factor authentication

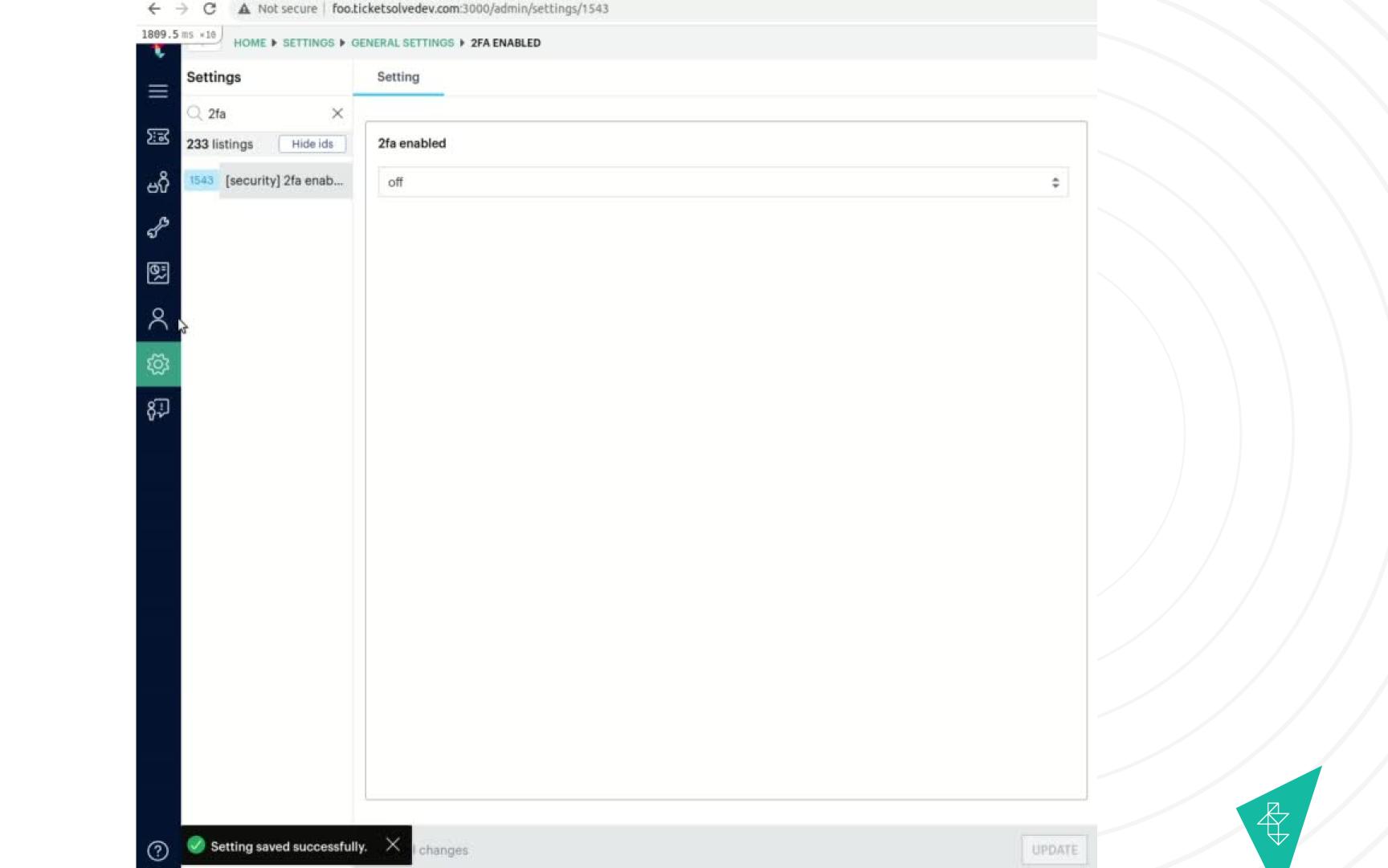
Added security for User logins

Use apps such as Google Authenticator to login to Ticketsolve

Simple to use and set up

Can be set for every User or individual Users







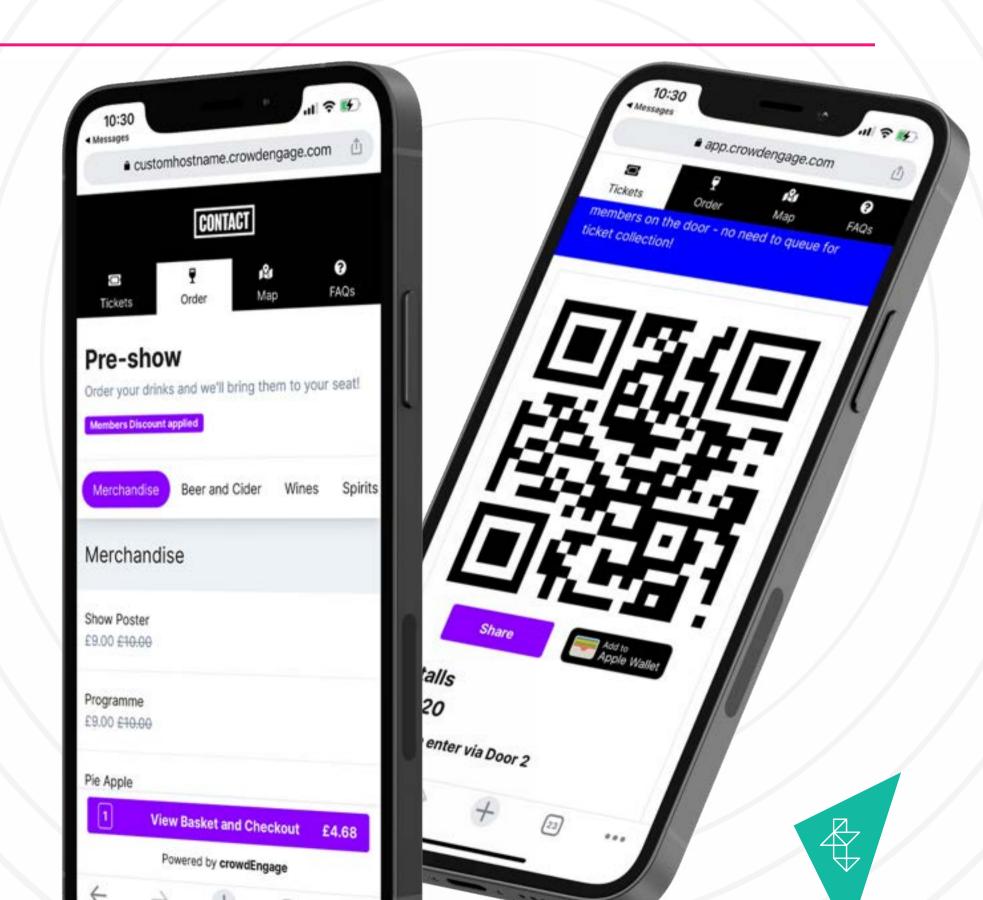
crowdiengage

We're integrating with crowdEnage

Power audience messaging, mobile ticketing and seamless food and drinks ordering

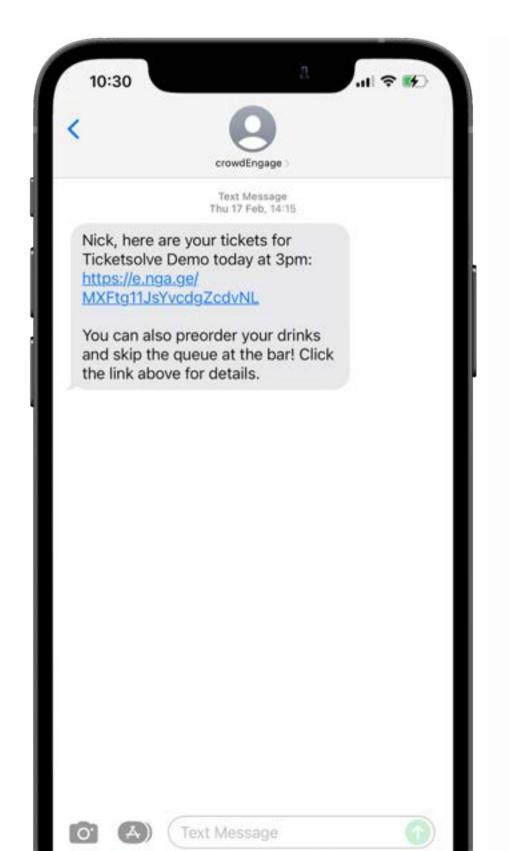
2 hours before an event, send message to all customers who are attending

Their tickets will be included as well as the ability to pre-order drinks etc..

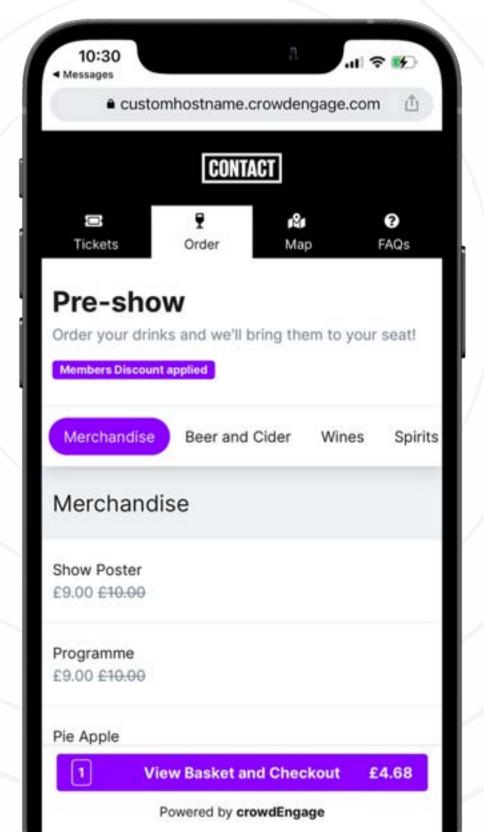




crowdiengage









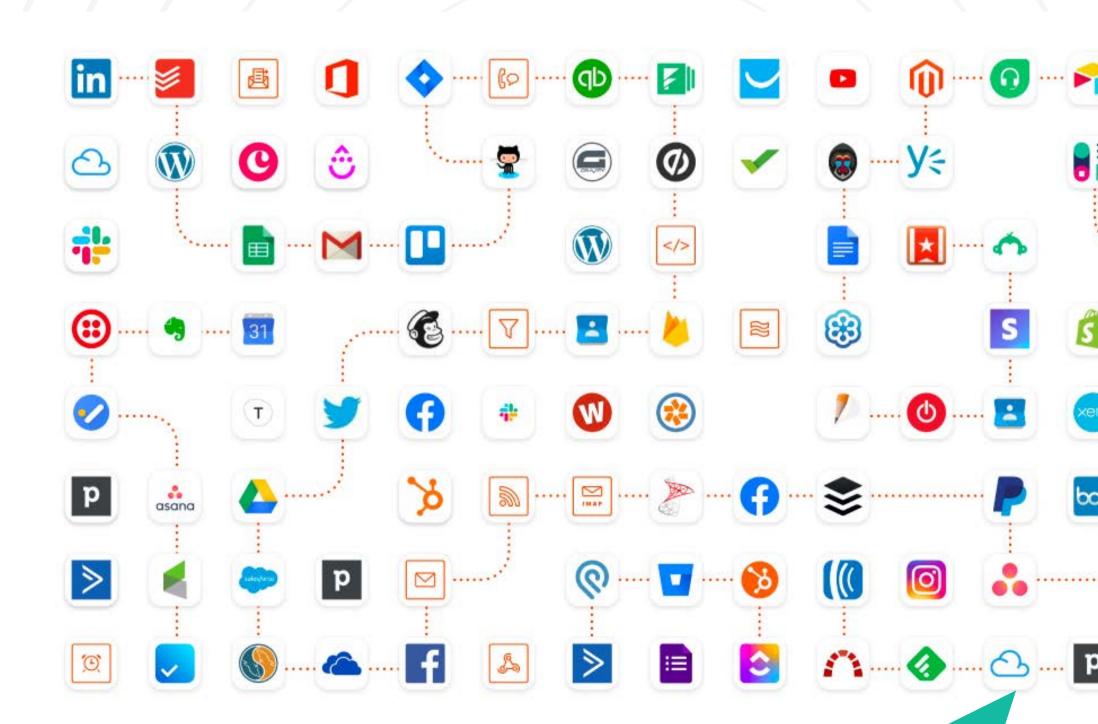


Webhooks

Ability to manage webhooks yourselves

Ability to send data from orders over to Zapier and other platforms

We've added much richer data into the webhook i.e Checkin codes,





Accessibility

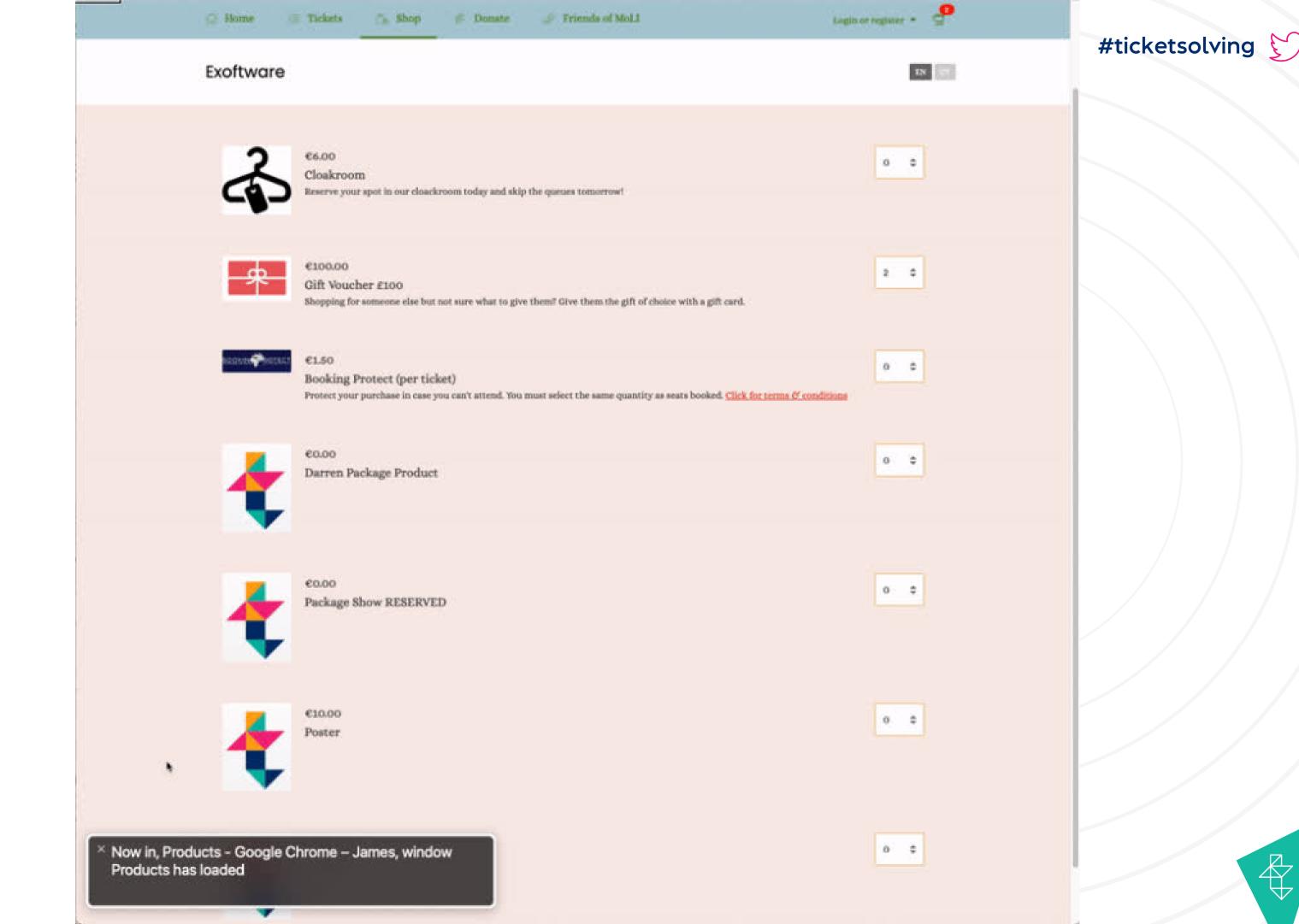
Ticketsolve will be one of the most accessible ticketing platforms in the industry

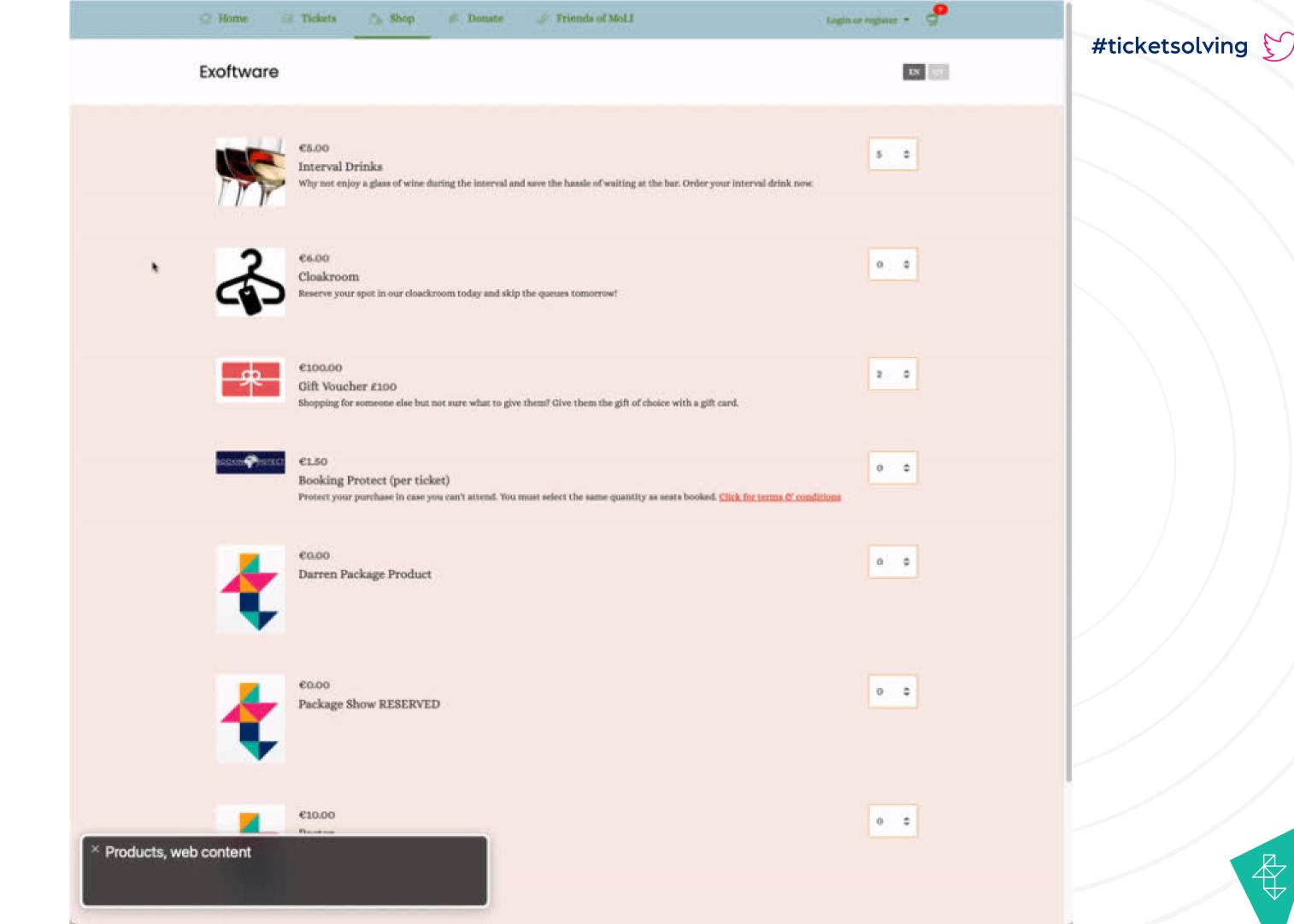
Our front end will be AA standard

Visually impaired customers will be guided through the booking journey making it easy for them to book their tickets











Ingresso

In Beta testing

We've had a few setbacks due to the pandemic

We're nearly there and Ingresso is in testing with some of our customers now

Tests are going well and we hope to roll out to everyone over the coming months

Sell from reserved seating plans coming soon







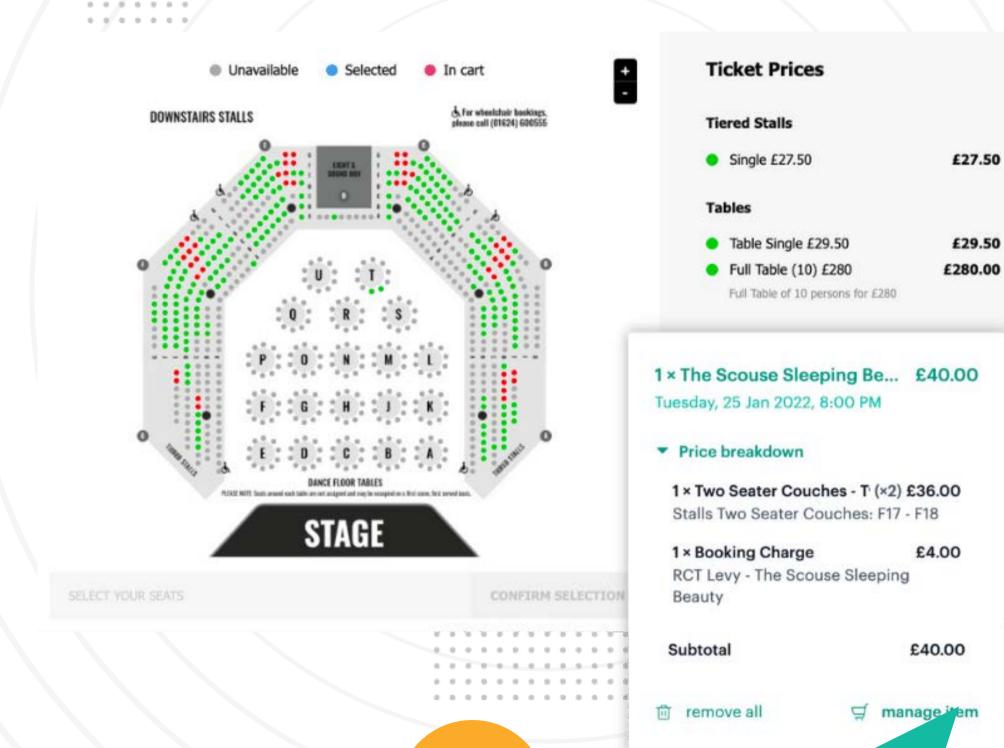
Print single Tickets

Released a few weeks ago

Ability to print a single ticket from an order easily

Go into the seating plan, pick the seat you want, click print

Easy as that..



Automated Reports

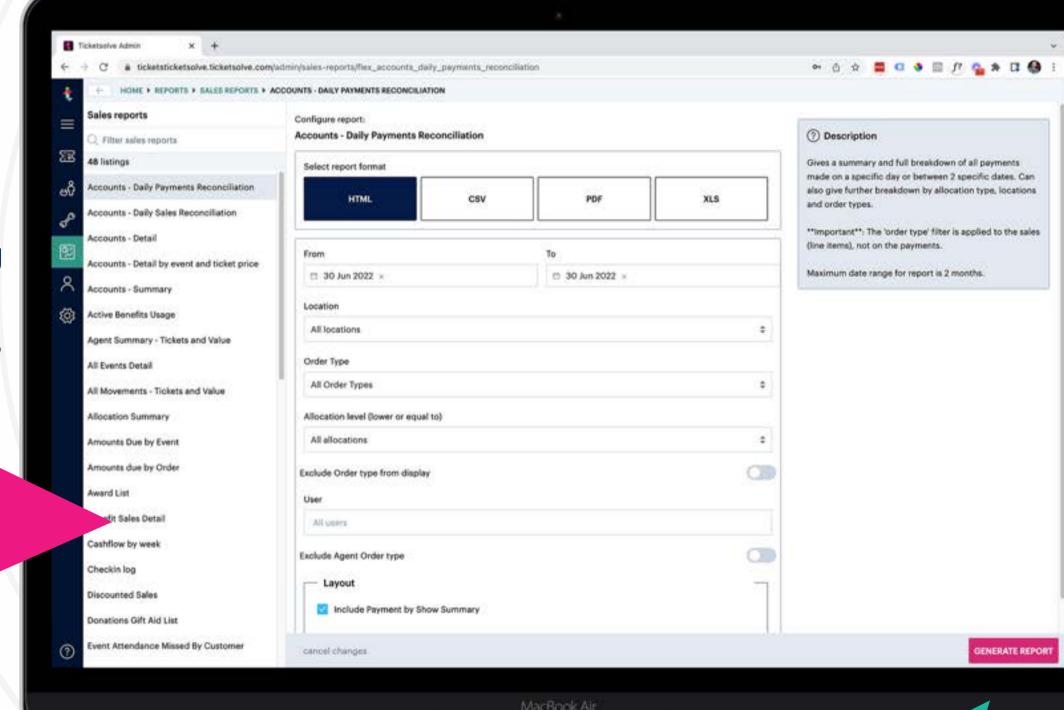
Automated reports is having an overhaul

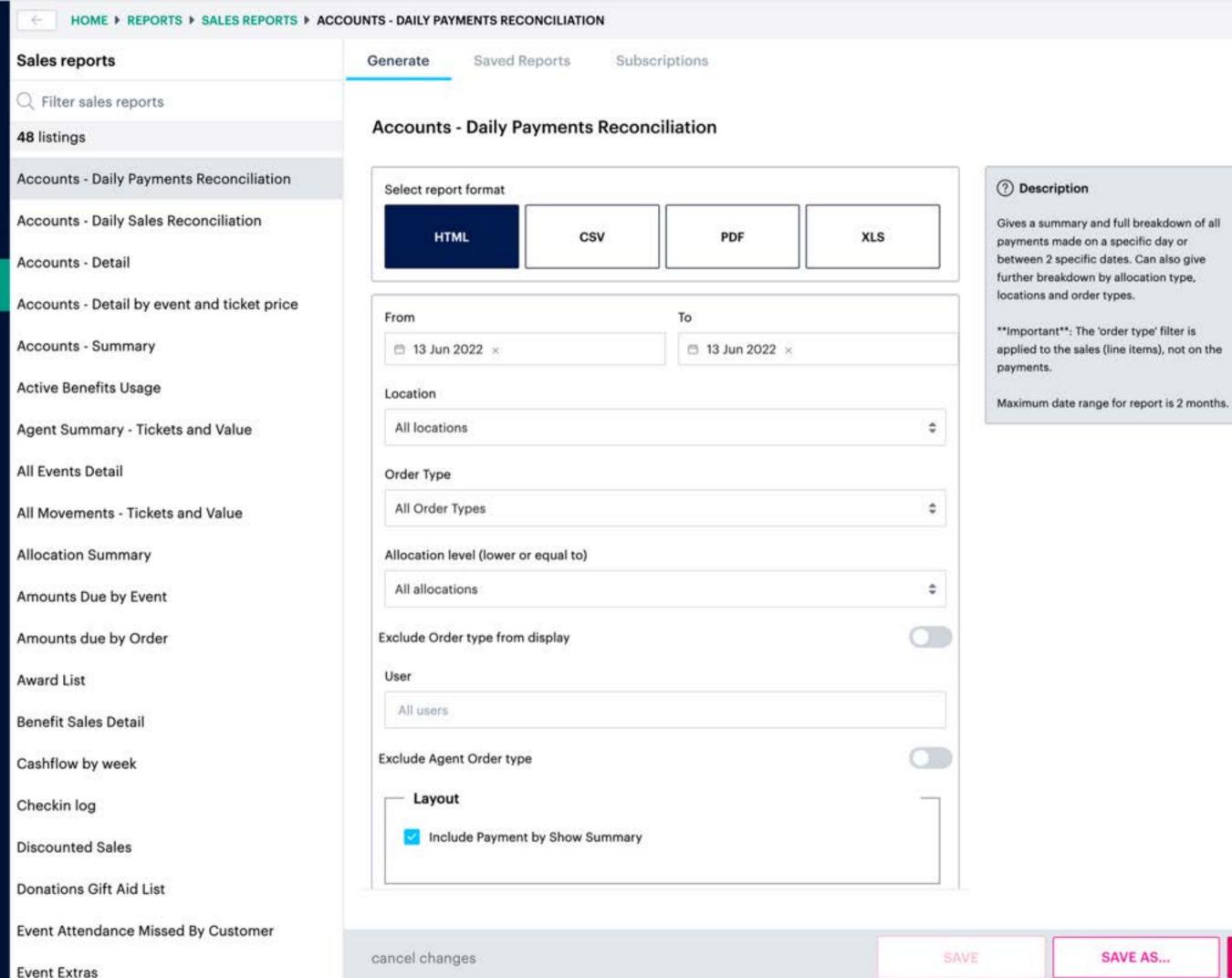
All sales reports will be able to be sent to users at the frequency of their choice

Ability to save reports for quicker reporting

2.0 ability to add external email addresses to report subscriptions

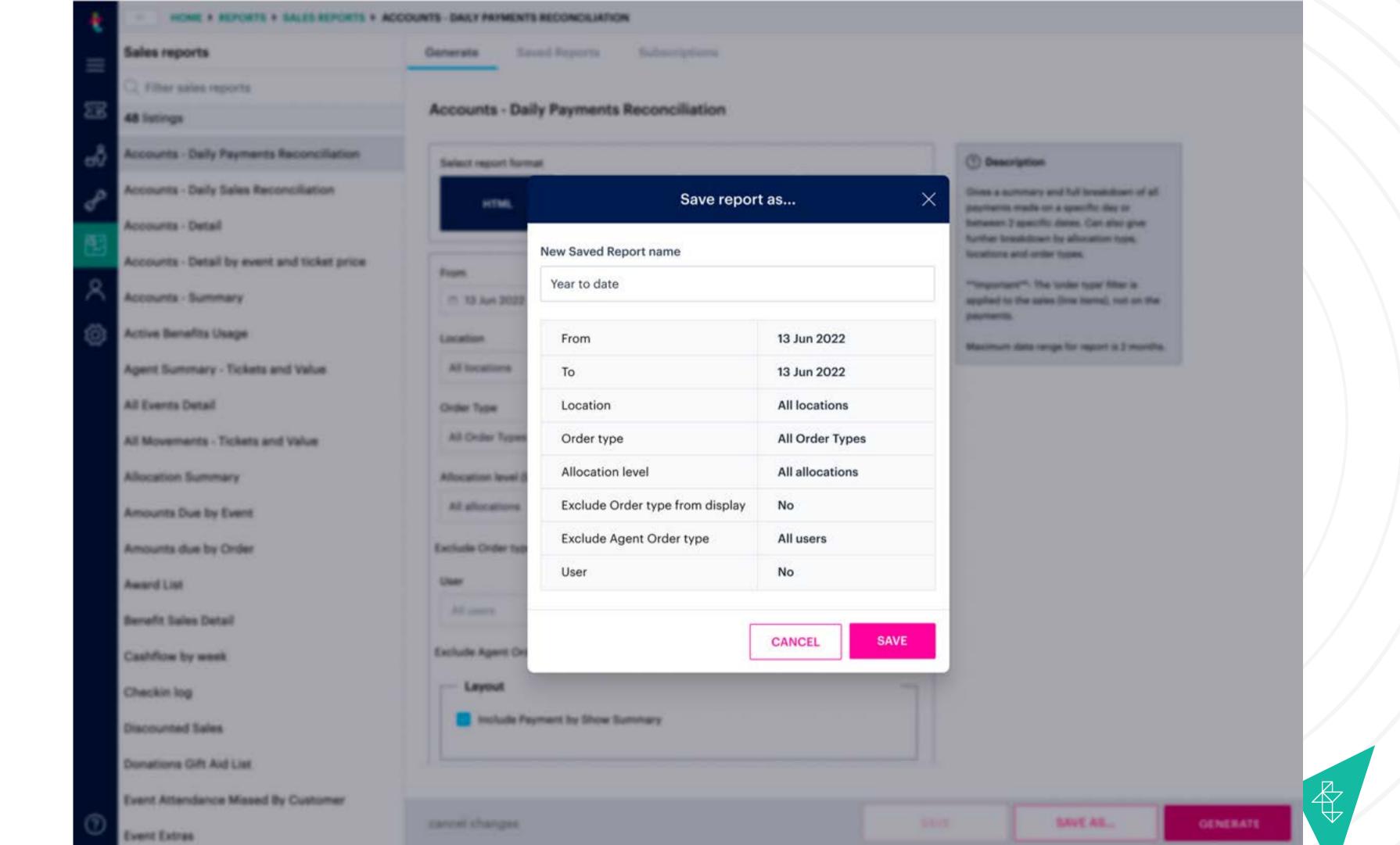
Let's take a look....

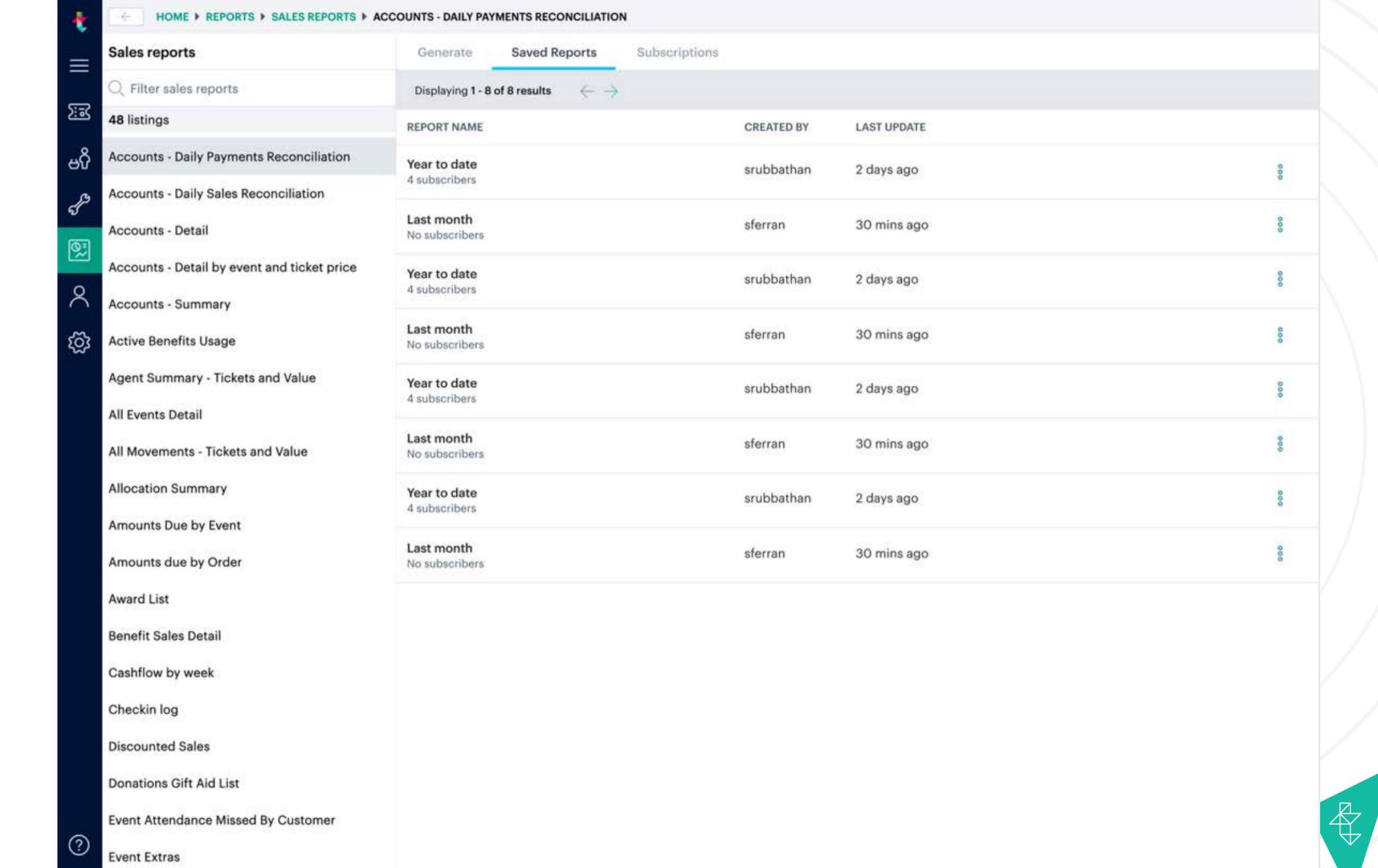


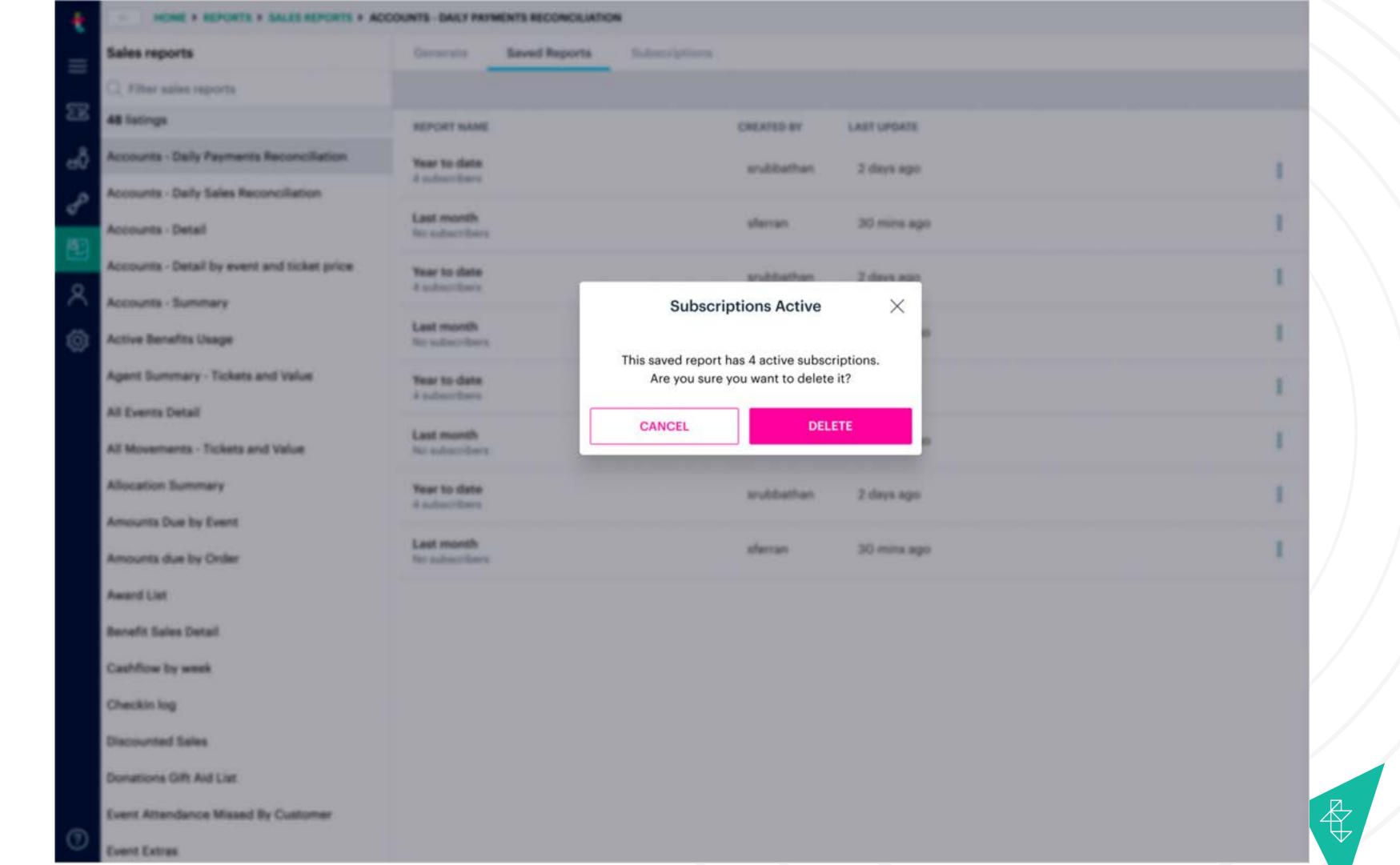


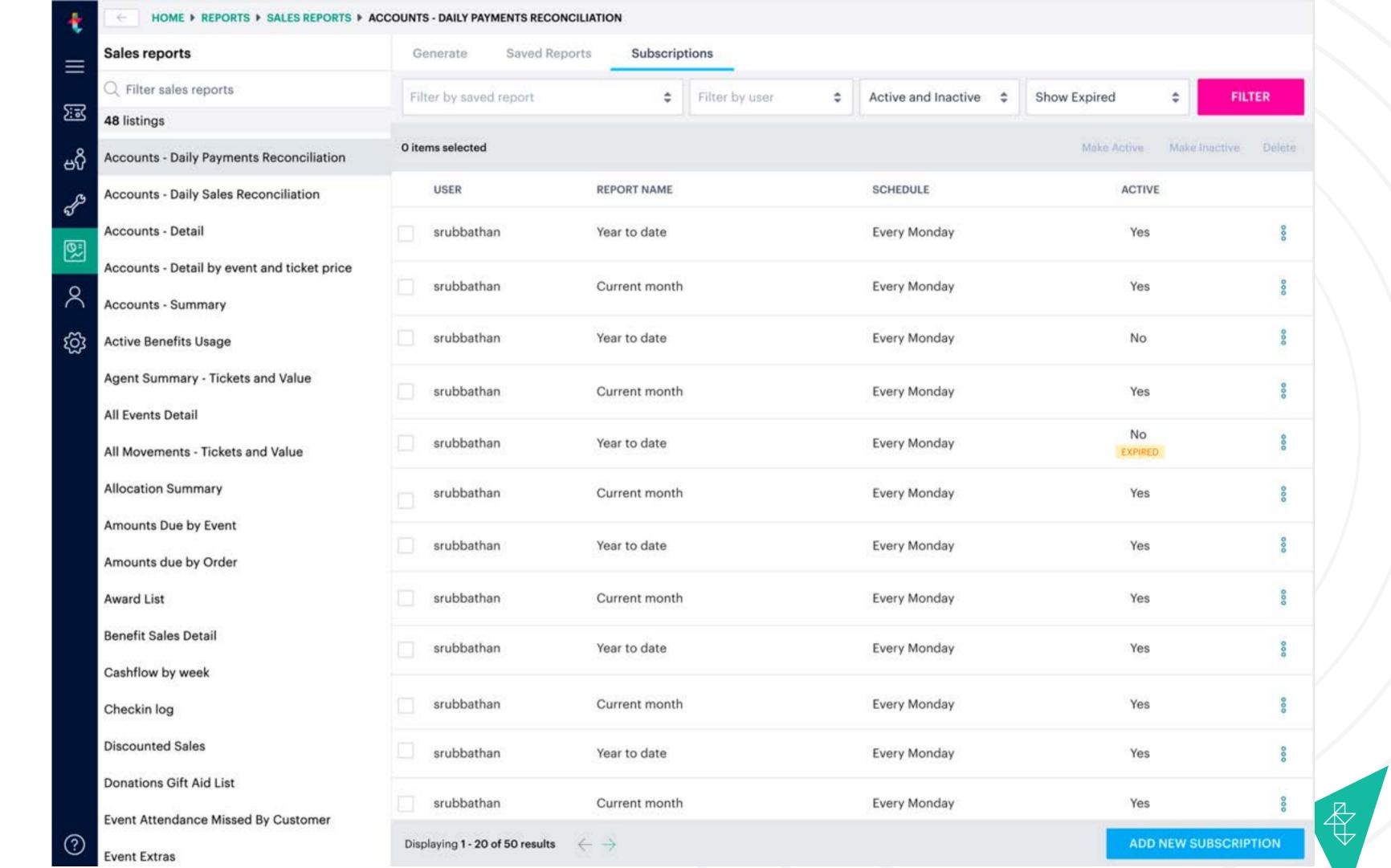


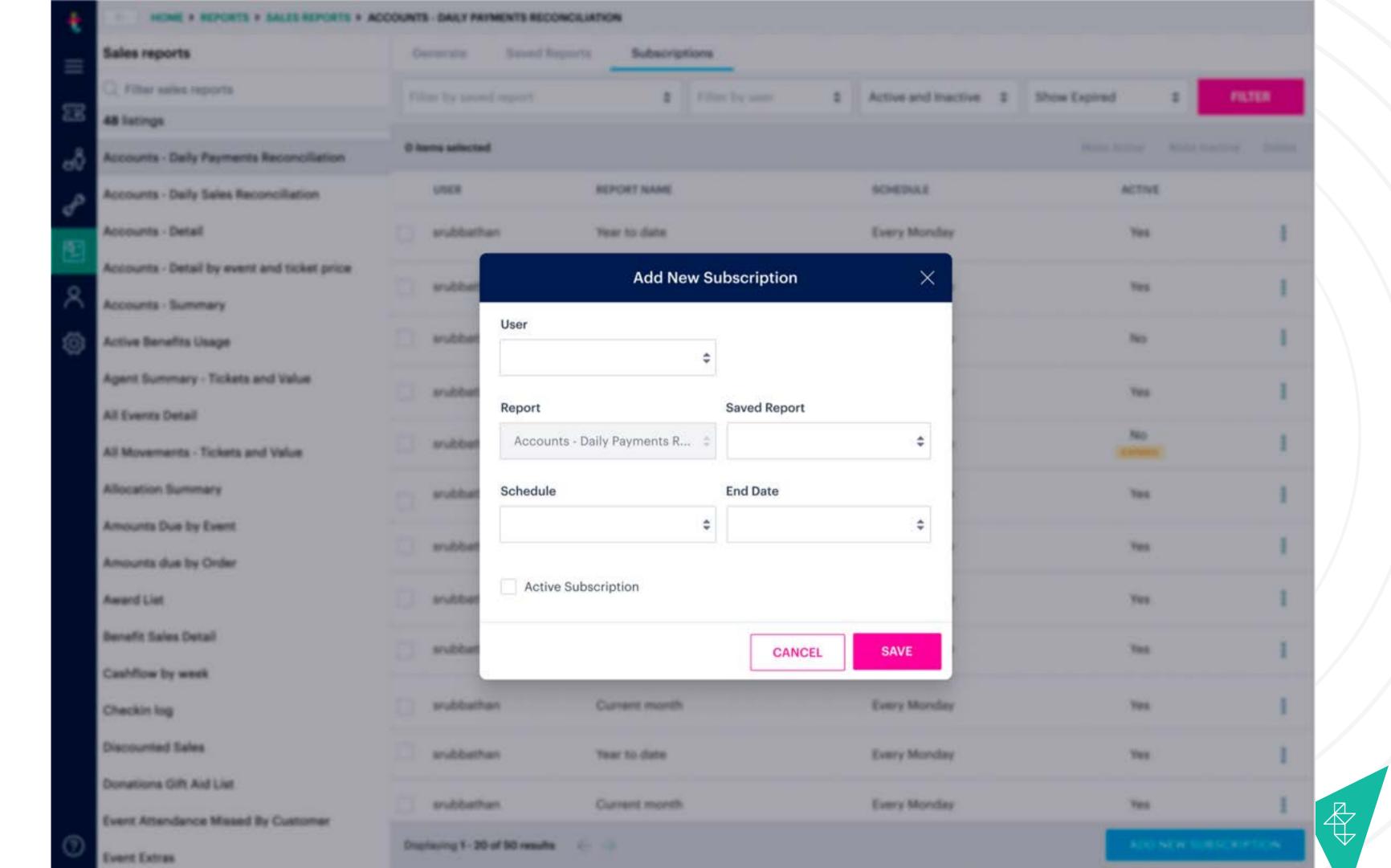
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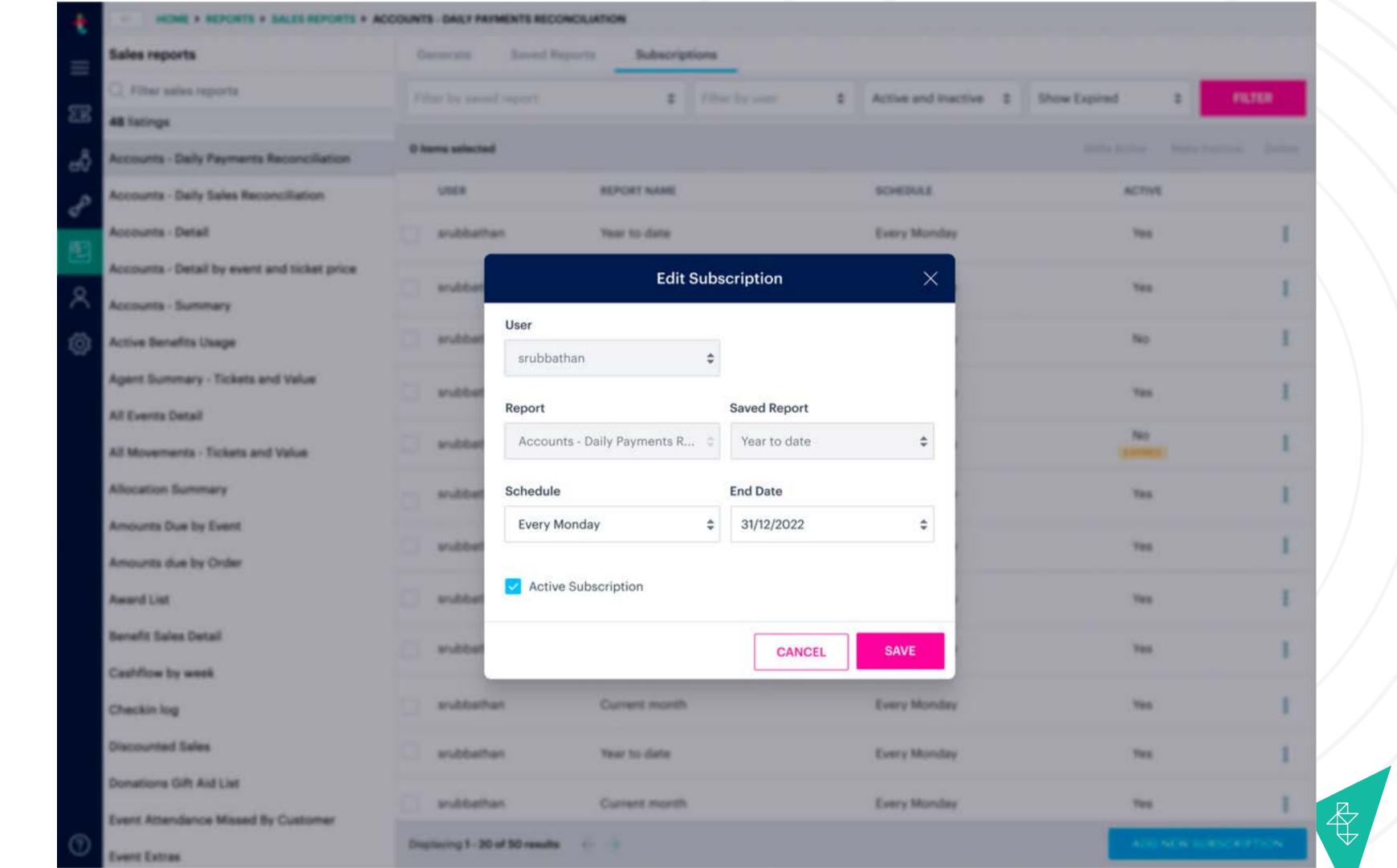














Workshops 2022

That's a wrap Thank you

