



MARKETING + PUBLICITY

October 2022

MELBOURNE
INTERNATIONAL
**COMEDY
FESTIVAL**
COMEDYFESTIVAL.COM.AU

FESTIVAL MARKETING

The Festival's overall marketing strategy is designed to increase attendance and maximise the profile of the Festival locally, nationally and internationally. As a Festival artist, you'll have a presence in the following Festival-owned marketing channels:

comedyfestival.com.au – FESTIVAL WEBSITE

This is the main source of information for Festival goers, with individual show pages and a full list of shows in the Festival.

With so many eyes on the website, it is one of your most important marketing tools.

Be sure to:

- Upload your copy, images and links to video content, venue and session information and ticket links (if applicable).
- Track your statistics and web traffic.
- Upload links to reviews once your season opens.
- Recommend other shows in the Festival.

It's your responsibility to keep the information on your show page dynamic and relevant by updating your page in the Registration Site. Changes will be reflected on your page within 24 hours.

Tip – Keep your show page updated with interesting and dynamic content – videos, reviews, blog links, anything to tell audiences more about what to expect from your show.

FESTIVAL PROGRAM GUIDE

In 2023 the Festival Program Guide will again be presented in a simplified format, profiling all shows that have completed their registrations prior to the registration deadline.

- Over 170,000 copies of the Official Festival Program are printed and distributed throughout Melbourne, regional Victoria and into key capital cities nationally.
- The Program Guide is released in The Age in early March.
- The Program Guide uses information you have added to your show page in the registration site, and includes a listing for every show registered with the Festival (by the registration deadline).
- There is advertising space in the Program Guide for artists/producers wanting to feature their show more prominently. Advertising rate cards are available in the registration site under the resources section.



FESTIVAL MARKETING

MEDIA

The Festival works closely with our Major Media Partners, as well as radio, TV, print and online media more broadly, to promote the Festival far and wide. This includes sponsored advertising space and airtime as well as editorial.

INTERSTATE ADVERTISING

We market the Festival interstate with a view to increasing the attendance of interstate visitors.

FESTIVAL DAILY DIARY

We produce a daily guide to what's on most days of the Festival. Your show will automatically be listed in this daily guide. The Daily Diary is available online and at selected venues.

OUTDOOR ADVERTISING

The Festival's marketing includes outdoor advertising vehicles such as street banners across the Melbourne city and at Melbourne airport, café posters, outdoor advertising sites, trams, trains and other assorted signage.



MARKETING YOUR SHOW

YOUR MARKETING BUDGET

The best way to allocate a budget is to determine your ticket sales objectives and cost accordingly. Don't budget beyond your means, but don't rely on your Festival program and website entry alone to promote your show.

Consider the following costs when developing your marketing budget: graphic design, photography, video editing/content production, advertising (social media, print, online and radio), printing, distribution, publicist fees and extras such as photocopying, postage and couriers.

Tip – A good guide for how much to budget for marketing is 10-15% of your projected income.

YOUR TARGET MARKET

Use your time, money and other resources effectively by asking yourself:

- Who will want to see your show? Think about gender, age, family, work, nationality, lifestyle and geography.
- What do you know about them? Where do they live and hang out?
- How will they learn about your show? What media do they read/listen to? Who do they trust? Who do they follow on social media?
- What do you want them to think and feel about your show when they see your promotional materials?

Rather than try to market to everyone, focus your effort on one or two target groups, think creatively about how to reach these people and talk to them in their own language.

YOUR MARKETING CAMPAIGN

A successful marketing campaign should incorporate:

- Social media – your own channels, and other channels your audience may follow or engage with.
- Advertising – paid space in print, radio, TV, online, social.
- Promotions – making the public aware of your show (giveaways, 2 for 1 offers, strategic papering, direct mail to your e-database).
- Printed material – distributed to communicate key details about your show (e.g. posters, flyers).
- Publicity – free/editorial media coverage (print, radio, TV, online, social).

If you can incorporate some or all of the above into your strategy as creatively as possible, you'll have a better chance of getting noticed and standing out among the other Festival shows.

One of the most valuable components of a marketing strategy is good content. Think about your unique selling points, create funny, engaging content (video, photos, gifs, memes, compelling copy) and have a strong call to action on all promotional material.

SOCIAL MEDIA

ORGANIC

Social media is one of the easiest and most cost-effective ways to promote your show.

We have a large and active social media following and use our channels to generate buzz and promote the Festival program as a whole.

Get involved in the conversation with comedy punters by updating your Facebook, Twitter, Instagram, TikTok, YouTube... and the rest! Aim to create and share engaging content that will stop people scrolling past when you come up in their feeds.

You don't need to be on all social channels. In fact, you probably shouldn't be. The fewer platforms you use, the more likely you are to succeed on them, so think about your style of comedy and your audience and which platforms are most relevant.

Most importantly, don't use social media just to broadcast, use it to connect.

Facebook

- Set up a page for your work, and make sure your cover photo and profile picture are eye-catching and high quality.
- Create a page for your work rather than just your Festival season so it has longevity and relevance beyond the Festival.
- Engage your followers with new content in the lead up to your show – this may include videos, photos and updates on the development of your show. Don't just push the show and a sales message.
- If you're just starting out, invite your friends (and their friends) to like your page.
- Include a link to your show page on the Festival website, so your followers can find all your show information in one spot.
- Think about creating a Facebook event for your season, you can post updates directly into the event, and your followers can register their interest and share with their networks
- Use Facebook Insights to determine which posts are getting the most interest and when, then do more of what's working.
- Tag the Festival [@melbournecomedy](#) and other relevant pages in your Facebook posts.

Twitter

- Tag the Festival [@micomfestival](#) and use the hashtag #MICF in your tweets, so we can share and amplify where possible.
- Tweet interesting things about your show (e.g. images from backstage, reviews, photos from around town).
- Engage with other accounts and consider retweeting messages from other comics, media outlets and influencers.
- Wherever possible we'll retweet funny and relevant content, so get creative.

Instagram

- Follow/tag us [@melbcomedyfestival](#) #MICF
- Be strategic about the way you use stories versus your feed, e.g., keep your feed as a selection of images and video, but use stories for daily on the ground updates and sneak peeks.
- Tag in locations, use hashtags and engage with other accounts to maximise visibility.

TikTok

- Follow/tag us [@melbcomedyfestival](#) #MICF
- Look at what's trending, use hashtags (a few selected ones, don't just try to catch everything) and engage with other accounts to maximise visibility. Use the 'add to favourites' option to save sounds and trends for use later on!
- Make use of sounds, video effects etc. in your content, and use Creator Tools to learn about how videos are connecting with others on the platform, and for tips on developing your content and engaging audiences.
- Share content that allows your audience to get to know your comedy style and humour rather than straight sales messages.

SOCIAL MEDIA

PAID

Paid social media advertising is an effective way to reach your target audience, and you should consider this as part of your marketing mix.

Boosted posts or advertising campaigns through Facebook, Instagram and TikTok are effective, measurable and cheap, and allow you considerable control over who will see your ads.

At its most basic, to get started with social media advertising, pick a piece of content you want to promote and think about the audience most likely to enjoy it. Then set up the ad to target that group.

Note, you will need to have a Facebook page (as opposed to a personal profile) to run paid advertising.

Tips – Try to engage your followers with insightful, funny, interesting conversation, rather than spamming them with a hard-core sell.

Supporting other artists on social media will encourage them to support you and increase the sense of community during the Festival.



PRINTED MATERIAL + SHOW ARTWORK

Posters and flyers are a popular way of creating a street presence for your show. A great poster is attention grabbing and creative – if it's funny, even better.

Factor the costs of distribution into your budget (even if it's NIL because you'll be doing the leg work yourself!). There is no point printing 1,000 posters if you don't have time or can't afford to put them up. Your print run should also depend on the capacity/size of your room and your target audience.

Tip – If you decide to print posters and flyers, it's better to overestimate your print run and have leftovers than have to cough-up for a costly extra print run or print shoddy-looking photocopies.

Remember to proof your copy. Check show times, venue details, spelling and grammar at every level and every round of changes and get someone else to proof it for you too. Errors can be embarrassing and costly to remedy.

Include in all marketing material:

- show title
- artist name
- who the show is presented by
- a strong, eye-catching key image
- dates, time, venue of show
- a clear call to action about where and how to buy tickets (comedyfestival.com.au)
- sponsor logos (these must be cleared with the [Festival's Partnership Manager](#) first)
- one or two genuine quotes about how fantastic the comedian or the show is
- Melbourne International Comedy Festival season logo

THE FESTIVAL LOGO

The Melbourne International Comedy Festival logo must appear on all the advertising and promotional material of shows officially registered in the Festival.

More information on these requirements is in the Resources tab on the registration site.

DESIGN

If you're handy with design, go for it, but otherwise you may wish to engage a graphic designer.

Provide a clear and complete brief to your designer (including the 'look and feel' you want), determine your design budget and ask a designer (or two) to quote before you start work.

Think about what the design says to punters:

- Who are you targeting? Where will they see it? How will the design be applied (posters, social media advertising, newsletter)
- What should the design achieve? What two words describe the 'look' (e.g. colourful, modern)?
- Provide any existing artwork or images to the designer to help with the process.

PHOTOGRAPHY

Consider using a professional photographer for your marketing shots. The impact of an eye-catching, high quality, strong image is substantial. Have a look at a few portfolios and discuss the cost of taking shots and copies in the size and format you need.

Tip – you might be able to negotiate a discount with graphic designers and photographers in return for tickets to your show.

PRINTED MATERIAL

PRINTING

As always, obtain a few quotes before selecting a printer. Check that the quotes include GST, proofs if required, and ask for their turnaround times. You can reduce the overall cost by printing flyers and posters at the same time, or by combining your printing with another show.

We recommend:

Plakkit

Maryanne McNamara

P: 03 9354 6611

E: Maryanne@plakkit.com

W: plakkit.com

Minuteman Press Abbotsford

P: 03 9415 8818

E: abbotsford@minutemanpress.com.au

Tip – be realistic about the amount of printed material you require. Check with your venue regarding how many posters you can put up and make a distribution plan before pressing ‘go’!

DISTRIBUTION

You may want to employ a company to distribute your flyers and posters around Melbourne. We suggest using an experienced distributor as they have established contacts and regular runs, and will save you the frustration of driving around Melbourne and looking for parking spots.

Distributors can distribute posters, handbills, programs, catalogues, and postcards to cafes, live venues, cinemas, retail outlets in and around Melbourne and can tailor runs to suit your needs. There are some that print in-house so you can get print and distribution deals.

The Festival uses Plakkit for all our distribution.

They have offered a discounted rate to all Festival artists. Plakkit also print posters and flyers and offer competitive rates.

Plakkit

Maryanne McNamara

P: 03 9354 6611

E: Maryanne@plakkit.com

W: plakkit.com

Mr Moto

P: 03 9417 7008

W: mrmoto.com.au

Tip – if you decide to hit the pavement yourself, think about distributing at places relevant to your show (e.g. exit flyering other shows, specific areas of town, events) rather than just flyering outside Melbourne Town Hall. Be sure to ask permission before leaving posters and flyers in restaurants, cafes and bars.

ADVERTISING

Special advertising rates are offered to Festival participants as part of our sponsorship arrangements with specific media outlets. Details will be made available on the Registration Site.

PRINT + ONLINE ADVERTISING

You have a choice of mainstream newspapers, street press and niche publications. Street press offer more affordable advertising and access to a younger market.

Advertising in The Age or Herald Sun requires a substantially larger budget but they have significantly larger circulation and readership than street press. Most publications offer discounts for multiple bookings, or for packages that incorporate print and digital.

Tips – concentrate your advertising between the dates of the Guide launch and the Festival.

Try to negotiate editorial when booking your ads with street press.

RADIO ADVERTISING

Radio advertising can be an effective component of a marketing campaign, if it makes sense for your target market and you can work it into your budget.

Commercial FM stations include Nova 100, Smooth FM, FOX FM and Triple M, or you may want to consider public radio stations such as 3RRR, 3PBS, SYN FM, JOYFM and SEN.

WEBSITE ADVERTISING

The Melbourne International Comedy Festival website attracts a high volume of traffic and on peak days during the Festival can attract up to 60,000 unique visitors.

Advertising on the season site is available from December to all participating artists but is limited. Speak to the marketing team for more information.

PROGRAM GUIDE ADVERTISING

Advertising in the Program Guide is another option available to artists. Speak to the Marketing team for more information.

INFO BOOTH ADVERTISING

You have the opportunity to provide A3 posters and DL/A6/A5 flyers for display at the Festival's Info Booth. Advertising is also available for show promotion on the digital screens at the Info Booth. Speak to the Marketing team for more information.

SOCIAL MEDIA ADVERTISING

See above under Social Media.

Advertising rate cards and booking forms for the Festival website, Program Guide and Digital Screens at the Info Booth will be available on the Registration Site.

PROMOTIONS

WORD OF MOUTH

Word of mouth is one of the most powerful marketing tools available. If you have a creative and entertaining show, people will talk about it, and talk positively. It's worth filling early shows with guests to help get that talk going.

GIVEAWAYS

Make the most of ticket giveaway opportunities offered by publications and radio stations, and use social media and your own personal networks to get the word out about competitions you're running.

Tip – approach the 'talkers' in your community – people who run bars, hotels, backpackers, cafes, hairdressers and offer them tickets to your first weekend. Don't forget your own personal networks – everyone you know should be at your show early and talking it up.

PAPERING THE HOUSE / COMPLIMENTARY TICKETS

'Papering the house' means giving away tickets strategically to fill your venue to a comfortable level. Don't think of it merely as the distribution of free tickets, but rather as an opportunity to help generate positive word of mouth about your show.

Papering should only take place in the first week of your show if you're doing the full season, or in first night or two for half seasons.

Use your own networks and contacts, contact business organisations, potential sponsors and community radio stations and ask them to giveaway a small number of tickets. Send guest invitations and distribute complimentary tickets to friends, community and the media. Be aware that your Ticketing Agreement may have a limit on how many complimentary tickets you can offer per season and your venue may charge you for extras (usually only if your venue rental is tied to ticket sales).



SPONSORSHIP

Sponsorship is a commercial arrangement whereby a partnership is established between your show and a business. This association primarily involves the exchange of either a cash investment or the provision of contra products or services in exchange for branding or promotional opportunities linked to your show.

All Melbourne International Comedy Festival participants MUST have potential sponsors approved by the Festival's Partnerships Manager, Genevieve Kelly (genevievek@comedyfestival.com.au) before entering into a binding agreement. This is necessary to ensure that no individual event's sponsorship arrangement is in direct conflict with any Melbourne International Comedy Festival partner; and that the Festival maintains control over how our brand is used and what commercial entities the brand may be used to promote.

More information about how to approach a company to sponsor your show is available on the registration site, or contact our Partnerships Manager.

Need help or advice?

Contact the office on 03 9245 3700 to speak to a member of our marketing team!

Denise Damianos, Marketing & Partnership Director

Jessica Ivers, Social Media & Digital Content Manger

Genevieve Kelly, Partnerships Manager



PUBLICITY

Publicity is editorial coverage in the media (radio, newspapers, magazines, websites, television). Publicity is free, but the media outlet chooses what they will cover. This differs from advertising, which is booked and paid for media coverage.

Publicity can be used to:

1. Build and maintain a profile
2. Raise public awareness
3. Make a public announcement
4. Promote an event
5. Launch a product
6. Enhance a marketing and advertising campaign
7. Generate buzz

The Festival's publicists are responsible for publicising the Festival as a whole. They do not run individual publicity campaigns for each show but are available to all participants for advice and assistance in the lead up to the Festival provided an appointment is made for a briefing before the end of February.

MEDIA BOOK

The Festival's publicists publish a digital 'Media Book' that includes media releases for all the shows in the Festival, developed from copy provided by you, the artists.

This is distributed to approximately 200 media outlets and is an invaluable reference tool for journalists.

To be included in the Media Book you will be required to fill out the mandatory fields in the media release section of the registration site.

Need help or advice?

Contact the Festival Publicist Asha Holmes:

asha@ashaholmespublicity.com.au

