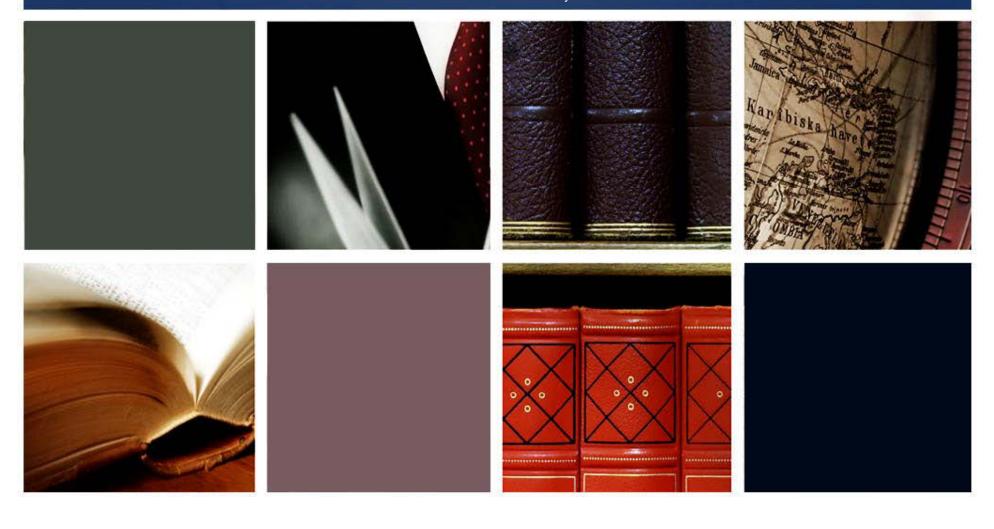
A Client-centred Marketing Approach for Your Library

ASDAL Conference – June 20, 2010 Presenter: Kieren Bailey



Agenda



Understanding users of an academic library



Understanding products of an academic library



Choosing methods of marketing to meet each user group



Examples of marketing from other libraries.

Understanding users of an academic library



- Current and Prospective Students
 - Books
 - Journals
 - Quiet study space
 - Group study sessions
 - Presentation preparation
 - Guided research help



- Books
- Journals
- Donations



- Books
- Journals
- Collection Development
- Subject guides
- Instruction

Administration

- Research
- Funding



Understanding users of an academic library



Surveys





- Current view of the library
- What the library can improve on
- Are the methods of marketing the correct ones

Understanding products of an academic library



- Library products for students
 - Photocopying
 - Printing
 - using computers
 - Faxing
 - Books, Journals
 - DVDs / audio Cds.
 - Quiet study area
 - Group Study rooms
 - Citation Guides
 - Subject Guides

Understanding products of an academic library



- Library products for Faculty
 - Room usage
 - Expert librarian research instruction
 - Library orientation
 - Subject guides





Print

- A report on statistics
- Brochures
- Flyer
- Banner
- Bookmark
- Stickers

- Notepads
- Business cards
- Post cards
- Advertisement in a magazine and/or newspaper





Online

- Websites
- Blogs
- Social networking tools such as Facebook and Twitter
- YouTube videos
- Google Alerts
- Podcasts
- Banner ads

Audio

- YouTube videos
- Podcasts
- Word of mouth
- Radio advertisements
- Television advertisements
- Television news reports.





Marketing to the Administration of a University

- Statistics which can be presented in a report with many charts and graphs
- Gate count
- Hourly head count
- Total number of books/journals
- Number of checkouts
- The number of books in each section of the collection
- Usage of the library's website
- Usage of online subject guides
- Usage of Facebook, Twitter and a blog



Marketing to Students

- Example of bundling services
 - Market available study space and library hours during an exam period
- Example of bundling marketing methods
 - Use both Twitter and Facebook to advertise library services
- Example of print marketing
 - Use brochures and flyers to give more information about any of the library's services.
- Example of audio-visual marketing
 - Consider making a YouTube video about study spaces and posting it onto your library's Twitter page or blog





 Example of Marketing methods for new students



- Print marketing
 - Such as giving out flyers/brochures



- Your library's homepage
- Facebook
- Twitter





- Evaluation of Student Marketing
 - Twitter shows numbers of followers
 - YouTube provides total viewed number
 - Facebook shows total number of friends
 - Conduct Surveys
- Evaluation of new student orientation
 - Survey students on what they remember
 - Student opinions on orientation





Marketing to Faculty

- Example of Audio-Visual marketing
 - Video-taping portions of different types of library instructional sessions and posting those clips online
- Example of Print Marketing
 - Brochures explaining the materials that the library offers

Evaluation

Keep track of the usage of each service





- Marketing to Alumni
 - Example of Print Marketing
 - Library Newsletters
 - Graphs and charts on usage statistics
 - Interviews on librarians on their personal research
 - Links to Facebook page, tweets, and blog
 - Visions of the future
- Evaluation of Marketing
 - Increase in donations





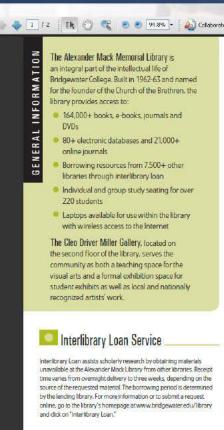
- Marketing your collection
 - Examples from CUC
 - Highlighting books of interest on a display screen above the circulation desk
 - New book list emailed out to faculty and staff
 - CUC will be adding the following
 - Highlighting books on a blog
 - Highlighting books on Facebook



Example of a Brochure

Taken from Bridgewater College









The Reuel B. Pritchett Museum

The Reuel B. Pritchett Museum is dedicated to engaging students, faculty, staff and the wider community in the history of Bridgewater College. the Church of the Brethren, Rockingham County and the Shenandoah Valley. Named for the Brethren minister and Bridgewater College alumnus who donated his collection of more than 5,000 artifacts and rare books to the college in 1954, the collection has grown to more than 10,000 items.

Located on the ground floor of Cole Hall, the museum is open Monday-Friday, 1 p.m.-4:30 p.m., and closed on major holidays. Admission is free.

For more information or to schedule a group visit, call the Museum Curator at (540) 828-5462.

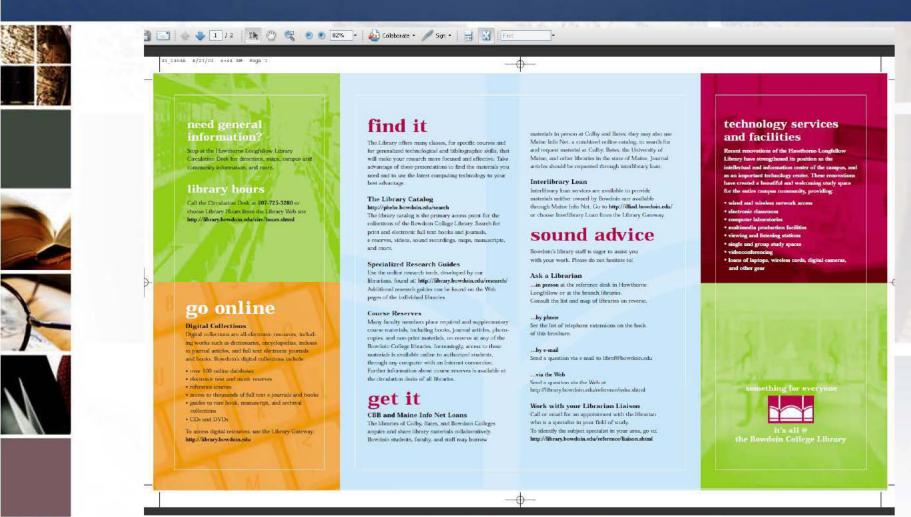




http://http://www.bridgewater.edu/files/library/LIB InfoGuide 0809 FI

Example of a Brochure

Taken from Bowdoin College

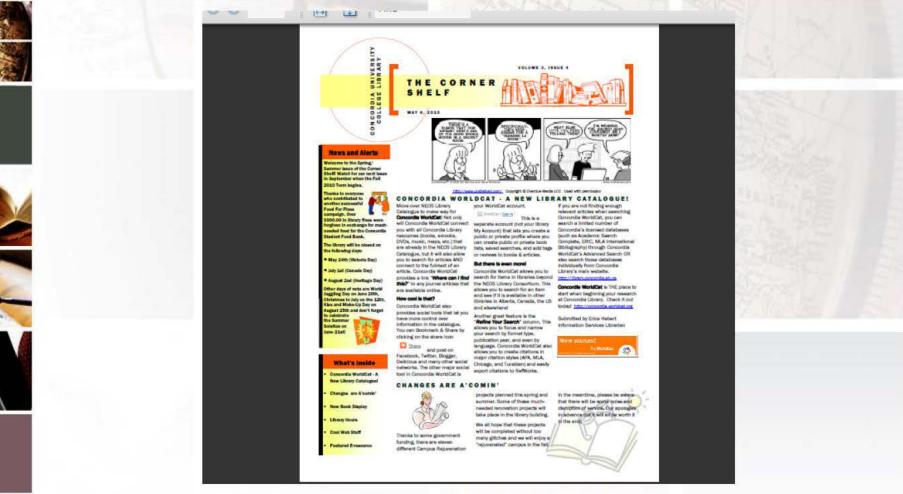




http://library.bowdoin.edu/news/pdf/brochure.pdf

Example of a Newsletter

Taken from Concordia University College of Alberta Library

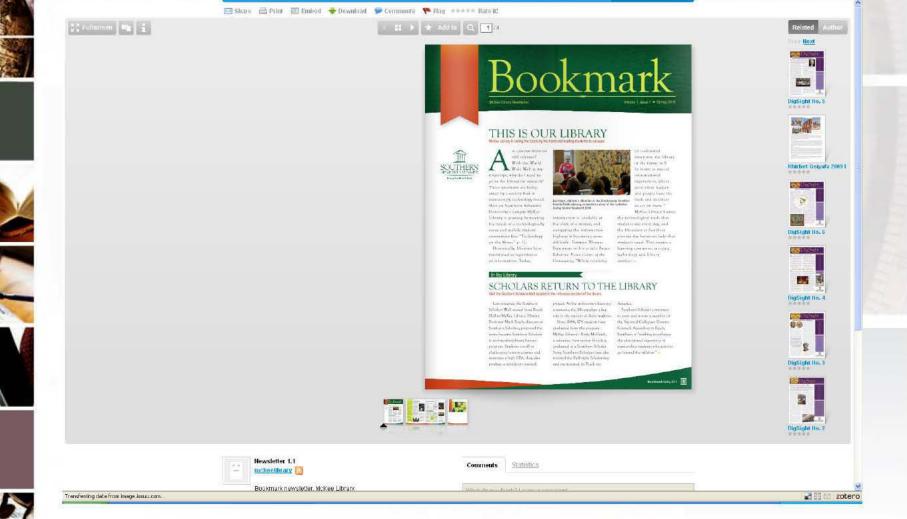




http://library.concordia.ab.ca/cornershelf/CornerShelfVol3_No4.pdf

Example of a Newsletter

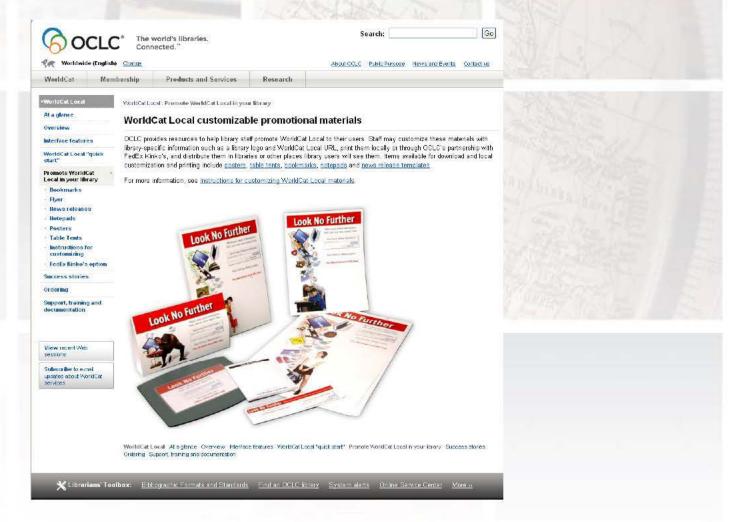
Taken from Pacific Union College





Example of Vendor Promotions

Taken from OCLC



http://www.oclc.org/worldcatlocal/promote/default.htm

Example of Facebook Page

Taken from Concordia University College of Alberta Library





of the necessities of life.

Henry Ward Beecher

Information

Organizations - Academic Organizations

Description:

The Arnold Guebert Library provides the Concordia community with user-friendly access to a diverse collection of current and program-relevant materials, Library staff members strive to provide exemplary service, enabling library users to effectively navigate and utilize the collection. The library encourages innovation, embraces new technologies, forges effective partnerships and promotes student excellence. This mission directly supports the articulated mission. values and vision of the... (read more)

Privacy Type:

Open: All content is public.

Admins

Jenna Innes (Concordia AB)



Concordia University College of Alberta Library Doin

Info Photos Discussions



Jenna Innes It's Poetry Month! To find poetry resources, fisit the Concordia Libary's Website at http://library.concordia.ab.ca/services/poetrymonth.php



National Poetry Month 2010 - Concordia University College of Alberta Library

library concordia ab ca

In 1999, the League of Canadian Poets founded National Poetry Month in Canada to celebrate poetry and its place in our literary culture.Read some of the poems posted around Concordia Library, create some poetry of your own at our Inspiration Station, or visit one of the sites below to learn more,

April 1 at 11:50am · Share · Flag



Jenna Innes October is Canadian Library Month, hooray! October 6th is Mad Hatter Day! Double hooray!

It seemed like the right time of year to enjoy a cup of tea and read a good book. Drop by the library and choose one from our display of classic children's literature. Great for re-living those days from your childhood where you st...

October 2, 2009 at 12:39pm · Flag

Dan Mirau Hi Everyone, in case you have not heard, Erica is now maintaining a library news blog and I am publishing a blog on enhancements to our research databases/services. Please take a look or subscribe to each of them to keep up on ongoing enhancements to our awesome library:

http://researchinnovations.blogspot.com/ http://cu...

See More

October 1, 2009 at 11:36am · Flag



Concordia Edmonton Greetings from the Concordia admissions office. We have started a business page for Concordia on facebook. Just search "Concordia University College of Alberta-Admissions" and you'll find it. Become a fan and help build the page. Start blogs, post events, post pictures, post videos, do whatever. Help support the school and become a fan today!!

Create an Ad

Entrepreneurial Moms of Red Deer



Are you a mom with a great idea? Are you already juggling your own business alongside family? We'll connect, support, & inspire you!

Like

Red Deer Wellness X



approach to better health? Attend this free workshop secrets to drug-free health

Like

Award Winning Franchise



http://www.facebook.com/group.php?gid=13518893391#!/group.ph p?gid=13518893391&v=wall

Example of Facebook Page

Taken from Concordia University College of Alberta Library



Example of Podcast

Taken from Concordia University College of Alberta Library



Library

Site Index

How Do I Find...

Articles

Books

DVDs or Videos

E-Books

Journals

Music

Reserves

How Do I...

Borrow or Renew Items Check my Requests

Cite sources - APA, MLA...

Connect Off-Campus

RefWorks

Request Books or Articles

Search other Libraries

Start my Research

View Library Fines

E-Resources

Self-Guided Library Tour Podcast

Right-click on the button to download the tour podcast. This podcast is meant to be played on your iPod or MP3 player as you should start the tour at the front entrance of the library.



If you have questions after reading this, please contact us.



Done



http://library.concordia.ab.ca/services/librarytours.php

Example of Podcast

Taken from Washington State University





Podcasts from the WSU Libraries

Download podcasts, interviews and news.

Zotero and EndNote X2 Overview

April 9, 2009 5:52 a

Watch this Centra webinar from 3/18/09 to see a comparison of Zotero and EndNote X2.

Clicking on this link will initiate the Centra player to download to your computer. It is a small file, and should not cause you any complications.

EndNote X2 and WSU Libraries' Databases

April 9, 2009 5:48 AM

Watch the 4/6 Webinar: EndNote X2 and the WSU Libraries' Databases.

Clicking on this link will initiate the Centra player to download to your computer. It is a small file, and should not cause you any complications.

Choosing Search Term

April 17, 2007 6:00 P

How to select search terms for more effective searching of library catalogs, incleives, and the internet. Recorded by librarian Betty Galbrath in April 2007, 2:30 in length. Also available in an downloadable format; include this link to save the tutorial.

Media files

sparch terms, mp3 (MP3 Format Sound, 2,3 MB)

An Introduction to the Owen Library Map Collection

April 9, 2007 6:00 PM

This tutorial will walk you through how to locate maps and other cartographic material in the WSU Owen Science & Engineering Library map collection. Recorded by librarian Linda Shippert on April 6, 2007. 3:04 in length. Also available in an download side format; not to take this link to save to your computer.

Mediafile

manpadcast.mp3 (MP3 Format Sound, 2.8 MB)

SearchIt!@WSU Tutorial: Cross Search

April 4, 2007 6:00 Pf

This butorial will walk you through searching multiple article indexes at the same time using <u>Cross Search</u> through the WSU Libraries; please bring up your web browser before starting the podcast. Recorded by librarian Betty Gabrath in January 2007. 11:31 in length. Also available in a <u>downloadable format; right click this link</u> to save the tutorial.

Media file

searchiteross.mp3 (MP3 Format Sound, 10.6 MB)

Sundance the Bear: An interview with Annette Hanson

April 2, 2007 6:00 P

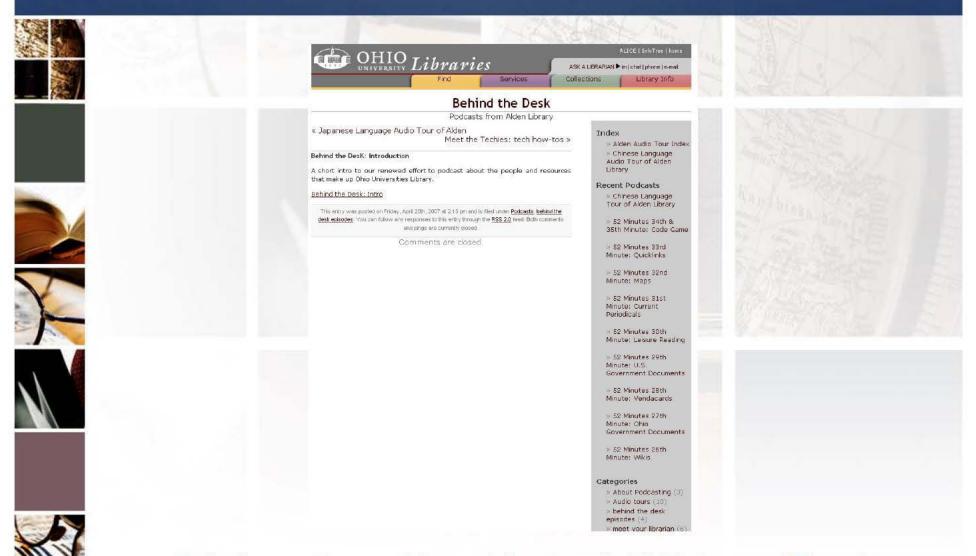
An interview with library donor Amette Harcon about the history behind Sundance, a stuffed Alaskan Brown Bear now reading at the Owen Science and Engineering Library. 5:27 in length; recorded on November 3rd, 2006 at Washington State University by Enda Shippert. Also available in a downloadable format; right clock this link to save the product.

Mediafiles

http://www.wsulibs.wsu.edu/rssapp/rssfeed.aspx?feedid=11

Example of Podcast

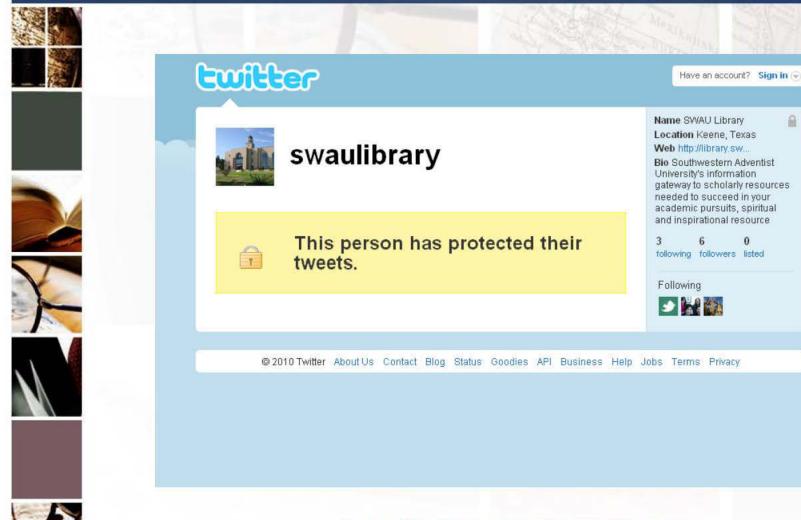
Taken from Ohio University Libraries



http://www.library.ohiou.edu/podcasts/btd/intro-apr-20.mp3

Example of Twitter

Taken from Southwestern Adventist University

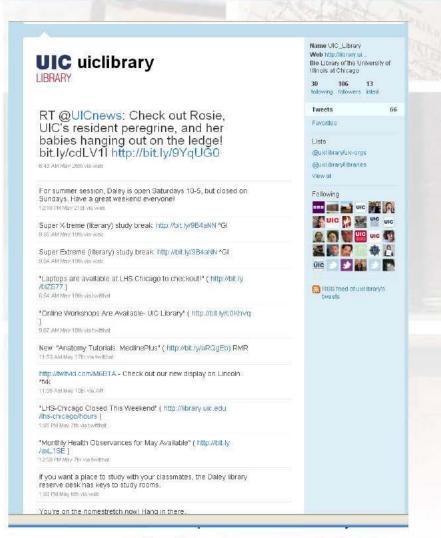


http://twitter.com/swaulibrary

Example of Twitter

Taken from University of Illinois at Chicago







http://twitter.com/uiclibrary

Example of YouTube Video

Name of High School not given



Example of YouTube Video

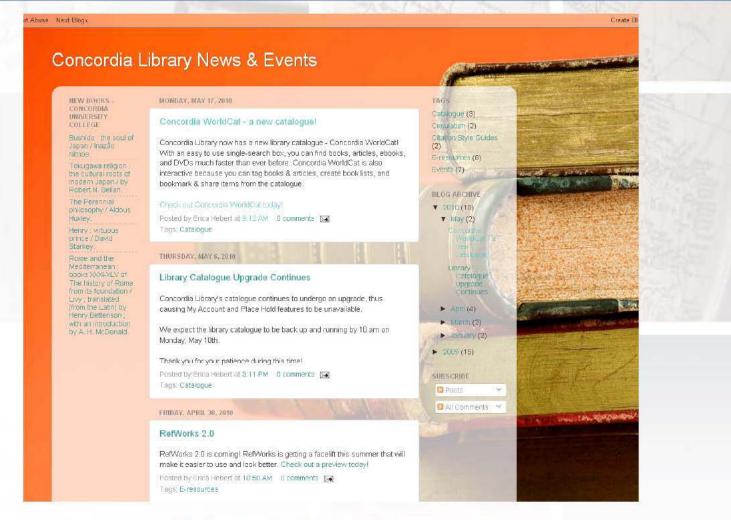
Taken from Arizona State Univeristy





Example of a Blog

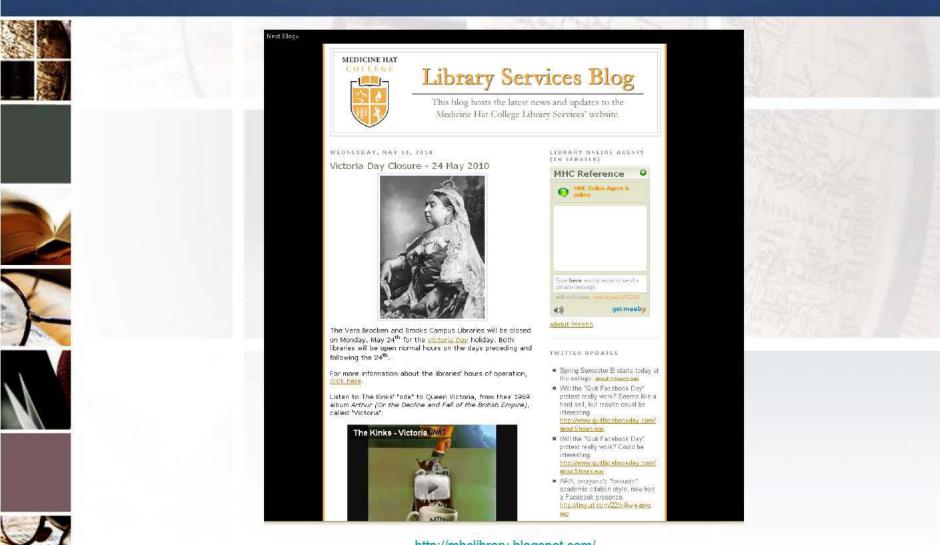
Taken from Concordia University College of Alberta Library





Example of a Blog

Taken from Medicine Hat College Library

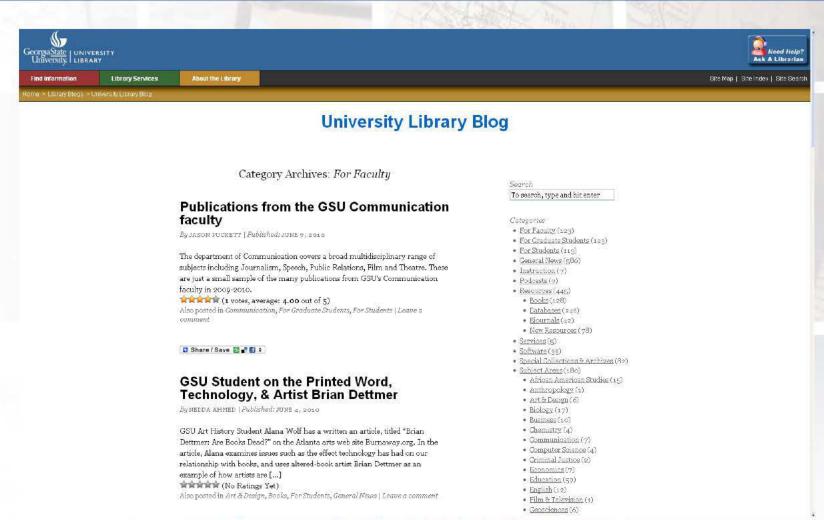


http://mhclibrary.blogspot.com/

Example of a Blog

Taken from Georgia State University



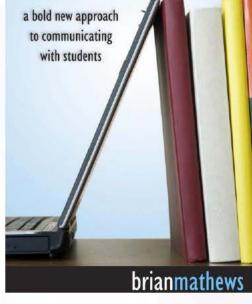


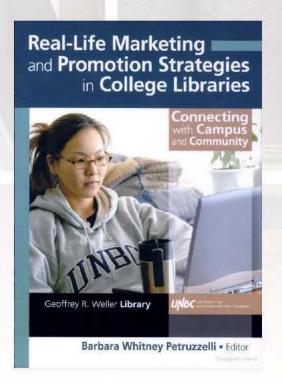
http://homer.gsu.edu/blogs/library/category/for-faculty/

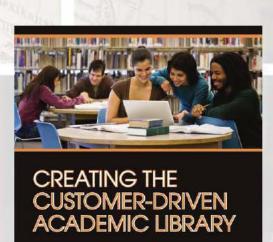
Books on marketing











JEANNETTE WOODWARD



Questions/Comments

