# How can we help tell your story?

SJR State Strategic Communications



Our mission is to celebrate and promote the SJR State story, encourage personal and professional growth, and build connections between the College and communities we serve.



"Burnout was our biggest challenge until we changed our mission statement."



## Strat Comm tells the SJR State story through:

Marketing – Internal and external print and digital advertising, brand promotion

**Public Relations** – Community and college events, presidential communication, social media, crisis communication, media relations

**Recruiting** – Inviting prospective students to become part of the SJR State story

**Social Media** – Building relationships with employees, current and prospective students, and other stakeholders

**Website** – Front door of the college and primary source of information for prospective students



### March 2023

#### **Executive Director of Strategic Communications**

**Michelle Sjogren** 

Strategic Communications Assistant, Paula Harris

Process bids and purchases, maintains expenditures for communications budget, department administrative duties, and assists with creative needs and events.



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# What is the purpose of these changes?

- Working toward less printing, more digital communication for marketing and internal workflow
- **Campus TVs** to promote upcoming college events and deadlines
- Expanding digital marketing and social media
- Focusing on consistent SJR State branding across all assets
- Developing **baselines to gather data** and measure success of communication efforts



# Meet the Team



MICHELLE SJOGREN



**TAMMY LANE** Web



**DEREK HEMBD** Web



SUSAN KESSLER **PR/Marketing** 



LAURA FEZIE **Creative Services** 



**MIKKI JOHNS** Recruitment



**PAULA HARRIS** Dept. Assistant



**ALYSSA ALESSANDRIA** Social Media

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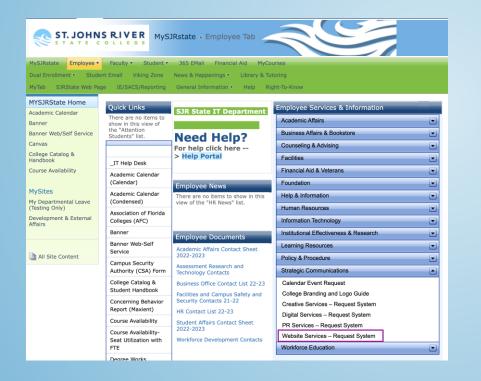
**BOBBY DYE Digital Marketing** 

# Web Strategies



## New on the Web! Service Request Forms

#### Web Services – Request Form



#### A Website Service Request is required for all changes/additions. Department: \* Contact Person and Extension: Brief Title Description of Changes/Additions: \* IMPORTANT: Request Form is required. Change details and attachments can be sent via email to tammylane@sirstate.edu. Webpage URL: \* Copy and paste the web address of the page you wish to edit. (MySJRstate portal and internal system changes need to be directed to the ITDepartment@sjrstate.edu) Deadline: \* · Minor Changes (24 hrs advanced notice) · Extensive changes (3 to 5 days) New pages (2 to 5 weeks) \*Required completion time subject to scheduling changes. 31 Removal Date (optional): IMPORTANT: Include a removal date for all time sensitive information. It is the responsibility of each department to submit updated webpage information. 31 I have read the Rules of Engagement. \* Rules of Engagement Send me a copy of my responses Submit Powered by Smartsheet Privacy Notice | Report Abuse

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Website Services - Request Form



## SJRstate.edu

### Homepage Updates

#### REQUEST INFORMATION

#### . . . ... O 144 .

Name *				
Email *				
Phone Nu	mber (optional)			
l am inter	ested in learning	more about	2	

Select or enter value

Send me a copy of my responses

Submit

#### REGISTER FOR SPRING B CLASSES BY MARCH 1. REGISTER TODAY!

•



National Hot Chocolate Day Tue, Jan 31, 2023 8:30am - 12:30pm @ PAC

Stalking & Human Trafficking Awareness Tue, Jan 31, 2023 12:00pm -12:45pm @ PAC



#### **EXPLORE YOUR OPPORTUNITIES**



A.A. Transfer Degree

Florida's statewide articulation

agreement (A.A. Degree)



Earn your Bachelor's

Take your potential to the next level





Prepare for a business career and countless opportunities



**Criminal Justice** Become a respected member of the criminal justice profession

NEWS AND ANNOUNCEMENTS

College closed - Spring Break - March 13 - 17

SJR State District Board of Trustees meeting Mar. 22

FloArts presents summer workshops: SING. MOVE. CREATE. Orange Park Camps Open House - April 20

SJR State Earns 2023-2024 Military Friendly® School Designation Healthcare instructors say technology, confidence is key

**Computer Sciences** Programs prepare students for entry level tech employment

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Engineering Technology Students are prepared for employment



Florida School of the Arts Realize your dreams in our visual and performing arts programs

Explore more options!





VIEW MORE

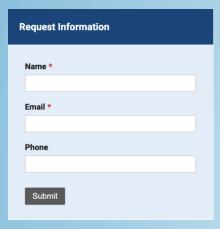
Allied Health & Nursing Challenge yourself with the intense training in health care programs

in advanced manufacturing

Business/Corporate College

## New! Program Page Refreshes

### **Request Information Forms**

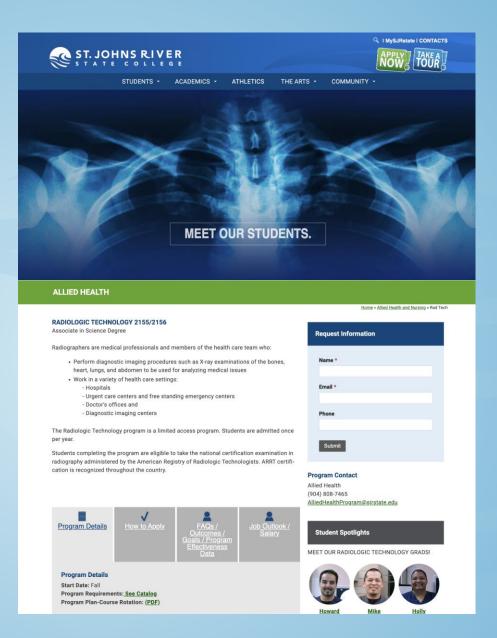


#### **Request Information**

#### WE'LL BE IN TOUCH SOON!

You're busy taking the steps to earn your degree, and we're finding the information you'll need to get you there.

In the meantime, learn more about <u>admission requirements</u> and how to <u>afford</u> <u>college</u>.







## Meet Our Students Vikings in the Spotlight Page

If you would like to recommend a student success story, please contact SusanKessler@sjrstate.edu



Home » Student Spotlights

#### VIKINGS IN THE SPOTLIGHT









MEET JUSTIN **Respiratory Care** 

MEET JEAN **Respiratory Care** 

MEET SWINITA (SUNI) **Respiratory Care** 



MEET LEE

Nursing Assistant



Medical Assisting



Medical Assisting



HIT

**Respiratory Care** 



MEET MALLORY HIT





## New Calendar!

### Viking eVents

If you would like more information on requesting Calendar eVents, please contact SusanKessler@sjrstate.edu

Strategic Communications
Calendar Event Request
College Branding and Logo Guide
Creative Services – Request System
Digital Services – Request System
PR Services – Request System
Website Services – Request System

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		STUDENTS - ACADEM	AICS - ATHLETICS THE A	RTS - COMMUNITY -		
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Search						Print
	Exert	Category Carryon Locals		Month Week Day	List	
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Y	2 College Closed	3 College Reopens 8:00em	<ul> <li>Hot Coca &amp; Donuts 8:00am - 10:00am</li></ul>	5 Servack Station B:008em - 11:00am @ PAC PAC Welcome Back Breakfast B:00am - 10:00am @ SAC Servards B:00am - 11:00am @ SAC Servards B:00am - 11:00am @ SAC Servards B:11:00am - 1:00am @ SAC Servards B:11:00am - 1:00am @ SAC Servards B:00am - 1:00am & SAC Servards B:00am - 1:00am - 1:00am @ SAC Servards B:00am - 1:00am & SAC Servards B:00am - 1:00am & SAC Servards B:00am - 1:00am - 1:00am & SAC Servards B:00am - 1:00am - 1:00am - SAC Servards B:00am - SAC SERVARD	6 Golp & Golp Readfast 9:00tam - 11:00tam @ OPC Black Station 9:00tam - 1:00pm @ PAC # Movie Day 12:00pm - 2:00pm @ SAC	
Patsy Cline 6:00pm @ Thrasher-Home Center	9 Club Rush @ OPC Club Rush @ PAC DEADLINE to participate in Vikings Spring into Service 8:00am - 4:00pm Cereal Statism 9:00am - 11:00am @ OPC Dagwoods Food Truck 11:00am - 1:30am @ OPC	10 Club Rush @ PAC 0 Club Rush @ OPC 0 Cereal Station 9:00am - 11:00am @ OPC 0 Language Corversation Hour 2:30pm - 3:30pm @ SAC	11 Club Rush @ OPC Club Rush @ PAC Cereal Station 9:00am - 11:00am @ OPC The Big Boss Food Truck 11:00am - 1:30pm @ OPC	12 Odo Rush & OPC 9 Cereal Station 9:00am - 11:00am @ OPC 9 Go Zen: What is Mindfuness? 12:00pm - 12:45pm @ OPC • Faculty Exhibit 5:00pm @ FloArts	13 ® Club Rush @ OPC	14
15	16 College Cosed - Martin Luther King Jr. Day	1:30pm @ OPC © SGA Meeting 1:30pm - 3:00pm @ OPC & Language Conversation Hour 2:30pm - 3:30pm @ SAC	<ul> <li>Trivial 12:00pm - 1:00pm @ PAC</li> <li>Nature Cub Meeting 3:15pm - 4:15pm @ OPC</li> </ul>	1:00pm @ OPC Dagwoods Food Truck 11:00am - 1:30pm @ OPC R National Popcom Day 11:00am - 1:00pm @ PAC Play Triviel 12:00pm @ SAC F Inetwood Mac Tribute 7:30pm @ Threather-Home Center	20 • Vikings Spring Into Service (8 All- Campuses • PALTRA ARBOR DAY CELEBRATION 10:30am • 11:30am (8 PAC • Student Government Association Meeting 12:20pm - 1:00pm (8 PAC	21 • Baseball Home Game 2:00pm @ PAC
22	23 9 Pet Donations Drive 8:00am @ All- Campuses 9 Spanish Conversation Hour 1:30pm - 2:30pm @ OPC	24 Planet Pizza Food Truck 11:00am - 1:30pm @ OPC Language Conversation Hour 2:30pm - 3:30pm @ SAC 2:2nd Biweekly Rotaract Meeting 3:00pm - 4:00pm @ SAC 2:2mba begins 5:30pm - 6:30pm @ PAC	* Business Club meeting 12:00pm - 1:00pm @ OPC	26 Staking & Human Trafficking Awareness 12:00pm - 12:45pm @ SAC	27 Nature Club Meeting 9:00am - 10:00am @ OPC © De You Know About Flipster? 2:00pm - 3:00pm @ Online © SGA Student Government Association 2:00pm - 3:00pm @ Online	28
29 Baseball Home Game 1:00pm @ PAC • Baseball Home Game 4:00pm @ PAC	20 Loss day to clear admissions for final official HS/RED transcript @ All- Campuse © Spanish Conversion Hour 1::30pm - 2:30pm @ CPCC © Nature Cub Hovie Night 5::30pm - 7:00pm @ CPCC	<sup>31</sup> <sup>31</sup> <sup>32</sup> <sup>33</sup> <sup>34</sup> <sup>35</sup> <sup>35</sup> <sup>35</sup> <sup>35</sup> <sup>35</sup> <sup>35</sup> <sup>35</sup> <sup>35</sup>				



# Marketing/PR Strategies



- Print advertising
- Community and college events
- Viking mascot appearances





- Press releases, photo requests, media relations
- Student/alumni spotlights
- Crisis Communication









# **Public Relations**

## PR Services request form

## Questions? Call us! We'd love to hear your good news and ideas!

PR Services - Request Form	
A PR Service Request is required for all public engagements.	
Department: *	
Contact Person and Extension: *	
PR Service Requested:	
Select or enter value	
Brief Title/Description of Subject in Request: *	
IMPORTANT: Request Form is required. Additional details and attachments can be sen via email to SusanKessler@sirstate.edu.	
Event Date (optional):	
8	
Deadline: *	
Deadline: * Important! Advanced Notice Required:	
Press Release (2 week) Student/Alumni Spotlight (2 week)	
Event Planning (4 week)	
Photo Request (College-wide events) (1 week) Viktor the Viking (1 week)	
Giveaway - Quantity under 50 (same day; 50+ call for details)	
Community Event Participation (4 week)	
I have read the Rules of Engagement. *	
Rules of Engagement	
Send me a copy of my responses	
Submit	
Powered by B smartsheet	
Privacy Notice   Report Abuse	

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The best form of marketing and public relations is ...



# You!



# SJR State

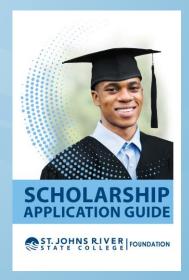


# **Creative Services**

- Printing requests (flyers, posters, brochures, etc.)
- Designs and more!
- College Branding









# Creative Services Request Form

- Fill out online form for each request
- Deadlines
- Rules of Engagement
- Dean, Director, or VP approval

Creative Services - Request Form

Departm	ent: *
Contact	Person and Extension: *
Importar	Project: * ht: Request Form is required. Additional details and attachments can be sent via <u>laurafezie@sjrstate.edu</u> .
Quantity Importan scope of	nt: Quantity may require out-of-house printing (allow 5 weeks) depending on
Color or	Black Ink: *
Deadline	
	nt! Advanced Notice Required: Reprints - 2 weeks, New Projects - 4-6 weeks d completion time subject to scheduling changes.
	<b>11</b>
	ad the Rules of Engagement. * Engagement
Send	me a copy of my responses
Send	-
	-



# **Recruiting Strategies**



- College and Career Fairs
- Classroom Presentations
- Senior Summits
- SJR State Open House
- SJR State Campus Visits
- High School A.S. Degree Tours
- Middle School Tours
- Community group visits
- Freshmen Showcase
- College Prep Presentations
- Community Events
- StemConnect

If Recruitment has been invited to it, we've done our best to attend the event!

## Have ideas for reaching future Vikings? We'd love to hear them!





# **Free Applications & Scholarship Days**



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# **Digital Strategies**



# **Requesting Digital Services**

The Strategic Communications team has made it easy for you to submit a request for digital services by using our SmartSheet system. Simply follow the portal path mentioned, and you'll have the option to request the following services:

- Social Media Post
- Email Campaign
- Digital Campaign

	Digital Services - Request Form A Digital Services Request is required for all changes/additions.
Depa	rtment: *
Cont	act Person: *
Emai	Ŀ *
Phon	ie Number: *
	ect of Promotion: * rtant: Request Form is required. Additional details and attachments can be sent vi l.
-	al Services Request: *
	ise one or more from dropdown list.



## New Tools



- One-stop shop for all social media platforms (Facebook, Instagram, Twitter, LinkedIn, etc.)
- Post scheduling & Analytics

# Canva

- Robust software for easy content creation (graphics, photos, videos)
- Templates, stock images/videos, digital formatting.

## Constant Contact

- Customer management system (CMS) enables email marketing.
- Takes college-wide email initiatives to the next level with comprehensive layouts and design. Feature-rich with the ability to schedule emails, capture leads/prospective students, conduct polls/surveys, analytics, etc.



## **Digital Marketing**

The Strategic Communications team is shifting marketing to the digital space to effectively target prospective students, generate leads and ultimately increase enrollment utilizing multiple strategies, including...



## Target Marketing

- Demographics Age, gender, family status, income level, etc.
- Geofencing Location-based targeting
- Keywords Implementing words our current/potential users search for into our key messaging. Use words unique to SJR State, and common to higher education.
- Retargeting Marketing to individuals who have already\* interacted with our platform.
   \*If you see our ad, please don't click it.

## Google/Social Media Advertising

- Google Ads Reach high-intent searchers looking for a resolution; retarget people who have already visited our website.
- Social Media Ads Engage with the targeted audience; increase brand awareness.

## Email/Search Engine Optimization (SEO) Strategies

- Email Effective way to reach audiences already interacting with us (i.e., students, faculty, and staff).
- SEO Alignment Ensuring the College's website contains specific keywords to align with Google Ad Campaigns.



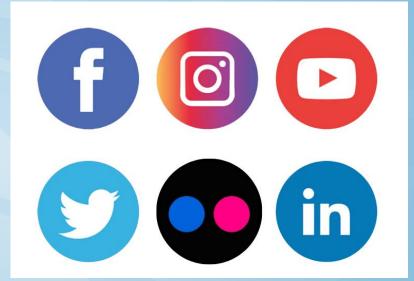
# Social Media

## Boost Brand Awareness

- Enhance knowledge of SJR State, its position as the community's college, and all offerings in a consistent, recognizable voice and brand.
- Attract New Students
  - 84% of adults ages 18 to 29 use social media. We utilize it accordingly to reach a large percentage of our student body and, ultimately, increase enrollment.

## Engage Our Audience

 Support, encourage, and inform current students of SJR State's latest events, resources, etc.





# Questions



# Thanks for joining us!

We look forward to serving you.

