

UNLV - The Big Wish Winner - BEST SOCIAL MEDIA CAMPAIGN AWARD from Coca-Cola Regal Films

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# INTRODUCTION

#### **#SYNOPSIS**

A hipster girl thumbs through a rack of clothing when her attention is shifted to a vintage camera. She picks it up and a genie appears. He offers her one wish, and all she wants is to go to her happy place: a Regal Cinema with her coke and popcorn in hand!

#### **#EXCITED**

At UNLV we are known as the Rebels. This contest is the first time the UNLV Film Rebels has been accepted as a top five finalist. We were excited to show the national film community what kind of filmmakers we have in the city of lights! We generated mass awareness by harnessing Las Vegas community spirit, as well as the school social media accounts, to benefit our campaign.



### **EXECUTIVE SUMMARY**

#### **GOALS**

- Primary Goals:
  - Raise mass awareness for our film.
  - o Raise national/global awareness for UNLV Film students' talents.
- Secondary Goals:
  - o Garner regional and national support from media outlets and film lovers.
  - Win inaugural Social Media Award.

#### **WHAT WE DID**

- Total of 228 number of internal social posts over 31 weeks.
- Generated 314k+ total combined views across social media.
- 5,631 total engagements, 11,114 total likes, 442 comments with our custom hashtag, and 473 total shares.
- Received support from the UNLV Department of Film, UNLV College of Fine Arts dean, and UNLV
  campus-wide communications and leveraged the school accounts with existing followers and credibility
  instead of creating new accounts.

#### **BIG WINS/HOW WE INNOVATED**

- Succeeded in getting the local NBC affiliate to do a live broadcast for the nightly news during our shoot inside the Regal Theater.
- Received support of top-level UNLV communications staff who gave us access to their Instagram account for a live Instagram Stories takeover during the two days of production. This garnered 62,569 views from @UNLV followers during the 48-hour period.
- Harnessed PR to create mass awareness for our film.
- Utilizing the college accounts allowed us to tap into the existing audiences instantly.





### **CAMPAIGN OVERVIEW**

#### [SOCIAL MEDIA CAMPAIGN - TOPLINE OVERVIEW]

Sponsors Coca-Cola and Regal both have brands that exude happiness and promote community.

As such we decided our campaign should focus on the people: UNLV student and alumni spotlights, showing how the project came together, how the diverse crew brought different things to the table.

BTS crew (stills and video) did an amazing job putting videos together to help with these initiatives.

To aid in social media awareness, we utilized the College of Fine Arts email newsletters & mailing lists to spread the word about the campaign hashtag (#RebelsBigWish). Our efforts also coincided with the director's goal: To create a good film that exemplifies the superior skills of UNLV students.

Our aim was for our posts to be authentic and relatable. Las Vegas local (and UNLV Film alum) Danny Shepherd, who we cast as our Genie, has a popular Nightwing YouTube series and a large following on Twitter, Instagram, and YouTube. His followers are the perfect audience for us, and so we crafted messages specifically for them, amplifying our message. Furthermore, DP Rob Machado has a popular how-to YouTube channel, and we utilized this credibility to our advantage as well.

### **CAMPAIGN OVERVIEW**

#### **Key Points For Social**

- The Big Wish was UNLV's first film to make it to the top five finalists in the Coca-Cola Regal Films contest, so we had the challenge to inform and educate our community (on campus and off) about the program itself.
- UNLV Film underdogs who made it to the top! True REBELS!
- Rally the community for this unique cause.





### GOALS & OBJECTIVES

#### **GOALS**

- Primary Goals:
  - Raise awareness for our film.
  - Raise national/global awareness for UNLV Film students' talents.
  - Kickstart the careers of our cast and crew.
- Secondary Goals:
  - Garner regional and national support from media outlets and film lovers.
  - Win inaugural Social Media Award.

#### **OBJECTIVES**

- Get cast and crew familiar with social media rules and guidelines. Get them in the habit of sharing on social early and often. Social sharing became our culture!
- Gain maximum exposure by utilizing the support of the university as well as the Nevada FIIm Office, as well as our handful of influencer cast and crew members. Their aid was imperative. Their help lead to a number of online and offline opportunities.
- Research and acquire the perfect measuring tools and analytics. Tracking correct analytics was very important to be able to provide accurate information in our final report.



# PLATFORM/HANDLE STRATEGY

We decided <u>not</u> to start with new social media accounts as the College, Department of Film, and the University all have established accounts with dedicated, engaged followers.

The hashtag we chose for the film is original - never used for another campaign: #RebelsBigWish.

PLATFORM	INSTAGRAM (CFA and UNLV)	FACEBOOK (CFA and Film Dept)	TWITTER (CFA)
HANDLES	<ul><li> @unlvfinearts</li><li> @unlv</li></ul>	<ul><li>UNLV College of Fine Arts</li><li>UNLV Department of Film</li></ul>	<ul><li>@unlvfinearts</li></ul>
CONSIDERATIONS	<ul> <li>Very high engagement with the college followers.</li> <li>The university followers exceed 16,000.</li> </ul>	<ul> <li>Very high engagement with the college and department followers. (Mostly parents, prospective students, alumni, current student body, faculty).</li> </ul>	<ul> <li>Very high engagement with the college followers. (Mostly alumni, current student body, faculty)</li> </ul>

# HASHTAGS AND @TAGS

Aside from the required tags and our #RebelsBigWish tracking tag, we chose to piggyback on search keywords that would receive more national views.

#### **HASHTAGS**

#### **Primary**

- #CocaColaRegalFilms
- #RebelsBigWish

#### Additional to reach broader audience

- #ShotonRed
- #IndieFilm
- #NVFilm
- #EatMoreArt
- #Competition

#### **@TAGS** (Aside from sponsors)

- @UNLY
- @DannylaShep
- @City of Las Vegas
- @NVFilmOffice



### HASHTAG STRATEGY

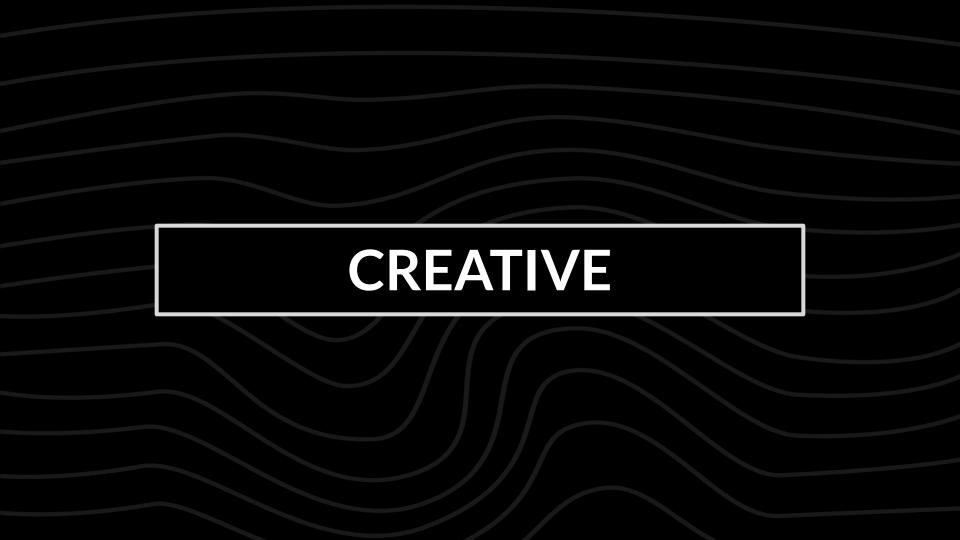
It was very important for us to find a tool that would help us measure post reach and acquire accurate engagement statistics. Finding the right software took a few months - mainly because most tools track posts, but we wanted to track #RebelsBigWish usage.

Once the right software was found, we made it a point to rigorously promote the hashtag from December 28 through March 9, when the films were released online so that the campaign became synonymous with the hashtag, and made tracking automated and painless.

# TARGET AUDIENCE

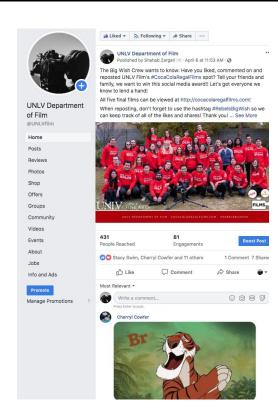
TARGET	[PRIMARY TARGET PERSONA]	[SECONDARY TARGET PERSONA]
TARGET DETAIL	<ul> <li>Female underdogs/creatives ages 19-27 who work hard and hold their head high with hope and perseverance.</li> </ul>	<ul> <li>Male comic book and/or Disney animation fans aged</li> <li>25-35 who are fans of the art of film.</li> </ul>
OBJECTIVE	<ul> <li>Get our target to feel/know this: UNLV has the chops to join the ranks of the elite filmmaking schools who normally place in the top five of this competition. TL:DR - UNLV has proven its worth!</li> </ul>	• Get our target to feel/think like this: Nightwing as the Genie?! This film shot in Vegas has the chance to screen in theaters nationwide? How awesome is that?! Share, share, share!





### LOOK/FEEL

Since we decided to use the Department of Film and College of Fine Arts social media profiles, we had to ensure the posts remained on-brand (SCHOOL/COLLEGE/UNIVERSITY).





# TONE OF VOICE

#### These were the rules for all official posts:

- Ensure tone and imagery is inline with the campaign and university social media guidelines.
- Keep copy short and to the point.
- Discuss tone and messaging with cast and crew to facilitate cohesion.
- Maintain a positive, enthusiastic, and inclusive tone encourage further engagement.
- Use a tone that sounds human, approachable, and professional.
- Make sure language is always polite, measured, and calm.







### MESSAGING PILLARS

At UNLV, we are Rebels! We also are a true melting pot. *U.S. News & World Report* named UNLV the most diverse campus in the nation, and our community of film students truly exemplify this. The focus of a majority of our posts focused on our passionate, Rebel filmmakers.





#### Most active social media authors

		PROFILE	SOURCE	REACH	MENTIONS
1	UNIV	UNLVFineArts	<b>y</b>	2824	49
2		Gingerp24	<b>y</b>	18	39
3	•	UNLV Department of Film	<b>F</b>	406	28
4	(2)	unlyfinearts	0	938	24
5		aly_arsen	0	150	10
6		ShahabZargari	<b>y</b>	873	10
7	UNIV	UNLV College of Fine Arts		145	9
8	0	jennysfx	0	1022	8
9	1	lily_padddd	0	363	8
10	(2)	unlyfinearts	0	938	8
11	0	shahabzargari	0	7170	6
12	0	ScottPe97879812	<b>y</b>	1	4
13		collii13	0	327	4
14	(3)	Jaevada	<b>y</b>	75	4
15	0	nvfilmoffice	0	1077	4
16	0	trevor.floyd	0	884	4
17	UNIX	UNLV College of Fine Arts	<b>F</b>	2552	4
18		GabrielCampisi	<b>y</b>	11 050	4
19	9	whatdaheckieson	0	442	3



Social influence of cast and crew alone:

Combined Instagram followers - 51,836 Combined Twitter followers - 38,012 Combined Facebook friends - 25,157

Our key influencer was Danny Sheppard (genie):
Instagram followers - 18,960
Twitter followers - 13,000
Facebook friends - 1,485

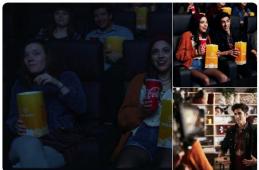




youtu.be/pXksTUNbesU



I'm a genie!! Grateful to have been apart of this kickass ad for @cocacola & @regalmovies. Shout out to the talented & passionate UNLV students/ alumni who made it happen. Check it out & SHARE! 
@robchado #RebelsBigWish







The Coca-Cola/Regal Films commercial we shot is finally live! Thrilled to have worked with a ton of creative talent on this one. youtu.be/pXksTUNbesU









Please go watch, comment, like and share our @CocaCola & @RegalFilms spot with the hashtag #RebelsBigWish to help us in a chance to be screened nationwide!

Coca-Cola Regal Films - The Big Wish from UNLV youtu.be/pXksTUNbesU via @YouTube



#### Coca-Cola Regal Films - The Big Wish from UNLV

The Coca-Cola Regal Films program provides opportunities for up-and-coming film students to showcase their talent by making 40-second spots for the big scree...

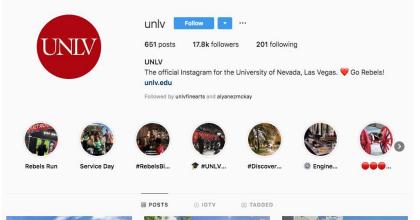


Really great! Congratulations!!



The Big Wish screening at UNLV



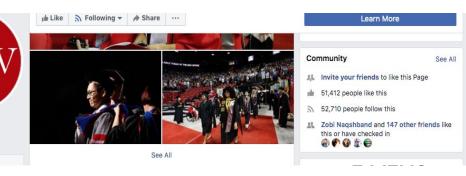


UNLV 💿

Home

@OfficialUNLV

UNLV's Instagram account has 17k+ followers. Its Facebook has 50k+ followers. This helped us leverage awareness during the Instagram stories takeover.



#### March 2019

The Official Newsletter of the UNLV College of Fine Arts

Join Us for the 16th Annual Fine Arts Hall of Fame Gala April 2!



UNLV College of Fine Arts Eblasts



Find Out More

#### UNLV Film's Coca Cola Regal Films Branded Spot

Students from 30 of some of the most diverse college and university film schools across the country participated in the 2019 Coac-Cola Regal Films program and five, including UNIV, advanced to this year's finals. The finalists received \$15,000 each to create and produce a 30-second film. In addition to funding, finalists were flown to Los Angeles for a training session and program kickoff event where they learned some tricks of the trade. They also met with actress Olivia Wilde to ask her advice and guestions about her career. During production each finalist had access to a Regal location, RED camera equipment, and Zeiss lenses free-of-charge, to produce their film. During post production, they were given access to Deluxe's EFILM to master their spots with some of the industry's top colorists.

The grand-prize winning film will debut at Regal theatres nationwide.

Watch UNLV Film's "The Big Wish" now!



For More Videos: Behind the Scenes Video Playlist

### **COMMUNITY & FAN SUPPORT**

 Received support of top-level UNLV communications staff who gave us access to their Instagram account for a live Instagram Stories takeover during the two days of production. This garnered 62,569 views from @UNLV followers during the 48-hour period.

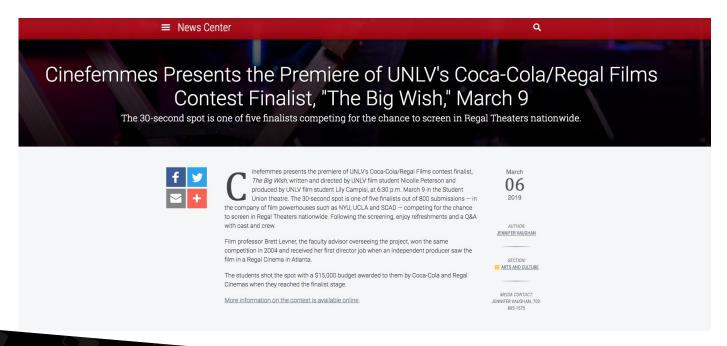
- American Marketing Association offered an entire episode of their podcast to talk with Lily and Nicolle.
- Fox 5 Morning Show showcased Lily, Brett, and Nicolle.
- Review-Journal local newspaper article featured Lily and Nicolle.
- Nevada Film Office video and photo support.
- Local NBC Affiliate shot a live news broadcast during the Regal Cinema shoot day.





### **COMMUNITY & FAN SUPPORT**

Much of the PR we received came from the support of Jennifer Vaughan, the College of Fine Arts' director of communications, and the work she has been doing for the past 18 years on an ongoing basis pitching to our local media for the Department of Film, and the college as a whole. We are blessed to have her support and connections, as well as that of the dean of the college.





### SAMPLE POSTS



UNLV Department of Film students made it to the top five in the #CocaColaRegalFilms competition! If they win, their commercial will be played before movies nationwide for a year #RebelsBigWish #UNLVFineArts

Article via KSNV News 3, Las Vegas.



NEWS3LV.COM | BY KSNV NEWS 3, LAS VEGAS

UNLV film students are finalists in nationwide film competition

After 17 scripts and months of hard work, UNLV film students Lily



11 Comments 31 Shares

...



Heads up REBELS! As if you didn't already know, UNLV Film's #CocaColaRegalFilms spot is now live at CocaColaRegalFilms.com! Please help like, share and comment on our branded spot to help us win the social media award for the #Competition! #filmmaking #indiefilm #nevadafilm #ShotonRed #R3D #rebelsbigwish Coca-Cola Regal RED Digital Cinema EFilm ZEISS Vision Care



267	82	December 1
People Reached	Engagements	Boost Post
CO Roudi Boroumand,	Jaden Bailey and 12 others	6 Shares



# SAMPLE POSTS



UNLV Department of Film's fabulous #RebelsBigWish team took a trip up to the state capitol a few weeks back and presented their branded spot to a room full of legislators to help spread the word about the film! #nvleg

The Coca-Cola Company Regal RED Digital Cinema ZEISS Cinematography EFilm

#CocaColaRegalFilms #NevadaFilm #UNLVFilm #eatmoreart #UNLV #UNLVFineArts #Competition #filmmaking #indiefilm #ShotonRed #R3D #REDDigitalCinema



1,129 160
People Reached Engagements Boost Post

Dwight Ford, UNLV Department of Film and 26 others

13 Shares

One of the partners of our #CocaColaRegalFilms program is @ZeissvisionUS Lenses. Zeiss cinema lenses rock! They have superb resolution and a much more cinematic focus than most other lenses. Make sure to catch UNLV Film's film on March 9 at CocaColaRegalFilms.com! #RebelsBigWish





# **REPORTING & ANALYTICS**

## RESULTS OVERVIEW

Our campaign garnered over 17,400 views of our branded spot, and a social media reach of over 150,000 for our posts alone. The reach - including posts from others who utilized our hashtag - brings the grand total to 314k+!

#### Big wins:

- Our community loved all of the BTS videos.
- The legislators we met admired the team for travelling 430 miles to meet with them about the project.
- The Nevada Film Office was very supportive of the team.
- Twitter alone garnered 40k+ eyeballs on the campaign (compared to Instagram's 14k and Facebook's 24k).

#### **Future ideas:**

Facebook paid boosts didn't receive many more views than our organic posts. Next time, I think it would be beneficial to split the cost and do boosts on Instagram and Twitter as well.



### INNOVATIVE THINKING

- We decided not to start fresh with new handles as the College, Department of Film and the University all have established accounts with dedicated followers who engage. The hashtag we chose for the film is completely original and has never been used by anyone else and would aid in tracking: #RebelsBigWish.
- Our PR reach went beyond the UNLV campus.
- Our original hashtag connected the community in ways normal posts never would have.
- The aspects of the three-word hashtag (REBELS + BIG WISH)
  meshed with our department/college/city's affinity for
  underdogs, and could instantly be tied to the university as a
  whole.





### INNOVATIVE THINKING

We travelled with the dean of the College of Fine Arts to the Nevada Legislature during the legislative session to meet with representatives in the assembly, including state senators, to let them know about the project. Our producer, director, first AD, and BTS producer were all in attendance, as well as the chair of the film department Heather Addison, and mentor/professor Brett Levner.

Since a main goal was to kickstart and establish the careers of UNLV film students, we leveraged the opportunity of the Coca-Cola Regal Films branded spot to make a case for more film funding.

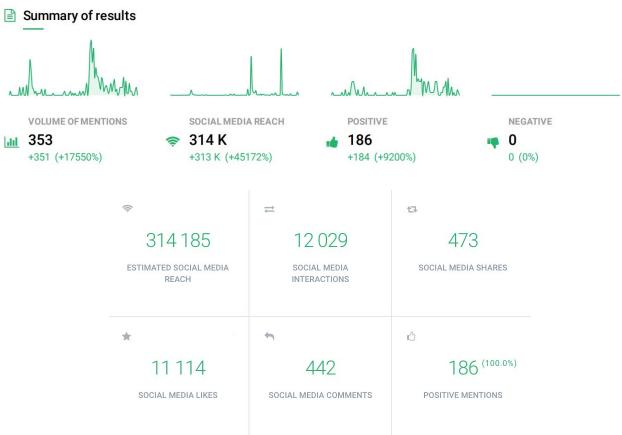


# INNOVATIVE THINKING

We used our budget and signed-up for a hashtag tracking service at Brand24.com and it helped tremendously! Thank goodness for tracking tools!

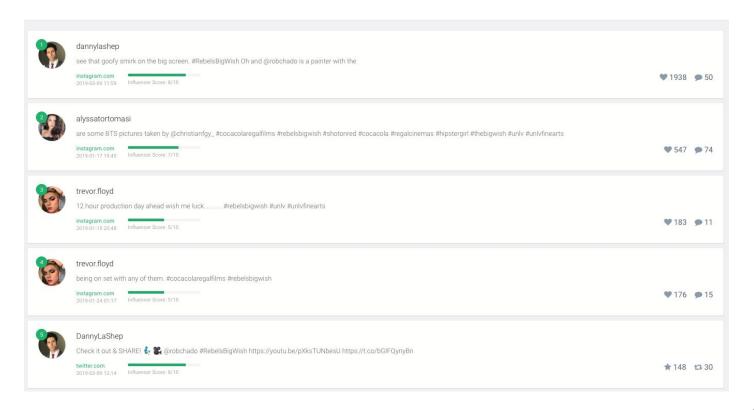


# HASHTAG RESULTS





### MOST POPULAR MENTIONS





#### RESULTS IN DETAIL



#### **228 TOTAL UNLV POSTS**

- FB: 57
- IG: 119
- TW: 51
- Linkedin: 1



#### 24,915 TOTAL VIDEO VIEWS

- FB: 4.747
- IG: 500
- TW: 1,345
- Our Youtube: 886
- Vimeo: 37
- Our Branded Spot on Regal Youtube: 17,400



#### **5.631 TOTAL ENGAGEMENTS**

- FB: 4,414
- IG: 126
- TW: 947
- Linkedin: 138
- Youtube: 6



#### 155.045 TOTAL REACH

- FB: 52,017
- IG: 14,480
- IG Stories: 12.694
- TW: 45,492
- Linkedin: 12,076
- Our Youtube: 886
- Our Branded Spot on Regal Youtube: 17,400



#### **2 LIVE EVENTS**

- Paul Harris Theatre Screening
- Carson City Screening for Legislators



#### **5 INDUSTRY MENTIONS**

Rise Up Daily, Fox 5, NBC 3, AMA Las Vegas, The Las Vegas **Review Journal** 



#### PAID MEDIA ACTIVITIES/RESULTS

12,618 impressions

Report	Report Period: Mar 1, 2019 - Mar 28, 2019							
Campaign Name Deliver	y S Delivery L Campaign Result Tyr Results	Reach	Impress	io Cost pe	er F Amount S Re	levance 3-Second	Video A	Ave Reporting Reporting
Post: "How will the # inactive	campaign Post: "Hov 10-Secont 625.00	2628	6289	0.06	38.00	1944.00	5.00	2019-03-0 2019-03-2
Post: "Heads up REB inactive	campaign Post: "Hez Post Engal 163.00	713	1027	0.18	28.81			2019-03-0 2019-03-
Post: "And now, for y inactive	campaign Post: "Anc 10-Seconc 453.00	3341	4459	0.04	17.96	1326.00	5.00	2019-03-0 2019-03-3
Post: "Olivia Wilde A inactive	campaign Post: "Oliv Link Clicks 15.00	606	843	0.33	4.97			2019-03-0 2019-03-2
		6865	12618		89.74	3270	5	2019-03-0 2019-03-2



# RESULTS IN DETAIL

#### Most influential social media authors

PROFILE	<b>♥</b> SOURCE	VOICE SHARE	<b>INFLUENCE</b>
UNLVFineArts	9	7.625%	23 432
shahabzargari	0	5.161%	15 860
w UNLV	(f)	4.982%	15 309
MORE FOX5	<b>€</b>	3.733%	11 472
univ univ	9	3.005%	9234
<ul><li>unlyfinearts</li></ul>	0	2.711%	8329
GabrielCampisi	<b>y</b>	2.445%	7514
Ø dannylashep	0	2.283%	7016
jennysfx	0	0.977%	3003
<ul><li>unlvfinearts</li></ul>	0	0.904%	2776
shahabzargari	0	0.854%	2624
DannyLaShep	<b>y</b>	0.75%	2305
alyssatortomasi	0	0.56%	1721
UNLV Department of Film	<b>F</b>	0.555%	1705
neon_king_kong	0	0.539%	1655
nvfilmoffice	0	0.502%	1541
UNLV College of Fine Arts	<b>f</b>	0.498%	1531
ShahabZargari	<b>y</b>	0.483%	1484



# RESULTS IN DETAIL

#### # Trending hashtags

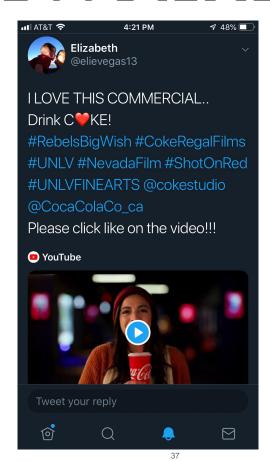
	HASHTAG	MENTIONS
1	#rebelsbigwish	352
2	#cocacolaregalfilms	230
3	#unlvfinearts	142
4	#unlv	136
5	#unlvfilm	68
6	#indiefilm	66
7	#shotonred	63
8	#competition	57
9	#filmmaking	53
10	#nevadafilm	41

#### Most active sites

	SITE	MENTIONS
1	twitter.com	167
2	instagram.com	128
3	facebook.com	41
4	youtube.com	9
5	sifilm.net	3

### POSITIVE FEEDBACK









### POSITIVE FEEDBACK









### CAMPAIGN LEARNINGS

- Using our budget to pay for the brand and hashtag tracking tool was a fantastic way to keep track of our campaign impressions and engagement in real-time.
- We assumed Instagram would be the platform with the most engagement, with Twitter having the least, but it turns out Facebook and Twitter came out on top! Boo to Instagram's algorithm. Will definitely keep this in mind for future campaigns!

Interestingly enough, #RebelsBigWish hashtag usage surpassed that of #CocaColaRegalFilms in the reports:

#### Trending hashtags

	HASHTAG	MENTIONS
1	#rebelsbigwish	327
2	#cocacolaregalfilms	210

#### X

#### **⚠** Tweet activity

#### UNLV Fine Arts @UNI VFineArts

Take an inside look at the production design for UNLV's #RebelsBigWish #CocaColaRegalFilms spot! Don't forget to like and share the BIG WISH on the Regal Movies Youtube channel: https://www.youtube.com/watch? v=pXksTUNbesU ... #competition #indiefilm pic.twitter.com/pBsCEjHNEL

**Impressions** 

4,448

times people saw this Tweet on Twitter

Media views

339

all views (autoplay and click) of your media are counted across videos, vines, gifs, and images

Total engagements

41

times people interacted with this Tweet



### CAMPAIGN LEARNINGS

We were innovative in using our school's Facebook, Instagram, and Twitter accounts. Using these official accounts gave us a lot of benefits:

- Already engaged followers.
- 2. Instant credibility.
- 3. Easy to rally the community for our unique cause.

It also came with its own set of challenges:

- 1. We had to stick to a professional tone at all times.
- 2. We were not allowed to oversaturate the timelines with CCRF posts.
- 3. The feeds had to be shared with other Department of Film and College of Fine Arts posts, announcements, and events.





# \$500 BUDGET TRACKER

ITEM	ESTIMATE	ACTUAL	RESULTS
Tracking Software	\$400	\$411	Ability to track hashtags and mentions with ease.
Facebook Boosts	\$100	\$89	3,270 additional video views, 12,618 additional Impressions, 6,865 additional reach
GRAND TOTAL	\$500	\$500	

