


Annual Marketing Calendar

	Q1			Q2				Q3				Q4																																									
	JANUARY		FEBRUARY		MARCH		APRIL		MAY		JUNE		JULY		AUGUST		SEPTEMBER		OCTOBER		NOVEMBER		DECEMBER																														
	12/31	1/07	1/14	1/21	1/28	2/04	2/11	2/18	2/25	3/04	3/11	3/18	3/25	4/01	4/08	4/15	4/22	4/29	5/06	5/13	5/20	5/27	6/03	6/10	6/17	6/24	7/01	7/08	7/15	7/22	7/29	8/05	8/12	8/19	8/26	9/02	9/09	9/16	9/23	9/30	10/7	10/14	10/21	10/28	11/04	11/11	11/18	11/25	12/02	12/09	12/16	12/23	12/30
WEBSITE																																																					
Website Redesign	ADA Website Design and Launch				Communicate Instagram Photo Gallery																																																
Lead Optimization	Ongoing Assessments; Mobile Header Implementation						Time Window Testing						Centerwell Testing; Ongoing Assessments; Continue Instagram Photo Gallery Optimization																																								
National & Local SEO	Scorpion: Site Audit, Keywords, Performance, Content Creation																																																				
Local Website Customization	Scorpion: Photo Gallery, Coupons, Meet the Team, Awards, Testimonials, In the News																																																				
CRM																																																					
Monthly E-Newsletters																																																					
Neighborly® Sign-Ups																																																					
Triggered Campaigns	New Customer Journey Campaign; Sure Start Email Campaign; Task Reminders; Home Checklist																																																				
CREATIVE																																																					
Ad Depot	Communicate Results			Assist new and existing owners to log-in and build creative												Creative Survey				Assess and Analyze Results																																	
Refresh and Fine-Tune	Spring Cleanup						Residential and Commercial						Snow Pricing Edits and Pricing Info on all Descriptions						TBD - Based upon learnings																																		
SOCIAL MEDIA/ ONLINE REPUTATION																																																					
Blogs & Social Media Editorial	Indoor Seeds		Dormant Trees		Lawn Maintenance		Ornamental Grasses		Mulch		Landscaping		DIY Fire Pit		Artificial Turf		Overseeding		Winterize		Holiday Lights		Pruning																														
Video	Mulch GIF				Amend Soil				Grasses		Landscaping				Overseeding						Frost Damage																																
Online Listings	Scorpion Online Business Listings Management																																																				
Online Reputation	Continually monitoring and responding to national Facebook reviews; Neighborly Social Media Win-Back Program																																																				
Video Campaigns	Winter Pruning		Raised Garden Beds				Aeration Photos		Irrigation						Mums		Seeding		Leaf Composting		Holiday Lights																																
NEIGHBORLY																																																					
Neighborly®	Continue Neighborly® Magnet Test						FSP/GUY/MOJO Curb Appeal Campaign												COMING SOON																																		
Vehicle Decals	Obtain photos of all decals						Follow up and assist with NBLY decal application																																														
EVENTS & MEETINGS																																																					
Advisory Council																																																					
Regionals	COMING SOON																																																				
Local Marketing Webinars	Live						Live						Live						Live																																		
Schools / Reunion			Technical School		Turf School						Lighting School		Reunion		Snow School						Hardscape and Pruning School																																

Updates will be made and communicated throughout the year.

Creative Campaigns

- Fine-Tune and Refresh
- Spring Cleanup
- Residential Services
- Commercial Services
- Pricing on all descriptions
- Survey Results to guide



Ad Depot
POWERED BY
Office DEPOT OfficeMax

*For Ad Depot suggestions, email marketing team

Neighborly® Local Campaign Handbook

Neighborly® content library with quick reference resources covering local cross-marketing coaching, tools and resources, and case studies.



<https://news.neighborlybrands.com/neighborly-resources>

Education & Webinars

1 Local Marketing webinar / quarter

Education Pieces available:

- 12 Lead Generator Reports
- Marketing Ladder
- Local Website Customization Guide



GroundsGuys® Marketing Team

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Email us for marketing support or to build a marketing plan.