# vo/ume

# LIVE STREAMING

# PROMOTIONS GUIDE

SET UP & TRIAL RUN

YOUR SET UP

MAKE EACH SHOW AN EVENT

MEET NIKI KENNEDY

**PROFILE EXAMPLE** 

CREATING TICKETED Shows SELLING MERCH FACEBOOK EVENTS BANDSINTOWN HOST THE CHAT NETWORK LIVESTREAM PROMOTION



# WELCOME TO Volume.com

# WELCOME TO VOLUME.COM

# "LIVE STREAMING IS NO LONGER A "NICHE" STRATEGY – IT'S AN ACCESSIBILITY IMPERATIVE, AND A POTENTIAL CATALYST FOR OTHER KINDS OF VIRTUAL INNOVATIONS." - CHERIE HU

Live streaming is the new normal.

With the convenience of not having to leave your home, live streams are a great tool to connect with fans all over the world. They can be filmed at your home or any interesting location you have access to.

This guide is designed to help you make the most of your promotional efforts to support your streams



### **YOUR SET UP**

**Atmosphere:** Make sure you are setting some kind of vibe - hang up a sheet, some seamless paper or posters, or drape a lampo with a colored scarf but make sure you are not streaming from a place that will cause your viewers to focus on the background (they will if it's distracting). Pay attention to details like open closet doors, people walking into the frame, or even things that should be hidden like cords, etc.

**Lighting:** We are huge fans of <u>Ring Lights.</u> You can get a full Ring Light set up for approx. \$115 or a <u>selfie</u> (if you are streaming from your phone) for \$59 - be sure to read the reviews first.

**Backdrop:** If you want a backdrop (if you don't have a nice-looking corner of your home or studio) try **this** and you can switch seamless paper rolls when you want to change colors.

**Attire:** If you are performing in front of a dark/black background and you are wearing black or a similar color to the background you will look like a weird floating head, Be mindful of choosing a color that pops so you can be seen.

# **MAKE EACH SHOW AN EVENT**

With different setlists, including fun covers, invite guest performers to join you, and interact with the viewers holding Q&A sessions. Keeping show different and fun each time will help bring back viewers and create audience growth. Spread the word on socials and send details to your mailing list.

# **CONDUCT TRIAL RUNS**

To make sure your audio and visuals are the best they can be.



# volume

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#### Net - Takane for Artists

#### **Volume is for Artists**

We help artists like you find your community, build your fanbase, and monetize your brand.

Stream it your way

No, seriously. We want you to do things the way you want to, when you want to, wherever you want to.

Stream when you feel like it or set a schedule ahead of time. Reach more fans than ever before by connecting your Volume shows with your social media accounts. The best part? You can do it all for free.

Events account

-

If you would like to create a live stream and sell tickets we can help you get extra attention on the platform.

Go to Volume.com and create an artist profile.

# SEE HOW OUR ARTISTS DO IT!



Vancouver based Niki Kennedy has been consistently streaming on Volume since we launched and she has created a consistent rhythm for her fans who show up regularly to hang out with her and make requests at her sets which include originals as well as covers

Her Volume profile is perfectly built - come See how it looks here.



originals + covers #pop #soul #easylistening mb Bsoul Rpop Bsongwriter C7 444 (Pr. 4

Shows

... Send Tip Share Follow Subscribe More

Streams

#### Artist Bio

Niki Kennedy

Vancouver, Canada 

O 444 Followers

// https://volume.tv/nikikennedy

Singer, songwriter, and musician from New Zealand currently based in Vancouver. Canada

Make a free account and <3 Follow to be notified when I'm live!

Get Back in the Groove DIY Video Out Now Watch Herel





#### Subscribe to NikiKennedy to join Official Fan Club

0

Learn More

is is Niki Kennedy Get Back in the Groow The Last Night (Dancing With You) Fall Back into You Cheque, Please I'm Your Girl

Sweet Existence





# **CREATE TICKETED EVENTS**

Once you choose your streaming schedule be sure to create events and tickets for each stream (free or paid). Email reminders will be sent automatically to your fans once they purchase a ticket when you are about to go live.

<u>Here</u> is a tutorial on how to create a ticketed show.

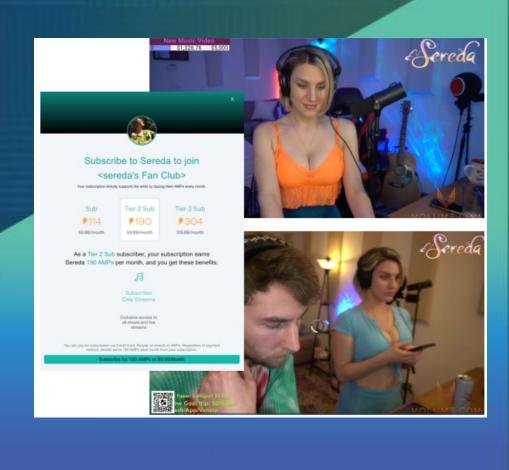
nikikennedy's Upcoming Ticket Shows



Actress and singer Sereda has an incredibly Active fan club where she treats her viewers To behind the scenes moments such as new music creation, vocal sessions, writing sessions and late-night hangs.

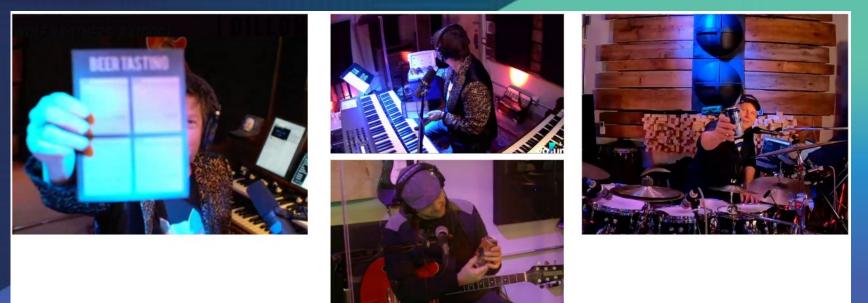
Her dedicated fanbase has supported her with Over 1M streams on spotify and 190K Followers on TikTok

You never know what you might find on her Volume.com



# CREATE SPECIAL STREAMS LIKE KYLE HOLLINGSWORTH (STRING CHEESE INCIDENT) DID WITH HIS IN-STUDIO BEER TASTING

Kyle Hollingsworth, keyboardist from The String Cheese Incident streamed a beer tasting show from his Brewski tour where he an the band jammed and sampled beers while his audience joined in.





I'VE MADE REAL FRIENDS ALL OVER THE WORLD BY ENGAGING WITH AND FOLLOWING Volume Artists in their careers both in and outside The platform.

I FEEL CONFIDENT TO SAY THAT I COULD PLAY A SOLID ACOUSTIC SHOW In Nashville. Tn. Sao Paulo Brazil, uk, and Juala Lumpur and have a few people show up who wouldn't have known about me otherwise!

BEN HOLST - STREAMER/TALK SHOW HOST - VOLUME.COM/AMPLIFIED

# SOCIAL MEDIA PROMOTION



# INSTAGRAM

# **GENERAL POSTING GUIDELINES**

### COME FOLLOW US AT http://www.instagram.com/getonvolume/

## **TO INCREASE ENGAGEMENT**

Feed post - 3-5x a week Stories post - 1x - 5x per day

## **BEST GENERAL POSTING TIMES**

The best day and time to post is wednesday at 11am The second best time to post is friday between 10am and 11am The worst day to post is sunday The worst times to post are late night and early morning



# **INSTAGRAM TIPS**

# **DO THIS FOR THE 'GRAM**

**CHANGE YOUR BIO TO ANNOUNCE YOUR LIVE STREAMS ADD A LINK TO SCHEDULE IN YOU LINKTREE CREATE A LIVE STREAM TILE AND POST CREATE MULTIPLE LIVE STREAM STORIES AND VIDEO SNIPPETS AND POST CREATE A BOOMERANG OF PAST LIVE STREAMS TO GIVE YOUR FANS A PREVIEW OF WHAT TO EXPECT CREATE TILES TO SPREAD OUT OVER THE NEXT FEW WEEKS WITH DIFFERENT FUN WAYS TO ANNOUNCE** 

# **FACEBOOK EVENTS**

# **CREATE AN EVENT FOR EACH LIVESTREAM**

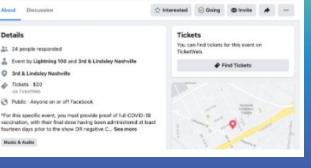
In order to help make your live stream as successful As possible, promoting across all of your social Channels is critical.

If you are active on Facebook and have a healthy Engaged following we suggest that you create a Facebook Event for each of your Volume.com Stream and individually invite your followers to join You for an RSVP - be sure to add a ticket link.



#### SUNDAY, MAY 15, 2022 AT 9 PM EDT

Oliver Wood : Lightning 100 Nashville Sunday Night 3rd & Lindsley Nashville





# HERE'S HOW TO PROMOTE YOUR STREAMS ON FACEBOOK

Upload a new banner to both your Facebook personal profile and Page, announcing your live streams

Edit the "About" section to include your schedule and make a mini banner with "LIVE STREAM SCHEDULE"

Post a status update announcing your live stream (s), and pin to the top as a timeline feature

Buy a Facebook boosted post. We suggest a budget of \$5 to \$10 to test each live stream announcement





# **GENERAL POSTING GUIDELINES**

COME JOIN US AT <u>http://www.facebook.com/getonvolume/</u>

## POST ON REGULAR FEED POST 1-3X A WEEK Post stories 1X per day

**BEST GENERAL TIMES** THE BEST TIMES TO POST ARE BETWEEN 9AM AND 3PM WEDNESDAY AT 11AM IS IDEAL SUNDAY HAS TEH LEAST AMOUNT OF ENGAGEMENT THE WORST TIMES TO POST ARE BEFORE 7AM AND AFTER 5PM





# **GENERAL POSTING GUIDELINES**

## WE WILL TWEET WITH YOU HERE HTTP://WWW.TWITTER.COM/GETONVOLUME/

### **TO INCREASE ENGAGEMENT** POST 3-10 TIMES PER DAY (TWEET,RT,LIKE) THE BEST DAYS TO POST ARE TUESDAYS & WEDNESDAY THE BEST TIMES TO POST ARE WEDNESDAY & FRIDAY AT 9AM THE WORST DAY TO POST IS SATURDAY THE WORST TIMES TO POST ARE BETWEEN 10PM AND 4AM

**TO BUILD FOLLOWERS** Follow accounts like yours and people who follow those accounts to up your Follower count



# **EXAMPLE TWEETS & TIP**

# **FEEL FREE TO USE THESE!**

MAKE SURE THE TOP BANNER, PROFILE PICTURE, AND BIO REFLECT YOUR LIVE STREAM SCHEDULE

### DON'T FORGET TO PIN YOUR TWEETS TO THE TOP OF YOUR PROFILE PAGE

GOING LIVE ON (DATE) AT (TIME) ON @GETONVOLUME! WE'LL BE DOING (X) SONGS. REPLY WITH SOME REQUESTS! (LINK TO TICKET OR PAGE)

IF YOU'RE NOT BUSY (DATE), COME JOIN MY/ OUR #MUSICLIVESTREAM ON @GETONVOLUME AT (TIME)! WE'D LOVE TO SEE You there. (Heart Emoji) (link to ticket) tickets are free!

**CREATE A BOOMERANG OF PAST LIVE STREAMS TO GIVE YOUR FANS A PREVIEW OF WHAT TO EXPECT** 

CREATE TILES TO SPREAD OUT OVER THE NEXT FEW WEEKS WITH DIFFERENT FUN WAYS TO ANNOUNCE





# **GENERAL POSTING GUIDELINES**

JOIN US ON YOUTUBE - HTTP://WWW.YOUTUBE.COM/GETONVOLUME/

# POST 2 HOURS BEFORE PEAK TIME: 12 - 3 PM

# PEAK TIME ON WEEKDAYS IS 5 PM.

THE MOST IMPORTANT THING ABOUT POSTING ON YOUTUBE IS TO CREATE A SCHEDULE! POSTING ON The same day at the same time every week will help your audience trust you and know when to look back for new, fresh content





# **GENERAL POSTING GUIDELINES**

WE ARE HERE <u>http://www.tiktok.com/</u>@joinvolume

**TO INCREASE ENGAGEMENT** Post at least on video every single day

**BEST GENERAL TIMES** GENERALLY SPEAKING PEOPLE ARE USUALLY SCROLLING THROUGH TIKTOK EARLY IN THE MORNING, ON THEIR LUNCH BREAK, OR LATE AT NIGHT

THERE ARE INSIGHTS WITHIN YOUR TIKTOK ACCOUNT TO LOOK AT THAT WILL SHOP EHN YOUR FOLLOWERS ARE Most active as well as videos they're watching and sounds they're listening to - use these sounds in your videos and follow the trends of videos they're watching





# **VIDEO IDEAS FOR YOUR LIVE STREAM**

CREATE VIDEOS TALKING ABOUT YOUR LIVE STREAMS

**CREATE VIDEOS BEHIND THE SCENES / SETTING UP FOR YOU STREAMS** 

CREATE VIDEOS SHOUTING OUT ANY FANS WHO JOIN YOUR LIVE STREAMS FREQUENTLY AND TAG THEM IF THEY HAVE BIG FOLLOWINGS ON THE PLATFORM



# TIK TOK

# **BEST & WORST TIMES TO POST**

### **BEST TIMES**

MONDAY 6 AM, 10 AM, & 10 PM TUESDAY 2 AM, 4 AM, & 9 AM WEDNESDAY 7 AM, 8 AM, & 11 PM THURSDAY 9 AM, 12 PM, & 7 PM FRIDAY 5 AM, 1 PM, & 3 PM SATURDAY 11 AM, 7 PM, & 8 PM SUNDAY 7 AM, 8 AM, & 4 PM

## WORST TIMES

MONDAY 11 AM TO 9 PM TUESDAY 10 AM TO 12 AM WEDNESDAY 9 AM TO 10 PM THURSDAY 1 PM TO 6 PM FRIDAY 4 PM TO 4 AM SATURDAY 12 PM TO 6 PM SUNDAY 5 PM TO 6 AM





BUILD SOME "HASHTAG CLOUDS' ON THE NOTES SECTION OF YOUR PHONE AND ADD THEM AS THE FIRST COMMENT (You can add up to 30 including your hashtags in the comment!) start the comment with 5 periods and returns. Us the UG hashtag expert for IG app to help generate clouds.

**HASHTAG CLOUD EXAMPLES:** #GETONVOLUME #NEWMUSIC #MUSIC #MUSICIAN #MUSICIANS #MUSICIANSHIP #MUSICLOVERS #MUSICIANLIFE #MUSICFORLIFE #MUSICARTIST #MUSICISMYLIFE #RECORDINGARTIST #MUSICIANSHIP #ORIGINALMUSIC #INIDEMUSIC #SUPPORTMUSIC #SONGWRITER #SONGWRITERS #MUSICINDUSTRY #LIVESTREAMMUSIC #LIVESTREAM #MUSICVIDEO #UNSIGNEDARTIST #UNSIGNED #NEWMUSIC #DIY



#LIVEMUSIC #CONCERT #LIVESTREAM #GETONVOLUME #SINGER #MUSICIAN #GUITAR #INSTAMUSIC #STREAM #LIVESTREAMCONCERT #LIVECONCERT #LIVESHOW #INDIEMUSIC #INIDEMUSIC #SUPPORTMUSIC #SONGWRITER #SONGWRITERS

**CHOOSE GENRES:** #EDM #POP #ROCK #GUITAR #GUITARIST #GUITARSOLO #GUITARPORN #GUITARSOLO #GUITARPLAYER #FENDER #BASS #BASSGUITAR #WOMANINMUSIC #FEMALEVOCALIST



### ADVICE FROM OUR FRIENDS AT HUBSPOT & HOOTSUITE

**INSTAGRAM WILL ALLOW UP TO 30 HASHTAGS PER POST - BEST PRACTICE, FOR NOW, IT TO USE BETWEEN 3-5 PER POST** 

INSTAGRAM'S ALGORITHM MAY PENALIZE YOU FOR CONSISTENTLY USING THE SAME HASHTAGS, PUSHING YOUR POSTS Down so they don't show up for those tages. Even more, they might ban your account, because using Identical Hashtags could make it look like you're spamming users – or worse – like an instagram bot

TRY ROTATING OUT YOUR HASHTAGS SO THAT THEY'RE HIGHLY RELEVANT TO THAT SPECIFIC POST, EVEN IF YOUR POSTS ARE SIMILAR.

COPY AND PASTE OUR SUGGESTIONS INTO THE "NOTES" SECTION ONTO YOUR MOBILE PHONE SO YOU CAN EASILY ACCESS YOUR HASHTAGS AND USE THEM.



### **ADVICE FROM OUR FRIENDS AT YOUR MARKETING PEOPLE & SMALL BUS BLOG**

**TWITTER** - USING HASHTAGS WITH YOUR TWEETS CAN INCREASE THEIR ENGAGEMENT BY 100% FOR THE INDIVIDUAL, AND 50% IF YOU HAVE A BRAND. THE SWEET SPOT PER TWEET IS BETWEEN ONE AND TWO. IF YOU FOLLOW A STRATEGY LIKE THIS CLOSELY, YOU CAN GAIN 21% IN ENGAGEMENT. TWEETS THAT USE MORE THAN TWO HASHTAGS MIGHT EXPERIENCE 17% LESS ENGAGEMENT.

FACEBOOK - POSTS THAT ONLY INCLUDE ON HASHTAG USUALLY GET THE MOST ENGAGEMENT. USE THREE AT MOST

**TIKTOK - WITH TIKTOK, YOU HAVE A LIMIT OF 100 CHARACTERS. THAT INCLUDES HASHTAGS SO WE SUGGEST FOUR TO FIVE.** 

**YOUTUBE - USE AS MANY HASHTAGS AS YOU WANT, UP TO 60. MAKE SURE YOU PLACE YOUR TOP PRIORITY HASHTAGS IN THE FIRST THREE SPOTS SINCE THOSE APPEAR ALONGSIDE YOUR VIDEO.** 







# THE MOST EFFECTIVE WAY TO DRIVE VIEWERS IS VIA EMAIL MARKETING

MAKE SURE TO USE AN OFFICIAL EMAIL SERVICE SUCH AS MAILCHIMP FOR LEGAL REASONS

AS A GENERAL GUIDE TUESDAYS, WEDNESDAYS, AND THURSDAYS ARE THE BEST DAYS TO SEND NEWSLETTERS, AND SATURDAYS AND Sundays are the worst days

AND THE BEST TIMES TO SEND EMAILS ARE BETWEEN 6AM AND 11AM. AVOID SENDING AFTER 10PM IN YOUR TIME ZONE Your subject lines should be captivating and clear - add charisma and creativity

SUBJECT LINES THAT USE EMOJIS CAN BE VERY EFFECTIVE IF IT FITS YOUR BRAND

THE COPY SHOULD BE ANYWHERE FROM 1 - 3 PARAGRAPHS

ONLY HAVE ONE CALL TO ACTION (CTA) - WHICH SHOULD BE - GET A TICKET (FREE OR PAID) OR FOLLOW ME ON VOLUME.COM The more personal, the better. Remember: Subscribers and fans who watch your streams are your super fans



# BANDSINTOWN

Bandsintown helps all members to post and promote their live streams. It's a great tool to use and it's FREE to post to your followers in the app.

This **Toolbox** will help you with any and all questions you may have to get started or to oomph up your page if you already have one.

<u>Claim</u> Your Page - if you have not claimed your page here's how"

<u>Update your artist profile</u> - it is very important to keep your profile updated and add your live streams the moment you schedule.

<u>Message Your Fans</u> - Post weeks before, days before, or the moment you go live! It's free, and you can message as often as you want. Posted by Niki Kennedy 2 days ago

I'm so excited to share my new single with you this Friday, January 21, 2022. If you'd like to pre-order or pre-save "Get Back in the Groove" now, you can do so here: http://ffm.to/gbgroove

I'm also hosting a FREE virtual release show on Volume to celebrate and I'd love to see you there. The 2-hour show starts at 5pm Pacific / 8pm Eastern on Friday the 21st and you can tune in at http://volume.tv/nikikennedy

My hope is that this song makes you feel good! Thank you so much for your support.



# WIDGET & APP

You can also **install their widget on your website** and onto you Facebook page. Make sure to continuously update as you schedule your live streams. Add the **Bandsintown App** to your mobile phone as well for ebay and quick updates on the go.

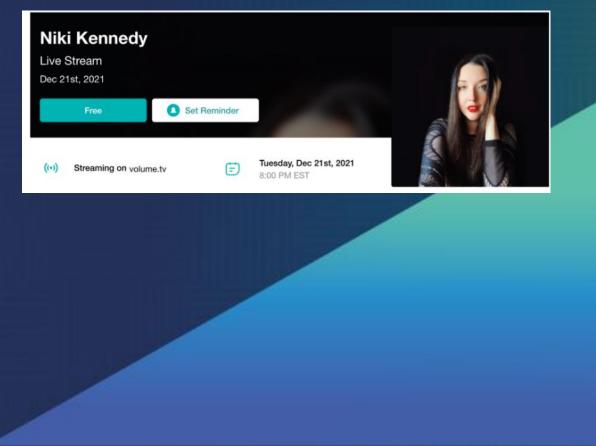
# **VIP FEATURES**

These newer features all you to: **Schedule Posts** - So you never forget to make announcements when you are going live again.

Make Event - Targeted Posts - So you never forget to make announcements when you are going live again.



# THIS IS WHAT YOUR BANDSINTOWN EVENT PAGE WILL.





Niki Kennedy 😌 552 Followers • 6 Upcoming Concerts

Pcoming Past		
l Events 8	Live Streams	
	ve Stream DD PM EST	Set Reminder
	ve Stream 30 PM EST	Set Reminder
	ve Stream DD PM EST	Set Reminder
оес ці 24 ба	ve Stream	Set Reminder
	ve Stream	Set Reminder

# HOST THE CHAT



# **SHARE YOUR AUDIENCE / CO-HOST IN THE CHATS**

A great way to help with increasing your streaming numbers is to invite another artist to join you and host the chat and you can both promote your streams on your socials an in your newsletters.

This strategy works to help artists network with potential fans and make your friends seem not as alone if they stream solo. Checking to see if the artist live streams already and has a healthy and active community similar to yours in size is a good goal.

This strategy will work best with artist you already know, but if you have a few in mind you'd like to build your network with as "stretch goals" do this:

**Follow** similar artists, artists you want to play with on Volume and attend their shows, and chat!

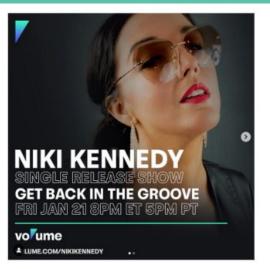
# LIVESTREAM PROMOTION

# **CREATE BEAUTIFUL GRAPHICS**

Use **<u>Canva</u>** and create graphics that match your brand and vibe - See these great examples:







## YOUR EMAIL LIST

Something VERY TELLING happened when the global pandemic started - we noticed that the artists who had taken the time to build, maintain and use their email lists had a much easier time adjusting to the world when we were all sent home.

If you have not taken the time to work on your mailing list - it's time to do it!

Send a dedicated email before each live stream - Announce you will be going live an hours or a day before and see how it affects your viewership

**Survey** - Ask you list for feedback on what platforms they want to see you on and what times work for your audience.

# **TEXT MESSAGE PROMOTION**

There is a lot of competition for live stream attendance - Your fans are far more likely to see text messages than they are emails, so text message marketing and text message lists are going to be increasingly important driving views.

**WhatsApp:** You can create a WhatsApp Group for up to 256 people and use the group to not only remind fans when live streams are coming, but also send messages of support and general banter (if that's you type of vibe). Download WhatsApp from the App Store onto you mobile device! Best of all it's free!

<u>SlickText</u> - You can build your text message database via various companies. SlickText is a robust solution and you can try their free version to see how it works for up to 50 texts a month to an unlimited amount of friends.





# THE MOST EFFECTIVE WAY TO DRIVE VIEWERS IS VIA EMAIL MARKETING

**Discord -** was initially a place where gamers convened but it is great for musicians too! The reason it is so popular is unlike social channels where followers won't see you posts on Discord they will as it encourages interaction.

If you have ever used Slack - it's very much like that except on Discord you can interact with text, voice, or video so the possibilities are endless.

Discord is a great place to keep the conversation with your fans going while you are not streaming to stay connected.

It's fun for fans because they can chat about anything that interests them (which is YOU) but can diverge into other topics - you will learn a lot about your fans by meeting them Discord.

# WHAT TO DO NOW

- 1. Dive in! If you are new to live streaming, experiment by just testing a few times so you can understand the technical aspects an test for lighting, sound, and flow.
- Survey your fans in an email and find out what times/days they want you to stream

   this is a great way of engaging them before you plan an entire livestream
   schedule.
- 3. If you have not claimed and updated your Bandsintown profile, do it now and add dates.
- 4. Make sure you create you FB Events and invite Volume to be a co-host on all of them
- 5. Dive into Canva and Create some promotional tiles
- 6. After you build your list with free shows, try creating ticketed shows that are not \$0!
- 7. Have FUN and if you have further questions please reach out to us at support@volume.com