











### GET TO KNOW OUR THRIVING COMMUNITY

At Total Guide to we've been guiding local businesses, residents, students and tourists since 2012. We know our communities, audience and demographics so we can target the right audience for you.

We love what we do and we take pride in helping businesses grow and reach our audiences and we've created digital marketing solutions for all businesses. No matter the company size or budget!



Our target audience

How do people

SEO... 40%

Direct... 40%

Social... 15%

Email... 5%

find us?

social followers

Our loyalty is

growing...

Our database is growing... 13,500 5.300

million monthly Google impressions

1million website 301,000 views per year

Average time spent on page 35 secs



"We love what we do and feel so privileged to work with such a diverse mix of people and businesses.

Helping companies and local communities to be all they can be are at our core. We take great pride in constantly pushing ourselves out of our comfort zone in order to evolve and achieve great results for our clients, users and team members."

Liz Hutchings, Total Guide to Director



Want to get your message out













Total Guide to is a digital marketing company designed to bring people the very best of their town or city. We work together with fantastic local businesses to amplify their message through creating unique guides and high-quality content, as well as strategic placement of content and ads throughout our website.

Our clients also benefit from inclusion in our targeted email campaigns and promotion to our ever-growing social media community.



#### A wider coverage

With hundreds of thousands of users visiting our sites, and tens of thousands signed up to receive our emails, we're the perfect platform to spread the message to local people! The proof in the numbers.



#### Measurable results

Digital marketing offers you all the information you need to truly understand your target audience. We're able to report on just how much return on investment your campaign is receiving.



#### More affordable than you think

with Total Guide to doesn't break the bank. Packages start at just £10+va per month, with th flexibility to build bespoke packages to suit you so you'l be spending your budget wisely.



#### Target your audience

reach a account manager and experts in ea field you won't fire a personalised campaign go live with you faster than on Total. Last minut gr message get it live on our sites before you sites before you

service



"We are very happy with the overall service offered by Total Guide to. Their personalised approach makes you feel you are their only customer.

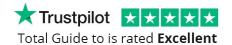
Very impressed with response time and effectiveness of the work they offer. They suggest, advise, recommend and work with you on any required improvements."

Kinga Dabrowska, Ridgeway Rise Care Home



Want to get your message out to a national audience?



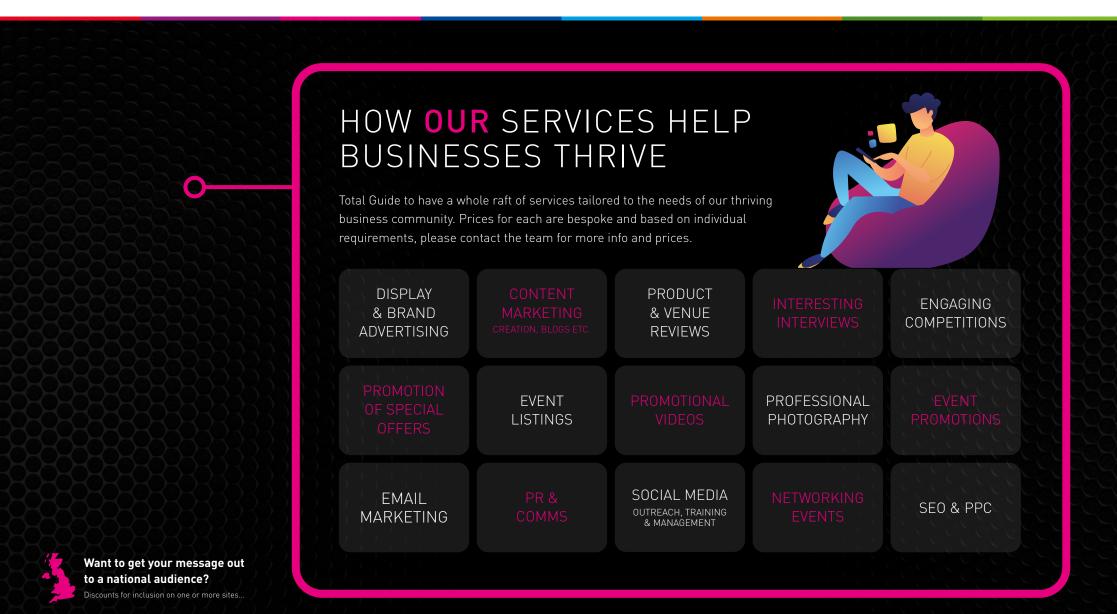


























No matter the size of your business or budget we can work with you to find you the right solution to help you grow your business using a multitude of platforms.

#### JUST SOME NICE FEEDBACK FROM A FEW CLIENTS...

"Incredibly talented and hard working business who are really wired into their client's communities. High performing and totally trustworthy, we've turned to the TGt team now for over a decade and they always perform for us. 10/10."

Marcus Whittington, Bath Luxury Rentals We have found TGt to be really proactive and super professional. Really nice to have someone outside the scope of your own organisation that supports and drives your advertising campaign. It simply takes the pressure off.

Richard Swatton, Minety Festival "We love working with Total Guide to Swindon, they are very helpful, proactive and encouraging in all that they do for us. They have helped us with lots of media campaigns with great success."

Carol Elliot, Bowman House Business Centre

















No matter the size of your business or budget we can work with you to find you the right solution to help you grow your business using a multitude of platforms.

Enhanced Listing
£120.00
for 12 months
Excludes VAT.

#### **ENHANCED LISTING**

This package has been designed to help companies move to the next level of advertising. You'll never look back!

- Company name, telephone, email, website, and map links in the directory and one category of your choice
- Google loves back links to authoritive websites, so being featured will improve you own organic rankings!

The proof is in the numbers...

1,212

Profile Listing Views on Enhanced Listings

Just one of many examples of our impact on the community. www.totalswindon. com/t2-fitness/



Want to get your message out to a national audience?















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Intro
Package
£395.00
for 6 months
Excludes VAT.

#### **INTRO PACKAGE**

This package has been designed to help companies move to the next level of advertising. You'll never look back!

- Detailed profile listing in up to 3 categories
- Inclusion in up to 3 relevant guide
- Unlimited event & offer listing
- · Option to add competitions
- Unique content: blogger review & team interview
- Amplification on our social networks
- Invite to client only FB group, inclusion in client
   amail neweletters

The proof is in the numbers...

A typical event listing receives over

3,000

Swindon Half Marathon event received 4,976 unique views, 3:54 time spent on page and 771 referrals to their booking



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> Bronze Package £125.00 per month

#### **BRONZE PACKAGE**

This package has been designed to help companies move to the next level of advertising. You'll never look back!

The proof is in the numbers...

Average Views Per Competition

**608 ENTRIES** 

Want a successful competition that generate data? You know where to come!



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Silver Package £295.00 per month Excludes VAT.

#### SILVER PACKAGE

This package has been designed to help companies move to the next level of advertising. You'll never look back!

- Display ads animated and promo hanne
- Inclusion in all relevant and timely guides and unique content.
- Detailed profile listing in relevant areas of the site
- Unique content and coverage
- Events listings and inclusion in the events calenda
- Option to add special offers and exclusive offers for the process.

  TGT uppers
- Option to add competitions to the site and soci

- Monthly front page editorial/blog post/press releases
- Quarterly inclusion in Total Guide to the month email newsletter
- Ongoing feedback and stat updates
- Invite to client only FB group, inclusion in client
- Job membership enabling you to upload unlimite
- Amplification on our social networks Incl. ads/boosts

The proof is in the numbers...

**257** 

Average Profile Visits Per Month

77 CLICKS

Gold B2B package advertising (statistics based over the course of a typical year)



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Gold Package £495.00 per month Excludes VAT.

#### **GOLD PACKAGE**

This package has been designed to help companies move to the next level of advertising. You'll never look back!

- Display ads animated and promo hanne
- Company profile in all relevant areas with detaile information including three images
- · Coverage of your events and open da
- Amplification on our social networks incl. ads/boost
- Ongoing feedback and stat updates
- Guaranteed second position in all relevant guide and content
- Events, guides, offers and competition listing
- Unique content e.a blog posts, reviews etc.

- Option to add competitions and offers
- · Monthly front page editorial
- Amplification across our social networks included posts on Facebook
- 2 x solus email campaigns
- Monthly inclusion in TGt month email newsletter
- Invite to client only FB group, inclusion in client
- Job membership enabling you to upload unlimited vacancies

The proof is in the numbers...

36,000 & GROWING

Organic &
Active Social
Followers

Swindon social media fans/followers on Facebook, Instagram, Twitter and LinkedIn.



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No matter the size of your business or budget we can work with you to find you the right solution to help you grow your business using a multitude of platforms.

Platinum Package £795.00

per month Excludes VAT.

#### PLATINUM PACKAGE

Easily the 'daddy' of all the packages we offer. Not for the faint hearted, targeted to all the serious advertisers looking for serious returns.

- Sponsored by logo at the top of subsite
- Company profile in all relevant areas with detailed information, contact details, map, logo, website and social links. 6 images
- Display ad
- Guaranteed top position in all relevant guides, content and timely guides
- Ongoing feedback and statistic updates
- Coverage of your events and open day
- Unique conte

- Publication of your press releases/blog posts/content
- 4 x solus email campaign
- Monthly inclusion in Total Guide to the month email newsletters
- Events, offers and competition listings
- Job membership upload unlimited vacancies
- Amplification on our social networks including
   ads and basets.
- 1x video (T&Cs apply)

The proof is in the numbers...

1.14 MILLION

Sponsored
Banner Ad Views
93 CLICKS

Gold B2B package advertising (statistics based over the course of a typical year)



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### EVEN MORE OPPORTUNITIES WITH OUR AD HOC SOLUTIONS

Although consistency and longevity is the key to any digital marketing, certain products and times of the year or events call for one big blast. We can create high volume, rapid and quality results for you with an ad hoc campaign. We've listed just a few examples in this pack.

THE RESULTS SPEAK FOR THEMSELVES...

- 5,000+ Tickets sold using our unique code
- 6,000+ Event listing views impossible to ignore
- 10 minutes 15 seconds average time spent on page



"Professional, helpful and incredibly responsive"

#### **Link Centre**

- 4,258 Profile listing views, impossible to ignore
- Nearly two minutes (1:58) average time spent on page
- 718 unique referrals

#### Swindon Designer Outlet

- 4,186 Profile listing views, impossible to ignore
- Nearly 2 minutes (1:57) average time spent on page
- 358 unique referrals

















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DISPLAY ADS

#### **DISPLAY ADS**

Leaderboard adverts are situated in premium areas, large animated adverts limited to one top and one mid ad per subsite.

Homepage Leaderboard £300.00

per month Excludes VAT. Homepage midway Leaderboard £250.00

per month Excludes VAT. Top Subsite Leaderboard £250.00

£150<sup>.00</sup> per month Excludes VAT.

Mid Subsite Leaderboard "TGt help us to maximise our brand awareness"

Our leaderboard ad statistics\* are seriously impressive!



\*Per month average over 12 months for Domino's campaign.



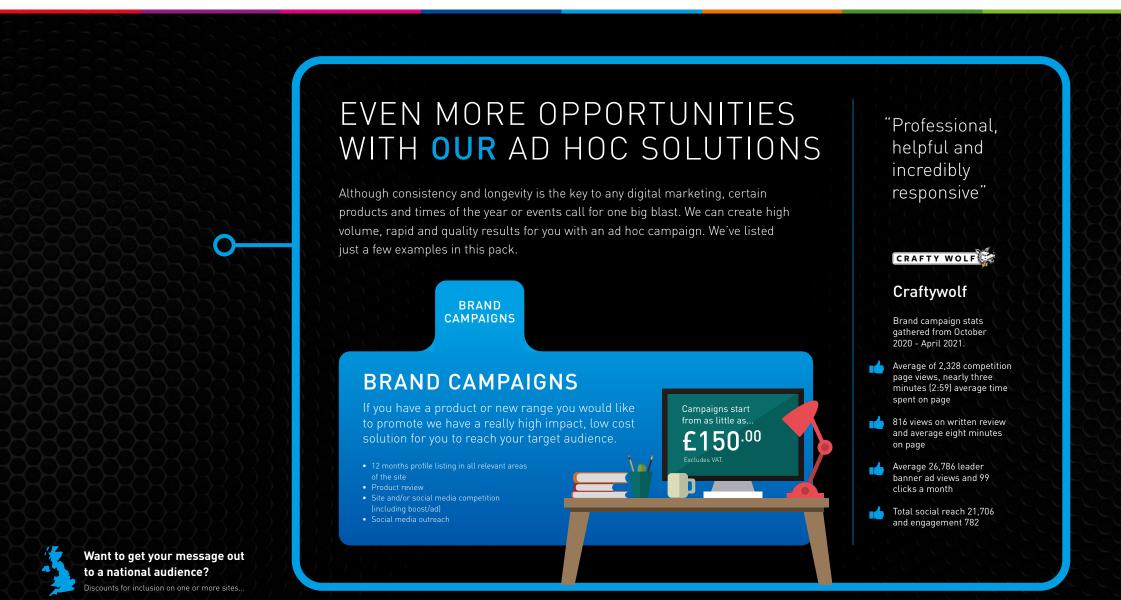


























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EVENT PROMOTIONS

#### **EVENT PROMOTIONS**

If you want to sell tickets quickly and get people talking about your event let us help you by picking from one, some or all of the below solutions.

- Solus email newsletter to our database
- Email newsletter insertion
- press releases/biogs Interviews (staff, acts
- Social Outreach (including ads, boosts)
- Site and Social competitions
- Offe
- Display advertising

- and editorial of the event itse
- Video highlights
- Profile listing
- Guide inclusion
- Inclusion in events calendar (top three of Google for event what's on)

Campaigns start from as little as...

£295<sup>.00</sup>

"TGt are quite different, they really do care"

#### Swindon Half Marathon

- 4,976 Event listing views, impossible to ignore
- Nearly four minutes (3:54) average time spent on page
- 771 unique referrals

#### Royal International Air Tattoo

- 5,000+ Tickets sold using our unique code
- 6,000+ Event listing views, impossible to ignore
- Over 10 minutes (10:15) average time spent on page



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BUSINESS LAUNCH / OPENINGS

#### **BUSINESS LAUNCH / OPENINGS**

Build the hype of any new business activity and make sure you're found on the sites, social and Google while people are searching for you.

- Solus email newsletter to our database

  (B2B and/ or B2C)
- Email newsletter insertion (B2B and/ or B2C)
- Content/Editorial and publication of your pres releases/biogs
- Interviews (staff)
- Social Outreach (including ads, boosts
- Option to add site and social competitions
- Team photos/headsho
- Offer
- Display advertising
- Live coverage, photo gallery and editorial of the event itse
- video nigntig
- Profile listing
- Guide inclusion

Prices start from as little as...

£295.00

"A valuable partner to support our goals and objectives"

#### Fig Offices

Stats gathered over the course of a typical year of advertising B2B/Gold package.

- Average 257 profile visits per month and 77 clicks
- Average 1,143,396 sponsored banner ad views and 93 clicks a month.
  - Total social reach 88,610 and engagement 4,441



















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> **TIMELY** GUIDE **CAMPAIGNS**

#### **TIMELY GUIDE CAMPAIGNS**

Make the most of your key trading times throughout the year. With our guides consistenly hitting top three and in many cases top one on Google, it's the perfect place for you to advertise.

- Detailed profile listing

"I genuinely could not be more impressed"

We rank number one on Google for relevant key terms including

- · What's On in Swindon
- Christmas Office Parties Swindon
- Christmas Swindon
- Halloween in Swindon
- Bonfire Night Swindon
- New Year's Celebrations Swindon
- Easter in Swindon
- Mother's Day Swindon
- Valentine's Day Swindon



Want to get your message out to a national audience?

















Emails are a great way to get your message in front of the right audience at the right time. Take advantage of our fully opted-in, tailored, GDPR compliant database and leading email marketing software via our packages, which can be adjusted to meet your business requirements and budget.

for Launches, events and special offers

77%

of consumers prefer to receive permission based markets communications by email.





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Dedicated B2B email campaign

£345.00\*

#### **DEDICATED B2B EMAIL CAMPAIGN**

- · Dedicated email campaign to our business lis
- Fully cleansed and active databas
- · Average 28% open rate
- Perfect for new openings and launches, products, events, special offers and competitions

\*Based on price per month, Limited spaces booked on first come first served bases





"Without your sterling efforts to create an email campaign (in super-fast time!) and send the correct message to the good people of Swindon, I don't think we would have got as far as we have right now.

As soon as the campaign went live, the phone started ringing and we are now delivering delicious meals around the town."

Hospitality Services



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Dedicated email campaign

from **£445**.00\* Excludes VAT.

#### **DEDICATED EMAIL CAMPAIGN**

- · Fully cleansed and active databas
- Average 28% open rat
- Perfect for new openings and launches, events, special offers and competitions

\*Based on price per month, Limited spaces booked on





"Advertising with TGt is so much more than running a singular advert – they actively take an interest in the theatre by attending productions, photo calls and press launches and keeping in touch by e-mail and phone about the theatre's ever-changing needs.

I would highly recommend Total Swindon to any company who want great ROI with personal flair!"

Wyvern Theatre



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Inclusion in Total Guide to monthly business email newsletter

£95.00

### INCLUSION IN TOTAL GUIDE TO MONTHLY BUSINESS EMAIL NEWSLETTER

- 6,000+ Local businesses registered (key decision makers)
- Fully cleansed and active databa
- Average 28% open rat
- Perfect for new openings and launches, events special offers and competitions



"Working with Liz and the team has been an extremely positive experience. I have been impressed at how proactive the team is.

We originally signed up to Total as advertising partners but what we get is so much more... we get connections to like-minded organisations, networking opportunities, digital ideas and... they are fun to work with. It's a truly collaborative partnership."

Thrings



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Inclusion in Total Guide to monthly email newsletter - box

£95.00

### INCLUSION IN TOTAL GUIDE TO MONTHLY MAIL NEWSLETTER - BOX

- 15,000+ subscribers
- Inclusion in the form of a box (graphic with link to your website
- Fully cleansed and active lis
- Average 28% open rat
- Perfect for new openings and launches, events special offers and competitions.





"I would highly recommend Total Swindon. The team is creative, knowledgeable and committed to Swindon town centre success, making them a valuable partner to support our goals and objectives.

We have been very impressed with the advertising packages and the return on investment."

InSwindon



Want to get your message out to a national audience?















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Inclusion in Total Guide to monthly email newsletter banner

£145.00



- Large inclusion in form of a banner advert with graphic text and link to website
- Fully cleansed and active databas
- Average 28% open ra
- Perfect for new openings and launches, event special offers and competitions





"Since signing up for Total Swindon to we've been delighted with the professionalism and efficiency. They continually suggest ways in which we can contribute to the site thereby significantly raising our profile.

As soon as we send in stories, news etc it is immediately published, and we have had a great response from clients who love seeing our news on the Total Swindon site."

Karoliina Saunders



Want to get your message out to a national audience?











32,750

total local
social following
and counting!

- 51.9% of marketing professionals worldwide name video as the type of content with the best ROI.
- Customers who view video are almost twice as likely to purchase than non-viewers.
- Even just using the word "video" in an email subject line boosts open rates by 19%, click-through rates by 65% and reduces unsubscribes by 26%.



£1,599<sup>.00\*</sup>

Excludes VA

- Two hours planning time at your premises
- 6-8 hours filming on location
- Editing
- Average five minutes lon



£999.00\*

Excludes VAT

- Three hours planning time
   transparences.
- 4-5 hours filming on location
- Editina
- Average three minutes long



£599.00\*

Excludes VAT.

- Une hour planning time
- 2-3 hours filming
- Editing
- 30 seconds 1 minute long

"A video on our page could make a real difference to your business"

£299.00\*

Excludes VA

OPTIONAL EXTRAS

Professional voiceover from as little as

£199.00 +vat

Scriptwriting/editing from as little as

£199.00 +vat

Long-form videos (five minutes)

POA



Want to get your message out to a national audience?

Discounts for inclusion on one or more sites..

\*Prices and items included are guidelines only as each project is bespoke.





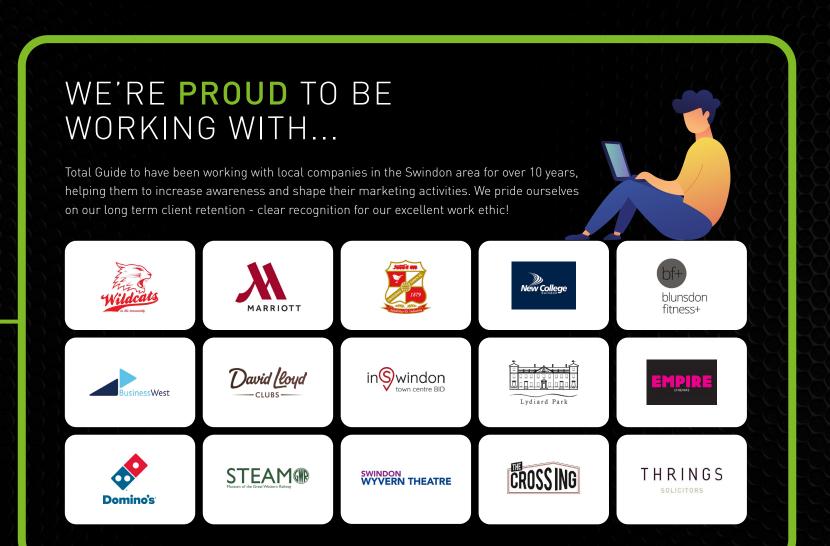


























### ARE **YOU** HUNGRY TO RUN YOUR OWN BUSINESS?

Our Total Guide to franchise opportunity may have the answer. Be in control of your destiny and work towards the balance in life you crave. Did you know that £7.5bn UK advertiser spend went on online media during 2019?

Would you like a cut of the billions being spent on digital advertising? You can own a proven on line media business from just £8,000 +vat licence set-up fee with first refusal on renewal and options for re-sale.

Develop the business to suit your ambitions and lifestyle

Huge demand and low maintenance

Respectability

Proven model £179k turnover in year 1

No stock and your decision on when you take on employees

Low running costs and overheads

Buoyant and evolving market

Residual income with a massive earnings potential

Training and ongoing support



Total Guide to is marketing with a difference!

The team have been absolutely amazing helping us every step of the way. Our clients really love the vibrance of the team and website and I would seriously suggest speaking to Liz if you are passionate about bringing communities together and willing to put in some hard work for great results."

Liam Armstrong, Total Guide to Bristol

