MEQUODA PRO LIVE

Twitter for Editors

Discover the tricks and techniques that the top twenty publishers on Twitter all have in common

#meqtwit

Today's Host



Kim Mateus
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Today's Speaker



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Social Media Specialist
Mequoda Group
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Twitter = Reality Show



Your Core Goals

- Send more traffic back to your website
- Create more leads, sales and email signups
- Solicit and join conversations
- Establish yourself as an expert in your niche
- Discover what your competitors are doing
- Use the right "netiquette" when interacting

How to Make It Happen

Step #1: Do a Twitter Audit

Twitter Audit



nitter		456 Users
Most Influential	Most Followers	
#1	knitgrrl Author. Editor. Designer. Snarky.	4,638 followers + 48 NEW
#2	SpunkyEclectic omg. you guys just would not believe All you nice people, I adore yo	1,558 followers + 8 NEW
#3	ShepherdSusie Former network news producer turned shepherd.	1,670 followers + 8 NEW
#4	PhatFiber Organizer of Phat Fiber, a monthly sampler box full of goodies!	1,229 followers + 1 NEW
#5	insubordiknit Half is really quite a bit of (knit)wit.	1,071 followers + 11 NEW
#6	Beanlebanks a spinning knitting addict	1,211 followers
#7	MarnieMacLean Domestic godless, semi-nerd and knitwear designer, suffering from early	1,676 followers + 9 NEW
#8	fyberspates Hand dyer and yam queen	898 followers + 6 NEW
#9	Chic_Knits I love clothes and design knitwear!	1,009 followers + 9 NEW
#10	laylock Knitter, writer, photographer, designer. Betimes I tweet knitting patter	546 followers + 1 NEW
#11	SusanBAnderson Author of Itty-Bitty Hats, Itty-Bitty Nursery and Itty-Bitty Toys, mothe	1,290 followers + 20 NEW
#12	theknittingyarn Self-taught knitter who first learned multitasking while knitting, readi	881 followers + 24 NEW
"13 (4)	AnnieKints	1,272 followers

Hr		578 Users
Most Influential	Most Followers	
#1 HR\B	hrbartender Workplace tips and advice served up in a friendly place.	9,609 followers + 53 NEW
#2	Iruettimann Career Advisor. Human Resources Chick. Pixie of the Apocalypse.	12,714 followers + 110 NEW
#3	stelzner Deep voiced HR and careers warbler. Puppy father of two and husband to @	8,056 followers + 124 NEW
#4	TrishMcFarlane HR strategist & practitioner/ HR Blogger, HR & new Media speaker & consu	5,806 followers + 105 NEW
#5	thelance Community and Writer for ERE Media and Blogger at Rehaul.com. Loves bein	3,589 followers
#6 * cipd	CIPD The Chartered Institute of Personnel and Development (CIPD) is Europe's	9,572 followers + 85 NEW
#7	theredrecruiter My Passion = Creativity, Background = Recruiting, Work = Culture Br	20,870 followers + 202 NEW
#8	ChinaGorman Business leader, public speaker, free agent and supporter of all things	4,944 followers + 61 NEW
#9	SteveBoese HR Technology Instructor,Co-Host of HR Happy Hour Show on BlogTalkRadio	5,924 followers + 42 NEW
#10 HR	HRConnector Helping HR connect on Twitter and bringing you key HR news.	4,215 followers + 42 NEW
#11	sharlyn_lauby Author @HRBartender blog, Contributing Writer at Mashable, President @IT	6,802 followers + 43 NEW
#12	jimstroud I train. I speak. I blog a lot. My focus? Recruiters and Job Seekers. Le	10,177 followers + 18 NEW

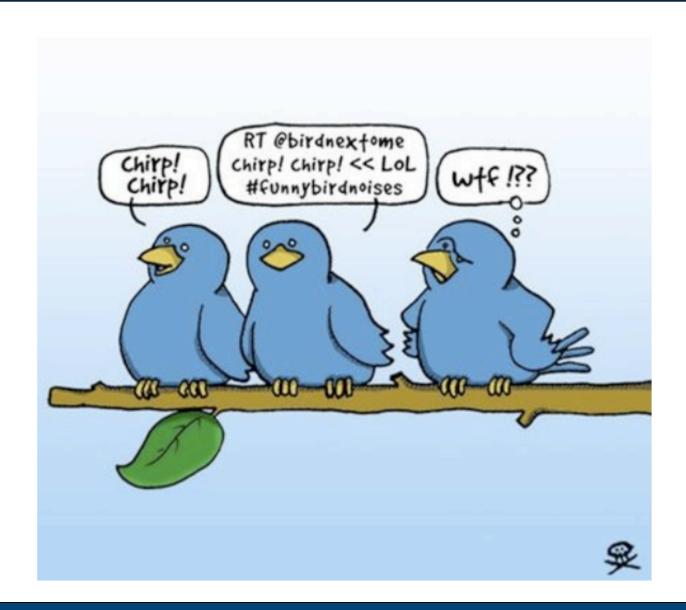
Take a Look Around

RANK	NAME	HANDLE (@)	FOLLOWER COUNT 10/10	FOLLOWER COUNT 01/11	%CHNG
1	People	PeopleMag	2,209,969	2,318,166	4.67%
2	Time	Time	2,208,819	2,315,393	4.60%
3	InStyle	InStyle	1,788,266	1,866,412	4.19%
4	Women's Wear Daily	WomensWearDaily	1,667,169	1,698,075	1.82%
5	Entertainment Weekly	EW	1,445,083	1,485,837	2.74%
6	Newsweek	Newsweek	1,277,589	1,319,277	3.16%
7	Life	Life	1,281,178	1,297,140	1.23%
8	Health	GoodHealth	1,265,981	1,288,508	1.75%
9	Wired	Wired	632,791	727,072	12.97%
10	TV Guide	TVGuide	616,311	654,137	5.78%
11	The Economist	TheEconomist	425,733	577,396	26.27%
12	People Style Watch	StyleWatchMag	518,607	563,063	7.90%
13	Elle	ElleMagazine	429,343	559,453	23.26%
14	The New Yorker	NewYorker	373,155	526,763	29.16%
15	Good	Good	449,040	497,450	9.73%
16	National Geographic	NatGeoSociety	367,866	480,628	23.46%
17	Teen Vogue	TeenVogue	376,699	478,513	21.28%
18	Harvard Business	HarvardBiz	295,293	385,985	23.50%
19	Us Weekly	UsWeekly	274,911	329,050	16.45%
20	Marie Claire	MarieClaire	245,526	314,375	21.90%
21	Nylon	NylonMag	252,964	303,224	16.58%
22	Sports Illustrated	SI_24seven	286,957	292,197	1.79%
23	w	WMag	213,151	261,631	18.53%
24	Fortune	FortuneMagazine	N/A	256,755	N/A
25	Rolling Stone	RollingStone	178,864	255,740	30.06%

Source: FOLIO: 2/2011

Step #2: Learn Your Lingo

Learn to Interpret the Lingo



Does This Make Sense to You?



Win a trip to ARIA Resort & Casino in #Vegas! Follow @Orbitz & RT this msg to enter. http://ow.ly/3M9XN - Erin #giveaway

Twitter for Editors

How About Now?



Step #3: Write Better Tweets

Use @ When Referring to Someone



usweekly Us Weekly

According to @KhloeKardashian, her sister @KimKardashian is "always" complaining "about her cellulite." http://bit.ly/fAThQR





EW Entertainment Weekly

'The Host's Leaderboard': @EWAnnieBarrett chats with DWTS' @Tom_Bergeron in new weekly series http://bit.ly/liiiiiiiiiive 8 hours ago ☆ Favorite ♣ Retweet ♠ Reply



SI_24Seven Sports Illustrated

Today on SI.com: @SI_MLB's 2011 preview, @Andy_Staples reacts to the Fiesta Bowl, @LukeWinn's Final 4 scouting report & @donbanks Mock Draft

Write Better Headlines

Article title: Plane diverted to O'Hare for 'disruptive' passengers

Tweet:



ColonelTribune ColonelTribune

A few 'disruptive' jet passengers earn an unexpected stay in our fair city. Welcome, you unruly hoards! http://trib.in/fY18TM

10 hours ago A Favorite 13 Retweet A Reply

Article title: The Morality of Mealtime

Tweet:



Article title: Japan: The Reactors and The Temple

Tweet:



NewYorker The New Yorker

A Zen priest living near the radiation zone in #Japan: "I would only leave if I were the last person...in this town" http://nyr.kr/fxmuFA

23 Mar 🏠 Favorite 🖈 Retweet 👆 Reply

(2)

Use Hashtags



TVGuide TV Guide



#NCISLA: Will Kensi's undercover mission draw Deeks closer?

@DanielaRuah offers some hints: http://bit.ly/hBAgVB (by
@adam_bryant)

29 Mar A Favorite 13 Retweet A Reply



wired Wired



While #Libya Rages, Navy Sends Its Newest Warship to... San Diego?!? bit.ly/ig55tR

11 hours ago A Favorite 13 Retweet A Reply



HarvardBiz Harvard Biz Review



Following the #Walmart case? Check out our slideshow exploring the pay gap and the reasons women get less. http://s.hbr.org/dRcZNK



goodhealth Health magazine



Not all low-carb, low-sugar meals have to be tasteless. Check out this collection of #diabetes-friendly recipes: http://bit.ly/fOYcsQ

7 hours ago A Favorite 13 Retweet A Reply

It's OK to Be Personal



NylonMag Nylon Magazine



So excited to see @thesartorialist shooting by our office today. Spring wardrobes, get ready!!!

8 hours ago 🏠 Favorite 📬 Retweet 🦘 Reply



TIME TIME.com



RT @bryanrwalsh: #Obama has been talking nearly an hour and hasn't touched on the most important issue facing U.S.: the delay of #MadMen



NatGeoSociety National Geographic



Another day at #NatGeo HQ. Coffee? Check. Photos? Check. Giant sea monster in the courtyard? ... Check. http://yfrog.com/h4ar7vxi



Step #4: Use Twitter Search

Using Search.Twitter.com



"knitting daily"

Search)

Advanced Search

Results for "knitting daily"

0.06 seconds



UretweetbyME: RT @Craftgate We welcome the Doll Street Dreamers, Wicker Bead Co.& Knitting Daily to Craftgate Craft Directory.... http://bit.ly/eyxgmW (expand) about 2 hours ago via twitterfeed · Reply · View Tweet



Craftgate: We welcome the Doll Street Dreamers, Wicker Bead Co.& Knitting Daily to Craftgate Craft Directory. http://www.craftgate.com

about 2 hours ago via web · Reply · View Tweet



colltony39: Knitting Daily > http://ping.fm/KcoPe about 5 hours ago via Ping.fm · Reply · View Tweet



unicornbook: Blossom Street Yarn Giveaway! Plus, More from Debbie Macomber on Knitting Daily http://ow.ly/4pVxg (Debbie treasures: http://ow.ly/4pVxg (Debbie treasures: http://ow.ly/4pVxg (Debbie treasures: http://ow.ly/4pVlj)

about 8 hours ago via web · Reply · View Tweet



labelleavenue: RT @KnittingDaily: Some free sock patterns to go along with the free sock yarn contest that's going on this week on Knitting Daily:... http://fb.me /NMiRmgsf

about 13 hours ago via Facebook · Reply · View Tweet



oraxia: RT @lornaslaces: The new @InterweaveNews emag Sockupied looks great! And the LL giveaway is on April Fool's Day. ;-) http://tinyurl.com/4az5pka (expand) about 13 hours ago via web · Reply · View Tweet



Joanna Johnson: RT @lornaslaces: The new @InterweaveNews emag Sockupied looks great! And the LL giveaway is on April Fool's Day. ;-) http://tinyurl.com /4az5pka (expand)

about 13 hours ago via web · Reply · View Tweet

Feed for this query

Show tweets written in:

Any Language 💠

Trending topics:

- #honestly

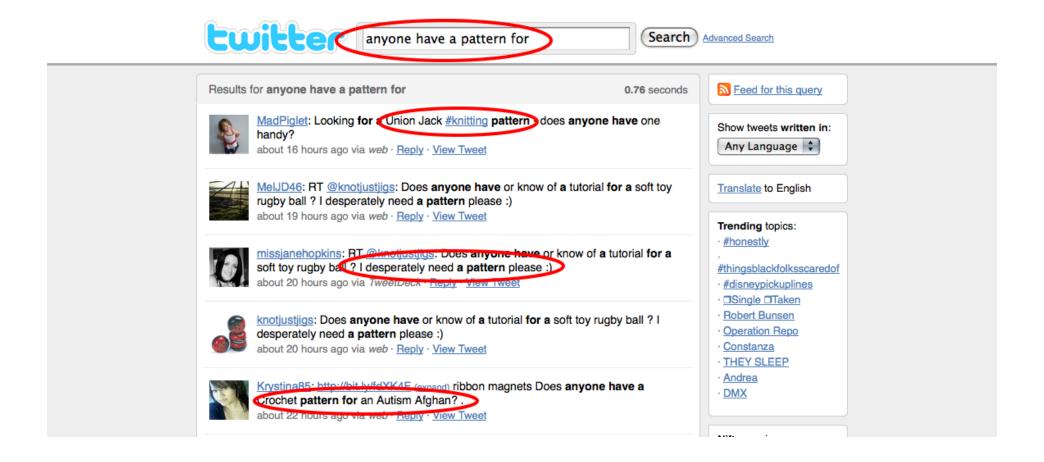
#thingsblackfolksscaredof

- #disneypickuplines
- □Single □Taken
- Robert Bunsen
- Operation Repo
- Constanza
- THEY SLEEP
- Andrea
- DMX

Nifty queries:

- cool filter:links
- · "is down"
- movie :)
- "happy hour" near:SF
- #haiku
- "listening to"
- love OR hate
- flight :(

Using Search.Twitter.com



Using Search.Twitter.com



#knitting

Search Advanced Search

Results for #knitting





knithacker: Wool Mark tattoo, "I went out and got myself certified as 100% pure new wool on Thursday" http://bit.ly/fWM2Az (expand) #wool #knitting #tattoo #knit about 11 hours ago via TweetDeck · Reply · View Tweet

10+ recent retweets



millarca: Photo: Beginnings. #knitting (Taken with instagram) http://tumblr.com /xkr1xxpx18

4 minutes ago via Tumblr · Reply · View Tweet



onlyz: @BaffyMidMashie I seem to have walked into a #knitting universe by accident http://bit.ly/h6Yhxw (expand)

9 minutes ago via Echofon · Reply · View Tweet · To Show Conversation

____-1_n yagarden: http://www.yagarden.net/red-line-circular-knitting-needles-40quotsize-1.html #circular #knitting #needles #steel Red Line Circular Knit 11 minutes ago via YaGarden · Reply · View Tweet



jencorbett: RT @kiwiseabreeze: @1littlebird @jencorbett @kimmmillwood it's practically the same thing, really... #knitting IS coding 16 minutes ago via Twitter for iPhone · Reply · View Tweet



knitting: Lastest "regia Yarn" auctions http://knittingmart.com/8z #knitting 31 minutes ago via Pretty Link Pro · Reply · View Tweet



kiwiseabreeze: @1littlebird @jencorbett @kimmmillwood it's practically the same thing, really... #knitting IS coding

32 minutes ago via Twitter for iPhone · Reply · View Tweet

Feed for this query

Show tweets written in:

Any Language 💠

Translate to English

Trending topics:

#honestly

#thingsblackfolksscaredof

- #disneypickuplines
- □Single □Taken
- Robert Bunsen
- Operation Repo
- Constanza
- THEY SLEEP
- Andrea
- DMX

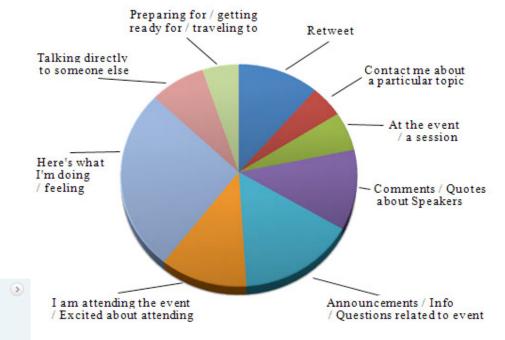
Nifty queries:

- · cool filter:links
- · "is down"
- movie :)
- · "happy hour" near:SF
- #haiku
- "listening to"
- · love OR hate
- flight :(

Use Twitter Search



- See who's talking about you
- 2. Hashtag your events
- Pay attention to other event hashtags
- 4. Come up with topic ideas
- Create new contacts
- 6. Answer questions



SESConf SES Conference
Only 4 days left til #sesny. If u havnt signed up yet - time is running out. Save 15% w/ our twitter code: 15TWTR http://bit.ly/eqnqGz

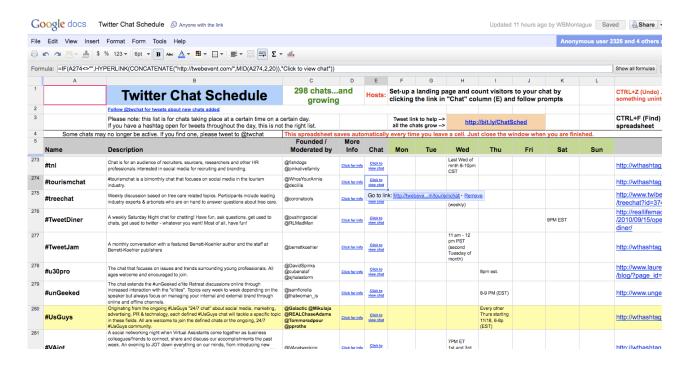
Step #5: Participate

Use Twitter Search

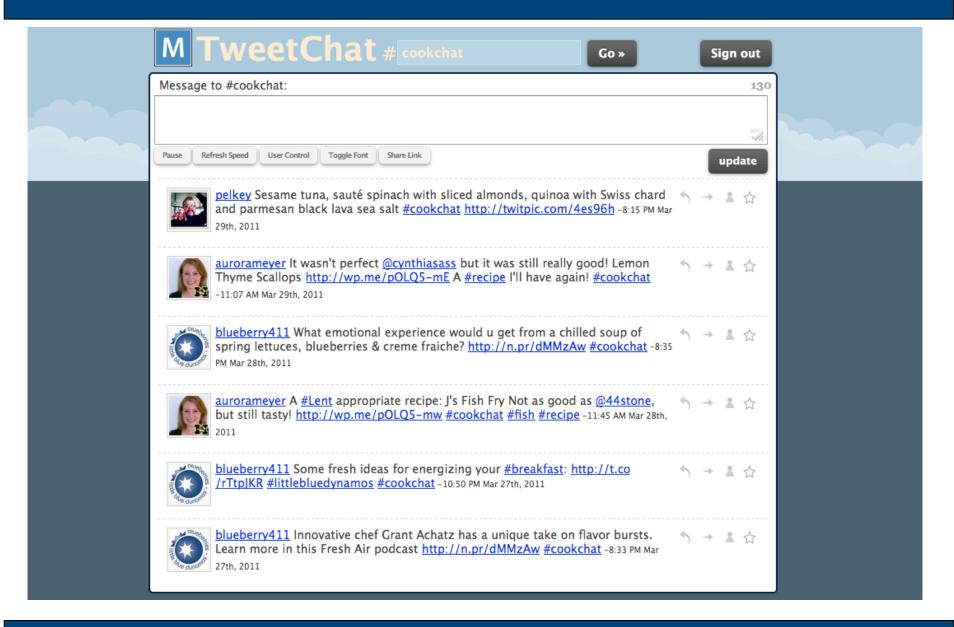
- Respond to every @
- Use Search.Twitter.com to respond to questions
- Participate in chats

Twitter Chats

- Highly retweetable posts
- Be an expert in your niche
- More common in the B2B circle (but 200+ chats)
- http://bit.ly/ChatSched



Twitter Chats



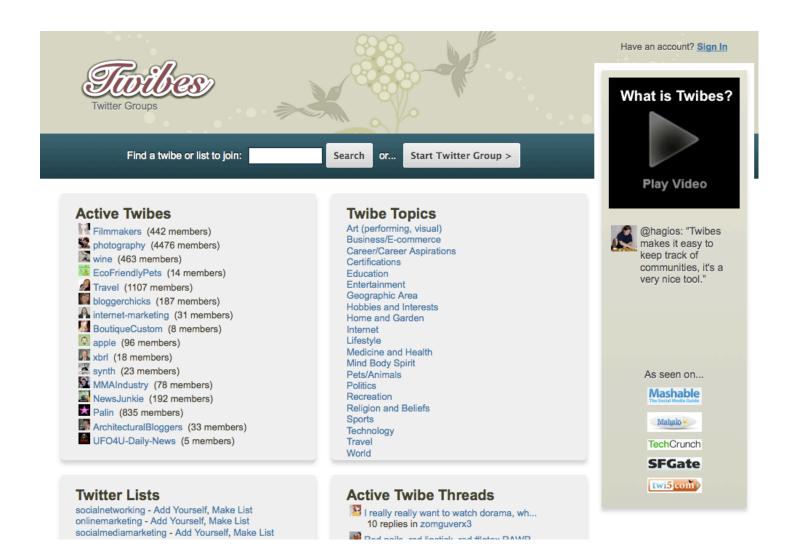
Step #6: Make a List

Twitter Lists

- Create a group of people you like to retweet
- Create a list you can recommend to your readers
- LinkedIn "Tweets" App creates a list of contacts

- Builds a valuable resource
- Gives you a filtered list
- Let's you befriend more people than you want to watch

Get Listed



Get Listed









Find Lists

Listorious

Find experts on Twitter

Search

Home | Tags | About | Settings | Inbox Sign in with Twitter

Science People & Lists



TOP PEOPLE TAGGED SCIENCE



National Science Fdn where discoveries begin [administered by @pffli]

105,685 FOLLOWERS | FOLLOW



Brookhaven Nat'l Lab

BNL delivers science-based solutions for the nation's energy, environmental and security needs.

3,725 FOLLOWERS | FOLLOW



Brian Krueger

Science news site and Blog Network masquerading as a social network for the sciences. Enjoy the news and our science rants.

4,901 FOLLOWERS | FOLLOW



Science So What

So let's look at science: what is it doing for us already? How is it going to drive us to a better future?

8,508 FOLLOWERS | FOLLOW



Science News

Daily news of science advancements from physics to medicine. Published by Society for Science & the Public (@society4science).

136,163 FOLLOWERS | FOLLOW



Telegraph Science

Science news from Telegraph.co.uk 3.879 FOLLOWERS | FOLLOW

TRENDING IN SCIENCE

Links

HTTP Error 403

[savingspecies.org]

Shorty Awards - live streaming video powered by Livestream

[livestream.com]

ACSLive on USTREAM: Welcome the ACS Live 241st National Meeting Press Conference Briefing, Mar. 27-31, 2011 in Anaheim, CA. .

[ustream.tv]

Ben Krasnow: DIY scanning electron microscope -Overview video

[benkrasnow.blogspot.com]

YouTube - IcarusInterstellar's Channel

[youtube.com]

Virus-eating virus identified in Antarctic lake

[physorg.com]

URI scientist discovers 54 beneficial compounds in pure maple syrup

[physorg.com]

People

@BronxZoosCobra

@absolutspacegrl

@RealKrisAbel

@appcentralty

@ericmjohnson

@icarus_project

@leonidkruglyak

Terms

STS-134

Mercury

Icarus Interstellar YouTube

UBC

One Line Press Releases

#Share the #Wealth Society is an #Exciting New Club http://tinyurl.com/4tkprh2

Monday, March 28th





Top Tags

activism activists artists arts children climate

environment green humanrights indigenous liberal music

sustainable twitter news women progressive writers

socialmedia socialmediamarketing socialnetworking

socialiustice

More top tags →

The Listorious 140

The Top 140 Lists on Twitter →

The Top 140 Most Listed People on Twitter →

The 140 Oldest Accounts on Twitter →

The 140 Most Followed People on Twitter →

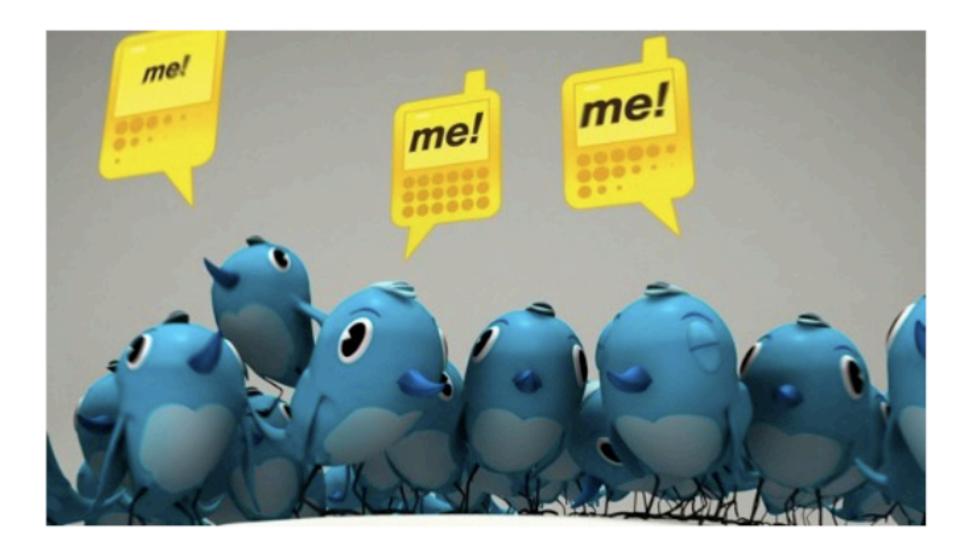
Email Updates

Get updates about new lists on Twitter and news about Listorious

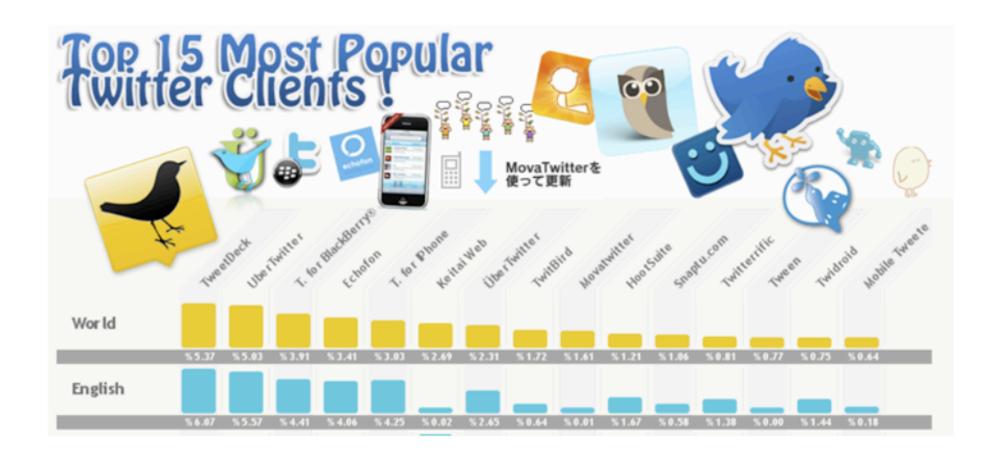
Subscribe

Step #7: Organize

It's All About Them



Twitter Clients



TweetDeck













TweetDeck





- Create, read and send all tweets
- Schedule Tweets
- Manage lists
- Track Keywords
- Participate in chats
- Create shortlinks
- Upload photos

Step #8: Get More Followers

#1



People.com: 6,970,618 UV/mo | @PeopleMag: 2,466,108 followers | 35% Retention

#2



Time.com: 3,511,114 UV/mo | @Time: 2,436,484 followers | **69%** Retention

#3



Thursday, March 31, 2011

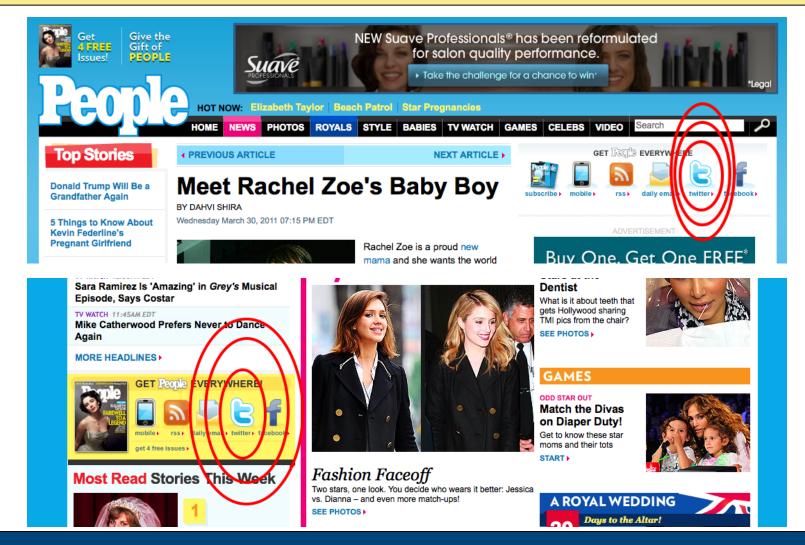
Kate & William Wedding > Look of the Day > Hollywood Makeover >



Subscribe to InStyle

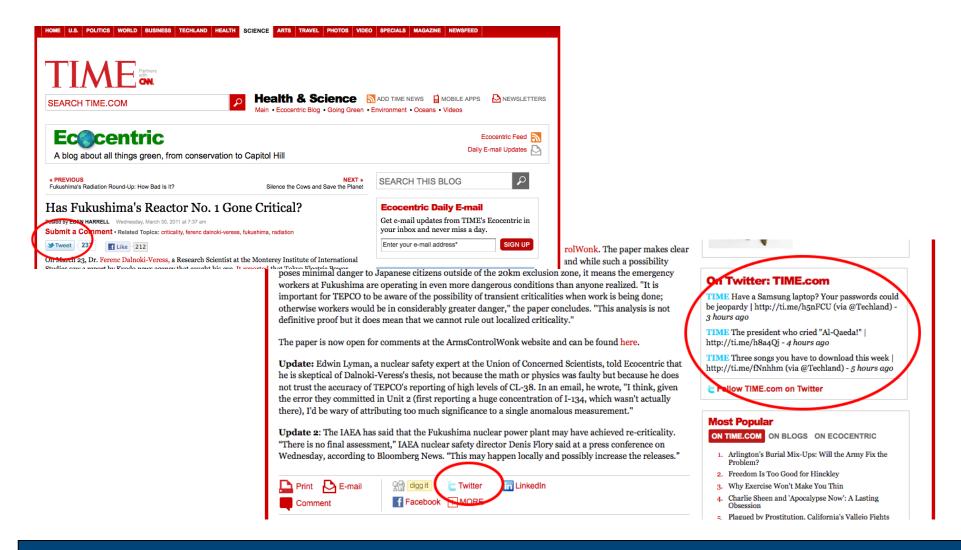
InStyle.com: 1,140,719 UV/mo | @InStyle: 1,943,661 followers | 170% Retention

People.com: 6,970,618 UV/mo | @PeopleMag: 2,466,108 followers | 35% Retention

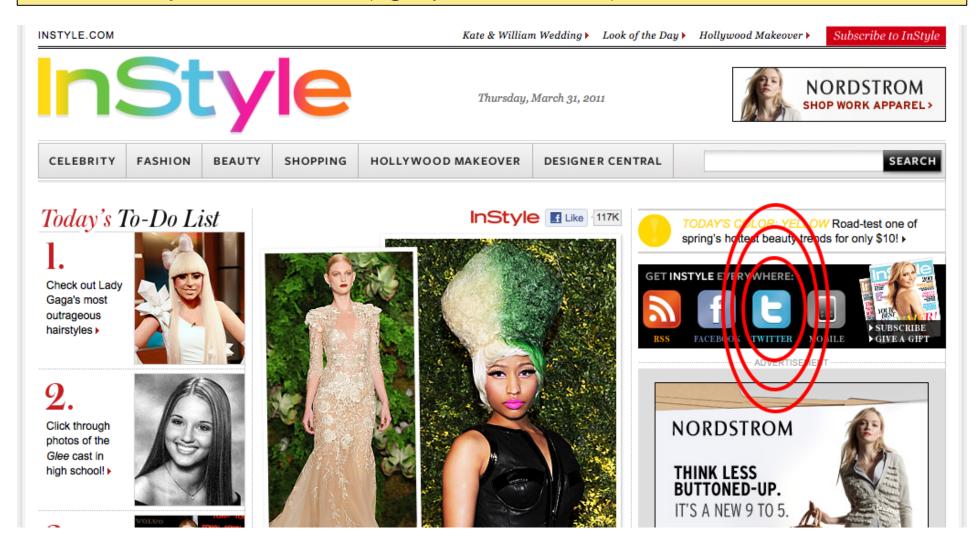


Twitter for Editors

Time.com: 3,511,114 UV/mo | @Time: 2,436,484 followers | **69%** Retention

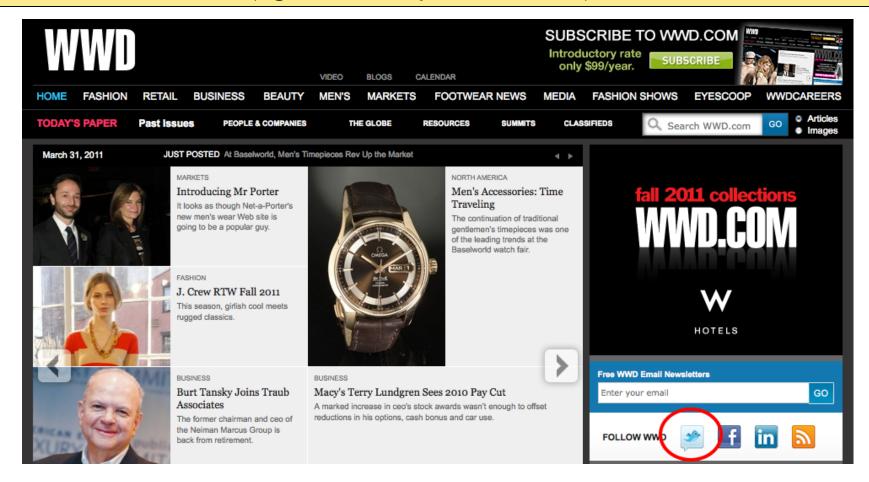


InStyle.com: 1,140,719 UV/mo | @InStyle: 1,943,661 followers | 170% Retention



#4 Needs to work their Twitter feed better

WWD.com: 95,575 UV/mo | @WomensWearDaily: 1,726,301 followers | 1806% Retention



Step #9: Try Automation

Automate More



- Send DMs to new followers Automated
- Follow those who follow you Automated
- Track keywords Automated
- Free
- For \$30/mo they'll publish blogs for you, help you find more followers, etc.

Automate More



- Post new blogs to your feed Automated
- Post blogs from other feeds Automated
- Schedule messages in advance Automated

Automate More



Post new blogs to your feed — Automated

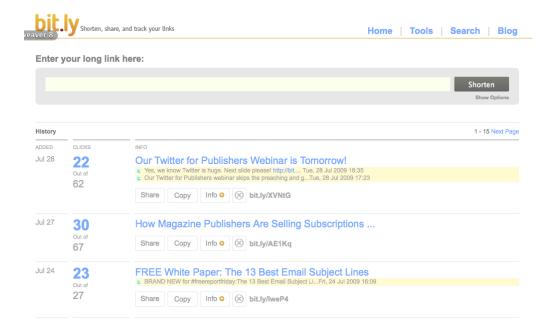
Step #10: Track Everything

Track Everything

- Think of Twitter like Email Marketing
- Tracking clicks will tell you what headlines work and which ones fail
- Tracking retweets will tell you how relevant you are to the community
- The more programs you use to automate, the less control you have over your analytics.

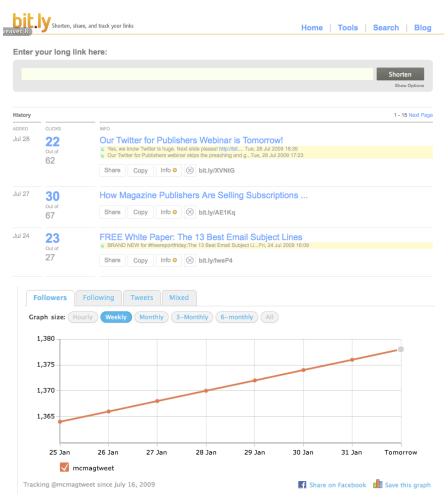
What's Bit.ly?

- A URL shortener
- A link tracker



Things to Track

- @ replies
- @ mentions
- Retweets
- Followers
- Click-through rate
- Subscribes
- Sales



Social media is a long-tail approach.

Daily Goals

Everyday Goals

- Promote your content
- Respond to @ replies
- Thank frequent re-tweeters
- Retweet your competitors
- Look for conversations to be a part of
- Follow your target audience
- Maintain hashtags
- Social media isn't a "you come to me" environment.
- Spend 1 hour a day in conversation. Then... maintain.

More Tools

- Klout.com Ranks your Twitter profile, gives suggestions
- Refollow.com Manage who you're following/follows you
- TwitterCounter.com Shows you your Twitter usage
- OneForty.com Giant suite of free Twitter applications with reviews

Thank You



Amanda MacArthur
Social Media Specialist
Mequoda Group
Amanda@Mequoda.com