

ROCKING SOCIAL MEDIA



WITH visual CONTENT

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INTRODUCTION

As Bob Dylan famously said, "the times they are a changin'." And social media seems to be doing it more frequently than other marketing channels.

The most recent trend is the dominance of visual content. Facebook has turned its walls into timelines. Instagram became so popular that Facebook bought it for one billion buckaroos. And Pinterest--the online photo scrapbooking site--is now the number three most visited social network in the country.

If you aren't prepared for the visual content revolution, you may be left in the dust. That's why the HubSpot marketing team compiled this list of 55 brands killing it with visual content on these top 4 visually-driven social networks. Use this for inspiration to launch your visual content strategy.

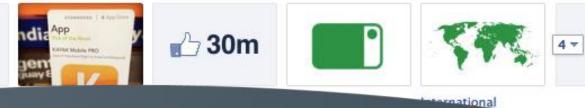
Good luck!

Visual Content on Facebook

COVER PHOTOS



Food/Beverages We are the premier roaster and retailer of specialty coffee in the world since 1971.



About

STARBUCKS

Cater your photo to reflect the season.



About



SUNRISE SIGNS



Food/Beverages Gigi, Floyd, Lola and Tristan are Lost in Time! Help "Like" them back to the future!



About

FANTA



Quiyk 388 likes · 80 talking about this · 1 was here ✓ Liked

Message

Local Business

- 150 Boylston St RM 602, Boston, MA.
- 1 (617) 297-8495

About





Email Signup

QUIYK Line up your products into a colorful display.



2,856 likes · 9 talking about this · 98 were here

Company

Promotional products to grow your business! Check us out at www.AmsterdamPrinting.com in the US or www.AmsterdamProducts.ca in Canada.



About

AMSTERDAM PRINTING



- Married
- Nows Arabic, English, Italian
- d Male

Abe



CORNER OF ART

Connect your cover photo with your profile picture.



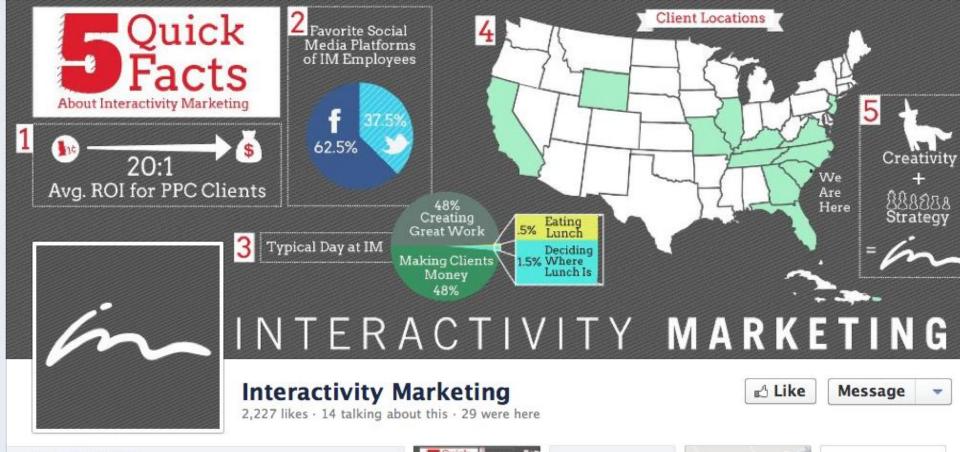
Product/Service Everyone's Private Driver. Request a swanky ride in a black car with just the tap of an app! SF, NYC, Seattle, Chicago, Boston, DC, Paris, Toronto, LA!



Videos

About

UBER



- Local Business
- 1335 44th Ave N Suite 202, Myrtle Beach, SC.
- 1 (843) 492-6208
- Today 8:00 am 5:00 pm



INTERACTIVITY MARKETING

Share business facts in interesting infographic form.

2,227

Myrtle Seach

INTERACTIVITY



UrbanDaddy 25,123 likes · 410 talking about this



Website

UrbanDaddy is a free daily email devoted to bringing you the single thing you need to know every day about your city. www.urbandaddy.com



About

URBANDADDY



Food/Beverages

The Coca-Cola Facebook Page is a collection of your stories showing how people from around the world have helped make Coke into what it is today. ▲ 42m

About

COCA-COLA

Use inverse colors to increase aesthetic appeal.

8 -

Move to the Beat



The Murder Mystery Company 10,923 likes - 1,491 talking about this

🖒 Like 🛛 M

Message 👻

Arts/Entertainment/Nightlife
1-888-643-2583 (CLUE)
http://www.grimprov.com







THE MURDER MYSTERY CO.



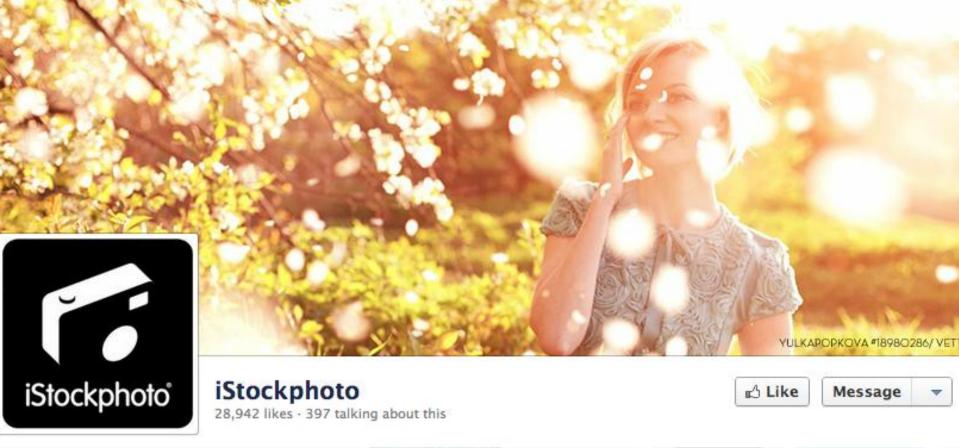
Company We love science, technology, innovation and hearing from you! So, say hello.



About

GENERAL ELECTRIC

Use one simple image to light up your brand page.



Product/Service

The web's original source for user-generated, royaltyfree stock photos, illustrations, videos, audio clips and more.



About

ISTOCKPHOTO

2 -

Stock eCard App



GoPro 2,301,901 likes · 82,462 talking about this



Product/Service We make the World's Most Versatile Camera. Wear it. Mount it. Love it. http://gopro.com/ Twitter @GoPro



About

GOPRO

Flaunt what your product can actually do.

5 -



About



Co Sharpie!



Internet/Software Powerful websites for serious photographers. Try PhotoShelter for free when you visit http://www.photoshelter.com/





OTO ISINESS

About

PHOTOSHELTER

☆ 30,074 📭

Likes



Food/Beverages *Official Dunkin' Donuts Page* America runs on Dunkin', and DD Facebook runs on You.



About

DUNKIN' DONUTS

On Facebook, it's not about you--it's about your fans.

8 -



Product/Service Dude, what are you waiting for? Get wheels when you want them at http://zipcar.com/



About

ZIPCAR

Zintrip Se...



About

BEITEVE IN YOUR

Old Spice 2,097,900 likes · 32,603 talking about this



Old.Sur-

CHAMPION

Health/Beauty Old Spice has 74 years of experience helping guys improve their mansmells with deodorant, bodywash, antiperspirant and fragrances.



Rear Deodorant Pr ...

OLD SPICE

Be clever.



Verizon Wireless

2,540,073 likes · 55,880 talking about this · 119,942 were here

Company

Share your life as it happens with America's largest 4G LTE network, now in more than 250 cities.



About

VERIZON WIRELESS

🖒 Like



Ben & Jerry's 3,956,825 likes · 32,357 talking about this

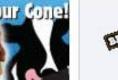
✓ Liked

Message

Food/Beverages Ben & Jerry's believes business has a responsibility to give back to the community. We make the best possible ice cream in the nicest way possible.

About









Events

BEN & JERRY'S

Start generating leads from Facebook with the HubSpot all-in-one marketing software: http://goo.gl/A7Jql

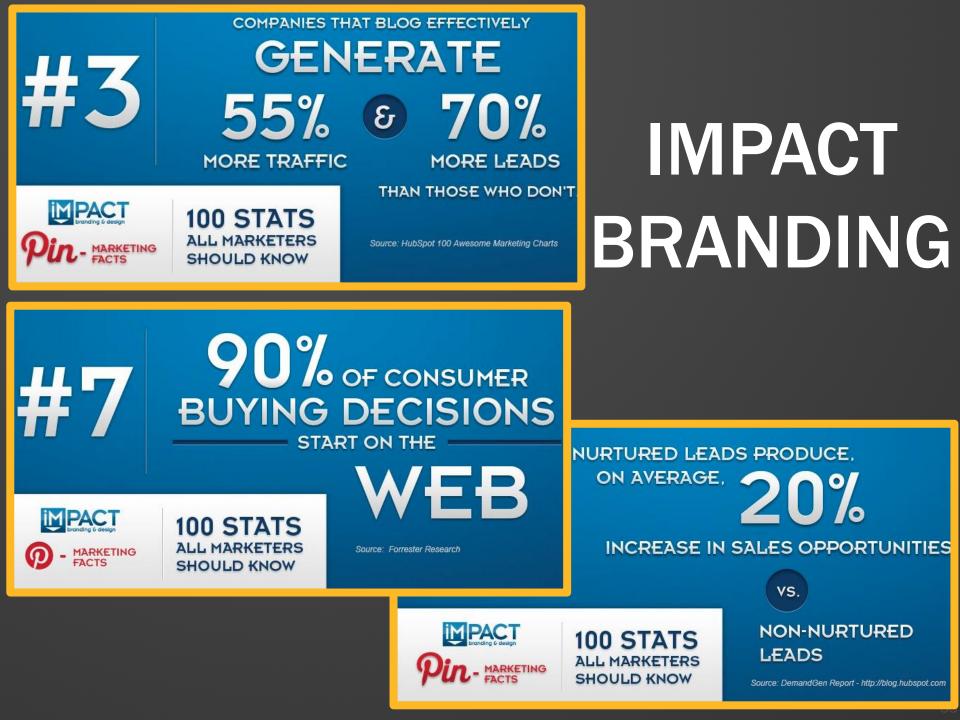
PHOTO ALBUMS

Upload photos of your product in creative ways.





Educate your audience.



Upload photos that feature your customers.

BETTY CROCKER





"I HubSpot because using their revolutionary software and inbound marketing system we increased our leads by 400% and now have an effective, automated and personal system for nurturing leads down our sales funnel resulting in higher customer conversions."

Luke Summerfield Inbound Marketing Specialist Saavy Panda



HUBSPOT



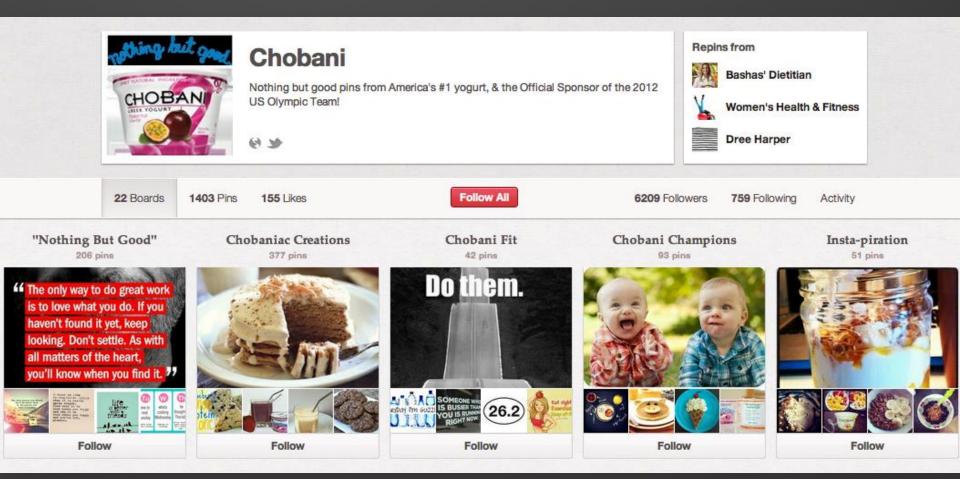
"I HubSpot because it helps me keep in contact with my prospects by using the best lead nurturing tools available. The ability to reach out to your perspective customers and keep them informed is one of the best ways to keep them coming back."

> Liz Karschner Marketing & Social Media Manager SEPCO

Visual Content on Pinterest

CHOBANI

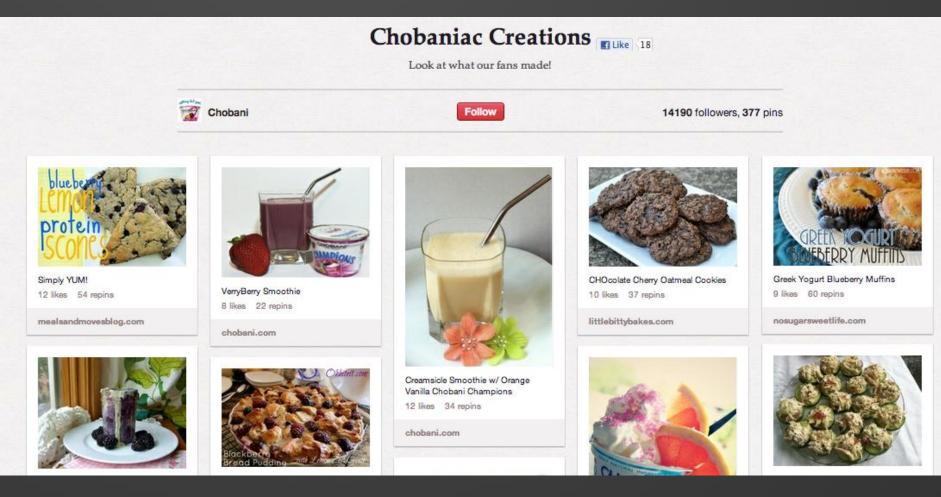
Create multiple boards with images that relate to your brand.



CHOBANI

Each board should contain relevant visual content. Chobani does so by showcasing all the delicious treats their *fans* have made with their product.

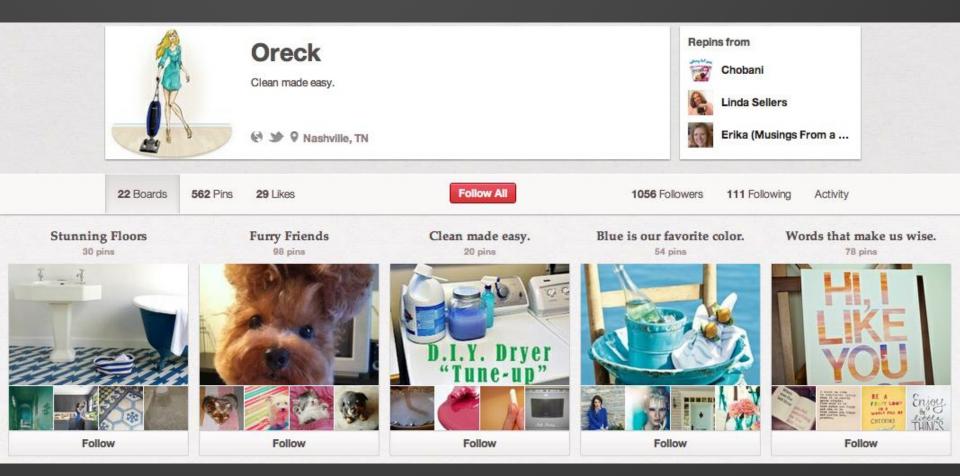
Remember: On social networks, it's not all about you.



ORECK

Describe your brand in a few words. Users are on Pinterest to pin, not to read.

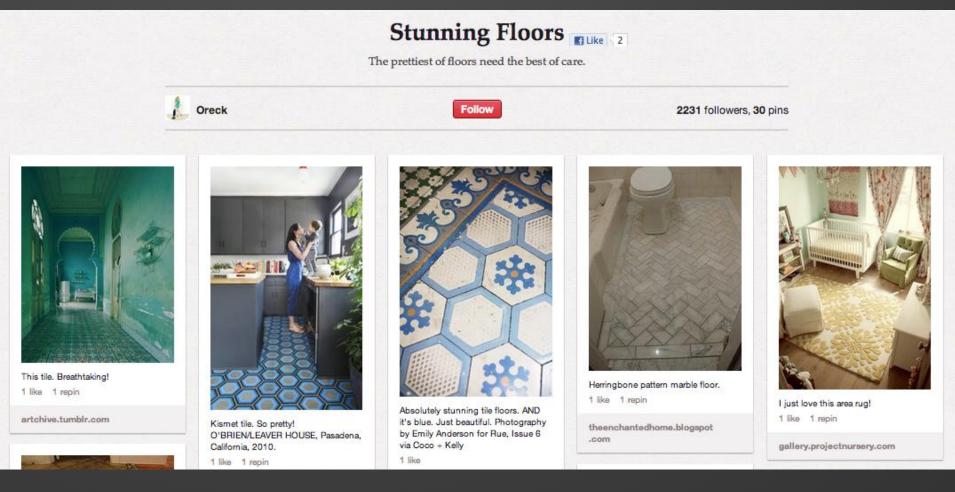
Put simply, Oreck is "clean made easy."



ORECK

Use content related to your product to help promote your own.

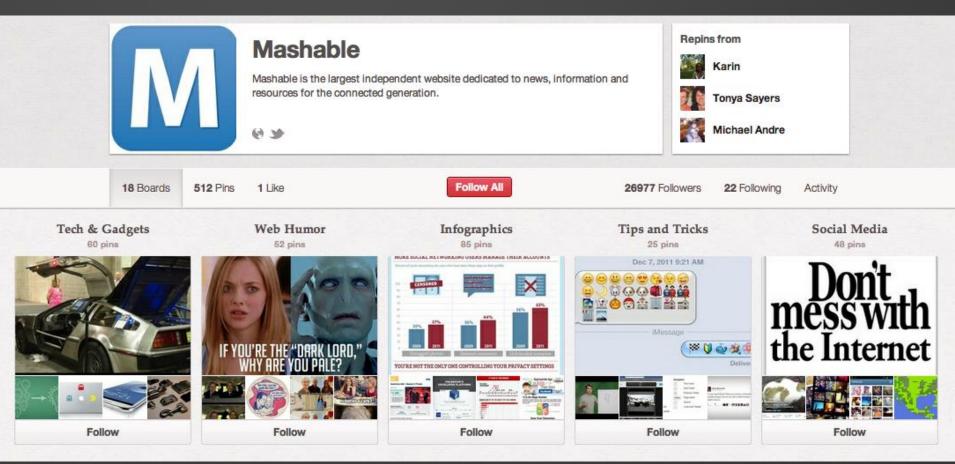
Cleaning supplies aren't the most exciting products to look at. Oreck showcases various floor designs, tying it to their product by saying, "the prettiest floors need the best of care."



MASHABLE

Categorize your boards as you would your website.

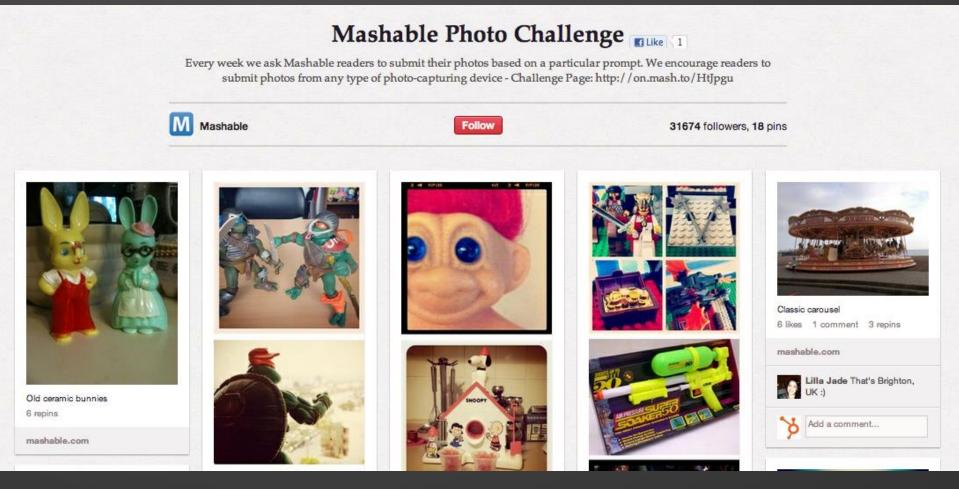
Mashable pins to boards that fall into the same categories as the articles they publish on mashable.com



MASHABLE

Send users back to your website.

Mashable hosts a weekly photo contest. In order for users to participate, they must be directed to a link on the Mashable site.

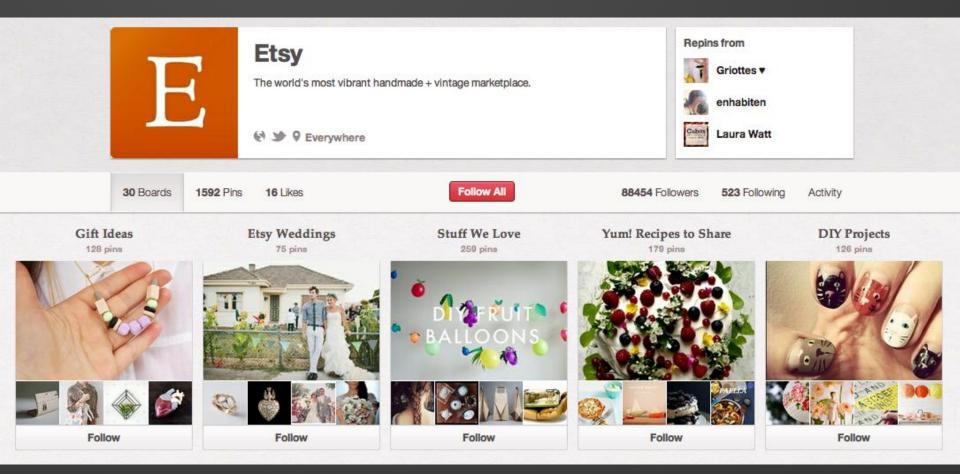


43



Pin. A lot.

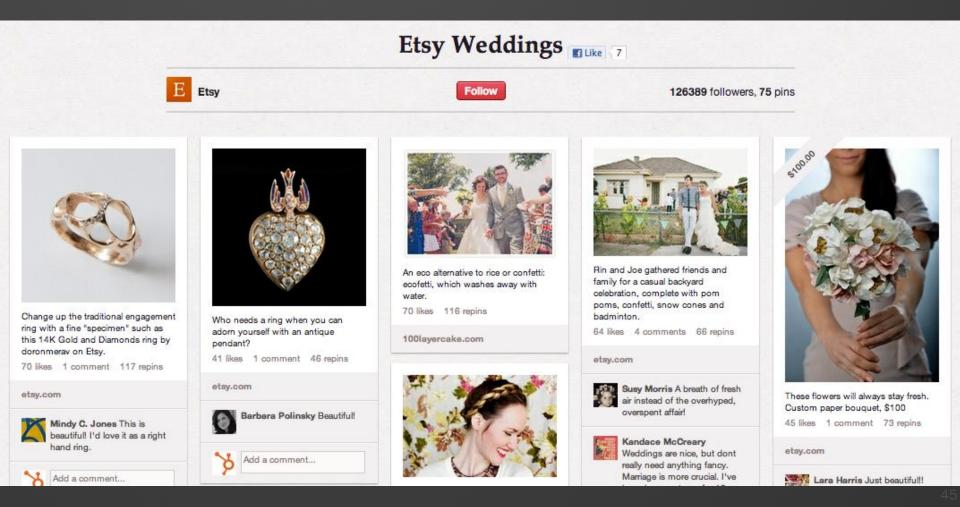
According to RJ metrics, over 80% of pins are re-pins. This emphasizes the importance of pinning new content. Etsy has 30 boards with 1592 pins (as of May 28, 2012).



ETSY

Tap into the platform's audience.

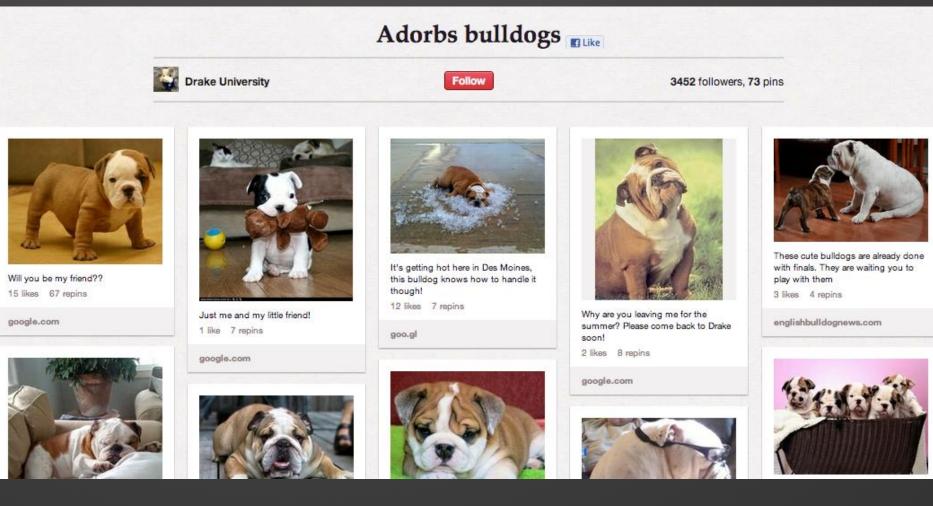
Pinterest first became popular with women planning weddings--and that group is still the largest Pinterest demographic. Although wedding accessories are only one part of the business, Etsy dedicates an entire board to weddings. A smart choice for this platform.



DRAKE UNIVERSITY

Take advantage of all things cute.

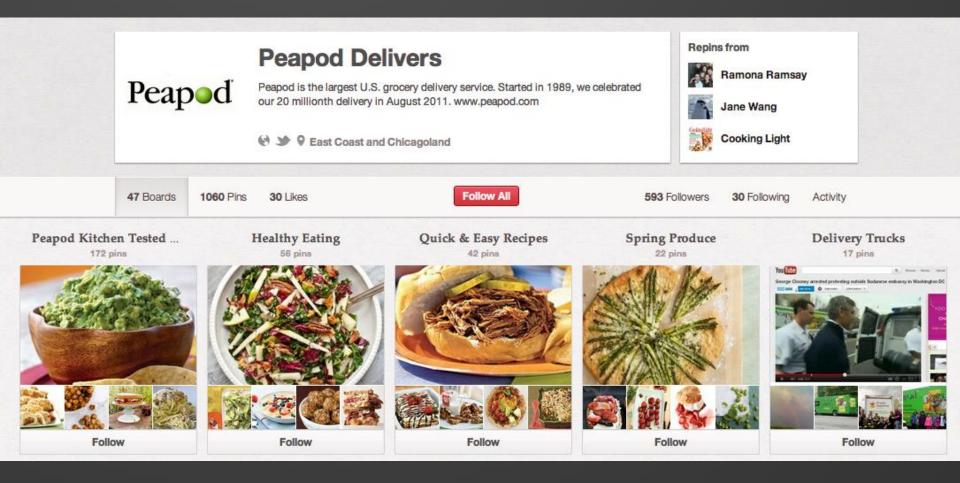
By pinning photos of adorbs bulldogs (the school mascot) Drake University is sharing images that capture the attention of users beyond those in Drake community.



PEAPOD DELIVERS

Food.

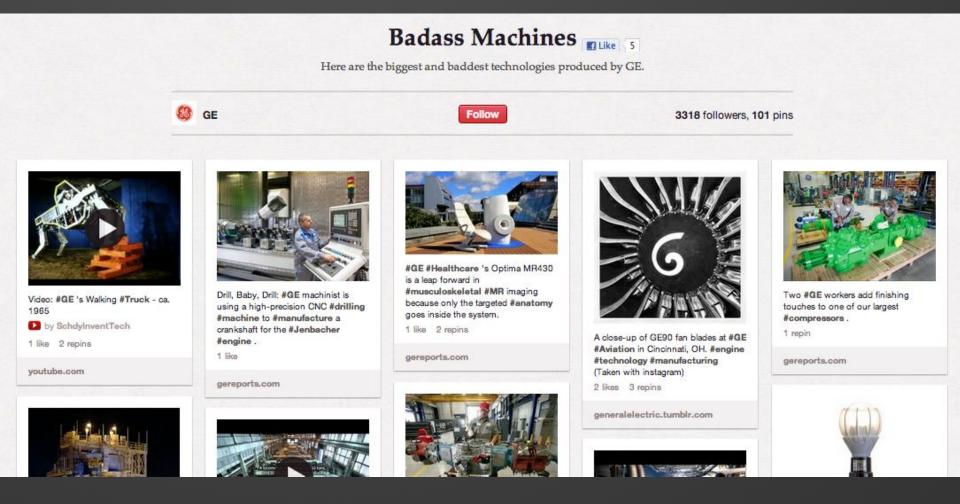
Who doesn't like food? Any company in the food industry has the ability to share endless food recipes and products.





Make your content interesting.

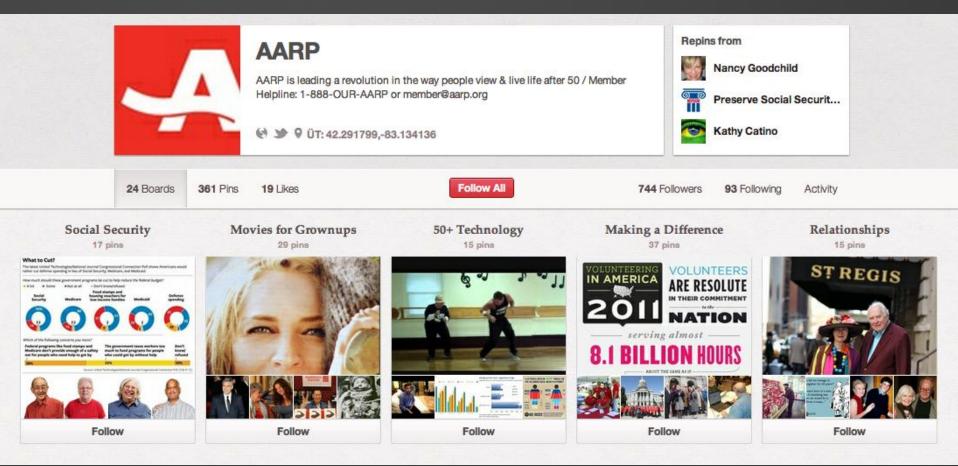
When you think Pinterest, you don't think, "cute tech pictures!" But GE engages users by highlighting the biggest and baddest technologies they've produced.



AARP

Show versatility.

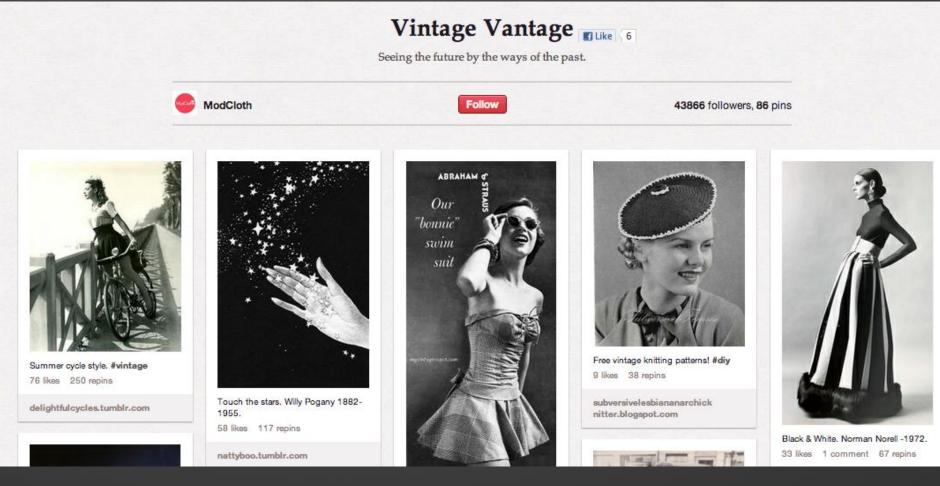
What's a company for people 50+ doing on Pinterest? AARP is pinning interesting images that could attract people outside of their target audience. This could bring in customers through the children and grandchildren of their target customer.



MODCLOTH

Be different.

In a world of color, ModCloth focuses on black and white images to show of their vintage collection.



WHOLE FOODS

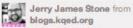
Take a colorful spin on basic life teachings.

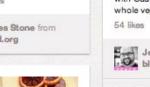
We've all been told to eat our vegetables--and when they're yummy, we do! Whole Foods isn't pinning pictures of your everyday broccoli and spinach. They're presenting images of unique veggies that look like nothing but a delight to indulge in.



Follow

Candied Grapefruit Peels 23 likes 46 repins







🔤 💩 🎑 🔔 🚳 😹

Purple Cauliflower "Mashed Potatoes" with Cauliflower Pesto. Uses the whole vegetable!

54 likes 4 comments 243 repins

Jerry James Stone from blogs.kqed.org

Anne Lewis This looks like art!



Perfect for Cinco de Mayo! 36 likes 1 comment 121 repins

Whole Foods Market from greatrecipestomake.blogspo t.com

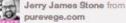
Jennifer McElhaney Spam

Add a comment...



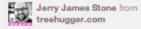
51690 followers, 50 pins







13 Recipes for a Gourmet Vegetarian Cinco de Mayo 46 likes 148 repins

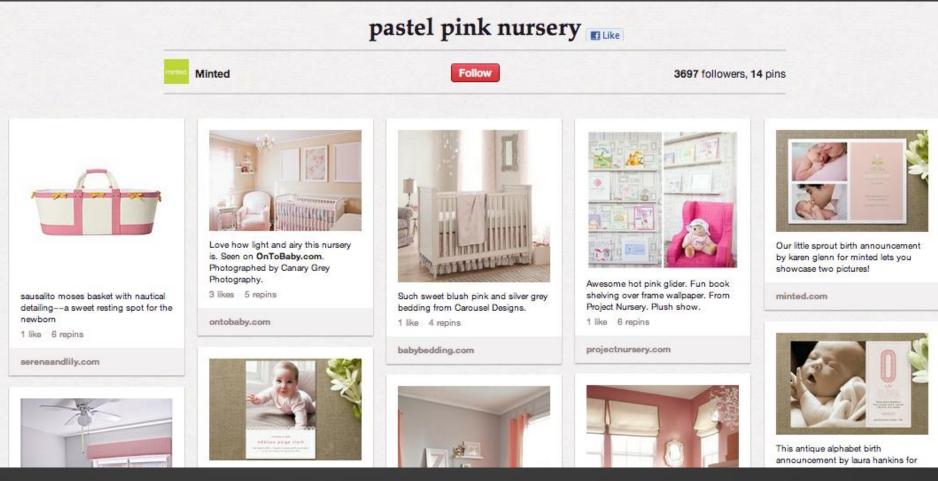






Narrow your focus.

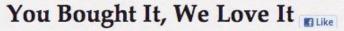
Pinterest allows you to have endless boards. That means you can create specific boards catered to one specific idea.



CLUB MONACO

Keep it customer-centric.

Club Monaco shows off it's trendiest products by featuring photos customers sent in strutting their stuff!



Send us photos on Twitter, Facebook, or at social@clubmonaco.com of yourself in Club Monaco or something you bought from us and we'll post it here. We love seeing you in Club Monaco!



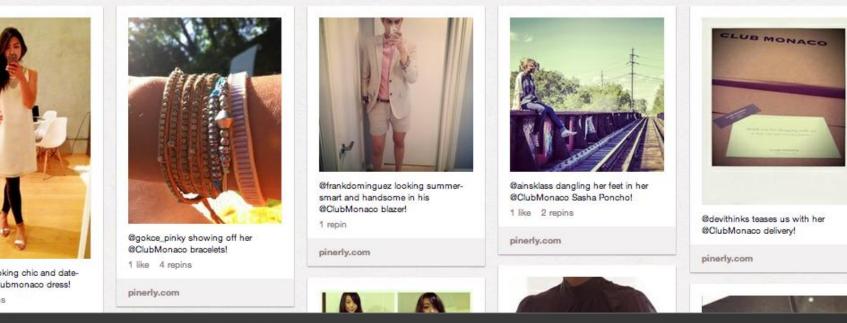
Club Monaco

Follow

5165 followers, 52 pins



@mimitoday looking chic and dateready in her @clubmonaco dress! 4 likes 3 repins



Find out how much traffic and leads Pinterest brings to your business. http://goo.gl/A7Jql

S Visual Content on Instagram

PUMA

Show off your brand logo in new and appealing ways.





ma







@ 2w

PEPSI MAX Pepsi MAX158415522photosfollowersClowingou are following this userFollowing

The official Instagram of Pepsi MAX (USA): special access to our sporting events, athletes, and celebrities, life at Pepsi HQ, and zero cal soda!

www.pepsimax.com/facebook





Following

ou are following this user

COACH

If you've got a pretty product, strut it's stuff!



forever21

(21

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FOREVER 21



....







Official Instagram of the 17-time world champs. Click link below to download an exclusive Celtics iPhone lock-screen wallpaper for free

www.nba.com/celtics/photos/parquet_640x960.png



CELTICS

People who love your brand want to see more of its key players.

BILLBOARD















Keep it simple.





@ 2w

Visual Content on Twitter

SPOTIFY

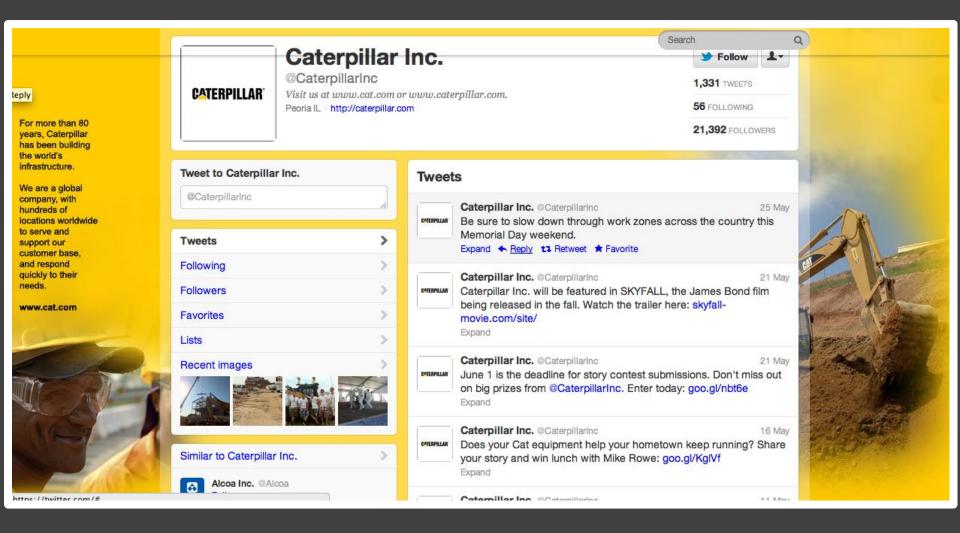
Use your background to list key features of your product or service.



SITEPOINT

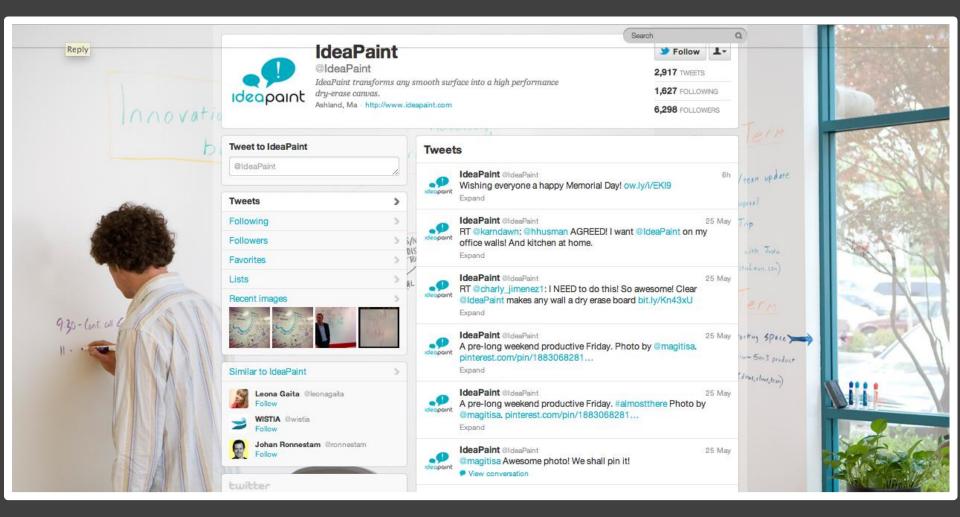


CATERPILLAR INC.



IDEAPAINT

Use your background as a space to show how your service can improve something.



SNAPPLE



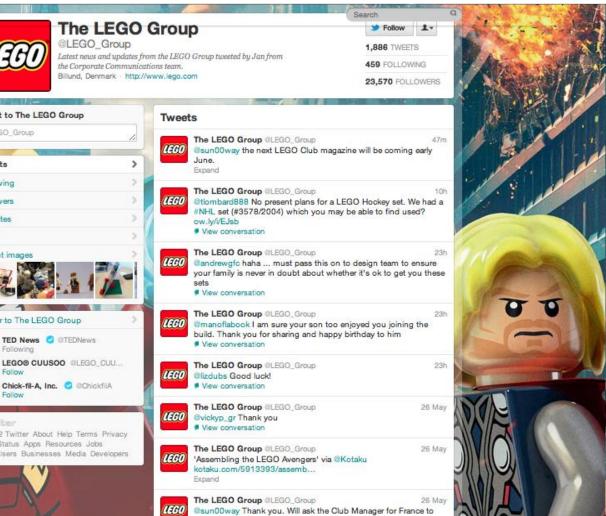
NAKED JUICE

Use your background as a space to prompt visitors to **do** something.



LEGO GROUP



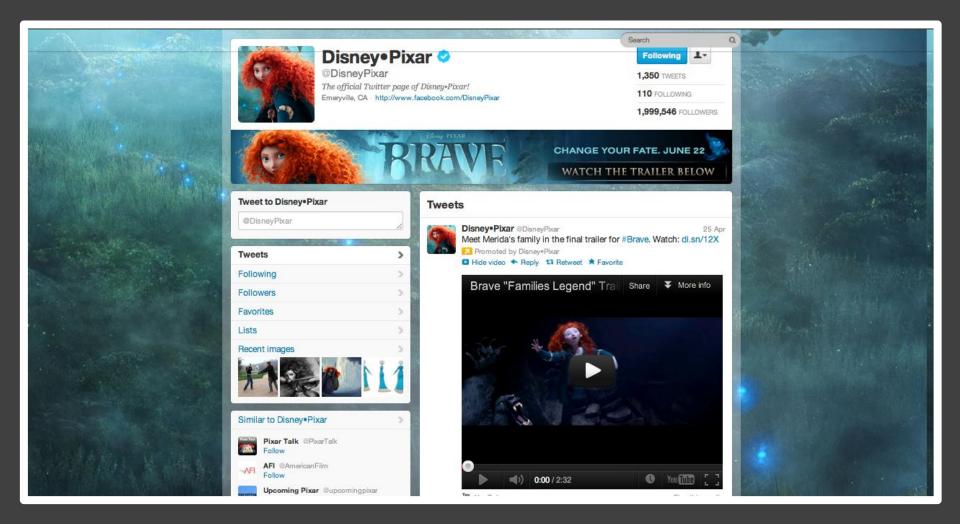


MCDONALD'S



DISNEY PIXAR

Use your background to highlight your latest product release.



TWITTER



HubSpot software can show you exactly where your visitors and leads are coming from. http://goo.gl/A7Jql

CONCLUSION

We hope these examples inspired you to use compelling visuals in your marketing, not only on Facebook, Instagram, Pinterest and Twitter, but also across other marketing channels—email, blog, calls-to-action. Don't wait to incorporate the lessons you have learned here.

As soon as you make changes to your social media strategy, start tracking the results of your efforts. How many visits did social networks drive back to your website? Did they result in new leads or sales? This is all information you can obtain through the right marketing analytics. Sign up for your free hubspot 30-day trial to start measuring and optimizing your marketing.

30 Days









Search Engine Optimization



Lead Generation

223

Lead Management

 \succ



Marketing Analytics

Automation

Email &