

### SCS SOCIAL MEDIA POLICY

October 2018

#### **CURRENT SOCIAL MEDIA POLICY DRAFT**

"...District accounts are intended to be one-way communications tools. Comments on postings are not invited and mechanisms are in place to block their publication on District social media sites. Since the blocking mechanisms may not prevent all comments from being posted, content managers will be instructed by the Communications Department how to remove postings or comments."

<u>Full Draft - Social Media Policy</u>

#### WHY TWO-WAY CONVERSATION?

To Inform. To Engage. To Inspire.

- Provide excellent customer service
- Connect Sarasota Schools with an audience of parents, students, partners and community members on a human level
- Gain valuable and candid insight and feedback
- Instill transparency
- Grow our audience
- Build a sense of community

#### WHY TWO-WAY CONVERSATION?

Before social media existed, consumers might have shared a customer service experiences with a few family members, close friends and coworkers. However, once Twitter and Facebook became prevalent platforms, customers gained the ability to broadcast tales of good and bad customer service to an almost infinite audience.

- When companies engage and respond to customer service requests over social media, those customers end up spending 20% to 40% more with the company. (Bain & Company)
- 88% of people trust online reviews written by other consumers as much as they trust recommendations from personal contacts. (BrightLocal)
- Consumers are 71% more likely to make a purchase based on social media referrals (Hubspot)
- 45% of consumers share bad customer service experiences via social media. (Dimensional Research)

# TYPES OF TWO-WAY CUSTOMER SERVICE AS IT PERTAINS TO A SCHOOL DISTRICT

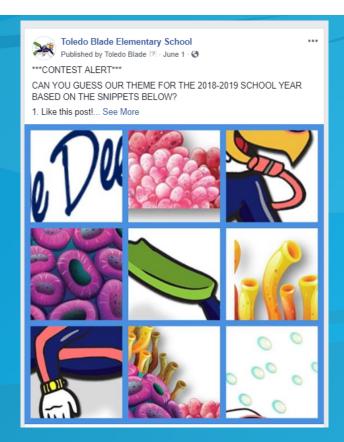
- Answer questions
- School safety & security
- Publish school board agenda
- Community partner recognition
- Athletics/Academics/Arts updates
- Referendum
- College and career preparations
- Responding to feedback
- Efficient communication opportunities

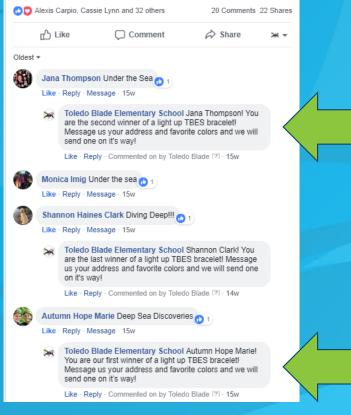
### **CONCERNS AND SOLUTIONS**

- Negative feedback
  - Holding statements/ script
  - "Thank you" and "appreciation" message
  - Follow up with transparency
- The "ranter and raver"
  - Holding statements/ script
  - Opportunity to turn something negative into a positive with transparency
- Response time
  - Expectation: 24 hours
  - Auto reply example: "This account is not monitored 24/7, you can expect a response within 24 hours."

## SARASOTA SCHOOLS CURRENTLY TESTING TWO-WAY CONVERSATION

Toledo Blade Elementary – School year theme contest (contest)

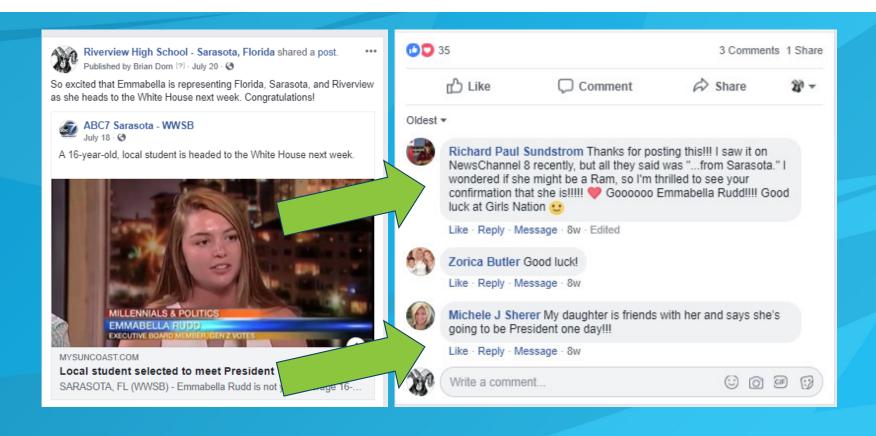




TBES hosted a contest over the summer asking their audience to guess the upcoming school year theme.
They had swag available to give as prizes to the winners!
This post was one of the highest performing year-to-date.

### SARASOTA SCHOOLS CURRENTLY TESTING TWO-WAY CONVERSATION

Riverview High School – Two-way conversation via open comments



## SARASOTA SCHOOLS CURRENTLY TESTING TWO-WAY CONVERSATION

Booker High School – Instagram is open for two-way conversation





@SarasotaSchools



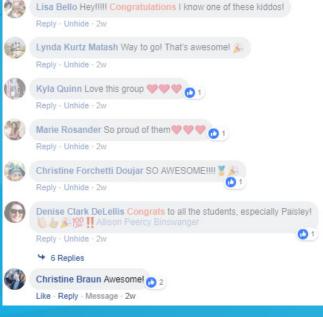
@SarasotaSchools

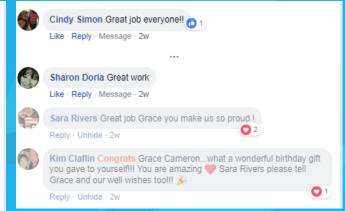


The total number of comments is visible to page visitors, but not all the comments can currently be seen.

@SarasotaSchools



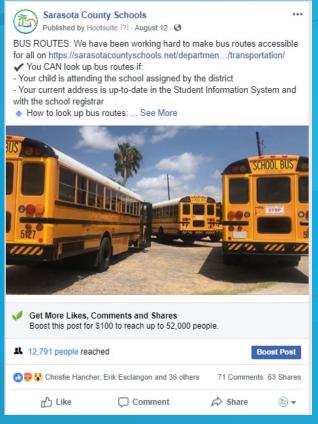


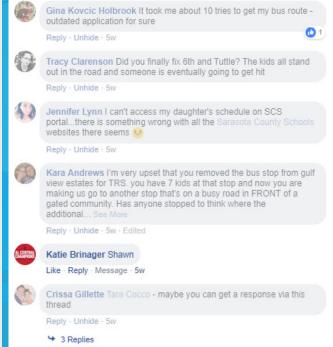


We want our audience and community members to see the great things folks are saying about us! All comments that are faded cannot currently be seen.

View previous comments

@SarasotaSchools







Example of an opportunity to turn negative feedback into positive with customer service and transparency.

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Even during stressful situations we are getting positive feedback online!



Patricia Smith You guys totally rocked it today. As a parent I can not express how greatful I am for all, all of you do, in all kinds of situations. Thank you.

Reply - Unhide - 1w

Michelle Winterhalter Miller Proud to be a Panther!

Reply · Unhide · 1w

Jennifer Finley Dolciotto What an amazing team!! Simply the BEST!!

Reply - Unhide - 1w

Krista Shook Thanks for doing what was best for the kiddos!

Reply - Unhide - 1w

Meghan Almy Campbell You guys rock!

Reply - Unhide - 1w

Brian Peña Excellent job Team Glenallen for taking Great care of all of the students!

Thank you!

Reply · Unhide · 1w

Mary Craine Noonan And how about those Bob Cats/ former Panther helpers?

**1** 

Reply - Unhide - 1w

Leeann Wade V PANTHER PRIDE V

Like · Reply · Message · 1w

Chris Morales Outstanding job Glenallen team! Chief Todd Garrison and I stopped by to check on your staff and our kids. We were very impressed with the teamwork and structure keeping all 700 kids inside the auditorium calm and active. Very proud day. Teamwork between NPHS and Gleanallen staff at it's best. Very proud day!

# TWO-WAY CONVERSATION OPPORTUNITIES

- Customer service response
- School safety response
- Feedback
- Polls
- Trivia
- Contests
- Giveaways and swag
- Live Q&A



#### TWO-WAY EXAMPLES

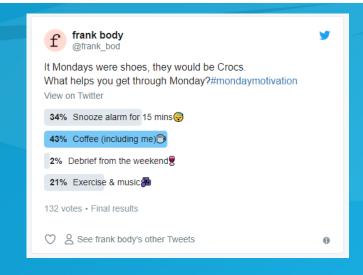
#### **Customer Service**

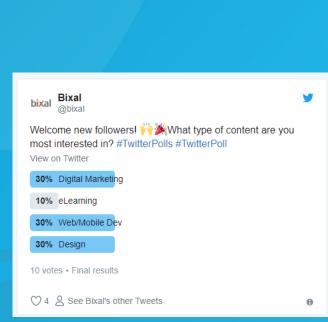


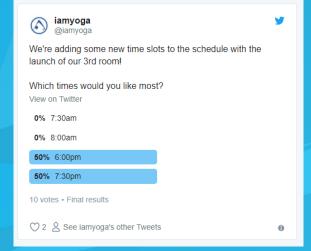


### TWO-WAY EXAMPLES

#### Polls

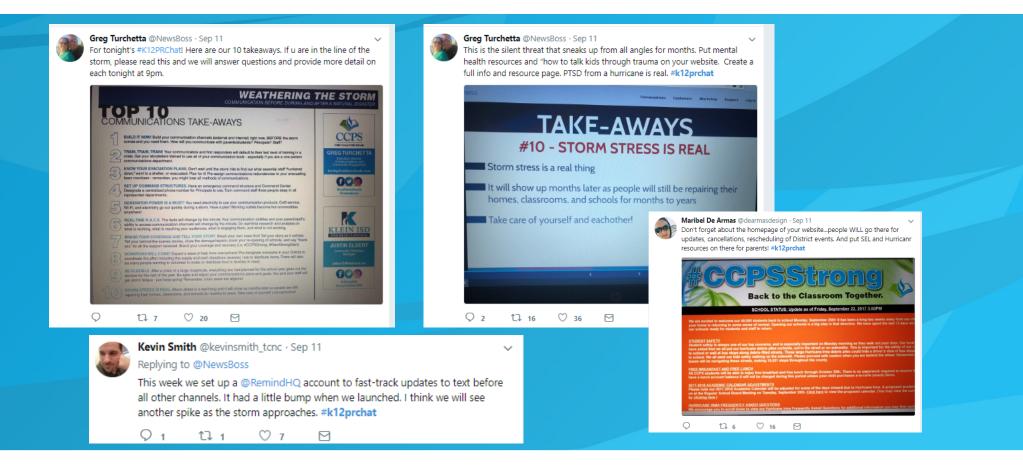






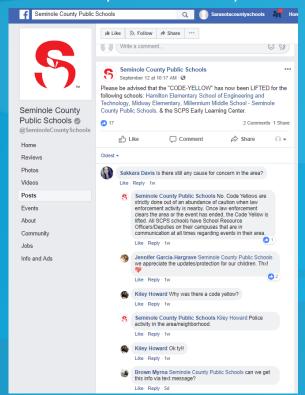
### TWO-WAY EXAMPLES

#### Live Q&A



## WHAT ARE OTHER DISTRICTS DOING ON SOCIAL WITH TWO-WAY COMMUNICATION?

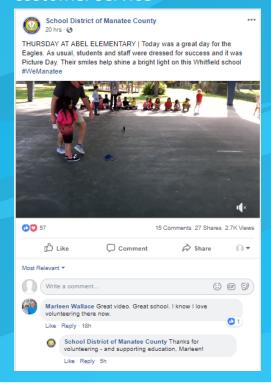
#### Seminole County – School safety & security



#### Fairfax County - Negative feedback



### Manatee County – General customer service



### RECOMMENDATION

- Sarasota County School Board approve and adopt two-way conversation on social media. This will:
  - Allow for excellent customer service
  - Connect Sarasota Schools with the audience of parents, students, partners and community on a human level
  - Gain valuable and candid insight and feedback
  - Instill transparency
  - Grow our audience and digital legacy
  - Build a sense of community

# ARTICLES ABOUT TWO WAY CONVERSATION ON SOCIAL MEDIA

- Encourage Two-Way Communication on Social Media: Here's How 24K Creative
- Social Media is a Customer Service Channel Whether You Like It Or Not Digital Marketing Institute
- Social Media Marketing: The Importance of a Two-Way Conversation Impact
- 9 Unmissable Reasons Why You Need to Care about Social Media Customer Service Comm100
- Why You Need To Have A Two Way Conversation With Customers Marketing & Growth Hacking
- Make Social Media a 2-Way Conversation Targeting Marketing
- On-site Social Media: 10 Tips for Driving a Two-Way Conversation AH
- Social Media is a two-way conversation Loud Days
- Consumers Aren't Looking to Buy From Brands That Are "Cool" on Social Sprout Social