

#### CREATING COMPELLING CONTENT

# **Imagery that Engages And Sells**





#### **Visuals Are Crucial**

Fáilte Ireland research shows that images are the strongest factor that influences tourists when deciding to go on holidays.

After they have made that decision, then they watch videos for inspiration of what to do during their trip.





# **Visuals Are Crucial**

#### Visuals allow you to

- Give details of sensory experiences: what people will do, see, hear, touch, taste and smell;
- Create an emotional experience for viewers by giving them a sense of the atmosphere, which is specific to each target audience.





#### Meeting Emotional Needs

Izu Shaboten Zoo in Japan:

in its "GIBBONTEI Forest Animal" restaurant, stuffed animals occupy seats to ensure social distancing.



右も左もモフモフだらけ… コロナ対策でぬいぐるみ に占拠されたレストランが最高だと話題に - ニュース - Jタウンネット j-town.net/tokyo/news/loc... @jtown\_netから Translate Tweet





#### **Evaluate Your Header Images**

our story our food our drinks functions

connect + contact



# to the heart of mt eden

relcom

OUR STORY



# **Ideas/Inspiration**







langtonskilkenny • Follow Langton House Hotel

...

langtonskilkenny Say hello to our Chefs Emma, Mick & Gillian 🔆

They are doing an amazing job as always 👉

We are serving a full takeaway menu for collection or delivery from 12.30pm until 7.30pm / 8.00pm right though until Sunday and will be open again next Thursday. .

Call us on 056 776 5133 or visit www.langtonstakeaway.com - link in Bio .

#langtonhousehotel #langtonskilkenny

 $\heartsuit \bigcirc \checkmark$ 

Eiked by kclr96fm and 250 others

MAY 1

Add a comment...

## Provide reassurance

Share images that provide reassurance for customers that you are adhering to safety protocols.



# You can still have fun



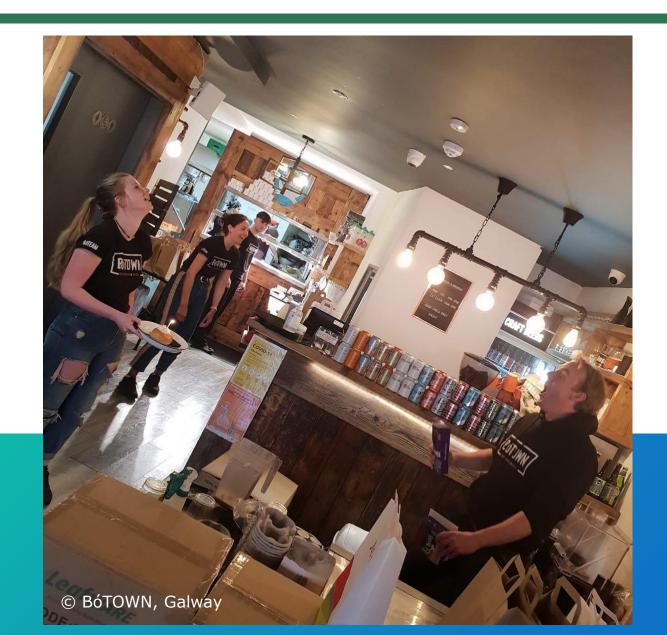
Show staff and/or customers having fun



Highlight special events, such as birthdays.



Let a picture do the talking for you





#### **Create the Right Mood**

If including safety measures such as plexiglass panels, show a happy person in the photo to create a positive mood





# Subtly show the safety measures in place

Include visuals of safety features (such as gloves) in images but ensure the **STORY** of the photo is compelling enough to take the focus off that aspect



**BÓTOWN** is at BÓTOWN. 24 May at 20:08 · Galway · 🚱

The CANDY MAN can 🔎

Daragh has the best station in the house this eve. He's flat out filling pots of sweeties for everyone!!

These treats go out with every order as a small token of our appreciation for everyone's support.

Every order counts. Thank you all 🤎







# **Be innovative**

#### SHOP LOCAL = key message

Find innovative ways to encourage people to support other local businesses 5 WAYS TO SUPPORT LOCAL DROGHEDA BUSINESSES

WRITE A POSITIVE REVIEW ONLINE	€0.00
TELL YOUR FRIENDS AND FAMILY	€0.00
FOLLOW THEM ON SOCIAL MEDIA	€0.00
ENGAGE WITH THEIR POSTS	€0.00
SIGN UP FOR THEIR NEWSLETTER	€0.00

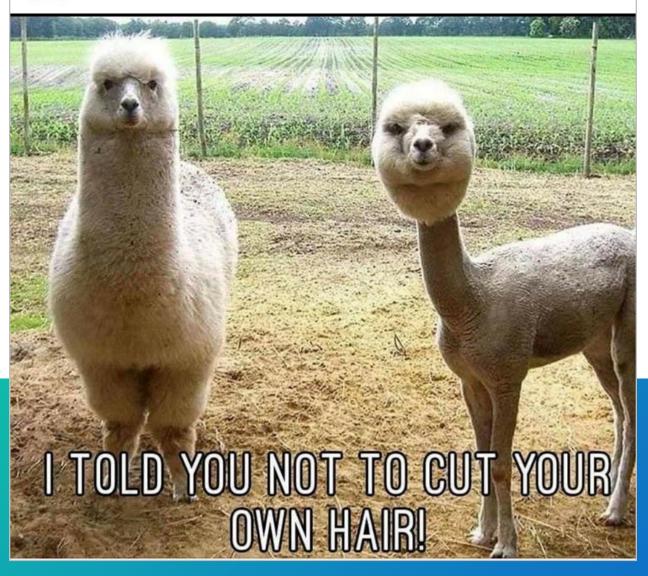


#### **Be humorous**

Humour is a fantastic way to reference the restrictions while creating a warm and fuzzy feeling.



To anyone that may be feeling tempted to give yourself a little trim 😀



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#### **Be humorous**

Share photos that convey the personality of you and your team





Blas restaurant · 6 January · Edited · 🕥

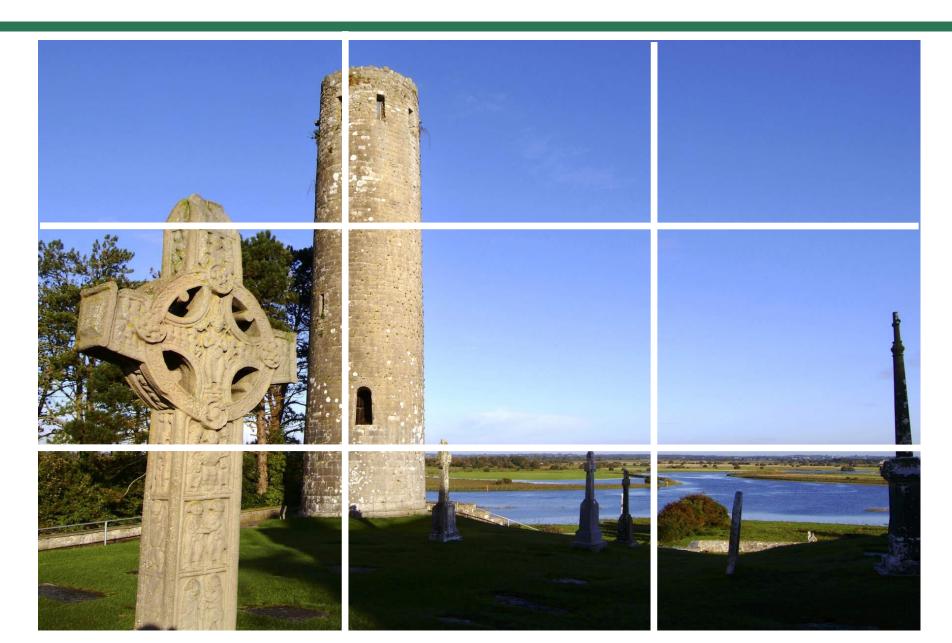


# Composition

What makes a photo great!



Rule of Thirds





# Frame your Subject

Look around to see if there's a way you can frame your subject creatively.





e.g. vegetation, tree branches and trees, doors, windows



# Use focus to draw the viewer in

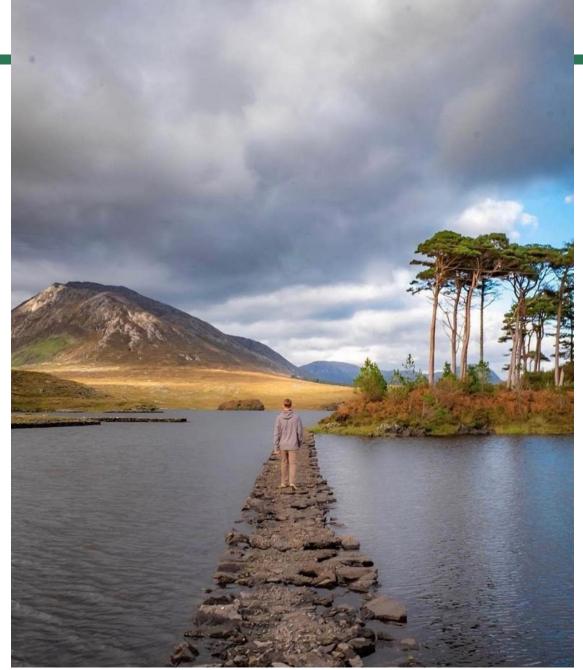




© The Twelve Hotel

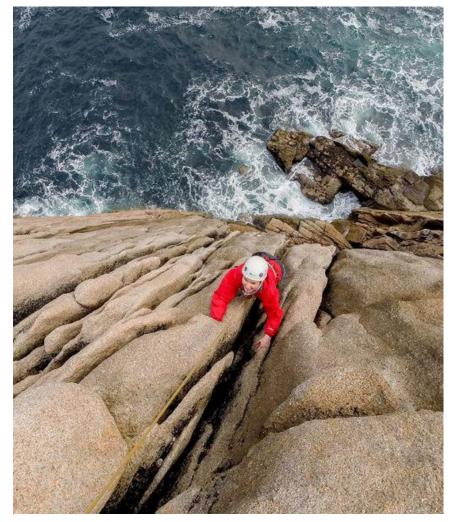


#### Use leading lines to direct the viewer's attention

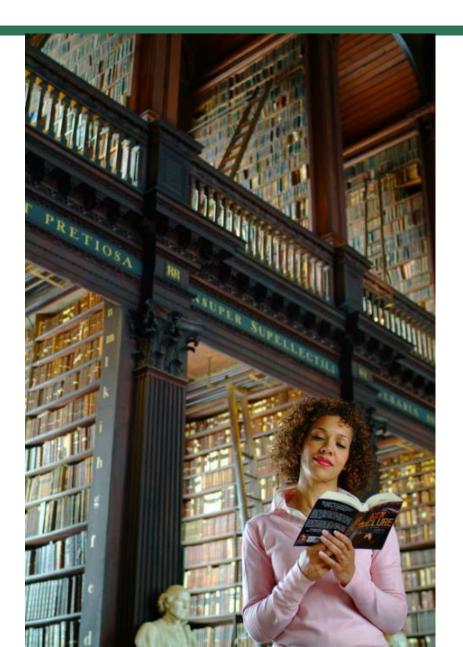




# **Choose a different perspective**



Use high or low angles





## Use colour to create the right mood



Cool colours





# Try and capture the action

Creates a sense of adventure, excitement







# **Meet Your GDPR Obligations**



**Signed Release forms** – get signed release forms for locations and model release forms for on-screen talent. If you photograph children, a parent or guardian must sign the release form.



**Use for tourism and sales** – the release form should ensure that you and third parties associated with your business can use it for tourism promotion and sales purposes — if possible, in perpetuity across all media, public and private.



**GDPR Requirements** – ensure you understand and comply with GDPR requirements.



License for use – if you would like to use someone else's photographs on your website or social platforms, ensure you have the correct license to use them.





# Taking Quality Photos

with your Smartphone



#### **Resolution determines the quality of a photo**

Digital images are made of coloured tiles known as pixels.

- A camera's resolution, is the amount of detail a camera can capture - measured in megapixels (1 million pixels)
  - Smartphones 12 MP or better
  - DSLRs 30 MP or better
- High resolution images have larger dimensions (e.g. 4000px x 3000px)
- Low resolution have smaller dimensions (e.g. 800px x 600px)



High resolution

Low resolution

Increasing a low-resolution image to a size it wasn't intended for creates a grainy/pixelated image



## **Setting the Focus on your Camera**

Without a face to focus on most camera apps will always focus on the centre of the scene.



Tap on the subject on your screen

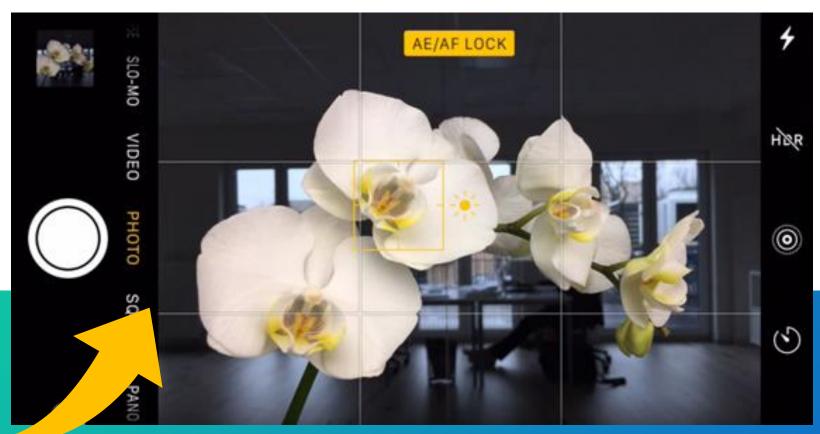
Source: www.iphonephotographyschool.com



# **Change Exposure in Camera**

Exposure of your photo is linked to what's in focus.

Tap on subject and then a slider appears with a sun symbol, move your finger up and down to adjust exposure



Source: www.picturecorrect.com



# **Avoid Using Digital Zoom**

- Avoid zooming in using your smartphone — it will decrease the quality of your image.
- Crop it later instead

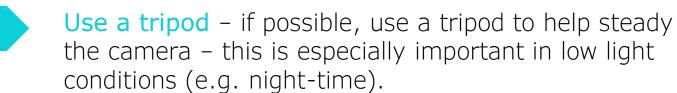




# Tips for taking good quality images



Clean your lens – fingermarks, dust from your pocket/bag.



Use natural light – always use natural light if you can and make sure the light source is not behind the subject. This can make the subject appear very dark.



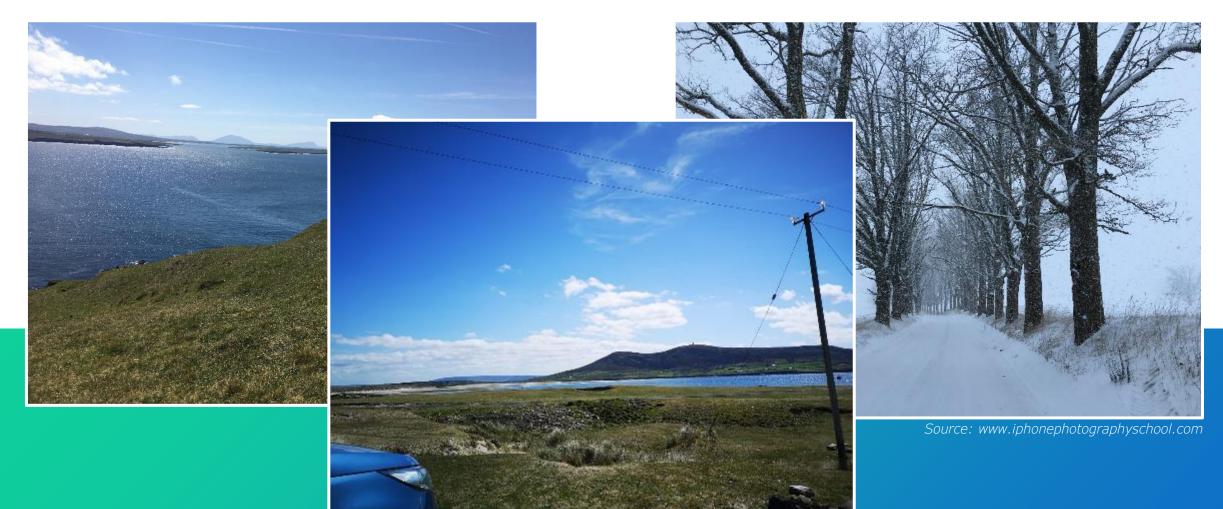




# **Common Photography Mistakes**



# **Common Photography Mistakes**

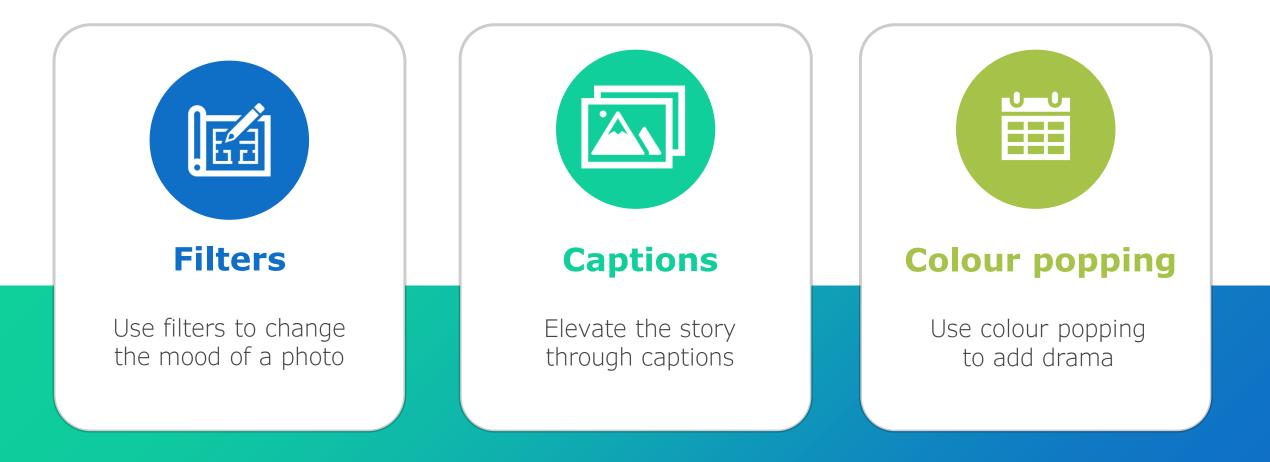




# **Elevating Your Photos**



# A few ways you can elevate your photos





# **Use Filters to Enhance Your Images**

Go for the gothic look





#### **Use Filters to Enhance Your Images**

...or the historical





# Use captions to tell a story



# THE FURTHER I GO, THE CLOSER TO ME | GET - Andrew McCarthy



# **Use Colour Popping to Add Drama**





## **Tips on Creating Great Images**



Always shoot at the highest quality – gives you more options on how you can use it.



Modes and settings on your camera – practice as much as you can with focus, exposure, etc. until it becomes second nature.



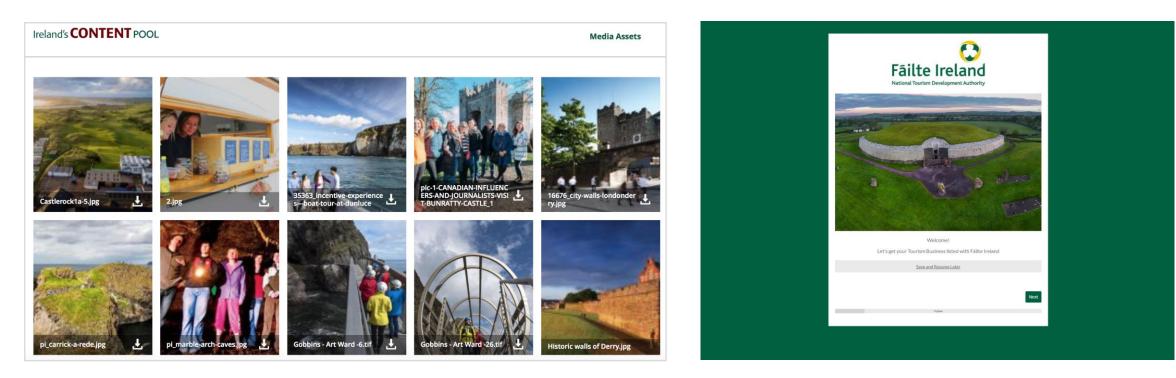
Take multiple shots – it's really hard to get the perfect shot in one take so take a good few, especially if photographing people.



**Get creative** – use captions, colour popping and filters to elevate your photos.



### **Ireland's Content Pool / Business Listing**



<u>www.IrelandsContentPool.com</u> 40,000 free promotional images, video, and other marketing assets.

<u>failteireland.formstack.com/forms/get\_listed</u> Get your business listed with Failte Ireland



#### CREATING COMPELLING CONTENT

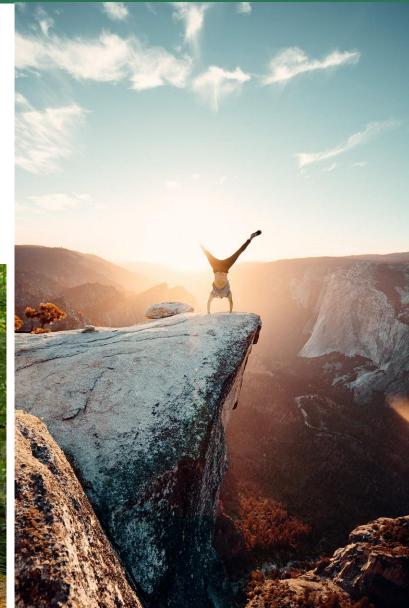
# Video Content That Engages And Sells



#### Why tell stories through video?

- People choose for emotional reasons how you make them feel.
- Great storytelling most powerful and effective way to evoke emotions and compel people to book with you!
- Know your customers' emotional needs.







# **Meeting Emotional Needs**

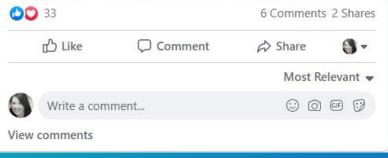
Know the emotional motivations of your target customers and create content which persuades them you will meet those emotional needs



Break free this summer!

We can't wait to reopen our doors from the 29th June! Check out our offers on our website along with information on our Safe Stay Code: www.galwaybayhotel.com

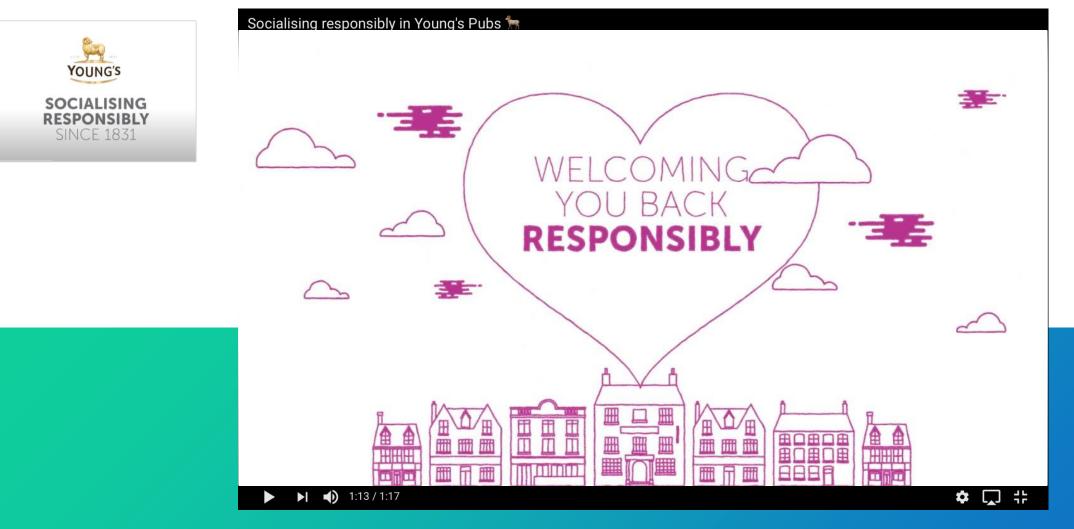




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#### **Create Content That Meets Emotional Needs**







## **Ideas / Inspiration**



### **Destination Storytelling**

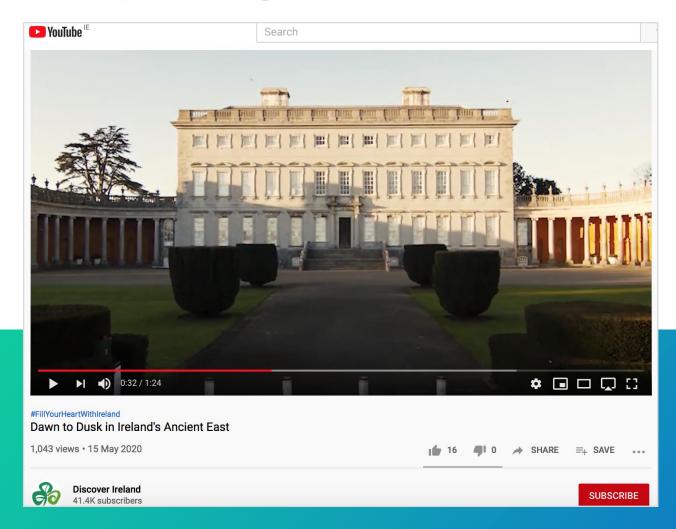
People visit places for a necklace of jewels.







#### **Destination Storytelling**





#### Cultural Reference Video

#### Culture

the characteristics and knowledge of a particular group of people, encompassing language, cuisine, social habits, music and arts.





#### **Action Video**

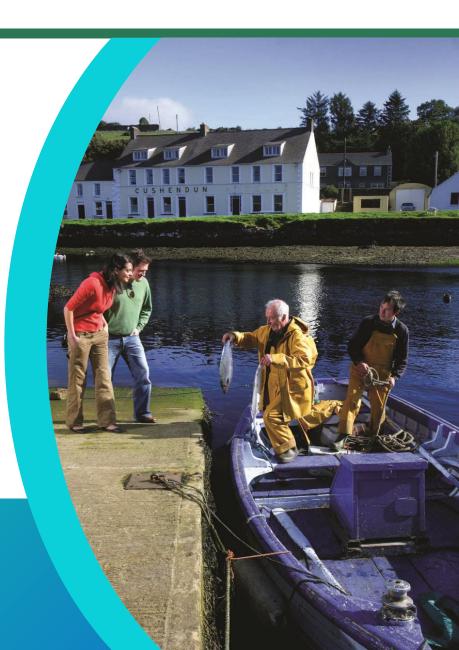




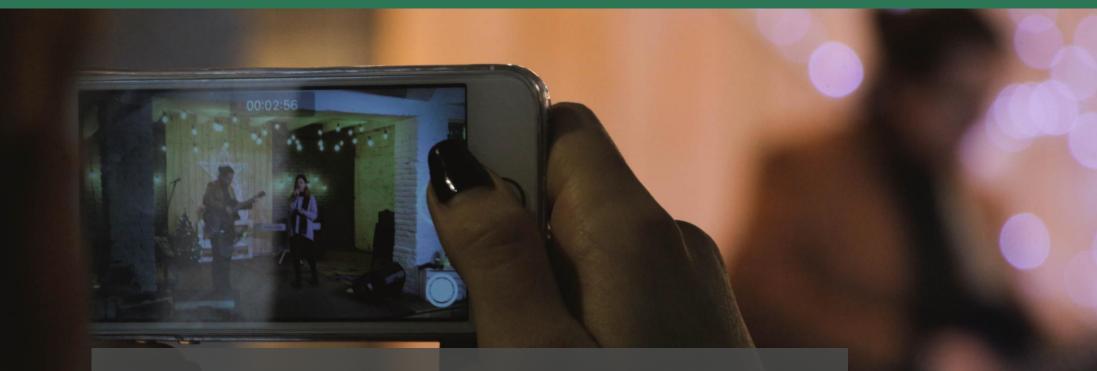
# **More Types of Videos**

- Promotional video
- Product/service video
- Video blog (vlog)
- Customer testimonials
- Showcase your staff
- Interviews

- Local Experts
- Event video
- How To video
- Top Tips
- Outtakes video







# Shooting Video On A Smartphone





Do storyboards

Important shots first

External microphone

Use tripod/mount

Lay audio first in edit

Allow three times longer for filming than you think it will take





#### Allow ample time

Do storyboards

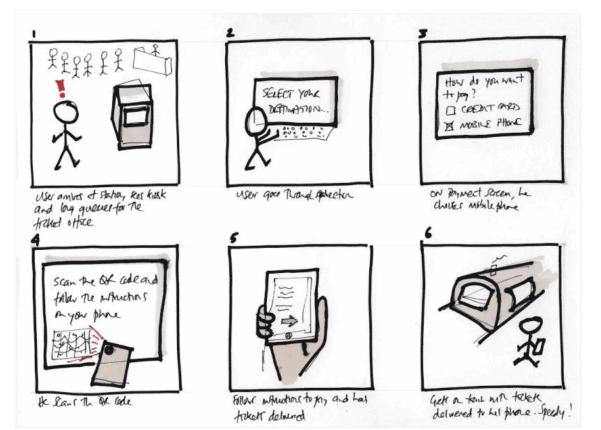
Important shots first

External microphone

Use tripod/mount

Lay audio first in edit

Storyboards illustrate what shots will cut together and ensure you won't forget any shots when filming.





Allow ample time

Do storyboards

Important shots first

External microphone

Use tripod/mount

Lay audio first in edit

Film the most important shots first in case you run out of time.



Allow ample time

Do storyboards

Important shots first

#### External microphone

Use tripod/mount

Lay audio first in edit

Use an external microphone which plugs into your camera/smartphone to ensure great audio.





Allow ample time

Do storyboards

Important shots first

External microphone

Use tripod/mount

Lay audio first in edit

Use a tripod/mount to ensure your shots are steady.





Allow ample time

Do storyboards

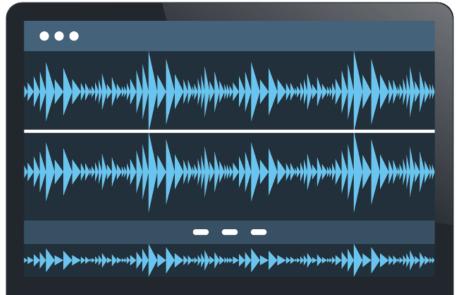
Important shots first

External microphone

Use tripod/mount

Lay audio first in edit

Lay audio of interview or voiceover first when editing. Only lay music first if you are cutting to the beat of the music.





#### **Meet Your GDPR Obligations**



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**GDPR Requirements** – ensure you understand and comply with GDPR requirements.



License for music – Ensure you have a license to use the music you've chosen for your soundtrack.





#### **Tips for Shooting Interviews**

Leave "looking room" on the side of the frame that the interviewee is facing.





#### **Orientation: Landscape versus Portrait**

YouTube Facebook Instagram posts (or square)





Facebook stories Instagram stories



#### **Log Your Footage For Editing**

TIMINGS	SCRIPT	VISUALS	AUDIO
1′00″ — 1′05″	"Everyone's day at the waterpark is different."	Mary in vision	Mary interview
1′05″ — 1′10″	"It's a thrilling experience for all members of the family."	Footage of children and adults sliding down the waterslide at the waterpark.	Mary interview
1′10″ — 1′20″	(No voiceover)	Shots of all of the activities at the waterpark.	Music soundtrack





## How To Script A Video



### **Purpose of Video**

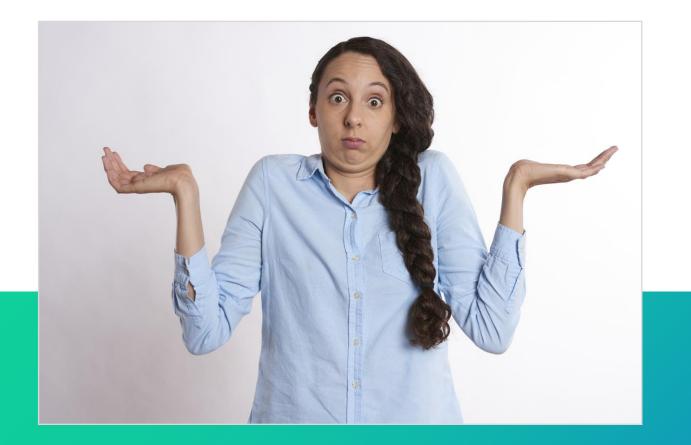
What is the purpose of your video?

- Promote an event
- Highlight your USPs
- Introduce a new product/service
- Target a seasonal market e.g. summer, Christmas
- Establish credibility e.g. testimonials





#### Where To Start?



# Start at the end what's your key message?

#### **Note:** it can be your tagline





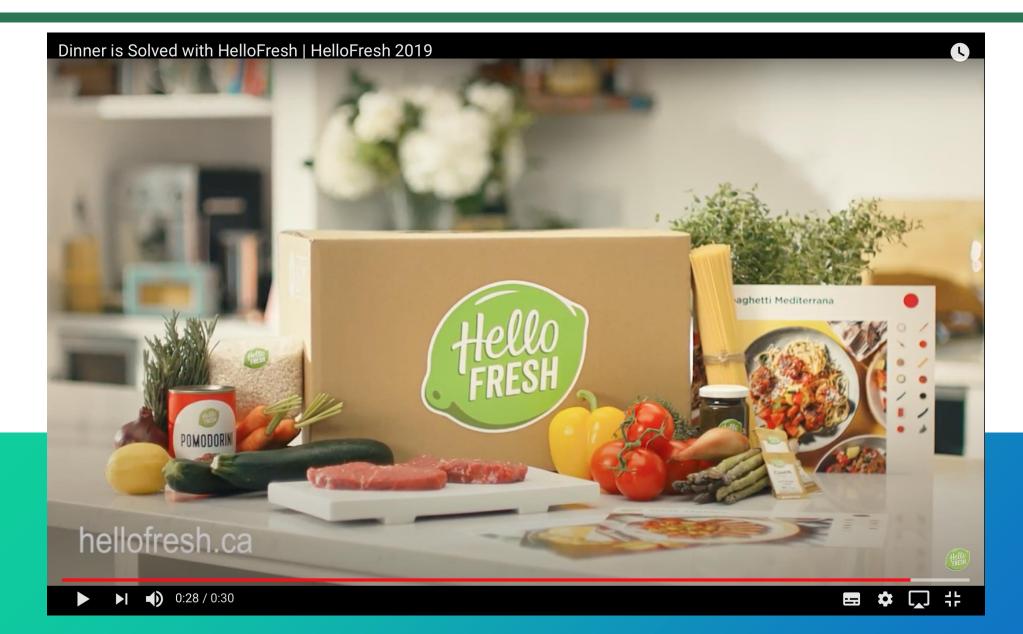
## **Developing The Story**

Once you've decided on the message, develop a story which builds up to that message at the end.



This story development is the best investment you'll make in your video.

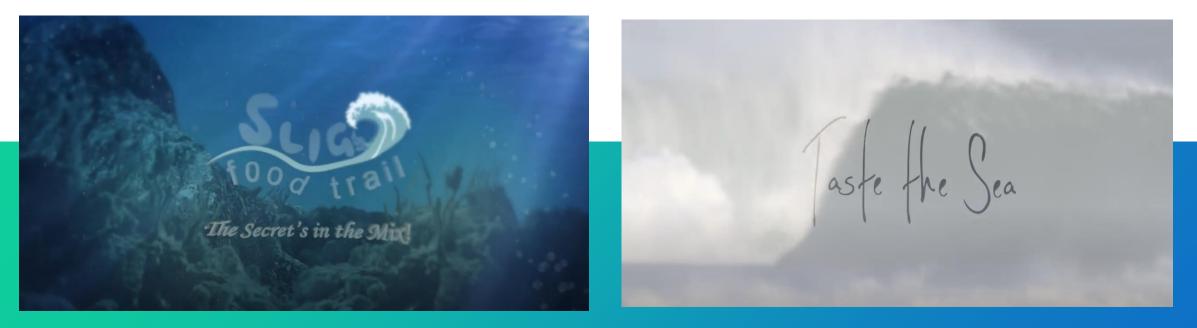






#### **How To Script A Video**

- 1. Hook the audience be clear on value to the viewer!
- 2. Then tell your story
- 3. Sum up the value then finish with a call to action
- 4. Put your message/tagline onscreen at the end of the video





#### Top Tips For Creating Captivating Videos



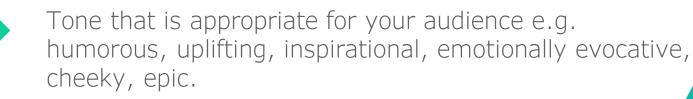
## **Tips on Creating Great Videos**



Show great visuals



Style that captures attention e.g. changing speed of clips, pace of editing, transitions.





You can combine voiceover and captions or choose one of them.

End the video with a call to action





# **Video Editing Tools and Apps**

#### **Laptop Tools**



iMovie (Mac)



VSDC Video Editor (Windows)





- Magisto Video Editor & Maker
- Wondershare Filmora



Wave.Video

#### **Smartphone Apps**



Instagram



Kinemaster



Quik



Magisto



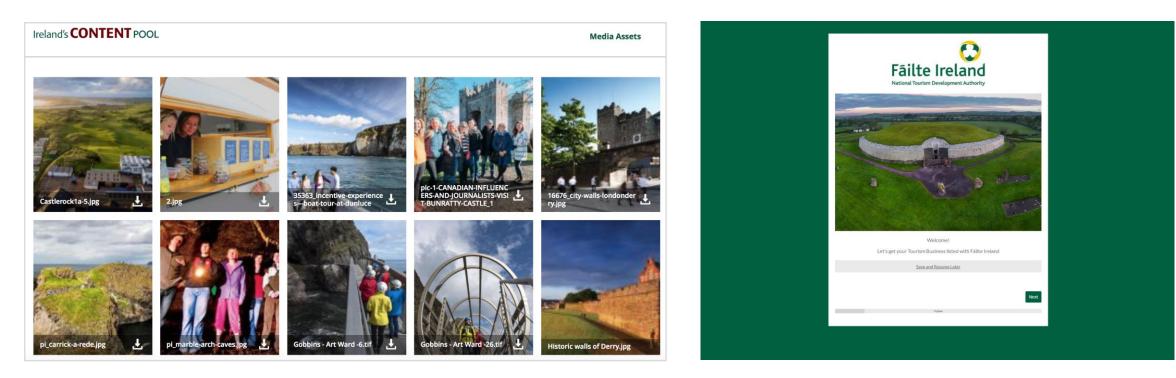
FilmoraGo



Adobe Premiere Rush



### **Ireland's Content Pool / Business Listing**



<u>www.IrelandsContentPool.com</u> 40,000 free promotional images, video, and other marketing assets.

<u>failteireland.formstack.com/forms/get\_listed</u> Get your business listed with Failte Ireland