

M.A.F.I.A. ACADEMY

Meetup

And

Facebook

International

Academy

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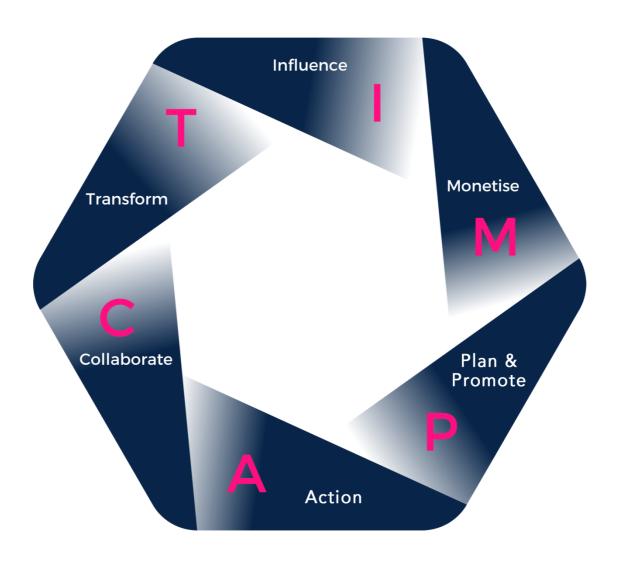


LAUNCH SERIES STAGE #3-7

I.M.P.A.C.T MODEL



I.M.P.A.C.T. MODEL





Start Your OWN Meetup Group

- · Have you done your homework?
- Meetup name?
- Meetup Description?
- · Facebook Description?
- Pick Event Date
- Create Event Description

"Alone we can do so little; together we can do so much" – Helen Keller



STARTING YOUR OWN MEETUP GROUP

BENEFITS from starting your own Meetup group:

Example of a Meetup Group

"Great bunch of people all with the same interest in building wealth through property. Great venue, relaxing environment. Excellent opportunity to share ideas and experiences with others" –Brisbane Property Networking Group--

- Become a KEY Person of Influence
- Profitable Networking
- Building Loyal Clients
- Expanding Interstate
- Endless Speaker spots

When you attend a networking event, you have to try to connect to each person, tell your story to each and every one of them, and try to show and explain who you are, blah blah. It's easy to get lost in the noise!

With every networking event you attend, it's like you are starting over because nobody in the room knows you, and you feel like you have to prove to them that your business is successful.

But...

When you have your OWN networking group you don't have to show people who you are...you don't have to start from 0 at every event! Being the organiser, <u>you</u> are the person they are going to see at this event.

They have already checked you out on FACEBOOK, LinkedIn, and Google. They already know who you are and what you do, and YOU are seen as a person of influence!! Without even knowing it, you are TICKING BOXES!!



How to Setup a Successful Meetup Group:

How People Learn About New Meetup Groups:

About three days after a Meetup Group is first created, Meetup sends an email to nearby Meetup members who have expressed interest (personal interests in profile) in the topics picked for that Meetup group.

This email invites those members to check out and join the new group!

After that initial announcement, people find Meetup Groups to join in a variety of ways:

Most new members find groups by searching (either on the Meetup site or through search engines like Google), or by spotting interesting Meetups in the event calendar for their city and once again, this depends on the interests they select in their personal Meetup profile.

Happy members may be the best MARKETING tool of all -- if your members like your Meetup group, they're likely to tell others just how great the Meetup group is. You and your members can also promote upcoming Meetups or your Meetup group on Facebook to get the word out.



MEETUP ORGANISER PRICING:

To own 1-3 groups you will still pay the same amount monthly to yearly rates that are available on Meetup.com

Organizer subscription price breakdown

Choose between a one-month and a six-month billing cycle. Save more with a six-month subscription by paying upfront.

| Location | Six-month subscription | Monthly subscription |
|--|---------------------------------------|----------------------|
| Australia, the United Kingdom, Canada, and the United States | \$16.49 per month* (\$98.94 total) | \$23.99 per month* |
| All other countries | \$9.99 per month* (\$59.94 total) | \$14.99 per month* |

^{*}Prices may vary based on your location, currency, and on subscriptions started through the Meetup app (iOS and Android). Taxes may apply.

What you can do with a Meetup subscription:

- ✓ Organize up to three groups with unlimited members
- ✔ Promote your group to our network of potential members
- ✓ Easily schedule events and communicate with members
- ✓ Appoint a leadership team to help manage your group
- ✓ Set membership dues and event fees to help cover costs

Meetup Pro

Meetup Pro helps brands and businesses reach audiences in real life through community-supported groups and events.

Learn more about the price and benefits of Meetup Pro.



LET'S START YOUR GROUP!

Step 1: Choose your City

- Click on start a Meetup group at the top left of the page.
- Choose your city. Choose only one place!

STEP 1 OF 7

First, set your group's location.

Meetup groups meet locally, in person and online. We'll connect you with people in your area, and more can join you online.

Brisbane, AU Change location

TIP!

Don't try to have one Meetup for Brisbane and Gold Coast. It won't work. You need to target the area where you are going to run most Meetups.

Step 2: Choose 15 topics

STEP 2 OF 7

Choose a few topics that describe your group's interests

Be specific! This will help us promote your group to the right people. You can choose up to 15 topics.

| 15 top | oics. |
|--------|--|
| Q | Search for topics |
| | Mobile Development Gay and Lesbian Friends Poetry |
| | Documentary Films Travel Fun and Laughter |
| | Collaboration between Creative Minds Consciousness |
| | Writer's Block Motivation Pets Conversation |
| | Outdoor Adventures Glamour Photography French Language |

What is the group about? Topics are really important!

This will determine who is going to receive an email from Meetup about your group, and your visibility on their Meetup calendar

Choose captivating topics

Choose topics that your target market would select and be attracted to.



Step 3: Add Your Name

- Use the name you selected in the previous pre-work
- Add the City/Location

STEP 3 OF 7

What will your group's name be?

Choose a name that will give people a clear idea of what the group is about. Feel free to get creative! You can edit this later if you change your mind.

Brisbane Mobile Development Meetup Group

20

Step 4: Add your description

STEP 4 OF 7

Now describe what your group will be about

People will see this when we promote your group, but you'll be able to add to it later, too.

- 1. What's the purpose of the group?
- 2. Who should join?
- 3. What will you do at your events?

Please write at least 50 characters



Here's an example:

"Welcome tech lovers far and wide! We're an online and in-person tech-enthusiast group hosting live speaking events on a range of tech topics. You can join us in person if possible or on one of our live streams. Look out for our virtual happy hours and other networking events."

See another

1 of 3



Step 5: Agree to the rules

STEP 5 OF 7

Almost done! Just take a minute to review our guidelines

Meetup is all about helping people live fuller, happier lives—with the help of strong communities. This means that all groups should:

- · Provide growth opportunities for members
- · Encourage real human interactions in person or online
- · Have a host present at all events
- · Be transparent about the group's intentions

You can read more about all of this in our community guidelines.

Once you submit your group, a human at Meetup will review it based on these guidelines and make sure it gets promoted to the right people.



MEETUP WEB ADDRESS

Meetup will suggest a web address for you.

<u>Make sure that you change it</u> and make it as simple as possible so that your members and you will be able to tell other people about it easily.

No dashes – No / No _ No ** As simple as possible! For example:

http://www.Meetup.com/Entrepreneursabundancemindsetbrisbane/ http://www.Meetup.com/BrisbanePersonalDevelopmentMindset/

Should you set up profile questions?

To collect more information about the members you could set up profile questions. HOWEVER, I strongly recommend not to have questions at least until your group reaches 1000 members because it will slow down the growth of the group.

Type of Profile Questions after you reach 1000 Members:

- What's your email address in case we need to reach you?
- What's the name of your business? How long has it been running for?
- What's the website or business Facebook page or LinkedIn?
- · When will you launch your new business?
- · Why would you like to join this group?



Once new members join – Greet each and every new member with a personalized message. This message must be:

- Truthful
- Personal
- Friendly
- Interested
- Excited about meeting them in person
- Inviting them to the next even

HOW TO ORGANISE AND DELIVER A SUCCESSFUL MEETUP EVENT

Must:

- Present good and innovative ideas
- Over perform
- Give value
- Build trust
- Not sell directly
- Get people to know you just the way you are; they are going to spread the word about you and your Meetup

Always have a Meetup scheduled on the page.

(The M.A.F.I.A. Family will help you with that as we can help each other promote)

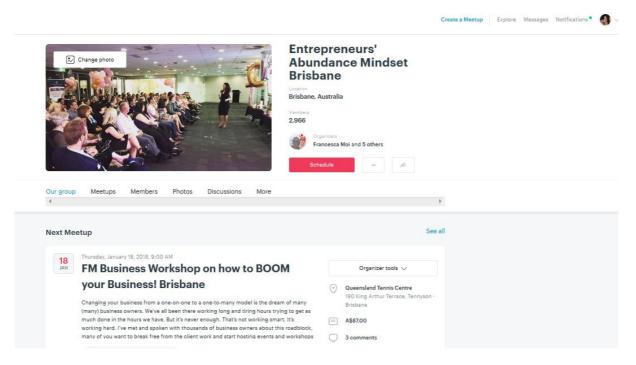
P.S NEVER EVER have the home page empty saying the message:

- "We're still planning a Meetup
- Want to come?"

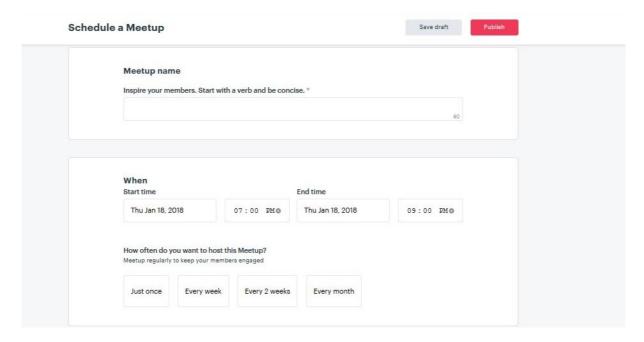
This tells me that the organiser is not committed to the group and the members lose interest.



HOW TO SCHEDULE A SUCCESSFUL MEETUP

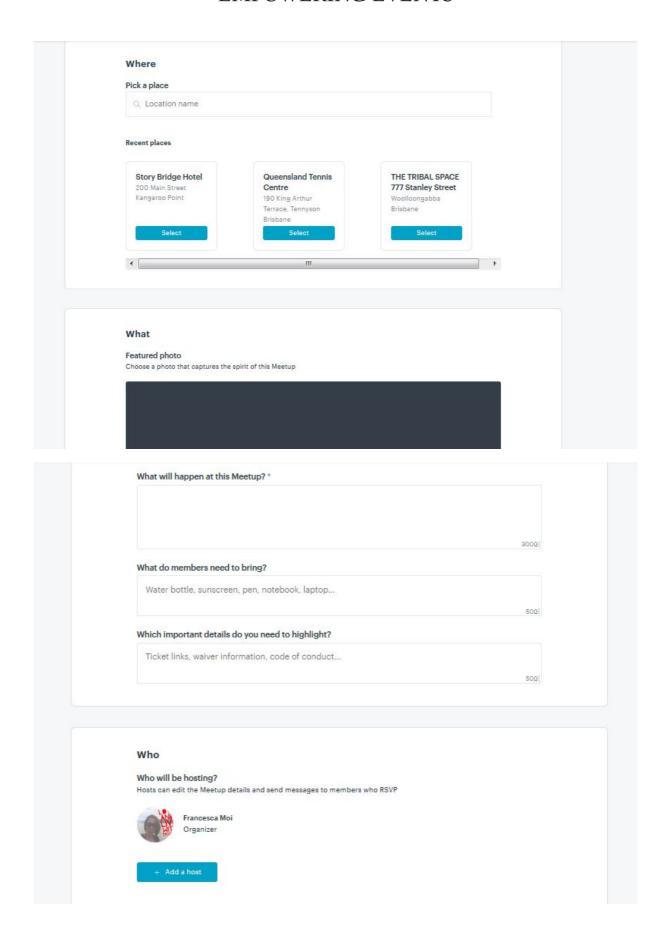


Click Schedule a New Meetup





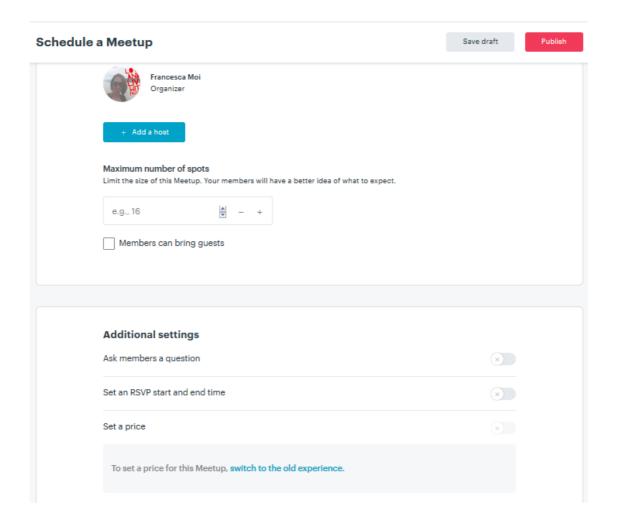
EMPOWERING EVENTS





Fill in the blanks on the page:

- Title of Meetup event
- Date
- Location
- Photo
- Description (what you are going to offer at the event)
- Host
- Number of RSVP
- Ask member a question
- Set an RSVP start and end time
- Save Draft or Publish





EXAMPLE – Event Title and Description:

TITLE:

Exciting New Meetup Event This Thursday! Networking Opportunities & Guest Speaker NAME

Title has to be engaging and understand what are they going to get on the night?

What do they want? NETWORKING – SOCIALIZING – DRINKS – So ensure that your invitation email will start with one of these words.

DESCRIPTION:

If you want to network with people in your target audience and mingle with other entrepreneurs that share your same passion, then Thursda y night is not to be missed!!

Networking -- Relationship building -- Drinks -- Fun -- Business Strategy - Guest Speaker -- Prizes!!

We look forward to seeing you there and sharing this evening with you - full details below on the link:

http://www.meetup.com/Money-Making-Entrepreneurs/events/221072774/

When: Thursday, March 19, 2015 7:00 PM

Where: Café del Mar Sydney

35 Wheat Rd, Rooftop Terrace, Cockle Bay Wharf.

Sydney

Price: AUD3.00 per person RSVP limit: 27 "Yes" RSVPs

If the changes affect your plans to attend, please take a moment to update your RSVP. (You can RSVP "No" or "Yes".)

You can always get in touch with me through my group profile on Meetup.

As this will be your first Meetup I would suggest to have a Meet and greet night, not much about you but more a nice evening where everyone has a chance to meet.



DECIDE WHAT IS THE TOPIC FOR NEXT MEETUP Topic has to be:

- Fun
- Valuable
- Engaging
- You and your target market would be interested in

Ideas for Meetup topic for each meeting:

First Meetup: Meet and greet

Second Meetup: 15 Minutes of Magic presentation about your

expertise (not salesy)

Third Meetup: Invite a guest speaker

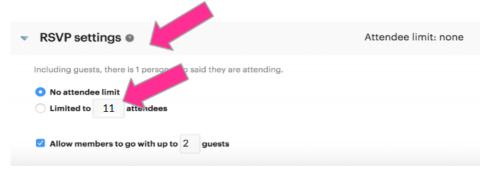
Fourth Meetup: Invite a guest speaker

Fifth Meetup: First intro of your business (can offer a super deal to

your community)



Before you announce, EDIT your Meetup and put a limit of 11:



Once the 11 are completed, add another 5 and set the limit at 16. Adding only 5 at a time will give urgency to book now instead of procrastinating and leave it until the last minute.

Now you are ready to ANNOUNCE your Meetup. As you have 0 members nobody will be notified yet.

TIP 1

Make first few events free of charge until you feel group is happy to follow you. And explain at the event that you have to start covering admin fees and expenses you incur to run the Meetup.

*TIP 2**

Always give a maximum number of people that can attend, this will make Meetup easy to control and **create urgency to book**

*TIP 3**

In the optional settings section, use the ask a question box – so your clients can leave their email and you can start growing your database!



INVITE YOUR DATABASE

You MUST do this within 48 hours!



TEMPLATE 15 - Invite database to your group \(\)

Hello-NAME,

lam socooo beyond excited to announce the launch of my new community... you might have heard me talk about it on social media... and the day has come!

I am ready to step up as a leader and bring together likeminded entrepreneurs (Inserthere your <u>target) to</u> truly and authentically support one another.¶

This is my way of giving back, when I was going through scaling my business (insert here time they are facing) I would have loved to have a community of supportive and <u>like minded</u> people, I would have loved to belong in a community where people are genuine and caring.

SO I thought why don't I create it??? That is what leaders do! \{\)

Socooo if you feel you are keep to be part of it, join here: \[\]

The first 50 people that join will go into a draw to win my Facebook Marketing Mastery course valued at \$360 YAY!!!! I will be giving away 10 prizes \$0000 be one of the first 50 people to ensure you get a chance to win!!!

See you in the group and by the way... I am also starting a FB group so that we can keep in touch in between meetings!!¶

Thank you for your support!

Let's grow this community together!

Love and Live with Passion, 1

Francesca¶

1

- 1. This will attract more people to your group
- 2. Always ENSURE that you have scheduled an event BEFORE you INVITE ALL YOUR DATABASE
- 3. Share your new Meetup Group on Facebook:

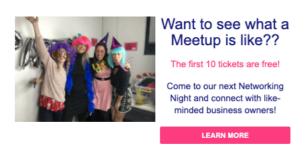
HOW TO INVITE YOUR DATABASE:

- Create a shareable link for your meetup and privately invite your database to join
- Use a template message similar to the one above
- You can also send a newsletter and add your meetup and FB group link



TIPS TO AD DATABASE TO YOUR MEETUP AND FB GROUP

- Add FB group in email signature
- Add Meetup group to email signature



Love and Live with Passion,





• Add group link under your FB profile picture



Francesca Moi

Certified Coach, Speaker and Entrepreneur

https://www.facebook.com/groups/Entrepreneursabundance Edit



CHOOSE A GROUP PHOTO

- Needs to be appealing, inspiring, congruent to the theme of the group
- Usually a group photo is best
- Choose a photo that makes people see how much fun your Meetups are!

Once you have done your first Meetup, and you will take photos on the night, you can upload them and they will automatically shuffle on the Meetup home page. So every time there is going to be a new photo.

You can use photos on your USB until you have your own group photos.

CUSTOMISE THE MEETUP PAGE & BACKGROUND

How to customise the background of your Meetup page:

- Click on the 3-dots next to the Schedule button
- Manage Group
- Basics
- Group Tools
- Edit Appearance

You can change the background colour or put a photo.

You can also create a personalized banner using these websites:

http://www.canva.com

http://mybannermaker.com

It's important to choose a colour and stay consistent so that people will recognize your groups and familiarise with it.



CREATE A FACEBOOK GROUP WITH SAME NAME AS YOUR MEETUP GROUP

- Invite and post on Meetup and on Facebook so members will grow quicker
- Keep the group PUBLIC for now (until there are 1000 people in it)
- · Create a cover image for your group with a photo of you in it

NOTE: NOBODY DOES THIS OR TEACHES THIS...VERY POWERFUL TOOL!!!

- You can keep adding value to their business by giving daily suggestions on Facebook
- You can like each other's pages and grow business (if it's a business Meetup)
- You get exposure to all their friends (this will grow the Meetup groweveryone wins...more business exposure for all the members)
- Your followers and other pages' followers will see this page + events + photos and join the Meetup = Sell without directly selling
- Always upload Meetup photos on Facebook Group

The Meetup group's banner and the Facebook group's banner should be SIMILAR to maintain the same branding. Make sure you put a photo of you in the banners so that people recognise you as the leader.



The group description will be similar to the Meetup 'About Us' – but in the Facebook group you will suggest daily posts like on this banner:



MONDAY #HAPPY THURSDAY #VIRTUALCOFFEE

TUESDAY #EVENTS FRIDAY #PROMOTE

WEDNESDAY #SUPERTIPS SATURDAY #REFERRAL

SUNDAY #GRATITUDE



You can hire a M.A.F.I.A. VA to do this!!

HOW TO CREATE THEME DAYS:

- Have to be for your audience to contribute
- Not for you but for them
- Make it fun
- Think about what they want to share with others
- Think about what conversation they want to see in this group
- Think about making their day
- Go and brainstorm...don't overthink it



Change your ORGANISER PROFILE on Meetup

In the upper right-hand corner, you'll see your photo. Click on it and edit the bio:

Example:

"Property Investor that loves to bring like-minded people together to share and discuss ideas and experiences about creating wealth through property investing."

CREATE LINKS TO YOUR WEBSITE

It is important to use all the tools that Meetup offers to grow your business...

Your business should definitely be the sponsor of your own Meetup.

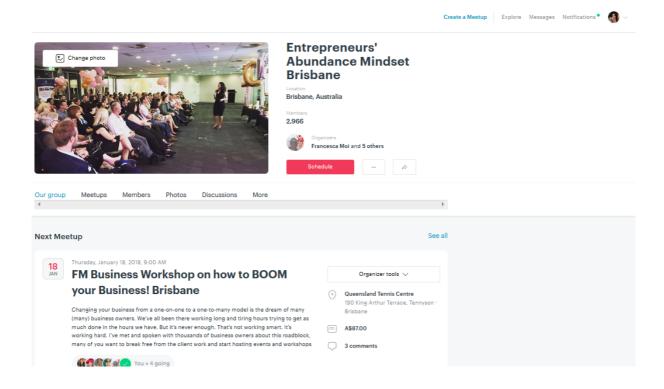
In Meetup go to:

- 3 dots next to the schedule button
- Group tools
- Group settings
- Optional features



HOW TO GET INTO YOUR MEETUP GROUP

- Click on your Photo
- Click your Meetup Group Name

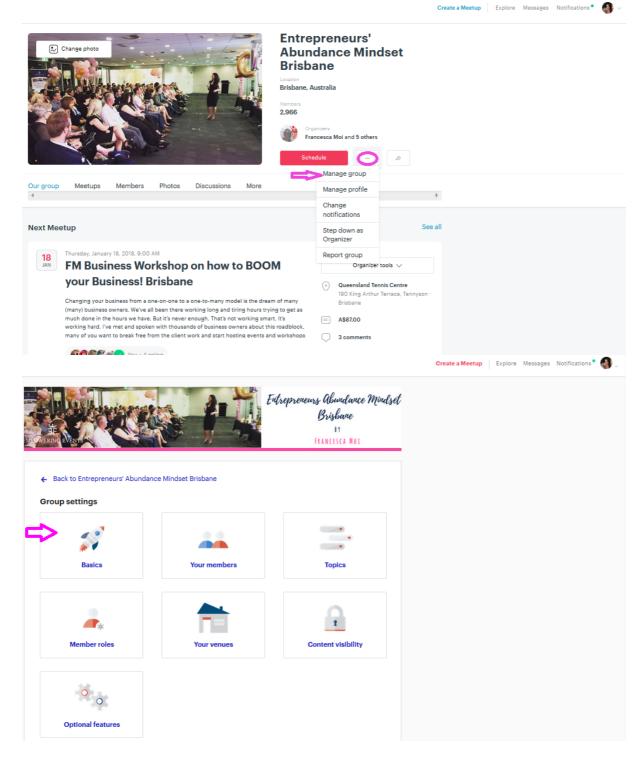




 How to change the name of "members" to suit your "Community Name"

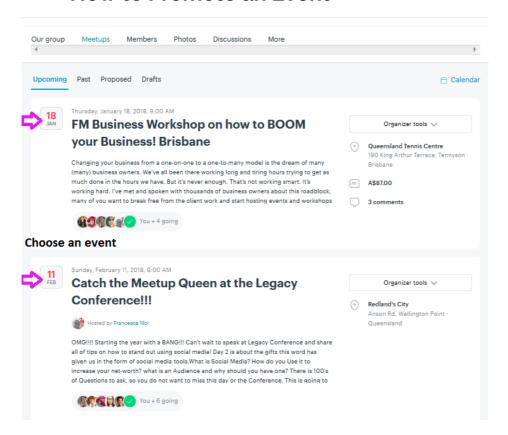
Group Settings > Manage Group > Basics > What are members called

What are members called

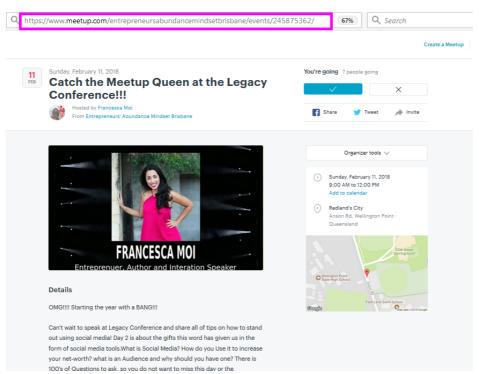


Watch Short Video of A FUN EMPOWERING EVENTS Night! Check out QUICK and FUN VIDEO of Empowering Events What are members called? s and throughout this group's pages. For example, an email might say "37 Motivated Entrepreneurs have RSVPed for w a Meetup." Motivated Entrepreneurs Where City Country Brisbane Australia Only city and town changes to your Meetup are permitted. Keep this or create a custom address. Learn more. meetup.com/ entrepreneursabundancemindsetbrisbane Meetup group logo Show this Meetup photo Don't show this Meetup photo Upload a new Meetup photo Browse... No file selected.

How to Promote an Event



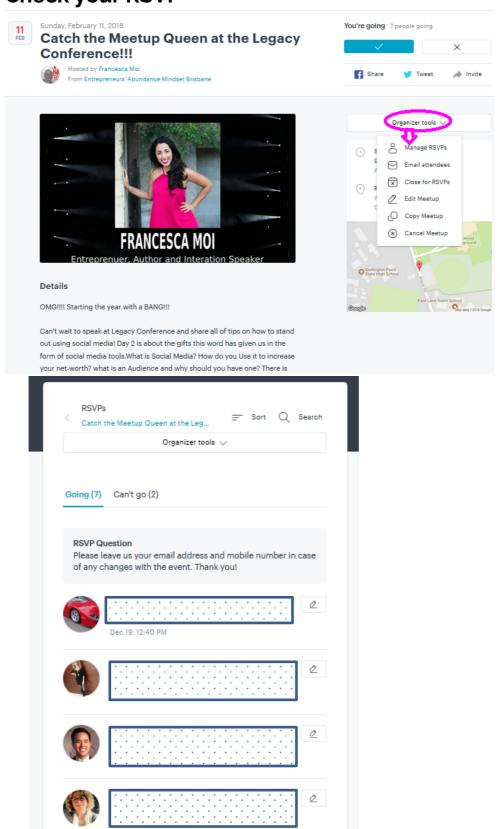
This is your Event





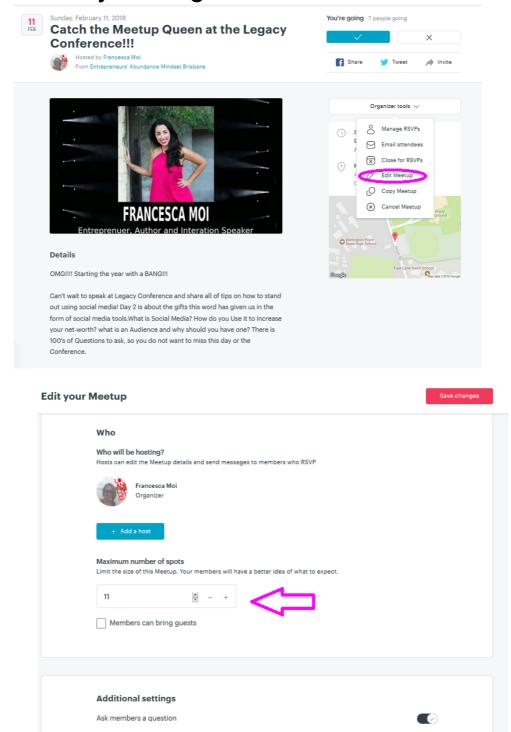
EMPOWERING EVENTS

Check your RSVP





How do you change RSVP limit

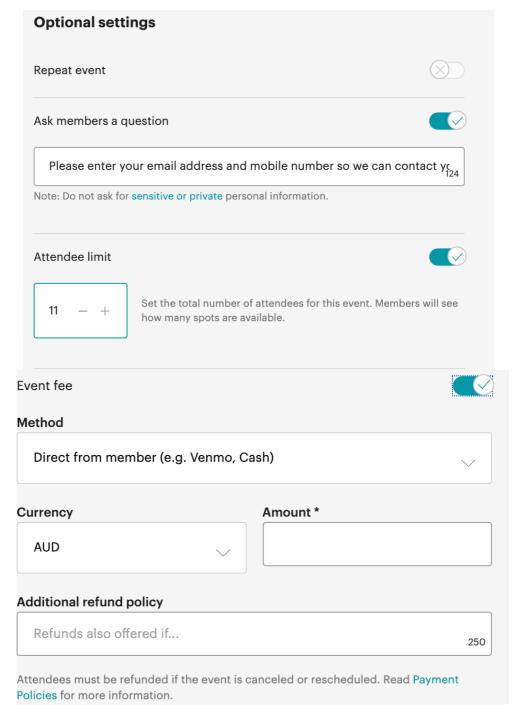


Please leave us your email address and mobile number in case of any changes with the ever

Set an RSVP start and end time

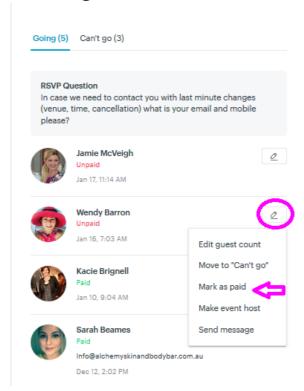


Charging for the Event





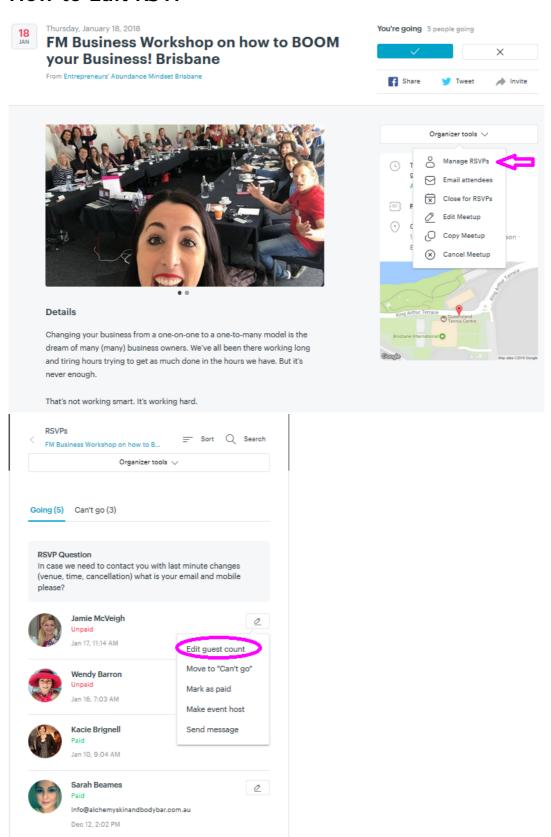
Marking as Paid for Free Tickets





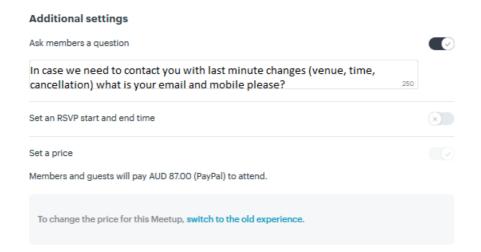
EMPOWERING EVENTS

How to Edit RSVP

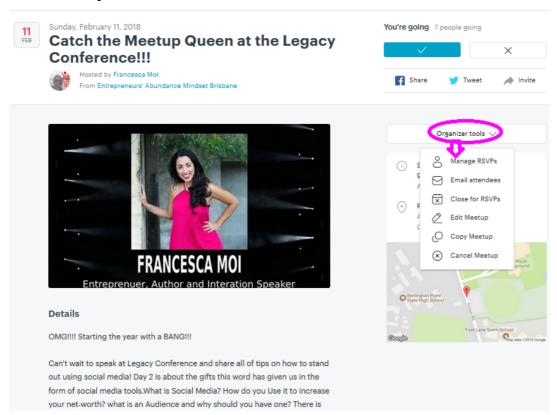




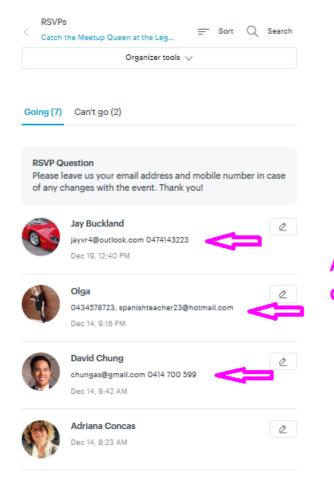
Ask question when members RSVP



How do you SEE ANSWERS

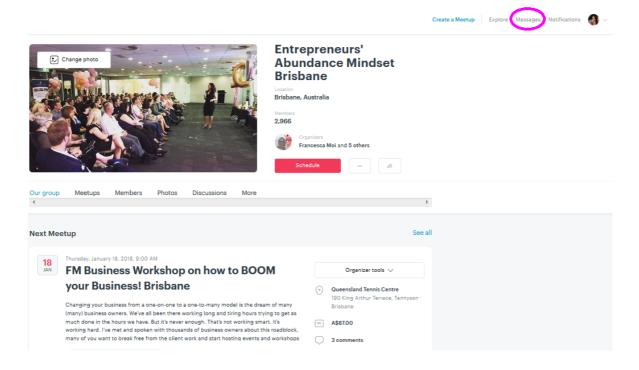




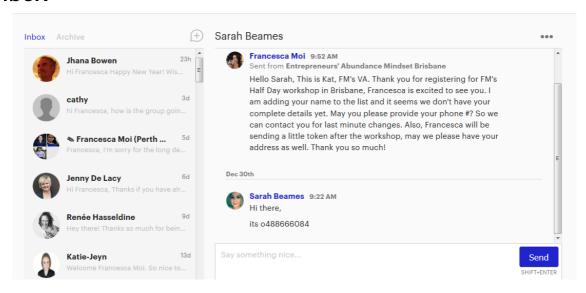


Add details to database

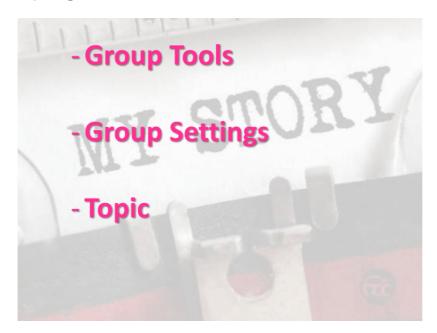
Sending a Private Message



· Inbox



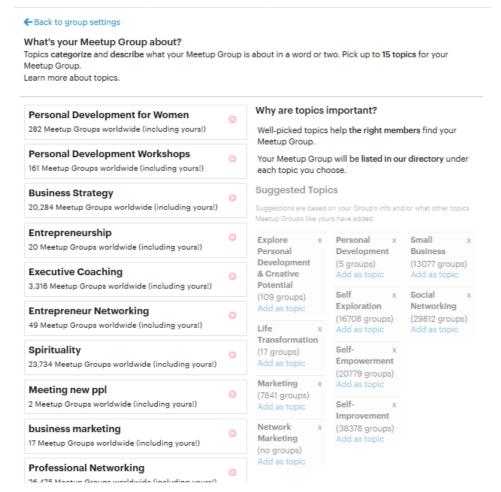
· Keeping the Momentum





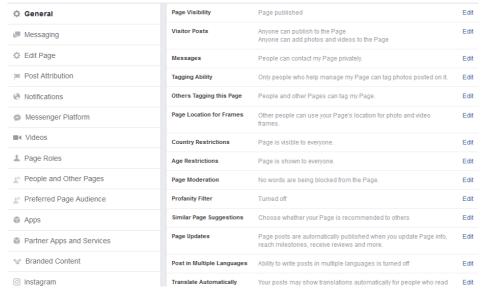
Creating a TOPIC

Group Settings → Manage Group→ Topic

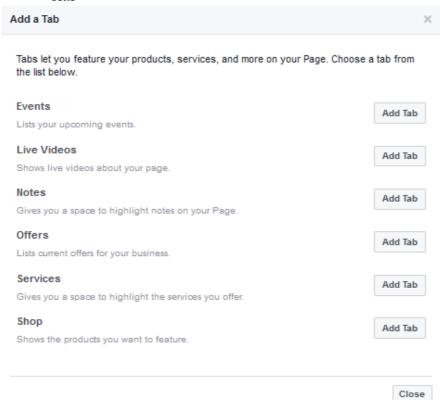




Connect your Facebook Group to your Facebook Page

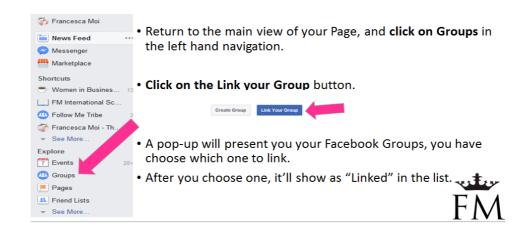


- Scroll down to the bottom of the **Template** section to find the Add a **Tab** button
- Click on the Add a Tab button and choose to add a Groups tab





· Linking to your Group





HOW TO CREATE AN EVENT ON EVENTBRITE:

- Log-in to your Eventbrite Account
 - Go to Manage Events Button
 - Click on Create Event
- Creating Event
 - Fill up all the necessary details for the event e.g. Event Title,
 Location, Time Starts and Ends, Event Image, Event Description
- Creating Tickets
 - Click on PAID TICKET BUTTON
 - Fill up on Ticket Name (Early bird RSVP, Early bird VIP, Gen Ad, VIP, etc)
 - Qty available
 - Add price
- Click on the Ticket Settings Icon (beside the price)
 - $_{\circ}$ $\,$ tick only the box that states online sales
 - o Fill up on when will the sales of ticket will start and ends.
 - Under FEES: Click on Pass Fees on Buyer
- Additional Settings
 - Tick on Public Page
 - Event type: Class, Training, Workshop
 - Event Topic: Business and Professional
 - Tick on the box that says Show number of tickets remaining on registration page
- Save your Event
- Click on Make your Event Live!

BOOM-WORK: YAY!!!!!!

- Post on FB about starting a Community NO LINK
- Any questions post on M.A.F.I.A. Academy with #QUESTIONS
 - Create the meetup group
 - Create Facebook Group
 - Create event on meetup and Facebook
 - Promote your group and event in the M.A.F.I.A. Academy
 - Post on your FB group and others so there are at least 20 different posts and value before you add people
 - EMAIL invite in meetup!!!
 - Create a Banner for Meetup and FB group with your Photo