



# WHY COLLABORATE WITH SCIES?



**SCIBS** will bring together qualified sellers and buyers from around the globe, ready to connect, learn and do business with you.

**POSITION YOUR BUSINESS** in front of a captive market who are ready to buy.

**GENERATE LEADS** from a highly qualified and targeted audience.

**STRENGTHEN YOUR BRAND** in the market and stand out from the category with increased exposure and a competitive difference.

**LEVERAGE THE OPPORTUNITIES** provided through networking, media, technology and activations at the event.





# BENEFITS OF COLLABORATING WITH SCIBS





BRAND POSITIONING CONNECT WITH A NEW AUDIENCE



DRIVE TRAFFIC TO YOUR STAND



INCREASE SALES



DIGITAL & SOCIAL MEDIA CAMPAIGNS



LEAD GENERATION



BRAND AWARENESS & RECOGNITION



COMMUNITY ENGAGEMENT

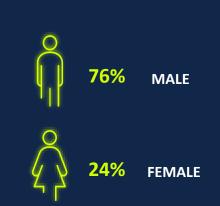


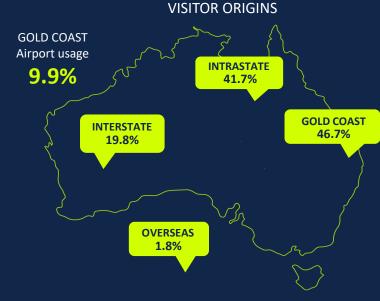
## AUDIENCE OVERVIEW

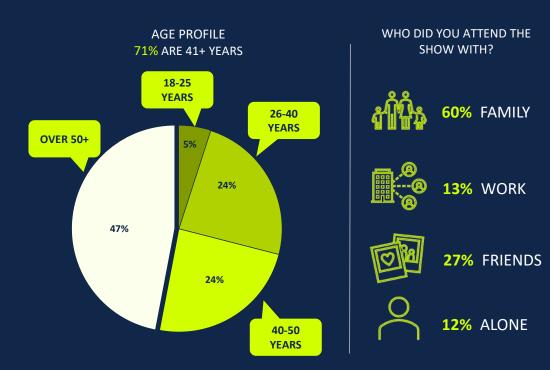
#### A HIGH-FLYER'S PLAYGROUND

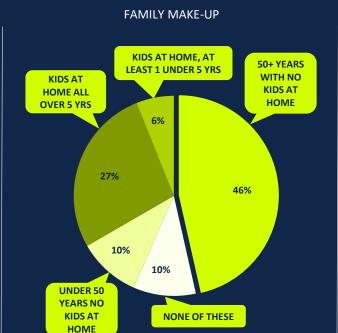
The Sanctuary Cove International Boat Show routinely attracts the upper echelons of Southeast Queensland with a strong national and international audience to complement.

Renowned as one of Queensland's premiere enclave communities, Sanctuary Cove is the destination of choice for brands targeting high net worth individuals and affluent clientele who come to play, purchase and be entertained.













## KEY MARKETING ASSETS TARGETED COMMUNICATIONS



**PRINTED & DIGITAL SHOW GUIDE** 

GOLDCOAST.

SANCTUARY COVE

**OFFICIAL MOBILE APP** 

> BOAT SHOW 25 28 MAY 2023 SIGNUP NG YOUR EXPERIENCE

BOAT SHOW BOAT SHOW BENTLEY BRISBANE & BENTLEY GOLD COAST

**WEBSITE & SOCIAL** 

**MEDIA** 

OFFICIAL MOBILE APP SIGN UP BOAT SHOW 25-28 MAY 2023 BOAT SHOW

DOWNLOAD THE

GOLDCOAST.

ITSLINE





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#### SCIES 2024. SIMPLY THE BEST!

The 2004 Sendings Core international Boat Show has been our favourity Show yet? With the perfect conditination of great Questional residue, an imprecise 767 vessel line up, including a record-breating 256 basts on water, over one hard global and functionian previously, and functional or initioss of dicklam is sales, it was simply the best! Watch our





#### THANK YOU!

Killinge shoot out to everyone who visited and residents. A special there you to but Experience Gold Coast - the Shine would



#### THE INDUSTRY LOUNGE

Our new industry networking and hospitality series located in the Legisle Seach Club was the talk of the town at this year's Show. Thank you to our partners to



LACOCOMBEACHICIUS

The new took Lapson Brack Chill VSP

year's show! These you to all our guests who attended over the four days, and a very who helped on deliver on expectation VIP

#### WHAT'S NEXT ON THE GC

The Recific Alrehow Gold Count returns to Queenstand from 15 to 18 August, 3004. Enjoy (see dropping serobatic performances over the Surfers Ferralise stopline as the Pacific Airshow furts the stiles over the Git

#### **eNEWSLETTERS**



#### #SCIBS



Secretary first three, I therefore they have been 18,3 with Australia, NOT SET SET





## SHOW GUIDE

This is your opportunity to ramp up your marketing to drive success in conjunction with the Sanctuary Cove International Boat Show. SCIBS will deliver a high-quality companion publication designed to guide attendee experience whilst onsite.

The Show Guide includes daily Show schedules, 'Sea & Do' guides, site maps, Exhibitor Directory and key information on everything the Show has on offer. Exhibitors are presented with the unique opportunity to showcase their brand in the Show Guide with limited advertising opportunities available. As a key communication tool for the event, the SCIBS Show Guide allows seamless direct connection to all attendees of the event.



16+ **PAGES** 



10,000 **PRINTED COPIES** 

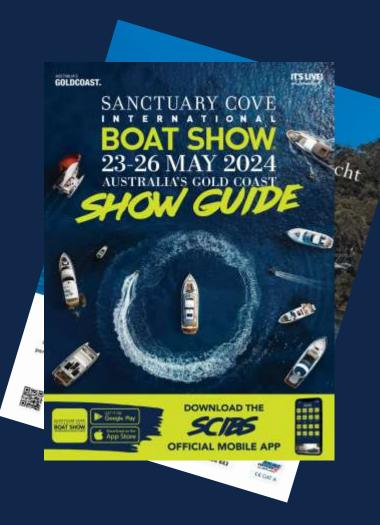


**A5 PRINT &** DIGITAL **VERSIONS** 



DIGITAL **AMPLIFICATION** 



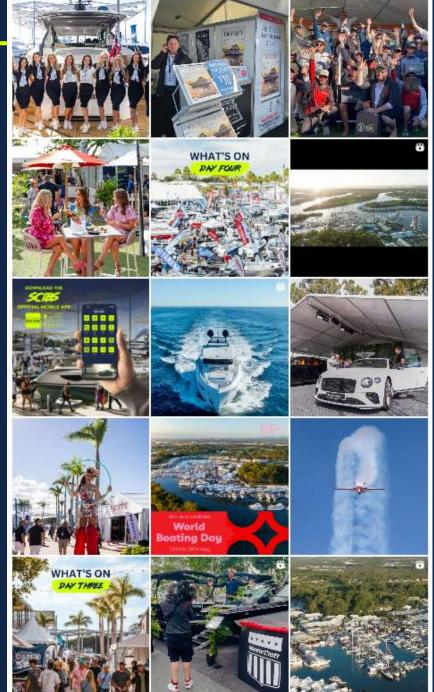


## OUR DIGITAL REACH

SCIBS delivers a comprehensive social media and email content strategy which is activated year-round. Content is designed to achieve maximum engagement and drive awareness for the event, partners and exhibitors.

An extensive paid digital marketing campaign is run in conjunction with organic content to drive reach and awareness to targeted audience interests and locations.









393,314

43,827

UNIQUE VISITORS

EMAIL DATABASE



**2,909,350**LIFETIME VIEWS

31,546

APP SESSIONS







**16,274** FOLLOWERS

8,331

988

FOLLOWERS FOLLOWERS

488,395 REACH 124,500 REACH 25,554

IMPRESSIONS



## SCIBS WEBSITE - AN EVENT HUB

As the main call to action, the show website sees over 393,000 unique visitors each year and is used as a central vehicle to drive all tailored messaging. All marketing efforts are directed to the site and include exhibitor and partner information, press coverage, ticketing and general event information.

For exhibitors, there is a dedicated login to access your information and upload details about your products and services, creating a real-time source of information for both exhibitors and visitors.

Opportunities exist to boost your exhibitor listing on the website with a Featured Exhibitor Listing or upload a blog post to the SCIBS Website with a Content Marketing Package. See more information below 'Marketing Opportunities'.





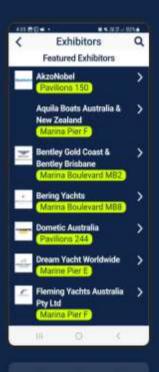
The Sanctuary Cove International Boat Show Mobile APP is a high-impact resource which will strengthen your brand in the market and ensure you stand out from the crowd with increased exposure and a competitive difference.

Like never before, the Mobile APP offers real-time connectivity with push notifications, increased visitor engagement, and lead capture functionality.

Opportunities exist for exhibitors to boost their exhibitor listing on the SCIBS Mobile APP with a Featured Exhibitor Listing. See more information below 'Marketing Opportunities'.



31,456 SESSIONS











## E-NEWSLETTERS

Our e-newsletter is distributed to a qualified and highly engaged database of 40,000+, communicating the latest news about the Show, new product launches, special show offers, and exhibitor news in the lead-up to and during the event.

Opportunities exist to include a dedicated story in both the attendee and industry eNewsletters with a Content Marketing Package. See more information below under 'Marketing Opportunities'.



43,827
EMAIL DATABASE



19,302

EMAIL
LINK CLICKS



127,281 EMAIL OPENS







## SOCIAL MEDIA

Social media platforms Facebook, Instagram, YouTube and LinkedIn continue to grow in popularity and provide an engaging way to promote the Sanctuary Cove International Boat Show, and key exhibitor news.











#### **HELP US HELP YOU**

If you're debuting a boat, new model, new product, or exhibiting something unique, our marketing team would like to work with you to highlight these through our channels.

For more information, contact the Mulpha Events Marketing Team:

+61 7 5577 6869 | media@sanctuarycoveboatshow.com.au

PLEASE NOTE - Whilst we can't guarantee coverage, your submissions will help feed our general attendee marketing, social media and PR for the show.





# SHOW GUIDE ADVERTISING RATES

#### LIMITED OPPORTUNITIES AVAILABLE

OUTSIDE BACK COVER \$7,500
INSIDE FRONT COVER \$6,000
FULL PAGE (run of the book) \$4,500

#### **VALUE ADD: DIGITAL AMPLIFICATION**

Embedded video on advertisement in Digital Show Guide

#### **ADVERTISING SPECS**

**FULL PAGE (A5)** 

Trim: 154mm (W) x 210mm (H)

Bleed: 160mm (W) x 216mm (H)

Type Area: 144mm (W) x 200mm (H)

#### **DEADLINES**

Booking Deadline: Friday April 18, 2025

Material Deadline: Friday May 2, 2025

#### **BOOKINGS & ENQUIRIES**

Mulpha Events - (07) 5577 6011 contactus@sanctuarycoveboatshow.com.au





## ULTIMATE MARKETING PACKAGE

### RATE: \$6,000 (EX GST)

Get the most value out of your Sanctuary Cove International Boat Show Marketing plan with the Ultimate Marketing Package. A combination of our individual marketing packages, the Ultimate package will deliver the most bang for your buck in the lead up to the 2025 Show. Limited Packages Available.

#### WHAT'S INCLUDED?

- Featured Exhibitor Listing (Valued at \$2,500)
- Social Media Package (Valued at \$2,500)
- Content Marketing Package (Valued at \$2,500)

#### **HOW TO BOOK**

To book the Ultimate Marketing Package, simply check the box during your application. For enquiries contact the Mulpha Events Marketing Team: +61 7 5577 6160 | media@sanctuarycoveboatshow.com.au

#### DEADLINE

Material Deadline: Friday March 28, 2025





#### SOCIAL MEDIA PACKAGE





FEATURED EXHIBITOR LISTING











## FEATURED EXHIBITOR LISTING

#### RATE: \$2,500 (EX GST)

Boost your exhibitor listing on the Sanctuary Cove International Boat Show Website and Mobile APP with a Featured Exhibitor Listing. This exposure can provide an increase of 215% in leads and ensure that visitors don't have to filter through exhibitors to find you. Like never before, the Mobile APP offers real-time connectivity with push notifications, increased visitor engagement, and lead capture functionality.

#### WHAT'S INCLUDED?

Your exhibitor listing will appear at the top of the Exhibitor Directory and includes:

- LOGO: 500 x 500px (max. 2mb)
- **BROCHURE:** PDF Brochure (max. 4mb)
- VIDEO: Videos must be hosted on one of the following platforms YouTube, Vimeo, IBM Watson or Brightcove. Simply provide us with the video URL.
- **BUSINESS PROFILE:** 50 words of copy

#### **HOW TO BOOK**

To book the Featured Exhibitor Listing, simply check the box during your application. For enquiries contact the Mulpha Events Marketing Team:

+61 7 5577 6160 | media@sanctuarycoveboatshow.com.au

#### **DEADLINE**

Material Deadline: Friday March 28, 2025

IMPORTANT – Please ensure your business information within the online exhibitor portal is complete and correct. This information will be featured on your listing. Please check website URL, social media handles, brands, contacts and business profile information.

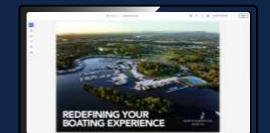














31,456 **SESSIONS** 



LEAD CAPTURE ATTENDEE DETAILS



**REAL-TIME PUSH NOTIFICATIONS** 



## SOCIAL MEDIA PACKAGE

#### RATE: \$2,500 (EX GST)

This is a new opportunity due to demand – leverage SCIBS's Social Media Marketing to booster your brand awareness with dedicated content on the SCIBS social media channels. Don't miss the opportunity to put your brand in front of your target audience and the industry's key decision makers in the lead-up to the show, and drive traffic to your stand during the show.

#### WHAT'S INCLUDED?

- Instagram, Facebook & LinkedIn 1x grid post with branded image in the lead up to the show. Branded image and content to be supplied. (maximum 50 words).
- Instagram & Facebook 1x stories post curated by SCIBS Marketing Team.
- Instagram & Facebook 2 x Dedicated reshares (Must tag @sanctuarycoveboatshow)
- SCIBS YouTube Channel 1x Show relevant video asset uploaded.

#### **HOW TO BOOK**

To book the Social Media Package, simply check the box during your application. For enquiries contact the Mulpha Events Marketing Team:

+61 7 5577 6160 | media@sanctuarycoveboatshow.com.au

#### **DEADLINE**

Material Deadline: Friday March 28, 2025







## CONTENT MARKETING PACKAGE

#### RATE: \$2,500 (EX GST)

This is a new opportunity due to demand – leverage SCIBS's key marketing assets to booster your brand awareness with dedicated content on the SCIBS website, and eNewsletter.

#### WHAT'S INCLUDED?

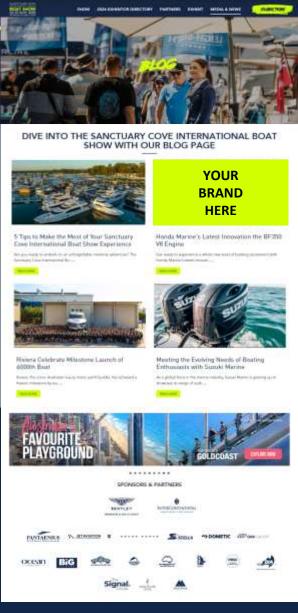
- eNewsletter 1 x feature stories with a branded image highlighting your event display and location at SCIBS to both complete database. (maximum 40 words).
- Website blog post 1 x branded image on the SCIBS website blog page highlighting your event display and location at SCIBS and contact details (maximum 600 words).

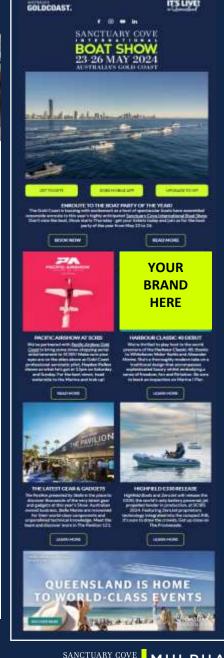
#### **HOW TO BOOK**

To book the Content Marketing Package, simply check the box during your application. For enquiries contact the Mulpha Events Marketing Team: +61 7 5577 6160 | media@sanctuarycoveboatshow.com.au

#### **DEADLINE**

Material Deadline: Friday March 28, 2025





## EXHIBIT OR BRANDING KIT

## GET YOUR EXCLUSIVE EXHIBITOR BRANDING KIT

The more the Show is promoted, the better the opportunity to enhance your return on investment! Share the excitement with your clients, prospective clients, and followers, with our exhibitor-exclusive branding kit.

To help you promote the Show, we've designed CANVA templates that you can easily personalise by adding your business logo – all you need is a free CANVA account. Simply add your business logo and download all the SCIBS assets you need including logos, email footer, social media and digital assets. Use them across your marketing channels to start spreading the word that you'll be at the Sanctuary Cove International Boat Show! You can access the templates below:

- Logo Suite
- Website MREC (300 x 250px)
- <u>Instagram Story</u> (1080 x 1920px)
- Instagram Grid (1080 x 1080px)
- Facebook Event Cover (1920 x 1080px)
- <u>Email Signature</u> (699 x 100px)
- LinkedIn Banner (1200 x 675px)
- Website Leaderboard (728 x 90px)





## JOIN THE CONVERSATION ON SOCIALS

The show has a comprehensive social media strategy designed to achieve maximum engagement and profile for the event, partners and exhibitors across targeted social media platforms.

Be sure to tag us and join the conversation using #SCIBS on Facebook, Instagram, YouTube and LinkedIn. When you tag us, we will be able to reshare to our audience.

#### **HOW TO USE OUR SOCIALS**



**FACEBOOK** 

@scboatshow



**INSTAGRAM** 

@sanctuarycoveboatshow



LINKEDIN

Sanctuary Cove
International Boat Show



YOUTUBE

Sanctuary Cove
International Boat Show





## ■ MEET THE MULPHA EVENTS MARKETING TEAM

The Mulpha Events Marketing Team are here to help and will work with you to promote your presence at the show. Show social media, press coverage and email communications come from the marketing team recommending what's a "must-see" at the Show, along with up-to-the-minute "What's New & What's Hot" lists distributed in the lead-up to and during the Show.

Don't miss your opportunity to be part of the show excitement. The sooner you provide the information, the more exposure you'll receive!

#### START PLANNING EARLY

We cannot emphasise this enough! Six months out from the show sounds like a long time but when crunch time comes around, you will thank yourself for being proactive and ahead of the game.

#### DEVELOP A MARKETING STRATEGY

During the event, you want as many qualified leads as possible to visit your stand. The Mulpha Events Marketing Team will promote the show, however it's critical that exhibitors have their own strategy also. Suggestions include social media, email marketing, advertising, promotions, press releases, or a combination of the above. The sooner you confirm your marketing strategy, the better.



#### ☐ INVITE YOUR CUSTOMERS

As you will be investing hours of planning into your show exhibit, you want qualified leads to show up for it. The local radio station may advertise the show as a whole; however, we encourage exhibitors to reach out to their client database and advise them they will be at the Show. By offering a complimentary ticket, your clients will feel like they are receiving a special invitation and are much more likely to come to your stand. An added benefit of contacting your database is it opens the door to discover other information like purchase interests, parts or service needs, relocations, and other contact information updates.

## ☐ STAND/ BRAND ACTIVATION

How are you going to attract people to your stand at the show? When visitors have an experience with a brand, rather than just see one, it can be a powerful tool for a great customer and brand relationship.

Will you giveaway gifts, information kits or promotional items? Having a plan to build your brand awareness with visitors will set you apart from your competitors.

#### DATA ACQUISITION

How will you collect the contact details of the people who visit your stand? Having a well-planned data acquisition strategy will enable you to follow-up with collected leads after the event and convert those visitors into clients.



#### NETWORKING EVENTS

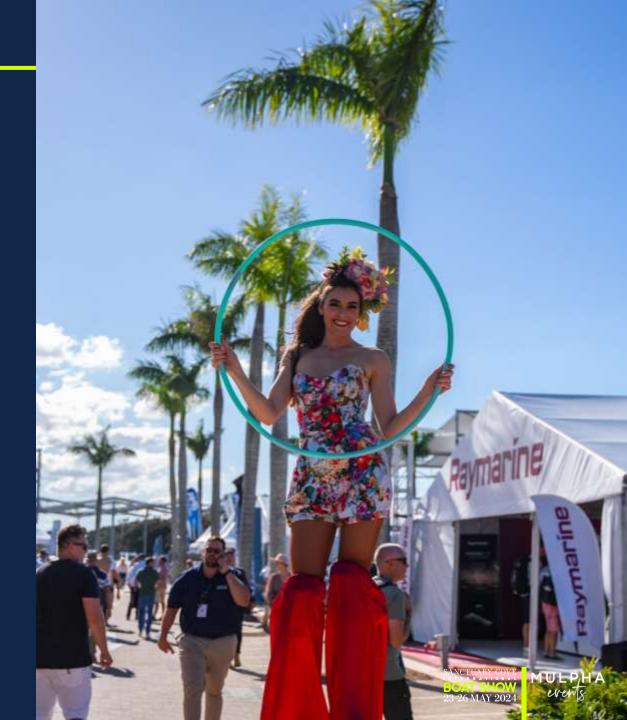
Host an invite only event on your stand or consider partnering with the show (or another exhibitor) to host an event and get to know new people and access new markets. Send invitations in advance and distribute flyers during the show to invite people on the ground.

#### DEBUTS & BOAT SHOW SPECIALS

Are you debuting a new boat, new model, new product or something unique at the show? Are you offering special incentives, such as lower pricing, package deals or special financing – be sure to provide this information to the Mulpha Events Marketing Team and promote this through your channels.

#### 

A great way to prepare your team, is to train them prior to the show. As they will be the first point of contact at the Show, a training session will assist to better prepare them to perform at their best. Ideas for this include sales training videos, role reversal practice, written sales pitches to review, or pricing overviews so they are fully prepared for anything that comes their way. During the show, each day should begin with a sales meeting. This time can be used to address questions, go over what happened the day before, the day's goals, current numbers and inventory, etc.



#### ☐ HELP US HELP YOU

The Mulpha Events Marketing Team are here to help and would like to work with you to promote your presence at the show. Whilst we can't guarantee coverage (unless included in one of our marketing packages), your submissions will help feed our general attendee communications, social media, e-newsletters and PR.

Contact: +61 7 5577 6106 | media@sanctuarycoveboatshow.com.au





## JOIN THE CAST AND CREW

# SANCTUARY COVE IN TERMATIONAL BOAT SHOW 22-25 MAY 2025

sanctuary coveboatshow.com.au

## **MULPHA EVENTS MARKETING TEAM**

+61 7 5577 6011

media@sanctuarycoveboatshow.com.au

MULPHA events