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**Big Sky Brooklyn's Expanded Literature: An Unprecedented Marketing Strategy** 

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#### **Expanded Literature: Novel / Social Media / Licensing**

Expanded Literature (EL) is an unprecedented marketing and licensing strategy, intended to both supplement and promote *Big Sky Brooklyn* the novel. EL will make the book come alive, through fresh and varied content; and give it constant visibility.

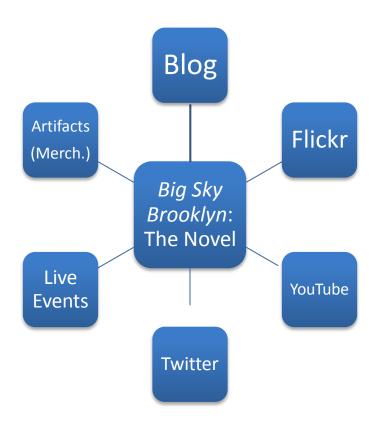
EL includes photos, poetry and more, spread across a variety of social media platforms, including <u>Blogger</u>, <u>Flickr</u>, and <u>Twitter</u>. Future plans could include more history/reportage and viral videos (YouTube) featuring characters from the book.

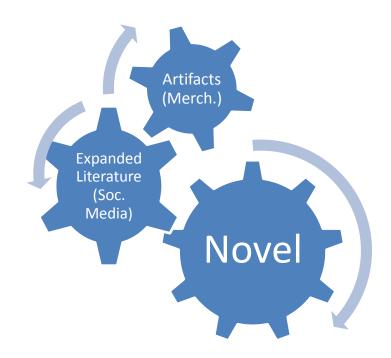
Big Sky Brooklyn Artifacts (see pgs. 17 - 22) presents licensing possibilities that the novel's publication would galvanize.

EL, being multifaceted, lends itself to new platforms, new content sources, and additional streams of revenue. The book is *the* central element and stands on its own. However, all the elements in concert—the book, social media, and licensing—is a three-headed entity, a mutant spawn of literature and technology, art and commerce.

Some publishers will immediately sense that *Big Sky Brooklyn* has a built-in buzz factor—**paradigm for the convergence of literature and social media**, perhaps. This is appealing for several reasons. Above all, it means that a key part of the work required to market the book has already been done, and the author has embraced the role of developing and *maintaining* it.

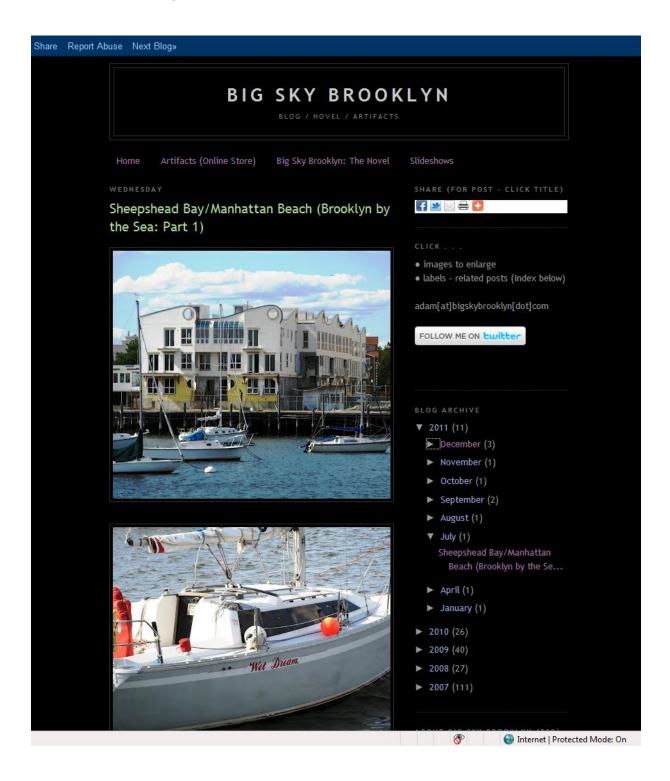
# **Visualizing Expanded Literature**

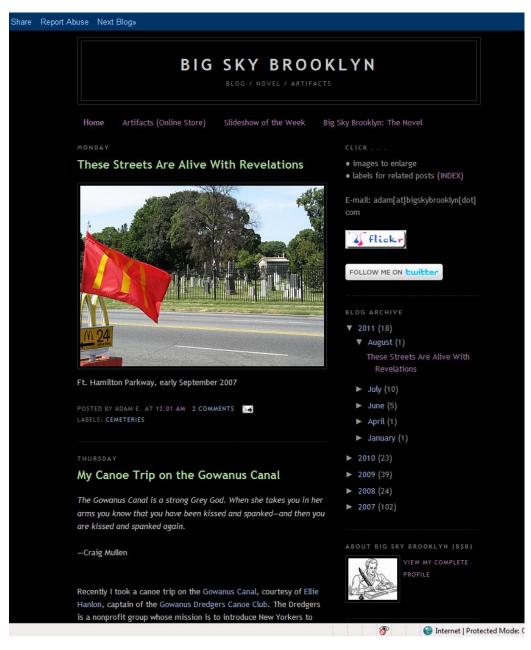




### BigSkyBrooklyn.com (Blog)

BigSkyBrooklyn.com: photos, poetry, and short essays . . . The hub of expanded literature for Big Sky Brooklyn the novel. [Link to blog]







Tabs:

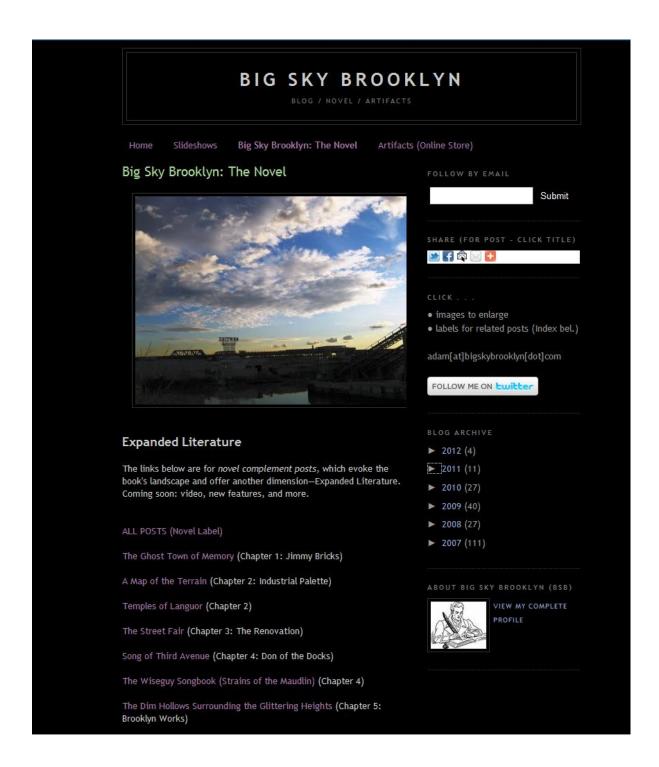






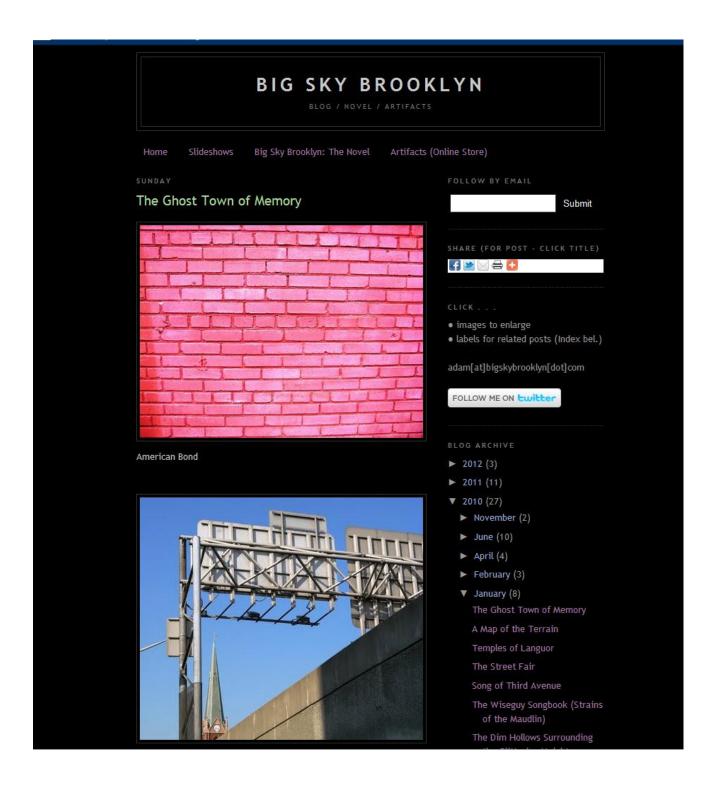
### Big Sky Brooklyn: The Novel (Blog Tab)

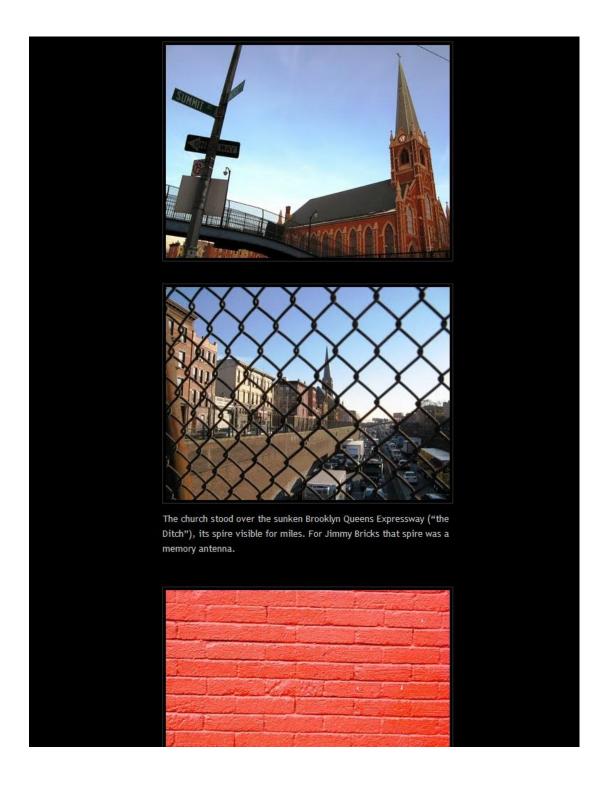
The novel complement post (NCP) annotates and expands a specific scenario in the novel. [Links: Blog tab for NCPs . . . All NCPs (Novel label on blog)]



## The Ghost Town of Memory (Novel Complement Post)

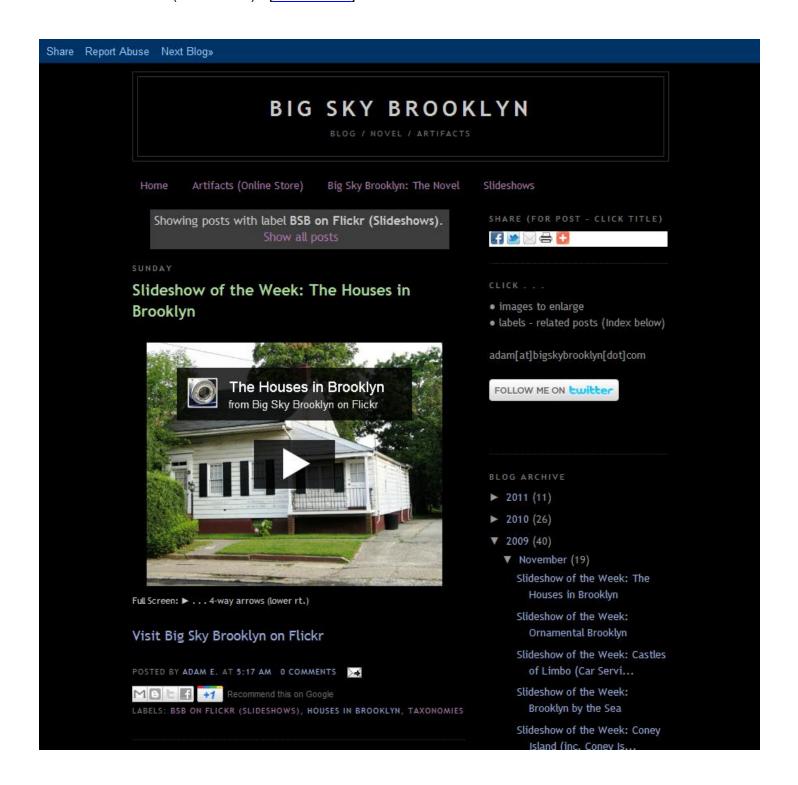
A novel complement post (NCP). [Link to NCP]

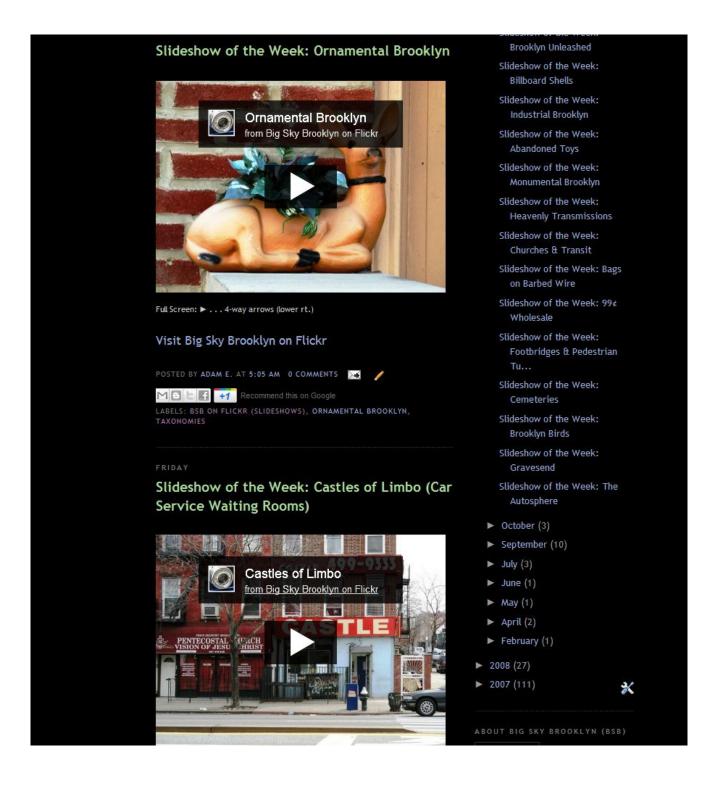




#### Slideshow of the Week Archive

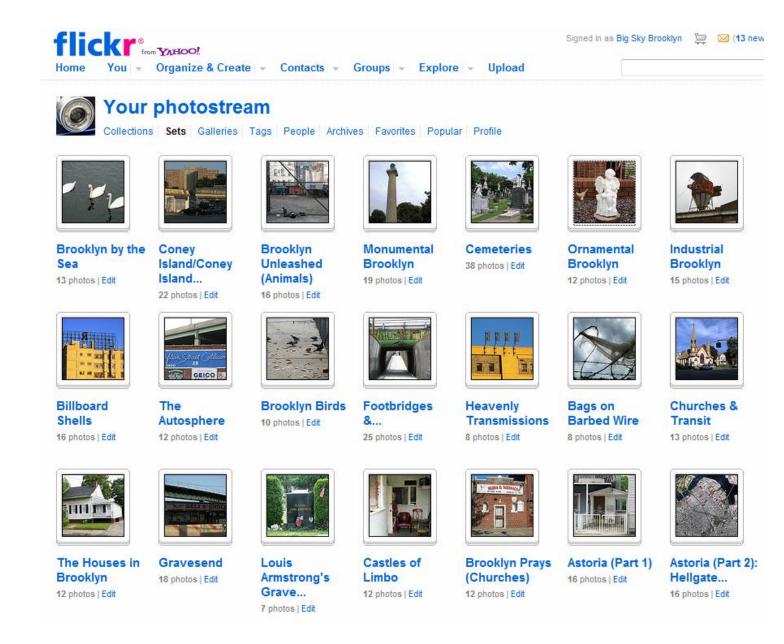
Slideshow of the Week blog posts (from Flickr photo sets) . . . Linked from Slideshows blog tab, or the blog label "BSB on Flickr (Slideshows)." [Link to label]





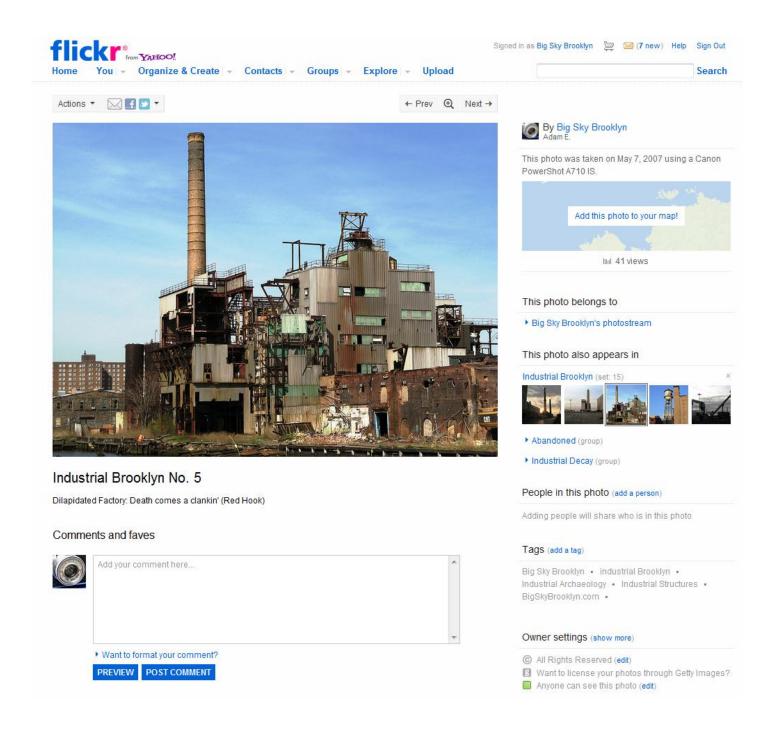
#### Flickr Photo Sets

Thematic groups of photos: neighborhood taxonomies, visual totems, etc. [Link to Flickr sets]



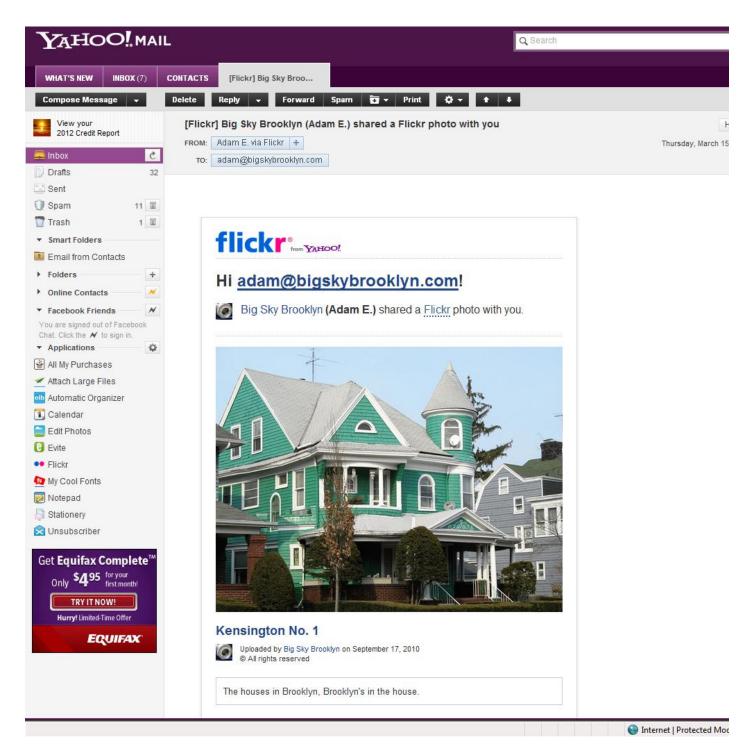
#### **Individual Flickr Photo**

### [Link to photo]



### Individual Flickr Photo (E-mail Promo)

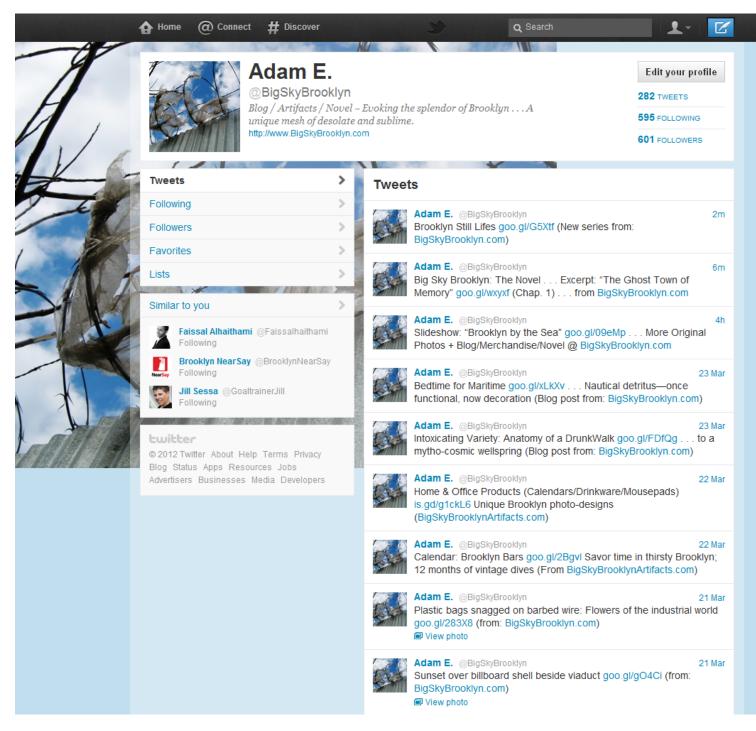
Photo, e-mailed from Flickr site . . . Part of marketing campaign: new product, event, or new content (blog post, slideshow, tweet, etc.). [See below: Single Product E-mail . . . Link to Flickr photo]



#### **Twitter**

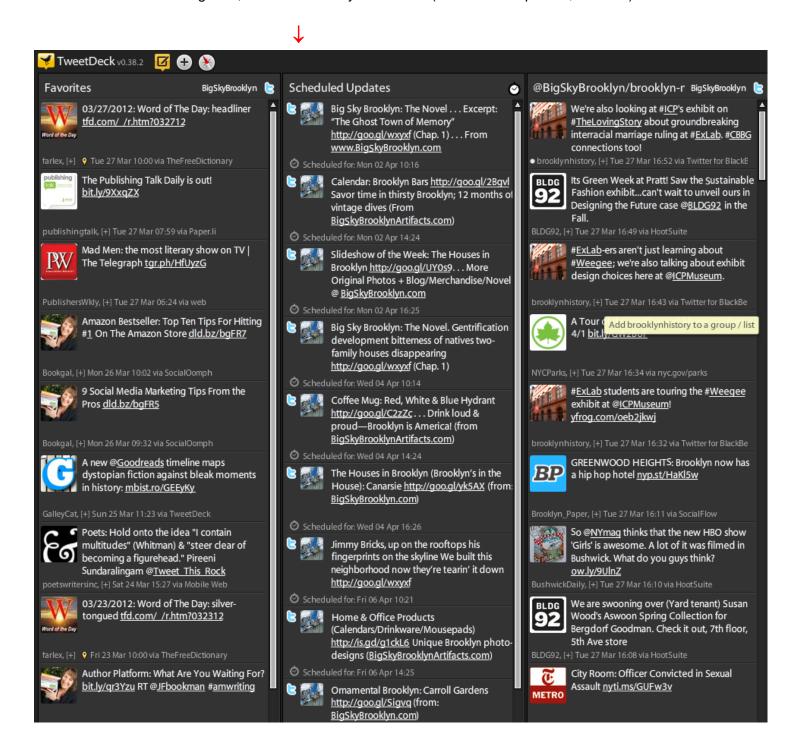
Twitter is a linchpin of Big Sky Brooklyn's cross-promotional strategy. The different tweet categories\* are aligned with each other and help to coordinate marketing campaigns. [Link to Twitter profile page]

\*Shown below: Novel Complement Post (NCP), Slideshow, New post on BigSkyBrooklyn.com, New Product/Line (Artifacts), Single picture ("Abstractions").



## Twitter Campaign (TweetDeck)

Tweets from various categories, coordinated & synchronized ("Scheduled Updates," 1 week)



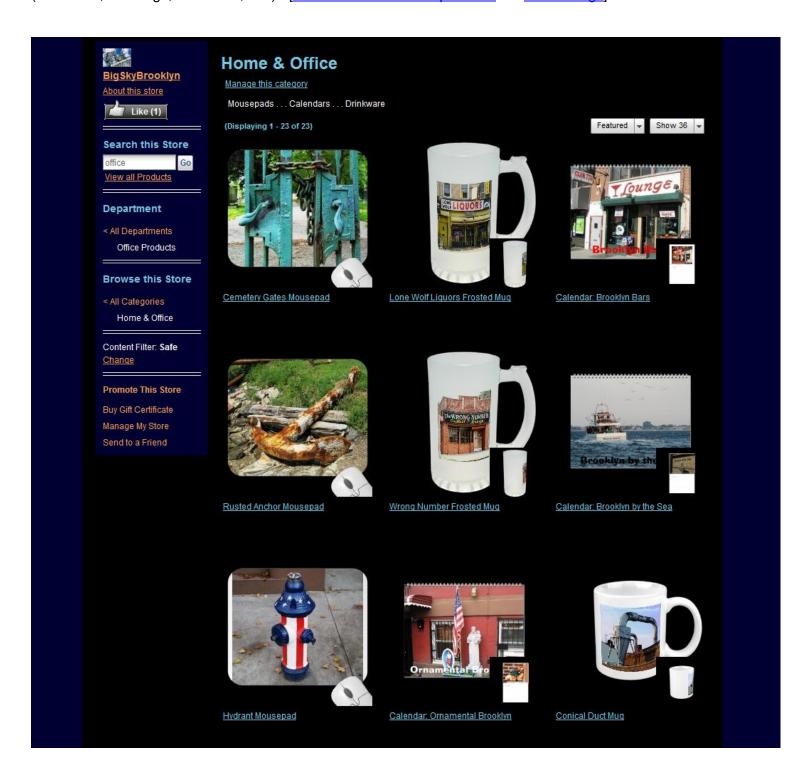
#### **Big Sky Brooklyn Artifacts (Home page)**

Big Sky Brooklyn Artifacts is my online store where I sell a variety of merchandise. The designs are based on images/themes from the blog. (The store is hosted on Zazzle.com.) [Link to Big Sky Brooklyn Artifacts]



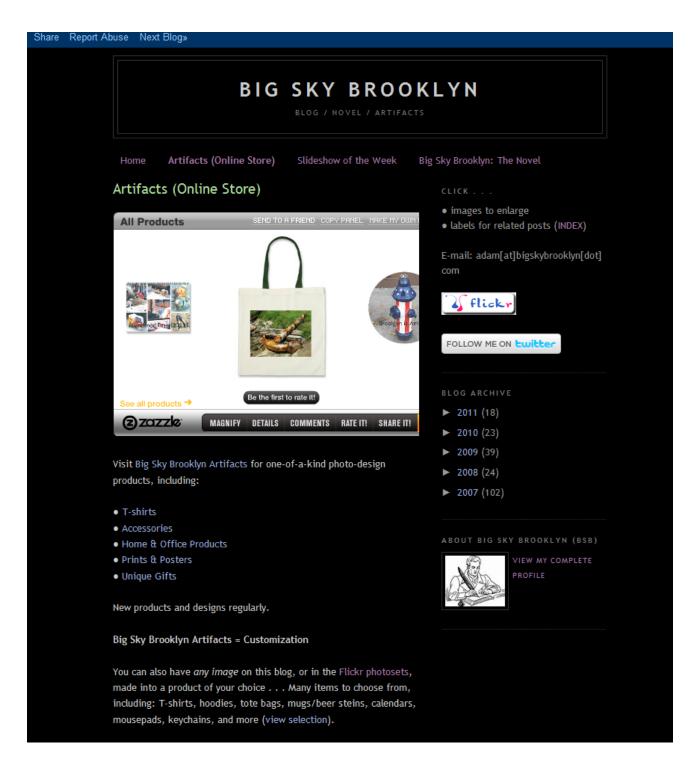
## **Big Sky Brooklyn Artifacts (Home & Office Products)**

Big Sky Brooklyn Artifacts is organized by product lines (like the example below); and product groups (calendars, tote bags, drinkware, etc.). [Link to Home & Office products . . . Link to bags]



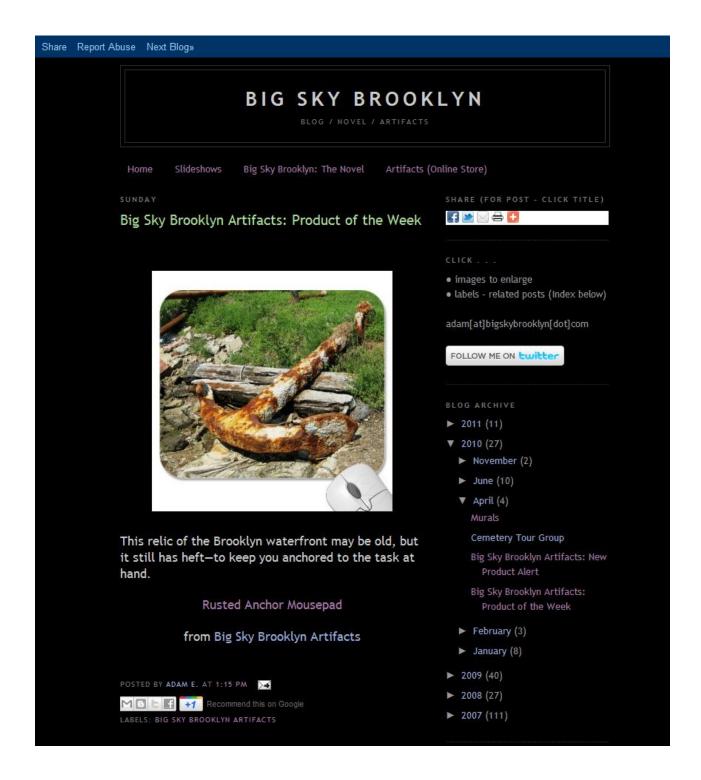
#### **Artifacts (Blog Tab)**

The Artifacts tab on the blog includes a flash panel. It displays, in moving sequence, all the merchandise available from Big Sky Brooklyn Artifacts. (Other types of flash panels—e.g., for a product group—can be easily made and embedded in a blog post or any Website.) [Link to Artifacts blog tab]



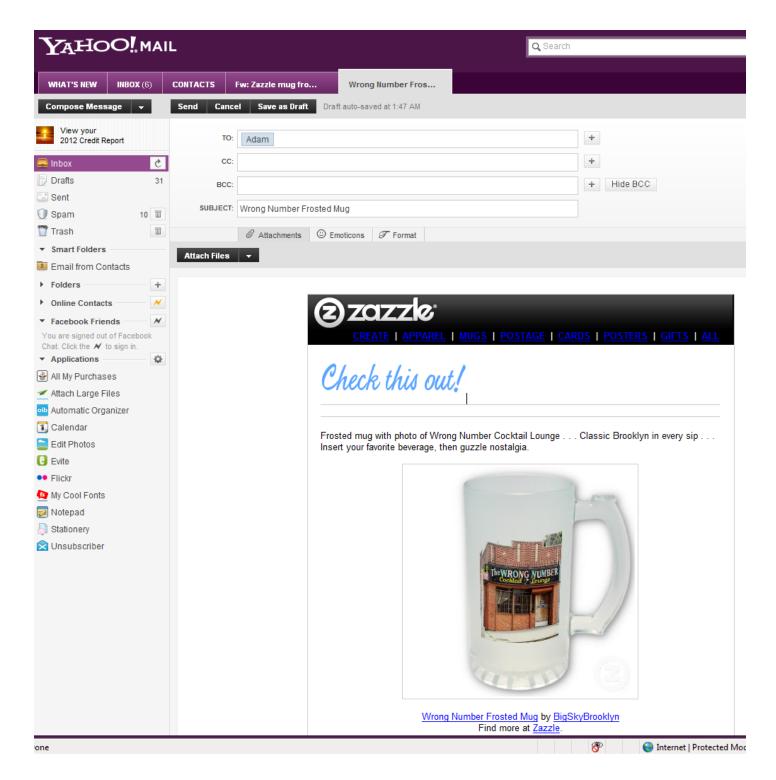
#### Single Product Blog Post (Artifacts)

This type of post can be coordinated with Twitter, e-mail, and other vehicles for an integrated campaign. (The copy here is from the Big Sky Brooklyn Artifacts site.) [Links: Blog post . . . Product]



## Single Product E-mail Promo (Artifacts)

This type of e-mail can be used as part of a campaign, to promote a product and thematically similar content. (The copy here is from the Big Sky Brooklyn Artifacts site.) [Link to product]



## **Facebook Promotions (Artifacts)**

Products from Artifacts posted on a Facebook page. The copy in these posts (above the product) is from the Artifacts site. [Links: Cemetery Gates iPad Case . . . Lounge Frosted Mug . . . Doves Kissing Keychain]



#### **Links in this Document (and in Screenshots)**

**Expanded Literature: Novel / Social Media / Licensing:** Blogger . . . Flickr . . . Twitter . . . Big Sky Brooklyn Artifacts

BigSkyBrooklyn.com (Blog): Blog

Big Sky Brooklyn: The Novel (Blog Tab): Blog tab for NCPs . . . All NCPs (Novel label on blog)

The Ghost Town of Memory (Novel Complement Post): Novel Complement Post

Slideshow of the Week Archive: Blog label

Flickr Photo Sets: Flickr sets

Individual Flickr Photo: Photo

Individual Flickr Photo (E-mail Promo): Flickr photo

Twitter: Twitter profile page

[Links in Screenshot: Brooklyn Still Lifes . . . Excerpt: The Ghost Town of Memory (NCP) . . . Slideshow: Brooklyn by the Sea . . . Bedtime for Maritime . . . Intoxicating Variety . . . Home & Office Products . . . Calendar: Brooklyn bars . . . Plastic bags on barbed wire . . . Sunset over

billboard1

Big Sky Brooklyn Artifacts (Home page): Big Sky Brooklyn Artifacts

Big Sky Brooklyn Artifacts (Home & Office Products): Home & Office Products

Artifacts (Blog Tab): Artifacts blog tab

Single Product Blog Post (Artifacts): Blog post . . . Product

Single Product E-mail Promo (Artifacts): Product

Facebook Promotions (Artifacts):

Cemetery gates iPad case . . . Lounge frosted fug . . . Doves kissing keychain