### 2023 - 2024 National Club Achievement Competition

### Category of Entry: Programs

Introduction: The Ad 2 Houston team collectively established the following goals at the beginning of the term:

- 1. Host a successful series of Happy Hour Socials in collaboration with AAF-Houston.
- 2. Foster relationships with young professionals at collegiate chapters and recent graduates to attend more of our events.
- 3. Expanding promotional capabilities by implementing reels, audio ads and cross collaborations with local artists.

Our calendar of events for the 2023-2024 year can be seen in Exhibit 1. This calendar includes Ad 2 Houston and AAF Houston events so we make sure not to overlap.

### **Program 1: Member Mix**

*Event Details:* Member Mix was our inaugural event, designed as a membership drive and networking opportunity held on July 20th at 5:30 p.m. Attendees enjoyed discounted Ad 2 and AAF Houston memberships along with complimentary professional headshots.

*Target Audience:* This event was open to the Houston advertising community, encouraging both existing and potential members to join Ad 2 and AAF Houston. Board members were present to facilitate networking and recruitment.

*Method of Promotion:* To create buzz, we introduced a fun mascot for the event and utilized our social media platforms (Instagram, LinkedIn, Facebook) to share posts (Exhibit 02). Board members actively reposted content, and we introduced a "Know Before You Go" (KBYG) email to assist attendees in registration and event navigation (Exhibit 03). AAF Houston also supported promotion on their socials and through email campaigns.

*Average Attendance:* We saw a fantastic turnout with around 30 attendees, including both familiar faces and newcomers interested in the Advertising Federation (Exhibit 04). Four individuals joined Ad 2 Houston during the event, and post-event, we welcomed 12 new active members (Exhibit 05).

*Feedback Mechanism:* Attendees provided positive feedback during the event, with members of AAF Houston also endorsing the event's success. The new memberships acquired serve as a positive indicator of attendee satisfaction.

*Results:* The Member Mix event was a strong start to our year, fostering new connections and welcoming 15 fresh faces into Ad 2 Houston. With a mix of existing and new members, the event provided an engaging platform for networking and recruitment.

### **Program 2: Beers with Peers**

*Event Details:* The Beers with Peers program, encompassing two distinct events, aimed to foster a sense of community and networking within the advertising sector. The first event took place on September 28th from 6:00 to 9:00 p.m., continuing the series of happy hour socials (Exhibit 06). It provided a relaxed environment for networking. The second installment, held on February 8th, served as a community gathering before the advertising awards, offering a platform for members, new attendees, and students to connect (Exhibit 27).

*Target Audience:* The target audience for both events included Houston's advertising professionals, active members, and students seeking industry connections. The first event encouraged students from local colleges to engage with established professionals, while the second aimed at current members, newcomers to the advertising industry, and students completing their spring semester. Efforts were made to reach a diverse group through outreach to local university clubs and social media promotion (Exhibit 28).

*Method of Promotion:* Promotion for these events spanned various platforms, including social media channels, podcast advertisements, and audio-centric ads for the first event (Exhibits 07, 08). The second event's promotion extended to university clubs, social media channels, and AAF Houston's luncheon announcements, employing engaging graphics and posts across platforms to generate interest.

*Average Attendance:* The first Beers with Peers event exceeded expectations with over 40 participants, while the second event maintained a strong turnout with 30 individuals, including a significant number of new students (Exhibit 27).

*Feedback Mechanism:* Feedback was actively collected during both events by the execution team. The first event utilized QR codes for easy event registration and feedback submission through a Google form (Exhibit 09). The second event continued this practice, providing an easy avenue for attendees to share their thoughts and contact information (Exhibit 29).

*Results:* The combined Beers with Peers program was successful in strengthening community ties and attracting a new pipeline of potential members. The first event resulted in one new board member and 10 additional contacts for the email list. The second event built upon this success, setting a strong foundation for future collaborations and networking opportunities within the Houston advertising community.

### Program 3: Student Conference - What's Next Panel Discussion

*Event Details:* As part of the AAF Houston student conference on November 4th, 2023, Ad 2 Houston organized a panel discussion focusing on various fields within the advertising industry. The panel aimed to answer students' questions about entering the industry post-college.

*Target Audience:* This event catered to students attending the conference, along with young professionals interested in media planning, project management, social media, marketing, graphic design, and public relations. Our speaker selection aimed to create a diverse panel representing these fields. (Exhibit 10)

*Method of Promotion:* Promotion was closely tied to the student conference, with AAF and Ad 2 Houston utilizing social media channels to encourage student registrations. The event was integrated into the conference's promotional efforts. (Exhibit 11).

*Average Attendance:* The student conference drew 40 students, with an additional 15 attendees joining the panel discussion, demonstrating strong interest in industry insights. (Exhibit 12)

*Feedback Mechanism:* Post-event, we gauged audience reactions through simple hand-raising surveys. We also engaged attendees at our career fair booth, gathering contact information for future event notifications. (Exhibit 13)

*Results:* Our panel discussion at the student conference proved successful, fostering new relationships with student attendees. We expanded our email contacts by 29, enabling us to further promote upcoming events and opportunities within the advertising industry (exhibit 14).

### **Program 4: Pickle Pitch**

*Event Details:* Pickle Pitch was our unique Pickle Ball Fundraiser event, featuring a bracket-style tournament, a silent art auction with local artists' creating custom art paddles (Exhibit 15), and ample networking opportunities. Held on November 26th, the event aimed to blend fun and networking within Houston's advertising community (Exhibit 16).

*Target Audience:* We targeted Houston's advertising and marketing professionals, inviting them to network in a casual yet competitive setting. To broaden our impact, we collaborated with AAF-Houston to extend invitations to students and community members, offering sponsorships for student groups. We utilized previous events such as Beers with Peers with announcement materials (exhibit 17) and the student conference where we organized a raffle to the students attending themed around Pickle Pitch (exhibit 18). All efforts helped raise awareness and assisted people to register early.

*Method of Promotion:* Our production and execution team employed diverse promotion tactics, including social media reels (exhibit 19), radio ads on our podcast (exhibit 20), scheduled social media posts (exhibit 21), email pieces (exhibit 22) and animated content (Exhibit 23). Additionally, We created artist spotlights for our art sponsors who in return reshared the posts and extended event awareness across their network around the city (Exhibit 24).

*Average Attendance:* The event drew 35 attendees, including students introduced during the student conference. AAF board members also attended to show their support, and sponsored tickets allowed additional community members to participate.

*Feedback Mechanism:* Board members present at the event engaged with attendees, gathering feedback on the event's promotions and execution. This direct interaction provided valuable insights for future events.

**Results:** Pickle Pitch proved to be a successful fundraising event, generating \$1200 in revenue as shown in (exhibit 25). Everyone who attended had a enjoyable time, and had many positive feedback to share post event (Exhibit 26). We welcomed a new board member and established a solid foundation for future fundraising endeavors. The event's promotion strategies displayed promise for future events, highlighting the use of varied promotional strategies.

*Conclusion:* Throughout 2023-2024, Ad 2 Houston crafted engaging programs to unite Houston's advertising community. From Member Mix to Pickle Pitch, each event aimed to foster connections and inspire growth.

Our commitment to inclusivity shone through in every program, welcoming new faces at Beers with Peers and guiding students in the What's Next Panel. We bridged the gap between professionals and emerging talent, creating a platform for ideas to flourish. Success was seen not just in numbers, but in the energy of our attendees. Familiar faces returned, eager to connect, while new voices enriched our community.

We are grateful for our members, sponsors, and partners. The ad 2 Houston board dedication has driven our success. Together, we've strengthened Houston's advertising landscape. Looking ahead, we're excited to build upon this foundation, exploring new collaborations and innovations.

### Exhibits:

Exhibit 01: Calendar of Events

# Ad 2 HOUSTON EVENT SCHEDULE

AD 2 HOUSTON BOARD RETREAT

- July 20, 2023 : Member Mix
- August 2023 : August 2023: AAF Lunche
- September 2023: (BWP) Sept 28, 6-9pm
  September 2027: A5E Lunchen
- October 2023 :
  October 2023: AAF Night of Diversity
- November, 2023 : Pickleball (Pickle Pitch) November 26
  November 3 & 4, 2023: Student Conference
- December 2023 :
  December 2023: In Cahoots Holiday Mixer
- January 2024 : January 2024 Luncheon
- Ebuary 2024 : (BWP) February 8th
  Febuary 15, 2024 : American Advertising Awards

Exhibit 02: Social Media posts scheduled and posted on all Social Media Channels, including AAF-Houstons.

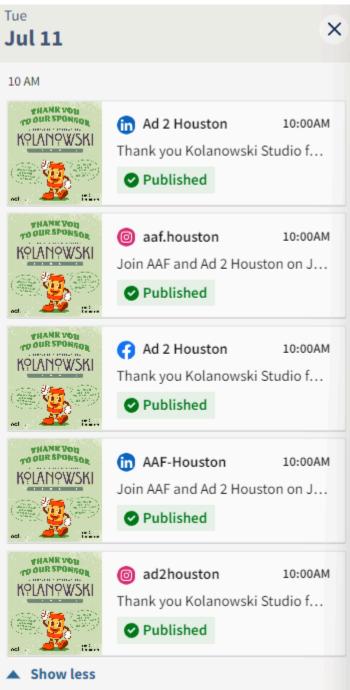
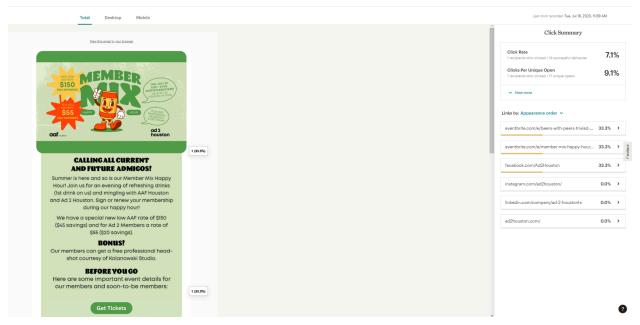


Exhibit 03: Member Mix Know Before You Go Email



### Exhibit 04: Images of Attendance in Member Mix

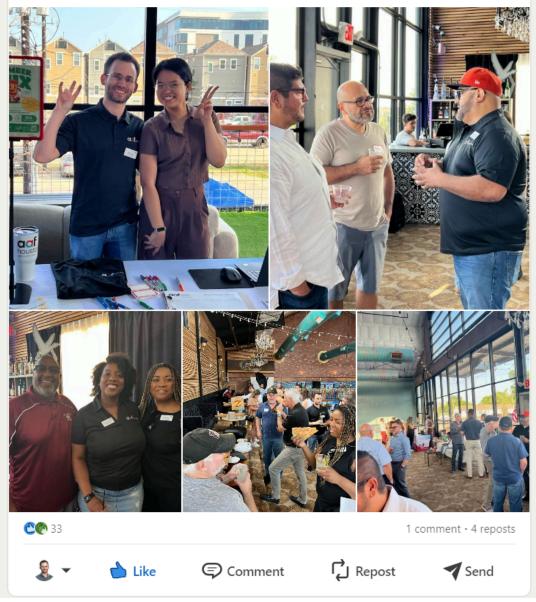


AAF-Houston 835 followers 7mo • S

AAF was in full force at last Thursday's member mixer. Special thanks to all those who showed up to support and get involved in this community.

• • •

Big thanks to DMMD and Kolanowski Studios for sponsoring. Interested ir ...see more



ate Signed Up	▼ Memb	ership Type \Xi Work Email	\Xi First Name	\Xi Last Name	Ŧ	Company
07/31	/2023 Ad 2	aforman@thegeneral.com	Aarian	Forman		The General
07/31	/2023 Ad 2	adg547@gmail.com	Adam	Groce		Freelance
07/14	/2023 Ad 2	heloualex1@gmail.com	Alexander	Helou		Zurvita
07/08	/2023 ad 2	ekernell@gmail.com	Emily	Kernell		
08/02	/2023 Ad 2	elong352@gmail.com	Erika	Cherelle Rodriguez		Medium Giant
07/31	/2023 Ad 2	FranklinAlfaroJ@gmail.com	n Franklin	Alfredo		Moroch Digital Solutions
09/22	/2022 Ad 2	ashleydavis0395@gmail.co	m Jacob	Dantone		iHeart Media
08/04	/2023 Group	/ Ad 2 jamie@dmmdesign.com	Jamie	Koenig		DMMD
07/30	/2023 Ad 2	kaitlynnarielturner@gmail.	com Kaitlynn	Turner		Hewlett Packard
08/24	/2023 Ad 2	abukishknw@gmail.com	Noor	Abukishk		Mountaintop Consulting
07/24	/2023 Ad 2	tatianalzelaya@gmail.com	Tatiana	Zelaya		Decode
07/20	/2023 Ad 2	Heiwayen2013@gmail.com	Yen	Le		SSHU

Exhibit 05: Membership of Members who registered as members during the month of July

### Exhibit 06: Beers with Peers Announcement post



Exhibit 07: Beers with Peers Promotional Materials posted across all Social Media Channels including AAF-Houston.

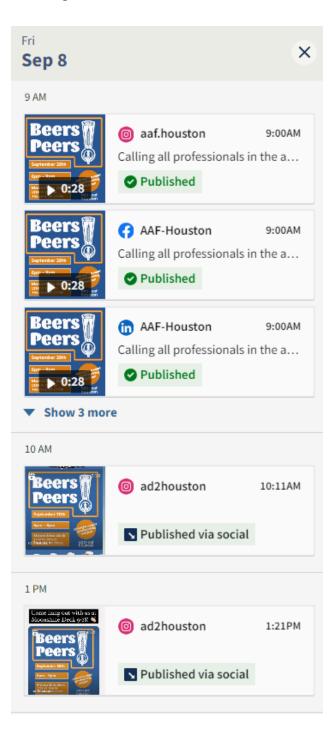


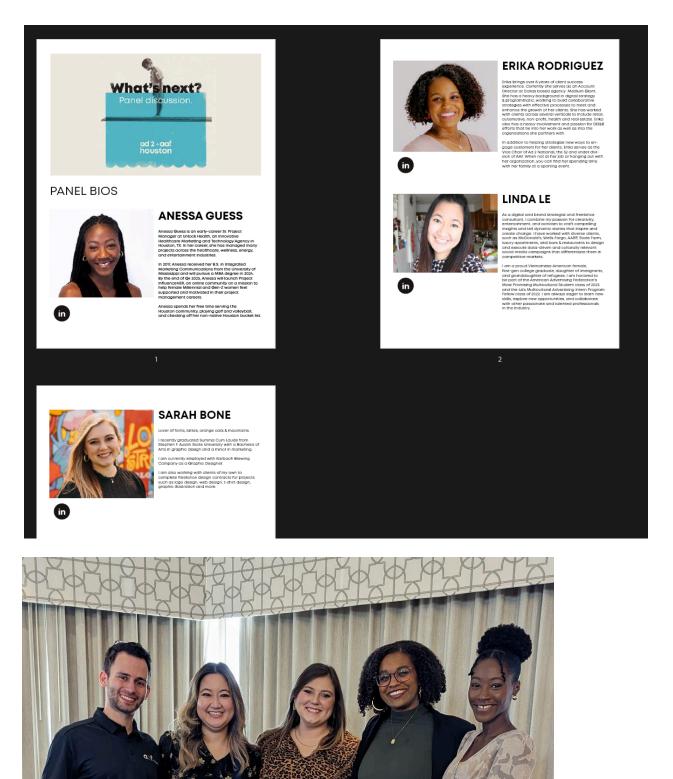
Exhibit 08: Podcast Ad for Beers with Peers

S	Beers With Peers - September 28th Ad 2 Houston Presents The Admigos Podcast	
	Aug 2023 · 25 sec left	
	$\oplus$ $\triangle$	Þ

### Exhibit 09: Beers With Peers Google Form Responses

mestamp	Name	Email	Phone number	Industry/Workplace	Are you a current member?	Would you like us to reach out to you for future events?	Are you under 3
9/28/2023 15:59:4	13 Macon Leiper	macon@leiperphotography.com	713-598-7530	Media creation. Photo/video	Yes	Yes Please	No
9/28/2023 16:10:2	6 Greg Kolanowski	greg@kolanowskistudio.com	7137034032	Photography	No	Yes Please	No
9/28/2023 16:11:1	9 ROSE MULRONEY	rose@blackjadecreative.com	7734855815	Marketing	No	Yes Please	Yes
9/28/2023 16:12:1	6 John Deltatto	john@zakoil.com	713 927-4784	Advertising	Yes	Yes Please	No
9/28/2023 16:20:0	6 Cameron Newhouse	newhousecameron.work@gmail.com	I	4 The One Studio	Yes	Yes Please	Yes
9/28/2023 16:20:3	6 Cooper Murphy	cmjayhawk@gmail.com	7134165739	5+8	Yes	Yes Please	Yes
9/28/2023 16:23:3	15 Guido falconi	gfalconi210@gmail.com	7038951332	Marketing	Yes	Yes Please	No
9/28/2023 16:31:4	18 Mike Demma	mad1445@gmail.com	3154047911	Adcetera	No	Yes Please	No
9/28/2023 16:34:3	2 Caitlyn Mcintyre	caitlynmcintyre1@gmail.com	2104154624	Advertising	Yes	Yes Please	Yes
9/28/2023 16:54:2	0 Aarian J. Forman	aforman@thegeneral.com	2175973834	The General Insurance   Financial Services	Yes	Yes Please	Yes
9/28/2023 16:54:3	8 Karem Garcia-Loera	uberaktiv@gmail.com	9153551789	Design	No	Yes Please	No
9/28/2023 16:55:2	5 Josiah George	josiahgeorge2@yahoo.com	19044140789	Basis	No	Yes Please	Yes
9/28/2023 16:56:2	1 Carol Bishara	ccbishara@yagoo.com	8326039492	Adv @ integer	No	Yes Please	Yes
9/28/2023 17:00:0	7 jag Singh	jag0910@gmail.com	7327668869	A.R.M. Consulting	No	Yes Please	No
9/28/2023 17:01:4	9 Alliyah Espinoza	alliyahe@gmail.com	8322316002	Harris health system	No	Yes Please	Yes
9/28/2023 17:02:0	7 Francel Regondola	francel.reg@gmail.com	8326434905	AAF-UH	No	Yes Please	Yes
9/28/2023 17:04:5	i8 Jennifer Cuello	jenncuello@gmail.com	7133201707	Social media management / student	Yes	Yes Please	Yes
9/28/2023 17:25:	3 Jennyfer Arquieta	jennyfer.arquieta@gmail.com	8326593152	Manager	No	Yes Please	No
9/28/2023 17:30:0	14 Marc Bacani	marc@mbacani.com	7138250512	Product Dev	No	Yes Please	No
9/28/2023 16:23:1	4 Maite Jimenez	jmaite296@gmail.com	8323709493	Marketing	No	No Thanks	Yes
9/28/2023 16:54:3	5 Marcos Harris Jr.	marcos@xceleader.com	6157151387	Advertising/Xceleader	No	No Thanks	Yes
9/28/2023 16:39:4	1 Pablo	pablovasquez0890@gmail.com	7604584944	Lopez Negrete communications	Yes	No Thanks	Yes
9/28/2023 16:40:1	0 Marcelo	mmarisal1998@gmail.com	214-609-0646	Lopez Negrete communications	No	No Thanks	No

### Exhibit 10: What's Next Speaker Panel Line Up



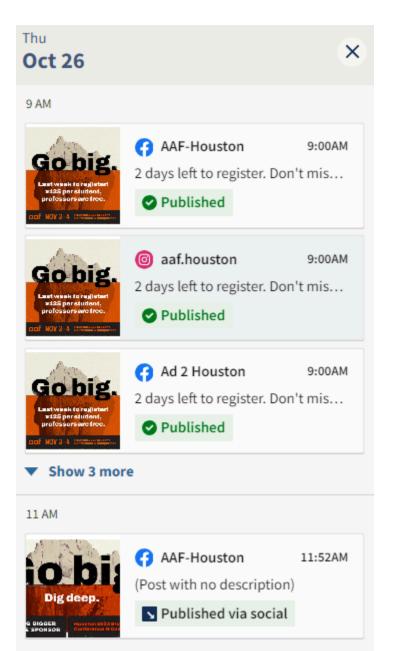


Exhibit 11: Social Media Content promoted on all channels including AAF-Houston

Exhibit 12: Picture of Audience who were present during our What's Next Panel Discussion during Student Conference

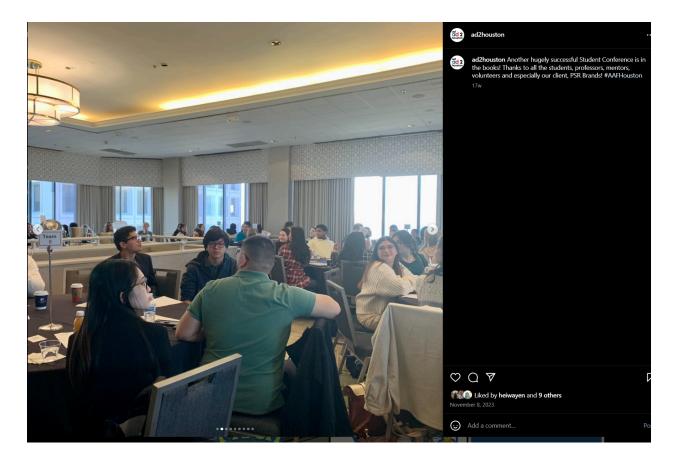




Exhibit 13: Career Fair Booth at Student Conference

1	People		Alex's Tip →	A Person is someone you have already qualified to be a potential member. They may be a current members, potential members, or some other contact type. This is the list of people that also works for a Companies that we would want to do business with.						
2		_						_		
3	Sources/Assigned	₹	Name	Company	Work Email	Title	Contact Type	Work Phone		
6	Student Conference	-	Luke Pettingill		lukepetting2@gmail.com	Student		* 832-655-0243		
7	Student Conference	-	Stephanie Ruvalcaba		Sruval7@outlook.com	Student		* 281-757-4061		
8	Student Conference	-	Nuvi Xon		nuvx7327@gmail.com	Student		* 832-579-6282		
9	Student Conference	-	Destiny Speaman		desspearman@my.lonestar.edu	Student		* 210-870-7888		
10	Student Conference	-	Bryce Hopkins		Bryce_hopkin82@adl.com	Student		* 214-728-9154		
11	Student Conference	•	Marcus Jackson Jr.		mjacksonjr@gmail.com	Student		▼ 346-351-7774		
12	Student Conference	•	Emmanual Ayokanmbi		saviorqb1@gmail.com	Student		* 228-233-5150		
13	Student Conference	•	Robert Lin		liuchiac@gmail.com	Student		* 281-961-4927		
14	Student Conference	•	Bailey orger		bjbarg1102@gmail.com	Student		* 832-744-9128		
15	Student Conference	•	Mairim Alvarez Pavsa		mairimpausa2022@gmail.com	Student		* 281-902-9402		
16	Student Conference	•	Esmeralda Alvarez		esmeraldaalvare2023@gmail.com	Student		* 832-244-2465		
17	Student Conference	•	Oliver Santos		olivergarcia6068@gmail.com	Student		* 832-670-4867		
18	Student Conference	÷,	Adrianna Zuniga		andreinacubillan10@gmail.com	Student		▼ 713-280-8997		
19	Student Conference	•	Evangelina Vazuez		evagelinavcaquez@gmail.com	Student		* 832-260-9988		
20	Student Conference	-	Carmen Cervantes		Cervantescarmen403@gmail.com	Student		* 714-445-8790		
21	Student Conference	•	Eimy Longoria Alvarado		Studio.iv@outlook.com	Student		* 409-433-7625		
22	Student Conference	•	Irvin Garcia		irvingarcia1995@gmail.com	Student		* 832-391-0651		
23	Student Conference	•	Ben Amundson		benjamina.12345@gmail.com	Student		* 346-600-508		
24	Student Conference	-	Victorian Chan		Victoria.chan432@gmail.com	Student		* 832-704-3681		
25	Student Conference	•	Jordan Salinas		jordan.salinas@gmail.com	Student		* 281-467-0688		
26	Student Conference	•	Bailey Kerns		baileyjkerns@gmail.com	Student		* 512-318-8425		
27	Student Conference	•	Jordan Torres		jordant601911@gmail.com	Student		▼ 281-745-6558		
28	Student Conference	•	Miranda Negrete		mirancialamarn@tamu.edu	Student		· 956-270-0991		
29	Student Conference	•	Katibeth Stanford		Katibethstanford@tamu.edu	Student		▼ 972-268-4535		
		_		-						

### Exhibit 14: Updated Contact list after Student Conference



Exhibit 15: Custom Art Paddles for Silent Art Auction



Exhibit 16: Social Media Announcement Post for Pickle Pitch

Exhibit 17: Pickle Pitch Materials Present during Sept 28th Beers With Peers

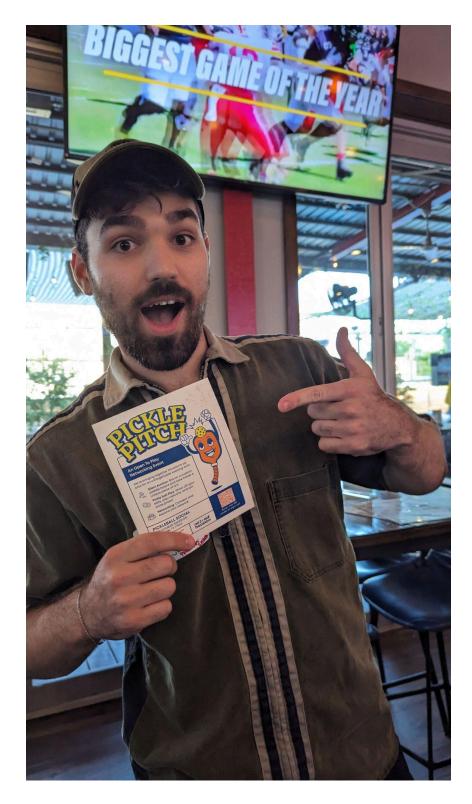


Exhibit 18: Student Conference Raffle Winner with custom Pickle Pitch Themed Merchandise





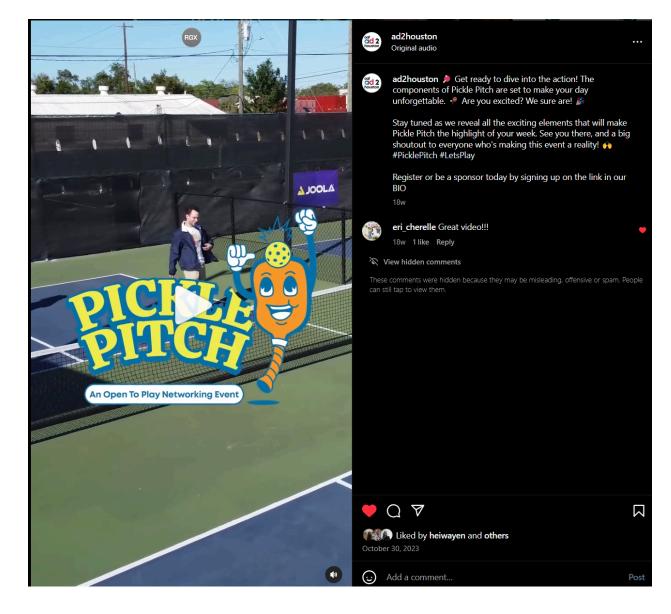
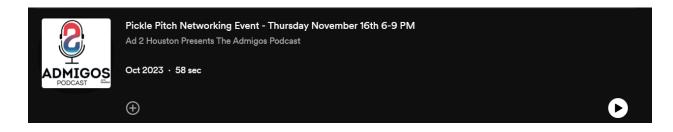


Exhibit 19: Pickle Pitch Social Media Reels

Exhibit 20: Pickle Pitch Podcast Advertisement -



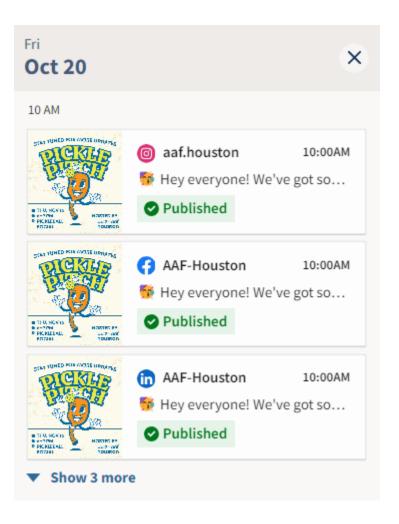


Exhibit 21: Scheduled social media content across all channels including AAF-Houston's

### Exhibit 22: Pickle Pitch Email Content

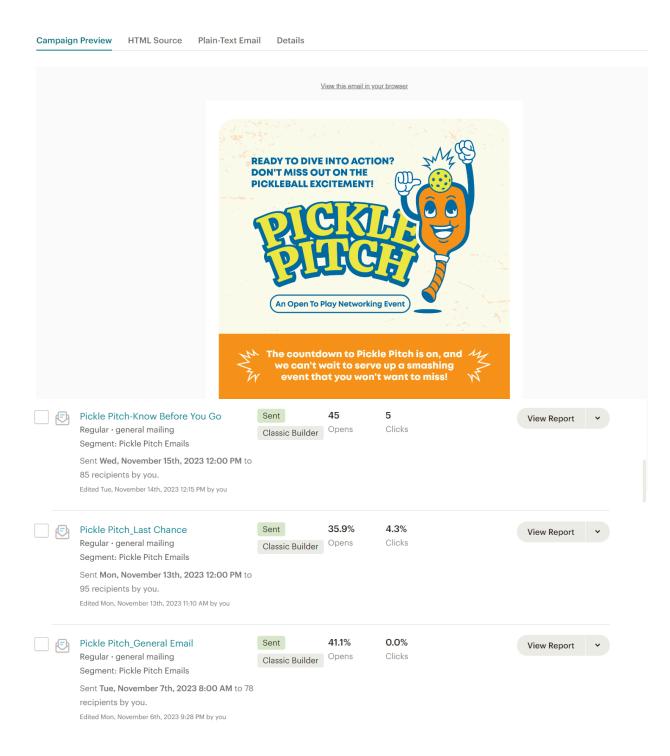




Exhibit 23: Pickle Pitch Animated Content

### Exhibit 24: Pickle Pitch Artist Spotlights

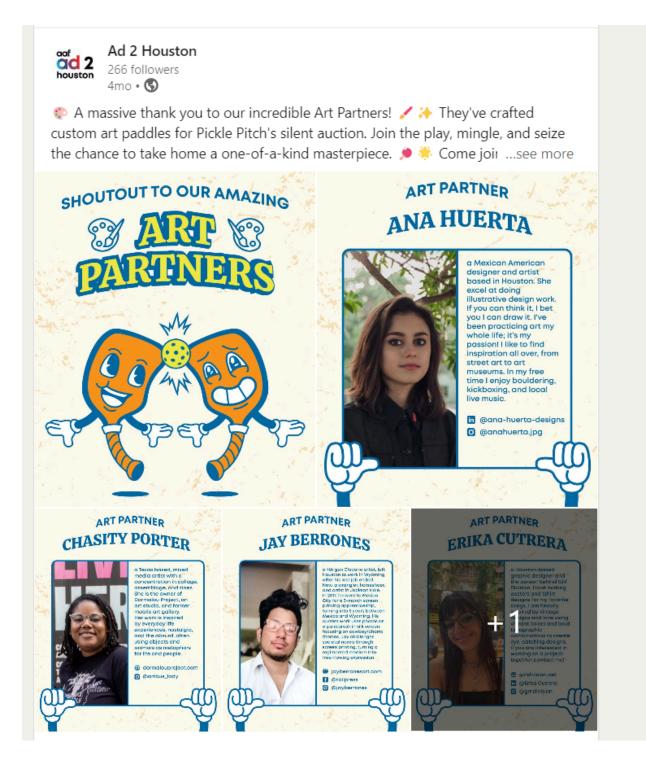


Exhibit 25: Pickle Pitch generated Revenue

Revenue									
Туре	Description	Rate	Planned Revenue	Actual Revenue	Estimated Ticket Quantity	Actual Ticket Quantity			
	Student Tickets - Indivudal entry to Tournament	\$10.00	\$70.00	\$10.00	7				
Ticket Sales	Tickets - Indivudal entry to Tournament	\$15.00	\$30.00	\$480.00	2				
	Member: Team of 2	\$30.00	\$60.00	\$60.00	2				
Silent Auction				\$155.96					
Total Ticket	otal Ticket		\$160.00	\$705.96	11				
	In Kind Donation	\$0.00	\$0.00	\$350.00					
	Drink Sponsor	\$250.00	\$250.00		1				
Sponsorships	Grand Slam Sponsor	\$500.00	\$1,000.00		2				
oponsorsnips	Ace Sponsor	\$250.00	\$250.00		1				
	Rally Sponsor	\$100.00	\$300.00	\$200.00	3				
	Media Sponsor		\$0.00						
Total Sponsorship Revenue			\$1,800.00	\$550.00	7				
Total Event Revenue			\$1,960.00	\$1,255.96					

Exhibit 26: Pickle Pitch attendees grouped together for a photo.





Exhibit 27: Beers With Peers February 8th Announcement Post



Exhibit 28: Board Members actively promoting events at collegiate chapters

Exhibit 29: February 8th Beers with Peer Feedback results -

Timestamp	First Name	Last Name	Are you under 32 Years old?	Industry/Workplace	Would you like us to reach out to you for future events?	Email	Phone Number	Email Address	How did you hear a
2/8/2024 14:	20:12 Alexander	Helou	Yes	Zurvita	Yes		3466008653	heloualex1@gmail.com	
2/8/2024 16:	00:00 Brooke	Choppin	Yes	Vantage marketing	No		8323383108	brookec1997@gmail.cor	r Instagram
2/8/2024 16:	00:12 Mairim	Álvarez Pausa	Yes	AEC Marketing	Yes		8327449128	mairimpausa2002@gma	i Instagram
2/8/2024 16:	07:41 Ana	Tinajero Ruiz	Yes		Yes		3463175728	anaktinajerorz@gmail.co	Instagram
2/8/2024 16:	18:10 Kali	Gardner	Yes		Yes			kali.gardner00@gmail.co	Instagram
2/8/2024 16:	18:39 Allie	Wilson	No	Technology	Yes		8325412598	allierswilson@gmail.com	Friend
2/8/2024 16:	18:47 Raven	Maneggio	No	Financial services	Yes		8322836101	maneggio.raven@gmail.	LinkedIn
2/8/2024 16:	22:27 Hannah	Fei	Yes	Manufacturing	Yes		8328850068	hannahfeifei@gmail.com	i Joni
2/8/2024 16:	26:08 Cameron	Newhouse	Yes	Marketing	Yes		9364421849	newhousecameron.work	(I'm on the board
2/8/2024 16:	30:50 Noelle	Biddle	Yes		No		3616763703	biddlene@uhv.edu	Instagram
2/8/2024 16:	32:09 Jess	Levenson	Yes		No			levenson.jess@gmail.co	m
2/8/2024 16:	32:15 Victoria	Mendez	Yes	AAF-UH	Yes		346-302-2150	victoriacmendezv@gmai	l Instagram
2/8/2024 16:	32:21 Torie	Mendez Reyna	Yes	Advertising	Yes		8328169824	DVictoriaRegina@gmail.	AAF
2/8/2024 16:	32:39 Gladis	Escalante	Yes		Yes		8327680640	gescalante23@gmail.co	Ad2amarillo
2/8/2024 16:	33:37 Caleb	Hernandez	No	Fitness Professional	Yes		8324838144	sechs.calebhernandez@	Instagram
2/8/2024 16:	34:57 Melanie	Nunez	Yes	AAFUH	Yes		8328148096	melanie.nunez114@gma	Instagram
2/8/2024 16:4	40:44 Alliyah	Espinoza	Yes	UH student	Yes		18322316002	alliyahe@gmail.com	Instagram
2/8/2024 16:	44:04 Mariela	Aguirre	No	Film - post production	Yes		8323231141	mariela@terraresidential	Khary
2/8/2024 17:	07:14 Richard	Le	Yes	Student	Yes		8323152775	richard.le.6464@gmail.c	Instagram
2/8/2024 17:	12:39 Stevie	Jimenez Villa	No	AAF-UH	Yes		3469320778	steve.jimenez2020@am	AAF