# Assessing Your Resources: Money, Personnel, Time

#### Mary Henige, APR

Director, Social Media, Broadcast, Diversity & Consumer Communications June 24, 2009



# Assessing the situation

- We're living in an information overload environment
- We're highly reliant on technology for our news and are more "socially" connected than ever before
- In this precarious economic environment, our audiences are often oblivious to us and our messages – it's about them!

How do we breakthrough and become relevant?



## It's about relationships – Externally

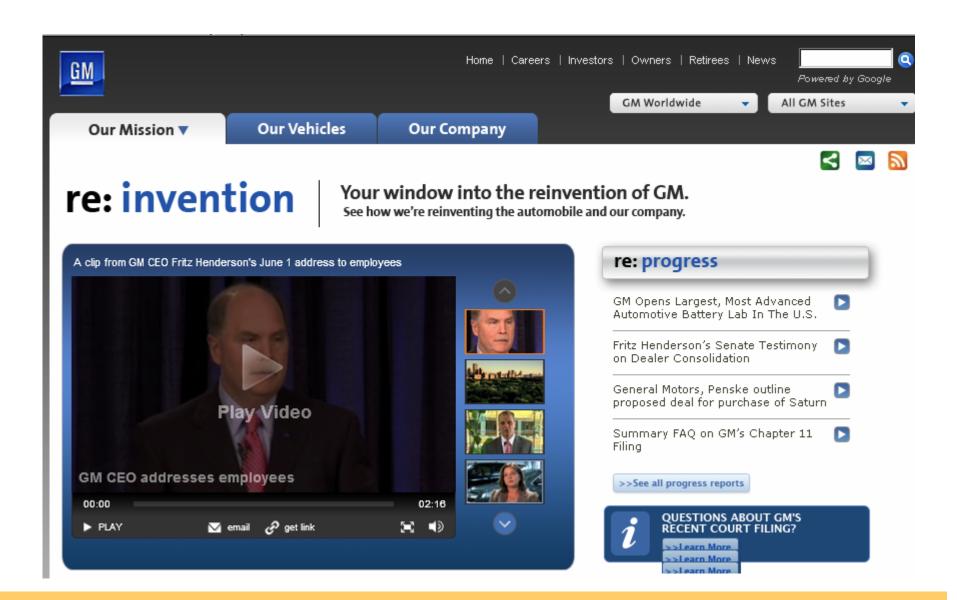
- It's easy to hate companies, but harder to dislike individuals
- Big dollar programs that aren't targeted don't always work as well
- In this economy, we need to avoid even the perception of frivolous spending
- Social media and networking outreach is low to no cost – can personalize and target messages



### It's about relationships – Internally

- Cross-functional collaboration and respect are key
- It helps to have a common super-focused goal
- Clear priorities allow tough decisions to be made on whether or not to provide resources & support
- Shared or pooled budgets
- Joint meetings give everyone a voice and stake
- Good ideas should be "allowed" to win







http://www.facebook.com/maryhenige

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Mary Henige, APR

mary.henige@gm.com

313-667-4103