Connect, Contribute and Collaborate to Grow Your Business Powerfully and Profitably!



Adela M. Rubio <a href="http://www.AdelaRubio.com">http://www.AdelaRubio.com</a>

Facebook is all the rave and for good reason. You can easily connect with clients, colleagues and collaborators just by sharing what you know and by creating value for others.

If you're still on the fence about Facebook, here are some statistics that you might want to consider:

- Facebook overtook Google as the most trafficked website in March 2010
- 500 million Facebook users account for 25% of the entire Internet population
- If Facebook were a country it would be the 3<sup>rd</sup> largest in the world
- 54% of US internet users are on Facebook
- Average Facebook user has 130 Friends
- The average Facebook user spends 55 minutes a day on Facebook
- Women 55+ are the fastest growing demographic

If you want to be successful on the internet you need traffic, specifically, targeted traffic. It's the lifeline of your business. It doesn't matter how good your service or your product, you still need traffic. Facebook is the largest source of traffic, even surpassing Google, and it's either free or pretty inexpensive.

Facebook can generate traffic, authority and income. Though it doesn't require a financial investment, it does require an investment of your time and energy. Whether you have people skills or not, the ability to connect and communicate with like-minded people is not a stretch. Facebook is a gold mine of potential, but only if you know how to use it.

# Top 10 Do's and Don'ts for Facebook

There are plenty of people using Facebook and not getting any business results: no interaction, no prospective customers and no sales. The biggest mistake is the ineffective use of social media. People sometimes forget that what applies in real life, also applies in the virtual world.

Connecting with others is a skill set that is highly valuable, and totally within your reach. Here are the top ten do's and dont's of people who are masterful with social media:

#### **DONT'S**

1. **Do create value for your friends and followers.** Share resources and posts that speak to their core problems, and the solutions that you and your trusted network of

friends, can provide. Add to ongoing conversations, especially if you have a different point of view.

- 2. **Do use the three R's of Social Media Relate, Reveal, Relish. You** will quickly and easily build trust, connection and credibility.
  - Relate to personal and business interests
  - Reveal things about yourself and your business.
  - Relish wins and participate in celebrations
- **3.** Do post a comment on a new friends page. Make it relevant and real. Show that you've taken the time to visit their profile, website or blog.
- 4. **Do post regularly and frequently.** 15 minutes a day is a great investment that will render untold benefits in the long run. Frequency and regularity make you real and relatable.
- 5. Do automate your tweets & posts, but also have real-time conversations. Two of my favorite automation sites are <a href="http://ping.fm">http://ping.fm</a> or <a href="http://www.hootsuite.com">http://www.hootsuite.com</a>.

## DON'TS

- 6. Don't post promotional links on your friends walls, especially if it's your first post. Focus on them and offer a personal comment that weaves connection.
- 7. Don't send Facebook messages inviting folks to your events if you haven't created a connection with them. Do connect with groups and micro-communities that are relevant to your business and contribute value before you start self promotion.
- 8. Don't tag people unless they're directly involved, whether it's photos, notes or events. Do tag photos from live events that you attend.
- 9. **Don't expect your friends to Like your Facebook Fan Page.** You don't want favors, you want true fans! Invest the time in sharing extraordinary content, case studies or the work of aligned experts to make your page the 'go to place!'
- 10. Don't message people before you friend them. Earn the right to connect: post on their blog, get an introduction, attend a call, purchase a product, invest in a training. Do write a personal note when friending someone, indicating a specific reason why you'd like to 'friend them' and reveal how you might be a valuable connection too.

# 6 Tribe Boosting Facebook Strategies

Some of these tasks will take preparation time, however, you can easily outsource these to your virtual assistant, or a service.

- 1. Share valuable, content-rich solutions for your target market.
- 2. Reveal and share yourself.
- 3. Relate to others on a personal and professional level.
- 4. Respond to posts where you have been tagged.
- 5. Promote and share the content of targeted colleagues.
- 6. Participate in targeted conversations with colleagues, clients and mentors.

Here are 38 Ways to Explosively Expand Your Facebook Presence using the 6 Tribe Boosting Facebook Strategies...

If you're new to Facebook, or social media, you may not be sure what kinds of things to post on your wall and on friends' walls. This is one of the most common questions I get from my community, "What do I post?" I went through my Facebook wall and came up with 38 easy ways to provide great value.

#### 1. Share your expertise.



#### **Christine Hanlon**

Wow! I made it through Thanksgiving with just a burn on my arm. Nothing to bad, I thought it was a dog scratch! Turkey Tip #4: Hot ovens include the racks! Have a great rest of the weekend!



#### 2. Share a resource.



Adela Rubio WordPress Lovers... this is a really cool editorial calendar I just installed. Found it thru one of my faves, Chris Brogan of Trust Agents



f September 10 at 3:00pm 🖺 · Like · Comment · Share

## 3. Pull out a tip from your articles, blog posts, programs and trainings.



## 4. Leave a thank you note on friends walls when you accept their invitation.



Adela Rubio Julie,

Thanks for the invite. Enjoyed your welcome video. Curious about how you use LOA in your copy. ;-)

Loved the sound of the birds in the background of your video too.

## 5. Thank friends, and leave a personal note, for accepting your friend invite.



#### Adela Rubio > Molly Gordon

Molly, thanks for accepting the friend invite. I've heard great things about you and your programs.

3 hours ago · Like · Comment · See Friendship



## 6. Share your gratitude with friends who have provided a great service.



## 7. Thank friends for sharing your blog posts.



#### **Britt Nielsen**

Dynamo coach and beautiful soul Adela Rubio shares her tips on connecting with friends, family, food and festivities on this day of gratitude! Adela Rubio



#### Choose to Celebrate

consciousbusinesstribe.com

It's Thanksgiving Day tomorrow, for those of us in the US, and I'm flying back home to spend it with my family and friends. Holidays are always a raucous and charged event at the Rubio's. Cubans are expressive and joyfully explosive by nature, making for interesting photo ops and tantalizing anecdot



Adela Rubio Thanks for the kudos and for sharing with 'your tribe' Britt. Have a happy thanksgiving! I look forward to your pictorial reflections.

November 25 at 9:47am · Like



**Britt Nielsen Thanks Adela!** November 25 at 10:52am · Like

#### 8. Chime in on a conversation.



#### Ellen Britt

I'd love to know...what are you thankful for? Happy Thanksgiving y'all!



#### What Are You Thankful For?

marketingqi.com

"Feeling gratitude and not expressing it is like wrapping a present and not giving it" ~William Arthur Ward~ With all the rush and business leading up to Thanksgiving here in the States, it's so easy to forget what this holiday

November 25 at 9:50am · Like · Comment · Share



Adela Rubio I'm thankful for 50 much, Ellen - my family, friends, clients, colleagues; my health, passion, energy and highly sensitive soul. I'm grateful for computers and connection and for the opportunity to live a life where dreams come true and mag...

See More

November 25 at 10:00am · Like



Ellen Britt Adela, I love you too my friend! I'm so grateful that you are in my life.

November 25 at 10:03am · Like

## 9. Comment on photos.



Adela Rubio You look so happy, my friend. The girls are beautiful!!

November 26 at 9:31am · Like



Adela Rubio And so are you... you haven't changed much since high school (ha ha ha!) Love ya, Maritza!

November 26 at 9:32am · Like

- 10. Share targeted articles from article directories on your Facebook Fan Page, like http://ezinearticles.com
- 11. Share tips from a conference that you're attending.



12. Share an expert quote and your personal tip or perspective.



Adela Rubio "When you assume responsibility for what you experience and share what you experience in a spirit of companionship, that is the same as forgiveness. When you hold someone responsible for what you experience, you lose power." Gary Zukav

Owning your energy and taking responsibility for how you show up in the world is the only pathway to personal power AND planetary evolution.

October 27 at 12:40pm 
Like · Comment



13. Share quotes from TV programs, that are relevant to the problems you solve.



## 14. Share videos that are relevant to the problems you solve, add a personal note.



Adela Rubio Success is something you attract by the person you become. Jim Rohn



#### Masterytv.com Presents Jim Rohn.

www.youtube.com

In "Excelling in the New Millennium: Personal Development", Jim Rohn shares his experience with personal development revealing valuable essentials to becoming wealthy in mind and body.

November 18 at 8:01am △ · Like · Comment · Share

Cynthia L. Hatcher, Patty Walters and 2 others like this.



Kathy Santini Thanks for sharing Carmen, what a loss when we lost Jim. But we still have so much of his wisdom in the way of tapes, books and video. Yeah!!!

November 18 at 12:43pm · Like

#### 15. Share your personal passions.



Adela Rubio My writing from the first day of 'And Now I Write' my writing muse & friend Julie Jordan Scott. Program just started yesterday, you can still join...

#### http://adelarubio.com/anyw2010



#### And Now I Write

adelarubio.com

This is what enlightenment is all about – a deep understanding that there is no problem. Then, with no problem to solve, what will you do? Immediately you start living. You will eat, you will sleep, you will love, you will work, you will have a chit-chat, you will sing, you will dance – what else is...

F September 15 at 12:25pm ■ · Like · Comment · Share

#### 16. Share something about your personal life.



Adela Rubio Off to help my mom with our Cuban version of Thanksgiving. Warm wishes for all. Here's to a day of luxuriating in gratitude...

http://consciousbusinesstribe.com/gratitude-shifts-your-consciousness/



#### Gratitude Shifts Your Consciousness

consciousbusinesstribe.com

As you get ready to share the holiday with family and friends take a moment to notice how the act of thanks giving generates abundance. Just this focus alone will transform your holiday from one of 'things to do' to an experience of it's essence.

November 25 at 8:54am · Like · Comment · Share

Adela Rubio Michael, enjoy your meal and the company of your wife!

November 25 at 4:31pm · Like

Adela Rubio James, went to tango last week :) Happy Thanksgiving to you and yours. November 25 at 4:31pm · Like

## 17. Share your personal pictures.



## 18. Acknowledge your client wins.



**Adela Rubio** Big woohoo to Conscious Business Tribe member Camara Randolph for amping up her visibility and making cool connections. You go, girl!

October 19 at 11:22am 🗎 · Like · Comment



## 19. Acknowledge kudos from your colleagues.



Laura Fenamore you have the best reputation Adela, thank you for friending me.

laura@onepinky.com

November 23 at 5:15pm · Like · Comment · See Friendship



## 20. Share your social and professional connections.



Sharon Killion I cannot WAIT to have dinner with you in New York City on Saturday night. Whoo Hoo! Mwah!!!xoxoxoxo

October 27 at 10:54pm · Like · Comment · See Friendship



## 21. Tag a mentor on a post.



Adela Rubio was tagged in her own album.





Simple 2 with Bob Jenkins Sep 24-26, 2010

#### 22. Share a blog post from a joint venture partner.



Adela Rubio Entrepreneurial stress relief on the way! Check out these 3 powerful tools shared by my friend Ellen Britt. It includes one of my faves, check it out... http://marketingqi.com/blog/2010/10/stressed-out-discover-the-power-of-three/



#### 23. Attribute when someone's work inspires yours.



#### Adela Rubio > Adam Urbanski

Adam, I wanted to thank you for how you've impacted me and my business (in such a short time). This post was inspired by a tip you shared in your post-ACLC video. It's ALL about being grateful for your business. Thank you and I look forward to more a-ha's.

http://consciousbusinesstribe.com/gratitude-shifts-your-consciousness/ November 25 at 9:24am · Like · Comment



## 24. Post when you're attending, or on your way, to a conference.



#### 25. Share a book endorsement.



## 26. Thank your Friends for endorsements.



#### Paul Taubman

Happy Thanksgiving everyone! You will want to check out my friend Adela Rubio's blog posting today at

http://consciousbusinesstribe.com/gratitude-shifts-your-consciousness/

awesome! Thanks, Adela!



#### **Gratitude Shifts Your Consciousness**

consciousbusinesstribe.com

As you get ready to share the holiday with family and friends take a moment to notice how the act of thanks giving generates abundance. Just this focus alone will transform your holiday from one of 'things to do' to an experience of it's essence.

November 25 at 10:15am · Like · Comment · Share · Remove Tag

David Nichols likes this.



Adela Rubio Thanks, Paul! I appreciate your spreading the word to your gratitude-filled Tribe, Happy Thanksgiving! November 25 at 11:16am · Like



Paul Taubman Easy to spread YOUR word when you are serving up awesome info, Adela! Let's get together sometime in the next few weeks. Be Well.

November 25 at 11:37am · Like

## 27. Event followup.



## Adela Rubio ► Bobby Medina

It was great meeting you at ACLC, Bobby.

November 25 at 8:47am · Like · Comment

## 28. Promote a joint venture.



Adela Rubio Awesome Social Media training, at an extraordinary price. Thanks, Ellen!



#### Ice Cream Social Media JVs and Affiliates Update #1

marketingqi.com

This post is password protected. To view it please enter your password below: Password:





Ellen Britt You are welcome Adela! This is so much fun and it's so great to work with a marvelous group of JV partners and affiliates. September 8 at 6:21pm · Like

#### 29. Give your mentors specific, results oriented endorsements.



# 30. Acknowledge your Mentors with kudos.



#### Adam Urbanski

How woud you like to have me personally coach you how to make your business a massive financial success in 2011 - and for less than a cost of Starbucks Latte a day! Yep, you can have my best marketing course, and have me coach you for a year for just \$2.73/day. But you've gotta act fast only five final spots are left!



#### Attract Clients Like Crazy - Cyber Monday Sale

Location: http://AttractClientsLikeCrazy.com/system Time: 11:00AM Monday, November 29th



#### 31. Promote a partner program.



Adela Rubio Help spread the Free Coach Training Manifesto by my buddy Julia Stewart. I've personally worked with Julia at Coachville and she is the real deal! An extraordinary coach trainer, too! http://bit.ly/freemanifesto



View School of Coaching Mastery's 'Free Coach Training Manifesto'

Tonya K. Freeman, Marta Palhano and Julie Jordan Scott like this.



Adela Rubio You're welcome, Julia. Thanks for the feedback on pic. I love it too! October 5 at 7:08pm · Like



Tonya K. Freeman I'm definitely going to share this! Thanks to both of you!

October 6 at 3:53pm · Like

## 32. Endorse a product you use and love.



Adela Rubio The easy way to set up your WordPress membership site...

What happens when you match up one of my fave internet mktg mentors Bob The Teacher Internet Marketing Training For Business Professionals and the folks

See More

#### Coming Soon: DAP v3.9 - DAP Documentation

consciousbusinesstribe.com

We're about to launch DAP v3.9 which has some really cool new features packed into it! Here's what is coming in 3.9...

September 15 at 2:27pm A · Like · Comment · Share

Tonya K. Freeman and Bob Jenkins like this.



Bob Jenkins thanks for sharing this Adela. Ravi, Veena, and I had a great time!

September 15 at 10:13pm · Like



Adela Rubio I LOVE, LOVE, LOVE DAP. And . . . you provided an awesome DAP training that made it so do-able, Bob. Big thanks to you all! I use DAP on all my membership sites.

## 33. Invite people to learn more about your programs.



Adela Rubio It's not too late to step into your role of 'Tribe Builder'. . .

Training starts today at 4pm ET Listen to the free intro call http://consciousbusinesstribe.com/buildyourtribe



**Build Your Tribe Preview Call** 

consciousbusinesstribe.com

Every Conscious Business Expert agrees that List Building is one of the key business building activities to grow your business exponentially. What most experts aren't sharing with you is that the quality of your list, the responsiveness of your community, is what is priceless, not the numbers. You...

#### 34. Seed/preview an event.



Adela Rubio Just got off the phone with my Radiant Success buddies Janis Pettit and Marnie Pehrson. We're percolating playfully and revving up for our event in the spring. Have we got some awesome stuff in the works. Love collaborating with conscious entrepreneurs!



## 35. Seed/preview a joint venture.



Maryam Webster ▶ Just had the most amazing time with the fantabulous Ms Adela Rubio, hatchin' plots & schemin' schemes to evolve ourselves and the world. Let's hear it for beautiful, brainy, so-dear & sweet-you-could-eat-'em-up girlfriends & biz buddies!



Adela Rubio FABulous conversation with my buddy Maryam Webster. Talk about birds of a feather, LOL! We're percolating, watch out!

October 6 at 6:20pm 
Like · Comment



#### 36. Seed/preview your programs.



**Adela Rubio** Putting together my platinum group program. Very excited for what's in store . . .

Yesterday at 4:11pm · Like · Comment

Rafael Rubio, Nina Leavins, Nancy Barry and 13 others like this.

View all 15 comments

9

Ellen Britt Hi Chery!! What are you up to these days?? 20 hours ago · Like



Cheryl Miller Hi Ellen: Just finished Zen in 2010 to conquer clutter and am preparing to launch Unleash the Magic in your Life in January.....resolve to evolve in 2011. More to come.....private email.

## 37. Promote your programs.



#### Adela Rubio

I'm interviewing one of my fave buddies Julia Stewart next Wed, 1pm ET on.... How to Create an Insanely Loyal Tribe by Being Insanely Generous! Julia's done it and she's ready to share how you can do it too.

http://adelarubio.com/free

New to Create on Insunety Loyal Tribe by Soing Insunely Generous

#### Power of Free

adelarubio.com

If you want to create an insanely loyal tribe, you've got to communicate passion and leadership in a way that makes people sit up and notice – and then tell all their friends.

Yesterday at 4:59pm · Like · Comment · Share

Nancy Barry, Sharon Killion and 2 others like this.

#### 38. Share results from an affiliate contest.



Adela Rubio Shout out and thank you to my best bud Ellen Britt. Got my yogurt/ice cream maker today. That was 2nd place prize, folks, for the Ice Cream Social Media Sale that rocked. Thanks, Ellen!



Leverage your time and your social skills and your visibility, credibility and authority will increase. Friends will naturally share your message and your offers and help you grow your business much faster than you could ever do on your own.

Social Media, and especially Facebook, is a powerful business tool. It requires a regular and consistent investment, but the payoff is extraordinary!





Adela Rubio is an Expert Tribe Builder and Joint Venture Strategist who helps heart centered entrepreneurs distill their authentic essence, share their message and create a powerful and profitable business powered by partnership and community.

With five online telesummits under her belt, and more than 100 interviews with conscious business leaders, she is an expert at creating engaging and experiential online virtual events that position you as a thought leader while leveraging talent, time, and technology.

Adela is a certified Evolutionary Coach, a masterful facilitator and an expert community leader. She formerly led the Fully Alive Community at Coachville, and was also the former Director of Coachville Chapters and Study Groups. Adela is a natural connector and community

magnet. Visit her website and also on Facebook.