Online Ad Campaigns, PPC, Organic & Social Overviews



PPC CAMPAIGNS





Google Adwords

We are a Google Engage partner agency following their guidelines for effectively managing Google Adwords campaigns.



Linkedin Ads

LinkedIn Ads paid marketing campaigns can be highly effective in generating leads especially in the B2B context where the revenue addition per lead generated and converted can far outweigh the cost per acquisition of a lead via this leading professional social network.



Facebook Ads

Facebook Ads campaigns have been highly cost effective for certain brands especially B2C. With the ability to target very specific parameters and a vast user base, Facebook can be a great advertising platform and we're here to guide you.

HOW TO ACT ON LINKEDIN



- 1. Attract: Create a compelling profile. Use LinkedIn groups to connect with others who might be good referral sources or potential joint venture partners.
- 2. Convert: LinkedIn Answers is a great way to get strangers to consume your information, and perhaps even turn into clients!
- 3. Transform: Get recommendations from your contacts on LinkedIn. This is a great way to showcase your expertise!

HOW TO ACT ON FACEBOOK



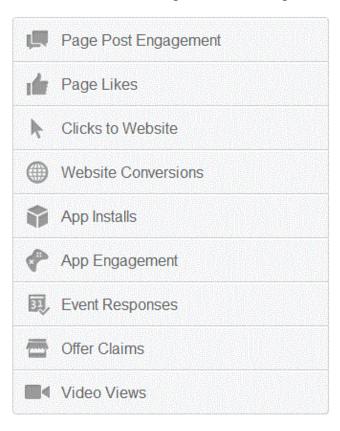
- 1. Attract: Make your website address prominent on your profile. Write notes/articles about your industry. Leverage status updates to attract more people to your website.
- 2. Convert: Remember that you may not get direct clients from Facebook, but you can get consumers. Again, use the notes feature to establish your expertise.
- 3. Transform: Use videos and tell stories. Facebook is a powerful platform to showcase your current successes. Use it!

FACEBOOK OBJECTIVES

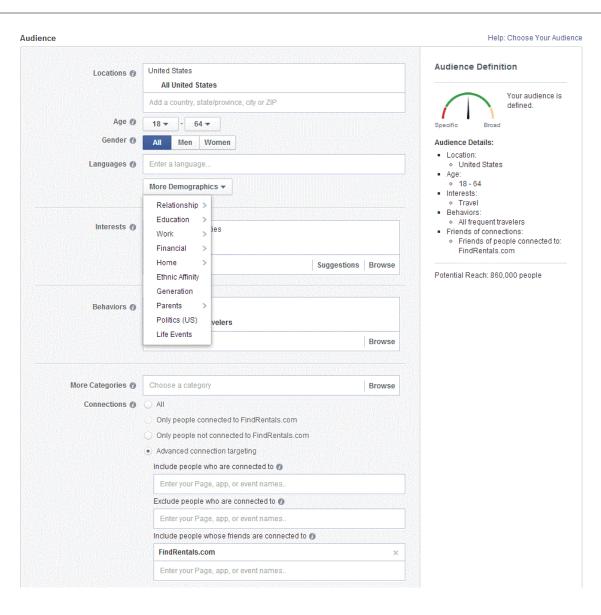
Advertise on Facebook

Help: Choosing an Objective

What kind of results do you want for your ads?

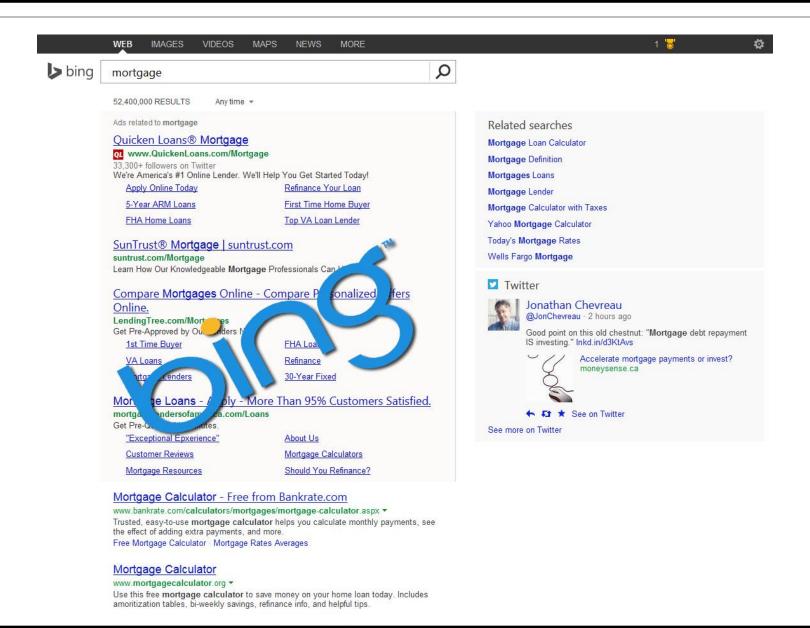


FACEBOOK AUDIENCE

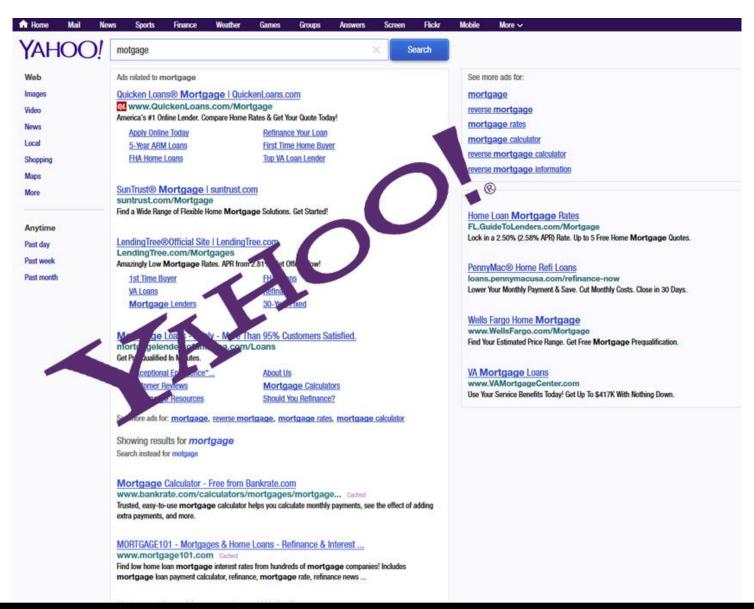


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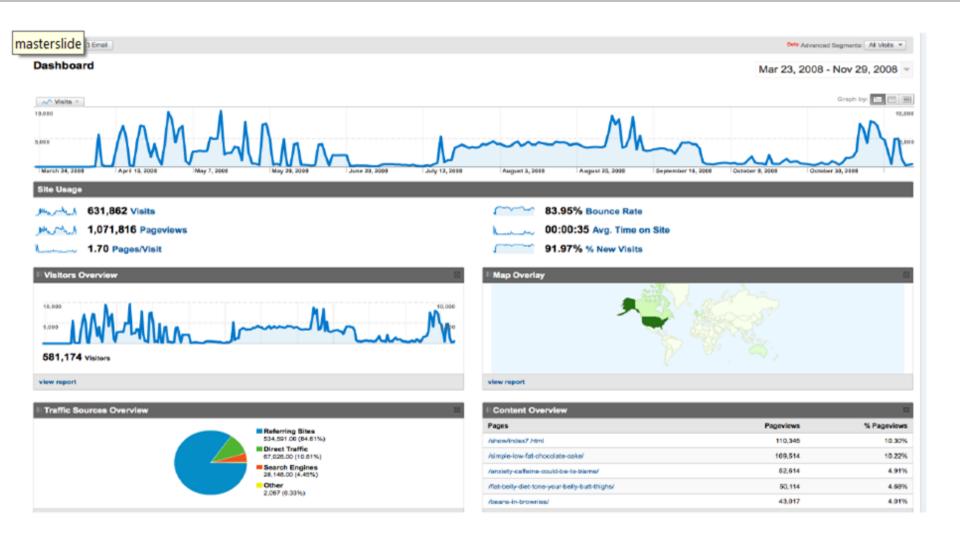
BING



YAHOO!



GOOGLE ANALYTICS



ADWORDS REVENUE

Google AdWords

Facts:

- 1. Ads in the top position have been observed to get 10 times as many clicks as side-position ads. (Practical Ecommerce)
- 2. The average click-through rate of an ad on the Google Display Network is 0.4% -- four times as high as the average banner ad in the US and almost ten times as high as a Facebook ad.

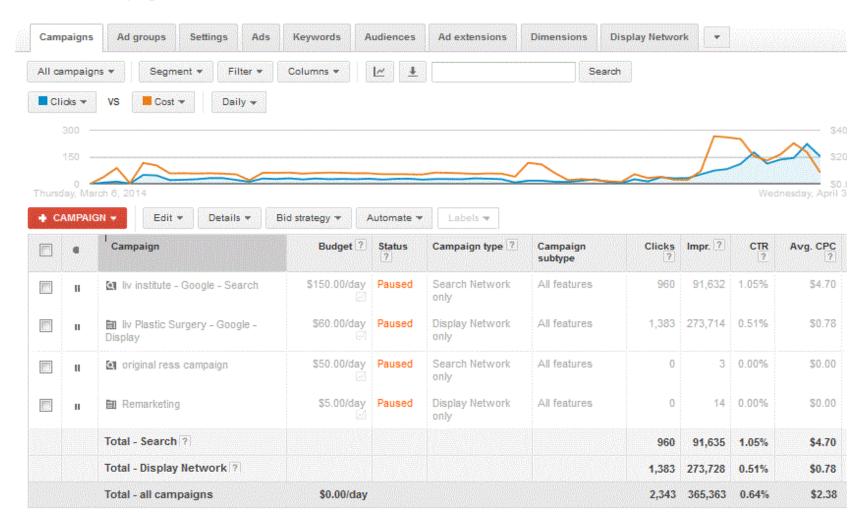
 (Facebook vs. Google Display Network)
- 3. 89% of the traffic generated by search ads is not replaced by organic clicks when ads are paused. (Google Research)
- 4. According to Google, "99% of our top 1,000 clients are now running campaigns on the Google Display Network and YouTube." (Google Benchmarks and Insights)

BASIC LINGO



Adword Overview -

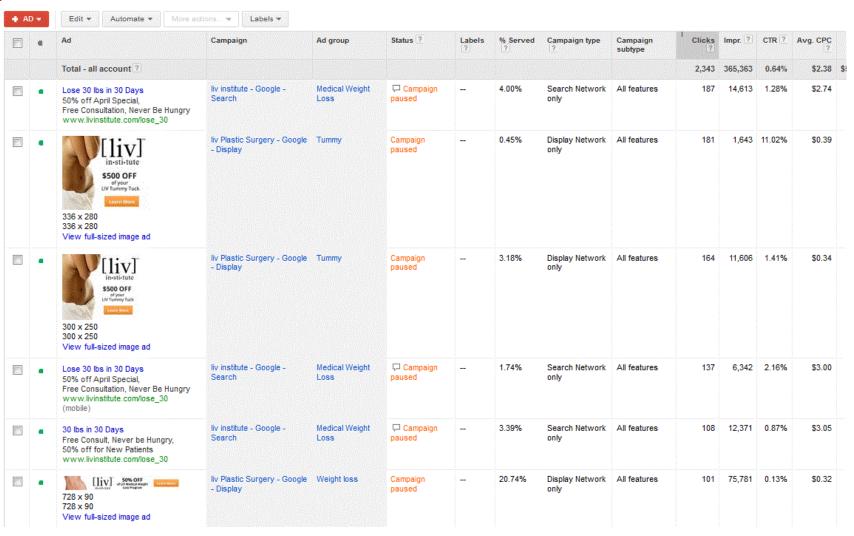
All online campaigns



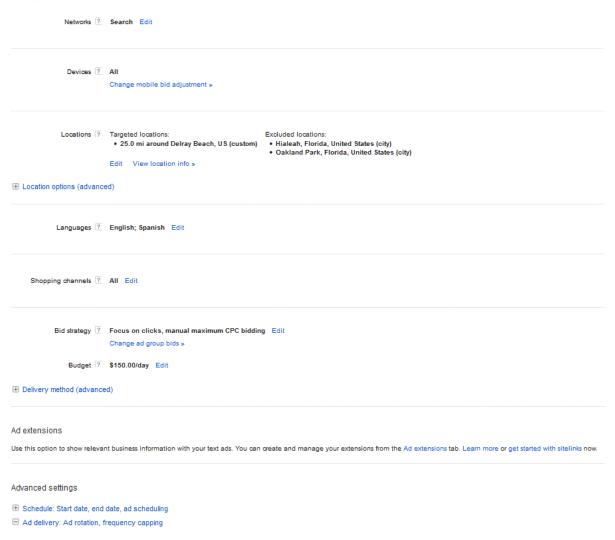
Ad Groups -

→ Al	◆ AD GROUP Edit ▼ Details ▼			▼ Bid strategy ▼	Automate ▼	Labels ▼					
	•	Ad group		Campaign name	Campaign name		Default Max. CPC	Clicks	Impr. 7	CTR	Avg. CPC
	•	Medical Weight Loss		liv institute - Goo	liv institute - Google - Search		\$2.50	540	50,912	1.06%	\$ 3.13
	•	Tummy		liv Plastic Surger Display	liv Plastic Surgery - Google - Display		\$1.00	474	38,974	1.22%	\$0.42
	11	Topics - Cosmetic Surgery		liv Plastic Surger Display	liv Plastic Surgery - Google - Display		\$2.50	388	98,077	0.40%	\$1.11
	•	Weight loss		liv Plastic Surger Display	liv Plastic Surgery - Google - Display		\$1.00	298	121,417	0.25%	\$0.34
	11	Placements - Cosmetic Surgery		liv Plastic Surger Display	liv Plastic Surgery - Google - Display		\$3.00	219	14,601	1.50%	\$1.56
	•	Tummy Tuck		liv institute - Goo	liv institute - Google - Search		\$3.00 Ed	179	11,907	1.50%	\$7.30
	•	Liposuction Cost		liv institute - Goo	liv institute - Google - Search		\$3.00	143	13,893	1.03%	\$6.55
	•	Face Lift		liv institute - Goo	liv institute - Google - Search		\$3.00	60	10,112	0.59%	\$6.60
	•	Breast Augmentation		liv institute - Goo	liv institute - Google - Search		\$3.00	32	4,401	0.73%	\$4.62
	11	Neck Lift		liv institute - Goo	liv institute - Google - Search		\$3.00 Fil	6	342	1.75%	\$4.90
	•	Liposuction		liv Plastic Surger Display	liv Plastic Surgery - Google - Display		\$1.00	4	573	0.70%	\$0.63

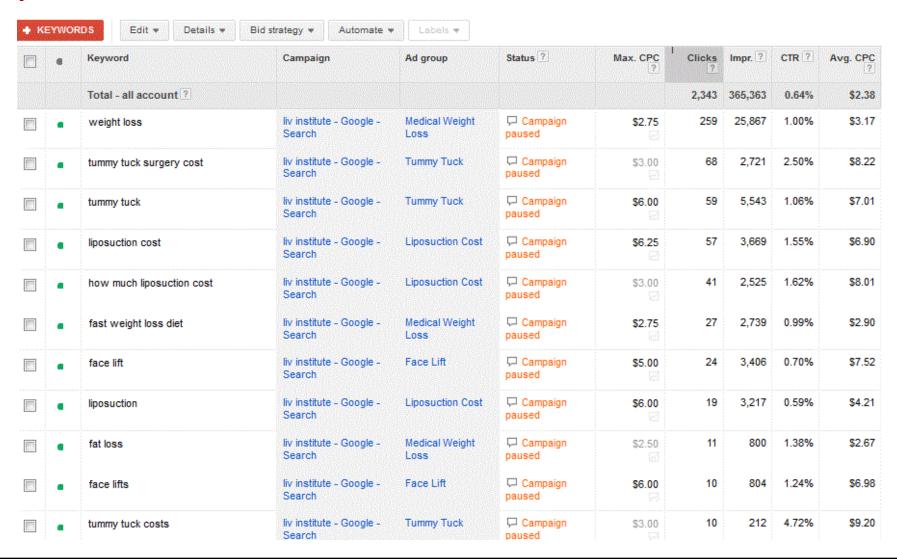
Ads -



Campaign Settings -



Keywords -



TOOLS

SpyFu.com Log in Live Chat Tools for SEMs SEO & PPC Reports Blog, Tufortals, & Videor Subscribe Now Main Leads Kombat SmartSearch Ranking History Tracking Grouple domain, urt or key US ¢ Cando Kerdal Seathanh Railing Hotory Trailing Couple **Download your competitors'** Organic Keyword Ranking History profitable keywords for only \$79/month Forbes Entrepreneur THE WALL STREET JOURNAL. The Washington Wost Learn About Subscription Plans Try it Free What Does SpyFu Do? Increase your website traffic Our smart recommendations drive clicks to your SEO or SpyFu exposes the search marketing secret formula of your most successful competitors Track your keyword rankings Search for any domain and see every place they've shown up on Google: every keyword they've bought on Adwords, every organic rank, Monitor your paid and SEO rankings on Google, Bing and every ad variation in the last 6 years. and Yahoo. Learn how to connect with these domains, too, Find online and traditional Make Better Connections leads methods -- social media, email, phone, and address -- you can't find Reliable contact info helps you build partnerships or anywhere else generate sales leads. **AdWords** SEO Find Profitable Keywords **Outrank your Competitors** Discover the competition's most lucrative keywords improve your ranks by tapping into your competitors' keyword strategies. that you're missing. Eliminate Bad Keywords Get to the Top Position Weed out money wasting keywords with our negative Build momentum. Move keywords in the top 50 results match suggestions. onto the first page.

KeywordSpy.com



SOCIAL OVERVIEW

Tips, Tools & Tricks of the Online Advertising Trade

Sample Social Media Tools

Corporate and Social networks

Customer Community

Blogs, Blogging & Twitter

Podcasting

Video (web based)

RSS

Widgets

Conversation Research

Online WOM

Lots more...

Sample Marketing Objectives

- Sales
- Brand awareness
- Promote WOM
- Product feedback & dev
- Launch products
- Increase loyalty/retention
- Share information
- Product/usage training
- Promote usage
- Lower support costs
- Emotional connection

A&Q

Thank You!

& STAND OUT IN THE CROWD

