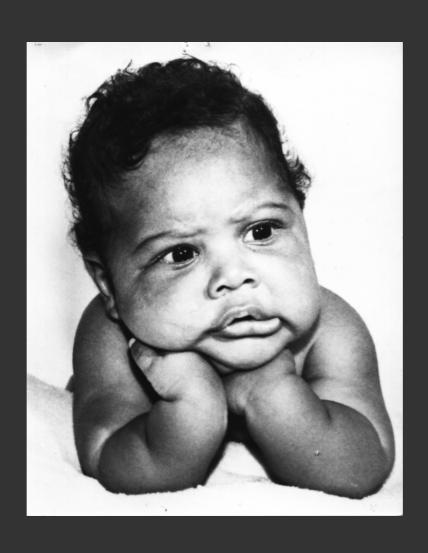
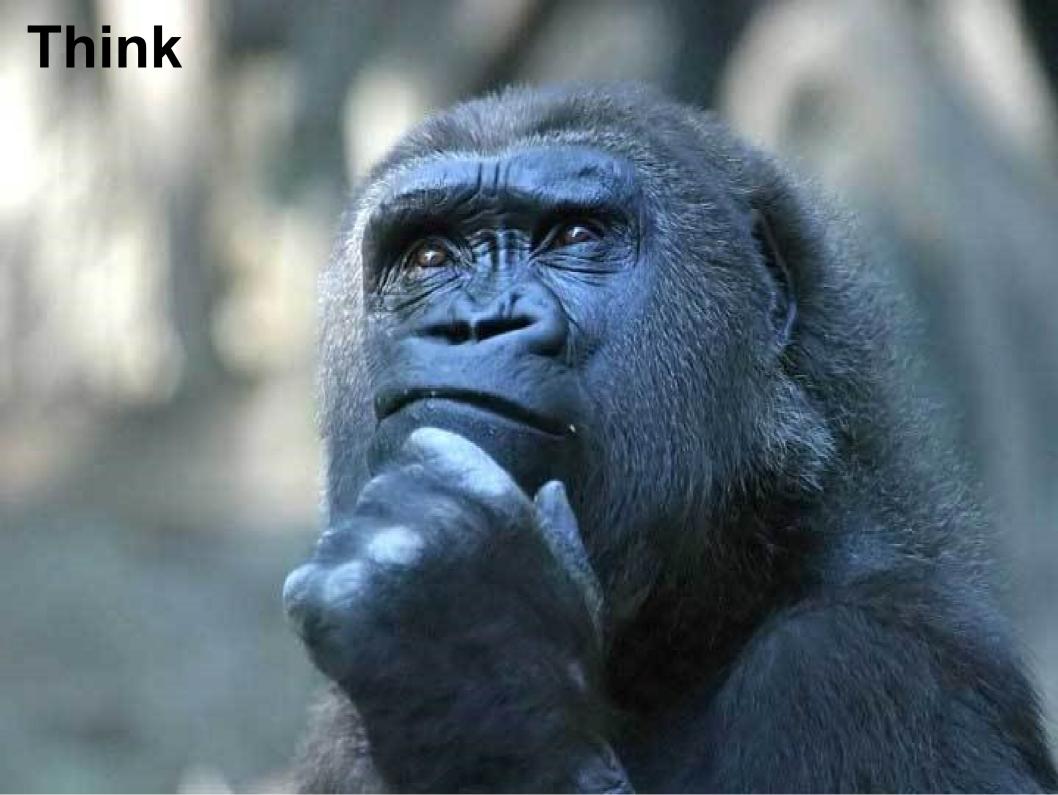


Who is Rochelle?





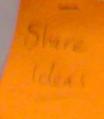




EXPECTATIONS

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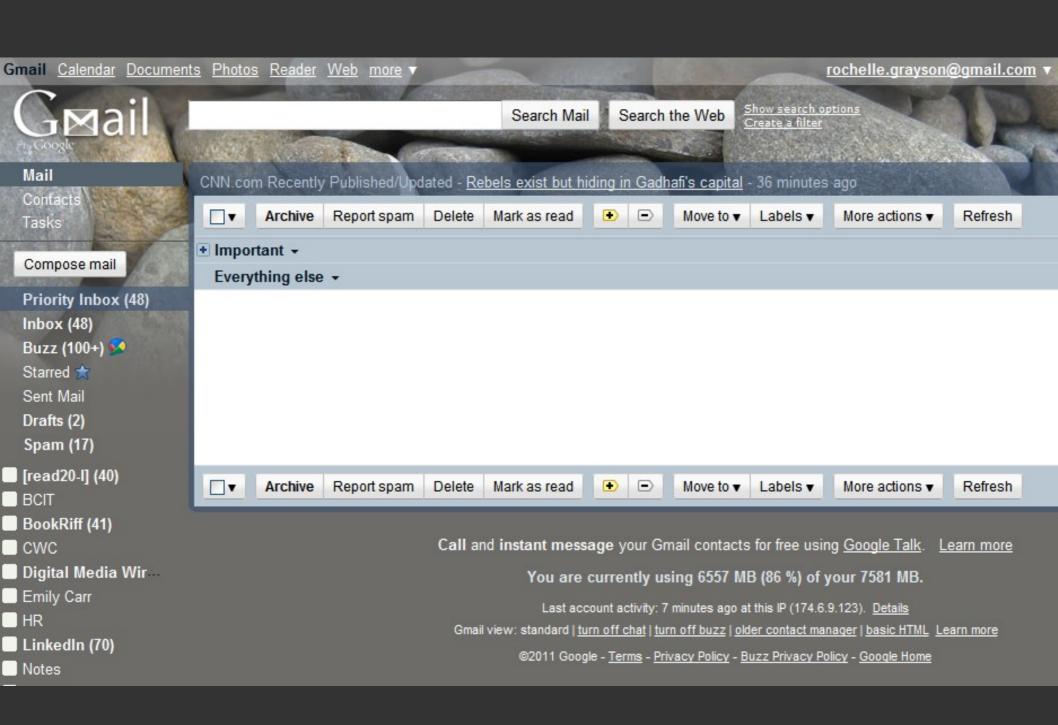
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The Visitors



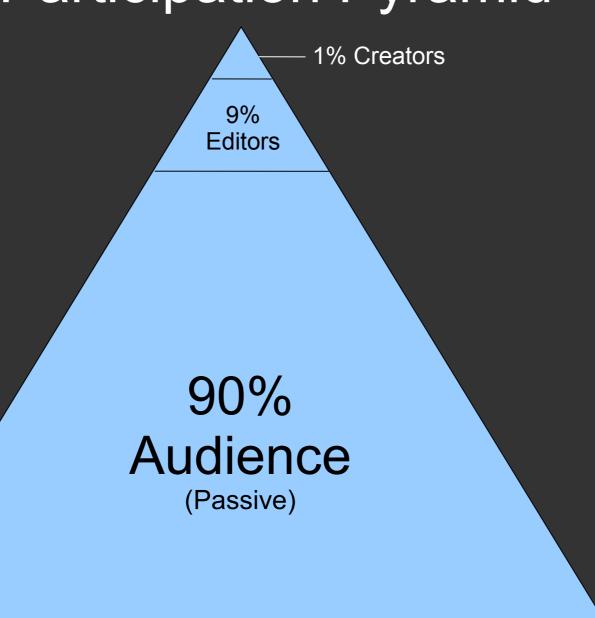




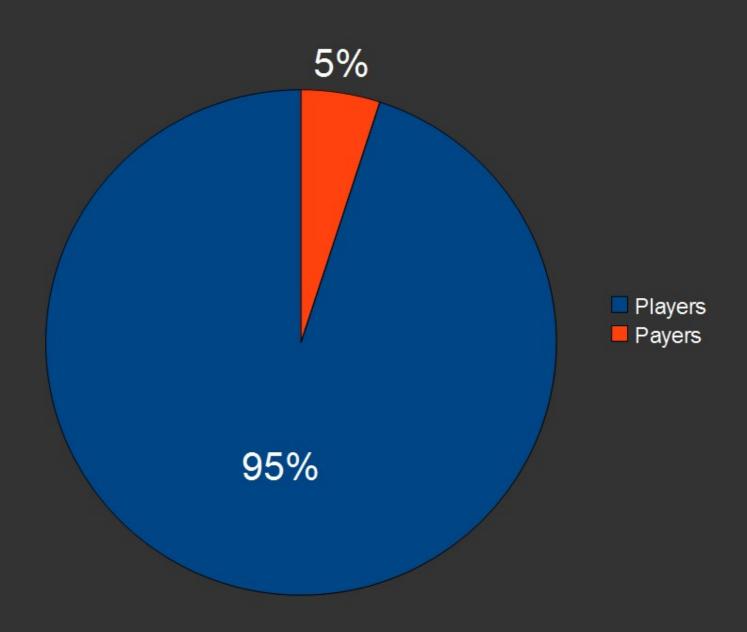




Participation Pyramid



95-5 Community Rule







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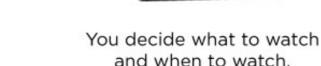


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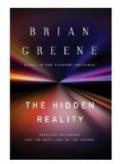
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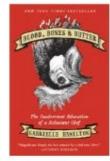


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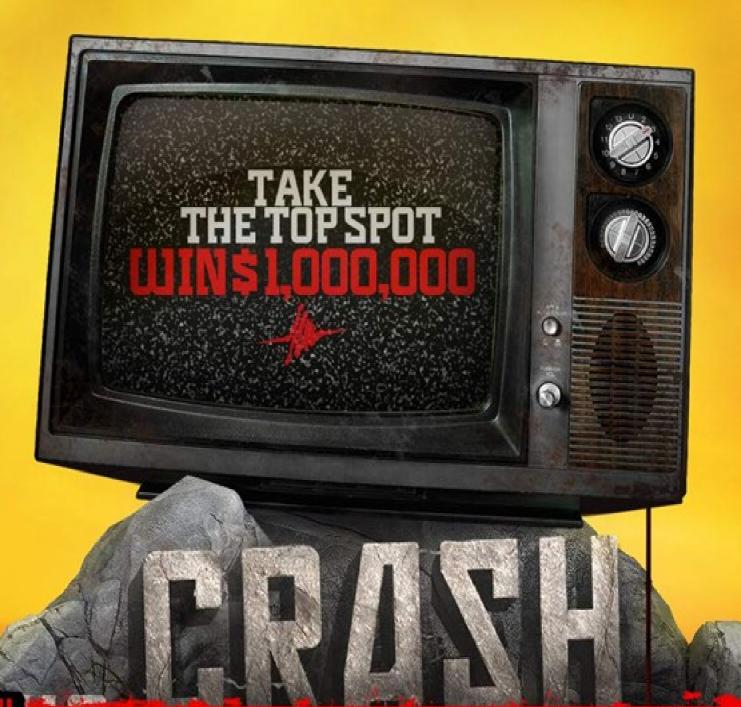
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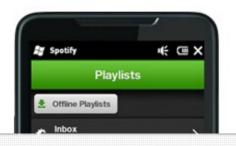


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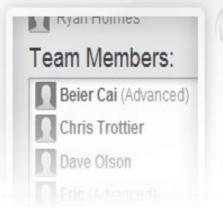
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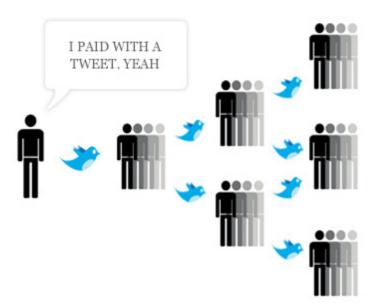
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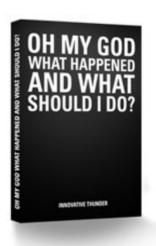
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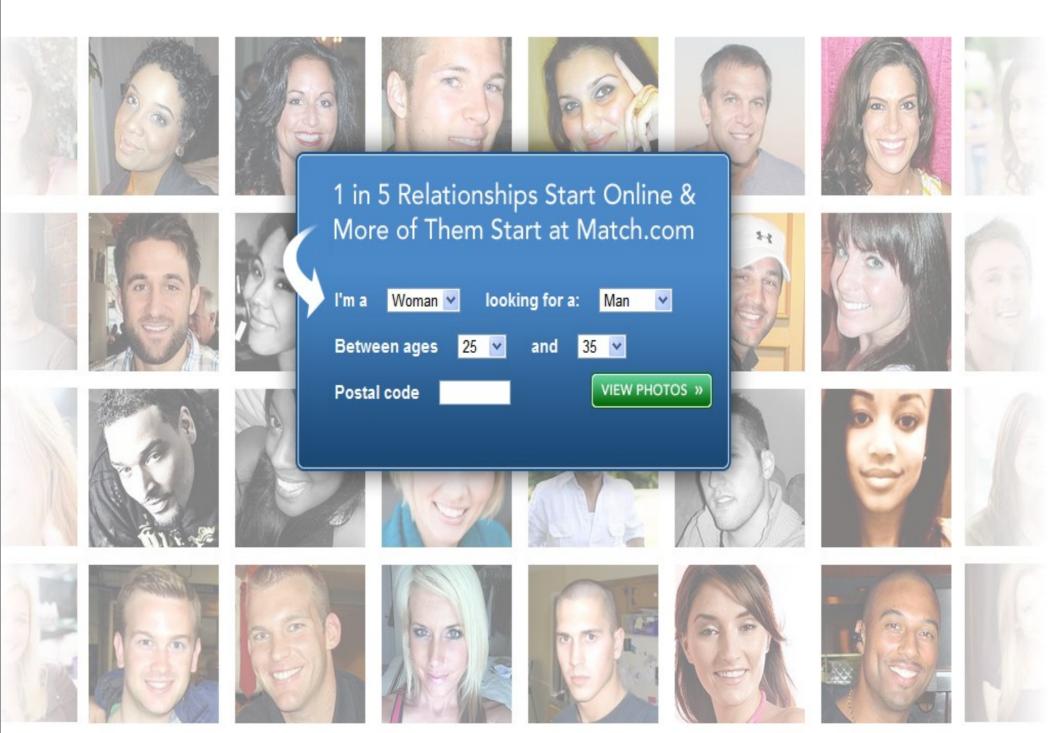
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How Groupon Works



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GROUPON

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Groupons are more fun when used with friends. Pass along deals by email or broadcast them to your social networks.



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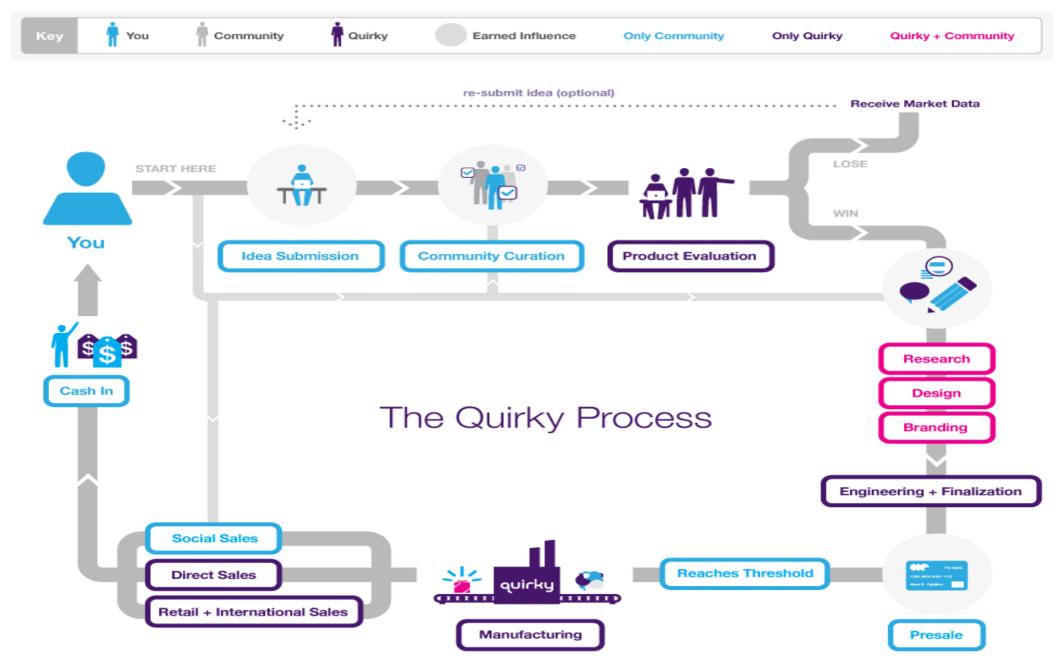
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Questions to Ask

- Can the user:
 - Do something more quickly
 - Get something more quickly
 - Access something scarce
- Do we provide something sought-after to a select number of people?
- Would people still use us if we purposefully added occasional annoyances?
- Do we offer a a superior user experience?

Questions to Ask

- Do we make the user feel better about themselves or their image?
- Can users form or retain meaningful relationships with others?
- Do we improve the health or physical safety of the user?
- Do we give the user the opportunity to make or save money?
- Do we improve users' career prospects?

Questions to Ask

- Do we provide a service that the user needs to perform their job? Or, perform their job better?
- Do we improve the perceived status of the user?
- Do we provide valuable entertainment for the user?
- Do we allow the user to experience something emotional?
- Do we allow the user to express their creativity?
- Do we provide the user with relevant knowledge or information?





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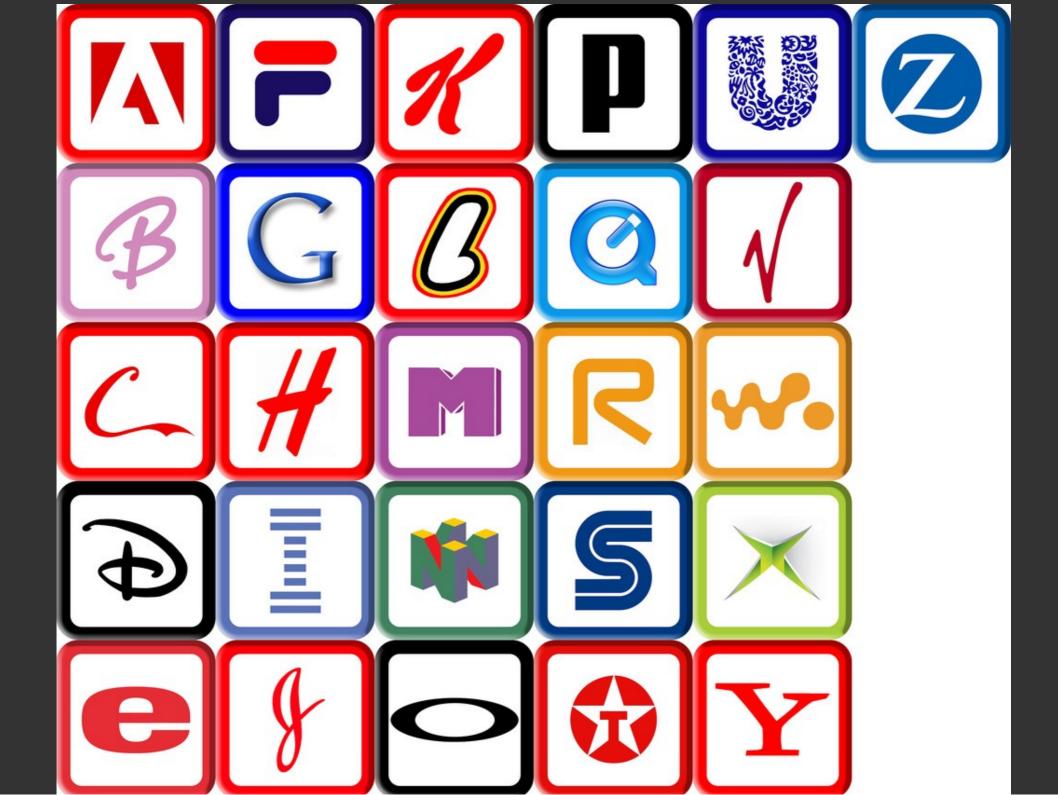
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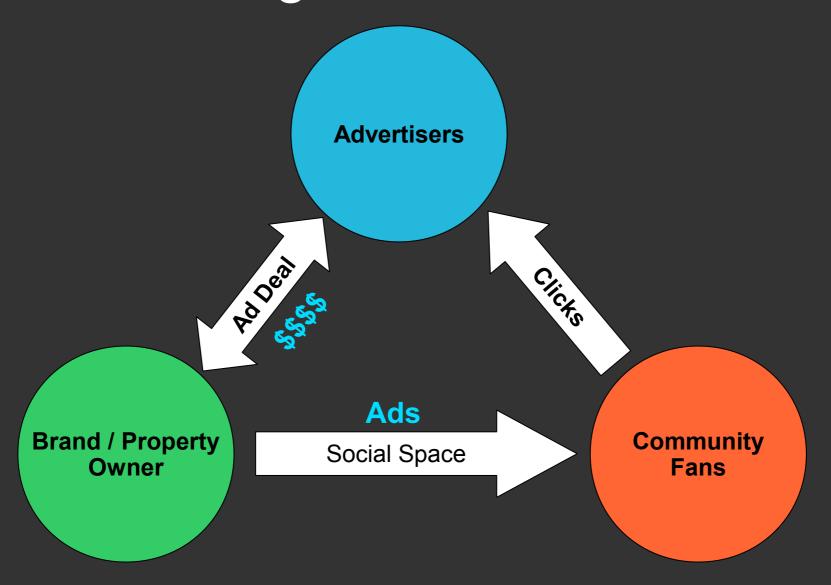
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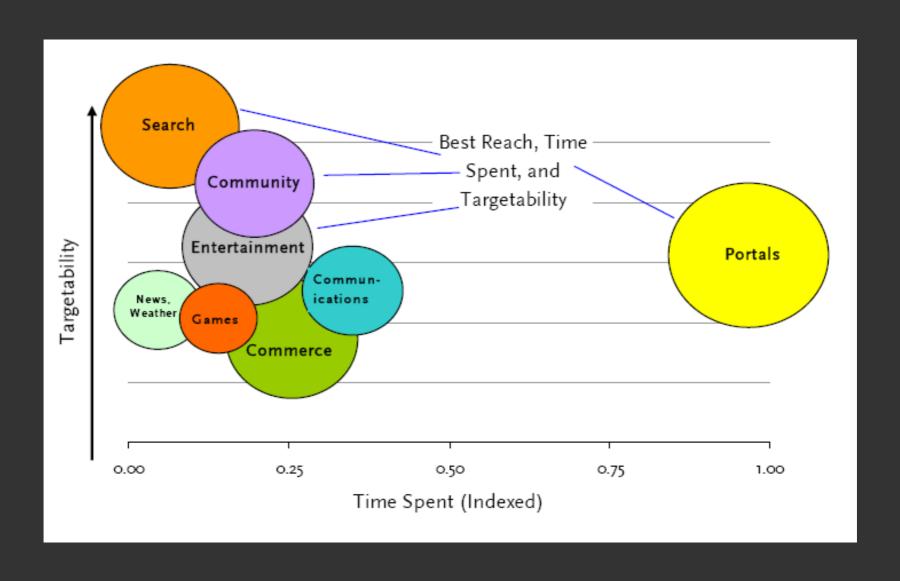


Types of Online Advertising

It's just not one media.

It's the Network and there are many options.

More Types of Online Media



Context Matters





Banner Ads

Winner: Technical - The Best



August 08 Best in Show Winner





















Search Engine Optimization



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82009 - Privacy

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Newsletter title

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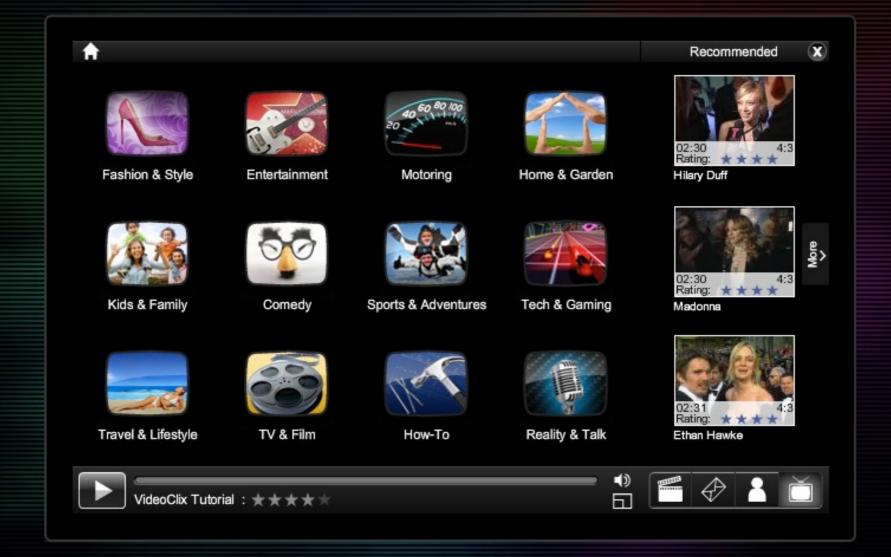
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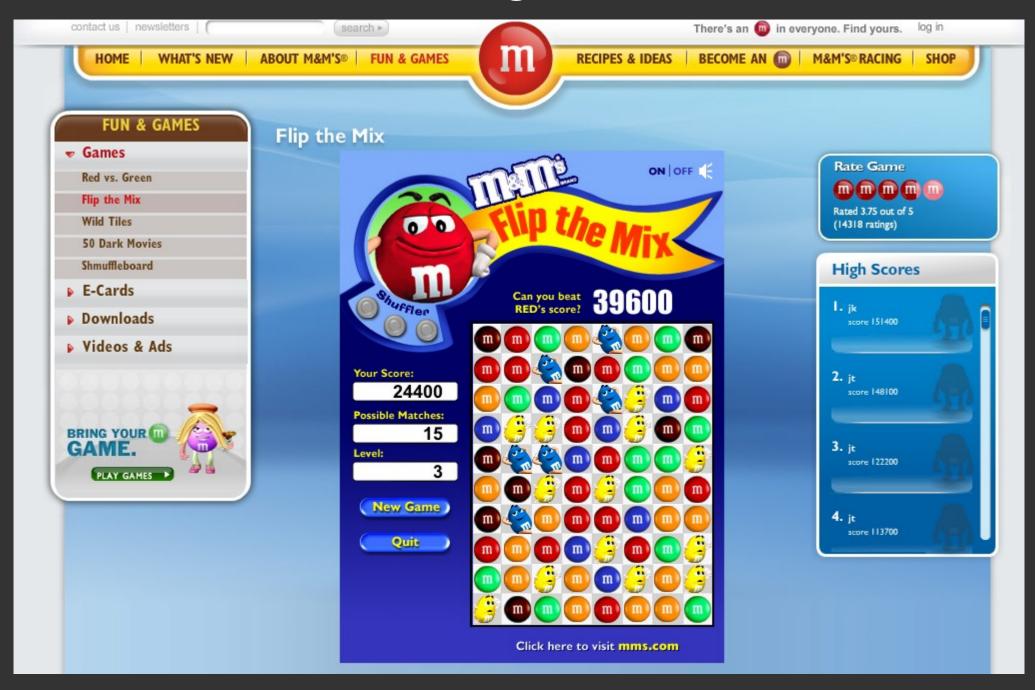
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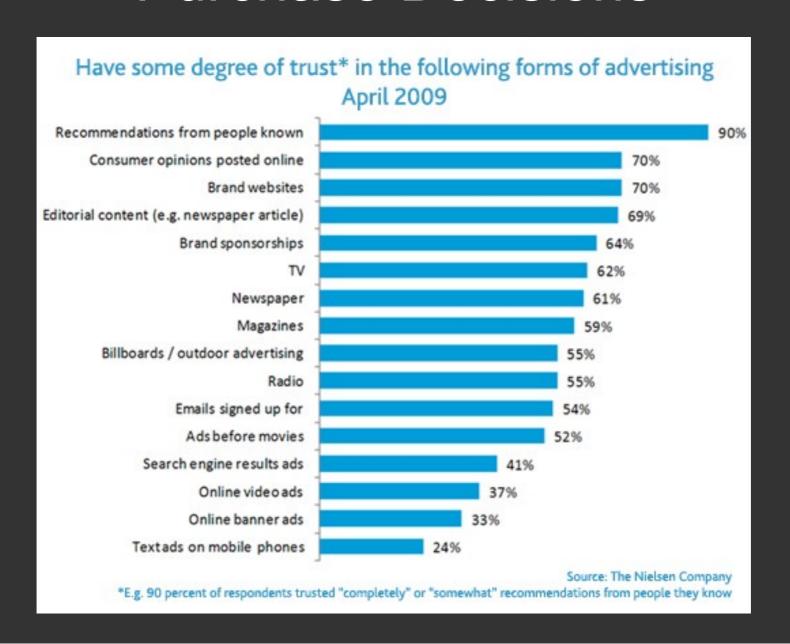
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Social Media Influence Purchase Decisions



The How-to's

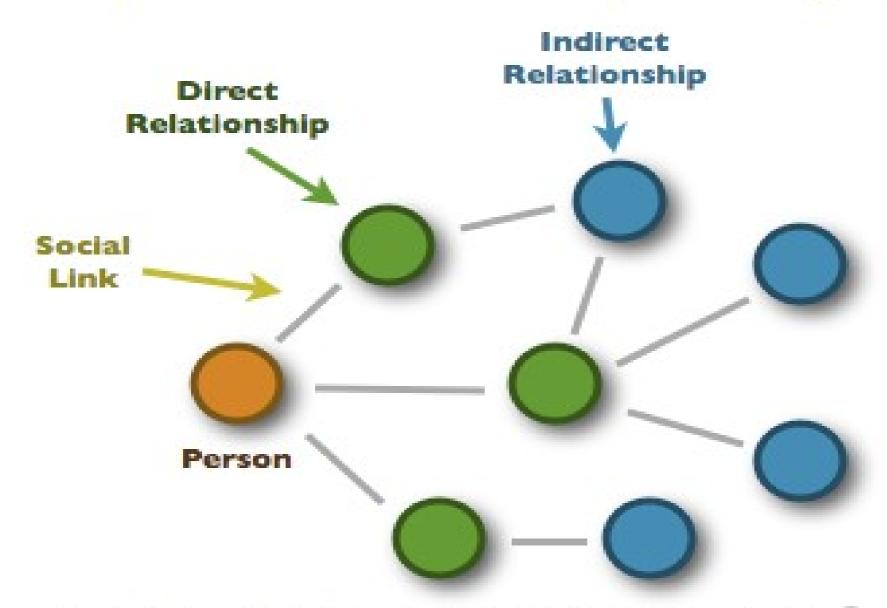
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Connecting
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Interacting
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- Create demand for your product with relevant ads.

Create Your Facebook Ad

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- Advertise your own web page or something on Facebook like a Page or an Event.
- Choose to pay per click (CPC) or impression (CPM) in your local currency.

Optimize Your Ads

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- Gain insight about who's clicking on your ad.
- Make modifications to maximize your results.

Real-time results for starbucks

Save this search

6 new tweets since you started searching.



Starbucks Looks like 'know it all' ... started it all: http://bit.ly /9TIMHP #StarbucksVIA

4:54 PM May 12th via CoTweet by bradnelson

Promoted by Starbucks Coffee 13 16 Retweets



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less than 20 seconds ago via web in reply to baarbyy



Gump Torn I'm at Starbucks Suvarnabhumi Airport (Suvarnabhumi International Airport, Nong Prue). http://4sg.com /7YIGcF

half a minute ago via foursquare



carleemerissa Going to my little brothers baseball game in pouring rain. Starbucks I am on my way :)

half a minute ago via Twitter for BlackBerry®



DarrellDBarnes Sippin' on some delicious Yukon Blend. Yum. at Starbucks Coffee http://gowal.la/v/c/PWPr/tw

half a minute ago via Gowalla

@RochelleGrayson

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208

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Lists



Lists are timelines you build yourself, consisting of friends, family, co-workers, sports teams, you name it.

New list

Trending: Worldwide

Change

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BR VHayleyWilliams



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Step 1 of 4

Ad Campaign Name:

Campaign Name

Give your campaign a name so that you can easily recognize it later. LinkedIn members won't see the campaign name.

Ads In This Campaign

Create a maximum of fifteen (15) ad variations to test out different text and images to optimize your costs and click through rates.

Ad Variation 1

Add

Image

Click to enter a headline

www.example.com

From: Rochelle Grayson

http://www.example.com Go to URL:

Click to enter a description of up to 75 characters to span 2 lines

Add a variation (Optional)

Next Step

or Cancel

Common Questions

FAQ

- · Where will my ads show up?
- What words can I put in my ad?
- What is the Profile Link?
- Will my ad look exactly like the preview?
- · What are some suggestions for writing my ad?

See example ads » Best Practices



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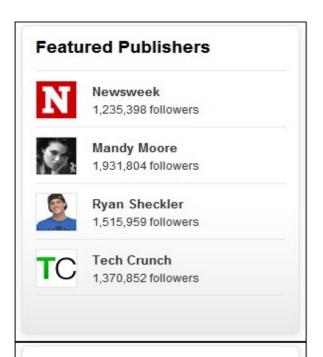


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Causes members

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500,000

member-created causes

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raised for 27,000 nonprofits

Support a Project

200,000

Birthday Wishes

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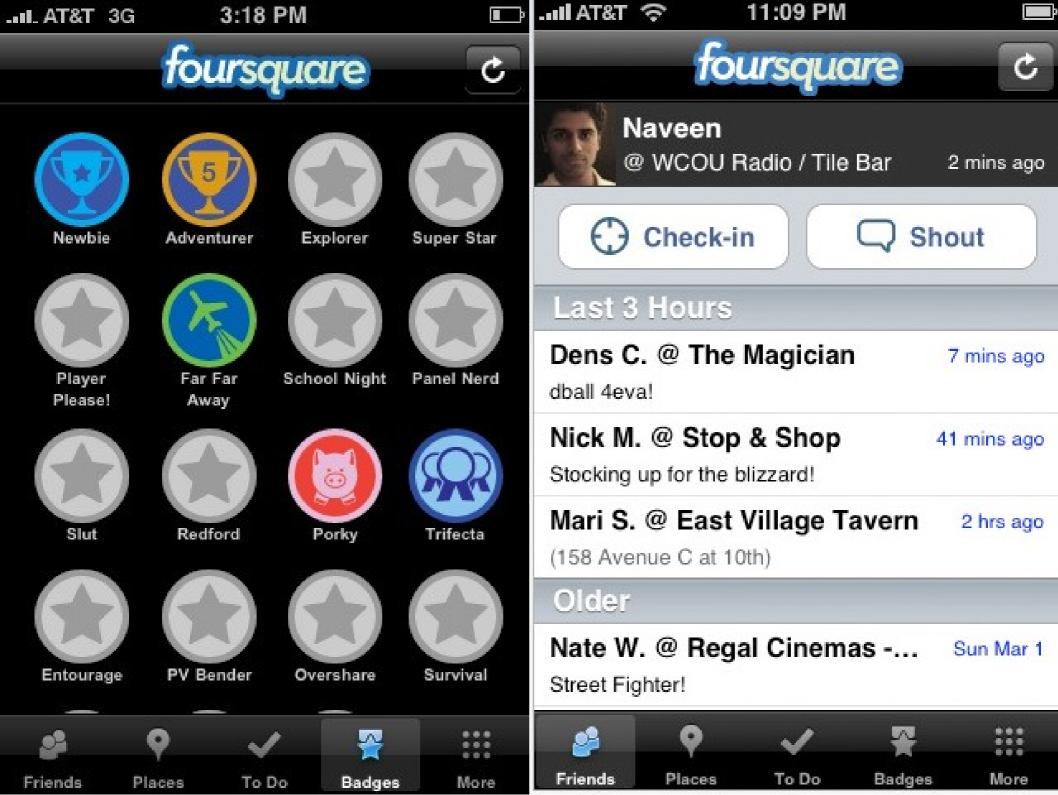






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Distribution and monetization platform

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Announcing Next-Generation AdWhirl



We're launching the next generation of AdWhirl, with major improvements and updates. AdWhirl is a free, open source mediation layer that helps iPhone and Android app developers maximize their ad revenues. New features include support for unlimited ad networks, including iAd, and major House Ad improvements.

Try AdWhirl at adwhirl.com To learn more, visit our blog.

NEWS & PERSPECTIVE

- TechCrunch
 - Over Six Months Later, Google Finally Closes AdMob Acquisition Article
- GigaOm
 iPhone More Global Than Android
 — for Now
 Article
- AdMob Mobile Metrics
 April 2010 Mobile Metrics Report

 Article



Here's what people are excited about today:

FUNDRAISING PROJECTS



CAUSES

Join the Movement



WISHES

Find a Cause



Support a Project

From the Causes blog

Causes announces Give a Minute for charity

Donate Your Birthday

by Jen Burton on Mar 29, 2011

We're really excited to announce a new feature we've been working on called Give a Minute which is a new way for users to...

Read more >

The New York Times



LINCOLN





Summary

create MARKETING SOLUTIONS not ADS



Get beyond commercial messages. Solve something. Involve people. Enable them. Let them Participate.



don't forget the BRAND

Is the brand central to the idea? Are we allowing for experiences that will get people engaged and ultimately move product?



create USEFUL CONTENT

Content & tools that make life better in some way.



think CONTEXT

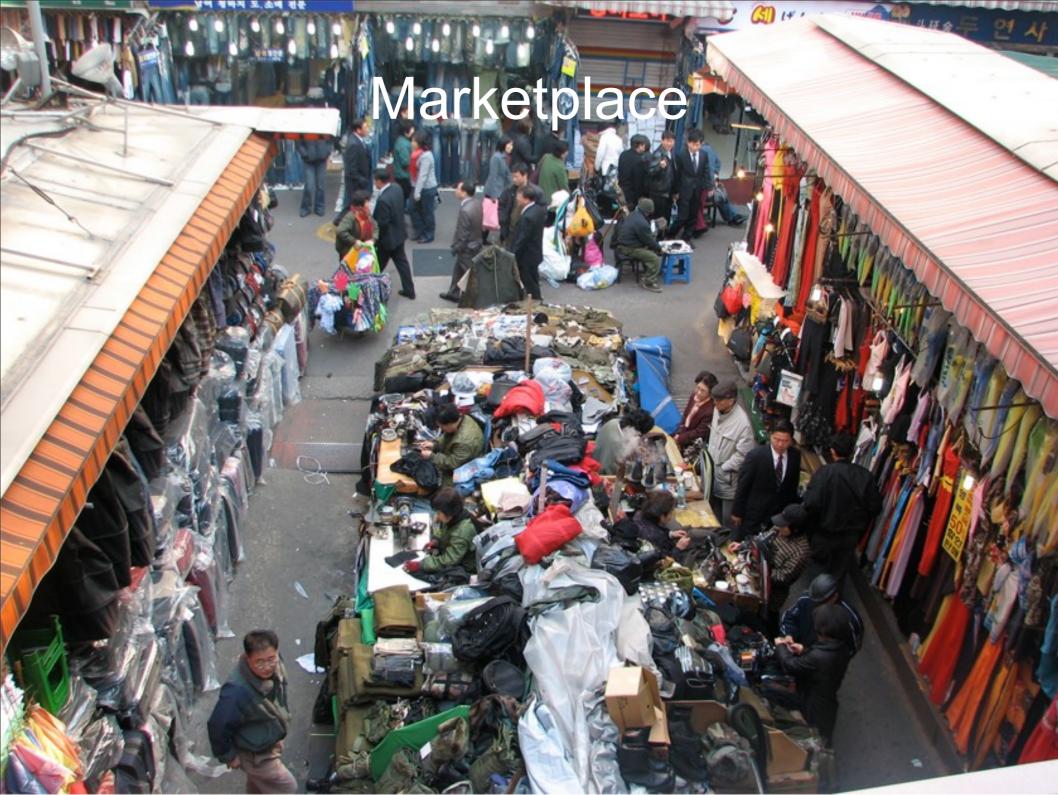
Think of all of the places, the touch points, where people could engage with our content. What are they seeking there. The way they use media and technology will influence our content.





Transaction Monetization Model





Types of Markets



Primary: Vendor

Secondary: Peer

Tertiary: Customers/Users

Customers/Partners

Peer

Vendors





Get Deals By Email 👴



How Groupon Works



Get It

GROUPON

Check your email, Facebook or Twitter feeds for daily deals on cool local businesses.



Share It

Groupons are more fun when used with friends. Pass along deals by email or broadcast them to your social networks.



Enjoy It

Print the voucher or bring it up on your mobile device, then present it at the business to get your deal.





Earn \$10 in Groupon Bucks by inviting friends. Refer a friend now.



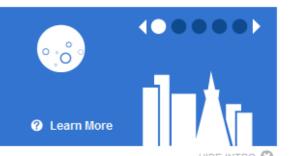
PERSISTENCE

If there is no struggle there is no progress.

Frederick Douglass

All your stuff in one place.

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Search the biggest collection of bookmarks in the universe...

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Is Your Brand's Social Media Getting Diluted? SAVE | SHARE via socialwebtools.info

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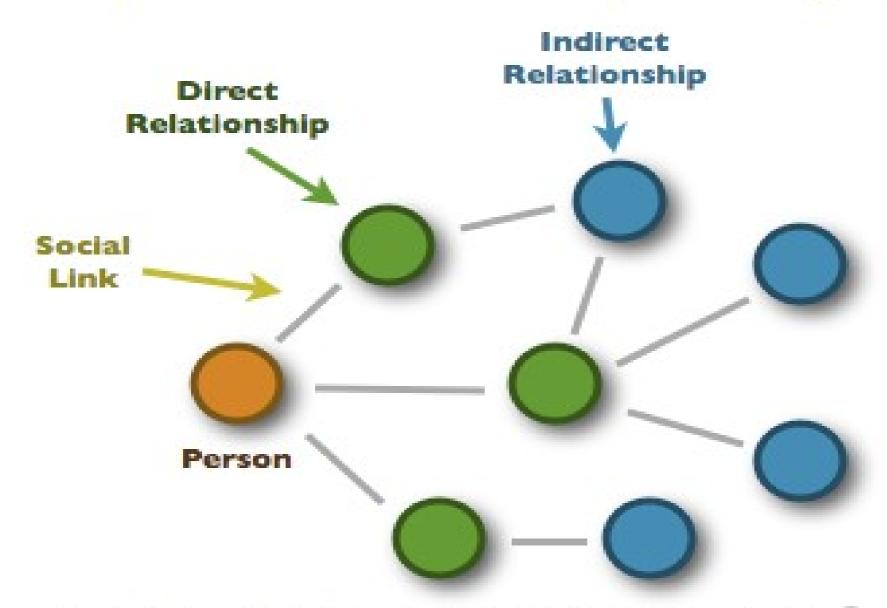
Meet +1: Google's Answer To The Facebook Like Button SAVE | SHARE via searchengineland.com

ppc media google

6 Related Tweets

Social Graphs:

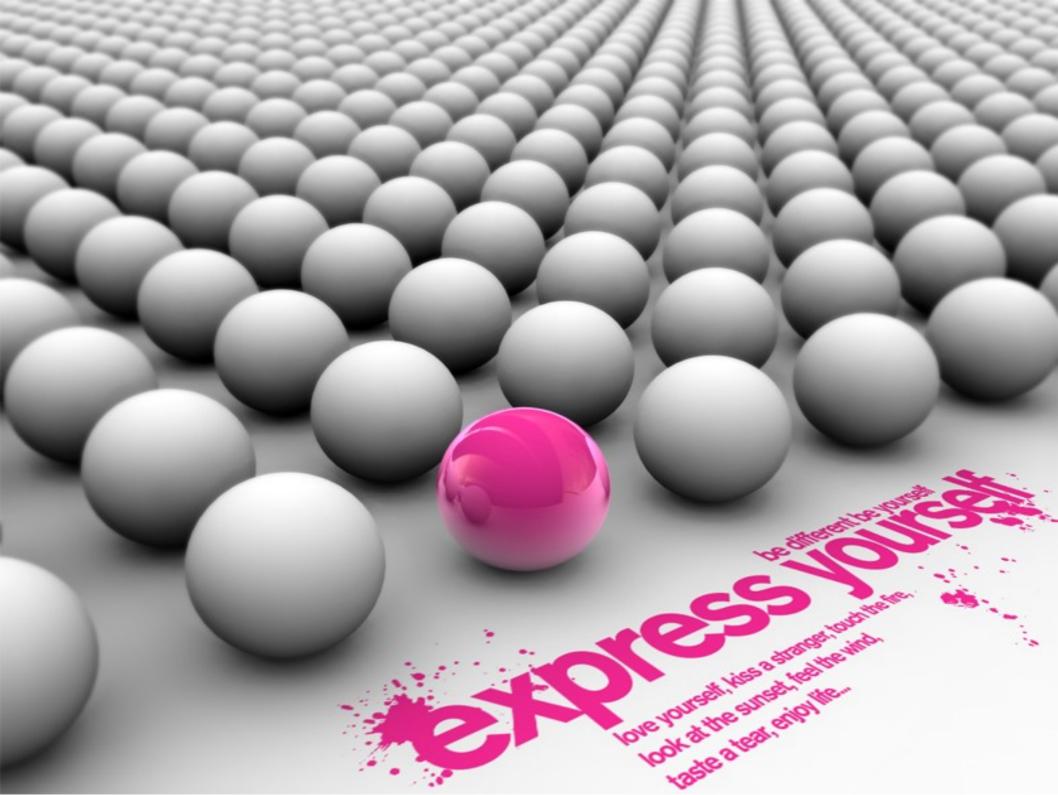
The pattern of social relationships between people













UChicago

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What's on your mind?



Alexandra Samuel How bad was @lilsweetie's doctor's office hissyfit over flu shot? Vodka-before-5 bad --my vodka, not hers.

about a minute ago via Facebook for iPhone · Comment · Like



Vincent Wright became a fan of Elizabeth 'Tina' Fey and 4 other profiles.

表 11 minutes ago



Aaron Handford is attending Miss Mercury Finalist for Radio Active Competition.

31 15 minutes ago · Comment · Like · RSVP to this event



Michael Tippett and Mike Browne are now friends with David Murray. 15 minutes ago



Michael Tippett is now friends with Christopher Shannon Roy and Kenton Low.

251, 16 minutes ago



Alex Stein TNT -- coolest swag ever



Clicks and Pops: TNT -- We Know Marketing

Source: dicksandpops.blogspot.com

Mix tapes are so 1980s and mix CDs just aren't as cool. But if you could make an MP3 mix that looked like a cassette tape, that would be cool, right?Two years ago, the Mixa came out -- \$40 bucks for a USB flash drive that looked like a cassette tape. ...

◆ 20 minutes ago · Comment · Like · Share

Requests

1 friend request

5 event invitations

2 group invitations

134 other requests

Suggestions

Bodo Estrich Add as Friend



Hartmut Dollmann Help them find their friends.

Suggest Friends for Them

Sponsored

Alberto European free



Experience the new formula of Alberto European free! Become a fan, request your sample and style with confidence whatever the weather.

6,563 people are fans of Alberto European.

Become a Fan

Events

See All

See All

See All

31 BodySpeak Movement Exploration Classes (every Friday) Now

Touchstone Theatre presents the premiere of Demon Voice by Shawn Macdonald Now

Vancouver iPhone Forum Tuesday 8:30am "Friends with Benefits" Book Launch and Party

Tuesday 7:00nm











Belonging



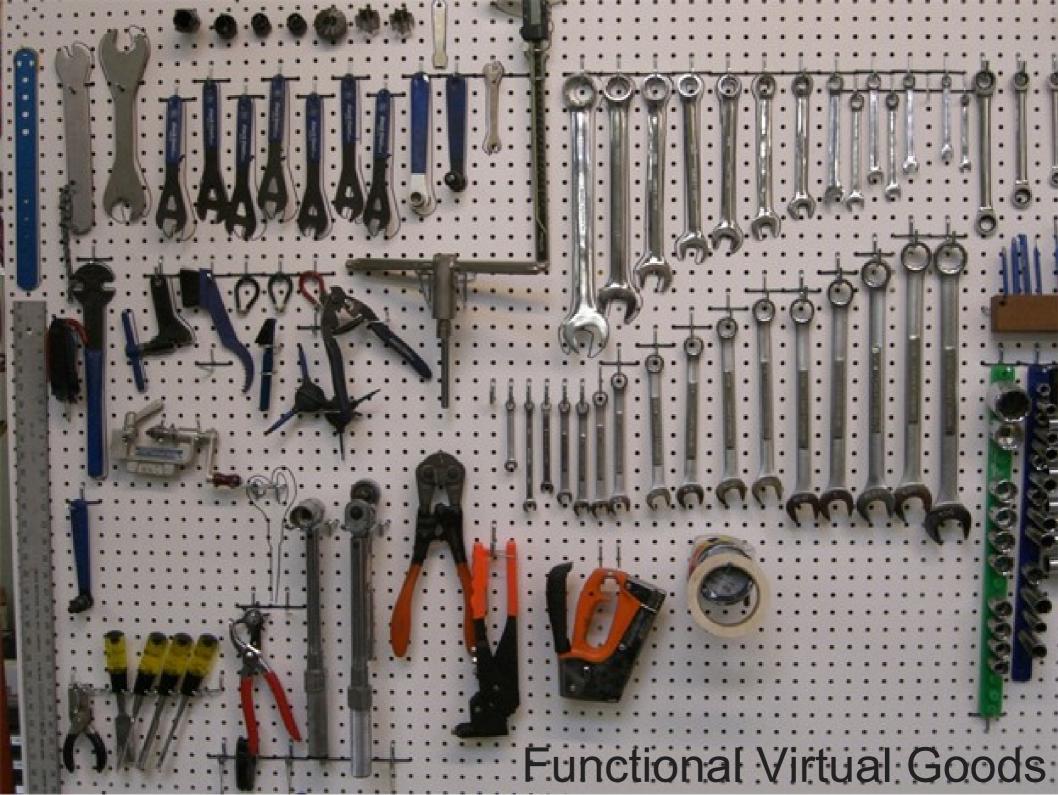










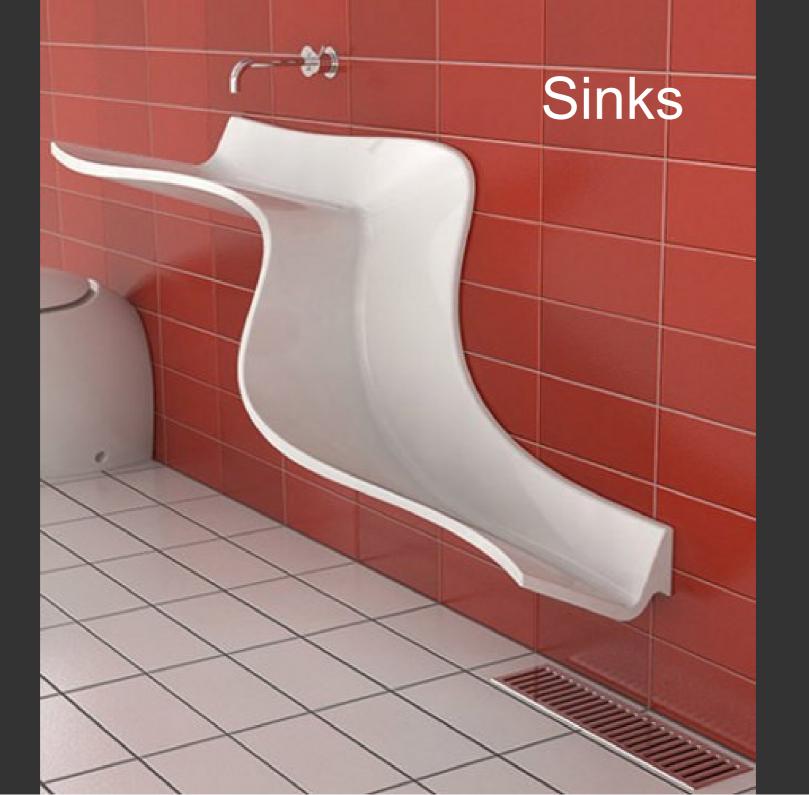




Value of Virtual Goods







You're holding a handbook for visionaries, game changers, and challengers striving to defy outmoded business models and design tomorrow's enterprises. It's a book for the ...

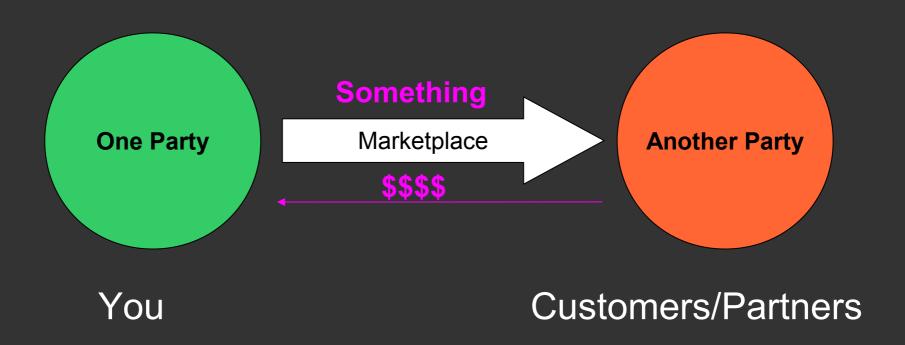
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Primary Marketplaces





Subscriptions & Freemium







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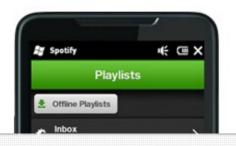


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Windows Phone is here!

Spotify Premium is now available for your Windows Phone.



Give the gift of music

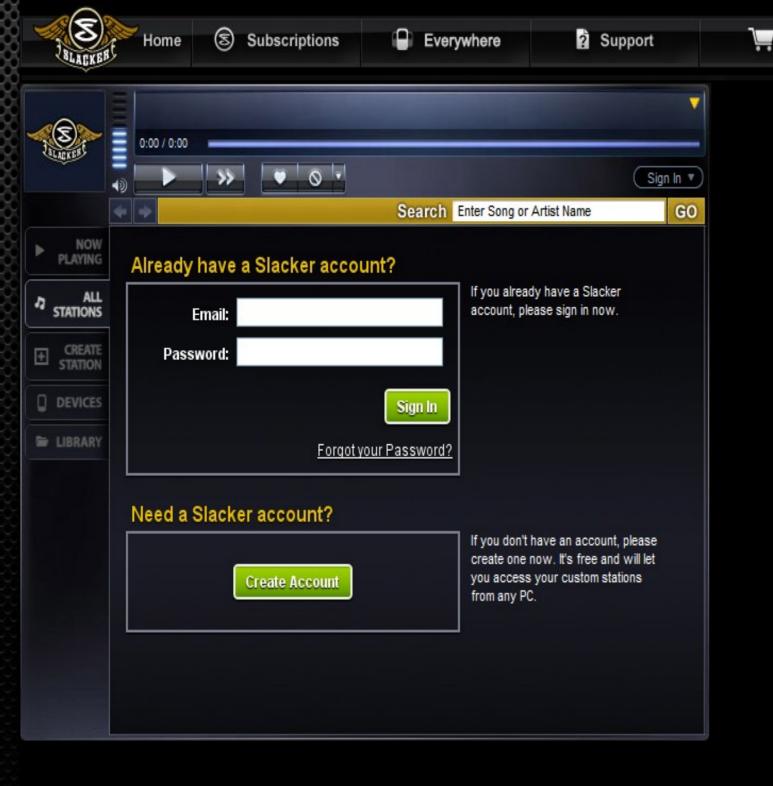
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Store

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Social Media Dashboard

Sign up now »

Spread Messages



Update multiple networks in one step, including Twitter, Facebook, LinkedIn, Wordpress.com, and Ping.fm



Social on the Go



Compose and converse on iPhone and Android mobile apps



Track Results



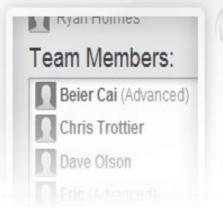
Review success in real-time with click-through statistics and easy report exporting



Team Collaboration +



Manage multiple contributors and share data and access without sharing passwords





Expansion, Upgrades, Collectibles







Secondary Marketplaces



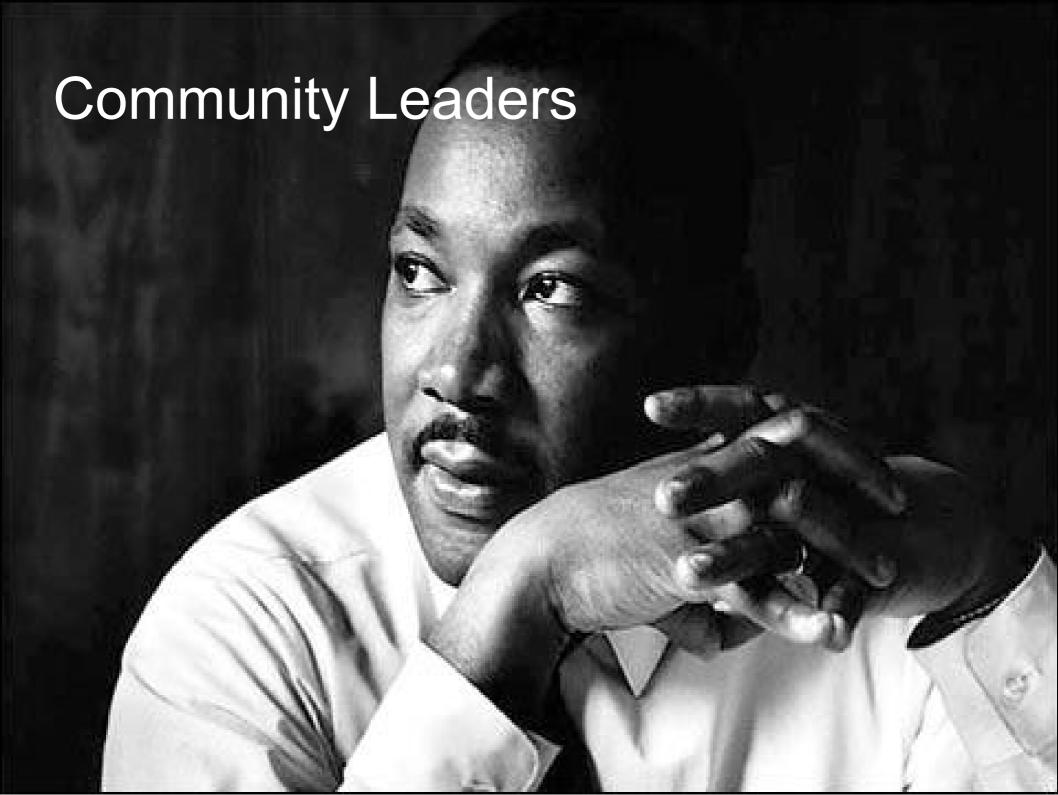
Trading & Auctions



Tertiary Marketplaces

















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and deliver.



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To match our highly improved experience, it was

time to freshen up our looks, and take on a new

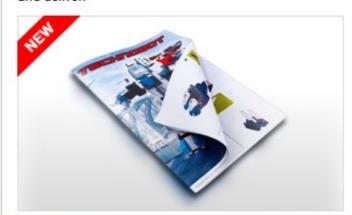
name... one that will represent better what we are



Upgrading to LEGO Digital Designer 3 With improvements on every level, and new functions as grouping, hiding, LEGO Digital Designer makes you feel in charge like never before.



New Box Designer With our new Box Designer, you will enjoy creating the ultimate home for your model. Decorate with our library graphics, and perfect your design using the tools.



A unique Building Guide

If you prefer handheld instructions; we will generate & include your own unique Building Guide... showing all the steps needed to make your model.



Better Performance

After optimized and clever programming, LDD 3.0 shows off muscle as well as stamina, handling bigger models with no hesitation.



New Missing Brick Replacement

We have listened to your requests, and are happy to offer a quick and easy way of replacing old, unavailable bricks



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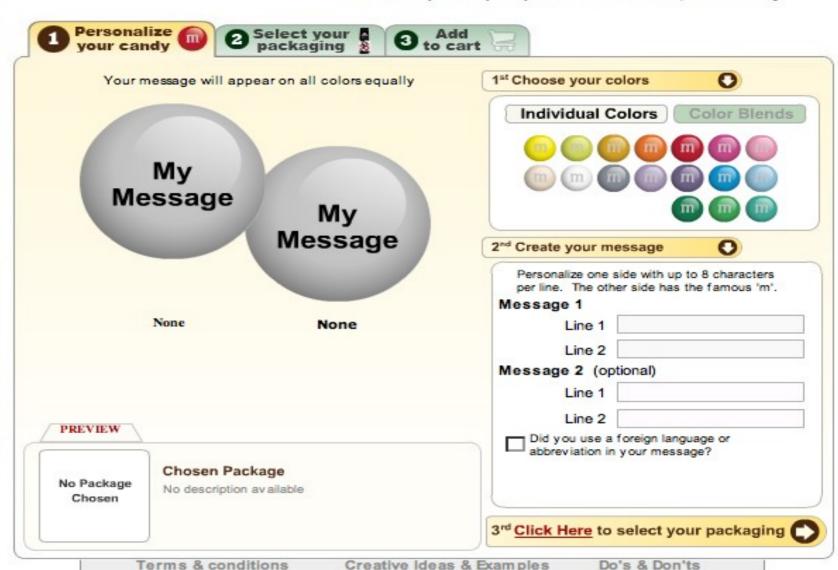
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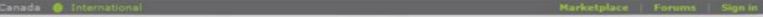
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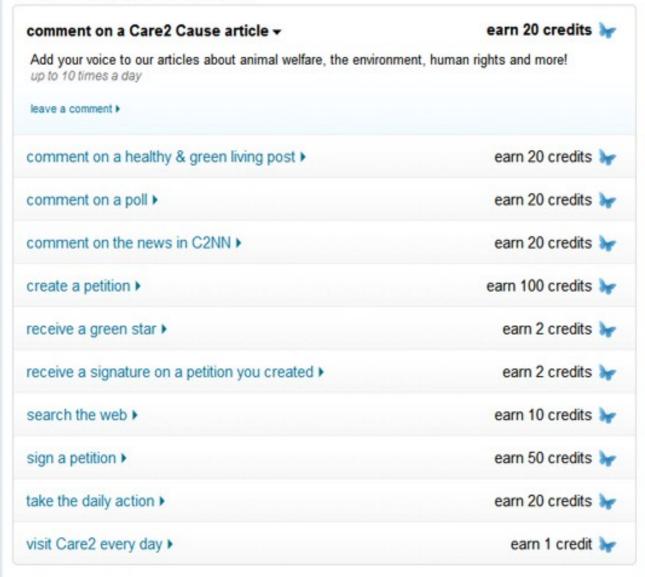
community & fun

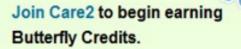
butterfly rewards 🐎

HOW TO EARN CREDITS

REDEEM CREDITS | MY DASHBOARD | HELP

how to earn credits





It's easy and free!

my dashboard >









Get paid for your work

Let your fans support you

Support creators

Give to the things you like





"Flattr brings power back to creators and consumers, so everybody gets happy "

- Mattias 0114

Things to Flattr

113 526

Flattrs made

345 986

Flattr works well with

Google code

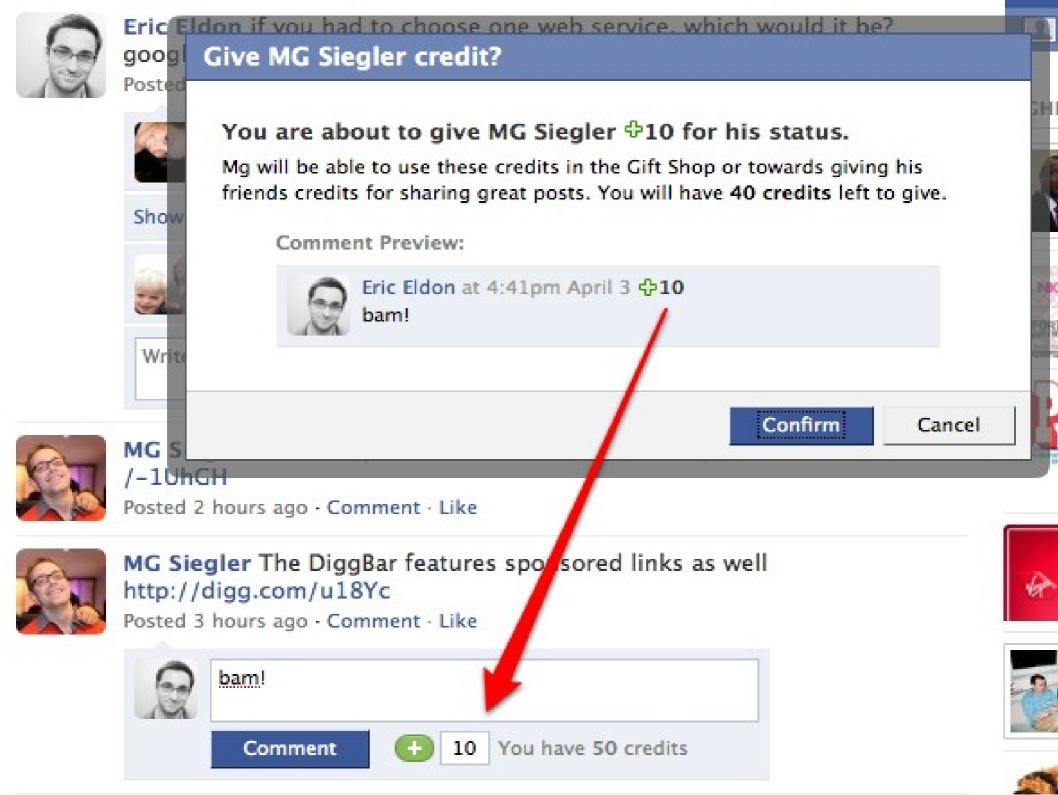
phpBB

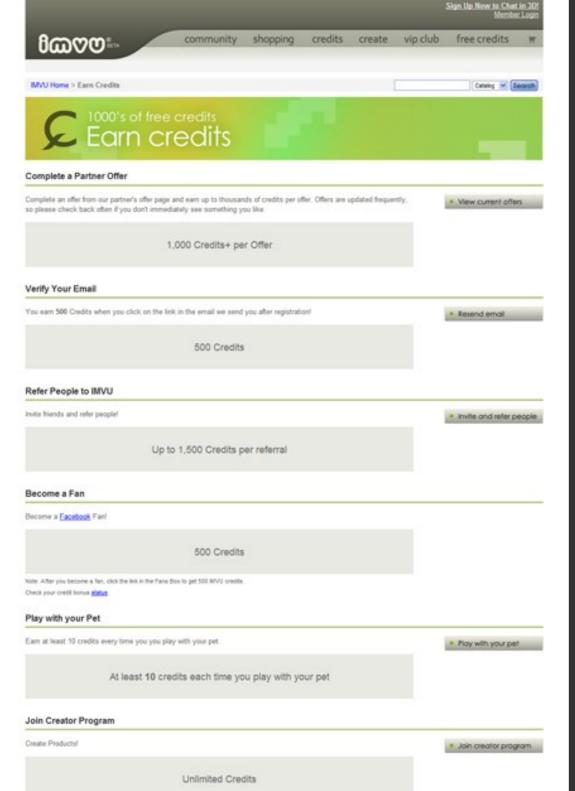


Learn about our APIs and integrating Flattr with your website

The company's goal is to make it easier for users to pay for content, and for content creators









Extending Your Reach







Challenges





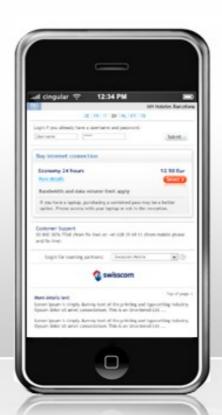
Associated Press / Kristin Murphy





User Experience Design







Mobile Content



QR Codes

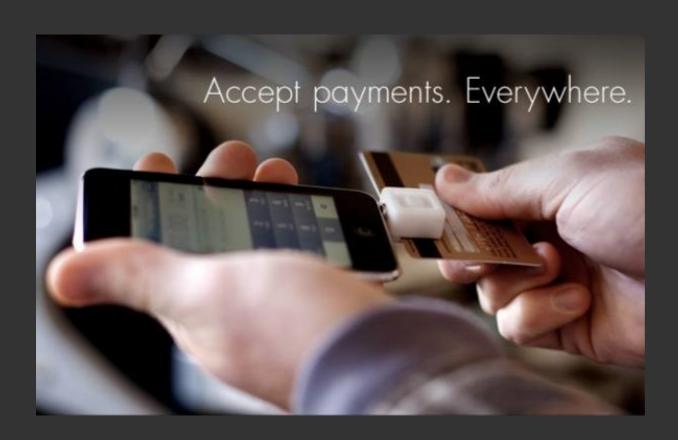






(Feel free to use your QR scanners to see what these do! ;-)

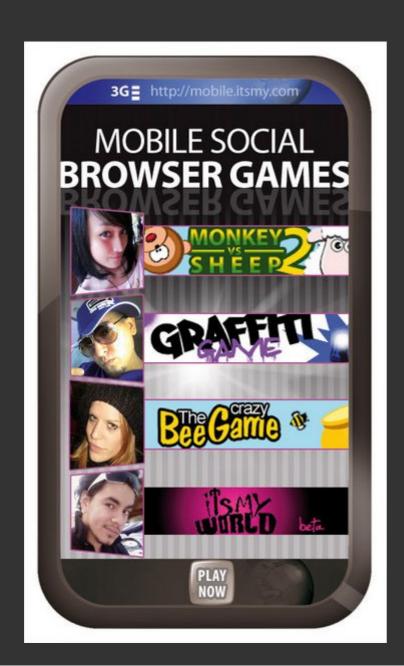
Mobile Payments

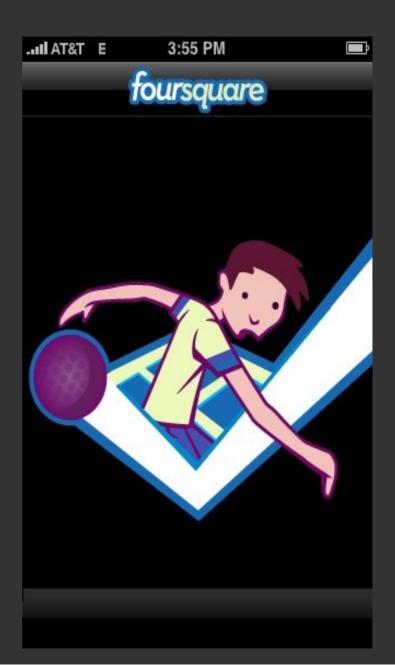






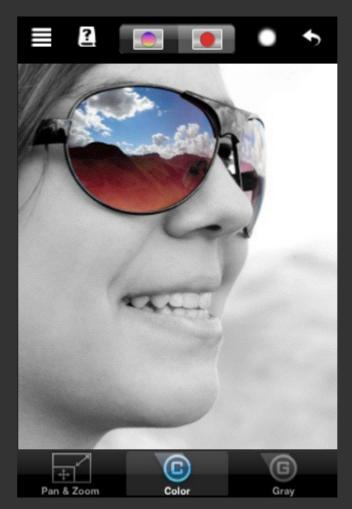
Mobile Social & LBS Games





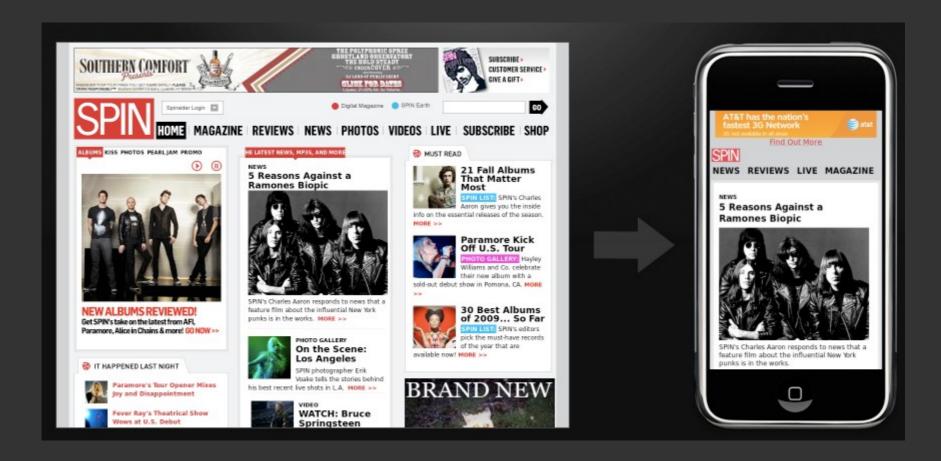
UGC







Multiplatform Information



You're holding a handbook for visionaries, game changers, and challengers striving to defy outmoded business models and design tomorrow's enterprises. It's a book for the...

Business odel Generation

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With it, you enter Webkinz World where you care for your virtual pet, answer
trivia, earn KinzCash, and play the best kids games on the net!

NEW Join the Search for the Magical Retriever!

A Message from Ganz: On Account and Online Item Sales.

Problem with a pack of trading cards? Read this!

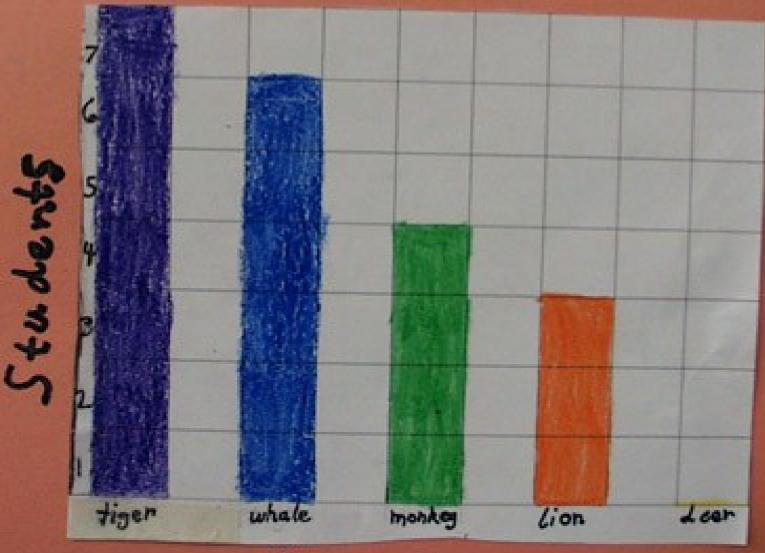
Real and Online Events





Favorite Mammal

Nicole 450/02



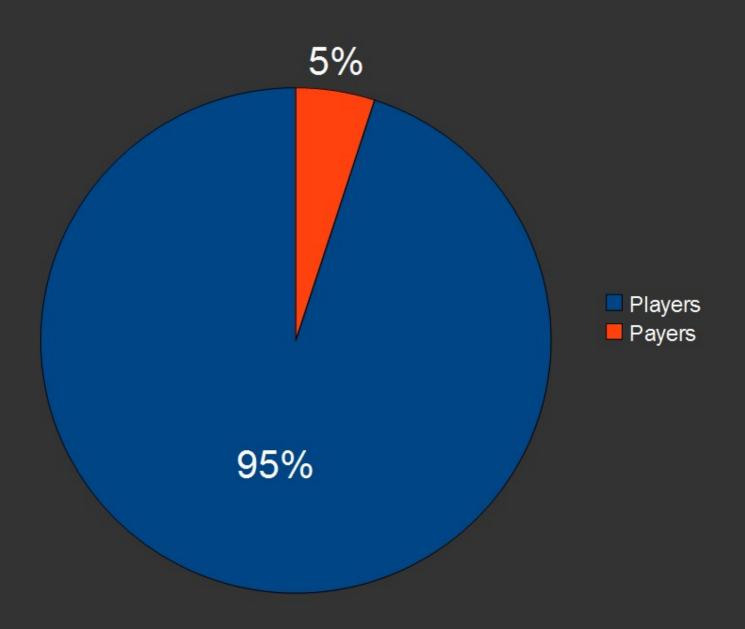
Mam mals

Market Research





95-5 Community Rule











Belonging







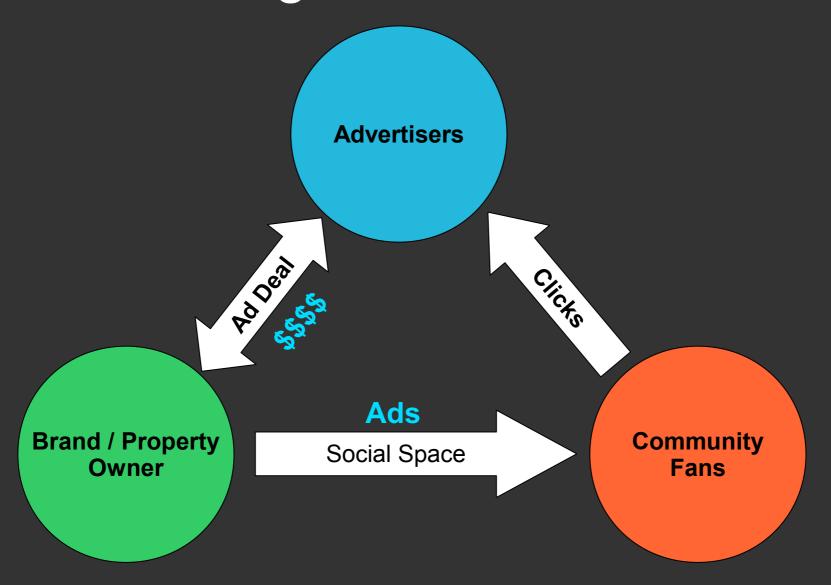




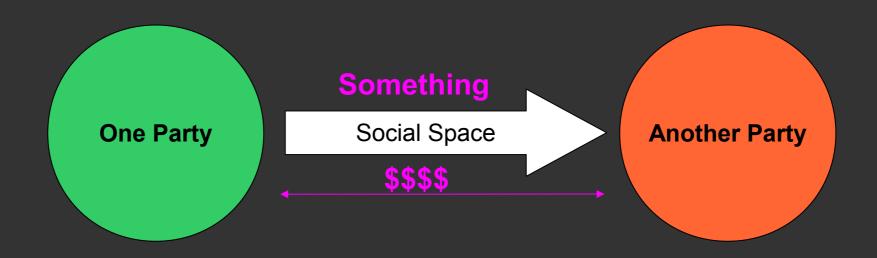




Advertising Monetization Model



Transaction Monetization Model





Questions to Ask

- Can the user:
 - Do something more quickly
 - Get something more quickly
 - Access something scarce
- Do we provide something sought-after to a select number of people?
- Would people still use us if we purposefully added occasional annoyances?
- Do we offer a a superior user experience?

Questions to Ask

- Do we make the user feel better about themselves or their image?
- Can users form or retain meaningful relationships with others?
- Do we improve the health or physical safety of the user?
- Do we give the user the opportunity to make or save money?
- Do we improve users' career prospects?

Questions to Ask

- Do we provide a service that the user needs to perform their job? Or, perform their job better?
- Do we improve the perceived status of the user?
- Do we provide valuable entertainment for the user?
- Do we allow the user to experience something emotional?
- Do we allow the user to express their creativity?
- Do we provide the user with relevant knowledge or information?





Thank You!



@RochelleGrayson rochelle@rochelle.ca (604) 612-9850