### Youtube Demystified

#### Free Resources After the Event + This Presentation



#### Free Resources After the event + This Presentation







No Sales Pitch...

So Just Relax...Learn and Share!!

Yes Share...If you use #canwest2019 when you share on Twitter, Instagram & Facebook you will get in a draw to win 2 tickets to CanWest 2019

### Western Canada's Biggest Social Media Conference



### Why do I do it....

Who Am I...

### BENEFITS OF YOUTUBE VIDEO

Discovered on search and discovery

Attracts slower, but longer gains in views

Rewards longer, in depth professional videos

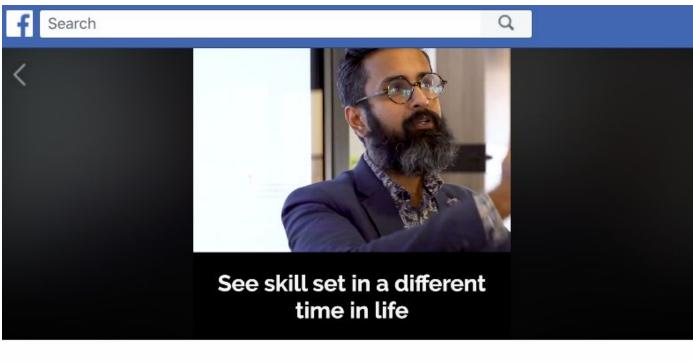


### BENEFITS OF FACEBOOK VIDEO

Discovered on newsfeed

Drives quick views and engagement

Attracts shorter, shallow, amateur videos







Comment Comment



Share \*\*\*



**(1)** 22 2 Comments

25 Shares

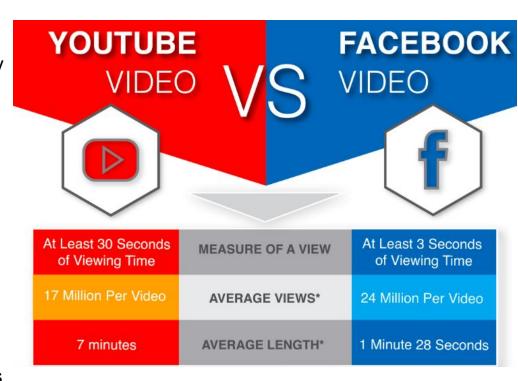


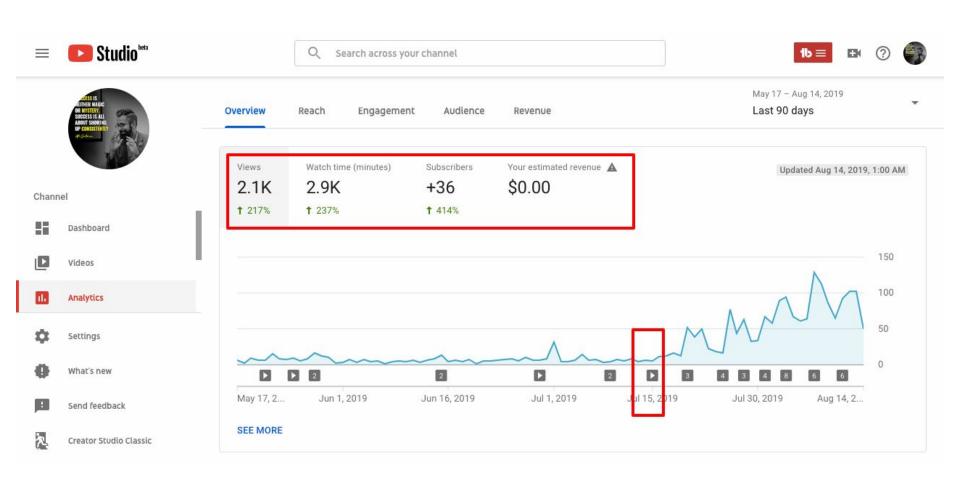
Video Idea to 1000 Views/Listens Within 24 hours

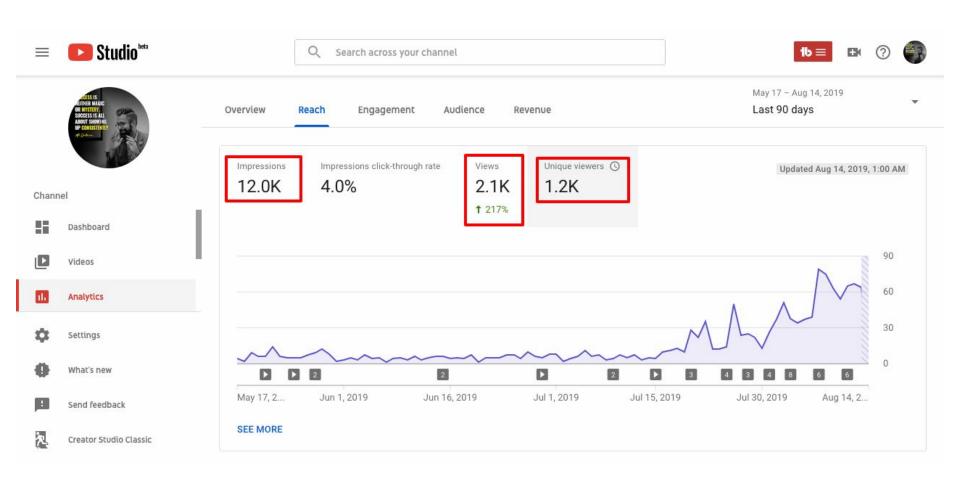


When someone opens youtube, she is mentally prepared to watch a video content so she puts on her earphone, have generally a suitable place and has some time (10 – 15 min) to consume content.

But this is not the case with Facebook. When someone logs in on Facebook, he is not mentally prepared to watch video content but then a video with click-bait headline, thumbnail, and description catches his attention or he sees many of his friends are sharing the same content piece.





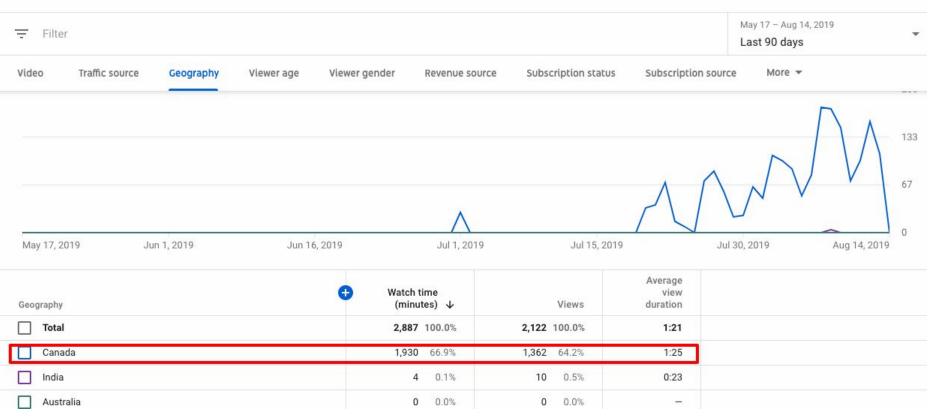








#### COMPARE TO ...



#### **Videos Done Right Gets You Leads & Clients**

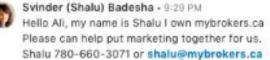
#### It's simple numbers....

Each client: \$10,000-20,000

#### Svinder (Shalu) Badesha

MYBROKERS.CA- Commercial Insurance Brokerage

MAY 5



#### Rooz Zare

Mobile • 10m ago

#### THURSDAY

...



...

#### Rooz Zare + 6:25 PM

Hi Ali, I watched one of your videos online and it peeked my interest related to one of the email strategies you were discussing.

I'm wondeiring if be available for 15 min call so I could get your opinion on few things and see if the theres synergy for us to work on a project together!

Thanks

#### 50% of all the content goes to waste

Published on Aug 13, 2019

#### 16 views



#### Ali Salman

Don't produce shitty content and don't promote shitty content as more then half of all the content produced is wasted.

SHOW MORE

#### = SORT BY 2 Comments



Add a public comment...



Highlighted comment

Salman Rajan

Very informative. Ali you're doing a fabulous job.

20 hours ago



View reply ~

#### **Videos Done Right Gets You Leads & Clients**

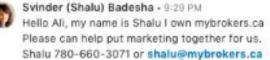
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Mobile • 10m ago

#### THURSDAY

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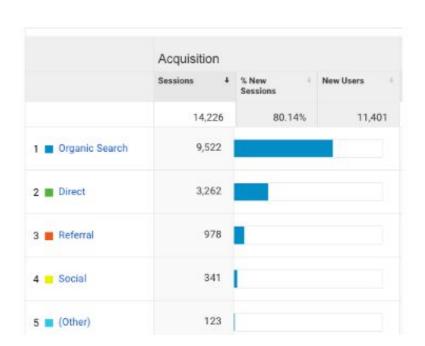
...

#### Rooz Zare + 6:25 PM

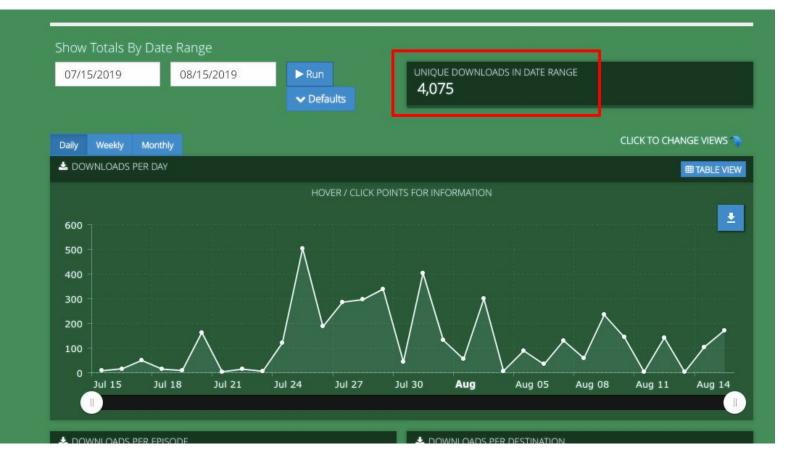
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Thanks



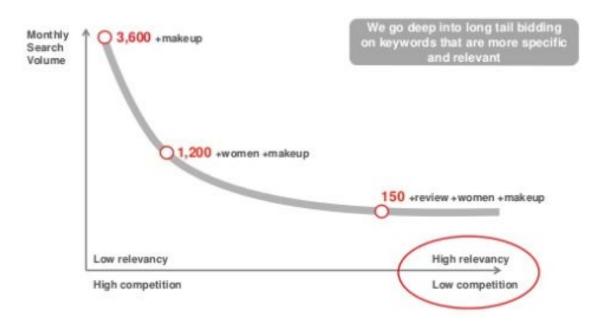
## Focus on good video quality (Don't confuse with good production) content generation



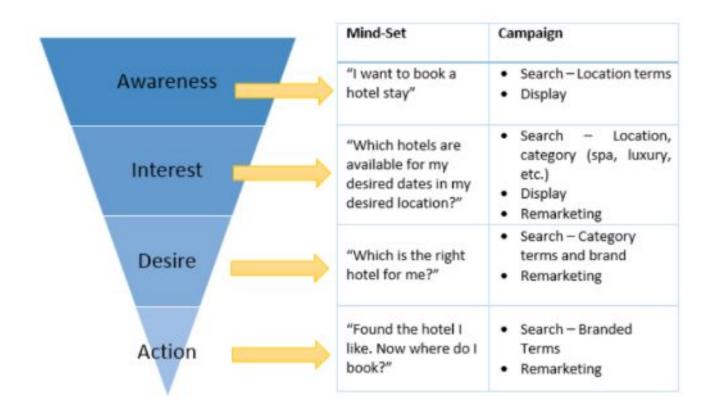
#### Long Tail Keywords Do Better

#### 'Long tail bidding' leads to less competition and a lower cost-per-click (CPC)

Channel Overview - Search



#### How people look for information through the buying process:



## Major Lessons

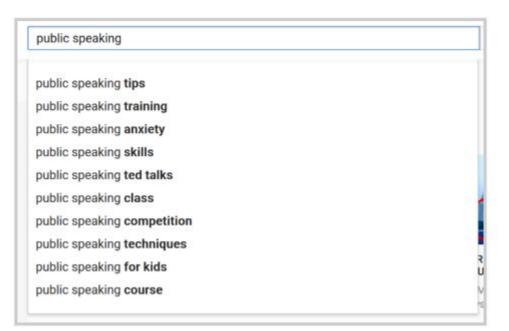
### Consistency

### Daily...Upload Daily!!

### Without

### Research

 $\dots$  and YouTube will hand you a bunch of keywords related to what you typed in:



### Persistence...

# 6, 12 and 24 month plan

### Just Uploading Short Videos



How to get clients from Twitter?



### Provide Value

S

### Ask For Loyalty

### Breaking

### Channel into

Playlists





VIDEOS

Ali Salman

123 subscribers

PLAYLISTS

CHANNELS

DISCUSSION

ABOUT

Q

#### Created playlists

HOME



Daily Marketing Discovery

Updated today

VIEW FULL PLAYLIST



**Business Growth Rants** 

Updated 2 days ago VIEW FULL PLAYLIST



**Business Growth Hacks** 

VIEW FULL PLAYLIST



Marketing Speaker

VIEW FULL PLAYLIST

### Youtube as base...

# Other social as distribution

#### Make "Pressing Play" Irresistible

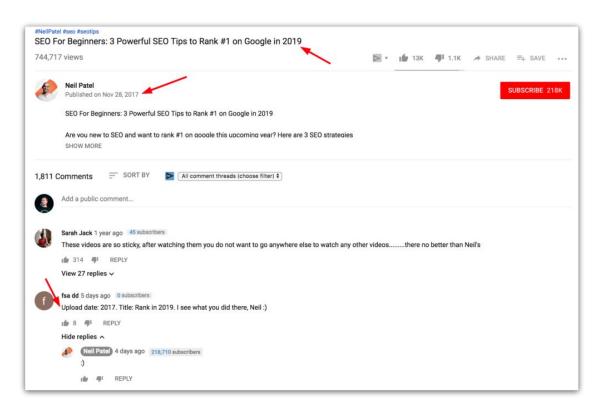
- You might think you've made the coolest YouTube video in the world.
- But if you can't convey that fact to your audience *before* they click play, how are they to know the extent of your genius?
- Remember, before people choose to watch your video, all they can see is the title and thumbnail image for it.

#### Collaboration

A **YouTube collab** is a video where two (or more) YouTubers who usually work on different channels create a video together. This can take on different forms. If the YouTubers are able to meet up, they might make a video where both are in front of the camera. They could, for example, do a challenge or a tag together.

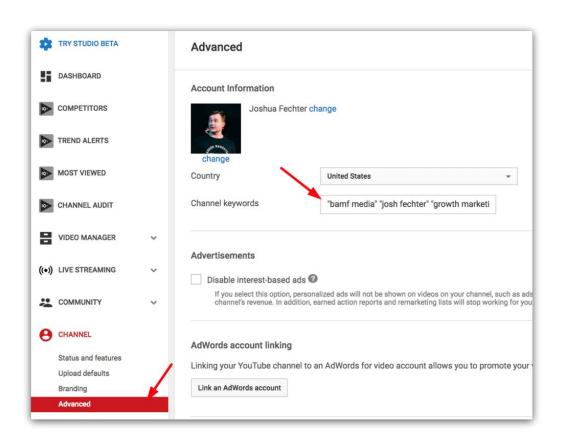
Evergreen

Content



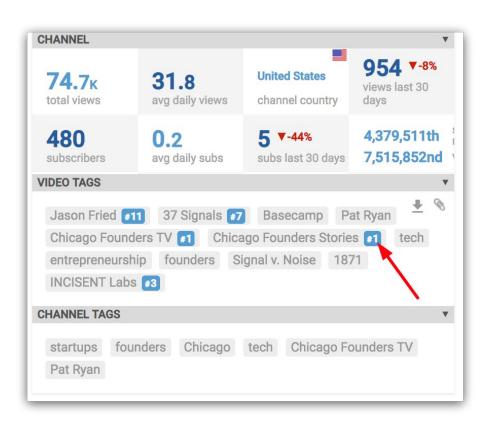
Channel

Keywords



Competitive

Intelligence



**Video** 

**Time Stamps** 

Lastly, include timestamps (i.e. "11:15 How viral loops work") to guide the viewer and increase audience retention. Here's an example below:

Join in our fireside chat with Justin Wu, Founder and Growth Engineer at Growth.ly, and Josh Fechter, Growth Evangelist at Autopilot. In this interview, you'll learn how to develop your personal brand and scale your business using growth strategies and hacking. He'll teach you the framework he used to grow companies to \$1M ARR in the first year. You'll also learn how to scale traffic using automation, scaling engagement using automation, and more.

00:05 - Meet Justin Wu

01:05 - Breaking into Growth Hacking

09:23 - Product Launching Growth Hacks

19:44 - Growth Hacking Snapchat

33:34 - Growth Hacking Instagram

46:14 - Growth Hacking Facebook

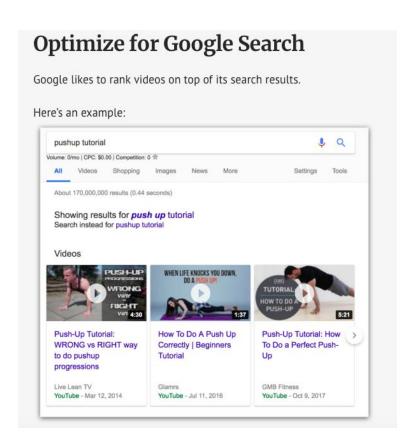
54:28 - How to become a Growth Hacker

01:03:30 - Growth hacking without getting your account suspended

01:07:01 - Why skip Seattle for San Francisco?

**Image** 

**Optimization** 

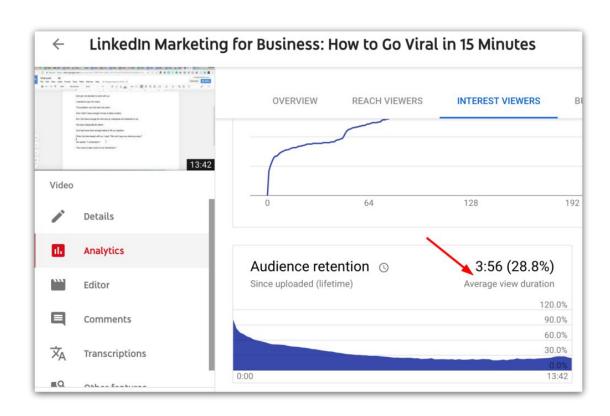


Distribute on

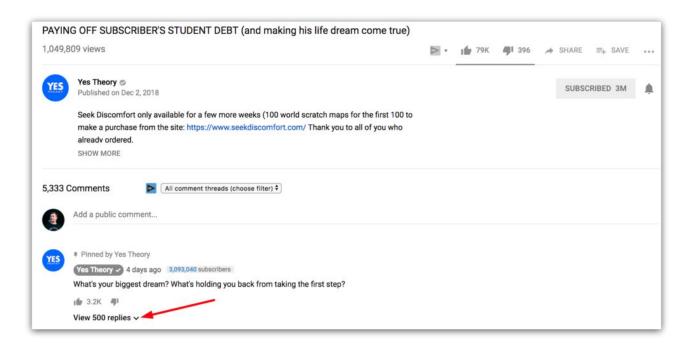
Meetup
Quora
Answers.com
Your blog
Social Media Channels

Suggested Questions	×
Select: All, None	
QUESTION	WEEKLY VIEWS
☐ What is the best way to learn Growth Hacking?	20 - 60
☐ What are the most amazing growth hacking strategies you know?	20 - 60
─ What are tools for growth hacking and digital marketing?	15 - 60
☐ What are the best growth hacks for B2B startups?	15 - 55
─ What is growth hacking in digital marketing?	10 - 45
■ What are the best mobile app growth hacks you've seen?	5 - 40
$\hfill \Box$ What are the Top 10 Consumer Internet Growth Hacks? (that have been A/B $\dots$	5 - 40

Focus what makes your audience stick



Engage Engage



#### Youtube Ads



Homepage Masthead Unit



Expandable YVA



Standard Banner Ads



Homepage Expandable
Masthead Unit



YouTube InVideo Ads



Standard Mobile Banner Ads



Homepage Tandem Masthead Unit (Cross-Talk)



Standard InStream Ads



Promoted Video Ads



Standard YVA



Rich Media Ads

## Google is getting better with data

Demographics

Reach people based on age, gender, parental status, or household income ?

Edit targeted demographics				
Gender	Age	Parental status	Household income	
Female	<b>18 - 24</b>	✓ Not a parent	<b>✓</b> Top 10%	
✓ Male	25 - 34	✓ Parent	11 - 20%	
✓ Unknown ⑦	35 - 44	Unknown ①	21 - 30%	
	<b>✓</b> 45 - 54		31 - 40%	
	55 - 64		<b>41</b> - 50%	
	65+		Lower 50%	
	✓ Unknown ⑦		✓ Unknown ⑦	



A Note: Household income targeting is only available in select countries. Learn more

#### Youtube Ads

Demographic ? Any gender, Any age Edit Viewing videos Enter a word, phrase, or website about ? # Arts & Entertainment add » # Autos & Vehicles add » ⊞ Beauty & Fitness add » ⊞ Books & Literature add » H Business & Industrial add » □ Computers & Electronics add » CAD & CAM add » ⊕ Computer Hardware add » ⊞ Computer Security add » Consumer Electronics add » add » ⊞ Camera & Photo Equipment add » TI Car Electronica add .. Cancel DONE

#### Youtube Ads

#### How it works.

With TrueView you get 4 options for ad placement:

InStream



User can choose to view or skip your preroll ad

In Slate



User can choose to view your ad out of three ads shown

In Search



User can choose to click through to view your video

In Display



User can choose to view your video while on relevant websites

#### Share...Share...

If you use #canwest2019 when you share on Twitter,
Instagram & Facebook you will get in a draw to win 2 tickets
to CanWest 2019

# Western Canada's Biggest Social Media Conference

### Youtube Ads

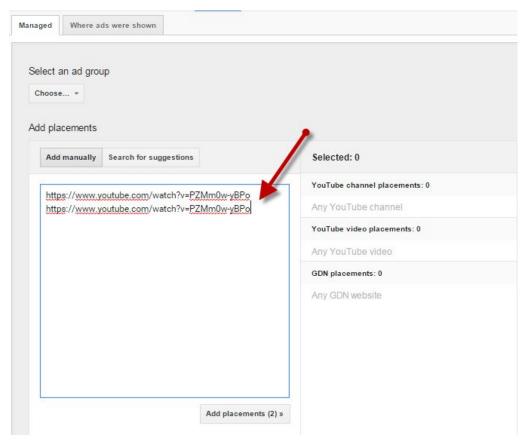


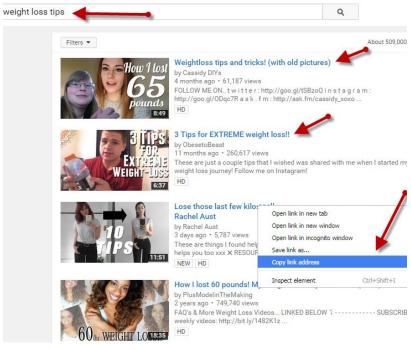
#### Youtube Ad Hacks

#### Optimal YouTube video ad criteria:

- 30-45 seconds in length
- 10-second elevator pitch/unique selling position (USP) at the very beginning
- Call-to-action (CTA) at :15 seconds into the video.

#### Youtube Ad Hacks





### Reverse Engineer

#### Ads History: edmonton real estate

Database: Canada ✔ | Device: Desktop ✔ | Currency: USD, \$ ✔

#### Keyword ads history 1 - 9 (9) ③

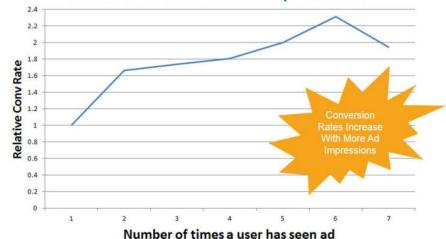
Domain	Feb 2019		
	Ads Traffic	Ads Traffic Price (USD)	Ads Keywords
agentpronto.com 🗗	18,405	44,881	824
edmontonrealtypros.ca 🗷	8,027	14,484	87
muveteam.com 🗗	3,046	4,531	57
noelledistad.ca 🗷	1,462	1,948	31
akashhomes.com 🗗	1,404	1,612	14
edmontonhomesonsale.com 🛂	1,286	1,416	12
findhomesinedmontonab.com	329	521	6
chrisakins.ca 🙋	323	377	13
watersedgeestates.ca 🛂	217	306	12

Domain	Feb 2019		
	Ads Traffic	Ads Traffic Price (USD)	Ads Keywords
calls.net 🙋	38,223	103,663	973
northtowndentalassociates.ca	295	3,038	6
fhfd.ca ♂	253	2,652	1
westmountdental.ca 🛂	243	2,179	11
dentusfamilydental.com 🛂	88	743	2
strathconadental.ca 🗗	74	666	3
bonniedoondentist.com 🗗	60	351	2
clearwaterdentist.ca 🛂	50	532	2
southgatedentalcentre.com	37	408	4
southtraildental.com 🕝	10	124	2
dentistsouthedmonton.ca 🗗	10	156	2
sharshardental.com 🗗	10	105	2
ellerslie66dental.com 🗗	2	16	Ai
millcreekdental.ca 🗗	2	32	1

## Remarket....Keep on Remarketing!!!!!!



## Weird Thing About Remarketing: Conversion Rates Increase With More Ad Impressions



## **Complete List**

Free & Paid Video Marketing Tools List:

1: Promo by Slide.ly (Quality promo videos) Paid

2: Goanimate (Animated Videos) Paid

3: ViewBox (Interactive video ads) Paid

4: Vimeo for Business (Hosting & Analytics) Paid

5: <u>Videoscribe</u> (Animated whiteboard videos) Paid

6: FilmoraGo (Mobile editor along with desktop) Paid

7: Wistia (Vimeo's competitor for video hosting) Paid

8: <u>Belive.tv</u> (Facebook live interviews and interactive videos) Paid

9: <u>Loom</u> (Screen share & training videos) Free & paid

10: <u>Handbrake</u> (Convert video into different formats) Free

12: Video Setup on Amazon

2. Video Octup Oli Alliazoli

13: Prezi (Beautiful presentations) Free & Premium

11: Powtoon (Animated videos) Free & paid

14: <u>Yoast Video SEO Plugin</u> (WordPress Video SEO Plugin)

15: <u>Flipagram</u> (Create videos from pictures) Free App on Android & Apple

16: <u>Stupeflix</u> (Create videos from the content you already have) Free

17: <u>Legend</u> (Create Gif's by combining Text, Flash and Images) Free

18: Overvideo (Add text and music to your videos) Free

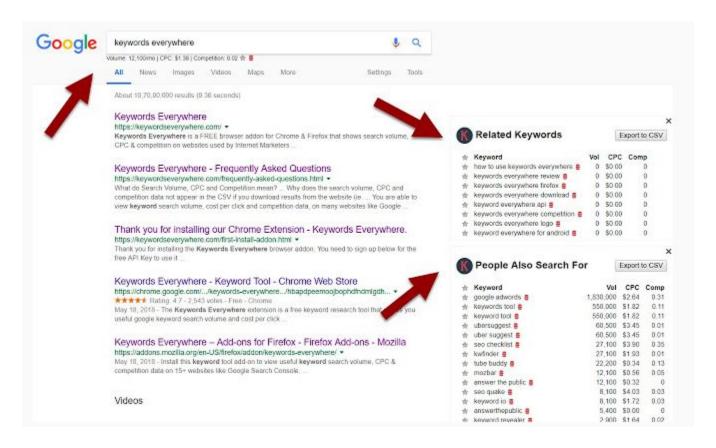
19: <u>Youtube Editor</u> (Editing Tool) Free

20: Vidlog (Spy video analytics) Free

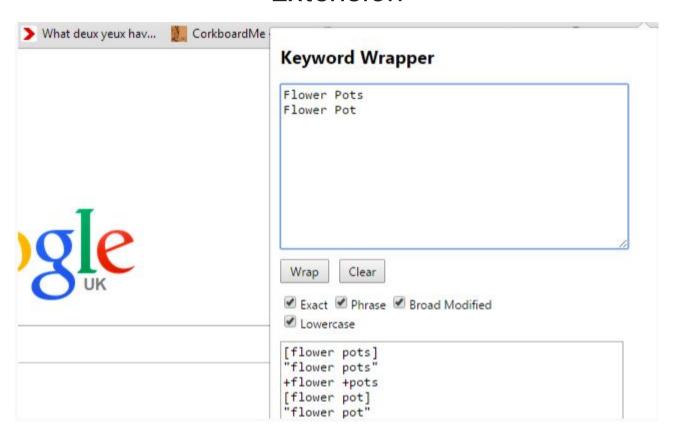
21: <u>vidIQ</u> (Spying competition on Youtube) Free

22: Giphy (Browse Gif's to use in your content) Free

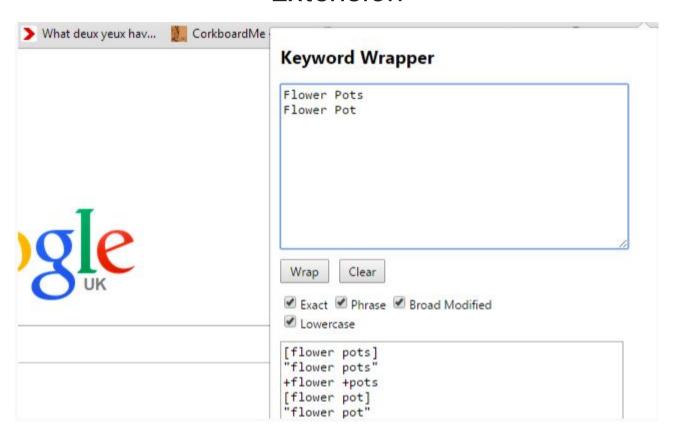
### **Keywords Everywhere...Chrome Extension**



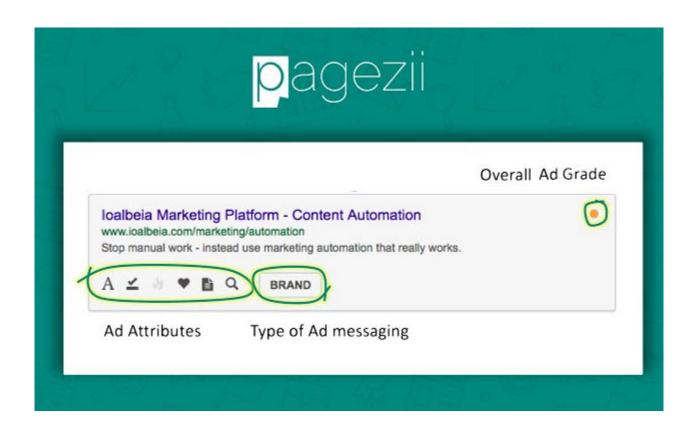
## PPC Keyword Wrapper for Google & Bing Ads...Chrome Extension



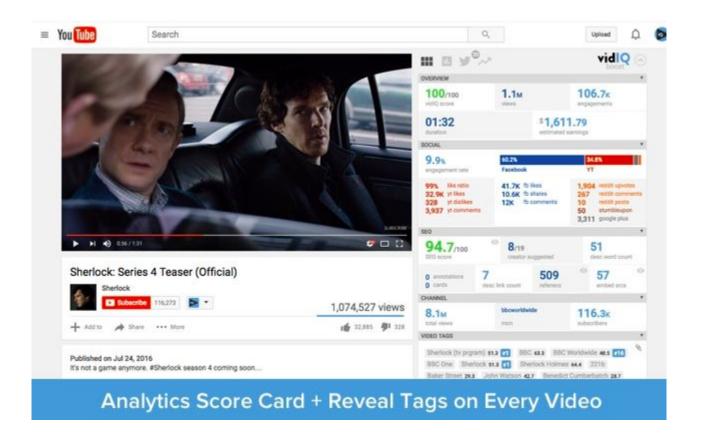
## PPC Keyword Wrapper for Google & Bing Ads...Chrome Extension



#### Pagezii SEO + AdWords.....Chrome Extension

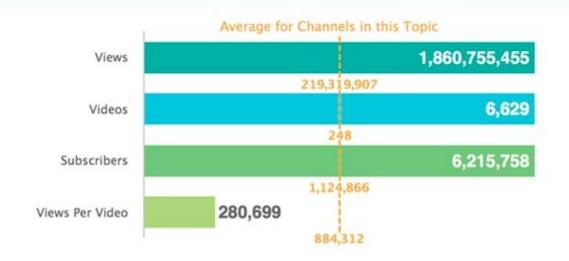


#### vidIQ Vision for YouTube.....Chrome Extension

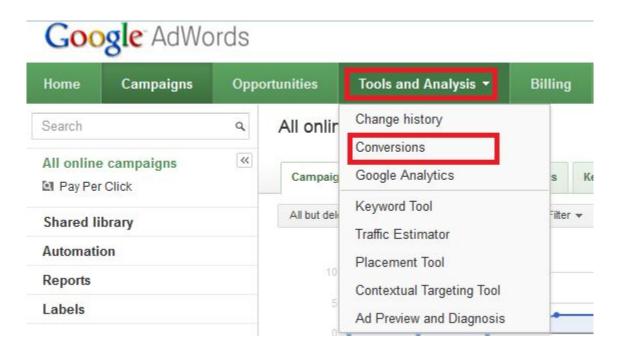


#### VideoAmigo - YouTube Performance Stats

Get a quick visual comparison of Views, Subscribers, number of Videos, and Views per Video.



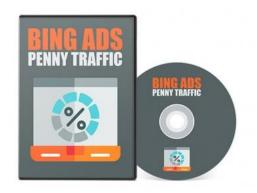
#### Track It!!!!



#### Free Resources After the Event + This Presentation









## Questions???

If you like today's event then goto:

Google or Facebook: Rapid Boost Marketing

And leave us an honest review:)