

INFOGRAPHIC SOURCES

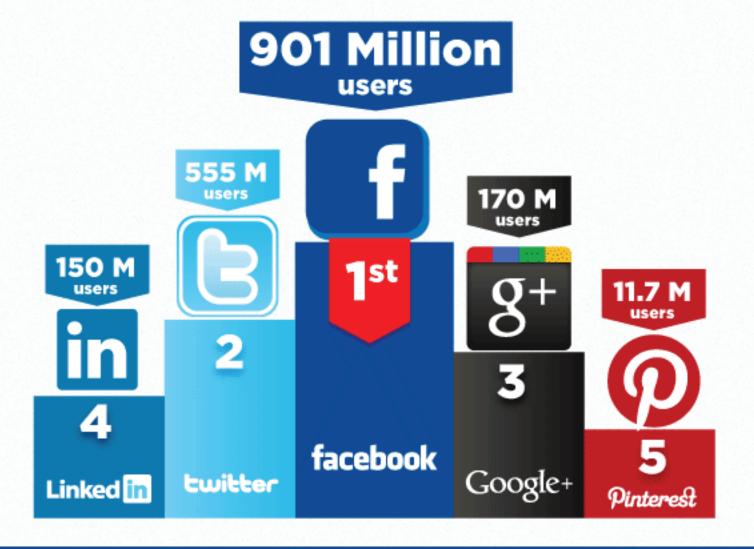
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Number of Users on Popular Social Networking Sites



IS **CONTENT MARKETING** TRADITIONAL ADVERTISING'S NEW RIVAL?



WHY SHOULD COMPANIES USE CONTENT MARKETING?

RISK MITIGATION



Content marketing develops trust by providing the buyer with information that will help them make the right decision. thus reducing organizational and personal risk.

LEAD GENERATION



Content drives traffic as well as captures leads through forms.

LEAD NURTURING



As a lead develops, strong content will educate and inform, developing a robust lead nurturing program.

LEAD SCORING



It's based on how a prospect interacts with the content and through nurturing campaigns,

HOW ARE COMPANIES USING IT?

THE MOST POPULAR CONTENT MARKETING TACTICS USED BY **BUSINESSES TODAY**



SOCIAL MEDIA (EXCLUDING BLOGS) 79%



ARTICLE POSTING 78%



IN-PERSON EVENTS 62%



ENEWSLETTERS 61%



CASE STUDIES 55%



51%



WHITE PAPERS 43%



WEBINARS/WEBCASTS 42%



PRINT MAGAZINES 42%



VIDEOS 41%



PROMOTING CONTENT IN TRADITIONAL MEDIA 31%



MICROSITES 30%



PRINT NEWSLETTERS 25%



RESEARCH REPORTS DATA-DRIVEN CONTENT 23%



MARKETING 21%



PODCASTS 16%



DIGITAL MAGAZINES 15%



MOBILE 11%



VIRTUAL CONFERENCES 11%



EBOOKS 9%

COMPANIES WITH OVER 1,000 EMPLOYEES USE AN AVERAGE OF 9 CONTENT MARKETING TACTICS. COMPANIES WITH LESS THAN 10 EMPLOYEES SEE AN AVERAGE OF 6 CONTENT MARKETING TACTICS PERCENTAGE OF MARKETERS WHO USE THE FOLLOWING SITES TO DISTRIBUTE THEIR CONTENT











55%

54%

51%

38%

8%

BIGGEST CHALLENGES FACING CONTENT MARKETERS TODAY 36% PRODUCING ENGAGING CONTENT

21% PRODUCING ENOUGH CONTENT

20%

BUDGET TO PRODUCE CONTENT

11% LACK OF C-LEVEL BUY-IN

9% PRODUCING A VARIETY OF CONTENT

ARE BUDGETS GROWING?

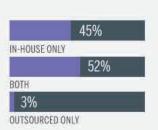
51% OF B2B MARKETERS PLAN TO **INCREASE** SPEND IN CONTENT MARKETING OVER THE NEXT 12 MONTHS.

CONTENT MARKETING SPENDING OVER THE NEXT 12 MONTHS







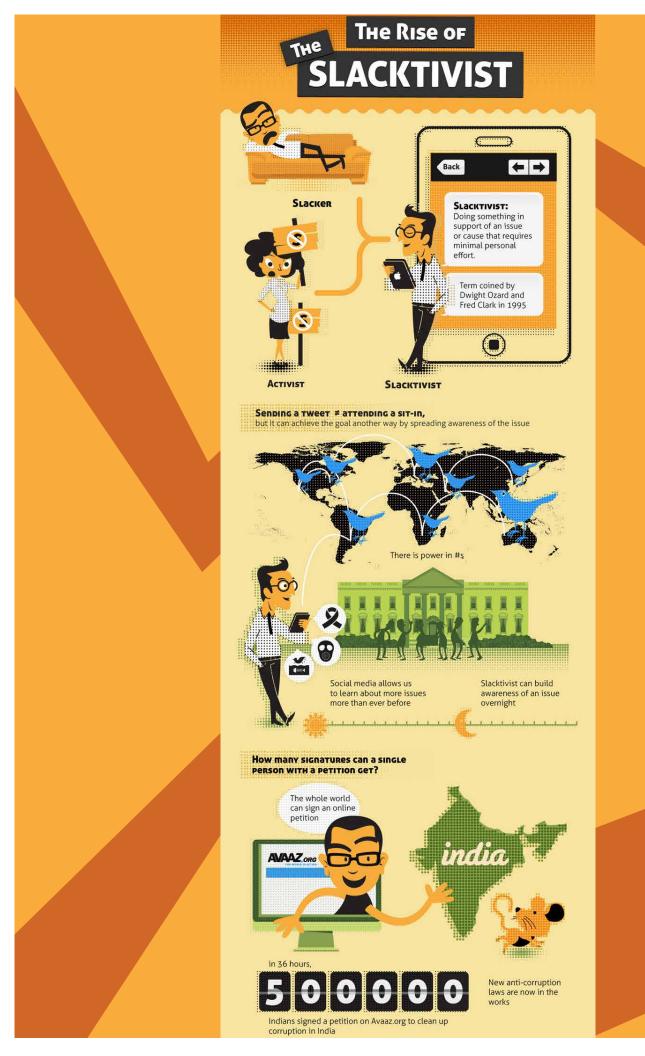


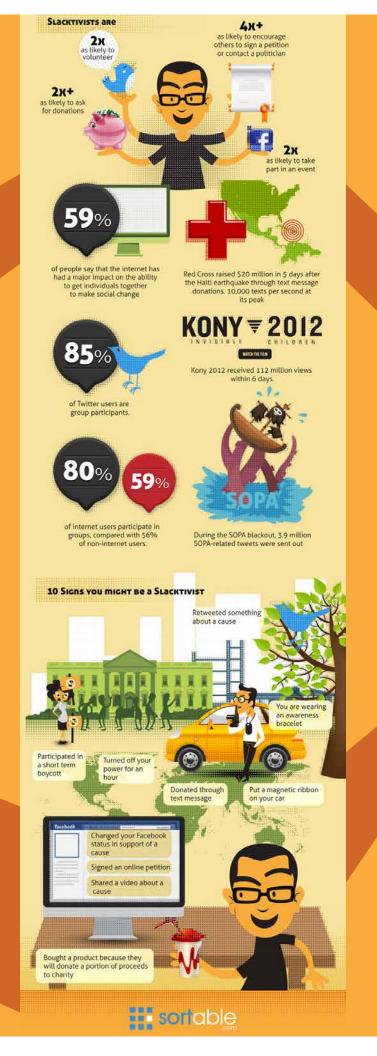
B2B MARKETERS **ALLOCATE APPROXIMATELY 26%** OF THEIR TOTAL MARKETING BUDGETS TO CONTENT MARKETING

CONTENT MARKETING SPENDING BY COMPANY SIZE While Content Marketing spend is significantly smaller than traditional advertising, it is not to be dismissed as inconsequential. One day Content Marketing may directly rival traditional advertising.

	% OF BUDGET	CREATION	DISTRIBUTION	TOTAL
AVERAGE	26%	\$78,600	\$301,000	\$379,600
1,000+ EMPLOYEES	21%	\$182,300	\$875,000	\$1,057,300
100-999 EMPLOYEES	22%	\$77,200	\$258,000	\$335,200
10-99 EMPLOYEES	25%	\$42,400	\$100,000	\$142,4 <mark>00</mark>
FEWER THAN 10 EMPLOYEES	34%	\$22,700	\$34,000	\$56,700

SOURCES: WWW.MARKETO.COM AND THE 2010 B2B CONTENT MARKETING REPORT FROM JUNTA42 | CONTENT MARKETING INSTITUTE AND MARKETINGPROFS





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of-the-mouse.html?partner=homepage_newsletter http://www.avaaz.org/en/highlights.php

http://www.fastcompany.com/magazine/145/do-something-helping-humanity-with-a-click-

http://www.cc.gatech.edu/~yardi/pubs/Yardi_CHI11_SIG.pdf



The 140 Character Fix

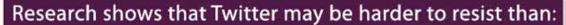


You might be addicted to Twitter if..



















Cigarettes

Alcohol Caffeine Sex

A lot.

Sleep

50% log in

Is it really possible to be addicted to a social network?

Yes! In a 2010 study,

college students were challenged to go 24 hours without social media and used the following words to describe their experience:





23% Addiction

21%

Physical or

Mental Distress

12%

Failure

Confusion

8% solation

these users login daily Nearly 250 million tweets are tweeted each day

Twitter has 100 million active users

More than 50 percent of

So just how much do people use Twitter

100 million



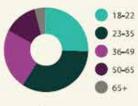




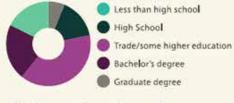








Age



What do people tweet about the most?

5,088

The current "tweet per second" (TPS) record:

Set on December 9, 2011 when the 1980's flick Castle in the Sky was broadcast in Japan.

Other Hot Topics

End of Super Bowl XLVI

10,245

Beyonce's pregnancy announcement

8,869

2011 U.S. Women's World Cup final game

7,196

Steve Jobs' resignation

7,064

Japanese earthquake in 2011

5,530

Celebrities are addicted, too

Famous twitter quitters who couldn't stay away...



Tweet-free for 1 month: Dec. 2011- Jan. 2012

Ashton Kutcher

"Quit" after criticizing Penn State for firing Joe Paterno before he read about the scandal at the university. Tweet-free for 1 day: Nov. 9-10, 2011

Alec Baldwin

"Quit" after being kicked off an airplane for refusing to turn off his phone. Tweet-free for 3 months: Nov. 2011-Feb. 2012

Chris Brown

"Quit" in frustration over being asked questions about his then ex-girlfriend Rihanna.

SOURCES:

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- http://www.huffingtonpost.com/2011/11/17/chris-brown-deletes-twitt_n_1100090.hord

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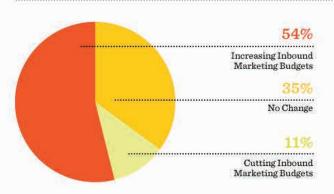
Where Is Inbound Marketing Headed?

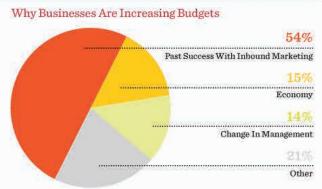
Where is it headed? In a word: online. Here, we explore why inbound marketing is gaining ground on outbound, and look at inbound channels that will continue to grow in years to come.

Increasingly Inbound

Increasing Spending

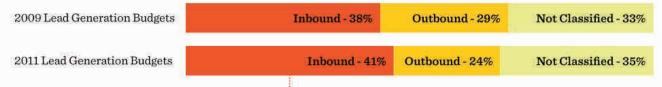
A majority of businesses are increasing their inbound marketing spending in 2011, due in part to past success with inbound marketing.





Shift to Inbound Marketing

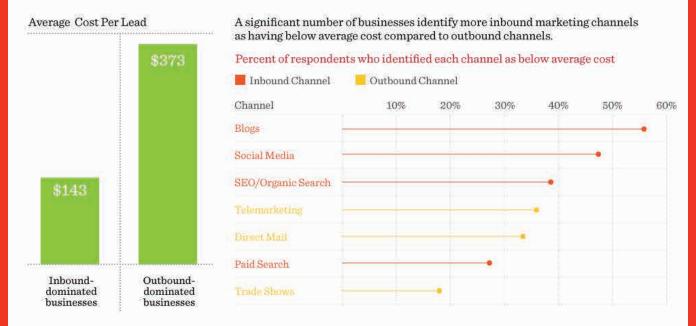
Compared to two years ago, more marketers are shifting their lead generation budgets to inbound channels.



A greater share of inbound marketing budgets is now being allocated to company blogs and social media: 18% in 2011, as compared to 9% in 2009.

The Low-Cost Advantage

The recent growth of inbound marketing can be partly attributed to the fact that cost per lead is typically 62% lower for inbound-dominated organizations than for outbound-dominated organizations.



Success Through Channels Converting Leads More companies are acquiring customers through blogs and social media in 2011 compared to 2009. Company Blogs Facebook Twitter 41% 41% 44% 2009 2011 2009 2011 2009 2011 2009 2011 For companies that seek to acquire customers through a blog or social media sites, Success By Audience success depends on whether the goal is B2B or B2C. LinkedIn was more successful for B2B marketing, while Facebook was most successful for B2C. Percent of users who acquired a customer through that channel B2B B2C 61% in LinkedIn 39% 55% Company Blog 63% 41% Facebook 67% 39% E Twitter

Looking Ahead

53%

mdgadvertising.com

As inbound marketing spending increases, much of that will be devoted to online. Within the online space, several inbound channels



Sources: HubSpot.com, eMarketer

UNMEASURABLE SUCCESS

GETTING TO THE ROI OF SOCIAL MEDIA

In the last few years, both small and large businesses have increasingly turned their marketing efforts toward social media, convinced that joining the social ranks will deliver a measurable monetary ROI time. In truth, the ROI of social media—unlike other marketing techniques—is measured by the impact it creates, instead of a monetary return. This year, marketers promise to deliver both. We find out if the era of a truly measurable ROI in social media is here.

IF WE BUILD IT, THEY WILL COME

Most businesses that are investing in social media marketing are positive it will eventually produce an ROI, according to a study by Marketing Sherpa.

BUSINESS OWNERS' ATTITUDES TOWARD SOCIAL MEDIA MARKETING'S ABILITY TO PRODUCE AN ROI



say social marketing is a promising tactic that will eventually produce ROI; let's invest, but do it conservatively.



say social marketing is producing a measurable ROI; let's continue to invest in this tactic.



say social marketing is basically free; let's keep it that way.



say social marketing is unlikely to produce ROI: why invest more?

64 PERCENT OF BUSINESS OWNERS INVESTING IN SOCIAL MEDIA MARKETING WERE CONFIDENT IT WILL DELIVER A RETURN.

CALCULATING ACHIEVEMENT

A survey by Chief Marketer noted how most marketers measured their social media campaigns in 2011.

MARKETERS' METHODS OF MEASURING SOCIAL MEDIA MARKETING SUCCESS:



60% Numbers linking as friends, followers, "likes"



39% Sharing, forwarding, retweeting, or posting brand content



35% Qualified leads from social media



30% Visits or time spent with branded social content



25% Incremental sales attributable to social media



18% Brand awareness/favorability (measured by surveys)

*Numbers do not add up to 100 percent, as respondents were allowed multiple responses.



THE DIY PROVE

Examining detailed metrics of your social media campaigns will help you find out . Here are do-it-yourself methods that will help you gauge your social marketing success.



MEASURE SOCIAL MEDIA NETWORKS TOGETHER AND SEPARATELY.

Each social media network has its own strengths. Evaluate your campaign often to see which network is helping you meet your specific sales and marketing goals.



TRACK VISIT-TO-LEAD-TO-CUSTOMER CONVERSION.

Social media helps drive traffic to your site, but what you really want is conversion. Are your visitors becoming your customers? Calculate the added traffic your social media campaign brings against your monthly growth.



SCORE LEADS AND MONITOR THE SALES CYCLE.

Monitor how much time it takes a social media lead to become part of your sales cycle. Understanding the process and knowing which social campaign is helping is the key to getting higher conversion rates.



MONITOR BEHAVIORS OF YOUR SOCIAL MEDIA TRAFFIC.

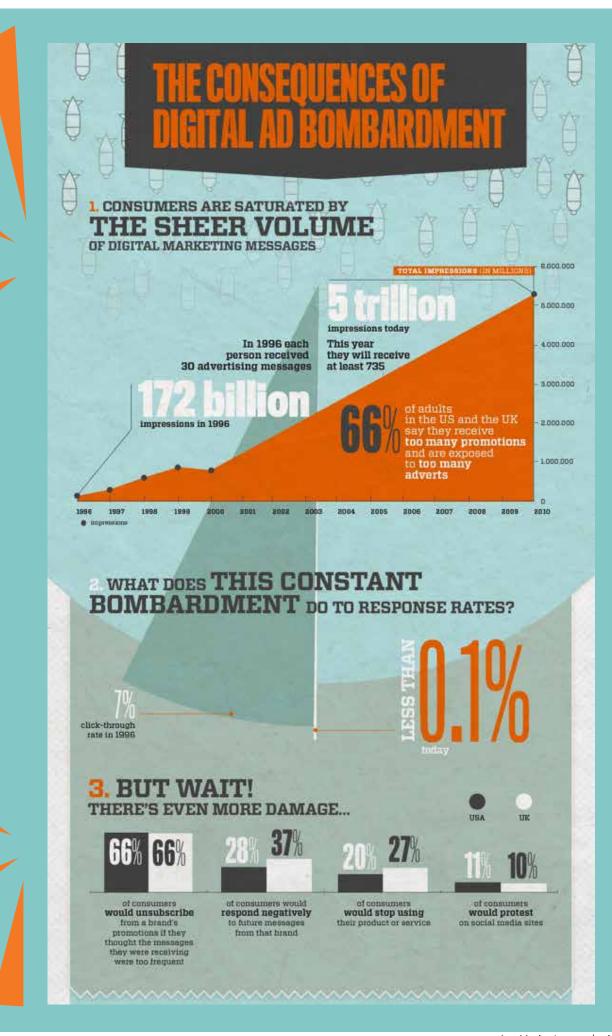
Explore how your social media leads enter, leave, and spend their time on your site. What content gets more traffic? Consider tailoring your campaign to the kind of traffic your business is attracting.

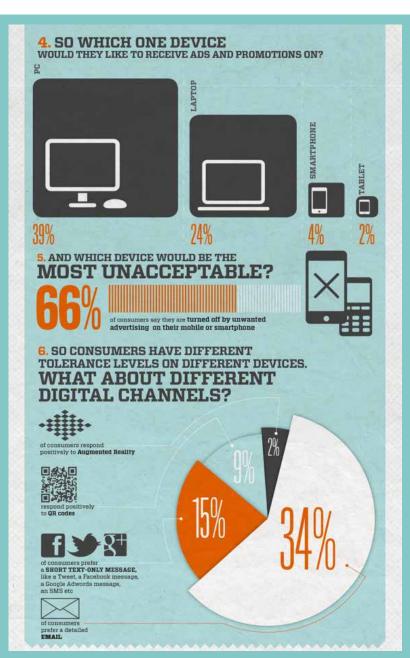
For now, traffic, leads, and conversion rates are the only measurable ROI of social media. But with proper metrics and know-how, it is possible to tie an actual dollar amount to the progress of a social media campaign. Tracking and evaluating these data points will give you a better idea of how your social marketing is driving sales and revenue.

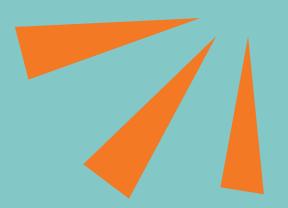
SOURCE:

EMARKETER.COM | SOCIALMEDIATODAY.COM | V3IM.COM | BLOG.HUBSPOT.COM

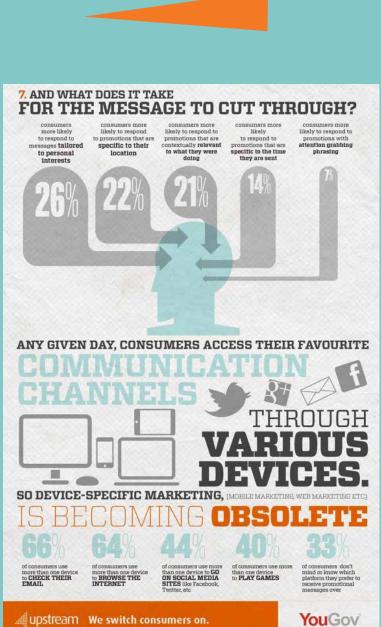
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by: @MDGadvertising

A MARKETER'S GUIDE TO PINTEREST

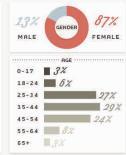
rs can't ignore Pinterest, the fastest-growing social site around. The virtual pinboard has users so addicted that they're now spending

The People Who Pin

FEMALE-DOMINATED AND VARIED IN AGE

Though Pinterest users are mostly female; their ages are nearly evenly spread between 25 and 54, according to January 2012 data from Google's Doubleclick Ad Planner collected mid-February.







7% \$0-\$24,999 37% \$25,000-\$24,999 33% \$74,999 23% \$75,000-\$149,999 7% \$149,999 3% \$150,000+

Why You Should Be on Pinterest

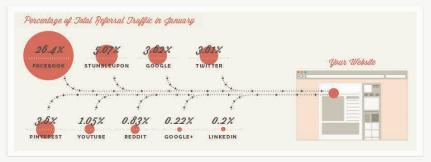
IT'S MAKING HISTORY

According to comScore, Pinterest hit 11.7 million unique monthly U.S. visitors in January, making it the fastest standalone site in history to cross the 10 million mark



IT'S DRIVING TRAFFIC

Pinterest has the potential to drive serious referral traffic. According to Shareaholic, based on data from their 200,000 member publishers, Pinterest drives more referral traffic than Google+, LinkedIn, and YouTube combined.



COMPANIES ARE ON BOARD

Companies big and small are using Pinterest to post products, projects, and ideas. Some of the more popular pages are websites, stores, or publications that cater to crafting, cooking, and design — all elements that thrive on Pinterest.



700 + pins



32,000+ followers 1,700+ pins



600+ pins

west elm

10,000 + followers 1,000+ pins

How You Should Use Pinterest

A BIT OF LINGO

Mastering any new social platform can be a challenge. Here's a primer on basic Pinterest vocabulary.

Pin

"This recipe on Cupcakes.com looks so good I have to pin it."

An image or video added to Pinterest either from a website using a Pin It button or uploaded from a person's computer.



"This cupcake recipe Sarah found looks great, I'm going to repin it."

Similar to a retweet on Twitter, users can repin items they come across that other users have pinned, adding them to one of their boards.



"I'm pinning so many cupcake recipes I should just make a cupcake board."

A set of pins. Users can create boards on any topic (recipes, birthday ideas, dream home) and can add as many pins as they like.







HOW TO MAKE PINTEREST WORK FOR YOU



Make sure it's a fit

Pinterest caters to a unique demographic with specific interests. Decide whether your customers are using it and how.



Add a Pin It button

If you want your customers to pin items from your website, make it easy. Add a Pin it button to pages on your website.



Let visual

The site is so addicting in part because it's a visual experience. Explore what gets repinned, then bump up the quality of the images on your site,



Promote more than products

Resist the urge to only pin products you sell. Try posting news, tips, or even products from other companies to get a variety.



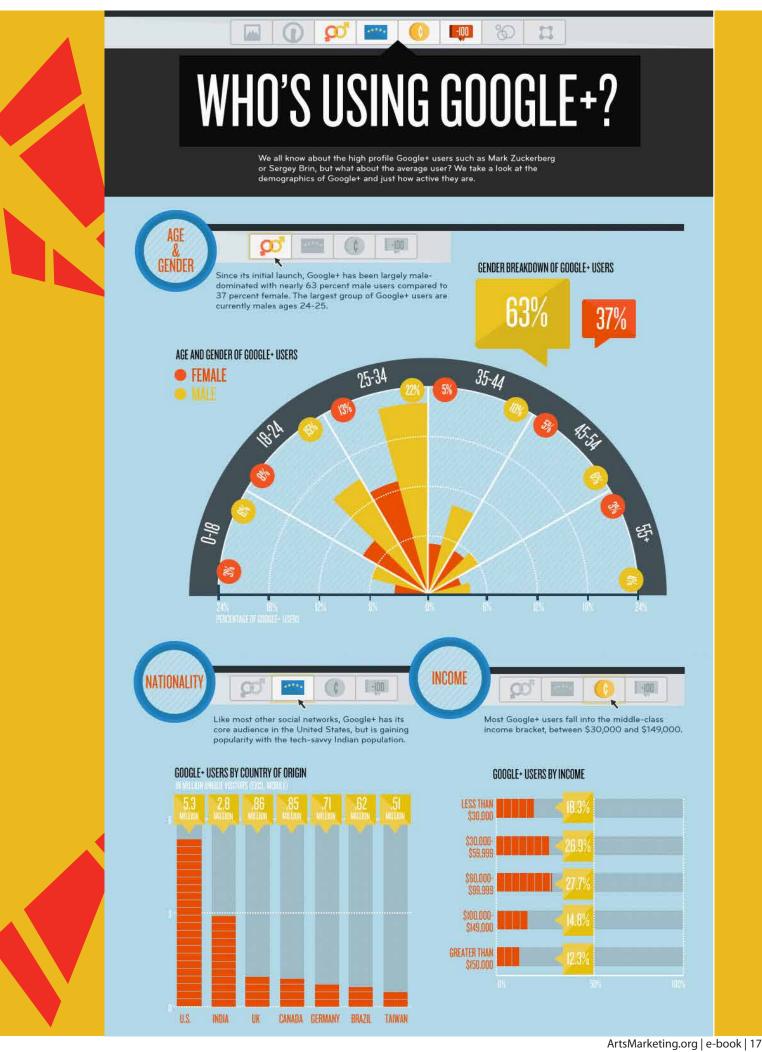
Learn from the heavyweights

Follow some big names on Pinterest to get a sense of how they're using it. Whether they're big companies or individuals with a huge following, watch and learn.

SOURCES: GOOGLE DOUBLECLICK AD PLANNER, COMSCORE, TECHCRUNCH, PINTEREST, INC.COM, MASHABLE

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Since its explosion onto the social media scene in June, Google+ has been growing in number of members but wavering in the amount of traffic the site generates. Is Google+ on its way out already?

THE INACTIVE MAJORITY

While Google+ can boast almost 40 million users, a majority of those are inactive users. In a recent survey of activity on Google+, only 17 percent were considered active and frequent Google+ users.



SLIPPERY SLOPE

Google+ has been declining in the amount of unique visitors to its site since its peak in September. A very similar pattern emerged when the site was initially launched in July and many early adopters' activity tapered off in August.



GOOGLE+ PAGES

While unique visitors may be slowly declining, a new feature, Google+ Pages, has increased traffic and may be the next big push for the site. Google+ Pages allows brands, products, companies, and organizations to build their own tailored Google+ presence.

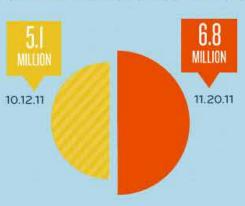
AN INITIAL GROWTH

Since its launch on November 12, 2011, Google+ has seen an initial increase in the number of total U.S. visits. There was a growth of 5 percent over the previous week and 25 percent over the previous month.

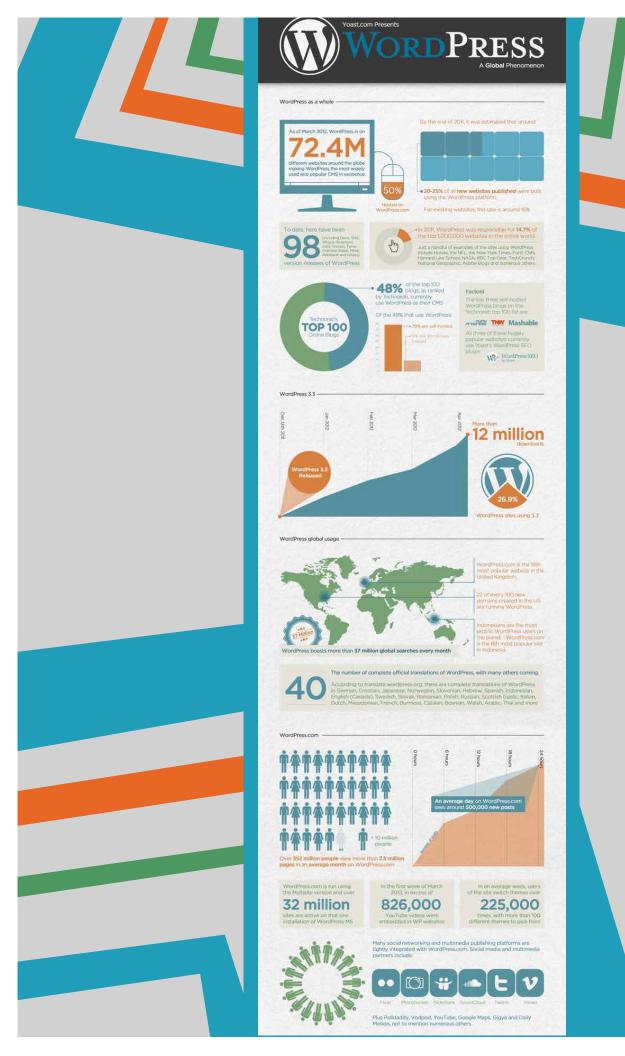
PERCENTAGE OF TOP 100 BRANDS REPRESENTED ON GOOGLE+ PAGES

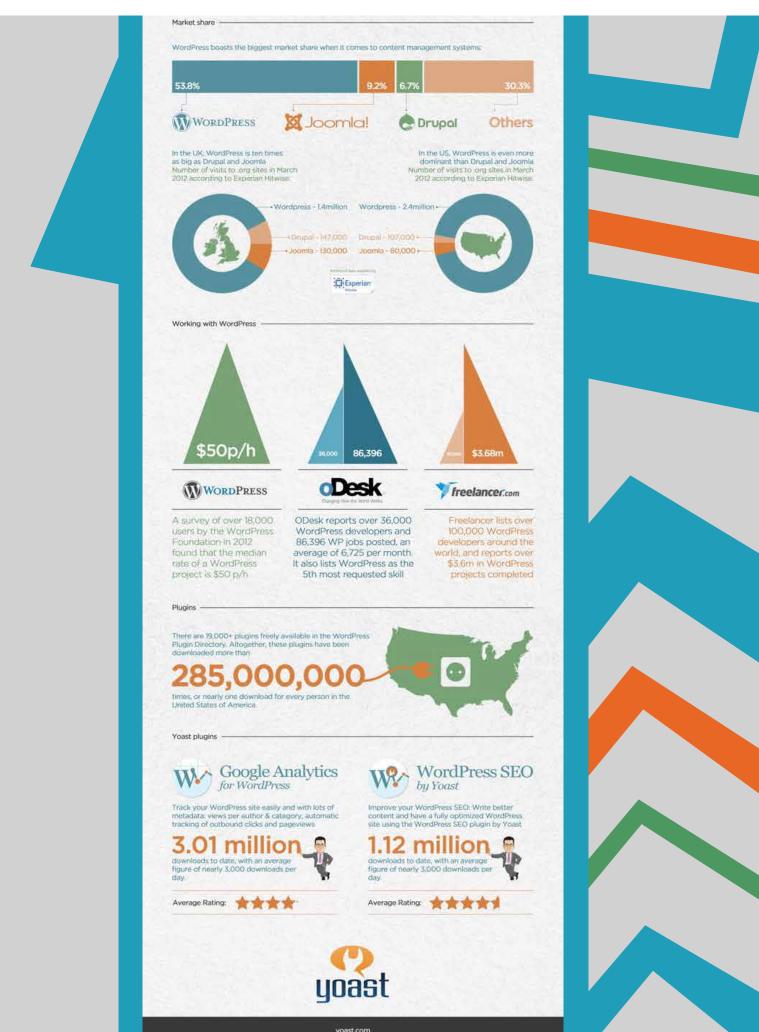


TOTAL U.S. VISITS BEFORE AND AFTER GOOGLE+ PAGES LAUNCH

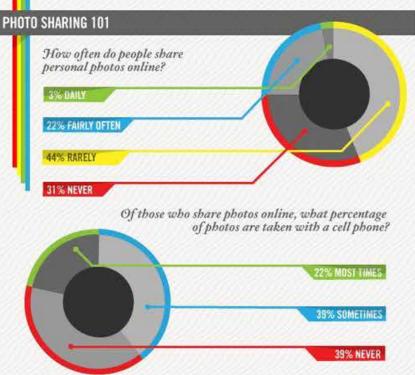


10.12.11 11.20.11



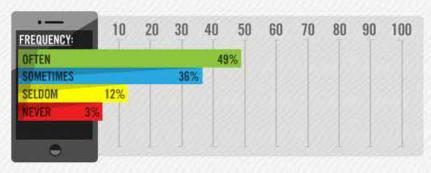


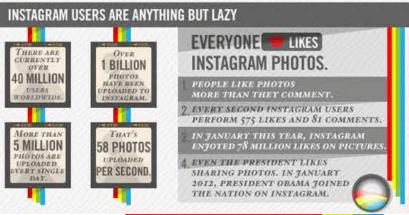




COLLEGE STUDENTS LIKE TAKING PHOTOS ON THEIR PHONES

Taking photos is the third most common type of content college students create on their smartphones — third only to texting and email.





INSTAGRAM USER GROWTH



HOW FAST DID IT TAKE OTHER SOCIAL MEDIA GIANTS TO REACH 100 MILLION USERS?

WITH A NEW USER SIGNING UP EVERT SECOND, INSTAGRAM IS ON TRACK TO REACH 100 MILLION USERS, ONLY TWO YEARS AFTER ITS OCTOBER 2010 RELEASE ON THE IOS PLATFORM.



<u>ho</u>w to get the most out of your instagram experience

FOR COLLEGE PROFESSORS AND CAMPUS STAFF MEMBERS

HOST CONTESTS THAT ALLOW STUDENTS TO INTERACT WITH EACH OTHER, AS WELL AS THEIR PROFESSORS.

GO BEHIND THE SCENES AND SHARE PHOTOS OF WHAT STUDENTS MIGHT OTHERWISE NOT GET TO SEE.

TAKE SILLY STAFF PHOTOS TO SHOWCASE TOUR PERSONALITY.

FEATURE PHOTOS BY PROFESSORS/STUDENTS. HAVE A DIFFERENT STUDENT EVERY WEEK TAKE A PHOTO OF PROJECTS THEY ARE WORKING ON IN YOUR CLASS.

THINK OUTSIDE THE BOX. DETERMINE WHAT ENCOURAGES YOUR STUDENTS TO ENGAGE AND FIND DIFFERENT WAYS TO INTEGRATE THAT INTO YOUR INSTAGRAM ACCOUNT.

FOR COLLEGE STUDENTS

BE ACTIVE IN THE COMMUNITY. LIKE AND COMMENT ON PHOTOS AND DISCOVER NEW FELLOW PHOTOGRAPHERS BY SCANNING THE "POPULAR" FEED

CONNECT WITH YOUR PROFESSORS TO SEE WHAT THEY ARE UP TO OUTSIDE OF CLASS.

INSTAGRAM IS ABOUT GETTING CREATIVE. TAKE PHOTOS OF OBJECTS, PEOPLE, OR EVENTS FROM DIFFERENT ANGLES.

SHARE YOUR PHOTOS ON YOUR TWITTER FEED AND FACEBOOK PROFILE, BUT MANAGE HOW MUCH YOU SHARE YOUR INSTAGRAM PHOTOS, ONE-FIFTH (21 PERCENT) OF FACEBOOK USERS HAVE DELETED FRIENDS.

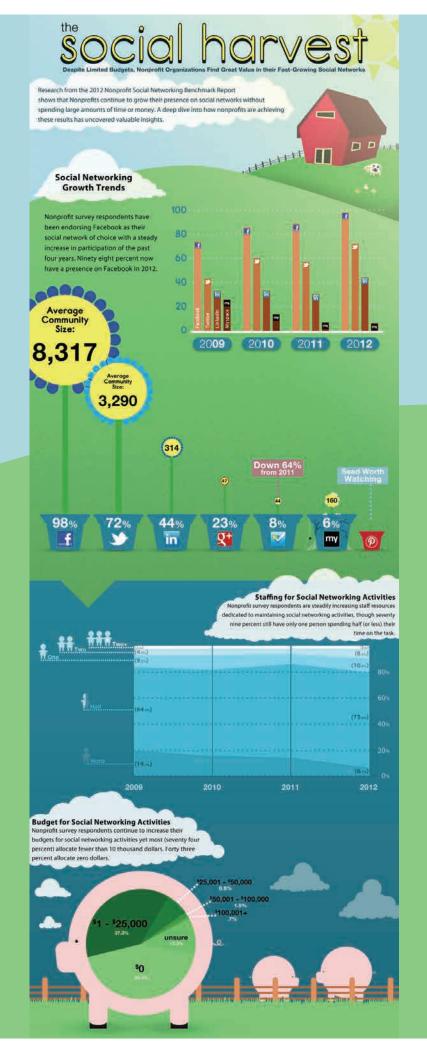
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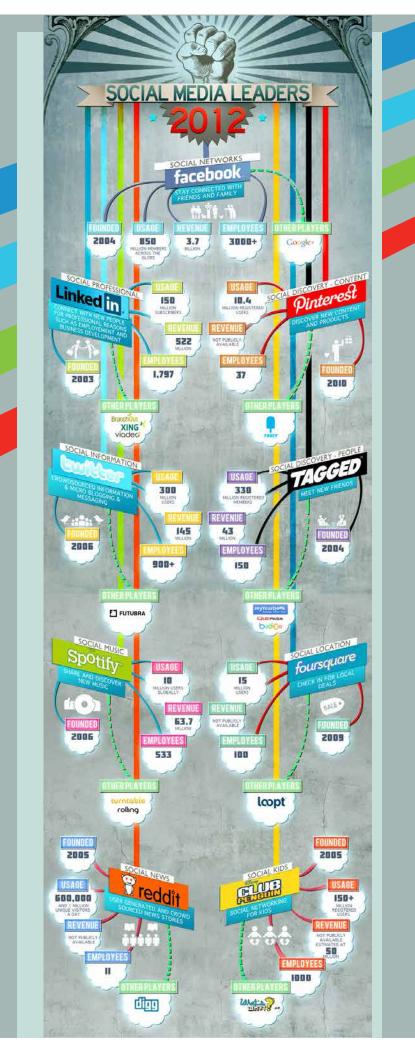


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ReadWrifeWeb "Facebook Hits 100 Million Users," August 2008 LinkedIn Blog "100 Million Member and Counting," March 2011









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