### Selina Gough

**DEJAN Marketing** 



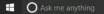


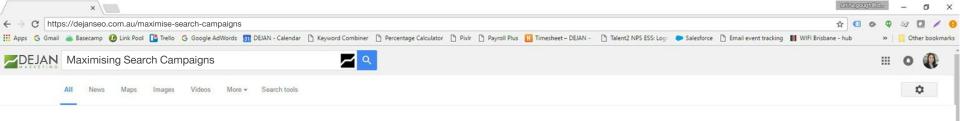




Digital Lead Generation Myths, Debunked.

DEJAN Search I'm Feeling Lucky

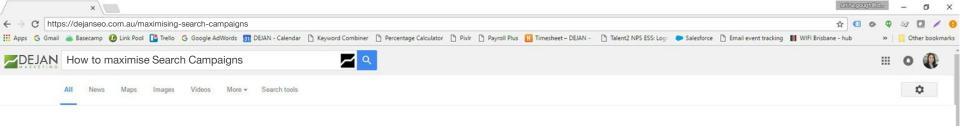




# **Maximising Search Campaigns**

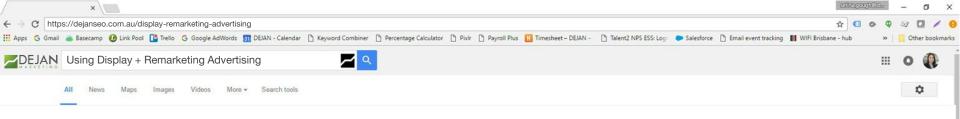






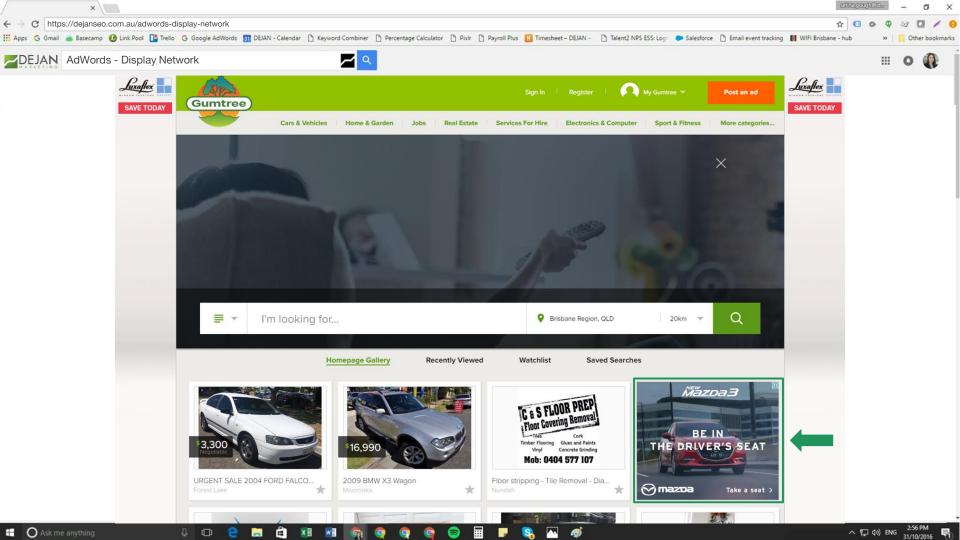
### **Maximising Search Campaigns**

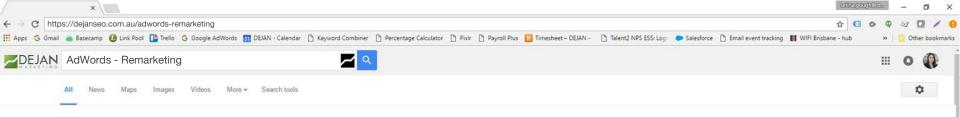
- Focus on Quality and Relevance
- Account Structure
- Track your performance
- Be smart with your investment



## Using Display Advertising + Remarketing

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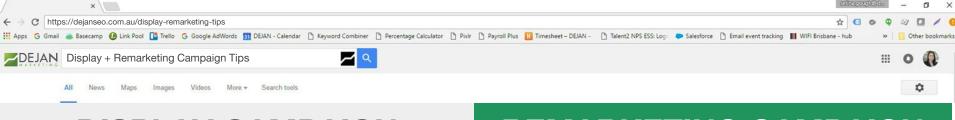






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O Ask me anything



#### DISPLAY CAMPAIGN

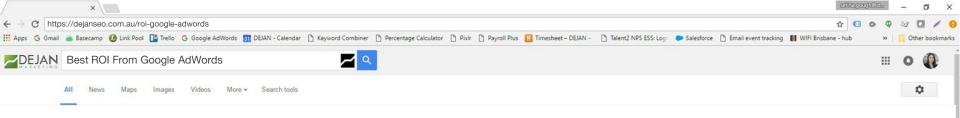
- Define your audience
- Utilise targeting methods with audience in mind e.g. interests, contextual targeting
- Review placements for best performing websites
- Continuously improve image ads

#### **REMARKETING CAMPAIGN**

- Segment website collected audience
- Different ad messaging based on audience segment
- Utilise targeting methods with audience in mind e.g. interests, contextual targeting
- Review placements for best performing websites

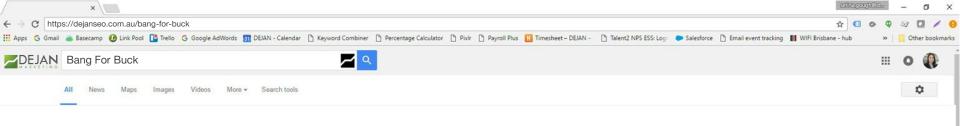
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• Continuously improve image ads



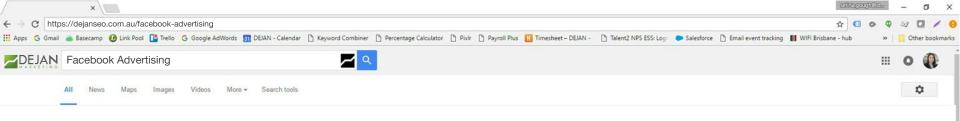
# Extract The Best ROI From Google AdWords

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#### **Get Your Bang For Buck**

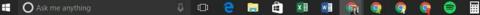
- Track your performance
- Focus on what's making you money
- Remove any wastage
- Distribute budget to the greatest ROI regions
- Continuously optimise and improve

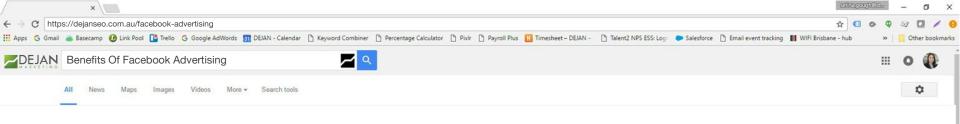


### Is Facebook Worth Your Time?

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### Why Facebook Advertising Is Great

- Push marketing VS Pull
- Advertising to humans, not search terms
- Visual benefits
- Different ad formats e.g. carousel, static images, video etc.



### **Thank You!**



