

Ken English - 16 November 2017 – SCORE87 Basic Video Marketing Workshop

Forbes – 22 September 2017

TWEET THIS

- Over 500 million (that's half a BILLION) people are watching video on Facebook every day. Whoa. #VideoMarketing
- Internet Video Traffic will be over 80% of all consumer internet traffic in 4 yrs.

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Internet Video Traffic will be over 80% of all consumer internet traffic in 4 yrs. >

Look around: How common is it to see someone deeply engrossed in a video on their mobile device? In just a few years, it will take an individual more than 5 million years to watch the amount of video that will cross global IP networks each month. Every second, a million minutes, or almost 17,000 hours of video content will cross the network by 2021, according to Cisco.

Think about that – in just one second – more video will move across the internet than you could watch in almost two years of doing nothing else, including sleeping. Online video use is simply staggering from a consumer perspective. It is changing how businesses or brands communicate with customers and how we communicate with one another.

As a guy who sees and reads a lot of technology research and is barraged by statistics of every order, I find the data stream on online video, video marketing, and, in general, video in business to exceed nearly every other category that hits my wide tech-focused stream.

Animoto, an online video building platform, believes that we have shifted to a "video first" world. Cisco's data certainly proves that out – we are building a world that does not include a lot of reading, but watching.

Here are just some of the video marketing trends I'm seeing:

- 1. Video First. Consumers want to watch, but also produce video. Facebook coined this term last year when talking about making it easy for people to do both consume and produce Facebook Live is one result of that overarching strategy. Businesses are shifting to using video to lead their marketing efforts.
- Live Video (or Live Streaming). Cisco states that Live Internet video will account for 13 percent of the total video traffic mentioned above.
- Square video grows in popularity. Square videos take up 78% more space in the Facebook News Feed, and get more engagement, than horizontal videos, according to Animoto.
- Video is driving purchase behavior (see the resources section at end of post)
- 5. Video marketing creates stronger customer engagement

- Lower costs to shoot video and produce video; better tools. If you don't do it yourself
 with software, you can hire it out from the actual video shoot to the editing and final
 production of the video.
 - Take a look at the Smartshoot pricing survey, a nationwide list of videographers and photographers. The average small business marketing video was under \$1,000 in 2015. A medium-sized product demonstration video might be \$2,000.
- 7. Video as marketing method, but also as training tool (which one could argue is a bit of marketing, too, for employees and prospective employees)
- 8. Marketers investing in paid/sponsored social video. Brands are paying to "socialize" or promote their videos in essence, advertising.
- 9. Social Video is Mobile Video
- 10. Video Content Increases Trust (sort of related to #4 and #5), but video alone doesn't increase the trust. Video that resonates is what matters.
- 11. It is not YouTube OR Facebook for posting your business video most brands are using both. See Tubular Insights blog post link below to find out which other social platforms are doing well.

In a recent blog post from TechSmith, the makers of video editing software Camtasia, director of marketing, Sherri Powers goes in-depth to explain how consumers vary in their levels of awareness and that impacts how successful you can be with video marketing. She points out that 85 percent of Facebook videos are watched without sound. If you didn't know that, you might spend an inordinate amount of time on the sound part of your video to have it, more or less, go to waste.

Disclosure: Animoto granted me media access to their online marketing video builder and TechSmith loaned me a media copy of their software earlier this year for another post I

As marketers find more innovative ways to attract audiences, video has become a meaningful part of the strategic conversation.

Video is long past the status of an "up-and-coming" marketing tactic. It's here, and it's an increasingly powerful way to communicate your brand story, explain your value proposition, and build relationships with your customers and prospects.

The most recent statistics show that video content isn't just effective -the demand for it is growing at an impressively rapid pace. Did you
know, for example, that 43% of people want to see more video content
from marketers? Or that 51.9% of marketing professionals worldwide
name video as the type of content with the best ROI?

Video is changing the way businesses connect and communicate in an increasingly digital world. From marketing, sales and customer service to employee training and corporate communications, video is helping businesses of all sizes humanize communications and personalize customer experiences. Vidyard.com

Video = Moving Pictures + Audio (music/voice)

Edit > Render > upload

Website

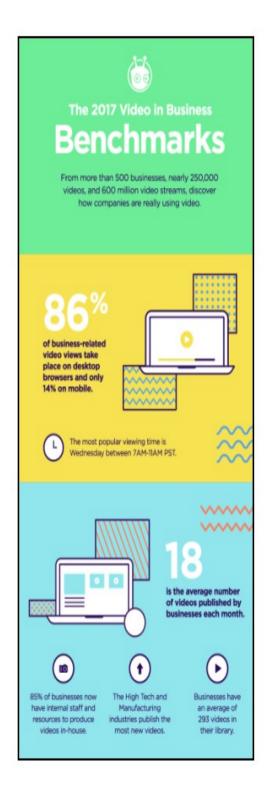
Facebook

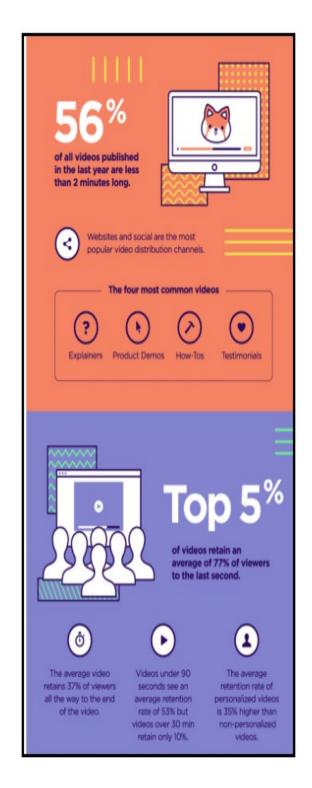


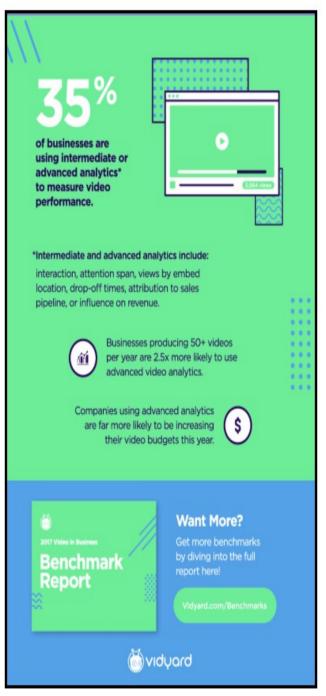
Youtube

Twitter

Linkedin | Pinterest







Vidyard.com/Benchmarks



Video Marketing Volume Statistics

- 82% of Twitter users watch video content on Twitter
- · YouTube has over a billion users, almost one-third of total internet users.
- 45% of people watch more than an hour of Facebook or YouTube videos a week.
- More than 500 million hours of videos are watched on YouTube each day.
- More video content is uploaded in 30 days than the major U.S. television networks have created in 30 years.
- 87% of online marketers use video content.

- 72 Hours of video are uploaded to YouTube every 60 seconds.
- · One-third of online activity is spent watching video.
- 85% of the US internet audience watches videos online.
- The 25-34 (millennial) age group watches the most online videos and men spend 40% more time watching videos on the internet than women.

Mobile Video Marketing Statistics

- Over half of video content is viewed on mobile.
- 92 percent of mobile video viewers share videos with others.
- 90% of Twitter video views happen on a mobile device.
- Periscope users have created more than 200 million broadcasts.
- 10 million videos are watched on Snapchat per day.

Video Marketing Engagement Statistics

- 51% of marketing professionals worldwide name video as the type of content with the best ROI.
- Marketers who use video grow revenue 49% faster than non-video users.
- 59% of executives agree that if both text and video are available on the same topic, they are more likely to choose video.
- Social video generates 1200% more shares than text and images combined.
- [NEW] You can now use GIFs in Facebook ads! We tried it out ourselves, and on the
 first day the ad below outperformed any other live Facebook ad we were running.
 - Video drives a 157% increase in organic traffic from SERPs.
 - Videos up to 2 minutes long get the most engagement.
 - 85% of Facebook videos are watched without sound.
 - Video on a landing page can increase conversions by 80% or more.
 - Native videos on Facebook have 10 times higher reach compared to YouTube links.

- The average CVR for websites using video is 4.8%, compared to 2.9% for those that don't use video.
- Having a video on a landing page makes it 53% more likely to show up on page 1 of the SERP.
- 46% of users act after viewing an ad.
- An initial email with a video receives an increase click-through rate by 96%.
- 14% of marketers used live videos in their social media marketing in 2016.
- 44% of SMB owners and marketers plan to put money behind video content on Facebook in 2017.
- Video attracts two to three times as many monthly visitors.
- Blog posts incorporating video attract 3x as many inbound links as blog posts without video.
- Combining video with full-page ads boosts engagement by 22 percent.

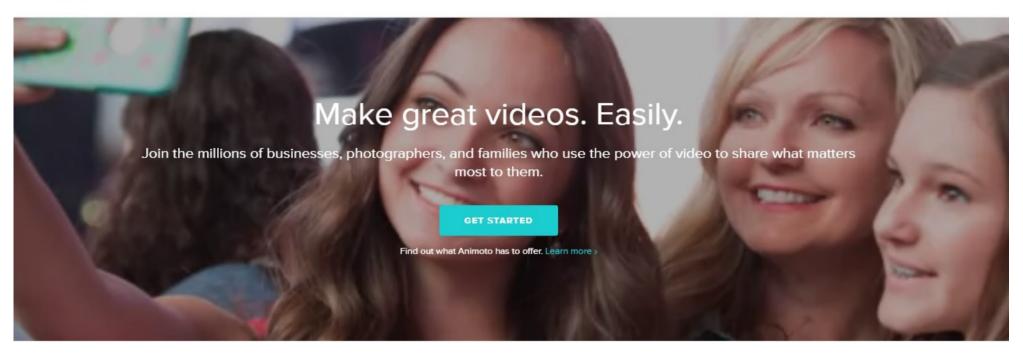
Fun Video Marketing Facts

- Viewers retain 95% of a message when they watch it in a video compared to 10% when reading it in text.
- Internet video traffic will be 69% of all global consumer Internet traffic in 2017.
- By 2019, internet video traffic will account for 80% of all consumer Internet traffic.
- The average user spends 88% more time on a website with video.

http://wordstream.com/blog/ws/2017/03/08/video-marketing-statistics







MARKETING VIDEOS FOR Business



Get your business noticed and connect with customers with square (1:1) or landscape (16:9) videos.

LEARN MORE >

SLIDESHOW VIDEOS FOR Photography



Showcase your work and create an unforgettable client experience.

LEARN MORE >

SLIDESHOW VIDEOS FOR Family



Put your life in motion, from weddings to anniversaries, birthdays, travel, and more.

LEARN MORE >

How it works



Choose a style & song



CUSTOMIZE IT

Add photos, video clips & text



FINALIZE IT

Produce & share

Get inspired



BUSINESS
Marketing video
Style: Blank Slate



SOCIAL MEDIA Marketing video Style: Hi-rise



WEDDING Sildeshow video Style: Memory Box



SUMMER ADVENTURE
Slideshow video
Style: Globetrotter



BIRTHDAYSildeshow video
Style: One Year Wiser



HOW-TO Marketing video Style: Standout



REAL ESTATE
Marketing video
Style: Standout (Square)



PORTRAIT PHOTOGRAPHY
Marketing video
Style: Glamour

WHAT CUSTOMERS ARE SAYING

"Animoto is the perfect product for creating videos that will perform well on Facebook and other social platforms."

- MARI SMITH, FACEBOOK MARKETING EXPERT

Start your free trial

Already a user? Log In



SUPPORT	ANIMOTO FOR	DOWNLOAD	ABOUT	CONNECT
Help	Family	IPad	Our Story	f y in g+ p @
Affillates	Business	IOS	Press	
erms of Use	Photographers	Androld	Jobs	Marketing Partner
Privacy Policy	Education	Plug-Ins	Blog	Partner
	Real Estate			

WHAT CUSTOMERS ARE SAYING

"Animoto is a fantastic tool and has enabled me to explore creativity I didn't know I had! It's my new favorite hobby!"

- DAVID B., ANIMOTO USER

Start your free trial

Already a user? Log In

	f sign	UP USING FACEBOOK	
		or —	
		EMAIL	
EMA	IIL		
e.	g. me@domair	n.com	
	L NAME ediamojoguy@	gmail.com	
PAS	SWORD		shov
••	•••••		
WHA	AT CAN WE HELP Y	OU MAKE VIDEOS FOR?	
0	Personal Use	Pro Photography	/
0	Business	Education	
0	Other		
		SIGN UP	

WHAT CUSTOMERS ARE SAYING

"Animoto elevates my images into something so much more professional and amazing. When I finished my first video, my mind was completely blown."

- TIFFANY DAHL, PEANUT BLOSSOM

Start your free trial

Already a user? Log In

f SIGN	UP USING FACEBOOK
	or —
	EMAIL
MAIL	
e.g. me@domair	ı.com
ULL NAME	
First Last	
his field is required. VHAT CAN WE HELP Y Personal Use	OU MAKE VIDEOS FOR? Pro Photography
Business	O Education
Other	
	SIGN UP

Q



Celebrate 10 years of Animoto with video.



Need help? Get 3 Ideas from Marl Smith for how to use Animoto videos for Facebook. LEARN MORE >

My Videos



Cindy Seip - God's Way v3



Hi-Star Sport Fisherman for Sale - Da...

Aug 21, 2017 | 2:01

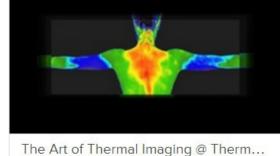


Ocean Realm Philippines - Richard St...



Mark Hendricks Graveside Ceremony
Aug 20, 2017 | 5:23





Aug 14, 2017 3:07

Pricing

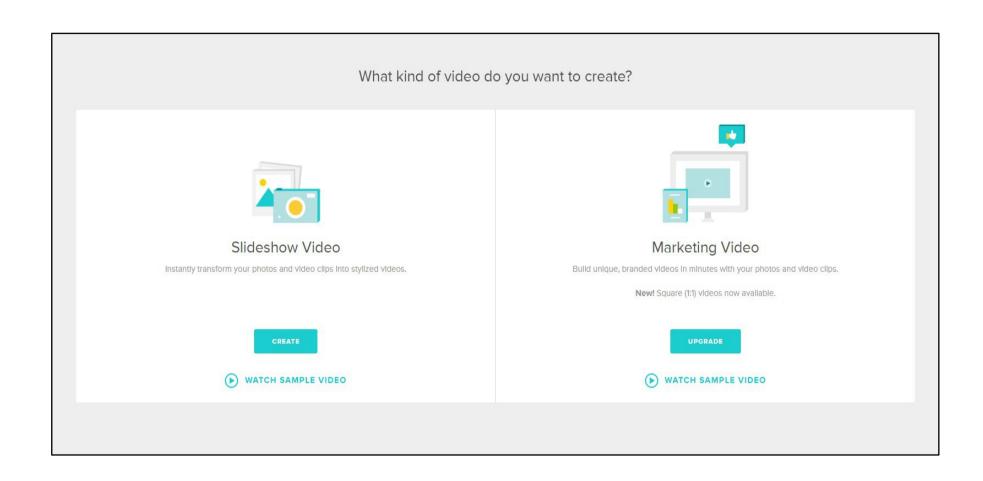
Plans include unlimited HD video creation and sharing.

	PERSONAL	PROFESSIONAL	BUSINESS
Save up to 50% with an annual subscription Annual Monthly	\$8 PER MONTH Paid annually	\$22 PER MONTH Paid annually	\$34 PER MONTH Paid annually
	Create fun and memorable slideshow videos in minutes.	Quickly and easily create professional sildeshow and marketing videos.	Unlock fast and easy video creation for your entire organization, company, or team.
	You currently have this plan!	BUY NOW	BUY NOW
Video Resolution 0	720p	1080p	1080p

SLIDESHOW VIDEOS				
Logo within Video	0	Animoto logo	Use your own logo	Use your own logo
Design-rich Video Styles	0	70+	70+	70+
Premium Video Styles	0		20+	20+

MARKETING VIDEOS			
New! Aspect Ratios	Square (1:1) Landscape (16:9)	Square (1:1) Landscape (16:9)	
Logo within Video	Use your own logo	Use your own logo	
Custom Brand Colors ©	~	~	
Advanced Text Control	~	~	
Volce-over ©	~	~	
Pre-built Storyboards	~	~	

One-click Sharing	0	~	~	~
Music	0	500 tracks	2,000 tracks	3,000 tracks
Commercially Licensed	0		~	~
Unbranded Player Page	0		~	~
Reseller License	0		To consumers	To businesses
30-min Consultation	0			~
Multiple Users/Seats	0			3
		You currently have this plan!	BUY NOW >	BUY NOW >

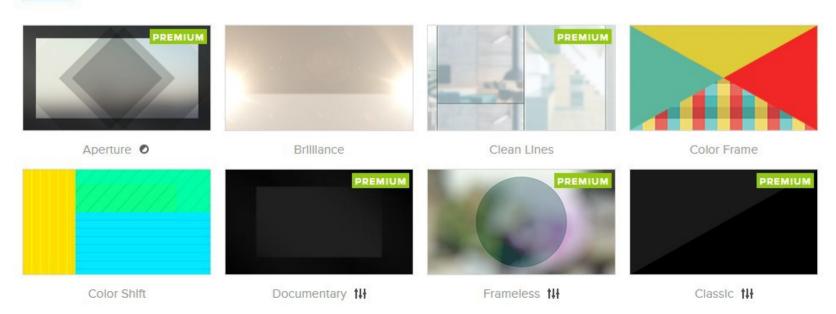


Featured



Browse by category





Featured







Clean Lines Rustic Infinite Collage •

Browse by category

POPULAR MORE CONTROL EVENTS REAL ESTATE HOLIDAY ALL









#1 Dad

1:1

A Wonderland of Snow

Accolades



Alr



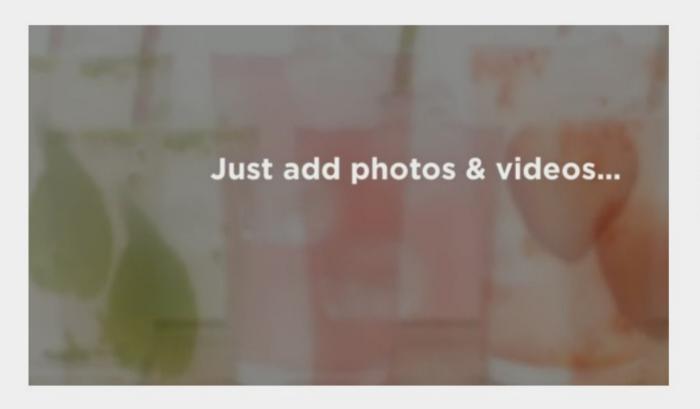




Amethyst

Animoto Original

Antique Bouquet



Animoto Original

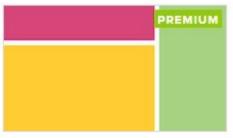
Our original style, this classic is timetested and user-approved for all occasions.

CREATE VIDEO

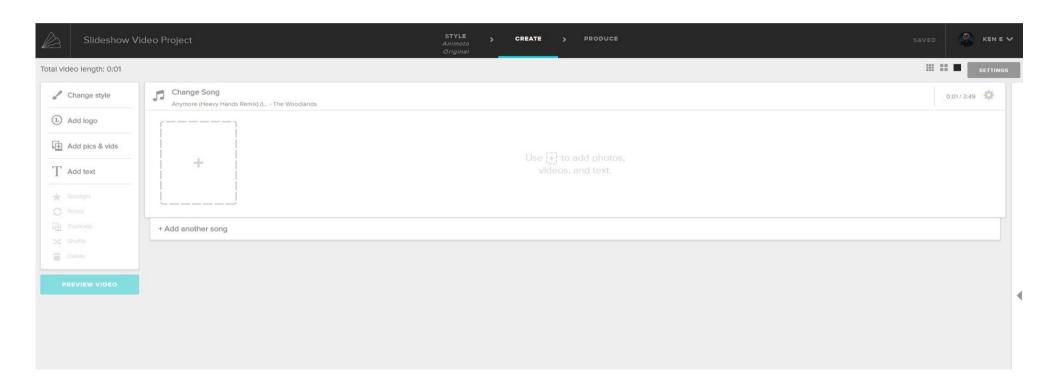








Aperture • The Arena • Autumn Away We Go





Slideshow Video Project

Total video length: 0:01



Add logo

Add pics & vids

T Add text

♣ Spotlight

Rotate

Duplicate

Shuffle

Delete



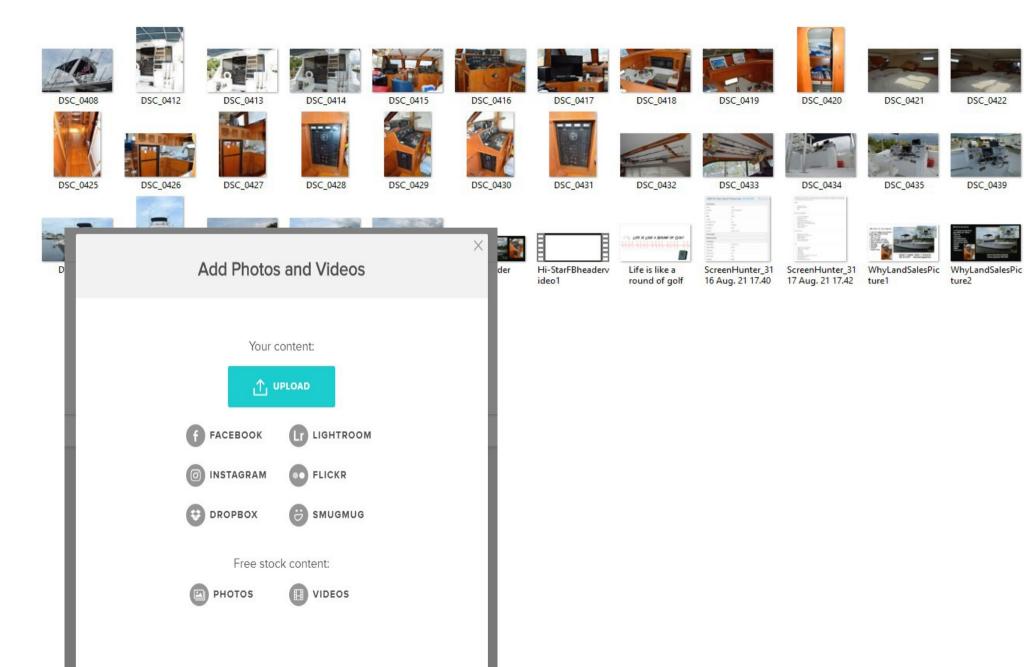
Change Song

Anymore (Heavy Hands Remix) (I... - The Woodlands

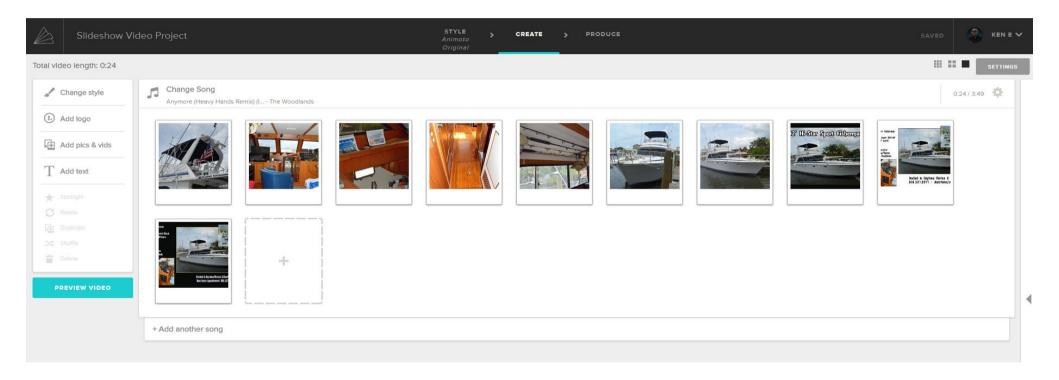


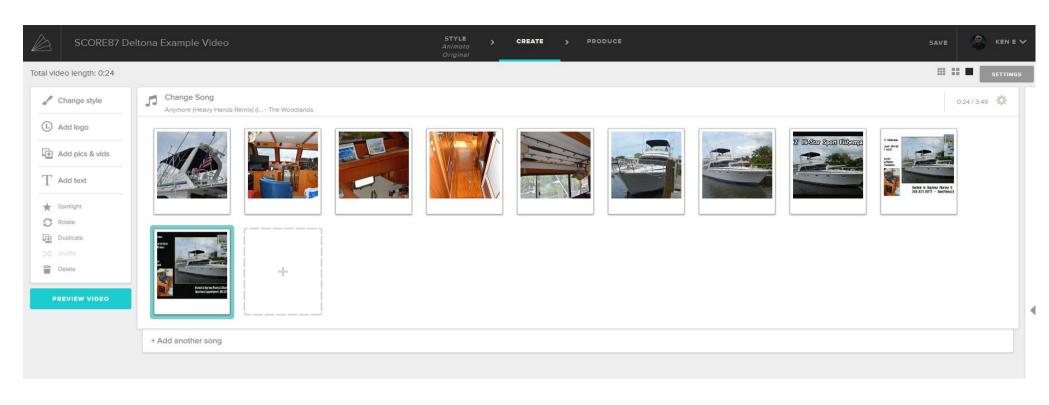
+ Add another song

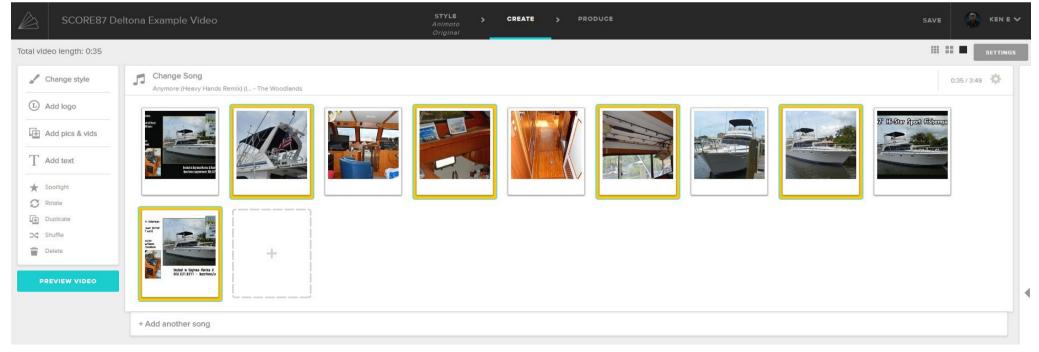
PREVIEW VIDEO

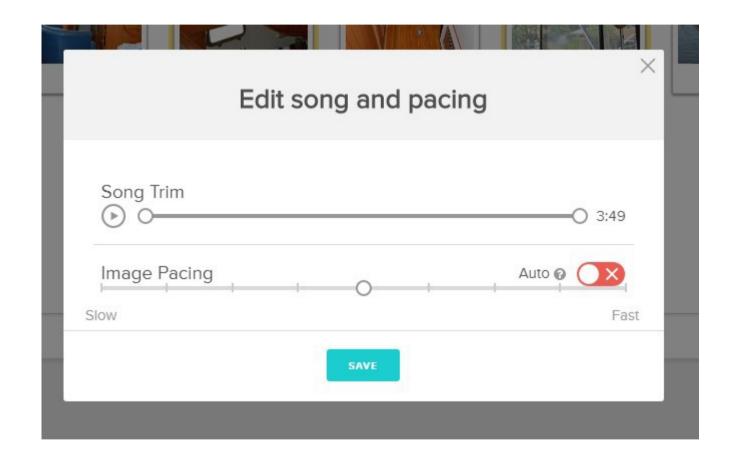


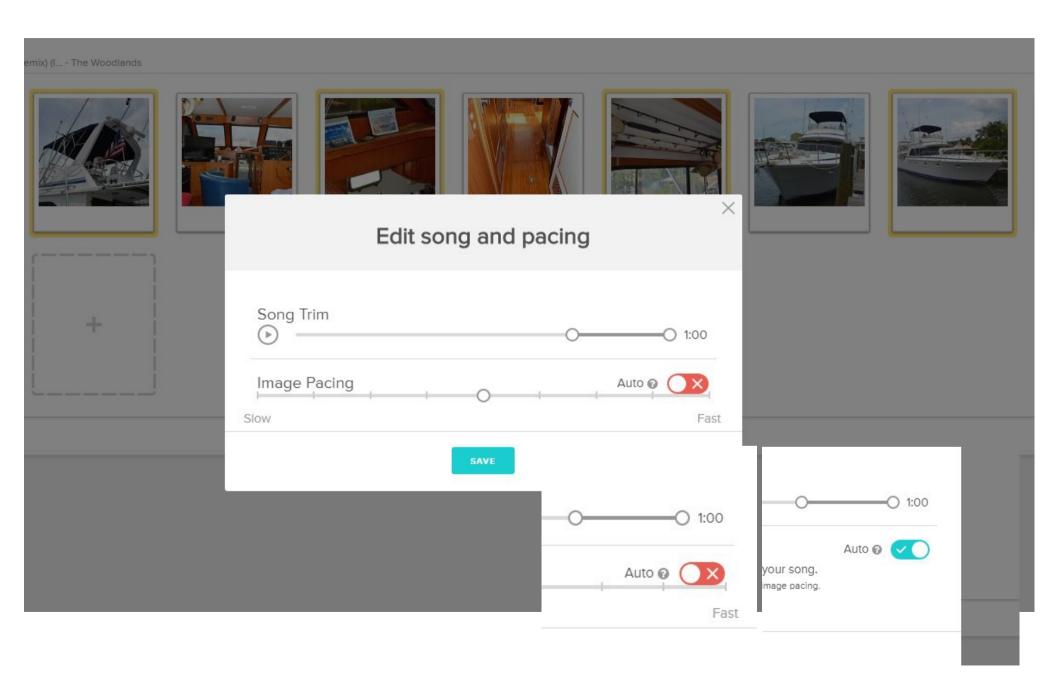
I agree to the Submission Terms

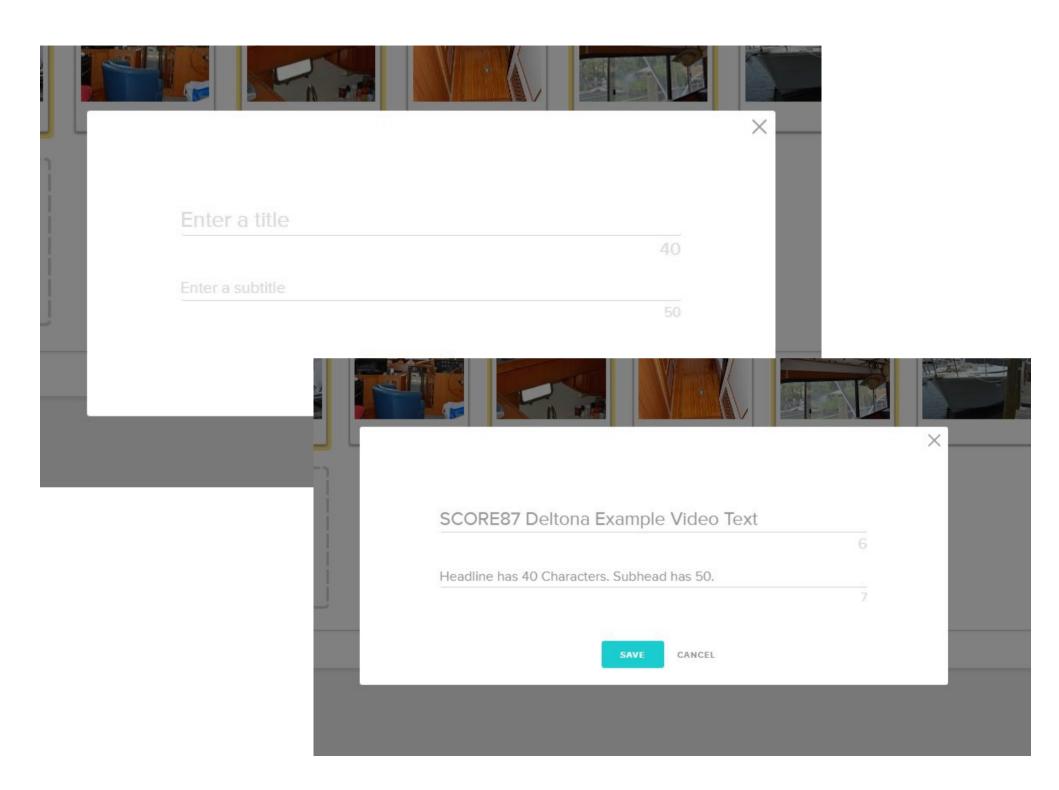


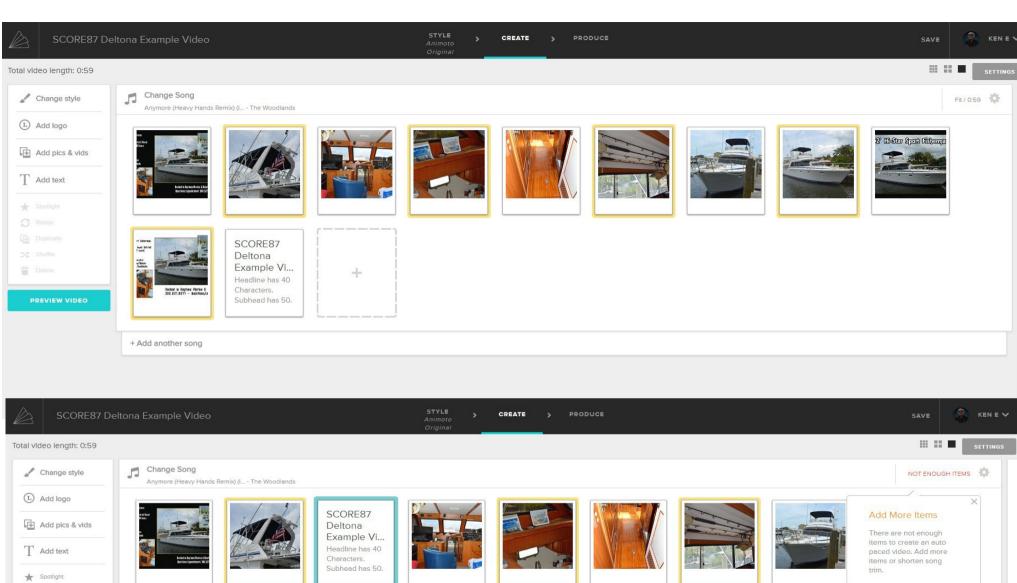


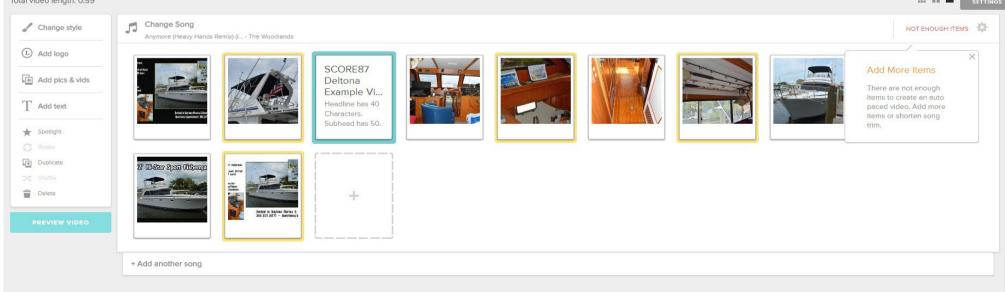


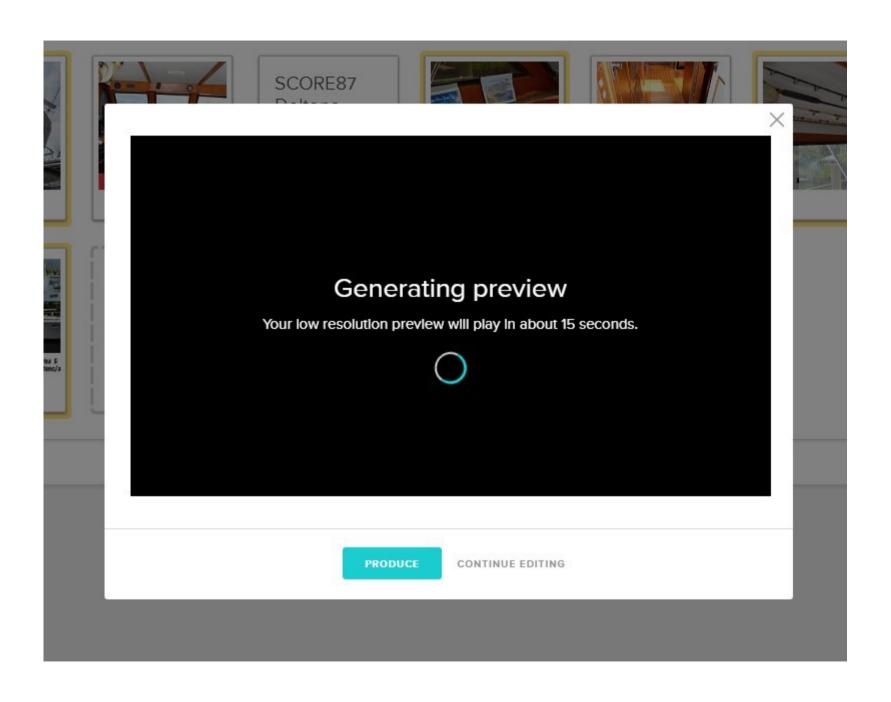


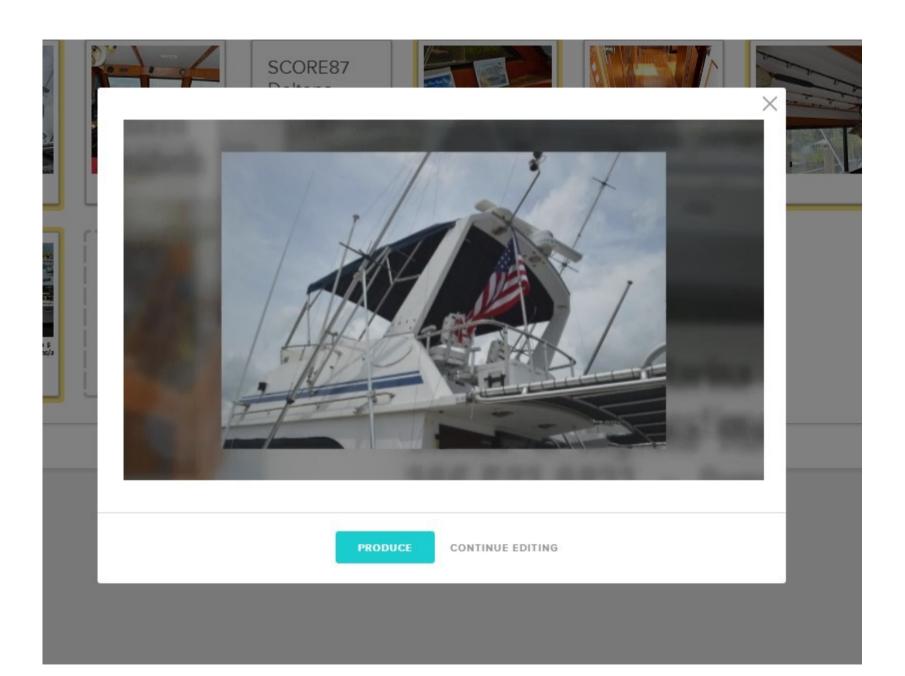






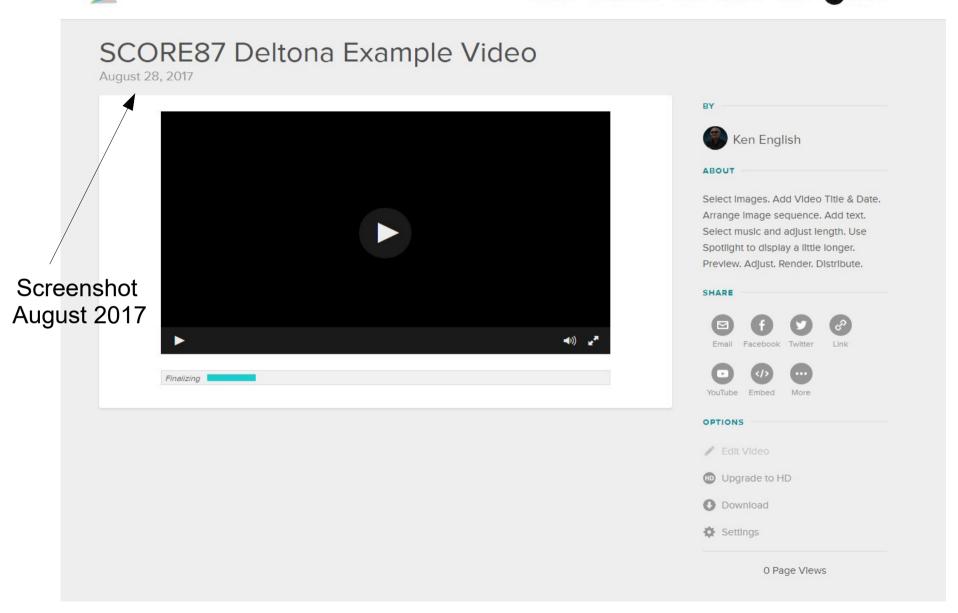






Produce video

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SCORE87 DEMO video	of the Wall - your time
DATE	TA TA
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PRODUCER NAME	VIDEO QUALITY
Ken English	☑ 360p
DESCRIPTION optional	☐ 480p
Images, text and music. Two images (triangle) recommend a higher resolution image.	✓ 720p
←	
ANIMOTO BRANDING	
Upgrade to Pro to remove the logo from the end of your video. UPGRADE >	
FINISH CONTINUE EDITING	

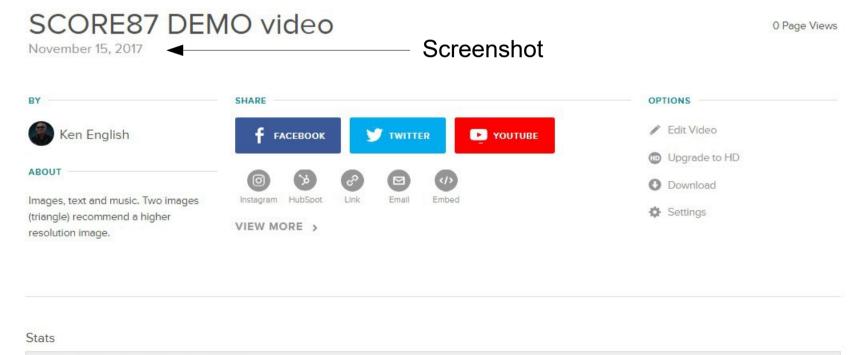






Post, embed or share the link to track video plays.

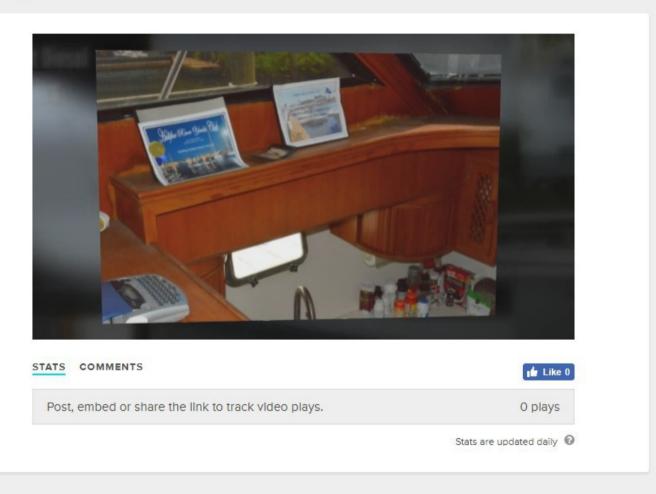


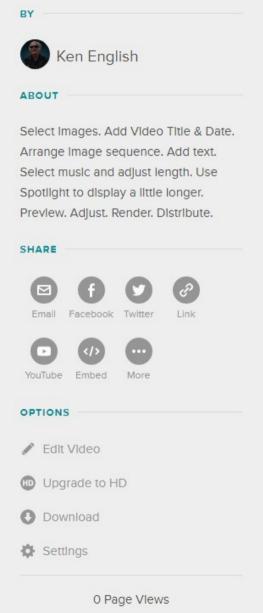


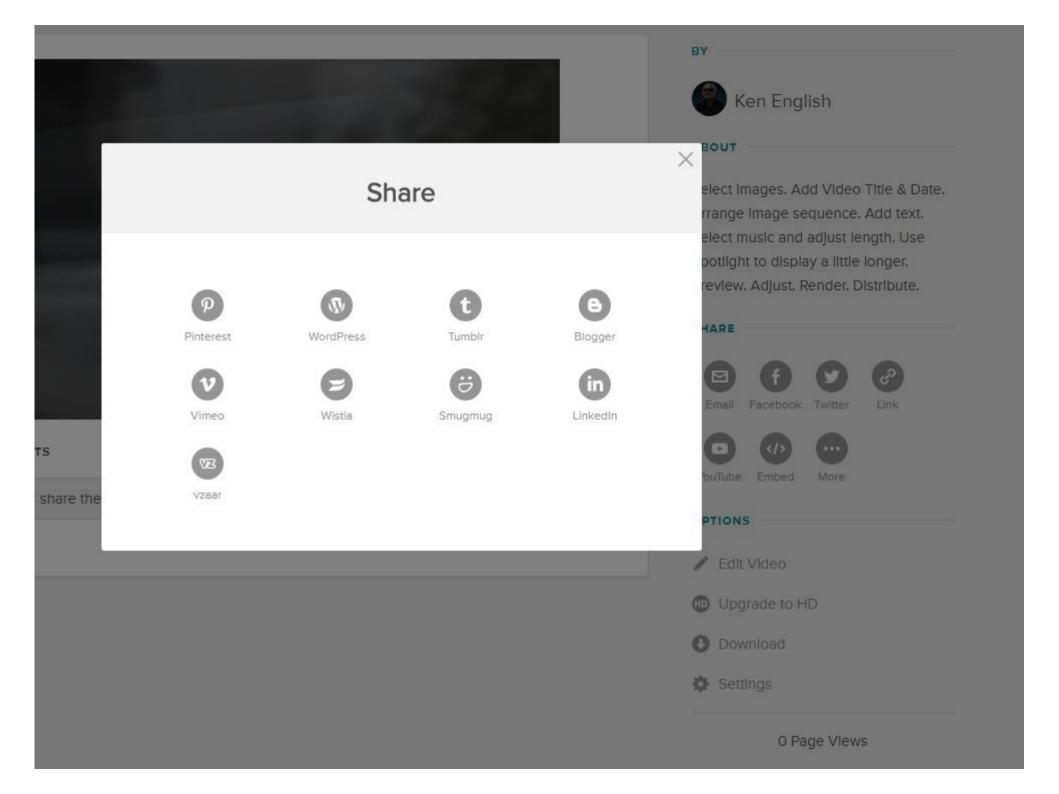
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SCORE87 Deltona Example Video

August 28, 2017









SCORE87 DEM

November 15, 2017

BY



ABOUT

Images, text and music. Two images (triangle) recommend a higher resolution image.

Edit your video?

Any changes you make won't take effect until you produce a new version.

EDIT

CANCEL

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▶ YOUTUBE

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Embed

VIEW MORE >

PTIONS

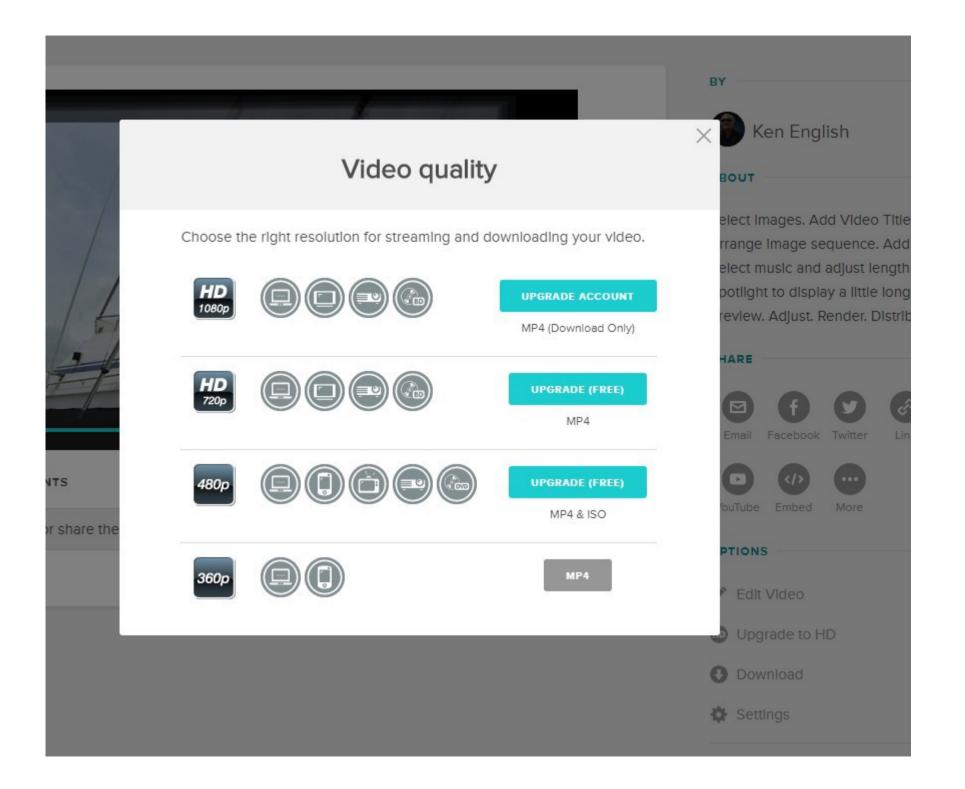
Edit Video

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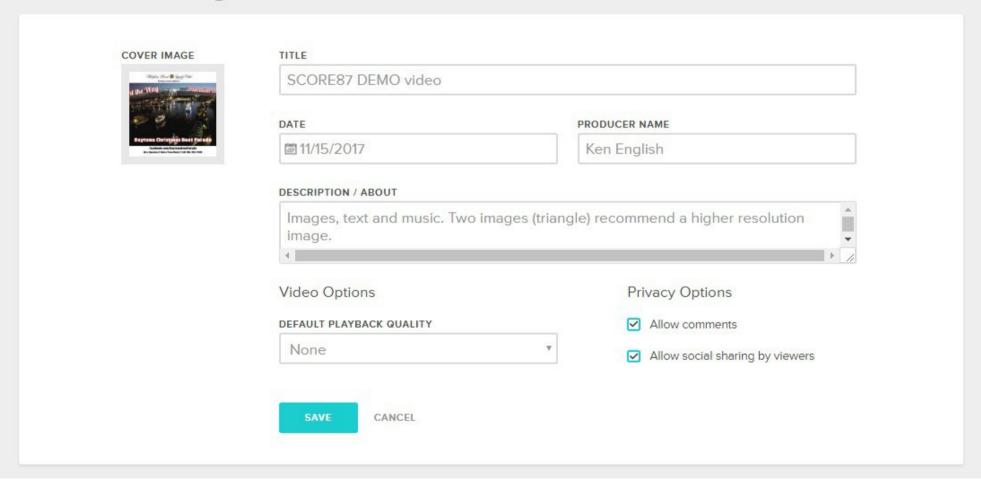
Upgrade to HD

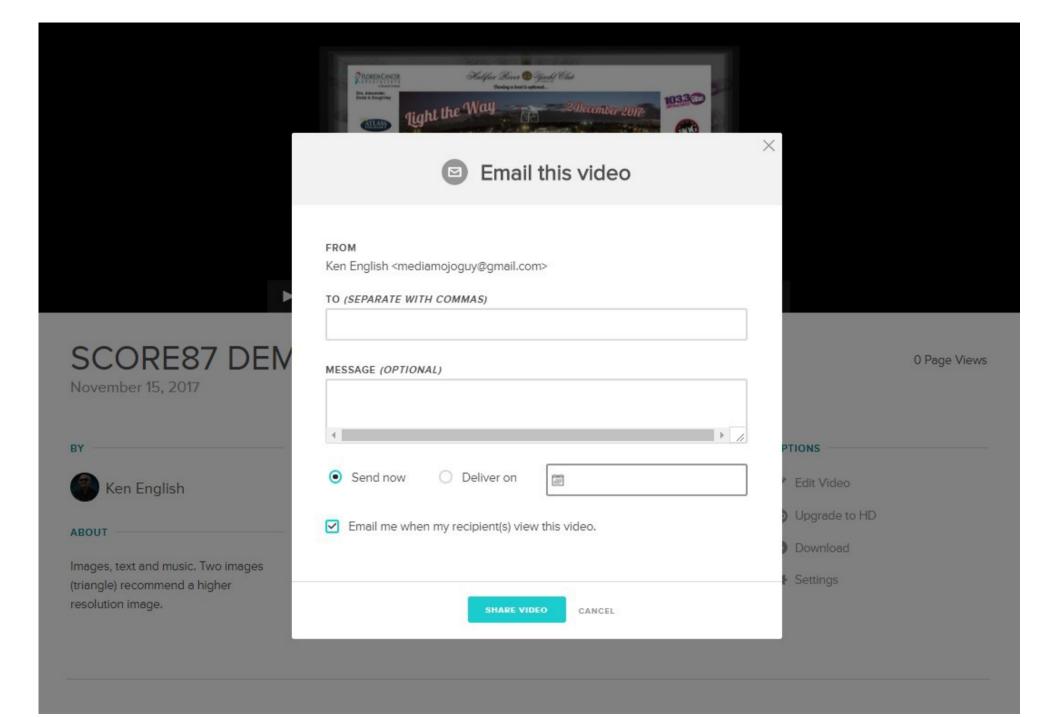
O Download

Settings



Video Settings



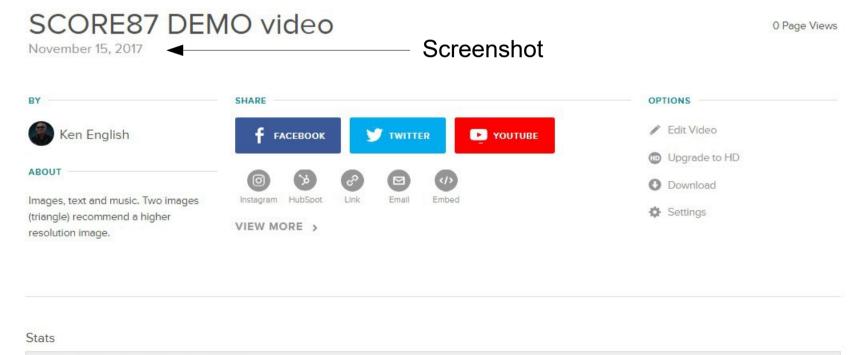




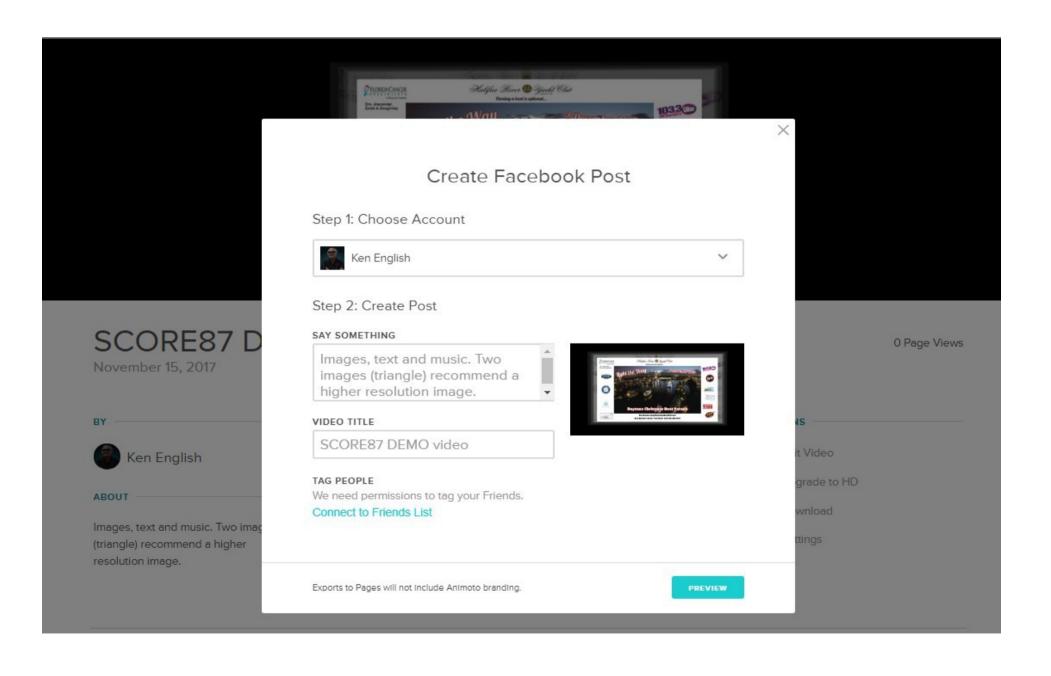


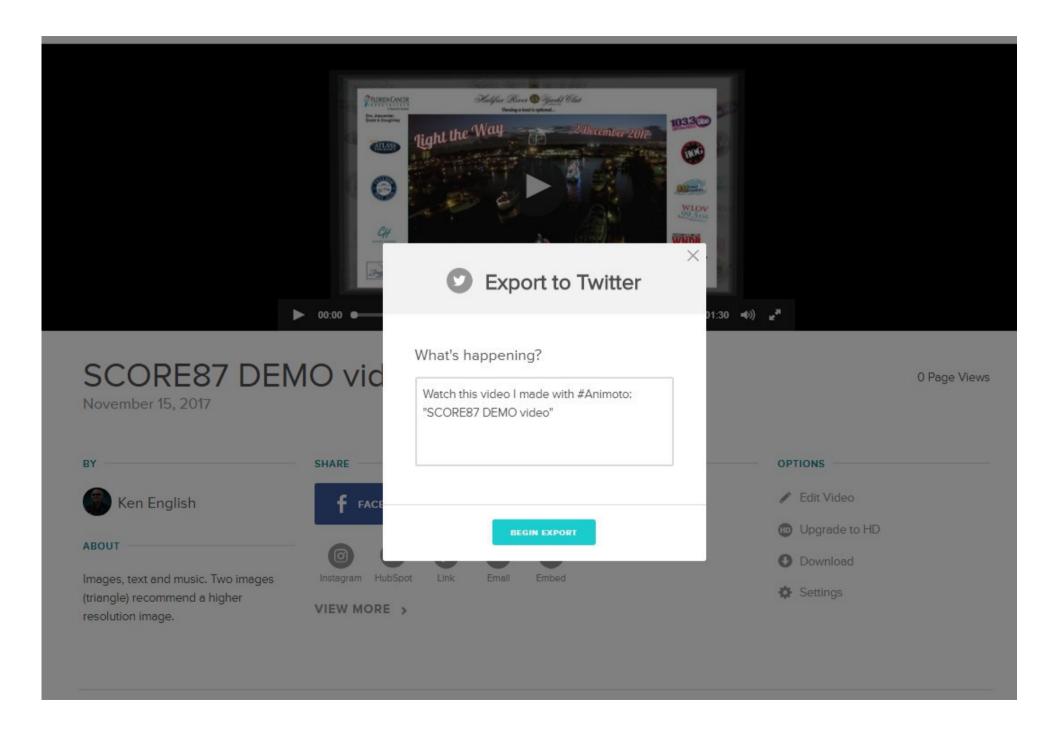
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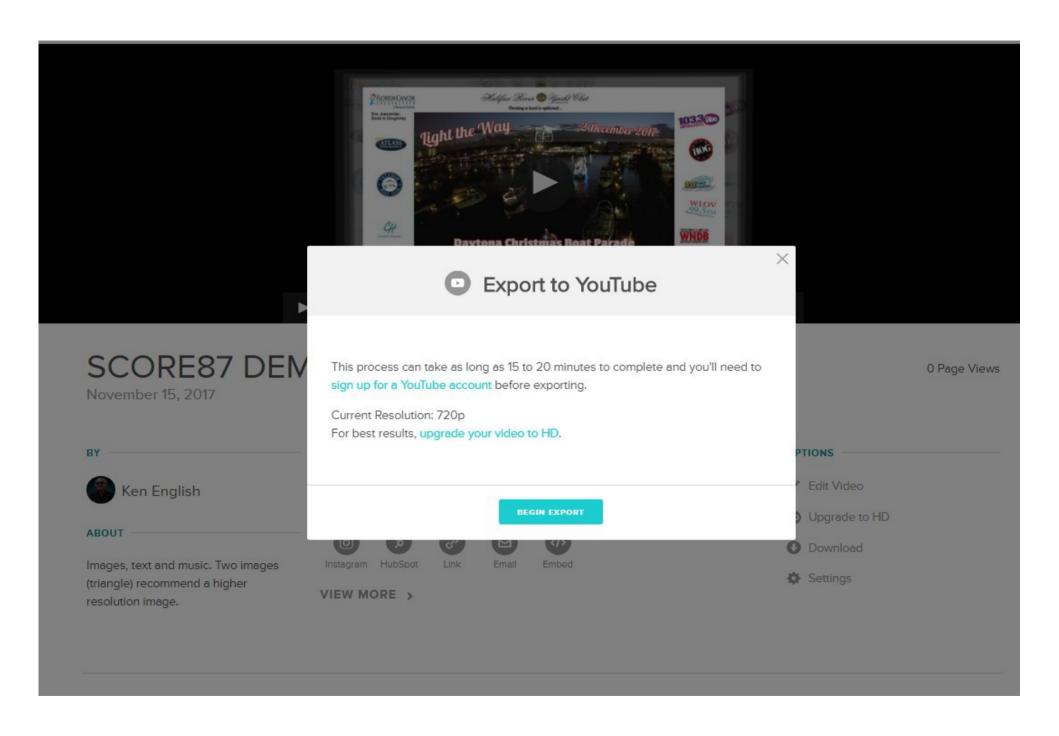




0 plays











Share to Instagram with the Animoto mobile app.

IOS ANDROID

STEP 1 Click to download the app below and log in.

STEP 2 Select the video you want to share.

STEP 3 Tap MORE under "Share your video!" to reveal all of the sharing options.

STEP 4 Send your video to Instagram.

STEP 5 Complete your Instagram post.

Click here for more information





O Page Views

OPTIONS

Edit Video

Dygrade to HD

Download

Settings

SCORE87 DEN

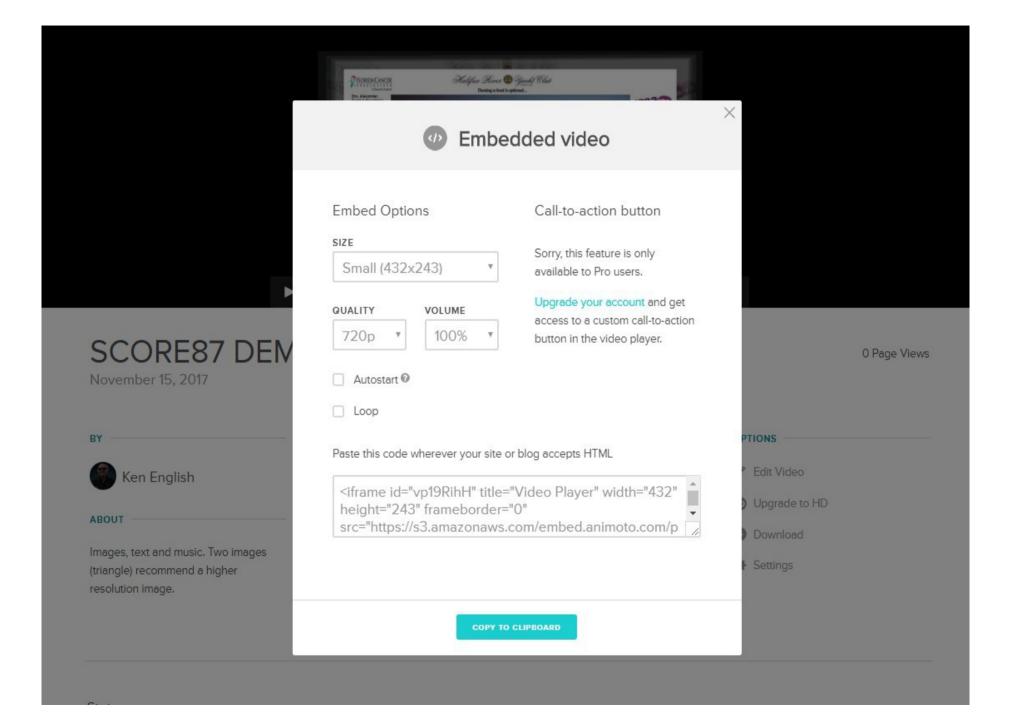
November 15, 2017

RY



ABOUT

Images, text and music. Two images (triangle) recommend a higher resolution image.



My Videos





Ocean Grand #400 - Daytona Beach ... Nov 10, 2017 | 2:01



Tomoka River - Ormond Beach, FL - ... Nov 07, 2017 | 2:01



Niagara Frontier Home Inspectors C... Oct 20, 2017 | 2:11



20 Twelve Oaks Trail - Ormond Beac... Oct 16, 2017 | 2:12



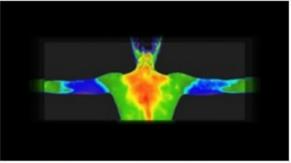
Beach Street Wedding Walk Oct 13, 2017 | 2:06



Natural Concepts Revisited: Post-IRM... Oct 11, 2017 | 4:30



HRYC Evening in Paris 2017 Oct 08, 2017 | 4:17



The Science & Art of Thermal Imagin... Sep 25, 2017 | 3:20



HRYC Open Boat Day 2017 Sep 23, 2017 | 5:01

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KenEnglish.com
Facebook.com/KenEnglishVideo
Twitter.com/MediaMojoGuy
Linkedin.com/in/ken-english-0567736/

386.341.0313

If you don't know how to do something, Google it, or go to Youtube & search.

Free Screen Hunter 7: Wisdom-Soft.com/downloads/downloadfiles.htm
Free Trial Graphics Editor: Youzign.com
Free 30-second Video Trial: Animoto.com
Social Media Information: SocialMediaExaminer.com
More Video Marketing Statistics: Insivia.com/27-video-stats-2017/

https://www.thesaleslion.com/video-marketing-workshops-beginners/

Search Google for *video marketing trends*:

25,400,000 pages as of 15 November 2017