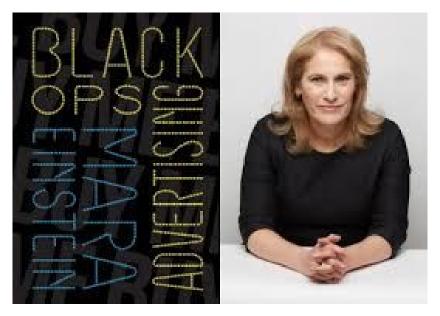
# Native Advertising and Content Marketing

Google native advertising	Q
All News Images Videos Books More Settings	Tools
About 78,300,000 results (0.54 seconds) Native Advertising - Get Traffic & Views on Your Site - Taboola.com Ad v ww.taboola.com/ ▼ Start a Campaign for as Low as \$10! Drive Growth · Promote Content · Optimize Conversions · Increase Traffic Services: Increase Traffic, Native Advertising, Content Promotion, E-Commerce How to generate traffic Content Marketing	

UDLS May 5, 2017 Neil Newman



- Almost all content is from this book
- Since this is a CS dept, I'm skipping cookies, big data, ad auctions, etc.
- TI;dI It's really hard to tell if something is an ad these days.

## The Problems with Traditional Advertising

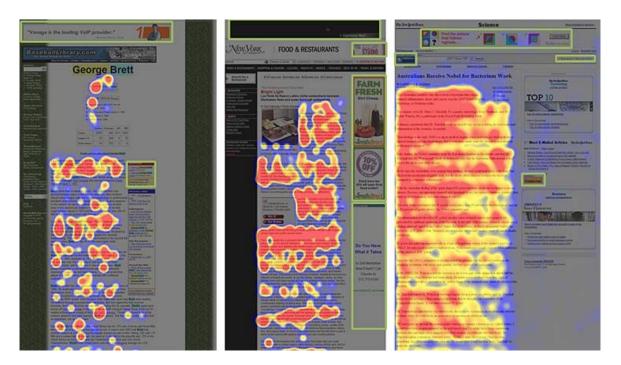
- DVR + cord cutting + online news = declining revenue

Image:

s-brand-liquidation/

https://www.mindsea.com/native-ad-opportuniti es-risks-beware-thin-blurry-line-native-ad-riche

- Banner Blindness



## The Solution

- (Native Advertising)

Hide the ads within existing content environments

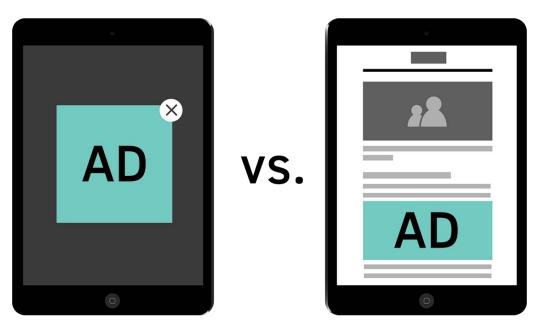
## - (Content Marketing)

Create advertising content that doesn't look like advertising

## Native Advertising

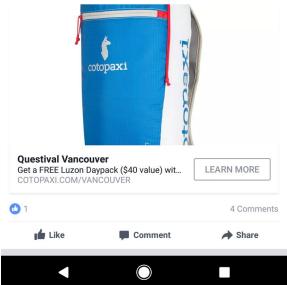
"Paid ads that are so cohesive with the page content, assimilated into the design, and consistent with the platform behaviour that the viewer simply feels that they belong"

- Think of **Product Placement** as a precursor





Just a friendly reminder here. Each Questival participant receives a Luzon 18L daypack with their registration. This is our most popular daypack and the perfect bag for any adventure - and you get it for free when you sign up for Questival Vancouver. So. Much. Awesome.



Soccer & Baseball Doorcrashers up to 50% off\* our regular price. Select brands & styles. Details: https://goo.gl/U10BFz



 $\bigcirc$ 



ILLUSTRATIONS BY OTTO STEININGER

### Over the past three decades, the number of women serving time in American prisons has increased more than eightfold.

Today, some 15,000 are held in federal custody and an additional 100,000 are behind bars in local jails. That sustained growth has researchers, former inmates and prison reform advocates calling for women's facilities that do more than replicate a system designed for men.

"These are invisible women," says Dr. Stephanie Covington, a psychologist and co-director of the Center For Gender and Justice, an advocacy group based in La Jolla, Calif. "Every piece of the experience of being in the criminal justice system differs between men and women."

At the most basic level, women often must make do with jumpsuits that are made from men's designs rather than being cut for female bodies. And standard personal-care items often don't account for different skin tones or hair types.

It's not just vanity: What drives some prisoners to mix their own makeup or tailor their uniforms

http://paidpost.nytimes.com/netflix/women-inmates-separate-but-not-equal.html



government's recommended daily allowance of vitamin D, a critical hormone for good health, is inadequate. Now, the Pure North S'Energy Foundation a non-profit organization that focuses on preventative health - is calling on Canadians to sign a petition demanding urgent action from Health Canada to fix the problem.



Patient Diaries

While symptoms are benign, primary biliary cholangitis can lead to liver failure



SPONSOR CONTENT What's This?

### David Miscavige Leads Scientology to Milestone Year

Under ecclesiastical leader David Miscavige, the Scientology religion expanded more in 2012 than in any 12 months of its 60-year history.



12:25 PM ET



2012 was a milestone year for Scientology, with the religion expanding to more than 10,000 Churches, Missions and affiliated groups, spanning 167 nations--figures that represent a growth rate 20 times that of a decade ago.

The driving force behind this unparalleled era of growth is David Miscavige, ecclesiastical leader of the Scientology religion. Mr. Miscavige is unrelenting in his work for millions of



Ribbon Falls on Ideal Center of Scientology for the Middle East



>> READ

LOS ANGELES, CALIFORNIA Groundbreaking Book-On-Film Answers the Question "What is Scientology?"



>> READ



TA-NEHISI COATES More Guns, Less Crime:

https://www.magnetmail.net/actions/email\_web\_v ersion.cfm?recipient\_id=699462885&message\_id =2459857&user\_id=NJG\_Atlan&group\_id=0&jobi d=12656579

## Buzzfeed

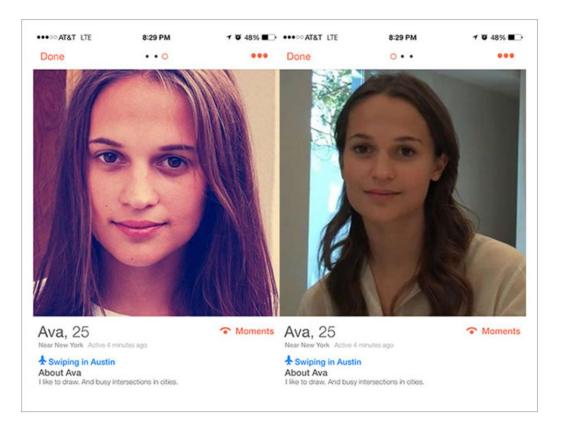
How would you die in GoT?

Which Barbie Doll are You?

<u>12 Life Lessons We All Learned Our Freshman Year of</u> <u>College</u>

<u>15 Animal Vines That Perfectly Describe Your Mood Right</u> <u>Now</u>

13 Things Every Early Cell Phone User Remembers



http://www.adweek.com/creativity/tinder-users-sxsw-are-falling-woman-shes-not-w hat-she-appears-163486/

## **Content Marketing**

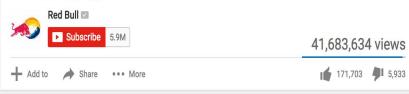
- "A brand must give something valuable to get something valuable in return. Instead of the commercial, be the show. Instead of the banner ad, be the feature story"
- Provide valuable, relevant, and consistent content. Be in the customer's mind when they go to make a purchase.



Search



Felix Baumgartner's supersonic freefall from 128k' -Mission Highlights





Search



### One of those days 2 - Candide Thovex





### Earth, our favourite wild place.



 COURD OUTLY
 Investors
 The Coca-Cola Company
 Search
 Q

 FRONT PAGE
 BRANDS
 OUR WAY FORWARD
 SUSTAINABILITY
 INNOVATION
 HISTORY
 UNBOTTLED

 Sby20
 #cokestyle
 Water Replenishment
 Diversity & Inclusion
 Giving Back
 Food & Recipes
 2016 Year in Review

 FRONT PAGE > STORIES > 5 GREAT US. NATIONAL PARKS TO VISIT THIS YEAR

 EFFED PDY Address to VISIT THIS YEAR

### 5 Great U.S. National Parks to Visit this Year

SHARE

By: Ryan Gargiulo | Apr 22, 2015

Like 5 people like this. Be the first of your friends.

🗗 🔽 🛅 🔯 🖞 🗩 🦻



ANOTHER SIP



mpany.com/homepage

## It isn't always obvious who the content creator is



https://vanwinkles.com/

https://www.tablespoon.com/



Resources

s Creators

Contact Us

Get a Demo S

SIGN IN

## MARKETERS

Harness the power of influential Creators to produce original content and share sponsored posts through social media.

Software For Brands & Agencies

**Managed Services** 

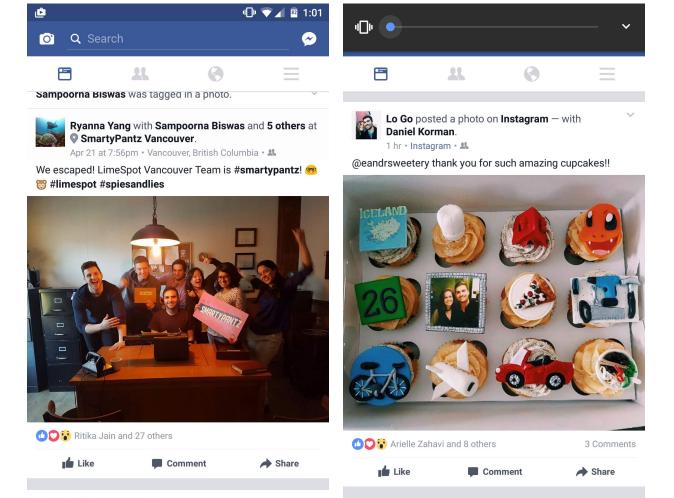
## **CREATORS**

Get paid by leading brands and agencies to produce and share sponsored content with your social media followers.

Sign Up As A Creator

Learn More

https://www.youtube.com/watch?v=FbVczwpdPMA



 $\bigcirc$ 

Peter Beshai was tagged in a photo

 $\bigcirc$ 

## Why Should You Care?

- Church and State separation: Publisher is at the whim of the advertiser (e.g. controlling comments section to quietly disappear negative feedback)
- Content producers are legally obligated to tell you when they are being paid to promote a product. They often don't.
- Content marketing allows companies to SEO negative news away