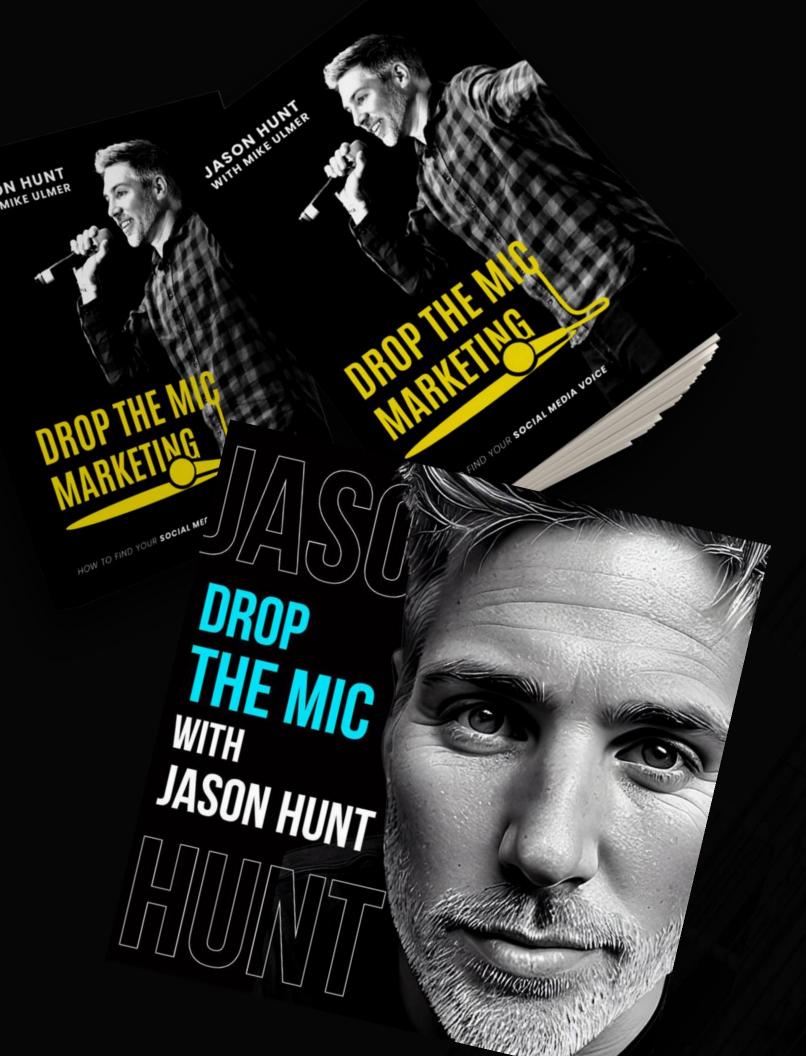
# BUILDING LOCAL SUCCESS

INSIGHTS AND STRATEGIES FROM REAL-WORLD DIGITAL CAMPAIGNS

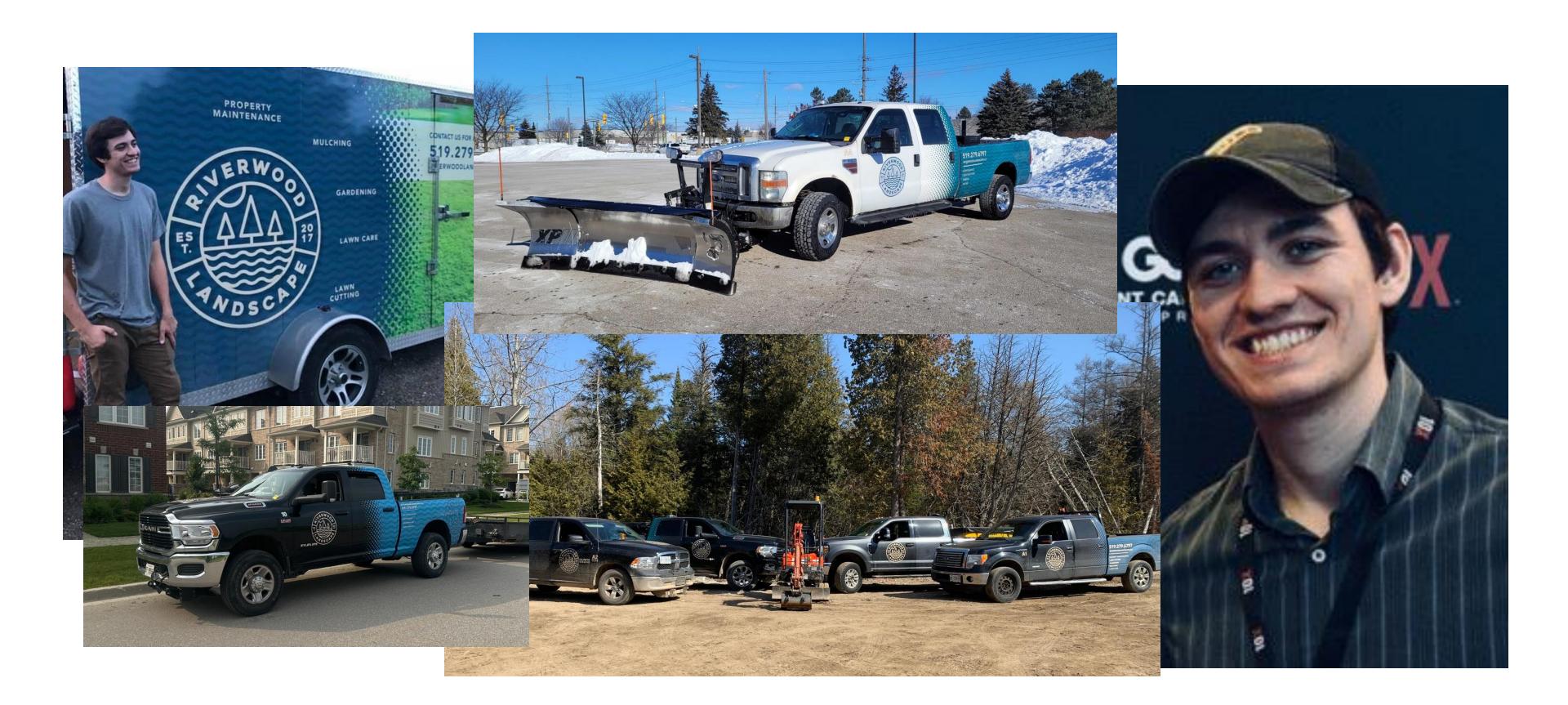
### FAILED ROCKSTAR TURNED AGENCY OWNER

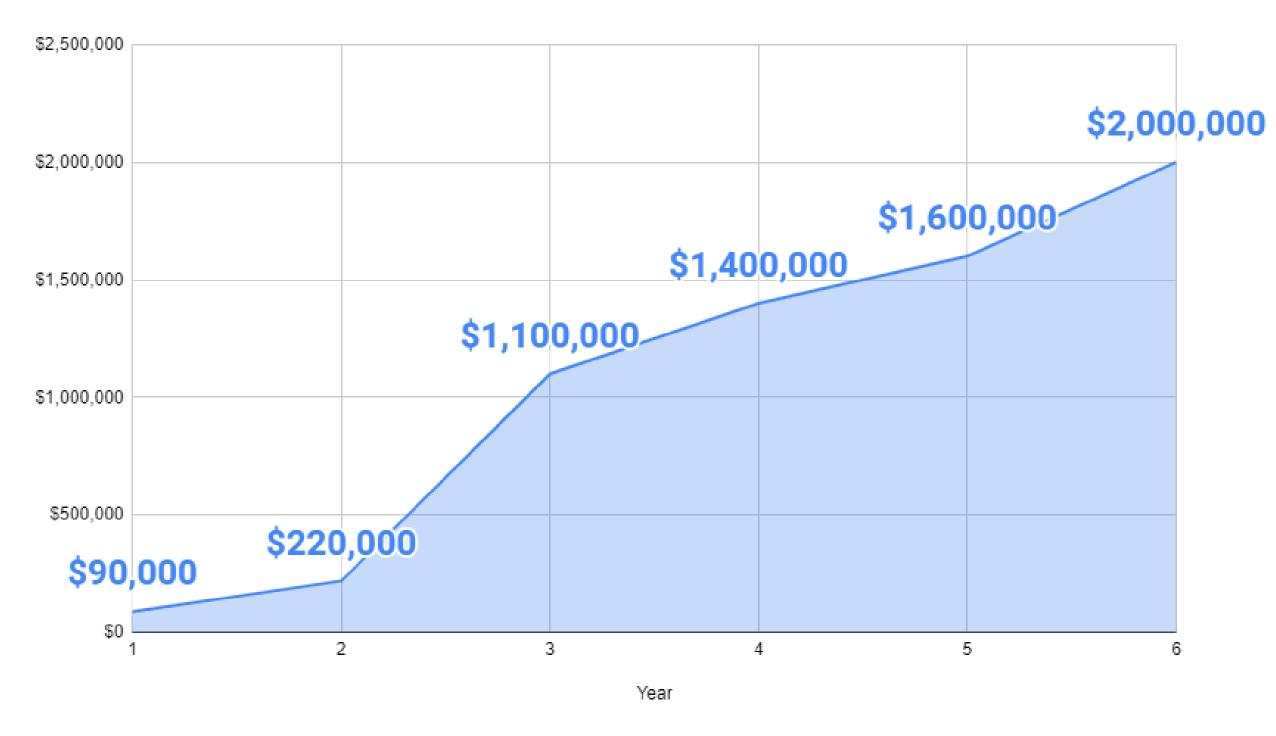




20,000+ ATTENDEES • 60+ SPEAKERS • 160+ COUNTRIES • 6+ TRACKS ADMARLD Media **Buying** TRACK **JASON HUNT MERGED MEDIA** 20,000+ ATTENDEES . 60+ SPEAKERS . 160+ COUNTRIES . 6+ TRACKS

















## TO BE SUCCESSFUL ONLINE YOU NEED TO BE FAMILAR





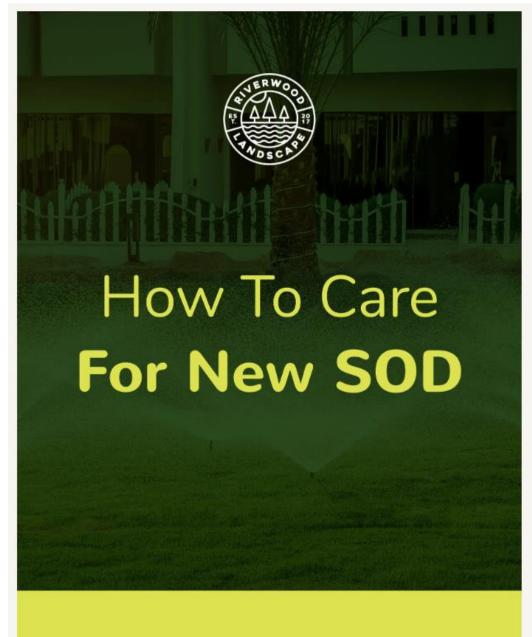


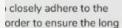
Learn how to successfully look after your sod to transform your yard into a whole new space with our free downloadable guide.



FORM ON FACEBOOK Free Guide Care for New Sod

**Download** 





d not sit for more than 3 it. Immediately after

uired for the first three ring not establishment

the next 3 to 6 days,

sod allowed to firm up so naking sure no more than

watered with an inch of

is can be cut back to ram. (Although, these well the initial 7 to 10

ring heavy 1/2 inch at repeating at "wilting

point". This process encourages fast, deep rooting!

### **AFTER TWO WEEKS**

After 2 weeks, the field needs to be allowed to firm up again and mowed. Immediatel after mowing, it needs to be watered heavily once more.

d all by yourself.

g turf, but you have to ensure nd rid your yard of

annot be pulled up. Now, the r set on a regular maintenance

Week 4

00

Week 3

00

00

00

accomplish this and look after erials and sod possible, so you

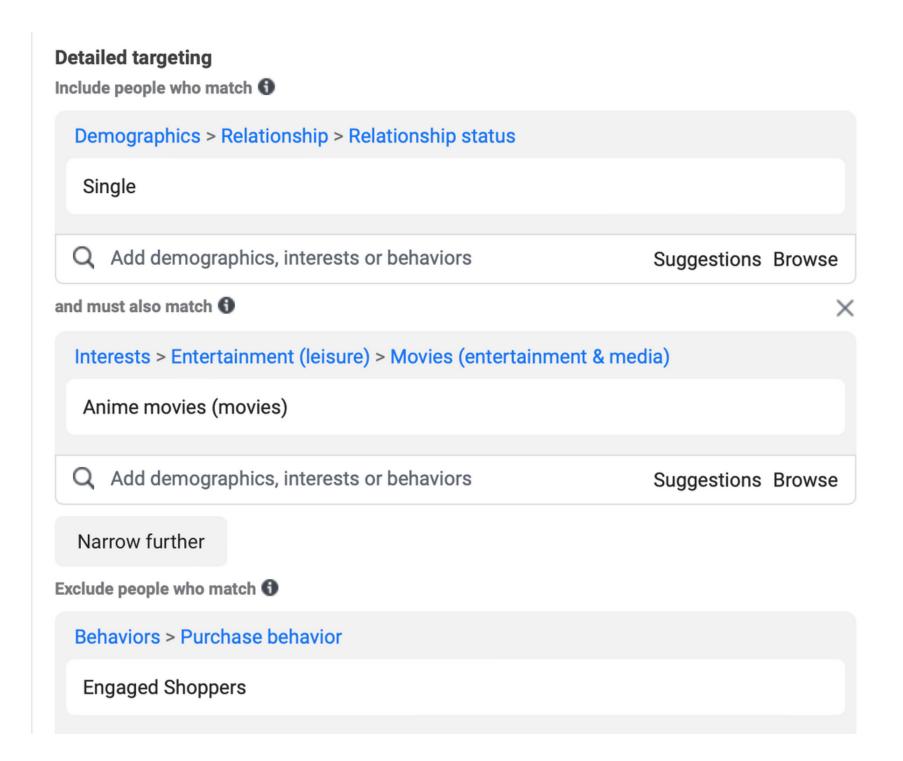
ron charte to man , about making the right account. On your own. We're here for you every step of the way and strive for 100% customer satisfaction with every project.

Learn more about how our team can help by visiting riverwoodlandscape.ca

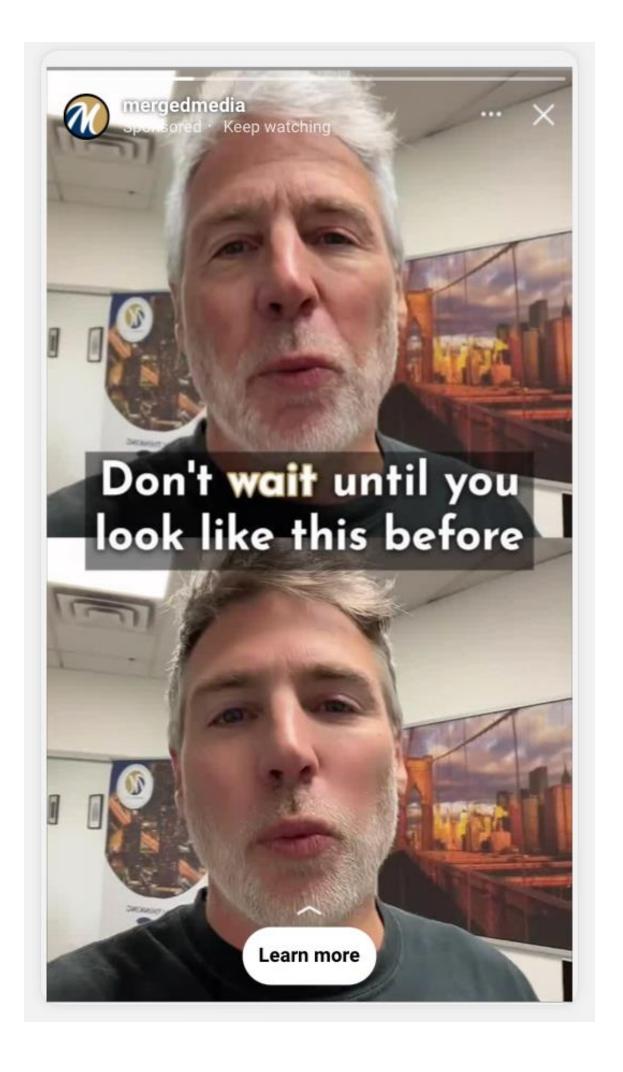
## WHAT'S NOT WORKING IN 2025?

### Overtargeting

The Over-Targeting Trap: Narrow Focusing Can Undermine Your Ads

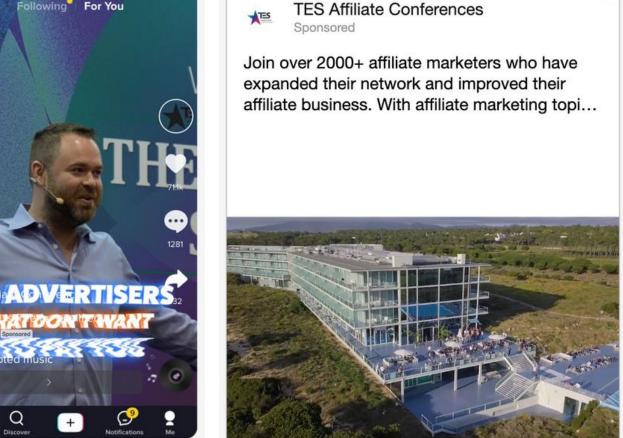


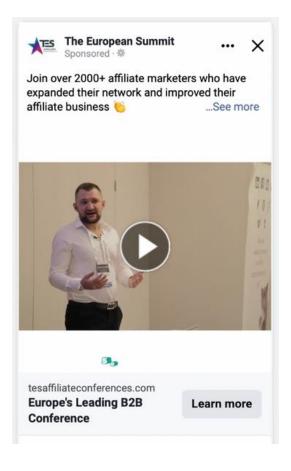
### Underutilizing Video Content



### Ignorning Cross Platform Strategies









### Ignoring E-E-A-T (Experience, Expertise, Authoritativeness, Trustworthiness)

### GREATER EXPERTISE

We also have the expertise to handle repairs or other issues. Equipment repairs, including heaters repairs, and even pool liner repairs are expertly completed. We inspect pools during every visit, so we can identify any little issues before they become bigger, more costly ones. With no-hassle pool liner repairs



We even service eco-friendly, energy efficient heaters and equipment. However, beyond simply installing and servicing green pool equipment, we specialize in automating pool systems, which provides even better energy efficiency, for a more environmentally friendly pool.





### REPUTABLE SWIMMING POOL SERVICES

When you install a pool, you want to make the most of your investment. With a limited season to use your pool in Ontario, this adds pressure to get your pool up and running in the spring as quickly as possible, and to avoid any downtime due to algae or dirty water. All the maintenance required to achieve this, however, takes from the time you could be enjoying your pool.



People for Pools is the perfect solution to this issue, by handling all your pool needs for you, so you can enjoy a hassle-free pool experience throughout the warmer months.

## WHATS WORKING IN 2025?



### AI for Personalization



### Pharmacy Marketing Guru

Expert in pharmacy marketing for US pharmacies.



### Social Media Stand-Up

Witty and funny social media copywriter



### Al Marketing Author

Assists in writing and analyzing papers on human vs. Al content.



### **BP Podcast Content Assistant**

Assists in distributing podcast content for Brokers Playbook.



### **Global Tourism Geography Assistant**

Assists in designing a Global Tourism Geography college course.



### **Kokomo Marketing Assistant**

The ultimate travel marketing ally for Kokomo Botanical Resort. Tailored to highlight the resort's...



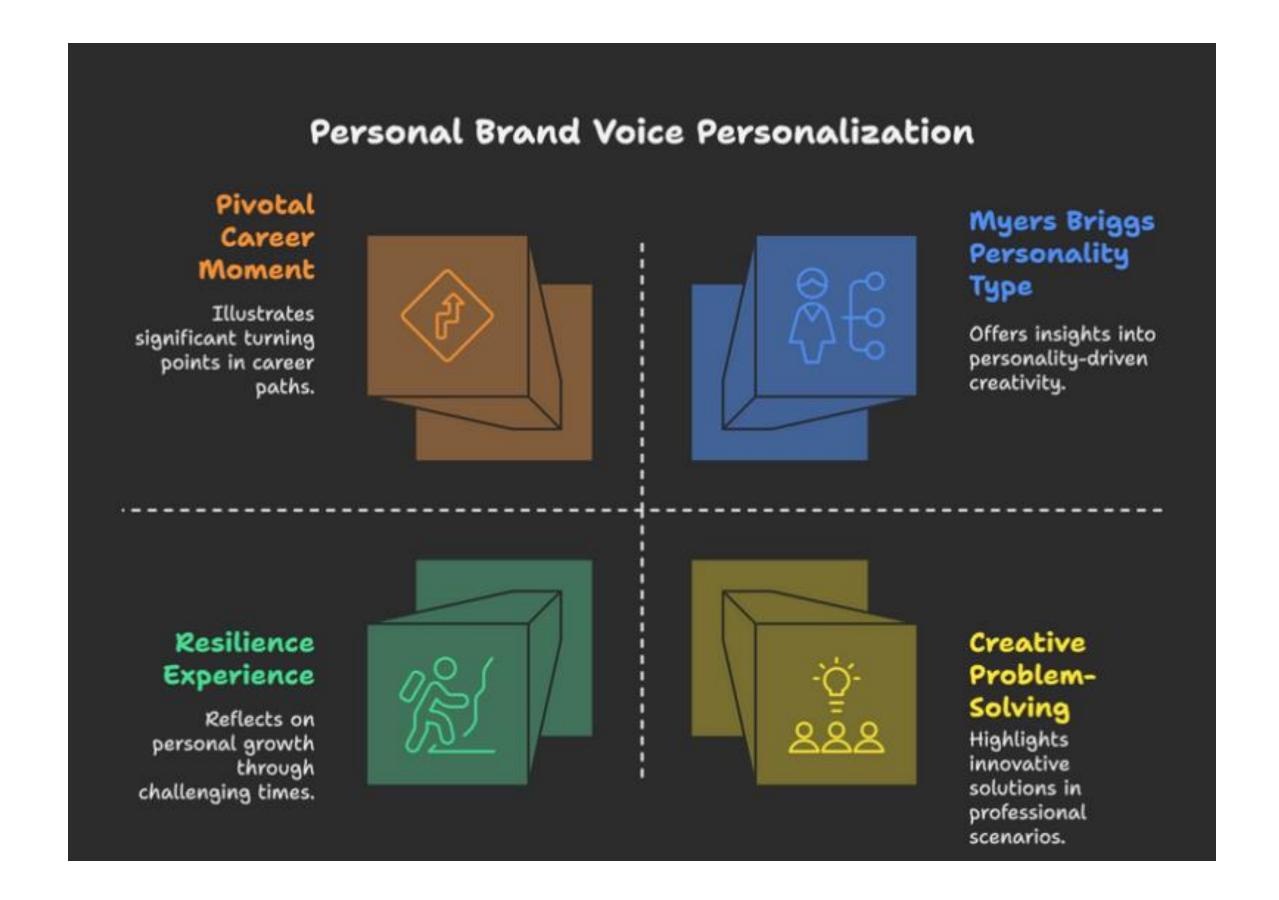
### Personal Ghost Writer

Expert in digital marketing and travel, this GPT helps create engaging, SEO-optimized blog posts. It...



### Fractional CMO Assistant

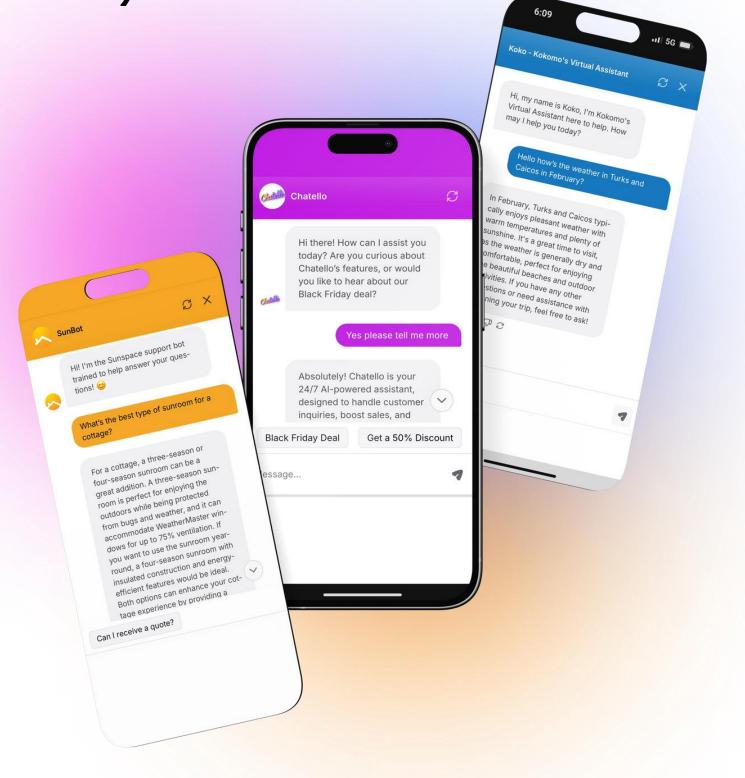
The GPT is a marketing expect that helps a Fractional CMO perform their jobs and duties as a...





### AI Agents on Websites (Chatello.ai)





### What's the best wine pairing with leftover pizza at 3 AM?

Pairing wine with leftover pizza can be a fun and delicious experience! A versatile choice would be a red wine like the Kim Crawford Pinot Noir, which has dark cherry and blackberry flavors that complement a variety of pizza toppings. If you prefer white wine, the Kim Crawford Sauvignon Blanc with its fresh, juicy, and vibrant acidity can also be a delightful match. Enjoy your late-night snack!









Hi! I'm Sunspace's AI Agent trained to help answer your questions!

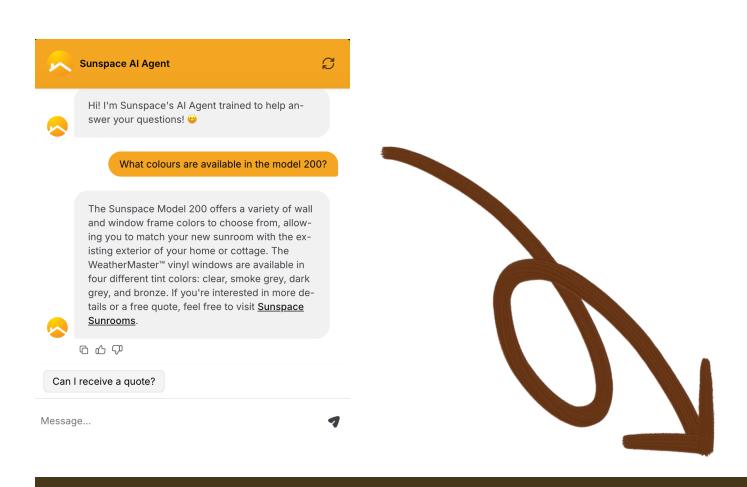
What colours are available in the model 200?

The Sunspace Model 200 offers a variety of wall and window frame colors to choose from, allowing you to match your new sunroom with the existing exterior of your home or cottage. The WeatherMaster™ vinyl windows are available in four different tint colors: clear, smoke grey, dark grey, and bronze. If you're interested in more details or a free quote, feel free to visit <u>Sunspace Sunrooms</u>.



中少分

Can I receive a quote?





### MODEL 200 WEATHERMASTER SUNROOM

If you enjoy the open air feeling of your existing deck but want protection from the bugs, the elements and harmful UV rays, the Sunspace Model 200 is what you are looking for. Made with two inch foam panels and extrusions, the walls incorporate the versatile WeatherMaster® 4-Track Vinyl Window System. These window units slide up or down effortlessly allowing a generous 75% ventilation opening!

With a variety of wall and window frame colors to choose from you have the versatility to color match your new Sunroom with the existing exterior of your home or cottage. WeatherMaster® vinyl windows are made with durable ViewFlex glazed vinyl, and are available in 4 different tint colors: clear, smoke gray, dark gray and bronze.

### EXACT MATCH DOMAIN STRATEGY (SEO)

The "Quick Win" solution to get your website at the top of Google results.



### Sponsored



### Snow removal in Services in Guelph - Kijiji Canada

— Kijiji is your source for a huge selection of new and pre-loved items. Visit now! Shop...
Barbie dolls for sale · Air hockey table for sale · Toys & games for sale · Find your next home



City of Guelph

https://guelph.ca > Living > Getting around :

### Snow removal

To report a snow removal issue at a City facility, including public stairs and park parking lots (Riverside Park, Exhibition Park, etc.), contact parks@guelph.

How and when to report a... · Sign up for residential plow out... · Parking in winter





guelphsnowremoval.ca https://guelphsnowremoval.ca

### Guelph Snow Removal - Offering Reliable & Affordable ...

We provide residential and commercial snow removal services to the Guelph community. Our packages include driveway plowing, de-icing, pathway and walkway snow ...



### Contact Guelph Snow Removal before we have no space left to keep you safe during the cold months!

Our team handles snow removal for the Guelph community and are available to help you this winter. Just make sure you sign up for one of our snow removal packages before there's no space left and you're left out in the cold!

### **GET YOUR FREE QUOTE**

Phone

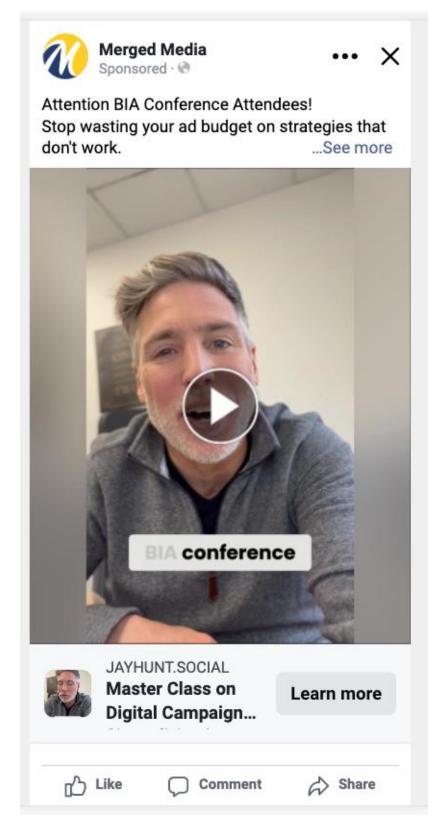
Email

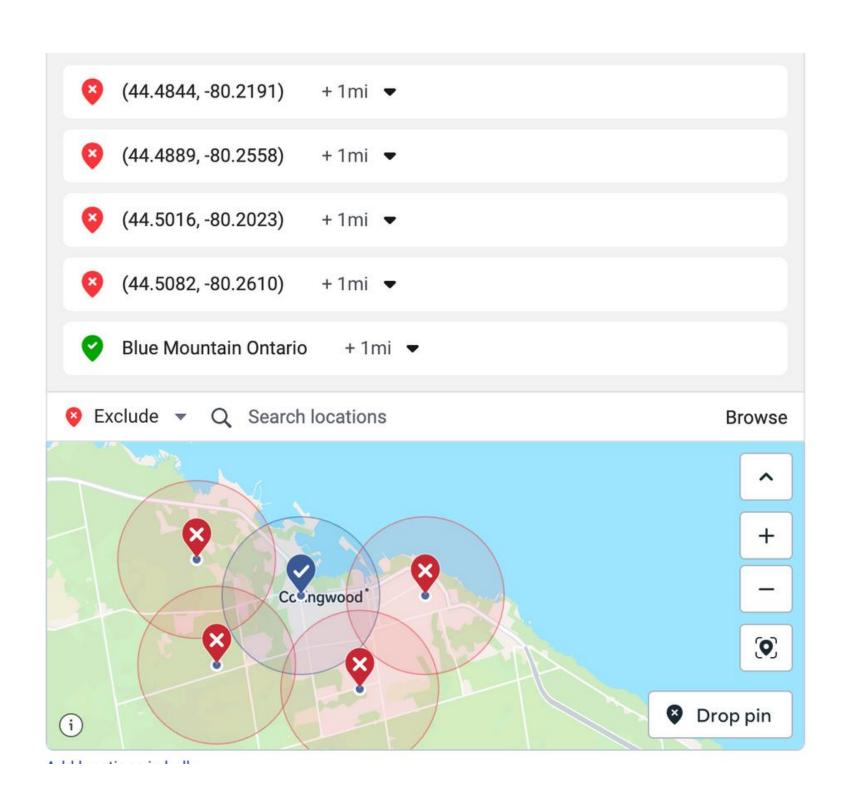
**SUBMIT** 

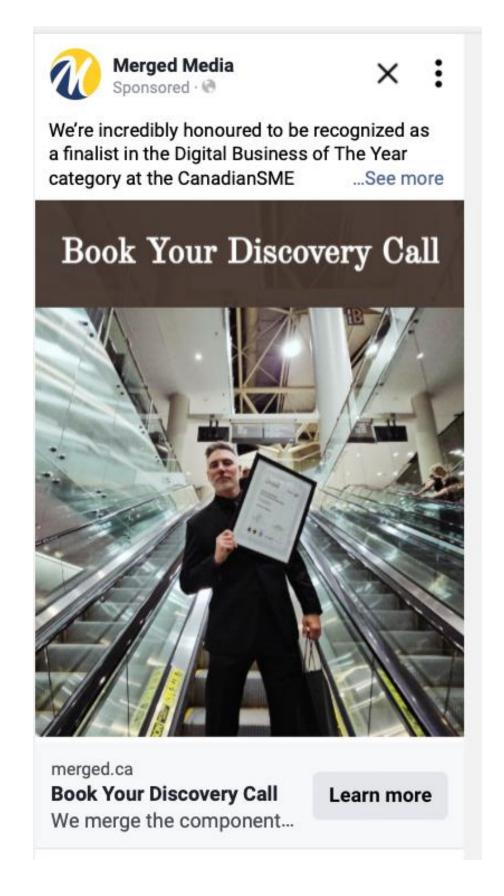




### Venue Targeting



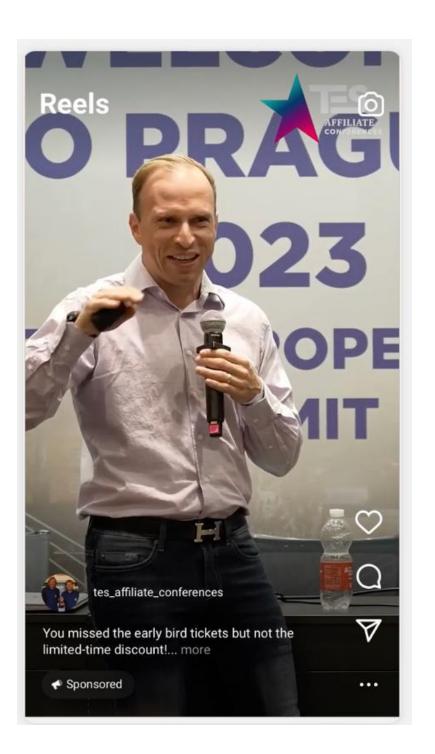






### Dynamic Video Ads





Dynamic Videos Lisbon 24	€0.01 Cost per ThruPlay
Video TES - Prague 2023 Highlights.mp4 (33	_
Video TES - Vertical Prague 2023 Highlights	_
Video TES - Prague 2023 Highlights 2.mp4 (	_
Video TES - Vertical Prague 2023 Highlights	_
Results from 1 ad 1	€0.01 Cost per ThruPlay

**135,130 273,090** ThruPlays Accounts Center acco...

Per Accounts Center a...

2.16



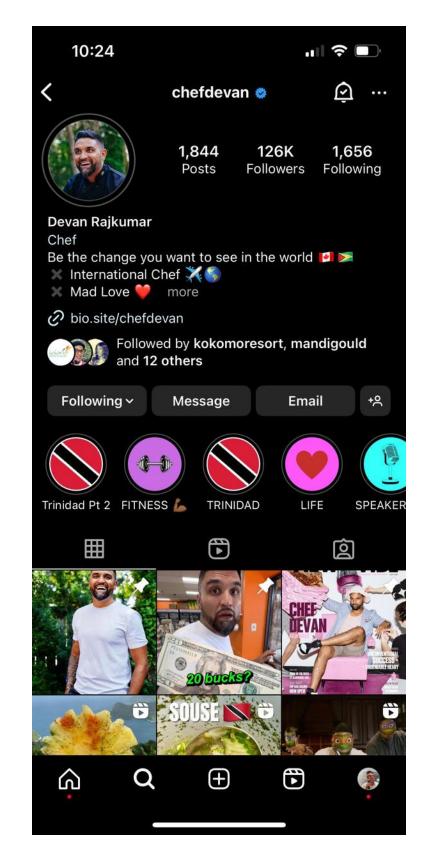
### Dynamic Image Ads

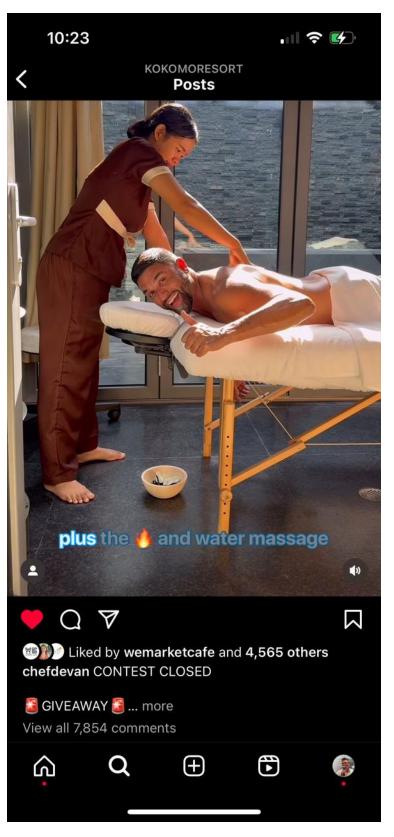
-	Results	Purchases ↓	Purchases conversion value
07.23	22 Website purchases	22	\$9,385.19
Image "unti	12	12	\$4,528.11
Image "5c5	4	4	\$1,225.22
Image "unti	4	4	\$1,812.11
Image "d73	2	2	\$1,819.75
	07.23 Image "unti Image "5c5 Image "unti	07.23  Website purchases  Image "unti  Image "5c5  Image "unti  Image "unti	Property of the second





### Co-Branded Giveaways



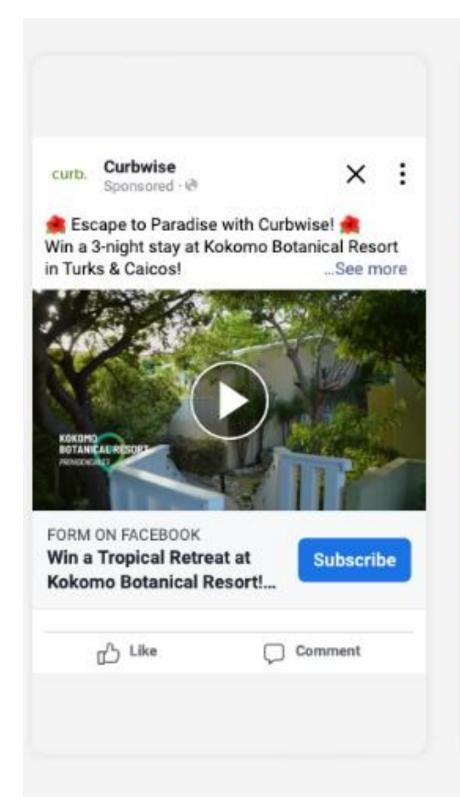




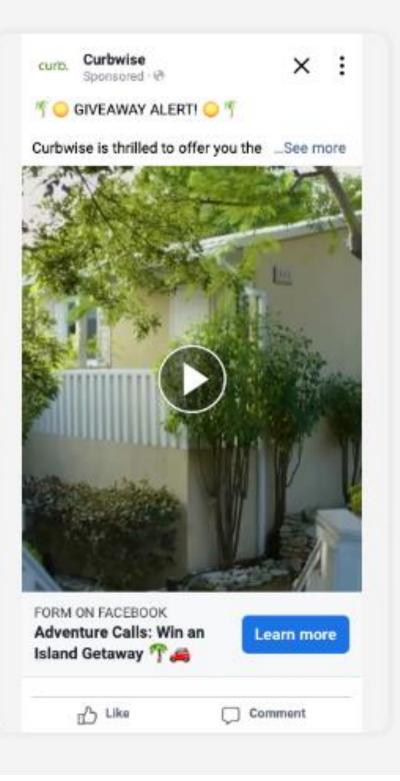
Contestants	Conversion Rate	Entries
1,027	9.95%	7,034



### Viral Giveaway Tactic Using Meta







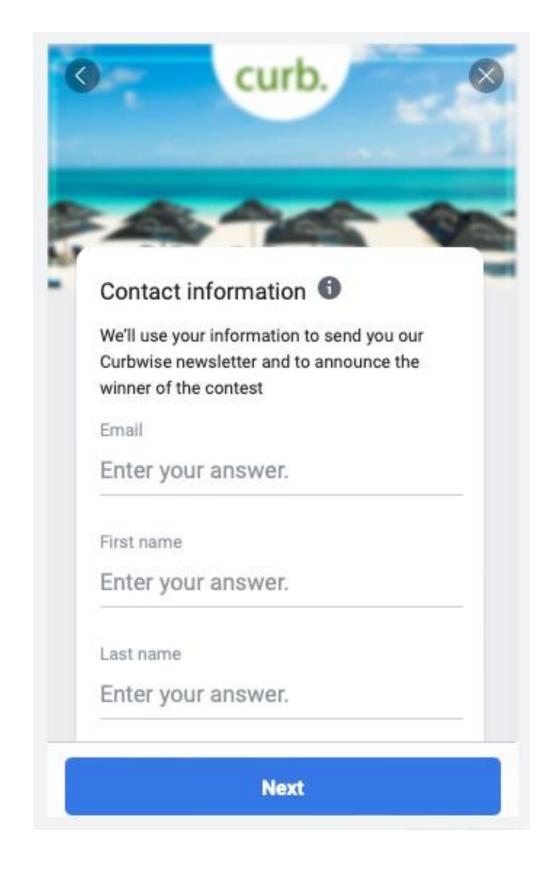


### \$0.20 LEADS!

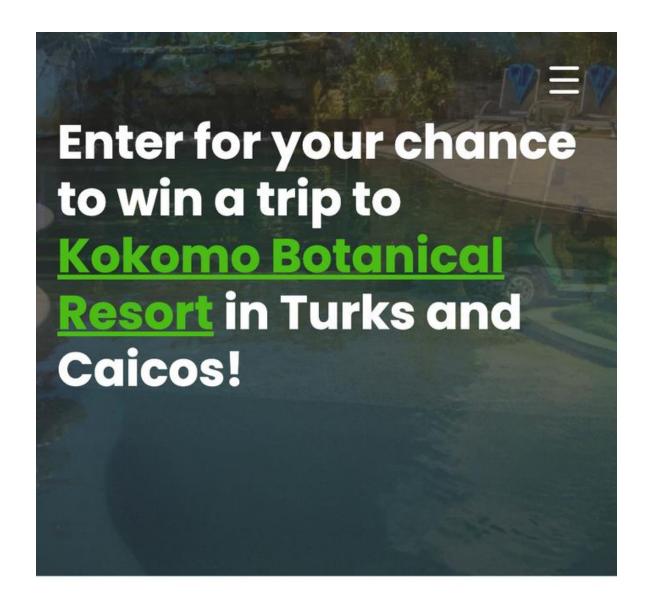
Ad	icant	A s	Results	Reach	Impressions	Cost per result -
dynamic	23, 2:		895 On-Facebook Lea	5,628	10,042	\$0.20 Per On-Facebook L
Image "Curb-WinATrip-02 (1).jpg_105_105 (d			171	1,377	1,893	\$0.19
lmage "Curb-WinATrip-03.jpeg_105_105 (ffd			718	4,931	8,033	\$0.20
lmage "Curb-WinATrip-01.jpeg_105 (adf243			5	68	82	\$0.36
Video Kokomo 30s Video.mp4 (677850315			_	1	1	_
Video Kokomo 30s Video Vertical.mp4 (979			_	26	27	_
Video Kokomo 30s Video Vertical.mp4 (979			1	5	5	\$0.05
Video Kokomo 30s Video.mp4 (677850315			_	1	1	_
Results from 1 ad 🚯		7	895 On-Facebook Leads	5,628 Accounts Center ac	<b>10,042</b> Total	<b>\$0.20</b> Per On-Facebook Le



### Frictionless Lead Forms



VS.



Win a three-night stay for two in a Classic Cottage at Kokomo Botanical Resort Spa in Turks & Caicos.

## Application & Real-World Examples.

### People For Pools.

- Pool maintenance company in the Greater Toronto Area.
- Using Meta to generated new pool maintenance leads (i.e. their name, email address, and phone number).

Side note: Everyone knows what a lead is, right??

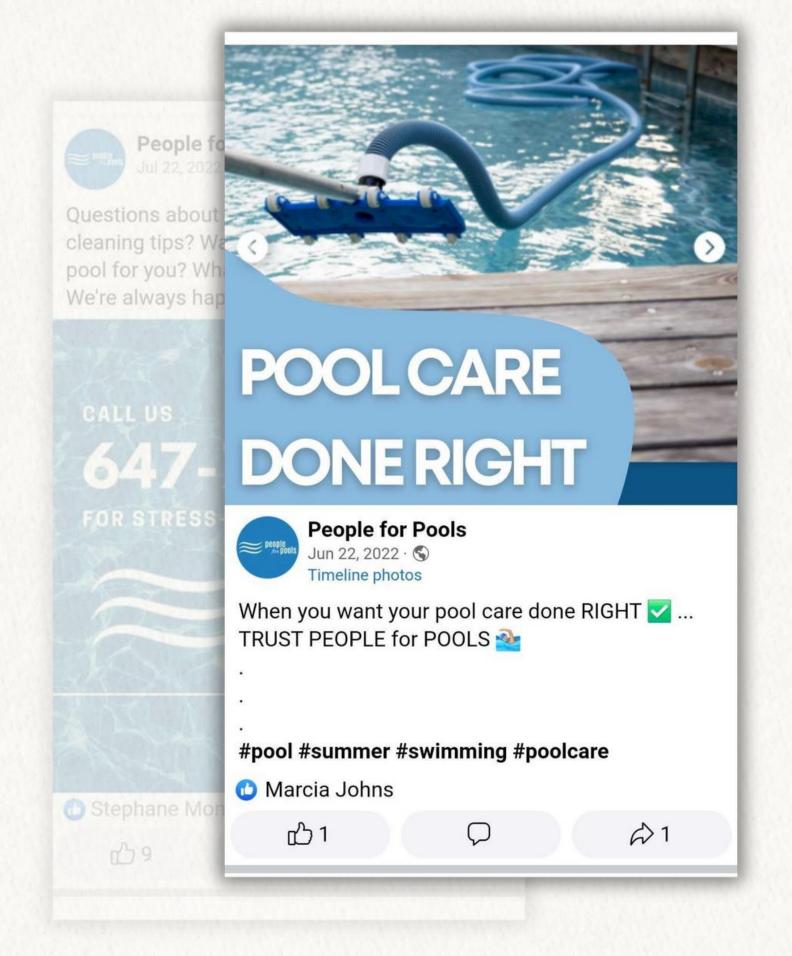
### People For Pools.

What doesn't work:
 "organic" posts on
 Facebook/Instagram
 business pages.

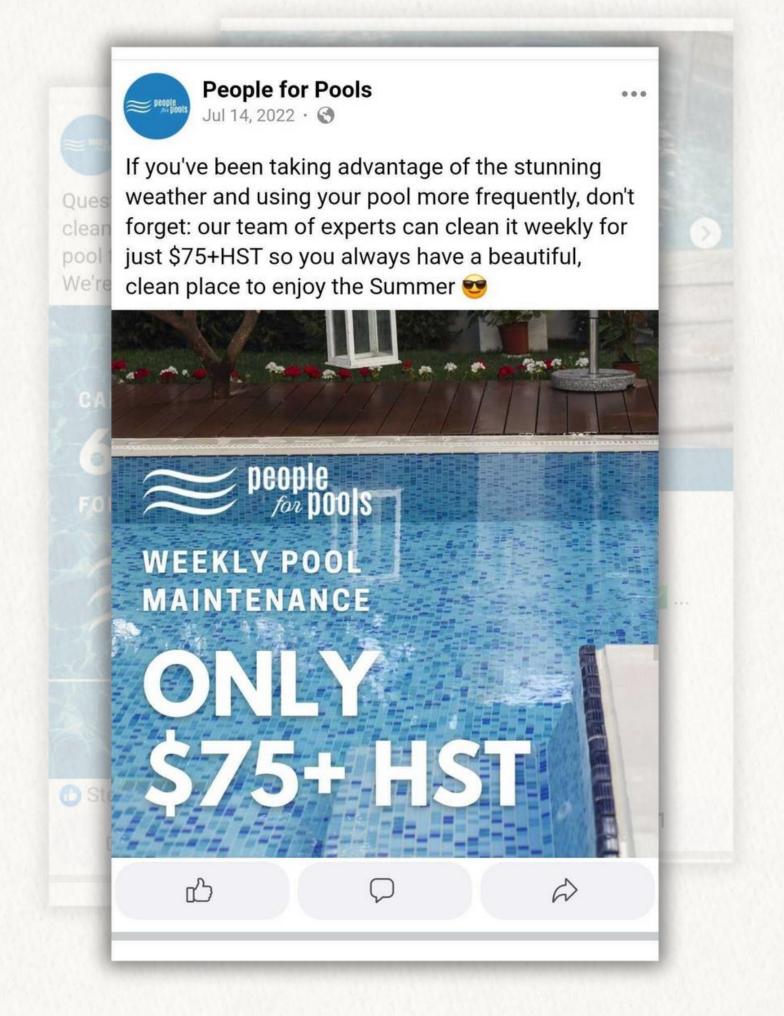


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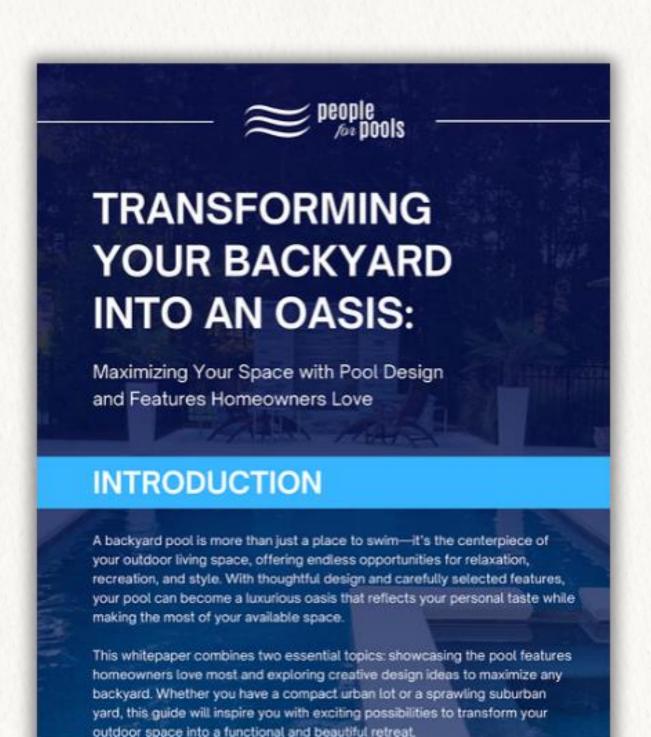


Why didn't that initial strategy work?

- These posts "feel" like ads and nobody wants to feel advertised to.
- There's no real value in the content itself, only in the value proposition.

So let's add some actual value to this campaign.

• Whitepapers are a type of lead magnet: something that actually "attracts" a lead to a campaign.



• Whitepapers are a type of lead magnet: something that actually "attracts" a lead to a campaign.

# THE 6 ESSENTIAL COMPONENTS OF A GREAT POOL PARTY

There's no better way to celebrate summer in the GTA than by hosting a pool party! It's a fantastic opportunity to gather your friends, family, and neighbours for a day filled with sun, fun, and relaxation. So, how do you plan the perfect pool party? Let's dive in and explore the six essential components that will make your pool party a splashing success.

### 1. SPARKLING CLEAN POOL



The star of your party is, of course, your pool. Ensuring it's sparkling clean and inviting is a must. Start by skimming the pool for any floating debris, vacuum the floor for sunken items, and brush the pool walls to prevent algae buildup. Check the pool's chemical levels to ensure the water is balanced and safe for your guests. Don't forget to clean the pool deck and arrange your lounge chairs and pool accessories neatly.



• "The 6 Essential Components Of A Great Pool Party" downloadable PDF.



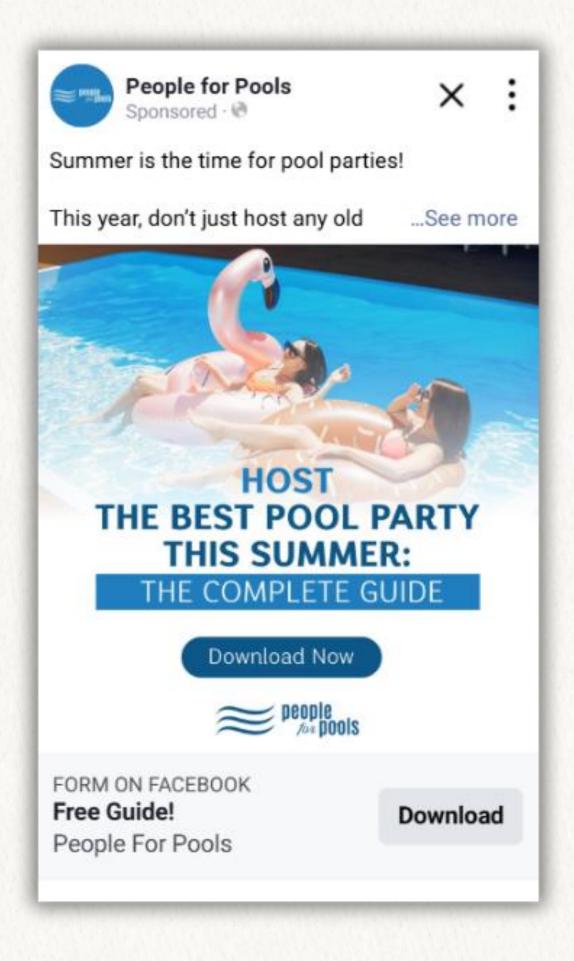




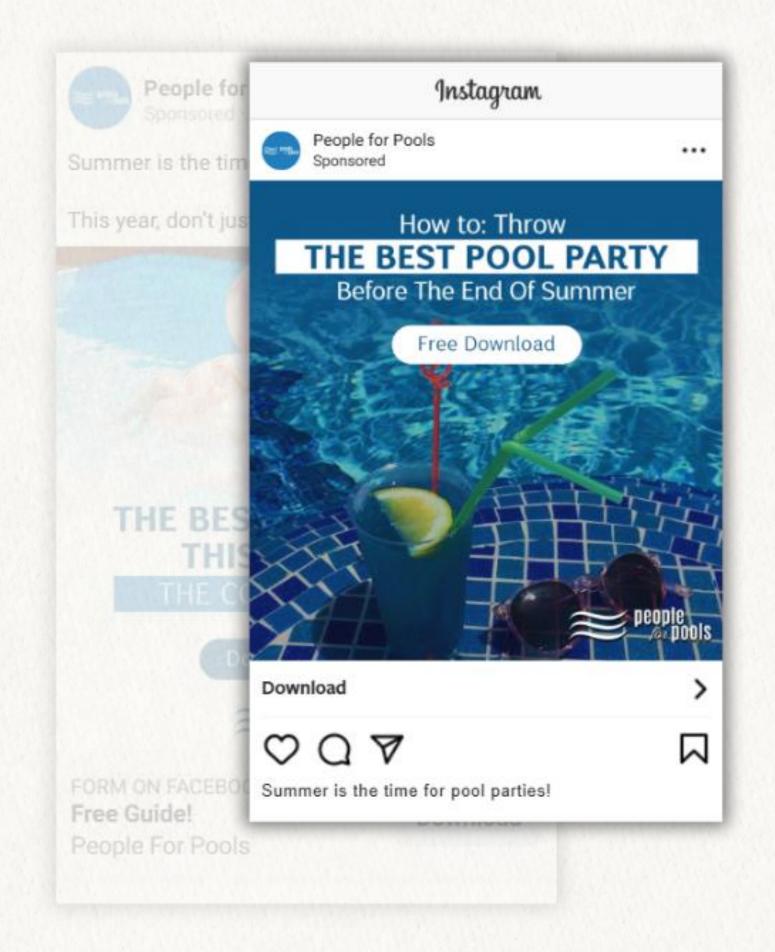


- Client's thinking: I have a "whitepaper," very cool, now what?
- Now we can advertise.

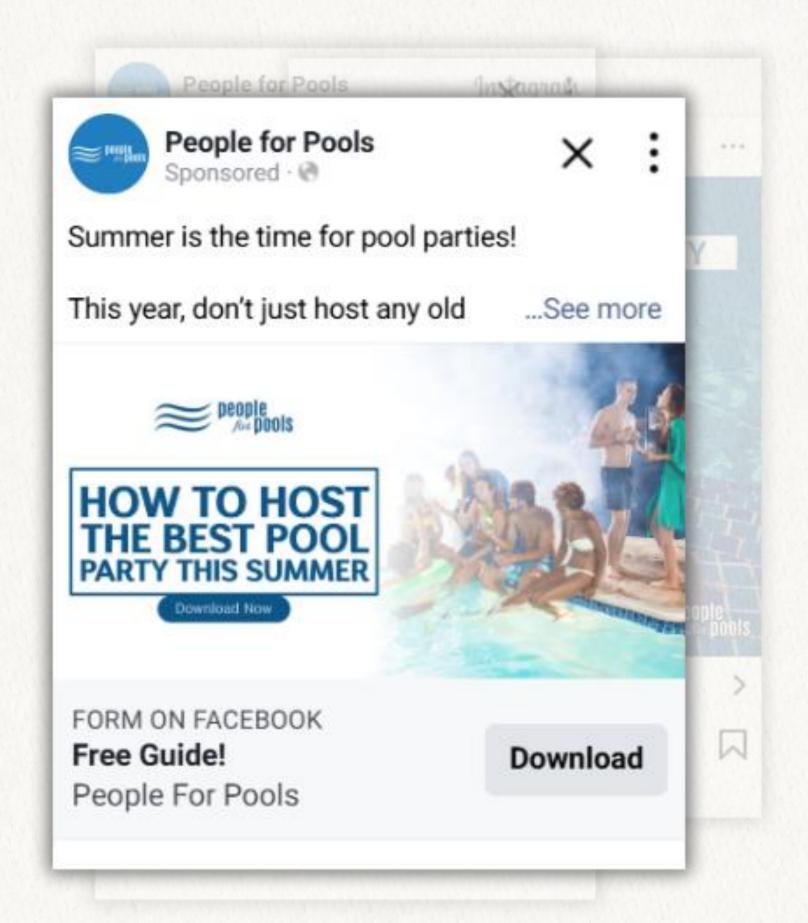
• What does work: targeted paid media advertisements promoting the whitepaper PDF.



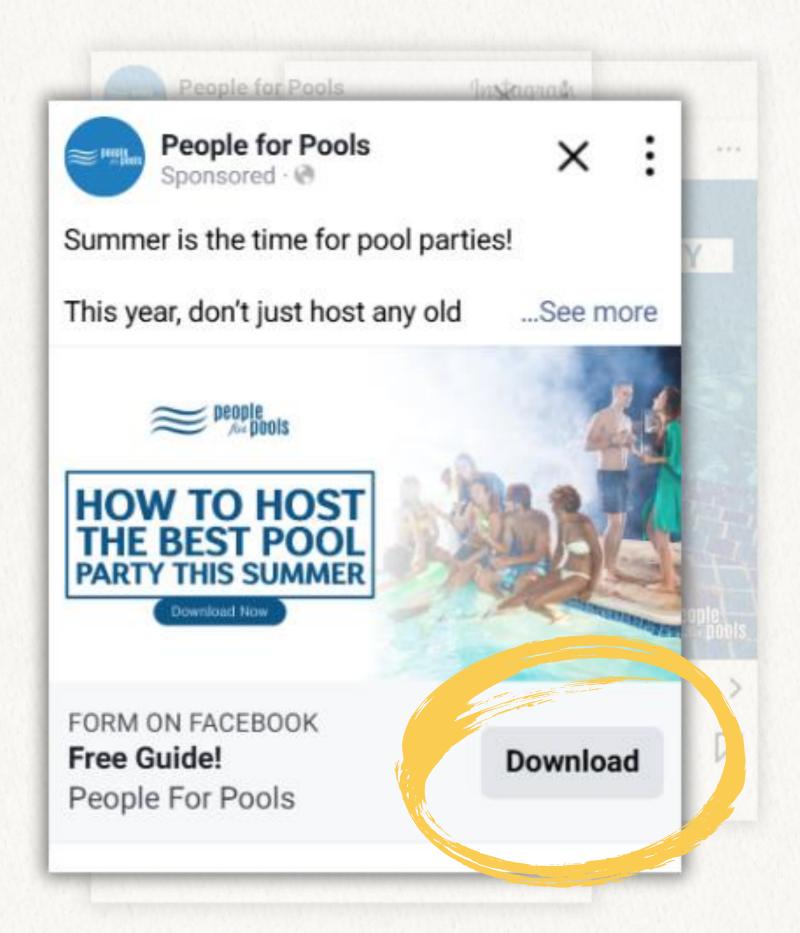
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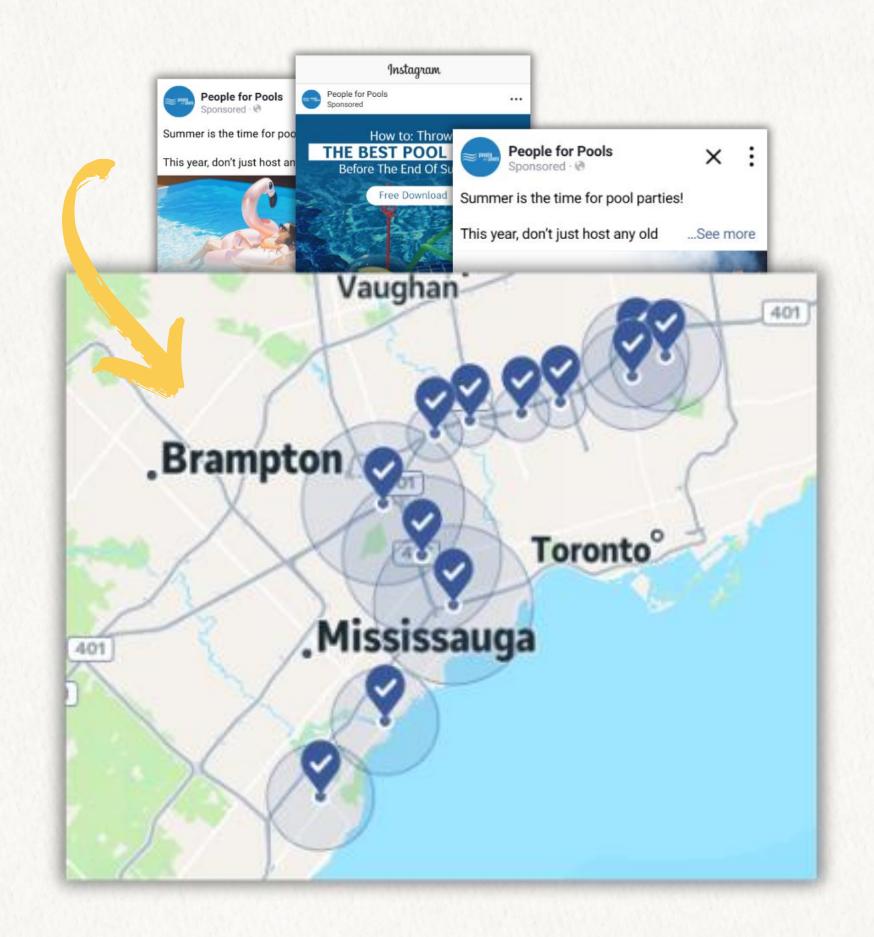
• What does work: targeted paid media advertisements promoting the whitepaper PDF.



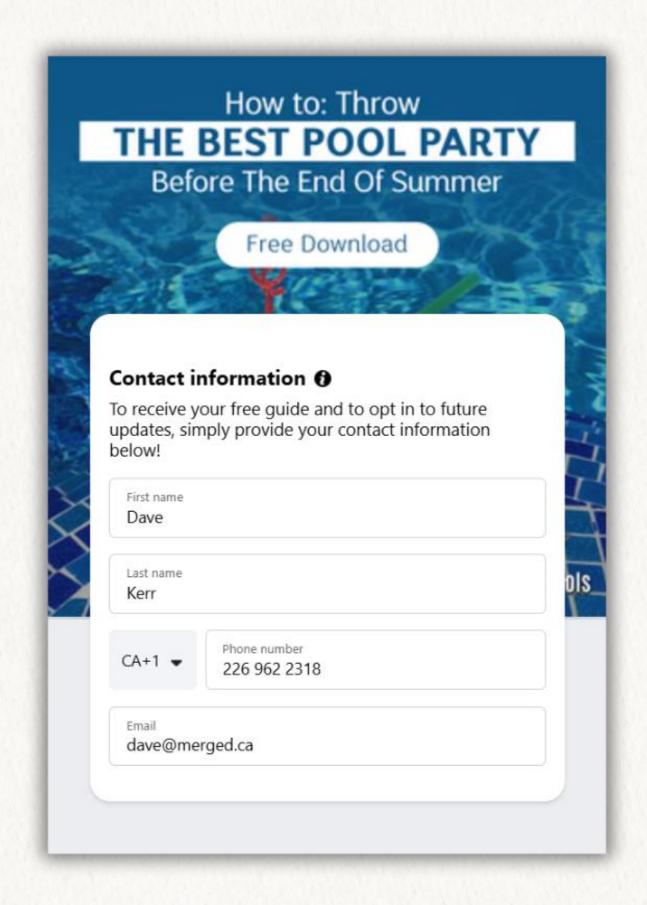
 What does work: targeted paid media advertisements promoting the whitepaper PDF.



By paying social media applications, we're able to specify exactly
 where these posts are seen.

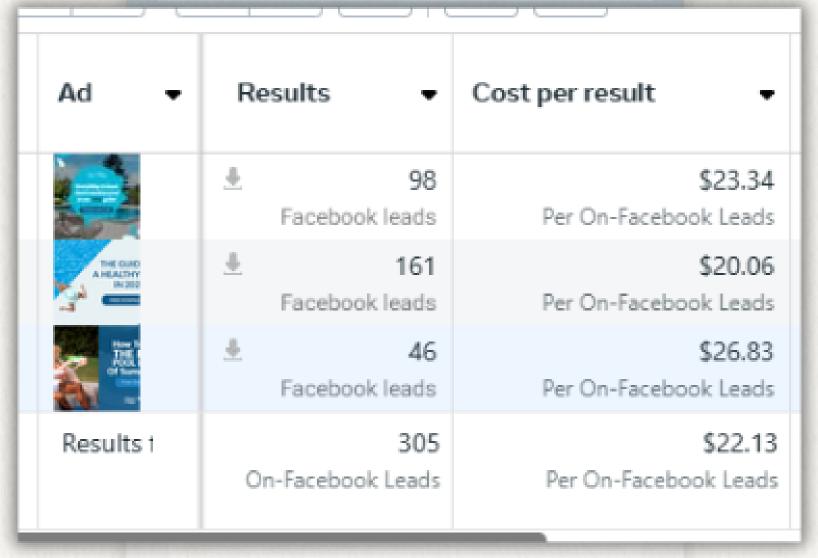


- · Better than "Likes."
- Everyone who clicks on this ad is presented with a lead form.



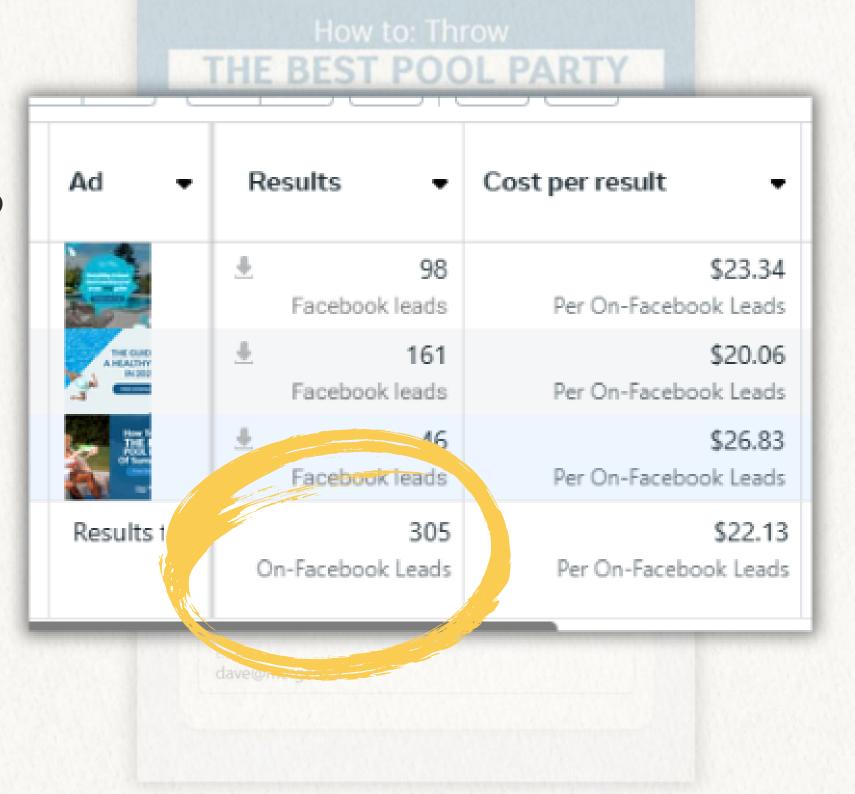
- · Better than "Likes."
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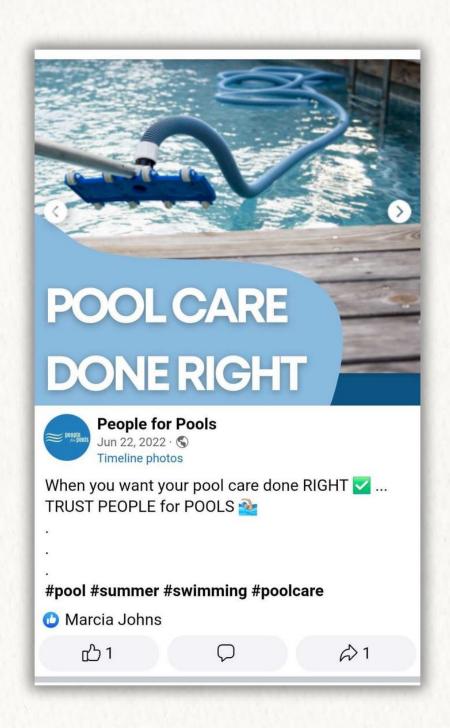
### How to: Throw THE BEST POOL PARTY



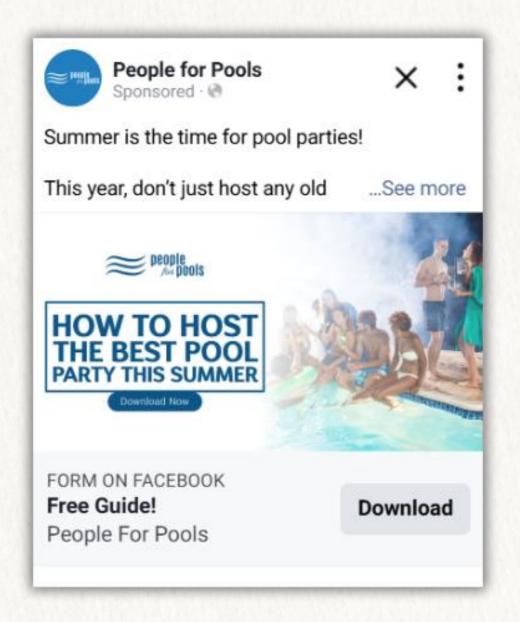
dave@merged.ca

- · Better than "Likes."
- Everyone who clicks on this ad is presented with a lead form.





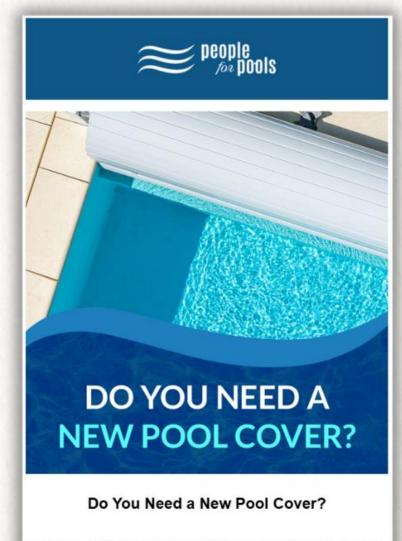
VS



One "Like"

305 real leads

- To an audience of leads, you can promote:
  - Weekly newsletters
  - AI Consultations on a website
  - o Unique discounts/offers



A well-fitting, quality pool cover is essential for any pool. It ensures safety and cleanliness, making it a necessary part of responsible pool ownership.

### Safety

The most important reason for using a safety pool cover is to prevent accidental drownings. A sturdy cover that securely fits over the pool prevents unsupervised access, providing peace of mind to pool owners.

### Cleaner Water

A pool cover keeps debris like leaves, dirt, and insects out of the water. This reduces the time and effort needed for cleaning and maintenance. By keeping the pool clean, a cover also helps maintain the water quality, reducing the need for excessive chemical treatments.

### When Should I Close My Pool?

While it is difficult to say exactly when you should close your pool, we have identified some factors you can use to influence your decision.

### When you're done with pool season

Let's face it: August and September are very busy months. You may not have the time to sit by the pool or go for a swim. And, if you do have the time, you may be a bit tired of it after spending all summer poolside. We recommend closing your pool when you either do not have the time to spend by your pool or are too tired to do so.

### When it is 16°c and lower

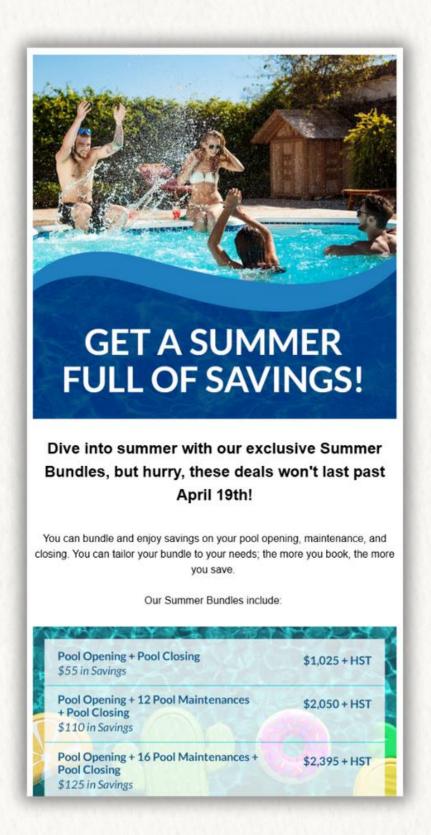
Did you know that algae, bacteria, and other microorganisms cannot grow in less than 16°c weather? That is why our experts recommend that you close your pool when the water temperature is consistently 16°c or lower. At this temperature, you don't have to worry about finding green water when you open your pool in the spring.

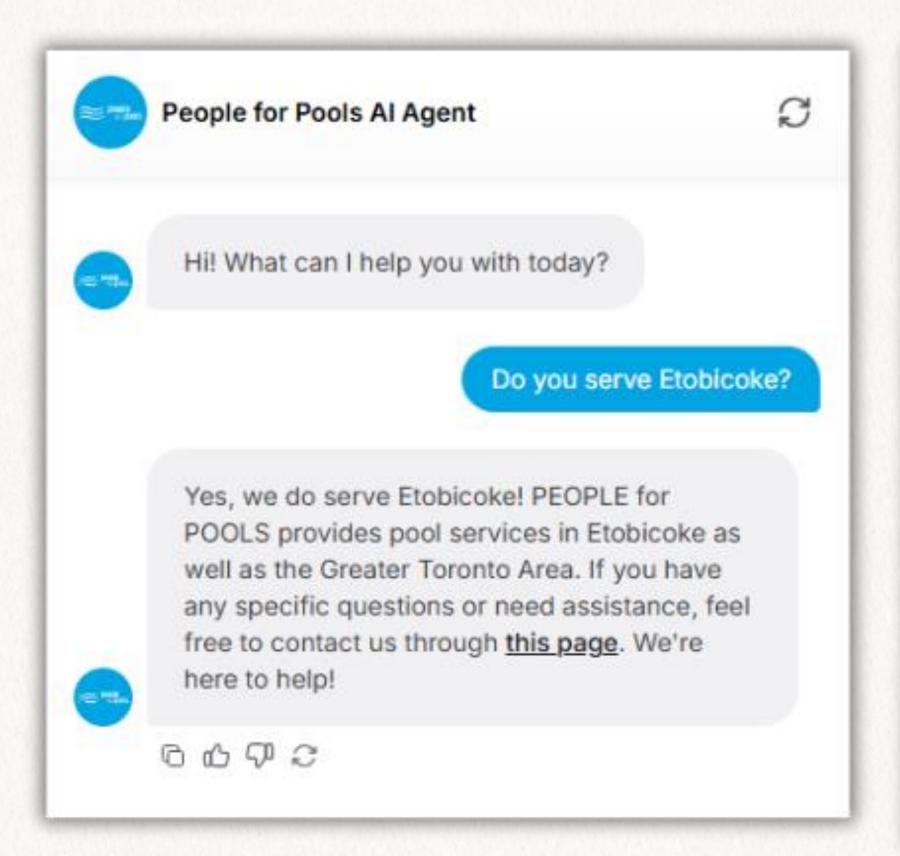
### **Book Your Pool Closing Today**

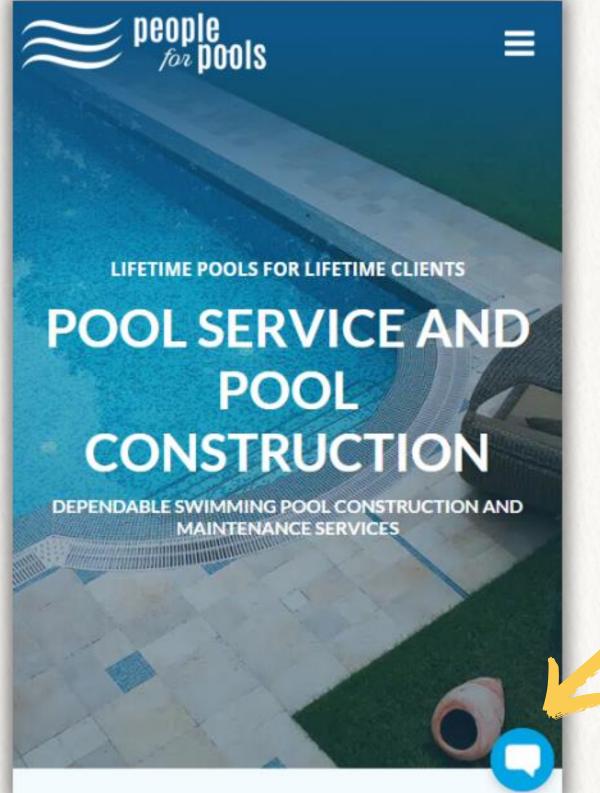
PEOPLE for POOLS is proud to offer professional pool closing for clients across the Greater Toronto Area. Our professionals will close your pool quickly and correctly in a matter of a day, so you do not have to worry about burst pipes over the winter.

Don't wait! Give us a call today to inquire about our pool closing service! Our schedule is filling up fast.

**LEARN MORE** 



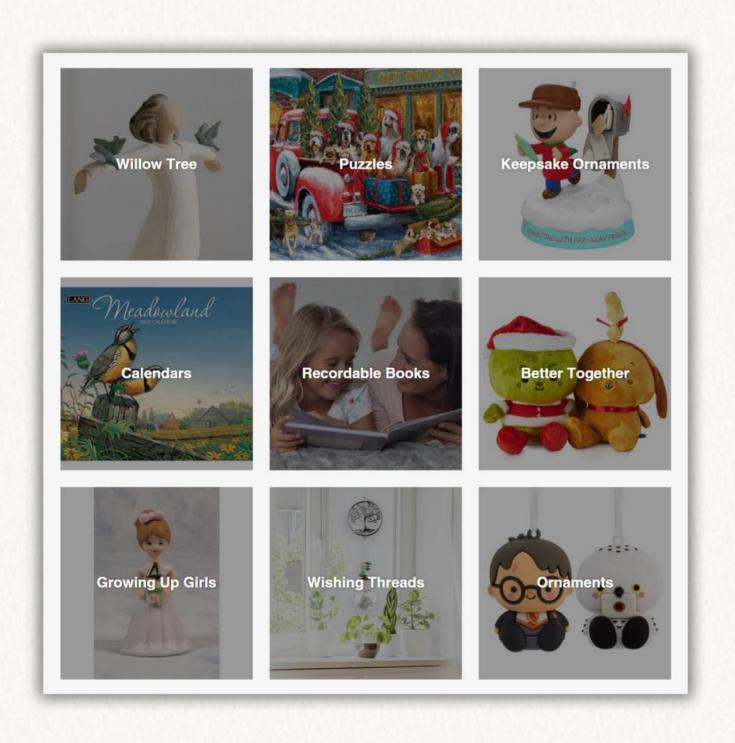




## Hallmark at Timmins Square.

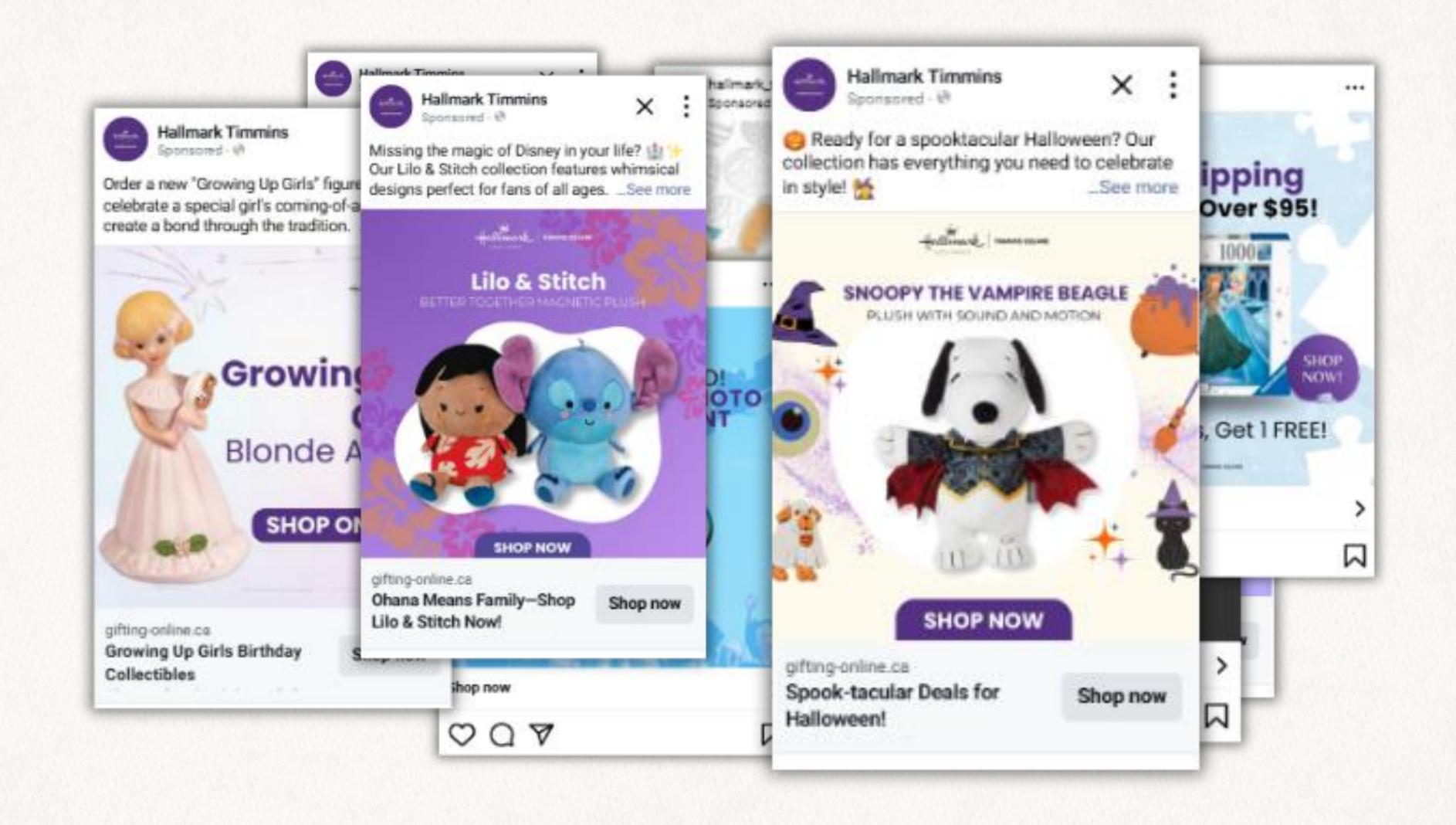
- · You've heard of Hallmark.
- With the greeting card market cornered, a specific Hallmark location in Timmins was looking to grow the revenue generated by their E-Commerce Online Store.

• Every E-Commerce store with more than a few products has the same question: which product do I promote?

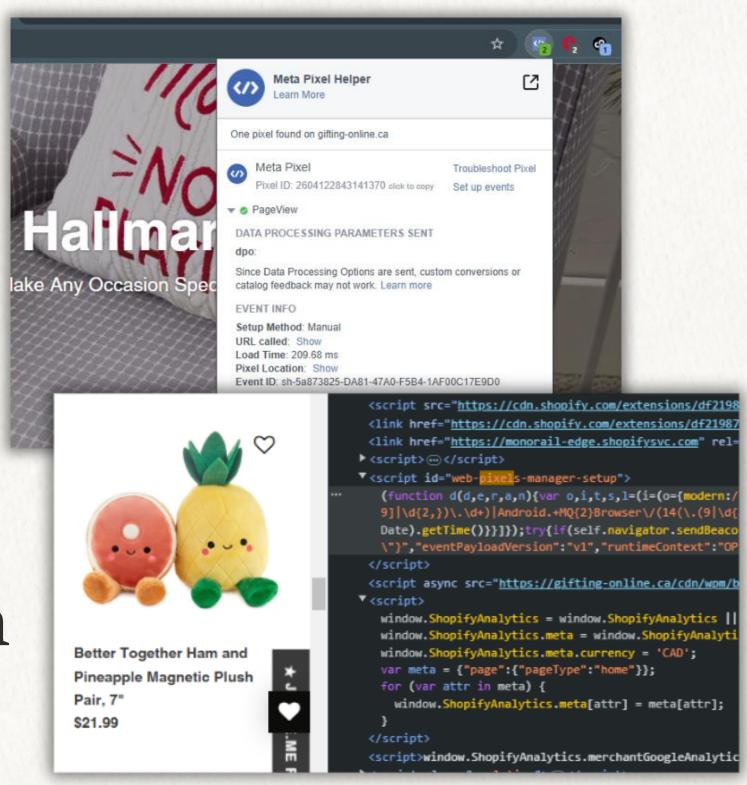


 With paid media, there isn't a limit on how many unique products you can advertise (unlike "organic" posting).

Campaigns 00			00	On Ad sets		Ads	
+ Create ( Duplicate		ate	More ▼				
	Off / On	Ad	•	Amount spent ▼	Impressions •	CPM (cost per 1,000	Frequency
		M	01.09.25	\$50.60	5,382	\$9.40	2.10
			Vid 11	\$0.29	35	\$8.32	1.2
			Vid b1	\$0.61	70	\$8.75	1.63
		PES NO.	10.03.24	\$912.18	99,059	\$9.21	3.7
			12.26.24	\$340.67	29,772	\$11.44	2.7
			lm "9	\$5.47	393	\$13.91	1.3
			lm	\$106.93	9,910	\$10.79	1.7
			lm	\$53.59	5,053	\$10.60	1.8
			lm	\$79.24	7,404	\$10.70	1.7
			lm	\$67.39	5,155	\$13.07	1.5
			≥ lm	\$6.48	371	\$17.46	1.3
			Im	\$14.67	1,045	\$14.03	1.50
			Vid 92	\$0.40	30	\$13.35	1.2



 With tracking code installed on the website, you can "follow" users and see which users buy which specific products.



With that code, you can track how much is spent on each product ad and how much
 revenue is generated by each product ad.

Ad ▼	Amount spent ▼	Purchases conversion	Purchase ROAS
11.24	\$103.49	\$2,280,38 [2]	22.03 [2]
12.26	\$153.32	\$1,951.24 [2]	12.73 [2]
07.20	\$701.05	\$5,145,38 [2]	7.34 [2]
12.26	\$341.06	\$2,398,57 [2]	7.03 [2]
9.18.2	\$307.50	\$2.018.04 [2]	6.56 [2]
12.26	\$341.55	\$2,085,76 [2]	6.11
07.02	\$482.39	\$2,791,55 [2]	5.79
12.26	\$193.13	\$1,093,55 [2]	5.66 [2]
[Dyna	\$601.13	\$3,025,77 [2]	5.03 [2]
[Dyna	\$757.62	\$3,809,40 [2]	5.03 [2]

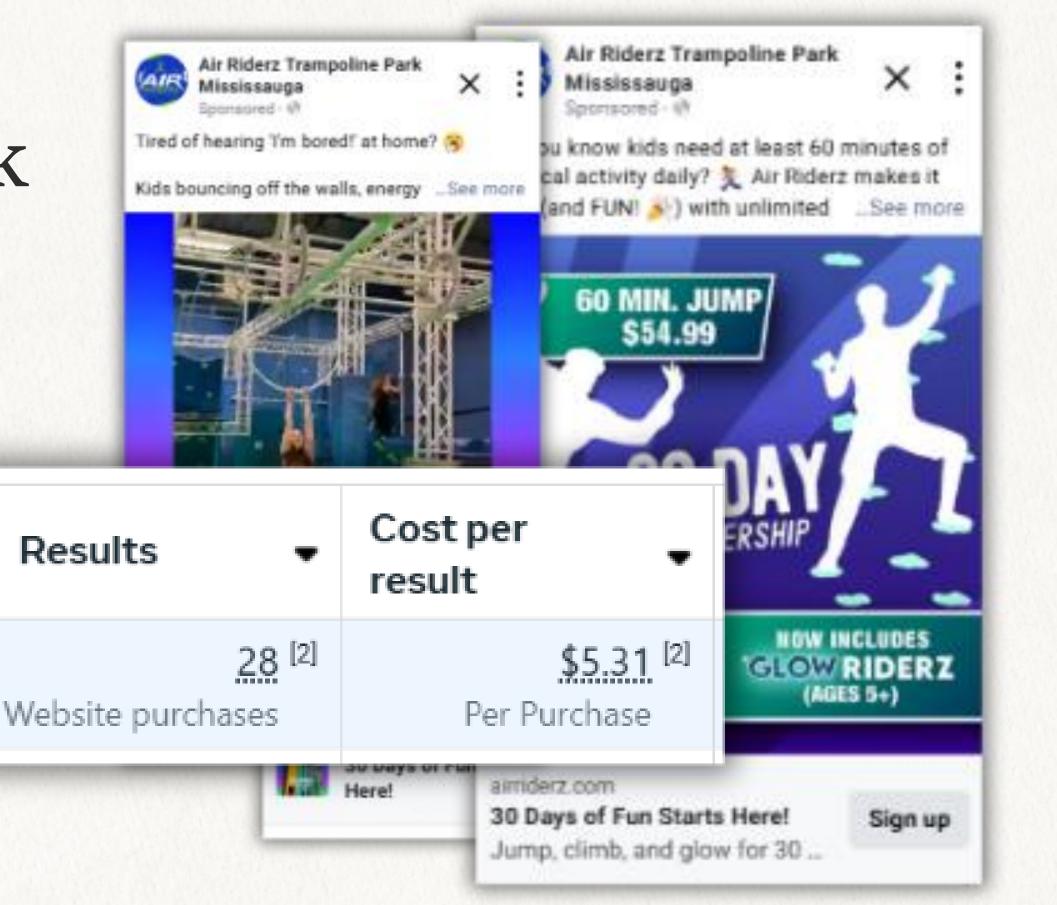
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12.26	\$153.32	\$1,951,24 [2]	.12.73 [2]
07.20	\$701.05	\$5,145.38 [2]	7.34 [2]
12.26	\$341.06	\$2,398.57 [2]	7.03 [2]
9.18.2	\$307.50	\$2,018.04 [2]	6.56 [2]
12.26	\$341.55	\$2,085,76 [2]	6.11 [2]
07.02	\$482.39	\$2,791.55 [2]	5.79
12.26	\$193.13	\$1,093.55 [2]	5.66 [2]

# Trampoline Park in Mississauga

30 Day Pass - Mississauga -...

(L) Duplicate
M

Ad set



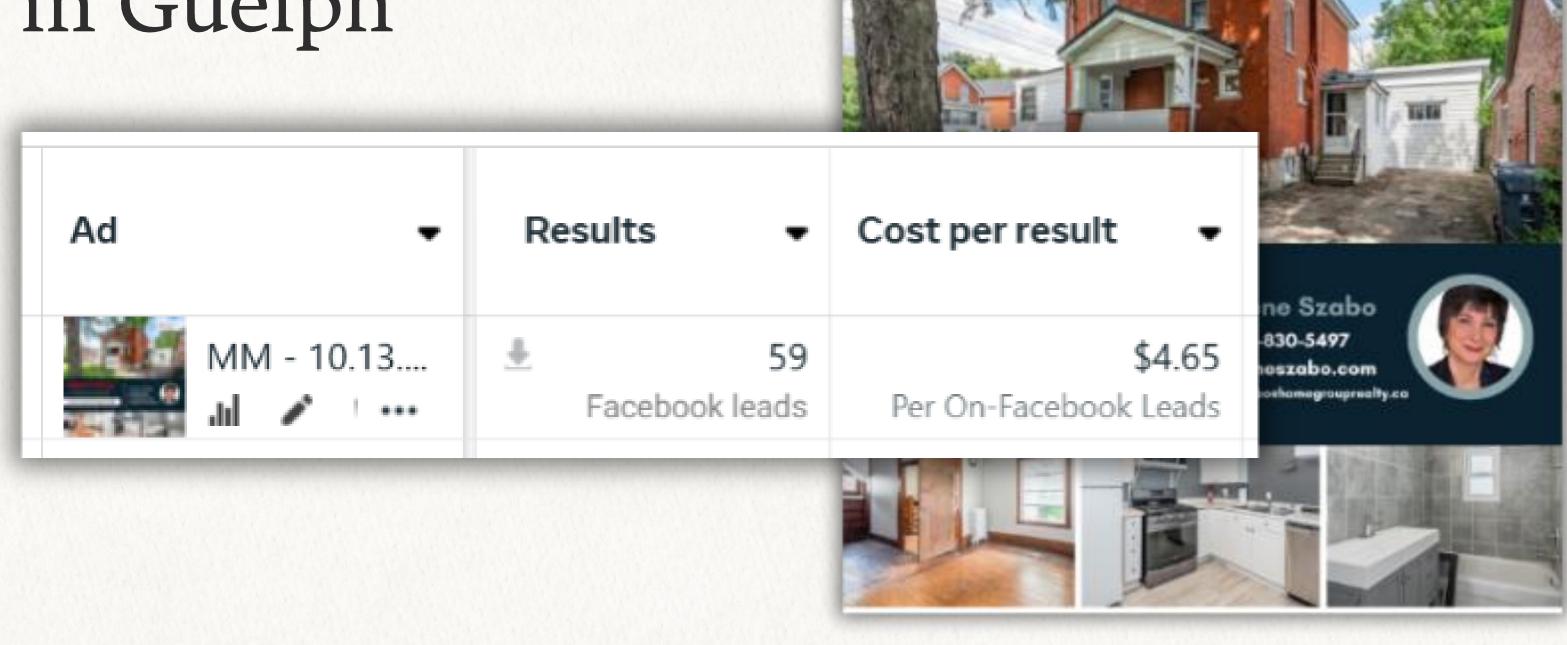
# "GellyBall" Dealers

GellyBall Canada
Sponsored · 
Canadian recreation business owners –
GellyBall is here!
Keep your customers entertained ...See more

Ad ▼	Results ▼	Cost per result
MM	♣ 155  Facebook leads	\$4.48 Per On-Facebook Le
MM	♣ 199 Facebook leads	\$5.20 Per On-Facebook Le
Results from 2 ad:	354 On-Facebook Leads	\$4.88 Per On-Facebook Le



# Real Estate in Guelph



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## Furniture Store Mailing List Subscribers

New Store Opening ...

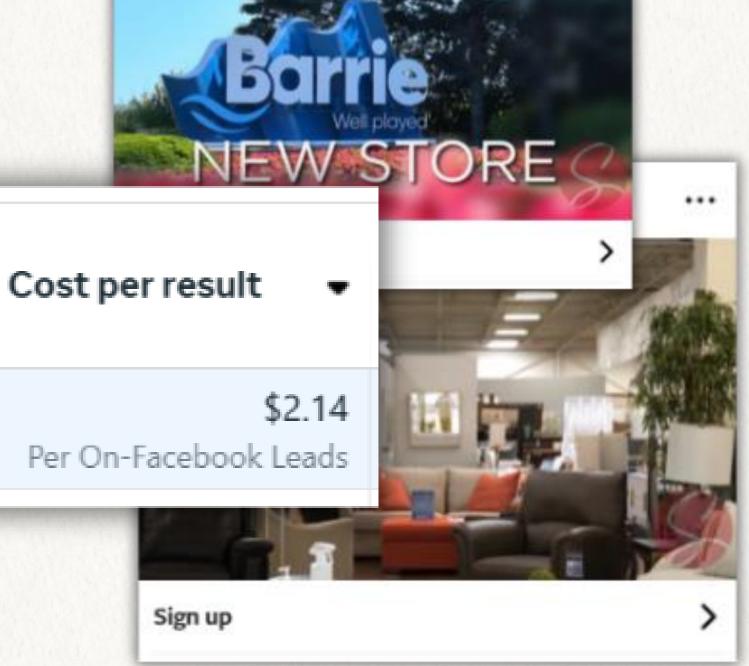
(La Duplica \*\*\*

Results

Facebook leads

644

Ad



...

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