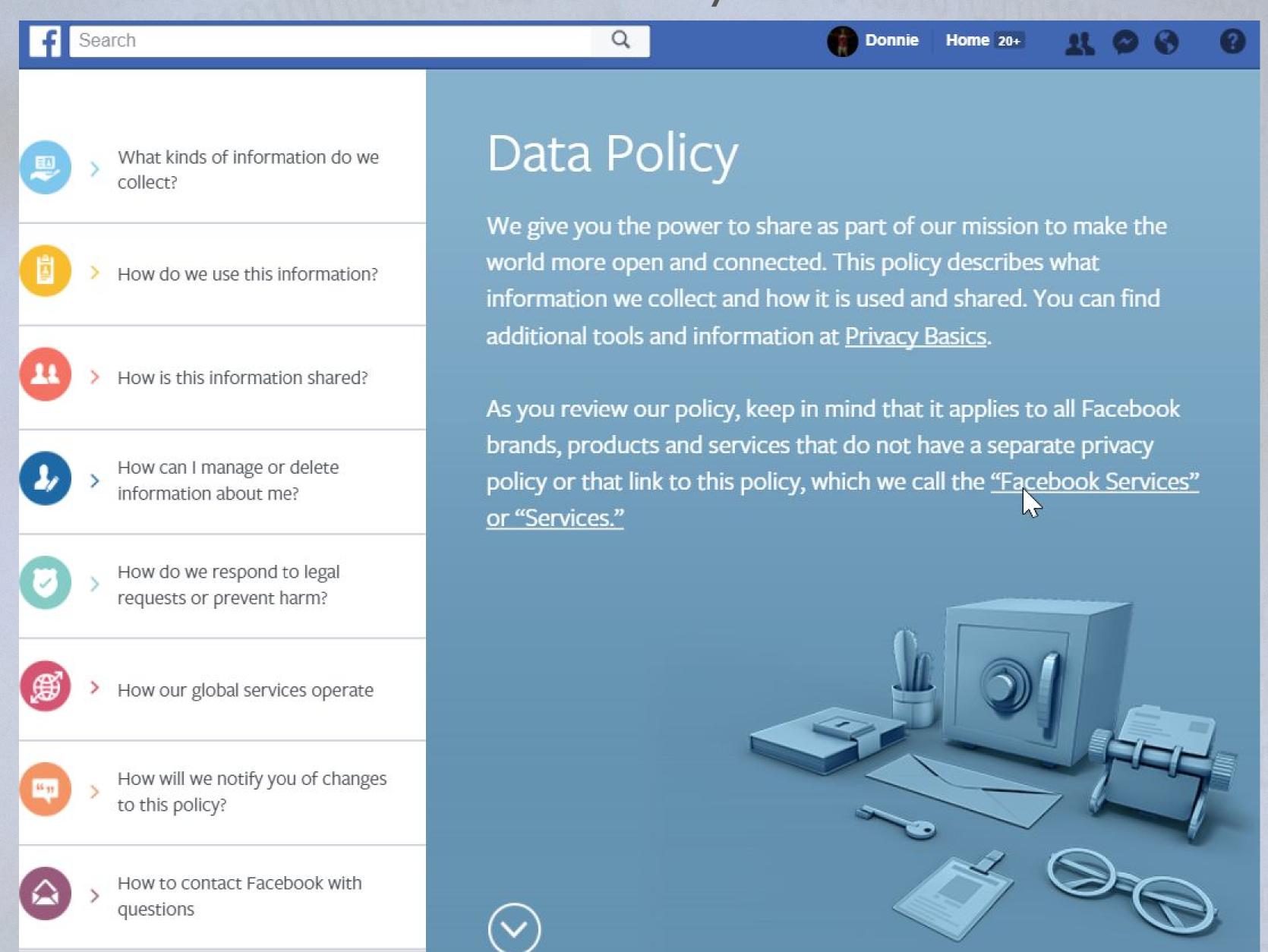
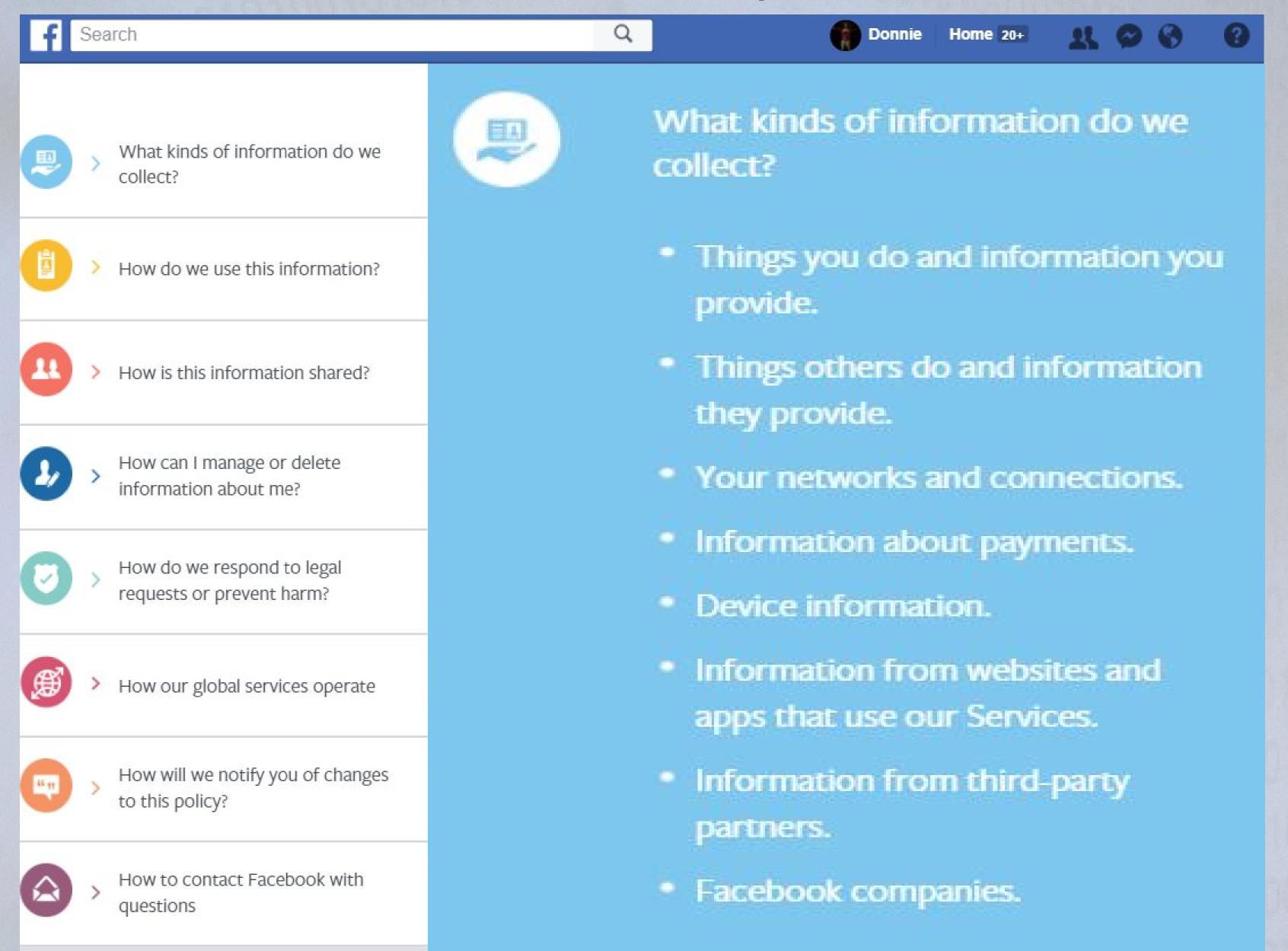
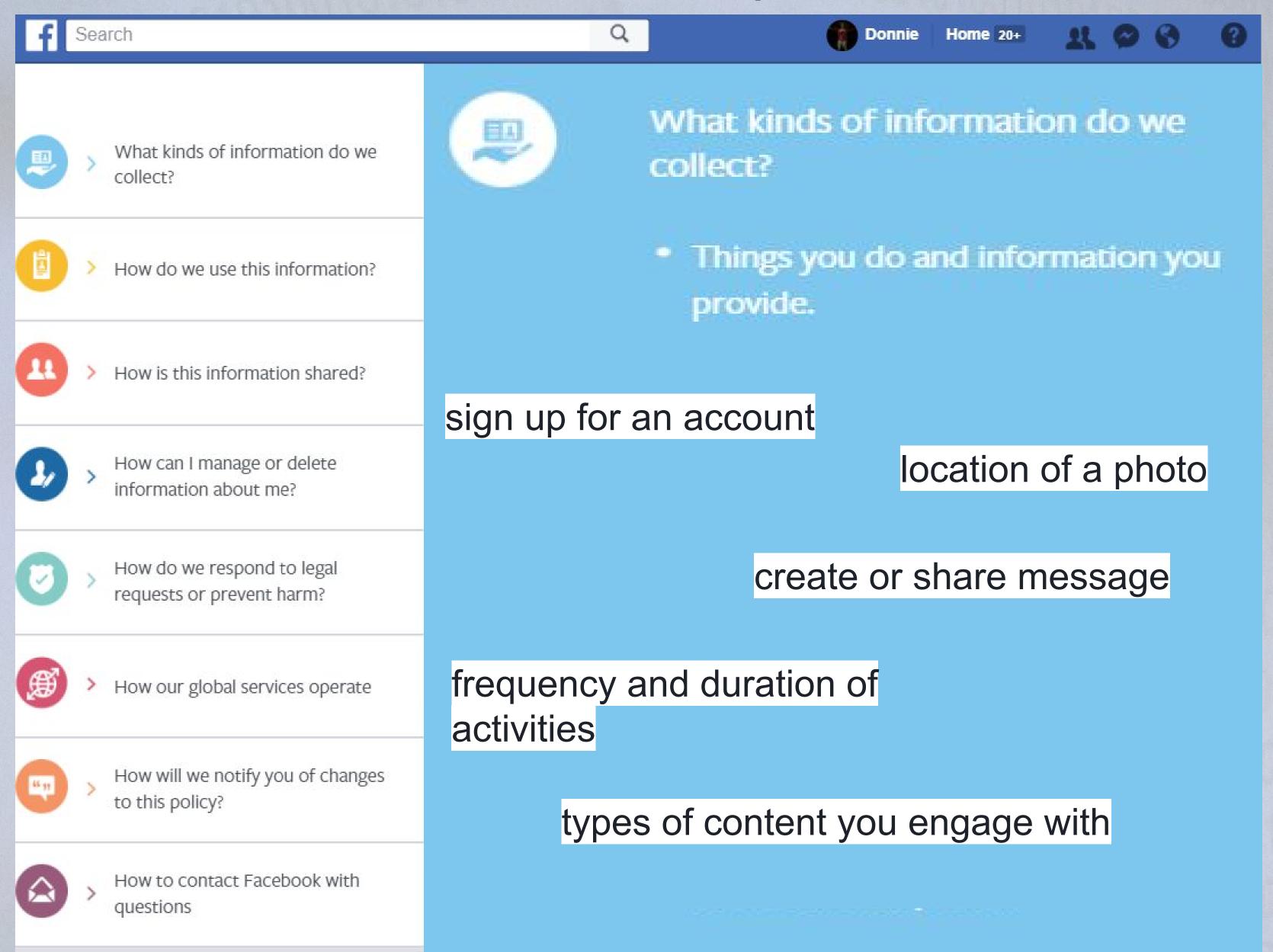


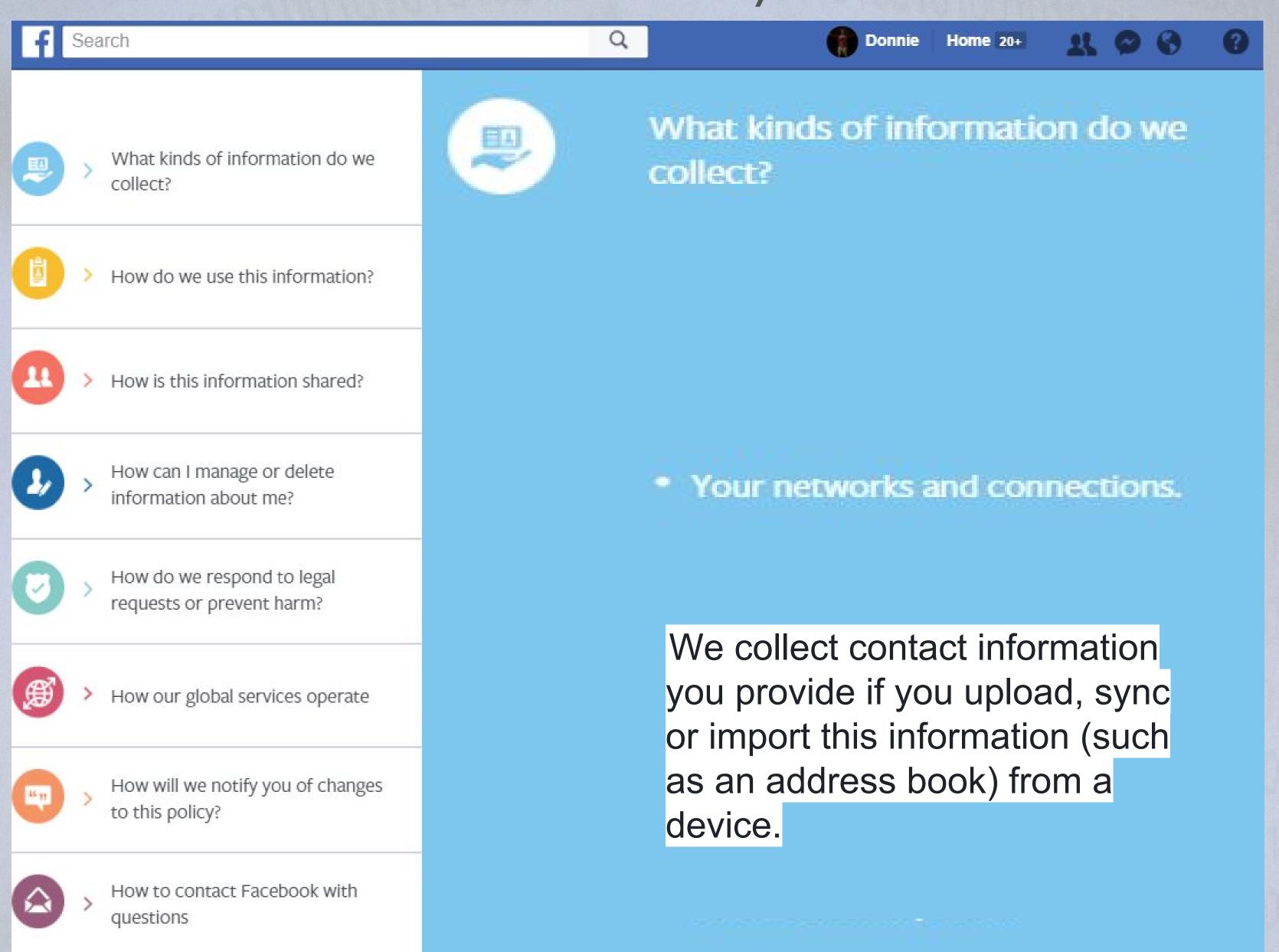
Agenda

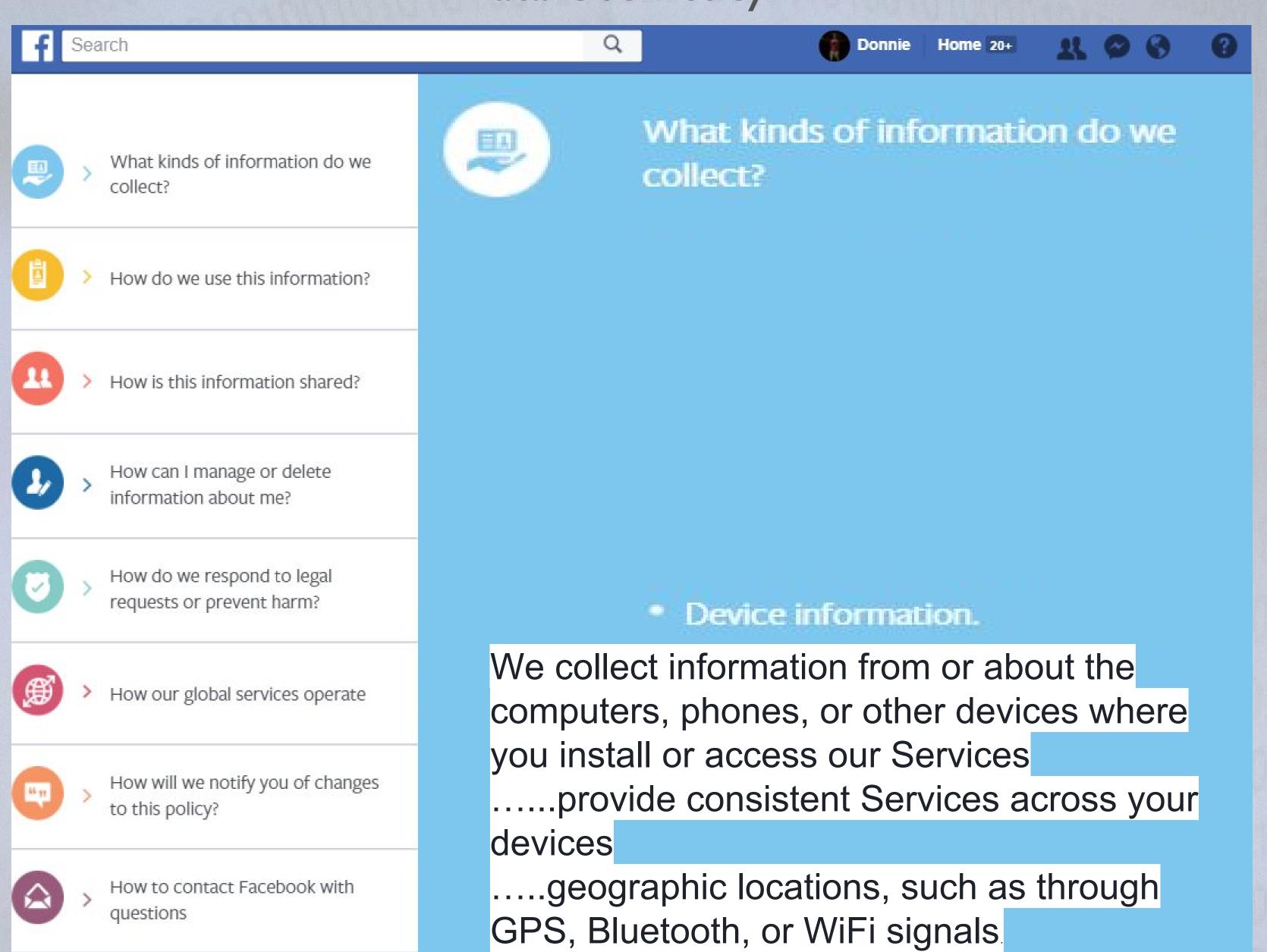
- Facebook's data policy
- Different types of Facebook post
- Three case studies from The English Language Center

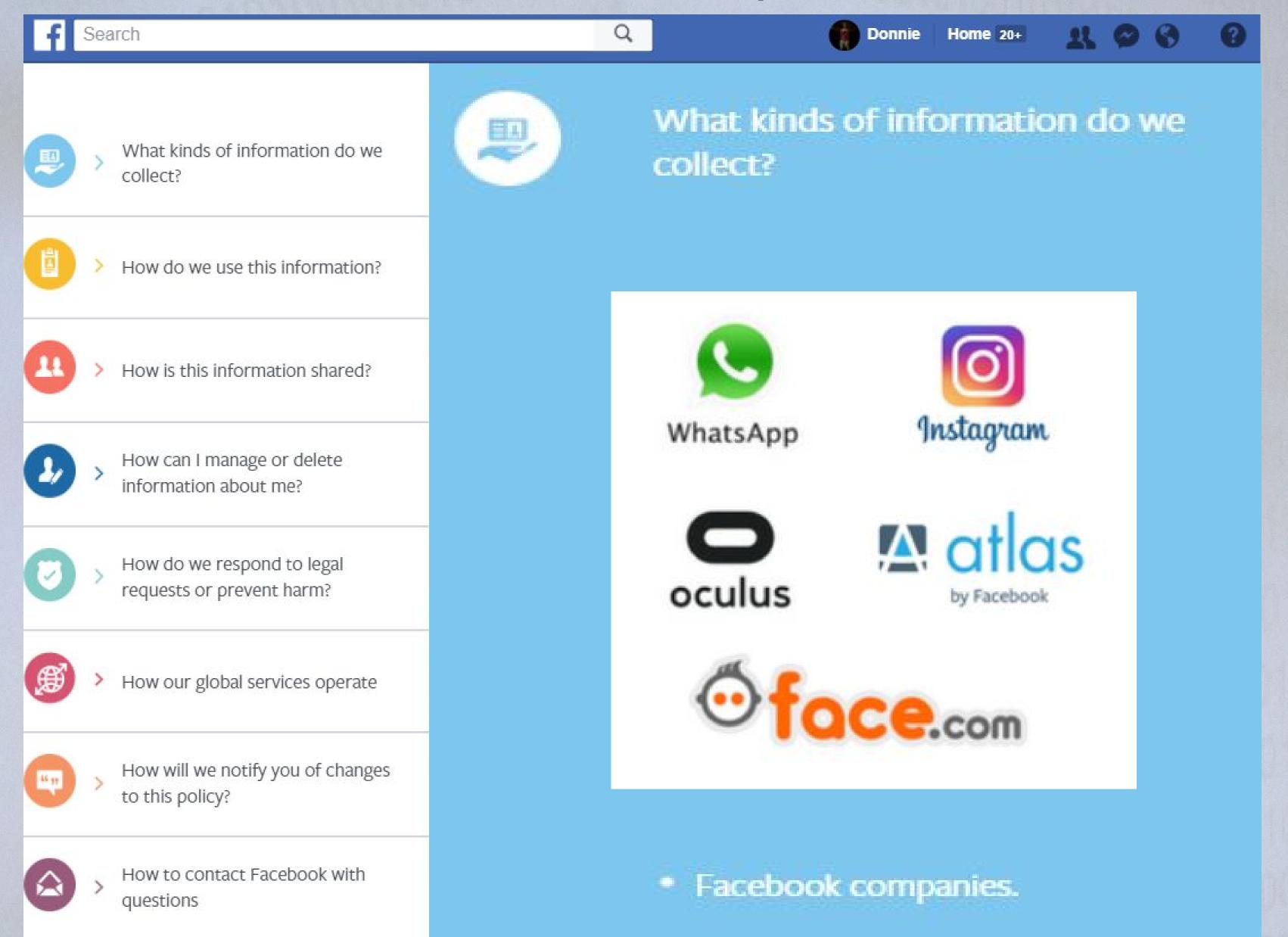


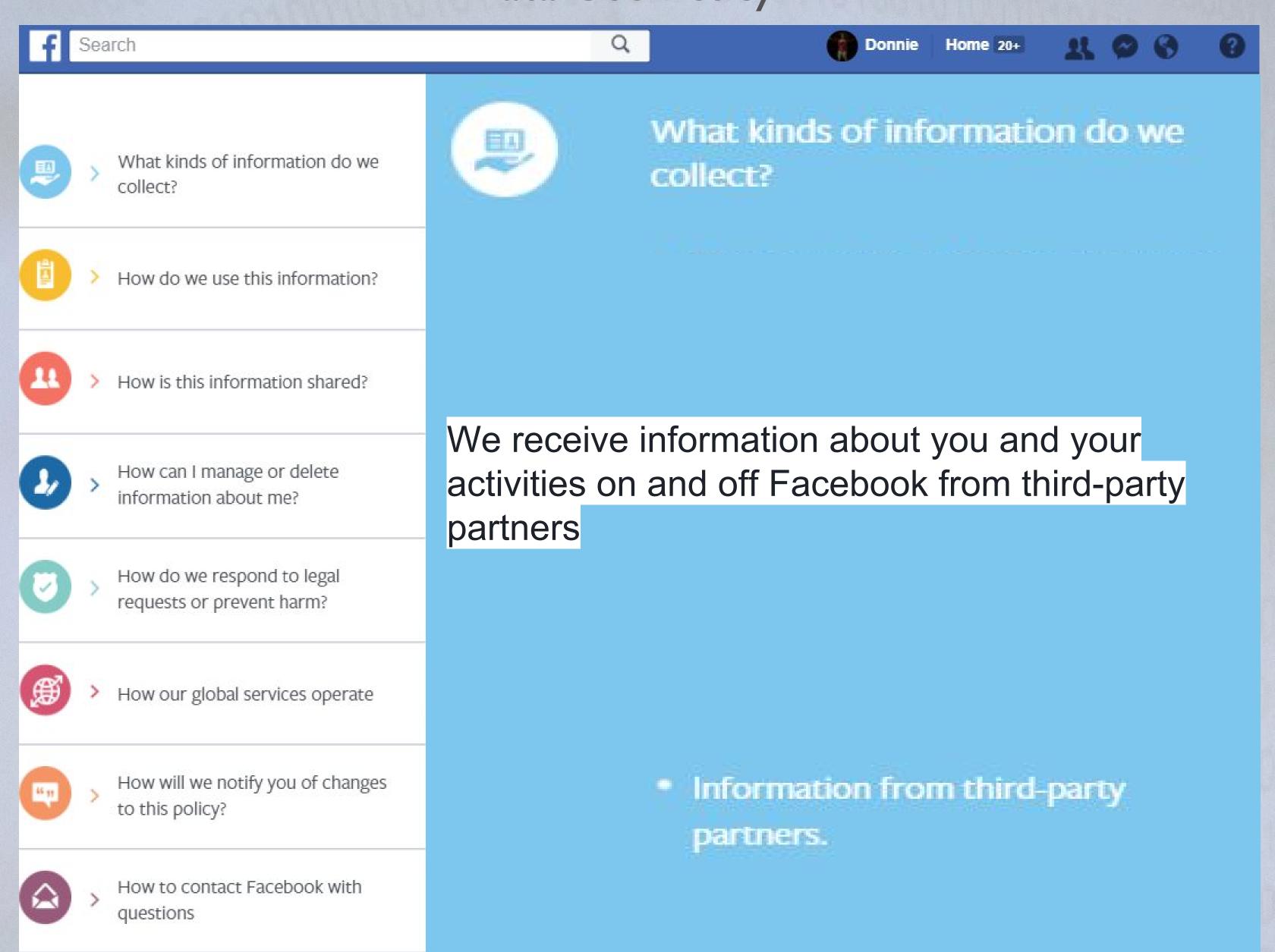






























































































































































































What Facebook Knows About Don!



2 Years old,6 Years old

Element

Gender

Ethnicity

Education

Occupation

Marital Status

Number of Adults

Presence of Children

Number of Children

Children's Gender by Age

Children's Age

Political Party

Date of Birth

om	Home	Contact us	Help	Categories	My Account
Details				A	ction
04/29/1970				[4	Edit/Remove
Male				[4	Edit/Remove
Caucasian/White					Edit/Remove
Completed College					Edit/Remove
Homemaker					Edit/Remove
Married					Edit/Remove
2 Adults					Edit/Remove
Children Present					Edit/Remove
2 Children					Edit/Remove
2 Years old,6 Years old				[4	Edit/Remove
Unknown Gender 00 - 02, Unknown G	Gender 06 - 10				Edit/Remove
Voter - Democratic					Edit/Remove

What Facebook Knows About Don!



ome Conta

elp (

ategories

My Account

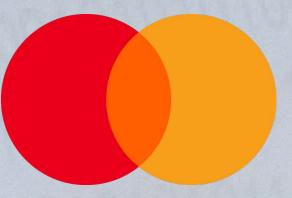
Review and edit the marketing data about you below. Acxiom collects data from a variety of sources such as public records, surveys, and online and offline registrations. The accuracy and completeness of the data is determined by these sources. The data may not be current due to the timing of updates from these sources. Please remove or correct any data that is in error.

Element		Details	Action
Home Owner/Renter	?	Home Owner	Edit/Remove
Detailed Type of Home Ownership	1	Residential Owner - Mail/Site Address	Edit/Remove
Dwelling Type	3	Single Family Dwelling Unit	Edit/Remove
Property Type	?	Single	Edit/Remove
Move Date	?	04/2006	Edit/Remove
Length of Residence by Year	?	12 Years	Edit/Remove
Home Owners Insurance Expiration Date By Loan	3	July	Edit/Remove
Home Owners Insurance Expiration Date By Purchase	?	July	Edit/Remove
Year Home Built	?	2001 - 2005	Edit/Remove
Lot Square Footage	?	12424	Edit/Remove
Home Square Footage	?	0002774	Edit/Remove
Number of Bedrooms	?	4	Edit/Remove
Home Roof Type	?	Asphalt	Edit/Remove
Home Exterior	3	Brick	Edit/Remove
Heating/ Cooling Systems	?	Both	Edit/Remove
Home Heat Source	(?)	Forced Air	Edit/Remove

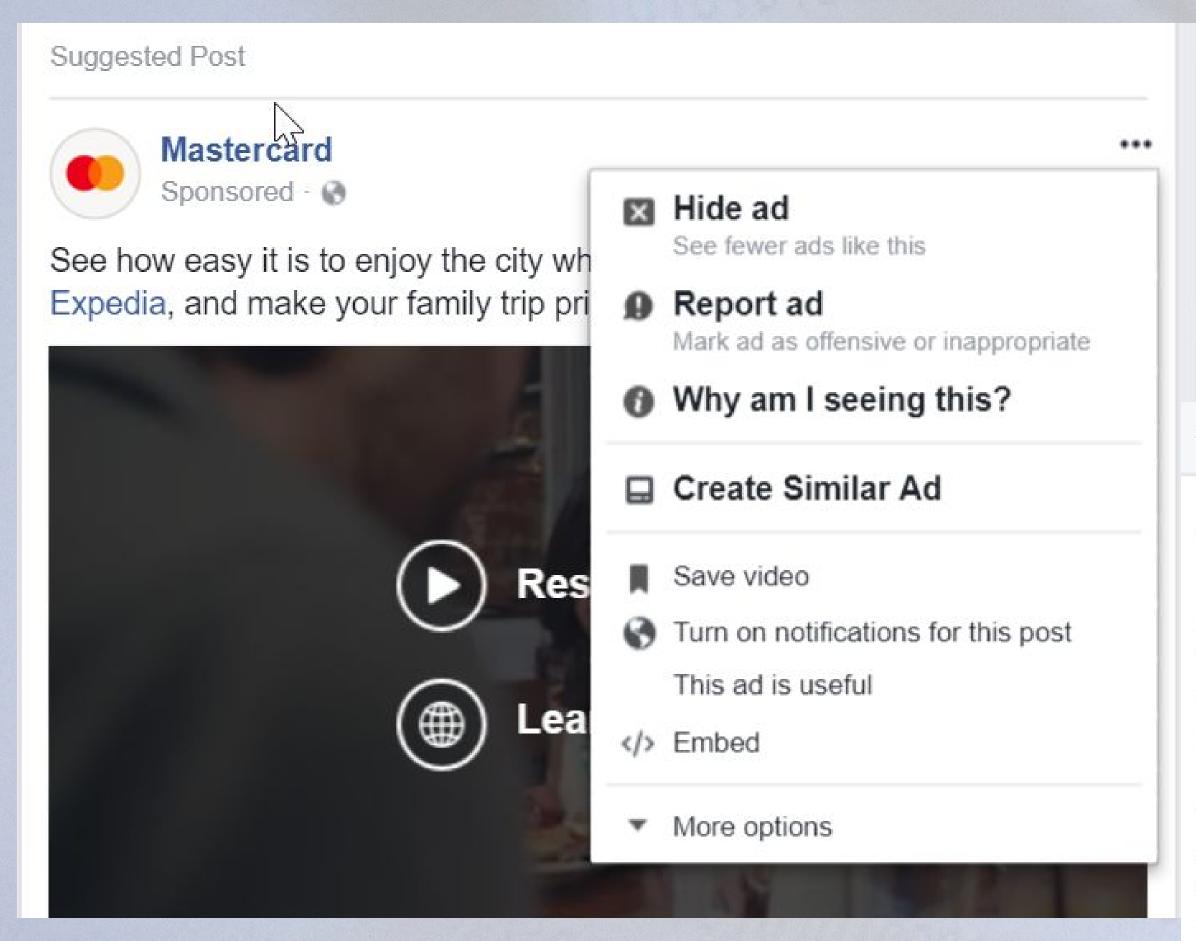
What Facebook Knows About Don!

about the da	ta.co	om	H	lome	Contact us	Help	Categories	My Accoun
Element		Details						Action
Primary Vehicle Year	@	2004						Edit/Remove
Primary Vehicle Make	②	Toyota						🖒 Edit/Remove
Primary Vehicle Model	②	SIENNA						Edit/Remove
Second Vehicle Year	②	2000						☑ Edit/Remove
Second Vehicle Make	@	Toyota						☑ Edit/Remove
Second Vehicle Model	?	CAMRY						🖆 Edit/Remove
Auto Policy Renewal Month	?	March						Edit/Remove
Intent to Purchase a Vehicle	?	True						☑ Edit/Remove

What Facebook Ads Don Sees



mastercard





A out This Facebook Ad

Why Am I Seeing This Ad?

Options -

One reason you're seeing this ad is that **Mastercard** wants to reach people who are part of an audience called **"Family-based households"**. This is based on a combination of factors, such as your activity on Facebook and other apps and websites, as well as where you connect to the internet.

There may be other reasons you're seeing this ad, including that Mastercard wants to reach **people** ages 25 and older who live or were recently in the United States. This is information based on your Facebook profile and where you've connected to the internet.

Manage Your Ad Preferences

What Facebook Ads Don Sees

QuickenLoans

Suggested Post



Why is Quicken Loans urging Americans to switch to a 15-Year Fixed? If you own a home, don't go another month without reading this. (Yes, it really works.) http://bit.ly/2xAXG8C

Pay Off Your House At A Furious Pace If You Owe Less Than \$625,500





Federal Program Ends 2018. Enter zip; calculate new payment.

How To Pay Off Your House At A Furious Pace

QUICKENLOANS.COM

Open Link

About Lookalike Audiences

A Lookalike Audience is a way to reach new people who are likely to be interested in your business because they're similar to your best existing customers.

Context

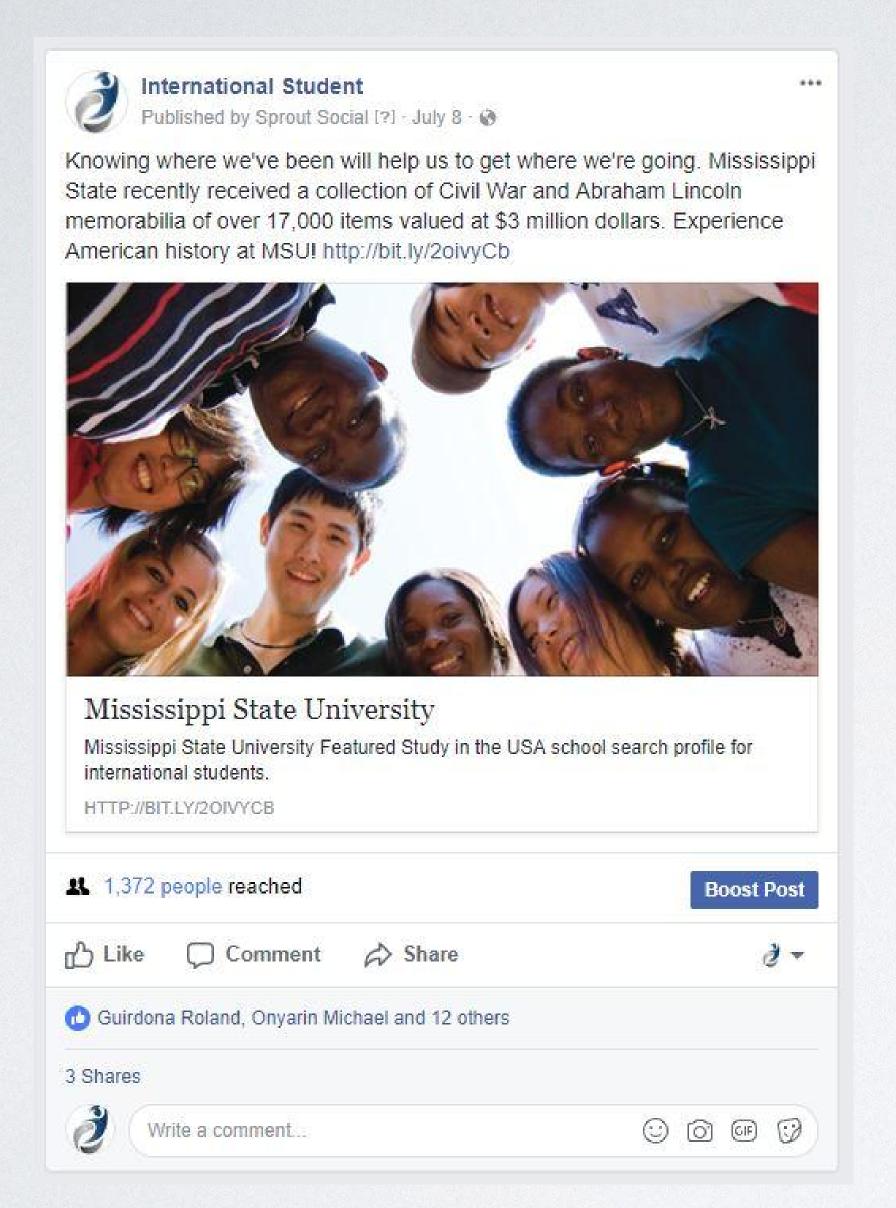
When you create a Lookalike Audience, you choose a source audience (a Custom Audience created with a data partner, your pixel data, your mobile app data or fans of your Page) and we identify the common qualities of the people in it (ex: demographic information or interests). Then we find people who are similar to (or "look like") them.

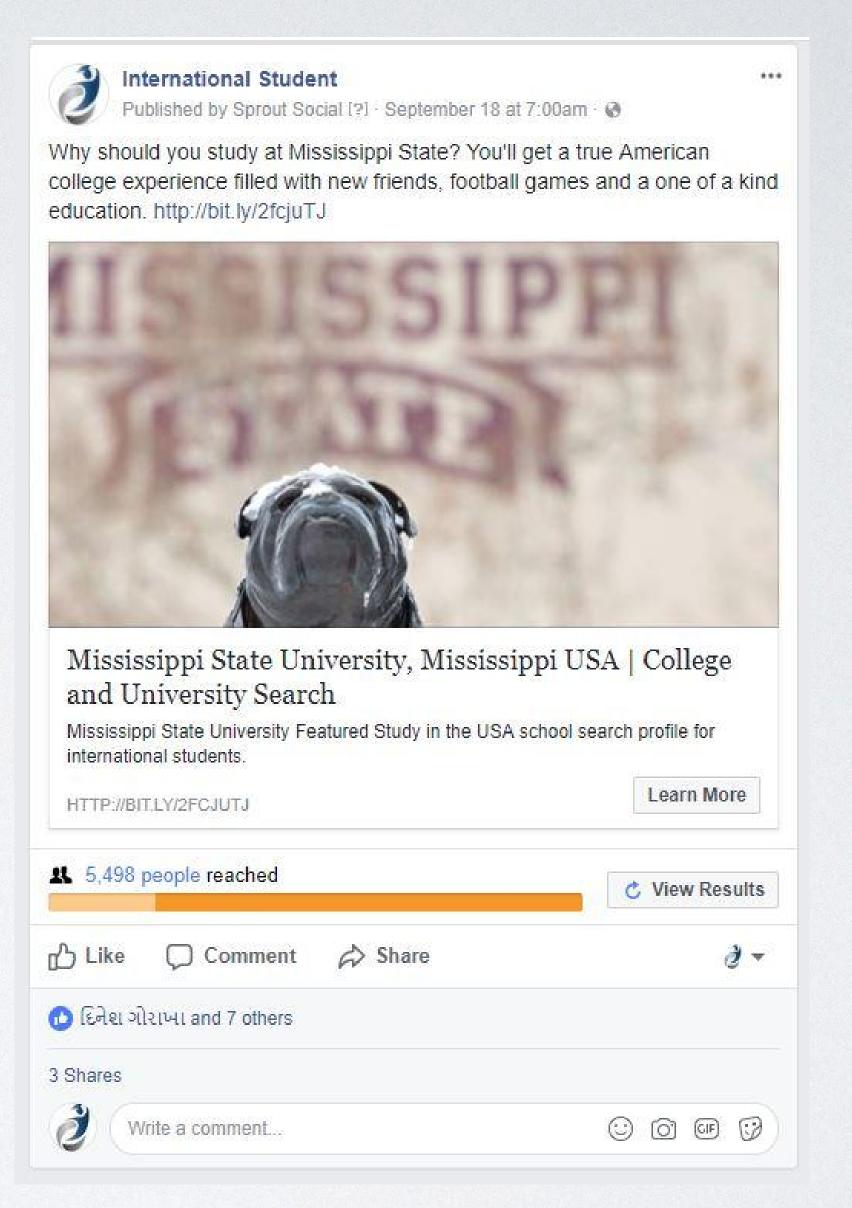
Using That Information to Reach the Right Audience and Target Ads

- Facebook Ad Goals
- Different Types of Facebook Advertising
- Targeting your Audience



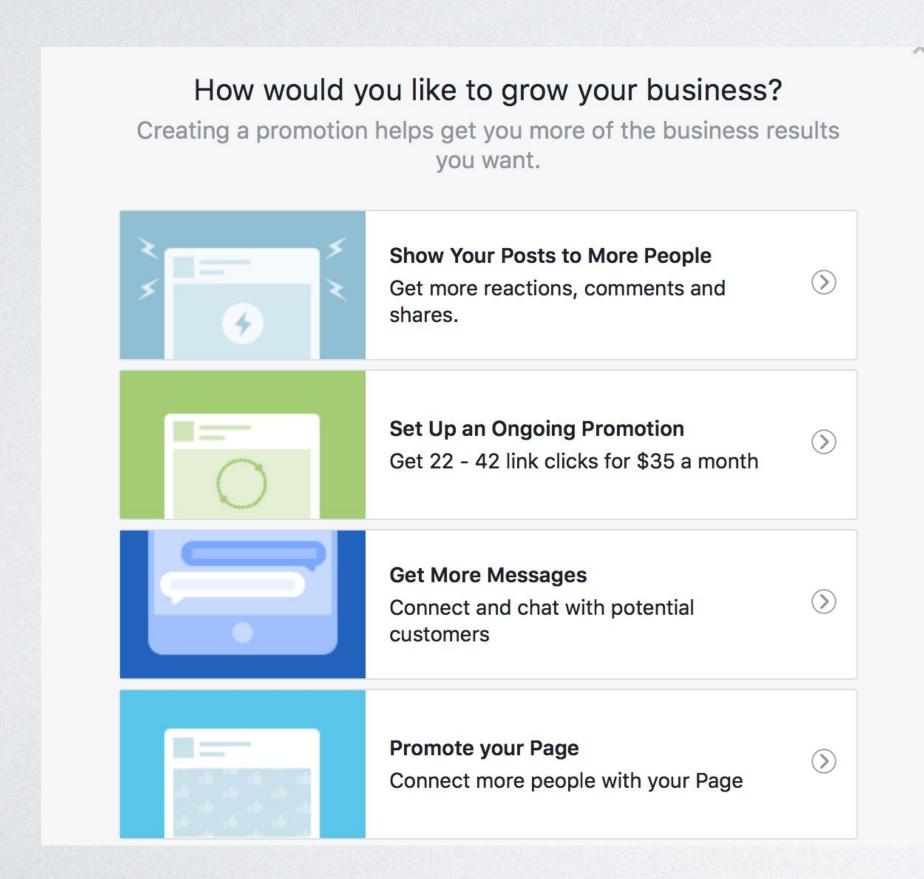
Free Facebook Post Vs. Paid



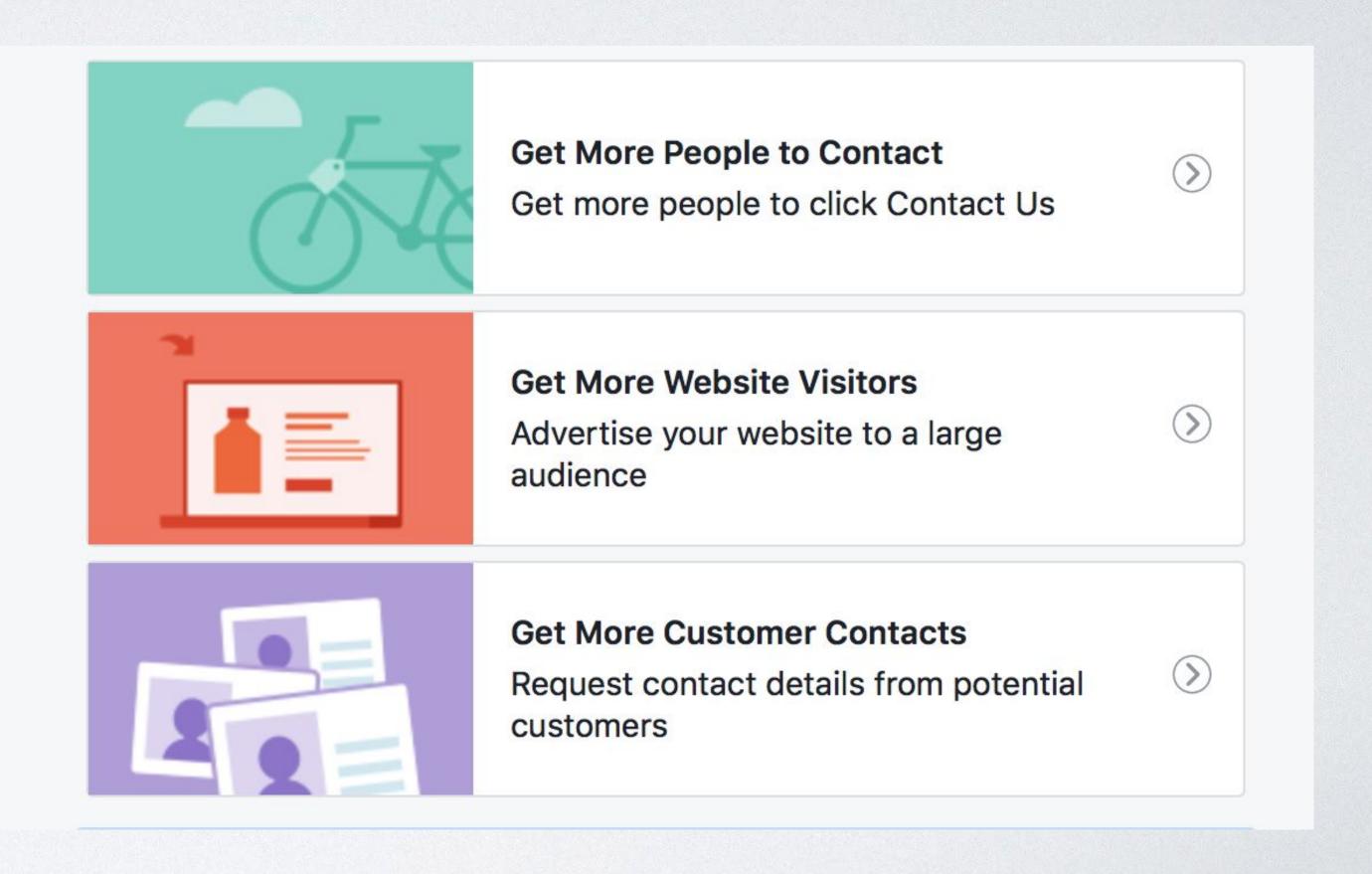


Goals

- Do you want to promote a school fair?
- Orientation?
- A new program?
- Student recruitment



- Reach more current students on campus
- More website traffic
- Increasing your Facebook page reach



What to consider

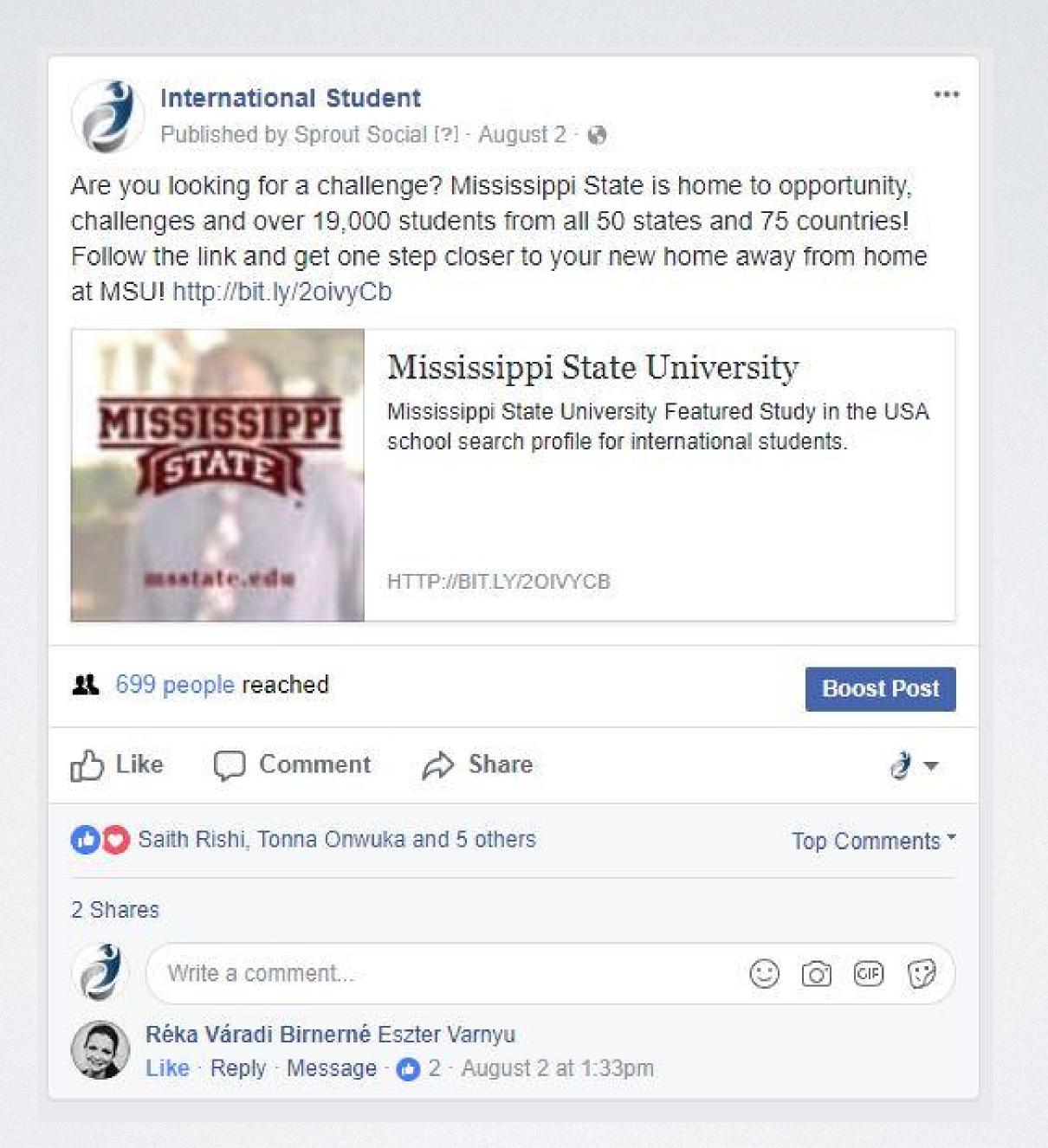
Campaign: Choose your objective.

Help: Choosing an Objective Use Existing Campaign

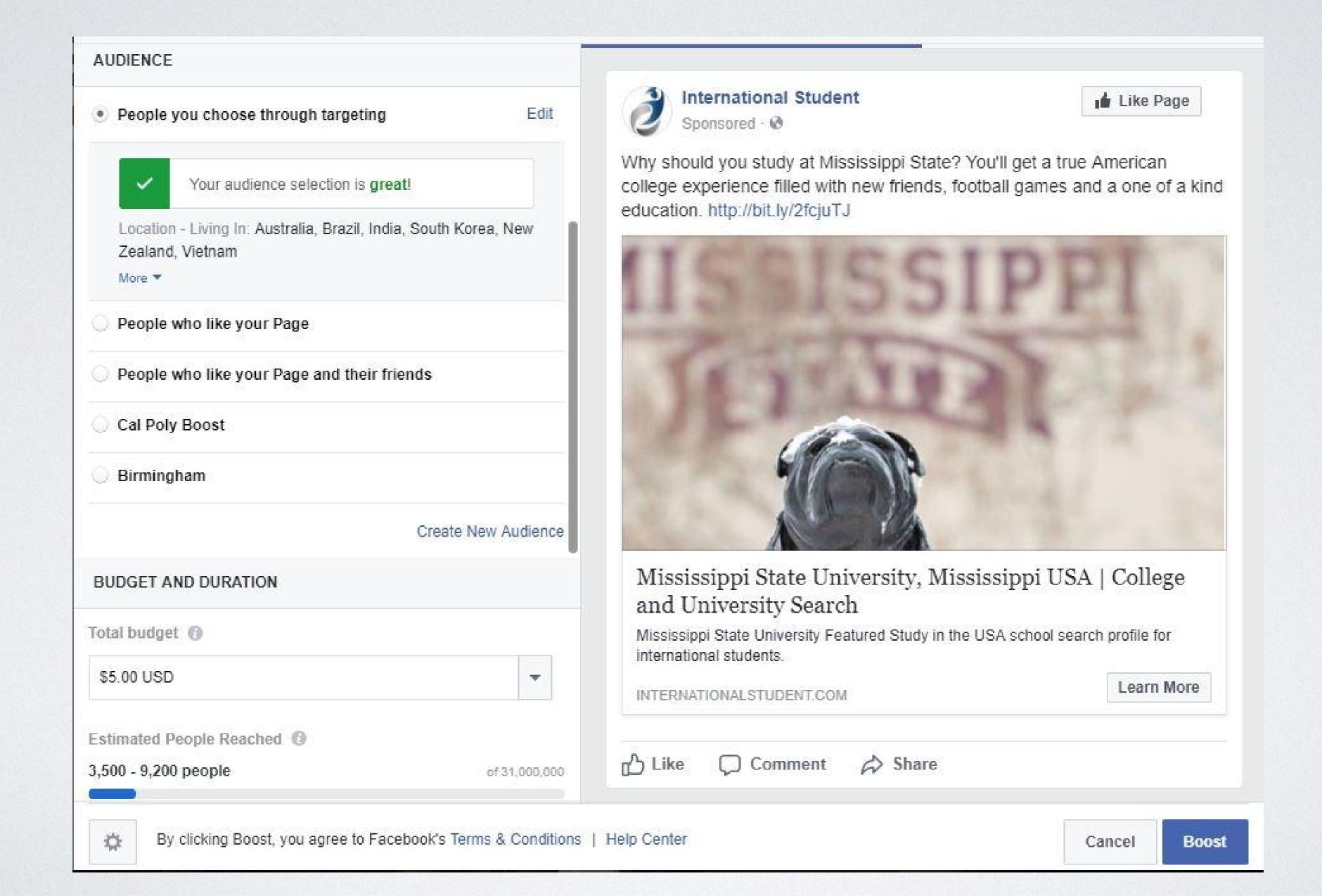
What's your marketing objective?

Awareness	Consideration	Conversion
Brand awareness	Traffic	Conversions
Reach	Engagement	Product catalog sales
	App installs	Store visits
	■ Video views	
	T Lead generation	

Standard Facebook Post

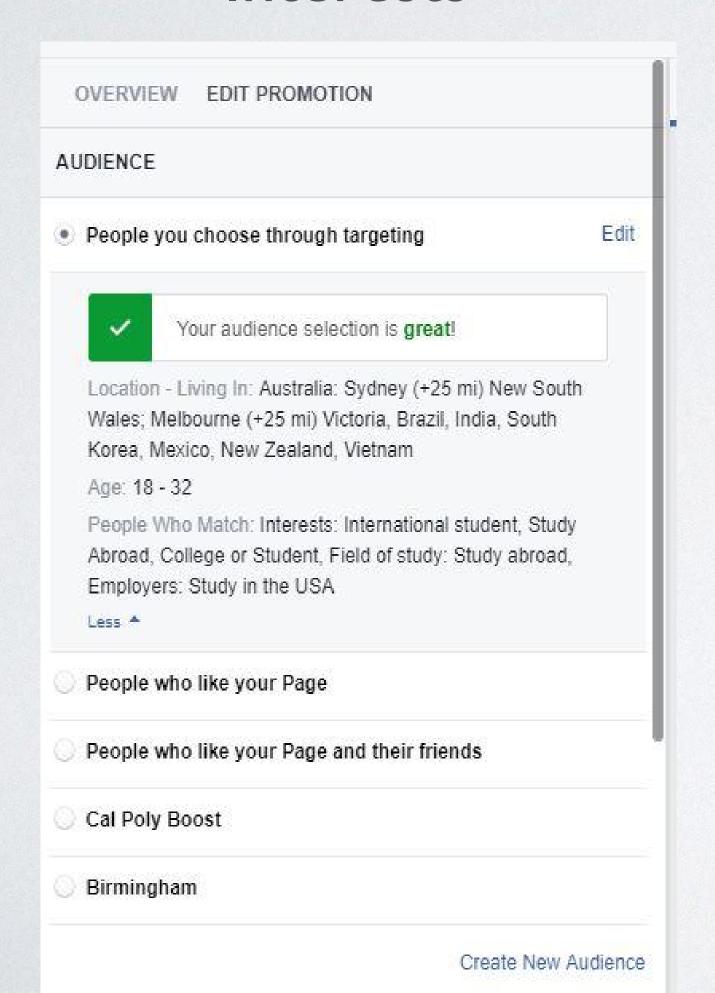


Boosting a Post

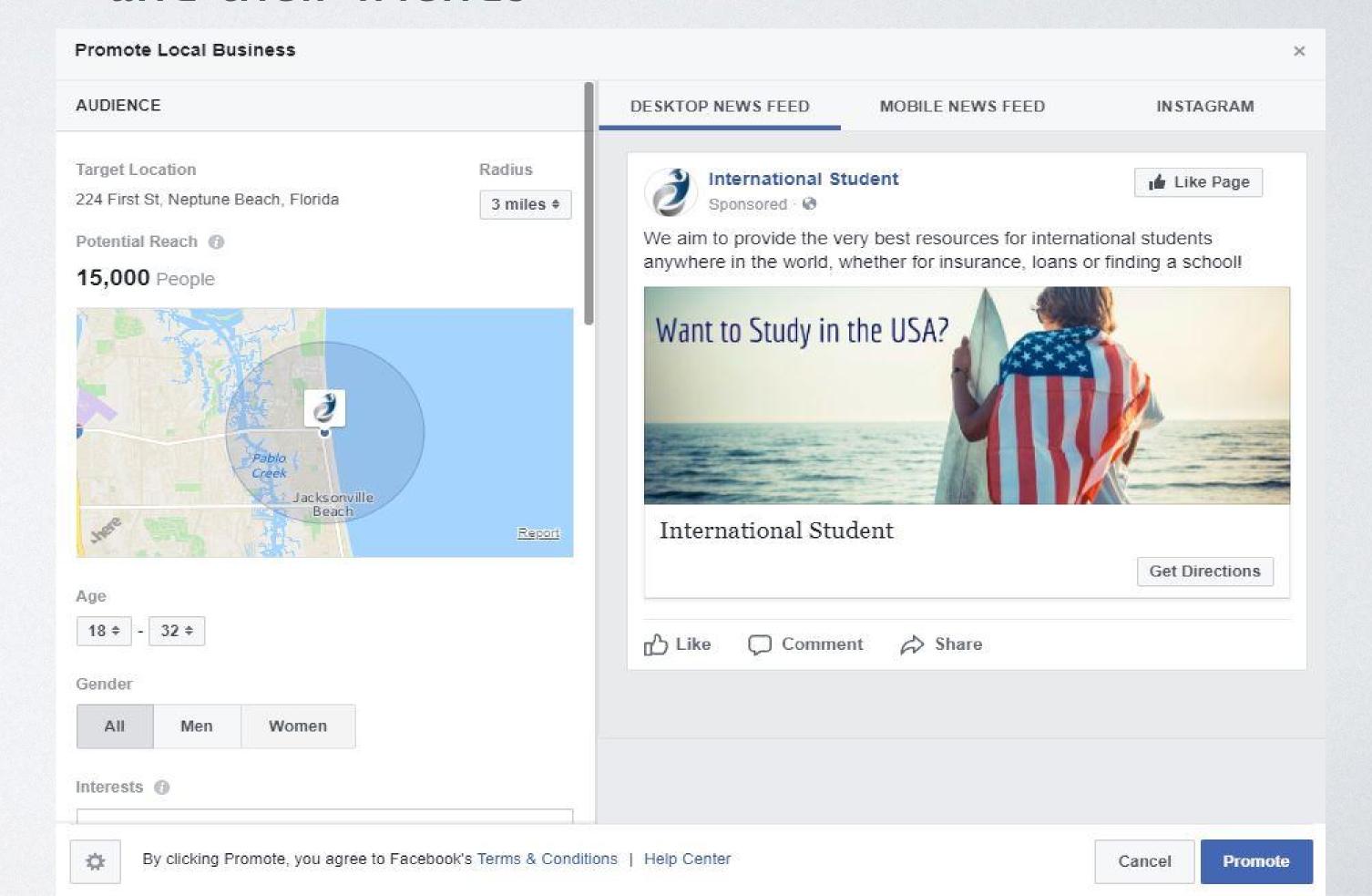


Targeting Your Audience

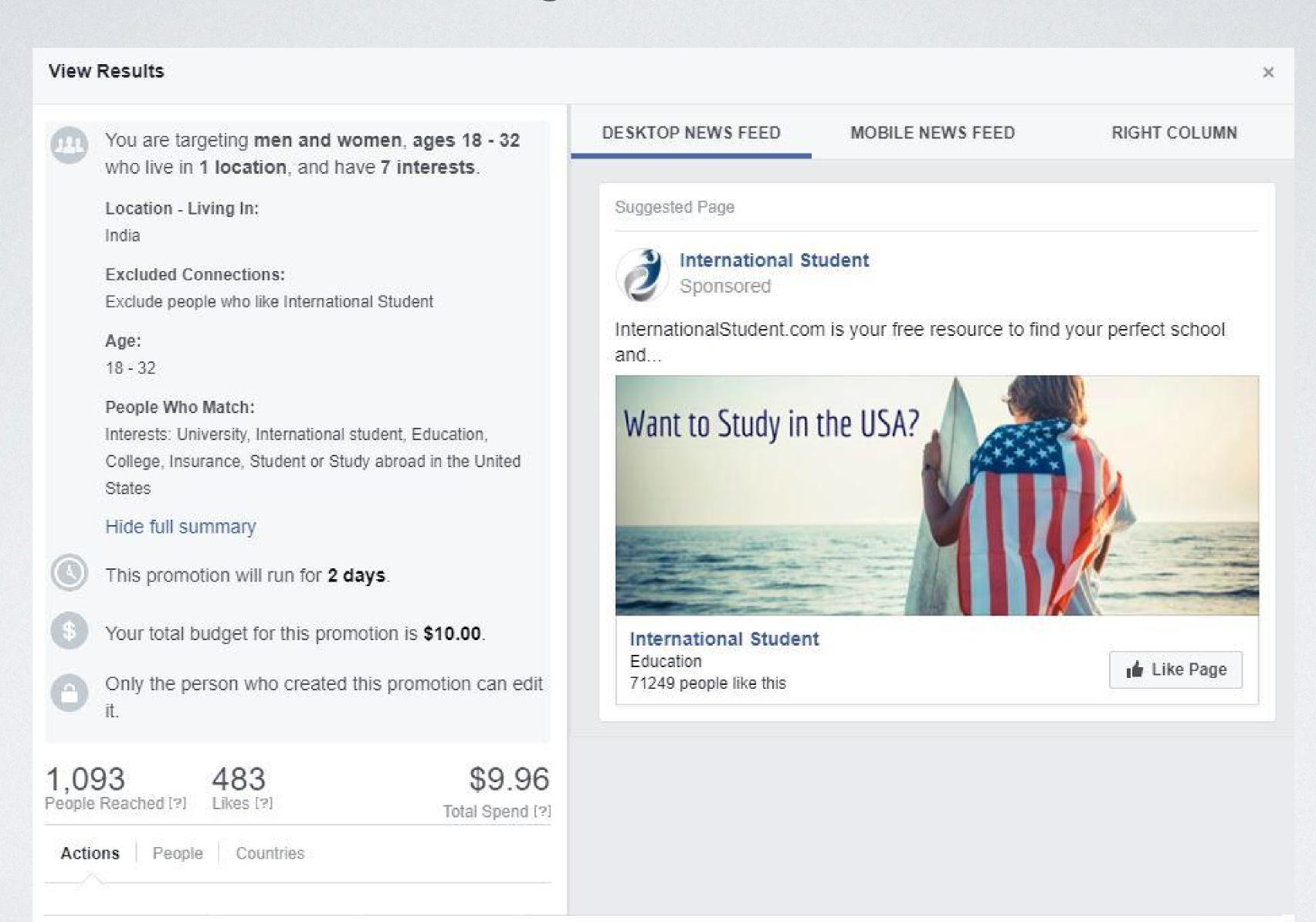
- Location
- Age
- Interests



- People who like your Page
- People who like your Page and their friends

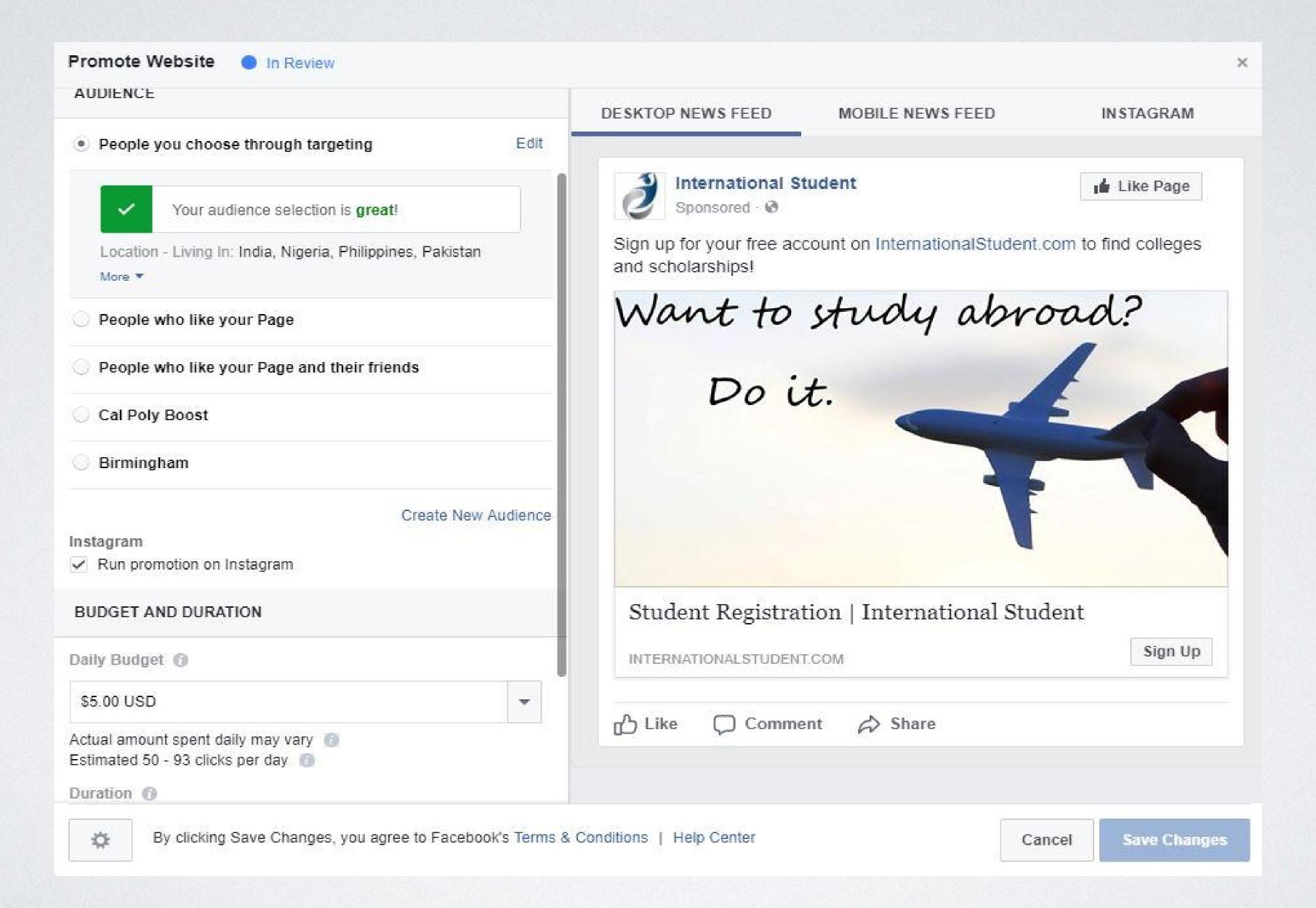


Page Promotion

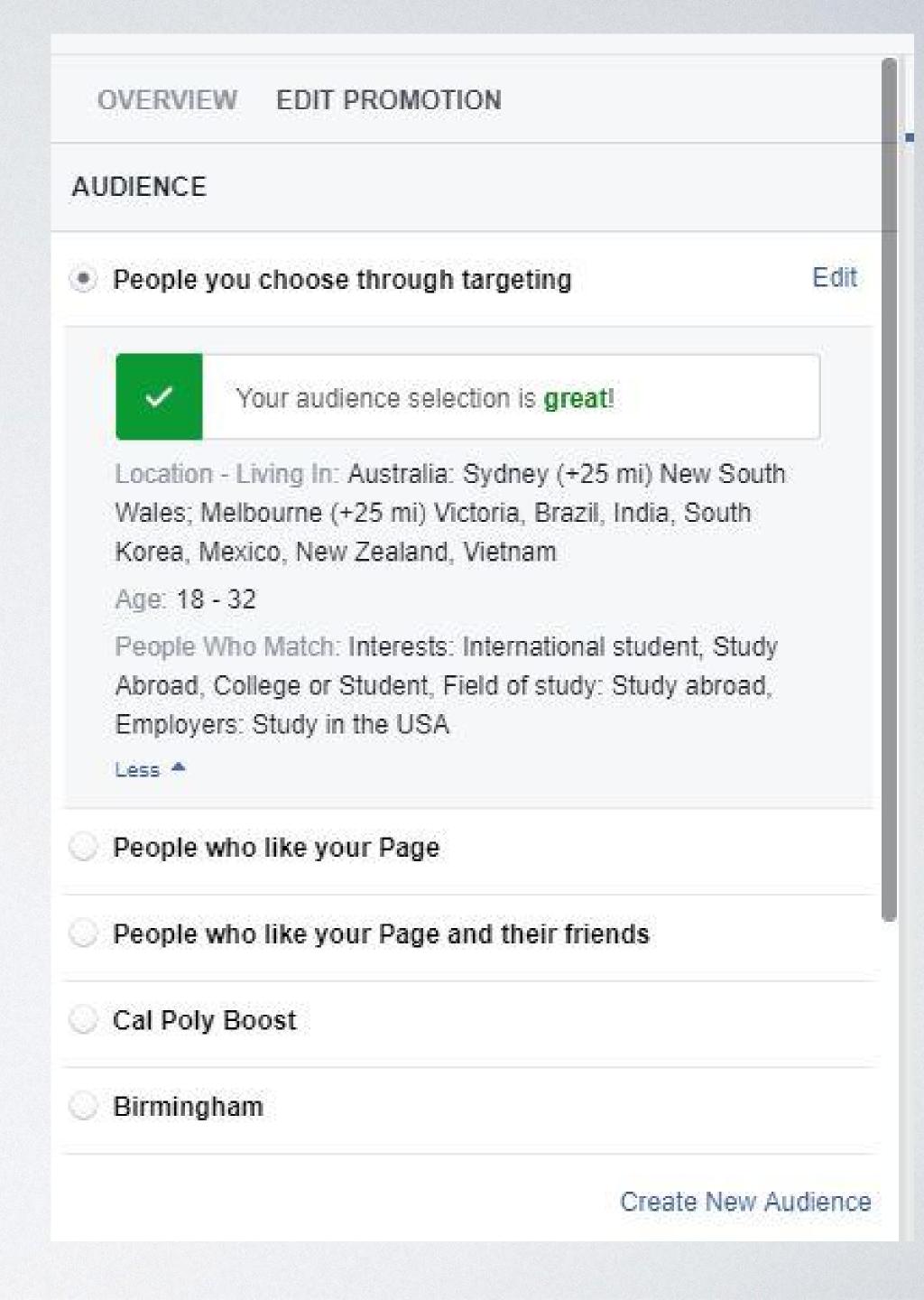




Promoting Your Website



Targeting Your Audience



Email or Phone

Password

Log In

Forgot account?

the

english language

center

The English Language Center (TELC)

@TheEnglishLanguageCe nterLaGuardia

Home

About

Services

Photos

Events

Reviews

Videos

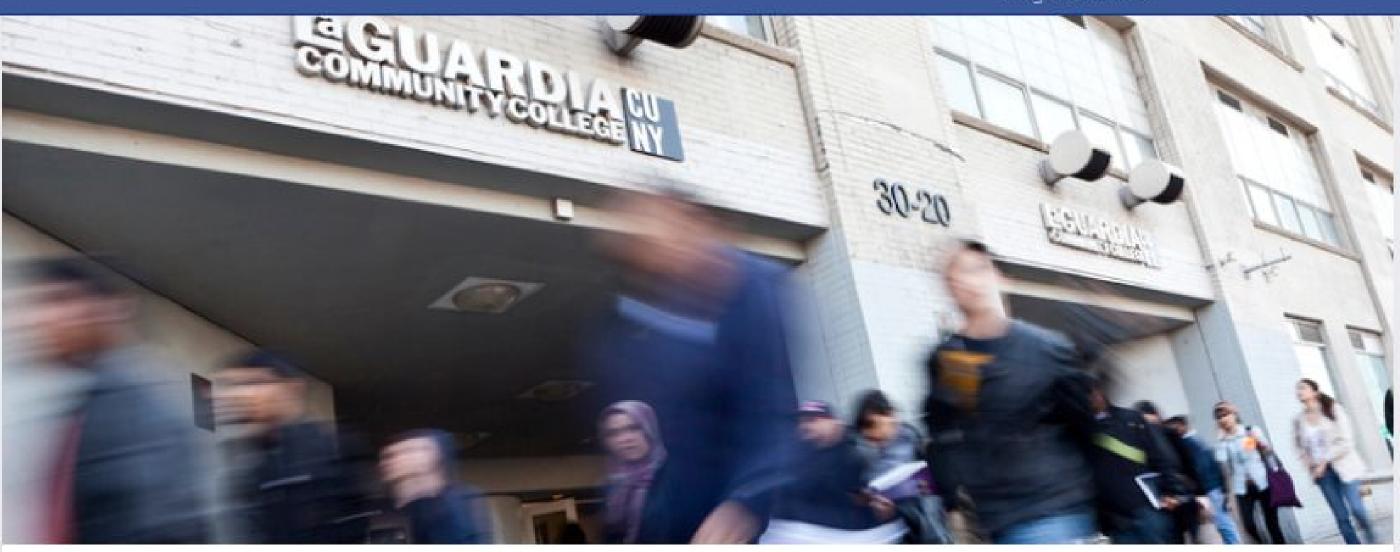
YouTube

Instagram feed

Posts

Community

Create a Page



Like Recommend ...

Watch Video

Message

Services



Morning Intensive Program

September 26 - December 8 | Monday to Friday | ...

\$1695



Afternoon Intensive Program

October 2 - December 13 | Monday to Thursday | ...

\$1495



Writing Class

October 2 - December 13 | Monday and Wednesd...

\$375

Language School in Long Island City
4.7 ★★★★ Open Now

Community

See All

9,489 people like this

9,440 people follow this

About See All

Thomson Ave

29-10 Thomson Avenue, Room C354
 Long Island City 11101



telclaguardia

Edit Profile



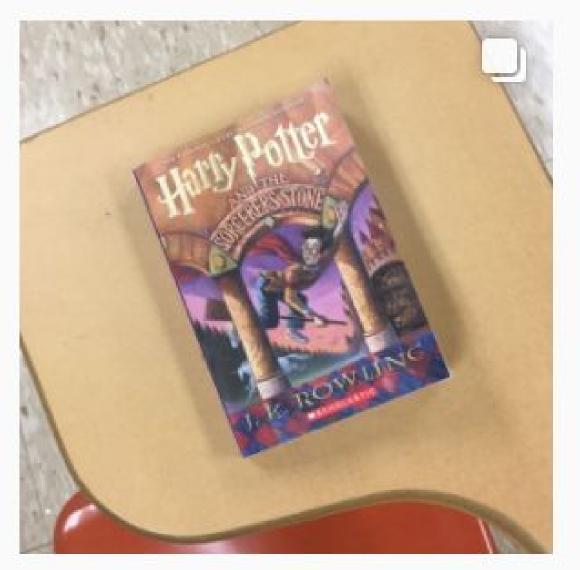
376 posts

335 followers

95 following

The English Language Center The English Language Center is the largest ESL program in New York City. theenglishlanguagecenter.blogspot.com







October 9 Closed

We will be closed on Monday,



Workshop & Elective Changes

Sentember 29





telclaguardia The English Language Center (TELC)

telclaguardia Are you an international student studying English in NYC? Join Kaijian and Cansu at TELC! #telcstories #英语 #inglês #inglés #ingles #英語 #영어 # الإنجليزية#ingilizce #inglese #английскийязык #anglais #อังกฤษ #idioma #английский #интересно

telclaguardia Kaijian says: "We can make > many friends who come from different countries."

telclaguardia Cansu says: "This school is more serious and academic than my other school."

english.now Great!

chungdambodyshape 원더풀입니다 ^^!~!~

youngnahan I like your photo!

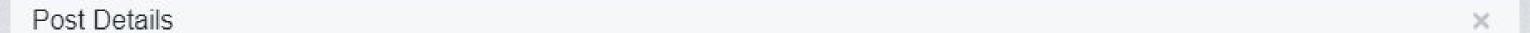




36 likes

DECEMBER 13, 2016

Add a comment...





The English Language Center (TELC)

i Like Page ™

Published by HB Telc [?] - December 13, 2016 - 🚱

Are you an international student studying English in NYC? Join Kaijian and Cansu at TELC! #telcstories #英语 #inglês #inglés #ingles #英語 #영어 #inglizce #inglese #английскийязык #anglais #வீலாவு #idioma #английский #интересно





3,684 People Reached				
6 Likes, Comme	nts & Shares			
4 Likes	4 On Post	0 On Shares		
1	1.4	. 0		
Comments	On Post	On Shares		
1	0	1		
Shares	On Post	On Shares		

45 Post Clicks

32 0 13
Photo Views Link Clicks Other Clicks

NEGATIVE FEEDBACK

0 Hide Post
 0 Hide All Posts
 0 Report as Spam
 0 Unlike Page

Insights activity is reported in the Pacific time zone. Ads activity is reported in the time zone of your ad account.

Featured Languages:

- Simplified Chinese
- Turkish

Other Targeted Languages:

- Arabic
- French
- Japanese
- Korean
- Portuguese
- Russian
- Spanish
- Thai

Less Obvious, Don't Forget:

English

Geography:

25 mile radius around New York
 City

Interests:

- Learning English
- International Student
- Study In The USA
- Improve Your English

Ages:

18-40

Limit:

• \$10 for a 10 days



...

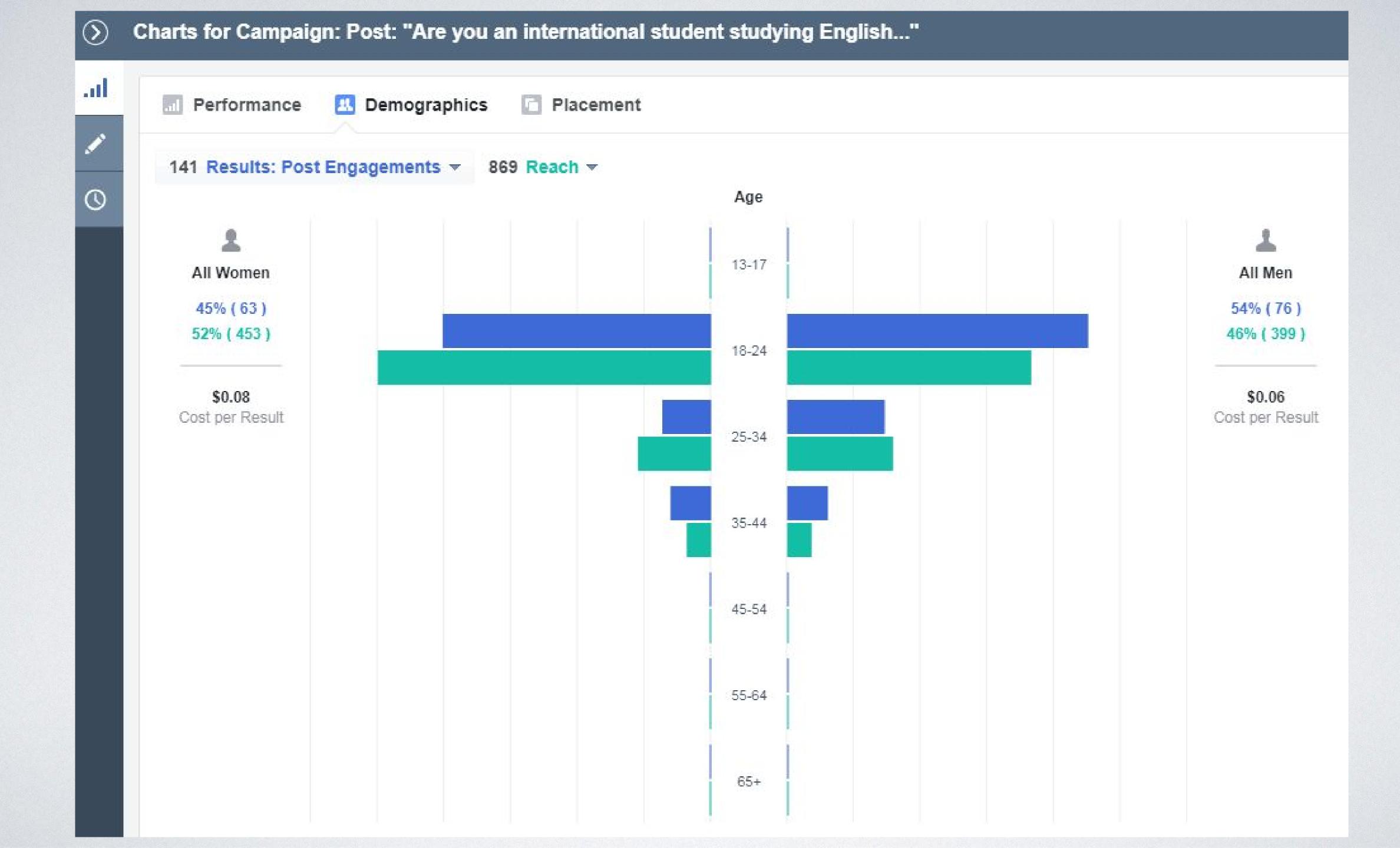
\$0.01 / person reached

\$0.07 / click

99% placement on mobile

Largely targeted to Instagram





Suggested Page



The English Language Center (TELC)

Sponsored

Ahora es el momento para estudiar Inglés en Nueva York!



The English Language Center (TELC)

9486 people like this



Suggested Page



The English Language Center (TELC)

Sponsored

Ahora es el momento para estudiar Inglés en Nueva York!



The English Language Center (TELC)
9486 people like this



Suggested Page



The English Language Center (TELC)

Sponsored

Ahora es el momento para estudiar Inglés en Nueva York!



The English Language Center (TELC)
9486 people like this







Audience

SAVED AUDIENCE: Colombia I20 Prospects -

AUDIENCE DETAILS

Location: Colombia

Interests: International student, Study abroad in the United States or Learn

English

Excluded Connections: Exclude people who like The English Language Center (TELC)

Age: 19 - 30

Language: Spanish, English (UK), English (US) or Spanish (Spain)

Edit

Placement

Automatic Placements (Recommended)

Audience Definition



Your audience is defined.

Potential Reach: 110,000 people 🕕

Estimated Daily Results

Reach 1,400 - 4,800 (of 92,000)

Page Likes

56 - 170 (of 200)

The accuracy of estimates is based on factors like past campaign data, the budget you entered and market data. Numbers are provided to give you an idea of performance for your budget, but are only estimates and don't guarantee results.

Were these estimates helpful?

Suggested Page



The English Language Center (TELC)

Sponsored

Ahora es el momento para estudiar Inglés en Nueva York!



The English Language Center (TELC)
9486 people like this



Suggested Page



The English Language Center (TELC)

Sponsored

Ahora es el momento para estudiar Inglés en Nueva York!



The English Language Center (TELC)

9486 people like this



Suggested Page



The English Language Center (TELC)

Sponsored

Ahora es el momento para estudiar Inglés en Nueva York!



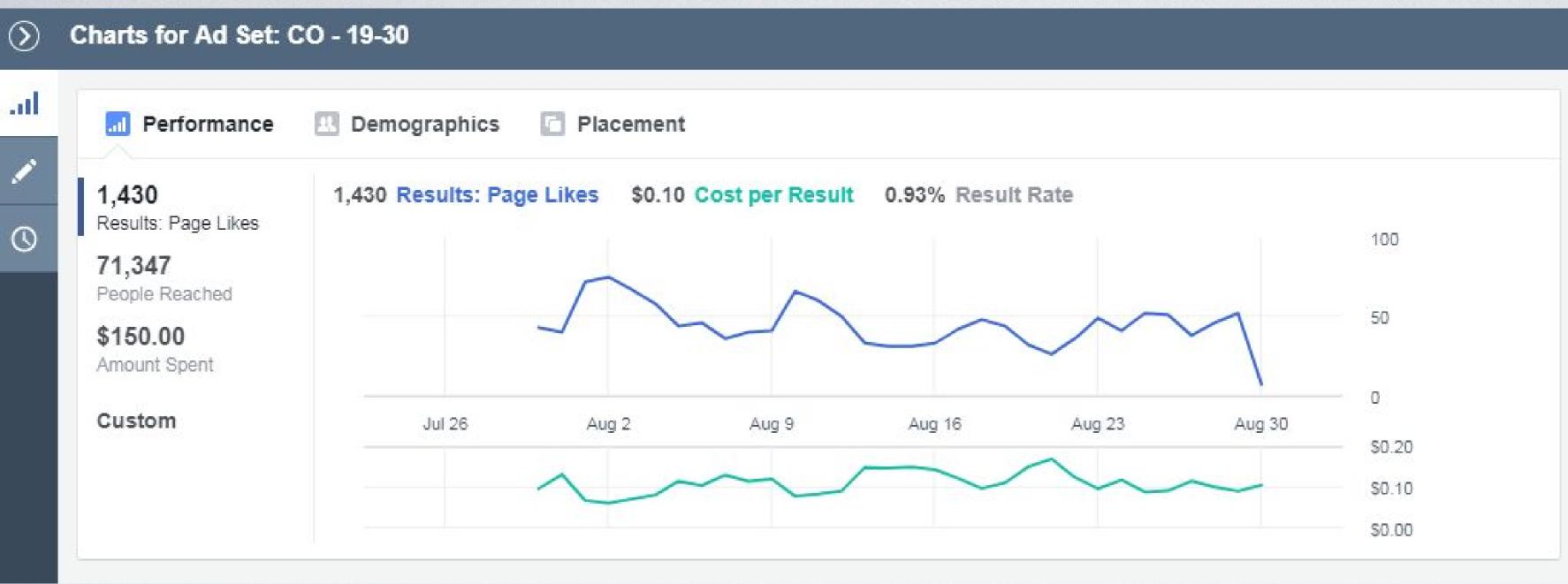
The English Language Center (TELC)
9486 people like this



Reached 47,740 people 751 likes \$0.10 / like

Reached 32,394 people 467 likes \$0.10 / like

Reached 17,719 people 212 likes \$0.10 / like

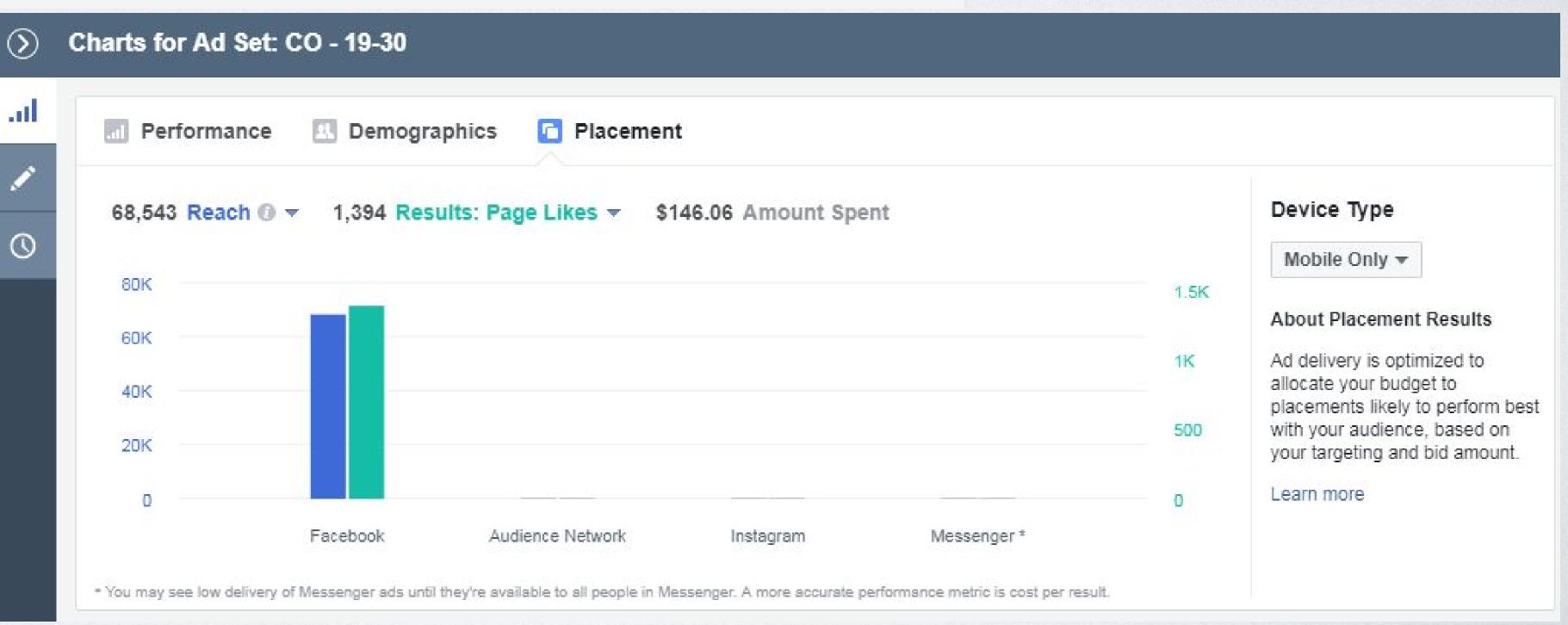


71,347 people reached <\$0.01 / person

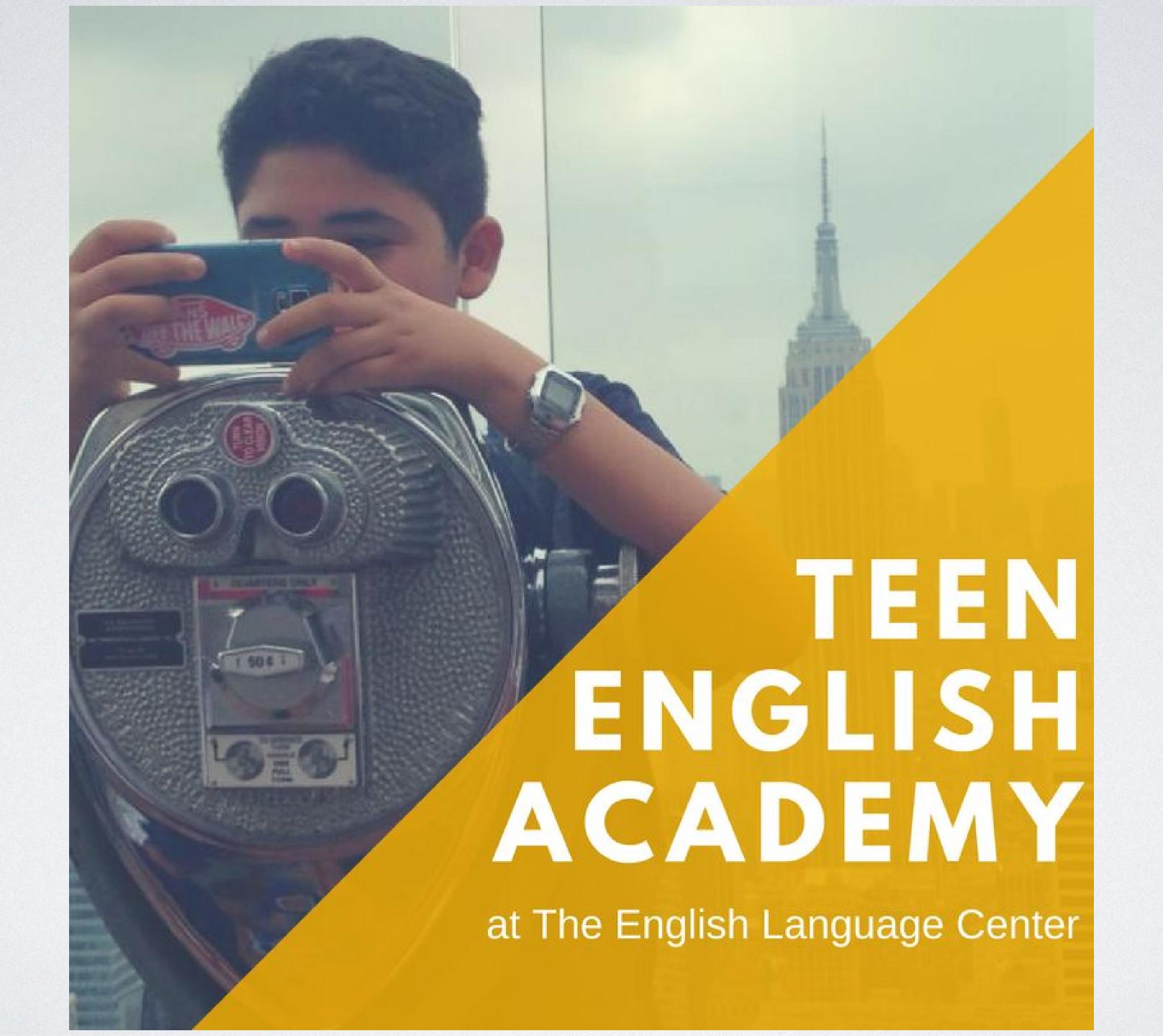
1,430 new likes \$0.10 / page like

96% placement on mobile - 68,543 users

Targeted to Facebook - before our Instagram integration







Parents and Guardians

Ages: 30-55

Location: New York City, 15 mile radius

Languages: Arabic, Chinese (Simplified), Chinese (Traditional), English, Greek, Hindi, Italian, Nepali, Polish, Portuguese, Russian, Spanish, Thai, Turkish, Urdu

Behaviors: Expats (Brazil, China, Colombia, Dominican Republic, Greece, India, Indoensia, Italy, Mexico, Morocco, Nepal, Peru, Poland, Portugal, Puerto Rico, Russia, Spain, Venezuela

Demographics: Family-based households, parents with teenagers (13-18 years)

Connections: People connected to us, people not connected to us

Teens

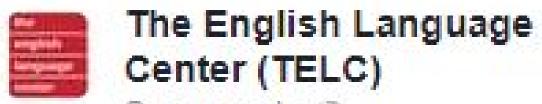
Ages: 13-16

Location: China, Colombia, Dominican Republic, Ecuador, Egypt, Greece, Hong Kong, Italy, Lebanon, Libya, Mexico, Morocco, Pakistan, Poland, Puerto Rico, Russia, Saudi Arabia, Spain, Taiwan, Tunisia, Turkey

Languages: Arabic, Chinese (Simplified), Chinese (Traditional), Greek, Italian, Polish, Russian, Spanish, Turkish, Urdu

Interests: English language, English language learning, International student, Learn English, New York City

Connections: People connected to us, people not connected to us





Sponsored · @

Learn English and make friends in New York City this summer! 50 200 200

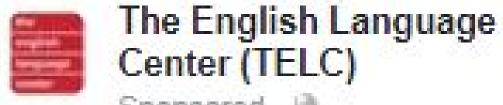


Learn More











Sponsored - 18

What is your teenager doing this summer? Learning English! Teens from 13 to 16 years old will learn English, explore New York City, and make friends with other young people from all over the world. Join by June 23!



The English Language Center

Learn More



Chada Metwaly and Hilda J Lema

Planned Spend

\$150 over a month

\$125 on guardian ads \$25 on teen ads



Parents and Guardians

136 people reached9 clicks

Teens

3 people reached 10 impressions







"The classes were so much fun that they didn't feel like classes, which helped me learn more."



The Teen English Academy combines fun and interactive classes with weekly field trips so students can practice... More



laguardia.edu/TELC

Learn More

New Campaign

Location: 25 mile radius of our school

Age: 13-50

Languages: Arabic, Cebuano, Chinese (Simplified), Chinese (Traditional), English, Filipino, Greek, Korean, Nepali, Polish, Portuguese, Russian, Spanish, Tamil, Thai, Turkish, Urdu

Interests: Learn English

Demographics: Family-based households, Parents with teenagers



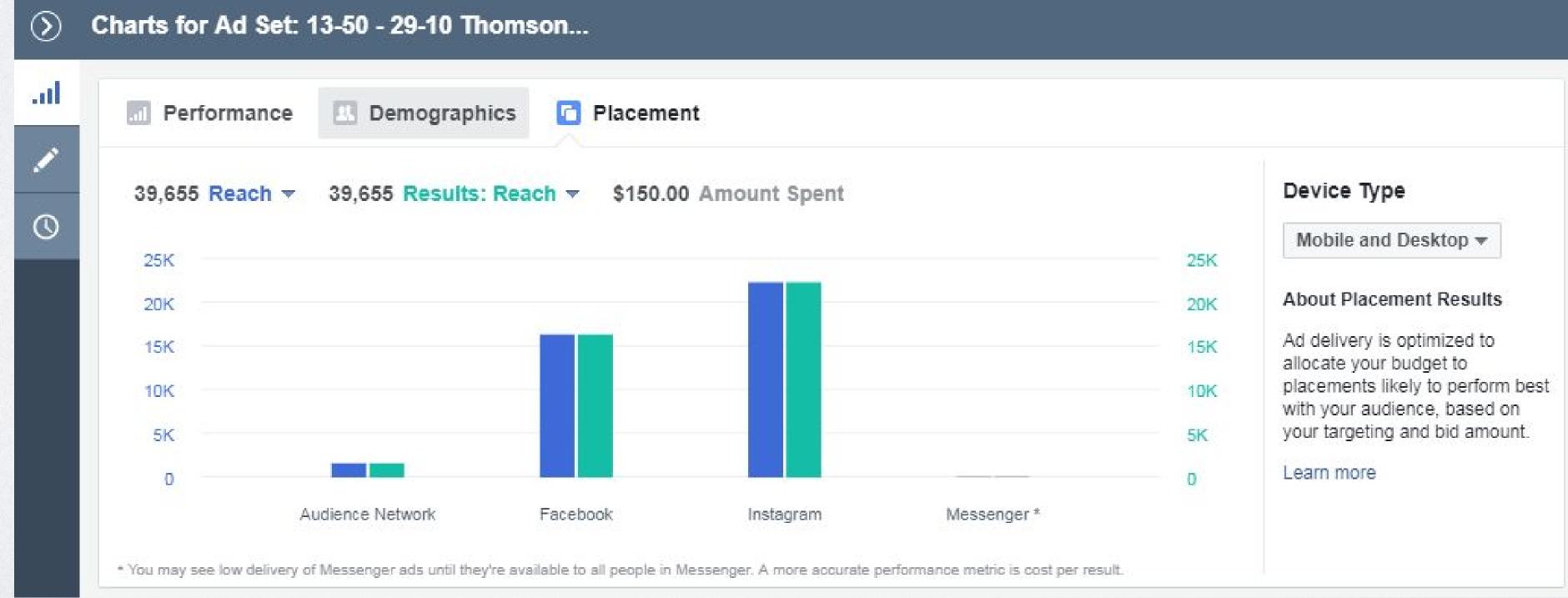
39,655 reached

67,970 impressions

<\$0.01 per person

Format did well on Instagram

99% of the ads were delivered on mobile







Colleges Use Facebook Ads to Target Applicants, Parents, and Lawmakers

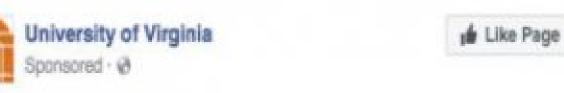
By Michael Vasquez | OCTOBER 17, 2017 ✔ PREMIUM

he ads showed up in the feeds of thousands of Facebook users, and the timing of the sponsored posts — less than two months before the University of Virginia's application deadline — was no accident.

"UVA offers one of the best values in higher education," read one post last November, seen by both potential students and their parents. Below the words were the Cavalier colors of orange and navy blue.

The students might have assumed each post had appeared because of their Google habits. But it was in their feeds because the University of Virginia has spent about \$10,000 to send targeted Facebook ads to various groups, including prospective students, parents, donors, employees, and state lawmakers.

Other colleges, too, have spent millions of dollars on targeted Facebook marketing,

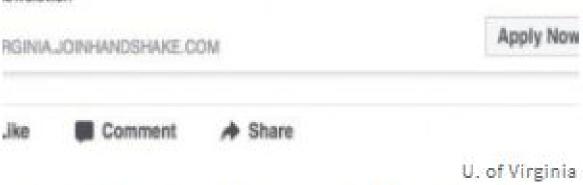


dents, looking for news writing experience? UVA Today is hiring.



tudent News Writer

ie student news writer will provide timely, informative, well-written and wellsearched news and feature stories for UVA. Today, a news website and daily repoewsletter.



A Facebook ad sponsored by the U. of Virginia. Colleges and universities are spending millions on such ads, and data from admissions applications are one of their secret weapons. Privacy experts are crying foul.

What about the ethical implications?

The Chronicle of Higher Education October 17, 2017

bit.ly/2gPrvvr

Final Thoughts - Questions and Discussion

Contact Us

Rachel Rollins, Marketing Coordinator at InternationalStudent.com rrollin@internationalstudent.com

Heather Barikmo, Associate Director at CUNY- LaGuardia Community College English Language Center hbarikmo@lagcc.cuny.edu