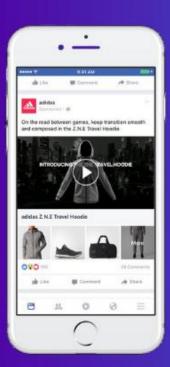
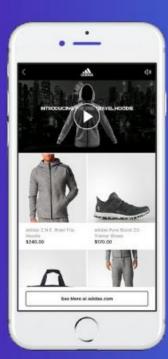
The Marketing Crowd









HOW TO RUN FACEBOOK & INSTAGRAM ADS THAT ARE NOT "PREVIOUS POSTS"

> COLLECTION ADS SINGLE IMAGE ADS VIDEO ADS

What We Will Cover

Quick recap on the Ads tools

However, instead of choosing a previous post as your ad, you can ,,,

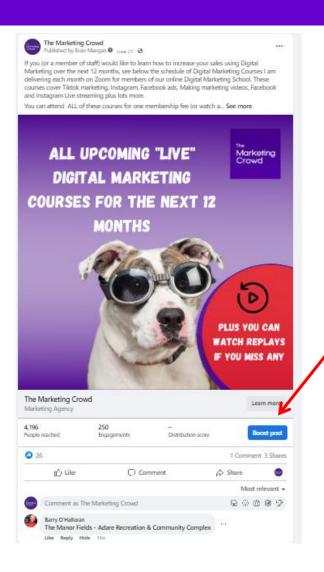
1. How to create a single image ad

- How to create the 3 correct sizes for images/videos that will work
- How to use the latest in-built AI tool that will create different versions of your text in order to generate
 the best results.
- How to use the latest in-built AI tool that will create different overlays and Calls to Action on your images or videos in order to get the best response

2. How to create a single Video ad

- How to create the 3 correct sizes for images/videos that will work
- How to use the latest in-built AI tool that will create different versions of your text in order to generate
 the best results.
- How to use the latest in-built AI tool that will create different overlays and Calls to Action on your images or videos in order to get the best response
- 3. How to create a very eye-catching collection ad (video plus multiple images) that showcases your products or services

Reminder - What are the 2 Big options? 1. The Boost Post Button — on a Facebook Post



When you send out a post from your page on Facebook there will be a Boost post button that allows you to turn the post into an ad

However, not all the targeting options are available and some of the settings result in wastage

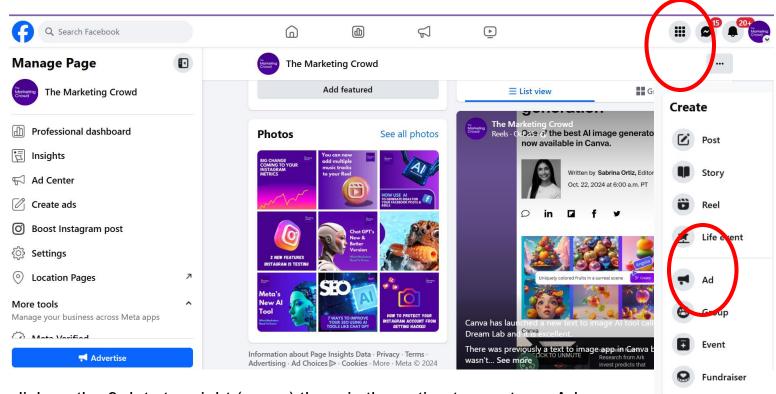
Reminder - What are the 2 Big options? 1. The Boost Post Button — on an Instagram Post



When you send out a post from your Instagram account (Business or Creator account) you will see a Boost post button

The targeting options here are VERY limited. You can only target by geography, age, gender and interest

Reminder - What are the 2 Big options? 2. The Ads Tool in Ads Manager

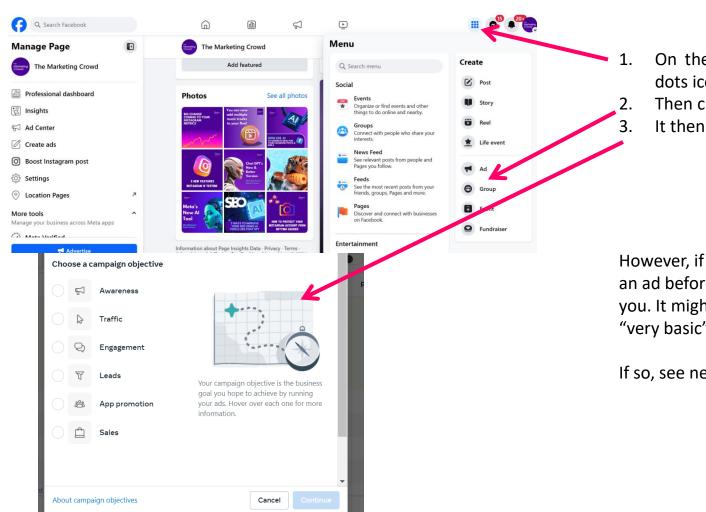


If you click on the 9 dots top right (menu) there is the option to create an Ad

This is the tool that allows small and medium sized business run ads that appear on both Facebook and Instagram but also has

- 1. All the targeting options
- Allows you to avoid wastage

To access the ad creation tool within ads manager

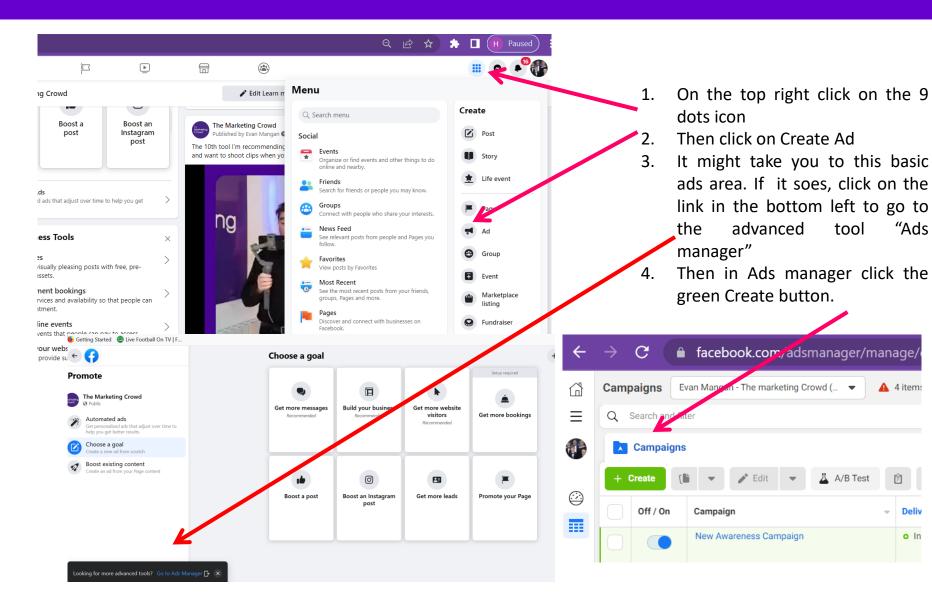


- On the top right click on the 9 dots icon
- Then click on Create Ad
- It then takes you to the Ads tool

However, if you have never created an ad before this might not work for you. It might take you to their new "very basic" ads area.

If so, see next slide

Alternative way to access the ads tool



tool

A/B Test

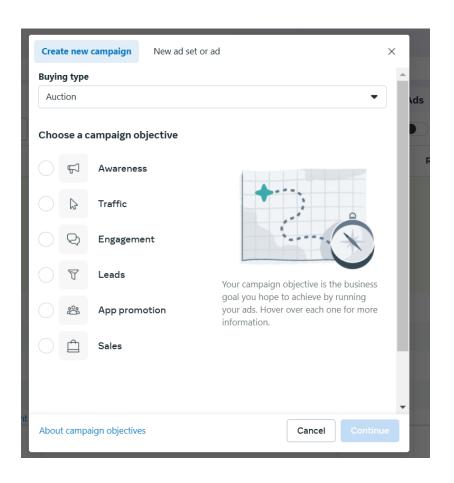
"Ads

4 items

Deliv

o In

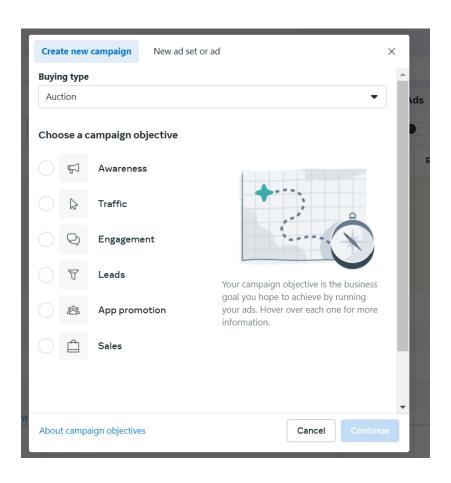
They will ask you what is your main objective



You start an Ad campaign by deciding what your objective is

- Do you want to drive traffic to your website?
- Do you want to drive traffic to you site PLUS measure how many sales or enquiries or downloads you achieved from the ad campaign?
- Do you want more people to see your FB page post?
- Do you want to get more likes for your page?

They will ask you what is your main objective



You start an Ad campaign by deciding what your objective is

Select an objective to see the available conversion location and event options for each:

Awareness: Show your ads to people who are most likely to remember them.

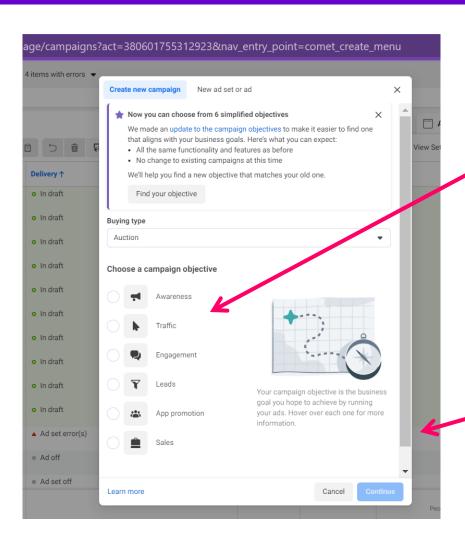
Traffic: Send people to a destination, like your website, app or Facebook event.

Engagement: Get more messages, video views, post engagement, Page likes or event responses.

Leads: Collect leads for your business or brand.

App Promotion: Find new people to install your app and continue using it.

Sales: Find people likely to purchase your product or service.

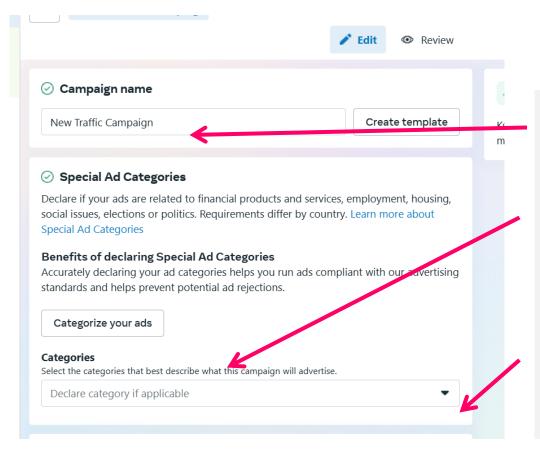


Then choose either "traffic" or "engagement"

If you are driving people off of your website choose traffic.

If you are not driving people off of Facebook choose engagement

Click on "continue

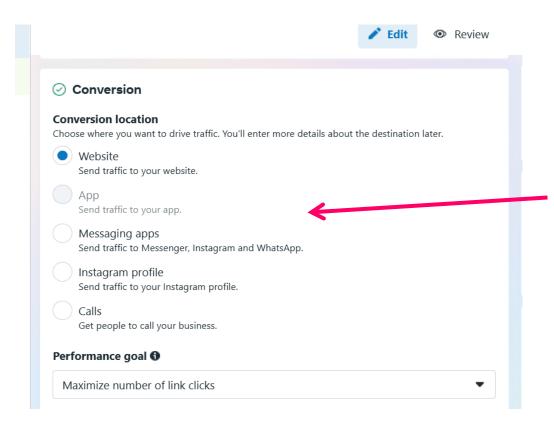


Important – Give your campaign a name you will recognise. Type in a name

If your ad is to do with Politics / social issues, car loans, credit loans, housing you need to self declare. Then certain targeting options won't be available as they do not allow discrimination in ads targeting

You can skip everything else.

Then Click on Next to progress to page 2 out of 3



Where do you want to drive traffic to?

Your website?

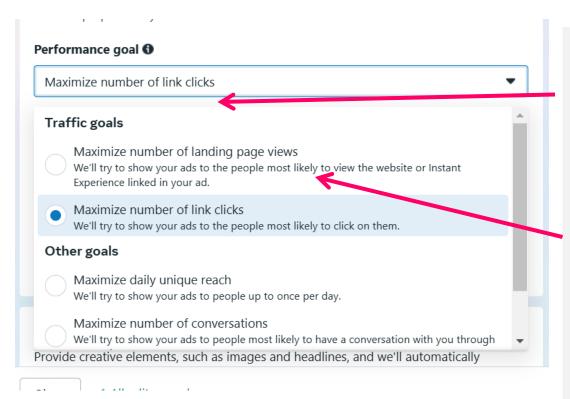
Your App?

To Messenger so people can message

you?

To WhatsApp?

Choose the one you want. And scroll down

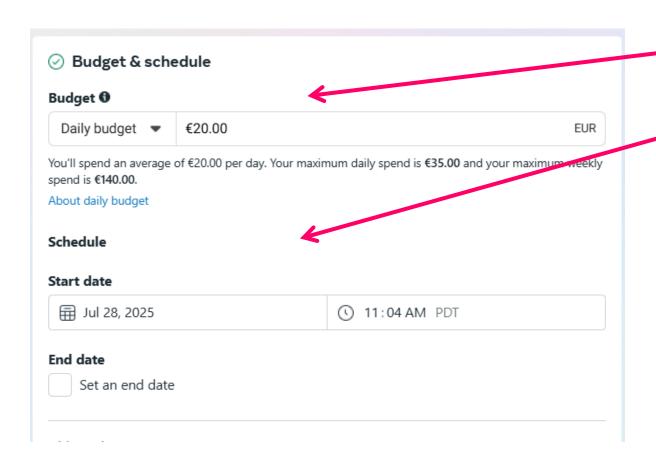


There will be a built in optimisation in your campaign. This means Facebook will try to put your ads firstly in front of the people in Your target audiences that are likely to Perform an action

Landing page views – based on previous Actions, Facebook believes the person will Not only click but is likely to also wait Around for the Page to load

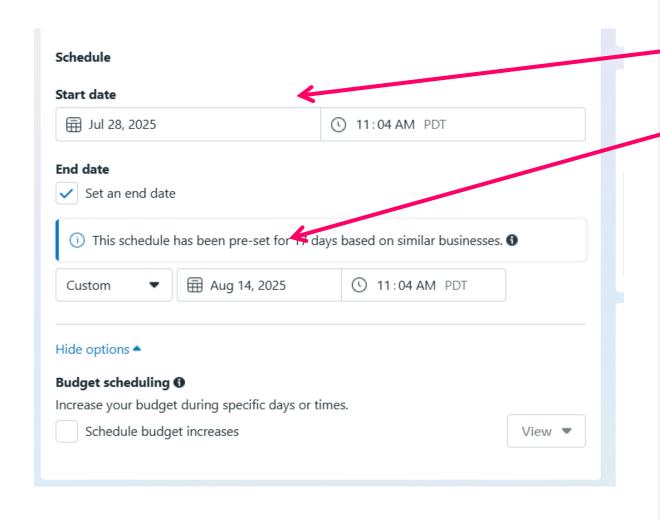
Link Clicks – people who are likely to click Daily unique reach – your ad will appear in front of people only once a day

Impressions – it could appear in front of people many times



Budget: Decide how much you will spend per day and for how long you will run the campaign for

It is better to spend your money over 3-4 days rather than spend it all on one day.

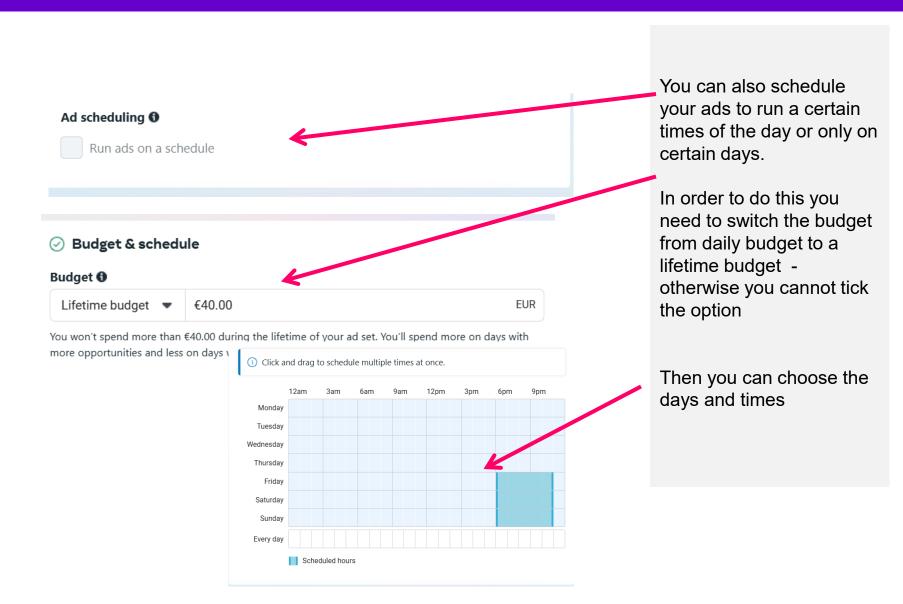


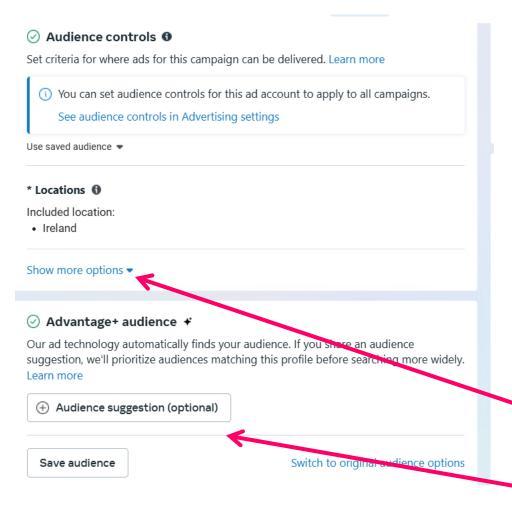
If you wish you can decide to increase your budget and spend more at a certain time on specific days.

This is totally optional.

It might be useful if ..

- 1. You are running an offer and want to increase your spend at the offer deadline approaches
- 2. You think that you tend to get more enquiries at a certain time of day / day of week



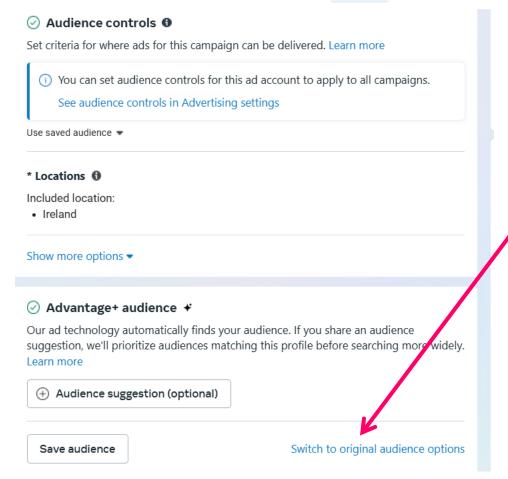


Step 2: Choose the people you want to target.

Option1 – Based on Advantage + targeting

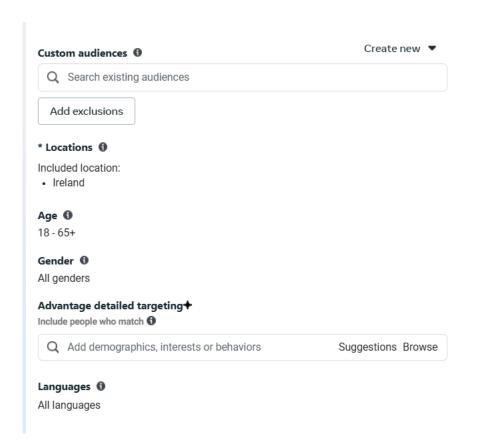
Meta has introduced the option to have their Al do a lot of the targeting for you. You give it an idea of what you want but you then give it the ability to find other people who it thinks will respond to your ad

- Choose a location e.g. Ireland or Kerry
- Click show more option and you can exclude people in your custom audiences e.g. Your web visitors or followers
- Then click on audience suggestions. Here you can specify an age range and some demographics, interests / behaviours



Step 2: Choose the people you want to target.

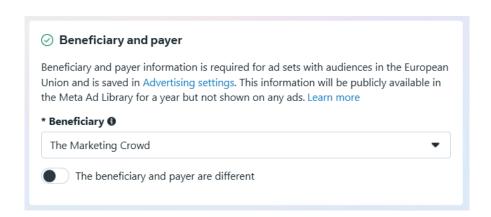
Option 2 – If you don't want to use Advantage+ you can take full control of the targeting. Just click "switch to original audience options"



Step 2: Choose the people you want to target.

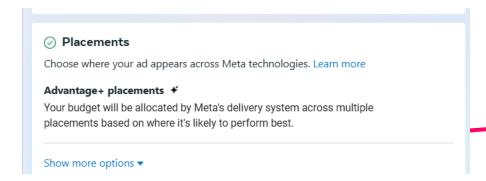
Target your advanced custom audiences under "custom audiences"

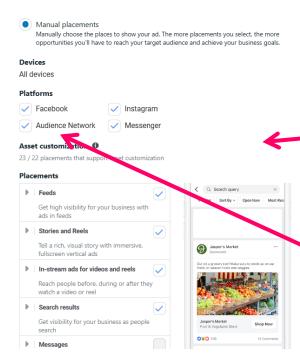
Target by...
Location
Age & gender
Interests / Behaviours / Demographics



Step 3: declare who is the beneficiary and payer of the ad

If you are paying and benefiting just enter your business name





Step 3: Decide where You want your ad to appear.

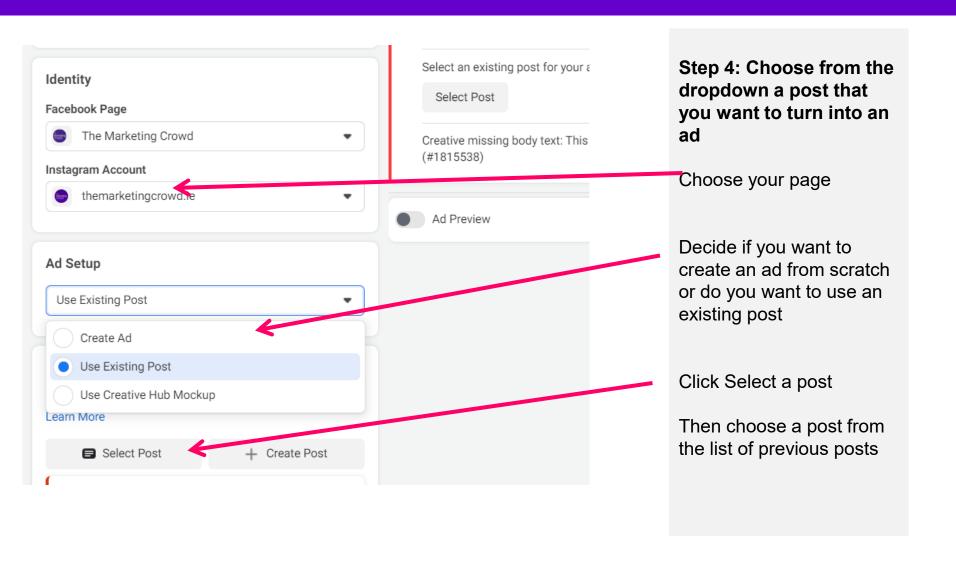
To view your options hover your mouse over advantage + Placements and then click the edit button and then tick Manual Placements

You can now see that your ad will go out on Facebook, Instagram . Messenger and Audience network.

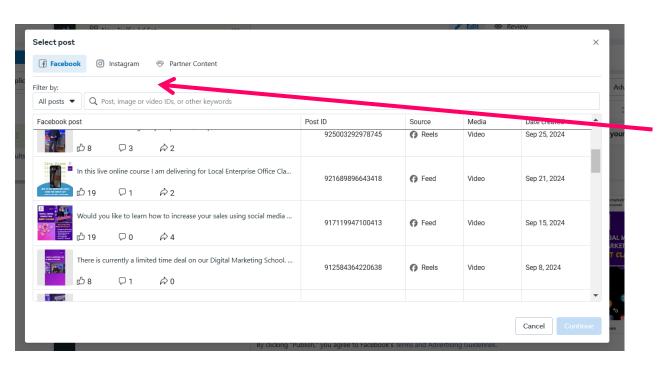
Starting out perhaps leave all the placements ticked and you can then check after the campaign has finished which placements worked well or poorly. Based on this you might switch some off in future Campaigns

However I untick audience
Network

How to turn a post into an ad that goes out on Facebook & Instagram



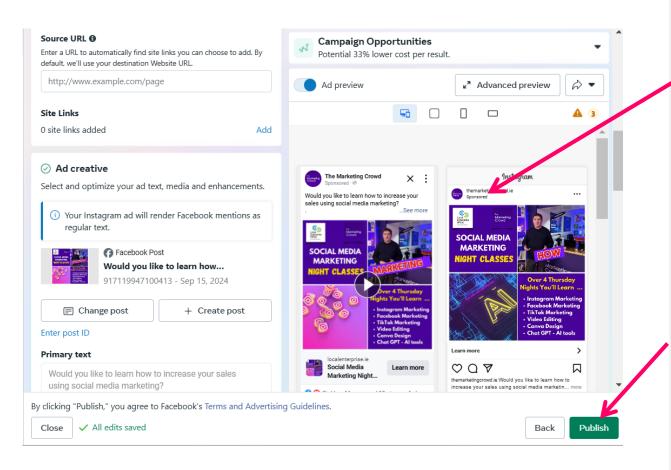
How to turn a post into an ad that goes out on Facebook & Instagram



Then choose a post from the list of previous posts or reels on Facebook or Instagram

Once you select one then click continue

How to turn a post into an ad that goes out on Facebook & Instagram



You can preview how it looks in different Placements

If there isn't already a link on your post or reel they will prompt you to enter a url and choose a call to action button

When you are ready to place order click the green Button

Your ad has now gone off to Facebook for review.

What We Will Cover

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1. How to create a single image ad

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- •How to use the latest in-built Al tool that will create different versions of your text in order to generate the best results.
- •How to use the latest in-built AI tool that will create different overlays and Calls to Action on your images or videos in order to get the best response

2. How to create a single Video ad

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- 3. How to create a very eye-catching collection ad (video plus multiple images) that showcases your products or services

Why create an image ad?



When you create an Image ad you benefit from using AI to test variants of your ads to find the best version / results . These Variants Include

- Different text variants
- Different Image versions
- different text overlays
- Different Calls to Action

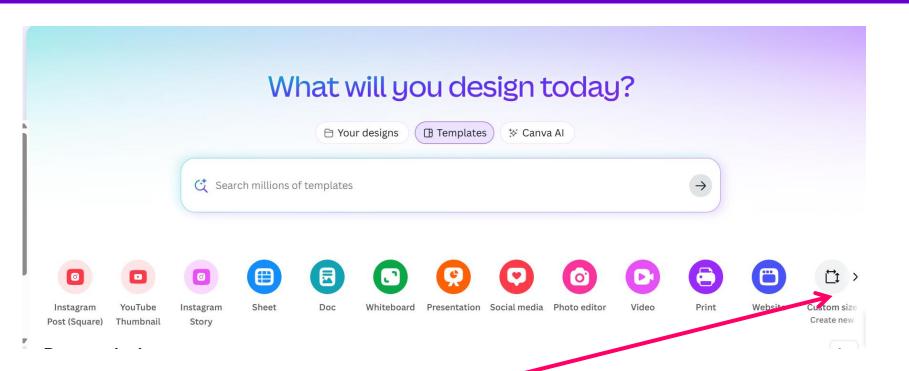




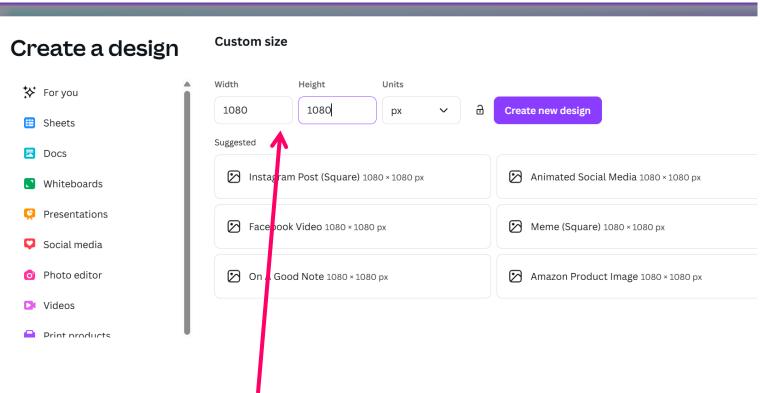
You will need 3 different image sizes

- 1. Square 1:1 (1080 x 1080)
- 2. Portrait 9:16 (1080 x 1920)
- 3. 1200 x 628





Go to Canva.com Click on Custom size

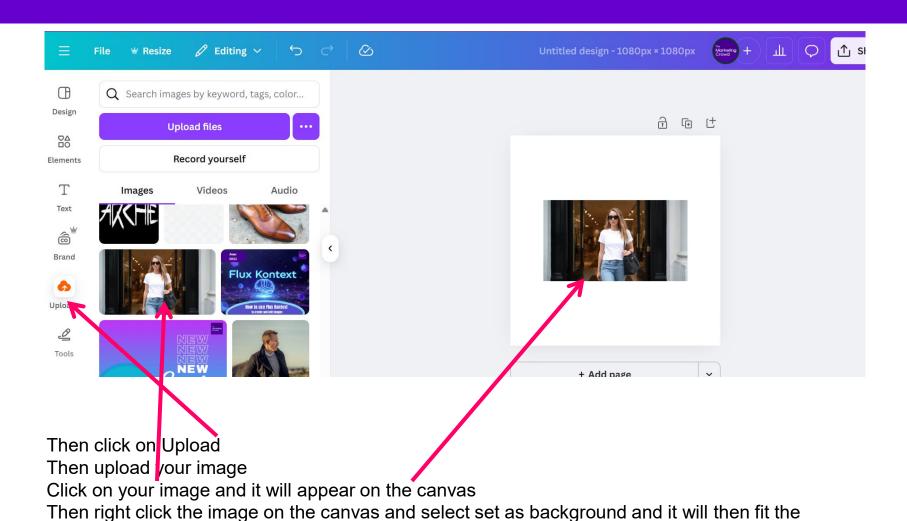


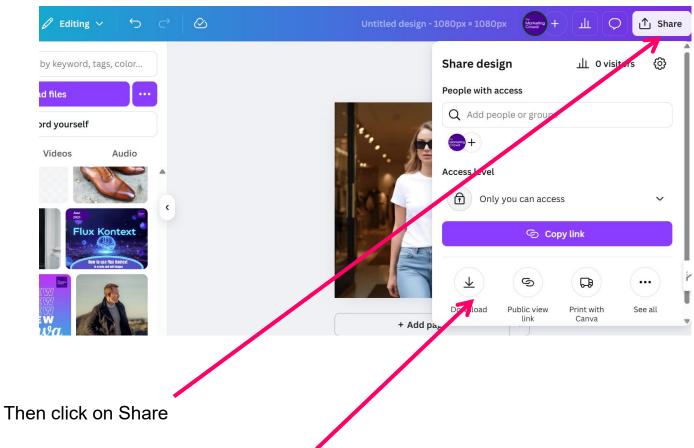
Type in the dimension you want and then click create new design

Eg

- 1. Square 1:1 (1080 x 1080)
- 2. Portrait 9:16 (1080 x 1920)
- 3. 1200 x 628

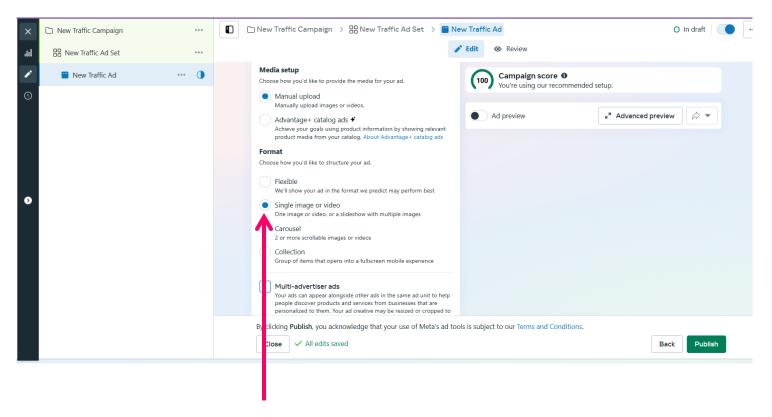
canvas





Then click download and download to your PC

Repeat this process for the other 2 images



Scroll down and select Single image or video

What We Will Cover

Quick recap on the Ads tools

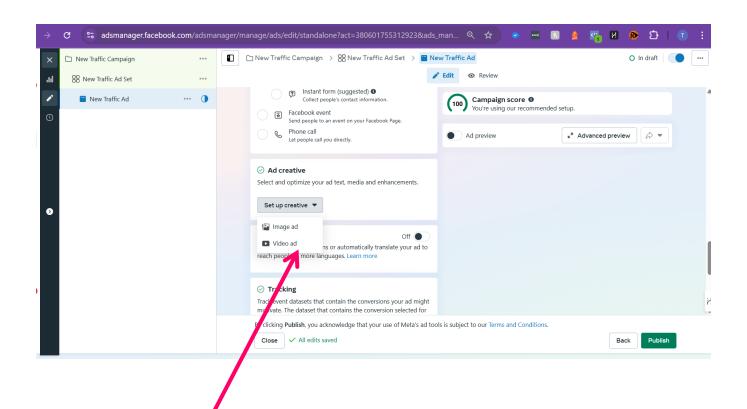
However, instead of choosing a previous post as your ad, you can ,,,

1. How to create a single image ad

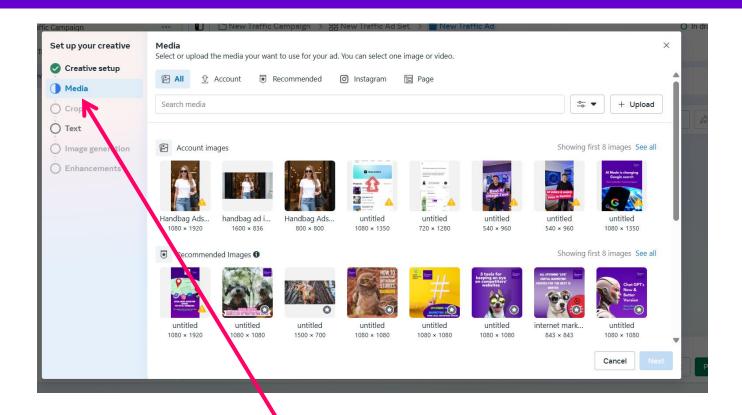
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2. How to create a single Video ad

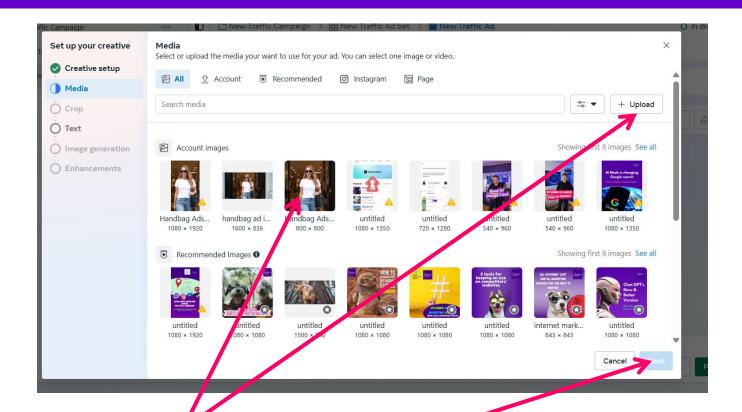
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Click on Setup creative Click image ad



On the left hand menu click on Media to select your images

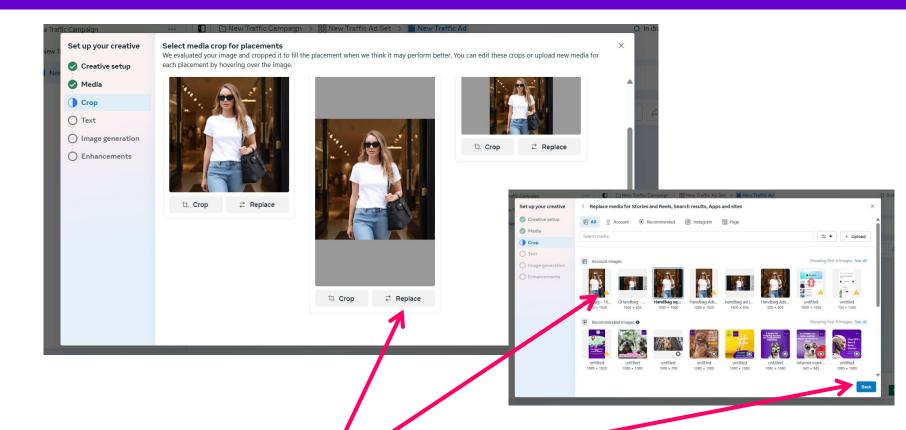


You now need to appoad three images

Click upload

Then select the square image

Then click Next -

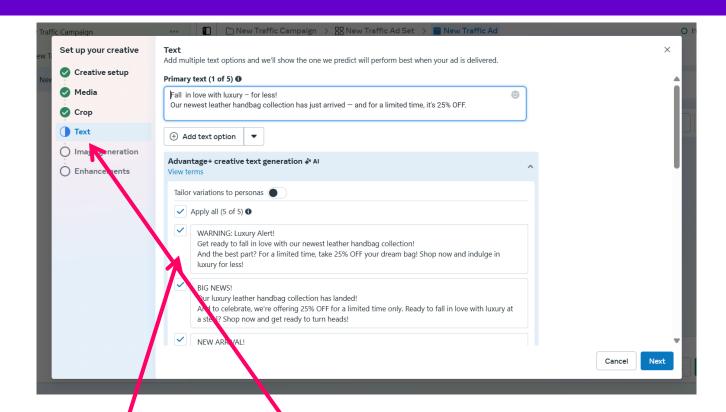


The square image fits perfectly but it does not fit the portrait or landscape placements Click replace on the Portrait placement

Then select your portrait image

Then click Nex

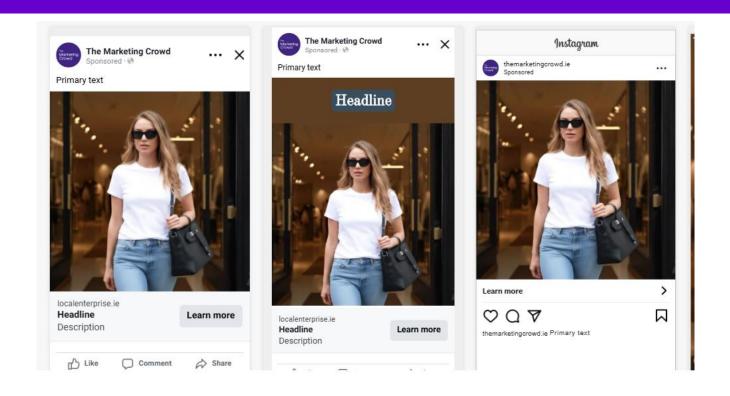
Then repeat this process for the landscape image. Then click next



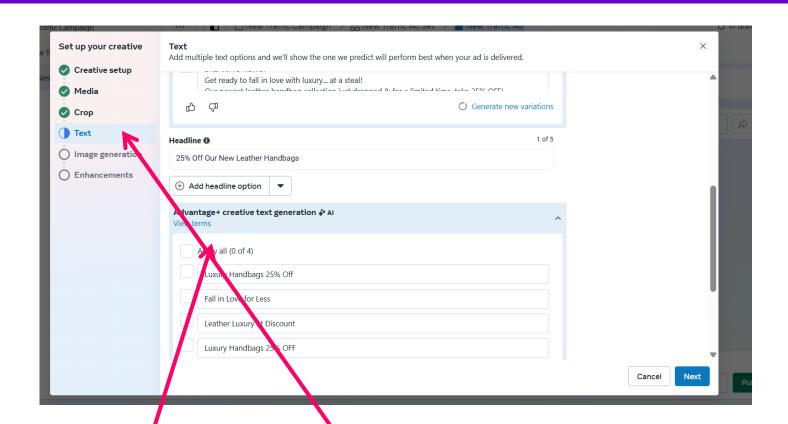
You have now progressed to the Text section

Write text under "Primary Text"

The ai will then suggest 5 alternatives. If you don't want any of these untick them. If you leave them ticked Meta till test each of these primary text options to see which get the most responses / clicks. Then scroll down

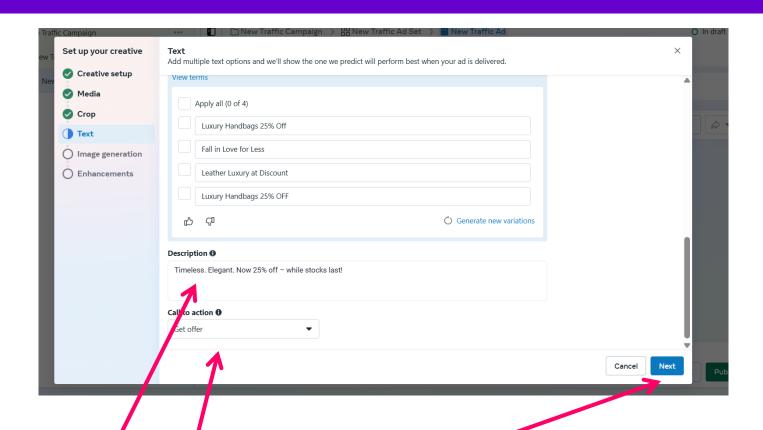


This shows you where Primary text headline and description appear



Write text under "Headline"

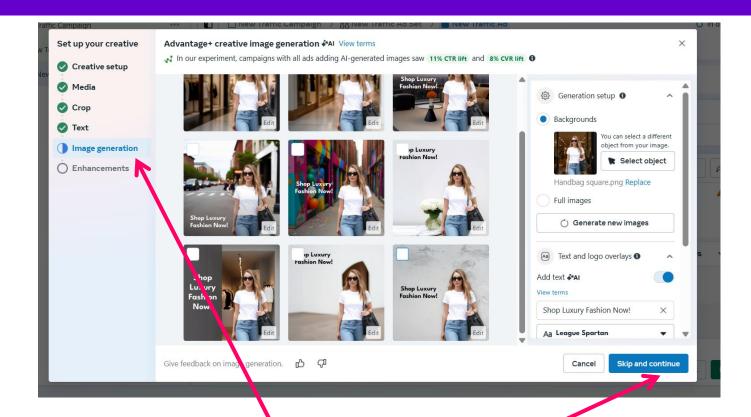
The ai will then suggest 5 alternatives. If you don't want any of these untick them. If you leave them ticked Meta till test each of these primary text options to see which get the most responses / clicks. Then scroll down



Write text under "Description"

Then choose a call to action

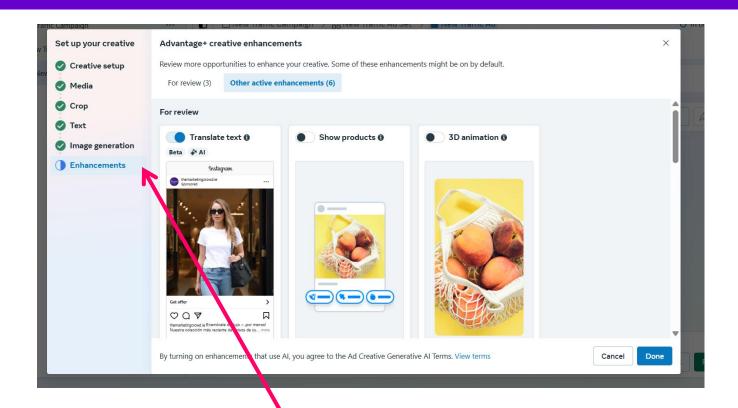
Then click Next



You are now in the image generation section

The AI is providing you with options where it has enhanced your image e.g. Removed the background and placed it on another background. Changed colours etc.

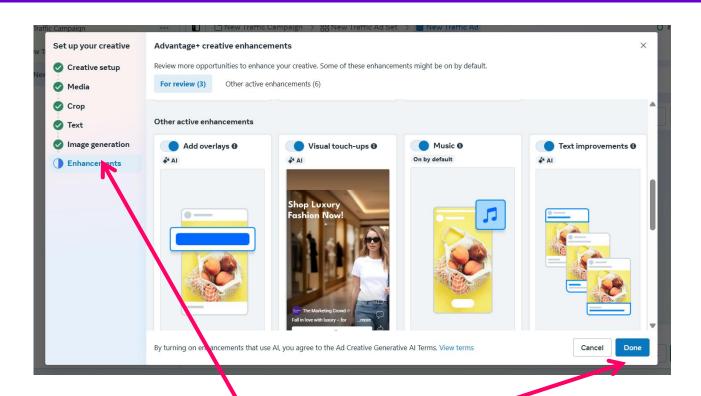
If you want Meta to use any of these in your ad to test which works best tick them Otherwise do not tick and click "Skip and continue"



You are now in the "Enhancements" section

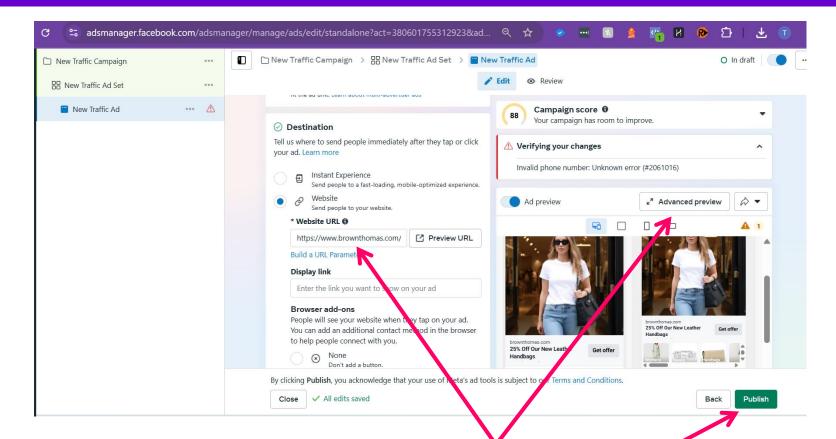
Switch on or off any of these enhancements. It is a good idea to have your ad translated

Then scroll down to see more



If you leave music switched ion they will add music that you do not choose
If you leave text improvement on they will add text that you do not choose but that the Ai thinks would improve the ad

Then click Next



You can now add the link to the page that you want to drive people to

You will now see your ad on the right hand side/ To see larger previews click on advanced preview

When you are happy to run the ad click "Publish"

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- 3. How to create a very eye-catching collection ad (video plus multiple images) that showcases your products or services

Why create a video ad?



When you create a video ad you benefit from using AI to test variants of your ads to find the best version / results . These Variants Include

- Different text variants
- Different text overlays
- Different Calls to Action

Also, your video will be more impactful than turning a Reel into an ad because the 3 different video versions will perfectly fit the placement and will be more impactful

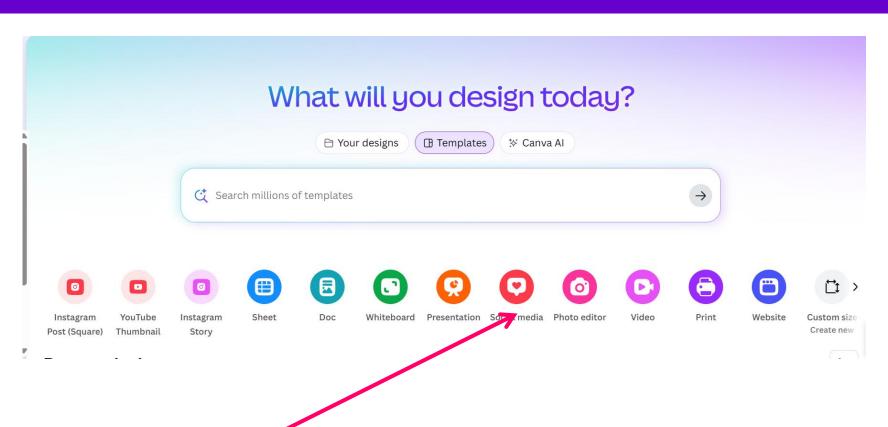




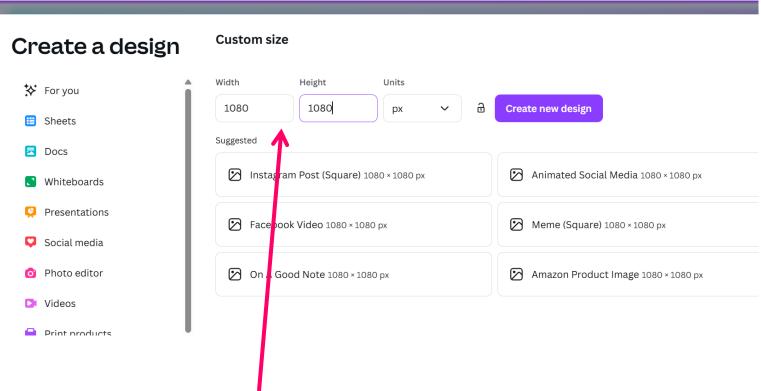
You will need 3 different video sizes

- 1. Square 1:1 (1080 x 1080)
- 2. Portrait 9:16 (1080 x 1920)
- 3. Landscape (1920 x 1080)





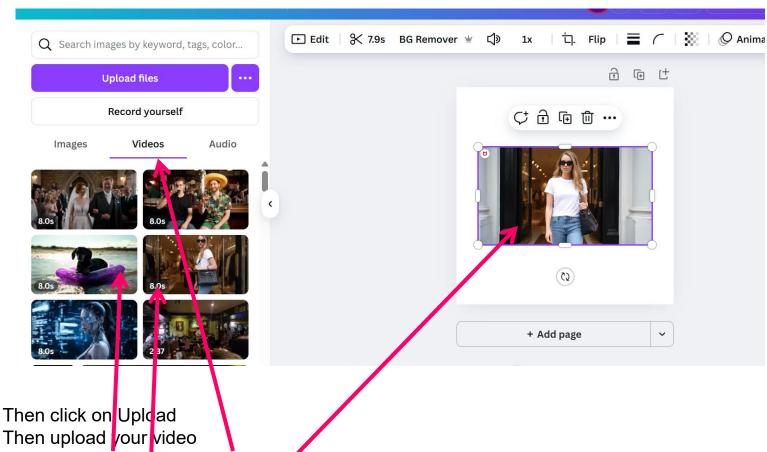
Go to Canva.com Click on social media



Type in the dimension you want and then click create new design

Eg

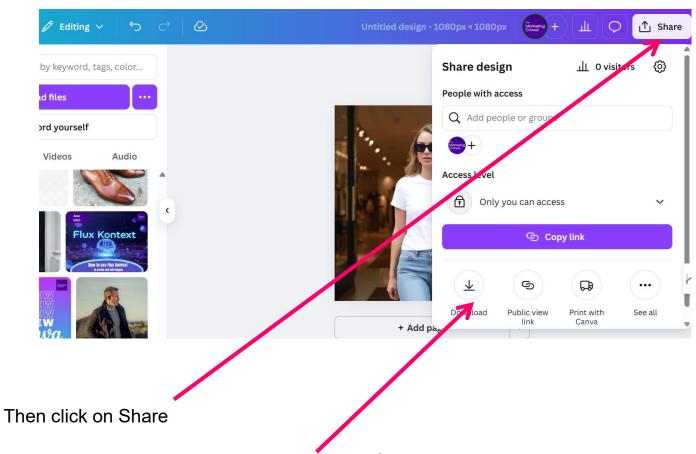
- 1. Square 1:1 (1080 x 1080)
- 2. Portrait 9:16 (1080 x 1920)
- 3. Landscape (1920 x 1080)



Ensure you click on the Video section to see your video uploads

Click on your video and it will appear on the canvas

Then right click the Video on the canvas and select set as background and it will then fit the canvas



Then click download and download to your PC

Repeat this process for the other 2 video

What We Will Cover

Quick recap on the Ads tools

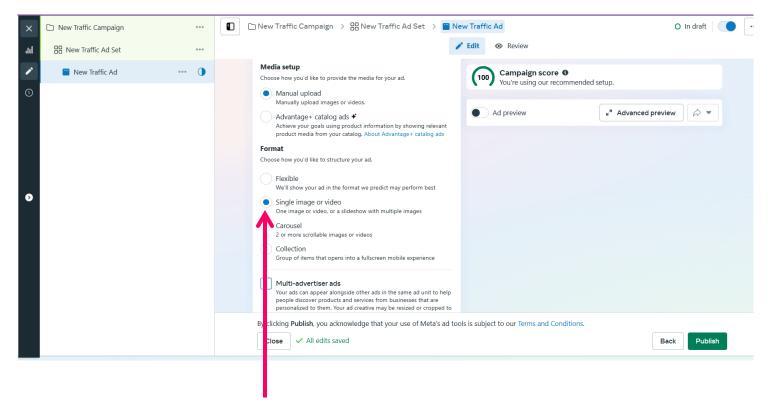
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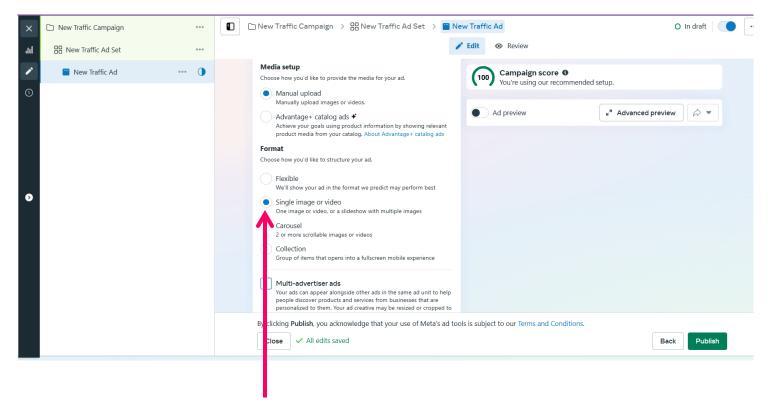
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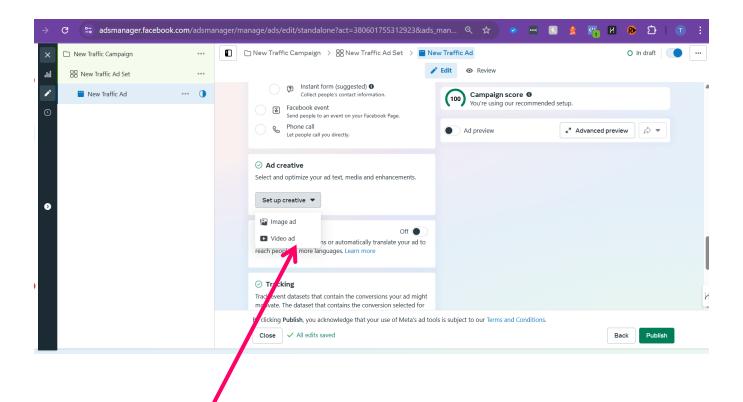
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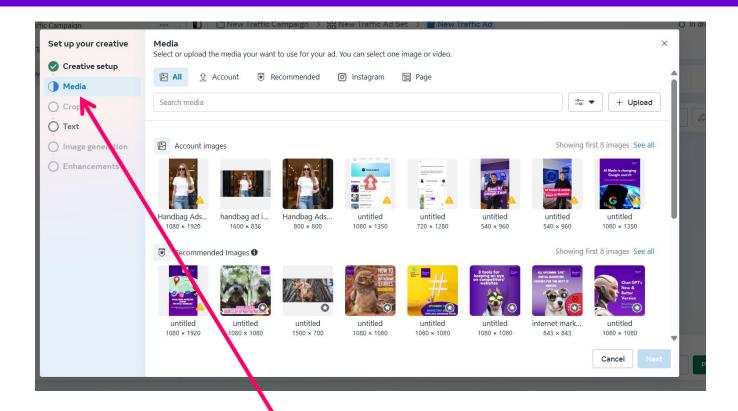
Scroll down and select Single image or video



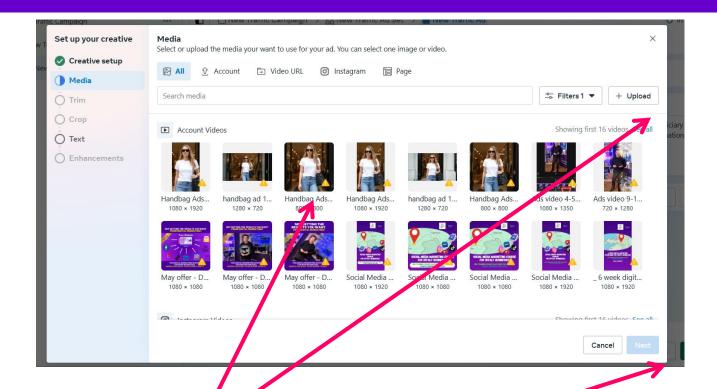
Scroll down and select Single image or video



Click on Setup creative Click image ad



On the left hand menu click on Media to select your videos

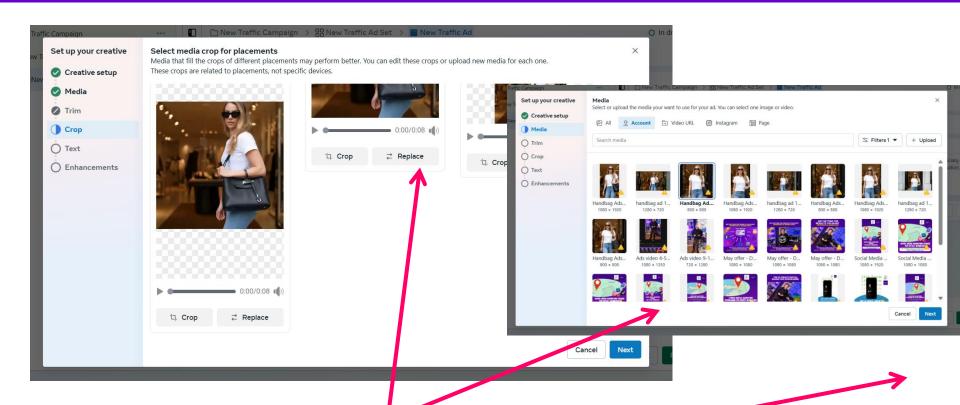


You now need to upload three videos

Click upload

Then select the square video

Then click Next -

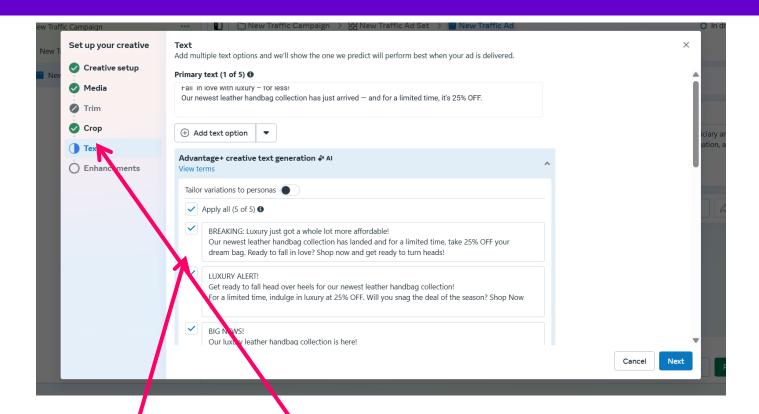


The square video fits perfectly but it does not fit the portrait or landscape placements. Click replace on the Portrait placement

Then select your portrait videe

Then click Nex

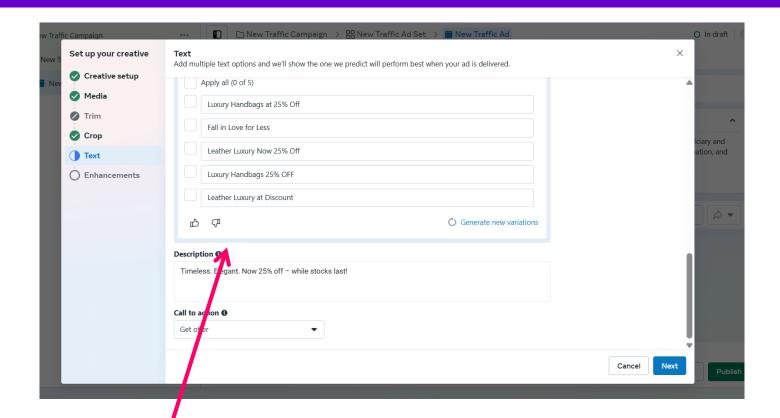
Then repeat this process for the landscape video. Then click next



You have now progressed to the Text section

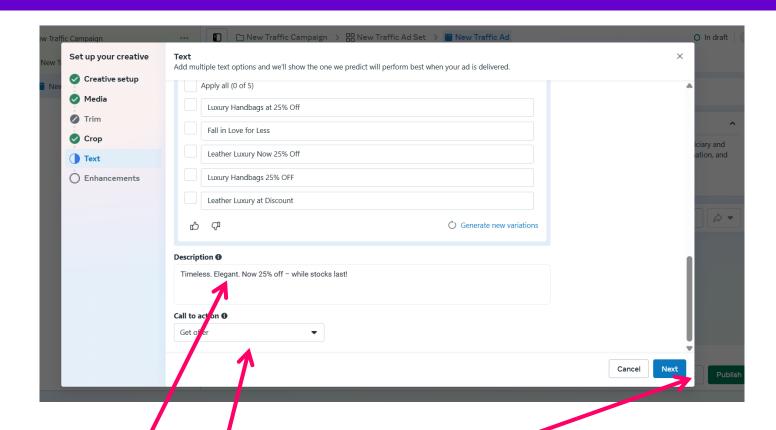
Write text under "Primary Text"

The ai will then suggest 5 alternatives. If you don't want any of these untick them. If you leave them ticked Meta till test each of these primary text options to see which get the most responses / clicks. Then scroll down



Write text under "Headline"

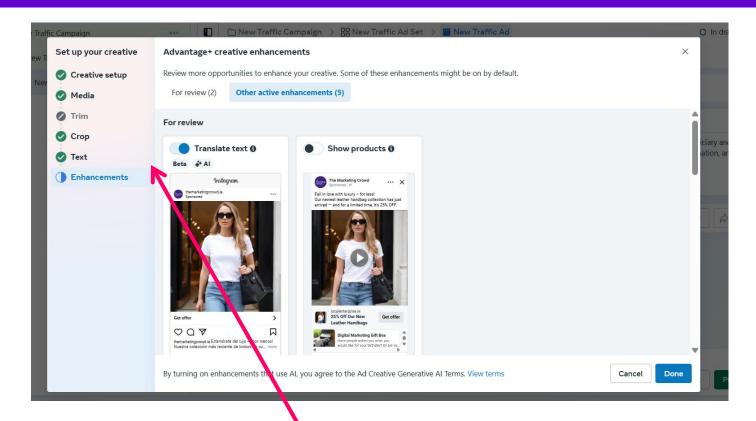
The ai will then suggest 5 alternatives. If you don't want any of these untick them. If you leave them ticked Meta till test each of these primary text options to see which get the most responses / clicks. Then scroll down



Write text under "Description"

Then choose a call to action

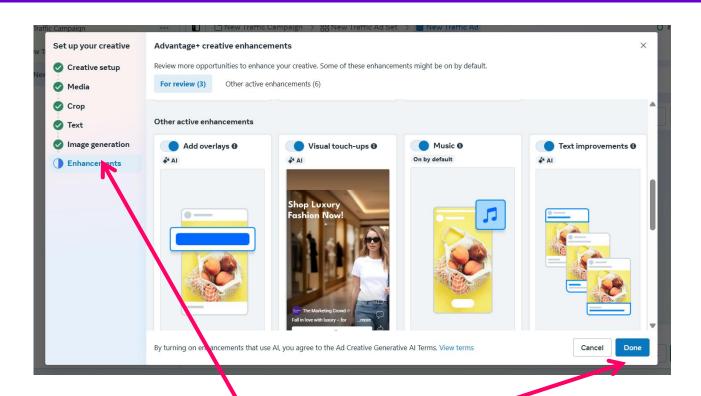
Then click Next



You are now in the "Enhancements" section

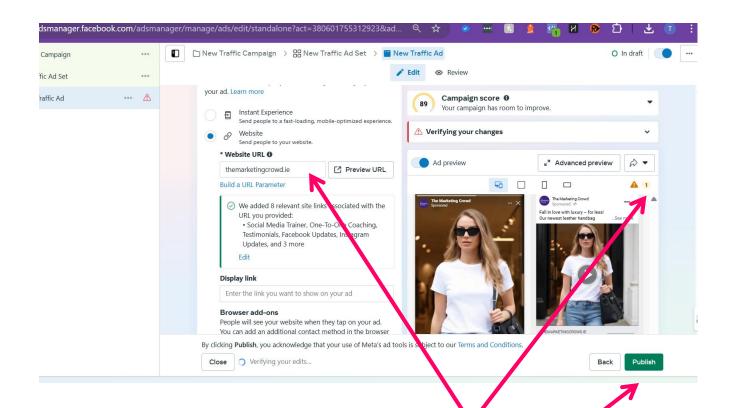
Switch on or off any of these enhancements. It is a good idea to have your ad translated

Then scroll down to see more



If you leave music switched on they will add music that you do not choose
If you leave text improvement on they will add text that you do not choose but that the Ai thinks would improve the ad

Then click Next



You can now add the link to the page that you want to drive people to

You will now see your ad on the right hand side.

To see larger previews click on advanced preview

When you are happy to run the ad click "Publish"

What We Will Cover

Quick recap on the Ads tools

However, instead of choosing a previous post as your ad, you can ,,,

1. How to create a single image ad

- •How to create the 3 correct sizes for images/videos that will work
- •How to use the latest in-built Al tool that will create different versions of your text in order to generate the best results.
- •How to use the latest in-built AI tool that will create different overlays and Calls to Action on your images or videos in order to get the best response

2. How to create a single Video ad

- •How to create the 3 correct sizes for images/videos that will work
- •How to use the latest in-built AI tool that will create different versions of your text in order to generate the best results.
- •How to use the latest in-built AI tool that will create different overlays and Calls to Action on your images or videos in order to get the best response
- 3. How to create a very eye-catching collection ad (video plus multiple images) that showcases your products or services

Why create a collection ad?

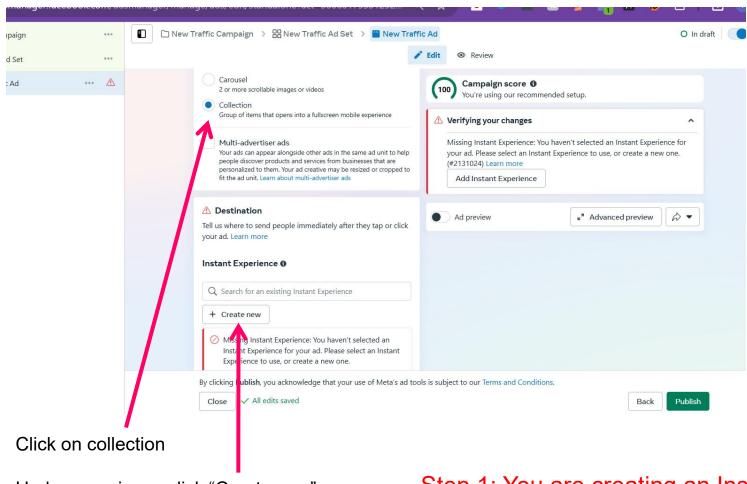




When you create a collection ad you benefit from using a very eye catching format.

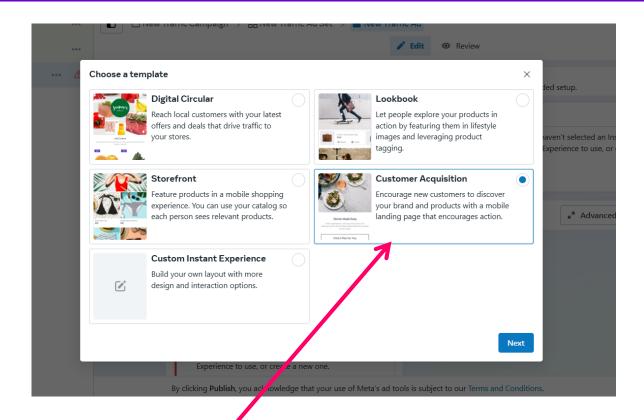
This format looks very different to posts / Reels and normal ads you immediately stand out

Also, the one ad combines a video and images so it is even more impactful

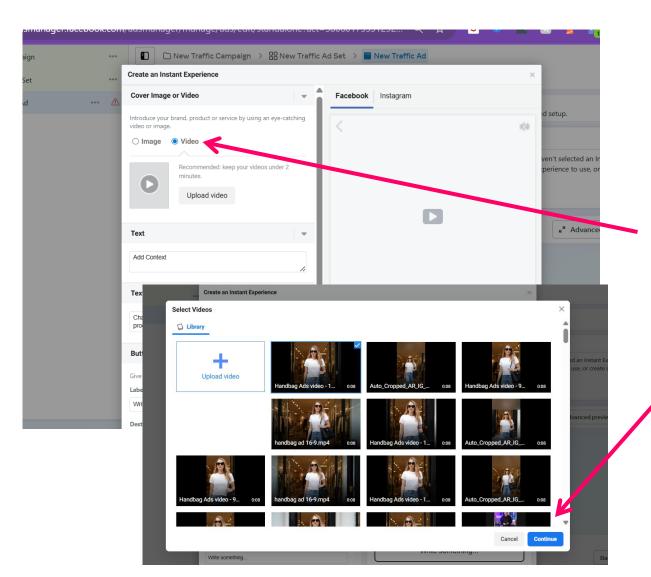


Under experience click "Create new"

Step 1: You are creating an Instant Experience



Click on customer acquisition

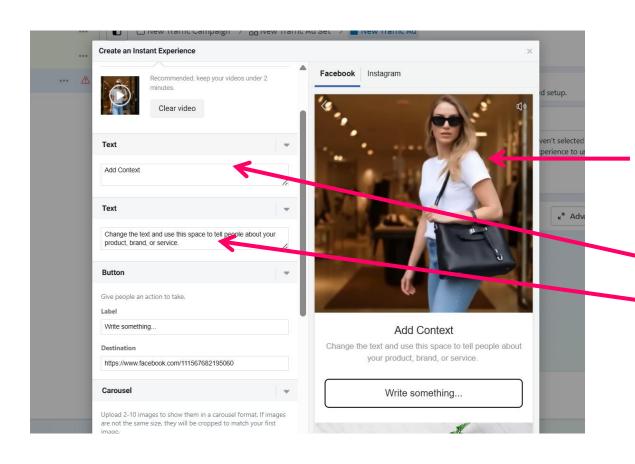


You firstly add an main image or video. I will add a video because it will be more eye catching

Click on video

Then upload your video

Select it and click continue

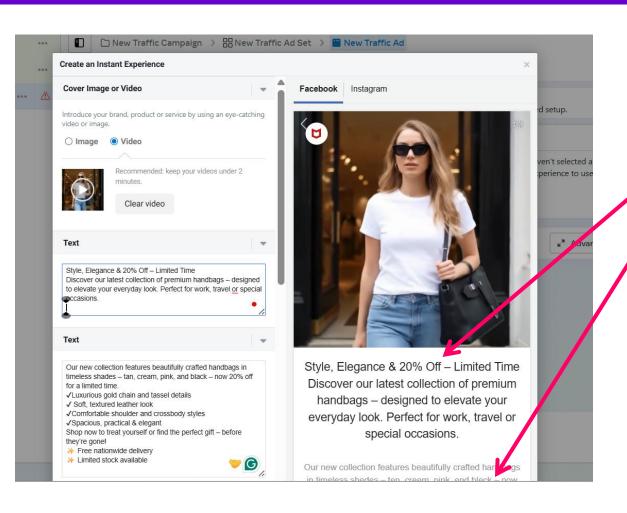


The video then appears at the top of the ad

You now need to add

Top text

Main Body Text

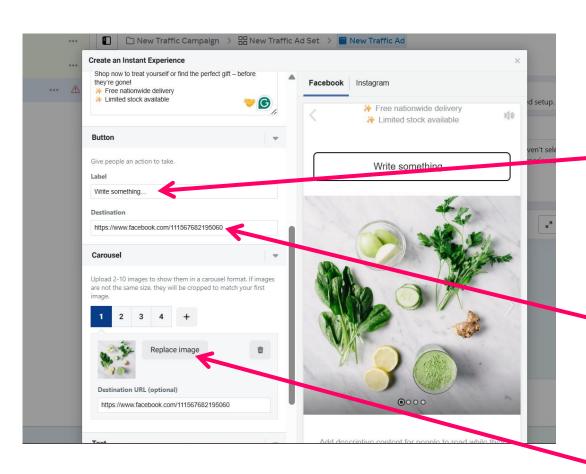


You will then see where the text appears

Top text

Main Body Text

Then scroll down further to add more content to the ad



You now need to write

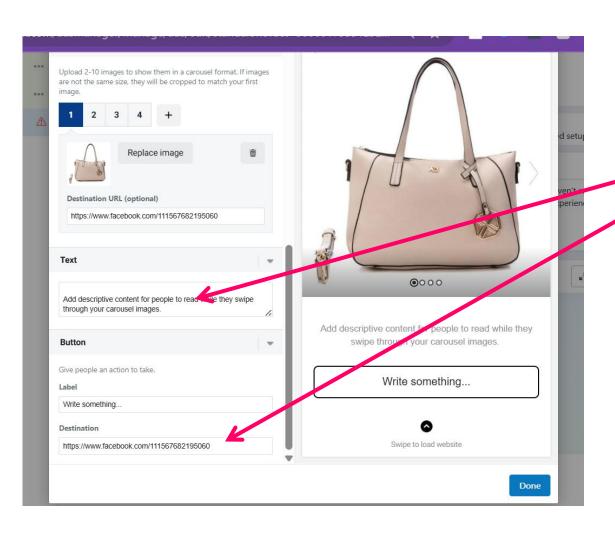
A label – this is a button that will Prompt people to visit your web page so type something like

Get Offer or Get More Info or Browse our Collection

Enter the link to the web page you want to drive people to

You can also add multiple images which will appear below the Video

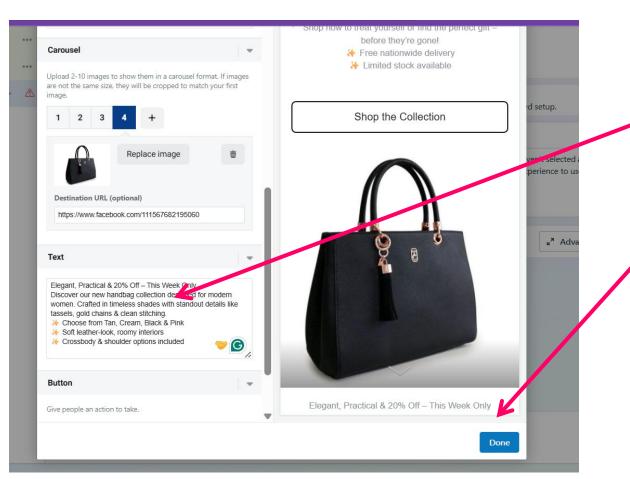
Click on replace image and add the 1st image



Once you add an image you can now add

- 1. Text
- 2. Button Label
- 3. A link to drive people to

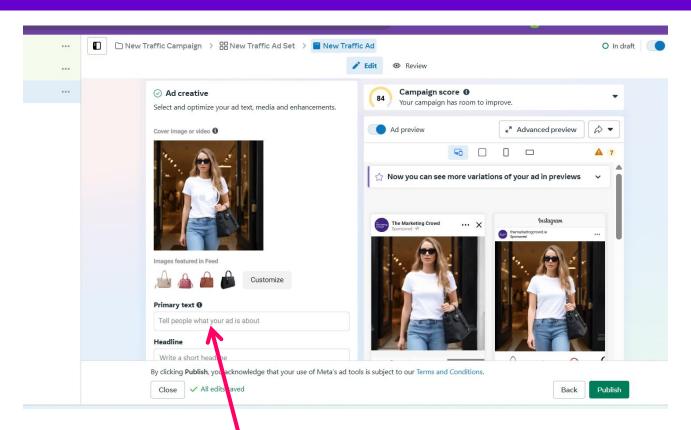
However, be aware that the text and link you add will apply to every image you add.



- 1. Text
- 2. Button Label
- 3. A link to drive people to

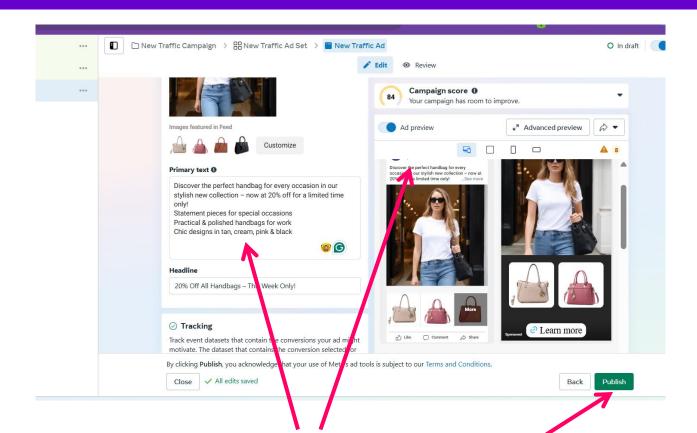
You should add 3-4 images

Then click Done



You have now created the Instant experience part of the ad

Next you have to write Primary text and a headline, Thus is the main text that people see when they see your ad Step 2: Write the main text that people see in the ad. When they engage with the ad they then see the instant experience content



When You add the text you will see it appear in the preview Versions

To see the previews of the ad in more detail click Advanced preview

Once you are happy with the ad click Publish