

MARKETING



Rules of Yearbook Marketing



Have marketing campaigns with memorable order-by deadline dates.



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Enforce a final deadline to guarantee a book – NO EXTENSIONS.



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HAVE FUN!



Memorable Sales Deadlines

Memorable deadlines are key to sales success. PLUS, deadlines give you accurate numbers for your budget planning.





Customize Your Deadlines

Sales Week Possibilities Include...



Homecoming // Order Now, Get Free Icons



Sales Week Possibilities Include...



Homecoming Game // Order Now, Get Free Icons



Halloween // Last Change for the Lowest Price of the Year



Sales Week Possibilities Include...



Homecoming Game // Order Now, Get Free Icons



Halloween // Last Chance for the Lowest Price of the Year



Pre-Thanksgiving // Payment Plan if Ordered Online through JostensYearbooks.com



Sales Week Possibilities Include...



Homecoming Game // Order Now, Get Free Icons



Halloween // Last Chance for the Lowest Price of the Year



Pre-Thanksgiving // Payment Plan if Ordered Online through Jostens Yearbooks.com



January 29 // Last Chance
To Guarantee You'll Get a Book



Do Not Run a Campaign on These Dates



Winter Break Plus the Week Before and the Week After



Do Not Run a Campaign on These Dates



Winter Break Plus the Week Before and the Week After



Thanksgiving Week



Do Not Run a Campaign on These Dates



Homecoming Game // Order and Get Free Icons



Thanksgiving // Payment Plan if Ordered Online through Jostens Yearbooks.com



Dates of National Campaigns if Using CMP To Help Sell the Book



October 3 - 7



December 5 - 9



March 6 - 10



Memorable Sales Deadlines

Rules are great, but we need to create a road map to make it all happen. Let's make marketing fun!





They Will Buy It Year After Year





They Will Buy It Year After Year



Choose a theme you all support



Make a plan:
Weave marketing
and theme together

They Will Buy It Year After Year



Choose a theme you all support



Make a plan:
Weave marketing
and theme together



Engage your audience all year long



They Will Buy It Year After Year



Choose a theme you all support



Make a plan:
Weave marketing
and theme together





Cater to your audience



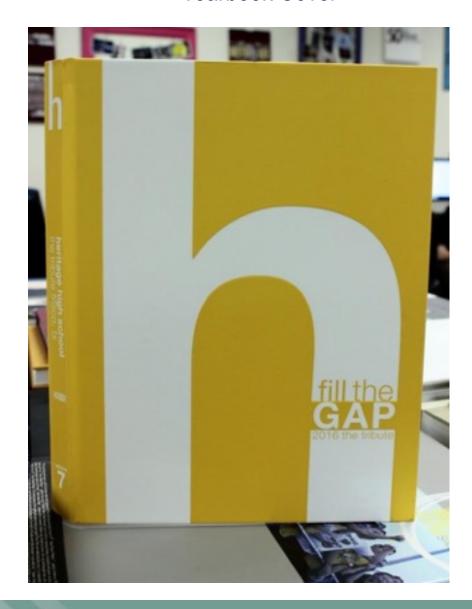
Weave Marketing and Theme Together

When marketing campaigns stem from a strong yearbook theme, creative magic happens.





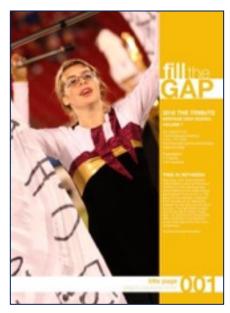
So you can get an idea of the look:







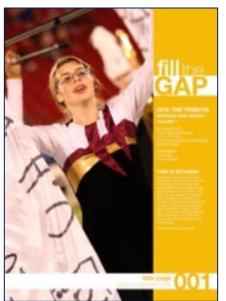
Yearbook Spreads



Opening Page



Yearbook Spreads



Opening Page



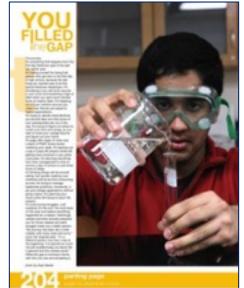
Closing Page



Yearbook Spreads



Opening Page



Closing Page

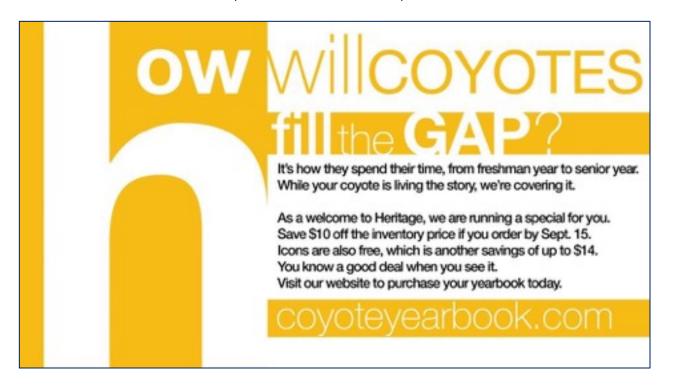


Division Spread





Postcards to Parents, Website Banner, Social Media Posts





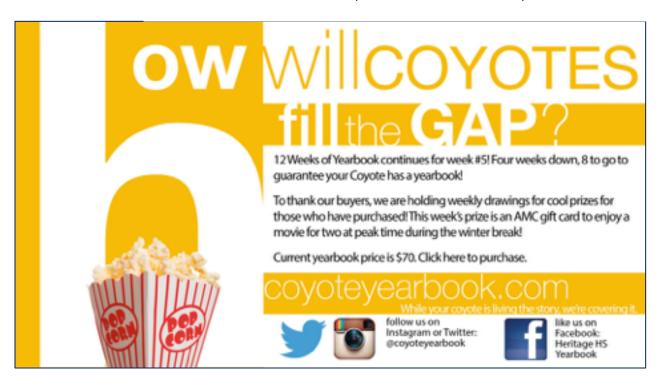
Creative Inspiration Strikes! 12 Weeks of Yearbook-

Dates	12 Weeks of Yearbook Give Aways	Cost
11/13	2 \$10.00 Chick-Fil-A Gift Cards	\$20.00
11/20	1 Target Gift Card "Buy for your family"	\$30.00
11/27	Black Friday Sale \$10.00 Off	\$0.00
12/4	1 Stonebriar Gift Card "Buy for your friends"	\$25.00
12/11	2 Movie "Peak Time" Tickets, plus a little extra for concession	\$26.00
12/18	2 Ice Skating Tickets and Skate Rental	\$26.00
12/25	Heritage Blanket	\$29.00
1/1	2 \$10.00 Chipotle Gift Cards	\$20.00
1/8	Suit Your Niche: 1 \$20 to Sephora; 1 \$20 Barnes and Noble; 1 \$20 Game Stop	\$60.00
1/15	Heritage Scarf for one winner, Heritage Ball Cap for one winner	\$34.00
1/22	Free Yearbook	\$60.00
1/29	Free Yearbook	\$60.00
		\$390.00





Postcards to Parents, Website Banner, Social Media Posts

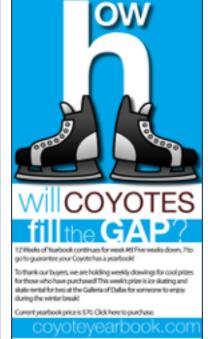






Postcards to Parents, Website Banner, Social Media Posts









Sale of Extra Yearbooks That Were Ordered







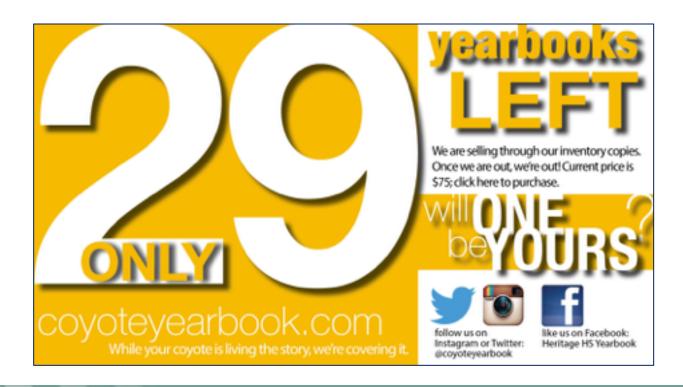
Sale of Extra Yearbooks That Were Ordered







Sale of Extra Yearbooks That Were Ordered

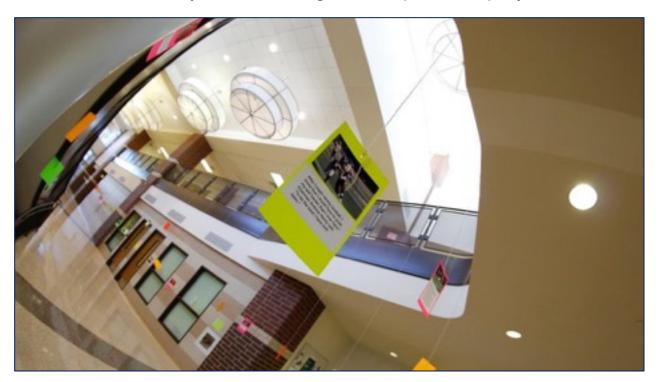




Yearbook Cover



Use a Variety of Marketing Techniques, Displays

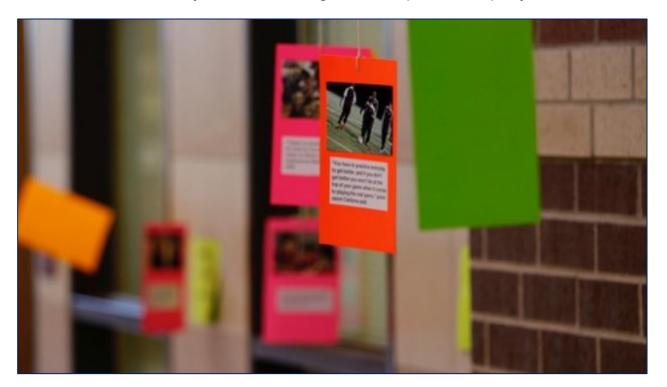




Yearbook Cover



Use a Variety of Marketing Techniques, Displays







Use a Variety of Marketing Techniques, Displays







Use a Variety of Marketing Techniques, Displays



Jostens



Use a Variety of Marketing Techniques, Displays



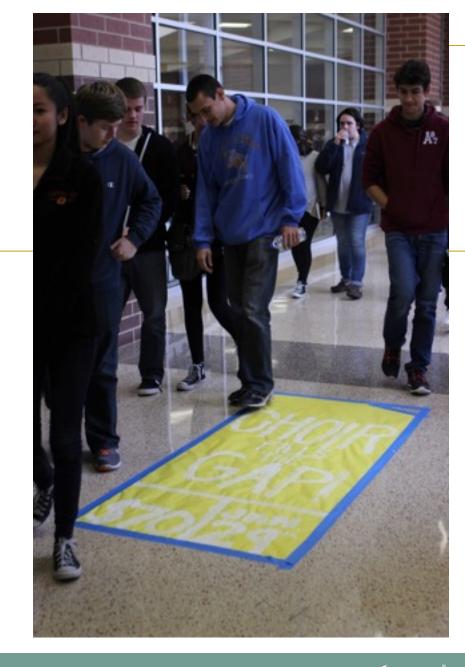




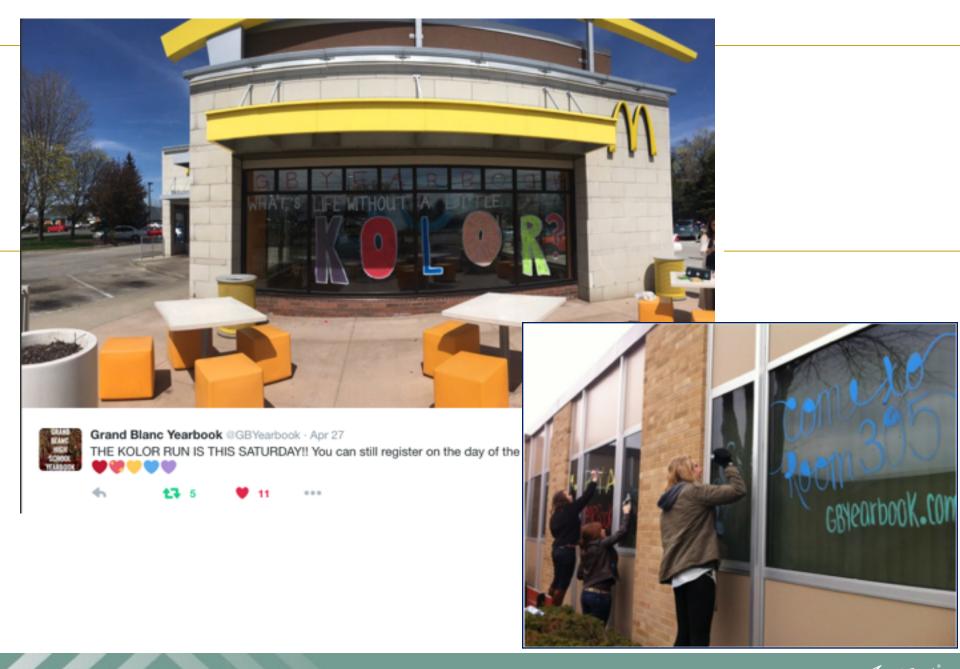
floor posters generate interest











Yearbook Mascot



Use a Variety of Marketing Techniques, Displays







Cater To Your Audience

Think about your content:

What does your audience want to see?

Does your book cover them and their interests?

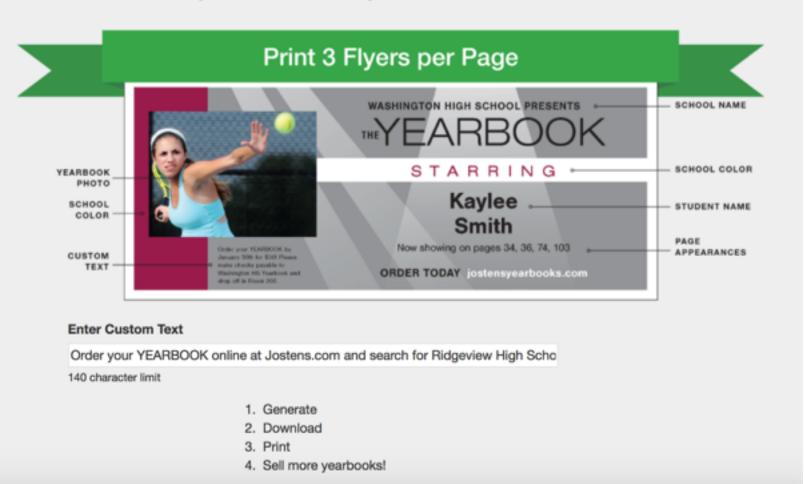
Pledge to give them the product they want —
a product that is worth the price they pay for it.





Targeting Buyers

Let non-buyers know they're in the book!







Overwhelmed?

Jostens can help – we are happy to

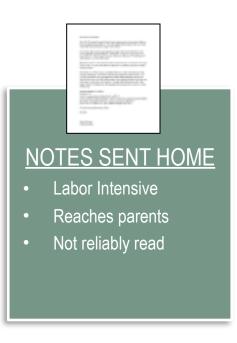
Provide posters

Mail postcards

Email parents



In almost every case, the parent pays for the yearbook.





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NOTES SENT HOME

- Labor Intensive
- Reaches parents
- Not reliably read





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POSTERS

- Connects with students
- Creates awareness in the school



POSTCARDS

- Easy
- Quite effective
- Reaches parents and students



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POSTCARDS

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EMAILS

- Easy
- Inexpensive
- Reaches parents
- Effective



Benefits of Email Marketing

IT'S PREFERRED



Parents rank email #1 as the preferred method of contact*

*Source: 2014 Jostens survey



3 of 4 parents see email as an effective way to learn about the yearbook.*



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IT'S SAFE



Jostens uses safe practices to manage campaign and your data.



Parents can opt out of promotional emails.



Benefits of Email Marketing

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Parents can opt out of promotional emails.

IT WORKS



Yearbook sales double with an email campaign.

*Source: 2014 Jostens survey of Jostens customers



Less time spent on marketing logistics = more time spent on student learning.



The Distribution Event

Good for Everyone

A strong distribution increases yearbook sales and celebrates the entire school





Yearbook Cover

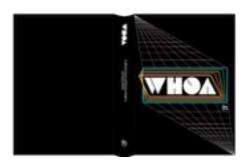


Distribution Event Marketing Wall





Yearbook Cover



Distribution Event Marketing Wall



Key Information about the Event // Date, Time, Cost, etc.



Distribution Event







Excuses, excuses, excuses



The yearbook is too expensive.



The yearbook is too expensive.

Reason

Usually, the student is speaking for the parent.

Thinks the parent will say no. Wants to use money for something else.



The yearbook is too expensive.

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Usually, the student is speaking for the parent.

Thinks the parent will say no.

Wants to use money for something else.

Solution

Email, call or meet mom and dad.

Have an open house.

Advertise at school drop-off area.



I'm never in it.



I'm never in it.

Reason

If the student is a junior and has only been in the book as a portrait, why would they want to buy it?



I'm never in it.

Reason

If the student is a junior and has only been in the book as a portrait, why would they want to buy it?

Solution

Guarantee that they will be in it three times. Use the coverage report.



My family cannot afford it.



My family cannot afford it.

Reason

Money should go for food, clothing and housing WAY before a yearbook.



My family cannot afford it.

Reason

Money should go for food, clothing and housing WAY before a yearbook.

Solution

Ask faculty to sponsor a student. See if the school can provide scholarships for the book. Set up a payment plan.



I'll buy it my senior year.



I'll buy it my senior year.

Reason

Seniors are often covered more than other classes.



I'll buy it my senior year.

Reason

Seniors are often covered more than other classes.

Solution

Provide equal coverage of all grades. Use the Coverage Report in YBA.



I don't need a book. I have social media.



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Reason

Students don't realize that social media comes and goes: AOL, MySpace, Friendster, etc.



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Solution

Explain that a book will always exist. Photos in a yearbook are candid and tell a story, unlike selfies.



I'll buy one later.



I'll buy one later.

Reason

The student or parent thinks they can buy any time without repercussion.



I'll buy one later.

Reason

The student or parent thinks they can buy any time without repercussion.

Solution

Create a sense of panic. Push sales early in the school year. Count down the days left for the lowest price.



It's not a priority in my culture.



Excuse

It's not a priority in my culture.

Reason

Important cultural events or clubs aren't covered OR parents are unaware of it.



Excuse

It's not a priority in my culture.

Reason

Important cultural events or clubs aren't covered OR parents are unaware of it.

Solution

Cover meaningful events like quinceaneras or debuts. Email and post spreads so community sees them.



I'll share with my brother/sister.



Excuse

I'll share with my brother/sister.

Reason

Not thinking through how that would really work.



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I'll share with my brother/sister.

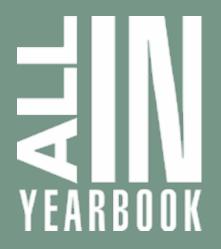
Reason

Not thinking through how that would really work.

Solution

Discussion: whose friends get to sign the book? When you move out, who gets to keep it?





SOCIAL MEDIA



Engage your Audience All Year Long

Use social media to show students in your school just how awesome the yearbook will be.





Create a Social Media Calendar

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2 FACEBOOK Post early-bird promotion.	3	4 TWITTER Cover teaser	5	6 FACEBOOK Homecoming Dance Survey	7
8	9 TWITTER Caption Contest for Pep Rally photo	10	11 FACEBOOKKi ck off "Like Us to Win" contest	12	13 TWITTER Post ReplayIt Meme from Jostens	14
15	16	17 FACEBOOK Post cross- country state finals photo album	18	19 TWITTER Questionnaire – Who is your favorite teacher this semester?	20	21
22	23	24	25	26	27	28





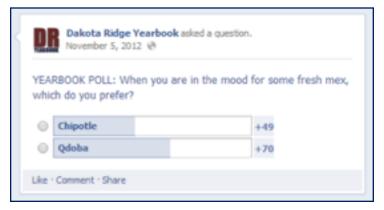
// GRAND BLANC HIGH SCHOOL [MI]

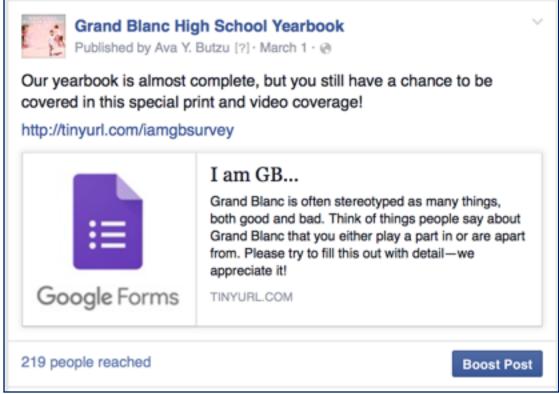
The Echo



Create a Social Media Calendar

Use Facebook or Google for Polls and Surveys...-







...Then Use the Results in your Book



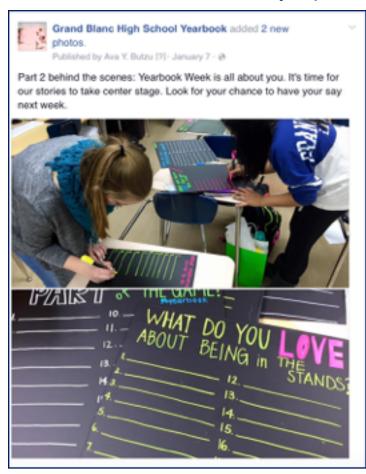


...Then Use the Results in your Book





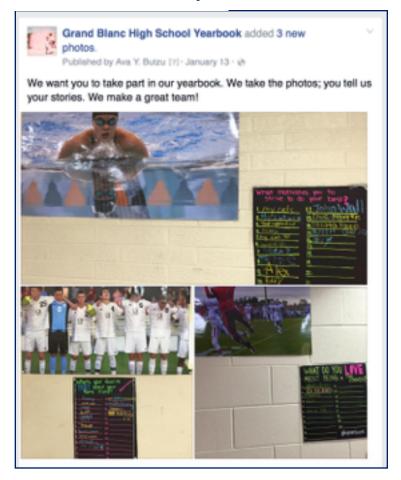
Use Hallway Space for Polls and Surveys





Use Hallway Space for Polls and Surveys











Grand Blanc Yearbook @GBYearbook · Jan 26

Check out our new chalkboard wall & write out your answer to this question: What is the best part of your life? 🦙









THEME RELATED COVERAGE



TIMELINE

GRAND BLANC HIGH SCHOOL [MI]



Use Social Media AND Hallway Space



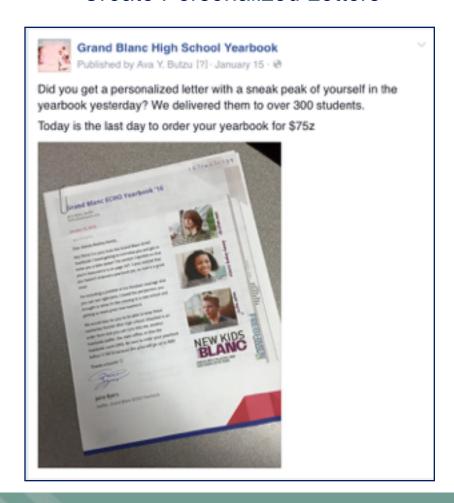


Use Social Media AND Hallway Space



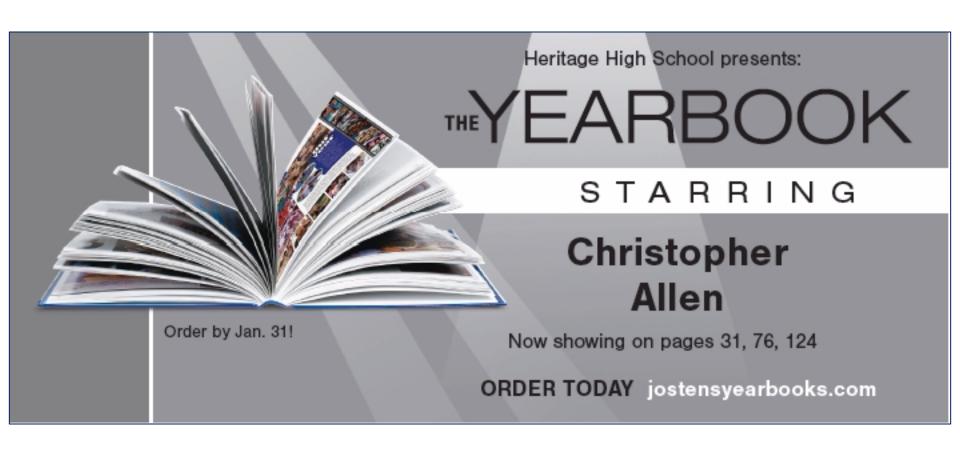


Create Personalized Letters





Tell Them They're in the Book





Show and Tell People What You're Working on



Show and Tell People What You're Working on





Grand Blanc High School Yearbook in ♥ Grand Blanc, Michigan.

Published by Ava Y. Butzu [?] · March 2 · · ·

Today, in room 305, we used our snow day to ship 54 proof pages, send in 14 new pages, and get our letters ready to welcome our new staffers.

Special thanks to the 14 dedicated young journalists who gave up their day off to get our publication finished on time.





Have Some Fun

If anyone hasn't seen yet, Kanye got his supplements.



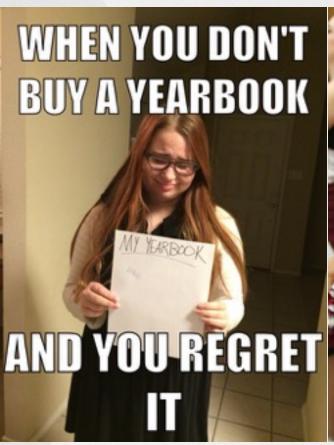


1 YEAR AGO



RT @kentkubani: You have no excuse to not buy your yearbook; Miley bought hers way back before she cut her hair. @gbyearbook http://twitter.com/

Scheduled memes to release on social media



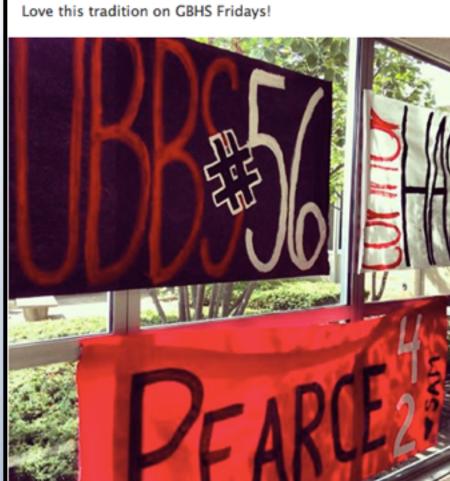




Let your coverage reflect and teach your school culture

Seen this week in Mr. Barker's room: high school artists earning college credit after school.







Grand Blanc High School Yearbook

Posted by Ava Y. Butzu [?] · December 26, 2014 · @

They call him a "legend." We call him Grant Fisher. And we could not be prouder of this standup GB Senior.

http://mercury-chronicle.com/.../24/how-grant-fisher-did-it/



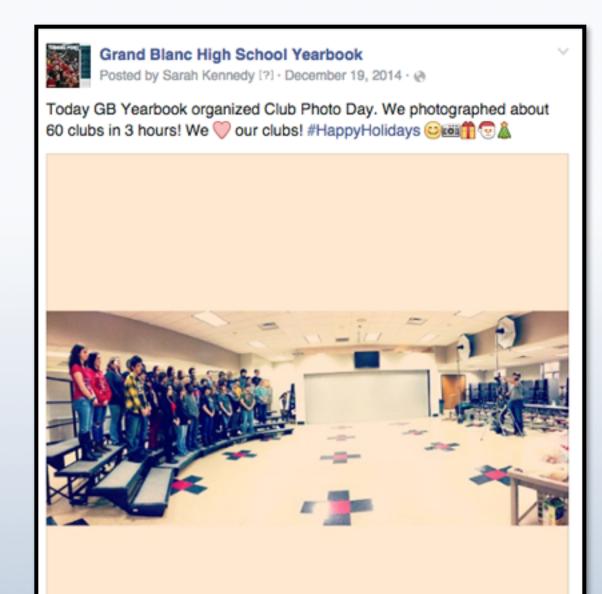
How Grant Fisher Did It

by Jeff Hollobaugh He made it look so easy. That's what has confounded the media about Grant Fisher. Sometimes the running media takes on the echo chamber qualities that we see in the political med...

MERCURY-CHRONICLE.COM

836 people reached

Boost Post



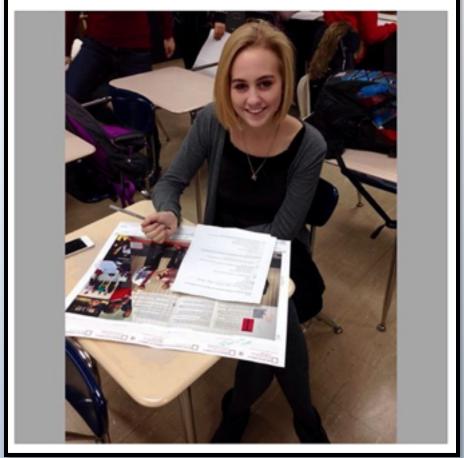
Staffer of the day



Grand Blanc High School Yearbook

Posted by Emily Emrick [?] · November 19, 2014 · Edited · @

The staffer of the day today was Emily C. Her favorite thing about yearbook is that she gets to meet new people that she wouldn't have the opportunity to know if she wasn't in yrbk! She was a staffer for the 2012-2013 Echo but she took a year off to take advanced placement classes. "Last year on the day that the books came in, I missed it when everybody got to open the book and see what they did. Literally that day I asked Butzu if I could come back." We are glad that she is! Emily is an excellent writer. Today, she worked on correcting her proof pages about the MAC scholars. Make sure to check out her amazing DPS when the book comes out in the spring!



Editor Naming Day



Grand Blanc High School Yearbook

Posted by Ava Y. Butzu (?) - January 12 · ᢙ

Today, we named our editorial board for next year's Echo staff. You can always tell who the design editors are because they tend to present their congratulatory letters with total flair.

We are very excited to see the leadership another powerhouse Echo crew. Let the internships begin!





Increase Coverage outside of the Book





PUTTING

different parts of the world discuss the difficulties of transitioning and how they have found the best in their circumstances.

here's all the noises.' Diewati said. 'You'll hear explosions and shots and stuff like that."

Even from the safety of his Grand Blanc home. Diewati still heard explosions of the Strian. Revolution echo in his head.

Over the years, tensions between the Syrian people and their president, Bashar Al-Assad, brewed until a revolution ensued. The conditions worsened over the years, which caused many to leave the country.

Born in America. Diewsti later moved to Damascus when he was three years old He lived there with his family for 10 years.

The Revolution] started in this one part of Syria where little kids started writing insults on the wall against the president. just for fun, and then they arrested the little kids and tortured them," Directi said 'Teople started protesting, and that's basically how the whole thing started, and it just kept going on."

Over time, the demonstrations against Al-Assad grew from graffiti and playpround bombings to peaceful and violent. protests between the Free Syrian Army and the Islamic Front. among other groups, against the Syrian government.

Taking part in protests and viewing demonstrations. Diswatiand his family were actively involved, along with many other Syrians, in taking a stand against Al-Assad Diewati remembered his first protest.

Diswot

holds both. "It was pretty cool You have to check at first. the officing because my sister knew a lot of people and she Syrion flog made sure it was safe before we went." Diewati (right) and said. She would know if there were cops nearby."

the Syrian Diewsti's sister was beauty influenced by Sevolution the protests and demonstrations. In fact, she ROO (RM) participated in them often.

'My sister got arrested for demonstrating twice,' Diswati said. The first time, it was my sister and then it was my sister and my dad."

Once Diewati learned about his father and sister's aments, he was terrified because he knew how had the situation was in jul-

The prisons weren't an escape from the everyday tolling between the government and its people. Segregated and dirty. the prisons were not suitable for anyone, as people were shoved into one room without anywhere to sit.

There is also torturing in the prisons," Diewati said "(But torturing) was not for everyone. It was for people that knew information. I know there's beating people up and electrocuting. I remember my sister saying she could hear somebody screaming My dad and sister weren't Dortured! though But my dad was hit on the back and head on the way there and he had bruises all over?

Diewati left Syria mid 2012.

We would've staped there for sure. They this parental weren't planning on coming here at all before everything happened." Diewati said 'Especially after my dad and my sister got arrested, it was like. Yeah, we're leaving."

Their experiences influenced the family's life as a whole. including Diewati's sister.

Her struggle switched what she wanted to do.' Diewati said. "Over there, at first, she was going into medicine, but right now she's a journalist and doing research and writing articles about Syria. She's working in Turkey and it has to do with Syrian. issues. She writes articles and stuff like that.

Diewati was thankful that his family left Byria when they did

'I think it made me appreciate everything more.' Diewati I try not to complain when bad things happen because it could be way worse.

Gratitude for our students



Grand Blanc High School Yearbook

Posted by Ava Y. Butzu [?] · February 27 at 7:47pm · @

This week, Dom, Zapporah, and their spread partners presented the students who graciously agreed to be interviewed for in-depth stories with a thank you: full-size flags from their birth countries and snapshots of their stories and photos. We are grateful our students and their willingness to share their real stories.



Grand Blanc High School Yearb...

\times

Snowcoming 2014 Photobooth Pilot

By Grand Blanc High School Yearbook

GB Yearbook's first ever photo booth! All photos are original and unedited and free for those who are in them to use. — at **Grand Blanc High School**.

190 PHOTOS · MARCH 16 AT 2:32 PM @



6 Likes



Grand Blanc High School Yearb...





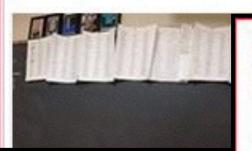
Promote Yearbook Best Practice



Grand Blanc High School Yearbook

January 31 (A

Our goal: to feature the moments of the year and the people who make those moments. Here's our list of students to cover on our final 2 deadlines. See you soon!





Grand Blanc High School Yearbook

October 25, 2013 (8)

Today, we got the opportunity to honor those students who had done the best work on our first deadline. Great job the entire staff on our first spreads!





"-Poverte 31:25



We are so excited to announce the addition of SENIOR QUOTES to the 2014-2015 Grand Blanc Yearbook! Stay tuned for more details. Start brainstorming!



▶ Promote what yearbook is doing differently this year to make a product worth investing in

×

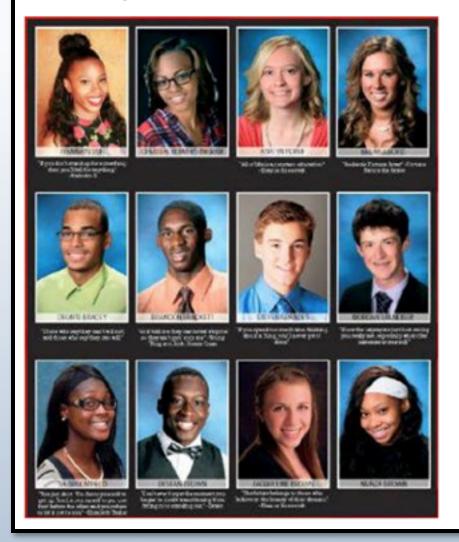
What new coverage will you feature this year?

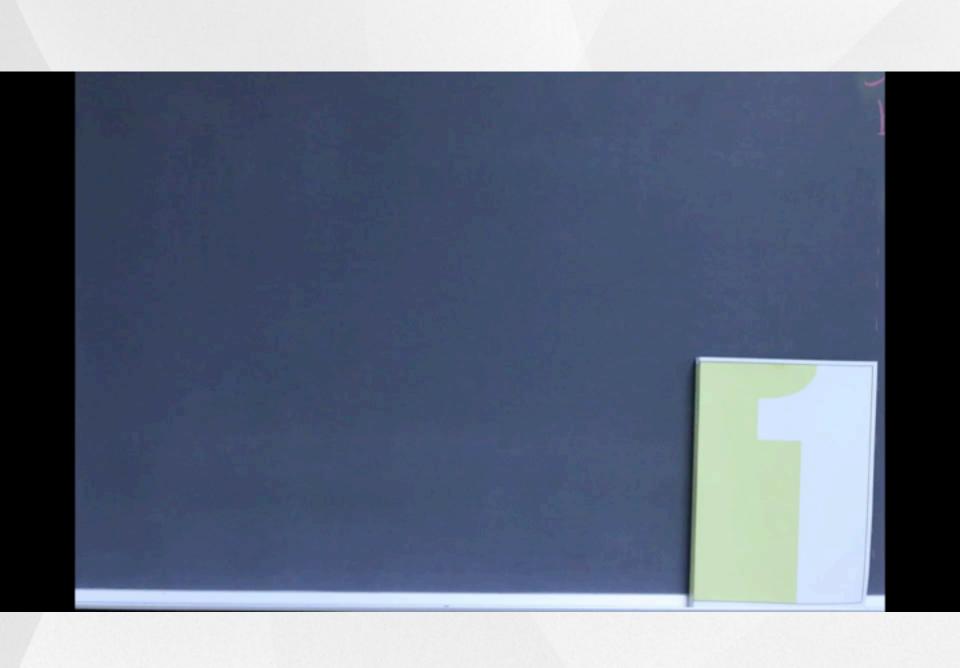


Grand Blanc High School Yearbook

Posted by Ava Y. Butzu [?] · February 19 at 2:19pm · ℯ

We just wanted to remind everyone that the senior quotes in the book are REALLY a cool addition. Can't wait for you to see them! Buy your book online at GByearbook.com







Grand Blanc High School Yearbook

Posted by Ava Y. Butzu [?] · January 24 · @

We have been planning a special section of our book that covers REAL life issues, as REVEALED through our amazing students who are sharing their stories. This is a behind-the-scenes shot of our first after school photo shoot for photo illustrations.



What goals have you set for your staff that will benefit the students this year?



Grand Blanc High School Yearbook

Posted by Ava Y. Butzu [?] · September 26, 2014 · @

A sneak peek at one of our photos of the homecoming dance - we are pushing ourselves to shoot in manual mode and bring you real-time moments this year.







- ▶ Show students your best skills
 - skills that your staff is proud of
 - skills that benefit yearbook content



Grand Blanc Yearbook @GBYearbook - Jan 15

Last day of Yearbook Week! Retweet for the Starbucks card& Fav for the McDonalds!





Grand Blanc Yearbook @GBYearbook · Jan 19

The Starbucks card goes to: @Kaylahhh_Dee 🥗



The McDonald's card goes to: @blakemwit 🥮 🤐

Come to the yearbook or choir room after school!









Grand Blanc Yearbook @GBYearbook · Jan 13

You can still buy a yrbk for \$75 until Monday! Turn in your order form this week and you'll get a cool bracelet!

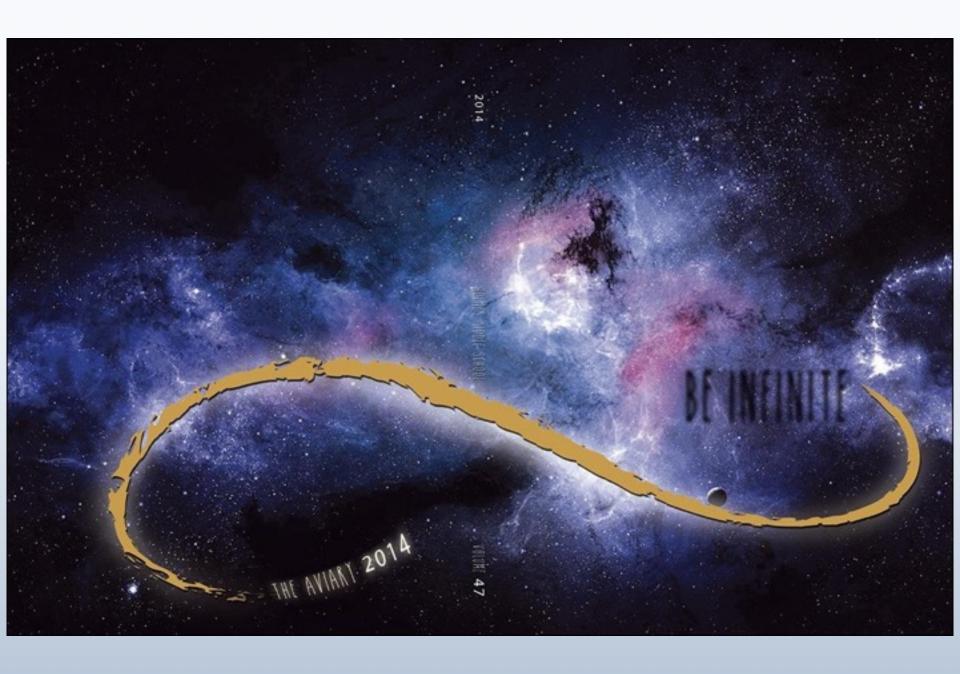


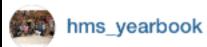


// HOLMES MIDDLE SCHOOL [NV]

The Aviary







48w



- 25 likes
- hms_yearbook why limit yourself? hms_yearbook #ybnerdswegz









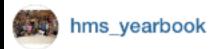
hms_yearbook

45w



- 38 likes
- hms_yearbook Sights are endless in the upper peninsula.

rkebs That shot is magnificent @hms_yearbook @marysilvioxo



0 44w



- 23 likes
- hms_yearbook looks like @paigesmallley cannot and will not limit herself to MI. visit niagra falls like her. and yearbook staff make sure to post pics of you in your shirts before



hms_yearbook

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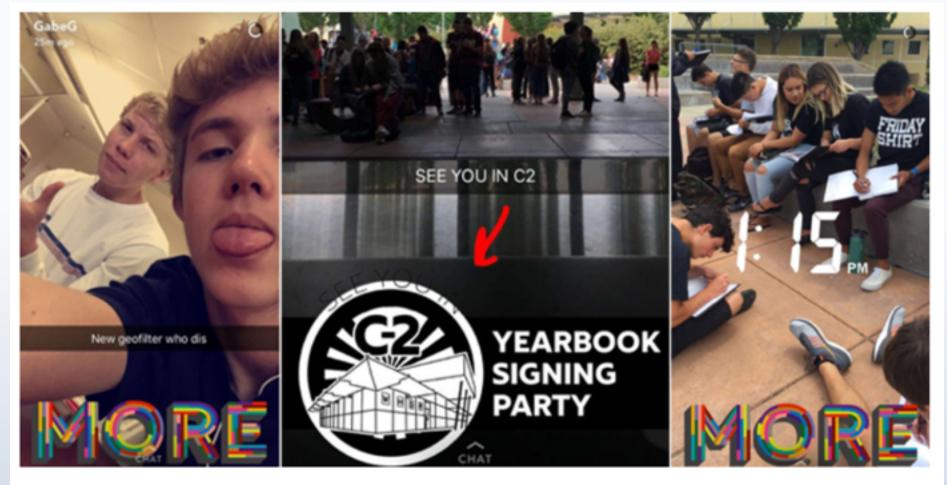
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- hms_yearbook #WhereIsTheAviary you ask? At the Falcons vs. Eagles game, of course! Also covered this week: 7th grade activity night, the band at SHS, and pitch burst!



// WHITNEY HIGH SCHOOL [CA]

Details





Experimenting with Snapchat's on-demand geofilters is a great way for media students to boost exposure and build their entrepreneurial skills. The staff at Whitney High Student Media ran a few custom filters this spring and found it to be a low-risk investment for positive engagement.

Snapchat Geofilters



Whitney Update @whitneyupdate · Feb 24

We wrote our #sixwordstory for #SJW2016, come share yours today in the amphitheater at lunch.

