



Evolution of Social Media

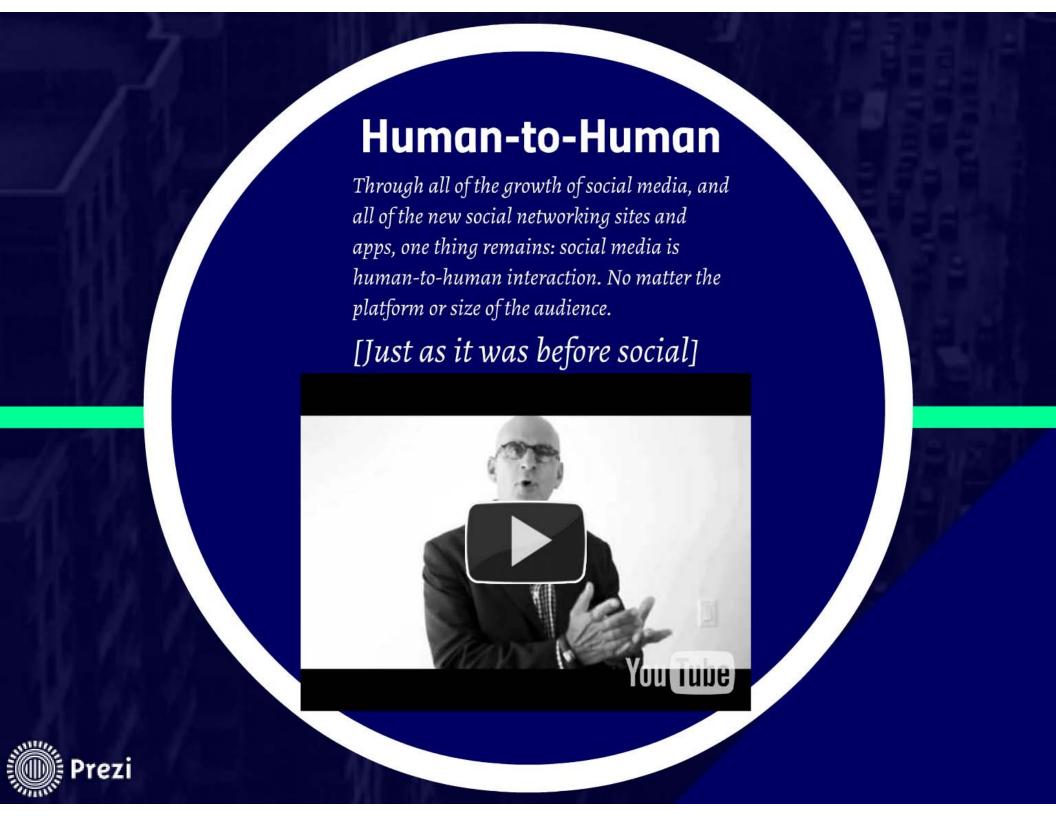
Nearly two-thirds of American adults (65%) use social networking sites, up from 7% when Pew Research Center began systematically tracking social media usage in 2005.*

Facebook remains the most popular social media site – 72% of online adults are Facebook users, amounting to 62% of all American adults.

Age differences: Seniors make strides – Young adults (ages 18 to 29) are the most likely to use social media – fully 90% do. Still, usage among those 65 and older has more than tripled since 2010 when 11% used social media. Today, 35% of all those 65 and older report using social media, compared with just 2% in 2005.

*Pew Research Center





Social Media is the "Social Layer of the Web"

Social Media conects people to people, and people to brands (and brands to brands)

[Users want to connect with brands!]





Social Media isn't Replacing other media

It's adding a 'social layer'

While people are watching TV...
Super Bowl XLVII "lights out"

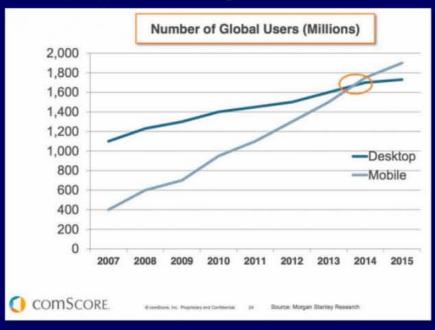


While people are listening to music...
While people are riding public transit
[especially on mobile]



Mobile is king

Mobile devices have taken over desktop as the most popular way to browse the web.







Elements of Effective Social Management

- 1. Publishing
- 2. Monitoring
- 3. Response (Engaging with fans)



Brands can either let conversations happen... OR Be a Part of It!

Remember:

- People want to connect with brands
- The audience is there (any age)
- Facebook is (still) number 1
- Mobile is key
- Cover all the steps: Publishing, Monitoring & Engaging with fans



