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COMMERCIAL LENDER/VP OFFERTER DAY BANCOFF

### FRIANCE

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New Opportunity HEC

### Hewn | Sports

The End of the World (Maybe)

Martin Rees, the British astronomer royal, believes our civilization. will be lucky to purvive the certury.

#### More Headines

### Chep the Chepper

The U.S. Arms's Assective affacts helicopter had a very bad war, it If time to suck the expensive mechanical beaut?

### Would-be Investor Runs Afoul of Patriot Act

Shortly after he graduated tros college, French Clements tried to open an online brokerage account, that he was blocked by the U.S. Pupper Act.

### Traveling in Style Oets More Affordable

Florida has its St. Peterstxurg. Arigona has Scottolaie. And now, California Into Lincoln Linecon?

### 7-day Forecast





















# Why?



# The zapping effect (!)

Defensive algorithmics that we use

(advertisement is an annoyance between us and our goal!)

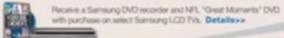




# Like colorful effects









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## **Entertainment**







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IN MEMOREAM

### Remembering Wendy Wasserstein

friends of the Pulitzer Prizewiresing playwright, who died Jan. 38 at age SS, recall her wit, humor, and consiction

ome

### DODWATCH (Wy My Hay)



Have you been bad? Check out Grange Moi as pinup Bettie frage

nah an Oscar nosa?



- Who the beck are these Arctic Monkeys?

### Latest Headlines mesters

- Playwright Wendy Wasserstein dies in NY at 55
- Tom Cruise front curner for worst arting award
- Girl group Lez Zeppelin rocks, with

### HOT TV



"Grey's Anatomy": The doctors go if alone > More TV Vistch



# Susan Boyle → Giusy Ferreri...

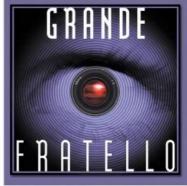


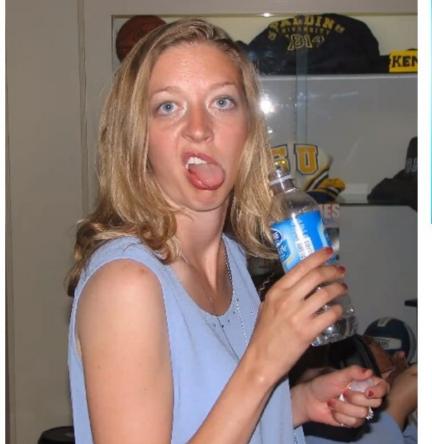


## Just...

... going completely the opposite way (!!!!)













# Another related strategy...

- ... is to try not to activate the user zapping, or at least limit it, by confounding the user (!)
- So for instance, mixing content and advertisement

# Negative example (the "border effect")

mistakenly revealed the woman who reported elderly friend's poor driving

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oo n the /n aigslist :o : 24-









# Positive example: blending



It's the Volkswagen that does what other Volkswagens don't!



Home | News | Sports | Business | Technology | Entertainment | Lifestyle | Health



Home | News | Sports | Business | Technology | Entertalyment | Lifestyle | Hard



It's the Volkswagen that does what other Volkswagens don't!



Home | News | Sports | Business | Technology | Entertainment | Lifestyle | Health

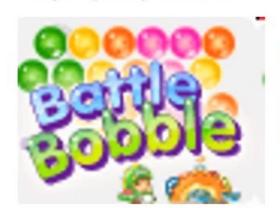
## Note...

An integration to what said before...

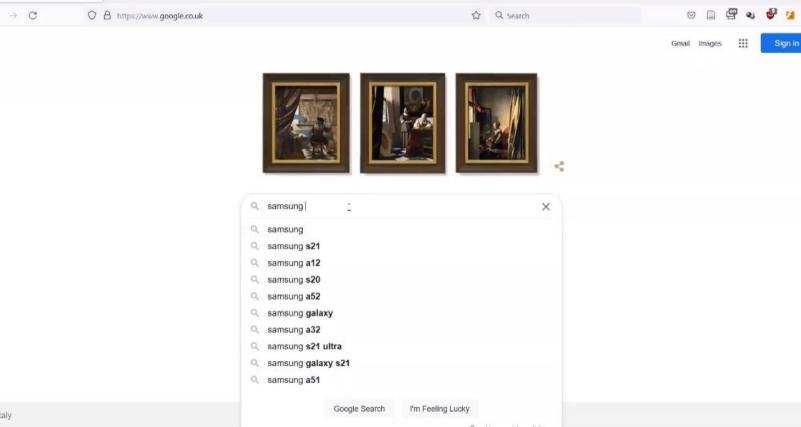


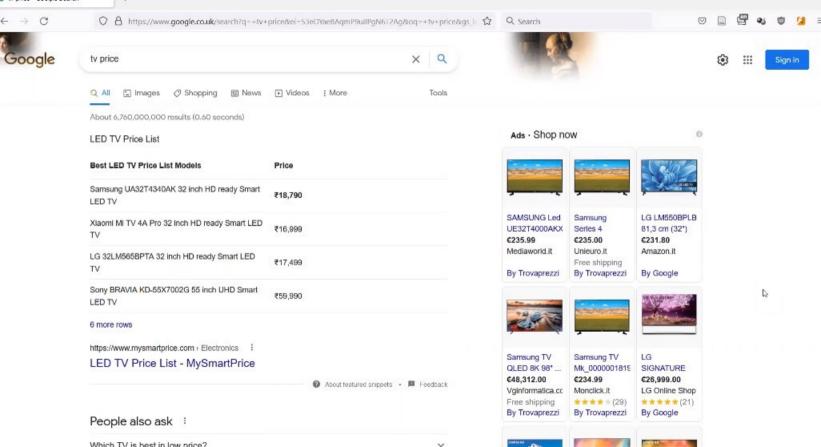
# Web games...

(easy ones!): they tend to capture user attention, and so they are super effective for advertisement, if properly used!!









## So...

Text is a fundamental instrument for blending...(!)











## Note...

- As said, people in general don't like advertisement
- But, besides how it is presented, there is also content in advertisement

## Even in classic media...

If you were reading a fashion magazine, what would be your impression with a WC cleaning product ad...?!





# In practice...

- ◆Timers can diminish up to...
- **\*-40%**
- And moreover, the return rate can diminish up to...
- **\*-80% (!)**



# So, big problem?



- Yes but also a big opportunity (!)
- Why do people get more angry? Because the informative content of the ad is not consistent with their goal

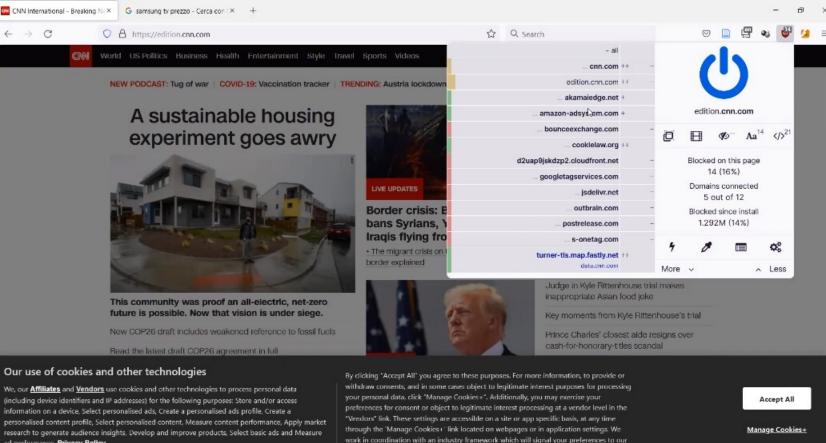
## Behavioral!

- This is the so-called behaviorial advertising, that is ads that try to offer content relevant/helpful to the user
- This filed had a massive boom, and made the Web (and similar tech like smartphones) a major profitable space
- Much better than classic «passive» media
- like tv, newspaper, radio and so on, where we cannot track users!

## Behavioral vs normal?

- What is the difference? Is it so worth?
- Answer: behavioral advertisement is more effective of at least...
- **♦**x10
- and can often arrive even to x100 and beyond!





participating Vendors

ad performance. Privacy Policy

## Site size matters?

- Yes, there are two critical thresholds (number of pages):
- ◆100 and 1000
- Beyond 100 pages, it is necessary to offer some search tool
- Beyond 1000, it is essential to offer a good search tool



# How much is it important?

- ◆If search is available, users tend to use it around 99-100% (!)
- If there is no search, and the site is above the first threshold (100 pages)
- ♦ → Unsatisfaction (-20% return rate, variable impact on timer up to -70%)



# The problem...

Having so much information, we got used to search engines as a way for ultra-quick navigation

## Moreover...

- ... remember the deep linking problem: the entry point of a site can be practically everywhere
- So the user could go to the home page to restart and look for content, or could just quickly use search...

# The choice...

When a user arrives with deep linking, on average 60% uses the search functionality (if available), and 40% normal navigation



## The solutions for search?

 Google (or other engine) search localized on the site, using the site command



## Problems?



- Large-scale search doesn't work so well on local-scale!
- Moreover, if the user already arrived on the site using a search engine, and didn't find just what he needed, it means the search engine itself was not very precise with the site information

# Another problem...

The way search engine interact with large amount of information on a site: truncating it!!



# How do we offer seach?



FamilyFun.com's

**Enter Now!** 

