



2013 TRENDS IN ASSOCIATION WEBSITES

Created by Tendenci Open Source CMS Learn More! Visit <u>tendenci.com/associations</u>



WHO ARE WE?

- We built Tendenci Open Source CMS to serve the needs of Association websites.
- We work with Associations large and small to help them make the most of their online presence.
- We are web geeks who love to stay on top of the latest web marketing trends!

A FEW OF OUR CLIENTS





- LET'S TALK...
- 1. Mobile Trends
- 2. Content Trends
- 3. Membership Trends
- 4. Social Media Trends
- 5. Web Analytics Trends

Photo Credit: flickr.com/photos/duncanh1/9047426263/



1. MOBILE TRENDS









2013 Mobile Stats



13% of web traffic is mobile

50% of local searches are mobile



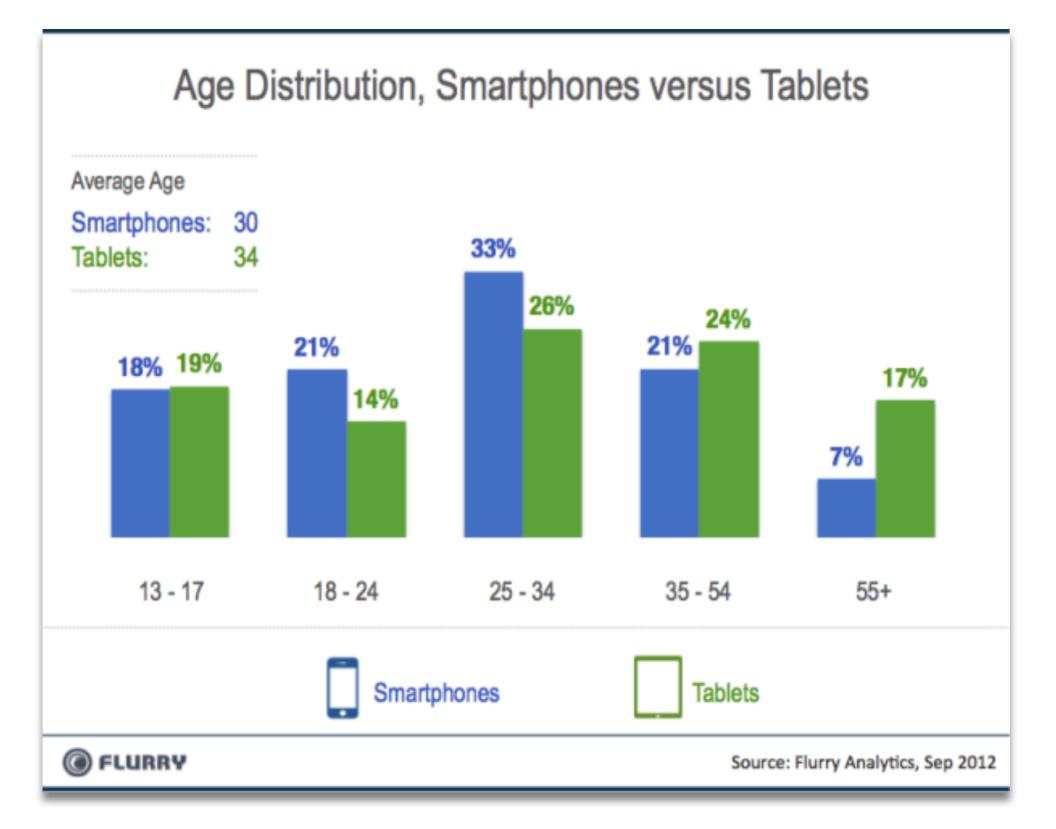
57% of users say they won't recommend a business with a poor performing mobile site



Google rewards mobile-optimized content in search results

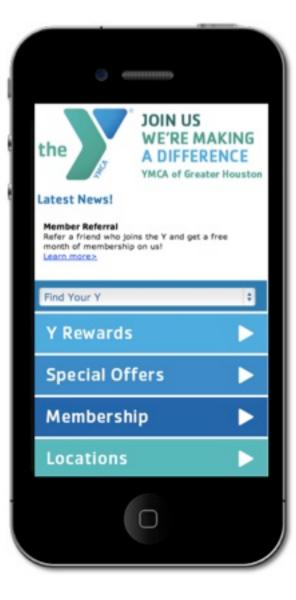
Sources: Forbes, Microsoft, Google, SearchEngineLand

Tablet Stats



MOBILE OPTIONS

Separate Site/Pages vs. Responsive Design



m.ymcahouston.org cmhouston.org







Separate Site/Pages vs. Responsive Design

Pros:

- Easier to add to existing website
- Cost
- Full content customization

Cons:

- Scalability
- Content lives in multiple places
- Device based

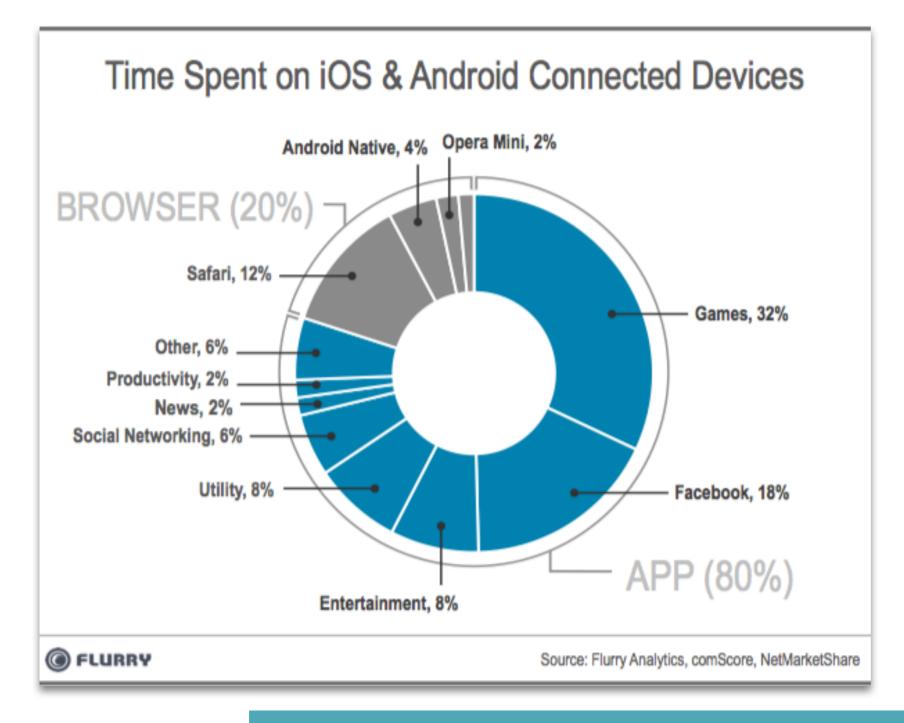
Pros:

- Scalable
- SEO Friendly (Google Recommends)
- Content Lives in One Place
- Best Practice

Cons:

- Development Time Cost
- All Content Must be Flexible

WHAT ABOUT MOBILE APPS?



- Consider the Use Case
- Remember:
 Apps are
 Device-Specific

Source: Flurry.com

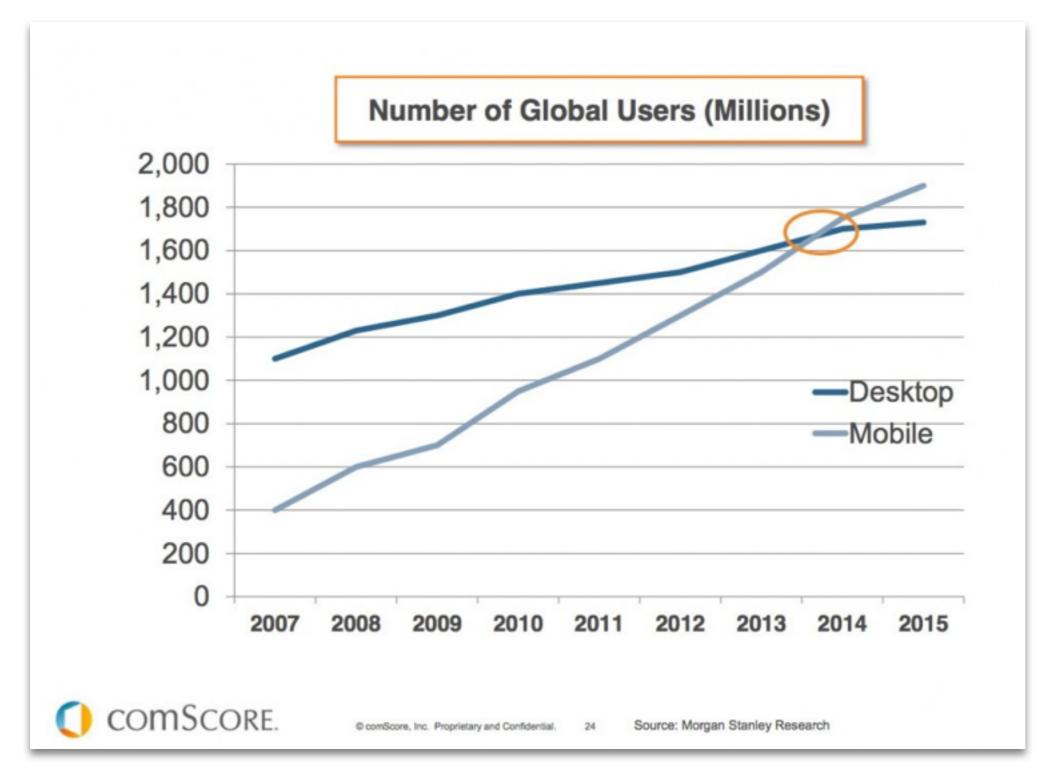
What's New in 2013?

Mobile Users Want the Same Experience.

In this example Google Analytics Content Report, you'll see that the top content users view on a Windows desktop is the same content users view on an iOS mobile device.

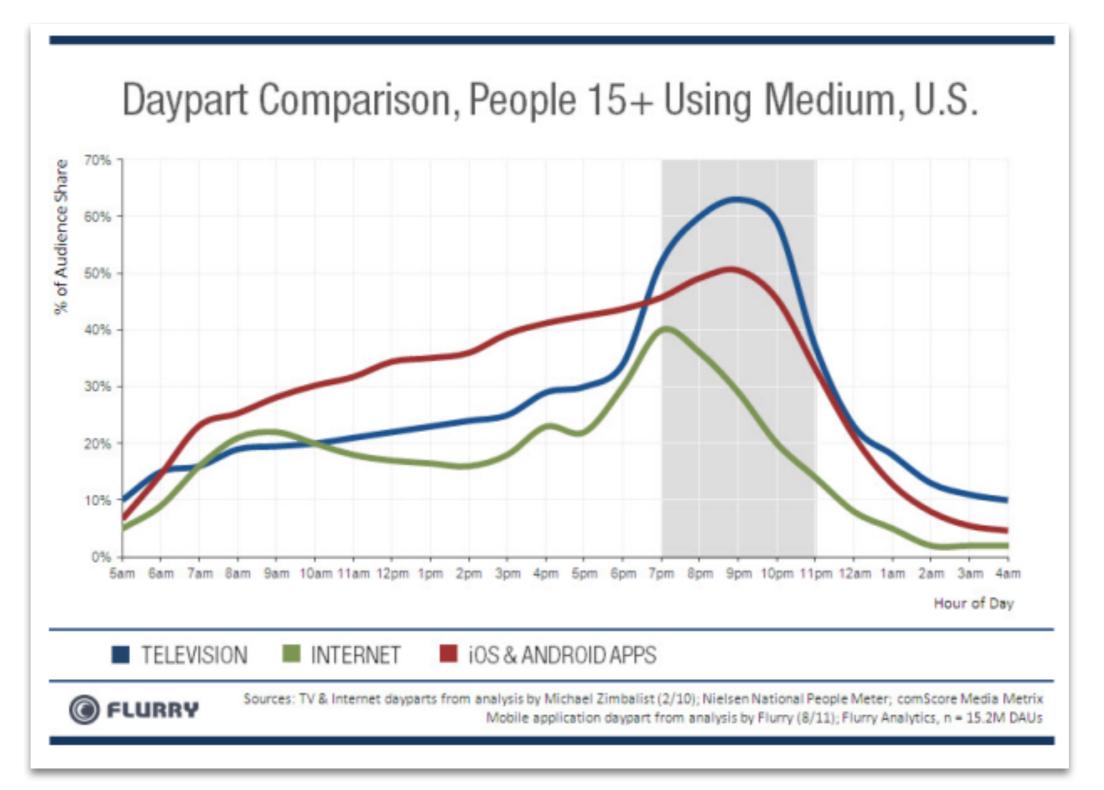
| Page Operating System | | | | | | | | | |
|-----------------------|-----|-------------------|---|---|-----------|--|--|--|--|
| | 1. | 1 | 1 | ß | Windows | | | | |
| | 2. | 1 | 1 | ß | iOS | | | | |
| | 3. | /find-camp/ | 2 | Ð | Windows | | | | |
| | 4. | /whats-happening/ | 3 | ß | Windows | | | | |
| | 5. | 1 | | ß | Macintosh | | | | |
| | 6. | /directories/ | 4 | Ð | Windows | | | | |
| | 7. | /maps-directions/ | | Ð | Windows | | | | |
| | 8. | /events/month/ | | æ | Windows | | | | |
| | 9. | /volunteer/ | | Ą | Windows | | | | |
| | 10. | /whats-happening/ | 2 | Ą | iOS | | | | |
| | 11. | 1 | | ß | Android | | | | |
| | 12. | /directories/ | 3 | Ą | iOS | | | | |
| | 13. | /find-camp/ | 4 | Ð | iOS | | | | |

Mobile Stats



Source: ComScore

Usage Stats



Source: Flurry.com

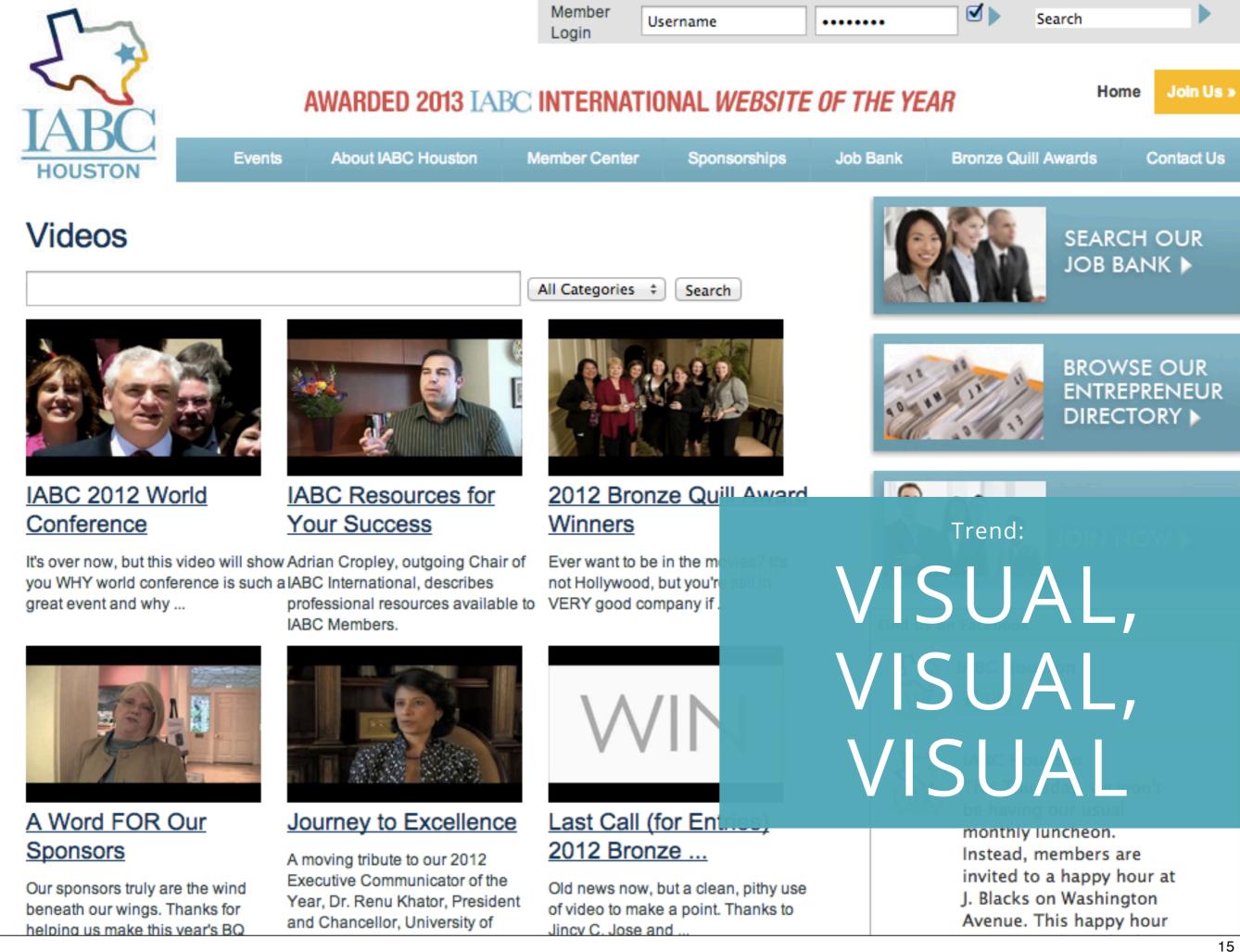
2013 Mobile Benchmarks for our Association clients

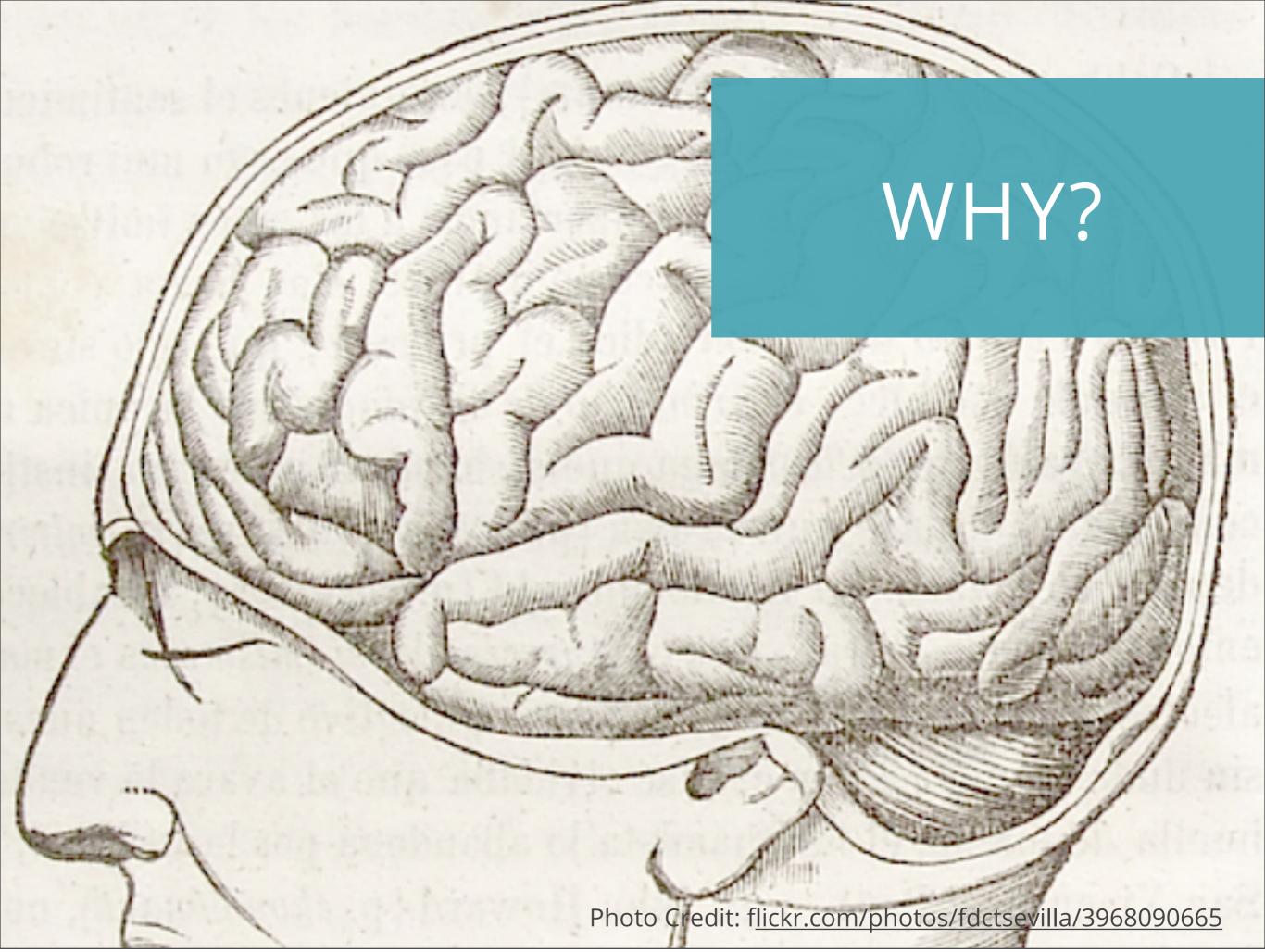
2012 Q1 Mobile Traffic: 8%2013 Q1 Mobile Traffic: 12%50% Increase Year over Year



2. CONTENT TRENDS

Photo Credit: <u>flickr.com/photos/ekilby/5611541203/</u>









thinkLA members receive 10% off California Spirit (food&wine fest) 7/28 gala.acsevents.org/thinkla! pic.twitter.com/WTeHQJHXKE

Reply 🔁 Retweet 🔺 Favorite 👓 More



dvertisir

6.40 PM - 20 Jul 13

Tip: Integrate Visuals into content you're already posting

TONIGHT! 5:30 PM, July 22 Portland Ballroom

Oregon Conv. Center

OSCO



Tendenci

Attending #OSCON Open Source Convention this week? We are proud to announce that our CEO Ed Schipul will be speaking at Ignite OSCON tonight!

Read more: http://schipul.com/news/present-atignite-oscon-2013/

Tag Photo Q Add Location / Edit

Like - Comment - Share - Edit



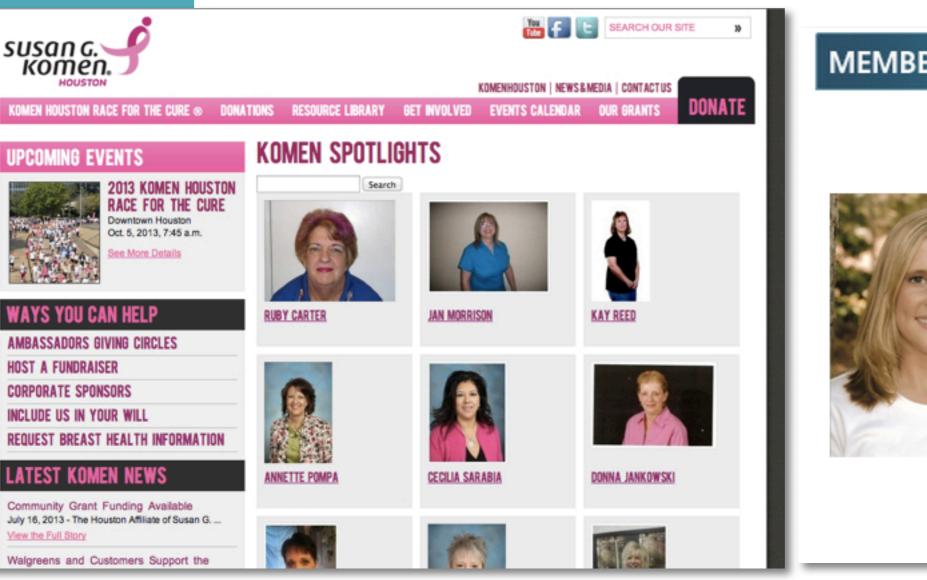
People You May Know

 \odot

See All

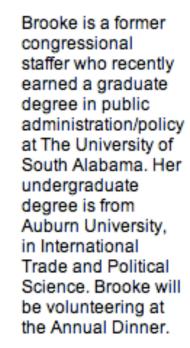


Greg Busch 8 mutual friends



MEMBER OF THE WEEK

Brooke McIngvale



Tip: Show Off Your Members



 \odot

See All

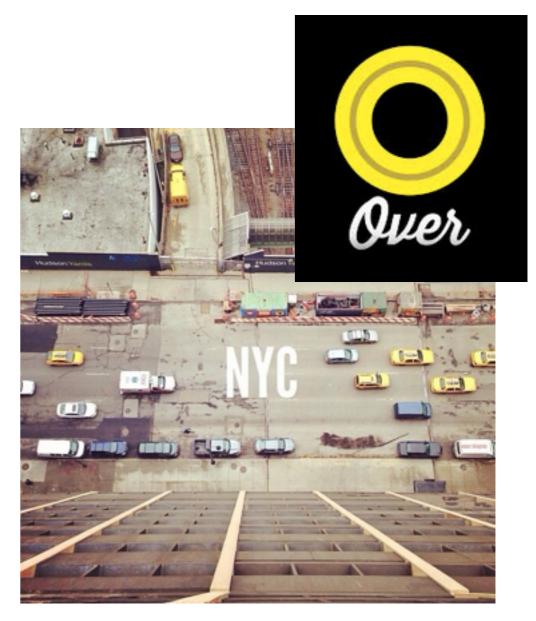
TOOLS FOR VISUAL CONTENT

Tips, tricks and resources to make your own gorgeous infographics

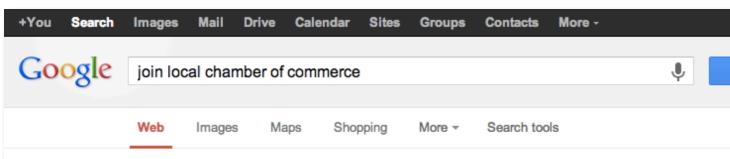


Resources for making infographics:

<u>http://bit.ly/infographictips</u> <u>http://bit.ly/infographictips2</u>



madewithover.com



About 26,700,000 results (0.28 seconds)

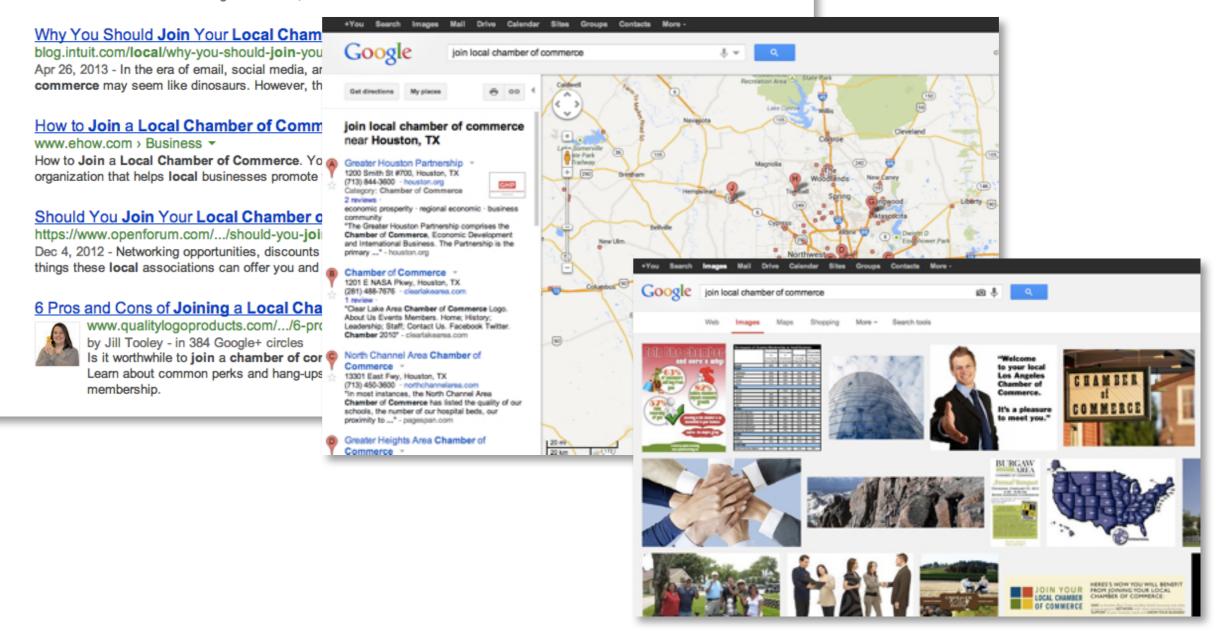
Why Join Your Local Chamber of Commerce : American Business ... www.americanbusinessmag.com/.../why-join-your-local-chamber-of-co... -May 4, 2012 - So why should they try to cram time into their already hectic schedules to join and actively participate in their local chamber of commerce?

local chamber directory - US Chamber of Commerce | Standing Up ... www.uschamber.com/chambers/directory -

Learn how your Chamber of Commerce can become a member of the U.S. Chamber of Commerce and take advantage of benefits, discounts and other offers ...

Trend:

INBOUND MARKETING



Inbound Marketing Get found online through Search Engines + Social Media

Think the opposite of "Outbound Marketing"

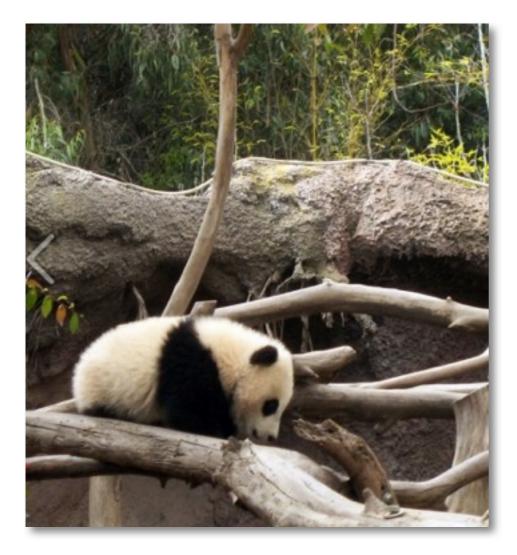
SEARCH ENGINE OPTIMIZATION

Photo Credit flickr.com/photos/josefstuefer/9500503

SEO =Write great content Use targeted keywords where they make sense

The #1 thing you can do to improve SEO is add new relevant content regularly

New Rules: Penguin and Panda

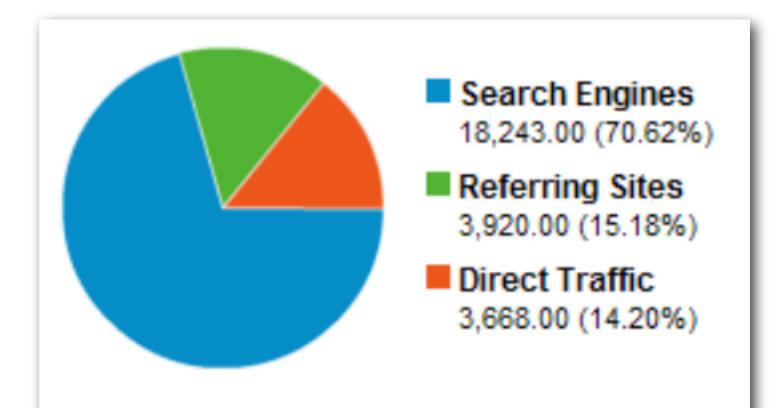




Google Panda Update Penalizes Low Quality Content Google Penguin Update Penalizes Over-Optimization

Analytics Benchmark

We recommend for our clients that **60-75%** of Traffic should come from organic search



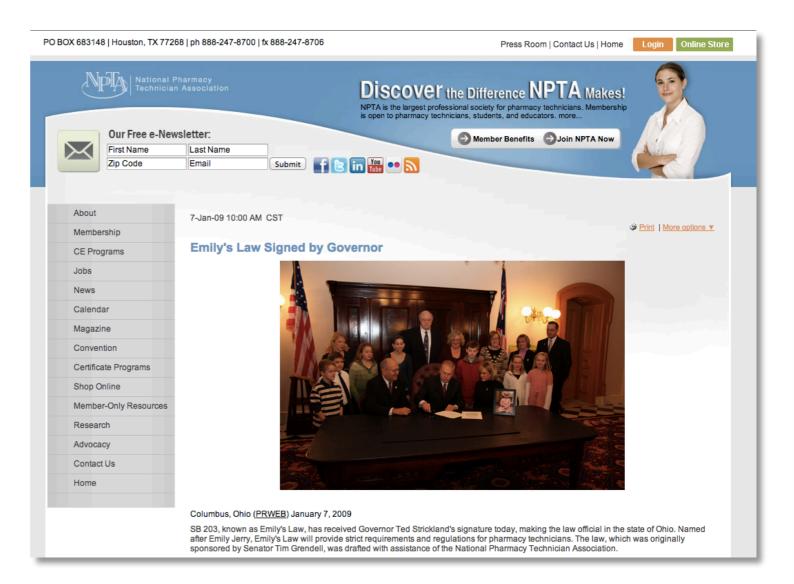


But will people really share your content? **YES!**

NYT Survey: 68% of people said they "Share to give people a better sense of who they are and what they care about."

Creating Shareable Content

- Show who benefits and the impact
- Showcase your people staff & volunteers
- Cover Events
- Stats & Education
- Think Real Time
- Say "THANK YOU!"



Think Shareable

- Top 10 Ways to...
- Hot Topics/In the News
- Infographics
- How to/FAQs
- Tag People
- Local Content
- Revisit/Update Popular Content



Community Customer Care Economy Employee Relations Hiring HR Links + Resource

Videos Webinars + Training

What's Trending in HR? Posted by By G&A Partners at 27 February, at 20 : 27 PM Tweet (a Recommend (0 a 22)

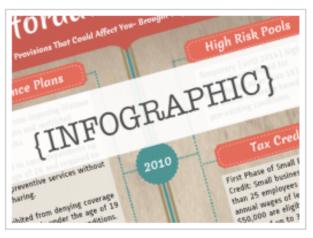
The following is a short summary of this Houston Business Journal arti-

Here's what HR experts are talking about in 2012:

 How to cope with an HR crisis. Case in point: the scandal at PennSta where an employee's misconduct threatens the reputation of the compusteps to be taken when misconduct is suspected. This will protect mana employee who is under investigation.



31 October 2011 at 15 : 58 PM Hiring Horror Stories



Posted by G&A Partners in Articles , Featured , News

INFOGRAPHIC: Affordable Care Act Timeline

11 February 2013 at 18 : 25 PM

Below is an extended time Protection and Affordable

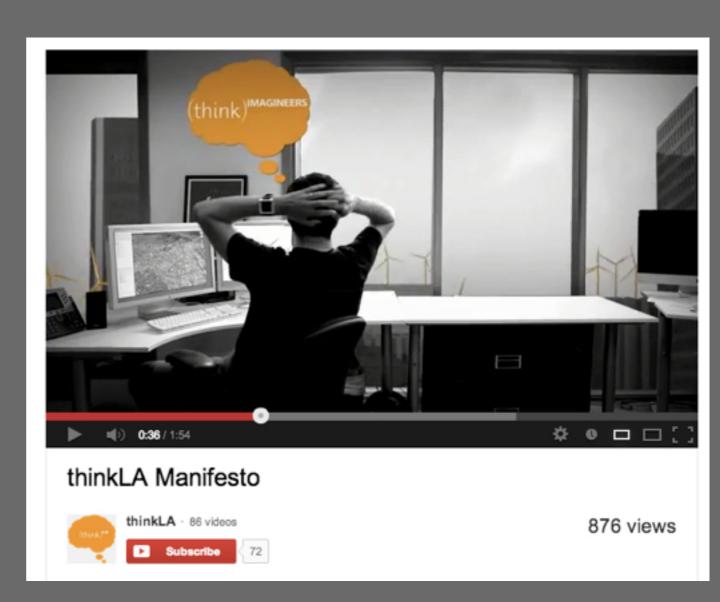
0

Posted by G&A Partners in Articles , Employee Relations , Featured , Hiring , HR Links + Resources , Jobs a Guest post from the Million Dollar Employee Just in time for Halloween, G&A Partners is resurrecting one of our most popular topics: Hiring Horror Stories! If you've seen my video (it's right here, at www.milliondollaremployee.com) you may remember meeting a certain job applicant named Doug. Mr. ACME had quite an experience during ...

Read More >

Think About Types of Content

- Your top blog post could make a great video or whitepaper
- Content Types:
 - Photos
 - Articles
 - Press Releases
 - Blog Posts
 - Slideshare Presentations
 - etc. etc. etc.



ThinkLA turned their Mission Statement into a video featuring their members

3. TRENDS IN RECRUITING/ RETAINING MEMBERSHIP

Let's Talk Advertising

DONALD DRAPER



32

Search Network

Be there when they're searching for you

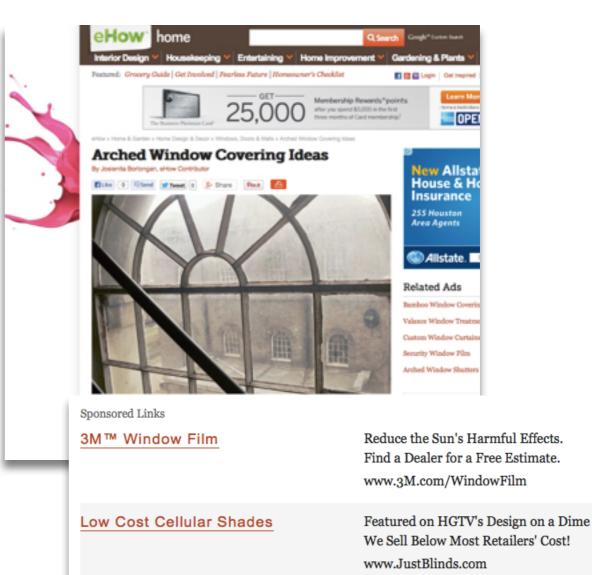
~ 2%-4% CTR

| public | public speaking classes houston | | | | | | | | | | |
|---|--|--------------|------------------|------------|--------------|--|--|------|--|--|--|
| Web | Images | Maps | Shopping | More - | Search tools | | | | | | |
| About 1,310,000 results (0.22 seconds) | | | | | | | | | | | |
| | Ads related to public speaking classes houston (i) | | | | | | | | | | |
| Public Speaking Training - Self-Expression.com www.self-expression.com/Public-Speaking Improve Public Speaking Confidence With Individual Training. Call Now. » Map of 11221 Richmond Ave, C-104, Houston, TX What is Stage Fright? - Public Speaking Training - Testimonials | | | | | | | | | | | |
| | Career Development @ Rice - gscs.rice.edu gscs.rice.edu/profdev | | | | | | | | | | |
| Courses for professionals to advance in their fields at Rice U. | | | | | | | | | | | |
| Career Development - Communication Skills - Financial Services Education | | | | | | | | | | | |
| | Public Speaking Workshop - AMAnet.org | | | | | | | | | | |
| | www.amanet.org/Public_Speaking | | | | | | | | | | |
| Leader in 2-4 Day Business Seminars for High-Potential Professionals. AMA - 85+ Years - Also Live Online - 38 Cities Nationwide | | | | | | | | | | | |
| AMA - | 65+ Years - A | liso Live On | line - 38 Cities | Nationwide | | | | Deve | | | |

Display Network/ Banner Ads

Branding Impressions to a Targeted Audience

~ 0.1% CTR



facebook.

- Target based on personal interests
- 3 Types:
 - Boost post
 - Sponsored
 Story
 - Paid ad
- Average CTR is low (~0.05%)





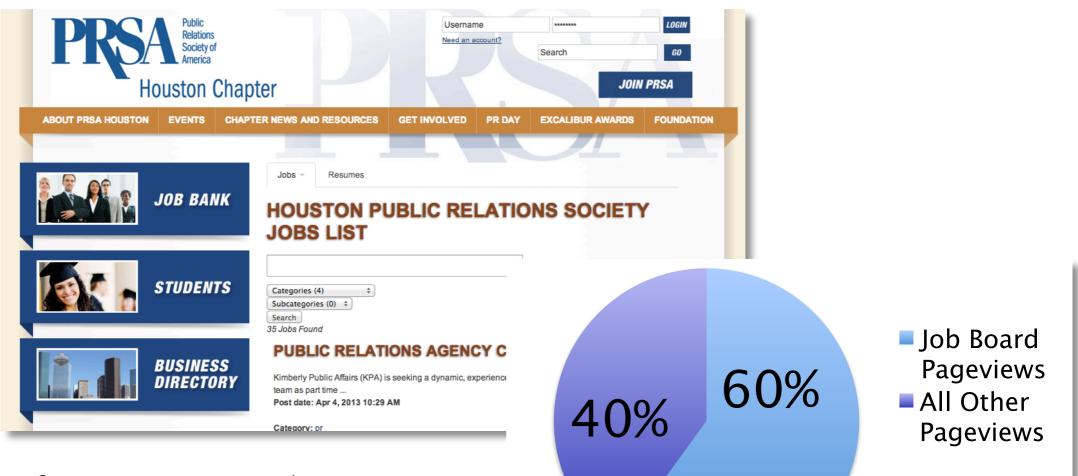
- Target by Industry/Job Title
- Be careful of ad fatigue

- Promoted Accounts and Tweets
- Targets users like your followers, or by what they tweet about
- Only pay for what works (when someone clicks, replies, RTs)



- Standard In-Stream: :15 or :30 long "commercials" between videos
- **TrueView**: Can be longer, viewers can skip after 5 seconds

Tip: Lower the Barrier to Entry



If the majority of your visitors are hanging out on one section of your site (i.e. your job board), make sure:

- You're speaking to what those visitors want
- You're using that real estate wisely
- Your popular features are **easy** to access and use!

Tip: Meet People Where They Are





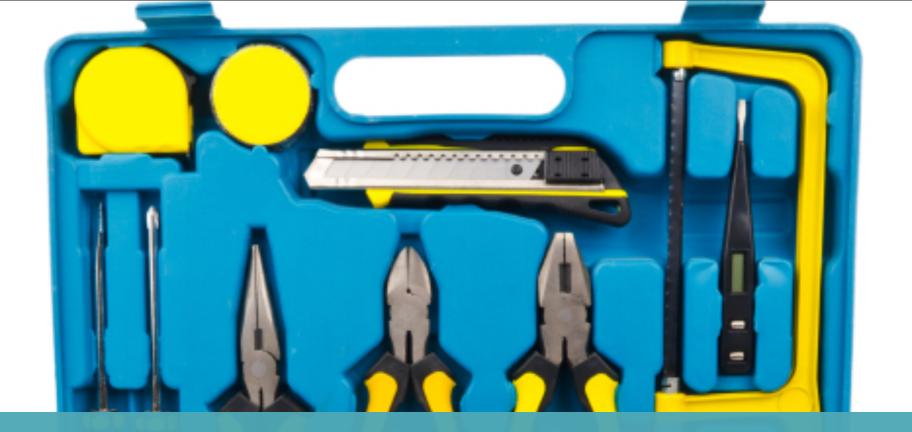
About Flock

With an annual donation of \$150, Flock members receive free admission to three cocktail events among the Zoo's wild exhibits as well as unique volunteer opportunities, discounted special event tickets, and other exclusive benefits.

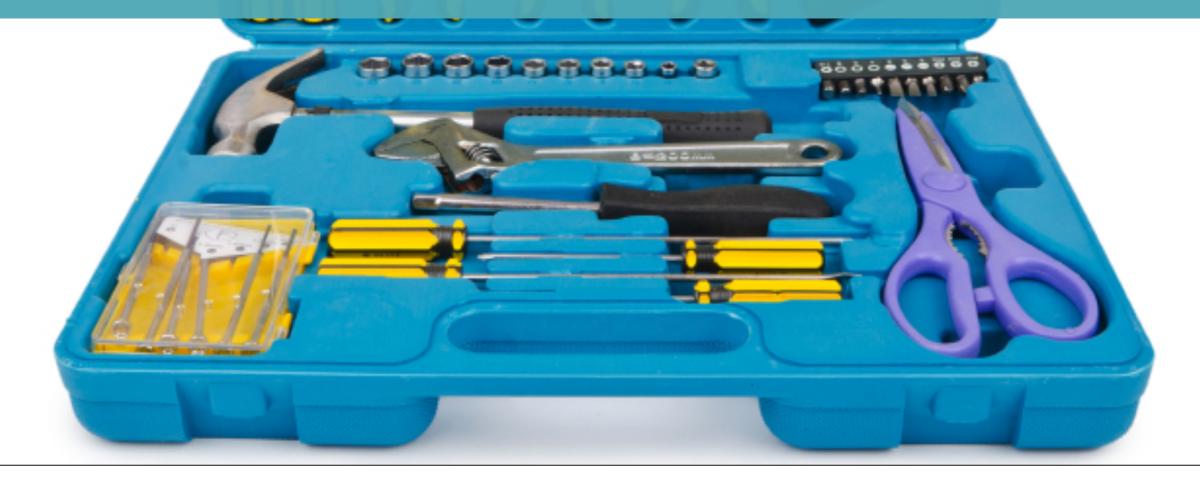
For instance, if your Association has a young professionals group - they may just want to get together to drink beer and network.

That's ok! Start with what they want, and then continue to build their relationship with your association.





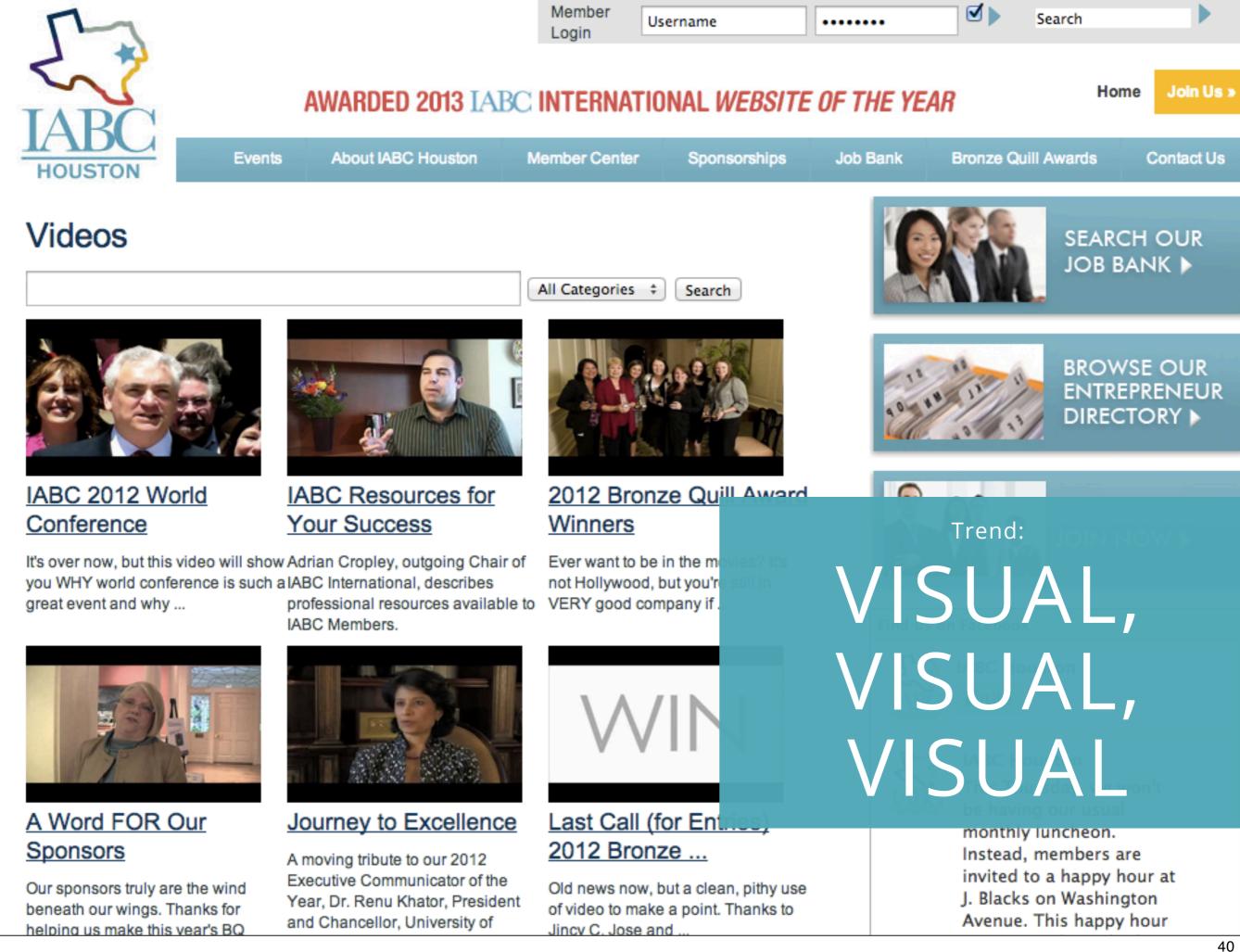
4. TRENDS IN SOCIAL MEDIA

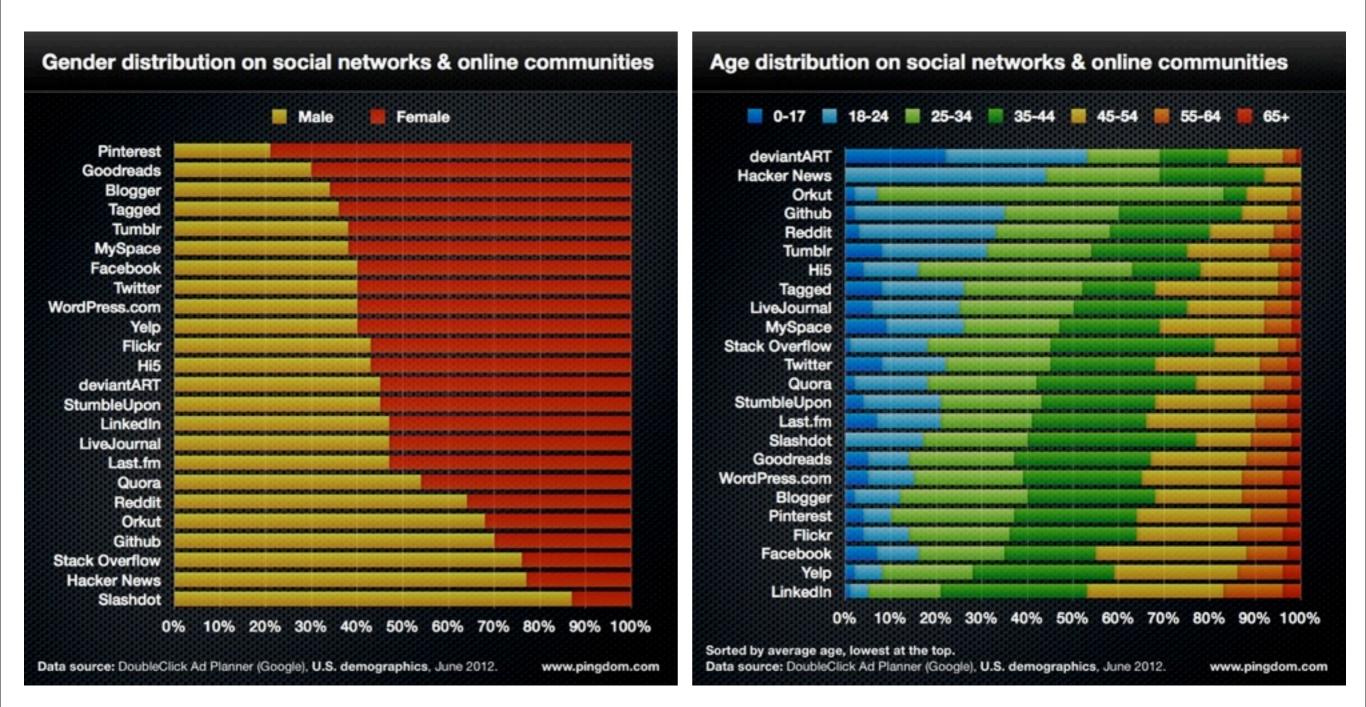


Organizations who incorporate social media into fundraising campaigns generate



Source: 2012 Digital Giving Index



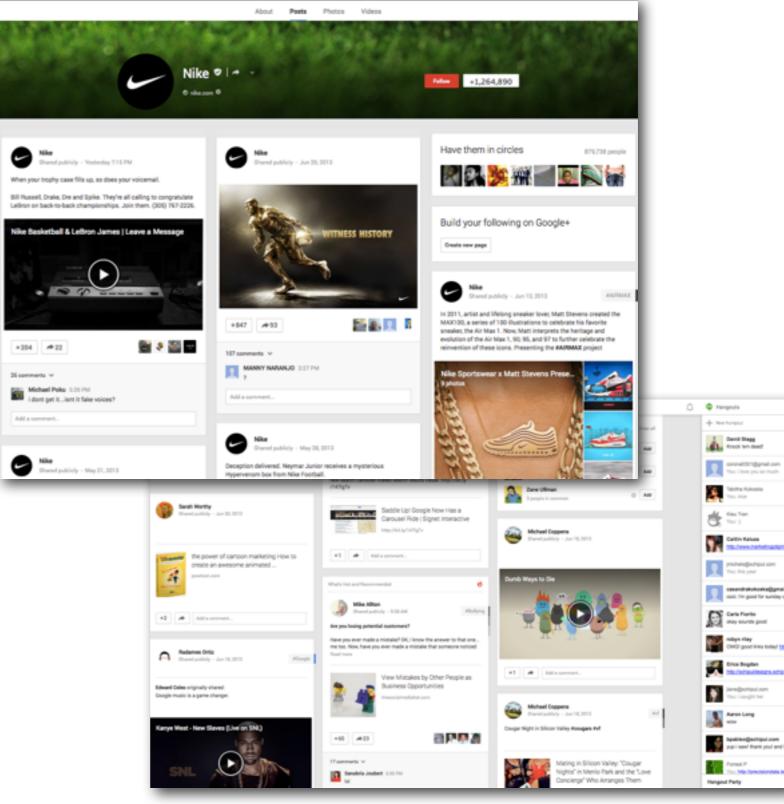


FIND YOUR AUDIENCE

http://venturebeat.com/2012/08/22/social-media-demographics-stats-2012/

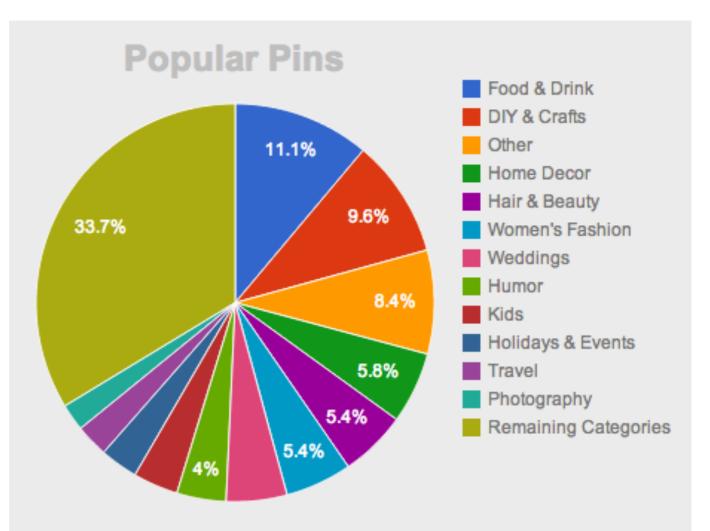
Google+ why you should care

- It is owned by Google
- 2. Google Placesbecome GooglePlus Local Pages
- 3. Search Plus rolls out and gives more real estate to Google+ pages



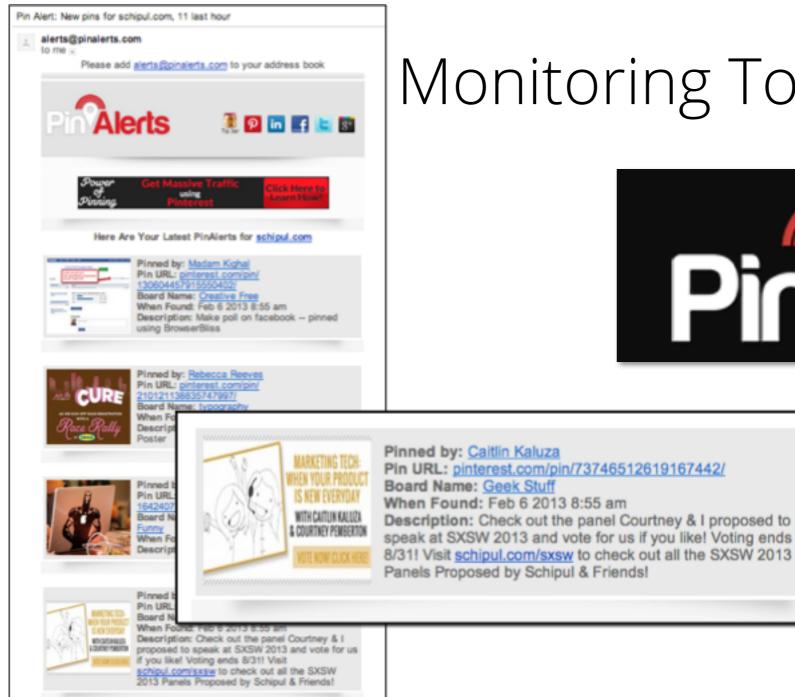


- · Lifestyle
- Curated Content 80% are repins
 - Inspiration/Aspiration
- Demographic: College
 Educated Women



Source: <u>businessinsider.com/what-brands-are-doing-right--and-wrong--on-pinterest-2012-7?op=1</u>





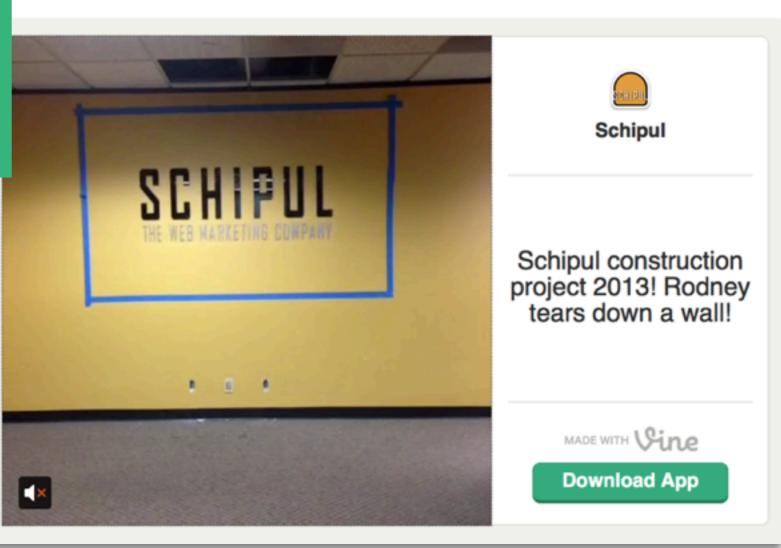
Monitoring Tool: Pinalerts.com





- · 12% of web users
- · Demographics:
 - Age 18 29
 - · Even Men/Women
 - · College-Educated
- Now with video!





- 6 Second
 "Animated GIF"
 Style Videos
- · Demographics: Early Adopters
- Introduced by Twitter in February 2013



• "YouTube for Presentations"

- Share webinars, public speaking, documents
- · Embed YouTube videos
- Business-Oriented content

P.O. Box 17521 | Raleigh, North Carolina 27619 | 919-957-0707 | FAX: 866-530-4879

North Carolina Association of Women Attorneys

| et Involved | Chapters | Membership | Calendar | Conferences | Members Only | S | | |
|---|----------|------------|----------|-------------|--------------|---|--|--|
| Upcoming Events » View Event Photos » | | | | | | | | |

NCAWA Presidents

NCAWA's past presidents and board members deserve a great deal of credit for the organization's strength. Their vision and foresight made the organization what it is today. Here, the NCAWA gratefully acknowledges its past presidents who have inspired, maintained, and led the NCAWA for more than 30 years. We thank each woman below for her contributions, accomplishments, and leadership.

NCAWA Presidents

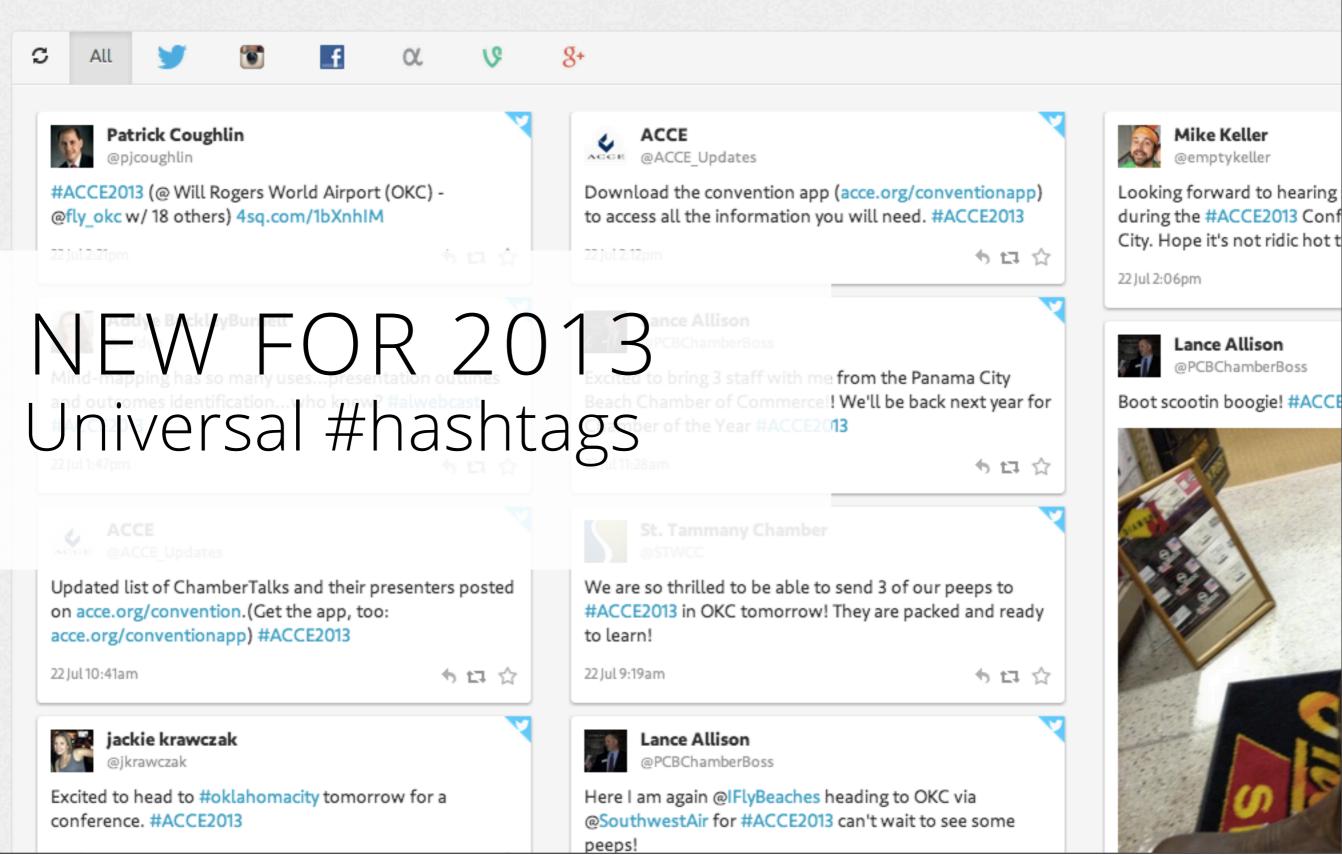


TIPS FOR EXPLORING NEW NETWORKS

- Listen first
- · Snag your name
- Monitor the Demographics
- · Consider your previous commitments

#acce2013

Create a tagboard for this hashtag to add a description and for more feature options.



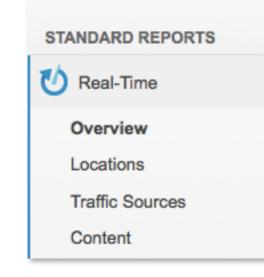
5. TRENDS IN ANALYTICS



Google Analytics

REAL TIME DATA See who is on your website right now!

Learn More: <u>support.google.com/analytics/</u> <u>answer/1638635?hl=en</u>



Right now

active visitors on site

RETURNING NEW

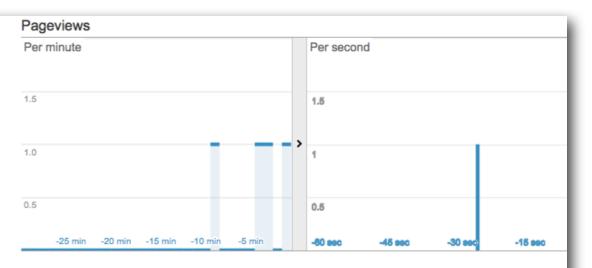
| Top Referrals: | | | | | | | |
|----------------|------------------------|--------------|--|--|--|--|--|
| Source | Active Visitors | \downarrow | | | | | |
| There is | no data for this view. | | | | | | |

Top Social Traffic:

Source Active Visitors \checkmark

Top Keywords:

| | Keyword | Active Visitors | | |
|----|--|-----------------|---|--|
| 1. | (not provided) | | 1 | |
| 2. | dr martin luther king jr education plus character | | 1 | |
| 3. | if i get a new ipad can il my data from my | | 1 | |



Top Active Pages:

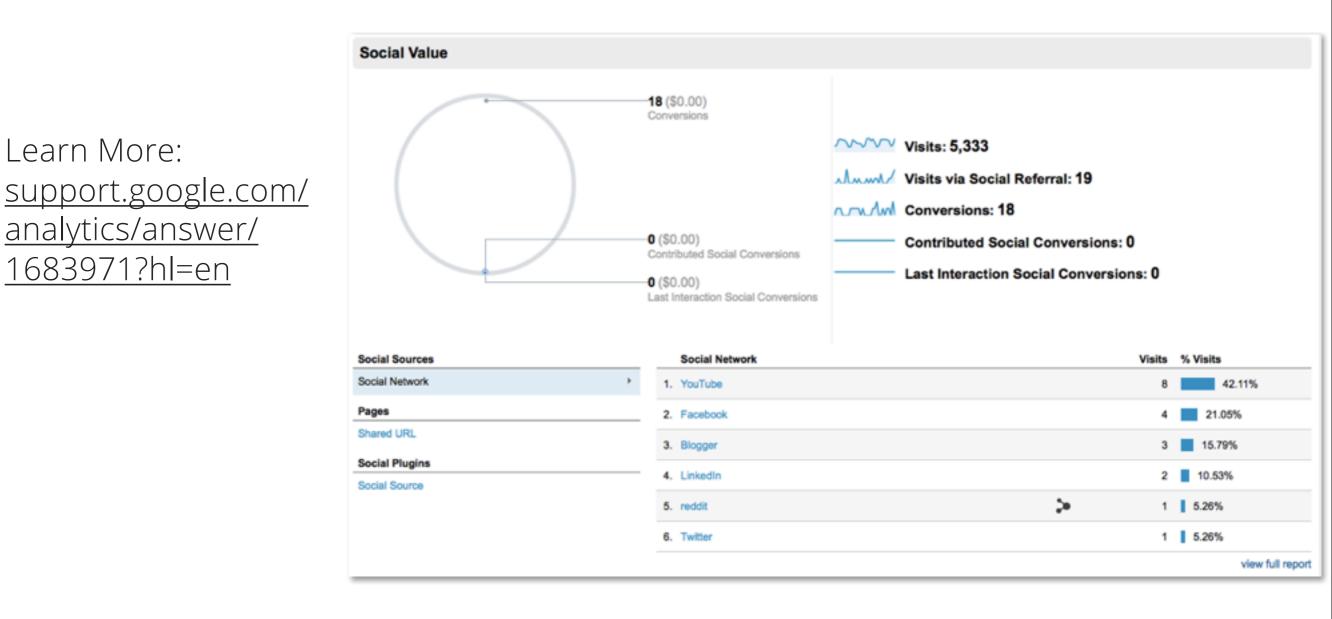
| | Active Page | | Active Visitors | | |
|----|--|---|-----------------|--|--|
| 1. | /help-files/How-do-I-traniPad-data-to- my-new-iPad/ | 1 | 33.33% | | |
| 2. | /quotes/1336/ | 1 | 33.33% | | |
| 3. | /web-design/ | 1 | 33.33% | | |

Top Locations:



SOCIAL VALUE TRACKING

Track Conversions directly from and assisted by Social Media



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|---|----------------|----------------------|----------------|---------------|--|
| Source CMS for association | | | | | |
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| Denations* | | | | | |
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| Memberships** | | members | members | members | Purfunding the little statements |

| Plot Rows | | | | | | |
|---|----|-----------------------|---------------|---------------------|--------------|-------------|
| Variation | | Experiment Visits 🛛 🕁 | Pages / Visit | Avg. Visit Duration | % New Visits | Bounce Rate |
| Original Pricing Page | r. | 50 | 17.67 | 00:04:06 | 61.11% | 16.67% |
| Pricing Page Version B | P | 50 | 9.68 | 00:02:52 | 42.86% | 39.29% |
| Show rows: 10 🐈 Go to: 1 1 - 2 of 2 < > | | | | | | |

A/B Testing with Google Analytics Content Experiments

Learn More: <u>support.google.com/analytics/answer/1745147?hl=en</u>

TO RECAP:

- 1. Mobile Trends
- 2. Content Trends
- 3. Membership Trends
- 4. Social Media Trends
 5. Web Analytics Trends

Photo Credit: flickr.com/photos/duncanh1/9047426263/







Looking to Take Your Website to the Next Level?

Contact Us for a Free Consultation! (281) 497-6567 ext 700 Or visit tendenci.com/associations