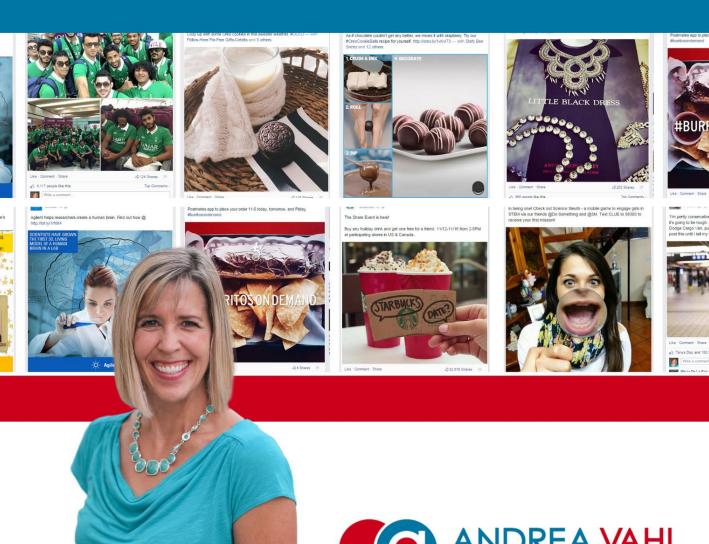
INSPIRING EXAMPLES of Ads that Work











DO FACEBOOK ADS WORK?

Yes.

That's the short answer ©

Often times when people say that they've "tried Facebook ads and they don't work." that means that they haven't tested enough or they haven't tried multiple things.

Facebook ads can be challenging because you do need the right offer matched to the right objective and the right targeting and settings.

THEN when you have all of that in place, you need to write a compelling ad! The good news is that right ad can make a huge difference in how your ad performs.

In this ebook, you'll find over 50 examples from different industries and with different objectives to inspire you. Enjoy!

While I don't know for sure if every single ad I've shown here has been successful, I typically chose ads that I've either run myself (and have had success) or ads that have been running a long time (which typically indicates that the ad is working).





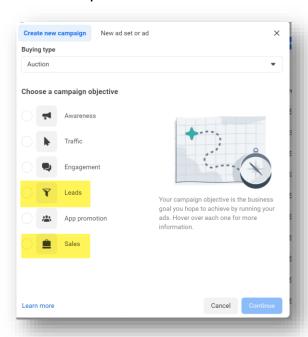


AD OBJECTIVES AND YOUR NICHE

Choosing the right Ad Objective is important to the success of the ad. With these examples, we won't typically know what Objective they chose.

Always focus on what your true objective is – if you really want to get people over to your website, but you have a video as the creative, then make sure you select "Traffic" option. You can then use a Video in the creative part of the ad.

I typically use Traffic, Leads, and Sales ads most frequently. But Leads and Sales are the best two options.



Also remember that your niche can respond differently to different offers and calls to action. The name of the game in Facebook ads is to test what works for you!

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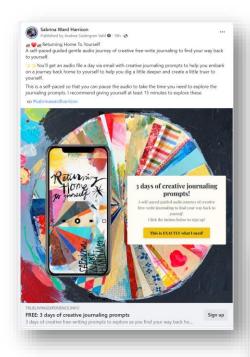




GIVE AWAY SOMETHING VALUABLE

Giving something away (or giving a discount on something special) is one of the BEST ways use Facebook Ads.

Use Facebook Ads to build your email list and then use email to follow up with your customers. You can create an Instant Form on Facebook (Lead ad) or use Lead Ads to direct someone to your website where they will optin to your offer (requires the <u>Facebook Pixel</u>)







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GIVEAWAY IDEAS

- eBook
- Training series delivered via email
- Webinar
- Audio session
- 3-part video series
- · Cheat sheet, guide or worksheet
- · 5-day challenge
- · Group membership
- Constant Contact

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 Email marketing will grow your business ✓

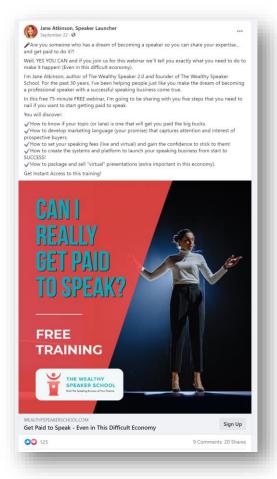
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 CONSTANTCONTACT.COM

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 No credit card required. Powerful email marketing made...

- · Discount/promo code
- Telesummit
- Free chapter to a book
- 15 minute phone call
- Checklist
- Starter Kit
- Free Trial
- Template









LEAD ADS - B2C











LEAD ADS - B2C





ATTN: Vets. Shelters. Rescue. Foster and Kitten Lovers Did you miss the Online Kitten Conference? You can grab the recordings until June 29th! Gain valuable insights and have your questions answered by some of the most knowledgeable leaders in the animal welfare community. The event had rave reviews! We covered: Kitten health Raising and saving kittens Planning Adoption Events Kitten Behavioral Training Best Practices for Kitten Spay/Neuter Get the recordings now until June 29th only: https://www.communitycatspodcast.com/online-kittenconference-2020/ (+) Add Another Option Headline · Optional Grab the Online Kitten Conference Recording now!

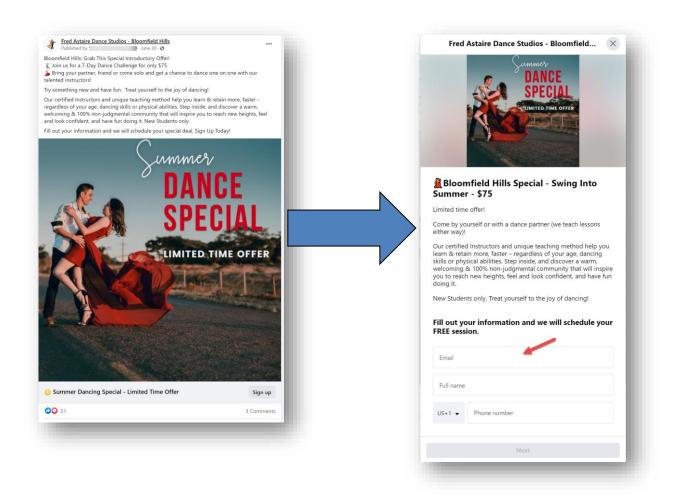








INSTANT LEAD FORM ADS - B2C



When you use an Instant form, the popup happens all within Facebook and you don't need a website. They will have their information pre-filled in the form.

The lead will then appear in your Leads Center in the backend of your Facebook Page (Meta Business Suite). You can automate the connection to your email system using a tool like Zapier.

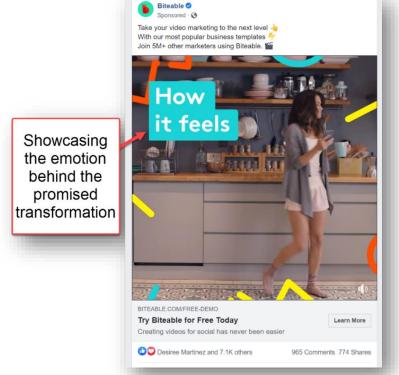
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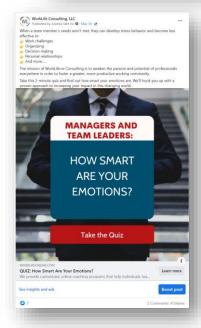




LEAD ADS - B2B







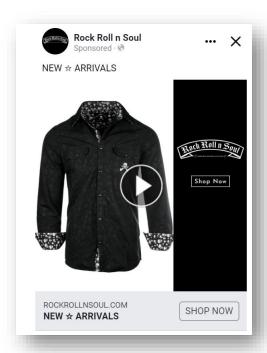




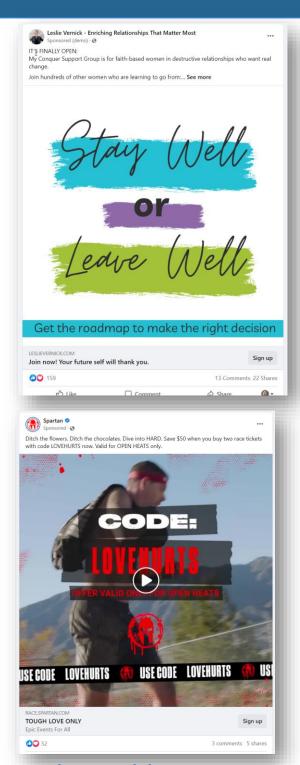




SALES ADS - B2C







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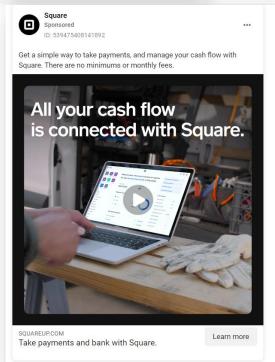


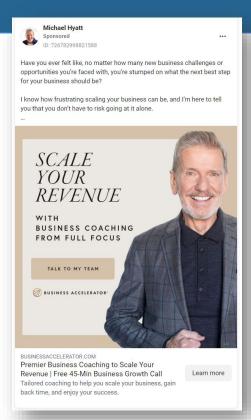




LEAD ADS - B2B









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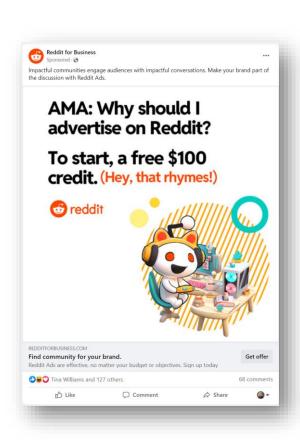






SALES ADS – B2B

Selling to a cold audience is often more challenging for B2B so I typically recommend retargeting only when you have an offer. But if you have a good coupon or special offer, sales ads can work when targeted well.



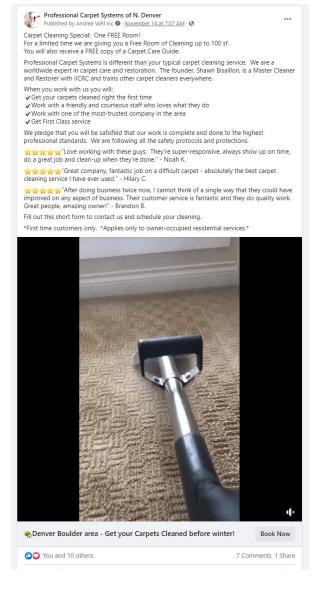


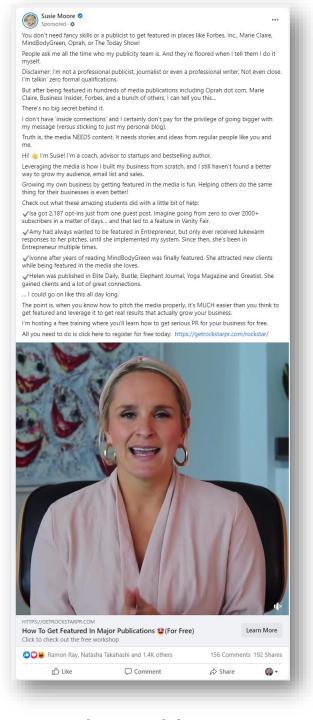






LONG FORM ADS











LONG FORM ADS



'This was absolutely the best Masterclass I ever took--followed a few days later by another free hour of a hands on technique, I was amazed at the difference in my dogs. They LOVED It. I have a terrific more traditional vet who works with acquincture, hydrotherapy, and laser, all of which get good results. I would never hesitate to go to her first for almost everything. But most often vets are trained to look at drug intervention or more traditional therapies to treat their patients and because they are so busy, it's hard to take the time to do the things Dr. Edwards espouses. I've been a certified healing touch practitioner for over 15 years and this class offers viable energy healing practices to help both animals and people. Completely happy with what I've received when I registered for the program as well." - Lorie

I'm Dr. Edward, The Healing Vet. I'm a holistic veterinarian with 25 years of experience, a leading expert in silent pain in pets, and the founder of the Whole Energy Body Balance method (a profoundly healing bodywork modality for pets, people and horses).

Did you know that more than half the thousands of dogs and cats I help as a vet suffer with undiagnosed (silent) neck, back or neuro-fascial pain? Every week I see dogs and cats who have silent pain. Their humans are surprised and shocked to find this out. Millions of pets on the planet are suffering from silent pain right now, and anyone's pet can be one of them!

Despite how much people love their pets (and even when people think they know their animals so well that they would never miss pain, my research shows conclusively that 53% of pets still are left in mute misery, suffering silent pain.

Imagine what it must be like for these millions of unlucky animals. Hurting, Needing help. Unable to tell their humans! Trapped in the jaws of silent chronic pain. How awful must that feel?

This is why learning about silent pain is one of the most important things any pet owner can do. 'I'd like to invite you to attend my free masterclass on Silent Pain in Pets.

This masterclass teaches people who love their pets:

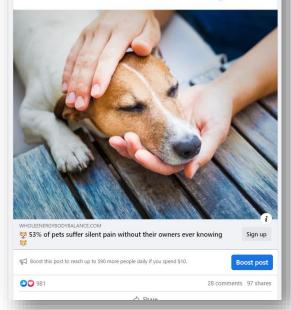
- 1) The reasons why dogs and cats often show no signs of pain that humans can understand.
 2) How to identify subtle signs of pain in dogs and cats that most pet owners (and many vets) are unaware of and miss.
- 3) The most common causes of silent pain, and why pain killing drugs may do more harm than good when it comes to treating silent pain

After your free masterclass, I'll be offering you the opportunity to learn how to find silent pain in your pets better than many vets (as well as how to use loving touch to melt pain, tension, anxiety and trauma out of your pet's body) with the Whole Energy Body Balance Method Bodywork for Pets online training. Over 1700 students are already keeping their pets pain free and happy with this beautiful, gentle, highly effective hands-on method.

P.S. Bonus free practical training - Learn how to relax anxiety, heal trauma, and relieve pain and tension for pets hands-on with Dr Edward's free Whole Energy Body Balance fundamentals workshop - a hands-on, experiential workshop. You'll automagically be registered for this workshop when you register for the Silent Pain masterclass!

Please note that if you can't make the live session times, make sure to register to get a replay link emailed to you.

Free Masterclass with Dr Edward, The Healing Vet











LOCAL ADS







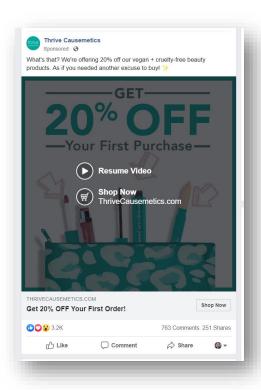


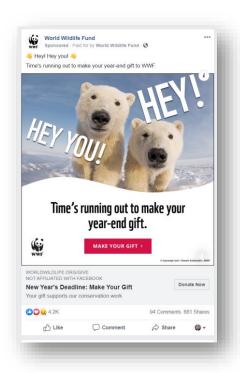
RETARGETING ADS

Retargeting ads can be very effective for getting noticed by someone who has recently visited your website or engaged with your Page.

The good news is that you don't have to spend a lot on a retargeting ad since the audience is smaller. You will need the Facebook Pixel installed on your site (which you should have anyway) in order to use Retargeting ads.

You can retarget people with a message or retarget them with a special offer. After visiting the Thrive Causmetics site, I got an offer for a special coupon.





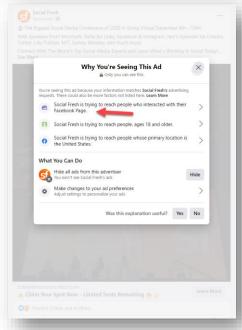


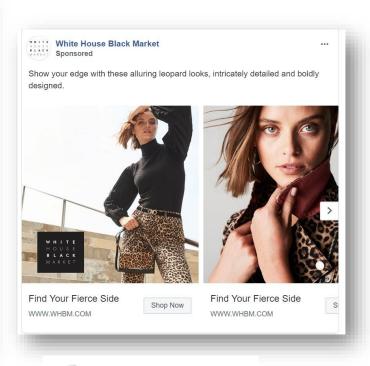




RETARGETING ADS









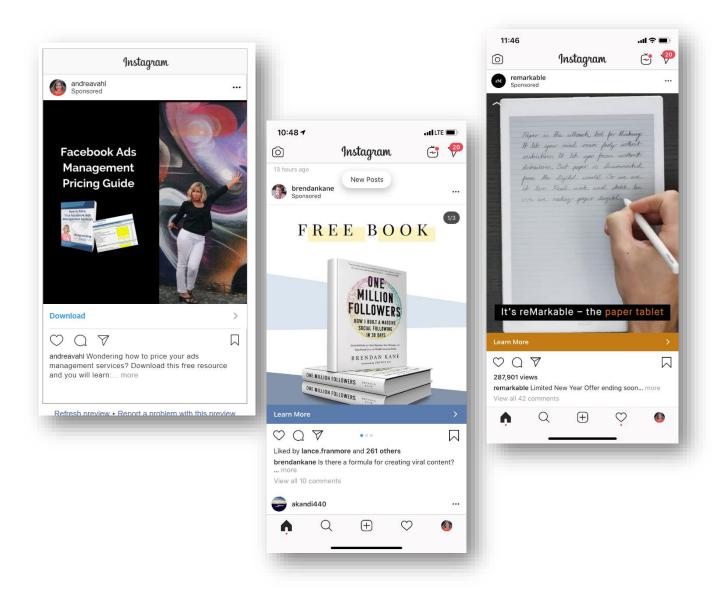






INSTAGRAM ADS

Instagram Ads have less text showing and NO Headline. So the headline will really need to be in the image to catch people's eye. Videos also work well in Instagram since you can demo the product.

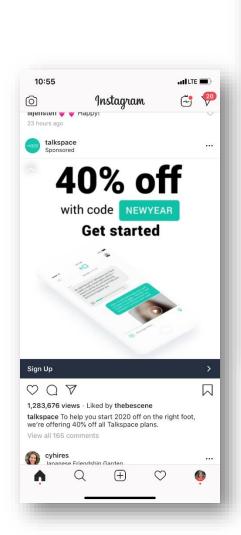


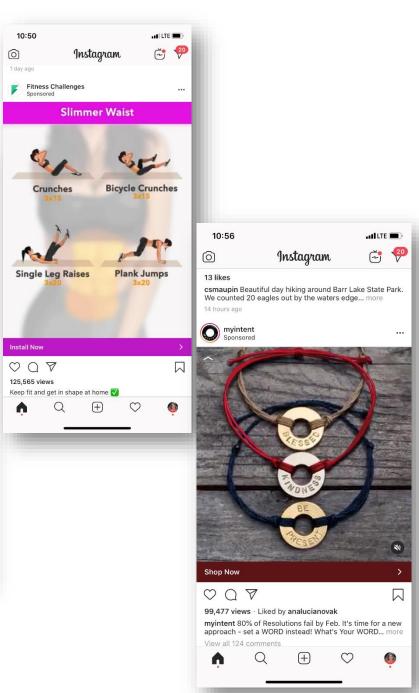






INSTAGRAM ADS











STORY-FORM ADS

Tell a story from your client's perspective or yours.





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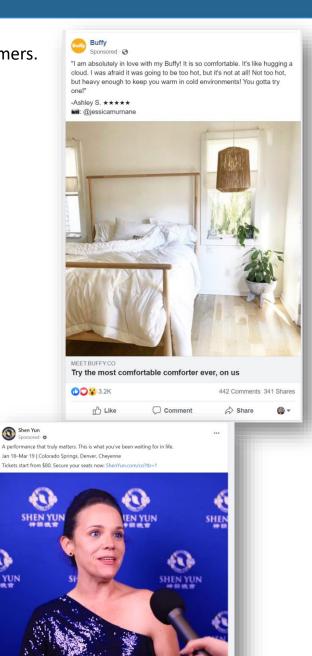


TESTIMONIAL ADS

Focus on testimonials from your customers.







the entire performance.

Candice O'Shea, interior designer

See it live in Denver and Co. Springs

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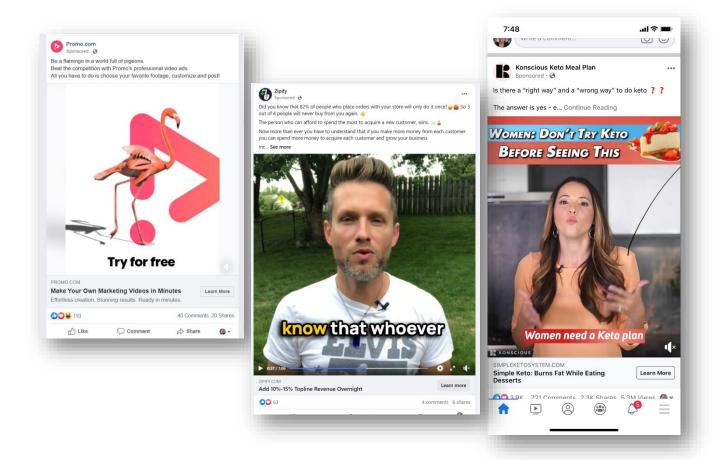




VIDEO ADS

Videos can do well in ads. I have sometimes found the images convert better but you will have to test for yourself because there are a lot of factors.

The video does not have to be professional – it could be just a quick personal video you have created on your phone. Good lighting and good sound is a must and I would also have captions or some way for people to know what you are talking about in the video without playing the sound.





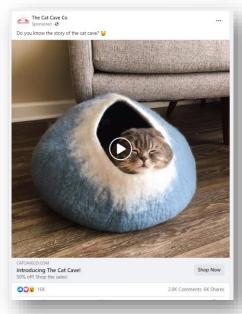




VIDEO ADS





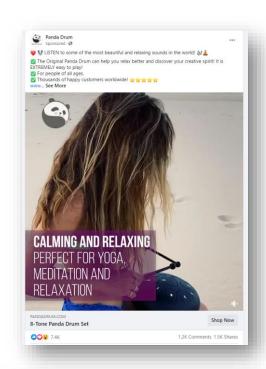








VIDEO ADS









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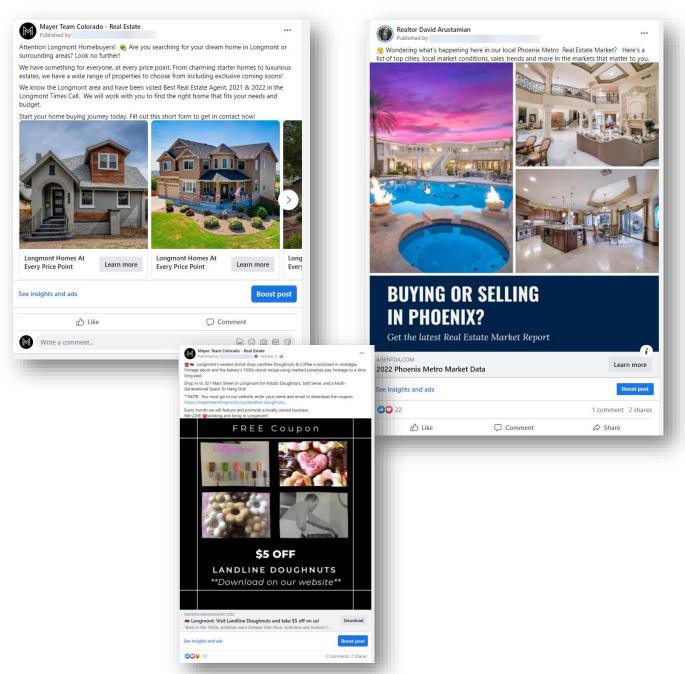






REAL ESTATE ADS

Think beyond just a "listing" ad. You can create Instant Forms or Lead Ads to follow up with potential buyers and sellers.









HEALTH/WEIGHT LOSS





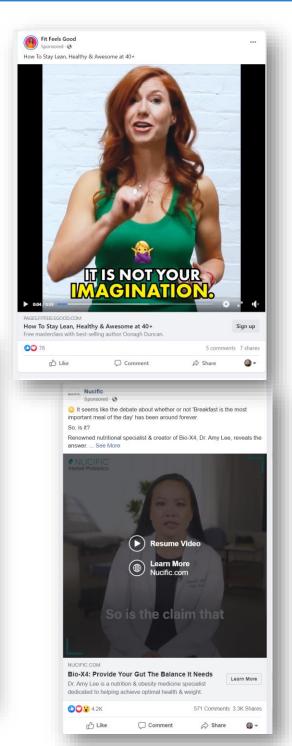






HEALTH/WEIGHT LOSS











NON-PROFITS









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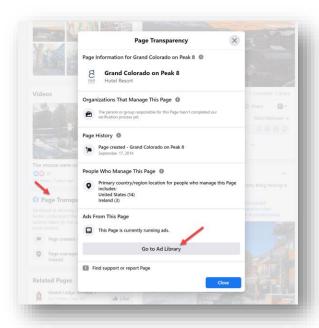
FACEBOOK ADS LIBRARY

Another resource you can use is the Facebook Ads Library. This allows you to search for ads using keywords or by advertiser. Use this link: https://www.facebook.com/ads/library

The Ads Library only shows you active ads, not a history of what has run in the past. So if you see an ad you like, it's a good idea to get a screenshot for your own swipe file.

You can also go directly to the Facebook Page and look at the Page Transparency section to see if that Page currently running Ads.

With the Ads Library, you can't see current comments or shares on the ad.



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SUMMARY OF TIPS

- 1. Focus on the true objective for the ad
- 2. Give away something valuable
- 3. Use bright colors in ad images
- 4. Use the headline in the ad image
- 5. Test long form text vs short form
- 6. Use Retargeting ads for special offers or sales
- 7. Focus on the image for Instagram ads
- 8. Try a story-form ad
- 9. Add customer testimonials
- 10. Use captions or text in video ads so people don't need the sound
- 11. Video ads can be casual or more produced but need good lighting
- 12. Use the Facebook Ads Library to search for ads in your niche







LEARN MORE



Hi I'm Andrea Vahl. I am a Social Media Consultant and Speaker and the co-author of Facebook Marketing All-in-One for Dummies along with Amy Porterfield and Phyllis Khare. I speak and train people all over the world on how to get more out of their Facebook Ad Campaigns. Find out more at www.AndreaVahl.com.



If you want to take your Facebook Ads strategy to the next level, join me at some of my upcoming events. I'm regularly doing webinars, masterclasses and workshops to help you get more leads and sales for your business.

https://www.andreavahl.com/events