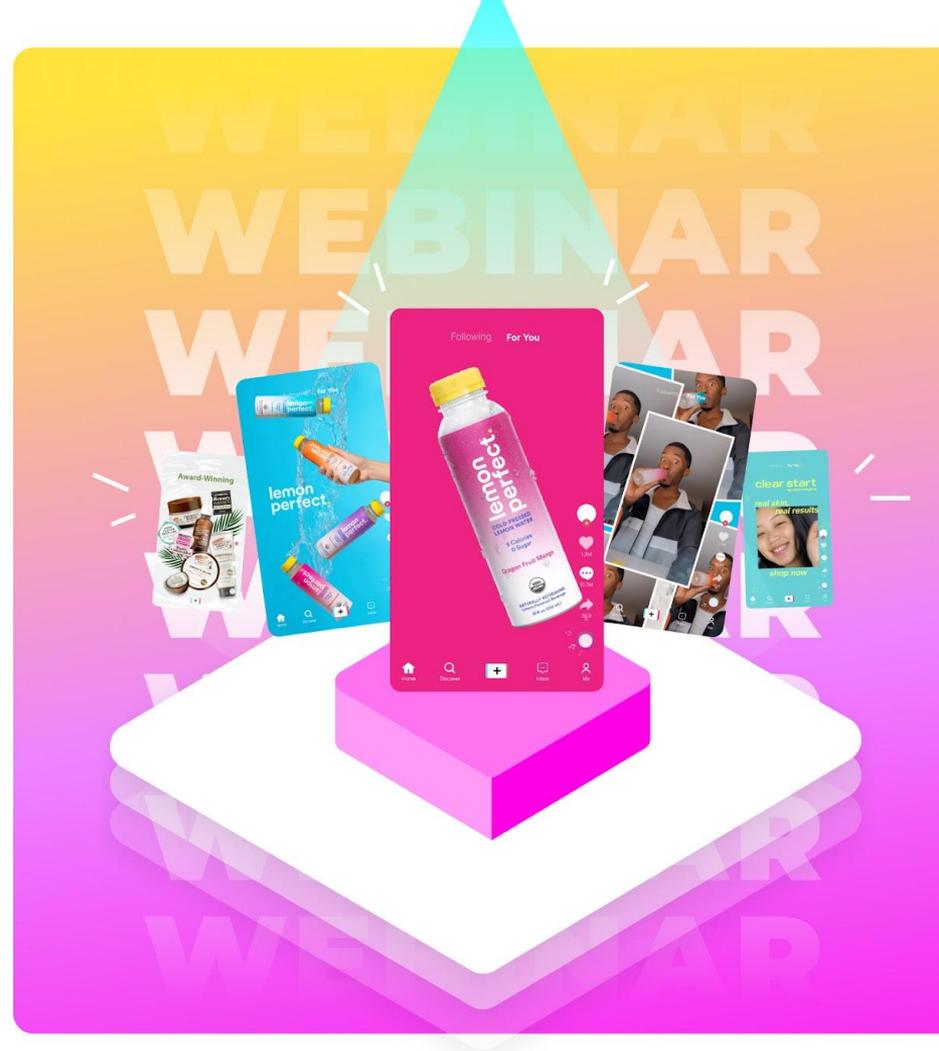


WEBINAR

Maximize Impact on TikTok with Smarter Creative Strategies

SHUTTLEROCK • TikTok



TODAY'S PRESENTERS



Jason Ander

Global Business Solutions
Creative Partnerships



Trelise Mansfield

VP, Marketing



TikTok Marketing Partners

TikTok's official community of unique and innovative technology & service companies that enable marketers to get started, grow their strategy, and find repeatable success on TikTok.



AGENDA

- 1 The need for smarter TikTok creative strategies
- 2 Strategy #1: Remixing existing creative content
- 3 Strategy #2: Modernizing the creative pricing structure
- 4 Strategy #3: Introducing always-on creative production

The need for smarter TikTok creative strategies



When **marketing budgets are tight**, it can be tempting to skimp on creative. However, the brands who really **lean into creative** during these times are the ones that **thrive**.



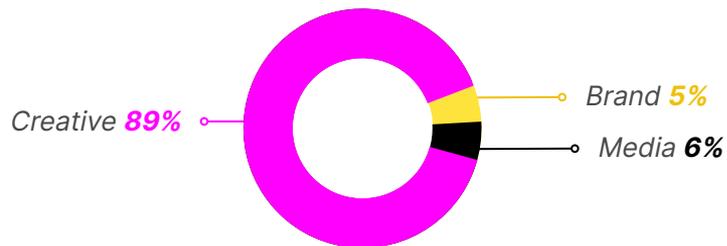
On TikTok, creative is everything

▶ Ad creative functions as content.

Advertisers need to produce ads centred around the creative experience.

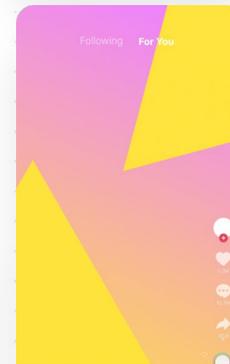
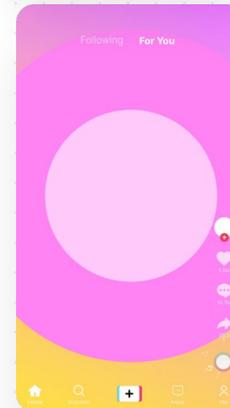
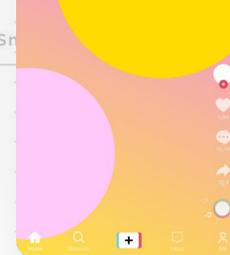
Digital Campaigns - Impact on Sales Lift

(Top-Performing Campaigns)



nielsen

Source: Nielsen Catalina Solutions,
"Five Keys to Advertising Effectiveness" 2017



BENEFIT: Enables you to achieve more meaningful connection with your audience.

HOWEVER: It also means that the shelf life of creative is shorter.

To counteract this, creative is needed at **scale** so that it can be **refreshed regularly**.



Therein lies the challenge:

**How can we scale TikTok creative
when budgets are under pressure?**

The answer: **smarter strategies!**





**It's time to
rethink the
processes
we use to
produce
creative!**

Three Creative Strategies

You can adopt right now for success on TikTok



Remixing existing
creative content



Modernizing the creative
pricing structure



An 'always-on' approach
to creative production



STRATEGY #1

Remixing existing creative content



Leverage existing assets to reduce costs and save time.

Product shots /
key visuals

Print /
Out-Of-Home

Long form video /
TV commercials

UGC / Influencer
content

Brand assets

Other social
creative

Creator content

Generative AI



Remix **creator content** as much as possible to heighten **authenticity.**

Creator content



Revolutionize creative with

Generative AI



PROMPT:
Generate the Eiffel Tower

PROMPT:
Side street in Paris



Seaside



Park



Italy



Paris

Revolutionize creative with

Generative AI

Original



Bar



Picnic



Restaurant



Reduced costs +
faster production =
ability to **scale**

Existing
assets



TikTok Creative Best Practices

for advertisers



Sound on default



Clear & concise
CTA



Use platform-native
effects and edits



Mobile /
Vertical orientation



Entertainment



Get experimental



Embrace trends

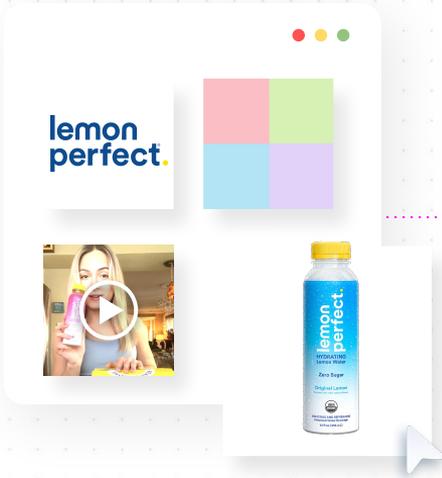


Unpolished style



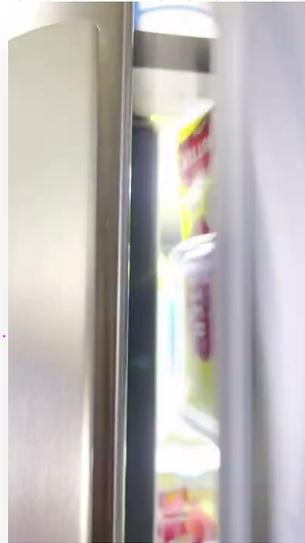
lemon perfect.

Authentic remixing at scale for TikTok



Leverage Existing Assets

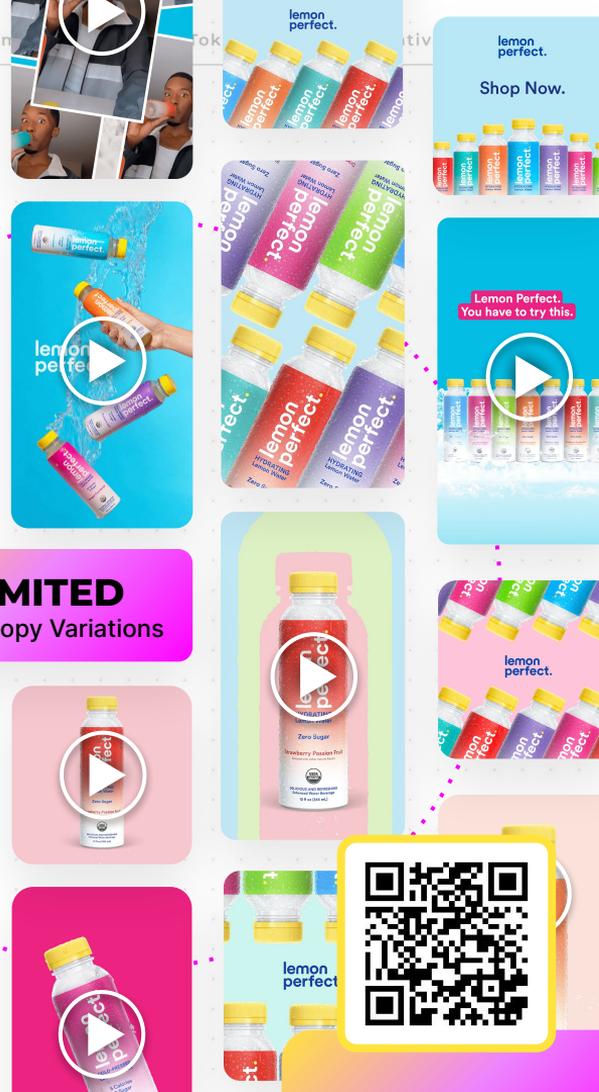
Static images, TVCs, Brand Video, Stock Photos, creator footage



80+

 creative assets

UNLIMITED
Formats & Copy Variations





STRATEGY #2

Modernizing the creative pricing structure



The **traditional way of paying for creative is clunky** and no longer suitable for the **fast-paced, dynamic environment** on TikTok.

Every other aspect of a marketer's life has been transformed by SaaS pricing models - why not creative?



TikTok is where trends are created and cultivated

To make ads that are tuned into this culture, you've got to be **quick on your feet** – trends come & go quickly!

Adopting a creative solution with a **fixed-cost** pricing structure enables you to be **agile**, jumping into trends right away.



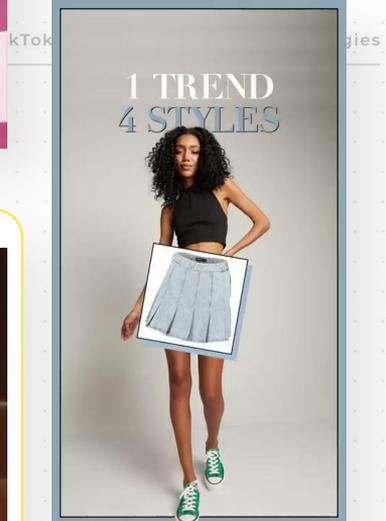
Branded Hashtag Challenge



Topical reference



Organically trending visuals/sounds

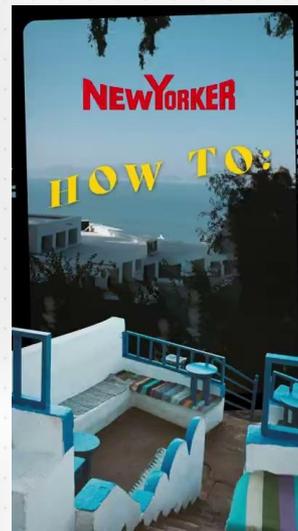
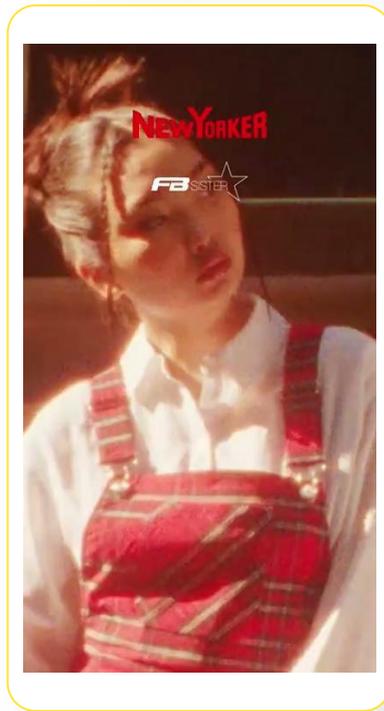


NEWYORKER

In the second half of 2022, using a cut-out/montage editing technique became a major trend in organic TikTok content.

Understanding the power of a shared visual language, clothing brand, New Yorker, utilized this technique within their ad creative.

90+ TikTok assets
with Shuttlerock



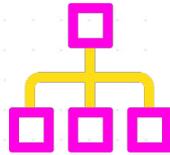
CaaS: Creative as a Service

Agile, fixed-cost creative solutions provide marketers with *cost-certainty*.

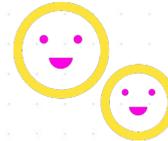
In uncertain economic conditions, having a clear view of incoming creative costs is a big help.



Achieve speed & scale required for TikTok



Plan ahead with confidence



Keep your finance team happy!



Freedom to experiment & fine-tune

When **creative costs are fixed**,
the **more assets** you produce,
the **more value** you get.

With fixed-cost creative solutions, you are rewarded – rather than punished – for producing more creative assets. This enables you to *maximize your return from your creative budget.*





STRATEGY #3

Always-on Creative Production



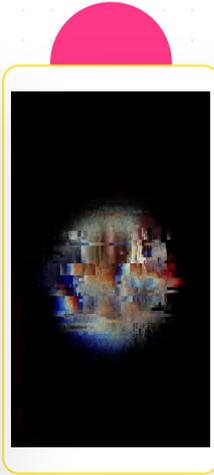
To thrive on TikTok, you need to have a constant presence. This requires an **always-on** approach to creative production.

Instead of building creative intermittently throughout the year, an always-on approach means that you have a *continuous pipeline of new assets* to keep up with the *scale & demands of TikTok*.

The layers of an always-on TikTok Strategy



Regular organic presence



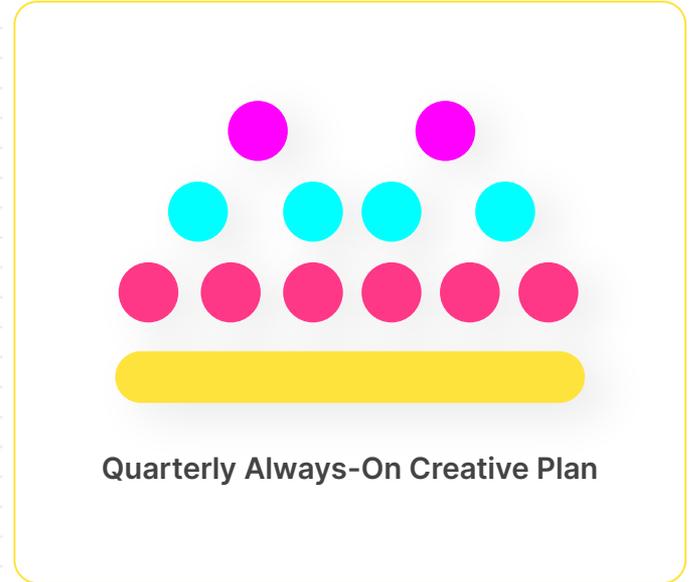
Steady stream of In-Feed auction ads



Spontaneous creative that taps into/creates trends

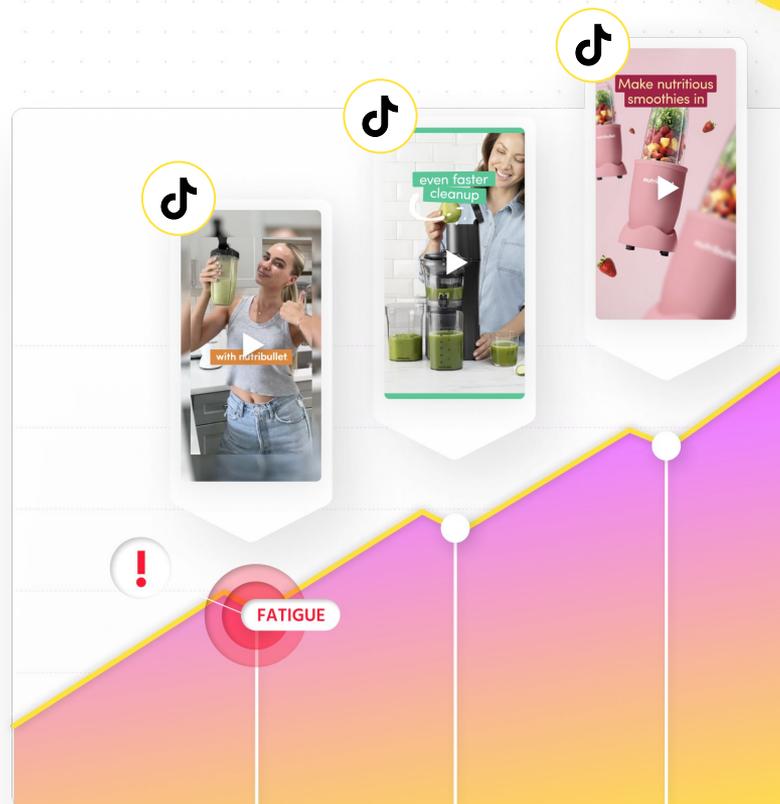


Additional paid formats for campaign peaks (holidays, launches)



Always-on is the best way to overcome one of the major challenges facing TikTok marketers: *creative fatigue*

Mitigate creative fatigue with a continuous pipeline of fresh assets



clear start

by dermalogica

With Gen Z audiences as their main target demographic, Clear Start by Dermalogica has been keeping things fresh by regularly swapping out their creative.

10 TikTok assets
with Shuttlerock



Facilitating always-on creative requires *dedicated tech.*

Move fast, tap into trends & achieve an always on presence with dedicated technology solutions, like CaaS.

The screenshot displays the Shuttlerock platform interface. At the top, it shows the project name "Lemon Perfect 01 2023" and "Concept 1 Product Shots". Below this, there's a video thumbnail showing a hand holding a tube of "lemon perfect" product. To the right, a sidebar contains a "Summary" tab and a "Discussion" tab. The discussion shows a comment from "Mai C" asking, "Can we hold a few seconds here and have the logo came in after." Below the main content, there's a "Start a Project" section with two options: "New Custom Project" and "Select a Package". The "Active Projects" section shows three cards: "New Yorker", "Lemon Perfect", and "Clear Start by Dermologica". The "New Yorker" card shows 2 deliverables ready for review. The "Lemon Perfect" card shows 2 deliverables in production. The "Clear Start by Dermologica" card shows 2 deliverables in production. At the bottom, there's a user profile for "Alyssa Garcia" with "Account settings".

Three Creative Strategies

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Modernizing the creative
pricing structure



An 'always-on' approach
to creative production



Meet Shuttlerock's Creative as a Service (CaaS) solution

Book a free creative consultation!

www.shuttlerock.com

*& ask us about the
TikTok Creative Exchange (TTCX)!*

Scan Here!





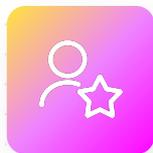
All the elements to help you create without compromise



**Fixed-cost
pricing
structure**



**Unlimited
variations &
revisions**



**200+ talented
in-house
designers**



**Dedicated
client success
team**



**Proprietary cloud
tech for streamlined
workflows**

THANK YOU!



Jason Ander

Global Business Solutions
Creative Partnerships



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