

The Top 5 Reasons Why YouTube Will Transform Marketing for Public Companies

written by Tracy Weslosky | March 20, 2024

"This is a data-driven market. To be 'discovered' you must offer data. And there is no where better than YouTube. I tell clients everyday to go start a YouTube channel."

In an era where digital platforms are continually reshaping how businesses connect with their audience, YouTube has emerged as a pivotal marketing tool for public companies. The evolution from traditional media to digital platforms, particularly YouTube, is not just a trend but a significant shift in consumer and investor behavior. Our journey since launching the InvestorNews YouTube channel in 2010, now accessible through InvestorCoffee.com, has allowed us to closely observe and leverage the effectiveness of YouTube in marketing. Integrating compelling statistics, here are the top 5 reasons that illustrate why YouTube is set to revolutionize marketing for public companies and the importance of establishing your own YouTube channel.

1. Attracting a New Demographic

The digital age beckons a new era of consumers and investors, predominantly younger, who are increasingly difficult for public companies to reach through traditional media. YouTube, with 2.70 billion monthly active users globally, offers an expansive platform to bridge this gap. Notably, the largest share of YouTube users is between ages 25 to 34 years old, highlighting its effectiveness in reaching a younger demographic. This

demographic insight is crucial for companies looking to appeal to and engage with the next generation of investors and consumers.

2. Keeping Shareholders Updated

In today's fast-paced world, shareholders prefer immediate and accessible content over traditional communication methods. YouTube's 122 million daily active users underscore the platform's vast engagement, providing a dynamic channel for companies to update their shareholders. The direct search functionality, where users can find content by simply speaking into their remote, emphasizes the importance of a strong YouTube presence to ensure discoverability and maintain shareholder engagement.

3. Building Your Own YouTube Channel

The argument for public companies to invest time in their own YouTube channels is further supported by the platform's content diversity and engagement rates. With over 500 hours of content uploaded to YouTube every minute, the platform's vast content library offers companies a unique opportunity to stand out and directly engage with their audience. Frankly, I predict that the potential for companies to build a dedicated and engaged audience through their own channels will be explosive when done right.

4. Your YouTube Channel is Your New Website

YouTube's role extends beyond just a video-sharing platform; it has become a primary source of information for many users.

Android users spent a monthly average of 27 hours and 26 minutes on the YouTube app, showcasing the significant mobile engagement with YouTube. This statistic highlights the importance of having a dedicated YouTube channel for your company, providing a space where interested parties can access information and updates anytime, anywhere.

5. Simplifying Audience Engagement

One of the standout features of YouTube is its ability to simplify audience engagement. Once users subscribe to a channel, they automatically receive notifications and access to new content, eliminating the need for companies to maintain complex databases or outreach programs. This seamless interaction facilitates ongoing engagement with your audience, making YouTube an effective tool for building and maintaining investor and consumer relationships.

Conclusion

The transformative potential of YouTube for public companies is evident through these compelling statistics. From its massive global reach and high daily engagement to its significant advertising revenue growth and influencer marketing potential, YouTube presents an unparalleled opportunity for companies to innovate their marketing strategies. Establishing a dedicated YouTube channel not only enhances your company's visibility and accessibility but also provides a direct and engaging channel to connect with a broader audience, including the vital younger demographic. As YouTube continues to dominate the digital landscape, the importance of leveraging this platform for your public company's marketing strategy cannot be overstated. Embracing YouTube as the new TV is not just a strategic move; it's a forward-looking approach to engaging with the future of

media and communication.