# **Table of Contents**

## **Getting Started**

Log into your Account	4
Manage Account	6
Add Staff Members	7
Upload and Manage Photos	8
Manage LINK	10
Manage Deadlines and Invoices	11
Homepage Toolbar Features	12
Yearbook Ladder	17
Manage Yearbook & Ad Sales	18
Approve for Production	20

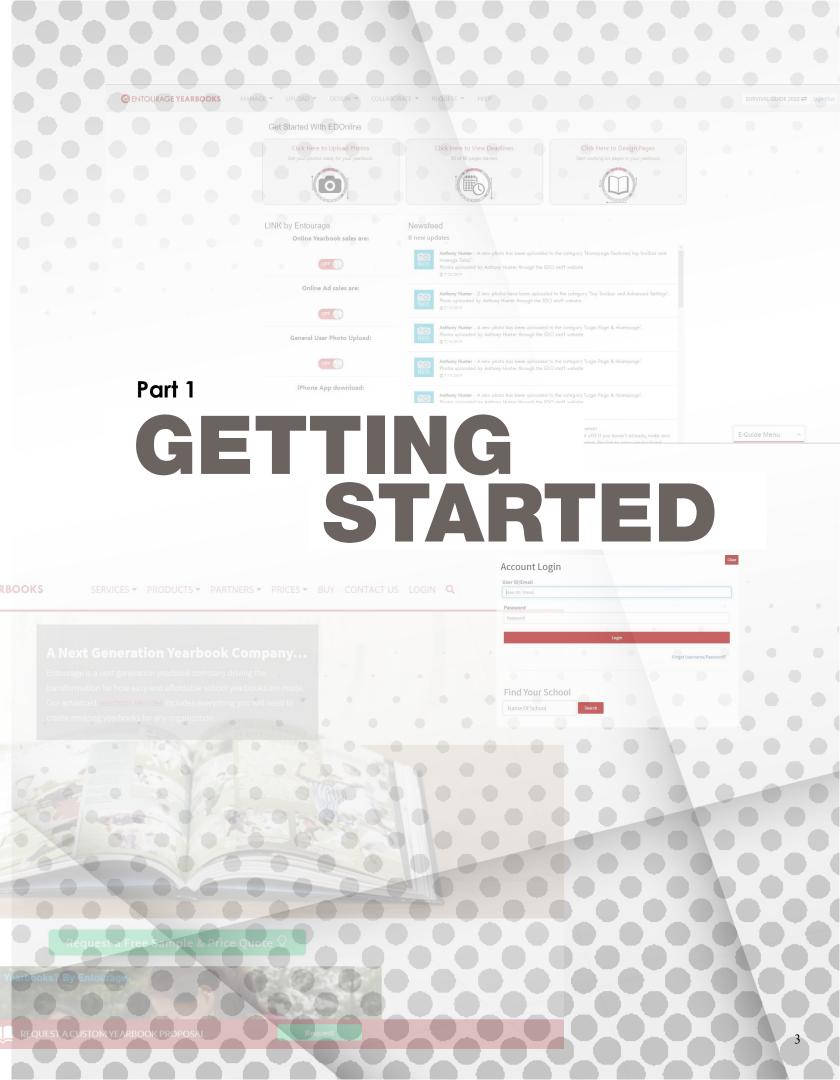
## **EDOnline Designer**

Access Page and Cover Designer	24
The Designer Toolbar	26
Add Photos to Pages	
Clip Photos	30
Add Text	31
Edit Text	32
Add Backgrounds and ClipArt	33
Insert Templates	34
Move Pages and Recover Pages	35
Page Builder	3
Advanced Menu	38
NEW in EDOnline	40
The LiNK SITE	42

## **Market Your Yearbook**

Marketing Introduction	46
Create a Sales Plan	48
Advertisement Strategies	50
Business Ads	54





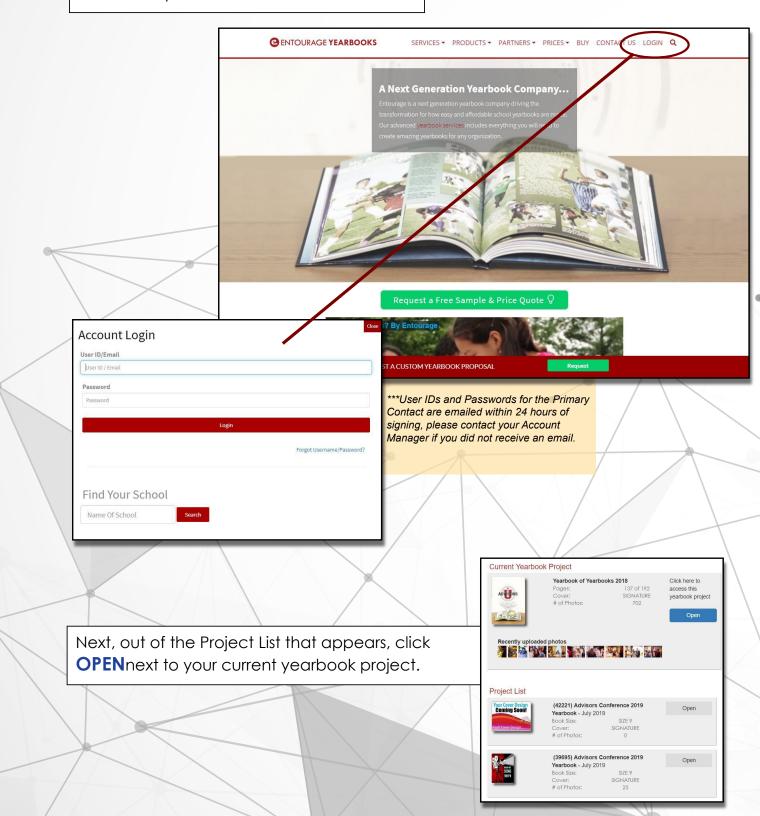
# LOG INTO YOUR ACCOUNT

## **ENTOURAGE SITE:**

4

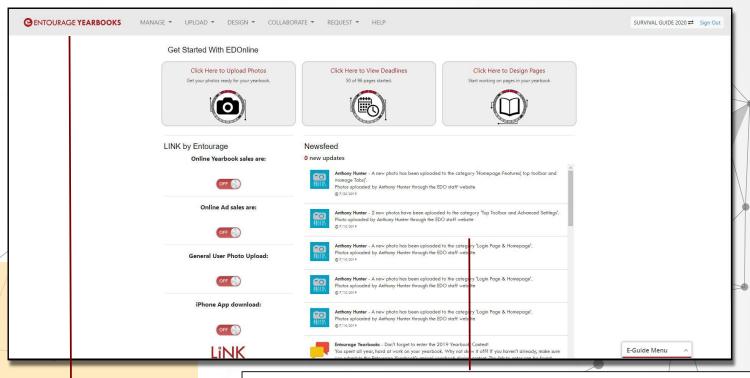
www.entourageyearbooks.com

In the upper right-hand corner, click **LOGIN**, then enter your User ID and Password.



## YOUR YEARBOOK HOMEPAGE:

The three large buttons, **Upload Photos, View Deadlines**, and **Design Pages**, are the main tools used to create a yearbook. These buttons provide quick access to these core features.



**ACTIVITY NEWSFEED**: Keep track of your account activity. The newsfeed feature displays various updates and activity in your account (i.e. photo uploads, Entourage announcements, and more).



MANAGE \*

UPLOAD ▼

DESIGN -

COLLABORATE \*

REQUEST \*

HELP

The Manage tab allows you to edit your book specs and account information, setup your staff and their permissions, access your yearbook ladder and any content that has been uploaded. The **Upload** tab provides quick access to the Upload Photo and other upload features, such as uploading PDFs and videos.

The Design tab gives you design access to the different parts of your yearbook such as the cover, index, and general pages, as well as your People Pages. You can also request a Design Review from this menu.

The Collaborate tab allows you access to Explore, Share, Discuss, and Learn. These sections include our Template library, the Yearbook Contest, Certification tests, etc.

The Request tab gives you the option to request a Proof Book, Marketing Materials, and/or a Yearbook Kit. The Help tab is your key to contacting Entourage with any questions you may have. There are online tools to help you right away. You can also sign up for our free online training sessions via our webinar calendar.

# MANAGE ACCOUNT

## **Getting Started**

## **ACCOUNT INFORMATION:**

Here you can update your contact information, page count, book quantity, and even your delivery date.

MANAGE ▼ UPLOAD ▼

A Yearbook Home

Manage Account

Manage Ladder

Manage Staff/Users

Manage Photos

Manage Uploads

Manage Tasks

Manage Tasks

Manage Deadlines

Manage Yearbook Sales

Manage Ad Sales

Manage LINK

Approve For Production

If you create more than one yearbook with our software, we offer cloning of one project to another using the **IMPORT ACCOUNT CONTENT** button.

Manage Invoices

A Manage Permissions

■ Manage EDO Page Locks



iis dashboard to update your contact information, and manage your Login spec changes will not happen immediately, but pricing will be adjusted acc	
Primary Contact Information roject Name:SURVIVAL GUIDE 2020	Current Book Specs
Anthony	Current Book Quantity: 1 Books Changing this spec will result
ast Name:	in a price change.
Hunter	Current Page Count: 96 96 Pages Changing this spec will result
ddress:	in a price change.
39 Everett Dr	Percent Color: 100%
city:	Requested Delivery 8/29/2020 mm//dd/sees
Princeton	Date:
State:	If you need to change your delivery date, and your current delivery date is in less than a 60 days away, please contact us at help@entourageyearbooks.com.
NJ	Cover Type: Full Color Soft Softcover ▼
ip:	Cover
08550	
mail:	
a.hunter@entourageyearbooks.com	
Phone:	
8889266571	

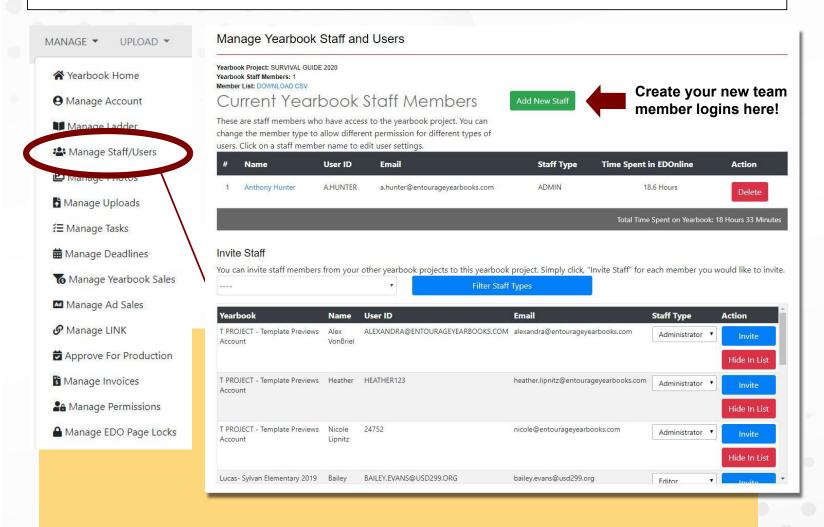
In the Manage Account section you can find your Account Manager, Sales Rep, and the Billing Departments direct contact information. They are at your service for any assistance you may need throughout the yearbook process.

including o	uaranteed fast day-to-day support, changing deadlines, technical issues, the website cager: Anthony Hunter		uests that require high priority I your escalated requests to Anthony Hunter	online sales Billing Contact:		
Phone: 888-926-6571 ext 139 Phone:		888-926-6571 ext 139 a.hunter@entourageyearbooks.com	Phone: Email:	888-926-6571 ext 3 accounting@entourageyearbooks.com		
	ccount Content		View Invoices			
f you would like to make a clone of your yearbook content, you can do so here. Follow the instructions in the popup window to			an Would you like to	Would you like to allow ADMIN users to view and access Invoices? Yes		

# ADD STAFF MEMBERS

## **MANAGE YOUR TEAM:**

The **Manage Staff** page is where you can add each member of your team by creating them new login information, or invite staff members from previous projects to keep the login information they already use.



#### Staff Member Information Update the profile information for this yearbook staff member. You can update the contact email, change the password, and select member status and User ID: nded for User IDs. You can invite existing user if you know their User ID. Confirm Password: Staff Member Status: Approved User Staff Member Type --- Select Member Type ----Editors - Can design pages, upload photos and access the collaborate tab Staff - Can only upload and view photos dit these default permissions please go to Manage Permissions **EDOnline Designer Type:** EDOnline - HTML5 Receive Notices: Receive Notices - Training resources, tips, help, etc. Receive email notices about training and support resources for creating your

#### The 3 STAFF MEMBER TYPES:

- 1. **ADMIN** Recommended for the Primary Contact and those who need full design and account/invoice access.
- 2. **EDITOR** Recommended for students and those who require access to the designer and the Collaborate tab.
- 3. **USER** Recommended for those who need only limited access to the website, such as Manage and Upload Photos.

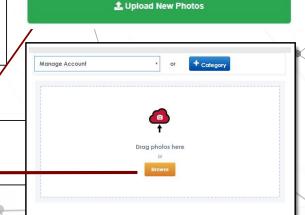
These types can be customized via the Manage Permissions page.

# UPLOAD AND MANAGE PHOTOS



To begin, create your photo categories by clicking on the **Upload New Photos** button, then **Create Photo Category.** You can also designate an existing category as a Parent category when creating a new category to make a folder within a folder.

Once your category is selected, click on the **Upload New Photo** button. To upload photos from your files, click **Browse** and navigate to the photo file(s) on your computer.



Email Photos To Your Yearbook

Upload photos to your yearbook photo categories by using the following dedicated emails for your accounts.

Email Photos To Photo Category

Accessing the Designer Page and Cover

Adding and Saving a Template submit+907063@edophotos.com

Adding BKGs and Clipart submit+907062@edophotos.com

Adding Photos to a Page submit+907064@edophotos.com

Adding text in designer submit+907064@edophotos.com

submit+907074@edophotos.com

Email Photos

Select Photo Category

Click above to select a category or create a new one.

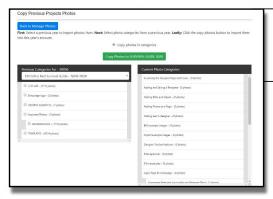
Each category that you create will be automatically assigned an email address. The list of addresses can be found in the **Email Photos** button.

Provide parents, teachers, and other members of the school community with the corresponding email address(es). Any attached or embedded photos will automatically upload to that specific category once the email is sent.

BKG example images

## **Getting Started**

#### 🛂 Import Previous Year Photo:



Re-signed accounts have the ability to Import Previous Year Photos. You will be able to choose an old category and import it with the pictures to your new account.









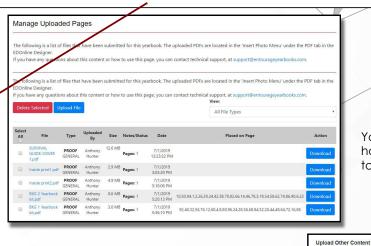
Log into your **social media** to use photos from your Instagram, Facebook, Google Drive, and Dropbox accounts.

## **Upload PDFs to the Website**

MANAGE ▼ UPLOAD -★ Yearbook Home Manage Account Manage Ladder A Manage Staff/Users Manage Photos Manage Uploads ₹≣ Manage Tasks **m** Manage Deadlines Manage Yearbook Sales Manage Ad Sales **𝚱** Manage LINK Approve For Production Manage Invoices A Manage Permissions

▲ Manage EDO Page Locks

If you have any PDF files you need to upload to the project, you can do so in the **Manage Uploads** section.



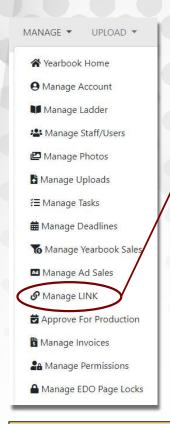
You can view any PDFs that have been previously uploaded to the account here.

Click the **Upload File**button. You can then select any cover or page design PDFs you created in an outside program like Illustrator, Photoshop, or InDesign. Designate the content type and any appropriate comments, then click **Upload File** button to complete the process.

pload File:		
Choose files to upload	Choose Files	
Content Type		
	*	
Content Context		
General	•	
Comments & Notes		

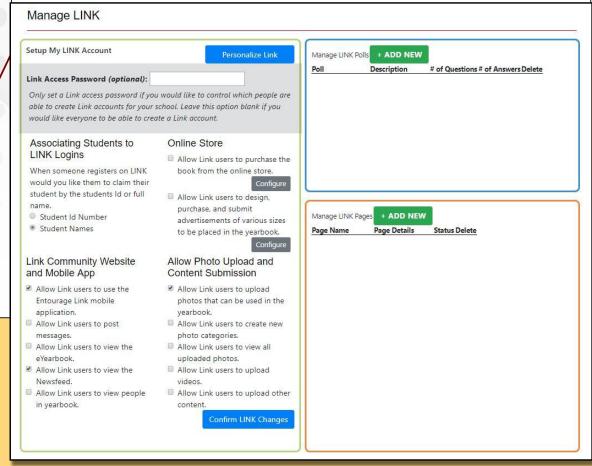
# MANAGE LINK

## **Getting Started**

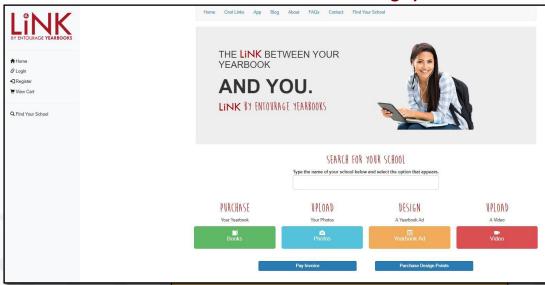


Check the boxes to activate the items that you would like to make available to LINK users. Click **Confirm LiNK Changes** to update.

LiNK is a separate website that serves as a "link" between your project and the the school community. **Manage LiNK** allows you to activate online yearbook and ad sales, photo submission on the desktop and mobile app, view the eYearbook, and create hosted Link pages and polls.



## The LiNK Site: link.entourageyearbooks.com



This is how the LiNK home page appears. Users will be required to create their own login (separate from your staff logins) and will search by your yearbook account title.

Purchase, Upload, and Design buttons will only be available once the corresponding setting is turned on in **Manage Link**.

See page 42 for more about the LINK site!

# MANAGE DEADLINES/INVOICES

UPLOAD -MANAGE -**Yearbook** Home **9** Manage Account Manage Ladder A Manage Staff/Users Manage Photos Manage Uploads Hanage Deadlines Manage Yearbook Sales Manage Ad Sales **6** Manage LINK Approve For Production Manage Invoices A Manage Permissions ▲ Manage EDO Page Locks

The First, Second, and Third Submission dates are also proof book request deadlines. See **page 15** for more about the Request Proof Book feature.

In **Manage Deadlines**, you will find several key submission dates based on your current delivery date. If you choose to change your delivery date, these dates will adjust automatically. Contact your account manager if you have concerns about these dates.

#### Manage Deadlines

Below is a 12-month calendar of each of your key deadline that Entourage suggests you follow to successfully deliver your yearbook on time. Read through each deadline to help create a time-line for your project. Confirming a deadline on this page will notify your account manager that you have completed the deadline, but will not request any proof materials. If you would like to request a proof click here.

Key Deadlines	Due Date	Days Until Deadline	Completed	
Initial Deposit	7/27/2019	17 Days Past Due	No	
Gets your software ac	tivated			
Cover Submission	5/10/2020	271	No	
Missing the cover dea	off cover, foil stamps, dye-cuts or any of dline for any of the above will result in cover (no changes can be made to the	n loss of the embellishment and/or de	lay in production of the book	
Final Approval	8/1/2020	354	No	
"Submit for Productio Missing the final appr delivery of your book: If this date is missing, date Rush fees may be app has passed (noted du	oval deadline will result in the delay of s you will receive the next available del died to your account if your approval or ring approval process) be made at this time or the delivery of	ivery date	al	
Delivery Date	8/29/2020		No	

## Pay Invoices Online Anytime!

Manage Invoices

Below is a list of invoices associated with your account. You can click on "Pay Now" to pay your invoice securely online or you can download a preview of the invoice to review.

Invoice Memo Status Due Invoice Balance Pay/Amount Download Number Date Amount Due Paid Download Paid

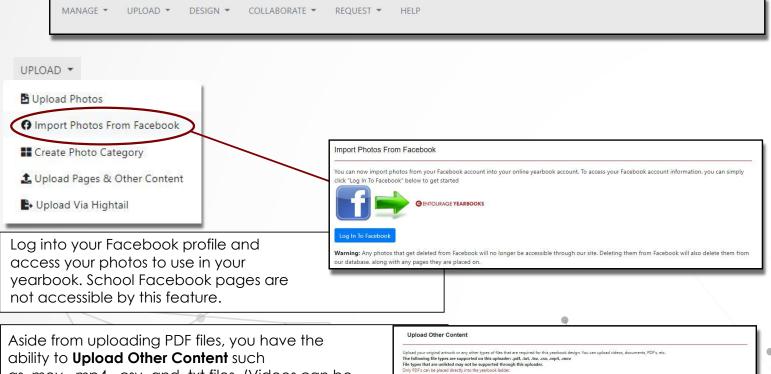
1042173001 Full Payment Invoice for the SURVIVAL GUIDE 2020 NEW 8/1/2020 \$30.87 \$30.87 Pay Now Download

You have the ability to pay your invoice anytime before your Final Approval date by going to the **Manage Invoices** section.

Click **Pay Now** to submit credit card information or click **Download** to receive a printable PDF file to forward to your financial secretary.

# HOMEPAGE TOOLBAR

The **Upload tab** provides quick access to the Upload Photo and other upload features, such as uploading PDFs and videos.



Upload File:

Content Context:

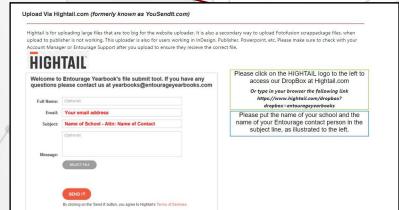
Comments & Notes

as .mov, .mp4, .csv, and .txt files. (Videos can be incorporated into the yearbook using QR codes.)

G Import Photos From Facebook

Create Photo Category

Lupload Pages & Other Content



If you happen to have a file too large to upload directly from your computer, Entourage also has a **Hightail** feature.

\* Make sure you contact your Account Manager and let them know you have uploaded via Hightail so they can make sure that the file is ready for you to place.

🖺 Upload Via Hightail

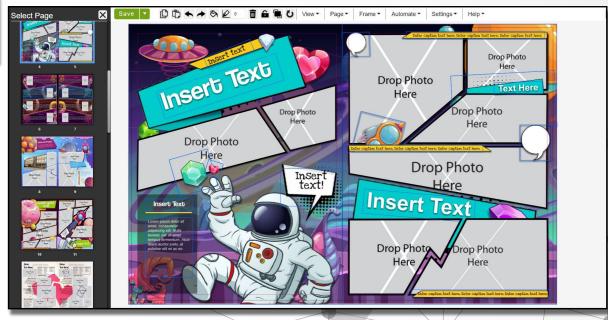
## **Getting Started**



#### Page Design:

Choose a page to design from the ladder preview on the left side of the screen. You can then use the tools to design your pages.

The **Design tab** gives you design access to the different parts of your yearbook such as the cover, index, and general pages, as well as your People Pages. You can also request a Design Review from this menu.





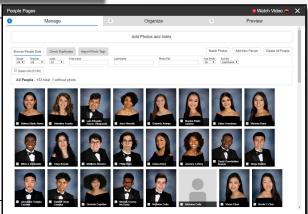
#### **Design Cover:**

Create your cover, add spine text, and set an exciting theme for your yearbook.

### **Design People Pages:**

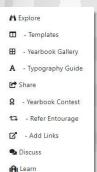
In this section you can create student portrait pages in three steps.

- Upload your portraits and student data.
- Separate the students by class, grade, or teacher, then choose a template.
- Automatically flow all of your student portraits onto specified yearbook pages.



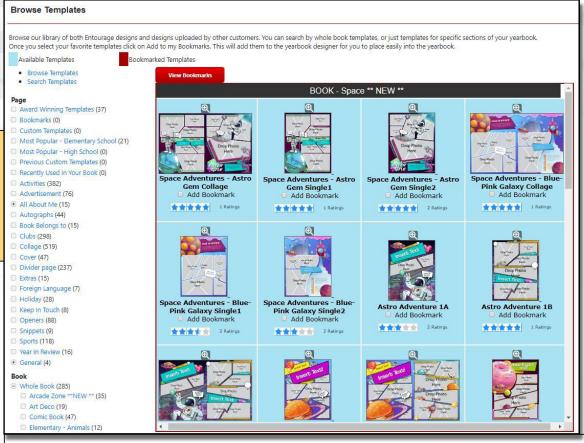
# MEPAGE TOOLE

### **Getting Started**

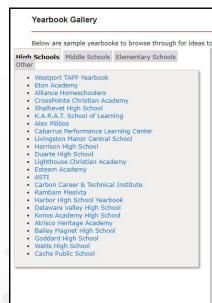


You can rate all of the templates on the website and search for the most popular ideas!

The Collaborate tab allows you access to Explore, Share, Discuss, and Learn. These sections include our Template library, the Yearbook Contest, Certification tests, etc.



Browse Templates: Search through hundreds of topquality templates. Get ideas for your book and bookmark any template you like for quick access in the designer. You can bookmark the templates by checking the boxes under the template preview.





#### Yearbook Gallery:

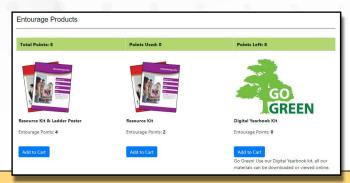
Need some inspiration? View hundreds of ideas from other schools across the country. Use the tabs to switch between several school types for age appropriate styles.

# **HOMEPAGE TOOLBAR**

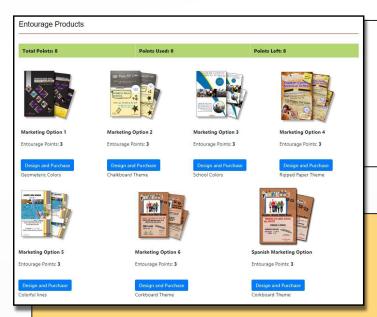
★ Home
★ Yearbook Kit
Q Marketing Materials
★ Proof Book
★ Design Review

The **Request tab** gives you the option to request a Proof Book, Marketing Materials, and/or a Yearbook Kit.

**Resource Kits** are materials that you can utilize to help guide you in your yearbook process. You can get a physical or PDF version of these resources.



A ladder poster is also available with the Resource Kit.



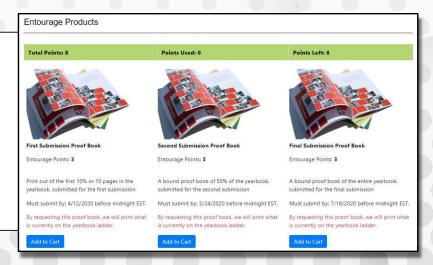
Marketing Materials allow you to design and receive your own order forms and posters. Promote your yearbook sales and generate interest in the yearbook. This is also a way to share information about buying books and ads online as well as how to contribute photos.

In order to request these features it is required to have have a minimum of 3 design points.

Contact your Account Manager to inquire further about the design points.

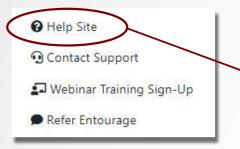
**Proof Books** are physical copies of your yearbook that can be used to check for clarity of images, layout, and spelling/grammar. Click **Add to Cart** below the first available proof book choice, fill out the delivery information, and click Confirm.

Proof books take 1 week plus shipping to arrive, so please order at least two weeks before final approval.



# HOMEPAGE TOOLBAR

The **Help tab** is your key to contacting Entourage with any questions you may have. There are online tools to help you right away. You can also sign up for our free online training sessions via our webinar calendar.



Explore the **Help Site** for answers to frequently asked questions, chat in a yearbook forum with other advisors across the country, and view the Entourage newsfeed for recent updates and announcments.

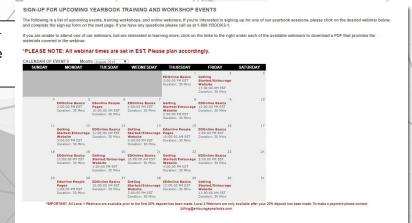




The **Contact Support**page contains live chat and contact information for technical support and the billing department.

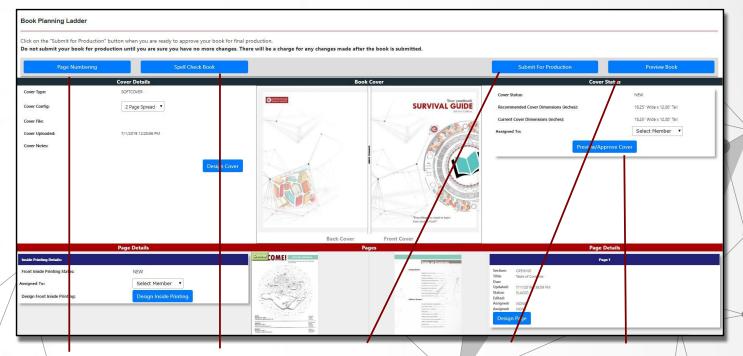
Schedule a Webinar for yourself or your class under the **Webinar Training Sign-up** page. There are three main training sessions to choose from:

- 1. Getting Started/ Entourage Website
- 2. Edonline Basics
- 3. People Pages



#### YOUR PAGE PLANNING HQ:

View your yearbook progress, assign pages to staff, designate page content, directly access pages to design, and more.



#### Page Numbering:

Add page numbers to your yearbook pages. Simple and advanced options are available.

#### Spell Check Book:

Review potential spelling errors pageby-page. The feature will make approved corrections to your page(s) automatically.

#### **Submit for**

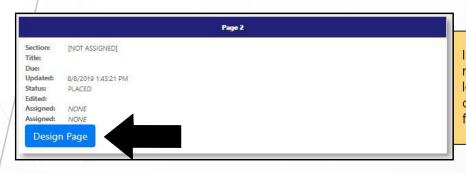
Production: When you are ready to submit your book for production, this button will take you to the approval form.

#### Preview Yearbook:

View the digital flipbook of your yearbook progress. You can also generate a PDF version of your book sent to an email address of your choice.

#### Preview/Approve

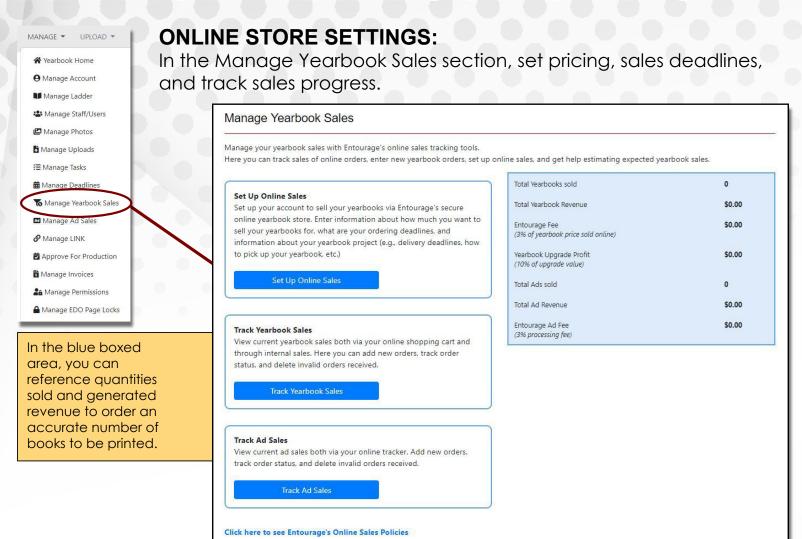
Cover: Check several previews of your cover design and approve it when you are ready. Note: approving the cover will lock the it from any further editing.

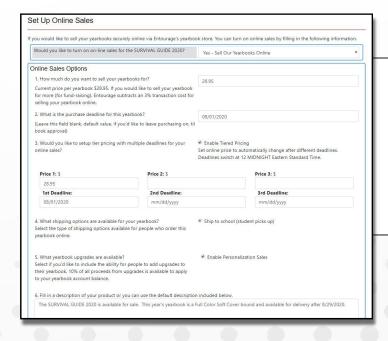


In these boxes you can assign pages to members on your team. You can also lock certain pages once they are complete to prevent further editing from non-admin staff members.

You can access your designer by clicking on the **Design Page** button next to the corresponding page you would like to access.

# **MANAGE YEARBOOK SALES**





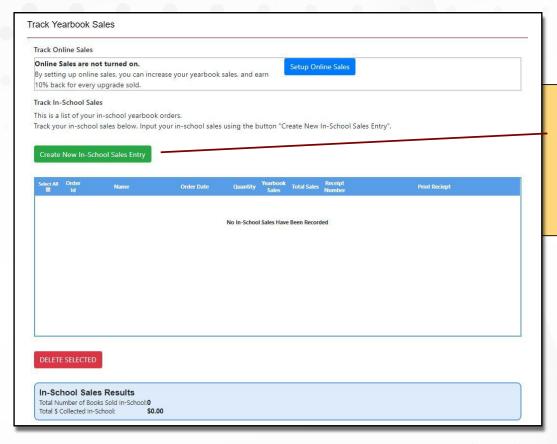
#### **Setup Online Sales:**

Activate your online store and set parameters, such as yearbook cost, optional tiered pricing, sales deadlines, required customer information, etc.

Personalized yearbooks are available as a sales option. This involves foil stamping the name of the student onto the front book cover.

## **Getting Started**

**Track Yearbook Sales** records every online and offline sale made through your store. Information will include date of purchase, total amount paid, intended recipient, quantity ordered, and personalization text if applicable. Spreadsheet downloads are also available.

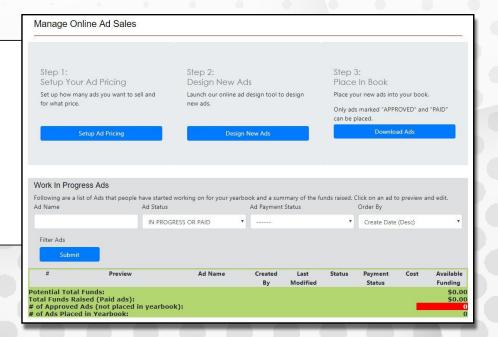


If you offer in-school sales, select Create New In-School Sales Entry to record each sale. Please note that personalizations not purchased in the online store will only be produced if added through this feature.

## **MANAGE ONLINE AD SALES:**

**Setup Ad Pricing:** Configure your pricing and add size options for family members and businesses to purchase.

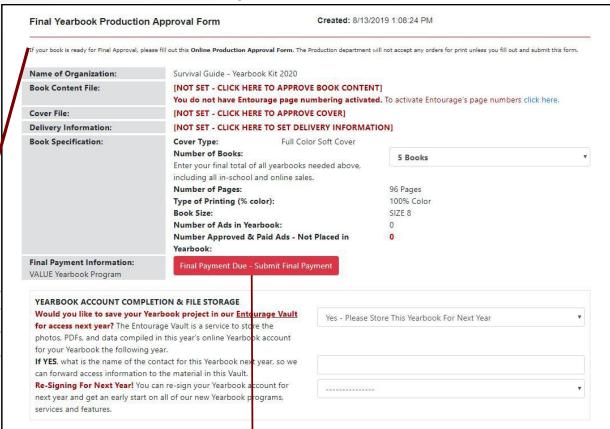
**Track Ad Sales:** View and approve design and purchase ads before they can be placed in the page designer.



## APPROVE FOR PRODUCTION

#### **FINAL APPROVAL FORM:**

Navigate to the final approval form from the Manage tab, the Yearbook Ladder, or Manage Deadlines page. Begin with the red links at the top and complete each section before attempting to submit.



**Final Payment Due:** If not already paid in full, apply online revenue from yearbook and ad sales, supply credit card information, and/or online checking details now.

## **Approve Book Content:**

UPLOAD \*

MANAGE \*

Yearbook Home

● Manage Account

Manage Ladder

Manage Staff/Users
Manage Photos

Manage Uploads

**m** Manage Deadlines

Manage Ad Sales

**6** Manage LINK

Manage In

Manage Yearbook Sales

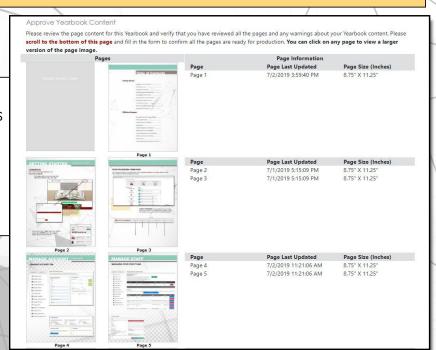
Approve For Production

A Manage Permissions

■ Manage EDO Page Locks

₹≣ Manage Tasks

This is the final review of all of your pages and pre-flight warnings. Click on the provided warning links to go directly to that affected page in the designer and make any necessary fixes. Fill out the bottom portion and click Approve.



## **Getting Started**

#### PREVIEW & APPROVE YEARBOOK COVER

Below is a preview of your Yearbook cover. You can view and approve this Yearbook cover for final production. Please note, once you approve your cover you will NO LONGER be able to make changes to the cover. Any additional changes requested after final approval will result in additional change fees.

#### COVER TYPE: SOFTCOVER



Spine Preview
ow your Yearbook spine would read if placed on table face up.

# SURVIVAL GUIDE Advort Library

#### **Approve Cover:**

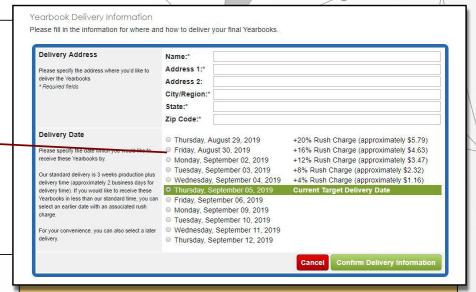
If you have not already done so, check several previews of your cover design and approve it at the bottom of the page.

#### **Set Delivery Information**

Provide the name and delivery address for your order.

**Note:** PO Boxes are not valid shipping addresses.

You have the ability to choose a **faster turnaround** time but there will be a rush fee associated with the date (approximates shown).



The standard turnaround for yearbooks is 3 weeks plus shipping.

YEARBOOK ACCOUNT COMPLETION & FILE STORAGE

Would you like to save your Yearbook project in our Entourage Vault
for access next year? The Entourage Vault is a service to store the
photos, PDFs, and data compiled in this year's online Yearbook account
for your Yearbook the following year.

If YES, what is the name of the contact for this Yearbook next year, so we

can forward access information to the material in this Vault.

Re-Signing For Next Year! You can re-sign your Yearbook account for next year and get an early start on all of our new Yearbook programs, services and features.

Save your content for the next year using the approval form. Provide a new contact for next year if applicable. **Re-sign** for the next year to keep your pricing and upgrades. There are options to resign for multiple years.

Re-signs are **non-binding**. If you re-sign and decide to cancel you will not be charged or penalized.



Ready to start designing your book? This is your all-access pass on how to use the Designer to create the best yearbook ever!

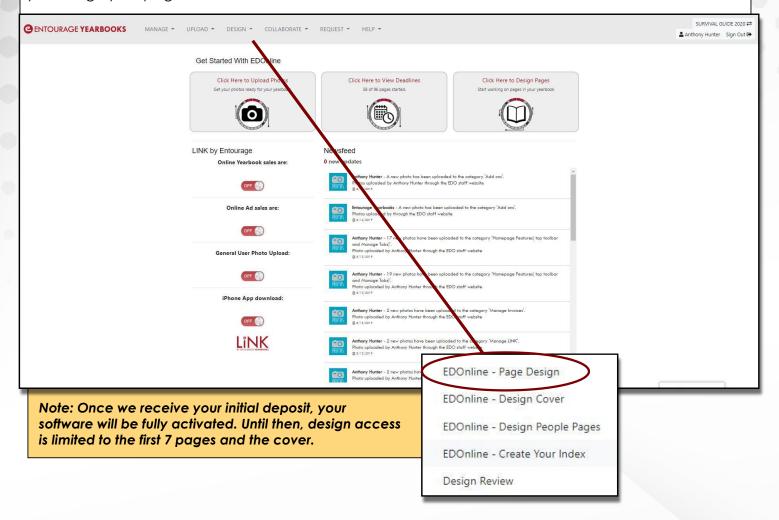




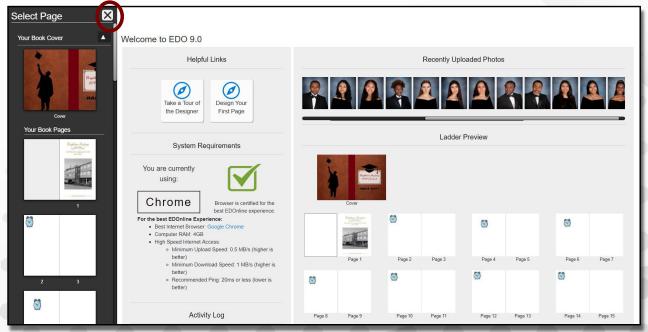
# ACCESS THE DESIGNER

#### WHEN IN EDONLINE:

Access the designer using the Design tab or Manage Ladder. Only one person can access a spread at one time. Entourage recommends using Google Chrome or Mozilla Firefox as your browser while you design your pages.



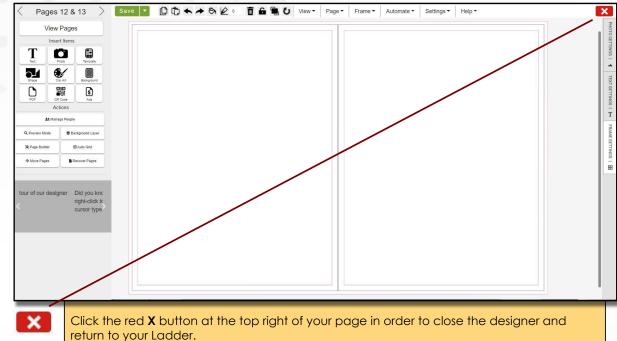
Click the gray X to hide the Select Page side menu for pages and return to the left toolbar.



#### **EDOnline Designer**

Welcome to the designer! On the left side of the page is the **Select Page** menu. Select a spread to open the pages and begin your design.





## **EDONLINE PAGE GUIDES**

While in the designer, these colored lines on the canvas will guide the placement of your content:

## Red I Guideline

This is the bleedline. All backgrounds should meet or exceed this line completely to ensure a clean bleed off the page.

#### Black Guideline

This is the trim line, where the pages will be cut during production. This designates the actual page edge in the final product.

#### Black Center Line

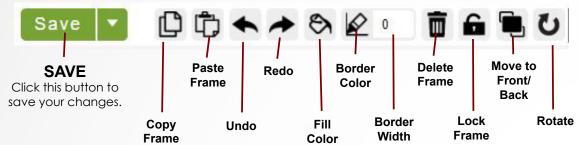
This is the center of your spread, where the pages will be bound to the cover. Make sure text or faces in pictures are not in this area.

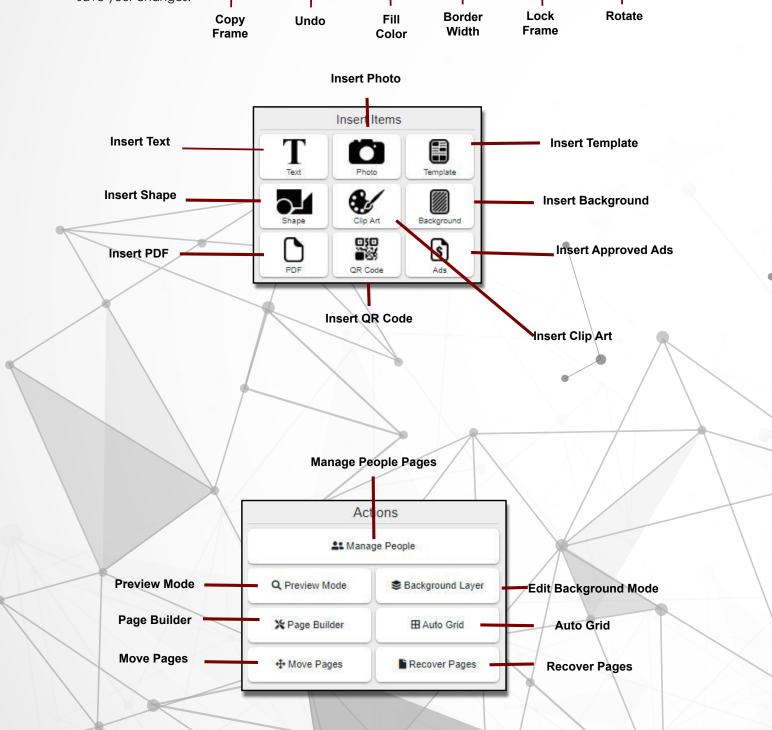
#### Purple Guideline

This is your margin or "safe zone". Any items you do not want to get cut off must stay within the purple guidelines.

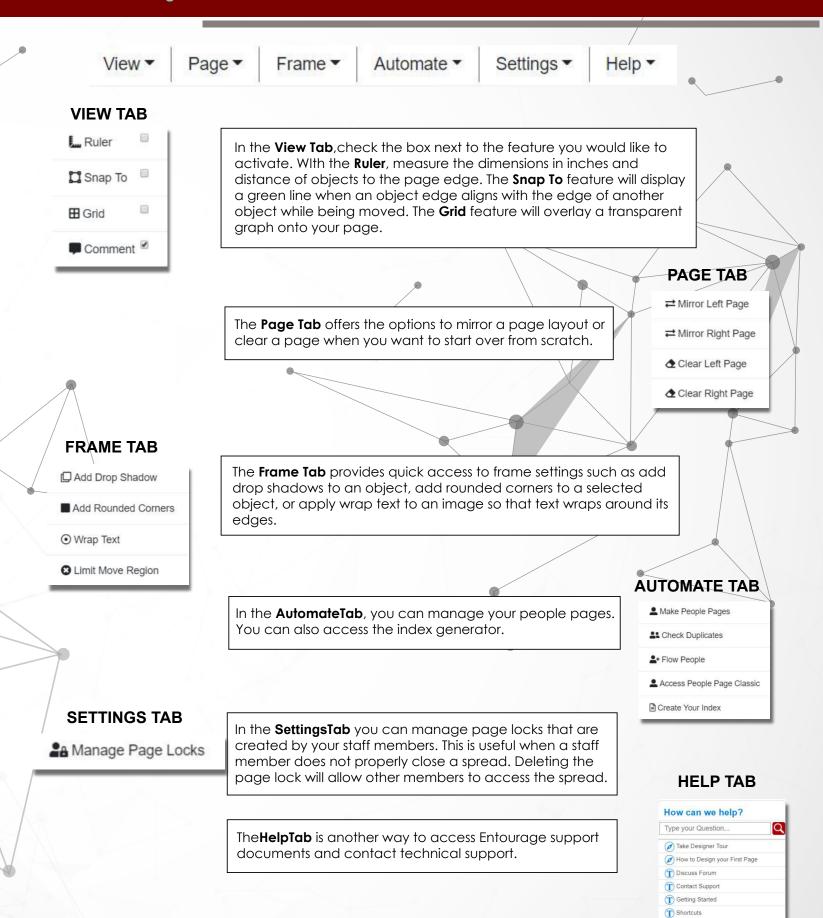
# THE DESIGNER TOOLBARS

## **TOP AND LEFT TOOLBARS:**





#### **EDOnline Designer**



HTML5 ▼ 🚯

# ADD PHOTOS TO PAGES

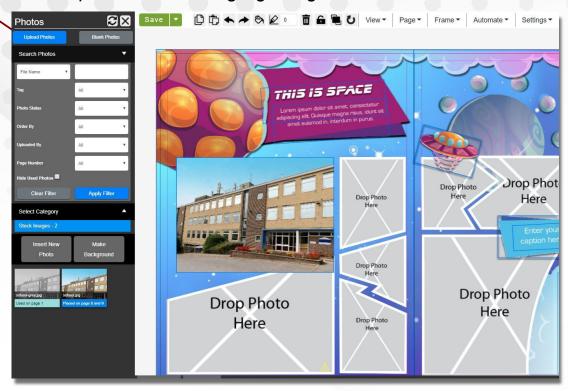


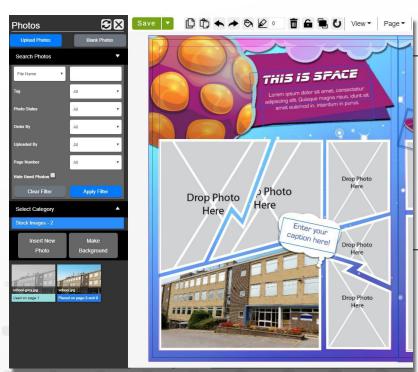


After you select the photo, click anywhere on the page canvas and it will appear!

## **Place Photos:**

Click on the **Insert Photo** button in the Insert Items section of the left toolbar. Select from your photo categories, then click on your desired photo and it will highlight in green.

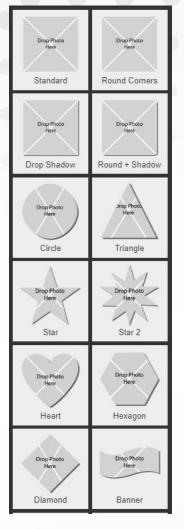


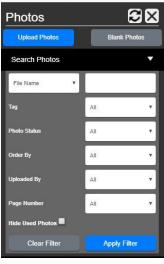


If you have inserted a template, there will be Drop Photo boxes. After you select a photo, click inside a Drop Photo box and it will appear.

If a placed photo does not fit properly, you can adjust it by using the Photo Settings tab on the right hand side of the designer.

#### **EDOnline Designer**





**DROP PHOTO BOXES**: You can insert these placeholder boxes as well!

These are useful at the beginning of your project if you want to design a page without having photos available for that page.

Drag image here

## Add a PDF

Once you upload a PDF under Manage Uploads, you can place it on the page by clicking the **Insert PDF** button on the left toolbar.

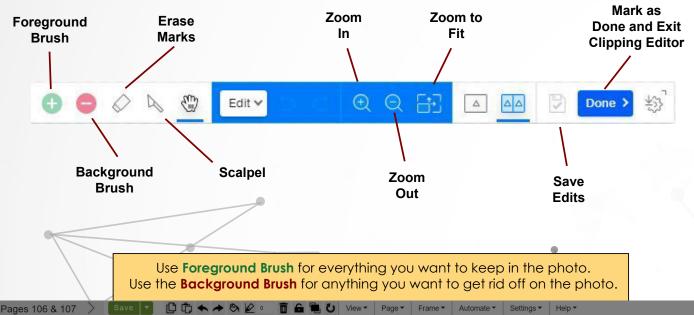


# CLIP PHOTOS

**≫** Clip

When a photo is selected on the page, a photo edit toolbar will appear under the top toolbar. In this toolbar, select **Clip** to remove the background from an image.



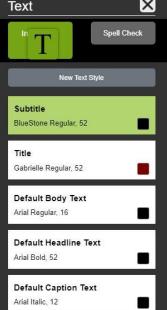




You are given **500 clipping credits** at the start of your project. Each time you click **Done** you spend a point, so please use the clipping feature wisely. If you run out of clipping credits, or do not seem to have any, contact your account manager and they will be able to assist you in getting more!

# ADD TEXT

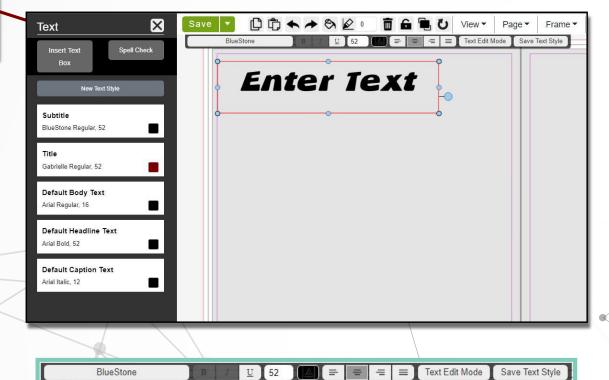




#### **Place Text:**

BlueStone

Select the **Insert Text** button in the Insert Items section of the left toolbar. Click on a default style and click onto the page to insert the text box.



Once the text is placed on the spread, and the text box is selected, a text editing toolbar will appear under the top toolbar. See more details on the next page.



You can also Save as New Text Style so that you can re-use your text settings later without the need to reformat your text each time you place a new text box.



# **EDIT TEXT**



Once the text is placed on the spread, and the text box is selected, a text editing toolbar will appear under the top toolbar.



Choose from our selection of various fonts and styles that will fit your yearbook page or theme. "Busy" fonts, such as Boogie Nights, are recommended for headlines only.

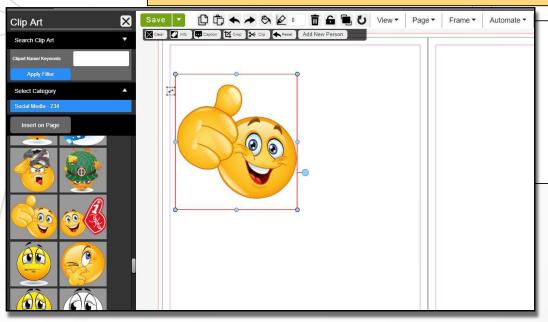
# ADD BACKGROUNDS & CLIPART



To add backgrounds, click the **Insert Background** button on the left toolbar. Select a category or search for a specific background type using the keyword search button. Click on the desired background and click onto the page to insert it. Some backgrounds are intended for placement on one page and others will cover an entire spread.



In order to edit the background you must be in **Background Layer** mode, found in the Actions section on the left toolbar. In this mode, you will be able to select or edit your background layer.

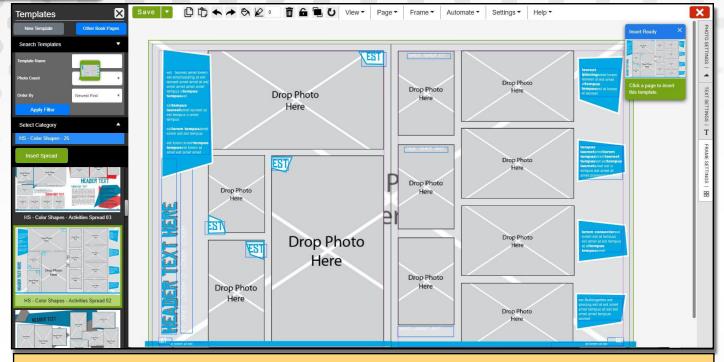


Add **Clip Art** to add to the theme of your page. There are plenty of different themes and categories to choose from to fit your idea. Use the keyword search bar or browse through the categories.

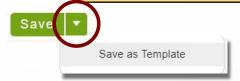
# INSERT TEMPLATES



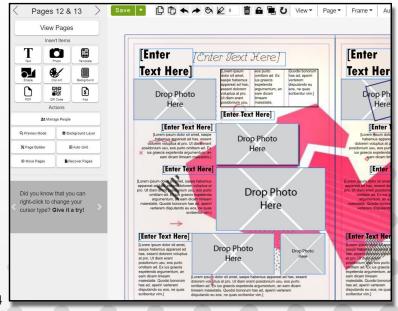
Choose from a multitude of templates we have to offer under our **Templates** section. These pre-designed pages can give you a great starting point to build from and save your valuable time.



If there is content on the page when you insert a template, you will be prompted to replace or cover that existing content.



You have the ability to save your own pages as templates for later use. To **Save as a Template**, select the green down arrow next to the **Save** button.





You will have the option to save just a single page or the spread. Custom saved templates are not visibile to other accounts but can be accessed by your staff in the **Templates** button > Custom Templates category.

# MOVE PAGES & RECOVER PAGES

Actions ♣ Manage People Q Preview Mode Background Layer ⊞ Auto Grid X Page Builder ♠ Move Pages Recover Pages

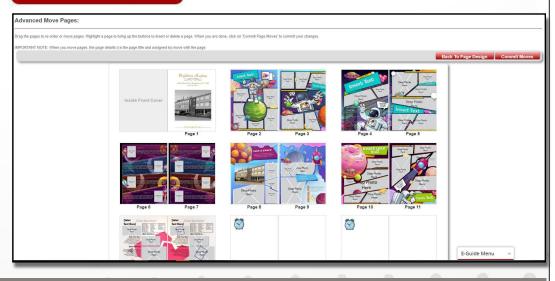
If you need to rearrange your pages, you can do so under the Move Pagesbutton in the actions section of the left toolbar.

The pop-up window that appears will allow you to click and drag spreads into a new order.

Click Commit Page Moves to save the changes or use **Reset** Page Moves to start over.



#### **Advanced Page Moves**

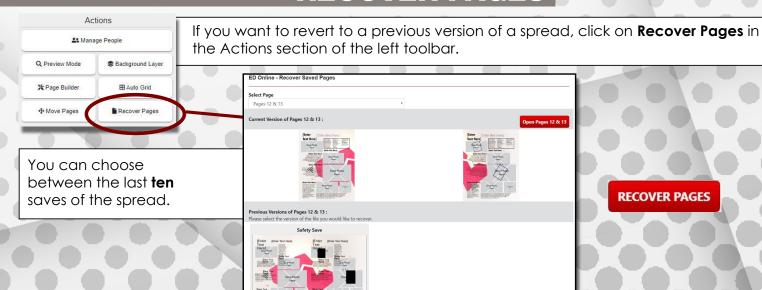


If you would like to move single pages at a time, click the **Advanced Page Moves** button at the bottom right of the move pages pop-up

window.

You may bump some pages into the unused page dock at the bottom of the screen. In order to save your changes, the dock at the bottom of the screen must be empty. You can drag and drop important pages back into the correct place in your book, or delete the blank or unneeded pages.

## RECOVER

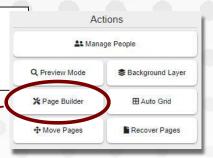


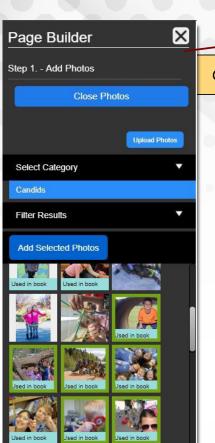
RECOVER PAGES

# PAGE BUILDER

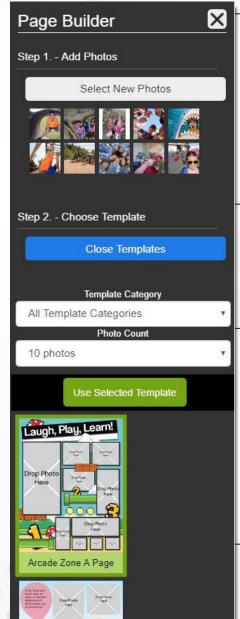
Use **Page Builder** to place multiple photos in a template of your choice onto a blank page. Find this feature in the Actions section of the left toolbar.

This time-saving tool works in three quick steps:





Once you click on the Page Builder Icon a side menu will appear.



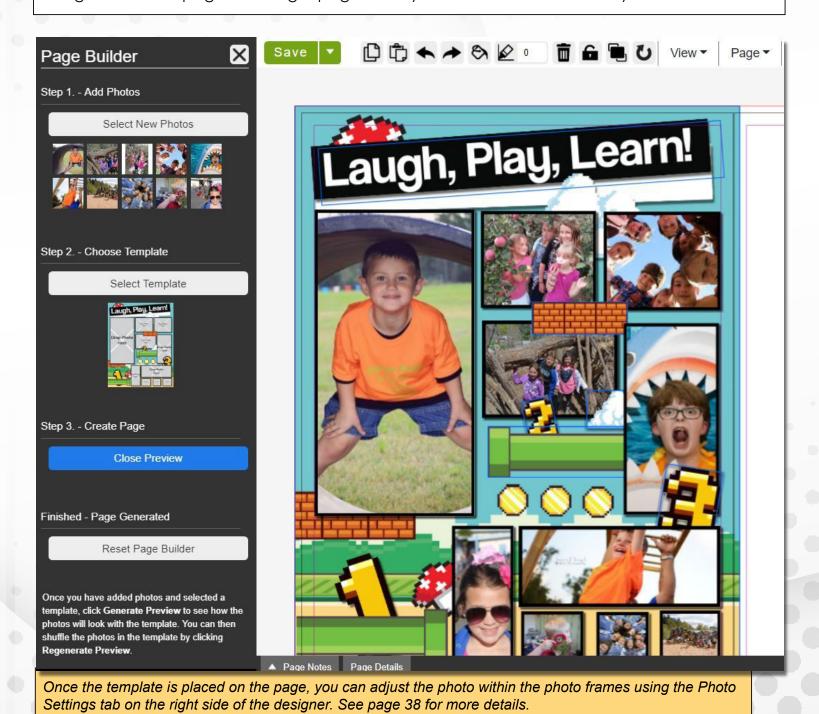
Step 1: Add Photos
Click on the Select New Photos
button and your categories list will
open. Choose the photos you want
on the page. The selected photos
will have a green border. Then click
Add Selected Photos when you are
finished with your selection.

Step 2: Choose Template
Click Choose Template to browse
for your desired template. You may
sort by category or by photo count,
which will display templates that
have the same quantity of photo
spots available as selected in step
one. Click Use Selected Template
when your final choice is
highlighted green.

### **EDOnline Designer**

### Step 3: Create Page

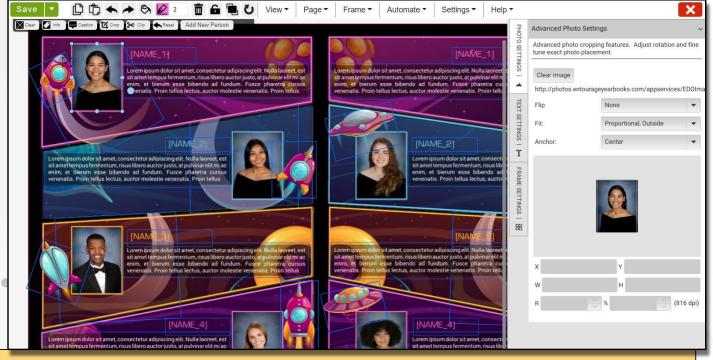
Click **Create Page** to view the generated template that Page Builder creates. You have the option to click **Regenerate Preview** so the photos shuffle around on your template or place the design on the left page or the right page once you are satisfied with the layout.



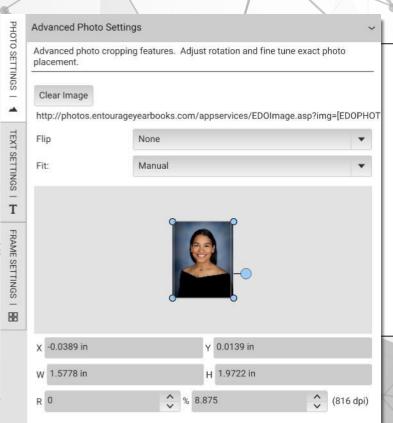
# ADVANCED MENU

The Advanced Menu tabs give you more options to adjust and edit objects on the page. Click one of the tabs on the right side of the designer to expand those options. You must have a photo or text box selected to view the options within those tabs.

There are three Advanced Menu tabs: Photo Settings, Text Settings, and Frame Settings.



To easily close any of the Advanced Settings tabs, click the Advanced Menu button on the bottom of the designer.



# **Photo Settings**

**Clear Image** - Deletes the image, leaving the selected frame available for a new image.

Flip - Horizontally or vertically flip the image.

**Fit** - Gives several fitting options for the image. Use Manual to move the image within the frame without altering the frame size or shape.

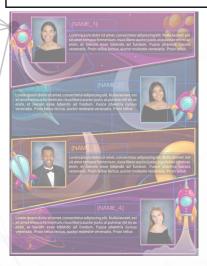
The settings below the image preview allow you to change the image's position on the page, dimensions, rotation, and size within the frame.

# **Text Settings**



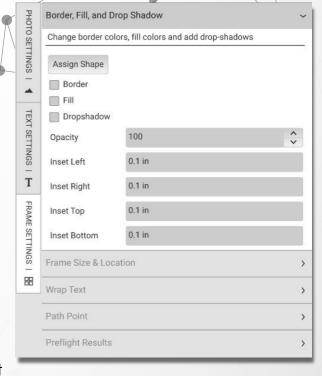
In addition to Font, Size, and Color options, this feature provides Baseline, Case, Tracking, Kerning, and Leading for more advanced text formatting.

Various border, color, and fill options can be found here. The **Inset** options customize the margins between the text and frame.



This tab is most frequently used to add or lower the opacity of an image so that it appears lighter than usual. The lower the percentage, the more transparent the image will become.

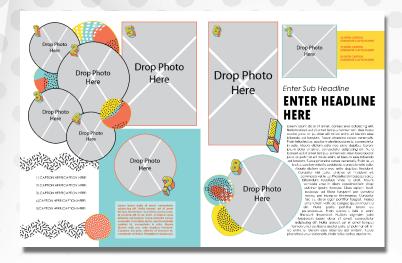
**Frame Settings** 

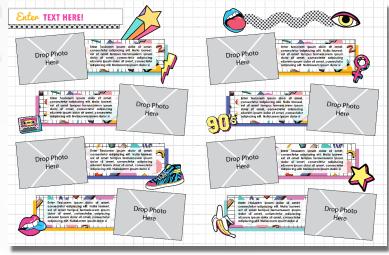


# NEW IN EDONLINE

# 90s RETRO THEME NOW AVAILABLE!

After popular demand we have now added "90s Retro" backgrounds, templates, and clipart. If you have suggestions for themes you would like to see in the future, please let us know!





# **Backgrounds!**

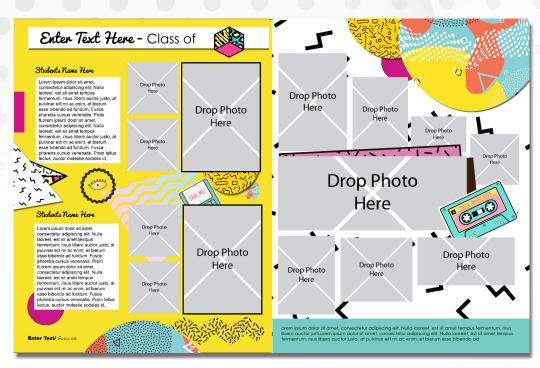




# Templates!













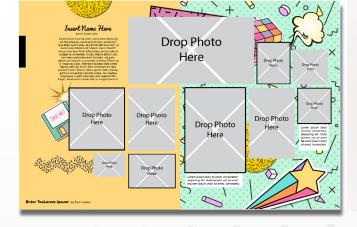




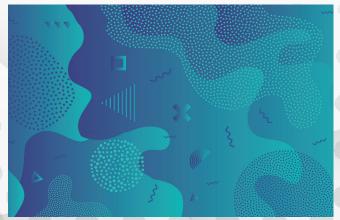


















# THE LINK SITE

Provide LINK.ENTOURAGEYEARBOOKS.COM to community users like parents, teachers, or friends. Here they can Upload Photos, Purchase Yearbooks, and Design Ads for your project.



Once on the site, they must **Register** with their own User ID and password to access the LiNK site. From there, they can search for the school's yearbook by name and use the features you have activated on your **Manage LiNK** section.





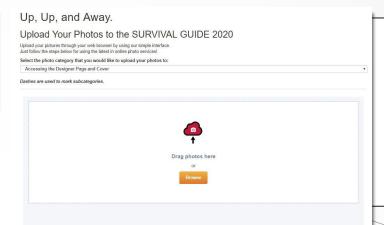
Use the **Purchase Books** button when ready to purchase a yearbook online. Follow the prompts for your order and check out before the deadline. Provide your email address to receive an electronic receipt.



The **Design Yearbook Ad** button will bring you to a list of available ad sizes and prices for purchase in your school yearbook. These can be used for personal pages for students or business advertisements.

### **LINK SITE & Mobile App!**





Click Upload Photos to view the available categories for submission. Select the desired category from the dropdown menu then click **Browse**. Choose photos and click Open to begin the upload.



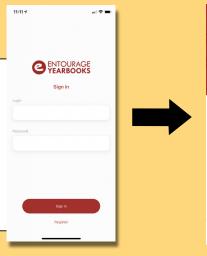


**Entourage Design Point** If you need more Design Points to request a Proof Book Product Description:
Points used to get extra marketing, proof books and other printed materials. Each point is worth \$20.00 or Marketing, you can purchase more points here in LiNK. Just click the **Purchase Design Points** button!

# **DOWNLOAD THE MOBILE APP**

With the mobile app, LiNK users have the ability to upload photos to your categories directly from their phones. Make sure you are registered in the LiNK site first in order to log into the mobile app.

\*Make sure permission for the mobile app is turned on under the Manage LiNK section of your yearbook account.







Part 3

# MARKET YOUR YEARBOOK

Want to know how to promote and market your yearbook at school? Here are some helpful tips on how to do so!

# How to MARKET YOUR YEARBOOK

# Introduction

Think about it; your **yearbook** is a **business**! Yearbook is one of the few classes/clubs that raises money, makes, markets, and sells a product!

### YOU SHOULD RUN IT LIKE ONE...

While most of your manpower is going to be dedicated to making a fantastic yearbook, you will need a marketing and sales team as well.

Question: How do I organize the sales and marketing side of my Yearbook Business?

Answer: Create a Team to Focus on these three areas...

- Marketing and Selling Yearbooks
- Marketing and Selling Business Ads
- Marketing and Selling Personal Ads

Question: How do I run the creative side of Yearbook Class as a small Business?

**Answer:** The number one thing that you can do to make your whole yearbook project successful is to **Remember your Audience**. You are creating this book to represent the entire school community. As you are creating the book, keep asking yourself...

- What would they want to see in the yearbook?
- What is important to them?
- What would they not want included in the yearbook?

Remember to get out there and actually talk to the students, faculty, and staff. What you think they are looking for, and what they actually want may be totally different. Don't guess, do your research.

No matter how **Amazing** your yearbook is, it **won't sell itself!** Just like any other business, you need a sales and marketing team to promote your product.

# APPOINT A BUSINESS MANAGER AND TEAM

Just like you have an editor in charge of the creative side of the yearbook, appoint a very organized staff member to oversee the business side of the yearbook.

# Question: What should be the job descriptions of the Business Manager and Team?

**Answer:** The Business Manager will work with the advisor and editors on planning all of the financial aspects of the publication including book sales and adsales. The business manager will prepare marketing materials, set goals, plan events, and track sales.

# Question: Our staff is too small to have a dedicated business manager. What should we do?

**Answer:** If you have a small staff, your group will have to double up on some responsibilities. Keep in mind that it's not up to the sales manager alone to sell all of the yearbooks. Their job will be to organize, and make the sales process easy and accessible to all the other staff members.



# CREATE A SALES PLAN

# **Book Sales Preparation**

Before you start selling it's very important to establish a sales plan and goals.

#### WHAT DO YOU WANT TO ACCOMPLISH?

The Advisor, Business Manager, and Editors should develop goals for ad and book sales and a plan of action for the Business Manager to execute.

### Question: How do I determine my goals for sales and marketing?

**Answer:** Most goals for ad sales are determined by financial need. How much money do you need to raise for your project in addition to book sales? Are you trying to keep the cost of the books down with ad sales? Use the answers to these questions to set ad sale goals. Goals for book sales are often based on sales from the previous year. You should always set a goal higher than last year's to keep your school's year-book tradition growing.

### Question: What does a typical sales plan look like?

**Answer:** Here is an outline of what a typical school year will look like for a business manager:

- Establish goals for book sales and ad sales
- Create forms for selling ads to business and parents
- Train staff members to sell ads and set individual sales goals
- Decide on promotions for yearbook sales for the whole school year
- Create marketing materials for book sales (ask about free personalized marketing)
- Train staff members on book sales and set individual sales goals
- Plan yearbook promoting events and execute throughout the school year
- Continue to track yearbook sales
- Personally follow up with students who have not purchased books



Think about all the **magazine** and **television** ads you see every day and which ones are the most effective. Keep these in mind as you create your yearbook ad campaign.

### LET THEM KNOW WHY THEY NEED A YEARBOOK.

There are endless ways to promote your yearbook. Create a marketing campaign using a mixture of classic and creative marketing techniques to reach the whole school.

# Question: What are the most popular ways to promote yearbook sales?

**Answer:** Here are some of the tried and true marketing methods

- Order forms/handouts passed out at school to mailed home
- Online Ad Sales
- Posters
- Early discount promotions
- Announcements (tv/loudspeaker)

### TIP

Talk up your book.
Keep mentioning cool
features, funny
pictures, and awesome
quotes, so the whole
school is buzzing
with anticipation.

# Question: How do we reach more students through more creative marketing?

**Answer:** Try as many different approaches as you have time and budget for to reach and appeal to the largest group possible.

- Who's Pictured list create a list of all the students in the school, and highlight their name as they are pictured. Hang the list so everyone in the school can see. If they know they are in the book, they are more likely to buy the book.
- Yearbook pep rally plan a special pep rally to kick off yearbook sales. Have staff members talk about what their yearbooks mean to them now.
- Don't forget to use social media websites like facebook to advertise your books.

# **ADVERTISEMENT STRATEGIES**

# **Pre-Sales and Promotions**

You know how your grandparents love the **early bird special**? So do your classmates! Give them a great reason to buy their books early and watch the sales roll in.

#### **BUY EARLY FOR THE BEST PRICE!**

Running an early promotion is very important for creating some start up revenue for your yearbook and gauging the school's current interest level in purchasing the book.

Question: What is an example of an effective early promotion?

#### **Answer:**

- Selling the books at a discounted price early in the year is a standard early promotion. For example you can market your book for \$30 until Oct. 31st and \$40
- Another popular early promotion is bundling your book sales in with other
  popular activities or items that will happen through out the year for a savings.
   For example, buy your yearbook, tickets to homecoming, and your school pictures
  together and save \$10.

Question: What response should I expect to an early yearbook promotion?

#### Answer:

- Ideally you will get about 20% to 30% of your total expected sales during the first early promotion that you run.
- Don't get discouraged if you don't get a huge response, remember that it's early in the year and there is still plenty of time.
- This is a great time to gauge interest in the yearbook. If your current marketing isn't creating much excitement, you have plenty of time to try something new.
  - **Don't be shy** about asking people why they didn't buy a yearbook even with the great savings. To sell books you need to understand why they aren't buying yet.

#### TIP

Contact your account manager for custom marketing pieces including posters, handouts, and order forms. Also turn on online sales !

**Don't stop now.** Even after you launch your yearbook sales campaign and do your first promotion, keep reaching out to the school community to keep excitement high.

#### FIND NEW WAYS TO ADVERTISE.

After the excitement of the initial yearbook sales day has worn away it's important to continue reaching out to the school community. Sales may not come in as quickly as the first day, but keep selling.

Question: What are some ideas for continuing to reach out?

Answer: Make sure that everyone knows how to order their yearbooks.

- Continue to make sure posters are up around the school.
- Post sales information on the Yearbook Classroom door.
- Continue to talk up the yearbook every opportunity you get.

# Question: What are some alternative advertising methods?

**Answer:** Continue to remember your audience as you sell your books. Try advertising methods that will stand out to different groups of students in the school.

- Try hanging life size photos of different groups, (car team, chorus, etc) around the school with a page numer. Students are more likely to buy a book if they are in it.
- Do a yearbook preview at a school wide assembly or pep rally. Prepare a slide show of some pictures, spreads, and really intersting concepts that you are including in your book. Make sure you have something to interest everyone.
- Use the internet to reach more people. Make sure you have a link on the school website to purchase the book. Also advertise through facebookand other social networking sites that the students are already members of.
- Don't forget about parents. Send a handout home, or print an ad in as many of the school sports bulletin's as you can.

# **ADVERTISEMENT STRATEGIES**

You don't have to be a used car salesman to **sell yearbooks**. It's as easy as planning fun events, talking up the book, and creating plenty of opportunities for students to buy.

### MAKE SURE EVERYONE HAS A CHANCE TO BUY.

Whether you are offering online sales or cash only, make sure that every student at your school knows how to purchase their yearbook, what the promotions are, and what the deadlines are.

Question: How do I maximize the sales opportunity?

#### Answer:

- Make sure that your staff members are available to sell books at several different times during the day. Have sales tables set up before school, during lunch, after school, and during big school events.
- Offer different methods for sales including online sales, having a sales table set up at school, sales available at the yearbook classroom etc.

Question: Is it better to spread sales out over the whole year or have specific sales weeks?

#### Answer:

- For selling larger amounts of books all at once, having certain sale days and weeks advertised and promoted certainly works better.
  - Parents and students often prefer to purchase their book online and this works best with open sales over the whole school year.
  - In the end, both methods generally result in about the same total sales.

#### TIP

Sell your books online. Create a link on your school website to your online book sales site so that parents can purchase books easily.

Even if your sales are going great, there is no reason to slow down now. Make sure you continue to follow up with all students who have yet to order a book.

#### CONTINUE TO FOLLOW UP...

The marketing manager should be tracking sales and always have a running list of who has not purchased their yearbook yet. This is your target group for following up personally.

# Question: What are some good strategies for following up?

**Answer:** Follow up on two levels. Have members of your sales team speak to the students individually about ordering a yearbook, and find out why they haven't ordered one yet. Continue to market to large groups too. Make announcements and let everyone know that the final deadline for ordering is approaching quickly.

# Question: What can I say if they are not interested in ordering a book?

#### **Answer:**

- Find out why they don't want to order one.
- If it's a money issue, maybe you can offer a payment plan.
- If they don't think they will be pictured, show them how much coverage of them and their friends will be included in the book. Let them know that the staff is doing their best to make sure that everyone is covered in the book.
- If they say they aren't interested in having a yearbook and they would never look at it, be ready with some stories from faculty and staff members about what their yearbooks mean to them now.



# **BUSINESS ADS**

# Selling to a Business

Local businesses and yearbooks are a **great match**. When local businesses support the schools, the school community is more likely to support them!.

### **SELLING BUSINESS ADS.**

Business ads usually consist of a business card or a logo with a little bit of text. These can be designed online, or the business can email or mail you their content for you to format.

### Question: How should I price Business Ads?

**Answer:** These ads usually cost a little bit more because you are asking businesses to sponsor your book, not individuals.

# Question: How do I approach businesses about buying ads?

#### Answer:

- Staff members usually split up areas of the community and basically go door to door selling ads. (Make sure you get permission from parents and school administrators before you start this.)
- It's a great idea to bring last year's yearbook with you in order to show examples
  of what the ad section looks like.
- It's also a great idea to bring statistics of how many people your book reaches, and a testamony from a business owner who advertised with you last year about how the ad sales helped their business.
- Finally, it's a great way for businesses to show their support for their community.
   Remind them that families in the school like to support businesses that support the school.

Reaching parents by mail or email is generally the best way to sell personal ads. Most parents want to submit their ad directly to the yearbook staff as a suprise for their student.

### Question: How should I price Personal Ads?

**Answer:** Personal ads generally run a little less to purchase than business ads so that it's not a major investment for parents to participate (keep in mind they are most likely the ones paying for the yearbook purchase too).

### Question: What should Personal Ads include?

Answer: The format for Personal Ads is usually a few lines saying congratulations or a quote, a picture or 2 (setting a limit on the number of pictures allowed per ad size is a good idea), and who the ad is from.

### Question: How should Personal Ads be submitted?

**Answer:** If you choose to use our Online Ad sales and design then the parents can build their ads online and submit them electronically.



