



Youth in Transition / Youth 101 The New Advertising

# Max Valiquette, President

- I've got a 12 year background in strategic planning, often on big brands and always in the youth market and youth culture
- I'm one of North America's leading youth culture experts (cough, cough)
- I've hosted a youth issues talk show, been quoted in the WSJ, written a pop culture magazine column, presented a thousand times...
- I am also really immature

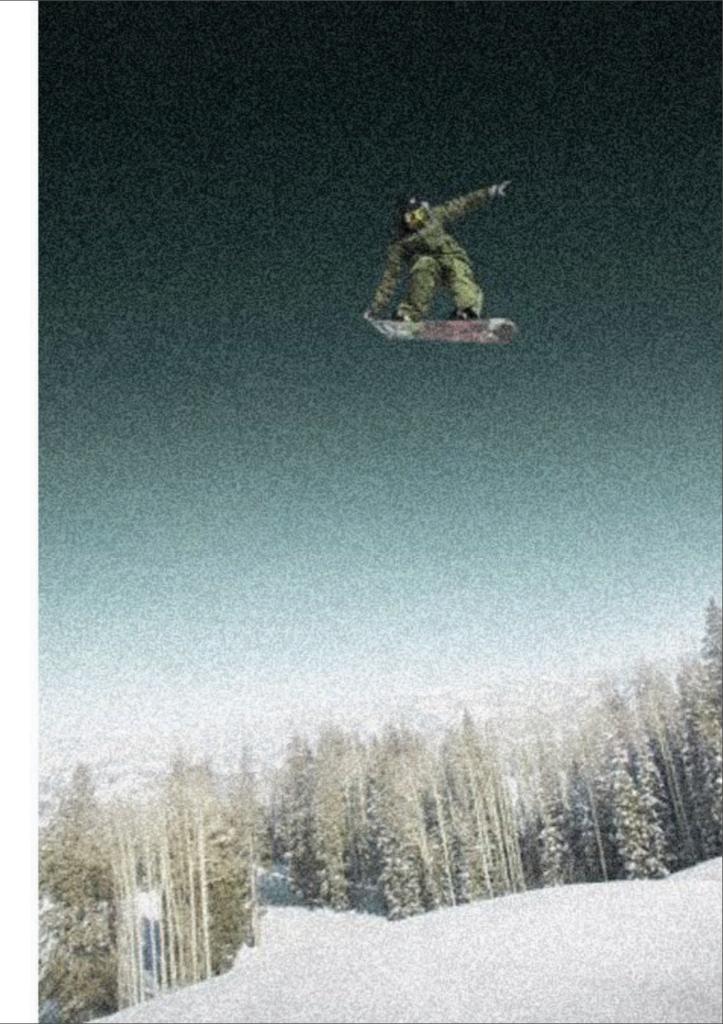




# And I work for Youthography:

- Part of an independent agency group, with our first company incorporated in 2001
- Based in Toronto with an LA office (like, 90210)
- 40+ employees across our three agencies and our Marketing, Creative and Research & Strategy teams
- Tactic-neutral capabilities that allow us to provide full 360 degree marketing services to our clients





# The Y Syndicate:



The Y Syndicate

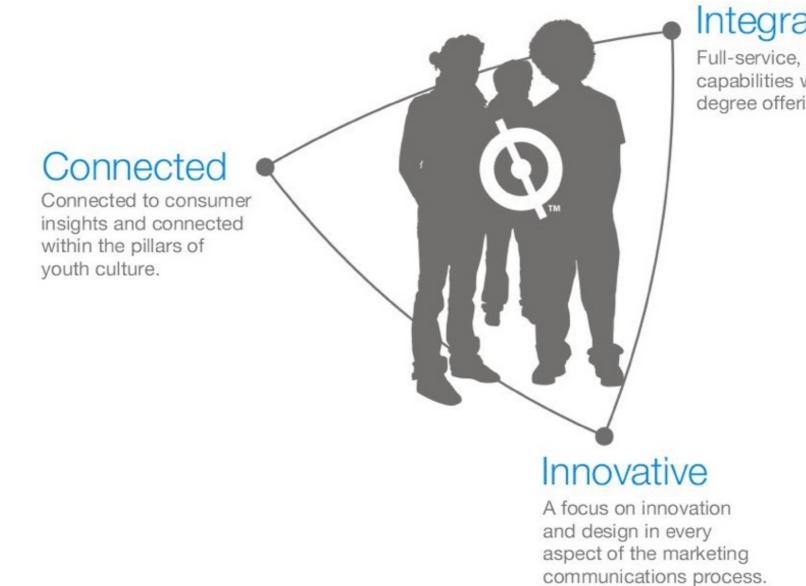


# The brands we touch:



• In Canada and the U.S.

# Our informed approach:

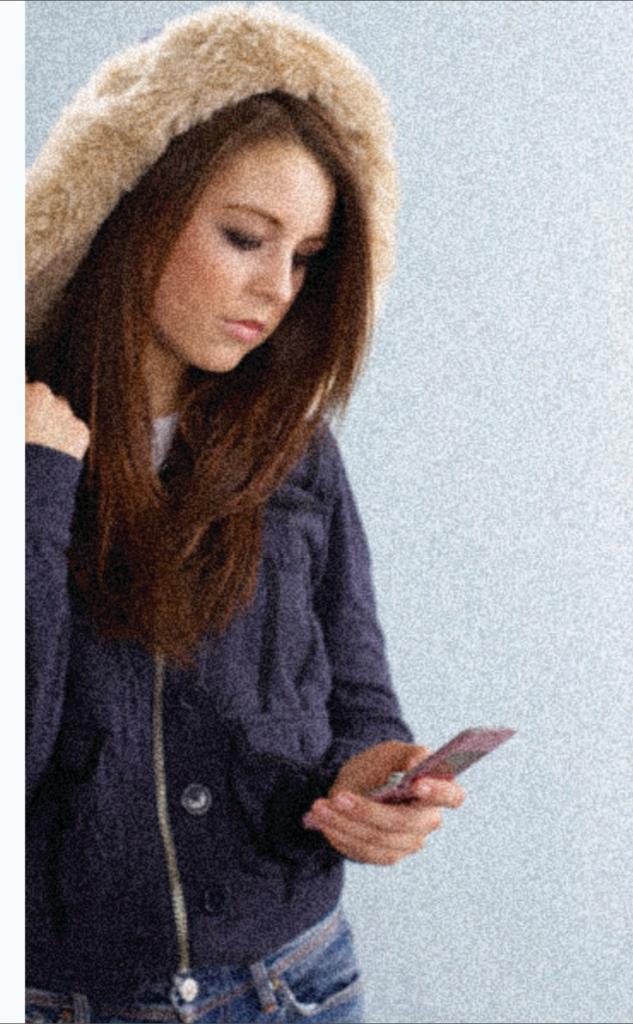


### Integrated

Full-service, media-neutral capabilities with a true 360 degree offering.

# Today

- Demographics and Psychographics
- The Collective, or Me to We
- Culture in Transition
- Education
- Q and A





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# **Demographics & Psychographics**



# The 5 x 5 Factor

• The 10 to 34 age group divides into five equal five-year cohorts:

Age	Male / Female (Number)	Male / Female (% of Population)
10-14	2,013,800	6.0
15-19	2,255,700	6.7
20-24	2,284,300	6.8
25-29	2,285,200	6.9
30-34	2,217,000	6.7
Total	11,056,000	33.1

Source: Statistics Canada, 2008 Census

# Home Offers Less

- 83% come from families with only 1-2 children at home
- Families aren't traditional anymore: 12% blended, 14% common-law, 16% singleparent
- 74% of women work out of home <sup>3</sup>/<sub>4</sub> of whom are full time vs 82% of men
- "3:30 to 5:30 is my chill time...it's the time for me alone at home."
- And yet, 44% of 20-29 year-olds still live in the family home



# (Partially) Getting into Adulthood Earlier

- Average age of educational enrollment: <4
- Average age of 1st menstruation is has dropped and is **continuing to do so**
- Average age of 1st cigarette: 13
- Average age of "school-type" decision: 14
- Average age of 1st intercourse: 16 (vs. 18)



- Precocious puberty—or early sexual development—is a phenomenon being seen in virtually all industrialized / Westernized nations
- From Nexus Magazine: "While I always believed that little girls go through puberty at around eleven, twelve or thirteen years of age, something very strange was now happening to our daughters. I was now being told that little girls are considered 'normal' if they start menstruating at the delicate age of eight!"



- 50% of US Caucasian girls show "breast budding" by the time they are 10 (and 14% by age 8!) the a verage age of same for African-American girls is 9
- In "The Falling Age of Puberty in US Girls" it's stated that 1st menstruation has dropped by four years in the past century
- It's now starts when they are **just over 12**
- Pediatricians are rethinking the very definition of early puberty and taking action (or not!) around this
- More adult-y (risky!) behaviours are more likely to follow



# (Fully) Getting into Adulthood Later

- Median age at graduation: 23 (vs. 22)
- Average age at graduation: 25 (vs. 23)
- Average age of 1st marriage: 28 (vs. 25)
- Average age of 1st childbirth: 29 (vs. 26)

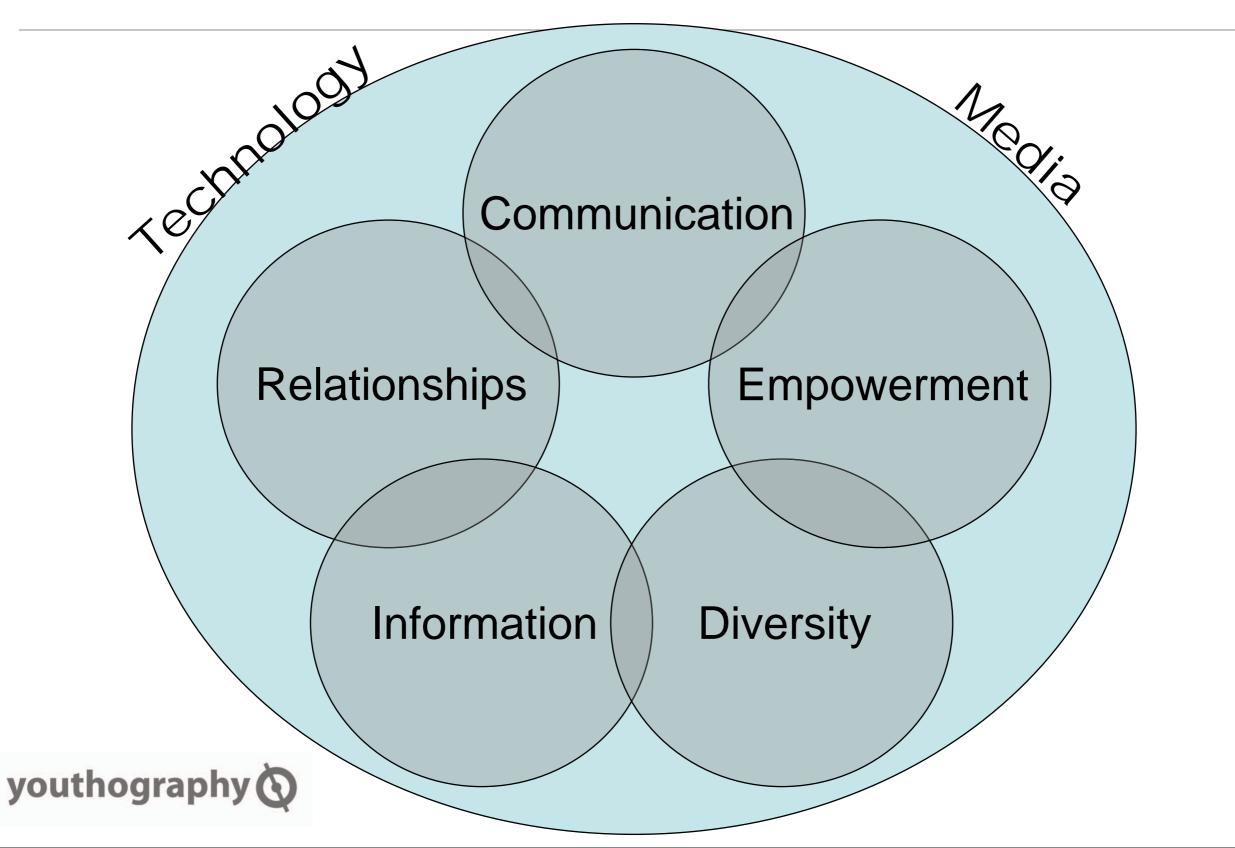


# Prolonged Pre-Adult Lifestage





## The Big Five: Youth Values



# It's all Enabled by Technology and Fueled by Media

- "We already knew that kids learned computer technology more easily than adults. What we're seeing now is that they don't even need to be taught. It's as if children were waiting all these centuries for someone to invent their native language."
- Jaron Lanier (Computer Scientist / Techno-Cultural Theorist)





# The Collective, or Me to We



# So what it do we mean by all of this?

- "My friends are my family."
- "I can't live without my cell phone."
- "Why do they spend so much time texting?"
- "My daughter is on facebook all the time."
- "Don't they care what's out there about them?"
- What's the deal with the group experience? And how is this regular connection to a youthful network blurring the line between public and private?

## Welcome to the World of We.

- It's no longer a world of Me...
- Welcome to the world of We.

- And It's very much a youth-driven trend:
- To paraphrase the New York Magazine, this trend is the "biggest generation gap since Rock 'n' Roll"



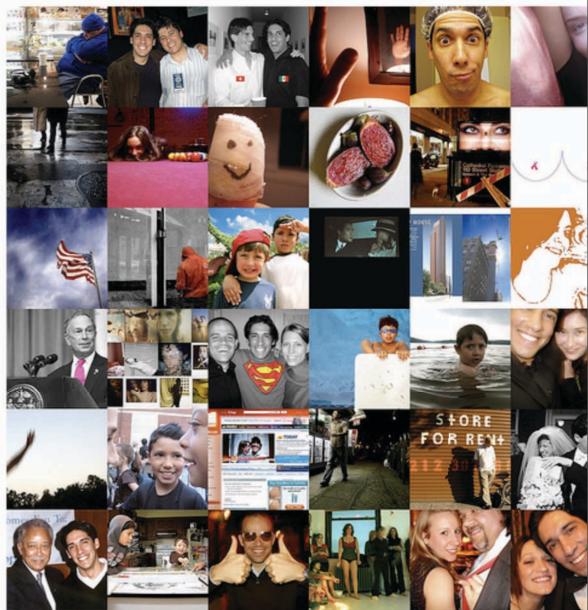
# The Collective, or the We

- This culmination of trends combines relationships, communication, information and technology that represents a natural evolution of group dynamics with young people
- We're talking about how easy it is to network, to connect with a large group of people; to reach out to other young people, wherever you are; to get validated in youthful choices; to be a part of a group...
- ...and to share more with that group, more often, more personally, than ever before.

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#### Looking Back Upon 2007: A Year of Many Perfect Moments

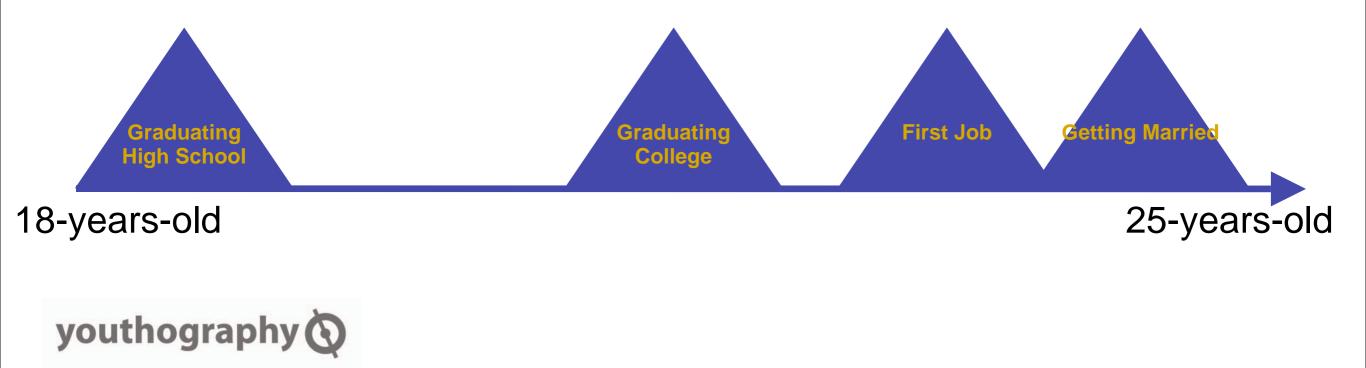
#### ADD TO BLOG FAVES THIS



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# It used to be about "Me," for Boomers and Xers

- You were **One Person**, dealing with life's peaks and valleys
- Adolescence was a short period of time
- Major life events defined "growing up" or transitioning to adulthood
- Difficulty connecting to a network means a default to adults

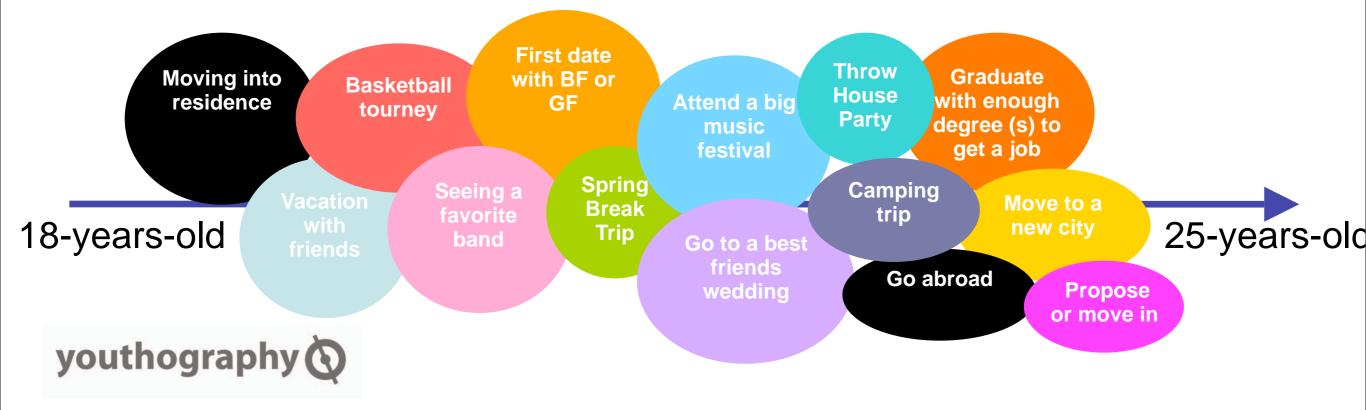


# Age of Me, Age of Next

- Short adolescence and a focus on adulthood meant a strong focus on "growing up," traditional achievements, becoming an adult
- Your parents were the last generation to not be teenagers;
- You were part of the last two generations that had no easy connection to a network of youth
- "What are you going to be when you grow up



- You are one person, but **connected** to a network of young people when it suits you
- Adolescence takes a much longer time
- It's not necessarily about "major" experiences; you still have milestones but "minor"
- Ease of connecting to your network validates a lot of your choices



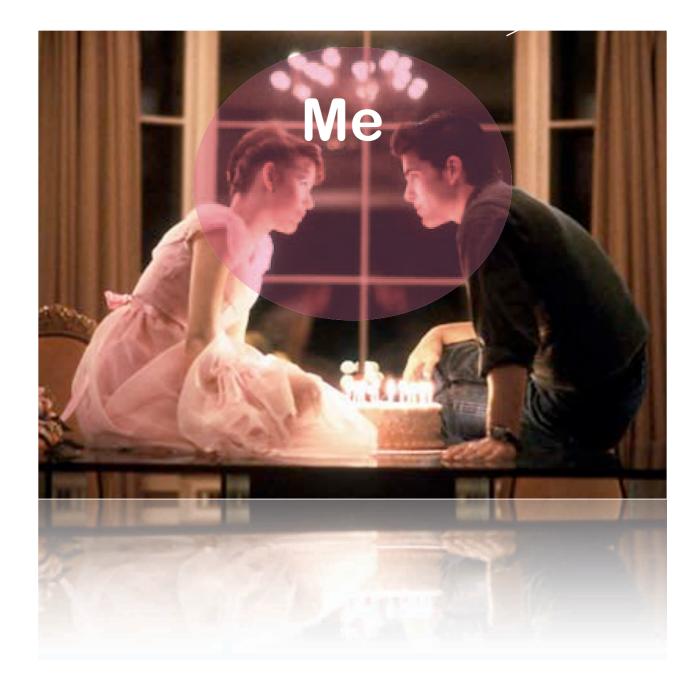
# Age of We, Age of Now

- Longer adolescence and a societywide focus on youthfulness and youth values means much less of a focus on "growing up"
- Your parents aren't pushing you to "become an adult," (or maybe even acting like it themselves!)
- Your easy connection to your network validates you choices
- "What are you doing right now?"



# "Me" Movie Characteristics

- Travails of being young
- Crazy group of friends
- Personal growth or connection...
- ...that happens in a moment alone
- Molly Ringwald
- ...growing up





# "Me" Movie Characteristics

- Travails of being young
- Crazy group of friends
- Personal growth or connection...
- ...that happens when connected to your network
- Michael Cera

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• ...being awkward, growing up less



# But what happens when we're ALWAYS connected?

- We start seeing more and more from each other.
- We send information back to the network more quickly.
- We use it in a more robust fashion.
- We see other people relaxing their standards, whether intentional or not.
- We start to change our definition of privacy and what we keep private.



# We change what we're willing to do in front of other people





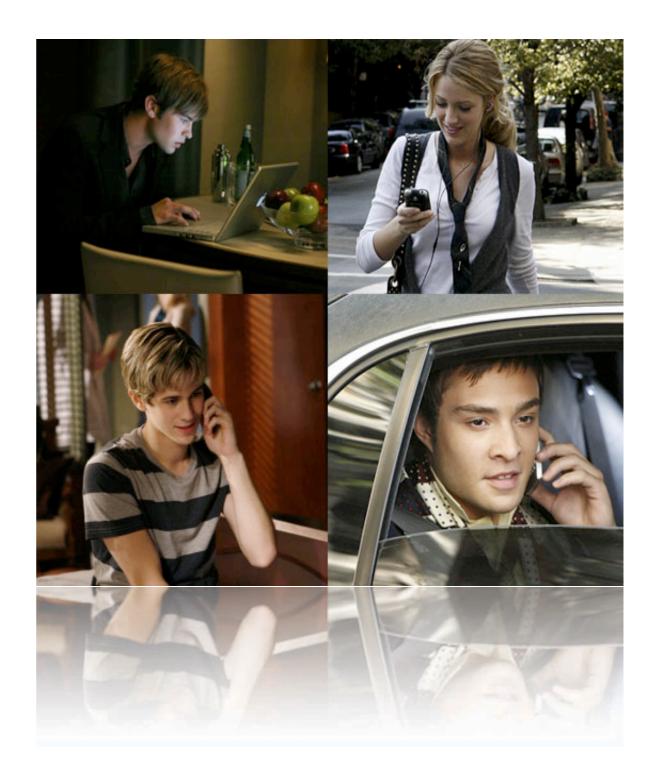
# Always giving to the network, and getting from the network

- Because young people have grown up with (and in) the public sphere their whole lives, the collective is a totally normalized experience for young people
- The line between public and private lives just doesn't exist



# Age of We, Age of Now

- Because they've grown up with constant surveillance...
- ...constantly surveilling...
- ...and it is a two-way relationship
- The network is the message and you are the network





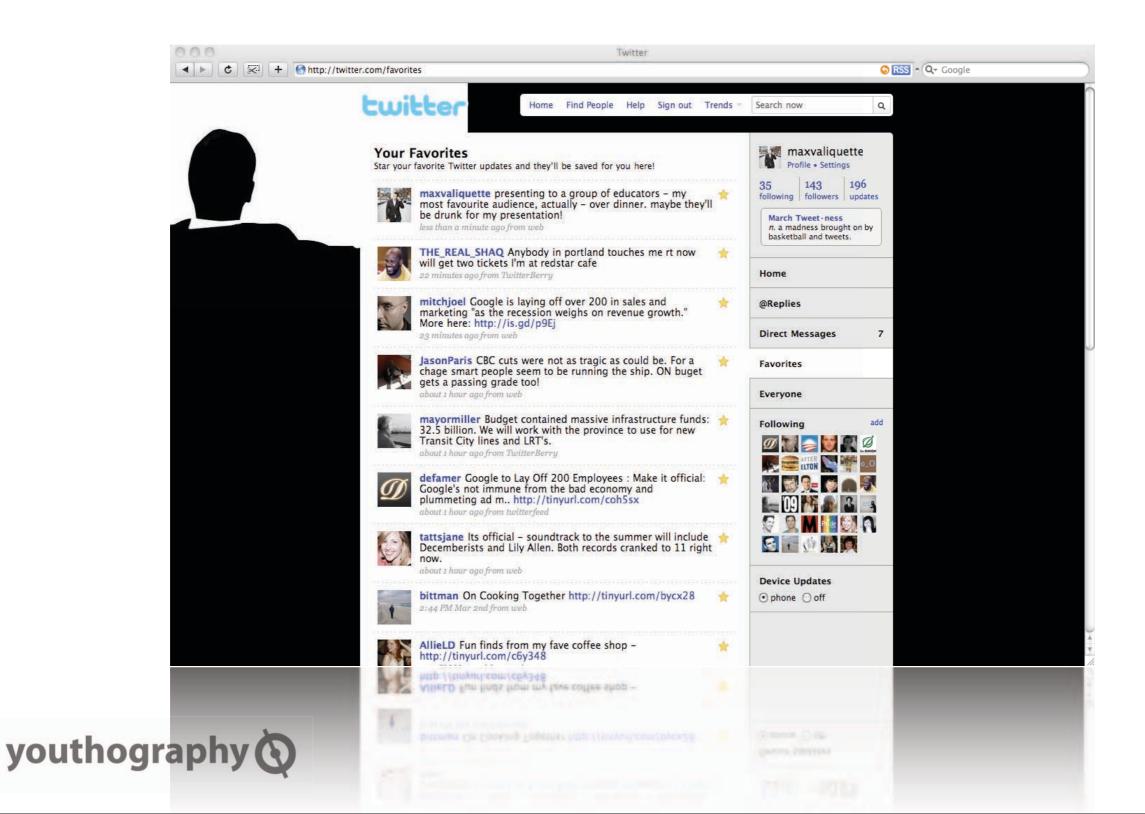
### Twitter







# Feeding Your Own Completely Connected Network



# But what happens when we're ALWAYS connected?

- "Private" (read: entirely internal) may have less value to this generation "it's not really real until it's in my facebook status."
- Break-up announcements that aren't announced (but your facebook status changes)
- The wall posting: "What are you doing tonight?"
- Less fear of the revelation of personal information
- Microblogging EVERYTHING: "I'm eating the best sandwich..."
- And the way that all of this has an impact on the rest of their lives including school and work and commerce and social activism and everything else...

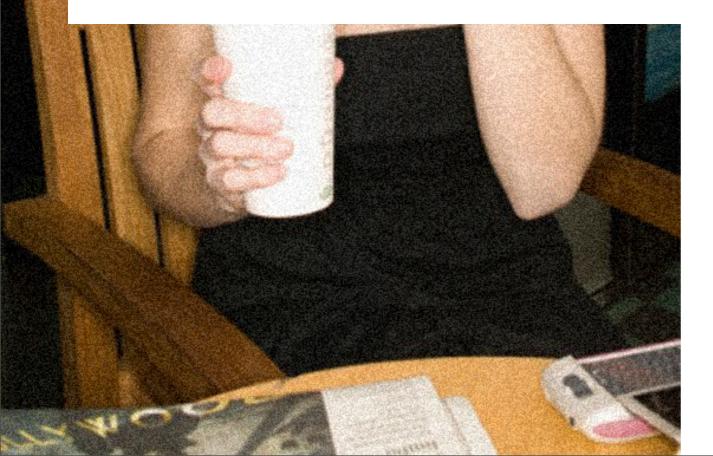


... because how you communicate to this generation – as family, students, as customers, as employees, as anyone or anything – is completely connected to how they connect to each other, and their schools, and their brands, and workplaces, and their culture, and everything else...for the first time ever





# **Culture in Transition**



## The Burning Question...

- "How do we engage young people?"
- Young people the world over are leading the charge in how we create, consume and manage culture, whether we—or they—realize it or not...
- ...and this is having a massive impact on anyone trying to connect to them
- We need to look at media, culture, and communication in aggregate...as there has been a huge shift in **culture and communications** over the past decade
- And those things the two most important things to young people have been totally transformed



• Change: Constant pace of cultural change coming from rampant, relentless, and increasing technological change

• Charge: Young people are in charge of when and how they communicate and interact with - or even create - their culture

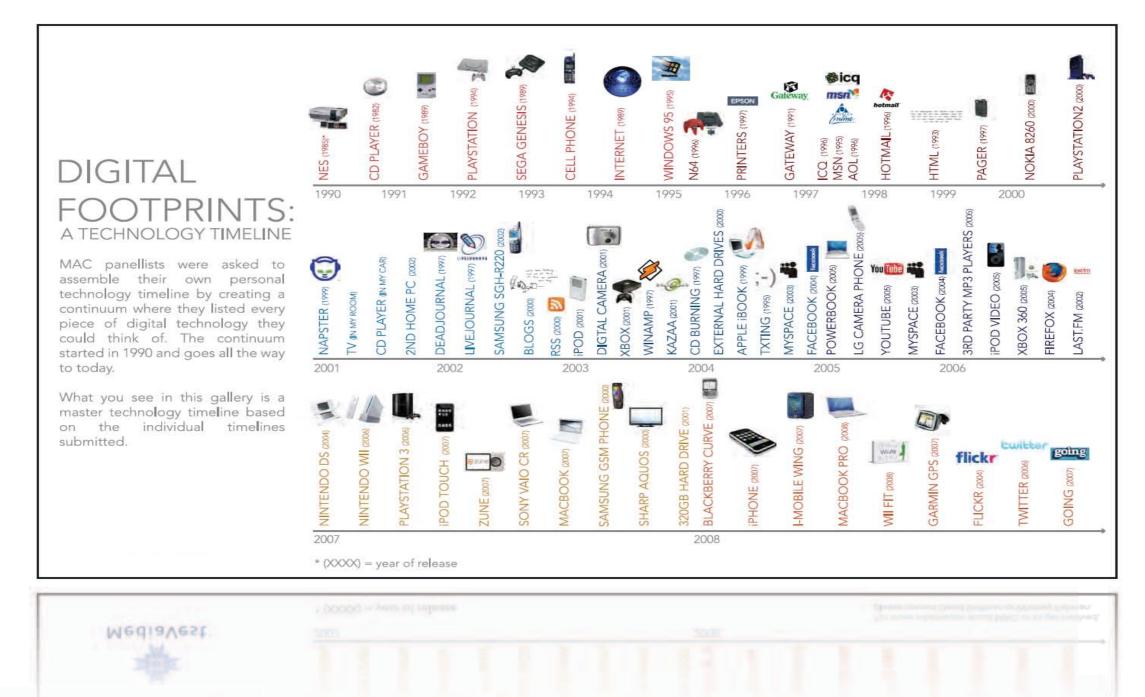
• **Challenge:** They challenge traditional models of the way culture and communication work and aren't stuck to any existing models (no matter how long they've existed!)



- Then: Youth culture was pretty consistent: Technology changed slowly; adults controlled youth culture (or at least youth culture distribution) and that wasn't changing
- Then to Now: Technology changes quickly; Prices drop quickly (which matters more to young people than to adults); this leads to a huge change in how youth culture is distributed
- Now: Huge speed of change is regular; technological change creates cultural change; and big organizations find it hard to keep up with that change



#### Change gets Faster





## And it happens FAST

- The \$399 Desktop PC
- The \$180 HD Camcorder
- The \$99 iPod Shuffle (4GB)
- Facebook on your cell phone
- TV on your PC
- Multi-media on your iPod
- Nintendo Wii (2 month waiting list)







## Really, really FAST!





#### Charge

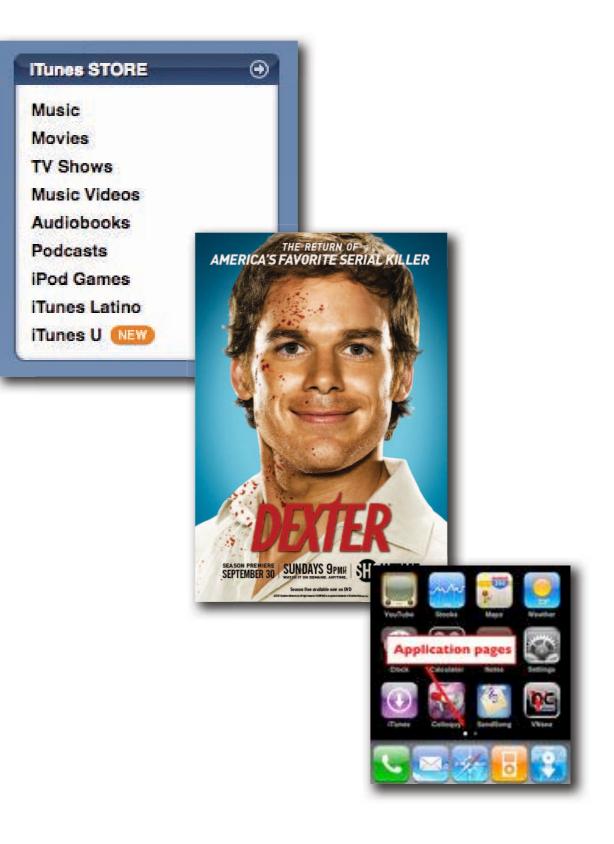
- Then: Culture and Communication involve little personal control or choice -Someone else's schedule, delivery devices, tech: You have to watch ads, be home, call the radio station, go to a store, etc.
- Then to Now: Internet and digital culture changes everything Culture-on-demand! Communication-on-demand!
- **Now:** "Infinite" choice of what to consume, how to connect and a control shift: creators to consumers, adults to youth



# And it happens FAST

- Napster to Kazaa to LimeWire to BitTorrent...to iTunes ...for more than music, for entertainment – music, movies, TV...
- Mobile IM MSN, BBM
- The PVR
- Pay-As-You Go / discount wireless
- TV on demand, or as DVD
- App creation





- **Then:** Everything is top-down: There's an adult "machine" that creates culture, or is required to distribute it, and young people absorb what's sent their way
- Then to Now: What's happening at street level drives and dictate trends the Internet enables anyone to create culture
- Now: Young people either directly create culture...or set trends that the corporate world replicates and even invent or distribute some of the most significant changes in youth culture—or all culture!



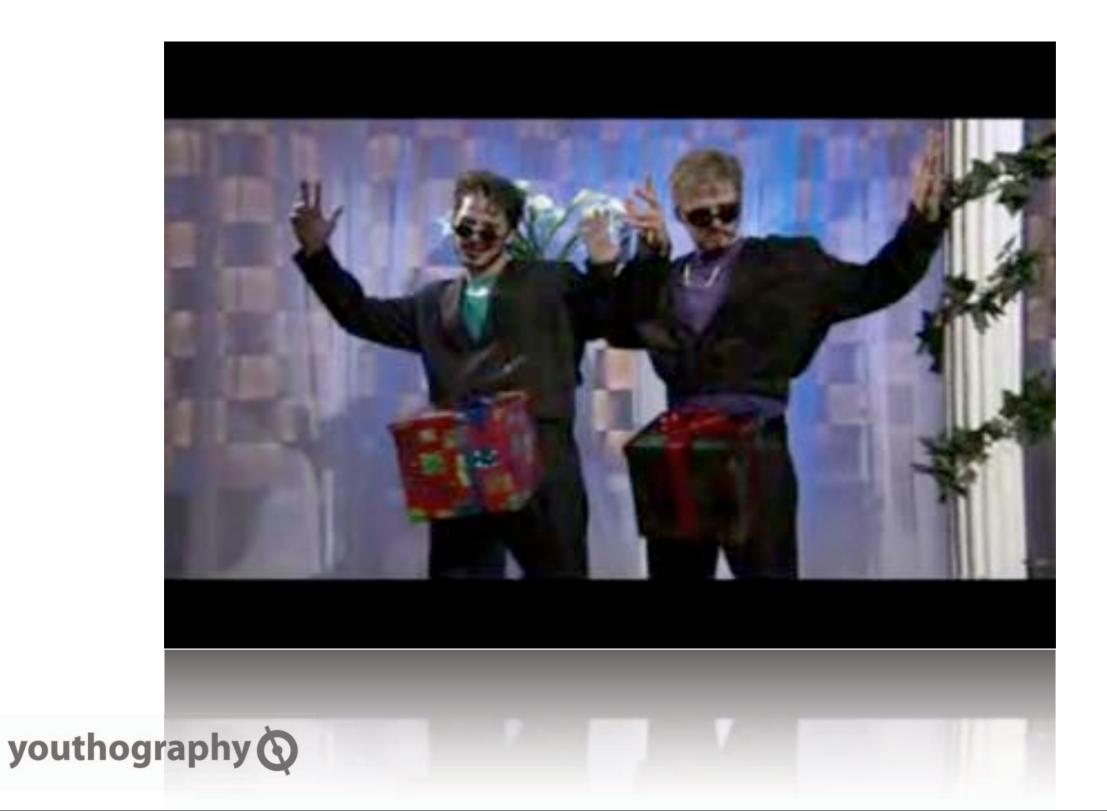
## And it happens FAST

- Who invented Google, Napster, MySpace, and Facebook, Twitter?
- Indie movies win Oscars
- YouTube Channels Seth MacFarlane, Obama and YouTube Mash-ups
- Wiki...anything
- Radiohead Pay what you can
- Hype Machine music aggregator
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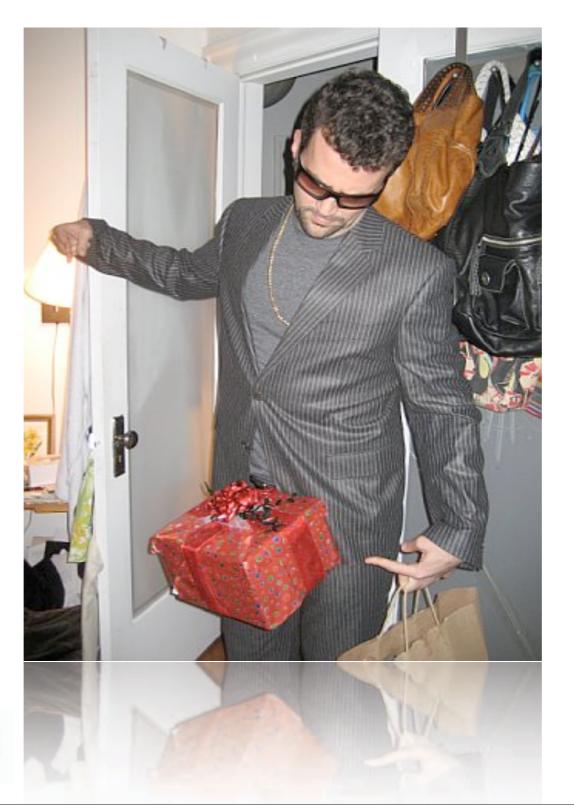




## "A Special Christmas Box for You"



## My Parents Must Be So Proud



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## Hulu.com







# Young Canadians in Control



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#### Control

- Institutions of all sorts are all brands and have to stop thinking that they control their "brands"
- Good brands share themselves with their consumers—or control is taken away
- If they don't like your message they will invent their own





#### Control

Global	rivers Against New Ontario Laws	
sic Info		-1-1-5
e:	Student Groups - General	PAULTS
Jescription:	PASSENGER RESTRICTIONS ARE NO LONGER ON THE LEGISLATION, WE GOT THEM REMOVED. CHEERS.	
	Announced on November 16th, 2008, new laws will be introduced into the View Discussion Board legislature regarding driving laws and teenagers under the age of 21. Join this Group	View Discussion Board
		Join this Group
	Anyone with any driving experience is familiar with the current graduated licensing system, and the restrictions they entail. G1 drivers need fully licensed driver with them, a zero blood alchol level, etc.	Share +
	G1 drives must have a blood alcohol level of zero, and in the first 6 months of their G2, they can only have one passenger after midnight. Speeding tickets apply	Group Type
	oner G2, use can only have one passenger area minungit, speeding doles appy as they would to any licensed driver (demerit points, fines, and whathot). Annoying, but fair I suppose.	This is an open group. Anyone can join and invite others to join.
	Apparently though, these laws are not enough. What does this new legislation consist of? See the artide below for the full story, but here's a general summary:	Admins
	Set fix and begin for the full rates, but we have a second	

Facebook gives
 students public control
 over influencing the
 law, allowing them to
 hijack it and make
 change.



• Young consumers create a backlash against brands that are too tightly controlled.



 AdAge declares "The Consumer" Agency of the Year and advises marketers to take notice.

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#### Control

- Can a student-run or student-co-run school be far behind?
- Can a student owned school be far behind?
- It might not look like anything that's out there right now
- ...but it's coming, in one form or another.



lessons for schools and the whole education industry: learning, and the learning environment, is changing: "who goes to the library to find stuff out anymore?"



## Goodbye, Main Branch

- People no longer need to go to one physical, central repository (a library, a school) to get the knowledge they want...
- ...those physical spaces are limited
- The net the networked world opens up unlimited access to knowledge and new methods of accessing it
- ...in eBooks, Podcasts, and everything else



#### Amazon's Kindle





## Goodbye, Main Branch

- So the school library is no longer a repository...
- ...if it's networked, it's a gateway to all the knowledge and culture out there that exists beyond its walls, and beyond the school, and beyond your town or country
- But, umm, so is your bedroom at home, probably
- Oh! And how does your teacher of professor compare to every other piece of information our instruction out there in the world?



#### iTunes vs allTunes







## Goodbye, Main Branch

- More freedom to get educated differently...
- ...as long as it's seen as viable for a career or forward-thinking
- More and more of this is going to be expected to be handled remotely
- This also means more parents getting more involved from a distance and maybe even trying harder to compensate for busier lives than previous generations!



## Goodbye, Main Branch

- Good learning materials are going to have to incorporate new technology!
- Official sources are very slow to do this!
- Integrating technology into traditional textbook based learning is important, for instance...
- How old is the traditional classroom model? How little of the technology that exists now was around then? So why don't we change?



## Hello, Super-librarian

- Managing all of this culture and content and all of these new choices is something different entirely
- We need to organize, but also to make sense of what's good or real and what isn't is this the new role of educators?
- How early does self-directed learning start now? When does media and culture literacy training begin? There are all sorts of new and different career choices out there – how does or doesn't education prepare us?



## Hello, Super-librarian

- We are going through a crazy period of transition in terms of availability of jobs, reevaluation of traditional sectors, and long-term opportunities
- 63% of young Canadians expect to be in a different job within 3 years
- College enrollment grows faster than University
- Long-established sectors are hurting (Auto! Banking! Everything!); new sectors and new career choices are popping up all the time
- Having someone to guide you through this changing world and to help you get the knowledge to get to where you want to go - has never been so important



## Hello, Super-librarian

• But remember...

- In areas of digital media and digital culture students might think that they or other people their age – are ahead of their teachers or schools
- With so much information, choice and culture out there, staying ahead of the curve in these areas is especially critical to success
- In terms of everything getting educated, finding out about work, and keeping educated for long-term employment



- Teachers aren't content providers: they're content facilitators and content improvers
- Varied methods of learning are possible through the use of technology which is somehow affordable and useable
- Self-directed learning is incorporated
- But: "Official" sources need to get ahead of the curve: the most important and interesting developments are coming from students and not institutions



- Facebook you all know Facebook is probably the premier school-based networking system in North America – if not the world – so why was it invented by a student and not by a school?
- Why haven't all schools embraced it? Why does all the interesting activity on Facebook occur at the student level?
- Where are the essential-for-retention, school-created community-building tools?



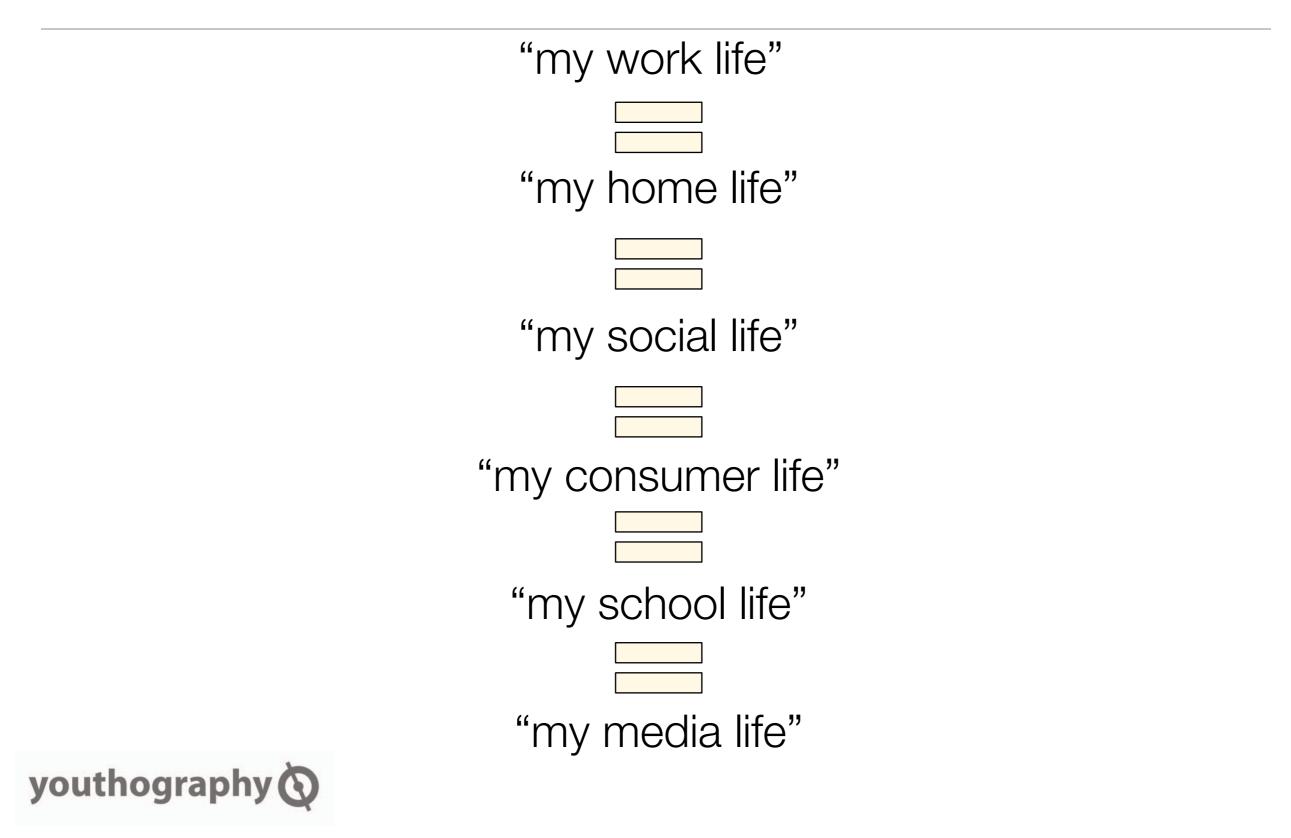




Linea

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Barriers are dropping



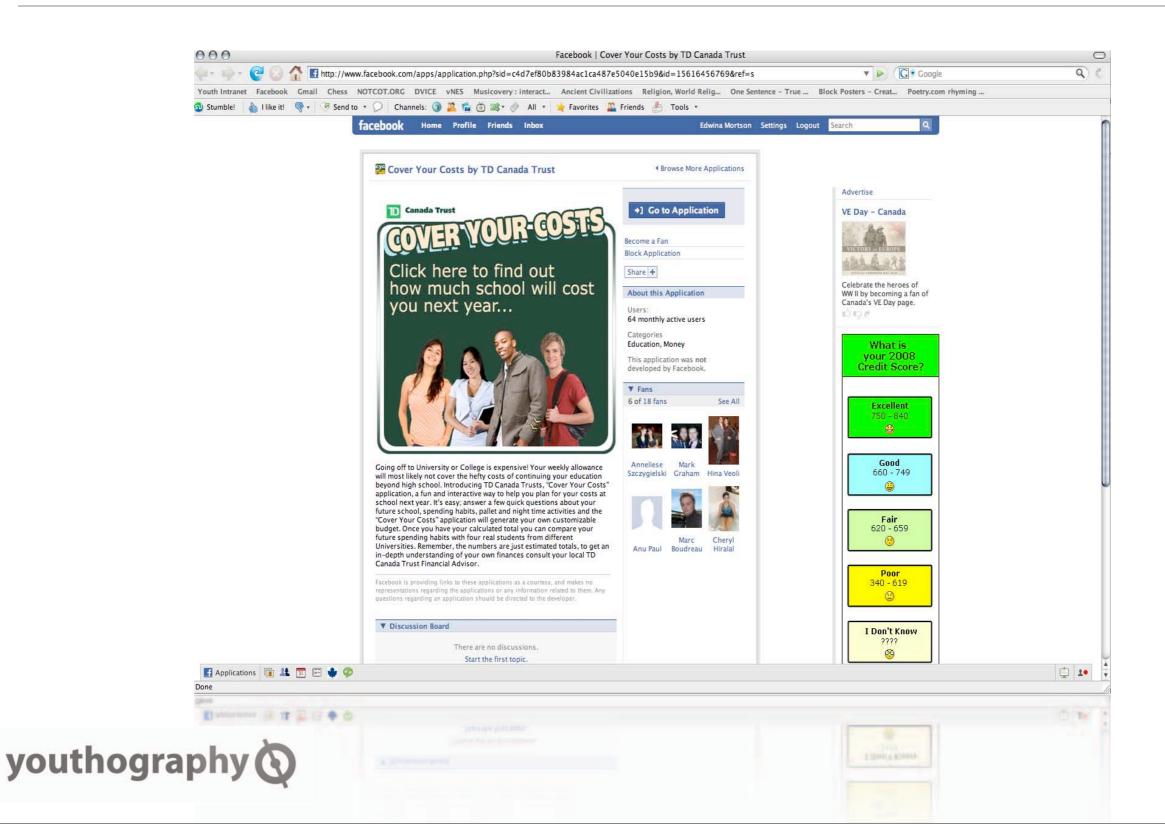
#### Facebook



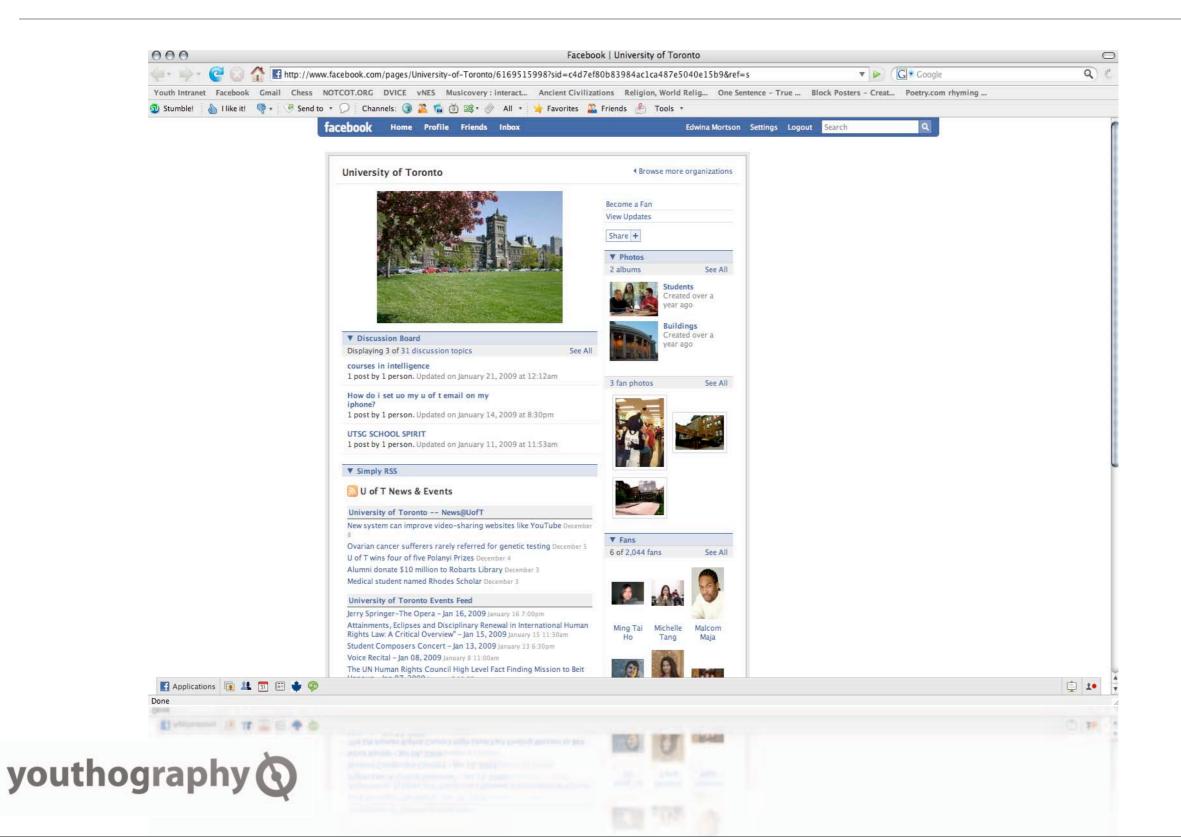
#### Your [whole, networked] life is news



#### TD Canada Trust



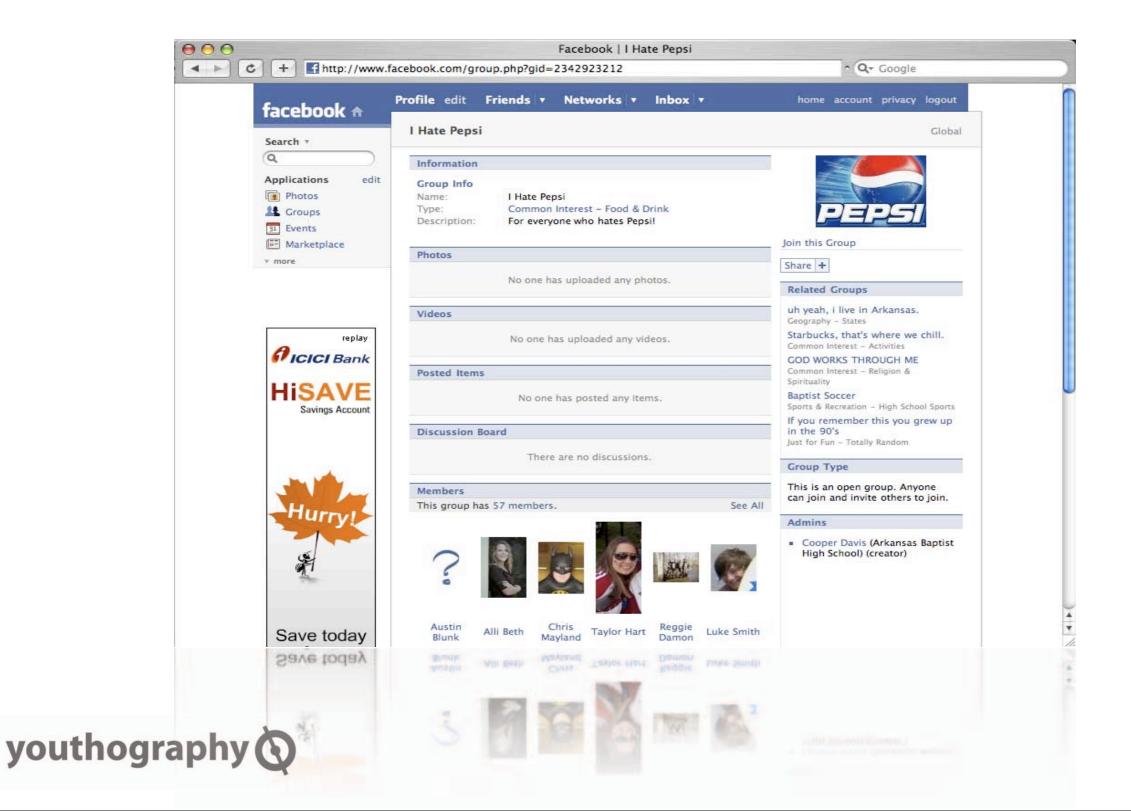
## U of T



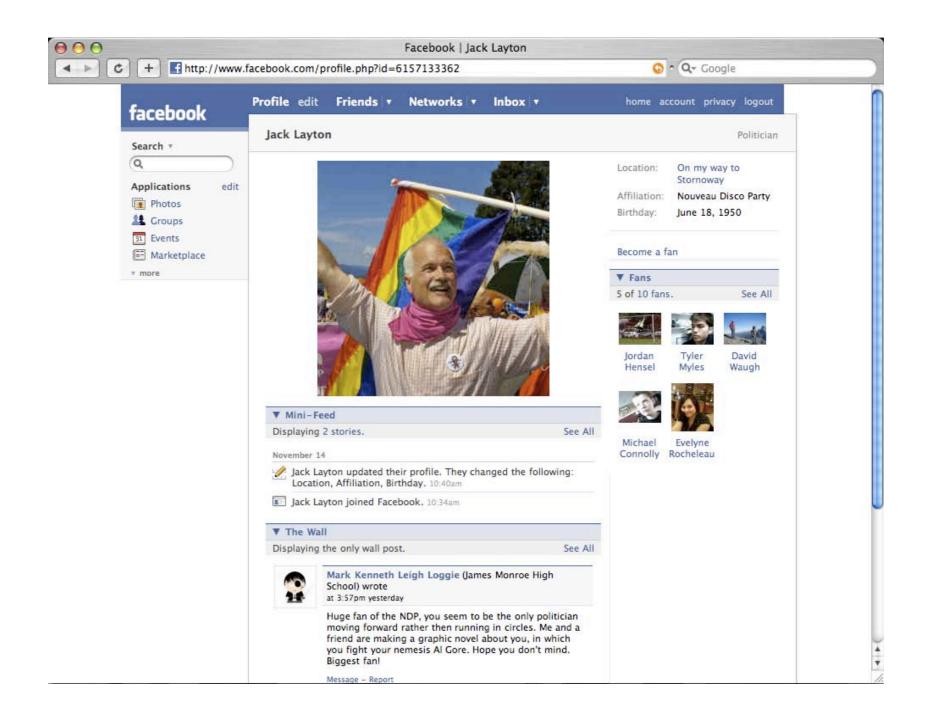
#### Pepsi



#### I Hate Pepsi



#### Jack Layton





#### Barack Obama



## Conclusions

- They're moving everything off-line to on-line
- A world that doesn't see boundaries or divisions: work/school/commerce/culture/ communication all come together...
- ...putting young people in control of their own lives in a way that's simply never happened before: modern schools need to adapt to this great change
- This is a huge opportunity in terms of preparing our young people for a rapidly changing job market





# Thought Starters for Education: Moving Forward



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## 10 Thought Starters

- They are used to networked communication
- They are more collaborative than any previous generation...
- ...and have a different definition of "plagiarism" or "copying" too, because of it
- We're on the cusp of the \$200 laptop...can we keep it out of high schools much longer?
- Which means you can't keep media of any sort out of schools...and by the time they get to college, it's simply expected



## 10 Thought Starters

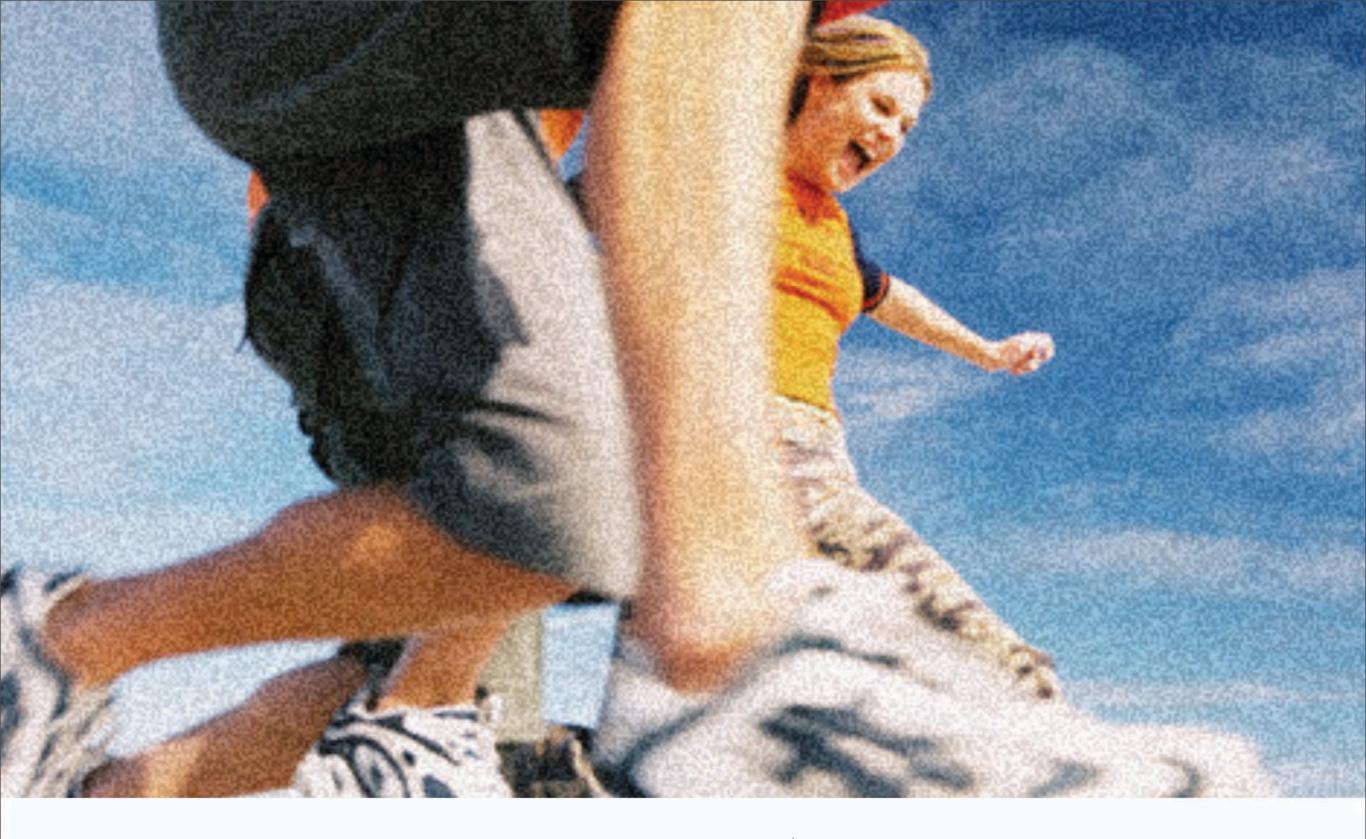
- So some learning will just have to be on-line
- What's the value of an "official" source right now? Who determines what is official any more? How does this change to role of parents? Of teachers?
- What's a career now, anyway? And what is the "right level" of education for that career?
- Remember that as the world is changing, what we are preparing our kids for has to change too!
- And therefore, an open mind coupled with expertise and experience matters more than ever before.



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Young people have redefined the music store, the search tool, and the social network; they've had the walkman, the television and the credit card redefined for them because they wanted it. So what's next for schools? Will they change...or will they be changed?







Thank you