

Education

ITT Technical Institute
Sylmar, CA

2003-2005
Bachelor of Data
Communications Degree –
Data Communication Systems
Technology

2001-2003
Associate of Applied Science
Degree –
Computer Networking Systems
Technology

Technical Skills

Advanced knowledge of network
routing technologies

- TCP/IP
- DNS
- WINS
- Management of NT/AD domains

Operating System Experience

- MS Windows Server
2003-2010
- Windows 7 and 8

Software Experience

- MS Office 2010/2003/XP
- Access 2010/2003/XP
- Access 2010/2003/XP
- Outlook 2010/98
- Visio
- Power Point
- MSIE
- FTP
- MS FrontPage
- Dreamweaver
- Symantec Suite AntiVirus
- Photoshop CS

Russell S. Jones

RUSSJONESit@gmail.com (949) 463-9078

Profile

I am a dynamic manager and leader with over 10 years of experience in IT operations, maintaining and improving systems while building and nurturing high-performance support teams for diverse organizations.

I am reputable for delivering high-impact, user-friendly solutions for complex issues while gathering support for change through confident and strategic planning. I am passionate about expertly combining critical thinking, training and communication skills in my career.

Experience

IT Technician

Advanced Tek Solutions (Contractor)

06/12 - present
Lake Forest, CA

- Helped rebuild an IT lab area and aid in desktop deployment
- Contract renewed past original contract date because of extremely positive results and to aid in additional company reorganization
- Function as a full IT technician while on-site.
- Aided in new Server 2008 R2 server deployment, desktop imaging and redeployment
- Managed a full ticketing and client response system.
- Worked with over a dozen clients, totaling 30 servers and 250 client machines.

IT Manager

Surfaces U.S.A.

05/08 - 07/10
North Hollywood, CA

- Purchased, maintained and repaired computers for 7 offices, 40+ employees and 7 servers daily
- Implemented an area-wide networking inventory system
- Provided support from software to hardware to cubicle furniture and layout
- Combined 6 websites into one existing website

Lead IT Support Tech

Suncal Companies

04/05 - 05/08
Irvine, CA

- Configured, installed and administered network infrastructure and telecommunication systems that supported staff of 350 personnel
- Established new IT policies
- Fulfilled leading role responsibilities including the addition and changes to user desktops and e-mail accounts
- Installed and configured servers, facilitating backup and restoration
- Monitored, configured and maintained over 75 printers

College Work Study

ITT Technical Institute

2004-2005
Sylmar, CA

- Repaired and maintained ITT Tech's network, consisting of 4 servers and 150 computers

Plane Captain/Aviation Ordnance Man

USS Nimitz, United States Navy

1992-1999
Oak Harbor, WA

- Performed maintenance of EA6B attack aircraft
- Conducted pre/post flight inspections.

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System to Skyrocket Online Sales ANANT RAM BOSS, 2025-04-26 Imagine you're a digital entrepreneur with a vision: a yoga course that transforms lives, an eBook that inspires action, a coaching program that empowers businesses, or a set of design templates that sparks creativity. You've poured your heart into creating a product that solves real problems, but now comes the hard part: getting it in front of the right people. You know your audience is out there scrolling through Instagram Stories, engaging with Facebook posts, or searching for solutions to their challenges. The question is: how do you reach them, captivate them, and convert them into paying customers without draining your budget or losing sleep over inconsistent results?

Welcome to *Meta Ads Demystified: A Proven System to Skyrocket Your Online Sales*, the ultimate guide for digital entrepreneurs ready to harness the power of Meta Ads, the advertising platform that spans Facebook and Instagram, reaching over 3.2 billion monthly active users as of 2025. This isn't just another marketing book; it's a comprehensive, actionable system designed to transform your digital business by turning clicks into consistent, scalable revenue. Whether you're a course creator, coach, author, or creator of digital products, this book equips you with the structure, strategy, and scaling techniques to master Meta Ads and make Facebook and Instagram your growth engine. From building high-converting funnels to nailing precise targeting, optimizing for maximum ROI, and scaling without losing momentum, *Meta Ads Demystified* is your roadmap to cracking the code of Meta Ads and achieving predictable, explosive online sales.

What Is Meta Ads Demystified? *Meta Ads Demystified* is a step-by-step blueprint tailored for digital entrepreneurs who want to leverage Meta Ads to grow their businesses with confidence and consistency. Unlike generic advertising guides, this book focuses on the unique needs of digital products: intangible, high-value offerings like online courses, coaching programs, eBooks, or digital downloads that thrive on niche audiences, compelling storytelling, and scalable funnels. It's built around three core pillars: **Structure**, **Strategy**, and **Scaling**. **Structure**: A clear, repeatable campaign framework that simplifies Meta Ads complexity, from choosing objectives to designing funnels and creatives. **Strategy**: Data-driven tactics for targeting high-intent audiences, crafting ads that convert, and optimizing funnels to maximize engagement and sales. **Scaling**: Proven methods to automate optimization, expand reach, and sustain growth, turning Meta Ads into a predictable revenue machine. This system is grounded in real-world applications with examples and case studies showcasing digital entrepreneurs like a yoga coach generating 100 leads at \$1.50 each or an eBook author achieving a 5x ROAS, bringing strategies to life.

Whether you're a beginner launching your first 100-month campaign or an advanced marketer scaling to 10,000-month Meta Ads, *Meta Ads Demystified* adapts to your goals, budget, and niche, from wellness to education to creative services. **Why Meta Ads for Digital Entrepreneurs?** Meta Ads is a game-changer for digital products, offering unparalleled opportunities to connect with your ideal audience. With 3.2 billion users across Facebook and Instagram, it's a goldmine for reaching yoga enthusiasts, aspiring writers, small business owners, or creative professionals. Here's why Meta Ads is a must-have tool for digital entrepreneurs: **Laser-Focused Targeting**: Meta's AI-driven targeting lets you pinpoint your audience using Lookalike Audiences based on your best customers' interests, targeting, e.g., "Mindfulness" for a yoga course or

retargeting e.g. website visitors who didn't buy. This ensures your ads reach people ready to engage. Dynamic Creative Formats: From 15-second Instagram Reels to Facebook Carousel ads, Meta's visual formats let you showcase your product's value, whether it's a yoga pose video, a coaching testimonial, or an eBook preview, in ways that captivate and convert. Scalable Funnels: Build multi-stage funnels: awareness, lead generation, sales, to guide prospects from a free lead magnet (e.g., 5 Yoga Tips PDF) to a high-value purchase (e.g., \$297 course), maximizing conversions and AOV (Average Order Value). Cost-Effective Entry: Start with as little as \$5/20 days, making Meta Ads accessible for bootstrapped entrepreneurs with the ability to scale as you hit KPIs like 1-5% CTR or 4x ROAS. Real-Time Optimization: Meta's analytics and AI tools (e.g., Advantage Placements, Dynamic Creative) provide instant feedback on metrics like CTR, CPL, Cost Per Lead, CPA, Cost Per Action, and ROAS, letting you optimize on the fly. Example: A coaching program targets a 1% Lookalike Audience with a Facebook ad offering a Free Productivity Guide. The campaign generates 200 leads at 1.80 CPL, with a 5-email sequence converting 10% to a 199 program, yielding a 4x ROAS. This precision and scalability make Meta Ads ideal for digital products.

The Challenges You'll Face and How This Book Solves Them

Meta Ads' potential comes with challenges that can frustrate even seasoned marketers. Without a clear system, you risk wasting time, money, and momentum. Common pitfalls include:

- Complexity Overload:** Meta Ads Manager's myriad options (objectives, audiences, placements, bidding strategies) can overwhelm beginners and pros alike. Meta Ads Demystified simplifies this with a structured blueprint.
- Chapter 35:** Guides you through every decision.
- Wasted Budget:** Poor targeting, weak creatives, or high ad fatigue.
- Frequency 3:** Can spike CPM 15% or CPA 20%, draining budgets.

The book teaches data-driven strategies:

- Chapter 5:** Chapter 10 to optimize for low CPL (1-3) and high ROAS (3x).
- Ad Fatigue:** Overexposed ads lose impact, tanking CTR and raising costs.
- Chapter 31:** You'll learn to refresh creatives and rotate audiences to keep engagement high.
- Policy Rejections:** Ads violating Meta's rules (e.g., excessive text, misleading claims) get rejected, halting campaigns.
- Chapter 34:** The system provides compliance tips and appeal processes to keep ads live.
- Inconsistent Results:** Sporadic wins without a repeatable process stall growth.

The book delivers a scalable system:

- Chapter 35:** with automated rules and Advantage tools for predictable revenue.
- Scaling Struggles:** Increasing budgets or audiences can disrupt performance.
- You'll master gradual scaling:** 20-50% weekly to maintain ROAS.
- Chapter 16:** Example: A beginner course creator faces rejected ads and a 0.7% CTR. Using Meta Ads Demystified, they revise creatives to comply with policies, target a 3% Lookalike Audience, and refresh ads biweekly, boosting CTR to 1.8% and generating 50 leads at 2 CPL.

What You'll Learn in Meta Ads Demystified

Meta Ads Demystified is a comprehensive system organized around three pillars: Structure, Strategy, and Scaling, each packed with actionable insights to master Meta Ads.

- Structure:** Building a Campaign Foundation. Create a repeatable blueprint with clear objectives (e.g., Lead Generation, Conversions, multi-stage funnels: awareness, leads, sales) and budget allocations.
- Chapter 7:** Chapter 20: Develop a creative library of videos, Carousels, and images with compelling copy (e.g., "Join 5,000 Students" and a testing cadence to ensure consistency).
- Chapter 10:** Chapter 21: Example: A yoga coach builds a

funnel offering a free Stress Relief Planner retargeting leads with a 29 mini course and selling a 97 course with a 500 month budget split 50% top funnel 30% middle 20% bottom Strategy Driving Engagement and Conversions Master precision targeting with Lookalike Audiences interest targeting and retargeting to reach high intent buyers Chapter 5 Chapter 30 Craft compelling creatives using 10 20 second Reels social proof and urgency to boost CTR 1 5% Chapter 29 Optimize funnels with lead magnets email nurturing 5 7 email sequences and upsells to maximize AOV Chapter 27 Use bidding strategies like Lowest Cost and Cost Cap to control costs and scale efficiently Chapter 25 Example An eBook author targets Writing interests with a Carousel ad generating 150 leads at 1 50 CPL and converting 8% to a 49 eBook via email achieving a 4x ROAS Scaling Automating and Growing for Long Term Success Automate optimization with rules e g Pause if CTR 1 5% and CPL Adweek ,2009 Mediaweek ,2007-04 **Brandweek** ,2008 **Floor Covering Weekly** ,2008 **Inside Triathlon** ,2004 **Business Week** ,1999 **The Publishers Weekly** ,2002 Editor & Publisher ,1986

Computerworld ,2000-05-29 For more than 40 years Computerworld has been the leading source of technology news and information for IT influencers worldwide Computerworld s award winning Web site Computerworld com twice monthly publication focused conference series and custom research form the hub of the world s largest global IT media network

Automotive News ,2007 **Chemical Week** ,2004 **Willings Press Guide** Clare Redman,2007-12 This press guide aims to provide a comprehensive accurate and informative guide to the UK press both print and broadcast and to give details about the leading newspapers and periodicals in the United Kingdom Adweek's Marketing Week ,1989 **Willing's Press Guide** ,2002 Coverage of publications outside the UK and in non English languages expands steadily until in 1991 it occupies enough of the Guide to require publication in parts **Harper's Weekly** John Bonner,George William Curtis,Henry Mills Alden,Samuel Stillman Conant,Montgomery Schuyler,John Foord,Richard Harding Davis,Carl Schurz,Henry Loomis Nelson,John Kendrick Bangs,George Brinton McClellan Harvey,Norman Hapgood,1869 *The On-line Job Search Companion* James C. Gonyea,1995 Boot up log on and find work This accessible guide to job hunting and career building the electronic way tells job seekers everything they need to know about hardware software on line services and related technologies that can connect them instantly to thousands of employers and job bank databases Computerworld ,1987-07-13 For more than 40 years Computerworld has been the leading source of technology news and information for IT influencers worldwide Computerworld s award winning Web site Computerworld com twice monthly publication focused conference series and custom research form the hub of the world s largest global IT media network **The Hollywood Reporter** ,2002

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Table of Contents Weekly Ad Resume Template Buy Online

1. Understanding the eBook Weekly Ad Resume Template Buy Online
 - The Rise of Digital Reading Weekly Ad Resume Template Buy Online
 - Advantages of eBooks Over Traditional Books
2. Identifying Weekly Ad Resume Template Buy Online
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Weekly Ad Resume Template Buy Online
 - User-Friendly Interface
4. Exploring eBook Recommendations from Weekly Ad Resume Template Buy Online
 - Personalized Recommendations
 - Weekly Ad Resume Template Buy Online User Reviews and Ratings
 - Weekly Ad Resume Template Buy Online and Bestseller Lists
5. Accessing Weekly Ad Resume Template Buy Online Free and Paid eBooks
 - Weekly Ad Resume Template Buy Online Public Domain eBooks
 - Weekly Ad Resume Template Buy Online eBook Subscription Services
 - Weekly Ad Resume Template Buy Online Budget-Friendly Options
6. Navigating Weekly Ad Resume Template Buy Online eBook Formats
 - ePub, PDF, MOBI, and More
 - Weekly Ad Resume Template Buy Online Compatibility with Devices
 - Weekly Ad Resume Template Buy Online Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Weekly Ad Resume Template Buy Online
 - Highlighting and Note-Taking Weekly Ad Resume Template Buy Online
 - Interactive Elements Weekly Ad Resume Template Buy Online
8. Staying Engaged with Weekly Ad Resume Template Buy Online

- Joining Online Reading Communities
- Participating in Virtual Book Clubs
- Following Authors and Publishers Weekly Ad Resume Template Buy Online
- 9. Balancing eBooks and Physical Books Weekly Ad Resume Template Buy Online
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Weekly Ad Resume Template Buy Online
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Weekly Ad Resume Template Buy Online
 - Setting Reading Goals Weekly Ad Resume Template Buy Online
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Weekly Ad Resume Template Buy Online
 - Fact-Checking eBook Content of Weekly Ad Resume Template Buy Online
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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