

6 Best Practices to Create a Great TikTok Marketing Strategy



TikTok Isn't
Only for
Gen Z



Consider
Creating
Polished
TikToks



Connect
TikTok Efforts
to Business
Outcomes



Use the
Right Tools



Utilize
TikTok's Full
Range of
Features



Stay
Consistent
and Data-
driven

In Depth Tiktok Marketing Strategy For Beginners For American Readers

Robert Kasey



In Depth Tiktok Marketing Strategy For Beginners For American Readers:

Social Media Communication Bu Zhong, 2021-08-11 Examines the social media mechanism and how it is transforming communication in an increasingly networked society Social Media Communication Trends and Theories explores how social media is transforming the way people think and behave Providing students with an in depth understanding of the mechanism underlying social media this comprehensive textbook uses a multidisciplinary approach to examine social media use in a wide range of communication and business contexts Each chapter is based on original research findings from the author as well as recent work in communication studies neuroscience information science and psychology Divided into two parts the text first describes the theoretical foundation of social media use discussing the impact of social media on information processing social networking cognition interpersonal and group communication the media industry and business marketing The second half of the book focuses on research based strategies for effectively using social media in communication and business such as the news industry health care and social movements Offering detailed yet accessible coverage of how digital media technology is changing human communication this textbook Helps readers make the best use of social media tools in communication and business practices Introduces more than a dozen theories in the areas of communication psychology and sociology to highlight the theoretical frameworks researchers use in social media studies Identifies a variety of trends involving social media usage including the app economy and patient care Addresses the relation between social media and important contemporary topics such as cultural diversity privacy and social change Presents 14 imperative social media topics each with the power to change the ways you see and use social media Social Media Communication Trends and Theories is the perfect textbook for undergraduate and graduate courses in communication business journalism business and information science and technology It is also an invaluable resource for researchers educators journalists entrepreneurs and professionals working in media management advertising public relations and business marketing Epic Content Marketing, Second Edition: Break through the Clutter with a Different Story, Get the Most Out of Your Content, and Build a Community in Web3 Joe Pulizzi, Brian W. Piper, 2023-03-07 From the godfather of content marketing this completely revised and expanded edition brings marketers fully up to date on the newest content marketing methods and tools including Web3 When Epic Content Marketing was first published eight years ago content marketing was just starting to pick up speed in the marketing world Now this approach which includes everything from blogging to YouTube videos to social media is the core of most organizations marketing plans Fully revised and updated this new edition walks you through the process of developing stories that inform and entertain and compel customers to act without actually telling them to In addition to covering all the important social media platforms that have arisen over the past eight years and introducing the creator economy it shows how to update existing content and make new content that performs in strategic ways Updates include New content models structures and opportunities Content entrepreneurship content mergers and acquisitions Subscriptions and audience

building Team structure importance of community DAOs and creator networks Content options NFTs and discord servers Making data driven decisions to optimize content performance Distributed the right way at the right time epic content is the best way to truly capture the hearts and minds of customers It s how to position your business as a trusted expert in its industry It s what customers share and talk about This updated edition of the trusted guide provides everything you need to succeed in the new world of content marketing *Management* John R. Schermerhorn, Jr., Daniel G. Bachrach, 2023-05-03 Inspire students to be responsible and self aware decision makers Management 15th Edition supports active and engaged course environments while centralizing new topics such as diversity equity inclusion and social impact With a refocus on career application the underlying goal is to translate foundational theories into lasting tools for students as they move beyond the classroom where their skills will be put to the test *Tik Tok Marketing for Entrepreneurs* Robert Kasey, 2021-02-19 Would you like to Attract potential customers on Tiktok for your business If so this book is for you Tiktok has seen massive growth over the years And it s becoming more popular as the younger generations are creating and consuming more video content It s an app that gives users unrestricted freedom to create anything and everything under the sun With over 2 billion downloads worldwide and available in more than 150 countries Tiktok has become a way for creators to communicate their creativity to a marketing and advertising haven since its birth in 2018 Tapping into this market can boost your online presence dramatically Imagine what could that do for you as a growing influencer or an entrepreneur And despite what people say Tiktok is not going anywhere Its algorithm at this moment is easy to build upon which may be the reason why numerous creators entrepreneurs and individuals are keen on using the app Getting acquainted with Tiktok and producing content can prompt massive growth and be an excellent marketing strategy for your business Here s what you ll learn from this book Understand the basics of Tiktok Know the difference between using Tiktok versus other social media platforms How to make money on Tiktok Use Tiktok s algorithm to successfully market your business Learn to run an influencer marketing campaign And so much more If you are serious about marketing you need to tap into the power of one of the world s most popular video sharing app This collection offers you a roadmap to achieving Tiktok marketing success Scroll up Click on Buy Now with 1 Click and Grab a Copy Today **TikTok Marketing** Prabhu TL, 2024-12-28 Are you ready to transform your marketing strategy with the power of TikTok Whether you re a small business owner marketing professional or aspiring influencer TikTok Marketing Unlocking Viral Success in the Digital Age is your ultimate guide to navigating and thriving on one of the world s fastest growing social media platforms With over a billion active users TikTok has become more than just a hub for viral dances and funny videos it s now a dynamic ecosystem where creativity meets commerce This book takes you on a step by step journey helping you master the art and science of TikTok marketing From the basics of setting up your profile to advanced strategies that leverage analytics trends and advertising tools this comprehensive guide equips you with everything you need to make a lasting impact What You ll Discover The Foundations of TikTok Success Learn

how to create a professional TikTok business account and optimize your profile for maximum visibility Understand TikTok s unique culture audience demographics and the algorithm that powers its For You Page FYP Content Creation Strategies That Work Master the art of crafting engaging videos that resonate with your audience Explore the role of trends challenges and storytelling in building your brand presence Unlock the potential of TikTok s creative tools including sounds duets and branded effects Engaging and Growing Your Audience Discover how to build a loyal community through authentic engagement and user generated content Leverage TikTok Live comment interactions and influencer collaborations to deepen connections with your audience Advertising on TikTok Navigate TikTok s advertising options including In Feed Ads Branded Hashtag Challenges TopView Ads and more Learn how to set measurable goals target the right audience and maximize your return on investment Advanced Strategies for Long Term Growth Dive into TikTok Analytics to refine your campaigns with data driven insights Stay ahead of the curve with emerging trends like TikTok Shopping and AI powered content suggestions Discover best practices for cross platform promotion and integrating TikTok into your broader marketing efforts Real World Case Studies and Best Practices Gain inspiration from successful TikTok marketing campaigns by top brands and small businesses alike Learn how to avoid common pitfalls and adopt ethical and inclusive marketing practices Who This Book Is For Business Owners Unlock cost effective strategies to expand your reach and grow your brand Marketers Gain actionable insights to incorporate TikTok into your existing campaigns and boost engagement Influencers Learn how to create viral content and build a personal brand on TikTok Content Creators Explore tips and tools for crafting captivating videos that stand out Why TikTok In today s digital landscape TikTok is not just a platform it s a cultural phenomenon It offers unprecedented opportunities for brands and creators to connect with global audiences foster authentic relationships and achieve viral success With its low barrier to entry and immense potential for creativity TikTok has leveled the playing field making it an indispensable tool for anyone looking to make their mark in the digital age If you re ready to harness TikTok s transformative potential and elevate your marketing game TikTok Marketing Unlocking Viral Success in the Digital Age is the book you ve been waiting for Let this guide be your blueprint to building a thriving presence on the platform where trends are born communities flourish and brands grow Get your copy today and start your journey toward TikTok marketing mastery

TikTok User Guide 2025 Dr Richard brown, TikTok User Guide 2025 Step by Step Tips Tricks Growth Strategies for Beginners to Master TikTok Marketing Achieve Success Description Welcome to the ultimate beginner s guide to TikTok success in 2025 Whether you re brand new to TikTok or looking to take your content to the next level this comprehensive guide gives you everything you need to build your brand grow your followers and go viral one step at a time TikTok User Guide 2025 is designed for absolute beginners and aspiring creators who want to understand TikTok s latest tools algorithms and marketing strategies From setting up your account to mastering short form video creation this book helps you unlock your creative potential and achieve long term success on one of the fastest growing social platforms in the world Inside You ll

Discover Complete beginner setup How to create your profile navigate the app and customize settings Video creation secrets Step by step tutorials for recording editing adding music and using effects TikTok algorithm decoded Understand how TikTok ranks content and how to use it to boost your reach Smart marketing strategies Learn how to promote your brand attract followers and convert views into engagement Growth hacks trends Discover proven techniques to go viral and keep your content performing Monetization tips Learn how to make money from your videos brand deals and live streams Latest 2025 updates Stay ahead with the newest features insights and creator tools Why You ll Love This Book Written in simple beginner friendly language Packed with real world examples screenshots and step by step instructions Covers both personal and business use of TikTok Updated for the 2025 TikTok algorithm and interface changes Perfect for influencers marketers small businesses and creative individuals Master TikTok Grow your audience Achieve real success Whether your goal is to entertain educate or build a brand TikTok User Guide 2025 will help you every step of the way *Influencer Marketing For Beginners* Adrian Peck,2020-10-13 The rise of social media has created alternative methods of advertising for companies Gone are the days where companies would reach their customers through newspapers or television commercials It is now more affordable to connect with customers through online channels such as social media platforms Companies have done an impressive job following their customers and establishing their brands within the same platforms that their customers enjoy However over the years there have been questions surrounding brand trust with many consumers challenging the authenticity of the message shared by brands There has been significant research compiled regarding customer sentiments on brand communication One of the main insights found was that customers trusted messages shared by their peers over messages shared by brands The assumption is that companies have an agenda to make profits but our peers seek to educate and empower us This key assumption is one of the driving forces which has led to the growth of influencer marketing Influencer marketing allows ordinary individuals to promote the services and products of companies to their specific target audience Companies pay to have an influencer with a large following on popular social media platforms to advertise their offerings on their behalf This business strategy has dramatically increased companies return on investment ROI and helped build brand integrity among customers This book will be a valuable resource to all those individuals who are interested in becoming social media influencers The reader will learn the ins and outs of social media marketing and some exclusive tactics and strategies on using social media platforms such as Facebook Instagram YouTube TikTok and Pinterest to develop and grow an audience Readers will also learn how to create authentic personal brands that will help attract companies provide them with a unique positioning in the market and monetize their social media accounts After reading this book readers will feel motivated to capitalize on this new movement toward influencer marketing and begin to operate their own marketing enterprises *Tik Tok Marketing Strategy* Ejeke P C,2021-04-20 Are You Ready to Leverage the TikTok Platform for Profits It s About Time for You to Learn TikTok Marketing You need to make a good start with TikTok if you want to be

successful with it In March 2019 there had been over 1 billion installs of TikTok There are over 500 million active users of TikTok and 26.5 million of these are from the United States The TikTok social media platform has seen explosive growth over the last two years It now has 500 million users that are desperate for fun and exciting content and this is a massive opportunity for you to promote your business To be successful with TikTok marketing you need to know how the platform works and how the users interact with each other TikTok appeals to a younger demographic and you really need to speak their language to be successful We have worked hard to provide you with everything that you need to know to use the TikTok platform to market your business successfully Other marketers have tried marketing on TikTok and failed We do not want you to make the same mistakes that they did Here's where my advice for you comes in With this book 1 You will learn how to use the TikTok platform to market your business successfully 2 You will learn that a number of businesses and organizations have already leveraged the TikTok platform to get the word out 3 You will be able to engage with your audience on TikTok 4 You will learn how to create viral videos and grow your TikTok account 5 You will know how the platform works and how the users interact with each other To make it easy I've put together a step by step guide that will show you exactly how it's done No stones are left unturned when you get your hands on this now You will become a complete expert on this and you'll get everything you need inside to do the same Here's Just A Quick Preview Of What You'll Discover Inside What Is TikTok And Why Should You Care Getting Started With TikTok Creating Content For TikTok TikTok Hashtags Marketing Strategies for TikTok TikTok Ads TikTok Use Cases To Inspire You TikTok Analytics TikTok Best Practices Plus a whole lot more This is the easiest way to actually profit from TikTok

TikTok for Sales Josué Matos, In the ever evolving digital landscape where trends shift at the speed of a click few platforms have reshaped the sales and marketing game quite like TikTok What initially seemed like a space for fun and creative videos has become a powerful tool for brands seeking authentic connections with their consumers Far from being a passing trend TikTok represents a revolution in how products and services are promoted and sold online This is the second book in a series designed to explore the potential of social media platforms for sales While the first volume Instagram for Sales Strategies to Convert Followers into Customers focused on a well established platform known for its visual and interactive appeal this book dives into a dynamic and opportunity rich terrain TikTok for Sales Viral Strategies for Growth and Conversion is an essential guide for anyone looking to harness the viral power of TikTok transforming creativity into real conversions With over 150 million active users in the United States alone and a global user base exceeding 1 billion TikTok is not just a social network but a global stage where brands can shine by telling their stories in engaging and innovative ways Through trends challenges short videos or live streams TikTok offers endless possibilities for entrepreneurs of all sizes to stand out in today's competitive market In this book I've explored every aspect of the platform from setting up an attractive business profile to advanced sales strategies and performance analysis Organized into 30 chapters the content is tailored for both beginners and seasoned professionals providing valuable and practical insights

You'll learn how to navigate TikTok's algorithm, create engaging content, leverage features like TikTok Shopping and hashtags, and build partnerships with creators to maximize your sales. As a digital marketing professional inspired by my international journey, I bring a global perspective to this work. My name is Josu Matos, author of over 50 books including *Rich Uncle Poor Nephews* and *The Art of Reinvention*. With a decade of experience in digital platforms and a Bachelor's degree in Advertising, Marketing, and Communications underway, I have dedicated my career to helping entrepreneurs succeed in the digital world. My travels across Northern Ireland, Canada, and the United States have broadened my outlook and enabled me to develop innovative strategies which I share with you in this book. Get ready to discover how to turn creativity into conversions, trends into sales, and followers into loyal customers. Welcome to a new era of sales on TikTok. Together, let's explore this dynamic platform and take your business to the next level.

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Suggestions for creating content for TikTok and success examples TikTok Analytics How to gauge your Brand effectiveness Successful techniques for becoming viral in the TikTok marketing strategy Benefits of TikTok Marketing for businesses

TikTok Algorithms Leonard Carli, 2020-09-02 Would you like to learn many ways to start making money with your personal TikTok account Are you looking to boost your brand visibility and uplevel your business Are you interested in taking advantage of all this popular platform has to offer If the answer to any of these questions is yes and you're ready to learn all the tricks of the TikTok trade this book will take you through the whole process step by step Keep reading In *TikTok Marketing Algorithms* Leonard Carli provides a comprehensive guide that outlines everything you need to get you up to speed on using TikTok to promote your business and brand He is a young entrepreneur who has built an impressive presence on Instagram YouTube and Facebook and now he wants to share the best strategies and tricks that are key to boosting your personal profile In this book you will learn all about how to use this platform how your business can make the most of its features and how TikTok is changing the world of marketing Check out this incredible guide and you will discover How to easily create and optimize your TikTok profile Amazing tips for creating high quality engaging contents in 10 minutes a day Strategies for engaging with your audience and responding to comments on your content like a pro Ways to use TikTok to run contests promote specials and sell more Advice on partnering with influencers and making the perfect pitch for collaboration Tons of effective ways to monetize your TikTok account A helpful list of TikTok marketing do's and don'ts How to create the perfect pictures and videos for your TikTok business page How to run a successful TikTok campaign And much more TikTok marketing is a potent tool used by more and more business and brands to gain the attention of potential clients and customers and advertise their products and services Even if you've never logged on to TikTok before the powerful tools and strategies in this easy to read guide will teach you everything you need to know to get started promoting your business on TikTok Check out this book to learn all there is about how to use TikTok's features to enhance your brand's reputation and increase revenue

TikTok Marketing Mastery Rama Nolan, 2024-11-25 Are you ready to unlock the full potential of TikTok and take your brand to viral heights Whether you're an entrepreneur influencer or marketer *TikTok Marketing Mastery* is your ultimate guide to dominating the fastest growing platform on the planet With over 1 billion active users TikTok isn't just a social media app it's the future of marketing From crafting content that stops the scroll to running high converting ad campaigns this book gives you the exact strategies you need to grow your audience boost engagement and turn views into real profits Inside This Game Changing Book You'll Learn How the TikTok Algorithm Works Get inside TikTok's algorithm and discover what it takes to go viral Content That Converts Master storytelling trends and visual strategies to hook your audience and drive sales Building a Magnetic Brand Learn how to create a presence that stands out and attracts a loyal following TikTok Ads That Deliver Step by step guidance to create target and optimize TikTok ad campaigns on any budget Monetization Secrets Turn your TikTok fame into revenue through partnerships affiliate marketing and more Sustained

Success Scale your efforts and integrate TikTok into a broader marketing strategy for long term ROI Why This Book Written for beginners and seasoned marketers alike TikTok Marketing Mastery combines actionable insights real world examples and expert strategies to make the platform work for you Whether you re launching a business growing an established brand or building your personal influence this book provides the tools to transform TikTok into your most powerful growth engine Bonus for Audiobook Listeners Enjoy extra tips and motivational insights from the author to inspire your TikTok journey while you re on the go This Is Your Moment The TikTok wave is here and it s not slowing down Don t get left behind start your journey to viral success today TikTok Marketing Mastery is your key to building a thriving brand boosting your income and standing out in the digital age The clock is ticking are you ready to go viral

TikTok Marketing with TikTok SEO & Algorithm Ultimate Money Guide Investingwizard Press,2021-08-11 Do you want to attract loyal followers and create a highly successful personal brand Are you thinking about becoming the next TikTok star to make money from this hot social media platform Are you a business owner or a brand manager looking for more traffic to expand your market via TikTok If your answer is YES to any of the above questions then keep reading TikTok provides a unique way to make and spread ideas and has become one of the biggest social networks worldwide Even though not everyone likes it but no one can deny its popularity Not being on TikTok seems to be a HUGE mistake There are already 2 billion users who have downloaded TikTok and it is available in over 200 countries which means TikTok is a fertile ground for organic reach and paid advertising It s not uncommon for a TikToker to earn 4000 5000 per post Many TikTok influencers are able to make even much more For example the college student Addison Rae can make about 15 000 per sponsored post This is the platform that can help you earn six figures easier than you thought When you explore TikTok you ll find various brands advertising on it in industries like clothing eCommerce streaming beauty mobile apps and many more You can definitely use this platform to your business s advantage Most people think that they can just jump on it and easily get their piece However once they try it seems like they don t have that magic power No strategy equals a significant loss TikTok is no exception to this rule This is why it s super risky to start without a comprehensive guide to TikTok marketing Also every social media platform has its own unwritten rule You can break your business if you just ignore them So how can you succeed on TikTok exactly How can you attract millions of followers and convert those followers to dollars How can you make your content go viral and monetize from it That s why our insiders create this TikTok Marketing with TikTok SEO How To Find Your Own Profitable TikTok Niche How To Optimize Your TikTok Profile How To Use TikTok Algorithm And Metrics To Succeed On TikTok How To Use TikTok SEO To Make Your Content Go Viral And Get More Engagement And Followers How To Master Influencer Marketing How To Monetize Your TikTok Account For The Maximum Profits Best TikTok Tools To Triple Your TikTok Account How To Safely Protect Your TikTok Account much more This is Not a theoretical presentation This straight to the point book is full of updated knowledge and proven strategies aiming to help you rapidly grow your TikTok accounts build your personal brand

expand your business and make fruitful marketing efforts Whether you are a future social media influencer business owner or brand manager this guide is your ticket to building real influence as well as an enjoyable profitable and deeply rewarding business Don't leave this opportunity on the table Scroll up click the Buy button now Start Making Money now Free BONUS Included As a FREE gift to all dear readers with your purchase of this book you will also receive FREE downloadable access 500 trending TikTok Hashtags to gain more likes and followers *Mastering TikTok Shorts* Viral Content

Creation,2025-01-04 Mastering TikTok Shorts The Ultimate Guide to Viral Success is your definitive blueprint for conquering the world of TikTok Whether you're looking to build your personal brand boost your business or simply go viral this guide reveals all the secrets behind TikTok's powerful algorithm how to craft irresistible content and engage with your audience for explosive growth With actionable tips on creating viral videos leveraging trends mastering analytics and monetizing your presence this book gives you everything you need to rise above the noise Step by step instructions real world case studies and insider tips make this the essential resource for TikTok success Don't just be a TikTok user be a TikTok superstar What You'll Learn Unlock the power of TikTok's For You page and grow your audience Craft viral content with engaging hooks storytelling and music Master analytics to refine your strategy and achieve sustained growth Monetize your TikTok presence with brand partnerships creator funds and more Overcome common obstacles and stay ahead of trends to keep your content fresh If you're ready to make a splash on TikTok and turn your creative passions into success this book is your ultimate guide to becoming the next TikTok sensation Related themes TikTok Marketing Social Media Growth Viral Content Creation TikTok Success Guide Influencer Marketing Social Media Strategy Online Branding Social Media Tips Content Creation Guide TikTok for Business Digital Marketing Social Media Algorithms TikTok Monetization Video Marketing TikTok Growth Hacks Influencer Guide Social Media Engagement Personal Branding on TikTok TikTok Trends 2025 TikTok for Beginners

TikTok Famous in 2020 : the Go Viral on TikTok Complete Beginners Guide on How to Become Famous on TikTok and Make Money Online Using TikTok for Business and Marketing In 2020 Brainhearted RS,Ara Flaming,2020-02-02 BECOME FAMOUS ON TIKTOK FAST IN 2020 Do you want to be able to use the latest social media trends to quickly build your brand and create or scale up your business Do you want to learn the best ways to use TikTok from the get go Aren't you wondering how you can get more views and likes on your TikTok videos Aren't you eager to find out how you can increase your followers and create a large fan base Do you want to know how to become a Top Influencer Aren't you curious about how you can make money on TikTok as an individual or a business Aren't you tired of putting in a lot of effort in your social media building online presence marketing activities Would you like to create enormous traffic to your website products and services Your Go Viral On TikTok Complete Beginners Guide In my short book you will learn all you need to know about TikTok and how to use it to your advantage You will discover what TikTok is and why it has taken social media by storm From the concept behind the creation of Tiktok to how you can utilize it to make money right in the comfort of your home this guide contains all the

answers you need By the time you are done reading this eBook you will know exactly how to create a TikTok account how to find videos that entertain you how to create videos that can go viral and increase your followers every day You will learn proven steps and strategies on how to become famous on TikTok quickly and make money online by using TikTok for business and marketing in 2020 TikTok has become a sensation that has no plans of slowing down its power and potential for businesses and individuals in the foreseeable future We live in the Digital Age and in order to cater to our audience in current times we need to be where they are And as statistics and results show they are on TikTok and you need to be too You will also find within this guide the tools pro tips and tricks as well as key TikTok features you can use to enhance your business and earn money without any kind of hassle This book discusses all the information tactics and knowledge you need to acquire to rule the TikTok world Here Is A Preview Of What You ll Learn What is TikTok Power and Business Potential of TikTok Why TikTok is Taking Over the Social Media Platform How to get started with TikTok How to create impactful videos All you need to know about TikTok Ad Campaigns TikTok Live All you need to know about hashtags and tagging All about TikTok features and how to use them to your advantage All the ways to make money on TikTok and how to utilize them What Makes TikTok Ahead of Other Similar Platforms And much much more Are you ready to take action today discover how to become a Top Influencer on TikTok and start to make money online in no time Press the BUY NOW button now and get started right away Tags TikTok famous business growth go viral social media marketing more followers make money online vlogging get more likes and views become an influencer 100k followers beginners guide grow following digital marketing TikTok for business Brainhearted RS **TikTok Marketing Strategy** Ejeke P.C,2020-11-05 Are You Ready to Leverage the TikTok Platform for Profits It s About Time for You to Learn TikTok Marketing You need to make a good start with TikTok if you want to be successful with it In March 2019 there had been over 1 billion installs of TikTok There are over 500 million active users of TikTok and 26 5 million of these are from the United States The TikTok social media platform has seen explosive growth over the last two years It now has 500 million users that are desperate for fun and exciting content and this is a massive opportunity for you to promote your business To be successful with TikTok marketing you need to know how the platform works and how the users interact with each other TikTok appeals to a younger demographic and you really need to speak their language to be successful We have worked hard to provide you with everything that you need to know to use the TikTok platform to market your business successfully Other marketers have tried marketing on TikTok and failed We do not want you to make the same mistakes that they did Here s where my advice for you comes in With this book 1 You will learn how to use the TikTok platform to market your business successfully 2 You will learn that a number of businesses and organizations have already leveraged the TikTok platform to get the word out 3 You will be able to engage with your audience on TikTok 4 You will learn how to create viral videos and grow your TikTok account 5 You will know how the platform works and how the users interact with each other To make it easy I ve put together a step by step guide that will

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