

### What are the main challenges of reaching Gen Z?



#### Knowing where to find them.

Instagram, TikTok and Snapchat are the most popular social media apps.

#### Highest social media engagement among Gen Z users<sup>1</sup>



## Understanding how they consume content.

#### Average Time Spent Watching TV in the US<sup>2</sup>



# Learning how to talk to them.

In all communications, strive to be genuine, straightforward and transparent— traits that many young consumers respond to and appreciate.

#### Nearly 9 in 10 US Gen Z adults spend more than an hour on social media each day<sup>3</sup>



### TIP:

#### Don't take attention for granted.

Try to make an immediate connection with a compelling hook, humor, or by defying category expectations. Make sure messaging is short and to the point.

Gen Z has a highly evolved "eight-second

filter", used to assess if something is worth their time.

#### Let's uncover new possibilities together.

Visa has tools and resources to address your specific needs — from offering financial education to enabling digital solutions.

#### To get started, contact your local Visa Account Executive.

1. "US Gen Z Social Media Users, By Platform, 2020-2025", Insider Intelligence, April 2021, https://www.insiderintelligence.com/content/gen-z-preferred-social-platforms 2. "Gen Z Pivots Away From TV", Insider Intelligence, April 2022, https://www.insiderintelligence.com/content/how-gen-z-consumes-media-5-charts 3. "Gen Z Is Very Online", Insider Intelligence, July 2022, https://www.insiderintelligence.com/content/how-gen-z-consumes-media-5-charts



These materials and best practice recommendations are provided for informational purposes only and should not be relied upon for marketing, legal, regulatory, or other advice. Recommended marketing materials should be independently evaluated in light of your specific business needs and any applicable laws and regulations. Visa is not responsible for your use of the marketing materials, best practice recommendations, or other information, including errors of any kind, contained in this document.

All brand names, logos and/or trademarks are the property of their respective owners, are used for identification purposes only, and do not necessarily imply product endorsement or affiliation with Visa.

© 2023 Visa. All rights reserved.