



Website Analytics March - June

Advancing understanding of the voice through interdisciplinary research & education



NEWS & UPDATES

Jeong Min Lee-Best Student Award

Naghilbolhosseini: Winning Young Investigator

JOV Best Paper Awards

Broadway, Opera, Education Honors in Philly

International Presentation Award to Claudio Storck, MD,

Universitätsspital Basel

ARCHIVES

2017

2016

2015

2014

2013

FEATURED CORPORATE PARTNER



Exhibitor Prospectus

SYMPOSIUM

Symposium and Gala Registration is Open

Early Bird Registration Ends: April 26, 2017

Symposium Program

Info for ATTENDEES

Info for PRESENTERS

Voices of Summer Gala

QUICK LINKS

Search for a Member

Educational Media

Voice Disorder Reference Guide

Join Our Mailing List













VOICEFOUNDATION.ORG TABLE OF CONTENTS



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- 24. 28. Facebook
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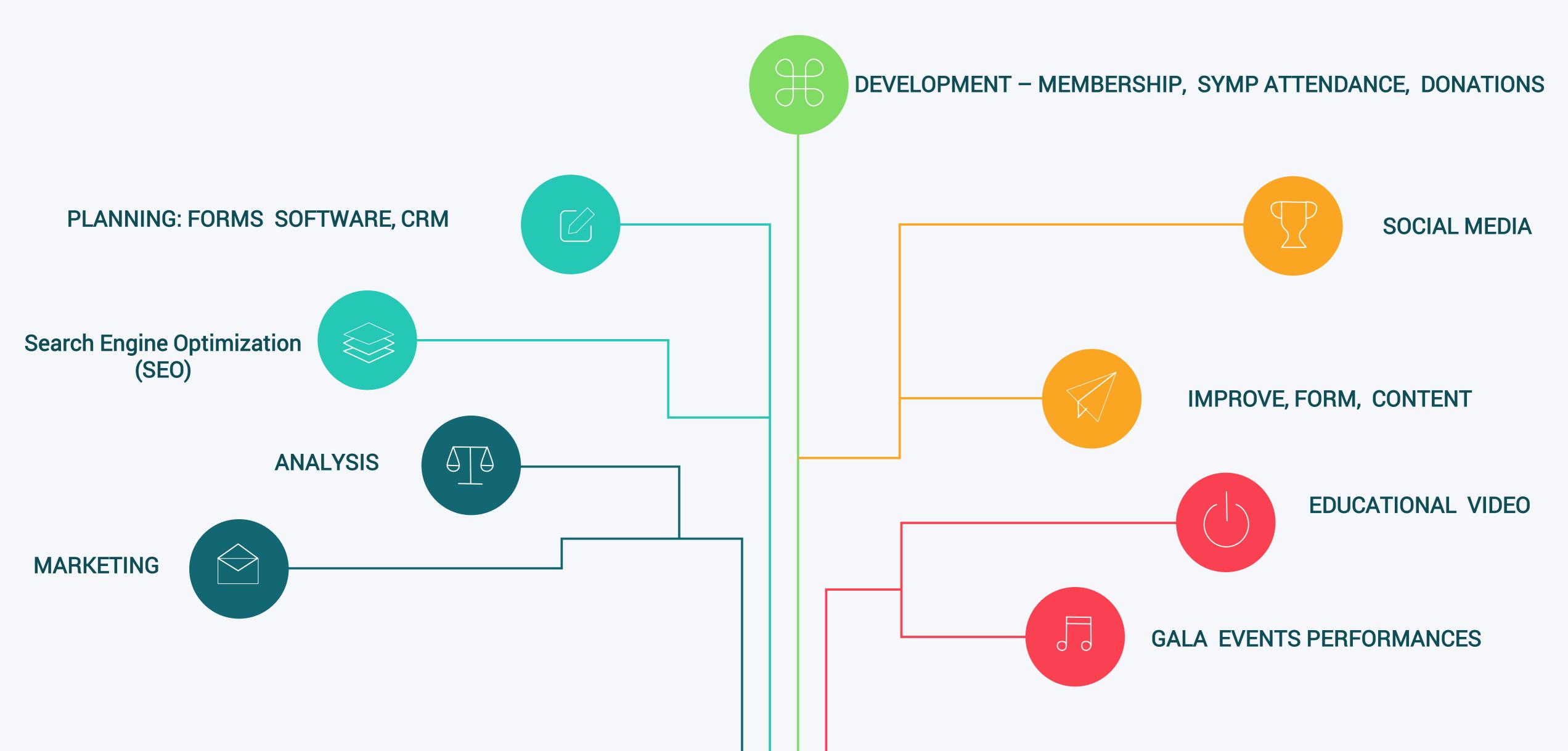
WEBSITE ANALYTICS JULY 2016 — JULY 2017



Tracking the website activities of a Nonprofit can help improve the entire organization. It can measure:

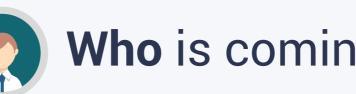
- Impact: achieved and potential
- Justification for expanding programs or requesting resources.
 - What is working and what isn't?

WEBSITE COMPONENTS

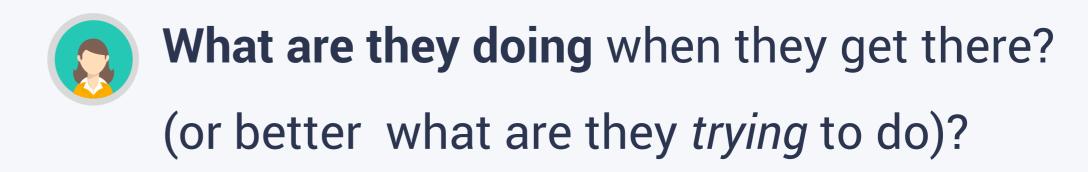


VOICEFOUNDATION.ORG QUESTIONS FOR US





Who is coming to our web site?



What is the gap between what they are doing and the ideal? (and do we mean ideal for the business or the customer? good question!)

What are some concrete ways we can close the gaps?

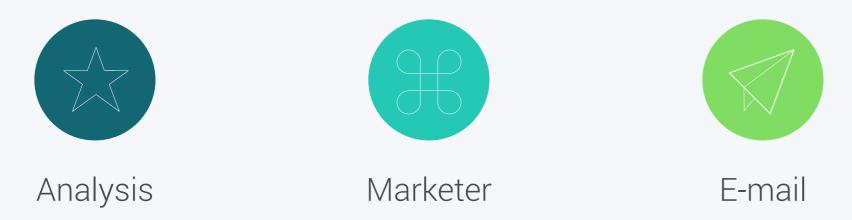
How can we get more of these people?

VOICEFOUNDATION.ORG WHAT OUR WEBSITE TELLS US

Web Analytics

is the measurement collection analysis and reporting of web data for purposes of understanding and optimizing web usage.

Web analytics provides information about the number of visitors to a website and the number of page views.



Web analytics - Wikipedia https://en.wikipedia.org/wiki/Web_analytics



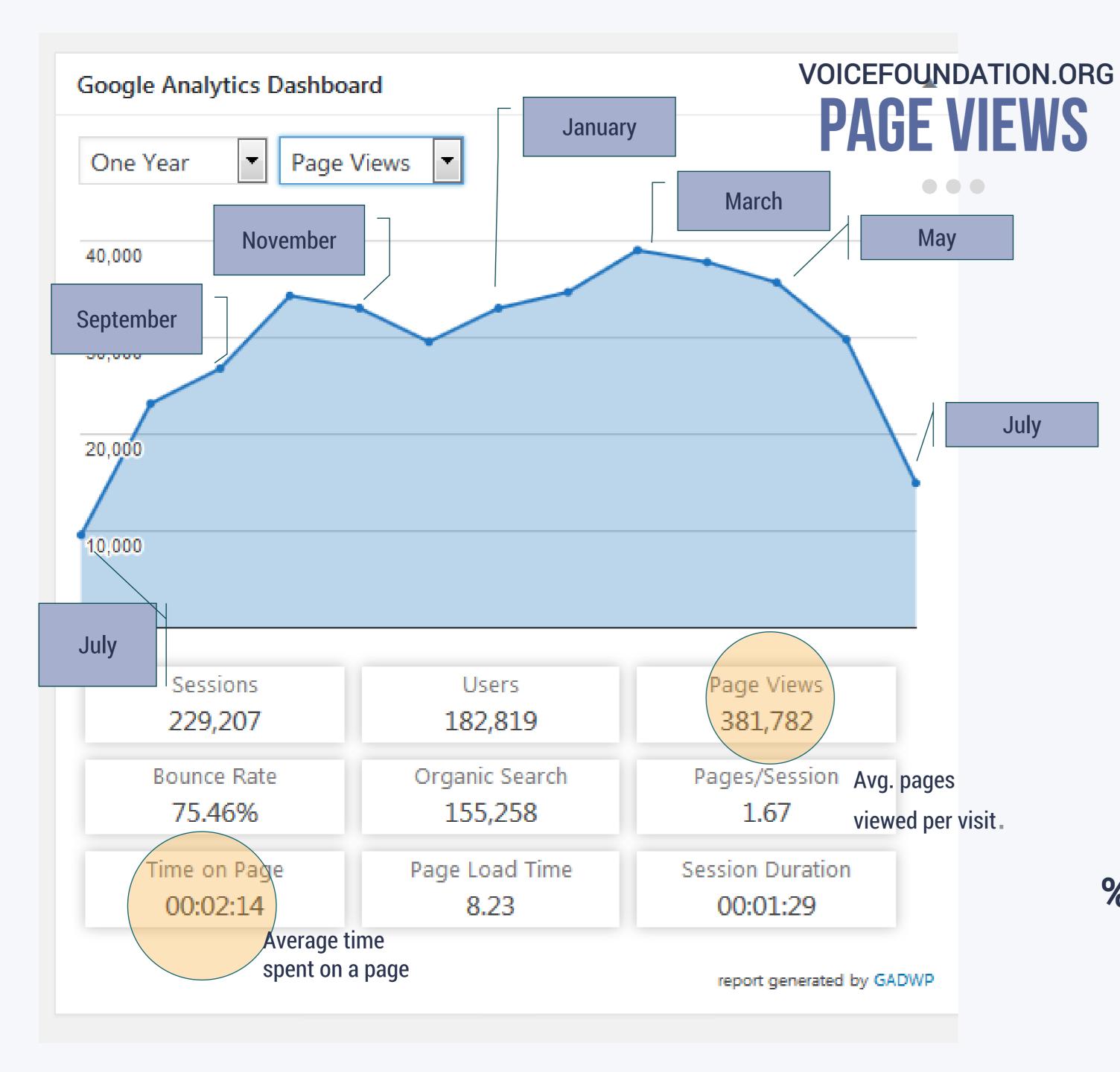
VOICEFOUNDATION.ORG SIMPLE SUMMATION

Website

- Most Visitors: 83% Come from search engine searches
- Search Engine: 94% who visit use Google
- Visitors who come from Referrals: come mostly (48%) from Face book. (reddit 22%, Twitter 21%)
- Pages Visited: are, by far, voice disorder pages –
 Voice Reference Guide
- Technology: Visitors are almost half and half
 Desktop & Mobile users
- Location: Most visitors (60%) are in the USA.

Social Media

- Facebook is our strongest social media site with 3,170 Followers
- Facebook Demographic: 73% Female, 26% Male
- FB Peak Times: for viewed posts 9am 6pm
- FB Average Link Reach: of a FB link is 1,659 people
- FB Average Video Reach is 1,286 people
- YouTube Demographic: 55 64 yrs Male followed by 35-44 yrs Females and Males.
- YouTube Views: Average 15.25 minutes viewing. USA Location most, but 81 countries total
- YouTube Videos: June 1 30th, first three are Dolora Zajick Master Classes
- YouTube Traffic: Comes mostly from the YouTube "Suggested Videos"



WHAT ARE PAGE VIEWS?

"The number of times a page (an analyst-definable unit of content) was viewed."

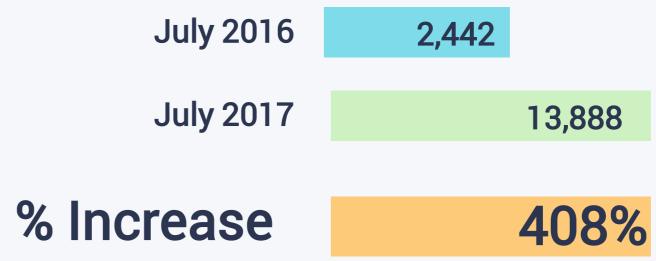


VOICEFOUNDATION.ORG SESSIONS Google Analytics Dashboard January One Year Sessions March November May 24,000 September 18,000 July 12,000 6,000 July Sessions Page Views Users 229,207 182,819 381,782 Bounce Rate Organic Search Average. pages Pages/Session 75.46% 155,258 1.67 viewed per visit. ime on Page Page Load Time Session Duration 00:02:14 8.23 00:01:29 Average time spent on a page

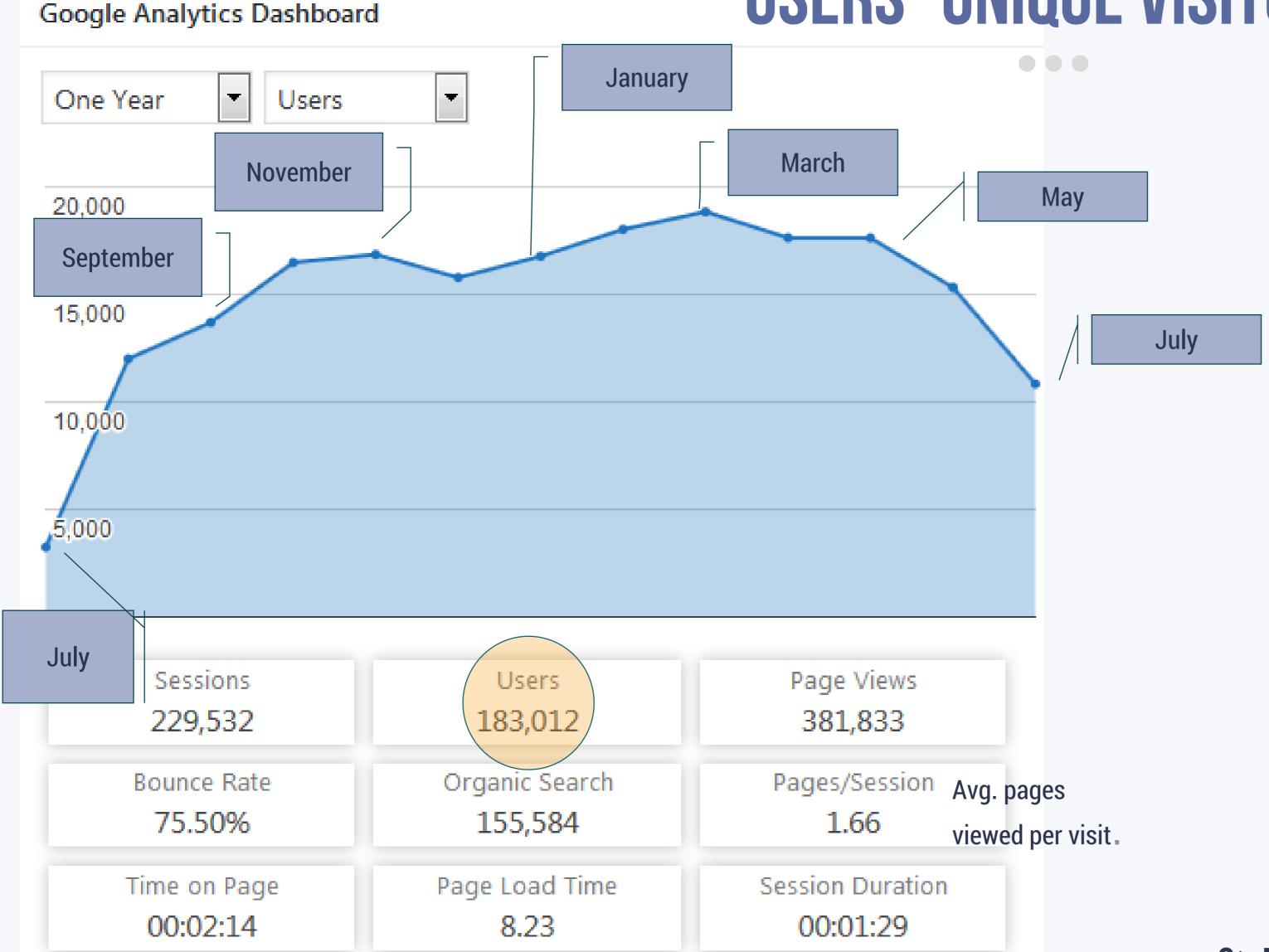
WHAT ARE SESSIONS?

"Session (also known as a Visit) is all of a user's activities on a site within a given time period. If a visitor comes to the website and views five pages, that is all grouped into one session.

INCREASE IN SESSIONS



USERS-UNIQUE VISITORS



WHAT ARE UNIQUE VISITORS?

The Visitor count is the number of Users (Unique Visitors) with activity, including a first-ever Visit to a site during a reporting period. Users do NOT tell us the number of PEOPLE that arrive on our website. In practice, users is a count of the number of unique devices that access our website. Even more specifically, a unique browser on a unique device.





VOICEFOUNDATION.ORG TRAFFIC DEFINITIONS

HOW YOU GOT TO OUR SITE



ORGANIC

ORGANIC - This traffic is defined as visitors coming from a search engine, such as Google or Bing.



DIRECT

DIRECT traffic is defined as visits with no referring website. They typed in the URL.



EMAIL

Clicked on a link on our email blast.



REFERRAL

Visitors referred by links on other websites



SOCIAL MEDIA

Clicked on a link from our, or others, social media pages or posts



Google Analytics Dashboard Traffic One Year Channels 184701 Organic (Other) Direct Referral Social Email 154316 21359 5172 3767 79 Visitor Type Traffic Mediums 24,996 Direct Returning Visitor 12% Organic New Visitor 87.9 % 154,316 181,558 Search Engines Social Networks rahoo 1,816 Facebook 48% Google 94.4% reddit 829 145,820

VOICEFOUNDATION.ORG TYPES OF VISITORS

WHAT ARE TYPES OF VISITORS?

Users (New Visitors/Unique Visitors)
Returning Visitors

WHAT ARE TRAFFIC MEDIUMS?

Organic: Visitors referred by an unpaid search engine listing e.g. a Google.com search.

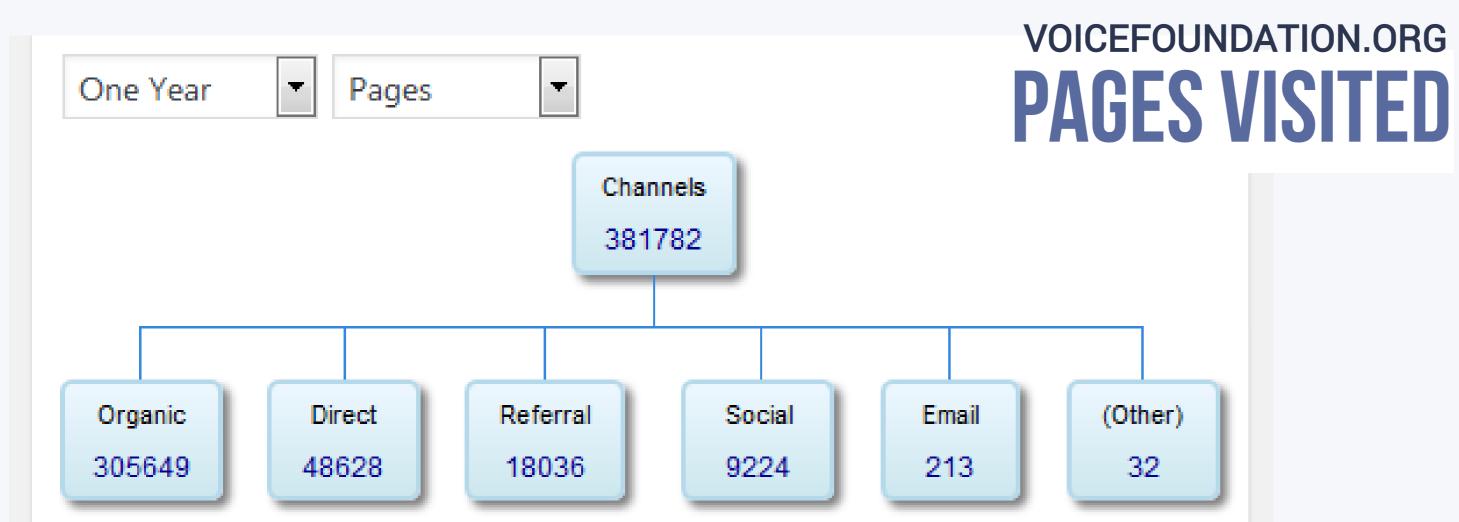
Direct: Visitors who visited the site by typing the URL directly into their browser. 'Direct' can also refer to the visitors who clicked on the links from their bookmarks/favorites untagged links within emails or links from documents that don't include tracking variables (such as PDFs or Word documents).

Referrals: Visitors referred by links on other websites

Facebook reddit Twitter Pinterest Linkedin

Google Bing

Yahoo



ECT traffic is defined as visits h no referring website.				
 The referring website.	Pages			
Voice Anatomy & Physiology				
THE VOICE FOUNDATION - A	Advancing	unders	tandi	ng (

Voice Anatomy & Physiology	22,284	
THE VOICE FOUNDATION – Advancing understanding of the voice through interdisciplinary scientific research & education	20,621	
Understanding Voice Production	20,524	
Symptoms of Reflux Laryngitis	14,383	
The Voice Mechanism	14,118	
Annual Symposium: Care of the Professional Voice	10,465	
Understanding Pediatric Voice Disorders	10,205	
Treatment of Reflux Laryngitis	9,742	
Treatment – Reinke's Edema	8,839	
Voice Disorders	7,753	
1 2 10 90 100		

report generated by GADWP

Pageviews

WHERE OH WHERE?

Voice Anatomy & Physiology

- The Voice Foundation (voicefoundation.org)
- Understanding Voice Production
- Symptoms of Reflux Laryngitis
- The Voice Mechanism
- Annual Symposium: Care of the Professional Voice
- Understanding Pediatric Voice Disorders
- Treatment of Reflux Laryngitis
- Treatment Reinke's Edema
- Voice Disorders
- Treatment of Vocal Fold Granuloma
- Reinke's Edema
- Laryngoscopy/Stroboscopy
- Treatment of Voice Disorders
- Understanding Vocal Fold Scarring
- Treatment of Spasmodic Dysphonia
- Diagnosis Treatment Prevention
- Vocal Fold Granuloma
- Myasthenia Gravis (MG)
- Stroke
- Sclerosis (MS)
- Benign Essential Tremor
- Treatment of Vocal Fold Scarring
- Symptoms of RRP

 Voice Dysfunction in Neurological II Parkinson's Disease Understanding Spasmodic Dyspho Symptoms – Reinke's Edema Voice Reference Guide Symposium Registration ymptoms – Advanced Laryngeal Ca Possible Lessons on Recovering Vocal Fold Paresis/Paralysis Pediatric Voice Disorders Symposium THE VOICE FOUND Reflux Laryngitis Symptoms of Spasmodic Dysphon Otolaryngologist/Laryngologist Singing and Acting Voice Specialis Voice Therapy Vocal Fold Scarring Programs and Abstracts Amyotrophic Lateral Sclerosis Symptoms of Vocal Fold Granulom Educational Media Journal of Voice Breakdowns Result in Voice Disord Breathe and Speak with Ease Symptom Tree Treatment of RRP www.reddit.com/r/technology/con Membership Info Spasmodic Dysphonia Vocal Fold Nodules Polyps Cysts 	Disorders
28. Symptoms – Reinke's Edema 29. Voice Reference Guide 30. Symposium Registration 31. ymptoms – Advanced Laryngeal Ca 32. Possible Lessons on Recovering 33. Vocal Fold Paresis/Paralysis 34. Pediatric Voice Disorders 35. Symposium THE VOICE FOUND 36. Reflux Laryngitis 37. Symptoms of Spasmodic Dysphon 38. Otolaryngologist/Laryngologist 39. Singing and Acting Voice Specialis 40. Voice Therapy 41. Vocal Fold Scarring 42. Programs and Abstracts 43. Amyotrophic Lateral Sclerosis 44. Symptoms of Vocal Fold Granulom 45. Educational Media 46. Journal of Voice 47. Breakdowns Result in Voice Disord 48. Breathe and Speak with Ease 49. Symptom Tree 50. Treatment of RRP 51. www.reddit.com/r/technology/con 52. Membership Info 53. Spasmodic Dysphonia	
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54. Vocal Fold Nodules Polyps Cysts	
Lesions	and Reactive
55. Diagnosis of Spasmodic Dysphonia	
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57. Pricing and Refund Policy	
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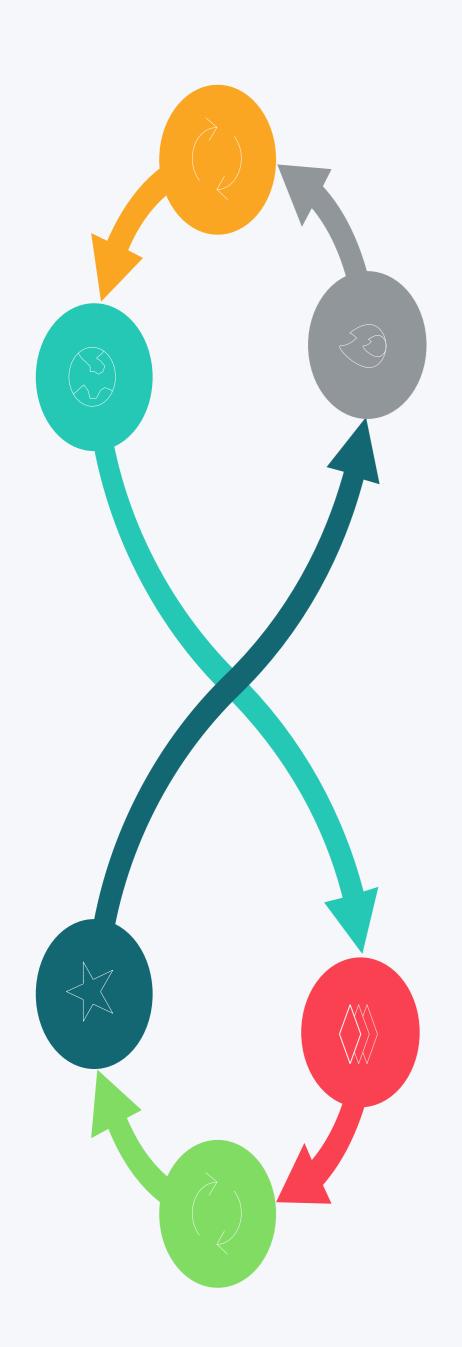
VOICEFOUNDATION.ORG PAGES VISITED



58.	Program Highlights
59 .	Contact
60 .	Abstract Submission
61.	not set)
62 .	THE VOICE FOUNDATION: Advancing
	understanding of the voice through
-	interdisciplinary scientific research &
:	education
63.	Voice Care Team
64.	Treatment of Pediatric Voice Disorders
65.	. What is TVF?
66.	Speech-Language Pathologist
67.	Articles
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71.	Membership Registration
72.	Diagnosis – Reinke's Edema

73.	Laryngeal Atypia and Early Cancer
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78.	Local Chapters
79 .	Symp Info for Attendees
80.	Symptoms of Laryngitis
81.	Laryngitis
82.	ASHA Disclosure Form
83.	Understanding Reflux Laryngitis
84.	Events
85.	Membership Listing
86.	Recurrent Respiratory Papillomat
87.	Symp Presenter Information
88.	Symp Presenter Information
89.	Call for Papers – Regulations
90.	lifehacker.com/
91.	Phonosurgery Indications
92.	Phonomicrosurgery
93.	LEMG
94.	About
95.	Laryngeal Framework Surgery and Augmentat
96.	About Voiceproblem org
97.	Store
98.	Diagnosis of Reflux Laryngitis
99.	Health & Science
100.	Diagnosis of Vocal Fold Scarring
101.	World Voice Day
102.	Van Lawrence Award: The Matts Have It
103.	Symptoms of Vocal Scarring
104.	Membership THE VOICE FOUNDATION
105	Treatment – Laryngeal Advanced Cancer
	Treatment Larying carrier artificial daniel
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REFERRERS

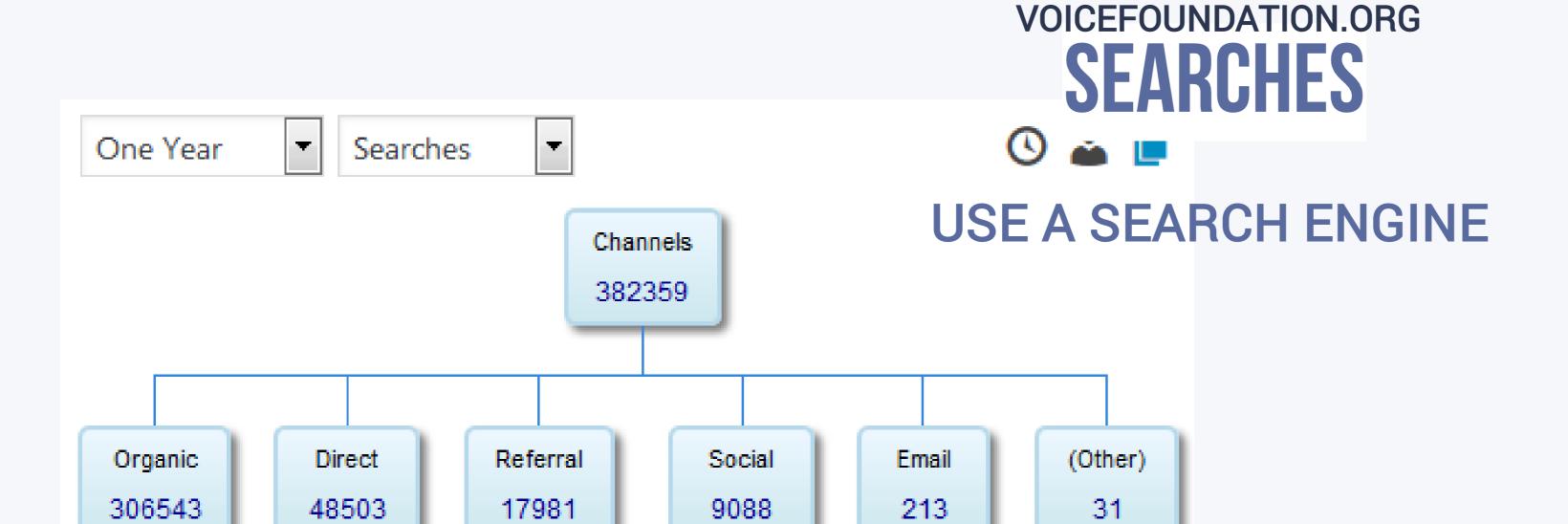


Referring Website	Sessions	Colors	Key	Referring Website	Users
reddit.com	1946	:	Search Engines	m.facebook.com	1,136
m.facebook.com	1,679	Col	leagues, Affilliates	reddit.com	828
facebook.com	1,629		Ads, Listings	twitter.com	667
twitter.com	1,544		Hacking?	motherboard.vice.com	533
I.facebook.com	1,218		Social Media	facebook.com	454
jvoice.org	1148	C	Our Email Blasts	vocalist.org.uk	403
motherboard.vice.com	1,102			lifehacкer.com	334
vocalist.org.uk	988			duckduckgo.com	232
asha.org	869			I.facebook.com	209
lifehacкer.com	818			asha.org	173
upmc.com	700			pinterest.com	168
unitguides.mq.edu.au	663			upmc.com	168
margaretbaroodyvoicestudio.co	565			jvoice.org	163
duckduckgo.com	528			t.co	145
2017.world-voice-day.org	502			en.wikipedia.org	125
pinterest.com	488			linkedin.com	85
myemail.constantcontact.com	441			unitguides.mq.edu.au	80
outlook.live.com	379			myemail.constantcontact.com	79
en.wikipedia.org	368			waltfritzseminars.com	73
voicescienceworks.org	343			search.xfinity.com	70
altfritzseminars.com	262			nt.search.tb.ask.com	60
t.co	258			outlook.live.com	54
chicagovoicecare.com	255			blackhatworld.com	53
ui.constantcontact.com	195			search.tb.ask.com	48
linkedin.com	185			voicescienceworks.org	46
search.xfinity.com	178			2017.world-voice-day.org	44
nats.org	168			uk.search.yahoo.com	39
elearn.isu.edu	155			nats.org	36
voicefoundation.com	152			community.asha.org	34
search.tb.ask.com	146			r.duckduckgo.com	34
mmunity.asha.org	139			lm.facebook.com	33
mail.163.com	118			us.search.yahoo.com	33
journals.elsevier.com	115			us.wow.com	33
blackhatworld.com	112			Inkd.in	32
int.search.tb.ask.com	110			law-enforcement-two.xyz	29
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WHAT IS A REFERRER?

Used in Web Analytics, the Referrer is the page URL that originally generated the request for the current page view or object.

- 1. Facebook.com
- 2. Reddit.com
- 3. Twitter.com







Searches	Pageviews
(not provided)	291,285
voice foundation	490
voice production	202
voice disorders	184
the voice foundation	174
reinke's edema	132
share buttons sharebutton.to	115
voice treatment	106
reflux laryngitis	104
website buttons sharebutton.to	103
1 2 10 90 100	

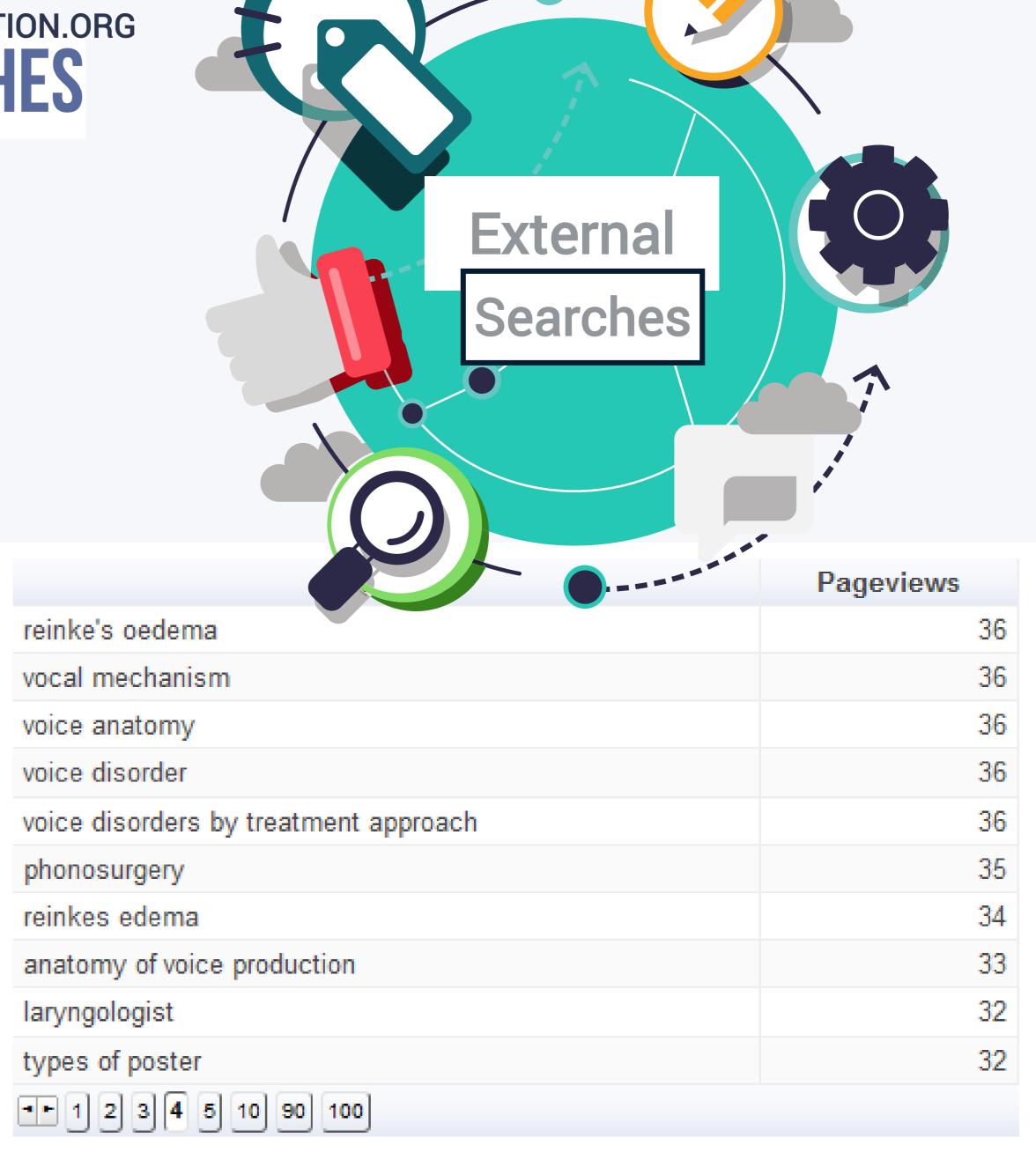
Searches	Pageviews
voice foundation symposium 2017	96
sharebutton.org share buttons	80
voice symposium	72
voice foundation symposium	66
mechanism of voice production	64
stroboscopy	64
videostroboscopy courses	59
social share button sharebutton.to	58
voice problem	57
voice therapy	55
1 2 3 10 90 100	

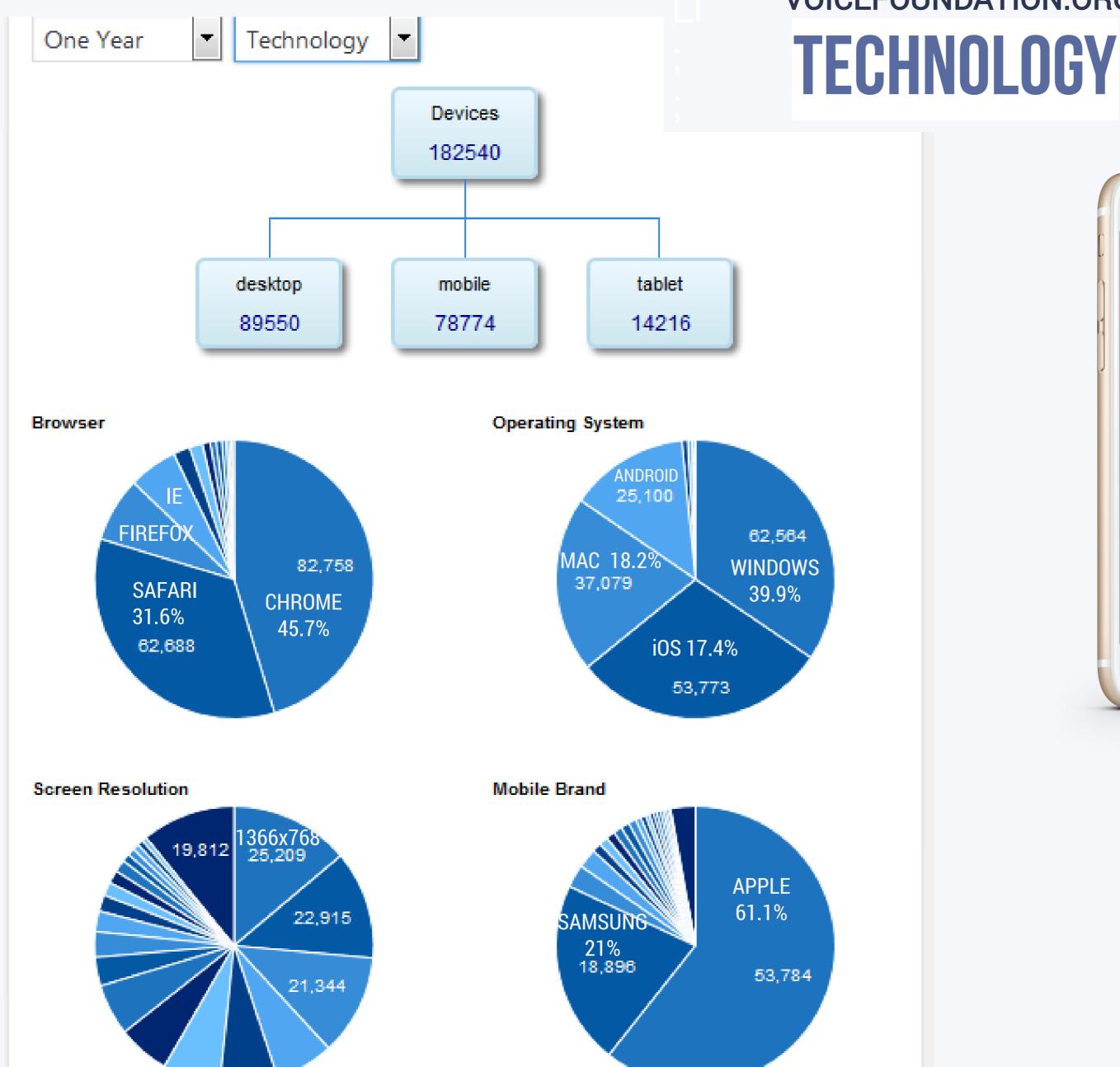
VOICEFOUNDATION.ORG SEARCHES

Searches	Pageviews
social sharing buttons sharebutton.to	52
the voice foundation philadelphia	50
vocal cord granuloma	46
mechanism of sound production	44
voice production process	44
laryngologist vs otolaryngologist	42
voice foundation 2017	40
voice mechanism	39
types of posters	38
acid reflux laryngitis recovery time	36
1 2 3 4 10 90 100	

More external searches



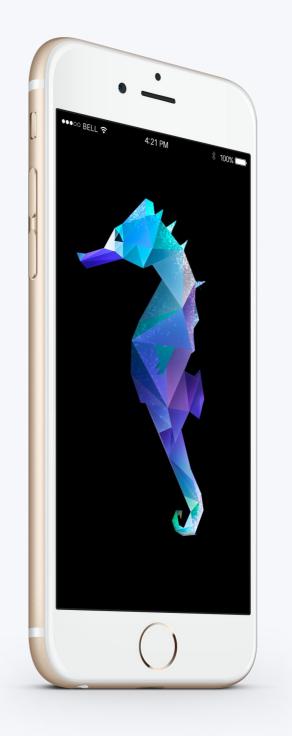




49% Desktop

43.1% Mobile

7.78% Tablet



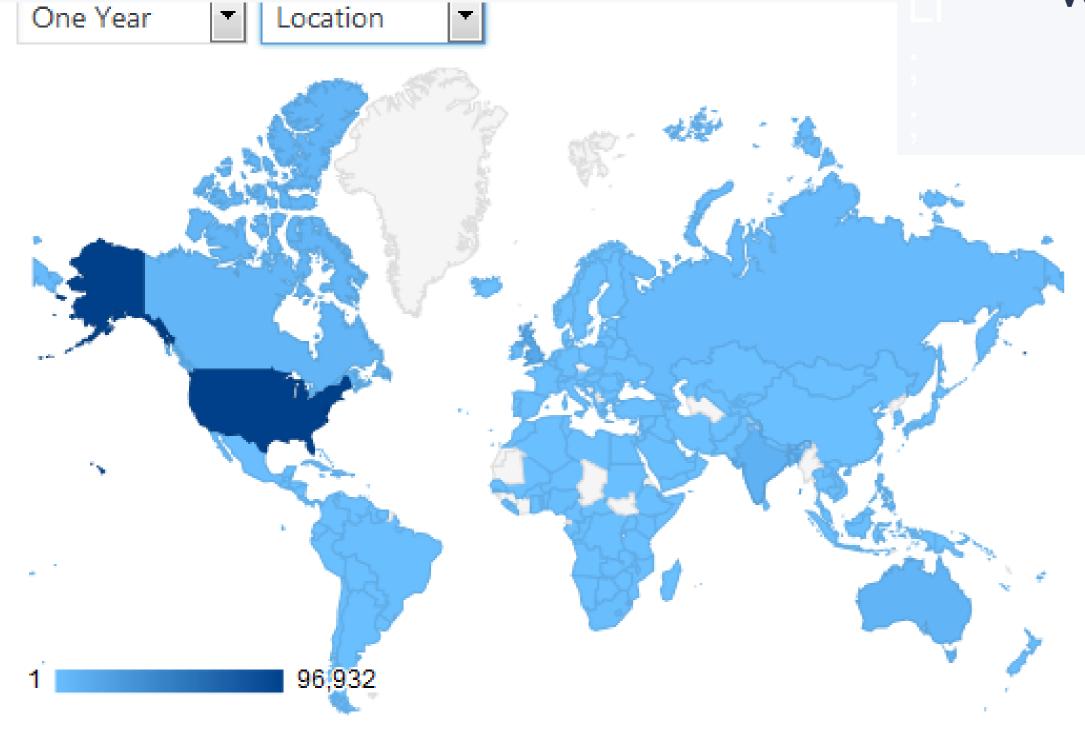
MOBILE BRAND

Apple 61.1%
Samsung 21.1%
LG 2.6%
Motorola 2.3%

BROWSER

Chrome 45.7%
Safari 31.6%
Firefox
Internet Explorer

VOICEFOUNDATION.ORG LOCATIONS



Countries	Users
United States	96,932
United Kingdom	17,928
India	10,779
Australia	8,085
Canada	7,761
Philippines	4,672
Russia	2,676
South Africa	1,611
Nigeria	1,464
Ireland	1,316
1 2 10 20	

WHERE ARE OUR VISITORS?



2.United Kingdom

3.India

4. Australia

5.Canada

6.Philippines

7.Russia

8.Brazil

9. South Africa



17.9%

9.97%

9.2%

8.0%

VOICEFOUNDATION.ORG SIX STRATEGIES FOR SOCIAL MEDIA

SOCIAL **NETWORK**

Post Daily

Post entertaining and informative articles, music, videos, and JOV Articles

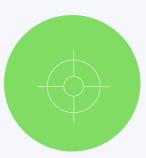


Upload

More short videos and testimonials

Follow

speech sites and gala awardees



Follow appropriate voice and



Contest & Membership Discounts

Make better use of fun contests and prizes discounts

Advertising

Judicious use of Facebook Ads



Devices

Use Hootsuite to post crosssocial media platforms

SOCIAL MEDIA

Social Media Traffic

- •The Voice Foundation has a very active Facebook page with.daily posts...
 - •https://www.facebook.com/TVFPhiladelphia/
- •TVF is engaged on Twitter, Linkedin and Instagram on a weekly basis.
 - •https://twitter.com/TVFPhiladelphia
 - https://www.instagram.com/tvfphiladelphia/



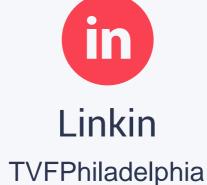


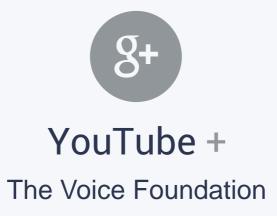


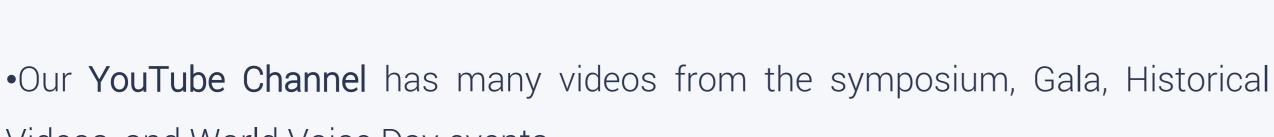
Instagram tvfphiladelphia.













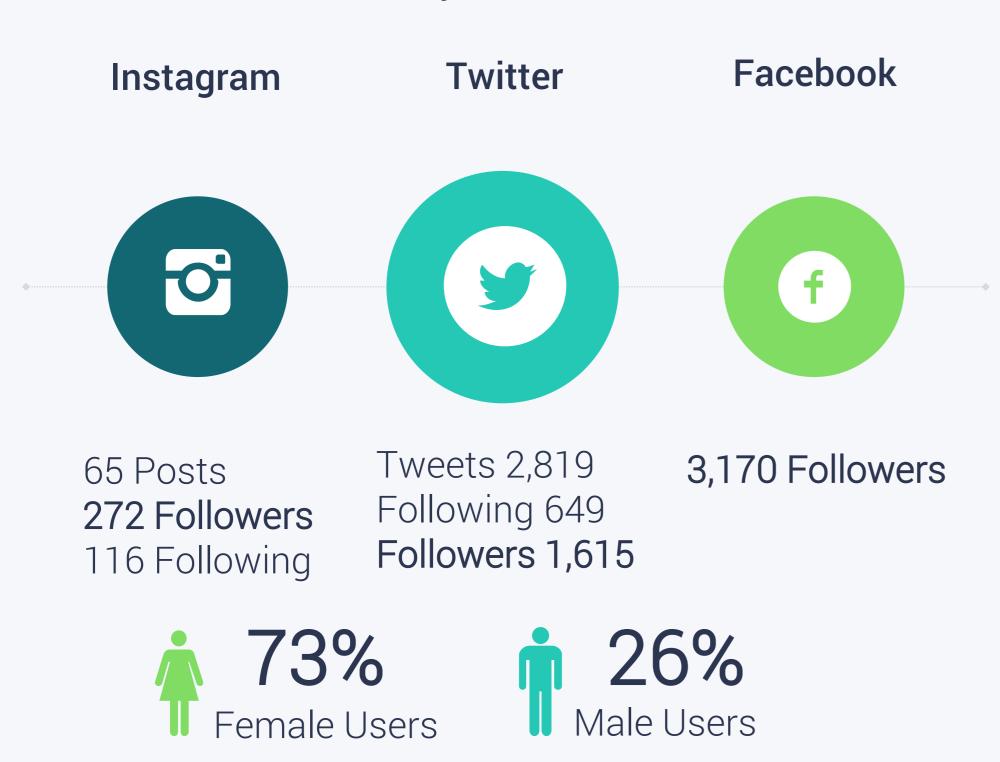
Videos, and World Voice Day events..



VOICEFOUNDATION.ORG SOCIAL MEDIA ANALYSIS

tvfphiladelphia

Social Media Analysis





HOW TO GET MORE LIKES ON FACEBOOK

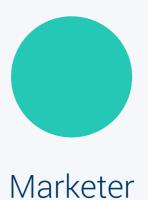
"Promoting a Post" An Ad

Inexpensive targeted advertisement.

Donations

"Donate Now and we will send you a ______"







E-mail

Offerings

"Like Us" and go to our website to get your free lapel pin!

Discounts

All new members will get a % discount. Register Now!



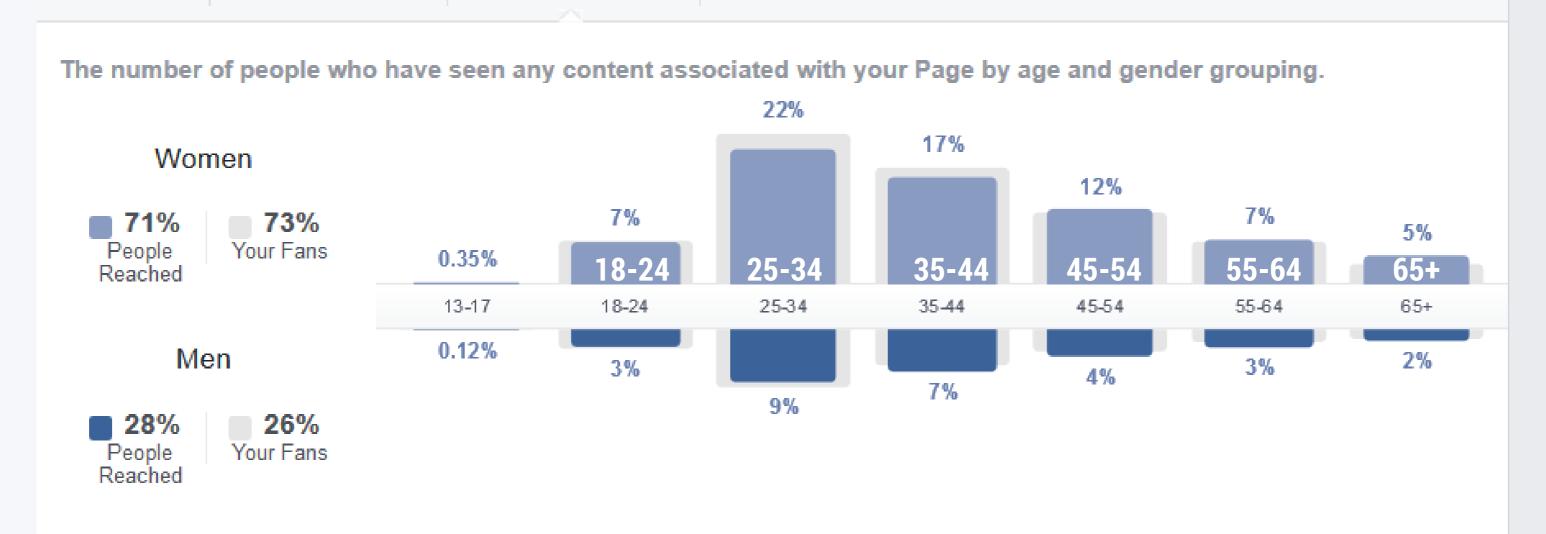
FACEBOOK — PEOPLE REACHED — AGE & GENDER

Your Fans

Your Followers

People Reached

People Engaged



Countries

- 1.United States
- 2. Australia
- 3.Brazil
- 4.United Kingdom
- 5.France
- 6.Canada
- 7.Italy
- 8.Portugal

Country	People Reac
United States of America	7,743
Australia	2,387
Brazil	2,055
United Kingdom	1,351
France	735
Canada	612
ltaly	579
Portugal	331

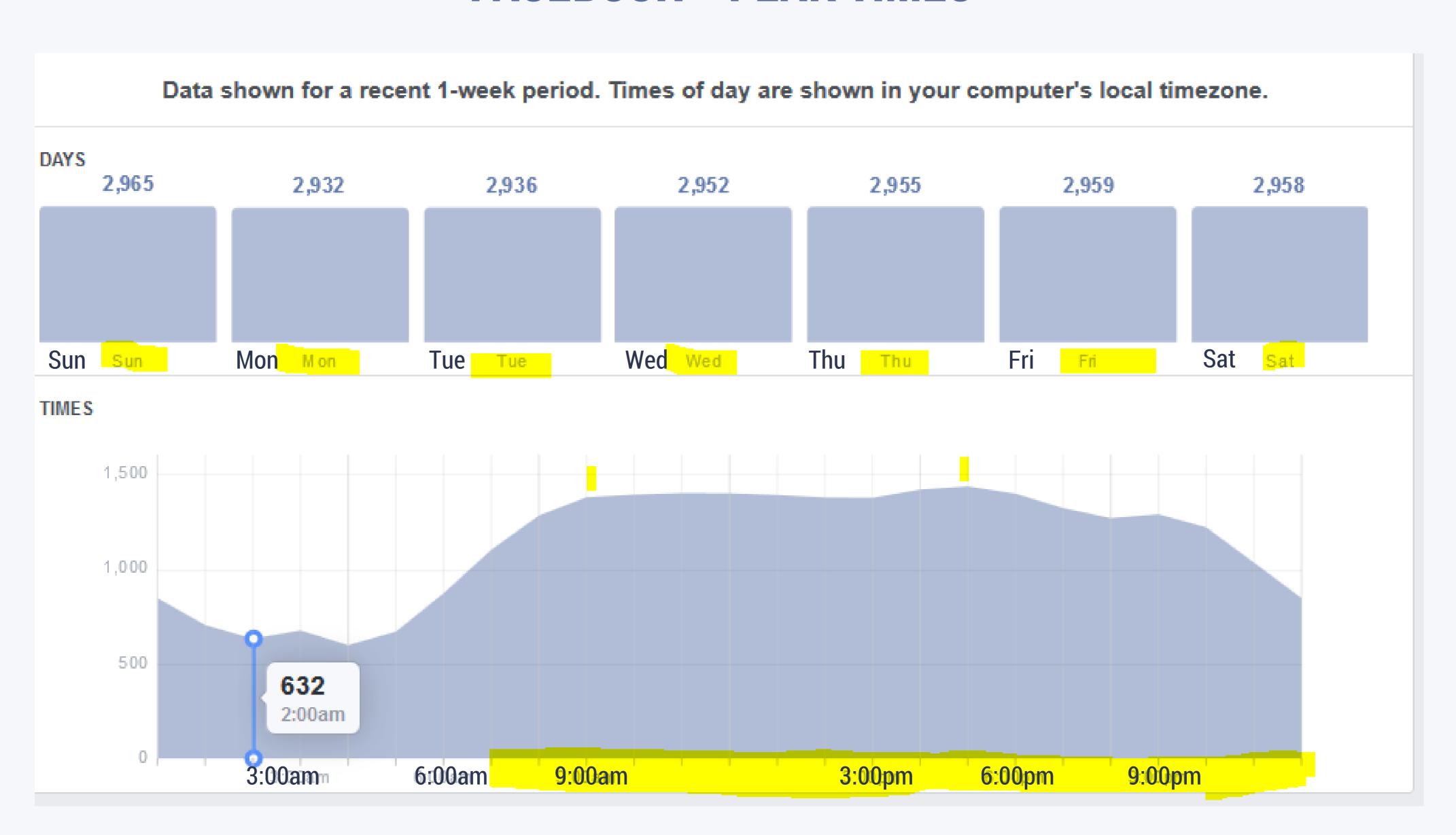
City	People Reac
London, England, Unite	481
São Paulo, SP, Brazil	443
Brisbane, QLD, Australia	332
New York, NY	262
Sydney, NSW, Australia	249
Adelaide, SA, Australia	239
Lima, Lima Region, Peru	209
Bangkok, Thailand	208

Language	People Reac
English (US)	10,795
English (UK)	2,468
Portuguese (Brazil)	2,012
French (France)	886
Spanish	762
Italian	573
Portuguese (Portugal)	338
Finnish	265

Cities

- 1.London, England
- 2.Sao Paulo
- 3.Brisbane
- 4.New York
- 5.Sydney
- 6.Adelaide
- 7.Lima
- 8.Bangkok

FACEBOOK—PEAK TIMES



FACEBOOK—POST TYPES

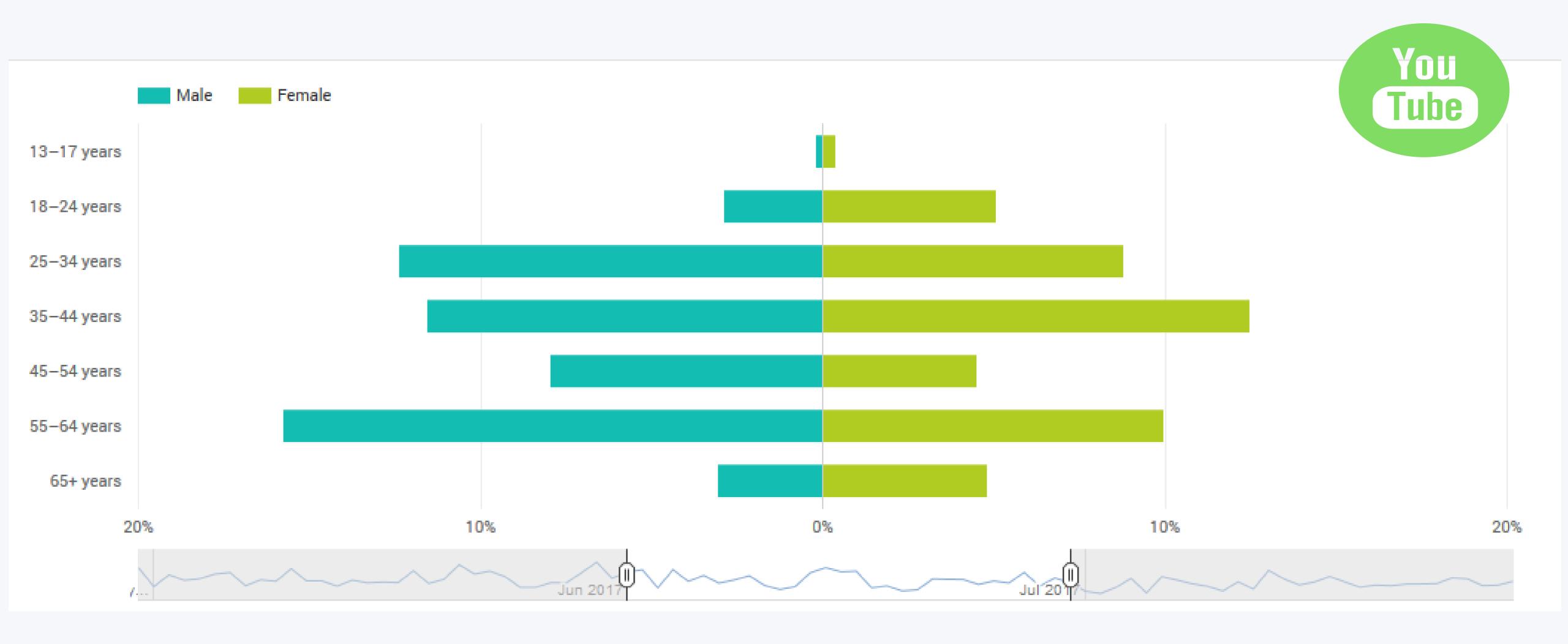
When Your Fans Are	Online Post Types Top Posts from Pages	You Watch			
The success of different post types based on average reach and engagement.					
Show All Posts ▼ Reactions, Comments & Shares ●					
Туре	Average Reach	Average Engagement			
S Link	1,659	95 71			
Shared Video	1,286	134			
Photo	1,211	30 20			
Status	219	8			

FACEBOOK—RECENT POSTS

	<u> </u>	keach: U	rganic / Paid	_	Post Clicks	■ Keac	tions, Commer	nts & Shares 💌 🔻
Published ▼	Post	Туре	Targeting	Reach		Engag	ement	Promote
07/25/2017 2:55 pm	Anyone care to challenge this w histler??	m 4	@	2.7K		210 37		Boost Post
07/24/2017 2:17 pm	Thanks to PENTAX Medical for s ponsoring the BEST POSTER A	S	@	347		8 7		Boost Post
07/22/2017 4:26 pm	Chairman Robert T. Sataloff, MD, DMA, FACS receiving the Lifetim		@	2.3K		52 60		Boost Post
07/22/2017 12:31 pm	Another good reason to belt out show tunes!	S	②	6.5K		282 343		Boost Post
07/21/2017 2:25 pm	Finding Stillness thru Singing	S	②	1.5K		85 48		Boost Post
07/20/2017 2:32 pm	What a wonderful outlet for these people with Parkinson's disease	S	②	367		20 6		Boost Post
07/19/2017 11:59 pm	Congratulations to our Chairman, Dr. Robert Sataloff! He is picture		©	1.5K		41 49		Boost Post
07/18/2017 2:34 pm	's @Ch dic dysphonia.	S	©	384		21 6		Boost Post
07/18/2017 12:01 pm	MADONNA-comedian and former Voice Foundation employee leav	S	@	418		10 6		Boost Post
07/16/2017 11:01 pm	JOURNAL OF VOICE: Investigati on of the relationship between el	S	@	945		47 32		Boost Post

VOICEFOUNDATION.ORG YOUTUBE— DEMOGRAPHICS





YOUTUBE VIEWER LOCATIONS

Top Viewing Countries

- 1. United States
- 2. Germany
- 3. Spain
- 4. France
- 5. Italy
- 6. United Kingdom
- 7. Japan
- 8. Russia
- 9. Sweden
- 10.Slovakia
- 11. South Korea
- 12.India
- 13. Ethiopia
- 14.Poland

Average Viewing Time

15.25 Minutes

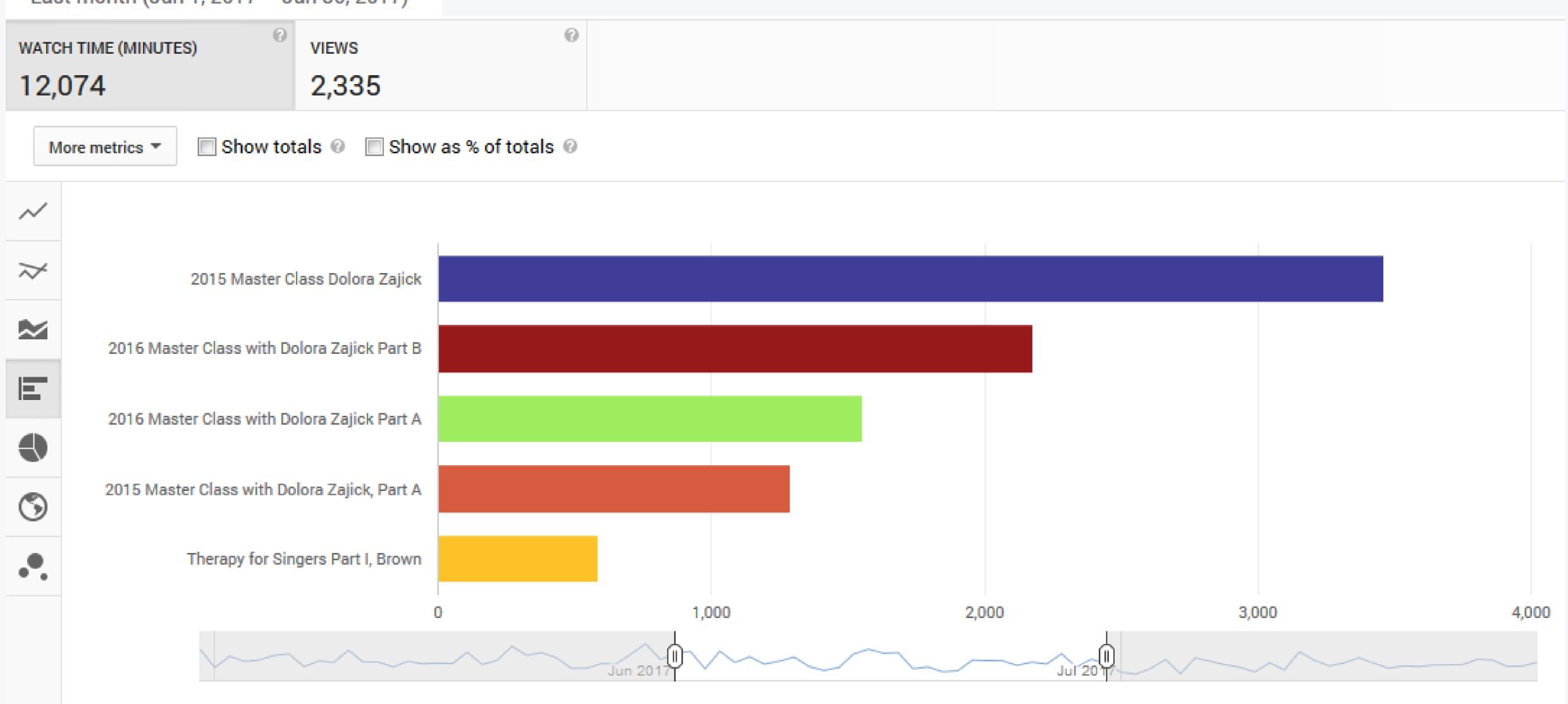
81 Countries

Argentina	Hungary	Philippines
Armenia	Iceland	Poland
Australia	India	Portugal
Austria	Indonesia	Puerto Rico
Bangladesh	Iraq	Romania
Belarus	Ireland	Russia
Belgium	Israel	Saudi Arabia
Benin	Italy	Serbia
Bosnia & Herzegovina	Japan	Singapore
Brazil	Jordan	Slovenia
Bulgaria	Kazakhstan	South Africa
Cambodia	Lithuania	South Korea
Canada	Macedonia (FYROM)	Spain
Chile	Madagascar	Suriname
Colombia	Malaysia	Switzerland
Costa Rica	Malta	Taiwan
Croatia	Moldova	Tanzania
Cyprus	Mongolia	Thailand
Czechia	Morocco	Tunisia
Denmark	Nepal	Turkey
Egypt	Netherlands	Ukraine
Estonia	New Zealand	United Kingdo
Ethiopia	Nigeria	United States
Finland	Norway	Uruguay
France	Pakistan	Uruguay
Greece	Palau	Venezuela
Hong Kong	Peru	Vietnam
-		

YOUTUBE - WHAT WAS VIEWED

Last month (Jun 1, 2017 – Jun 30, 2017)

YUUIUDE - WΠΑΙ WΑΣ VIEWED



Last month (Jun 1, 2017 - Jun 30, 2017)

Video	Watch time (minutes) ⊚ ↓	Views @	Average view duration @	Average percentage viewed
2016 Master Class with Dolora Zajick Part B	2,175 (18%)	366 (16%)	5:56	9.6%
2016 Master Class with Dolora Zajick Part A	1,554 (13%)	228 (9.8%)	6:48	15%
2015 Master Class with Dolora Zajick, Part A	1,291 (11%)	191 (8.2%)	6:45	14%
Therapy for Singers Part I, Brown	585 (4.8%)	49 (2.1%)	11:56	20%
Arytenoid Motion	466 (3.9%)	109 (4.7%)	4:16	19%
Therapy for Singers Part II, Brown	435 (3.6%)	33 (1.4%)	13:10	23%
2017 Symposium Tutorial 1 Anatomy and Phys	332 (2.8%)	54 (2.3%)	6:09	12%
Muscle Tension Dysphonia Rammage, Morriso	301 (2.5%)	79 (3.4%)	3:48	10%
Voice Foundation 2017 Tutorial 2 Production a	213 (1.8%)	32 (1.4%)	6:39	10%
Basic Concepts Pertaining to Voice Disorders	156 (1.3%)	12 (0.5%)	13:00	22%
A Panel on the Human Voice with Anna Moffo	120 (1.0%)	21 (0.9%)	5:44	23%
Surgery of the Voice, Dr. Robert Sataloff	89 (0.7%)	23 (1.0%)	3:51	6.4%
The Larynx and Voice The Function of the Lary	82 (0.7%)	13 (0.6%)	6:19	10%
Dimitar Deliyski, PhD Quintana Research Award	68 (0.6%)	11 (0.5%)	6:13	18%
The Regulatory Mechanism of the Voice in Sing	64 (0.5%)	37 (1.6%)	1:43	6.7%
Experiences in Voice Therapy Part II- Dr. Friedri	58 (0.5%)	6 (0.3%)	9:36	20%
Singing Scientists at the Voices of Summer Gal	56 (0.5%)	13 (0.6%)	4:16	8.9%
Gala performance with Eglise Gutierrez & Burak	50 (0.4%)	23 (1.0%)	2:11	10%
Perception of Voice: An Overview - Tanya Eadie	46 (0.4%)	8 (0.3%)	5:48	16%
G Paul Moore Lecture, 2017, Sten Ternström, P	43 (0.4%)	18 (0.8%)	2:21	4.9%
☐ Voice Foundation Symposium 2017 Keynote S	39 (0.3%)	17 (0.7%)	2:17	4.5%
2013 Master Class Susanne Mentzer -(Start at	37 (0.3%)	18 (0.8%)	2:02	2.0%
Methods and Controls Used in Laryngeal EMG	34 (0.3%)	15 (0.6%)	2:17	14%
World Voice Day Concert 2016	34 (0.3%)	12 (0.5%)	2:50	4.5%

VOICEFOUNDATION.ORG YOUTUBE — TRAFFIC SOURCES

Last month (Jun 1, 2017 - Jun 30, 2017)

