Sales Funnel Build

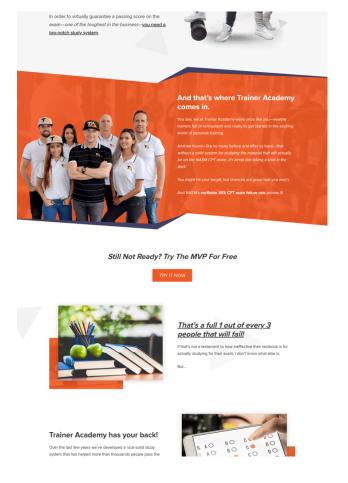


The Situation

A business in the personal training space wanted to improve the return on investment they were seeing from email marketing. They were using ActiveCampaign but weren't utilizing it fully.

Their automations were built sloppily and lacked proper structure. We were hired to come in and clean up their automations, write new email copy, and revamp their template designs. We were also hired to rewrite their sales page copy and implement a new design. The goal was to split test our new version against their existing sales page to see if we could improve conversion rates.







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The Outcome

We analyzed their existing automation flow and completely revamped it. We added in a self-segmentation survey towards the beginning of their flow so that people could identify at which point in the research/buying journey they were in, thus allowing us to send targeted content specific to their needs. This resulted in nearly double the open rates and double the clickthrough rates they were previously seeing in their old automation.

We wrote new copy and thoroughly redesigned their sale page then setup an A/B split test of it and their existing sales page on Google Optimize. With the sales page we rewrote and redesigned, the client saw more than double the revenue of their existing sales page.

- Nearly doubled the open rates per email
- Ooubled the click-through rates per email
- More than doubled the revenue per sales page session







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Tools Used

"It is essential to have good tools, but it is also essential that the tools should be used in the right way." – Wallace D. Wattles



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