

Let Amplified deliver your message straight to your customer's email inbox (Case studies)



amplifiedlocal.com

Case Studies by Vertical

- Arts & Entertainment
- Auto
- Education
- Financial
- Grocery
- Health
- Home Builder
- Home Improvment
- Insurance
- Music
- Retail
- Restaurant
- Travel
- To request a successful case study in a specific category contact elitegroup@bmielite.com





Arts & Entertainment



OBJECTIVE:

Increase Awareness of Dance Series and Boost Ticket sales

SUBJECT LINE:

Love is in the air with [Advertiser] Ballet - save 25%

TARGETING:

Adults 25-49 Interest in Arts & Entertainment

GEO:

Metro area in California

EMAIL COUNT:

50,000

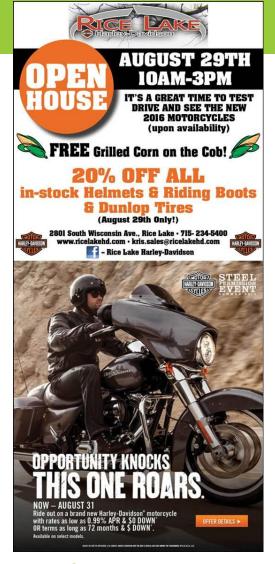
RESULTS:

11.7% Open Rate 1.9% Click Through





- Advertiser: Rice Lake Harley-Davidson
- Marketing Objective: Drive Site Traffic and Drive foot traffic to their store
- Campaign Details:
 - Sent targeted email with the following parameters:
 - Motorcycle Owners
 - Outdoor enthusiasts
 - Income of \$70K+
 - o Credit Score = 600+
 - 100 mile radius around store location in Rice Lake, WI
 - Ran an online impression campaign through Chippewa.com to reach the local audience and promote the event
- Subject Line: Harley Davidson Promotions
- Total investment: \$1,500
- Results: 13.93% Open Rate & 1.71% Click Rate
- Commentary:
 - Single Email creative.
 - 100% RON on Chippewa.com
 - 100 Mile Radius around location
 - Exemplary Results







- Marketing Objective: Increase traffic to website and drive entries for gift card prize
- Campaign Details:
 - Sent targeted email:
 - o to all Motorcycle Owners
 - o 25-mile radius around Sauk City, WI
 - Ran online impressions through an Audience Group Buy:
 - Keyword Search Retargeting
 - Mobile Hyperlocal
 - Pre-Roll
 - Behavioral Targeting to Motorcycle Enthusiasts/Owners
 - Site Retargeting
- Subject Line: Ride Hard, Get a Card \$\$!
- Total investment: \$25,000 (\$1,000 for Ad Mail campaign)
- Results: 12.61% Open Rate & 1.76% Click Rate
- Commentary:
 - Sauk Prairie Harley Davidson wanted to complement their sizable existing customer email database blasts with targeted ad mail to extend their reach and go after the local competition.
 - They pulled from their direct mail budget for this first trial run, and were very pleased with the results and plan to do more event specific blasts in the future.
 - Campaign ran in concert with \$2,500 Gift Card giveaway that was promoted through Audience Group Buy on desktop and mobile
 - Marketing Director Dee Dee Sorg has sent several referrals our way, promotes us at the local Chamber meetings, and is solely responsible for my teaching and speaking opportunities at Madison College and other locations.
 - SPHD recently re-signed their annual contract for their Sauk City location, and plan to add the Dubuque, lowa, dealership in the second quarter!





March Mania Sale





\$11,990





New 2015 Missan Sentra S Auto, a'c, pwe'wind lks, am'fin storce w/CD, Madel#12015, 2 or more is, title, MV & conveyance from 0% APR Financing Available up to

\$15,990

\$18,990





Auto, ale, gwelwind/lks, am fin storce w/CD, Madal#13115, 2 or more available at this price. Price excludes iax, title, MV & conveyance fees 0% APR Financing Available up to



Model#49015, 2 or more or mileble as Starting \$ 21.990 View Inventor



OBJECTIVE:

Drive traffic, Increase sales, and announce new promotions and events

SUBJECT LINE:

[Dealership Name] - March Mania Sales Event

TARGETING:

- **Auto Intenders**
- Vehicle Owners: Chevy, Ford, Honda,
- Hyundai, Jeep, Kia, Mazda, Nissan, Scion,
- Subaru, Toyota, Volkswagen
- HHI \$25K-\$150K, Ages 25-65
- (Pull closest to client zip)

EMAIL COUNT: 2 Orders of 71,428 deployed a week

apart using the same creative and subject line

RESULTS:

12%+ Opens 1%+ Clicks





- Advertiser: Driscoll Motors
- Marketing Objective: Drive traffic for Memorial Day weekend sales event
- Campaign Details:
 - Targeted auto seekers in specific zip codes around their location
 - Customer runs regular ROP/Classified ads but had never done an email campaign before
- Subject Line: Memorial Day Sale!
- Total investment: \$1,350
- Results: 12.9% Open Rate & 1.6% Click Rate
- Commentary:
 - Memorial Day sales event was very successful and they saw a boost in website traffic from the email
 - We sent out 2 other email blasts that same week for auto dealers promoting a Memorial Day sale and this email blast had more than a 3% higher open rate than the other two emails
 - Client was very pleased with the results and has already scheduled another email blast for June!
- Marketing Objective:
- Campaign Details:
 - Sent 2 targeted emails:
 - o to a geographical area around Davenport
 - Demographically targeted to ages 25 +
 - Customer already runs consistent ROP and digital banners
- Subject Line 1: Enroll Now and Earn your Masters in STEM Education at Loras College
- Subject Line 2: Get a One-of-a-Kind Masters of Arts in Integrated STEM Education at Loras College
- Total investment: \$3,500
- Results: 12.17% Open Rate & 1.62% Click Rate
- Commentary:
 - Marketing Manager ran two campaigns spread out over two weeks sending two different messages to the same list.
 - Marketing Manager was pleased on the results, this was the first time they did a targeted email with our company
 - In June we hope to partner them again for future programs





Education



OBJECTIVE:

Increase Student Enrollment and distribute news and information to prospective families

SUBJECT LINE:

Apply to Free [Advertiser Name] Preparatory Elementary School

TARGETING: DEMOGRAPHIC & LIFESTYLE

People age 21+

GEO:

List of 6 Zips.

EMAIL COUNT:

68,180

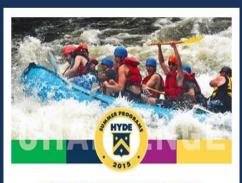
RESULTS:

12.2% Open Rate 2.16% Click Through





Education



Will This Be The Summer You Never Forget?



Adventures await teens ages 13-18 this summer at Hyde School's Summer Leadership Challenge. Teens will be

- · Hiking the Bigelow Range
- · Camping & Canoeing in Eustis, Maine
- · Playing Soccer and Ultimate Frisbee
- · Performing on Stage
- . Doing the Zip Line Challenge
- Going White Water Rafting

But don't delay in signing up! The adventures begin on the Bath, Maine campus on July 6, and on the Woodstock, Connecticut campus July 13.

Register Today!

Questions? Bath: (207) 443-7101 Woodstook: (860) 963-4721

OBJECTIVE:

Increase Summer camp registration and enrollment to wealthy upper middle class families

SUBJECT LINE:

Last Chance to Register Your Teen for [Advertiser]
Summer Leadership Challenge!

TARGETING: DEMOGRAPHIC & LIFESTYLE

Adults 25-54 with children, HH income \$200K+

GEO:

List of Zips

EMAIL COUNT:

50,000

RESULTS:

10% Open Rate 2% Click Through





Education





Enroll in our Integrated STEM Master's program. The Loras College Master of Arts in STEM Education was developed for elementary through high school teachers and informal educators as an integrated approach to STEM education, presented within the context of real world issues.

UNIQUE FEATURES

- Curriculum is designed to enhance the professional competencies and involvement of people already engaged in an educational field.
- The program provides an online, interdisciplinary program that views STEM as a single, integrated discipline.
- Learning is contextual with an emphasis on relevant issues in real world settings.
- Courses are taught by faculty in the Education, Science, Mathematics and Engineering departments.

To be an educator at the forefront of STEM education, visit <u>Loras.edu/STEM</u> or contact <u>Patti Burgmeier</u>, Graduate & Transfer Recruitment Coordinator, to learn more.



LORAS.EDU

- Marketing Objective: Increase enrollment for Loras College STEM program
- Campaign Details:
 - Sent 2 targeted emails:
 - o to a geographical area around Davenport
 - o Demographically targeted to ages 25 +
 - Customer already runs consistent ROP and digital banners
- Subject Line 1: Enroll Now and Earn your Masters in STEM Education at Loras College
- Subject Line 2: Get a One-of-a-Kind Masters of Arts in Integrated STEM Education at Loras College
- Total investment: \$3,500
- Results: 12.17% Open Rate & 1.62% Click Rate
- Commentary:
 - Marketing Manager ran two campaigns spread out over two weeks sending two different messages to the same list
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Financial



OBJECTIVE:

Acquire new customers, targeting wealthy, older adults who may be in need of Financial assistance or Home Loans

SUBJECT LINE:

Low Fixed Rate Home Equity Loans

TARGETING:

- Ages 45–65
- HHI \$75k+
- Homeowners

GEO: In a zip list around the Credit Union

EMAIL COUNT:

156,613





Grocery



OBJECTIVE:

Increase brand awareness within local community, distribute coupons, and announce the opening of a new store location

SUBJECT LINE:

Grand Opening Feed Your Family for Less Everyday

TARGETING:

- Woman, Age 25-54
- HHI less than 75k
- Men with a cooking interest

EMAIL COUNT:

146,897

RESULTS:

10.2% Opens 1.7% Clicks





Health



Join for ONLY \$9.99 per month! 11 Southern California Clubs!

EXCLUSIVE OFFER CLICK HERE -

Offer Expires 2/28/15

Start up fee and Annual fee applies. See club for details

Mission Valley 619-210-0234

Carlsbad 760-452-8406

Rialto 909-862-1116 Escondido 760-734-4195

Santee 619-550-4851

National City 619-402-1463 La Mesa 619-630-8949

Rancho Bernardo

858-375-5985

Cypress 714-794-5990

Garden Grove

714-782-0975

Westminster 714-907-1340

- **Objective:** Drive traffic and increase health club memberships.
- **Result:** The client saw an increase in foot traffic and enrollments during the time each campaign was sent out. They continue to integrate email prospecting as part of their advertising strategy.
- Qty: 1 of 2 deployments-364,967
- Targeting: Consumers Interested in Health & Fitness, or Diet & Weight Loss within a 3 mile radius of each location

Resolutions Weighing You Down? \$9.99 mo.

Start Date:	01/28/2015
Ordered:	364,967
Opened:	47,377 (12.98%)
Clicked:	6,330 (1.73%)





Home Builder

Objective:

One Year monthly email campaign

Selects:

- Home Owners
- HHI 150k+
- In select cities near the new development

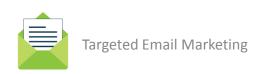
Email Count:

62,757

Results:

6,671 Opens (10.6%) 1,001 Clicks (1.6%)



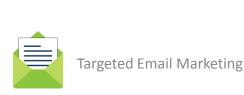




Home Improvement

10	Campaign Name	Date	Quantity	Opens	CIICKS	орен %	CIICK %		
27736	Handy Man Special Offer April	4/22/2014	100,000	11,152	1,856	11.152 %	1.856 %		
LinkId		Link					Clicks		
1			http://www.handymanhome.com/						
2	http://www.handymanhome.com/								
3	http://www.handymanhome.com/locations/								
4		http://www.handymanhome.com/blog/							
5		http://www.handymanhome.com/sale-flyers/							
6		http://www.handymanhome.com/contact-us/							
7		http://www.siouxcityjournal.com/app/eblast/handyman/0414/coupon.html							
8	http://www.handymanhome.com/sale-flyers/								
9		http://www.handymanhome.com/							
10		http://www.handymanhome.com/locations/sioux-falls-sd/							
11		http://www.handymanhome.com/locations/sioux-city-ia/							
12		http://www.handymanhome.com/locations/lincoln-ne-2/							
13				http://ww	w.handymanh	iome.com/	60		

GEO: Mile Radius-Homeowners, Interest in Home Improvement







Insurance



OBJECTIVE:

SUBJECT LINE:

Health Insurance questions? We can help.

TARGETING: DEMOGRAPHIC & LIFESTYLE

- •Age 25+
- Self Employed
- •Health Insurance Interest
- No Health Insurance
- In a State County

GEO:

20 mile radius from their home

EMAIL COUNT:

125,500

RESULTS:

17,383 Open Rate (13.9%) 2,981 Click Through (2.4%)





Music



OBJECTIVE:

Increase Awareness of Local Music Festival Weekend Event and Boost Ticket sales

SUBJECT LINE:

Where to Hear Big names in Music Next Week

TARGETING: DEMOGRAPHIC & LIFESTYLE Interest in Music, Arts and Entertainment

GEO:

20 mile radius around Event Location

EMAIL COUNT:

60,000

RESULTS:

11% Open Rate 1.5% Click Through





Retail Cosmetics





Shea Body Butter Satsuma Body Sorbet
Shea Shower Cream Henry Hand Protector
Honeymania Bath Melt
Honeymania Soup
Satsuma Body Polish
Vitamin E Moisture Cream
Cream Bath Lily
Satsuma Body Polish
Plus, the flattering tote!





OBJECTIVE:

Increase brand awareness within communities surrounding store locations, distribute coupons, and announce Holiday deals

SUBJECT LINES:

- Our 2014 Black Friday Tote (\$125 Value) is Here! This Is It!
- The 2014 Black Friday Tote (\$125 value) and much more...
- Cyber Monday at [Store Name] Our Ultimate Sale of the Year!

TARGETING:

Women, HHI \$50k+

GEO:

Targeted evenly around each of the top 65 store locations across the US (Store zips provided).

EMAIL COUNT: 3 deployments of 600,000 each using different subject lines for each, deployed to the same list





Retail Eyewear



OBJECTIVE:

Increase brand awareness within local community, distribute news about services and sales

Subject Line:

One day only. 30% off designer sun wear

Targeting:

HHI \$40K+

GEO:

30 mile radius from Store location

Results:

10.3 % Opens 1.4% Clicks





Restaurant



OBJECTIVE:

Increase brand awareness to prospects within the community, distribute coupon, and announce news about the restaurant's offerings

SUBJECT LINE:

Fresh Off the Grill

TARGETING:

Ages 21–45 HHI 50k+ Interest in food and wine in zips ground restaurant location

EMAIL COUNT:

120,500

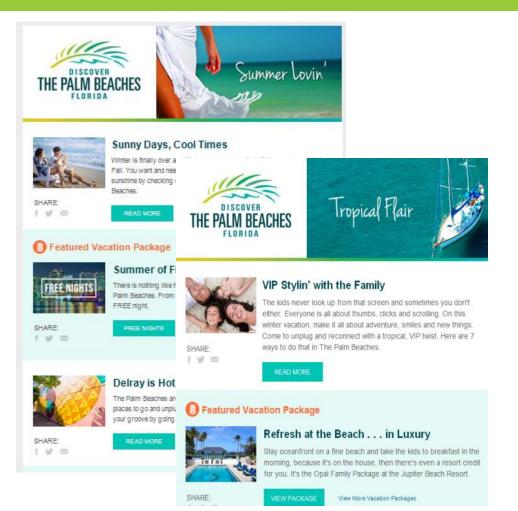
RESULTS:

10.1% Opens 1.9% Clicks





Travel



OBJECTIVE

To drive increased bookings and new customer acquisition.

SUBJECT LINE:

*Changed with each deployment

Hidden Adventures + Hot Nights Family Getaways in Paradise. Tropical Road Trip+ Save on Attractions

TARGET: Women age 35+, HHI \$75k+ within Metro Areas in Florida

QUANTITY: 200,000 deployed on the second Thursday of each month for 12 Months (starting Dec 2014)

RESULTS:

11%+ Opens 1%+ Clicks





Travel



BACKGROUND

A hospitality/resort company was struggling to increase its bookings and expand its customer base for a specific location; the company was already utilizing email marketing, but only to existing clientele who formed the internal database.

OBJECTIVE

To drive increased bookings and new customer acquisition.

TARGETING:

Interest in Travel, HHI 100K+

RESULTS

BMI Elite generated 710 reservations for the company Average length of stay for a new visitor was 3.7 days Average daily rate of \$287

- The agency for this resort has allocated additional
- •advertising dollars towards this on-going email strategy.
- •They're also implementing this project in other properties.



