

Building Brands Increasing Web Traffic Delivering Leads – Revenue

Problem

- Losing sales/profit momentum
- In danger of being overwhelmed by new competition
- Unsuccessful re-positionings, campaigns, loyalty-building programs
- Lack of engagement with local/neighborhood community
- Spending too much on web with no ROI
- No sense of most valuable customer segments
- Web traffic is too low; web leads are non-existent
- Brands are confusing online
- No repeat business
- Website is hard to navigate

Solution

- Reposition the concept/product/service
- Search Engine Optimization (SEO)
- Create “WOW” promotions, items, offers with focus on usability and action
- Reinvigorate the business by taking advantage of co-op funds from suppliers
- Develop customer-driven packaging
- Social Media and/or Email Marketing
- Transactional data analysis using predictive analytics
- Re-segment, develop new messaging
- Implement link building campaigns
- Reallocation of marketing resources and optimized vendor management

Result

Benchmarking | Metrics

- Increased profits at X%
- Increased traffic, frequency, leads & sales based on history; measure incremental activity
- Increased income at X%
- Increased Average Unit Volume over \$X
- Increase total bill by X%
- Customer loyalty scoring
- Google Analytics