

An Integrated Marketing Solution

WHAT IS THE <u>DIFFERENCE</u> BETWEEN OMNI-CHANNEL AND MULTICHANNEL MARKETING?





MULTICHANNEL MARKETING











OMNICHANNEL MARKETING



You Know The Lyrics.

15 minutes could save you 15% on car insurance.











IT'S A BRIGHT IDEA THAT COULD SAVE YOU \$500 OR MORE ON CAR INSURANCE.

SWITCH.

IT'S SIMPLE.

Spend 15 minutes at geico.com and you can see just how simple it is to switch to GEICO for great rates and exceptional service. You can switch your car insurance anytime, even before your renewal date. Now that's a bright idea.

It's easy, Nathan—go to geico.com, call 1-800-947-AUTO (2886) or contact your local agents in Orlando for your free rate quote, even if you've received one from us before. With new customers reporting average savings over \$500 per year, it's worth a few minutes to check again.

See what some customers who switched their car insurance to GEICO have to say about their experience:

"I was so pleasantly surprised at how easy it was to switch both car and home insurance through GEICO and the GEICO Insurance Agency. Couldn't have been easier!"

-Tammy P., CA

"GEICO is consistently well above average in its professionalism, quick response times, and attention to the customer. Their prices are often the best I have seen for identical coverage. Can't say enough about this outstanding company."

- David T., DE

We're here whenever you need us. With GEICO, you get complete, 24/7 access to policy services—by phone or online. If you have questions about your policy, simply visit geico.com or contact us anytime 24/7 at 1-800-947-AUTO (2886). Or, check geico.com/local to find a local GEICO agent.-

(over, please)

geico.com • 1-800-947-AUTO (2886) your local agents in Orlando



In 15 minutes, you could:

- a) change your engine oil
- b) save 15% or more on auto insurance



Get a free quote

GEICO



...and email inboxes are full.

The average human attention span is 8 seconds.

Direct mail takes 29% less
cognitive effort to process than digital
marketing because the audience
doesn't have to invest time or
brainpower in understanding mail

For every 35 emails you receive, you get 1 piece of mail in the mailbox.



What Marketers Have to Say About Direct Mail



66%

Report Higher Return on Investment when Direct Mail is **Part of the Media Mix**



74%

Say Direct Mail Yields the **Highest Return** on Investment



84%

Agree that Direct Mail
Improves Multi-Channel
Campaign Performance





Understanding Marketing

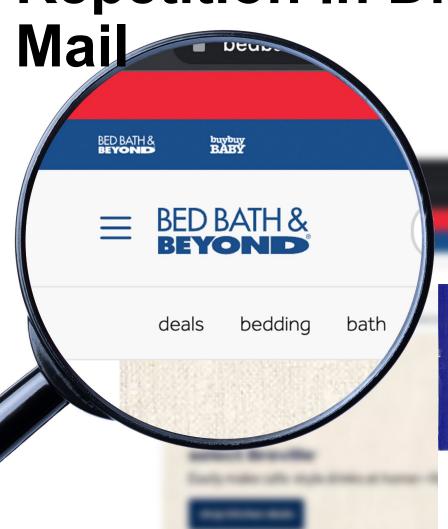








Repetition In Direct











Industry experts projecting 2024 political ad spending to hit \$10.2 billion for a 13% increase over the \$9 billion spent in 2020.

POLITICAL

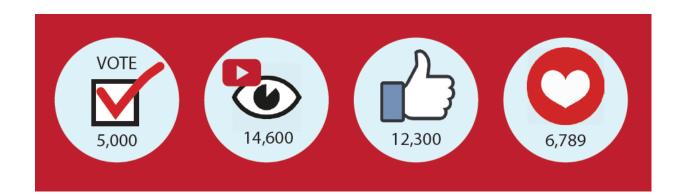
★ Power Up★

Campaign managers recognize the value of pairing direct mail with other campaign channels.

CONSULTANT INSIGHT

"The one thing we've seen with direct mail is to the extent you really need to be smart about integrating your direct mail with other tactics to talk to voters. We made sure that our direct mail was synced-up with our digital campaign; we were using text messages, that there's some coordination, as much as we could possibly get."

- Republican Consultant



Non Profit Season comes faster than you think!

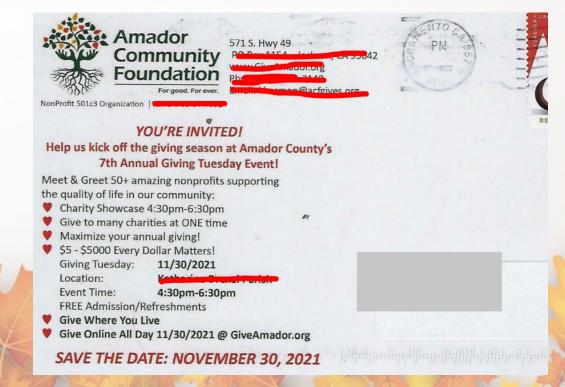
- Giving Tuesday
- End of year appeals
- Special Functions: Golf outings, 5k Fun Runs, Fall Festivals
- Holiday Campaigns



Giving Tuesday!

- charitynavigator.org
- https://hq.givingtuesday.org
- An astonishing \$3.1 billion was donated to U.S. nonprofits by a reported 34.8 million people on Giving Tuesday, 2023
- This year Giving Tuesday with be December 3
- Receives support from Ford Motor Company, Facebook, PayPal, Bill & Melinda Gates Foundation, and many more
- There are no registration fees, and all organizations, 501c3 or otherwise are encouraged to participate





End of the Year Appeals

- 30% of all annual charitable donations take place in December
- Businesses and individuals are often in a scenario where a charitable donation is required
- Nothing is automatic!



Dear WLA Family.

It all adds up! Our Chrisitan giving, no matter the size of the gift, all adds up! God uses gifts of time, talents, and treasures to impact the ministries that are a blessing to you!

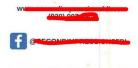
It all adds up at Second Impressions Thrift Store. A fantastic group of volunteers gives of their time and talents in support of WLA. Those gifts become a treasure they give to WLA to support our ministry.

It all adds up this year to a \$300 tuition grant to every WLA student from Second Impressions!

It all adds up when we work together. Second Impressions is challenging you to help match part of the store's gift to WLA, dollar for dollar, as part of our End of Year Appeal.



Second Impressions strives to repurpose lightly used clothing, furniture, and houseware products through our Christian-based retail store. Our mission is for residents of Fond du Lac and the surrounding areas to have access to good quality; affordable products in a clean, comfortable, Christian strongbries.



support



Integrate Your Marketing

You can enhance the results of direct mail campaigns by an average of

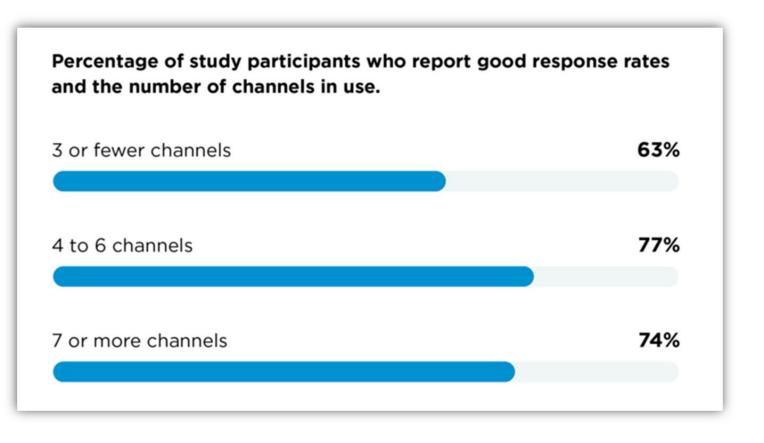
23-46%

through integrated marketing strategies



Marketers who use 4 to 6 channels in their multichannel campaigns report the best response rates.





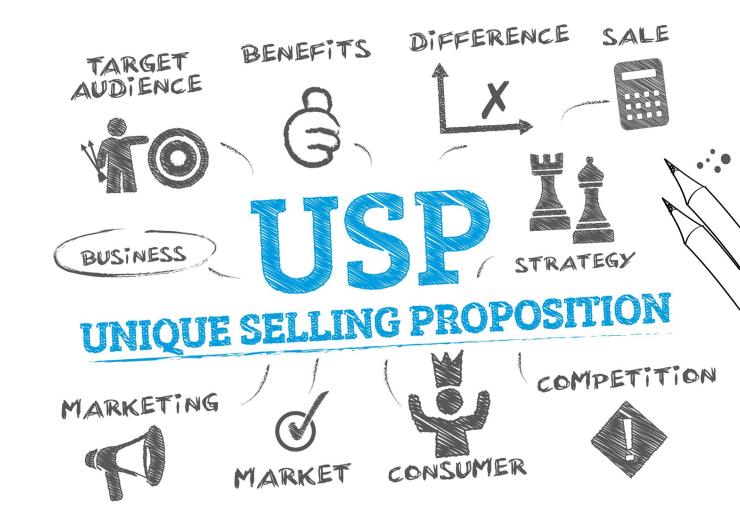
Research shows that combining three or more channels delivers an average engagement rate of just under 19%, compared to 5.4% for single-channel campaigns. ~Forbes technology council

You Have To Stand Out

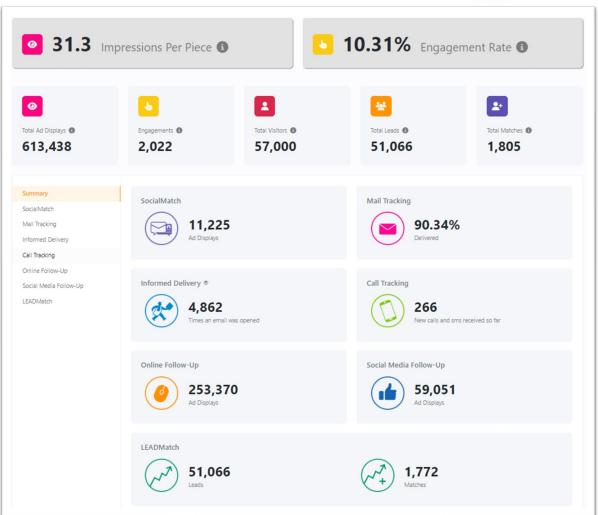
A Unique Selling Proposition is a factor that differentiates a product from its competitors. USPs can include cost, quality, or innovation in the industry with unique features or benefits.

Pssst.... Having the best customer service is not a unique selling proposition!

Offering a free consultation is not a unique selling proposition!

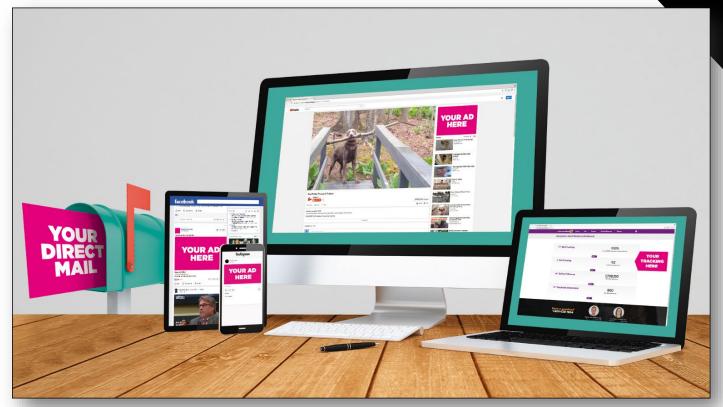






What is Wordsprint Omni





Wordsprint Omni is a marketingbased solution designed to seamlessly track the effectiveness of your direct mail campaign while enhancing the results through the integration of digital platforms.

Our marketing platform is designed as an Omnichannel Marketing approach. Turn a single mail piece impression into multiple repetitive impressions to the same audience across multiple platforms.

WHY Wordsprint Omni is for You

- 80% of sales are made between the 8th and 12th touch
- Get up to 8-32 touches to the direct mail recipients for pennies per piece.
- Real Time Trackable Results through a personal dashboard making it easier to see attribution and determine Return on Investment.
- Omnichannel marketing that integrates with the power of direct mail for an average 23-46% lift in results over traditional direct mail.
- No lead left behind and no money left on the table!

Technologies strategically timed and delivered through an omnichannel marketing automation platform to drive maximum exposure and engagement for your direct mail campaign



























4 unique job styles determined by your campaign needs

Impressions = Expansion!!

100% Mail List Exclusive!!

















Follow-Up

+Plus





























Technologies to drive 8 to 16 impressions per piece for a 23-46% lift in response over a traditional direct mail campaign





















Match Facebook and Instagram accounts to the mailing list to deliver social ads to feeds before, during, and after the mailer hits.



	SEPTEMBER											
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday						
	28	29	30 👩	31		2						
3 0	4 0	5 0	6	7 0	8	9 0						
10 0	"8	12	13	14	15	16						
17	18	19	20	21	22	23						
24	25	26	27	28	29	30						

Mailing List



Match Found











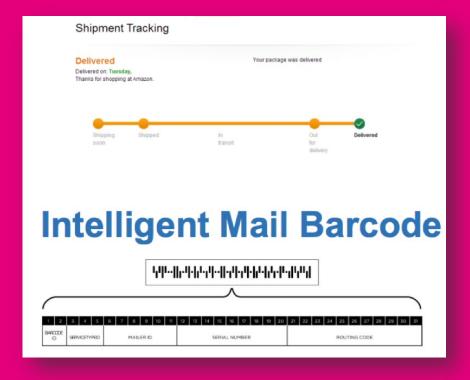


MAIL TRACKING

Receive full transparency on when mail is expected to arrive in homes and confirmation of delivery. Be fully prepared to handle the response from your direct mail campaign.







Powered By:

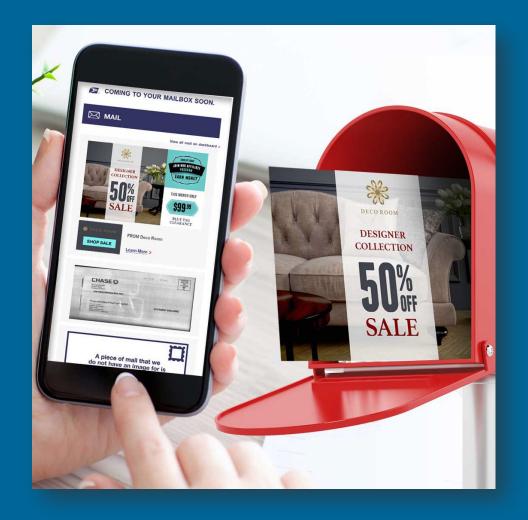


INFORMED DELIVERY®

Consumers signed up with Informed Delivery will receive an email preview of the mail arriving that day. With an interactive campaign, mail recipients will see a full color ride along ad and be able to respond with a single click!

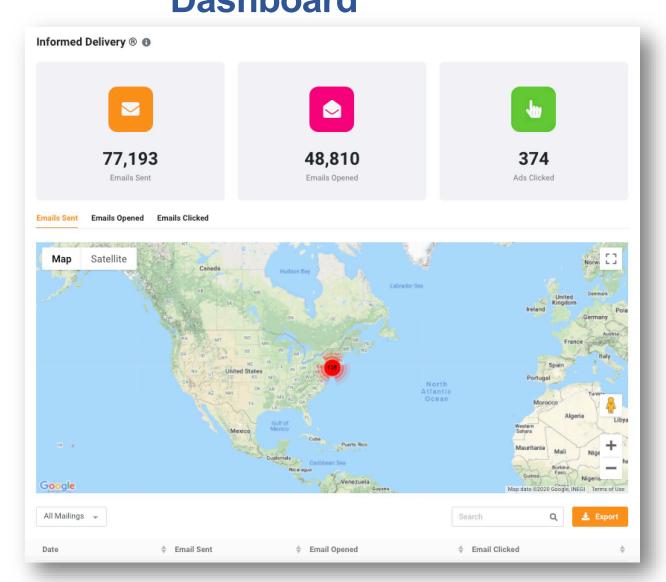


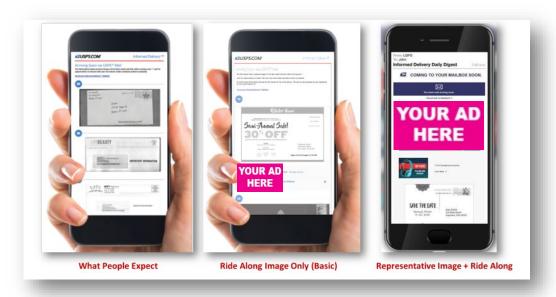
- More than 51 million people are signed up with Informed Delivery
- Over 65% of people open their Informed Delivery alerts daily
- Informed Delivery average click through rates range from 4-11%
- 57% recall seeing previews of campaign mail
- 44% say this made them more likely to read the mail.

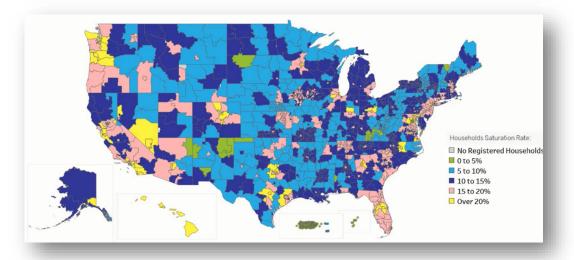


INFORMED DELIVERY® Dashboard





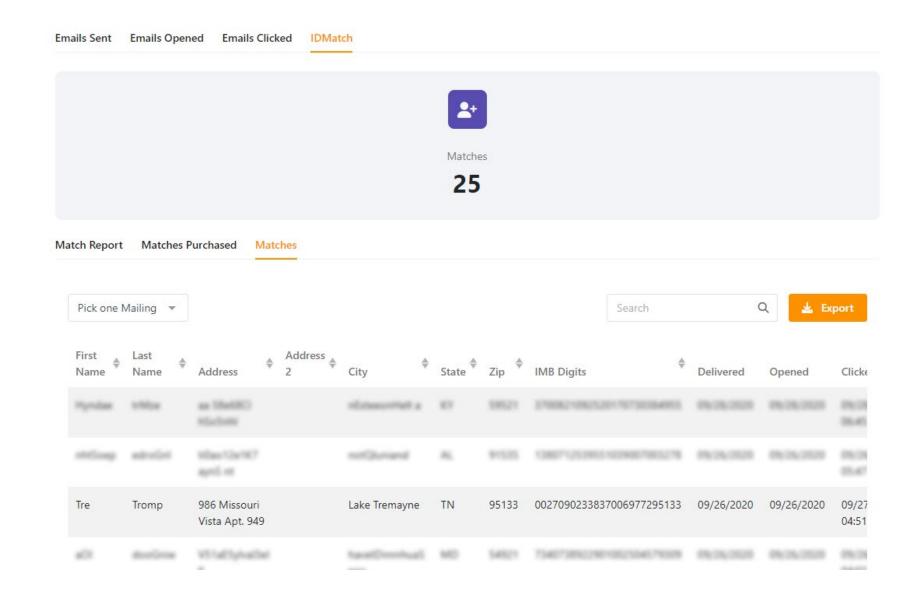




IDMatch

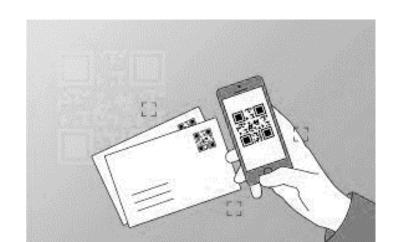


Get a report of the Informed Delivery® email recipients that received the email, opened it and clicked on the ad to show campaign attribution.





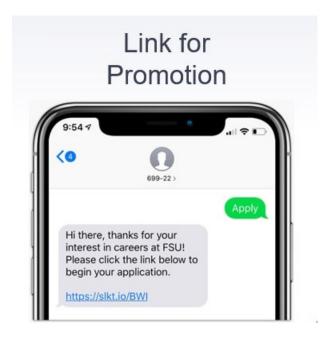
Maximize engagement with static or personalized QR Codes! Increase and track the response to mail through our custom reporting dashboard to see various types of scan data including who scanned.

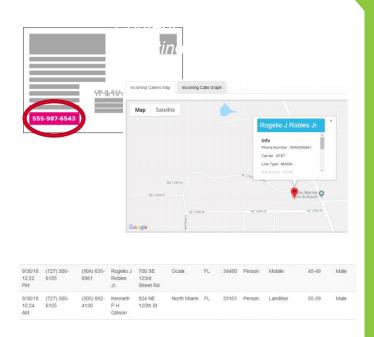




Call & Text Tracking

Get access to live updates and recordings of every call you've received as a result of the campaign. You can also use the power of SMS technology to incorporate text messaging into your direct mail campaign!







G ONLINE FOLLOW-UP

Re-engage website visitors who left without taking an action by reminding them of their interest through retargeting ads on the Google Display Network.

90% of interested people will visit a website before calling

96%+ will leave the website without taking action...





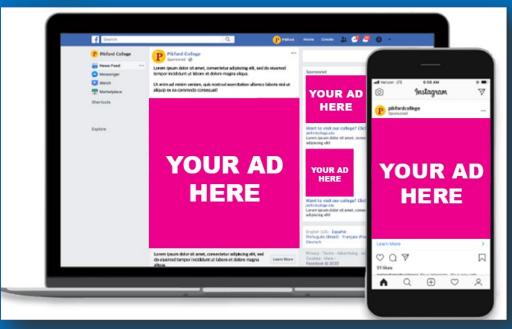


SOCIAL MEDIA FOLLOW-UP

Re-engage website visitors who left without taking an action by reminding them of their interest through retargeting ads on Facebook and Instagram.



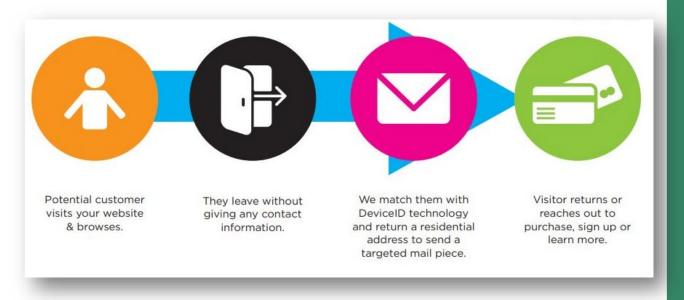






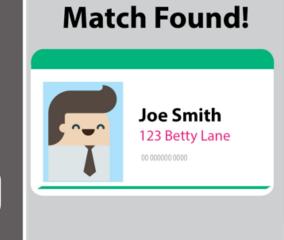
Identify Anonymous Website Visitors

Receive a list of anonymous website visitors and direct mail recipients who went to the website that includes contact information and what actions they took to build 9-18% response mailing lists and prove direct mail campaign attribution.



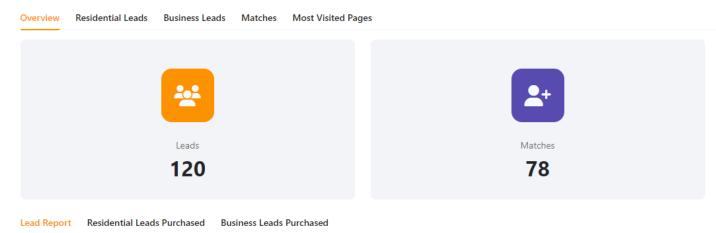






LEADMatch Dashboard





Get Leads

Notify us through the dashboard when you want to purchase your leads.

		📜 Get Leads
Leads	Matches	
104	66	New Leads
16	12	Purchased Leads
120	78	Total Leads

Number of Visits
1,319
1,090
926
571
527

Street Name	Address2	City	State	Zipcode	Page Views	Most Recent Visit	Match	Name	Url #1	Num Of Visits #1	Time Spent #1	Url #2	Num Of Visits #2	Time Spent #2	Url #3
3849 Condit St		Seaford	NY	11783-2530	2	9/27/2020 21:50	Yes	Krup James & Anna	https://www.petri.com/?utm	1	0:00:00	https://www.petri.com/	1	0:00:00	
24 Coachman Ln		Levittown	NY	11756-4323	13	9/20/2020 18:27	Yes	Gor Rohmar & A	https://www.petri.com/?utm	8	0:02:00	https://www.petri.com/	3	0:00:55	https://www.pe
434 Berg Ave		East Meadow	NY	11554-2304	6	9/19/2020 15:23	Yes	Podolski Jack & Stephanie	https://www.petri.com/?utm	3	0:01:45	https://www.petri.com/	2	0:01:27	https://www.pe
955 Grand Blvd		Westbury	NY	11590-6126	15	9/19/2020 13:37	Yes	Gonzalas Jose & Tina	https://www.petri.com/?utm	6	0:00:56	https://www.petri.com/	5	0:01:31	https://www.pe
39 Sherman Rd		Old Bethpage	NY	11804-1425	10	9/18/2020 21:25	Yes	Cooper Matt W & Mary	https://www.petri.com/?utm	6	0:00:00	https://www.petri.com/	3	0:01:50	https://www.pe
2708 Sylvia Dr		Bellmore	NY	11710-1334	18	9/18/2020 17:46	Yes	Weintock Gary & Helan	https://www.petri.com/?utm	6	0:03:29	https://www.petri.com/	6	0:01:11	https://www.pe
2410 Orangeside Rd		Palm Harbor	FL	34683-3348	2	9/18/2020 15:29	No		https://www.petri.com/?utm	1	0:00:00	https://www.petri.com/	1	0:00:51	
1834 Merrick Ave		Merrick	NY	11566-2730	9	9/18/2020 15:22	Yes	Copozzi Lou & Jamie	https://www.petri.com/?utm	4	0:03:11	https://www.petri.com/	3	0:02:22	https://www.pe
2223 N 2500 East Rd		Watseka	IL	60970-6135	15	9/18/2020 15:18	No		https://www.petri.com/?utm	6	0:03:51	https://www.petri.com/	4	0:02:26	https://www.pe
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Technologies to drive 8 to 16 impressions per piece for a 23-46% lift in response over a traditional direct mail campaign



















Technologies to drive 16 to 32 impressions per piece lifting the response of your direct mail campaign





























Wordsprint Omni Plus

Use the full power of digital integration with this premium, full-service suite that includes YouTube Ads, Discovery Ads, and Google and Social Media Geotargeting in addition to our 7 standard features.



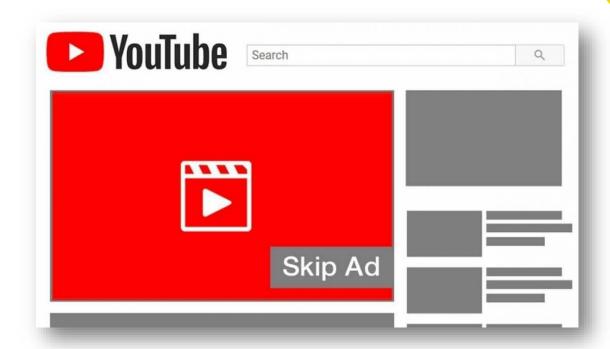






YouTube Ads

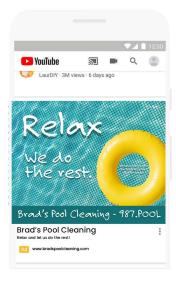
Capture attention and cut through the clutter with dynamic video instream ads! Serve video ads before users play their favorite YouTube videos to engage your client's audience.

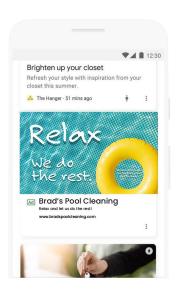


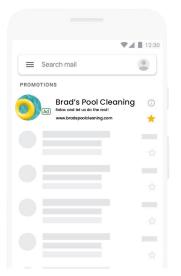


Demand Gen

Serve ads across Google feed environments including the Google Discover feed, YouTube homepage, and the promotions tab in Gmail.



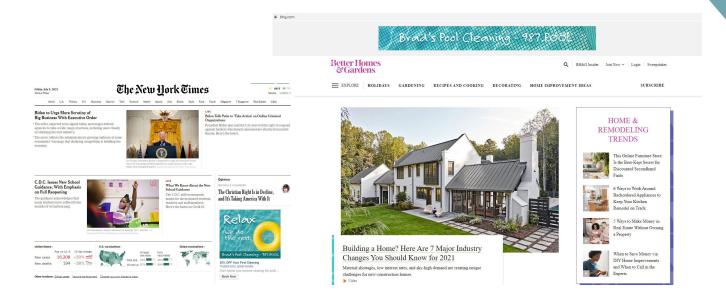






Google Geotargeting

Display ads in the Google Display Network to direct mail recipients, lookalike and affinity audiences geographically based on the mailing list target areas, keywords and keyphrases, and search/browsing history.





Social Media Geotargeting

Display ads through Facebook and Instagram to direct mail recipients, lookalike and affinity audiences geographically based on the mailing list target areas, keywords and keyphrases, and search/browsing history.







Technologies to drive 8 to 16 impressions per piece lifting the response of your direct mail campaign





TargetMatch

















ADDRESSABLE GEO

Geofence the residential or business address of mail recipients to serve ads through the display network to all devices at the address. Track conversions to the website with our sophisticated pixel technology or by foot traffic in stores or commerce locations through device pings.

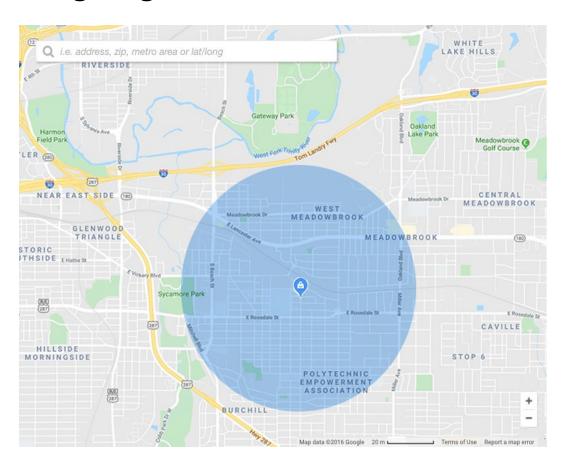






Precision

Targeting a distance around an address



Targeting the parcel





REPORTING

- Total Impressions
- # of Impressions by zip
- Total Clicks
- # of Clicks by zip
- CTR
- Audience Insights:
 - a. Age
 - b. Gender
 - c. Income
 - d. Education
 - e. Marital Status







11 TECHNOLOGIES INTEGRATED WITH YOUR DIRECT MAIL



8 to 16 IMPRESSIONS PER MAIL PIECE

23-46% LIFT IN RESPONSE

*pennies per mail piece

POLITICAL

★ Power Up ★

- Average website conversions hover around 2 to 4% —96% of marketing respondents leave your website. (<u>Invesp</u>, 2022)
- Marketing campaigns that used direct mail and 1 or more digital media experienced a 118% lift in response rate compared to using direct mail only. (<u>Merkle</u>)
- Marketers using three or more channels in any one campaign earned a 287% higher purchase rate than those using a single-channel campaign. (Omnisend, 2020)
- Purchase frequency is 250% higher on omnichannel vs. single channel and the average order value is 13% more per order on omnichannel vs. single channel. (Omnisend, 2020)

23-46% Lift!



25% Response Rate on **Direct Mail Retargeting!**

Case Study Higher Education

THE RESULTS

14% increase in target audience

12%

22%

53%

26%

20%

2+

increase in website page

0

2,655,056

Engagements (3)

5,990 :23

Total Leads 6 24,340

Total Matches 0

1,067

. 16 Touches to target audience across all channels

- 3.52% Engagement rate from target audience including clicks from all digital channels and 166 calls and 4.2% reengagement rate on Social Media Follow-Up
- 4.38% of identified website visitors were from the direct mail campaign.
- 25% Response Rate from Direct Mail Retargeting to LEADMatch leads!









Display Network

Campaign: CHURCH/NON-PROFIT FUNDRAISER







In 12 months:

- Increased giving by 25% for a total of 1.6 million dollars
- Generated 6,780 First-Time Donors
- Converted 5,400 Lapsed Donors
- Increased Monthly Donors by 78%





Case Study

Client

Political Candidate

Quantity Mailed

94,531

Target

Absentee Ballot Voters

Campaign Details

This campaign had an overall impression count of 634,581 (views by potential voters). That is a 6.72x increase in impressions over a traditional direct mail campaign not using integrated digital technologies. Candidate won election with 58.5% of the votes, attributes the victory to this program and will be pushing this solution to the state and national levels going forward.

Quote from client:

"Thank you and your team. Your help was instrumental in this victory."

POLITICAL * Power Up *

Thank you! Any questions?





