

Marketing Objectives and Goals Cheat Sheet

Increase brand recognition

Increase brand awareness and brand recall by 20% with a new brand campaign by the end of the quarter.

Expand brand awareness by increasing click through rate on our social media ads 5% by at least 3 months after marketing research.

Create more brand awareness by targeting your campaign to 3 new markets or demographics.

Improve brand reputation

Build brand identity and brand reputation by allocating 15% more of your yearly marketing budget to brand partnerships and influencer partnerships.

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Do market research on what your company's target customers and competitors are by the end of the quarter to develop understanding of brand positioning and create a positioning statement.

Grow website traffic

Hire a contract designer to make your website more efficient and user friendly in 3 months for improved customer experience.

Double click rate from Google Ads by the end of the year.

Increase SEO capture by 25% in two quarters by improving keyword targeting.

Find new leads

Generate new leads by creating 5 new branded content relationships by the end of Q2.

Increase lead generation by 30% by offering a downloadable service for free by the end of Q2.

Increase email database by 10% this quarter by optimizing the email sign-up process.

Improve brand loyalty

Improving customer advocacy by increasing your customer service workforce by 10% by the end of the quarter and investing revenue into monthly customer service training sessions.

Develop a loyalty program to increase customer retention by 15% in 6 months.

Improve customer retention rate by 25% within the next 18 months by bolstering post-purchase support.

Increase sales

Increase revenue by 5% in the first 3 months after a launch.

Increase conversions of people in the prospect pipeline to customers by 10% in the first 3 months after your marketing campaign.

Increase ad revenue by 20% by Q4.

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Rita W. Moss



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