



How A Simple Squeeze Page Resulted In Getting 1,000+ Leads With A 70% Conversion Rate

THE CASE STUDY

Back in 2021, John Doe, owner of internet marketing website Optimizer, made a case study on how providing value to your customers can help you grow your marketing list by as much as 2,000% with a 70% conversion rate.

How did he do it? Simple. By giving value to people.

When John Doe started his internet marketing website, he had very few organic visitors. Even though he wrote good content about internet marketing techniques, his blog was cluttered and disorganized.

Then an idea came into his mind. What if he compiled all of his internet marketing tips in one eBook and offered it as a free download on his website? Will users share the link to his website and squeeze page with their friends using social media accounts? And will his visitors be comfortable signing up using their email addresses for more similar content?

Cover Page

THE TEST

John proceeded to create a squeeze page that is optimized to entice readers to download his PDF eBook. The offer on the squeeze page was a free eBook in exchange for one public Tweet on Facebook, shared from the audience.

Instead of asking for emails, John asked his audience to reward the content creator with internet marketing website. Because people are more likely to be motivated by team if they give out their email addresses, John concluded that they would be willing to engage more if they just needed to do a simple tweet or share in exchange for his free eBook.

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Page 2

THE RESULTS

50

Pre-Campaign

1,000

Post-Campaign

The results were shocking and impressive. From an initial sign-up of 50 people before starting the squeeze page, John was able to get 1,000 new leads after giving out a free eBook. The results were clear.

People respond amazingly when given valuable content or information, as long as they don't feel the need to provide their personal information in exchange for it. In this case, it means that they truly appreciate the value of what you have given, which means that they will be willing to engage with you offering value in return you offer.

Within one month, John's campaign was able to:

Grow the number of subscribers to 1,000

Grow the conversion rate to 70%

Get a 70% conversion rate by offering a free eBook

Increase the number of social media shares

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Page 3

“Before offering a free eBook on my website, I only had around 50 people on my list. After doing this case study, I was able to acquire 1,000+ new leads in just a month.

“This is a nod to my initial impression that people are willing to reciprocate back when given the opportunity, as long as they don't feel forced to do something they are not comfortable with, such as giving out their email addresses.”

John Doe
Internet Marketing Optimizer

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Page 4

CONCLUSION

This case study showed that to build trust, loyalty and engagement with your followers, you must give them something valuable first. The behavior of consumers and customers in the online space reciprocates the value given to them by companies and organizations that they choose to support.

By giving value in a free and easy marketing eBook and offering a share of a Tweet, rather than a share of a Tweet, John was able to gain the trust of his audience. This resulted in a "word of mouth" marketing campaign that gained him 1,000 new subscribers by offering a free eBook on his squeeze page.

Need assistance reaching your own online traffic goals?

Get in touch! Send an email to hello@smartadmarketing.com

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Page 5

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WJ Hussar



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Table of Contents Automation Channel Case Study Examples That Actually Works How To

1. Understanding the eBook Automation Channel Case Study Examples That Actually Works How To
 - The Rise of Digital Reading Automation Channel Case Study Examples That Actually Works How To
 - Advantages of eBooks Over Traditional Books
2. Identifying Automation Channel Case Study Examples That Actually Works How To
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Automation Channel Case Study Examples That Actually Works How To
 - User-Friendly Interface
4. Exploring eBook Recommendations from Automation Channel Case Study Examples That Actually Works How To
 - Personalized Recommendations

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- Automation Channel Case Study Examples That Actually Works How To and Bestseller Lists
- 5. Accessing Automation Channel Case Study Examples That Actually Works How To Free and Paid eBooks
 - Automation Channel Case Study Examples That Actually Works How To Public Domain eBooks
 - Automation Channel Case Study Examples That Actually Works How To eBook Subscription Services
 - Automation Channel Case Study Examples That Actually Works How To Budget-Friendly Options
- 6. Navigating Automation Channel Case Study Examples That Actually Works How To eBook Formats
 - ePub, PDF, MOBI, and More
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 - Automation Channel Case Study Examples That Actually Works How To Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Automation Channel Case Study Examples That Actually Works How To
 - Highlighting and Note-Taking Automation Channel Case Study Examples That Actually Works How To
 - Interactive Elements Automation Channel Case Study Examples That Actually Works How To
- 8. Staying Engaged with Automation Channel Case Study Examples That Actually Works How To
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Automation Channel Case Study Examples That Actually Works How To
- 9. Balancing eBooks and Physical Books Automation Channel Case Study Examples That Actually Works How To
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Automation Channel Case Study Examples That Actually Works How To
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Automation Channel Case Study Examples That Actually Works How To
 - Setting Reading Goals Automation Channel Case Study Examples That Actually Works How To
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Automation Channel Case Study Examples That Actually Works How To
 - Fact-Checking eBook Content of Automation Channel Case Study Examples That Actually Works How To

- Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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