

Pop Swagz Increased Sales with the Ad Factory & Content Marketing

About Pop Swagz

Pop Swagz is a successful online subscription box that provides its customers with a variety of gently-used vintage trinkets, toys and apparel.

While the contents of a typical box are valued at \$65 or more, a monthly subscription only costs \$22.

As subscription boxes became a more competitive space, Pop Swagz sought to amplify its online visibility. It reached out to Ad Factory.

"Ad Factory has been one of the most effective ways of bringing first-time visitors to the site compared to any other medium we've tried. Ad Factory has been invaluable to our growth and continued success!"

Emily Nakano
VP of E-Commerce, Pop Swagz

Growth & Impact



Over 98 million
impressions
in 2 months



130% increase
in traffic in
April alone



18% growth
in email
subscriptions

Pop Swagz Increased Sales with the Ad Factory & Content Marketing

Story Draws in Undiscovered Customers

A Unique Digital Storytelling Strategy

Pop Swagz chose to weave traditional storytelling techniques into their content and even went so far as to create "chapters" as a way to reach their audience and offer products for consideration. Each chapter appealed to a highly-specified target audience, and suggested there were many parts to the overall story that was Pop Swagz.

These stories were crafted to match the brand's existing voice, and serve as the essence behind Pop Swagz' content marketing strategy to engage potential customers.

Results that Speak Volumes

With a single campaign, Pop Swagz saw the following results:

- 98 million impressions
- 130% increase in organic social media traffic
- 18% growth in email subscriptions
- 27% increase to quarterly revenue

"Before Ad Factory, getting people on our website as a first-time visitor who would actually engage was a head-scratching challenge."

Emily Nakano, VP of E-Commerce, Pop Swagz

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David Baud



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Associations Canada ,1999 [The Green Agenda in American Politics](#) Robert J. Duffy,2003 Organizations such as the Sierra Club and Friends of the Earth are familiar to anyone with an interest in environmental protection As activist groups they played by the same rules for years But in 1994 the rules changed With the Republican takeover of Congress environmental groups faced sweeping changes in federal policies that threatened the enforcement of environmental laws As these organizations intensified their efforts to meet these challenges they also altered their electoral strategies and political spending patterns This book traces those actions and shows what they mean for the future of environmentalism in the political arena While environmental advocacy groups have become bigger and better funded in recent years so have the corporate interests that compete with them for the attention of public and politicians [The Green Agenda in American Politics](#) offers a new look at environmental advocacy that focuses on contemporary lobbying electioneering and agenda setting in this new context Drawing on interviews with activists from a wide range of organizations Robert Duffy describes what environmental groups actually do when lobbying officials or the public He examines activity at both national and state levels to emphasize their growing use of websites email and action alert networks to conduct more sophisticated grassroots campaigns and he shows how they are devoting more funds to unregulated forms of spending such as independent expenditure issue advocacy advertising and public education campaigns Duffy also tracks emerging trends in interest group politics and provides an overview of activism through the early 1990s He then documents the emergence of more aggressive action after 1994 such as providing campaign services to candidates and mounting voter registration drives He also shows how state and local groups have begun to play more important roles in the wake of the rollback of federal environmental regulations Brimming with new insights into interest group lobbies in general and contemporary environmental groups in particular Duffy s book opens a new window on the influence of Big Money in the supposedly democratic electoral process

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