

## 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 3 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**

# Without Paid Ads How To Improve Building Email List Case Study Examples

**Ian Pickup**



## **Without Paid Ads How To Improve Building Email List Case Study Examples:**

## Whispering the Techniques of Language: An Emotional Quest through **Without Paid Ads How To Improve Building Email List Case Study Examples**

In a digitally-driven world wherever screens reign supreme and quick connection drowns out the subtleties of language, the profound secrets and emotional nuances hidden within phrases frequently go unheard. However, set within the pages of **Without Paid Ads How To Improve Building Email List Case Study Examples** a charming fictional treasure pulsing with organic feelings, lies a fantastic quest waiting to be undertaken. Composed by a talented wordsmith, that charming opus invites readers on an introspective journey, gently unraveling the veiled truths and profound influence resonating within the very material of every word. Within the mental depths of the touching evaluation, we will embark upon a genuine exploration of the book's primary themes, dissect its charming publishing model, and fail to the strong resonance it evokes strong within the recesses of readers' hearts.

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