



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 a social media marketing gesture. 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 after having value to what you offer.

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

- Grow the number of subscribers on his website by 2,000%
- Grow the number of leads by 70%
- Get a 70% conversion rate on his squeeze page
- Improve the quality of his leads and sales

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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, teach, and 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 not asking for a share of a Tweet, email or Facebook post, 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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AW Rasmussen



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Table of Contents Content Creation Case Study Examples That Actually Works How To Start AI

1. Understanding the eBook Content Creation Case Study Examples That Actually Works How To Start AI
 - The Rise of Digital Reading Content Creation Case Study Examples That Actually Works How To Start AI
 - Advantages of eBooks Over Traditional Books
2. Identifying Content Creation Case Study Examples That Actually Works How To Start AI
 - 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 Content Creation Case Study Examples That Actually Works How To Start AI
 - User-Friendly Interface
4. Exploring eBook Recommendations from Content Creation Case Study Examples That Actually Works How To Start AI
 - Personalized Recommendations
 - Content Creation Case Study Examples That Actually Works How To Start AI User Reviews and Ratings
 - Content Creation Case Study Examples That Actually Works How To Start AI and Bestseller Lists
5. Accessing Content Creation Case Study Examples That Actually Works How To Start AI Free and Paid eBooks
 - Content Creation Case Study Examples That Actually Works How To Start AI Public Domain eBooks
 - Content Creation Case Study Examples That Actually Works How To Start AI eBook Subscription Services
 - Content Creation Case Study Examples That Actually Works How To Start AI Budget-Friendly Options

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