

## 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**

# Guide To Building Email List Case Study Examples For Stay At Home

**Sabine Zange**



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## **Table of Contents Guide To Building Email List Case Study Examples For Stay At Home**

1. Understanding the eBook Guide To Building Email List Case Study Examples For Stay At Home
  - The Rise of Digital Reading Guide To Building Email List Case Study Examples For Stay At Home
  - Advantages of eBooks Over Traditional Books
2. Identifying Guide To Building Email List Case Study Examples For Stay At Home
  - 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 Guide To Building Email List Case Study Examples For Stay At Home
  - User-Friendly Interface
4. Exploring eBook Recommendations from Guide To Building Email List Case Study Examples For Stay At Home
  - Personalized Recommendations
  - Guide To Building Email List Case Study Examples For Stay At Home User Reviews and Ratings
  - Guide To Building Email List Case Study Examples For Stay At Home and Bestseller Lists
5. Accessing Guide To Building Email List Case Study Examples For Stay At Home Free and Paid eBooks
  - Guide To Building Email List Case Study Examples For Stay At Home Public Domain eBooks
  - Guide To Building Email List Case Study Examples For Stay At Home eBook Subscription Services
  - Guide To Building Email List Case Study Examples For Stay At Home Budget-Friendly Options

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