







- The Foundational 4
- Creating the Right Autoresponder Sequence
- How often Should You Mail?
- Connecting with Your Audience
- How to Leverage a Content Series

- How to Leverage a Selling Series
- 5 Ways to Lower Unsubscribes
- The #1 Factor In Getting Your Emails Opened
- The Truth About Open Rates
- Maximum Profit from Your Mailings





# mail Email Marketing Why Email?

# Less Distraction More Attention





#### Email Marketing **The Foundational 4**

# Capture

- Squeeze
- Facebook
- Twitter

- Sidebar
- Pop-Up





#### -mail Email Marketing **The Foundational 4**

# Connect

- Story
- Similar place
- Striving

- Solution
- Support





#### -mail Email Marketing **The Foundational 4**

# Content

- Character
- Controversy
- Concrete

- Comments
- Contests
- Comedy





#### Email Marketing **The Foundational 4**

# Cash

- Connected
- Appeal

- Solves
- Hurt





### -mail Email Marketing The Sequence

- Your Story
- What's coming
- Series
- Cliffhanger

- Soft Sell
- Cliffhanger
- Launch
- Series





#### Email Marketing **How Often?**

- Personal
- Need
- Speed
- Interest

- Feedback
- Serious





# -mail Email Marketing

**Leverage Your Content Series** 

- Pre plan questions
- Comments on Comments
- Add Comments to Series
- Gift at the End





**Leverage Your Selling Series** 

- Pre plan offers
- Feature 2-3 times
- Naturally within story
- Summary with recommendations





# Email Marketing Email Marketing

#### **Lower Your Unsubscribes**

- Be interesting
- Custom Unsub Page
- Unadvertised Surprises
- Series
- Interact





**#1 Factor in Getting Opens** 

# YOUR SUBJECT LINE





#### - mail Email Marketing **The Truth About Open Rates**

- They are not accurate
- Plain Text Doesn't Count
- Open Doesn't Equal Read
- Click Rates Count.





# -mail Email Marketing

#### **Maximizing Profits**

- Segment Your Lists
- Highly Targeted Offers
- Pre-Sell
- Promote What YOU Would Buy
- Don't Get Offended





#### **Maximizing Profits**





