

## 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**

# Services Marketing Case Study Solutions

**Patrick Vollmar**



## **Services Marketing Case Study Solutions:**

Service Marketing Dr. Anisa Khanam, Dr. Nusrat Ali Khan, Mr. Vipin Kumar, Dr. Jitendra Singh, 2024-12-29      **Services Marketing: Text and Cases, 2/e** Harsh V. Verma, 2012      **The Future of Service Marketing: Emerging Trends, Strategic Innovations, and Transformative Case Studies** Dr. Rashi Baliyan, 2025-03-24      **Services Marketing C.** Bhattacharya, 2009 While most books on marketing and services are readable very few take the student's viewpoint and set out to answer the question Is it understandable in the affirmative This book and its pedagogy has been designed precisely with this in mind v Design The book has a consistency of design that is innovative with aesthetic appeals v Opening and Closing Cases Every chapter begins and ends with a case The cases introduce the primary theme and issues discussed in the chapter and closes with analytical tasks for the students The cases are original pertaining to Indian situations companies and protagonists helping the Indian students to connect v Objectives Every chapter has clear learning expectations get a glimpse of the chapter context and their respective importance v End of chapter Questions The questions are many and have been designed carefully to enhance learning for the students There are elements of research project work and academic exercises in them v Illustrations The book is generous with pleasing and informative charts tables and diagrams v Glossary The Appendix at the end of the book contains a glossary of services and marketing terminologies v Marketing models In addition to the text the appendix also contains major marketing models mentioned in the text which are frequently used by the marketers v How to do cases The Appendix also contains an useful section for all students a template for case discussion and analysis There are four parts in the book Part I takes an overview look at the major differences between services and goods and their characteristics classifications and different models It methodically analyses the section on the local domestic and international conditions and environment factors that have affected services It also examines the importance of Relationship Marketing in services Part II examines in depth the marketing of services It looks sweepingly and with depth at marketing planning and strategy service buying behaviour knowledge management and marketing research in services and the seven marketing mix variables for services Part III is about the assessment of service delivery and customer relationship management Part IV deals exclusively with comprehensive service cases The cases are in addition to the opening and closing cases The book lucidly explains the basic concepts of services and marketing and fills a long standing need of the students for a book on both services and marketing      **Services Marketing** Govind Apte, 2004 With reference to India      Services Marketing in Asia Jochen Wirtz, Christopher H. Lovelock, 2005      **Case Study** William V. Rapp, 2001      **Services Marketing** Adrian Palmer, Catherine Cole, 1995 This text with cases provides a contemporary overview of key issues in the marketing of services It explores many issues that are familiar to students with a foundation in principles of marketing and re assesses these in the context of services Up to date case studies and examples developed throughout chapters help students to fully appreciate those issues that are specific to services marketing methods of defining the service offer conceptualization

measurement and management of service quality managing the employee input to the service offer and developing relationships with customers and strategies to make services accessible **Services Marketing** Christopher H. Lovelock,1991 Significantly revised restructured and updated to reflect the challenges facing service managers in the 21st century this book combines conceptual rigor with real world examples and practical applications Exploring both concepts and techniques of marketing for an exceptionally broad range of service categories and industries the Sixth Edition reinforces practical management applications through numerous boxed examples eight up to date readings from leading thinkers in the field and 15 recent cases For professionals with a career in marketing service oriented industries corporate communication advertising and or public relations *Successful Direct Marketing Methods* Bob Stone,Ron Jacobs,2008 Includes the latest tools and techniques needed for success in today s digital multi channel marketplace this guide offers professionals a comprehensive roadmap for direct marketing success across today s multiple marketing channels

**Emerging Perspectives on Services Marketing** Leonard L. Berry,G. Lynn Shostack,Gregory D. Upah,1983

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## **Table of Contents Services Marketing Case Study Solutions**

1. Understanding the eBook Services Marketing Case Study Solutions
  - The Rise of Digital Reading Services Marketing Case Study Solutions
  - Advantages of eBooks Over Traditional Books
2. Identifying Services Marketing Case Study Solutions
  - 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 Services Marketing Case Study Solutions
  - User-Friendly Interface
4. Exploring eBook Recommendations from Services Marketing Case Study Solutions
  - Personalized Recommendations
  - Services Marketing Case Study Solutions User Reviews and Ratings
  - Services Marketing Case Study Solutions and Bestseller Lists
5. Accessing Services Marketing Case Study Solutions Free and Paid eBooks
  - Services Marketing Case Study Solutions Public Domain eBooks
  - Services Marketing Case Study Solutions eBook Subscription Services
  - Services Marketing Case Study Solutions Budget-Friendly Options
6. Navigating Services Marketing Case Study Solutions eBook Formats

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