

DAY 83/100 DIGITAL MASTERY CHALLENGE

DATE: OCTOBER 11, 2020, SUNDAY TIME: 06:00 PM (AST) LIVE FROM DOHA, QATAR



Design and Content

WILL DISCUSS **STEP 2**

4.DISCOVERY

1.DATA

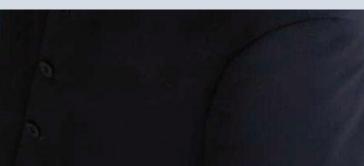
3.DELIVERY

2.DESIGN

Once you know whom you're going to target your email marketing campaign to, the next fundamental stage of the iterative process is **DESIGN**

Ultimately, your main goal at this stage is to encourage interaction:





You can achieve this through a combination of optimized content and appealing design



In order to master the design phase of your email marketing process you will need to:

Identify and understand the email clients on which you can host your emails.

Understand what content you should incorporate into your email.

Know when it is appropriate to incorporate images and attachments.

Appreciate the potential risks that accompany any email marketing campaign.

Email Interaction Process



Depending on the consumption channel, be it a website, a social media platform, or an email.

A WEBSITE IS A PUBLIC ZONE

Anyone can access it and so there's a lack of personalization, which creates distance between the website and the user, making it more difficult to target individuals.

A SOCIAL NETWORK IS A SOCIAL ZONE

Users are part of a community, which facilitates communication between the marketer and the target audience; there's a closer connection to users but not all of them subscribe to receiving marketing messages.

An email is a personal zone



An email account is a user's personal asset and the closest link that a marketer can have to its target audience.

However, because it's a private space marketers have to remember to be tactful in their approach and not present themselves and their message in an invasive or disruptive way

The closer you move to users, the more you need to accommodate their preferences.

When a receiver open mailbox



When scanning a full inbox, most users will start by looking to see who sent a message, so familiarity with the sender is always an incredibly important factor

Then they might look at the subject line to gain an understanding of what the email is about.

Finally, they would look at the message preview to acquire slightly more insight into the message before choosing whether or not to commit to opening the email.

Email Open Rates: A Risky Business?



Even if subscribers have opted in to receiving your marketing messages, there are still risks that accompany marketing directly to their personal communication zones—their inboxes

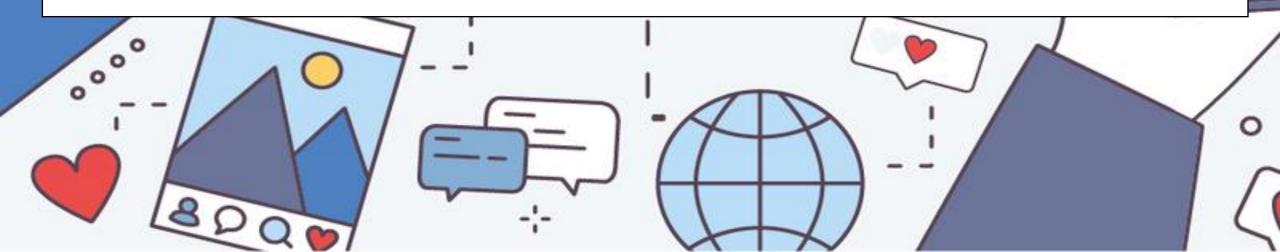
OPEN RATE IS BASED ON





FREQUENCY OF SENDING

Be sure not to saturate subscriber inboxes



INTERRUPTION FACTOR Do not not interrupting them with an email that has no relevance to them

COMPELLING E-MAIL COPY

There is no more important method for increasing open rates than email copy that really interests and engages its reader.

Here the subject line is key; it's your email's value statement, its pickup line.

You have a small handful of words with which to seal the deal

Make sure that your subject line is relevant to the recipient, rather than you, the sender

If you are targeting a segment that is engaging strongly with you and your brand, perhaps you could go for a slightly harder sell and incorporate keywords such as 10 percent off or buy one get one free.

Subject lines are industry-dependent too, so what you might use in the travel industry (pricing discounts, for example) might not work as well if you are targeting the education sector.

If you use an ESP such as MailChimp, you can split test your subject lines with a small subset of recipients to see which keywords work best before sending out your emails to the rest of your recipients.

What are the key features of email copy that affect engagement?





As with the subject line, you must make sure that your email is composed of relevant messaging that is targeted at a specific audience.

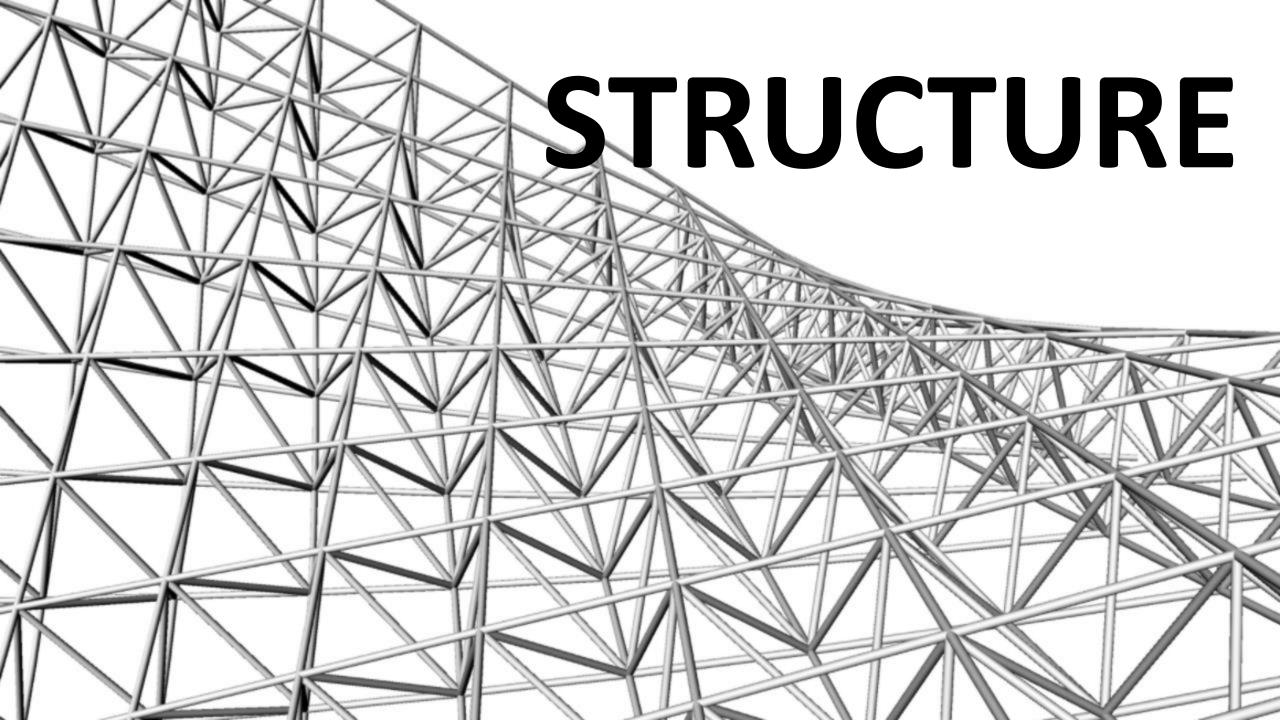


Include clear and specific calls to action that take advantage of relevant messaging and generate click-throughs that meet your overall objectives, be they social sharing or a visit to a product page.

PERSONALIZATION



After you have gotten to know your email list and have accumulated a little more data, you can start using personalization to generate more email engagement.



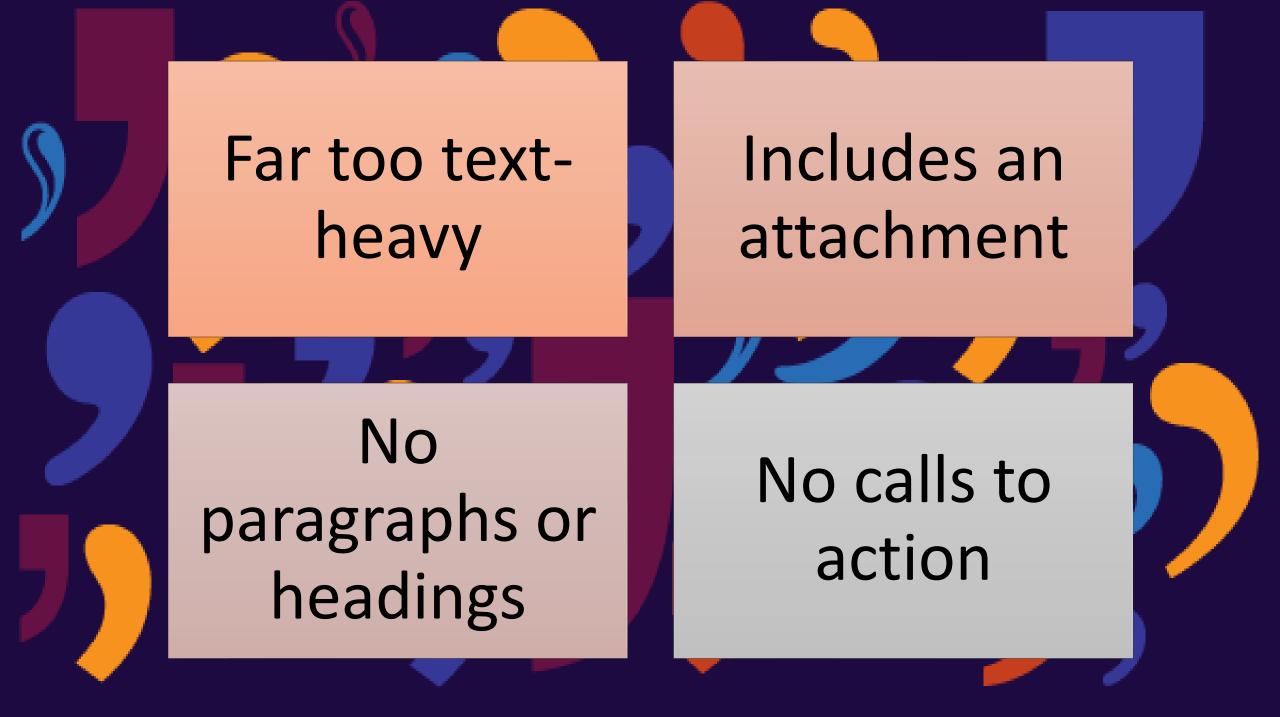
A well-structured email is essential for ease of consumption. Use clear headings to introduce new paragraphs and bullet points to break up information, and make the message easily digestible.

Try bold text to highlight key points where appropriate, and include a balance of text and appropriate imagery.

You can also include hyperlinks that link to additional information rather than generating a text-heavy email or using attachments.



The Anatomy of a Poorly Designed Email





The Anatomy of a Well-Designed Email

Headings and paragraphs that break up the text and let the reader scan the copy

A concise, direct subject line

A succinct call to action and social-sharing buttons

A balance of text and imagery

IMAGERY IS EVERYTHING



Although there is nothing more engaging than a beautiful image, maintaining a balance of text and imagery in your email copy is paramount to that email's success.

Images should support, rather than contain, your email's message.



Always make sure that the key points and calls to action you want to convey to a recipient are in the text.

A lot of email clients don't automatically display images, so users have to right click to download the pictures;

if the main CTA in your email is included in an image there is no guarantee that that they will have bothered to download that image.

BECOME A DIGIMENTOR MAKE AN IMPACT & EARN ASSURED MONTHLY INCOME

Attend our FREE LIVE WEBINAR to know how to use your skills and various mainstream marketing tools and techniques to earn an ASSURED MONTHLY INCOME from home.



REGISTER NOW

Dear Delegate,

Our Mentors' Recruitment session is going to start in a few hours. Hope you have registered and are ready!

OCTOBER 08, 2020 (THURSDAY) 3:30 PM AST (QATAR TIME)

Zoom Link: https://zoom.us/j/98651517630?pwd= NXU1Mnh0KyszUDhadUdmWIYzdEVWdz09

You can Become a Mentor with us holding the position as a:

Consultant









MARKETING BEFORE THE INTERNET WAS BORN!!!



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STENEWSPAPER



WEATHER FORECAST



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SERVICE % REPAIR

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SATURDAY, AUGUST, 1950

COUPON CODE: NEWS



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Handmade shoe designer since 1900. For women. Shoe avenue 2000, NY city.



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AVENUE CONCORDIA 1020 - NEW YORK CITY

Designed by Vecteezy



PRICE ONE CENT

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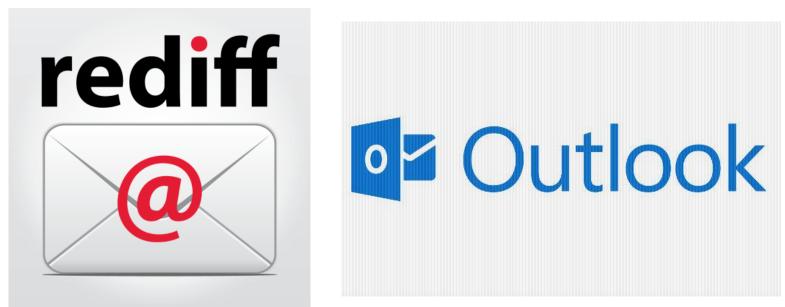




 Y_{A} HOO! MAIL



Microsoft[®] Hotmail





WHY TO BUILD YOUR EMAIL LIST?

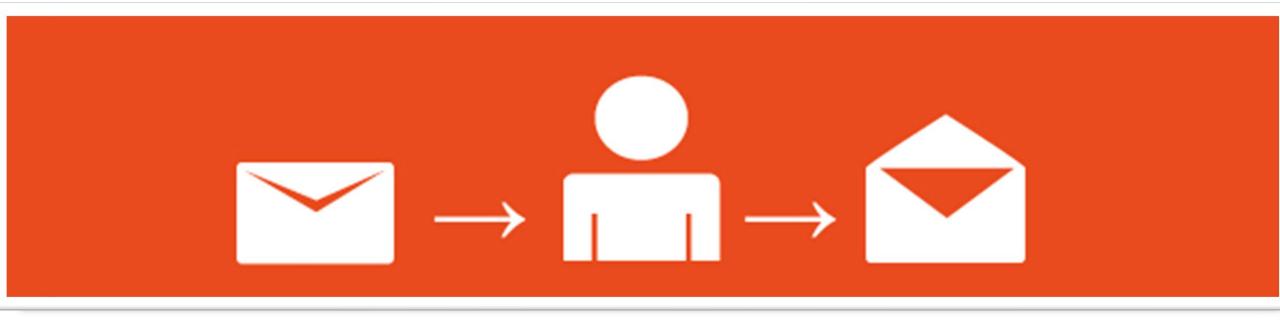


Communicate with your prospects regularly to build relationships ,provide valuable info

Marketers noted that email marketing is one of the most effective marketing technique Make special offers to get them return to your site.

The majority of visitors won't buy from you on their first visit to your site.

BENEFITS OF EMAIL MARKETING





Email Marketing has a wide reach

Excels in ROI



More Frequent Communication

Information Spreading

Reduce Overhead costs

EMAIL IS GLOBAL

More than 3.2 billion Email accounts exist today

Mobile email usage is growing

Investments in email marketing campaigns are forecasted to grow over \$2B by 2021

Best and the most Effective tool to generate revenue



NO MATTER WHAT EMAIL MARKETING STRATEGY YOU ARE TAKING



The first step to ensure a Successful Email Campaign... ... is to choose a Reliable Bulk **Email Marketing Software Solution!!!**

FEW THINGS TO CONSIDER





Customized messages

Complete tracking

Mailing list import

Mailing list filtering

Build large number of database of your clients

Importance of Email Marketing in 2020



Community of Email users will expand from 2.4 billion to nearly 2.8 Globally!!

EMAIL MARKETING WILL BE BOTH IMPACTFUL AND ESSENTIAL FOR THE FORESEEABLE FUTURE...

TYPES OF LISTS



Verified opt-in list

Subscribe / Opt in

Double opt-in

Unsubscribe / Opt out

Double opt-out

SPAM

HOW TO BUILD AN OPT-IN LIST



Do everything you can to entice the visitors to give you their emails and names



Eg: Free Offers with a value like give away free

reports, eBooks of value.



Increasing the Response Rate!

Have well thought out introduction of you and your business

Make it personal and illustrate that you know the person

Relevancy

Increasing the Response Rate!

Keep bonus tips in your email

Keep the email short and simple

Give them email updates

EMAIL INTEGRATION WITH OTHER MEDIA!!!

Social Interaction dramatically broadens the scope of email marketing campaign!!!

A

THOUGH 'OLD- FASHIONABLE' EMAIL MARKETING REMAINS THE SAFEST MARKETING CHANNEL!!!



EMAIL MARKETING ANALYTICS...



Impacts on Open Rates

Click-Through Rates and Clickto-Open

Emails Sent vs. Delivered

EMAIL NEWSLETTERS

ShopClues <welcome@offers.shopcluesmail.com> to me 🕞 Feb 11 (1 day ago) 🧄

If You are Unable to view Click Here for Web Version Please add welcome@offers.shopcluesmail.com to your address book



LAWS AND GUIDELINES

It's important to be aware of local privacy regulations too; common characteristics of electronic privacy regulations include:

Providing the option to opt out of marketing emails.

Telling subscribers why their information has been collected.

Ensuring that marketing emails are only about relevant products and services and using email addresses only for the purpose for which they were originally collected.

Remembering that opt-ins are only valid for 12 months.



EMAIL MARKETING LAW AND ETHICS

CAN-SPAM Legislation(controlling the assault of nonsolicited pornography and marketing)

Email Privacy



COPPA and Email(Children's online privacy protection act)



EMAIL OPTIMIZATION AND TESTING

Optimizing for Deliverability Optimizing for Open Rates Optimizing for Conversion(CRO)



EMAIL MARKETING ESSENTIALS

Conducting a competitive analysis

Matching yourself against industry benchmarks

Legal essentials and regulations when broadcasting

EMAIL MARKETING ESSENTIALS

Choosing between Email Service Providers (ESPs)

Planning and delivering email campaigns

CREATING EFFECTIVE E-MAIL CAMPAIGNS

Building trust with subscribers

Developing engaging content

Improving the value offering of your emails Planning for Viral and Social Media Marketing



CONVERSION & PERFORMANCE METRICS



CORRECTION EMAIL?

WHEN TO SEND A

in terms	many and the second	2.04	
11 1000	the same of the second s		
1. 101	and the second sec	-	
and the second			
		-	

Email Marketing Tips For The Modern Internet Entrepreneur!!!

#1 Discover the parts of an Email #2 Let the subject line do its part

Email Marketing Tips For The Modern Internet Entrepreneur!!!

#3 Let the Body Do its part

#4 Have A Clear And Strong Call To Action.



AUTO-RESPONDERS : When Hello Isn't Enough!

Ensure the customer keeps the door open for your business to serve them in Future

Make it easy for people to unsubscribe.

Create a friendly unsubscribe note Learn from comments left by unsubscribers!!!



FUTURE OF EMAIL MARKETING

Multi-Device world

Email + Social Media

Engagementbased delivery

FUTURE OF EMAIL MARKETING

Locationbased marketing

Channel of one

Smart content

EXPLODE YOUR SALE WITH THE VIRAL MARKETING

Marketing messages which replicate and perpetuate like a virus, via word of mouth or email





EMAIL MARKETING SOFTWARE- ESP

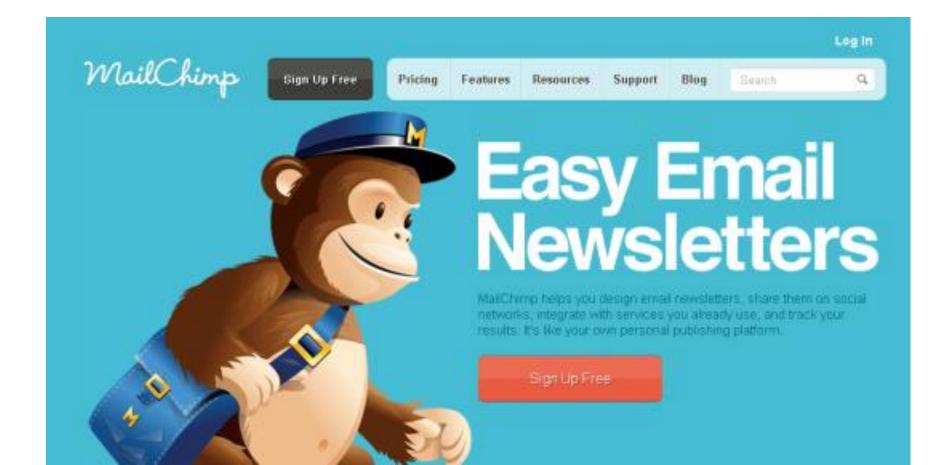
EMAIL MARKETING TOOL



WHAT IS

6 By mailchimp

Mailchimp is a software which gives you the ability to create and manage mailing lists, newsletters, automated campaigns and more.



Mailchimp is simple and easy to use software, gives you access to an array of email marketing tools





Marketing Platform
 Pricing

Resources 🗸



Overview

All the tools you need to market smarter and grow faster.



Audience

0

Marketing CRM Audience Dashboard

Tags

Segmentation

Behavioral Targeting

Lookalike Audiences



Brand

Content Studio

Templates

Domains





Campaigns

Email

Automations

Social Media

Landing Pages

Shoppable Landing Pages

Digital Ads

Postcards

Transactional Email



Sign Up Free



Q

Insights

Reports & Analytics Smart Recommendations Integrations



Helps to Design & Launching Email Campaigns

Use this area to offer a short preview of your email's content. View this email in your browser	Content Design Comments	
Drop an Image here or	Text Boxed Text Divider Image Image Group	
Browse		
It's time to design your email.		

Now that you've selected a template, you'll define the layout of your email and give your content a place to live by adding, rearranging, and deleting content blocks.

When you're ready to change the look of your email, take a look through the "design" tab to set background colors, borders, and other styles.

If you need a bit of inspiration, you can see what other MailChimp users are doing, or learn about email design and blaze your own trail.

Image Card Social Follow Image + Caption Social Share Button b $\langle \rangle$ Footer Code Video

Need a refresher? Take a guick tour.

Activa Go to Se

Helps to Automate Email Campaigns

Filter By

Nonprofit

Education

Music

Software

List Activity

Date Based

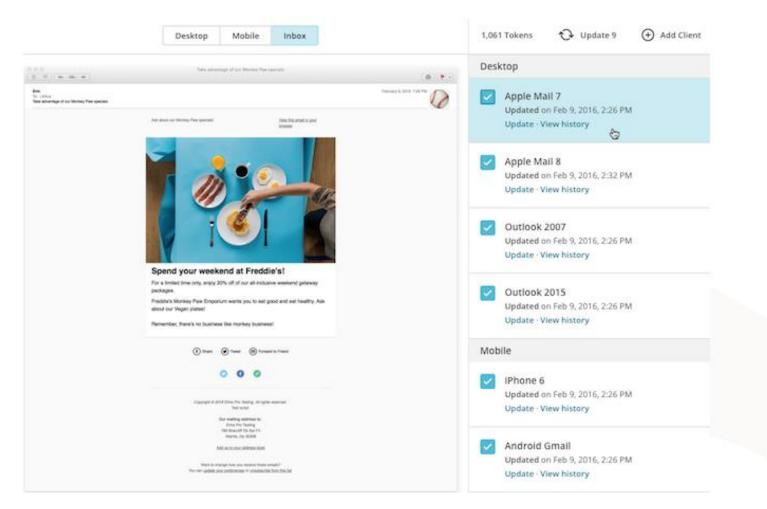
Transactional

Integration

Custom

C Nonprofit Nonprofit **Top Supporters** Supporter Onboarding E-Commerce / Retail P Send an email or series of emails to acknowledge Send an email or series of emails to welcome new your most generous donors. This workflow volunteers or donors, and present other ways O requires a Merge field for Donor Level. they can support your organization. Л Education Education New Student Orientation Course Series 3 Send an email or series of emails to welcome new Send an email or series of emails to educate students and share helpful resources students. Examples may include: lessons, classes, = assignments, and other course-related information. 11 Л Education Music Download Follow-up Student Re-Engagement {} Send an email or series of emails when a listener Send an email or series of emails that re-engage students. Examples may include: new course purchases and downloads your music. 0 offerings, study tips, and enrollment discounts. Activa Go to S

Inbox Preview & Testing

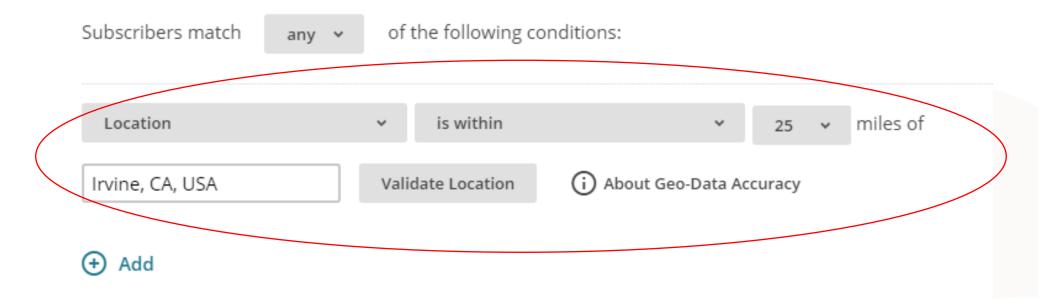


Geo targeting Your Campaigns

) Send to entire list

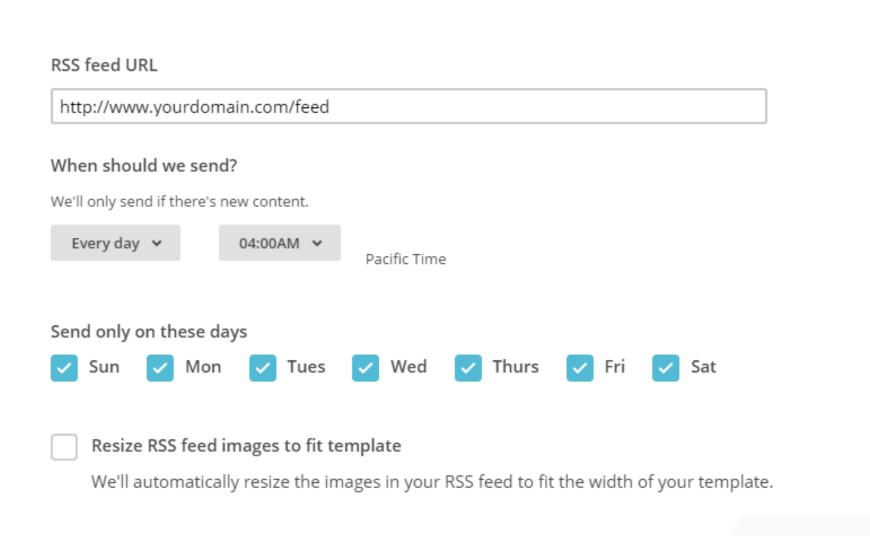
) Send to a saved segment

Send to a group or new segment

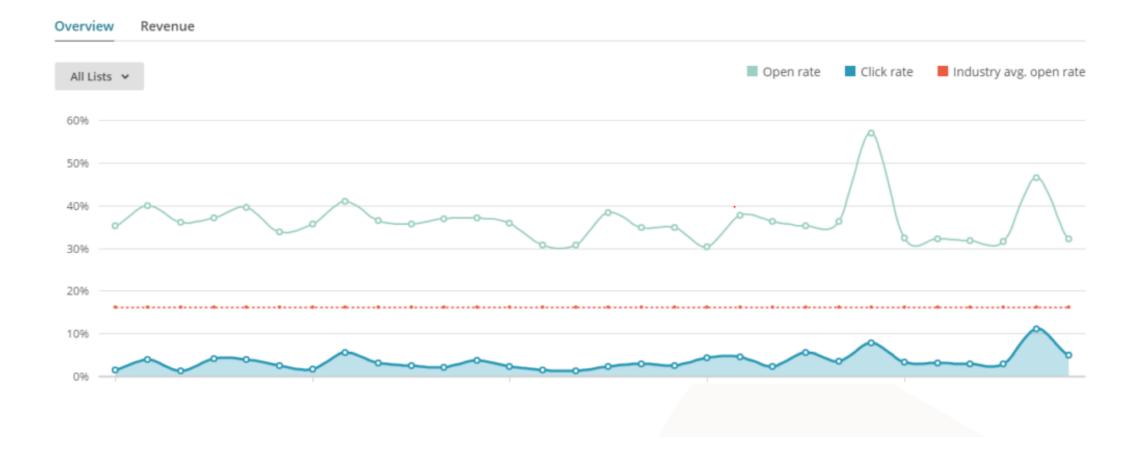


944 recipients in this segment. Refresh count

You can set automatic campaign by setting date and time



Provide Top Notch Analytics



Accessing Your Campaigns reports

< 🔞 Reports						٩ ا
subscribers. In-Stock Shirts Ju In-Stock: Ampersand Shirts	In-Stock Shirts June 2013 In-Stock: Ampersand Shirts Sent on June 5, 2013 to Shirts Waiting List 274 of 275 emails successfully delivered.					
Sent on 6/5/13 to 275 subscribers.	Open rate		56.6%	Click rate		10.9%
In-Stock Shirts and In-Stock: Multi-Color Triangle Shirts and Sketchbooks Sent on 5/3/13 to 260 subscribers.	155 Opens 24-hour pe	30 Clicks	1 Bounced	2 Unsubs	0 Cleaned	0 Complaints
Stock Alert, 08/05/ In-Stock: Tri-Color Long Sleeve Shirt Sent on 8/6/12 to 180	2:00 PM	••••	1:00) AM		1:00 PM

IT IS HAVING 4 PLANS

Premium

Advanced features for pros who need more customization.

Starting at \$299 /month

Select

Calculate your cost

Mailchimp Recommends

Standard

Data-driven automation and optimization tools for businesses that want to grow faster.

Starting at **14**.99 /month Select Calculate your cost

Essentials

Great for email-only senders who want around-the-clock support.

Starting at \$9.99 /month

Select

Calculate your cost

Free

All the multi-channel tools you need to build your business and grow your audience.

\$ USD

°**0** ∕month

Get Started

FREE PLAN INCLUDES





Email can send Up to 2,000 contacts



- Marketing CRM
- 1-Step Automations
- Website Builder New
- Mailchimp Domain
- Forms & Landing Pages





mailchimp

HOW TO START AN EMAIL CAMPAIGN IN MAILCHIMP

STEP 1:GO TO WWW.MAILCHIMP.COM

mailchimp.com Er () Apps G How to create YouT... mailchimp Why Mailchimp? Q Marketing Platform -Pricing Sign Up Free Resources • Log In Smarter marketing for big ideas Mailchimp helps small businesses do big things, with the right tools and guidance every step of the way.

STEP 2:SIGN UP FOR FREE



Welcome to Mailchimp

Find your people. Engage your customers. Build your brand. Do it all with Mailchimp's Marketing Platform. Already have an account? Log in

Email



One lowercase character

• One special character



Step 3:Set up profile

Profile photo



Upload your photo ...

Upload Photo

Photo should be at least 300px × 300px • Remove current photo

Take A Photo!

Basic information

Change password

Username	Verify current password	
events@adm.qa		
First name	New password	Generate strong p
ADM		
Last name	 One lowercase character 	 One special character
	 One uppercase character 	 8 characters minimum
QATAR	 One number 	 50 characters maximum Activate Windows
Email address	Confirm new password	Go to Settings to activate

Step 4: Create campaign – Click the Create menu

Create 🗸

Audience V Campaigns V Automations V Website V Content Studio Integrations

Good Evening, ADM!

Here are some custom recommendations and account stats to help you get things done tonight.

Explore Mailchimp



Audience

Grow your audience

Get more signups with a landing page that makes it easy to collect new contacts.

Create A Landing Page

Campaigns

Build your social following Share a Facebook or Instagram post and track its performance alongside all your other marketing.

Create A Social Post

Campaigns

Bring people back Reconnect with people on Facebook and Instagram after they

visit your website or landing page.

Try A Retargeting Ad

Create Campaign

Drafts 🗸

1 - - 1

Step 4: Click the email sub menu

Create 、	Audience 🗸 Campaigns 🗸 Automations 🗸	_
Ð	Email ଏଲ୍ଲ Create and send an email to your contacts.	
ß	Automated email Set up an email that sends automatically based on the triggers you choose.	
	Email template Design your own template or tailor a pre-designed one to fit your brand.	4
Ö	Landing page Create a landing page to collect new contacts, promote a product, or offer a discount.	
	Social post Share and track organic posts on Facebook, Instagram, and Twitter.	ac de
ĭ,=	Survey New Get insights by collecting feedback from your audience.	a
+2	Contacts Add new contacts by uploading a spreadsheet, copy/pasting, or importing from another service like Google Drive.	-

Step 5:Name vour campaign

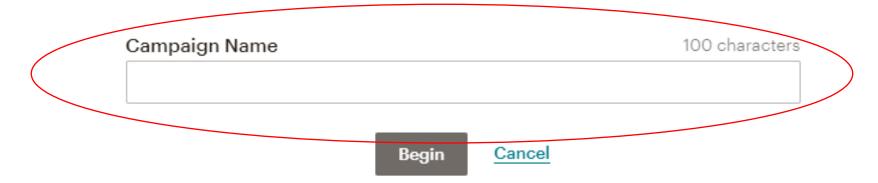
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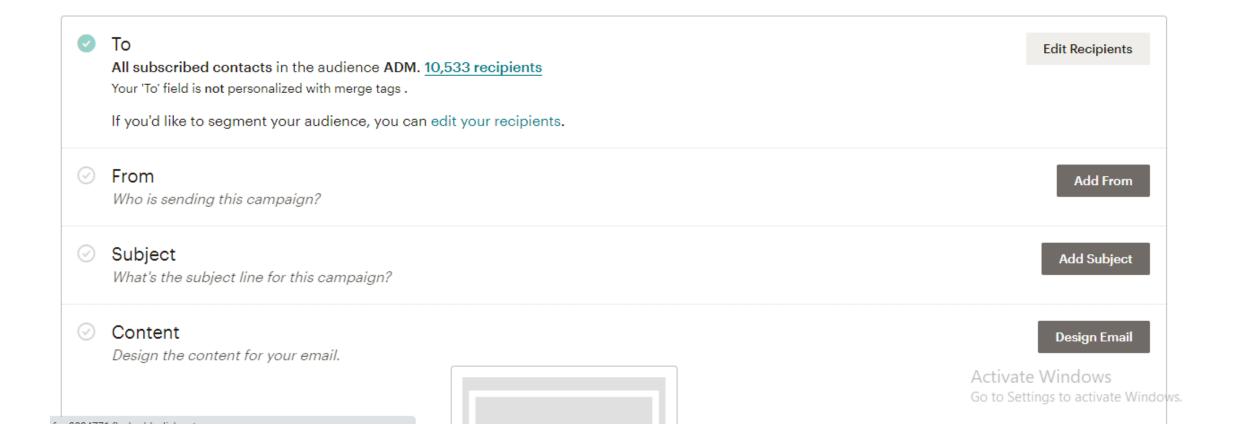
Regular Automated Plain-text A/B Test

🖻 Create an email

Keep your subscribers engaged by sharing your latest news, promoting a line of products, or announcing an event.



Mention :- To, from and subject



Step 6: Design email



Activate Windows Go to Settings to activate Windows.

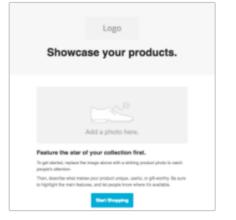
Step 7: Choose layout and templates

Layouts

Saved templates Campaigns

Code your own

Featured



Themes

Sell Products Market a line of products or promote seasonal items. Logo Deve on conservement to make? Share your big news. Add a photo here.

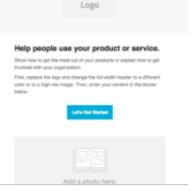
Make an Announcement Share details about a sale, event, or other big news. Logo Share your story.

Add a photo here.
The main story
Mas you erail say to an by
say of a that this you are and that the photo in the say and that the point is not by
any out that the say and the

Tell A Story Send a newsletter to let people know what you've been up to. Logo Send a tailored follow-up email. μ Ad a photo hare.

Follow Up Send a tailored email to people who have engaged with you.

pustomers know you miss them, or offer a deal to your best ouslomers



Educate Explain your products or share knowledge about a topic.

Activate Windows

Basic

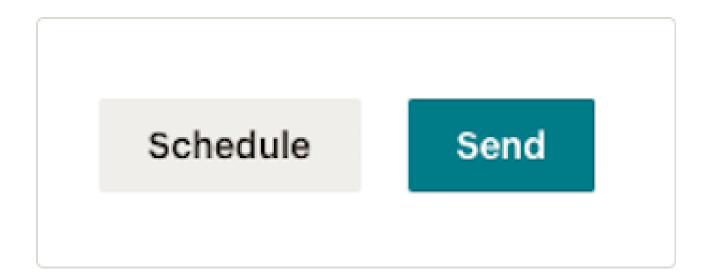
Step 8: Add content and images

 Welcome to the ADM 100 Days Digital Mastery Challenge!!!!	
Hi,	
Thank you for completing the registration for our 100 Days Digital Mastery Challenge!	
You're officially part of our Mentor-Mentee Program and will be provided a Daily 30-Minute Mentoring session, and access to a 100-Minute Live Virtual Workshop by our Chief Mentor, Mr. Shan.	
	vate Windows Settings to activate

Step 8:Send a test email

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2	
3	
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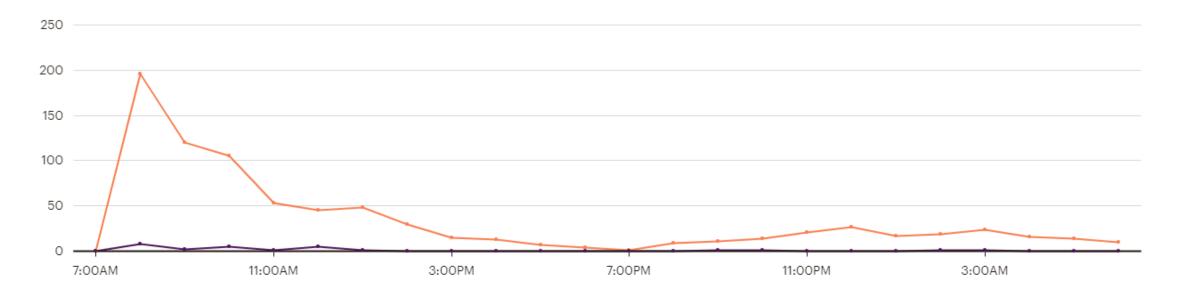
Step 9: you can schedule it or send now, choose any



Step 10: Check your campaign analytics

24-hour performance







REFER TO THE DAY 62 (SEPTEMBER 16, 2020) DIGITAL MASTERY NOTES AND RECORDINGS

When Mobile and Email Combine





Unique mobile users are currently growing at a rate of 2.4 percent per year....



Smartphone use is currently growing at an annual rate of 8 percent, with an average of more than 1 million new smartphones coming into use every day.



By the time 80 percent of email users are expected to access their email accounts via mobile devices

But what does this mean for you?





Essentially, you need to achieve mobile integration for your email marketing campaign and design emails that are optimized equally for viewing on tablets and desktops



If you use an ESP such as MailChimp, you can use a mobile template to simulate how your email will be rendered on this device.

At every stage of the email design process, think about how the email will look on all devices.





Through testing, it's possible to ensure deliverability across a broad range of email clients and devices.

So use email templates optimized for mobile

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DELIVERY

We are moving into the next step in our process

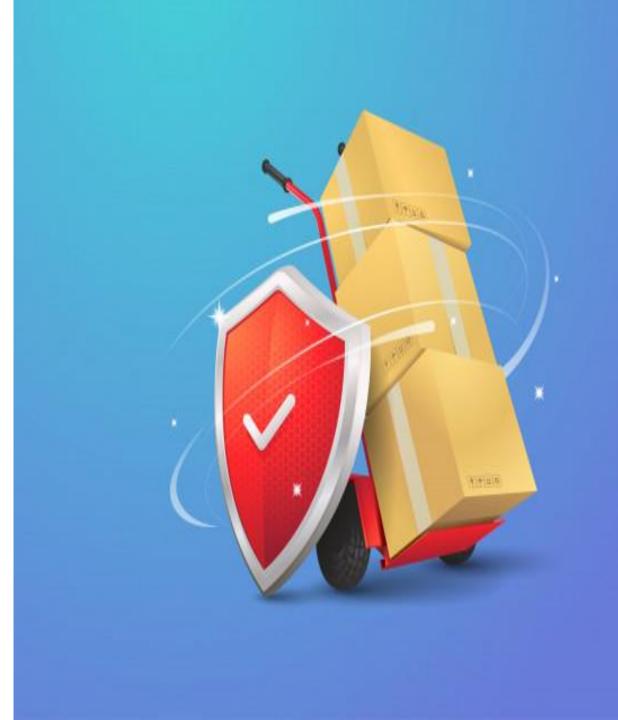
1.DATA WILL DISCUSS **STEP 3 4.DISCOVERY**

2.DESIGN

3.DELIVERY

You have a consummately segmented subscriber list. An impeccably designed email that is optimized for every email client and mobile device imaginable

Now all you need is to guarantee is its safe delivery





ESPs have been a constant touchpoint throughout the email marketing process.

A lot of ESPs offer a free subscription, so it won't cost you anything to test their features and make an informed decision.

REFES **Other notable** benefits to using an ESP include:

00



SECURITY BENEFITS

With an ESP, the provider will take a proactive and reactive approach to updating its own software, which will dramatically reduce the risk of a security breach.

EASY TO ACCESS

Most ESPs can be accessed anytime, anywhere.



Keeping Baby Healthy

GUIDE FOR NEW PARENTS

Calats U

Pri

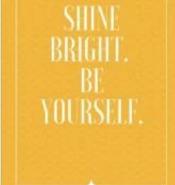
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JUNE | 10

TO 5 PM | ART CENTE For details, car

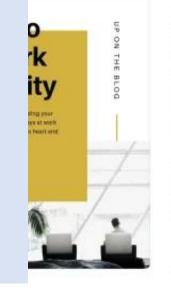








ATTRACTIVE TEMPLATES







Hustle Loft Coworking





Whimson Flower Sh

RAIN

FIRE

Floral Arrang

ESPs provide you with a variety of professionally predesigned templates that you can customize to suit your aesthetic preferences.



ESPs offer enhanced reporting features that allow you to both test and measure the success of your email marketing campaigns, so you can refine them every time.

LET ME CHECK MY SCHEDULE

When are people most likely to open my email?

		فر لعلم لعلم ان		Wednesday	Thursday	Friday	Saturday
Su	nday 28	Monday 29	1 1	2	3	4	5
	6	7	8	9	10	11	12
-	13	14	15	10	17	18	19
-	20	21	22	23	24	25	26
-	27	28	29	30	31	1	2
5 M 1 7 B 14 15 21 22 28 7P	5 0 0 7	S 5 3 9 0 516 77 223 14 930					

The recommended time frame is between the hours of 5:00 A.M. and 9:00 P.M.

Because if you target your subscribers between the hours of 9:00 A.M. and 5:00 P.M., you are completely neglecting the evening, a time that people catch up with their emails after a busy day in the office.

FOR B2B (BUSINESS-TO-BUSINESS) marketing, the optimum times to send are Tuesday through Thursday between 10:00 A.M. and 12:00 P.M & 2:00 P.M. and 4:00 P.M.

FOR B2C (BUSINESS-TO-**CONSUMER) MARKETING** optimal send times vary dramatically across industries but will be more in line with evening open rates



DISCOVERY

1.DATA 2.DESIGN WILL DISCUSS **STEP 4 4.DISCOVERY 3.DELIVERY**

You can use reporting to identify and address both issues and opportunities in your email marketing process

REPORTING AND ANALYSIS



In order to measure the effectiveness of email marketing, you first need to define your goals

Why are you creating this marketing email?

What are you trying to achieve?



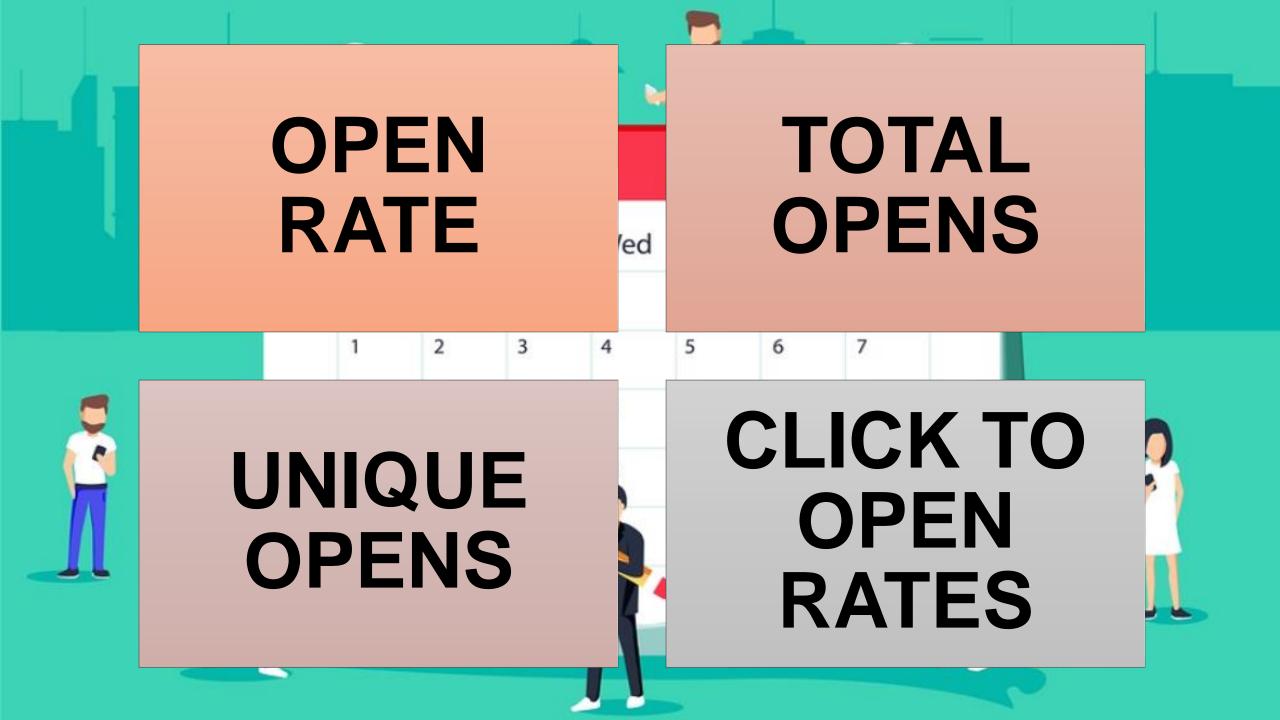
COMMON EMAIL MARKETING METRICS INCLUDE:

OPEN RATE. The percentage of recipients who have opened or viewed your email.

TOTAL OPENS. The total number of times recipients have opened your email

UNIQUE OPENS. The total number of opens from original, or unique, subscribers

CLICK TO OPEN RATE The number of unique clicks divided by the number of unique opens expressed as a percentage



it's the quality of interactions rather than the quantity that matters when you are measuring your email marketing success

