

**WEBINAR** 

**Feature Launch:** 

**SMS Marketing Campaigns** 

Overall Review Rating Facebook (167) G Google (1914)

@GatherUp | GatherUp.com



### **Steve Hartman**

- Over four years at GatherUp split between multi-location sales and product marketing
- Lives at the intersection of customers and the product, CS, sales and marketing teams
- Part of product development and pricing, communication and feedback team



GatherUp



## **C** GatherUp<sup>®</sup>

GatherUp is one platform that scales all aspects of your reputation management from listening to customers to understanding them to engaging with them so you can improve the customer experience across multiple businesses.



# Providing reputation management services to 10,000+ locations across hundreds of agencies, multi-location businesses, & franchises











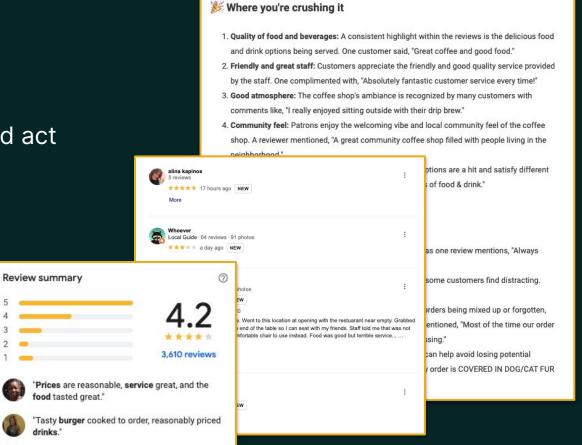


## **Storytime**





You ask for reviews and act on the feedback.

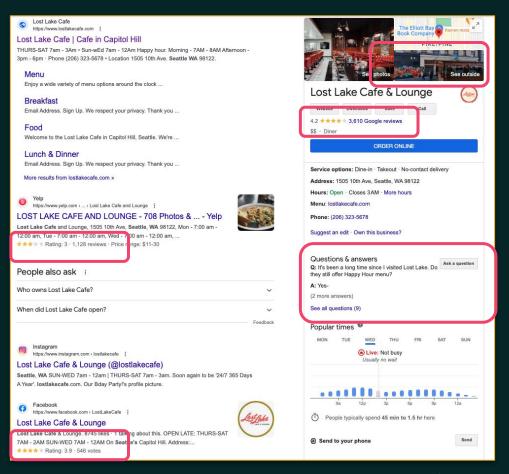


"Great breakfast food (vegan burrito) and just a

short wait for an outdoor table."

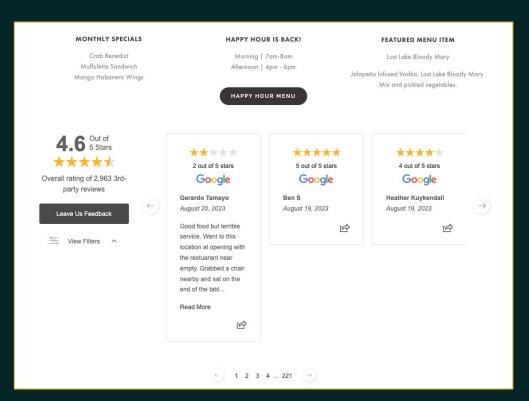


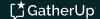
You work hard to build your online presence.





Post reviews on your website which brings in new customers.





### LINEAR CUSTOMER JOURNEY





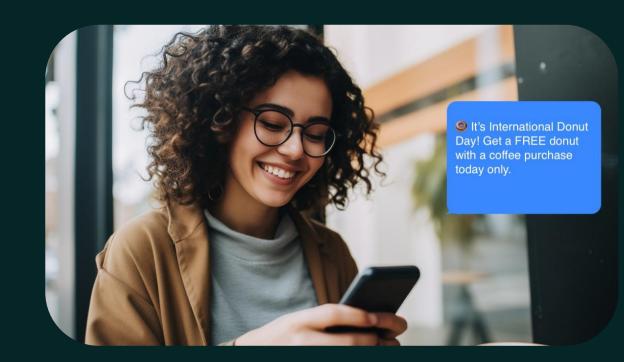
#### **But something is missing**

- Couldn't use feedback as a way to communicate directly with customers.
- It's hard to retain or reward customers for their loyalty.
- Businesses HOPE customers come back. But hope is not a strategy.



### What if you could...

ENGAGE your loyal customers where the message will *most likely* be seen.

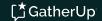




### What if you could...

Show appreciation to your customers and get them to come back over and over.

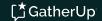




### What if you could...

Gain more feedback delivering more actionable insights.





### **SMS MARKETING**

### THIS IS THE WAY

New marketing channel that builds customer loyalty.

An SMS list is the most POWERFUL list in marketing.

Engage customers and increase retention using the personal touch of SMS marketing.





### **Customer Loyalty Loop**

#### **LISTEN**

Listen to your customers by gathering customer feedback, reviews, and ratings automatically.

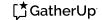
#### **ENGAGE**

Engage with customers
through multiple
touchpoints and market
your reputation to win
new customers.

((<sub>(</sub> **CUSTOMER** LOYALTY

#### **UNDERSTAND**

Manage and analyze customer feedback to understand and improve the customer experience.





#### Listen

Listen to your customers by gathering customer feedback, reviews, and ratings automatically.

- Email requests
- SMS requests
- TextBack
- Web-to-Text Widget Coming Soon
- Monitor reviews on the most important sites
- Monitor Google **Business Profile Q&A**



#### **Understand**

Manage and analyze customer feedback to understand and improve the customer experience.

- Tag customers by theme or topic
- Auto-tagging reviews
- Performance reporting
- **Smart Insights BETA**
- Filter reports by tag or keyword
- Feedback and review notifications



#### **Engage**



Engage with customers through multiple touchpoints and market your reputation to win new customers.

- Al-assisted review responses
- **NEW** SMS Marketing
- **NEW** Two-Way SMS Conversations
- Display reviews on website using widgets
- Location or tag-specific review widget
- Social sharing



### WHAT IS CAMPAIGNS?

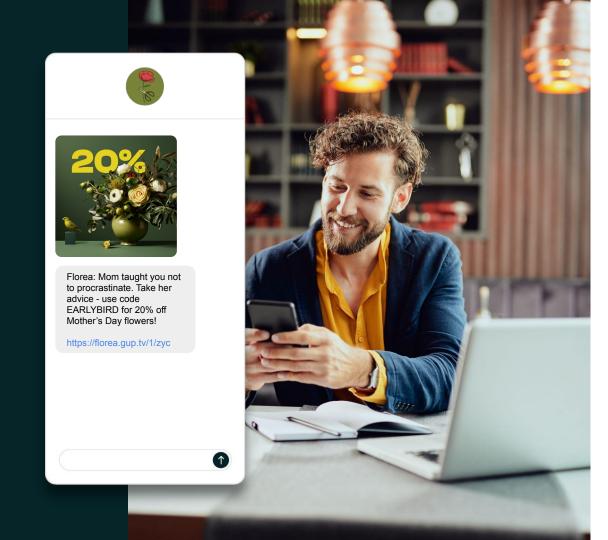
Campaigns is an SMS marketing feature that drives sales through customer loyalty using customer feedback to create a compliant SMS opt-in list.



### **CAMPAIGNS**

### **SMS Marketing**

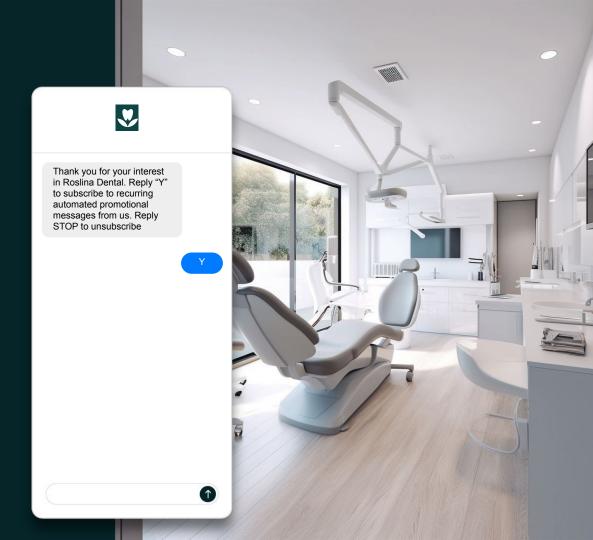
- Like an email that actually gets opened!
- Messages can be sent to segments based on feedback
- Helps businesses engage with their audience
- SMS is an exclusive channel



## IT'S ALL ABOUT THE OPT-IN

### **SMS Marketing**

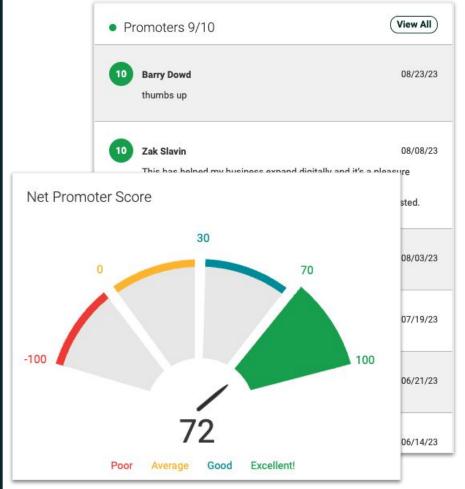
- MUST ask for consent, or opt-in, to enroll in SMS marketing
- Businesses sending promotional messages w/o consent can be fined and blacklisted from sending SMS messages



## BUILD A COMPLIANT LIST

### WHO IS GOING TO OPT-IN?

- Ask your happiest customers
- GatherUp knows more about happy customers than anyone
- We've been collecting feedback for 10 years!

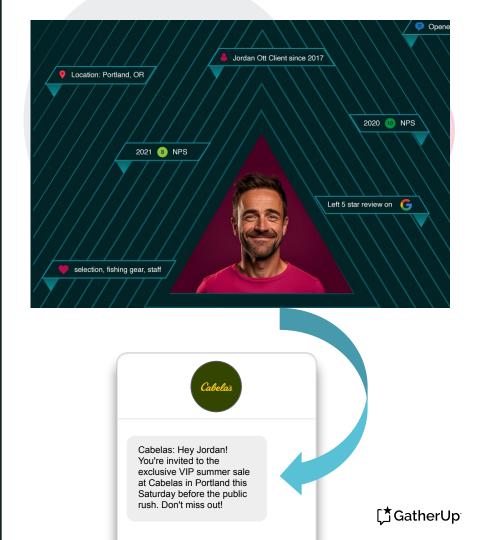




# We know who loves you... and why

## Happy customers are more likely to opt in

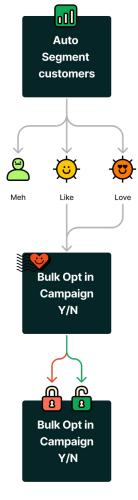
- People willingly give zero-party data, such as reviews and feedback
- We collect more direct feedback than 3rd party reviews
- That feedback is an extremely valuable asset in marketing.



## Automatic Opt-In

### **COMING SOON**

- Contacts already within GatherUp who left positive feedback AND have phone numbers on record
- Automatically added to a Bulk Signup Campaign list





### BENEFITS OF SMS MARKETING

Generate more loyalty and customer retention and provide agencies another growth opportunity with higher ROI.



## CAMPAIGN BENEFITS

SMS Marketing addresses key pain points

- Need to combat decreasing consumer engagement
- Declining marketing ROI of channels like social, email, paid search
- SMS marketing is the only marketing channel that drives sales through customer loyalty

- Minimal time or financial investment
  - No creative needed

3 Increased customer loyalty

Added revenue for agencies



## DECLINING EMAIL ENGAGEMENT

### **SMS performs better**

- SMS has a higher open and click rate than email
- Email click rates dropped by more than 10% YoY in 2022

	SMS	Email
Open Rate	98%	22%
CTR	6-9%	3%



## SMS is consumers preferred channel



**97%** of texts are read within 15 minutes



81% of US consumers had opened an SMS from a business



63% of consumers made a purchase by clicking a link in a text in the last 3 months



### Marketers agree...

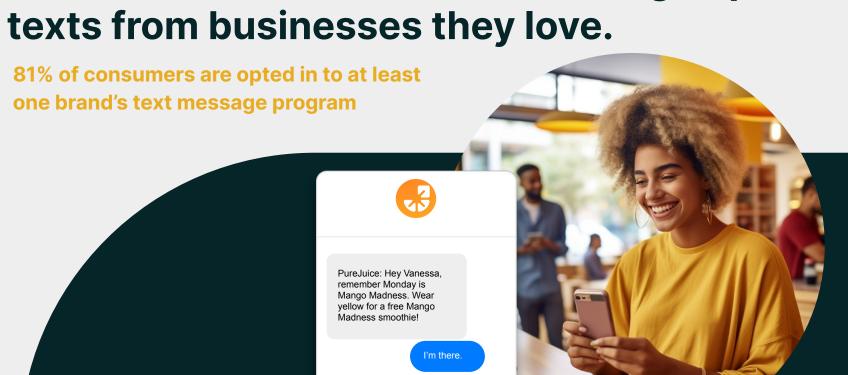
96% of marketers using text messaging say it's helped them drive more revenue

58% of marketers see a measurable impact on customer re-engagement and retention after implementing SMS

67% of businesses have increased their SMS marketing budgets in 2023.



Over 90% of consumers want to sign up for



[ \*\* Gather Up

https://www.attentive.com/blog/consumer-trends-report#toc-2 https://www.attentive.com/state-of-conversational-commerce#intro

## SMS is effective because it's exclusive



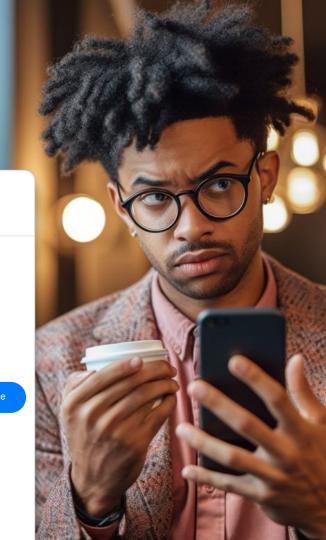
Someone who opts in WANTS to hear from the business

Spam is not tolerated

JD

This is representative Tim Apple running for elective district 8891 in California. Will you donate money to fight causes plaguing our district? bitly.com/89210

Unsubscribe





## EASIER THAN CREATING ADS

#### No creative needed

- Fewer resources needed than paid search, social or email
- Simple as writing a text
- Equipped with emojis, images, and links to bring the business personality to life
- Use with other promotions or communications



### **Use Cases**



An HVAC dealer has a customer list of people who have an A/C unit older than 7 years. They could offer \$500 off a new A/C unit install if they schedule by a certain date.



To build their list, a local retailer sends an opt-in request to their Promoters or 5-star reviewers. Then offer \$10 off their next purchase thanking them for their loyalty.



An urgent care clinic may want to send updates to patients letting them know that flu or covid shots are available. They can walk in or set up an appointment using a link.



### WHERE TO FIND CAMPAIGNS

What's changing and how to access Campaigns

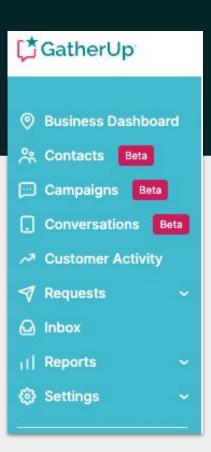


### WHAT'S DIFFERENT

Where to find the new features in the application

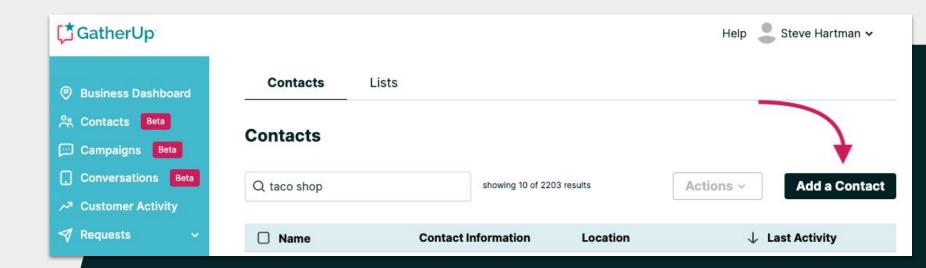
New left nav items

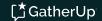
- Contacts, includes Lists
- Campaigns
- Conversations



### CONTACTS

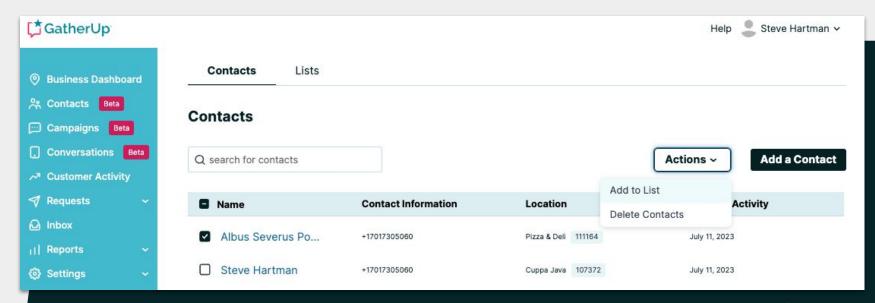
### Manually add contacts here





### CONTACTS

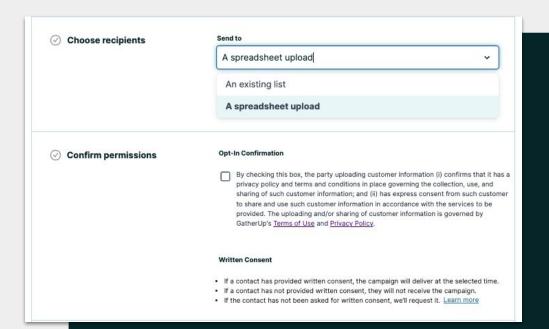
#### Add contacts to a List

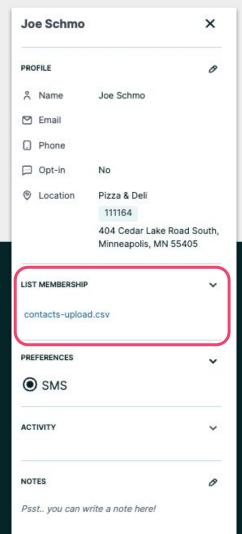


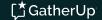


#### CONTACTS

## Uploading a CSV in Campaigns will create contacts

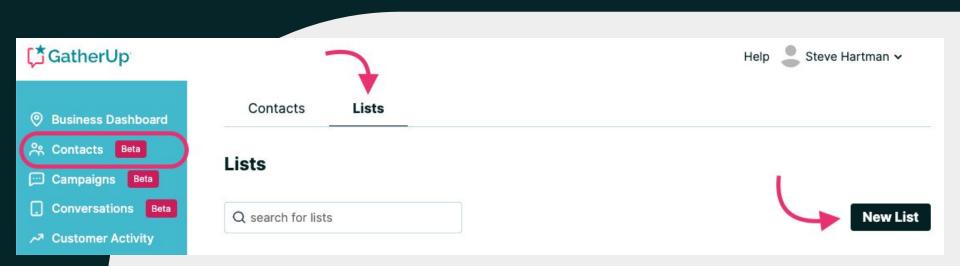






## LISTS

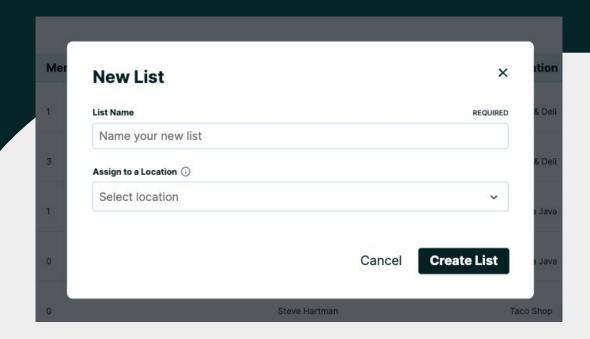
# **Create Lists from Contacts customers** to send SMS





## LISTS

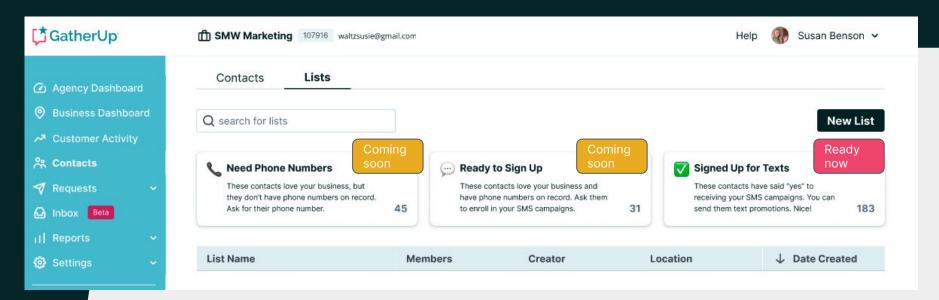
#### **Assign Lists to a location**





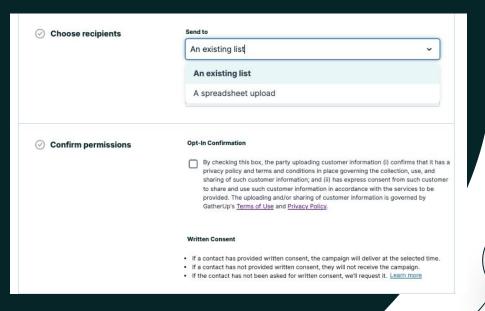
### **FAST FOLLOWS**

#### **Pre-built lists**





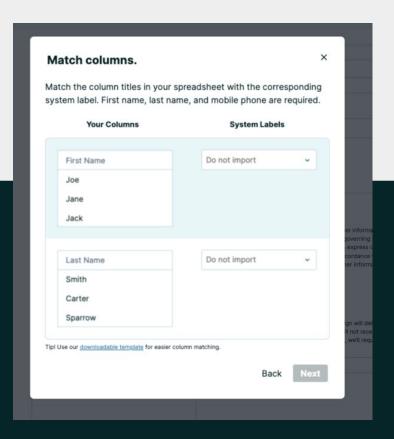
# **Create a campaign in five** easy steps

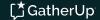




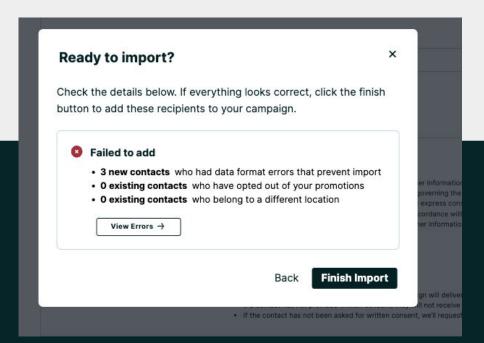


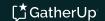
When uploading a CSV we match columns for accuracy





Provide details on why a contact may fail to import





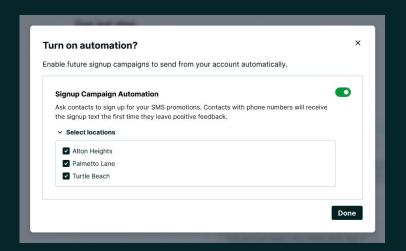
Opt-In Confirmation Confirm permissions By checking this box, the party uploading customer information (i) confirms that it has a Written consent must be obtained privacy policy and terms and conditions in place governing the collection, use, and sharing of such customer information; and (ii) has express consent from such customer to share and use such customer information in accordance with the services to be before sending the Campaign provided. The uploading and/or sharing of customer information is governed by GatherUp's Terms of Use and Privacy Policy. Written Consent . If a contact has provided written consent, the campaign will deliver at the selected time. If a contact has not provided written consent, they will not receive the campaign. . If the contact has not been asked for written consent, we'll request it. Learn more +1 (919) 867-5309 Thank you for your interest in [Your Company Name]. Reply "y" to subscribe to recurring automated promotional messages from us. +1 (919) 867-5309

Great! You've subscribed to [Your Company Name]. Reply "STOP" to unsubscribe. Message and data rates may apply.



## **FAST FOLLOWS**

Piggy-back your review request to increase Opt-Ins

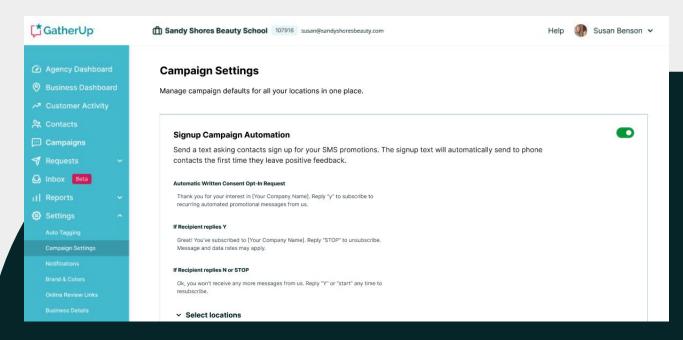






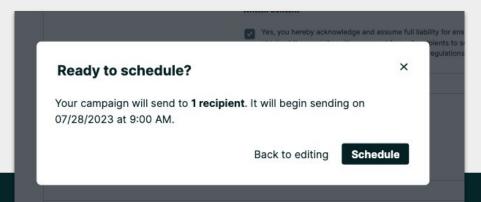
#### **FAST FOLLOWS**

# Piggy-back your review request to increase Opt-Ins



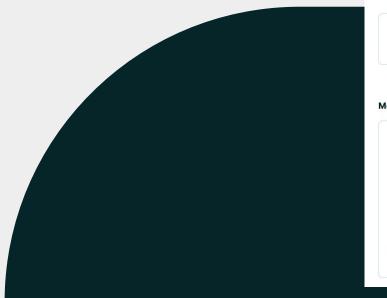


Schedule up to 90 days ahead or send as soon as possible



✓ Schedule campaign
 ✓ Right away
 Your message will go out as soon as possible
 ✓ At a specific time
 Your message will go out at the selected time for the location's time zone
 Text messages will only be delivered between 8AM and 8PM. Time zone is determined by the sending location.

View past campaign performance and key metrics



Recipients
GatherUp SMS Test
Numbers.csv
PM

view list
download original csv

11
sent
Delivery
Schedule
Sent on 9/1/2023 at 12:04
Sent right away
PM

5
1
clicked
opt outs

#### Message

[Business Name]: Discover Your Treasures'

True Worth! Our expert jewelry appraisal
services ensure you know the value of your
precious gems. Learn more:
https:
.com/jewelryappraisals/



#### **Limits during BETA**

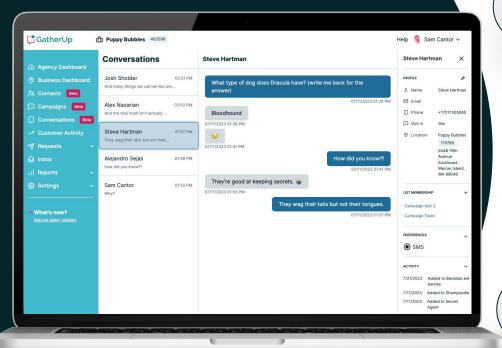
Trials can send up to **50 opt-in and 50 campaign messages total** *while on trial*. Anything over that limit will not be sent.

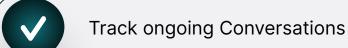
Active accounts can send-up to **5,000 total campaign** message sends *per account per day.* 

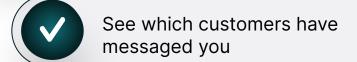
Campaigns CSV upload has a max of 1,001 rows (header + 1k).



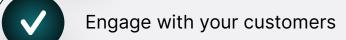
## Conversations









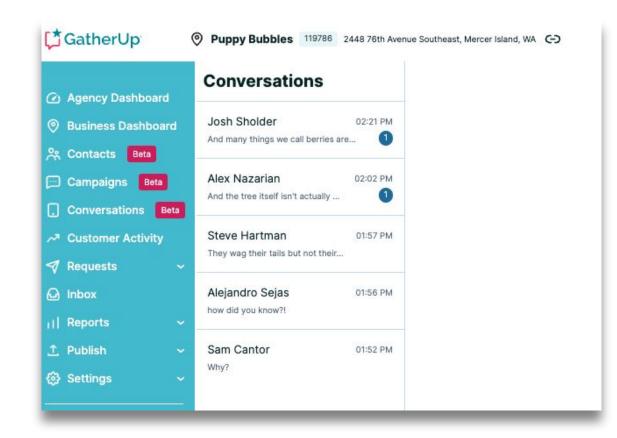




# **Keep Track of Conversations**

#### An inbox for the future

- Track ongoing Conversations
- See which customers have messaged you
- Quickly respond and engage with your customers





#### WHERE TO FIND RESOURCES

#### Important documents are accessible

- Knowledge Base articles are available
- SMS Campaigns-related Blog posts
- <u>SMS Campaigns Video</u>



#### PRICING PLAN

#### Things to note related to pricing

#### No change to price during beta

- If you need additional messages please reach out to support@gatherup.com
- Gathering feedback during beta to determine best pricing model going forward
- Pricing updates in Q4 or early Q1

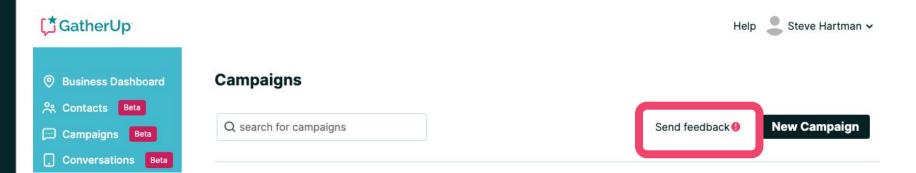




## We need your input!

#### Please send us your feedback

- Send feedback in the application
- Email your GatherUp contact





[ **\*** GatherUp

# **THANK YOU!**

Any questions, don't hesitate to reach out:

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steve.hartman@bytraject.com