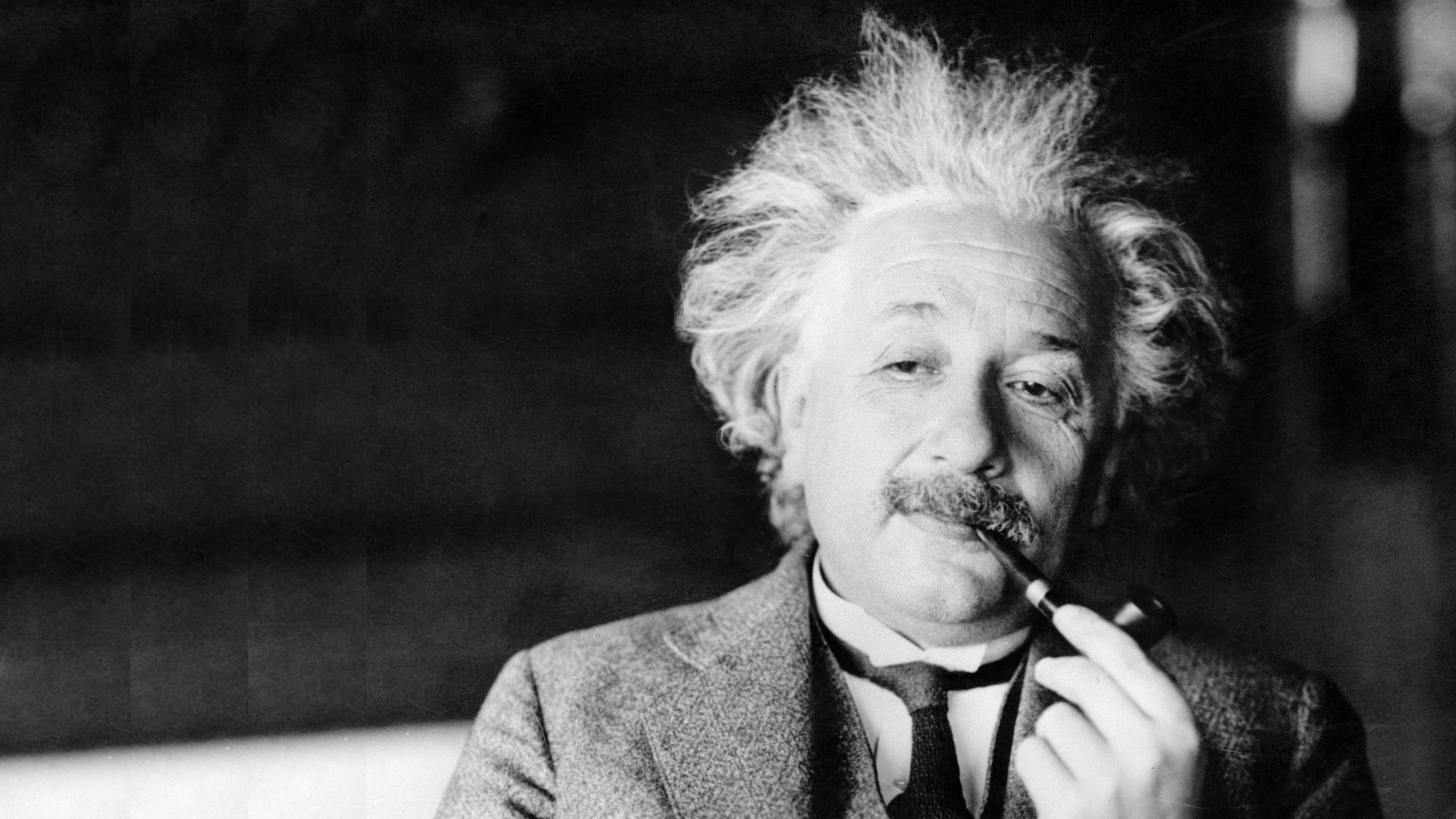
How to Conduct Solid, Data-Driven Conversion Research









KONTAKT KUNSTNI

🕲 Billeder



√ Tags

partymusiker

bryllupsmusik bryllupsmusiker
bryllupstrio coverband danseband
dansemusik festmusik festtrio
kopiband levende musik til fest
live band til fest live musik til fest
musiker musik til bryllup
musik til firmafest musik til fødselsdag
musik til guldbryllup musik til julefrokost
musik til kobberbryllup musik til privatfest
musik til sølvbryllup orkester partyband

band til bryllup bryllupsband

Musik > Bands > Allround festbands

Carters Kartel

PrisniveauHjembyOmråderVarighedKr. 12.000 - 25.000København KHele landet1-4 timer

⚠ Profil

4 drenge der ved hvad musik handler om, og som forstår at give det videre.

Løfter om en fantastisk musikoplevelse, en uforglemmelig aften og musik der rammer nerverne i benene. Louis, Lasse, Magnus og Martin er alle meget dygtige musikkere, og som elsker at spille musik i genre som jazz, soul, lounge og pop.

Hvis du har et firma, et bryllup, fødselsdag, konfirmation eller en fest, er vi dem du ønsker hvis du vil have høj musisk kvalitet i øregangene.

Læs mere...

□ Videoklip



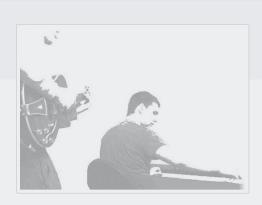


Kontakt Carters Kartel

Indtast start / slut tidspunkt Arrangementstype Vælg hvilken type arrangement du afholder Antal deltagere Indtast antal deltagere Hvor afholdes det? Indtast postnummer / by Dit navn Indtast dit fulde navn E-mail adresse Indtast din e-mail	
Arrangementstype Vælg hvilken type arrangement du afholder Antal deltagere Indtast antal deltagere Hvor afholdes det? Indtast postnummer / by * Dit navn Indtast dit fulde navn * E-mail adresse Indtast din e-mail	
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Hvor afholdes det? Indtast postnummer / by * Dit navn Indtast dit fulde navn * E-mail adresse Indtast din e-mail	
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* Dit navn Indtast dit fulde navn * E-mail adresse Indtast din e-mail	
* E-mail adresse Indtast din e-mail	
* E-mail adresse Indtast din e-mail	
* E-mail adresse Indtast din e-mail * Telefonnummer	
* Telefonnummer	
Indtast dit telefonnummer	
Kommentarfelt	
Beskriv dit arrangement og skriv eventuelle ønsker mv. her	

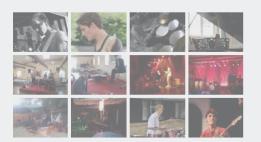


eventzonen 🕝 🔾 Opret kunstner Log ind



KONTAKT KUNSTNE

Billeder



√ Tags

partymusiker

band til bryllup bryllupsband
bryllupsmusik bryllupsmusiker
bryllupstrio coverband danseband
dansemusik festmusik festtrio
kopiband levende musik til fest
live band til fest live musik til fest
musiker musik til bryllup
musik til firmafest musik til fødselsdag
musik til guldbryllup musik til julefrokost
musik til kobberbryllup musik til privatfest
musik til sølvbryllup orkester partyband

Musik > Bands > Allround festbands

Carters Kartel

risniveau Hjemby

Prisniveau Kr. 12.000 - 25.000 **Områder** Hele landet **Varighed** 1-4 timer

2 Profil

4 drenge der ved hvad musik handler om, og som forstår at give det videre.

Løfter om en fantastisk musikoplevelse, en uforglemmelig aften og musik der rammer nerverne i benene. Louis, Lasse, Magnus og Martin er alle meget dygtige musikkere, og som elsker at spille musik i genre som jazz, soul, lounge og pop.

Hvis du har et firma, et bryllup, fødselsdag, konfirmation eller en fest, er vi dem du ønsker hvis du vil have høj musisk kvalitet i øregangene.

Læs mere...

□ Videoklip





Kontakt Carters Kartel

SEND FORESPØRGSEL

Kontakt Carters Kartel via formularen her, så vil Carters Kartel vende tilbage hurtigst muligt. Det er gratis. Du er ikke forpligtet til at benytte det tilbud du modtager. Dato for dit arrangement Vælg dato... Tidspunkt for optræden Indtast start / slut tidspunkt... Arrangementstype Vælg hvilken type arrangement du afholder... ♦ Antal deltagere Indtast antal deltagere... Hvor afholdes det? Indtast postnummer / by... * Dit navn Indtast dit fulde navn... * E-mail adresse Indtast din e-mail... * Telefonnummer Indtast dit telefonnummer... Kommentarfelt Beskriv dit arrangement og skriv eventuelle ønsker mv. her...

Date of your e	vent	
Time of perfor	mance	
Type of event		
Choose what	type of event you are holding \$	
Number of att	endees	
Where will the	e event take place?	
*Your name		
*E-mail addres	SS	
*Phone numbe	er	
Comment field	d c	
Describe you	ır event and note special requests, etc	c. here.
Send Req	uest	



Control:

Date of your event	
Time of performance	
Type of event	
Choose what type of event you are holding \$	
Number of attendees	
Where will the event take place?	
*Your name	
E-mail address	
*Phone number	
	J
Comment field	
Describe your event and note special reques	ts, etc. here.
Send Request	

Treatment:

Date of your event	
Where will the event take place?	
Type ZIP and city	
Your name	
*E-mail address	
*Phone number	
Comment field	
Describe your event and note special requests, etc. here.	/,
Send Request	

Date of your event	
ime of performance	
ype of event	
Choose what type of event you are holding \$	
lumber of attendees	
Vhere will the event take place?	
Your name	
il addusas	
E-mail address	
Phone number	
Comment field	
Describe your event and note special request	s, etc. here.
Send Request	

A: Form with 9 fields



Date of your event
Where will the event take place?
Type ZIP and city
Your name
*E-mail address
*Phone number
Comment field
Describe your event and note special requests, etc. here.
Send Request

A: Form with 9 fields

B: Form with 6 fields

ate of your event	
Where will the event take place?	
Type ZIP and city	
*Your name	
*E-mail address	
*Phone number	
Comment field	
Describe your event and note special requests, etc. here.	10
Send Request	

- A: Form with 9 fields
- **B: Form with 6 fields**
- √ 4 full weeks of data
- **√** 512 conversions
- √ 95% confidence level

ate of your event
Where will the event take place?
Type ZIP and city
*Your name
*E-mail address
*Phone number
Comment field
Describe your event and note special requests, etc. here.
Send Request

- A: Form with 9 fields
- **B: Form with 6 fields**
- √ 4 full weeks of data
- **√** 512 conversions
- √ 95% confidence level





Highest interaction

Date of your event	
Time of performance	
Type of event	
Choose what type of event you are holding \$	
Number of attendees	
Where will the event take place?	
*Your name	
E-mail address	
*Phone number	
Comment field	
Describe your event and note special requests, etc. here.	
	10
Send Request	



Lowest interaction

Date of your event	
ime of performance	
ype of event	
Choose what type of event you are holding \$	
lumber of attendees	
Where will the event take place?	
Type ZIP and city	
Your name	
E-mail address	
Phone number	
Comment field	
Describe your event and note special requests, etc. here.	
	1,
Send Request	
Schu ricquest	



Highest drop-off

Date of your event	
Time of performance	
Type of event Choose what type of event you are holding \$	
Number of attendees	
Where will the event take place?	
*Your name	
*E-mail address	
*Phone number	
Comment field	
Describe your event and note special requests, etc. here.	
Send Request	
	tVe

Moved to top

Choose what type of event you are having \$	
Date of your event	
Time of performance	
Number of attendees	
turnber of attendees	
Location (fill out if you have booked location)	
Your name	
E-mail address (the entertainer will reply via email)	
Phone (only used if the entertainer has questions)	
Optional field - feel free to write a comment here	
Describe your event and note special requests, etc. here.	
	6
Send Request	

Tweaked label copy

Tweaked label copy

Type of event	
Choose what type of event you are having \$	
Date of your event	
Time of performance	
Number of attendees	
Location (fill out if you have booked location)	
Type ZIP and city	
*Your name	
*E-mail address (the entertainer will reply via email)	
*Phone (only used if the entertainer has questions)	
Optional field - feel free to write a comment here	
Describe your event and note special requests, etc. here.	
Send Request	itVerv

Control:

ime of performance Type of event	
ype of event	
ype of event	
Choose what type of event you are holding \$	
Number of attendees	
Where will the event take place?	
Type ZIP and city	
Your name	
E-mail address	
Phone number	
Comment field	
Describe your event and note special requests	ata barra

Treatment B:

Type of event	
Choose what type of event you are having	•
Date of your event	
Time of performance	
Number of attendees	
Location (fill out if you have booked location	n)
Type ZIP and city	
*Your name	
*E-mail address (the entertainer will reply v	a email)
*Phone (only used if the entertainer has que	estions)
Optional field - feel free to write a commen	t here
Describe your event and note special reques	ts, etc. here.
	10
Send Request	

Date of your event	
Time of performance	
Type of event	
Choose what type of event you are holding \$	
Number of attendees	
Where will the event take place?	
Type ZIP and city	
*Your name	
*E-mail address	
*Phone number	
Comment field	
Describe your event and note special reques	ts, etc. here.
	<i>1</i> .
Send Request	

A: Control (9 fields)

Type of event	
Choose what type of event you are having	\$
Date of your event	
Time of performance	
Number of attendees	
Location (fill out if you have booked locati	ion)
Type ZIP and city	
*Your name	
*E-mail address (the entertainer will reply	via email)
_ man address (and office tamer will reply	
*Phone (only used if the entertainer has qu	uestions)
•	
Optional field - feel free to write a comme	nt here
Describe your event and note special reque	
Send Request	

A: Control (9 fields)

B: Variation (9 fields w/ tweaked labels)



Type of event	_
Choose what type of event you are having	‡
Date of your event	
Time of performance	
Number of attendees	
Location (fill out if you have booked location	on)
Type ZIP and city	
*Your name	
*E-mail address (the entertainer will reply v	via email)
*Phone (only used if the entertainer has qu	uestions)
Priorie (only used if the entertainer has qu	iesuons)
Optional field - feel free to write a commer	
Describe your event and note special reques	sts, etc. nere.
Send Request	

A: Control (9 fields)

B: Variation (9 fields w/ tweaked labels)

- √ 4 full weeks of data
- **√** 671 conversions
- √ 96% confidence level



*
tion)
/ via email)
questions)
ent here
ests, etc. here.

- A: Control (9 fields)
- B: Variation (9 fields w/ tweaked labels)

- √ 4 full weeks of data
- **√** 671 conversions
- √ 96% confidence level





Treatment A



14.23% drop in leads

Where will the event take place?	
Indtast postnummer / by	
Your name	
*E-mail address	
*Phone number	
*Phone number	
*Phone number Comment field	
Comment field Describe your event and note special	

Treatment B



19.21% increase in leads

Type of event	
Choose what type of event you are having	•
Date of your event	
Time of performance	
Number of attendees	
Location (fill out if you have booked locat	ion)
Type ZIP and city	
*Your name	
*E-mail address (the entertainer will reply	via e
*Phone (only used if the entertainer has q	uesti
Optional field - feel free to write a comme	nt he
Describe your event and note special reque	ests, e

Send Request



Treatment A



14.23% drop in leads



Treatment B



19.21% increase in leads



IT IS DIFFICULT TO SOLVE A PROBLEM YOU DON'T UNDERSTAND

5 Quick Questions on Conversion Research

Definition of "Conversion Research": the process of gathering and analyzing data on your website and/or marketing funnel to better understand where and why things are going wrong as well as which areas represent the highest potential return.

How often do you conduct conversion research before running an A/B test?
Sometimes
Always
Never
Is there something holding you back from doing conversion research?
○ No
Yes
Do you believe that Conversion Research will help you get bigger lifts?
○ No
Yes
Which research tool would you like to learn more about the most?
Web Analytics (e.g. Google Analytics)
Qualitative interviews
Feedback polls and surveys
Click and scroll maps
User testing
Session recordings
Other
Is there anything you'd like to add?
○ No
Yes
SEND

Is there anything holding you from doing conversion research?

5 Quick Questions on Conversion Research

Definition of "Conversion Research": the process of gathering and analyzing data on your

website and/or marketing funnel to better understand where and why things are going v as well as which areas represent the highest potential return.	/ro
How often do you conduct conversion research before running an A/B test?	
Sometimes	
Always	
Never	
Is there something holding you back from doing conversion research?	
○ No	
Yes	
Do you believe that Conversion Research will help you get bigger lifts?	
○ No	
Yes	
Which research tool would you like to learn more about the most?	
Web Analytics (e.g. Google Analytics)	
Qualitative interviews	
Feedback polls and surveys	
Click and scroll maps	
User testing	
Session recordings	
Other	
Is there anything you'd like to add?	
○ No	
Yes	
SEND	

Is there anything holding you from doing conversion research?

- 1. Time
- 2. Client/Company Buy-In
- Budget
- Don't know where to start



Expert Marketer's

Nagic Crystal Ball

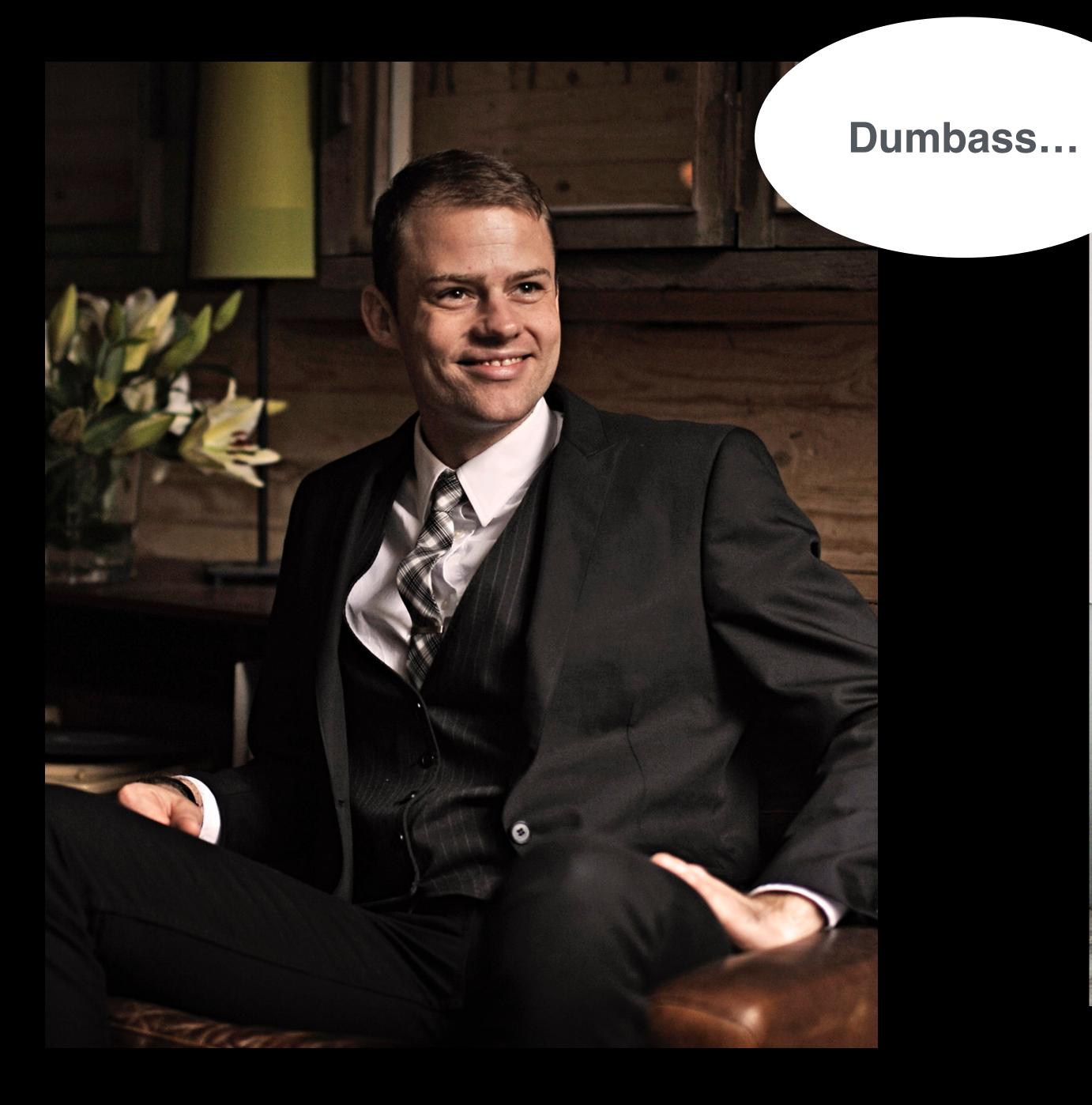
Magic Crystal Ball

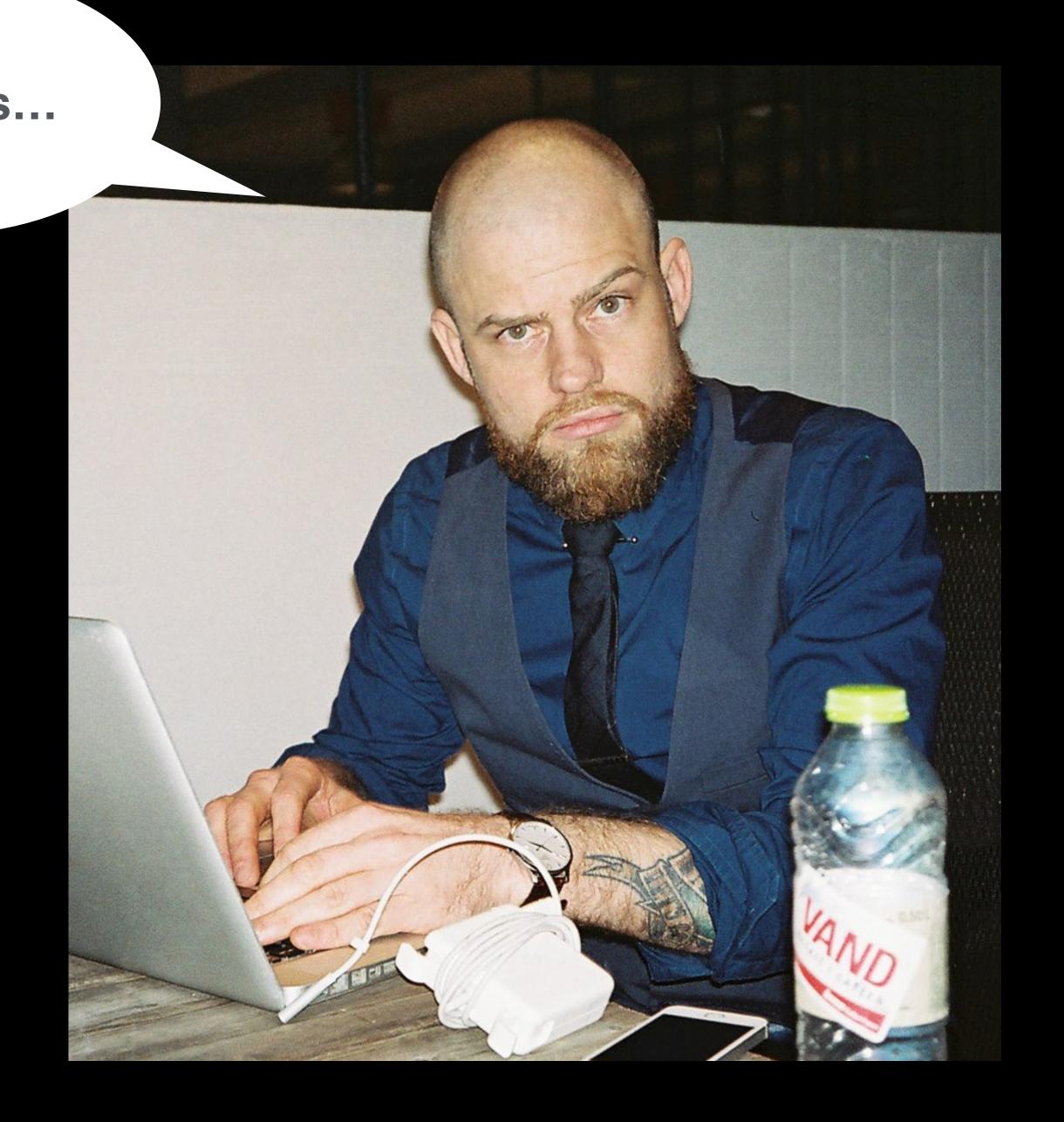






Research schmesearch JUST TEST IT!!!

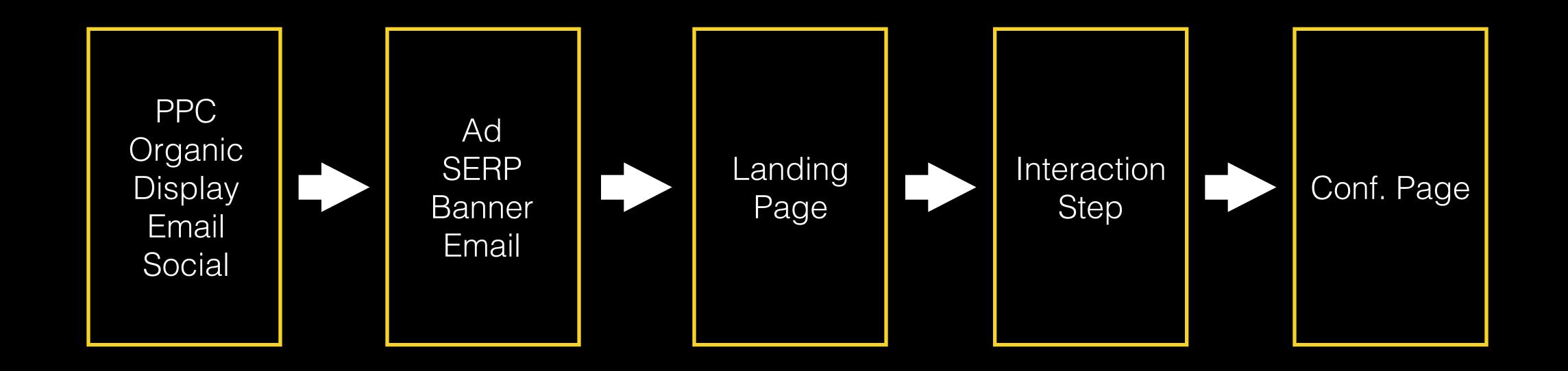


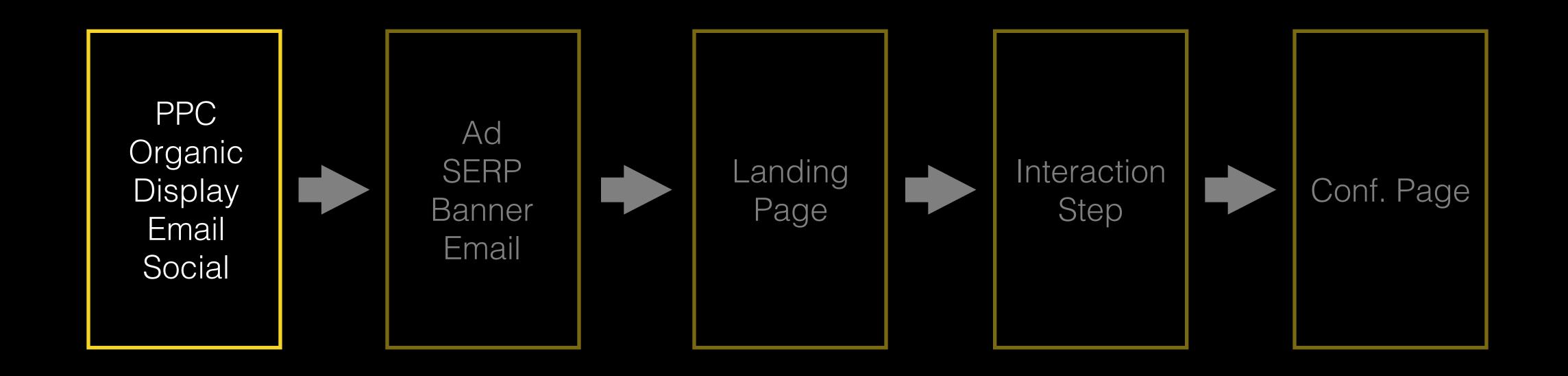


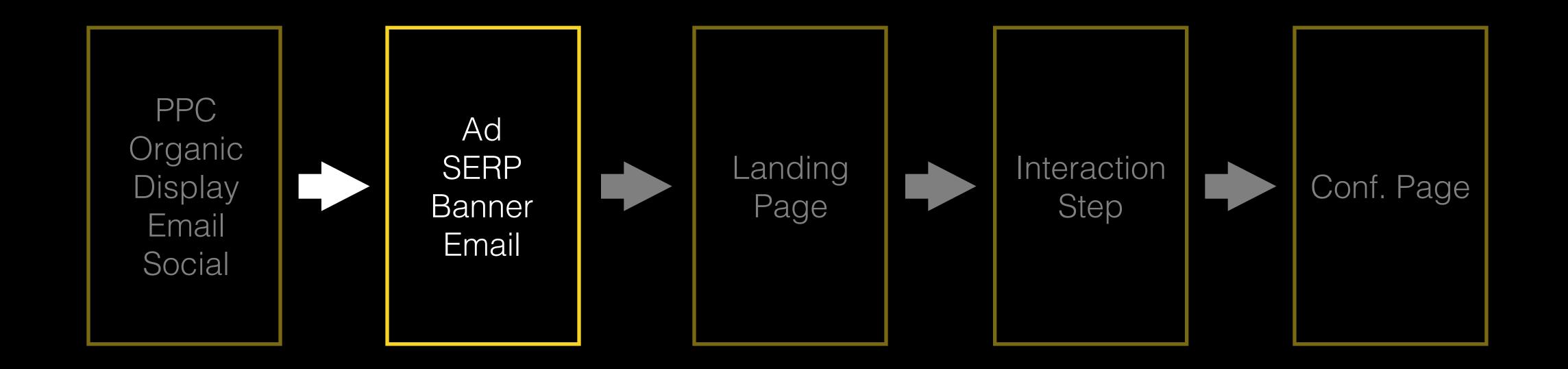
SPLIT TESTING IS NOT AN EXCUSE TO SKIP YOUR HOMEWORK!!!

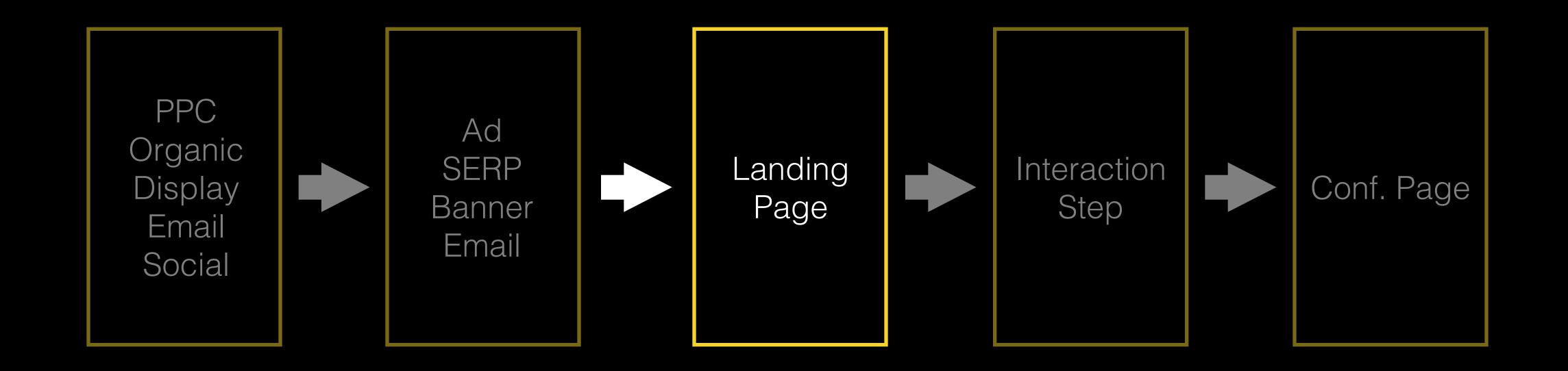
DON'T THINK OF SPLIT TESTING AS A RESEARCH TOOL

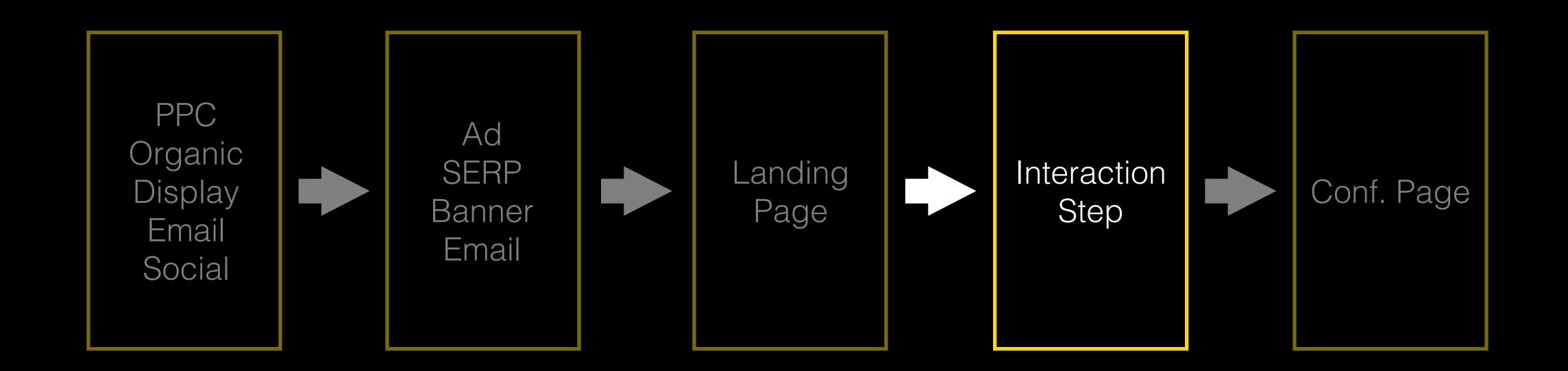
Landing Page

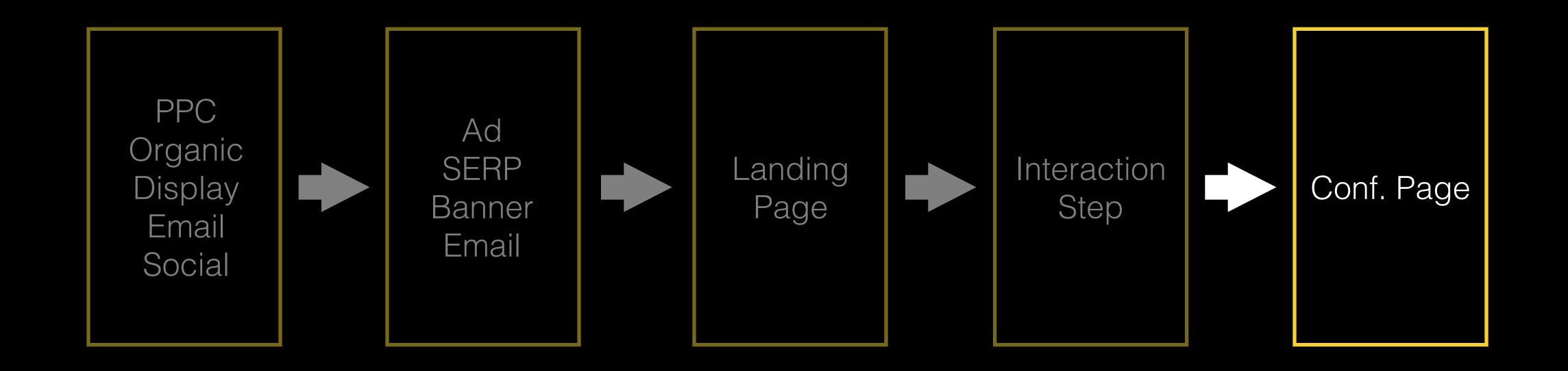


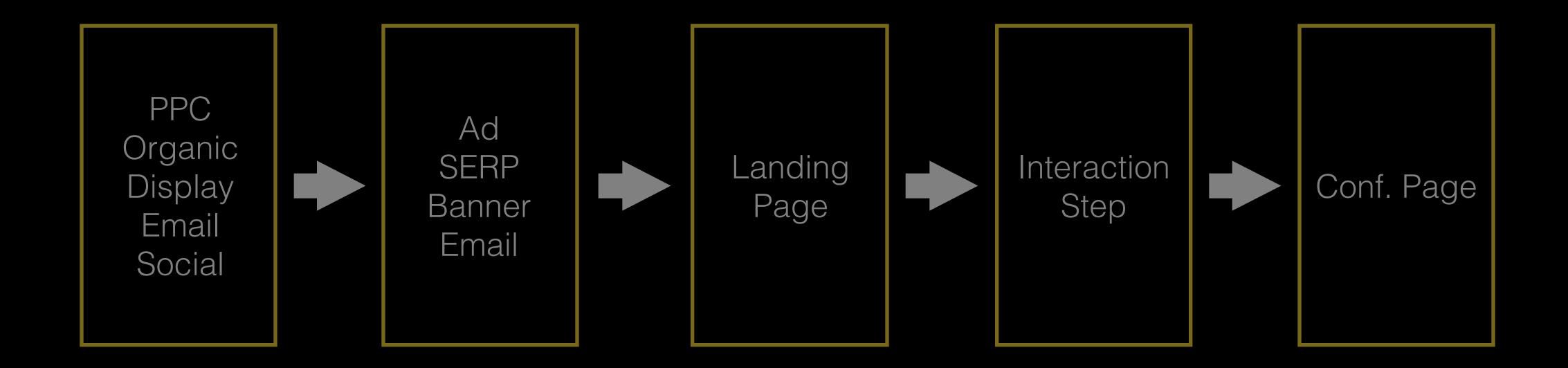


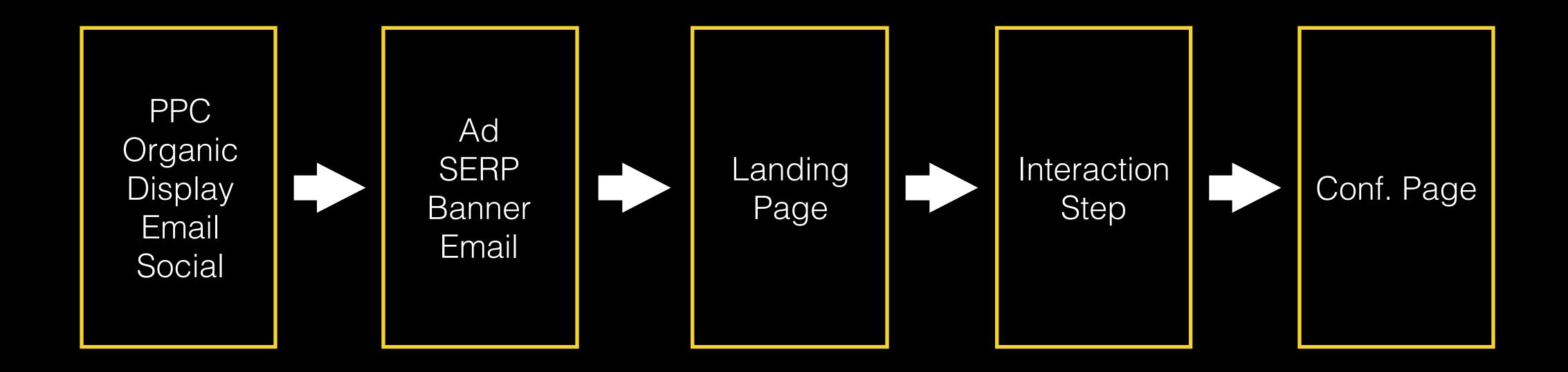


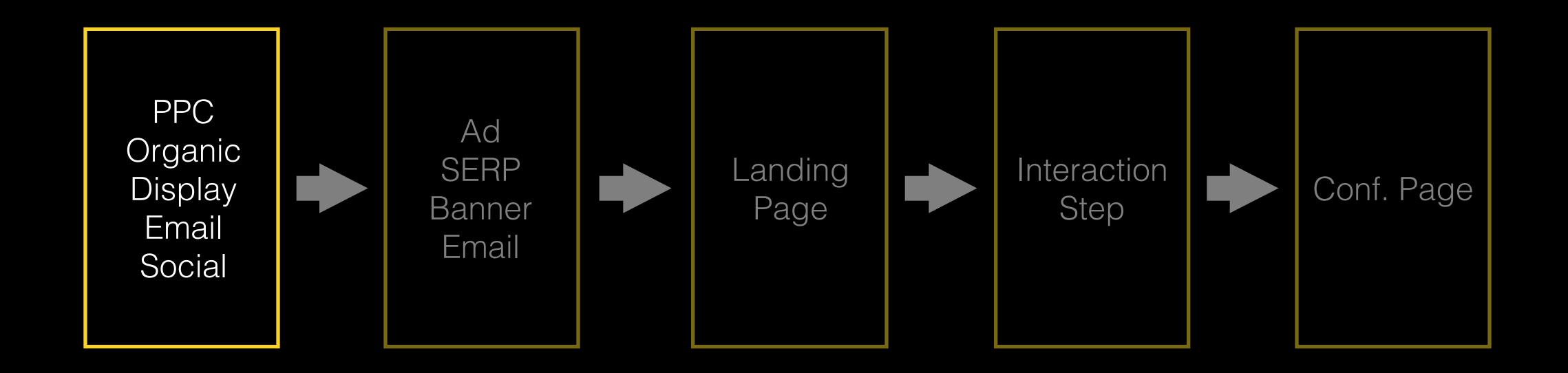








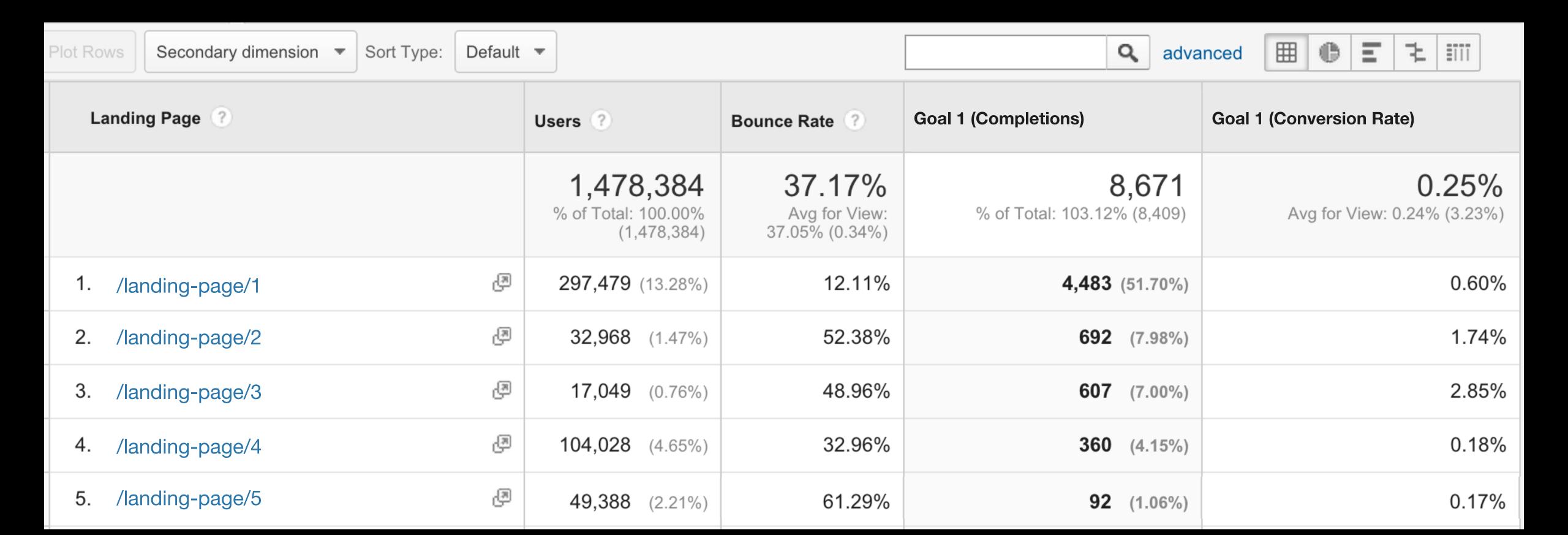




Aagaard's Custom LPO Report

http://bit.ly/1Mpg3lf

Title	Aagaard's Custom LPO Report
Report Content	
	dd report tab
	Report Tab Duplicate this tab
Туре	Explorer Flat Table Map Overlay
Metric Groups	Metric Group
	+ add metric
	+ Add metric group
Dimension Drilldowns	
	□ Device Category ▼ ⊗
	Default Channel Grou ▼ ⊗
	+ add dimension
Filters - optional	
	+ add filter -
N.C. and a second	
Views - optional	All vieus agas sinted with this agas wat
	All views associated with this account
•	Kanalvælgershop •



Plot Rows Secondary dimension ▼ Sort Type: Default ▼				
Landing Page ?	Users ? Bounce Rate ?		Goal 1 (Completions)	Goal 1 (Conversion Rate)
	1,478,384 % of Total: 100.00% (1,478,384)	37.17% Avg for View: 37.05% (0.34%)	8,671 % of Total: 103.12% (8,409)	0.25% Avg for View: 0.24% (3.23%)
1. /landing-page/1	297,479 (13.28%)	12.11%	4,483 (51.70%)	0.60%
2. /landing-page/2	32,968 (1.47%)	52.38%	692 (7.98%)	1.74%
3. /landing-page/3	17,049 (0.76%)	48.96%	607 (7.00%)	2.85%
4. /landing-page/4	104,028 (4.65%)	32.96%	360 (4.15%)	0.18%
5. /landing-page/5	49,388 (2.21%)	61.29%	92 (1.06%)	0.17%

- Look at Goal Completions & Goal Conversion Rate
- Be careful with low sample sizes (<100 = unreliable, > 250 = good, > 500 = great)
- Bounce Rate is good for comparing pages & performance

Device Category ?	Users ? ↓	Bounce Rate ?	Goal 1 (Completions)	Goal 1 (Conversion Rate)
	32,968 % of Total: 2.23% (1,478,384)	52.38% Avg for View: 37.05% (41.39%)	692 % of Total: 8.23% (8,409)	1.74% Avg for View: 0.24% (624.33%)
1. desktop	29,939 (90.78%)	51.27%	671 (96.97%)	1.87%
2. mobile	2,195 (6.66%)	65.71%	14 (2.02%)	0.53%
3. tablet	847 (2.57%)	56.68%	7 (1.01%)	0.63%

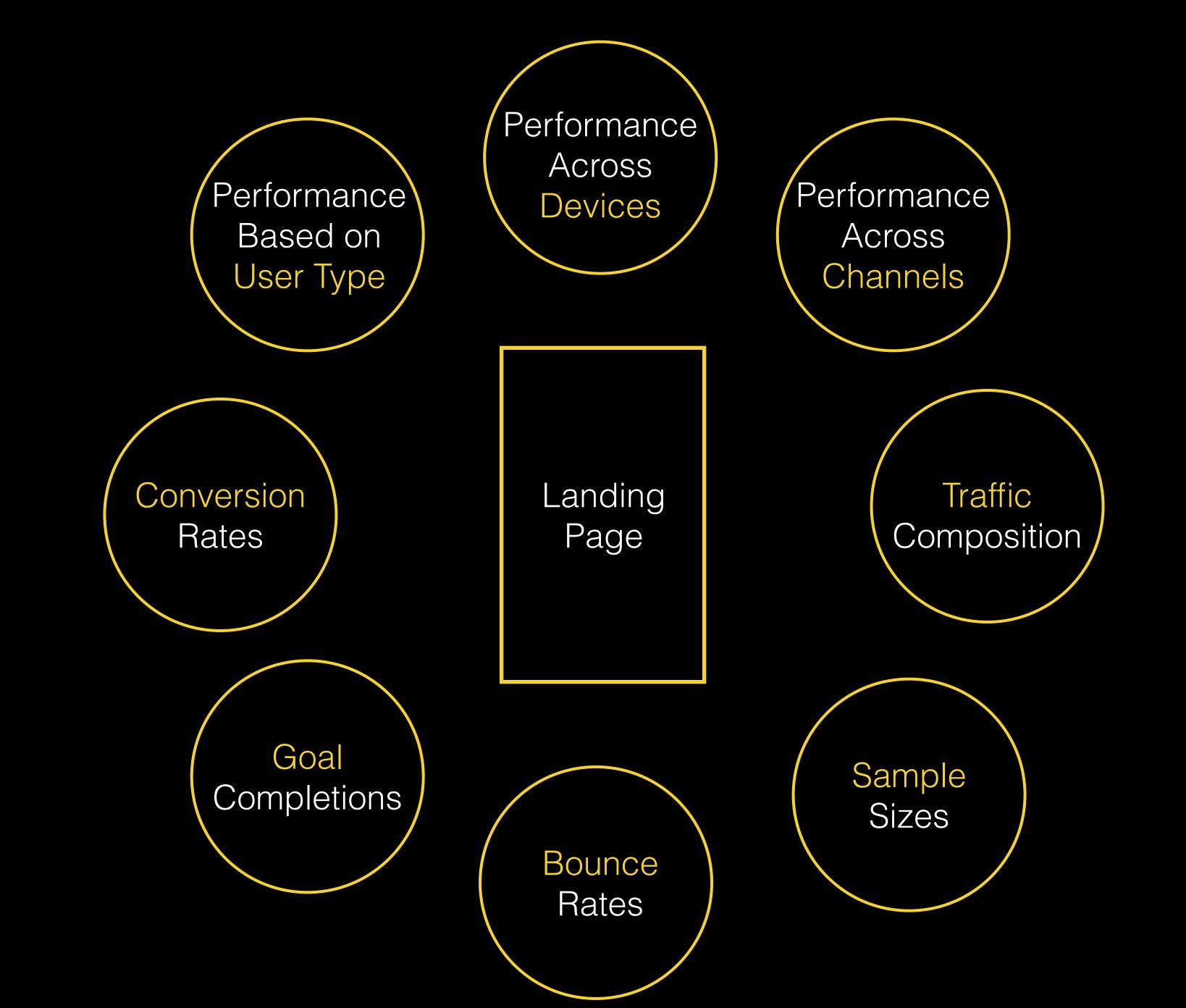
- What is the device mix?
- Compare Conversion Rate across devices
- Compare Bounce Rate across devices

Default Channel Grouping	Users ? ↓	Bounce Rate ?	Goal 1 (Completions)	Goal 1 (Conversion Rate)
	29,939 % of Total: 2.03% (1,478,384)	51.27% Avg for View: 37.05% (38.38%)	671 % of Total: 7.98% (8,409)	1.87% Avg for View: 0.24% (675.89%)
1. Paid Search	28,894 (96.33%)	50.32%	671 (100.00%)	1.93%
2. Display	875 (2.92%)	83.28%	0 (0.00%)	0.00%
3. Direct	169 (0.56%)	54.44%	0 (0.00%)	0.00%
4. Organic Search	35 (0.12%)	33.33%	0 (0.00%)	0.00%
5. Referral	14 (0.05%)	66.67%	0 (0.00%)	0.00%

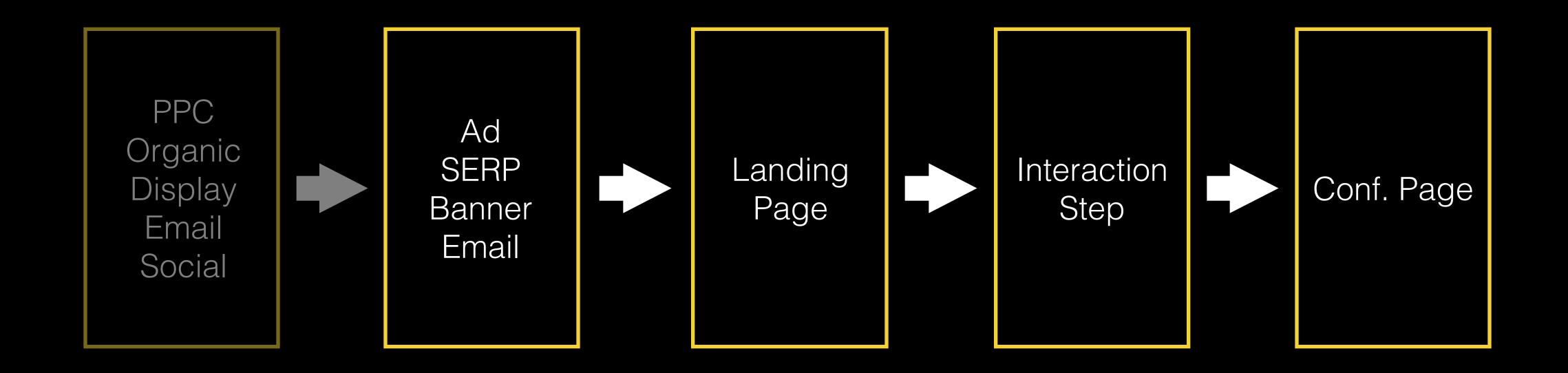
- Get into the individual channels
- Look at flow composition, where is everything coming from?
- Compare Bounce Rate & Conversion Rate for channels
- Traffic quality (high traffic low quality vice versa)

User Type ?	Users ? ↓	Bounce Rate ?	Goal 1 (Completions)	Goal 1 (Conversion Rate)
	28,894 % of Total: 1.95% (1,478,384)	50.31% Avg for View: 37.05% (35.81%)	671 % of Total: 7.98% (8,409)	1.93% Avg for View: 0.24% (703.96%)
1. New Visitor	21,073 (67.38%)	52.23%	367 (54.69%)	1.74%
2. Returning Visitor	10,201 (32.62%)	47.35%	304 (45.31%)	2.23%

- Look at proportion of New & Returning users
- Compare Conversion Rate & Bounce Rate

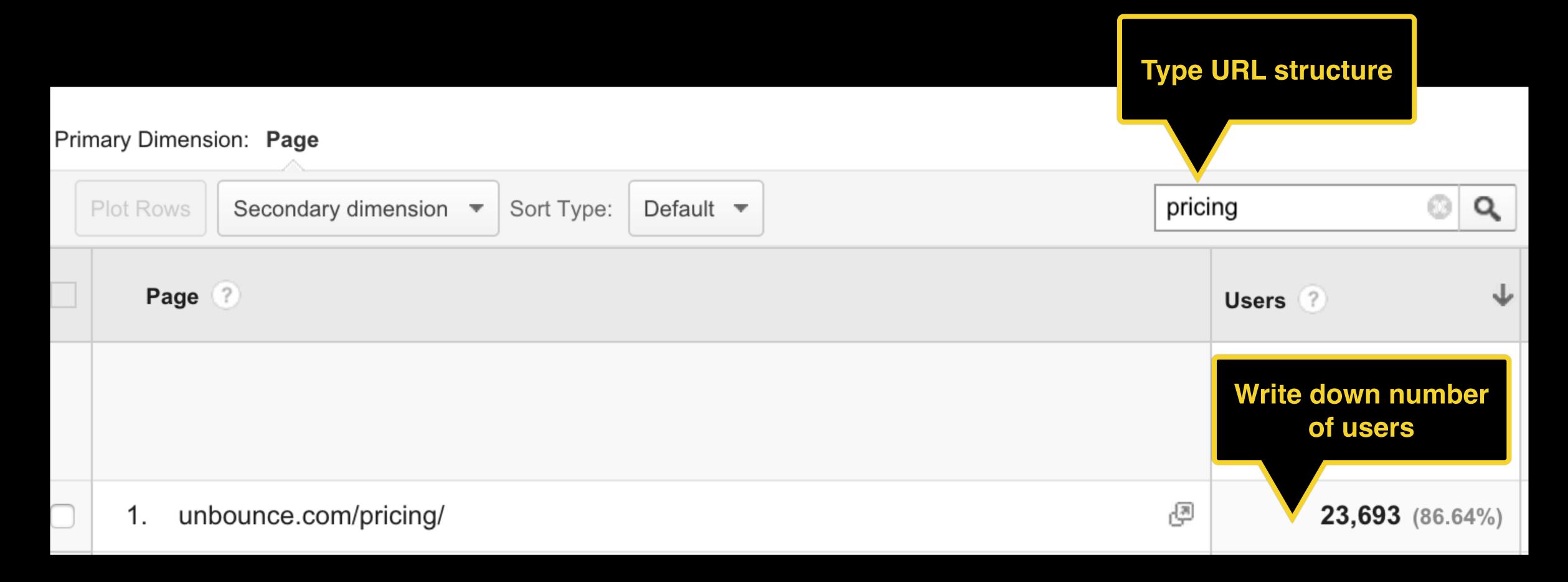






Aagaard's Basic Users / Page Report

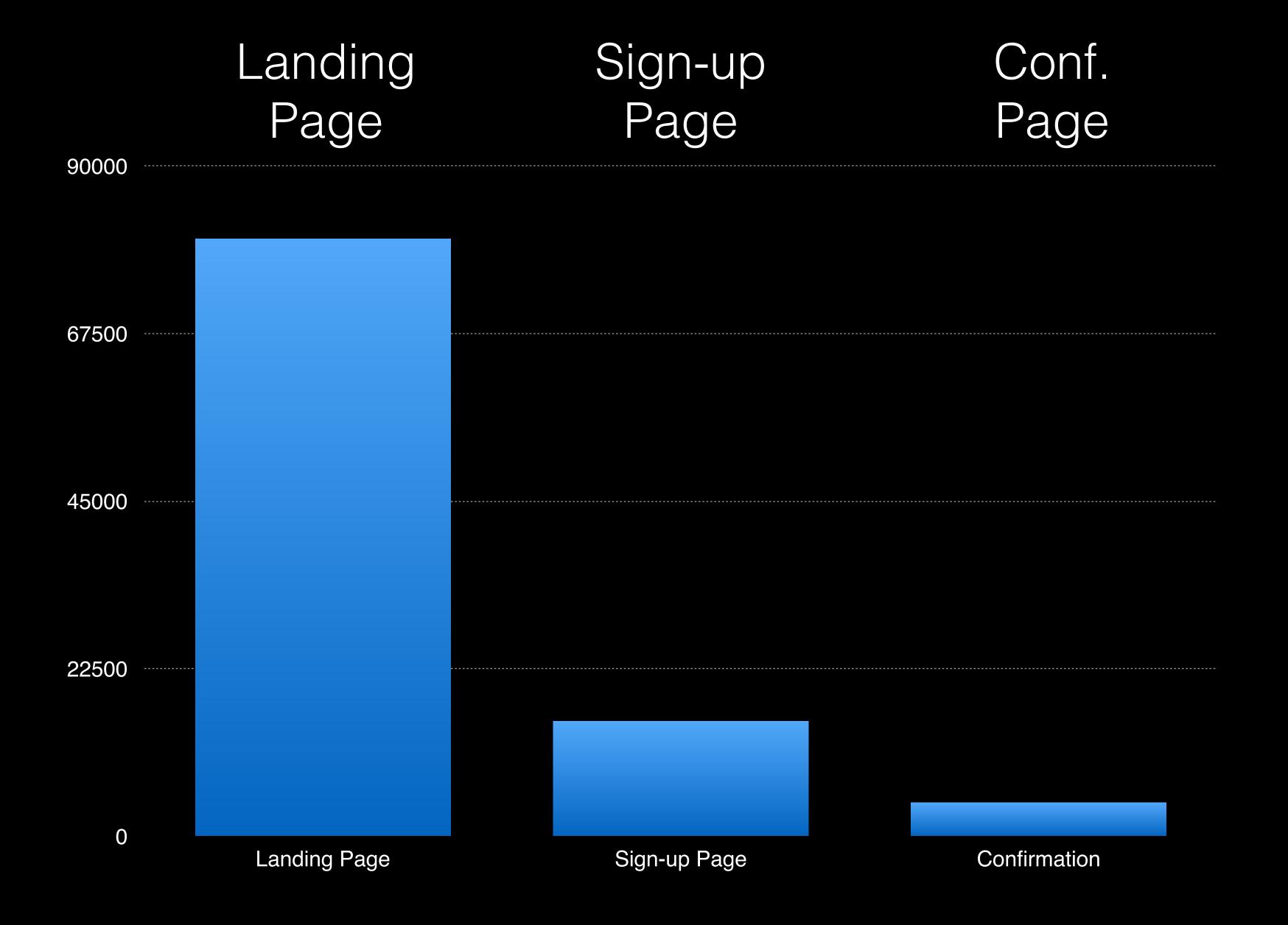
http://bit.ly/1KdiQdM

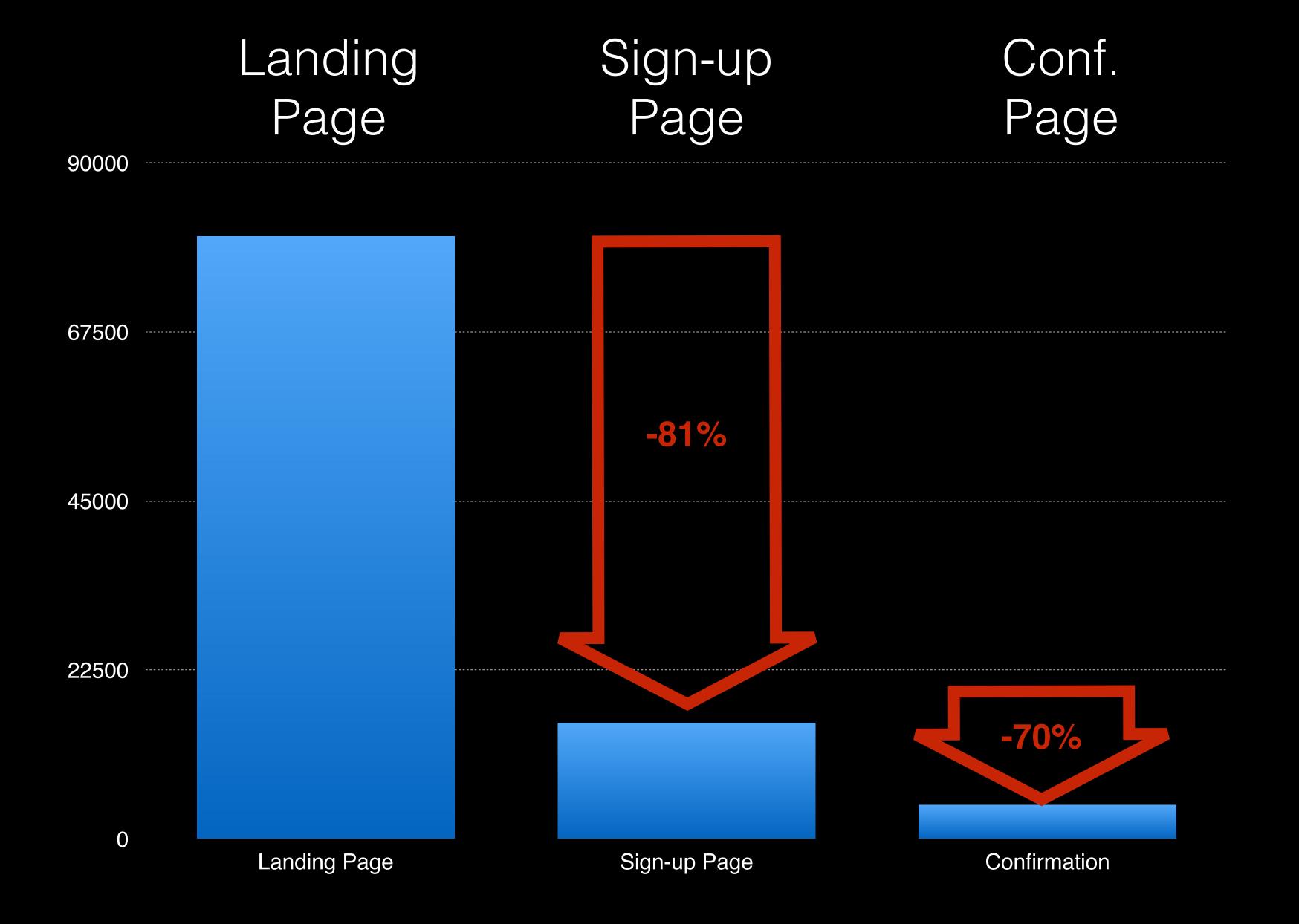


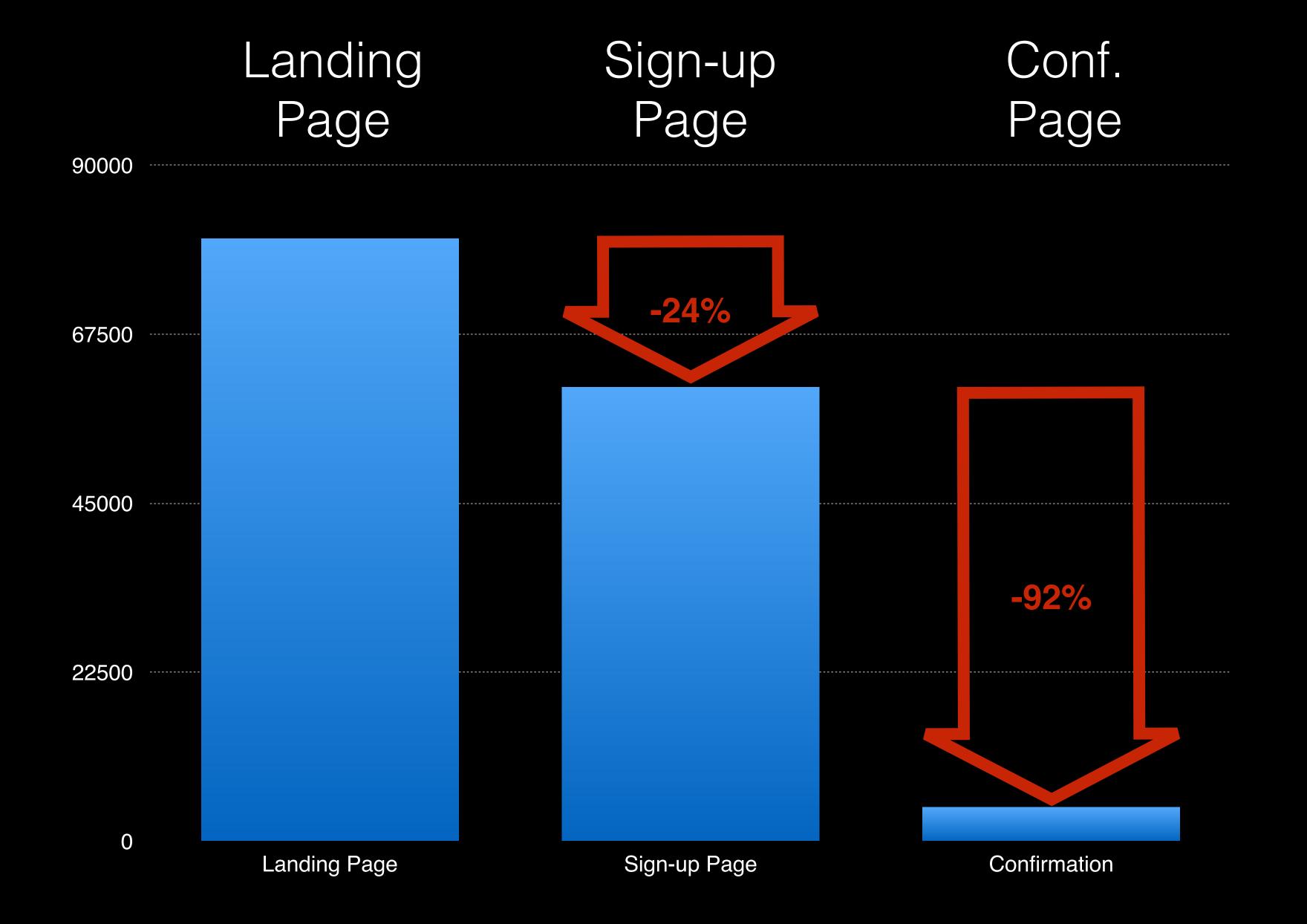
1. Landing page (URL): 80,280 users

2. Form page (URL): 15,545 users

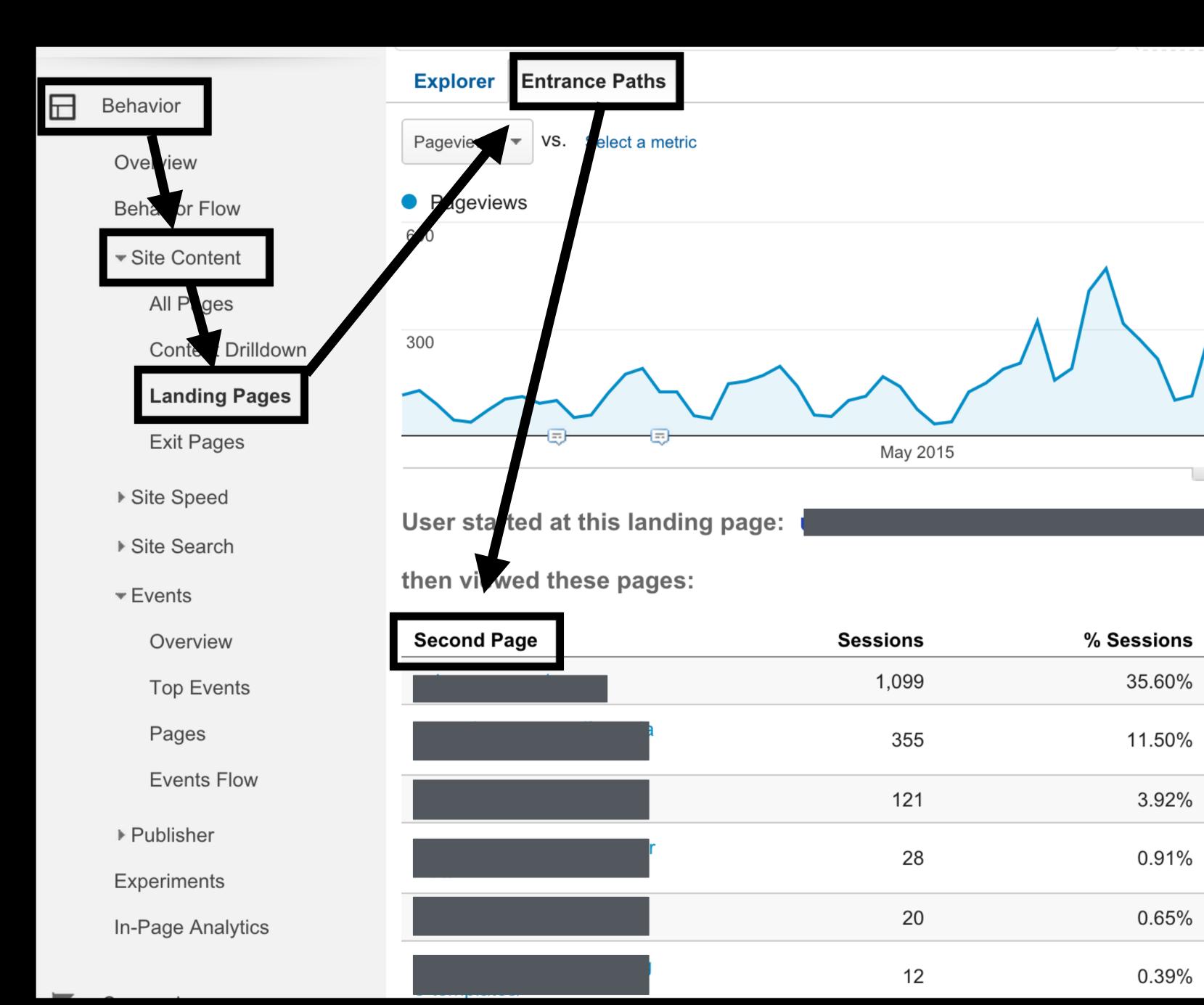
3. Success (URL): 4,599 users

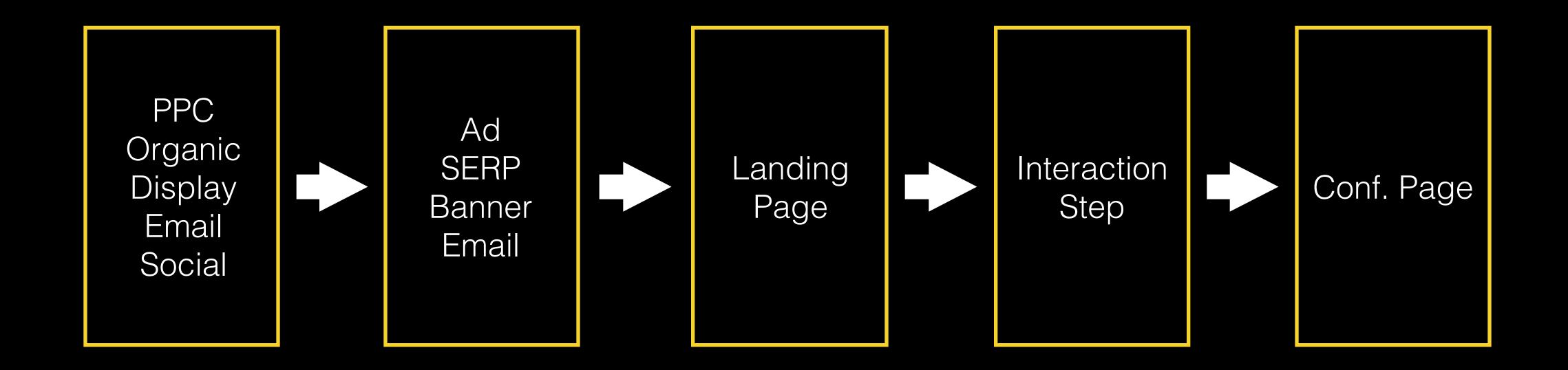






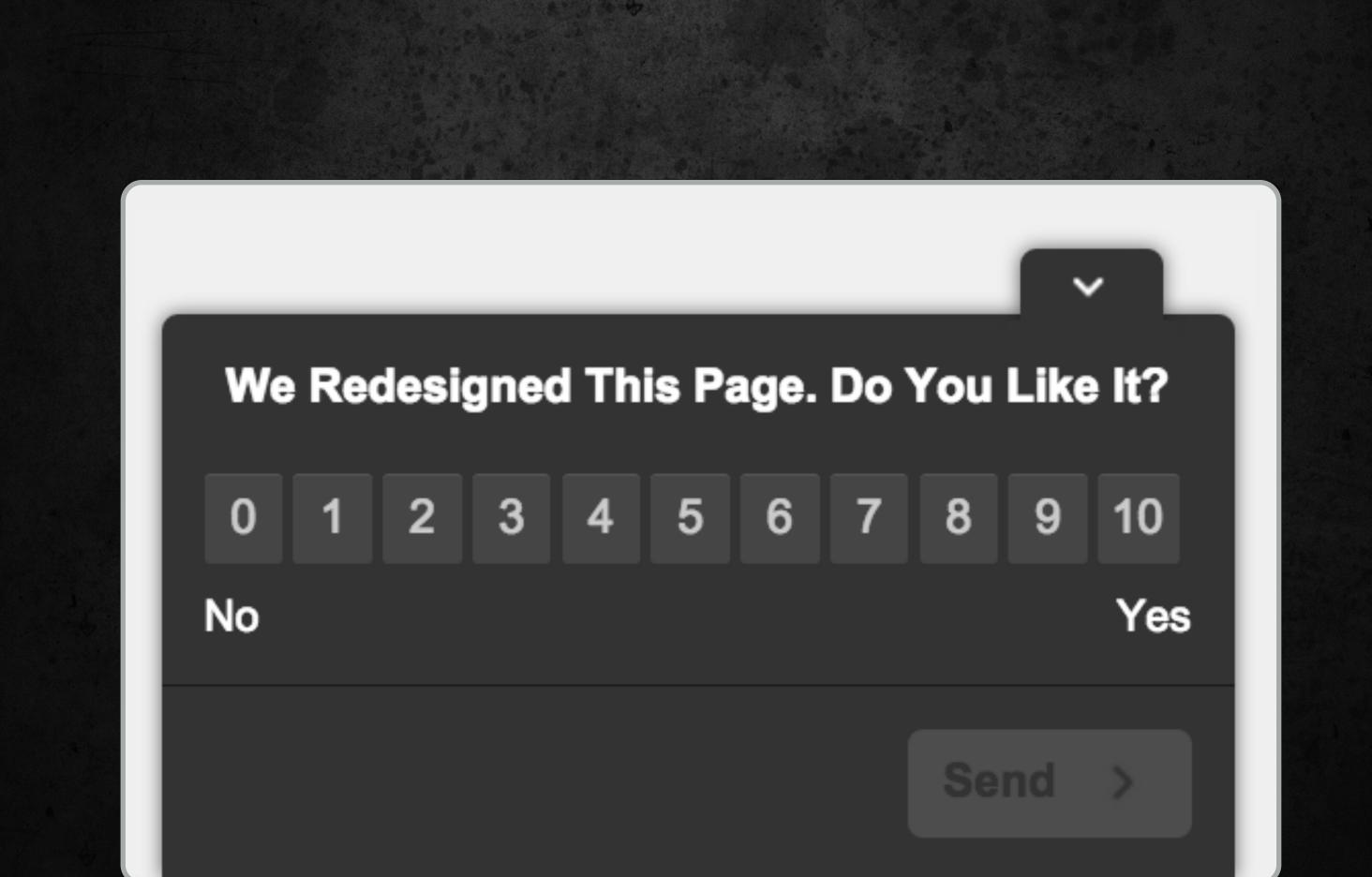
Second Page: Where do users go after they hit your landing page?

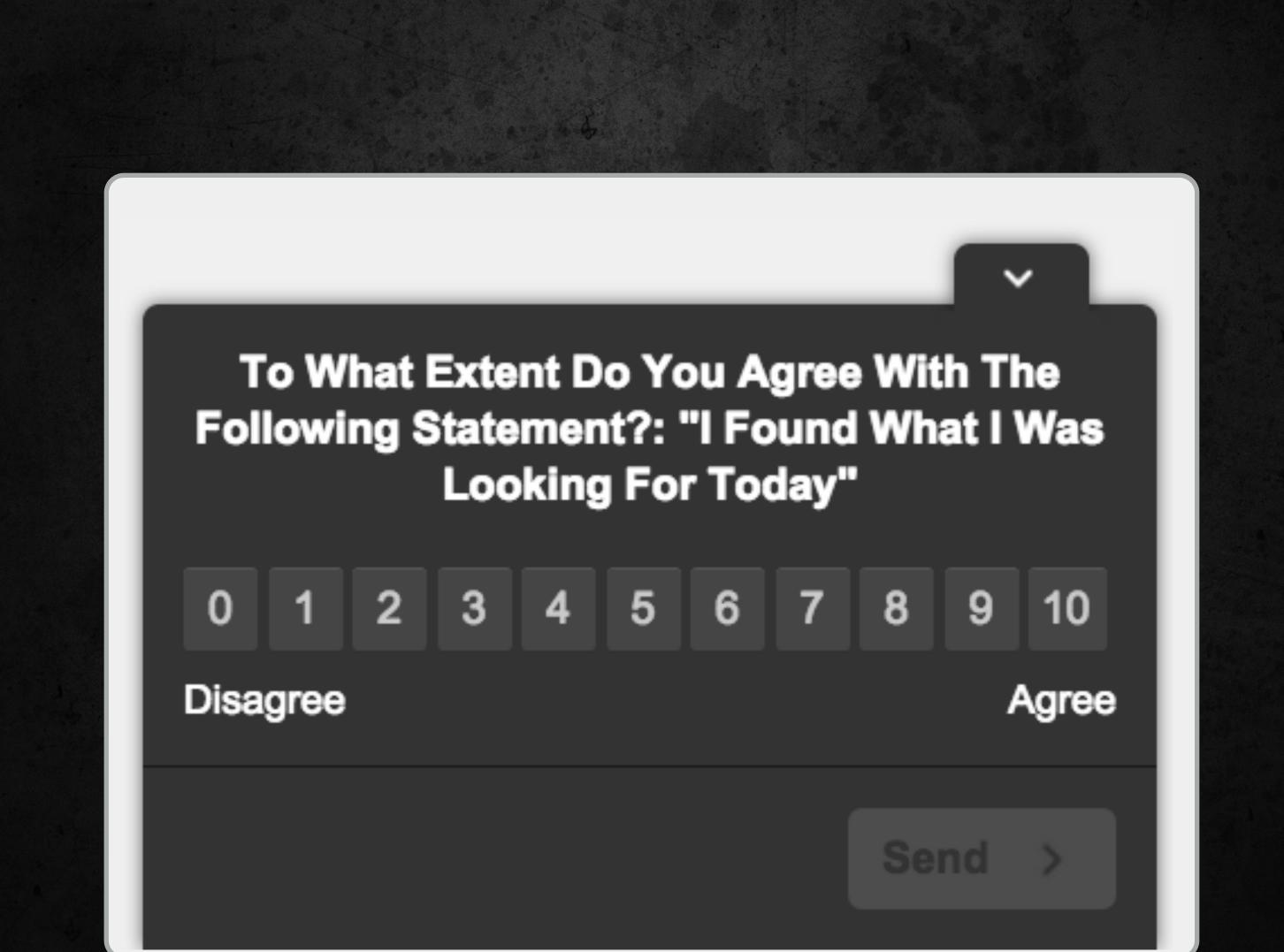




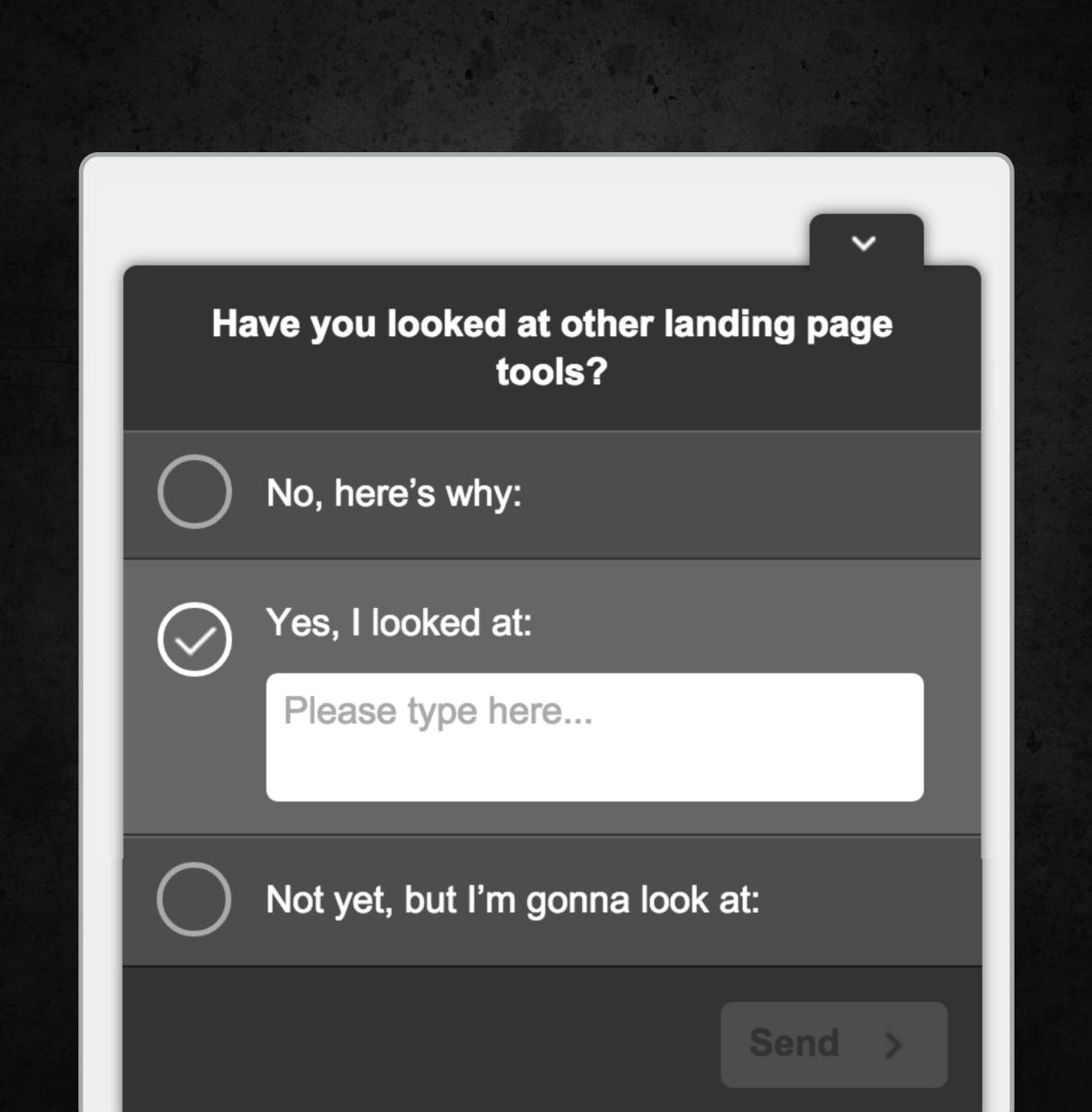
Questions For Customer Success

- 1. What are the top 3 questions from potential
- 2. What do you answer when you get
- 3. Are there any particular aspects of X that people don't understand?
- 4. What aspects of X do people like the most/least?
- 5. Did I miss anything important? Got something to add?





Have you looked at other landing page tools? No, here's why: Yes, I looked at: Not yet, but I'm gonna look at: Send >



Not yet, but I'm No, here's why: Yes, I looked at: going to look at: 70%

Other Research Tools / Methods





DATABORIVEN

- Andy Crestodina

Build, Publish and A/B Test Landing Pages without I.T. Increase the ROI of your marketing campaigns



Quickly & easily build landing pages for your marketing campaigns

Unbounce is the landing page builder for marketers, designed to let you build, publish and A/B test your landing pages. All without having to rely on I.T. or web development teams.

Here's a quick look at how Unbounce helps marketers:



not weeks.



Build landing pages in hours, Start from a high-converting mobile responsive template

Our powerful drag & drop landing page Our powerful orag or orop landing page builder lets you create pages without any help from a technical team. You can easily build a high-converting landing page, and publish to the web in a single click - all without any knowledge of HTML with our suite of mobile-responsive templates, your landing pages will look as good as they perform. Designed to offer complete flexibility, you can easily customize any template to suit your brand.

Increase Conversion Rates with A/B Testing

Unbounce. Create a variation of your landing page with a different headline, image or copy, click "publish" and collect real-time data immediately.

The easiest way to build landing pages for your marketing campaigns



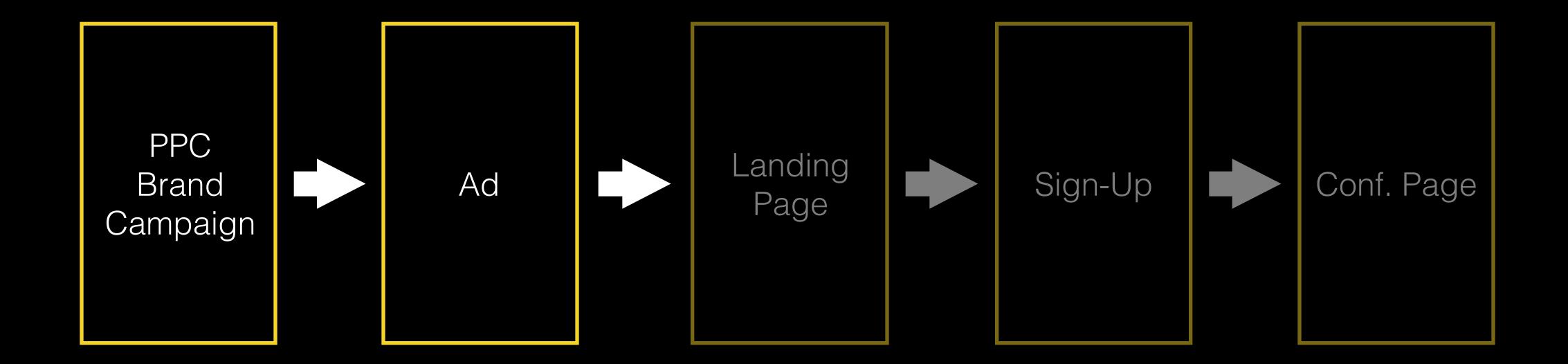
All Plans Include

Basic Integrations (Mailchimp, AWeber, Campaign Monitor, Constant Contact, Zoho & more) ✓ WYSIWYG Landing Page Builder ✓ Email Notifications When You Get Leads Real-Time Conversion Stats

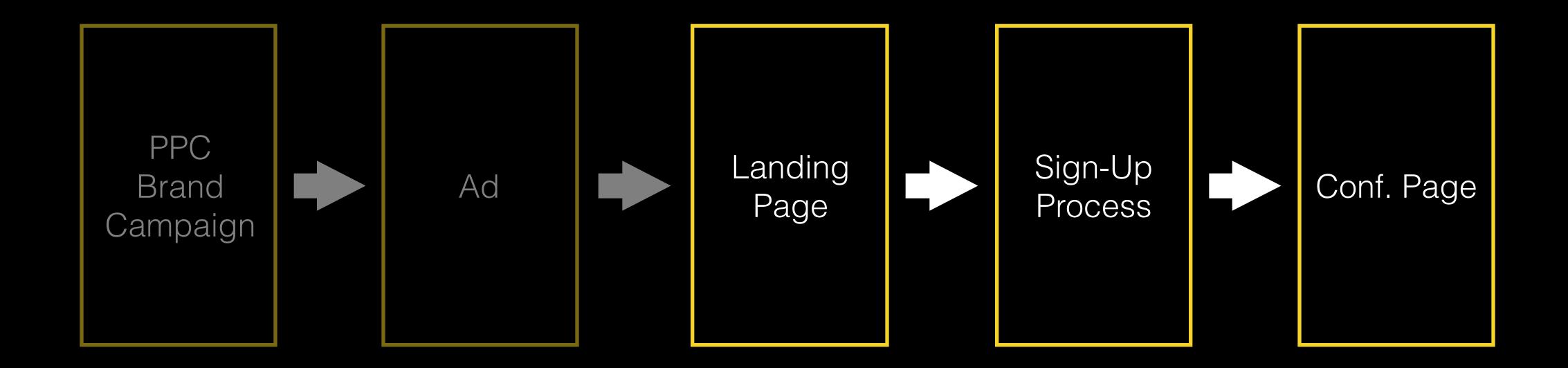
"Unbounce is an incredible tool to easily create landing pages and test new hypothesis and ideas. We've implemented many new designs and in several cases experienced conversion lifts of over 20%."



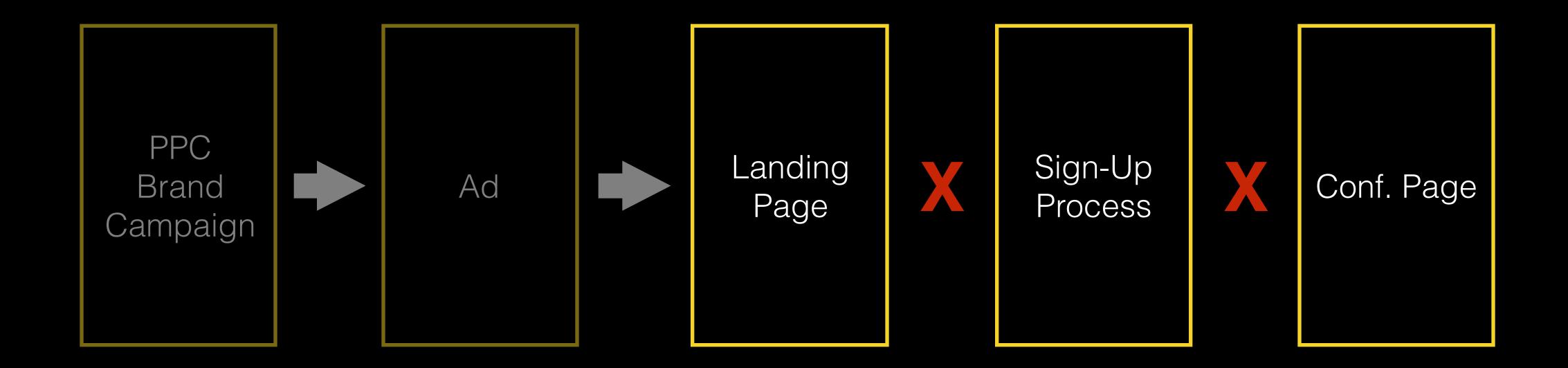
Desktop



Desktop



Desktop

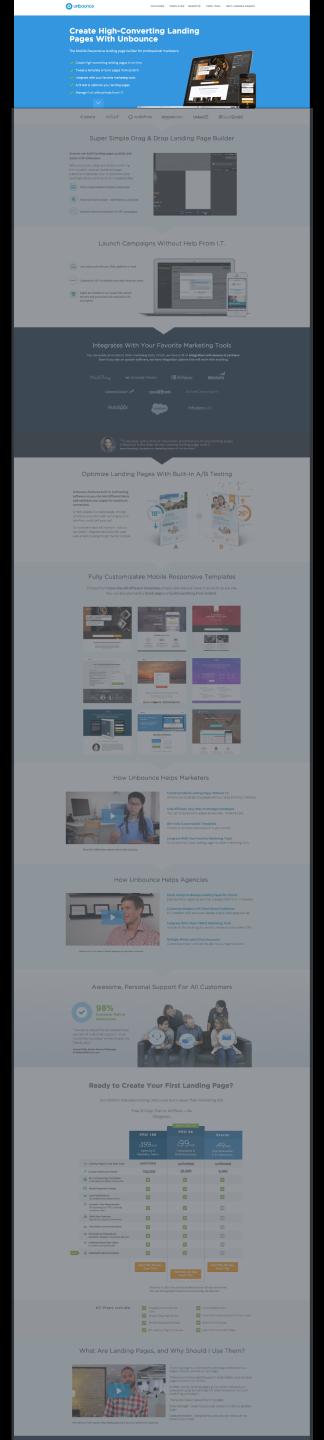


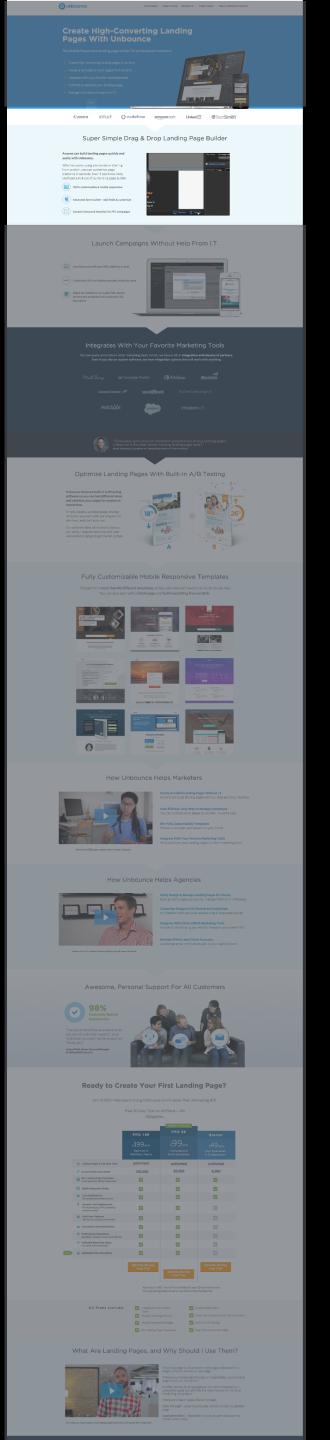


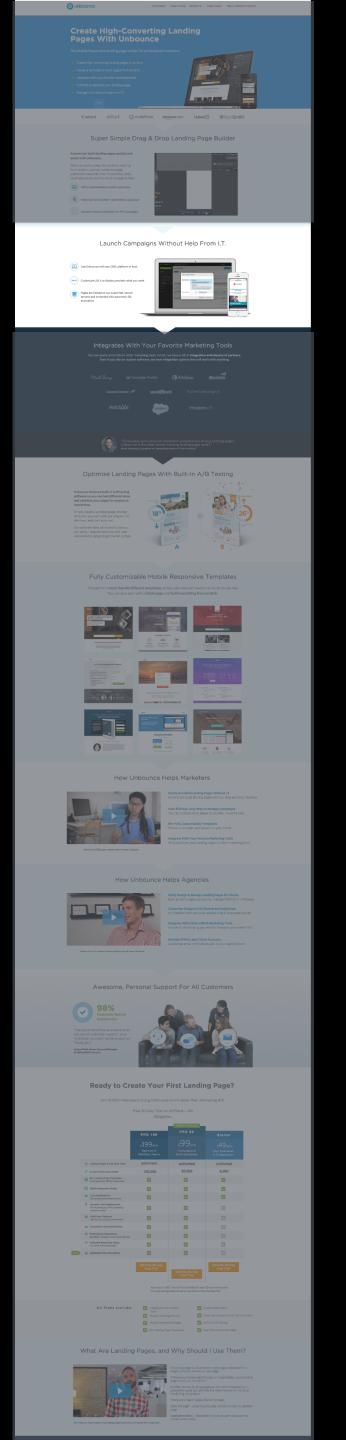


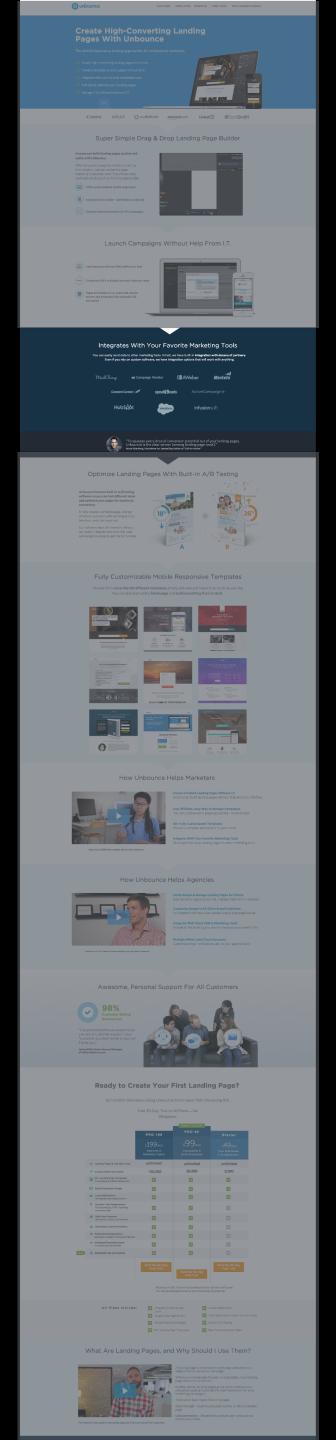


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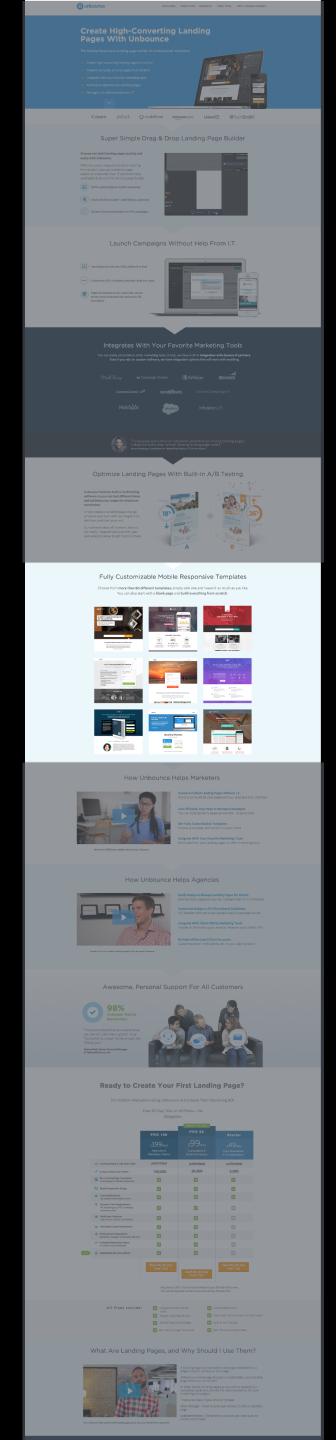


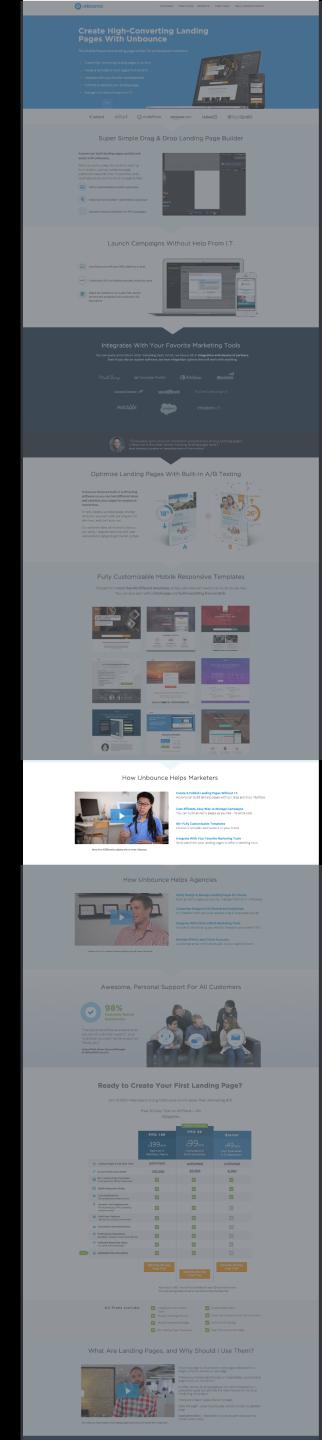


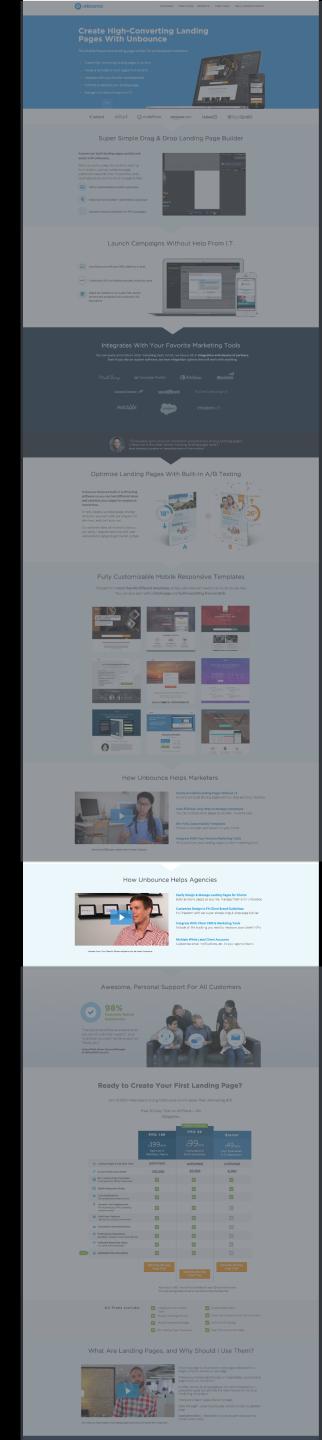


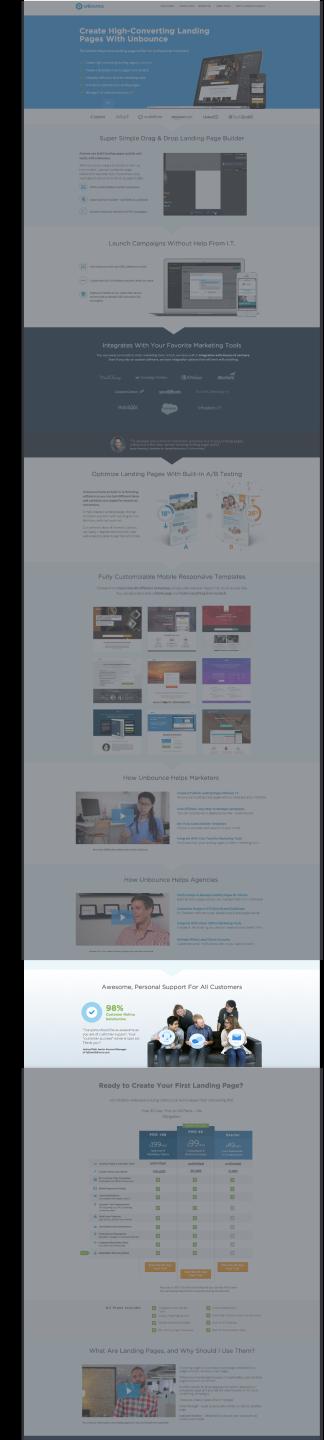


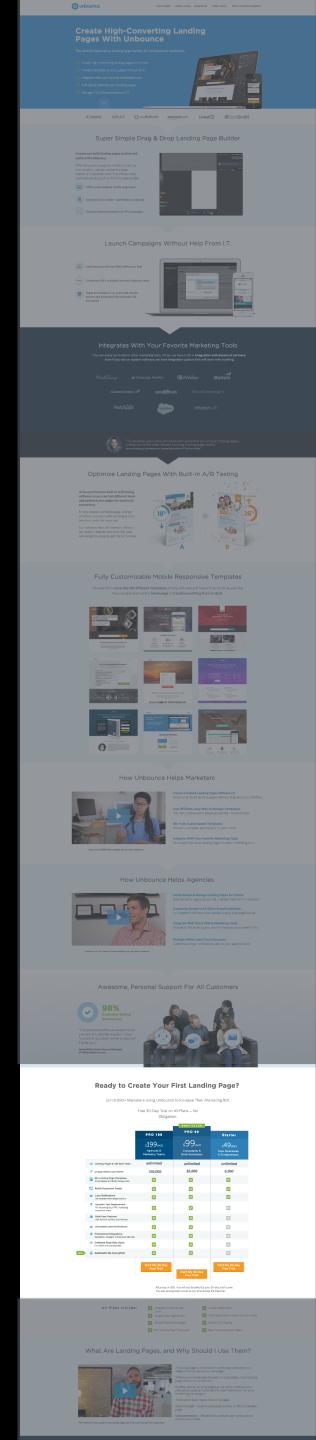


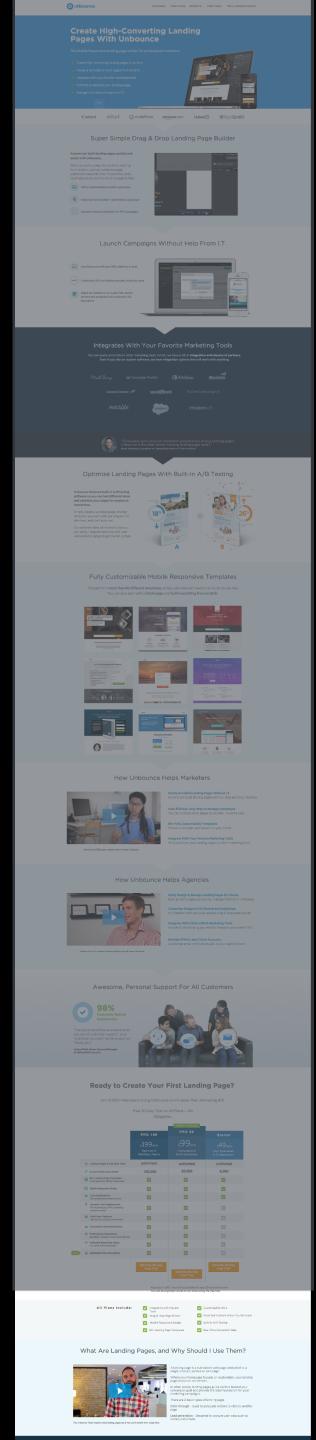














Create High-Converting Landing Pages With Unbounce

The Mobile Responsive landing page builder for professional marketers

- Create high-converting landing pages in no time
- Tweak a template or build pages from scratch
- Integrate with your favorite marketing tools
- ✓ A/B test & optimize your landing pages
- Manage it all without help from I.T.

















FREE TRIAL

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V





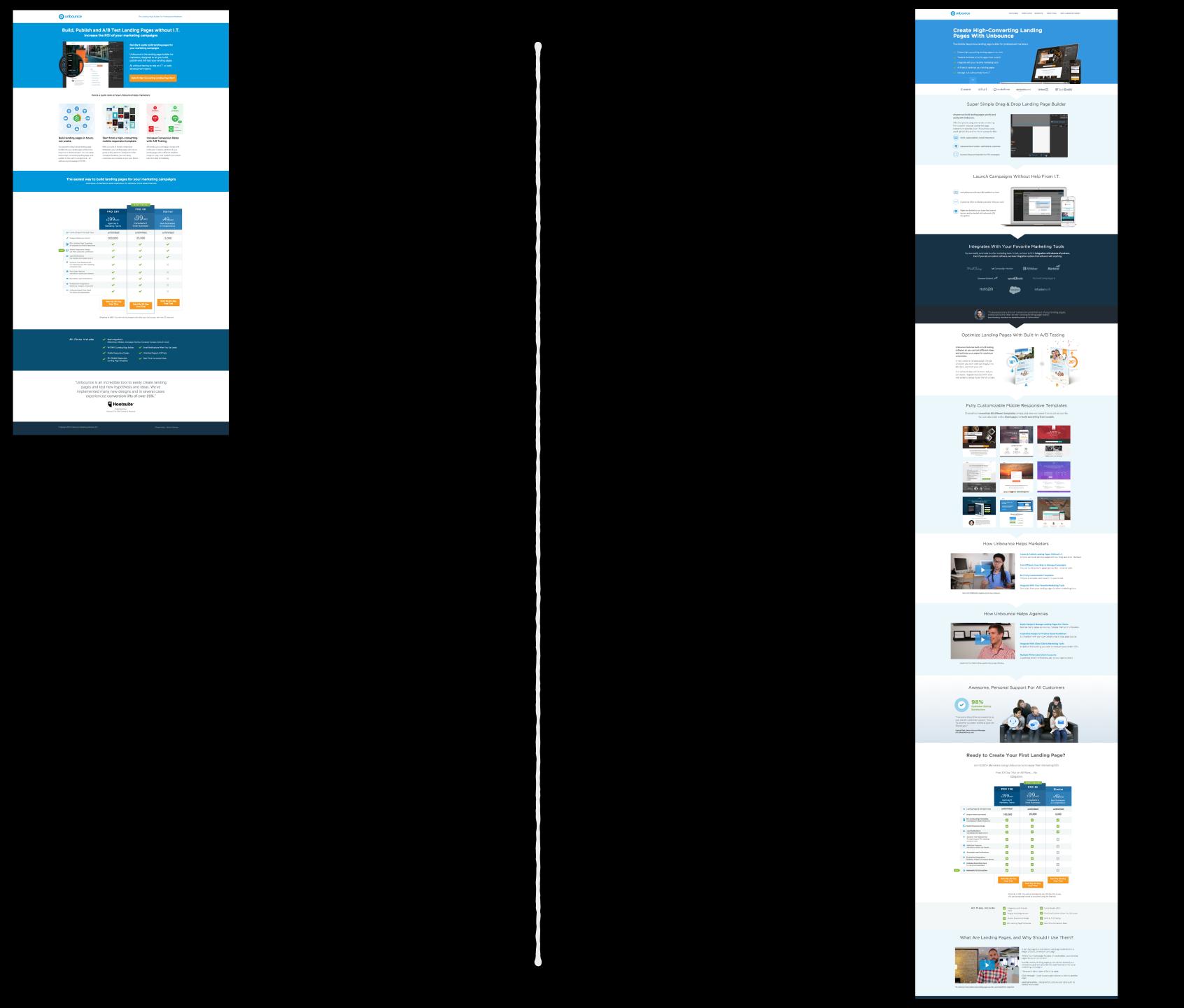


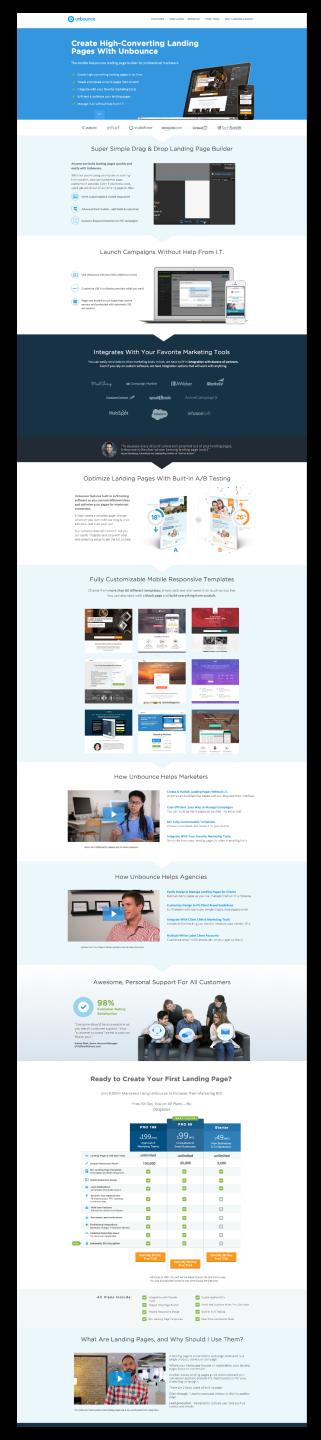








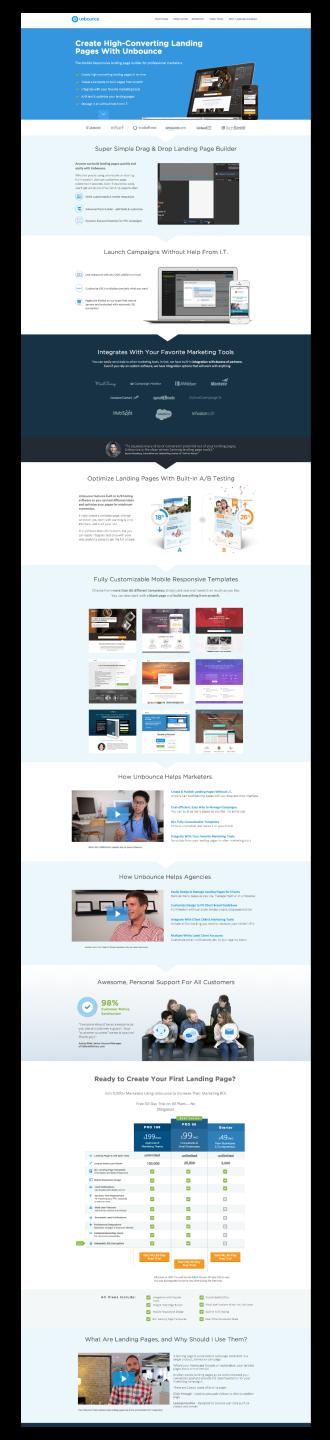




A: Control

B: Variation

- √ 4 full weeks of data
- **√** 577 conversions
- √ 99% confidence level



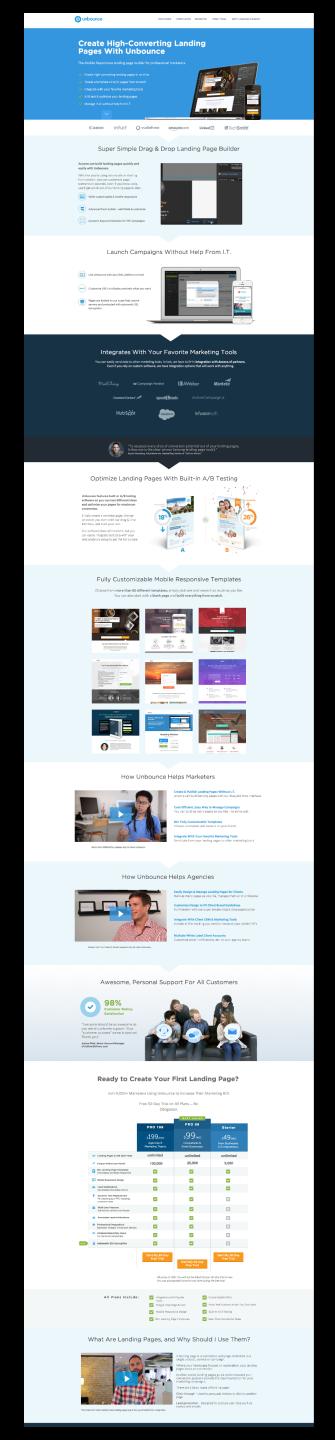
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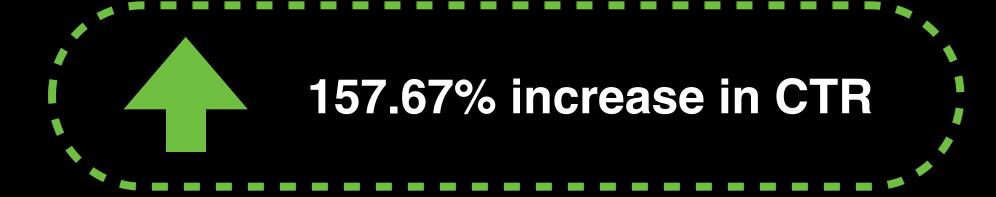
157.67% increase in CTR



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52.23% increase in sign-ups

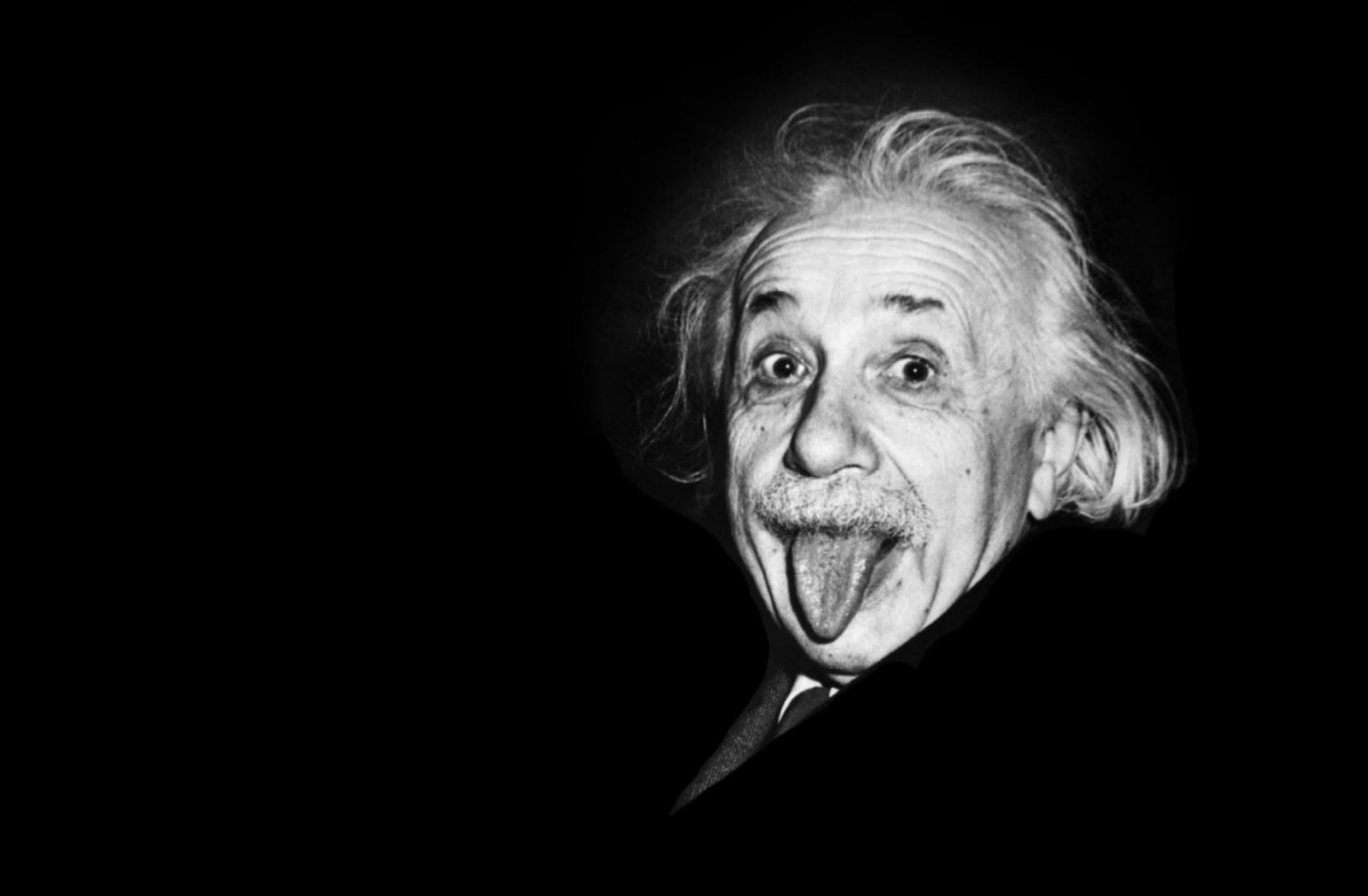
5 Quick Questions on Conversion Research

Definition of "Conversion Research": the process of gathering and analyzing data on your website and/or marketing funnel to better understand where and why things are going we as well as which areas represent the highest potential return.	OI
How often do you conduct conversion research before running an A/B test?	
Sometimes	
Always	
Never	
Is there something holding you back from doing conversion research?	
○ No	
Yes	
Do you believe that Conversion Research will help you get bigger lifts?	
○ No	
Yes	
Which research tool would you like to learn more about the most?	
Web Analytics (e.g. Google Analytics)	
Qualitative interviews	
Feedback polls and surveys	
Click and scroll maps	
User testing	
Session recordings	
Other	
Is there anything you'd like to add?	
○ No	
Yes	
SEND	

Is there anything holding you from doing conversion research?

- 1. Time
- 2. Client/Company Buy-In
- Budget
- Don't know where to start

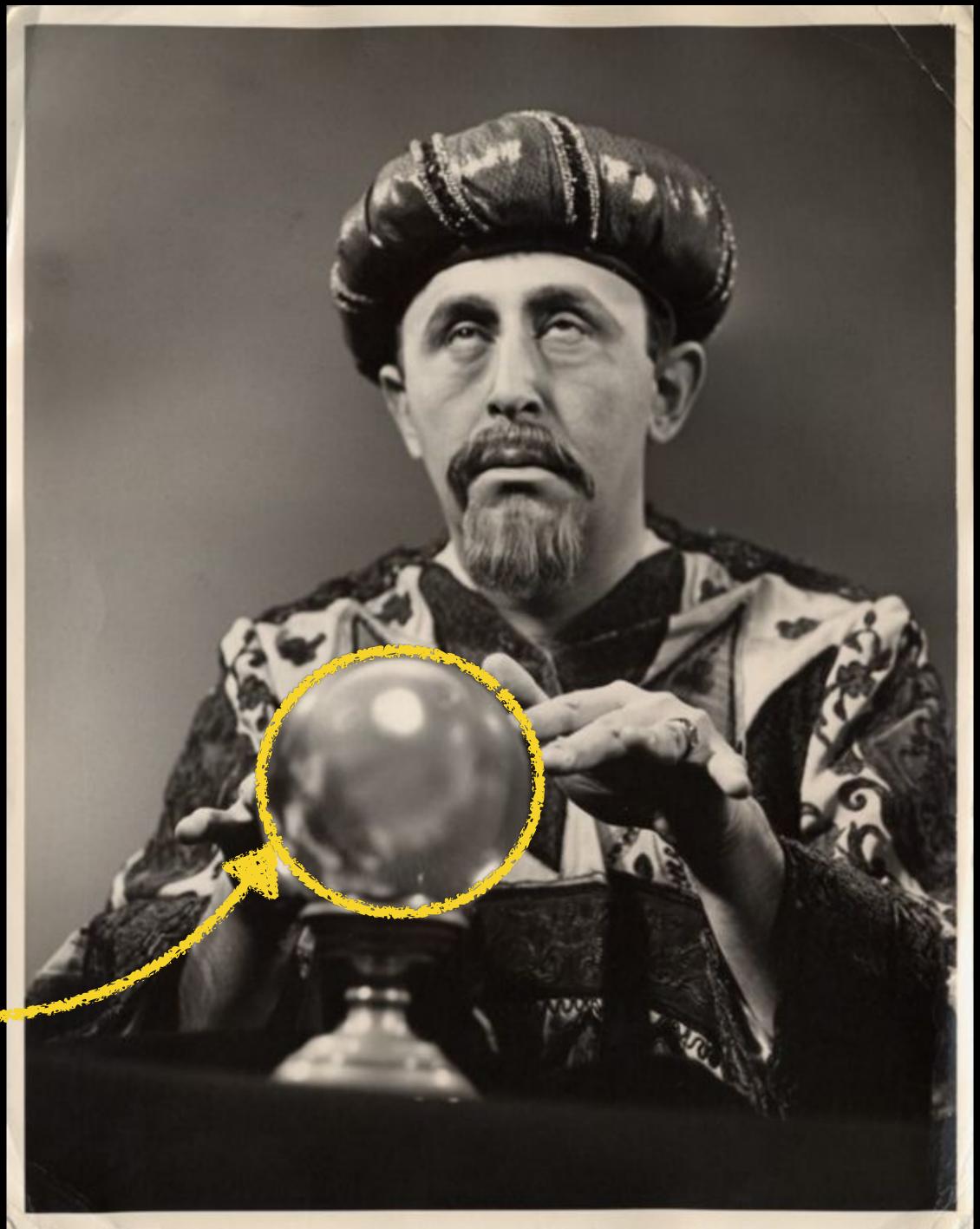




Experts Marketer's

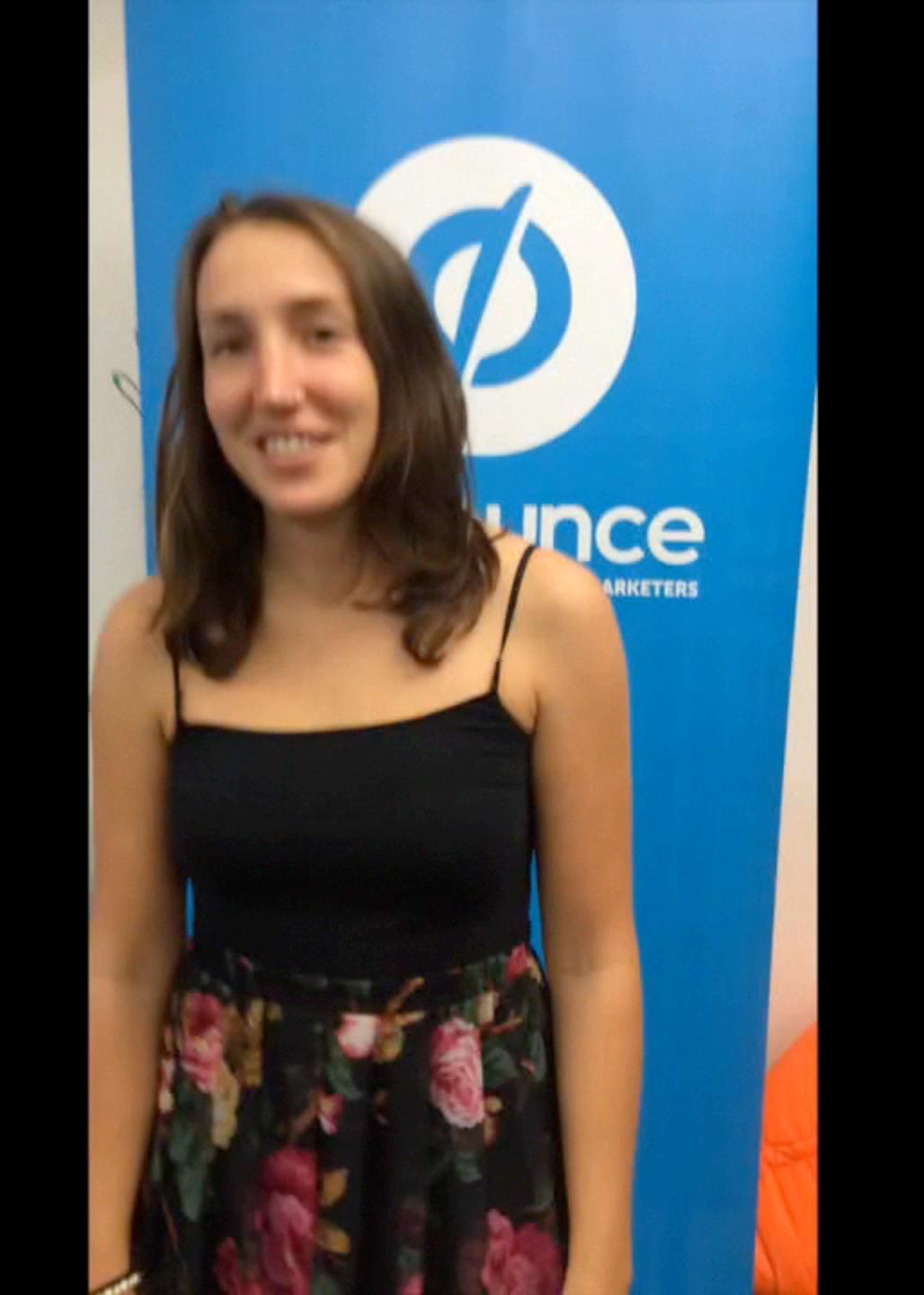
Nagic Crystal Ball

Nagic Crystal Ball



DOYOUR HOMEWORK

LIKE A BOSS



Thanks for listening - YOU ROCK!!!



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