

What's A Good Conversion Rate?

Great question — one that we often get asked here at Unbounce.

The answer that we always give is, "Well, that depends...on a LOT of things."

Conversion rates depend on a ton of variables, so averages and best practices aren't always super helpful...They should be taken with a grain of salt.

As you'll see in these featured landing pages, the conversion rates and design vary quite a bit depending on the offer and industry (amongst many other variables).

But curious beings that we know you are, we asked these talented marketers what made their target audience tick for these specific campaigns.

Wanna know the secret behind the "great" conversion rates of these landing pages?

Keep on scrollin' to find out!

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INDOCHINO

Industry: Men's Apparel & Fashion

Page Type: Lead Gen

Goal: Get grooms to sign up to get a free suit

Target Audience: Recently-engaged men

between the ages of 25 and 40

Traffic Sources: Facebook and Pinterest Ads, third-party wedding email blasts, Google

AdWords Search

Campaign Duration: 90 days

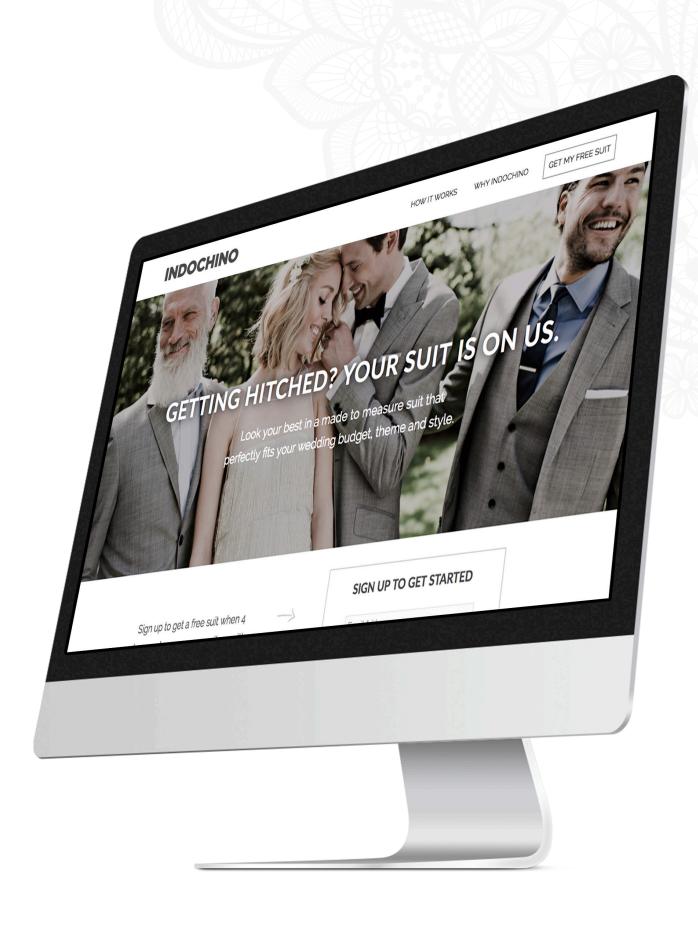
Visitors: 8,000

Conversion Rate: 6-8%

(fluctuates depending on what type of traffic

they're pushing to the page)

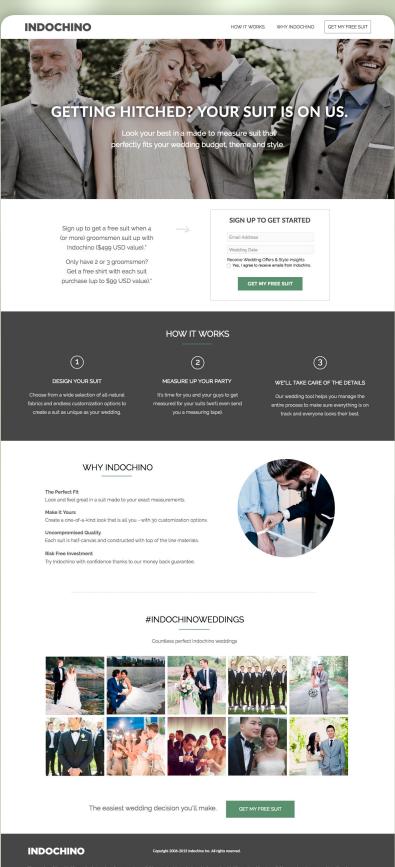




- With one dominant CTA, it's crystal clear what the target audience should do on the page.
- Smooth scrolling buttons at the top help visitors quickly find the info they want.
- Very professional and relatable wedding images give you all the feels.
 #warmfuzzies
- Superb information hierarchy reflects how visitors will evaluate the page (i.e., What's the offer? What's involved in the offer? How does it work? Why Indochino? Customer images as social proof to build credibility).

INTERESTING FACT

The irresistible offer and on-point targeting combo has made this Indochino's most successful landing page campaign to date. This landing page has done uber well in driving leads.



PINNACLE HOTELS

Industry: Hotel

Page Type: Click-through

Goal: Get visitors to check hotel rates

Target Audience: Travelers looking for a hotel

Traffic Sources: Google AdWords Search & Display,

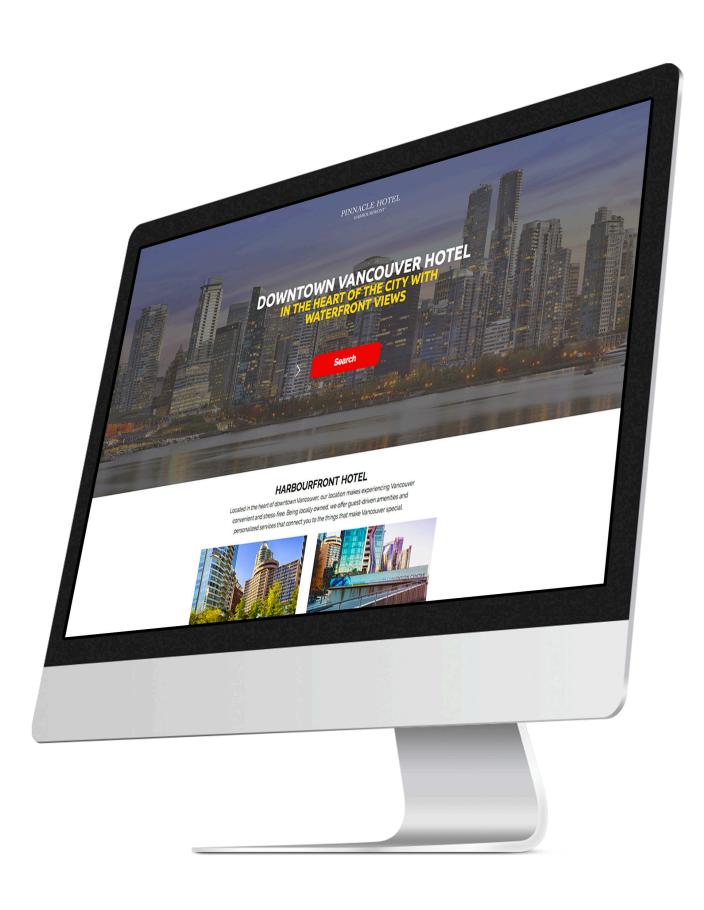
Facebook Ads & social posts, email

Campaign Duration: 20 days

Visitors: 1,619

Conversion Rate: 63%





- You can't get lost in this landing page you know exactly what to click on with one clear CTA!
- Simple and very scannable layout makes it easy for the visitors to find exactly what they're looking for.
- Very high-quality, professional photos show visitors what it's like to stay there, making the offer very enticing.

INTERESTING FACT

Starting off with a 12% conversion rate, this campaign has been a work in progress since August 2015. It's gone through 20 different designs. After much testing, Pinnacle identified the need-to-know info for its target audience and boiled it down to what the room looks like, location, quality and the ability to check rates. 10 different versions of the CTA copy were tested including Search, Check Availability and Book A Room. Guess which one's the winner? SEARCH.

Choose between City and Harbourfront rooms with floor to ceiling windows, many of which open to private balconies.







SEARCH

SPECTACULAR VIEWS

Our ideal location overlooking Coal Harbour and the North Shore
Mountains is within steps of the Vancouver Convention Centre.

Vancouver Cruise Ship Terminal, the bustling
and the best dining and shopping the city offers

DOWNTOWN VANCOUVER HOTEL IN THE HEART OF THE CITY WITH WATERFRONT VIEWS

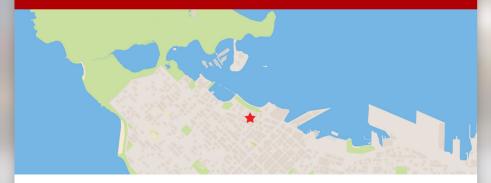
HARBOURFRONT HOTEL

Located in the heart of downtown Vancouver, our location makes experiencing Vancouver convenient and stress-free. Being locally owned, we offer guest-driven amenities and $% \left(1\right) =\left(1\right) \left(1\right) \left($ personalized services that connect you to the things that make Vancouver special.





"A Beautiful Hotel in Vancouver" as in perfect shape, the bed was comfortable and the casual is st what we needed. Our early exit, SAM was easily accommot fresponded to every request we made. Could not ask for mor



GUESTROOMS & SUITES

Our spacious, modern rooms and suites offer the comfort and convenience you expect from a leading hotel in a world-class city. Choose between City and Harbourfront rooms with floor to ceiling windows, many of which open to private balconies.





O3 KLIPFOLIO

Industry: SaaS

Page Type: Lead Gen

Goal: New trial starts

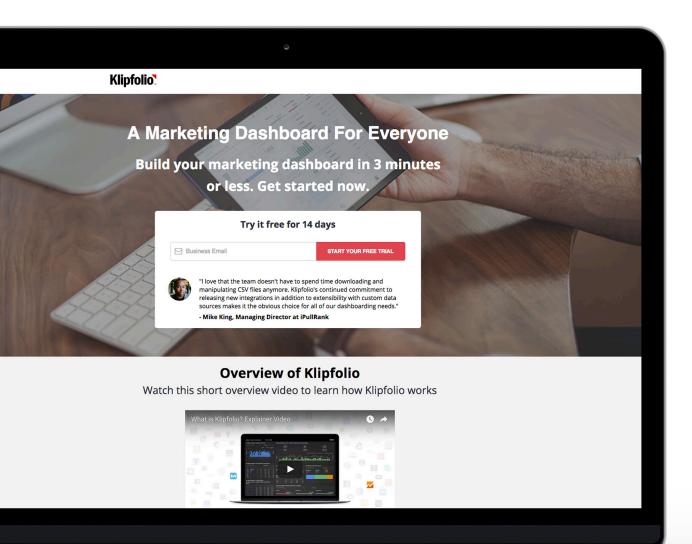
Target Audience: Digital marketers

Traffic Sources: Facebook Ads

Campaign Duration: 8 days

Visitors: 5,509

Conversion Rate: 12%



- Based on the short form landing page and verbiage, we see that the targeting is on point — HOT leads or evaluators who are ready to sign up for a new trial.
- The subhead is very benefit-oriented and tells you exactly what the unique selling proposition (i.e., Build a marketing dashboard in ≤ 3 minutes) is all about.
- It's genius to include a customer testimonial in the same area as the form since it helps alleviate some objections the target visitors might have when signing up.

INTERESTING FACT

This landing page has been absolutely critical in maintaining a strong CPA for their Facebook Ad campaigns — and it's the first Unbounce landing page they've put into production!



Overview of Klipfolio

Watch this short overview video to learn how Klipfolio works



Getting started with your marketing dashboard

Here are 3 ways to build dashboards in Klipfolio



Pre-built dashboard visualizations

Add a pre-built data visualization to your dashboard using the Gallery

Choose a pre-built metric from over 60 services to get started quickly. It only takes a minute or so to set up, and you can select from 100s of metrics.



Dashboard Templates

Add an interactive dashboard template

Create a dashboard using one of our templates. Each dashboard template comes with pre-built visualizations so you can get up and running in minutes. Choose from services like Google Analytics or Google AdWords.



Custom Dashboards

Build a custom dashboard using your own data

Design data visualizations and dashboards from scratch using your own data. With Klipfolio's powerful editing tools, you can do things like apply math and statistical functions (just like Excel) and even combine multiple data sources to create impactful visualizations.



Start building your dashboard today Business Email

JOBBER

Industry: SaaS

Page Type: Lead Gen

Goal: Get visitors to try out the invoice template

Target Audience: Small business owners

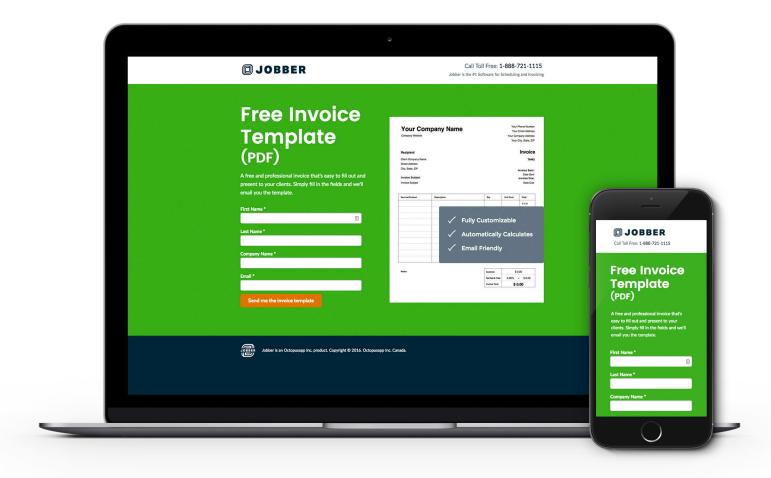
Traffic Sources: Google AdWords Search, LinkedIn Ads

Campaign Duration: 105 days

Visitors: 7,410

Conversion Rate: 23%

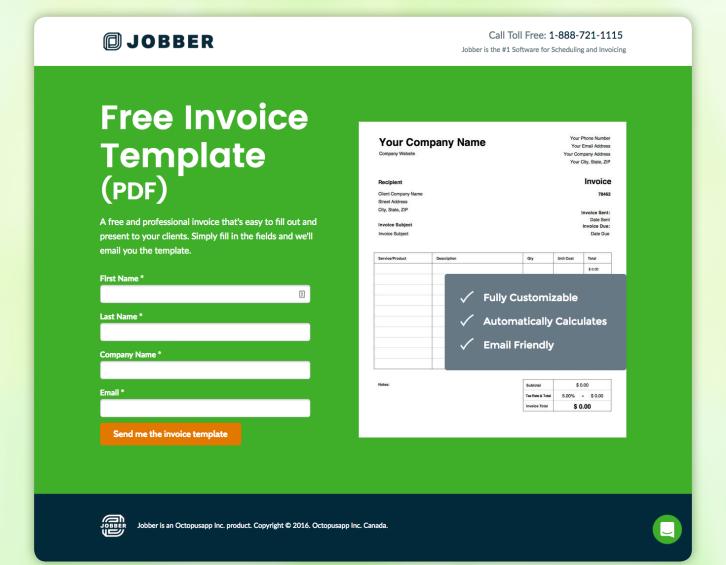




- The sample image of the invoice with the highlighted features show you exactly what you'll get.
- The message box on the bottom right hand corner enables you to ask for more info without leaving the page.
- The CTA complements the title well and is very relevant to the visitor.

INTERESTING FACT

This is Jobber's most successful landing page campaign to date. Having the right traffic plays a big part in its success. Another key contributor is knowing what their target audience likes. After much A/B testing, they discovered that their audience prefers shorter landing pages.



TEACH AWAY

Industry: Human Resources

Page Type: Click-through

Goal: Increase awareness and educate British teachers about their options for

teaching abroad

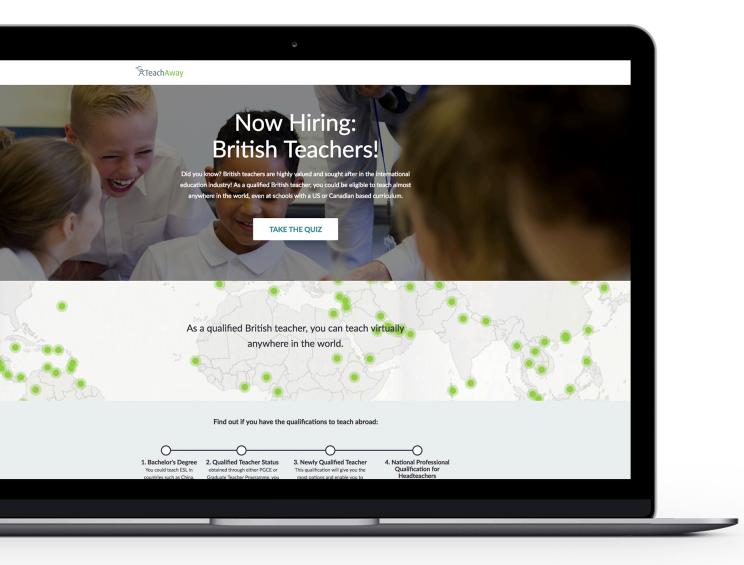
Target Audience: British teachers

Traffic Sources: Facebook Ads

Campaign Duration: 18 days

Visitors: 348

Conversion Rate: 39%



- It's crystal clear who this landing page is for.
- The quiz does a phenomenal job at piquing the visitors' interest.
- Very witty, engaging and benefit-focused copy makes you want to learn more.
- The testimonials superbly depict previous teachers' amazing experiences abroad — an effective way to create desire amongst potential teachers.

INTERESTING FACT

The high-conversion rate can be attributed to A/B testing. For example, they tested more campaigns in the UK to make them more UK-friendly (e.g., replacing American terms Elementary and High School with British terms Primary and Secondary). This page was duplicated, then modified to generate registrations. However, they ultimately found that Facebook Ads are better suited for educating their target audience and increasing brand awareness than for generating registrations.

Now Hiring: British Teachers! Did you know? British teachers are highly valued and sought after in the international education industry! As a qualified British teacher, you could be eligible to teach almost anywhere in the world, even at schools with a US or Canadian based curriculum. TAKE THE QUIZ

As a qualified British teacher, you can teach virtually anywhere in the world.

Find out if you have the qualifications to teach abroad:

Bachelor's Degree
 You could teach ESL in countries such as China,
 Thailand, and more!

View ESL teaching positions >

2. Qualified Teacher Status obtained through either PGCE or Graduate Teacher Programme, you could qualify to teach not only ESL but with select programmes as well. Countries such as Qatar and Kuwalir do welcome newly licensed teacher with the QTS under their belts.

View Qatar teaching positions > View Kuwait teaching positions >

3. Newly Qualified Teacher This qualification will give you the most options and enable you to teach virtually anywhere! Some

countries will require a minimum of two to three years of teaching experience, and your one year induction does count towards this. This means you will need one to two more years of teaching experience for select programmes.

View licensed teaching positions >

—O

4. National Professional Qualification for Headteachers
If you have this certification, you could qualify for leadership positions, but make sure you check the job requirements as well!

View leadership positions >

What our teachers have to say

My most memorable teaching experience is probably the country, the local people who welcomed me and being able to spend time with my family. My fellow expat colleagues are like family to me. I developed a special bond with them, and feel that everyone looks out for each other. As far as 'teaching' is concerned, I have gained new skills in using e-learning/iPad technology in learning which I find very rewarding. Students are mostly warm and friendly towards their teachers and you can form a real bond with them.



Nusrat B

Teacher from Leicestershire teaching in Abu Dhabi

The experience I value the most here is working with teachers from different parts of the world on a daily basis. I've been blessed to make some really good friends and have learnt a lot about them and their home countries at the same time. The locals here in Abu Dhabi are such wonderful people as well, very hospitable and always full of surprises. The most memorable thing I've seen here is the AI Forsan air show for the national day celebrations, a colourful experience I'll never forget!



Ilma R.

Teacher from Swansea teaching in Abu Dhabi

I have had so many memorable experiences teaching abroad so far. From the small things like the satisfaction after successfully conversing with someone in Chinese to the extreme pride I felt to see just how much progress some of my students had made at the end of the year. Receiving a mountain of Christmas presents was also a memorable experience for me - not for the gifts themselves, but for the appreciation and gratitude it represented.



Natasha W. Teacher from Shotton, Wales teaching in China



FINDLAW

Industry: Legal Services

Page Type: Click-through

Goal: Connect target audience with lawyers

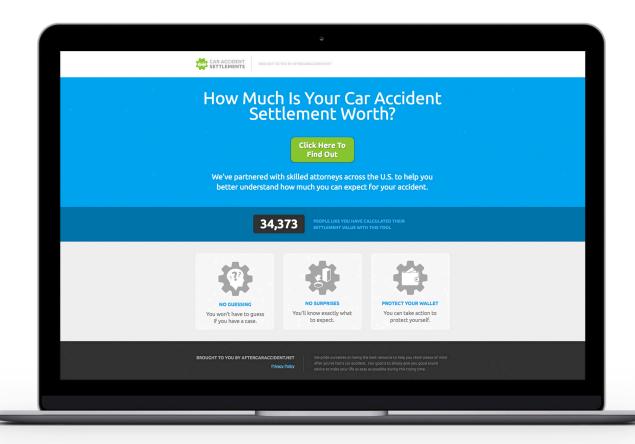
Target Audience: Car accident victims

Traffic Sources: Google AdWords Search

Campaign Duration: 30 days

Visitors: 7,827

Conversion Rate: 52%



- Very simple and easy-to-follow landing page tells the visitor exactly what they should do on the page.
- Showing the scores of people who have used the settlement calculator as social proof makes you want to do it too.
- Benefit-oriented copy (e.g., No guessing, No surprises, Protect your wallet) lets the visitor know what's in it for them.

INTERESTING FACT

FindLaw is part of Thomson Reuters. They tested some minor language changes over the course of the entire campaign. For example, they included some expectation language (e.g., Complete only 4 easy steps to find out) near the button in the original. They discovered that excluding the expectation language had a 2% lift . Not a huge difference, but still interesting to note that they met confidence levels with such a minor change.

How Much Is Your Car Accident Settlement Worth?

Click Here To Find Out

We've partnered with skilled attorneys across the U.S. to help you better understand how much you can expect for your accident.

34,373

PEOPLE LIKE YOU HAVE CALCULATED THEIR SETTLEMENT VALUE WITH THIS TOOL



NO GUESSING

You won't have to guess if you have a case.



NO SURPRISES

You'll know exactly what to expect.



PROTECT YOUR WALLET

You can take action to protect yourself.

BROUGHT TO YOU BY AFTERCARACCIDENT.NET

Privacy Policy

we price ourselves on being the best resource to help you reach peace or mind after you've had a car accident. Our goal is to simply give you good sound advice to make your life as easy as possible during this trying time.

PUREPROFILE

Industry: Market Research

Page Type: Click-through

Goal: Drive user engagement in the Pureprofile feed and Facebook page

Target Audience: Pureprofile account holders in Australia, New Zealand, US and UK

Traffic Sources: Pureprofile feed, 3 emails to existing users spread out over a month's

time frame, Facebook social posts

Campaign Duration: 30 days

Visitors: 4,375

Conversion Rate: 34%





Answer, discover, win

Pureprofile has a brand new feed, filled with a mix of paid and unpaid activities designed to build your profile.

We've created the June Facebook Bounty Challenge to celebrate our new feed, offering a fun, new question each day in June.

- Very relevant offer for the business the contest is an efficient way to engage users to sign in to the platform!
- The instructions clearly walk the visitors through how the contest works.
- Easy on the eyes the simple design makes it effortless to navigate the page.

INTERESTING FACT

Gamification was used to drive user engagement in the Pureprofile feed and Facebook page. They encouraged their existing users to participate in a daily "Question & Answer" quiz that required a visit to both platforms to successfully participate. The landing page was a central place to explain the details of the promotion to the user, and pushed them back to their Pureprofile feed to start participating.





Answer, discover, win

Pureprofile has a brand new feed, filled with a mix of paid and unpaid activities designed to build your profile.

We've created the June Facebook Bounty Challenge to celebrate our new feed, offering a fun, new question each day in June.

Win a 32GB iPad Mini!

We have four 32GB iPad Mini 2's (with cellular and wifi) up for grabs in Australia, New Zealand, United States and the United Kingdom to celebrate our new feed.

The Facebook Bounty Challenge is easy:

- $\begin{tabular}{ll} \bf 1. Log in to your Pure profile account daily during the month of June to find each tile and clue. \end{tabular}$
- **2.** Check out our <u>Facebook page</u> for the correct answer to each day's challenge.
- 3. Click through on your Pureprofile Facebook Bounty tile to enter the correct answer and receive one entry into the draw.
- **4.** Repeat every single day in June for the best odds to win.

LOGIN NOW



Terms and condition

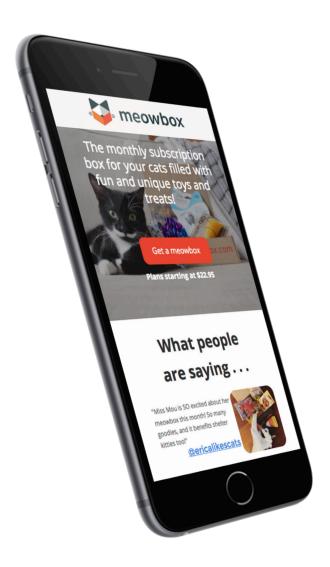
Smootin period starts at 12am mioritight, 1 juine 2010 Acts and missies 12am mioritight, 30 juine 2010 Acts 1, to enter, arower at east one "nacebook Bourly Question" correctly during the Promotion period through your Pureprofile Account. A "Facebook Bourly Question" will include the term "Bourly Challenge", Each correct arower will rount as one entry later the draw, with a maximum of 30 entries allowed.

romotion is open to Account Holders resident in Australia, United States, United Kingdom or New Zealand only. Participants must have an Acti Personal Account (as defined in our Terms of Service at www.pureprofile.com/terms) at the time of the draw.

One winner will be drawn from each country (Australia, United States, United Kingdom and New Zealand) on 5 July 2016 at 1:00pm AEST, and

Prize is a 32GB IPad Mini 2 with cellular and wiff. Prizes will be posted to the winners within 30 days of the prize draw. Prize is worth AUD \$589.00 rrp and is not redeemable for cash. If you are one of the four winners, your name will be published on the Pureprofile Facebook page by 31 July 2016.

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MEOWBOX

Industry: Consumer Goods

Page Type: Click-through

Goal: Get visitors to subscribe

Target Audience: Lookalike audience of their subscribers — mainly female cat

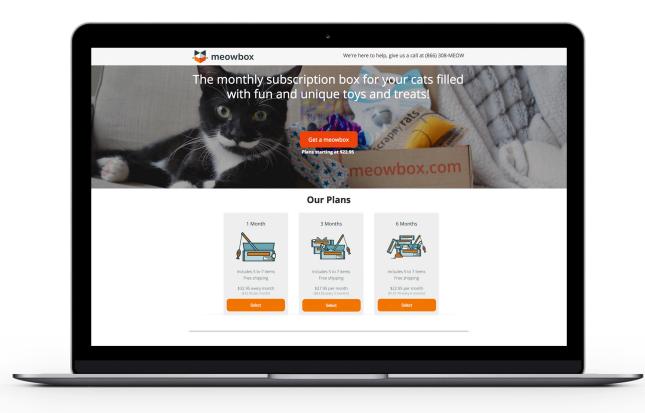
owners in the US and Canada

Traffic Sources: Facebook Ads

Campaign Duration: 60 days

Visitors: 2,076

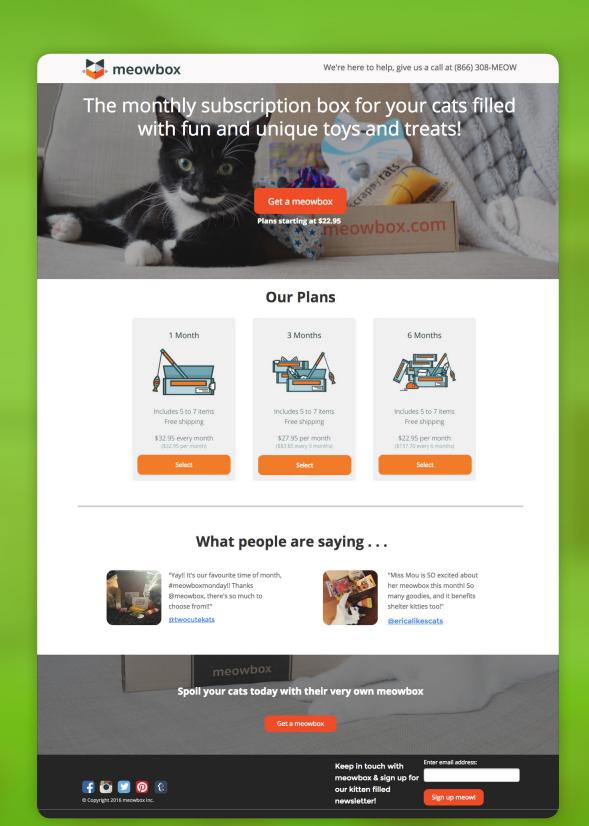
Conversion Rate: 48%



- The image of the subscription box beside a cat does a wonderful job of showing the product in context.
- Cute customer testimonials the voice reflects how in tune they are with their target audience.
- No second-guessing needed the headline tells you exactly what's being offered on the page.

INTERESTING FACT

They had another variant with an extra section that showed brightly colored photos and described what's inside a Meowbox. Surprisingly, it didn't perform as well. This experiment showed that keeping it simple for their target audience is the way to go.



ESSIO

Industry: Health & Wellness

Page Type: Click-through

Goal: Get visitors to order the aromatherapy

shower kit

Target Audience: Females, ages 35 - 65,

interested in aromatherapy

Traffic Sources: Facebook Ads,

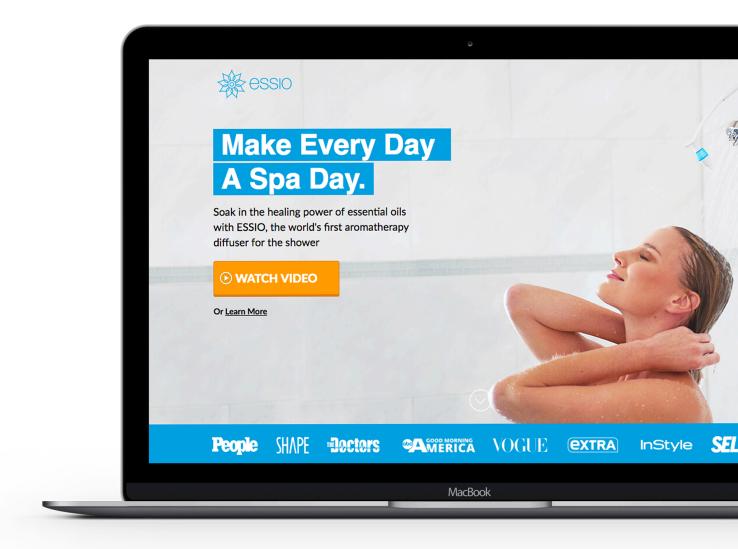
email marketing

Campaign Duration: 75 days

Visitors: 28,581

Conversion Rate: 12%



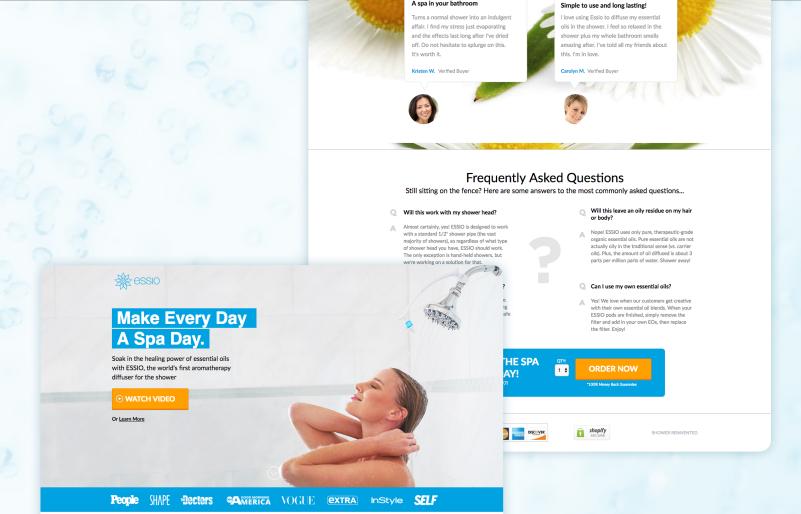


- The explainer video that plays in a lightbox shows you the product in context without taking you out of the page.
- It's fun for visitors to see who else has purchased the kit.
- The exit intent overlay offers the visitors the added value of free shipping.

INTERESTING FACT

They first built a shorter landing page with the CTA above the fold so visitors could click Order Now right when they landed on the page. This yielded a 24% Add to Cart rate, but the drop off at checkout was much higher and the purchase rate was only around 2% instead of the current 6%. It turns out that the overall conversion rate improves dramatically with a longer form landing page that includes more selling points and a compelling offer further down the page. Just goes to show that there's no one size fits all approach and you need to continually test to find out what works for you. Always evaluate conversion at all stages of the funnel, not just at the top.

p.s. This landing page has been turned off for the time being as they've sold out! It'll be turned back on once they've restocked. :)





ESSIO transforms your shower into a luxurious spa-like experience all in the comfort of your h



Aromatherapy Shower Kit

- Installs on any standard shower within seconds
- ✓ 100% organic, no artificial or synthetic ingredients
- ✓ Long-lasting pods work for multiple showers
- Easily refill using your own essential oils!
- ✓ Proudly made in the USA

What's Included

- 1 ESSIO shower attachment
- 3 top-selling fragrances
- Breathe (with peppermint & eucalyptus, Passion (with rose and patchouli) and Unwind (with lavender and sage)



"As a busy mom, and the family breadwinner, I rarely have time to relax and unwind, let alone go spend \$150 at the spa. With Essio I turn on the shower and feel the stress just melt away."

WAIT! **FREE SHIPPING**

HOW IT WORKS

Sets up in less than sixty seconds! Instant aromatherapy when you need it most.

1. Attach to Arm

2. Snap on Pod

3. Spaaaaaah





MY BIG MOVE

Industry: Real Estate

Page Type: Click-through

Goal: Get visitors to get a quote

Target Audience: People looking into

buying a home

Traffic Sources: Google AdWords Search

Campaign Duration: 30 days

Visitors: 536

Conversion Rate: 5%



- The main goal of the page is very apparent.
- The headline tells you exactly what the offer is and the subhead is very benefit-focused.
- The parallax effect gives the landing page a very modern feel.

INTERESTING FACT

This client of Ignition Search in the UK is a start up in a hyper competitive market. Their campaign is doing very well, thanks to a very targeted PPC traffic, as well as a clean and easy-to-follow landing page design. The targeted PPC traffic is targeting terms such as 'Compare Mortgage Brokers', 'Compare Mortgage Advisors', 'Find Mortgage Brokers' and 'Local Mortgage Broker'. This allows them to display a relevant landing page experience to match the search terms. If they targeted more general traffic such as 'Best Mortgages' or 'Compare Mortgages', this would compete with the banks and providers actually lending the funds rather than looking for the specialist advice of a professional finance expert, which is what their client provides.



Get your free Mortgage **Advisor quote**

Get a Quote

FAQ'S



Compare Mortgage **Advisors Online**

Quickly compare the best Mortgage Advisors in your area with our easy to use tool, ensuring you choose the right Mortgage Advisor for you.

Get a Quote



Am I obligated to book a service if I contact a company?

Absolutely not. Calling a company to clarify the details of your move or to get more advice does not obligate you to book in the service.

I'm not sure about which service I exactly need. Who can help me?

If you need some advice about the service you require you can check out our helpful articles here or feel free to contact our team on 0114 303 0488 or at info@mybigmove.co.uk.

0114 303 0488 info@mybigmove.co.uk

Why My Big Move?



With our simple online tool, you can compare your local Mortgage Advisors in minutes, for free!



We only work with trusted and experienced Mortgage Advisors, guaranteeing that you're in safe hands.



Being able to quickly compare Mortgage Advisors will enable you to save plenty of



Your results stay live for a month, giving you plenty of time to make your decision.

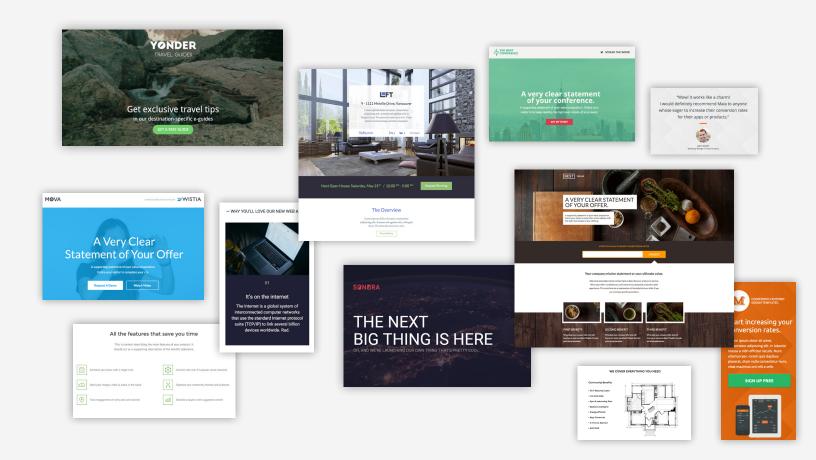
Why use a mortgage advisor

The number of mortgages on offer can sing the right one can be tricky and oose from, so a Mortgage Advisor v can explain the products on offer and help you choose the mortgage that is right for you is a very valuable resource. To help you choose a Mortgage Advisor (which can be a difficult enough task itself), we've created an online tool that will provide you with well known, trusted Mortgage Advisors from around your area, enabling you to pick the



Wanna try out some of the tips and see what works best for *your* offer in *your* industry?

Get a head start with one of our many mobile responsive landing page templates. You can experiment with new features such as lightboxes, and video backgrounds and customize them to exactly match your brand guidelines.



CREATE A NEW LANDING PAGE

