

# case study



#### THE **PROBLEM**

Crossover Symmetry was looking for someone who could scale their Facebook advertising and increase their revenue while maintaining profitability. They wanted a partner that could grow their current efforts in the United States so they would then be in a place where they could expand to Europe and Canada.

#### THE SOLUTION

We scaled their advertising efforts on Facebook by:

- Introducing Dynamic Retargeting
- Writing ad copy that gave more details on the product
- Researching buyer personas and expanding them to include other applicable athletes
- Creating highly engaging ads and stacking the social proof generated from these ads throughout all campaigns

### THE RESULT

After 3 months, their monthly **revenue from Facebook advertising increased by 158%** (\$38,444 in January, \$60,887 in April). Crossover Symmetry continues to scale their marketing efforts, has become a CRO client as well as expanding Facebook advertising into Europe and Canada.

4158%

increase in monthly revenue

### CLIENT **TESTIMONIAL**

"Digital AdAge has continually pushed the envelope for us.

Trying new things each and every week to help us meet our goals, then help us redefine them and go out and meet them again. They haven't let up. Our Facebook advertising continues to evolve with the changing landscape and our onsite optimization keeps getting better. We are very pleased with Digital AdAge."

—Bart Pair, COO



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#### THE **PROBLEM**

The users aren't seeing the right information in the right order. Consequently, we're not seeing the conversion results we're looking for.

### THE SOLUTION

We ran an existence test to help determine what information was vital and what wasn't. From those tests, we hypothesized on winning formats and reformatted the product pages to move information vital to completing a purchase above the fold.

### THE RESULT

**86.04%** increase in revenue. \$37,787.80 projected increase in revenue per month.



# projected increase in monthly revenue CLIENT TESTIMONIAL

"Digital AdAge is different than the other firms I have worked with. They have continually pushed the envelope for us. Trying new things each and every week to help us meet our goals, then help us redefine them and go out and meet them again. They haven't let up. Our onsite optimization keeps getting better."

—Bart Pair, COO

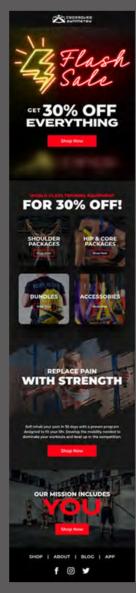
#### **EMAIL**



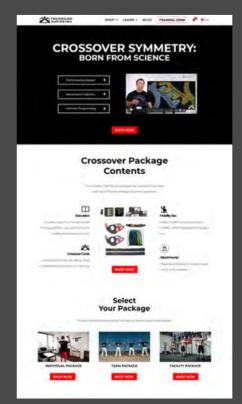


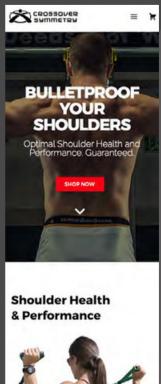






#### CRO









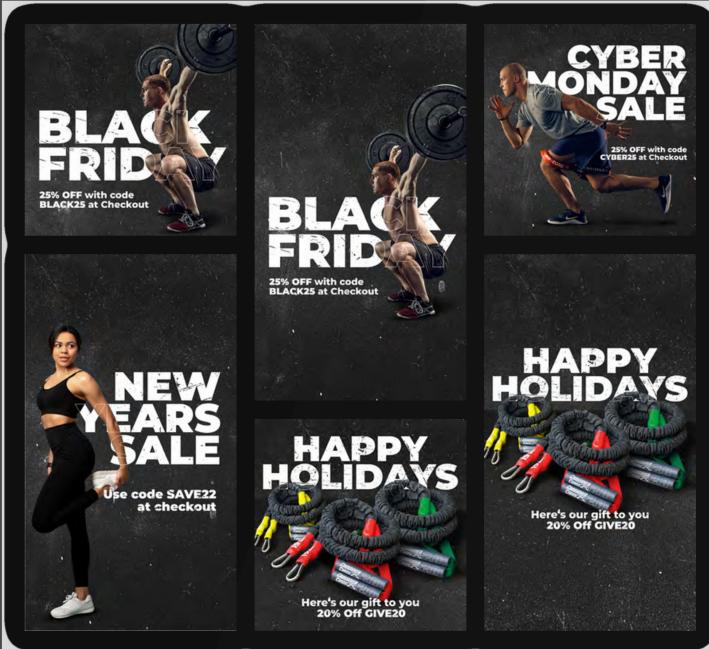
#### MOTION ADS







### SOCIAL ADS



### SOCIAL ADS











