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When you're thinking about, investing in a product or service, what's the first thing you do? Usually, it's one or both of the following: 1. It is likely to ask your friends if they have tried the product or service, and if they have, whether I recommend it. You can Alsoa probly, do some search online to see what others say about this product or service. Nowadays, 90% of consumers used Internet to find a local activity in the last year and 82% of consumers read online reviews. This shows that most people are trying to participate in a purchase decision. Customers can know that a small online search could have saved from a bad experience and a poor investment of your budget. A case of marketing study aims to persuade that a process, product or service can solve a problem. Why? Because he did it in the past. Including the quantitative and qualitative results of the study, appeals to logic, while painting a photo of what seems to be successful as for the buyer. Both of which can be powerful motivators and products to eliminate objection. Why use study cases? In essence, the case studies are an invaluable good when it comes to establishing the proof that what is offered precious and good quality. According to Marketing Hubspot status 2020 report, 13% of study case study cases as one of the primary forms of media used within their content strategy. This makes them the fifth type of most popular content, obsessed only by visual content, blogs and ebooks. Ok, so you know that the case studies work. The question is, how do they work? And how can you squeeze the maximum value from them? 1. When using a case study here are the ways you can sell your case studies to get the most out of them. As a marketing or sales asset 1. Use a study case template to create PDF files for e-mail or downloads. 2. Do not underestimate the value of providing social proof right at the right time, in order to add value and earn their Business studios and sales. Marketers can use these pdfs as downloads in web content or e-mail campaigns. Sales repetitions can use these activities in demonstrations, in a follow-up or to overcome objections. Image source The simplest way to create PDF studio cases is using a model of study cases. This can decrease the amount of time that spend the creation and design of the case study without sacrificing aesthetics. Also, you can make sure all your studio cases follow a similar brand format. We have created an exceptional study model (and kit!) That is already blocked and charged for use. All you have to do is enter your text and change the characters and colors to fit your brand. You can download it here. On your website 2. Have a dedicated study page. You should have a web page exclusively to host studies cases. Whether it is called the "Case Studies, 'Successful Studies page,' O' examples of our work,' to be sure that it is easy for visitors to find structure on that page is the key. Initial challenges are clear for each Case, as well as the, Goals, processes and results draw inspiration: 3. Google 4. s thinks with Google 5. 6. is an example of a very well structured study case page the copy is appealing, as well as the Objectives, the approach, and results of study cases 3. Put .. in your home page. Give, visitors every possible opportunity to stumble on tests of satisfied customers. The home page is the ideal place to do this. There are a number of ways in which you can include study cases on your home page. Here are some examples: Customer comments / Testimonials at Call-to-action (CTA) A Vista Specific cases studies A slide-in CTAA, which link to a case study to CTA that leads to your case Studies page Geta Inspired: Theresumator.com, incorporates incorporate On their homepage to strengthen their value proposal. Bonus suggestion: get personal. Marketing guru around the world agree that personalized marketing is the future. You can make your own studios more powerful if you find ways to make them 1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50. 51. 52. 53. 54. 55. 56. 57. 58. 59. 60. 61. 62. 63. 64. 65. 66. 67. 68. 69. 70. 71. 72. 73. 74. 75. 76. 77. 78. 79. 80. 81. 82. 83. 84. 85. 86. 87. 88. 89. 90. 91. 92. 93. 94. 95. 96. 97. 98. 99. 100. Visitors to the website that are important to you. People react to familiarity - for example, they have someone from London with a case of New York study can't resonate and if I have displayed a case study from the United Kingdom or could they choose to customize studies for industry or size Visitor company. At the hubspot, we call this "intelligent content". Get inspired: to help explain intelligent content, take a look at the following example. Here, we wanted to test if including testimonials on the destination pages affected the conversion rates in U.K. The destination page on the left is the default destination page shown to visitors from Non U.K. IP addresses. For the destination page on the right, we used the intelligent content to show testimonials to visitors from U.K. IP addresses. 1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50. 51. 52. 53. 54. 55. 56. 57. 58. 59. 60. 61. 62. 63. 64. 65. 66. 67. 68. 69. 70. 71. 72. 73. 74. 75. 76. 77. 78. 79. 80. 81. 82. 83. 84. 85. 86. 87. 88. 89. 90. 91. 92. 93. 94. 95. 96. 97. 98. 99. 100. Implement the CTA slide-in. Pop-ups have a reputation to be annoying, but there are ways to implement that you will not have IRK (your visitors to your website. These cta should not be huge, high-beam pop-ups - instead, relevant but discreet in CTA can Work really well. For example, why not test a slide-in CTA on one of the product pages, with a connection to a case study that profile a customer who saw great results using that product? Go inspired: 1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50. 51. 52. 53. 54. 55. 56. 57. 58. 59. 60. 61. 62. 63. 64. 65. 66. 67. 68. 69. 70. 71. 72. 73. 74. 75. 76. 77. 78. 79. 80. 81. 82. 83. 84. 85. 86. 87. 88. 89. 90. 91. 92. 93. 94. 95. 96. 97. 98. 99. 100. If you have need help to create cursors for your website, take a look at this tutorial on the creation of slide-in cta. 5. Write the blog posts on your case studies. Once a study case is published, next Logic step would be to write a blog post on it to exhibit your audience to it. The trick is to write about the case study in a way that identifies with your audience. So rather than hold your post, 1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50. 51. 52. 53. 54. 55. 56. 57. 58. 59. 60. 61. 62. 63. 64. 65. 66. 67. 68. 69. 70. 71. 72. 73. 74. 75. 76. 77. 78. 79. 80. 81. 82. 83. 84. 85. 86. 87. 88. 89. 90. 91. 92. 93. 94. 95. 96. 97. 98. 99. 100. "Company X: a CAS O Studio ", you could write about a specific obstacle, problem, or challenge the company has passed, and then use the case study of the company to illustrate how problems have been addressed. It is important not to achieve the blog post around your company, product or service - instead, the customer's challenges and as they were overcome should take the central phase. For example, if we had a case study that showed how a customer has generated twice the conductors because of our marketing automation tool, our blog post could be something on the falsearina of: "How to double lead flow with Automation of Marketing [Case Study]. "The blog post will therefore include a mix of statistics, practical advice, as well as some illustrative examples from our study case. Get inspired: 1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50. 51. 52. 53. 54. 55. 56. 57. 58. 59. 60. 61. 62. 63. 64. 65. 66. 67. 68. 69. 70. 71. 72. 73. 74. 75. 76. 77. 78. 79. 80. 81. 82. 83. 84. 85. 86. 87. 88. 89. 90. 91. 92. 93. 94. 95. 96. 97. 98. 99. 100. check this great example of a blog from Moz, entitled "How to build links for you R blog 1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50. 51. 52. 53. 54. 55. 56. 57. 58. 59. 60. 61. 62. 63. 64. 65. 66. 67. 68. 69. 70. 71. 72. 73. 74. 75. 76. 77. 78. 79. 80. 81. 82. 83. 84. 85. 86. 87. 88. 89. 90. 91. 92. 93. 94. 95. 96. 97. 98. 99. 100. A case studio. "6. Create videos from case studies. Internet services are improving everything The time, and consequently, people are increasingly consuming video content. The perspectives could be more likely to watch a video of how much they want to read a case of a long study. If you have the budget, creating videos of your studies on cases is A really powerful way to communicate your value proposal. Get inspired: checks one of our many video testimonies for some ideas on how to get closer to your videos. 7. Use studies on cases on relevant destination pages. Once a case is completed. Study, you will have a bank of quotes and results from which you can pull. Including quotes on the product pages are especially if website visitors are reading product pages, they are in a "consideration" mentality, which means they are actively searching for your products, perhaps with an intent to buy. Having citations of customers strategically placed on these pages is a great way to push them on the line and further lowers the funnel. These quotes should be measured, the results-based fragments, such as: "XX led to a 70% increase in blog subscribers in less than 6 months" rather than, 1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50. 51. 52. 53. 54. 55. 56. 57. 58. 59. 60. 61. 62. 63. 64. 65. 66. 67. 68. 69. 70. 71. 72. 73. 74. 75. 76. 77. 78. 79. 80. 81. 82. 83. 84. 85. 86. 87. 88. 89. 90. 91. 92. 93. 94. 95. 96. 97. 98. 99. 100. "We are proud to be XX customers. Their really care of us. " Inspired: I really like the way in which HR software company incorporates video and testimonials 1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50. 51. 52. 53. 54. 55. 56. 57. 58. 59. 60. 61. 62. 63. 64. 65. 66. 67. 68. 69. 70. 71. 72. 73. 74. 75. 76. 77. 78. 79. 80. 81. 82. 83. 84. 85. 86. 87. 88. 89. 90. 91. 92. 93. 94. 95. 96. 97. 98. 99. 100. 1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50. 51. 52. 53. 54. 55. 56. 57. 58. 59. 60. 61. 62. 63. 64. 65. 66. 67. 68. 69. 70. 71. 72. 73. 74. 75. 76. 77. 78. 79. 80. 81. 82. 83. 84. 85. 86. 87. 88. 89. 90. 91. 92. 93. 94. 95. 96. 97. 98. 99. 100. in the pages of its solutions. Outside your website 8. Post around Case Studies on social media. Causieres make for a perfect social sharing material. Here are some examples of how you can exploit them on the Social: share a link with a case study and tag the customer in the post. The trick here is to publish your case studies in a way that attracts the right people to click rather than a generic message like, 1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50. 51. 52. 53. 54. 55. 56. 57. 58. 59. 60. 61. 62. 63. 64. 65. 66. 67. 68. 69. 70. 71. 72. 73. 74. 75. 76. 77. 78. 79. 80. 81. 82. 83. 84. 85. 86. 87. 88. 89. 90. 91. 92. 93. 94. 95. 96. 97. 98. 99. 100. "New case study - >> Link. "Make sure your state clearly communicates the challenge has been overcome or to the objective that has been achieved. It is also essay to include the main statistics associated with the case study; for example" 2x lead flow ", " increase of 125 % in x, "A 1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50. 51. 52. 53. 54. 55. 56. 57. 58. 59. 60. 61. 62. 63. 64. 65. 66. 67. 68. 69. 70. 71. 72. 73. 74. 75. 76. 77. 78. 79. 80. 81. 82. 83. 84. 85. 86. 87. 88. 89. 90. 91. 92. 93. 94. 95. 96. 97. 98. 99. 100. 1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50. 51. 52. 53. 54. 55. 56. 57. 58. 59. 60. 61. 62. 63. 64. 65. 66. 67. 68. 69. 70. 71. 72. 73. 74. 75. 76. 77. 78. 79. 80. 81. 82. 83. 84. 85. 86. 87. 88. 89. 90. 91. 92. 93. 94. 95. 96. 97. 98. 99. 100. 1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 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