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GUIDE COMPLET DE L'ACQUISITION À LA FIDÉLISATION

Emailing Email Marketing Newsletter Smart Data Sms Reacuteseaux Sociaux

Jeanniey Mullen, David Daniels



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Emailing Vincent Fournout, Jean-Michel Hazera, Guillaume Le Friant, 2014-10-09 Pour cette nouvelle édition revue et augmentée nous avons maintenu notre objectif initial vous devez trouver dans ce livre l'ensemble des connaissances nécessaires pour réussir votre marketing direct en ligne et tout particulièrement vos actions d'email marketing Des méthodes et plans d'action applicables immédiatement complétés d'astuces et de recommandations issues de la vraie vie des marketeurs pour mieux structurer votre Base Contacts avec des données véritablement utiles Les techniques pour rendre vos emailings pertinents responsives et percutants sur toutes les plateformes notamment les mobiles et les webmails Les fondamentaux pour optimiser la délivrabilité éviter de tomber en spam comprendre vos rapports statistiques et améliorer la performance Des conseils de rédaction et des dizaines d'exemples commentés d'emailings et de newsletters Des scénarios relationnels clés en main appliquer dans votre organisation accueillir un nouveau contact remercier après un achat mesurer la satisfaction relancer les abandonnistes par retargeting fêter les anniversaires et stimuler les inactifs Tout ce que vous devez savoir pour gérer efficacement votre présence sur les réseaux sociaux comme Facebook ou Twitter et développer des actions SMS fructueuses Les prestataires rencontrer les critères pour les sélectionner et même des bonus télécharger Nous serons attentifs vous aider dans la bonne humeur et le plaisir partagé C'est même le fil rouge de notre propos Vos destinataires doivent sentir que vous appréciez de développer la relation avec eux En 2006 Vincent Fournout Guillaume Le Friant et Jean Michel Hazera pionniers de l'Internet en France fondent Message Business une application pour faciliter les opérations de marketing en ligne aujourd'hui utilisée par plusieurs dizaines de milliers d'organisations de toutes tailles Guillaume Le Friant est également Président de la Commission Emarketing du SNCD Syndicat National de la Communication Directe et Vincent Fournout est co-Président du Club Big Data de l'ADETEM Association nationale des professionnels du marketing

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