

How a Leading Crafts Retailer Drove Engaged Traffic with Earned Media



MINERVA CRAFTS

SOLUTION

Amplify Beam

VERTICAL

Retail

CAMPAIGN KPI

Social media
Engagement

CORE THEMES

Leveraging their early
coverage

Amplifying earned media
to drive high engagement

"We originally tried Amplify Beam for the potential reach, but we're eager to see how well the links drive engagement to the Minerva Crafts site. For any other brand trying to build buzz-worthy campaigns, we highly recommend the Amplify Beam tool."

Cara DeSique

Lead Strategist, Media Shop



Overview

In 2021, Minerva Crafts, a leader in arts and crafts supplies for students, instructors and artists alike, launched a nationwide campaign called *PinchProwess*. The campaign was designed to celebrate and empower all sorts of artists and creative minds to express themselves through art.

Media Shop, the agency leading the campaign for Minerva Crafts, had Amplify Beam drive existing articles about the campaign.



MINERVA CRAFTS

THE STORY

Minerva Crafts

PinchProwess campaign was national marketing program comprised of video ads featuring children and adults engaging in their passion for art and self-expression.

FUTURE CONSIDERATIONS

KPI OPTIMIZATION

Future campaigns should focus on not to over-focus on art.

RETARGETING

A retargeting video post from app's brand audience.

89 articles promoted across Outbrain's network delivered:

52,560,140 IMPRESSIONS
IN 2 WEEKS, RESULTING IN

7.2K

page views on
minervacrafts.com

12%

of the campaign's
total commerce
revenue

256%

increase
in CTR



Amplify Beam Solutions

CONTENT DIVERSIFICATION

A fresh stream of content was achieved when articles were added to the amplification process.

HEADLINE TESTING & OPTIMIZATION

PinchProwess modelled its headlines after keywords from Prologix Design's campaigns, before improving them even further.

Amplify Beam's results after 2 weeks

238%

CTR increase

3.3%

page view rate
vs 0.02%

2%

of total digital budget
contributed to 11% of
campaign's commerce
revenue

Case Study Research For Business

Malcolm Tight



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of case study research which includes both methodology and the types of results that emerge

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Handbook of Case Study Research in the Social Sciences Peter Rule, Vaughn M. John, 2024-10-03 In

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The Case Study as Research Method Yves-Chantal Gagnon,2010 Teeming with practical examples this guide promotes an integrated approach for carrying out a case study With a background emphasis on how to ensure the reliability and validity of results the different steps of this approach are detailed assessing the appropriateness of a case study preparation selecting cases data collection analysis and interpretation and reporting results

Handbook of Qualitative Research Methods for Family Business Alfredo De Massis,Nadine Kammerlander,2020-03-28 This timely Handbook provides a comprehensive guide to the methodological challenges of qualitative research in family business Written by an international multidisciplinary team of experts in the field the Handbook provides practical guidance based on the experiences of senior researchers and features reflective discussion on how to craft insightful rigorous studies

THE IMPACT OF BUSINESS TRANSFORMATION STRATEGIES ON ORGANIZATIONAL PERFORMANCE A Case Study-Based Analysis of Digital Innovation and Workforce Optimization , *Research Methods and Design in Sport Management* Damon P. S. Andrew,Paul Mark Pedersen,Chad D. McEvoy,2011 This text explains research design implementation analysis and assessment criteria with a focus on specific procedures unique to sport management

Applications of Case Study Research Robert K. Yin,2012 This book helps graduate students and seasoned researchers strengthen their own case study research and become more critical consumers of the case study research done by others It presents a collection of 21 individual applications of the case study method many shortened or re written for this book Following feedback from users of earlier editions of the book the applications include a wide array of single case studies

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