BIZBASH

Multi Channel Marketing Lead Generation Process and Checklist

Reach Your Targeted Consumer Without Creating (Many) Assets!

1 We leverage BizBash content

2 We create assets to point to your collateral

3 You identify your target

Campaign Basics

This is a multi-pronged approach:

- We align your brand with relevant BizBash editorial content or your sponsored content on BizBash.com.
- We drive your target audience to that content using offsite display ads, a pop-up modal, social media outreach, and email efforts.
- You provide high-value content such as a whitepaper, a video, an ebook, or a lookbook.
- We create a form and landing page to collect and qualify leads.
- We deliver qualified leads as well as a dashboard to monitor campaign results.
- These campaigns are complex in their setup. *Please allow up to three weeks from receipt of deliverables to execution*.

Materials Checklist

We don't need much, but to ensure we align perfectly with your brand, please furnish

- □ Your corporate color scheme using your PMS values, RGB values, or the alpha-numeric hex code for your website colors (6 characters that begin with #. For Example, BizBash uses #0072bb).
- □ Your logo as either a vector file (EPS) or a transparent PNG file.
- □ Your corporate fonts.
- □ To best qualify potential leads, you may provide up to TWO (2) multiple-choice questions with up to FOUR (4) answer options to incude on your landing page.
- Finally, we need a high-value asset from you to get people to submit their information. This can be a digital version of your catalog or lookbook, it can be a whitepaper, it can be a pass to a conference. Anything you are willing to give targeted individuals in exchange for their information.
- □ You will need to turn Co-branding ON for Facebook ads. Please refer to this sheet for instructions.

Targeting and Timeframe

You and Your BizBash Account Executive will work through audience selection and campaign duration in the sales process. Any additional questions can be directed to Rebecca Pappas via email or by calling 646.839.6870.

Submission Guide

Traffic Requirements

All ad materials are due at least 15 business days prior to the start of your campaign. The expected time from receipt of client-supplied deliverables to campaign initiation is 15 business days provided materials are complete and to spec.

Delivering Creative

Email material to production@bizbash.com or upload to file tranfer platform of your choice. Be sure your company name is present in the file name and a notification message and link is sent to *production@bizbash.com*.

BizBash reserves the right, at its sole discretion, to reject any and all advertising content that, in its sole opinion, violates the law or is otherwise inappropriate.