Mark Harrod

The following 12 eshots were sent over an 8 month period to a selection of contacts based on the positions suitable to Mark Harrod's target market.









Date sent: 28th August

Amount sent to: 2042

Open rate: 31.7%

Click rate: 2.4%

Open to click rate: 7.4%

Date sent: 14th August

Amount sent to: 2041

Open rate: 29.1%

Click rate: 2.4%

Open to click rate: 8.4%

Date sent: 26th July

Amount sent to: 2044

Open rate: 35%

Click rate: 3.3%

Open to click rate: 9.4%







Date sent: 16th July

Amount sent to: 2040

Open rate: 29.6%

Click rate: 2.6%

Open to click rate: 9.0%

Date sent: 9th July

Amount sent to: 2040

Open rate: 32.1%

Click rate: 3.4%

Open to click rate: 10.6%

Date sent: 20th June

Amount sent to: 2040

Open rate: 38.1%

Click rate: 3.9%

Open to click rate: 10.3%







Date sent: 6th June

Amount sent to: 2042

Open rate: 36.6%

Click rate: 2.2%

Open to click rate: 6%

Date sent: 13th May

Amount sent to: 2044*

Open rate: 42.2%

Click rate: 3.0%

Open to click rate: 7.2%

*Mark Harrod were very impressed with the results so they agreed a deal to increase the amount of contacts to 2000.

Date sent: 3rd April

Amount sent to: 898

Open rate: 17.9%

Click rate: 1.7%

Open to click rate: 9.3%







Date sent: 12th March

Amount sent to: 895

Open rate: 23.6%

Click rate: 2.5%

Open to click rate: 10.4%

Date sent: 21st February

Amount sent to: 897

Open rate: 22.7%

Click rate: 3.1%

Open to click rate: 13.7%

Date sent: 17th January

Amount sent to: 897

Open rate: 23.7%

Click rate: 4.1%

Open to click rate: 17.4%

Average open rate over the last 12 eshots = 30.2%

Average click rate over the last 12 eshots = 2.9%

Average click to open rate over the 12 eshots = 9.6%