

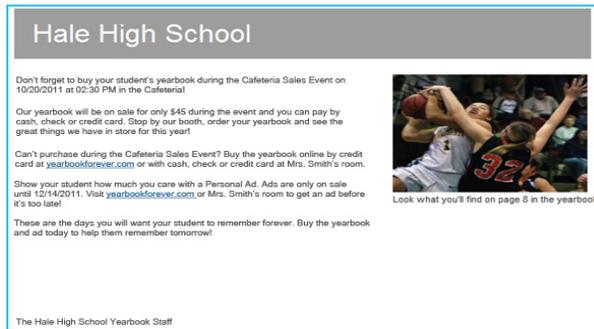
automated email marketing

Automated Email Marketing

Parents are buying items online every day. Why not email them timely yearbook reminders through our new Automated Email Marketing so they know they can buy the yearbook online too?

How can this new tool help you?

- **Set it and forget it** – saving you time. Once you set up this program, mark emails off your to-do list. Emails will automatically be sent to parents based on the dates you entered for Online Yearbook Sales.
- **Relax! It's easy, effective and free** – saving you time and money. Emails give parents 24-7 access to purchase and have proven to be a great way to get parents to buy.
- **Send only to non-buyers** – saving you and parents frustration. Automatically email those parents who haven't bought a yearbook. You won't have to scrub your lists to remove previous purchasers. Parents won't receive emails if they've purchased.
- **Includes a photo from submitted spreads** (Online Design schools only) – enticing more parents to buy. How cool is that? When you tag your photos in Online Design and submit a spread, the email sent to each parent will include a photo of their child, if their child is included on a submitted spread.



What you need to know:

- There are up to eight potential emails, depending on the pricing information you enter in Members Only: Back to school, yearbook sales starting, up to three price increase emails, namestamp sales ending, yearbook sales ending and yearbooks are in.
- Parents are removed from future emails once they buy a yearbook.
- Through Marketing Central, you can preview your emails and add additional parent email addresses.

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Follow these easy steps to set up and use Automated Email Marketing.

1. Set up your Online Yearbook Sales in Members Only.
2. Upload your Student List in the Marketing Central area of Members Only. Click on **Add Students**, then **Upload List**. Be sure to include parent names and email addresses.

3. In Marketing Central, click **Turn On Email Marketing**.

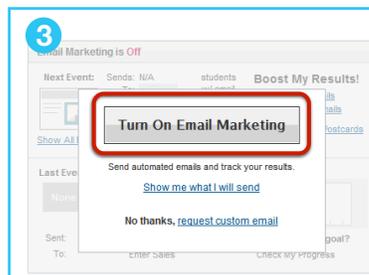
4. In the Email Marketing area of Marketing Central, click **Settings** and enter your email information, including send name, reply email address, in-school sales information and more.

You can update this information any time by clicking on **Settings**.

5. Click the **Show All Emails** link to preview an email before it gets sent.
6. Click **Get more emails** to add more email addresses. You can either type them in, or upload another list.

Your emails will be sent automatically, based on your school's yearbook sales information.

If you have questions on how to set up or use Automated Email Marketing, contact Computer Support at 800.369.1530 or computer.support@walsworth.com.



A screenshot of the "Email Settings" form. It includes fields for "Send Name" (Hale High School Yearbook), "Reply Address" (don.leonard@walsworth.com), "In-School Sales" (Purchase Location: Front Office), "Accepted Payments" (Cash, Credit Card, Check, Money Order), "Yearbook Ads" (Send to: 12, 11, 10, 9, 7, 6, 5, Sopho, Teach, Staff, Facul, Other), and "Registration Email" (Send a customized email to promote your registration sales event).

A screenshot of the "Email Marketing is On" dashboard. It shows "Books Delivered: 08/09/12" and "Announcement Sent: 10/20/11". The "Email Marketing is On" status is shown with a "Turn Off" link. The "Next Event" section shows "Sends: N/A" and "To: 18 emails". A "Show All Emails" link is highlighted with a red box. The "Boost My Results!" section has "Get more emails" and "Fix my bad emails" links highlighted with red boxes. The "Last Event" section shows "Books Sold" with "Last Event: 0" and "Total Sold: 120". There are also buttons for "I have more! Enter Sales" and "Will I reach my goal? Check My Progress".