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## GIFT MEMBERSHIP: NEW STRATEGIES TO REACH, ENGAGE, AND SELL

Reach new audiences for the holidays and create opportunities for gift campaigns throughout the year.

## Case Study: Museum of Science, Boston

Leveraging digital marketing for gift membership

- Acquire new givers from untapped sources social media and online advertising
- Test a set of messaging and offers
- Email marketing
- Analytics for measurement
- Landing pages optimized for the offer
- Holiday and Mother's/Father's Day campaigns
- Establishing a baseline and metrics
- Cyber Monday



Cyber Monday Sale! 20% OFF all gift memberships



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## Opportunities

- Facebook and other social platforms
- PPC/search and display advertising
- Geofencing
- Expanded email marketing
- CRM retargeting
- New gift giving "holidays"
- Out-of-home advertising
- Blogger giveaway



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