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Cut Costs And Increase Profits Using Customer Reactivation Campaigns

LL Leslie

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lecturer on sales and channel strategy throughout the United States Europe and Asia Mr Friedman earned an MA from the University of Chicago

Predictive Marketing Omer Artun, Dominique Levin, 2015-08-24 Make personalized marketing a reality with this practical guide to predictive analytics Predictive Marketing is a predictive analytics primer for organizations large and small offering practical tips and actionable strategies for implementing more personalized marketing immediately The marketing paradigm is changing and this book provides a blueprint for navigating the transition from creative to data driven marketing from one size fits all to one on one and from marketing campaigns to real time customer experiences You ll learn how to use machine learning technologies to improve customer acquisition and customer growth and how to identify and re engage at risk or lapsed customers by implementing an easy automated approach to predictive analytics Much more than just theory and testament to the power of personalized marketing this book focuses on action helping you understand and actually begin using this revolutionary approach to the customer experience Predictive analytics can finally make personalized marketing a reality For the first time predictive marketing is accessible to all marketers not just those at large corporations in fact many smaller organizations are leapfrogging their larger counterparts with innovative programs This book shows you how to bring predictive analytics to your organization with actionable guidance that get you started today Implement predictive marketing at any size organization Deliver a more personalized marketing experience Automate predictive analytics with machine learning technology Base marketing decisions on concrete data rather than unproven ideas Marketers have long been talking about delivering personalized experiences across channels All marketers want to deliver happiness but most still employ a one size fits all approach Predictive Marketing provides the information and insight you need to lift your organization out of the campaign rut and into the rarefied atmosphere of a truly personalized customer experience

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