# LOOKBOOK

Email Design & Content Ideas to Help You Grow



# **Email 2.0**

Email marketing has matured. For years we assisted companies to go mobile with responsive templates. These days 8 out of 10 emails are mobile friendly. Now we see strong focus on three areas: value-added content, versioning based on audience segments and a more refined, simplified email design. We hope these pages will inspire your next campaigns and help you grow.

Matthenfaldwell

Matthew Caldwell SVP Worldwide Creative

# Icon Key



# Dynamic Content Display

Changes based on user data, such as time remaining or location.



# Template System

Unified header/footer with stacked sections that can be added, removed or reordered.



# 100% Readable with Images Off

All text is displayed and readable, whether or not images are loaded.



### Web Fonts

An email that uses non-web-standard typography.



# Responsive Design

A layout that utilizes CSS3 @media properties to alter its layout for PC or mobile.



# **Bulletproof Buttons**

A button that can be read and clicked, even with images turned off.



### Social Share

Social sharing icons connected to Main CTAs. Shares a portion of the email, not the whole message.



# Mobile Scalable Hybrid Layout

One layout for big and small screens alike. 100% readable and functional, with no need to zoom or pinch.



# Click-to-Launch App

A call-to-action that launches a smartphone app or desktop application.



# Video

A pseudo video player, which clicks through to an autoplay video landing page.



# Sticky Content

A light, recurring section, meant to engage readers (photo of the week, jargon watch, comics, trivia, etc).



# Catch-All Bottom Navigation

Helps get clicks to other category levels with a series of links at the bottom of the message.



### Poll

An interactive poll that shows results on a custom landing page.



### Status Bar

Visual cue to display user progress or time remaining within a service period.



# Mega Merge

Relevant user information is pulled in with an attention-grabbing graphical treatment.



# Landing Page

An optimized web experience created in conjunction with the email to increase conversion.



# Social Excerpts

Social content (like tweets, photos or comments) that are pulled right into the message.



# Custom Mailto Link

A link that displays dynamic content within a mailto link.



### Mobile Click-to-Call

Allows smartphone users to click-to-call.



# Multi-Message Campaign

Multiple messages regarding the same topic with a series designation.



# Next Generation Registration

Mobile optimized form fields with transitions and on-screen validation.



# **Brand Book**

A standalone document that describes all aspects of brand messaging.

# Visa Checkout Template System & Campaigns

One of the main goals for the Visa Checkout Templates system is to be an extension of their payment experience - simple, fast and clean. This successful new program has been quick to garner steady engagement by delivering relevant offers and content.



Template System



Responsive Design



Social Share



Web Fonts



Video



Sticky Content



100% Readable with Images Off









Seasonal VISA Checkout spotlight lists relevant offers and fresh Essentials content with monthly how-tos and other tips. It's that moment when you realize that the world is waking up.

Visa Checkout makes I; easy to find the latest health and wellness items so you can feel your best all season long. Stock up and save Pay with Visa Checkout and get \$10 off qualifying \$50+ Walgreens.com orders. Must use Visa Checkout. One one per customer, Valid through 4/30/16. See full terms and restrictions below.

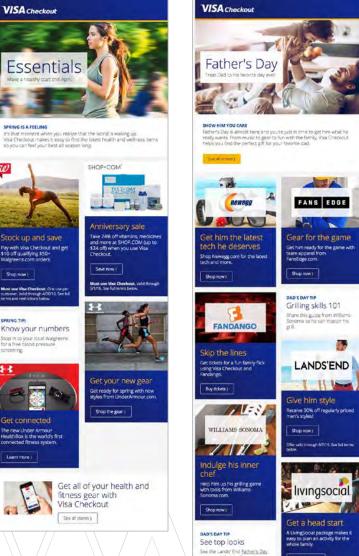
SPRING TIP:

Stop in to your local Walgreens for a free blood pressure

Get connected

Learn more i

The new Under Armour HealthBox is the world's first connected fitness system.



This fluid responsive template was designed mobile first



Volotea Template System & Campaign

Stylish, efficient and clean—just like this Spanish Airlines. Meant to act as an extension of the booking system by utilizing extensive icons, maps and other dynamic data.



Template System



Bulletproof Buttons



100% Readable with Images Off





Responsive Design



Web Fonts



Mega Merge





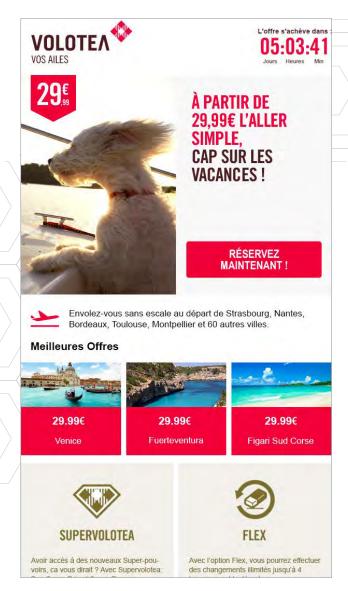
Minimal color palette with balanced typography







All from one template: Promo, Newsletters, Triggers and Transactional.



# Choice Hotels

# Template System

A great example of a modern email layout that uses bold colors and energetic photography. Plus unique touches such as mouse-over effect on buttons and web-fonts. A dynamic user-activity bar appears as the second module in all monthly newsletters to engage.



Bulletproof Buttons

100% Readable with Images Off

Catch-All Bottom Navigation



Responsive Design



Web Fonts



Video



Mega Merge

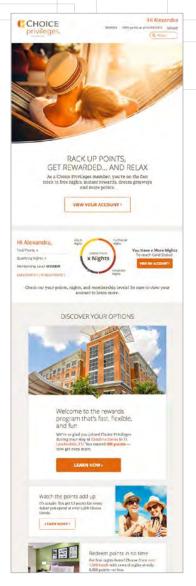






Check out the responsive logo on mobile.

Account summary consistently present in 2<sup>nd</sup> slot for every monthly newsletter.







Homeowners love their Lyric products. In this campaign, homeowners learn how to minimize potential dangers with the Lyric Water Leak and Freeze Detector. Honeywell designed this campaign with playful, clear graphics and bite-sized how-to's to educate and pre-sell the newest Lyric.



Multi-Message Campaign



Responsive Design



Bulletproof Buttons



Web Fonts

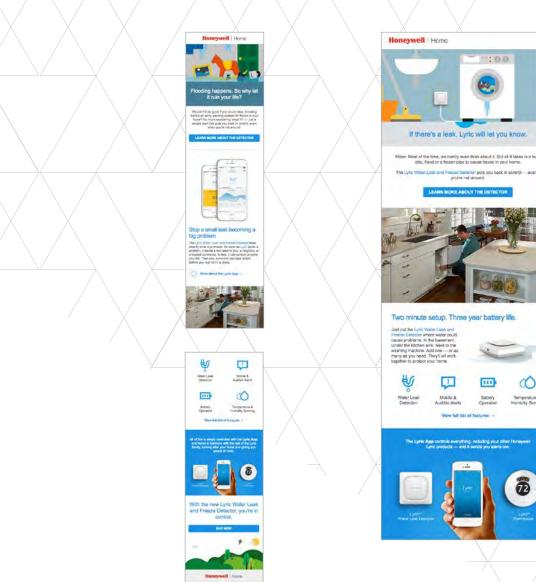


Social Excerpts

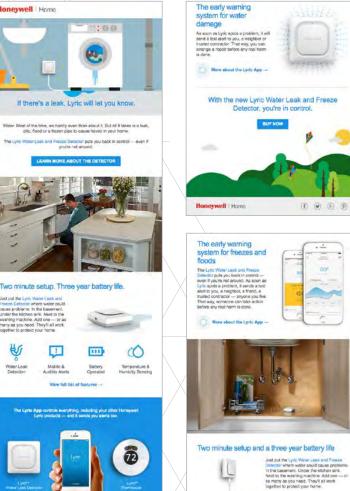


Video





0 8 8 8



Playful illustrations highlight the many benefits of this early warning system for water damage.

(1) (9) (9) (9)

Water Leak Detection Mobile & Audible Alerts Battery Operated Temperature & Humidity Sensing

# Marriott Rewards

Template System & Campaigns

An award-winning campaign that merges up to eight different points of user data and displays it in a unique "what's your traveler type" format. Triggering a landslide of social shares due to the intriquing format.



Mega Merge



Template System



Status Bar



Sticky Content



100% Readable with Images Off



Video



Bulletproof Buttons



Responsive Design



Web Fonts



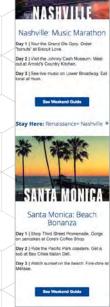


Our comprehensive template system drives all messages to Marriott Rewards loyalty members. Everything from promotions and credit card offers to travel inspiration is "designed into code" from this versatile template system.











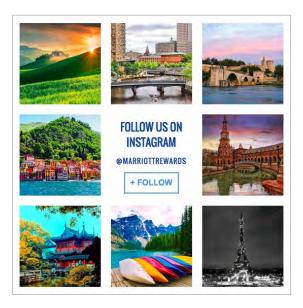




Sticky content is used to engage directly with members and inspire travel.



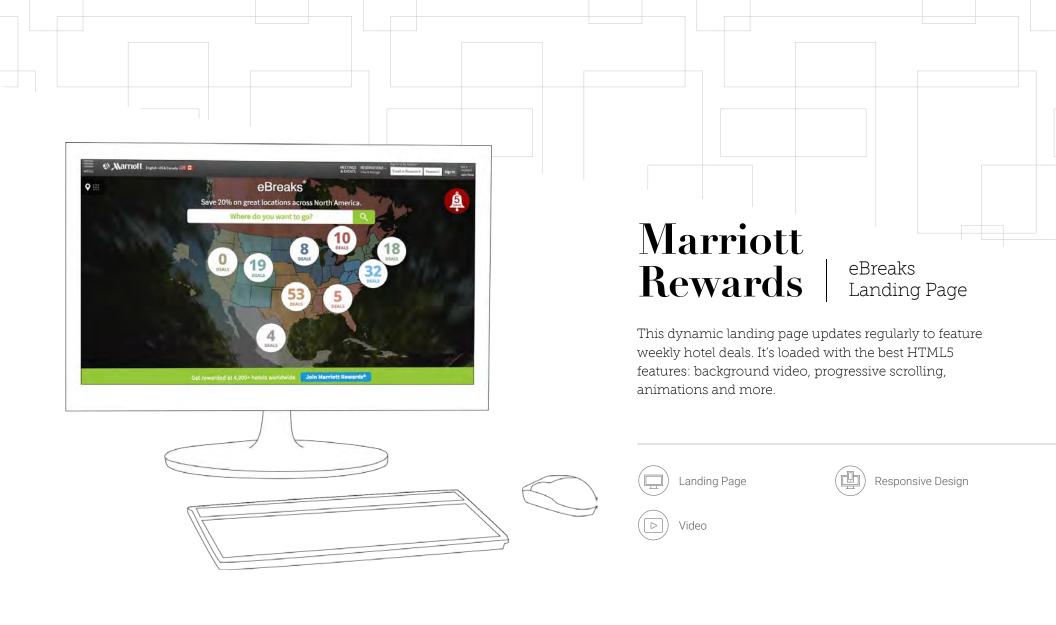




Our campaigns utilize the latest in email design trends, like live social feeds.

We provide multiple design options for each message.





# **Marriott Rewards**

Year in Review

An award-winning campaign that celebrates members' activity over the year. Up to eight user data points were merged into a dashboard with a personalized theme. Triggered a landslide of social shares due to the intriguing format.



Mega Merge



Video



Multi-Message Campaign



Landing Page



Status Bar



Dynamic Content



FUI





Upgrade their room
 Visit Europe more offen

You Climbed the Charts in 2015!

(g) In Otes A I Bonni

Member Benefit: Redemption stays now earn credit toward Bite status.

Join Us for a Year of Adventure! Pegister and stay 1 night by the end of this year to start 2016 with 3,000 bonus points.



Your membership gets you tacetime with your favorite acts. Plus download a new song every Friday. Now that's rewarding!

Rock Stars, Djs or Producers - how do you compare? See the full list of Marriott Rewards travelers here

### 2015 Amped Up Your



More Places to Stay You have 4,000+ holds to stay at. Try visit from all - if d take over 10 years!



You and your fellow members around the world make up a bigger population than Spain.

Points get you more than hotel stays, You'll get closer to touchdowns, stam dunks, and

Earn unsimined Marrioti Rewards points. Plus, get free stays faster.

Dubai: An Extravagant Adventure for Rock Stars

Life a so levish here that police drive Ferrans and you can own an island shaped

CAR DISCHARD

JW Marriott Marquis Dubaie

Join the who's who of jetsetters at this towering fuxury hotel with picture-perfect.

heck Out Our New

We expanded all over the map this year

We Added 2 New Brands

Our family grew to 18 brands when Delta

and Protee joined this year, expanding our presence in Canada and Africa.

the world's biggest shows.

Ity Scene: Dubai

Q 1.165 ft 14914.5

like your favorite country.



266.5 Billion Points Earned That's a let of redemption power. You could stay in a hotal for 18,225 years with this



1.35 Billion Miles Earned Travel more & travel farther. That's enough miles on 7,500 round-me-world travel.

Over 60,000 Hours Saved

1.8 million times. Faster mobile check-in means more pool time.









Holiday Flash Sale

Weber to Xbox - get gifts for less points the next two Wedn and December 9.

# More Benefits for You



4 New Member Perks Share points. Earn Eite night credits. The Fab Four new member benefits let you use your account in more flexible ways.



The 2015 Year in Review put a musical spin onmembers' travel data to pull in Marriott lifestyle partnerships.

> The 2014 Year in review opened with a dynamic videø where member data was seamlessly integrated / into the animation. The campaign was a huge success, driving record conversion and winning seven awards.







# Ticketmaster Template System

Entertainment at your fingertips! One template drives all Ticketmaster email. From triggers to newsletters this extensive template system features a unique flat design with ticket-like organization of key info.





Responsive Design



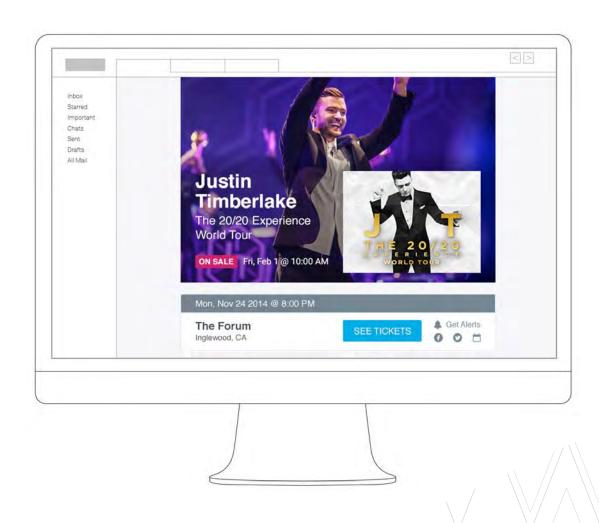


Web Fonts

Click-to-Launch App



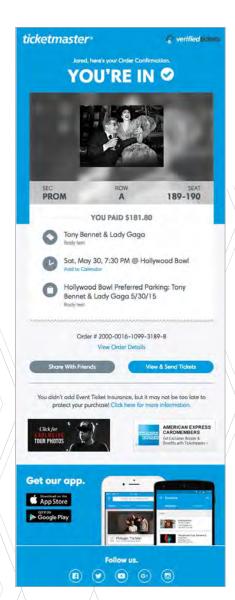
Social Share





This Flat UX template is a workhorse driving millions of unique email combinations 24 hours a day.

> Extensive dynamic cross promotion displays relevant entertainers based on multiple data points.









# Lands' End

Template System & Campaigns

Using our email template system, we love how this iconic brand designed their campaigns to show off its timeless quality and fresh season fashions by delivering gendercentric emails based on past purchase and user behavior.



Bulletproof Buttons



Responsive Design

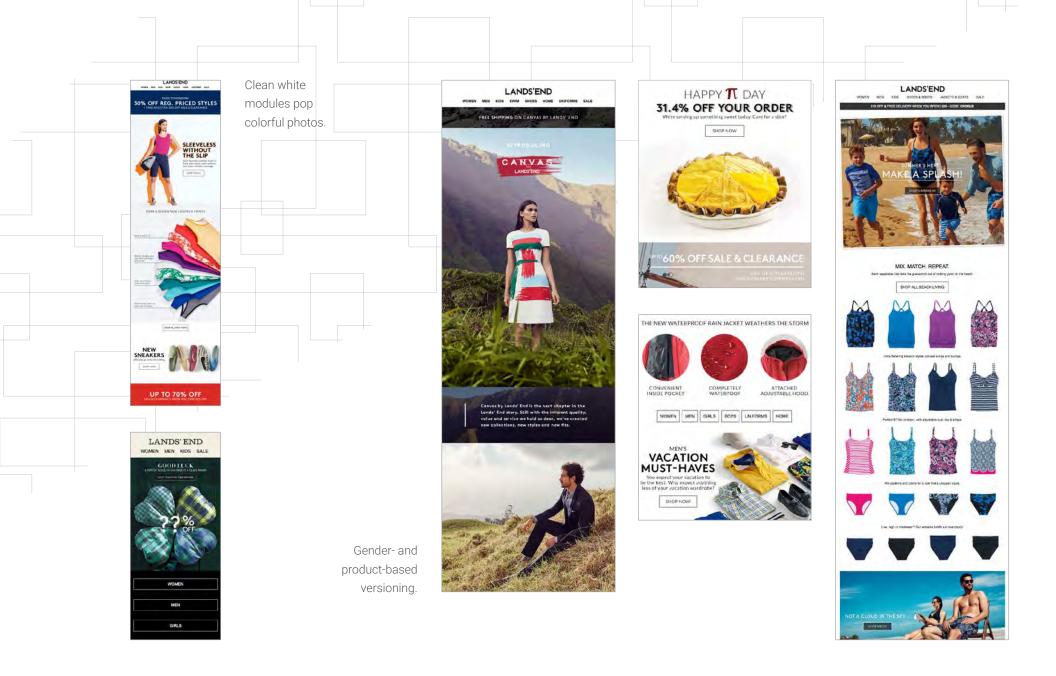


Template System



Web Fonts





# KEEN Template System

People love their KEENs! Comfortable, adventurous and fun—this template was designed to embrace their brand and showcase the plethora of great outdoor content they enjoy.





100% Readable with Images Off

Video



Sticky Content



Web Fonts



Responsive Design





FREE SHIPPING AND RETURNS! HIKING SEASON IS HERE **SHOP NOW** 

rom light, fast hikers to ultra-durable pack boots, KEEN is ready o help you take on the trails in comfort and style. Check 'em out, lace them up & let the adventures start.

### PACK IT IN



会会会会会 Jamison Daypack \$00.00 \$00.00

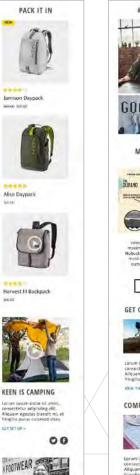
食食食食食 Aliso Daypack \$00.00

\*\*\*\* Harvest III Backpack

Feature module contains readable images off HTML web-font headlines.

> KEEN is a great example of lifestyle content mixed with products-and their open rate shows.





AMERICAN BUILT

Lorum ipsum dolor sit amet, consectetur adipiscing bit. Allquam egestas blandit mi, fringilla purus euismod vitae.

MEET THE MALKER





# Herrington Template System

Herrington's classic brand meets modern mobile responsive email in this template system that utilizes web fonts and bold product photos.

Template System

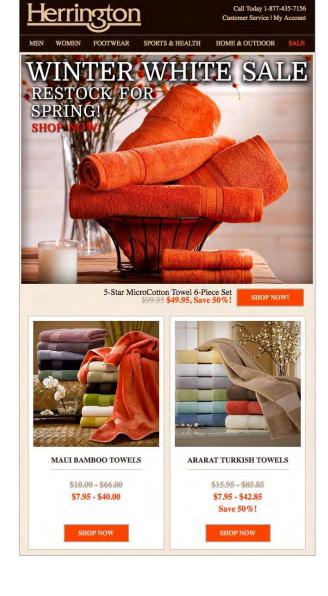
Responsive Design

**Bulletproof Buttons** 

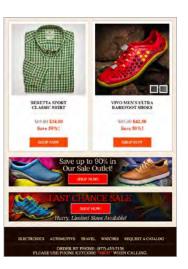
Web Fonts

100% Readable with Images Off

Sticky Content











# Rodale

# Template System

Prevention Magazine, published by Rodale Inc, is loaded with health and wellness tips and is the trusted source for healthy lifestyle content. Their email template system was designed to showcase this useful content. Embedded video, authoritative articles, and social shares are distinctly displayed in a modern, minimalist design.

Template System



Video



Responsive Design



Sticky Content



Bulletproof Buttons



100% Readable with Images Off



Web Fonts

# See's Candies | Template System & Campaign

This iconic brand is brought into the digital era feature delightful illustrations, throwback typographic and photos.





Responsive Design





Web Fonts



100% Readable with Images Off



Sticky Content









Strong black-on-white color with throwback modern typo styles.









# Visa Canada

Template System & Campaigns

A high-end email to high-end clients, this responsive newsletter features exclusive events and benefits.



√ Video

100% Readable with Images Off

Sticky Content











Dark colors and personal copy tones provide exclusive invite details.









# 

eBay wanted to inspire others to sell and make money. Rejecting common stock photography this campaign found actual sellers and featured them and the reasons why they sell on eBay, such as travel, art or family.





Responsive Design





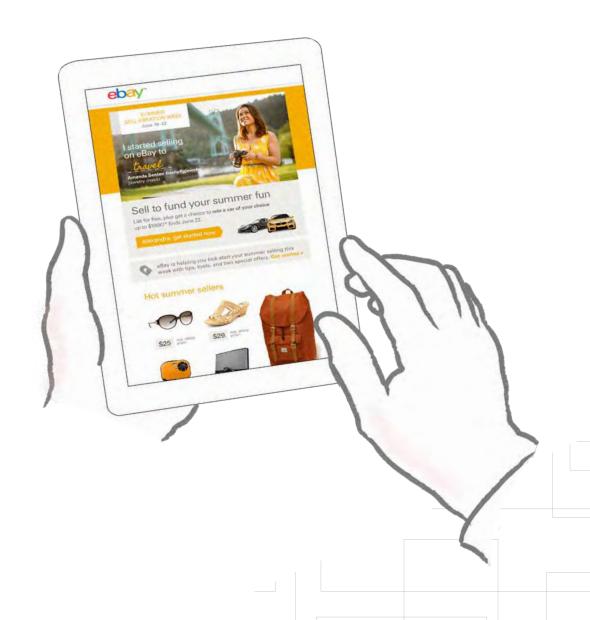
Sticky Content



Web Fonts



100% Readable with Images Off













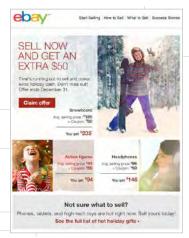
SELL YOUR PHONE.

Sall your phone on eBay and get the most money." Plus, sell up to five phones by September 30 and

\$5

BONUS

**GET UP TO \$450**°





# Community Coffee

Master Template

Community Coffee's delicious brew is on full display in this bold template system. Craft colors, slab-serif fonts highlight their deals and bite-sized sticky content keep their audience engaged.











Web Fonts



100% Readable with Images Off





One template

drives all

triggers.

messages from promos to newsletters and









Multi-CTAs that drive to iTunes or Google Play.

# Microsoft Groove

Template System

An email template system that educates users about Microsoft's most recent media player. Featuring bulletproof copy over images and dynamic content all in a modern design.





Responsive Design



Video



**Bulletproof Buttons** 

100% Readable with Images Off

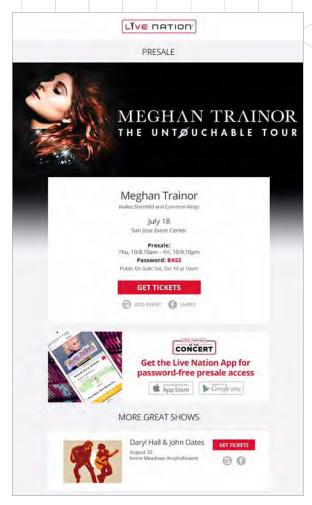


Responsive Design

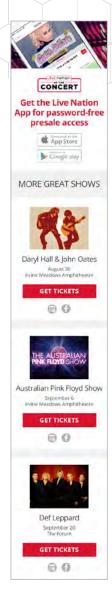








With clean headers and a sleek, modern layout, this template system steals the show.



# Live Nation

Template System

Get ready to rock with Live Nation's updated email layouts. Designed to remind and cross-promote your favorite shows using data from past purchase and browsed. The template features a unique color-code system and ultraclean headers (by hiding the preheader and removing everything else).

Tem

Template System



Responsive Design



Mega Merge



Bulletproof Buttons



Web Fonts



Status Bar



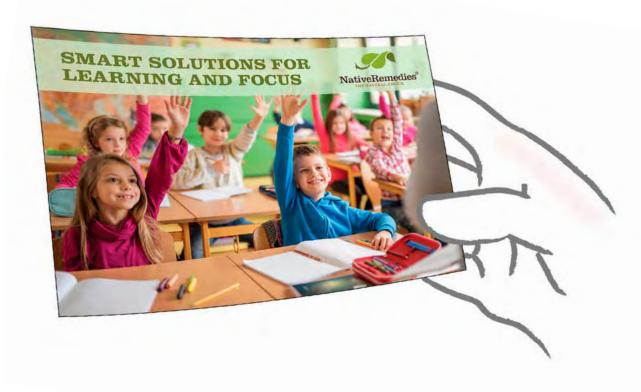
Click-to-Launch App



# Direct Mail | Print

Is it becoming overlooked? Still super-effective. A recent campaign that combined print and email performed over 7% higher (than email alone).

Compared to email, direct mail is fast and easy. Best of all, our colleagues at our parent company, Infogroup, rock the print, fulfillment and data. Fast turns!





### Make the most of your life on the water

Ariel, we're here for you with convenient shopping in-store, online, and by phone, answers from friendly, knowledgeable staff, free shipping store-to-store

\$15 off \$100 Bring this card in to any West Marine store for an immediate discount. Also works at westmarine.com or by calling 1-800-BOATING (262-8464). just enter or mention coupon code MK48546 at checkout. Valid 6/17/16 thru 7/31/16.









### **West Marine**

1160 N. Halsted Street. Chicago, IL 60642 (312) 255-1464 westmarine.com/westadvantage







I have read and agree to the terms above, please sign:



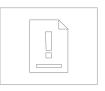
# Founded in 2000

# Longest-Running Dedicated Email Agency

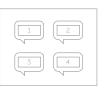
# Products & Services













Template Systems

Email Campaigns

Landing Pages

Content Creation

Banner & Display

ner & Social Social Campaigns

Registration & Preference Sign Up Pages

Locations



- Chicago
- Portland
- NYC
- San Francisco
- Boston

- Atlanta
- Denver
- London
- Singapore



# 2016 Internet Advertising Competition Award

Best Hotel And Lodging Email Message, Marriott Rewards Atlantis Resort

### 2016 Internet Advertising Competition Award

Best Financial Services Email Message, Visa Checkout Super Bowl

# 2015 Marketing Quarterly Email Marketing Award

Best Loyalty Email, Marriott Rewards Year in Review

### 2015 Horizon Interactive Awards

Bronze Winner, Purity Products' Healthy Triggered Email Program

# 2015 Internet Marketing Association IMPACT15

Outstanding Achievement in Email Marketing, Marriott MegaBonus Series

# 2015 Relevancy Ring Client Satisfaction Awards

Gold Customer Satisfaction Award for Product Innovation, Account Management Servicing, Services (Creative, Strategy, Technical), Integration and Deliverability Tools & Services

### 2015 Chief Marketer Pro Awards

Silver, Marriott's 2014 Year in Review

# 2015 Relevancy Ring Client Satisfaction Awards

Silver Customer Satisfaction Award for Strategic Services, Technical Services and Production Services

### 2015 Horizon Interactive Awards

Bronze Winner, Body Central Finds the Right Fit with Triggered Emails

### 2015 Horizon Interactive Awards

Silver Winner, Marriott Mobile Check-In

# 2014 Internet Marketing Association IMPACT 14

Email Marketing Winner, VSP EnVision Email Newsletter

# 2014 Marketing ARC Awards

Conversion Optimization Winner, Marriott Mobile Check-in Campaign

### 2014 Chief Marketer Pro Awards

Recognizing outstanding promotion marketing in 27 categories, Marriott MobileCheck-In Campaign

### 2014 The American Business Awards

Best Newsletter, Gold Stevie Winner, VSP EnVision Email Newsletter

### 2014 Horizon Interactive Awards

Silver Winner, Marriott Mobile Check-In Email Promotion

### 2014 Horizon Interactive Awards

Silver Winner, VSP EnVision Email Newsletter

# 2014 Relevancy Ring Client Satisfaction Awards

Gold Customer Satisfaction Award in Product Innovation, Account Management, Servicing Services (Creative, Strategy, Technical), Integration Deliverability, and Tools and Services

# 2014 Relevancy Ring Client Satisfaction Awards

Silver Customer Satisfaction Award in Infrastructure Campaign Execution (Production Services), Educational Resources, Technical Customer Support, and Omni-Channel Marketing Capabilities

