

# CYBER MONDAY MARKETING TIPS

Cyber Monday is one of the biggest shopping events of the year, surpassing even Black Friday. What was an online tech focussed event has expanded to encompass everything from food to fashion. For brands and retailers, it's the perfect opportunity to win new customers and boost sales. But with everyone competing for a slice of the pie, how do you ensure you get your fair share? Discover our top tips for Cyber Monday marketing success, with innovative examples from forward-thinking brands.

## CYBER MONDAY STATISTICS

43%

**Mobile Closes the Gap**

Mobile drives 43% of Cyber Monday purchases

\$11.3B

**Cyber Monday Trumps Black Friday**

Consumers spent \$11.3B during Cyber Monday 2022, \$2B more than Black Friday

\$100+

**Healthy Average Spend**

Over 50% of US consumers spend \$100 or more during Cyber Monday

85%

**Buy Now, Pay Later Explodes**

Buy now, pay later orders up 85% during Cyber Monday

\$12.8M

**8 - 9pm Is The Most Popular Time To Shop**

\$12.8M every minute during peak shopping times

## 7 TACTICS FOR CYBER MONDAY MARKETING SUCCESS

21% of Millennials and Gen Zs say social media "buy now" buttons drive impulse purchases

### #1 Double Down on Social Commerce

Include a "buy now" button on your social media channels to give online consumers a seamless shopping experience for always-online consumers.

### #2 De-risk Your Deals

Reduce returns by offering free shipping and no questions asked returns on Cyber Monday purchases.

### #3 Invest In Paid Search

Stand out in a competitive marketplace and target your ideal customers with a Cyber Monday pay-per-click (PPC) campaign.

### #4 Layer Your Promotions

Layer additional promotions to incentivize consumers to engage with your Cyber Monday offering and boost sales with enticing layered promotions.

### #5 Harness FOMO

Create a "sneak peek" or "sneak peek" to your Cyber Monday landing page to create a sense of urgency among your customers and increase impulse buys.

### #6 Partner with Influencers

Partner with influencers to get people talking about your products, build trust, and drive sales. Don't have a big following? Micro-influencers have more authentic connections to harness their connection with important audience groups.

### #7 Make the Most of the Metaverse

Create unique digital experiences that allow customers to interact with your products and engage with your brand in exciting new ways.

94% of UK consumers say free shipping makes them more likely to buy online

**Snipp Tip**  
Create a "sneak peek" (CWP) with a giveaway for an offer that's hard to refuse

82% of consumers say they'll try, buy, or recommend a product based on influencer content

## CYBER MONDAY MARKETING EXAMPLES TO INSPIRE YOUR NEXT CAMPAIGN

**dyson**

### Dyson Brings the In-Store Experience Into the Living Room

Global home appliance brand Dyson lets customers test its hair straighteners, hairdryers, and vacuums in virtual reality environments where you can discover, shop, and learn about our technology from the comfort of your home.

### MeUndies: Live from Facebook

MeUndies, a men's underwear brand, hosted a live stream event to provide a fresh Black Friday/Cyber Monday shopping experience for its army of followers. Featuring a DJ and several live-streamed giveaways, the event drew over 10,000 viewers, with over 1,000 people joining, encouraging customers to invite their friends. The event started 13,000 people, with a conversion rate of 25%.

**MeUndies**

**Timberland**

### Timberland Harnesses the Power of Influencer Marketing

To support its vision of reaching a positive net environmental impact by 2030, fast-fashion brand Timberland created a social media campaign for Black Friday/Cyber Monday. The campaign raised awareness of the brand's sustainable eyewear line and created a more authentic connection with its customers.

# Cyber Monday Tips Customer Service

**Geoffrey A. Best**



## **Cyber Monday Tips Customer Service:**

**2024 Holiday Customer Service Blueprint** Jelisaveta Sapardić, 2024-08-20 Did you know that customer service requests can increase by 65% during Black Friday and Cyber Monday compared to a typical day 15 This staggering surge can overwhelm even the most prepared customer support teams as they struggle to manage a flood of repetitive questions keep response times low and maintain high levels of customer satisfaction all at the same time However this surge also presents a critical opportunity to boost revenue and acquire new customers with over 87% of consumers shopping during Black Friday and 61 million people globally purchasing from Shopify powered brands 16 Drawing from our experience supporting over 300 000 businesses worldwide we understand the importance of a seamless customer experience especially for ecommerce companies and SMBs We ve developed strategies that help businesses overcome customer service challenges during peak shopping times In this ebook we ll share practical tips and insights from industry experts to help you manage customer demands during these critical periods Learn how to navigate and thrive during the busiest seasons with our proven advice

**42 Rules for Outsourcing Your Call Center** Geoffrey A. Best, 2011-09 A foundation for anyone considering outsourcing their call center this volume provides a path for companies outsourcing their first call center with a logical sequence of steps for moving an existing operation to an outsourced organization

**How to Save Money - Tips & Strategies for Saving Money** Vijay Kumar Gupta, 2024-02-07 Welcome to How to Save Money your comprehensive guide to mastering the art of saving and achieving financial stability In today s fast paced world saving money has become more crucial than ever empowering individuals to achieve their financial goals build wealth and secure their future Whether you re looking to create an emergency fund pay off debt or achieve financial independence this ebook is designed to provide you with practical strategies tips and insights to help you save more effectively and take control of your financial future From budgeting and cutting expenses to increasing income and investing wisely you ll learn how to make informed financial decisions cultivate healthy saving habits and achieve lasting financial success Get ready to embark on a journey towards financial freedom and peace of mind Let s start saving

**Revolutionizing Retail Analytics: Harnessing AI and Machine Learning for Business Growth** Shashank Shekhar Katyayan Dr. Jhankar Moolchandani, 2025-01-15 In the fast paced and ever evolving world of retail staying ahead of the competition requires more than intuition and experience it demands the power of data driven insights As consumers grow more tech savvy and their expectations rise retail businesses face the challenge of delivering personalized efficient and impactful customer experiences This book Revolutionizing Retail Analytics Harnessing AI and Machine Learning for Business Growth is a guide to navigating this transformative era using the tools of tomorrow The integration of Artificial Intelligence AI and Machine Learning ML into retail analytics has unlocked opportunities previously unimaginable From dynamic pricing and demand forecasting to personalized marketing and supply chain optimization these technologies are reshaping how businesses operate Yet for many the journey to adopting AI driven strategies can seem complex and daunting

This book aims to demystify the world of AI and ML for retail professionals business leaders and analytics enthusiasts Whether you are an experienced data scientist looking to explore retail applications or a retailer seeking to understand how AI can solve real world challenges this book bridges the gap between technology and business outcomes Throughout the chapters you ll find A foundation in the principles of AI and ML tailored to retail contexts Case studies showcasing successful implementations across diverse retail domains Practical strategies for integrating AI tools into existing systems Insights on ethical considerations and best practices in data handling and AI deployment Our journey begins by understanding the seismic shifts reshaping the retail landscape and progresses to exploring actionable strategies for leveraging AI and ML effectively By the end you ll not only grasp the transformative potential of these technologies but also be equipped with the knowledge to implement them within your own organization The retail industry stands at the crossroads of innovation and tradition The decisions we make today will shape the shopping experiences of tomorrow With this book as your guide we invite you to be part of the revolution unlocking growth efficiency and a deeper connection with your customers through the power of AI and ML Welcome to the future of retail Let s transform it together Authors **Informationweek** ,2005

**Chain Store Age** ,2008-07 *Systems Analysis and Design* Course Technology,Gary B. Shelly,Thomas J.

Cashman,Harry J. Rosenblatt,2002-08 This title allows students to do systems analysis and design right from the start Examples and cases are drawn from actual systems projects that enable students to learn in the context of solving problems much like the ones they will encounter on the job A blend of traditional development and current techniques such as client server and object oriented development graphical user interfaces and electronic data interchange are provided The clear writing style makes systems analysis and design easy to understand and the Student Study Tools provides the reinforcement needed **E-commerce** Kenneth C. Laudon,Carol Guercio Traver,2007 In today s evolving business environment E

commerce business technology society introduces students to the concepts and practice of electronic commerce This book emphasizes the three major forces behind e commerce business fundamentals technology opportunities and social issues In every chapter these three themes come alive with the discussion of e commerce concepts in the areas of economics marketing and information technology and with the presentation of real world e commerce business cases and stories The result is a coherent framework for organizing a complex topic which promotes a clear understanding of how e commerce is evolving Book jacket

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