### THE DETS

**CLIENT: SILVERCREEK REALTY GROUP** 

**SPECIALITY: REAL ESTATE** 

LOCATION: MERIDIAN, IDAHO

MARKETING BUDGET: \$6,500 PER MONTH

**GOAL:** CUSTOMIZED AGENT CONTENT SUPPORT



### THE PROBLEM



THEY WERE ALREADY PAYING A HIGH SALARY FOR A SINGLE GRAPHIC DESIGNER, BUT UNABLE TO SCALE THEIR AGENT MARKETING SUPPORT WITH ONLY ONE SALARIED EMPLOYEE. THEY NEEDED A SOLUTION TO HELP THEIR GROWING REAL ESTATE BROKERAGE AND EVENTUAL VENDOR PARTNERS.



### SOLUTIONS

#### INSTANT SOCIAL + SOCIAL MEDIA MANAGEMENT

OUR TEAM REFRESHED THE BRANDING ON SILVERCREEK FOR THE BROKERAGE AND UPDATED SOCIAL MEDIA SITES WHILE OUR INSTANT SOCIAL TEAM REDESIGNED THEIR CONTENT TEMPLATES AND BUILT OUT A WHITE-LABELLED INSTANT SOCIAL PLATFORM TO SUPPORT THEIR AGENTS. THEIR AGENTS ARE ABLE TO REQUEST THEIR CUSTOM GRAPHICS YEAR-ROUND WHILE ALSO ACCESSING MONTHLY CUSTOMIZABLE CONTENT AND CONTENT CALENDAR THAT IS BRANDED FOR THE BROKERAGE.

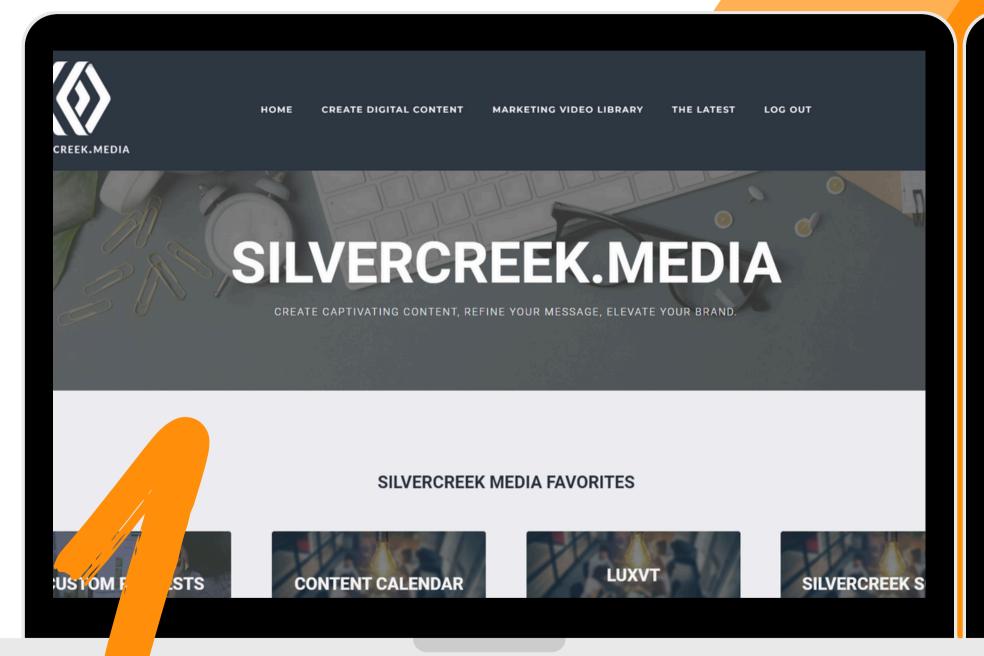
WHILE THEIR SOCIAL MEDIA MANAGEMENT CAME SECONDARY TO THEIR ULTIMATE GOAL OF AGENT CONTENT CREATION, DUE TO THE MULTIPLE FILM SHOOTS PER YEAR AND COLLABORATION FROM THEIR MARKETING DEPARTMENT, OUR TEAM HAS BEEN ABLE TO STEADILY BUILD THEIR OVERALL PRESENCE AND AWARENESS THROUGH BOTH ORGANIC AND PAID EFFORTS.

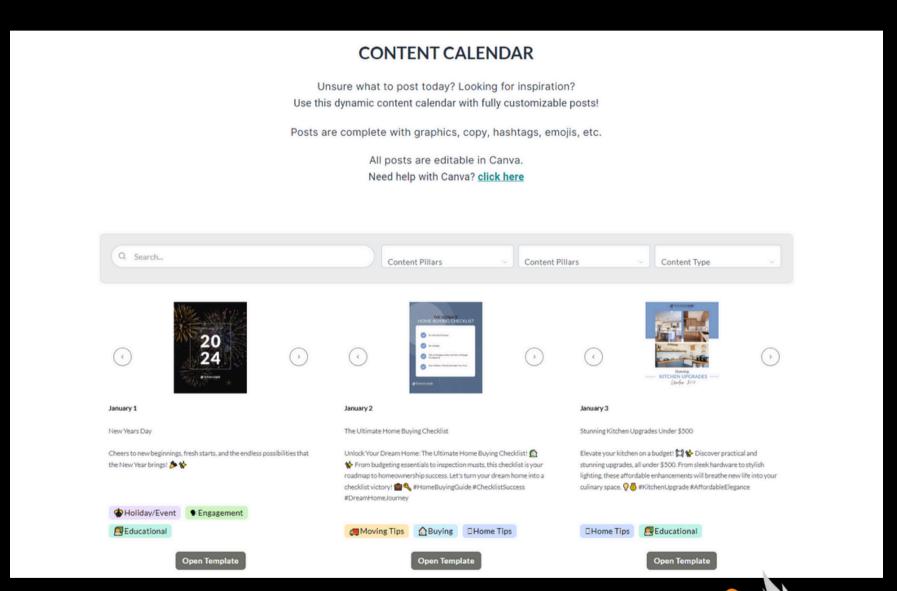
# FMO MEDIA'S 3 SOLUTION STEPS



### SILVERCREEK SOCIAL







#### SILVERCREEK SOCIAL





#### Making Social Media = edsy!

#### Silvercreek Graphic Requests

Use this form to submit a creative request so our team can assign and deliver it be you via email.

Here's our Creative Menu for reference on style options.

\*Please submit only one request at a time.\*

To receive your request, please look out for an email from graphix@fmomedia.com (NO-REPLY EMAIL)

\*for any edits please submit another request form\*

Please keep in mind our approximate turnaround times and our business hours. (9-5 pm EST, Mon-Fri)

\*Any requests submitted past 5pm EST will be added to the queue on the following business day\*

#### **Expected Timelines for:**

\*Short Form Video edits (Reels, Tik Tok, Etc): 3-4 Business Days

\*Logos: 5-7 Business Days

\*Print Designs (Flyers, Postcards, etc): 3-4 Business Days

\*Other Digital Media Designs (Facebook Cover Photos, Youtube Thumbnails, Digit Business Cards etc): 3-4 Business Days

\*Social Media Graphic Requests: 1-2 Business Days

#### Name \*

Enter your name

#### Email address\*

Enter your email address

Please share your phone number in case we need to give you a call!

Enter your answer

Please share the style from the creative menu you'd like us to use for your creative request. Reference our Creative Menu linked above.\*

Choose one... ~

What is the type of request?\*

\_\_\_\_

IN 2023 WE RECEIVED
OVER 1K CUSTOM
GRAPHICS REQUESTS
AND CREATED
APPROXIMATELY
1,500 PIECES OF
MONTHLY BRANDED
CONTENT FOR
DOWNLOADING!

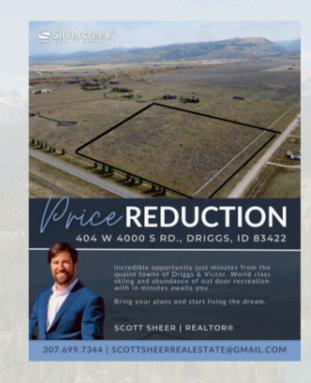


### CONTENT REDESIGN

### Modrics CLASSIC COLLECTION

INTRODUCING OUR CLASSIC COLLECTION, WHERE TIMELESS ELEGANCE AND REFINED AESTHETICS STEAL THE SPOTLIGHT! THIS COLLECTION IS DEDICATED TO CREATING A STATEMENT THAT TRANSCENDS TRENDS AND CAPTURES ATTENTION WITH ITS ENDURING CHARM.

PREPARE YOURSELF FOR SOPHISTICATED VISUALS, EXQUISITE DESIGNS, AND AN UNFORGETTABLE VISUAL JOURNEY. TAKE A MOMENT TO EXPLORE THESE SAMPLES FROM OUR CLASSIC STYLE AND GET READY TO MAKE A LASTING IMPRESSION ON YOUR AUDIENCE WITH A TOUCH OF TIMELESS ALLURE.





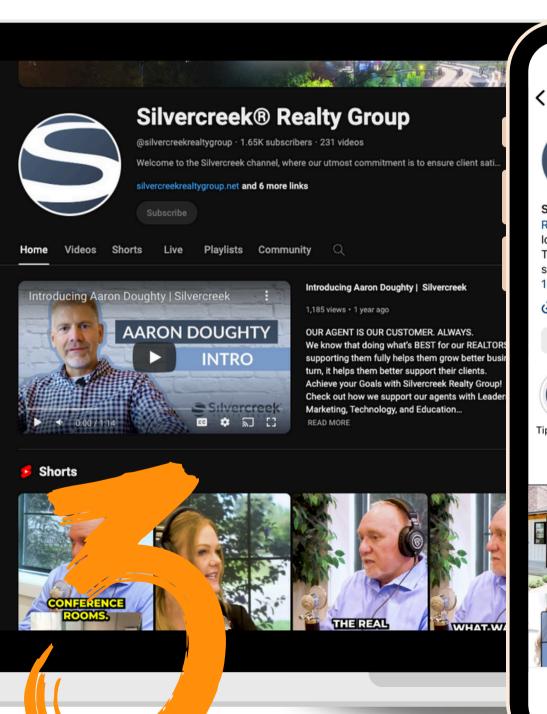


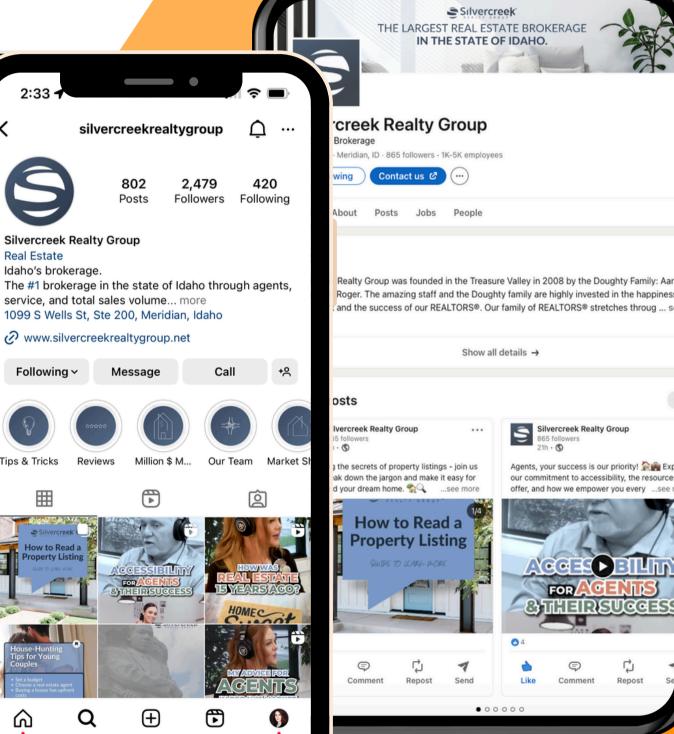






# ALL BRANDED & LOOKING FEXY!





#### **Silvercreek Realty Group**

3.2K likes · 3.3K followers

krealty.com

Group is dedicated to o they can better serve clients.

Agent

Silvercreek Realty Group

6h ⋅ ⑤

Unlocking the secrets of property listings - join us as we break down the jargon and make it easy for you to find your dream home. ⑥

© @silvercreekrealtygroup

1 (208) 377-0422

#... See more

Silvercreek\*







3.1K

**©** 12.6%



9K

@ 685%

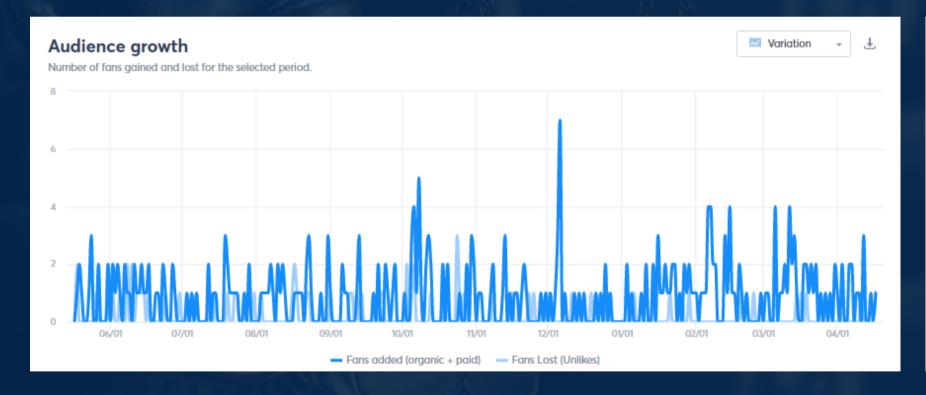


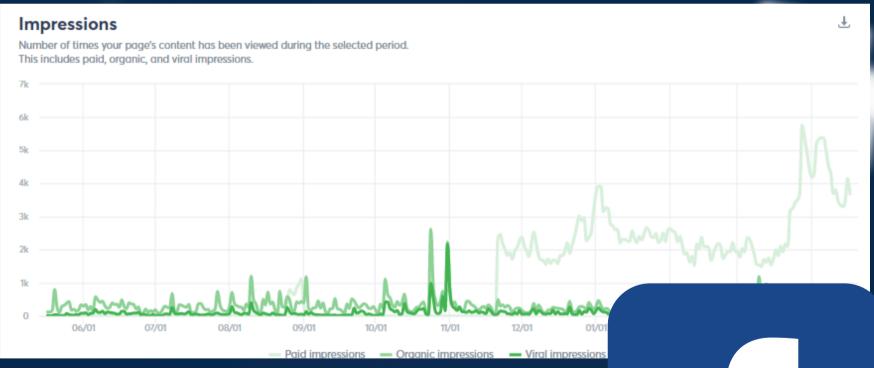
517K

**a** 1498.4%

See section

See section





CLIENT'S FACEBOOK AUDIENCE GROW 12.6% WITH FOLLOWERS AND THEY REACHED A MASSIVE INCREASE IN ENGAGEMENT AND IMPRESSIONS DUE TO BOTH ORGANIC AND PAID EFFORTS COMPARED TO THE YEAR PRIOR WORKING WITHOUT OUR TEAM.



2.2K

O 17.3%



2.3K

**2** 1205.2%



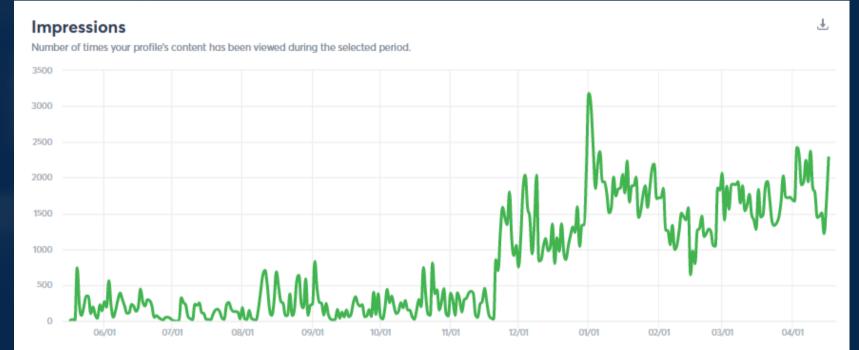
271K

**a** 3109.1%

See section

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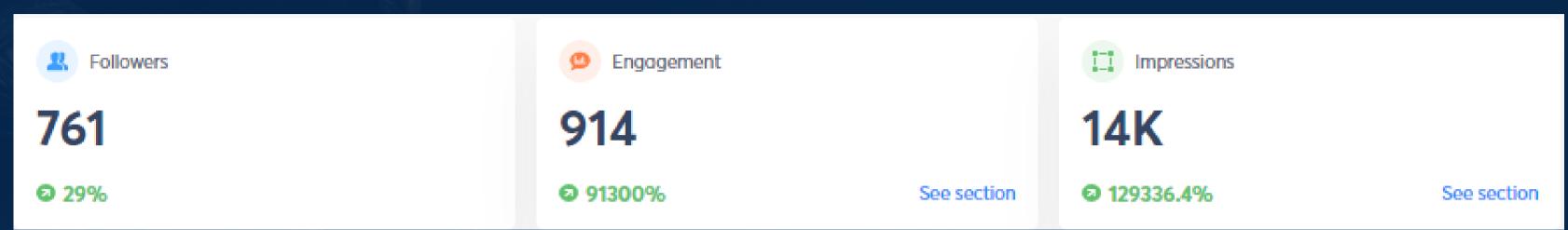




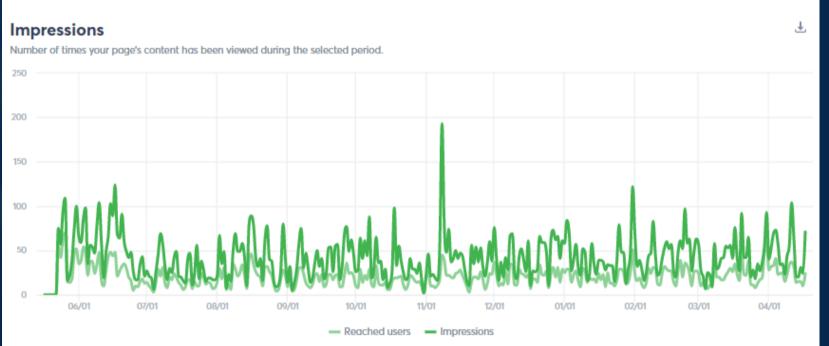
CLIENT'S INSTAGRAM AUDIENCE GREW 17.6% WITH FOLLOWERS AND THEY REACHED A MASSIVE INCREASE IN ENGAGEMENT AND IMPRESSIONS DUE TO BOTH ORGANIC AND PAID EFFORTS COMPARED TO THE YEAR PRIOR WORKING WITHOUT OUR TEAM. THIS IS ALSO ATTRIBUTED TO THE FACT THAT THEIR AGENTS ARE HIGHLY ENGAGED ON SOCIAL MEDIA SHOWING THE IMPORTANCE OF COMPANY BUY-IN.











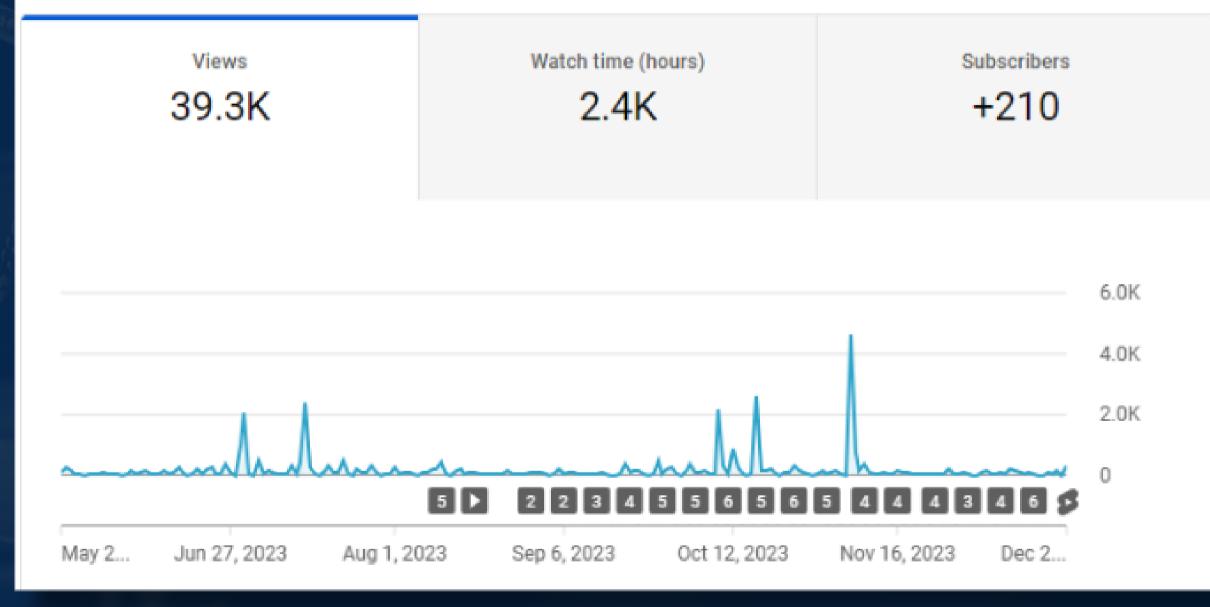
CLIENT'S LINKEDIN AUDIENCE GREW 29% WITH FOLLOWERS AND THEY REACHED A MASSIVE INCREASE IN ENGAGEMENT AND IMPRESSIONS DUE TO ALLOWING US TO RUN PAID CAMPAIGNS AND GENERATE GREATER ENGAGEMENT COMPARED TO THE YEAR PRIOR WORKING WITHOUT OUR TEAM.







#### In the selected period, your channel got 39,323 views



CLIENT'S YOUTUBE AUDIENCE GREW 29% WITH FOLLOWERS AND THEY REACHED A MASSIVE INCREASE IN ENGAGEMENT AND IMPRESSIONS DUE TO ALLOWING US TO RUN PAID CAMPAIGNS AND GENERATE GREATER ENGAGEMENT COMPARED TO THE YEAR PRIOR WORKING WITHOUT OUR TEAM.



### RESULTS



AGENTS RETENTION RATE INCREASE 5% DUE
TO ADDITIONAL MARKETING SUPPORT

LOAN PARTNER/VENDOR REDUCED COMMISSION SPLIT FOR A SAVINGS OF AT LEAST:

\$300,000 PERYEAR

AND NOW FOR NEW AGENT ROI...

### PAID MEDIA APPROACH

### GOAL: AGENT RECRUITMENT AND RETENTION

#### **BRAND AWARENESS**

HAVING PREVIOUSLY RAN ADS BEFORE WITH ANOTHER COMPANY WITH NO HISTORY OF THE ADS, WE HAD TO START FROM SCRATCH. A BRAND AWARENESS CAMPAIGN ON SEVERAL PLATFORMS WAS THE FASTEST WAY TO GET RESULTS FOR SILVERCREEK REALTY. WE BEGAN ADS ON LINKEDIN, META, AND GOOGLE.

#### LEAD GENERATION

ONCE ADS RAN FOR THE 1ST 6 MONTHS AND WE HAD ENOUGH DATA ABOUT OUR AUDIENCE, WE BEGAN LEAD GENERATION CAMPAIGNS, BOTH WITH LANDING PAGES ON THE WEBSITE AND FORMS THAT WERE FILLED OUT DIRECTLY ON THE PLATFORM AND INTEGRATED WITH THEIR CRM FOR LEAD ALERTS.

#### RETARGETING

WE GATHERED ENOUGH DATA ACROSS MULTIPLE PLATFORMS AND WERE ABLE TO RUN EVENT RESPONSE ADS TO PEOPLE MOST LIKELY TO RESPOND.

RETARGETING ALLOWED US TO LOWER THE CPA AND CPC TO GET THE MOST "BANG FOR THEIR BUCK" WHEN RUNNING FUTURE AD CAMPAIGNS.









During the reporting period spanning from April 01 to November 09, 2023, our total expenditure amounted to \$1.08k, which led to 111 conversions (referring to the individuals who took actions after interacting with or clicking on an ad). Throughout this period, our ads received 49.3k impressions, resulting in 2.38k clicks at an average cost of \$0.46 per click.

### Both ads also resulted in 177 Phone Calls over the last 6 Months. Conversion action Action optimization Calls from ads Primary Call from Ads 177.00 177.00





- 1. WEBSITE CLICKS (PPC KEYWORDS)
- 2. LEAD GENERATION PHONE CALLS
- 3. LEAD GENERATION EBOOK DOWNLOADS
- 4. BRAND AWARENESS PERFORMANCE MAX (YOUTUBE VIDEOS, IMAGES, AND PPC)





Summary of how your keywords are performing			
	Impressions ▼	Clicks ▼	Avg. CPC ▼
Silvercreek Realty Group	63	31	\$0.33
real estate agent	45	8	\$0.20
<ul> <li>realty companies</li> </ul>	41	3	\$0.23
<ul> <li>homes for sale in</li> </ul>	11	0	\$0.00
Real estate agent Idaho	7	3	\$10.45

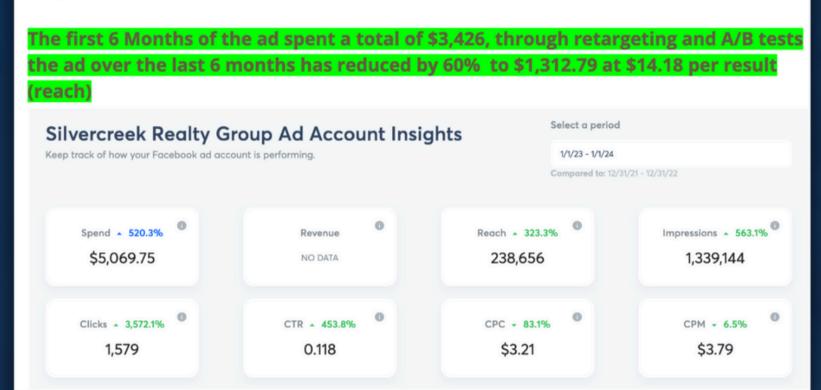


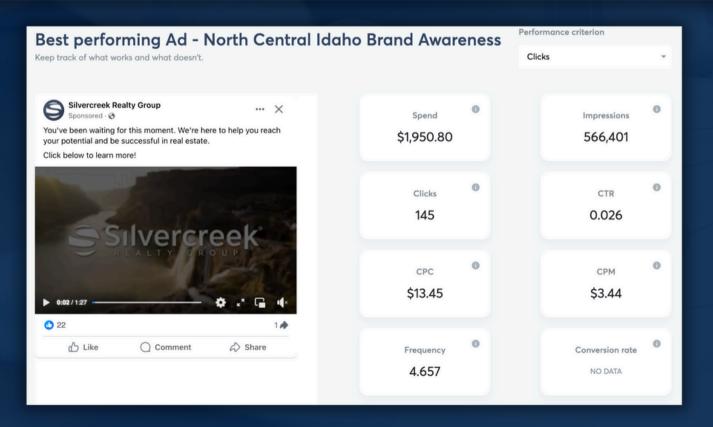
### LINKEDIN CAMPAIGN RAN FOR 1. RECRUITMENT BRAND AWARENESS 2. RECRUITMENT LEAD GENERATION



#### A. Silvercreek North Idaho Brand Awareness

The Silvercreek North Idaho Brand Awareness Campaign, which has been active since November 21, 2022, successfully engaged 28,941 individuals and achieved 57,266 impressions. We will be retargeting the most engaged audiences as the ad is starting to fatigue and expect to keep the lower CPC (cost per click)

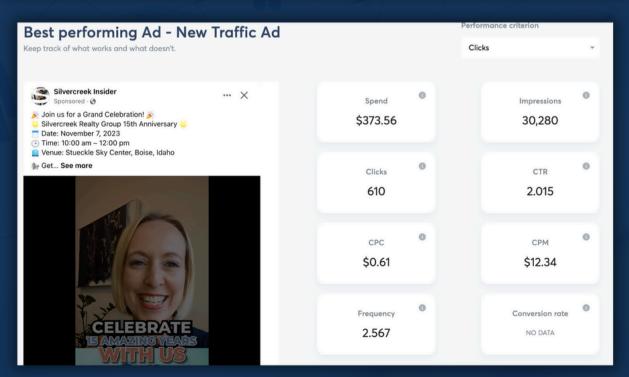




## META ADS RAN: BRAND AWARENESS CAMPAIGN LEAD GENERATION EVENT RESPONSE







### RESULTS

- \$ SPENT IN 9 MONTHS: \$6,705
- # CLICKS: FORM LEADS + DIRECT CALLS: 2,085
- # LEADS: FORM LEADS + DIRECT CALLS: 111

**COST PER LEAD: \$60.40** 

**LEADS CONVERTED: 73 NEW AGENTS** 

AGENTS IN FIRST YEAR PAY TO BROKERAGE IN COMMISSION AND FEES: \$14,200 AVG

ROI: \$1,036,600



# Key Results





AMPLIFY REACH

ENHANCE CONTENT

