ACTIVATE**19** The Growth Marketing Conference

# Breaking Down Newsletters

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Kelly Morr Senior Manager of Content & Search 99Designs



# Sean Kennedy

Senior Email Marketing Specialist **Zapier** 

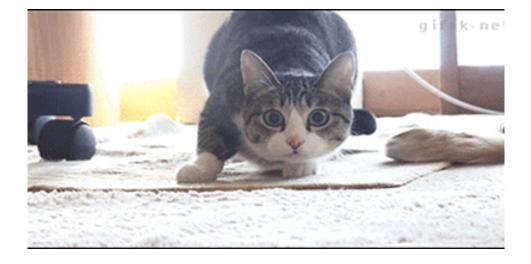


# Jen Capstraw

Director of Strategic Insights & Evangelism Iterable







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# Newsletters: A Brief History



# VOL. II. FRANCIS JOY. Numb. The Belfast News-Letter, And General Advertiser.

## F R I D A Y, MARCH 30, 1739

Yesterday arrived two British Packets, which brought two French, one Holland and one Flanders Mails, viz.

ITALY.

### LEGHORN, March 6.



Ccording to the Account brought by the Captain of an English Ship lately arrived here from Tun s, the Algerine Troops are preparing to march next Month

towardsConftantina, where they are to join those of the dethron'e Bey; after which they are to proceed to Tunis, in order to The 17th, the Marquis de la Mina, Ambaffador of Spain, prefented to the King on the Part of his Catholick Majesty two Golden Fleeces, one for the King, and the other for the Dauphin.

Seignor Augustino Lomelini, Envoy from the Republick of Genoa, arrived here the 22d in the Morning, and went to lodge at the Hottel of Auvergue.

On the 25th, an Arret was published by the Council of State, which ordains the Suppression of the Request, and Memorials presented or printed under the Name of those Persons, whose Offices of Advocates to the Council were suppress'd by the Edict of September last.

By private Letters of good Credit from Paris we are advised, that the Court of France, fince it has perceived that the concluding a Treaty of Commerce with Ruffi 1 would not be to extremely advantageous to it as was imagined, has not flewn to great Respect to Prince Cantimir, the Czarina's Minister, as was done upon his first Arrival at Paris; and that even the Negociation begun at Verfailles for the Conclusion of this Treaty of Commerce has been lately in a manner discontinued. The Coldness of the French Ministry in this Respect makes itfelf more and more remarkable, fince the Conclusion of the Treaty of Subfidy between France and Sweden

164.

| || |etal/ /hop (314)432-0756

24 Hours A Day, 300/1200 Baud

Presents....

==Phrack Inc.== Volume One, Issue One, Phile 1 of 8

Introduction...

Welcome to the Phrack Inc. Philes. Basically, we are a group of phile writers who have combined our philes and are distributing them in a group. This newsletter-type project is home-based at Metal Shop. If you or your group are interested in writing philes for Phrack Inc. you, your group, your BBS, or any other credits will be included. These philes may include articles on telcom (phreaking/hacking), anarchy (guns and death & destruction) or kracking. Other topics will be allowed also to an certain extent. If you feel you have some material that's original, please call and we'll include it in the next issue possible. Also, you are welcomed to put up these philes on your BBS/AE/Catfur/ Etc. The philes will be regularly available on Metal Shop. If you wish to say in the philes that your BBS will also be sponsering Phrack Inc., please leave feedback to me, Taran King stating you'd like your BBS in the credits. Later on.



Imagine this. A great, inflated, green garbage bag slowly wafting down from a tall building. It gains some speed as it nears the ground. People look up and say, "What the....?" The garbage bag hits! \*BOOM!!!\* It explodes in a thundering fireball of green bits of plastic and flame!

"What is this?" you may ask. Well, this is the great "Acetylene Balloon Bomb." And here is how to make it.

Ingredients:

\_\_\_\_\_

Hands-on Web Hosting - Newsletter July 2005     Yahoo/Inbox		
Hands-On Web Hosting - Billing <billing@handsonwebhosting.com> To: jencapsim@yahoo.com Cc: billing@handsonwebhosting.com</billing@handsonwebhosting.com>	*	
Hands-On Technologies Newsletter - July 2005 http://www.handsonwebhosting.com		
<ul> <li><u>New Employee</u> - Welcome Steven C. to Hands-on Web Hosting</li> <li><u>Security Evaluation</u> – Have your site checked for FREE!</li> <li><u>New Online Forums</u> - Redesigned and easier to search</li> <li><u>New Affiliate Program</u> - Earn \$10 for every new hosting account!</li> <li><u>Dedicated Servers</u> - Unleash the power and feel the speed! - \$100/month</li> <li><u>cPanel Help</u> - Site Backups - Have you made a site backup recently?</li> <li><u>Suspension, Cancellation, Termination</u> - We've made a policy change, please review!</li> </ul>		
***************************************	j.	>
New Employee As the expansion of the Hands-on Web Hosting company continues, so too does the hiring of new support and administration staff. We'd like to welcome Steven C. to the Hands-on Web Hosting Team. Steven has been working with Hands-on Web Hosting for the past two weeks providing technical support users via Live Help, the Helpdesk and also via the Online Forums. Steven played a major role in the migration of the Online Forums and the new design/look for this area.		
Steven brings a solid background in server administration, customer support, technical support and sales leadership and will be working directly with our system administrators to ensure a smooth operation here at Hands-on Web Hosting.		

### Security Evaluation

Are you accepting credit cards on your site? If you are, have your website protected and evaluated for FREE through a special partnership we have with ScanAlert!

Usually priced at \$149 per year, this easy-to-use service from ScanAlert, the world's largest web site security certification company, includes everything you need to be certified to the Payment Card Industry (PCI) security standard. Should you choose to continue the service after the first year, the price is locked in at just \$19 per year.



View In browser Illustrations by Zombijana Bones

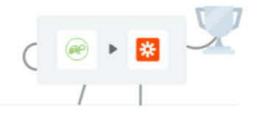


# A month of magical and mythical things (like gender wage equality)

March is the time we celebrate St. Patrick driving the snakes



APRIL 2019



### Happy April, Tortii team!

Awesome job moving up levels in the Zapier Partner Program so far. You ended last quarter with 54,321 active users and, as of April 1st, **you've reached the Platinum level**.

Congrats! Keep it up throughout this quarter in order to maintain Platinum.

99designs

Committee by Junior B



## A month of magical and mythical things (like gender wage equality)

March is the time we celebrate St. Patrick driving the snakes out of Ireland (Not literally... there were never any snakes in Ireland.) And what better way to do that than wee, green leprechauns that have nothing to do with St. P. Oh, and beer!

And, it's also National Women's month. We're in the March spirit with unicorns, mermaids and an in-depth research project on women entrepreneurs... is there equality when it comes to starting a business? Check out our infographic to find out!

### Is equality a myth?



## 



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HOW TORTH IS PERFORMING THIS QUARTER

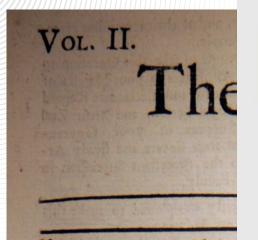


#### Level: Platinum

### Active Users: 45,678

Nice work! You have enough active users to maintain Platinum!

Your Active Users metric resets at the beginning of each quarter, so it's normal to see a drop here from last month.



Yesterday arrived two British Pack brought two French, one Holl. Flanders Mails, viz.

### ITALY.

### LEGHORN, March



Ccording to the brought by the an English Shij rived here from Algerine Troop ring to march no

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# News Letter 🌳

21 Apr, 2019

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### Top stories of the week

A round up of the most popular news stories this week.

### Latest News



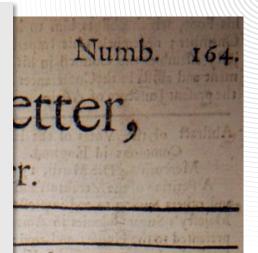


Lyra McKee murder – P.S.N.I. arrest two teenagers

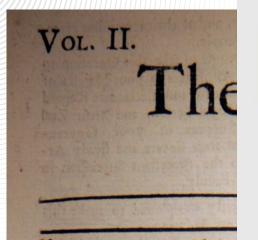
The P.S.N.I. has arrested two teenagers in connection with the murder of 29 yearold journalist Lyra McKee.

# Portadown College principal dies suddenly

The principal of Portadown College has died suddenly while in Scotland.



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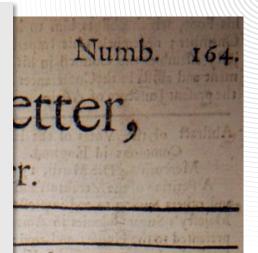


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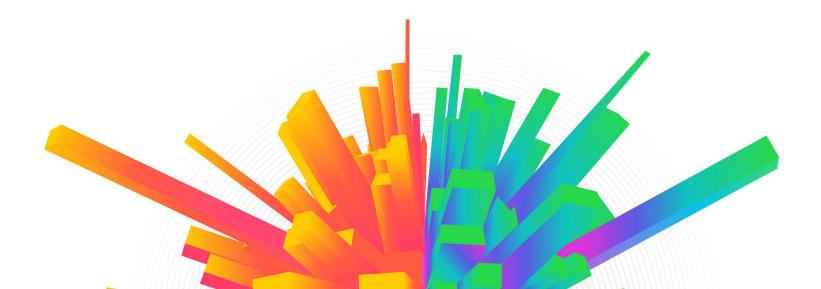
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# How do we define "newsletter" in 2019?



How do you achieve personalization in your newsletter?



### 99designs

And a second second

### 99designs

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### 99designs

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### Les tendances graphiques de 2019

### 10 tendances en design graphique à ne pas rater en 2019

"Ètre tendance" n'est pas toujours une mince affaire... Un pas dans la mauvaise direction peut vous faire passer pour quelqu'un de dépassé ! Avec notre récapitulatif des meilleures tendances de 2019, vous garderez toujours une longueur d'avance.

Découvrez quels styles auront le vent en poupe dans le monde du design cette année. Des logos aux designs web, en passant par les tee-shirts et la photographie, nous passons tout en revue.

#### Restez dans l'ère du temps



236 N 2 A D N 10 N

#### 10 gorgeous graphic design trends for 2019

Oh, so those bubble letters were meant to be retro? Careful, now. Slip a bit too far in one direction and cool quickly becomes corry. It happens! But it doesn't have to happen to you. Our roundup of the best upcoming trends for 2019 will keep you ahead of the curve.

Check out what styles will be hot throughout the design world next year, from logos and web to t-shirts and photography.





9 amazing logo design trends

#### 10 umwerfende Grafikdesign-Trends für 2019

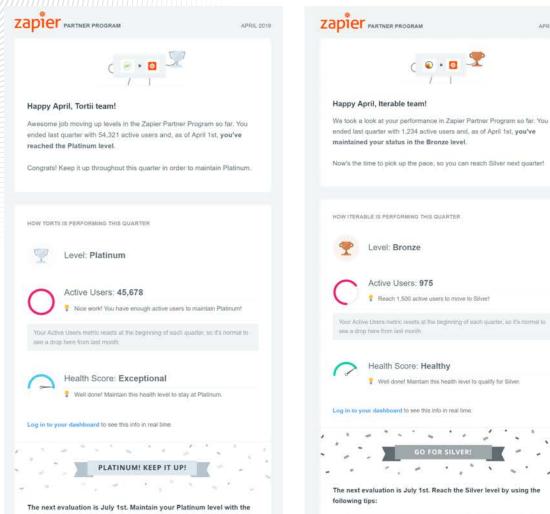
2019 Grafikdesign

Trends, Trends – die schönste Zeit des Jahres! Unsere Designexperten verraten dir, was dir im kommenden Jahr dabei helfen wird, relevant zu bleiben und deine Kunden zu beeindrucken.

Die Design-Trends des Jahres 2019 sind voller Widersprüche: Neon-Duotone und Farbverläufe treffen auf warme Vintage-Farbpaletten. Der detailreiche Glanz des Art déco lebt Seite an Seite mit dem klaren, eleganten Design aus der Mitte des Jahrhunderts.

Ein aufregendes Jahr voll stilistischer Vielfalt erwartet uns.

Total trendy



APRIL 201

zapier PART	NER PROGRAM		APRIL 201
202	) [0	<b>z</b> (	8
Happy April!			
	did our quarterly revi it level your integrati	ew of your integration: ons are in now.	s. Take a look
YOUR INTEGRATIO	NS' PERFORMANCE TI	HS QUARTER	
	active user count re see a drop here from	sets at the beginning o last month.	of each quarter,
INTEGRATION	LEVEL	ACTIVE USERS	HEALTH
Formatter	SILVER	11,345	Exceptional
I Delay	GOLD	21,654	Healthy
Storage	BROAZE	11,345	Healthy
	Le	ng in	
The next evalua	tion is July 1st. Let	vel up your integratio	ons when you:
	the second second second second	is from the top apps o resolving and respo	
		iven more benefits, su o market to your Zapie	

YOUR LEADS FROM ZAPIER



#### PLATINUM! KEEP IT UP!

The next evaluation is July 1st. Maintain your Platinum level with the following tips:

- · Boost usage by stealing ideas from the top Zapier partners
- Maintain your health score by resolving and responding to issues
  resolving and responding to issues

By maintaining Platinum, you'll continue to get access to all benefits of the program like quarterly business reviews, hands-on training, and more.



#### YOUR LEADS FROM ZAPIER

Because you were in the Platinum level last quarter, Tortii's page on Zapier sent you leads. Here's your page's activity from the last 30 days:









The next evaluation is July 1st. Reach the Silver level by using the following tips:

- · Boost usage by stealing ideas from the top Zapler partners
- Improve your health score by resolving and responding to issues
  resolving and responding to issues

Once you reach Silver, you'll get access to even more benefits, such as leads sent to you from Zapier's site.



#### YOUR LEADS FROM ZAPIER

Once you reach the Silver level, you'll **unlock the ability to get leads** from Iterable's page on Zapier. Here, you'll see stats about how many leads you're getting.



#### Build Zap Templates to surface new use cases

We've just released an easier way for you to create Zap Templates! Zap Templates are pre-made Zaps that help users get started right away.

- poost cooge of steaming ideas non the op apps on Eablei
- · Improve your health score by resolving and responding to issues

As you level up, you'il get access to even more benefits, such as a product review, case studies, and the ability to market to your Zapier users.

#### YOUR LEADS FROM ZAPIER

Once each integration reaches the Silver level, its page in Zapier's App Directory sends you leads. Here's your pages' activity in the last 30 days:

INTEGRATION	UNIQUE VIEWS	UNIQUE CLICKS
Formatter	512	213
Delay	1,024	345
Storage	A Reach Silver to unlock the	

On average, integrations at the Platinum level get 3x more visitors to their pages than those in Gold or lower.

#### NEWS & RESOURCES



#### Build Zap Templates to surface new use cases

We've just released an easier way for you to create Zap Templates! Zap. Templates are pre-made Zaps that help users get started right away. Brainstorm popular use cases for your integration and create Zap Templates for them, so there's less work left for your users to do.

#### Build Zap Templates \*

Remainder, the more Zap Templates you build, the more likely your app is to be promoted on the sites and in the products of our 1,300+ extegration partners via the Zapter Display Network.



### Happy {{now format="MMMM"}}!

On {{now format="MMMM"}} 1st, we did our quarterly review of your integrations. Take a look below to see what level your integrations are in now.

YOUR INTEGRATIONS' PERFORMANCE THIS QUARTER

Remember, your active user count resets at the beginning of each quarter, so it's normal to see a drop here from last month.

INTEGRATION	LEVEL	ACTIVE USERS	HEALTH
{{product.name}}	{{#ifMatchesRegexStr product.tier "Silver"}} {{else}} {{/ifMatchesRegexStr}}	{{numberFormat product.userActive CountThisQuarter	{{product.hea lthScoreTier}}
		"integer"}}	{{product.hea lthScoreTier}}
	{{PRODUCT.TIER}}		

ACTIVATE19

Presented by: **iterable** 

	S freme turg
	Create Spreadsheet Row
****	Add Commens To Project
	Append To Note
on 1946.444 Can we review this next week?	Create Record

### Automate Anything Without Leaving Slack

Never lose another message. Now you can push whatever needs followup to any of the 1,300+ apps that are connected to Zapier. You don't even need to stop slacking: all the automation power is just a couple clicks away.









### Automate Anything Without Leaving Slack

Never lose another message. Now you can push whatever needs followup to any of the 1,300+ apps that are connected to Zapier. You don't even need to stop slacking: all the automation power is just a couple clicks away.

**Try Our Slack Action** 

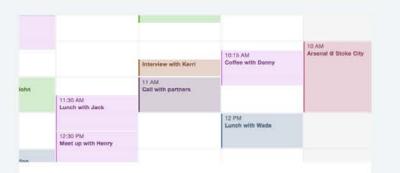


APRIL 2019

By setting folder permissions, anyone on a Team account can share Zaps their way. Open things up to the entire office, select a small group of confidants, or keep 'em to yourself,Äîthe decision is yours.

#### Permission Granted

#### Not on a Team account yet? You can snag a free trial here.



#### BOOK IT

# The 9 Best Meeting Scheduler Apps and Tools in 2019

You can't delegate actual meetings to an app...yet. But there are plenty of tools that make scheduling a little less grueling. These are our top picks for coordinating your calendar.

Get an Automated Assistant

By setting folder permissions, anyone on a Team account can share Zaps their way. Open things up to the entire office, select a small group of confidants, or keep 'em to yourself,Äîthe decision is yours.

#### Permission Granted

### Matthew Guay 7:38M Just posted a recording of the Product talk from Tuesday If you missed it and want to catch up: https://capler.wicita.com/medias/3eh1x9ms0) Weisha.the Product Talk Set a status if im out of here Clear after: Today ~ 8 164 Ø 1 Ap

#### SLACK IN ACTION

### How to Create Autoreplies in Slack

Let Slack say it for you. We'll guide you through creating autoresponders for certain words and scheduled status updates, so you can communicate without even typing. Maybe you can dig up some old away messages from a certain instant-messenger?

#### **Current Status: Productive**

# Personality counts! Let's talk about brand voice.



Mittens at 99designs <hello@email.99designs.com> Unsubscribe Thu, Apr 18, 4:45 PM (3 days ago)

# 99designs

<u>View in browser</u> designs by <u>Vladanland</u> ÷



## The ultimate guide to web design

Lost valuable hours of your life googling the heights of B-list



## 99designs

View in browser designs by LizYee



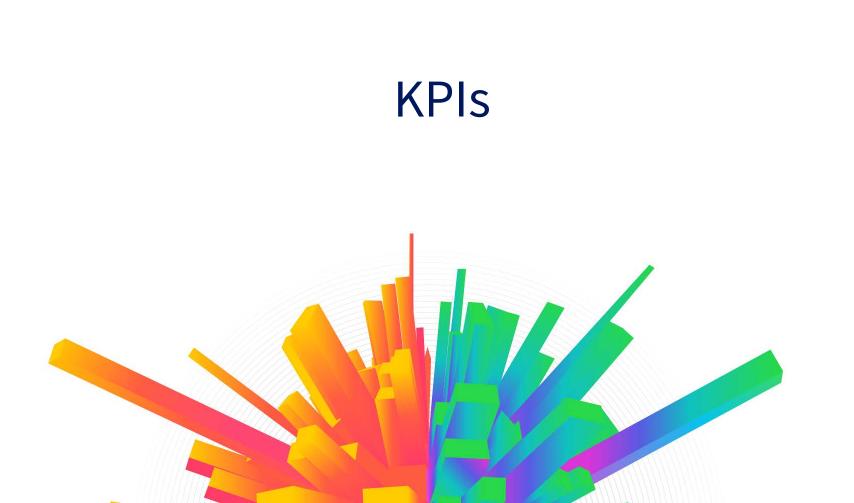
Ultimate branding Learn how to grow your business Tons of tips and tricks

Read our ultimate guide to branding

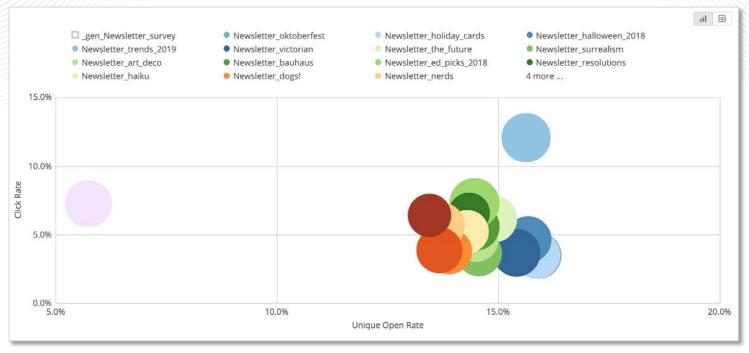


LOE is no joke. How do you streamline production?





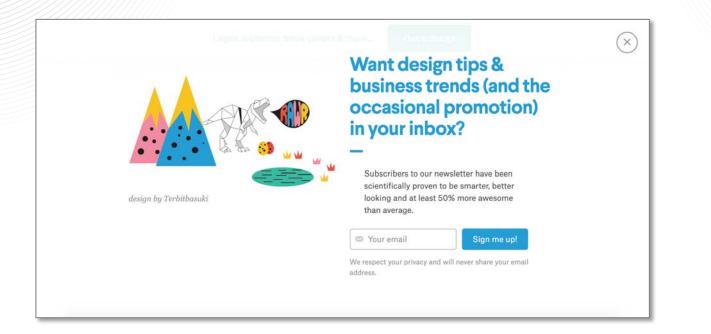
# **KPIs: Engagement**



ACTIVATE**19** 



# **KPIs:** Acquisition



ACTIVATE19



<b>KPIs: Acquisition</b>		design by Terbitbanuki	Want design tips & business trends (and the business trends) (and the business trends) (and the business trends) (and the business trends) (and the business to business to business to business to business.         Want design tips & business trends (and the business trends) (and the business to b
	BASELINE	FLOATING BAR	POP-UP
Subscribed (Conversion)	0.2%	0.5%	0.7%
Scrolled to 75% (Annoyance)	29.7%	29.5%	25.9%



# KPIs: Value – 28-Day Window





# **Get Inspired**





I grew up knowing I wanted to start a company one day, and I'm grateful you've helped me do it. This might sound crazy, but the email you're reading right now has its roots in a chain of hotdog stands I started called *Southern Sam's: Weiners as Big as a Baby's Arm.* 

Fortunately for my bank account, I had bigger dreams. So after college I moved to SF





Hey Kelly,

It's William from Backcountry.com

How has life been treating you? Did you have a good Winter season?

I'm gearing up for some awesome Biking and Desert climbing in Southern Utah in the next couple months before the heat really ramps up.

What's your plan for Spring?

My role at Backcountry is to work one-on-one with customers and be <u>YOUR</u> dedicated point of contact. I'm here to help you with everything you may need from us and be your personal connection to Backcountry. Free return label, exchanges, discounts, placing orders, and everything you need from us. I'm your guy!

### ACTIVATE19

Presented by: 🕥 iterable

Do you pood a question answered? Ir Guideance on come goar? Toyt me at 801 513 2401





Personalized imagery proceed by Milpinides

### Planes, Trains, and Automobiles

If you travel for work, you know that the time you spend on a crowded plane, Uber pool, or underground isn't the *most* pleasant part of your day. Especially, when you start thinking about all the things you've touched—which were probably touched by *many* people before you.

That could explain why you see people's hands glued to their phones in transit—watching videos, posting to Insta, and best of all, taking a good gander at their email. It's a great time to strike them with a good message. You're literally keeping them healthy, right? Makes sense to us.

Here are some of our recent travel favorites:

- Wandering through Marrakesh
- Exposure Weekly Selects
- Welcome to the Fun-cation
- lifare Price Alerts

<image>

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Personalized imagery proceed by Nifoliaades

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- 🛳 Welcome to the Fun-cation
- Service Alerts





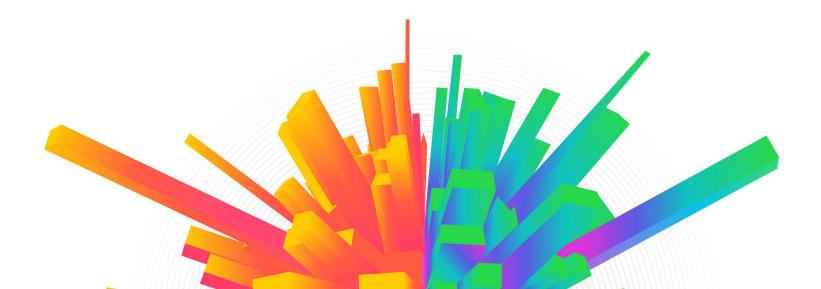








# Top Takeaways



# Kelly's Top Takeaways

- Just get started
- Don't get overwhelmed with details
- Constantly strive to improve







## Sean's Top Takeaways

- Be human
- Don't try to cater to everyone
- Have a blast, but don't send a blast
- Iterate and optimize







### Jen's Top Takeaway

• No bombs







# T. HANKS