7 Universal Conversion Optimization Principles

Based on 350 A/B Tests& 4 Years of Research

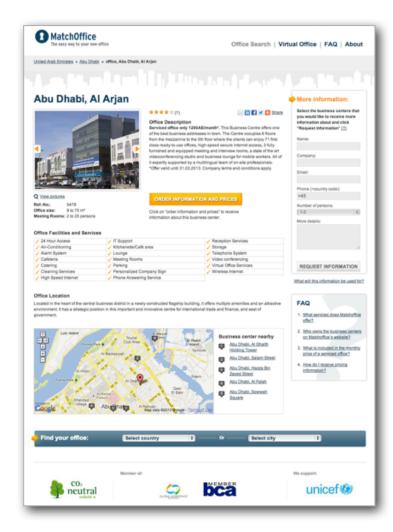
Michael Aagaard

Split Test Junkie, Copy Fanatic

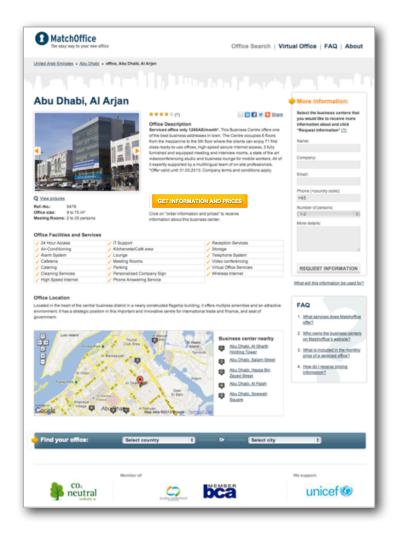
ContentVerve.com



Variant A:



Variant B:









Variant B:

GET INFORMATION AND PRICES



14.79% more conversions

The treatment CTA Copy increased conversions by 14.79%

Variant	CR		Statistical Confidence
Control	3.54%	-	-
Treatment	4.06%	+14.79%	95%

Sample size: 14230 visitors / 541 conversions

Test duration 30+ days





"Order information"

Treatment:



"Get information"



38.26% more conversions

Statistical confidence 98%

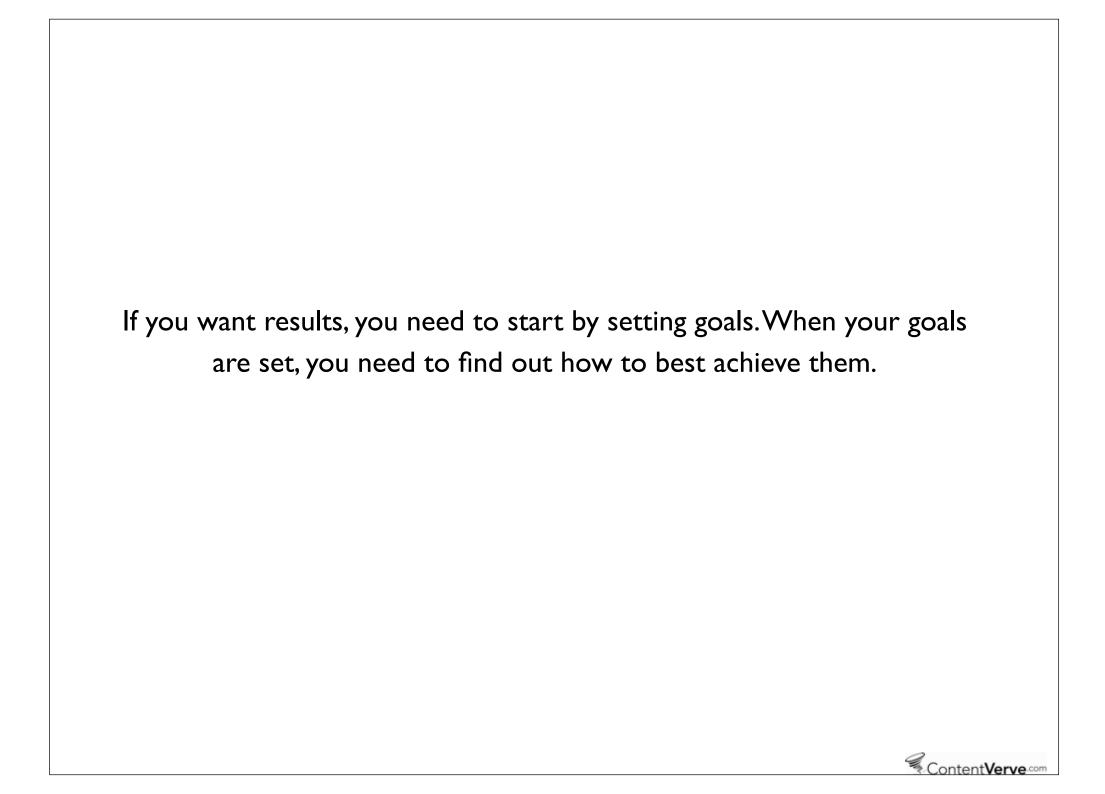


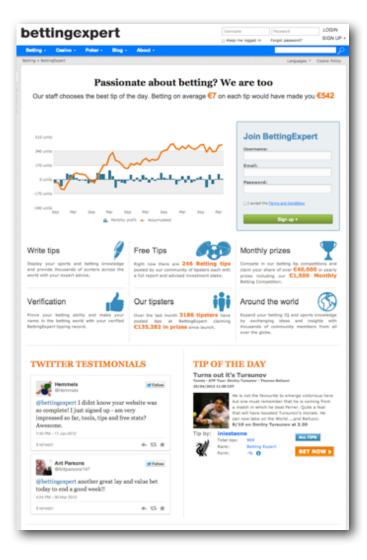
It is not the magnitude of change on the "page" that impacts conversion; it is the magnitude of change in the "mind" of the prospect. - Dr. Flint McGlaughlin

Optimization Principle 1:

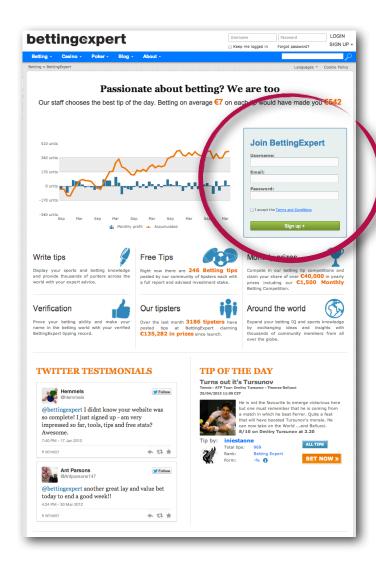
It's all about optimizing decisions - not web pages















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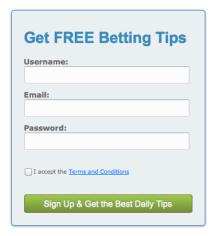
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1	
	31.54% more sign-ups
	Satistical confidence 99%
	•



Treatment:





Variant	CR		Statistical Confidence
Control	1.85%	-	-
Treatment	2.43%	31.54%	99%

Sample size: 13560 visitors / 291 conversions

Test duration 9 days





OK Mobil taletid	 Bestil benzinkort 	 Dieselolie 	➤ Bestil dieselolie
Træpiller	 Bestil fyringsolie 	 Dieselpriser 	 Bestil truck diesel-kort
Pyringsolie	 Solceller fra OK 	> Truck diesel	> Smareolie
Tankstationer	 Varmepumper 	➤ Naturges	 Billig el fra OK

Levering Vi kan levere fyringsolle 3 hverdage, efter at du har bestilt.

Bestil furingsofie w

Treatment:



HelKunder får billigere fyringsolie med disse produkter

Oliefyrsservice: Spar op til 15% af dit olieforbrug

Bt renset og justeret ollefyr udnytter fyringsollen bedre og kan spore dig før og til 15% af dit ellefsrbrug. Du sparer samte og får sikkerhed for, at dit ollefyr kører, som det skal.

Wied en ster serviceaftale får du 300 kr. i velkomstrabat, når du bestiller obefyrsomnice første gang.
Div fär også grutis tilkaldesemice, så du altid kan ninge efter es, hvis der opstå problemer med obefyrer.

Billig el fra OK: Få en måneds el till 0 kr. og udnyt lave el-priser

Se hvor meget du kan spare w

Nied OK El Variabelpris für du billig el til den gældende pris på det fris el-marked. Det vil sige, at du kan udnytte dyk i markeduprisen og spure penge, när elprisen er lav. Du fär den første måneds el til 0 kn.

riam minerate et al 0 kr.

300 kr.

Automatisk olielevering: Få automatisk optankning og slip for selv at holde øje med din fyringsolie

Du behaver ikke engang ringe og bestille ollen. Vi kommer helt automatisk og fylder din tarik op. Tilmeld dig automatisk ellefevering, og få 100 kr. i rabat på din færste levering.

Det er gratis at være tilmeldt. Du får også 10 dages prisgaranti, der betyder, at du får vons billigiste pris, at vanset hvad prisen har vænet fra 5 dage før til 5 dage efter din tevering, broforbindelse.

Privat - Genveje		Erhvery - Genveja	
➤ CK Mobil talend	 Bestil benzinkort 	> Dieselalie	➤ Bestil dieselolie
▶ Trapiller	 Bestil fyringsalie 	▶ Dieselpriser	 Bestil truck diesel-kort
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Privat - Genveje		Erhvery - Genveje	
OK Mobil taletid Trapiller Pyringsolie Tankstationer	Bestil benzinkort Bestil fyringsolle Solceller fra OK Varmepumper	Dieselolie Dieselpriser Truck diesel Naturgas	Bestil dieselolile Bestil truck diesel-kort Smareolile Billig el fra OK

Treatment:



HelKunder får billigere fyringsolie med disse produkter



Du behever ikke engang ringe og bestille ollen. Vi kommer helt automatrik og fylder din tank op. Tilmeld dig automatrisk ollefevering, og få 100 kr. i nahet på din færste leveting.

at du für vones billigste pris, at wannet hvad prisen har vænet fra 5 dage før til 5 dage efter din levering, broforbindelse.

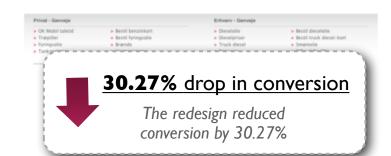
Billig el fra OK: Få en måneds el til

0 kr. og udnyt lave el-priser

oliefyssuenice første gang. Du fär også gratis tilkaldesenice, så du altid kan ringe efter es, hvis der opstår problemer med oliefyret.

Wed DK El Variabeloris für du billig el til den gældende pris på det frie eli-marked. Det vil sige, at du kan udnytte dyk i markeduprisan og spure pange, når el-prisen er lav. Du får den første måneds el til 0 kr.

Se hvor meget du kan spare w





ContentVerve com

7 Universal Conversion Optimization Principles

Tested and proven optimization principles you can apply to your online marketing funnel and increase conversions. Based on 4 years of research and over 350 real-life A/B tests

- Insights and experience from 4 years of research and over 350 A/B tests distilled into one 26-page free ebook
- 17 real world case studies with before / after examples and results from split test performed for clients
- 7 tested and proven optimization principles you can apply to your marketing funnel and increase conversions
- The flexible template for a high-converting landing page
- Inspiration for your own conversion rate optimization projects.



Get the book for free:

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Get my free e-book



optimization principles. I love principles because they teach you how to think, rather than giving you dogmas or just telling you what to do. Ignore these principles at your own peril.

Peep Laja, Conversion Optimization Pro Conversional.com



A great collection of case studies and examples. Michael gets to the heart of the process here by showing you that small changes can have big impacts on the minds of oustomers. Read and be

- Craig Sullivan, Independent Optimization Pro / CRO Legend



Some books only talk theory, but this one backs up each idea with real test results. You'll learn the reasoning behind the tests that won, and often nore importantly, those that failed.

- Oil Gardner, Co-Founder & Creative Director Unbounce.com



A book like this could easily be sold...for a lot of money. But Michael has elected to give it away. All I can say is WOW...and get it today."

- Marcus Sheridan, Content Marketing Master The SalesLion.com

About the Author:



who's obsessed with finding out what really works in online marketing. I'm Danish and hall from wonderful

When I'm not busy helping my clients get more paying customers and loyal users, I write about CRO via my blog, Content/viewe.com. I also travel all over the world to teach and speak on the topics of

Michael Lykke Asgeard, Split Test Junkle, Content Evangelist, Online Copywriter Content/Vene.com





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Treatment:



7 Universal Conversion Optimization Principles

Tested and proven optimization principles you can apply to your online marketing funnel and increase conversions. Based on 4 years of research and over 350 real-life A/B tests

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I can say is WOW...and get it today."



me backs up each idea with real test

Marcus Sheridan, Content Marketing Master TheSalesLion.com

Get the book for free:

Enter your email and download your free e-book right away!

You'll join the ContentVerve.com newsletter that comes out 2-4 times a month. You can unsubscribe at any time with one click.



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- Craig Sullivan, Independent Optimization Pro

About the Author:



Hi - I'm Michael Lukke Aspaard, a self-employed, self-confessed split test junkle, and copywriting fanatic who's obsessed with finding out what really works in online marketing. I'm Danish and hall from wonderful

When I'm not busy helping my clients get more paying outtomers and loyal users, I write about CRO via my blog, <u>Content Pars</u>, com. I also havel all over the world to teach and speak on the topics of convension optimization and copyrating.

Michael Lykke Aspeand, Spitt Test Junkle, Content Evangelist, Chiline Copywriter Content/Verve.com _____

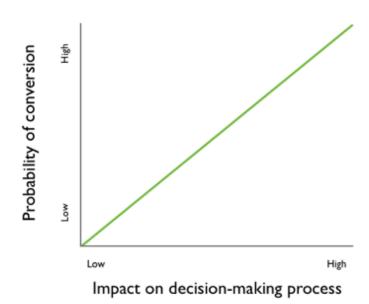


64.53% more downloads

Statistical Confidence 99%



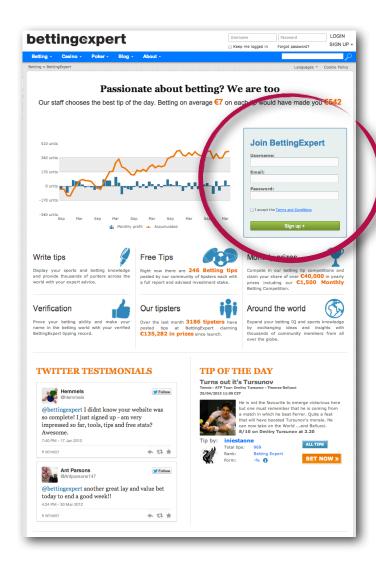
The greater the impact on the decision-making process, the higher probability of conversion





Optimization Principle 2: The biggest change on the page doesn't necesarilly result in the biggest lift









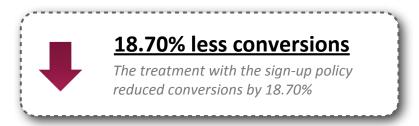


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Join BettingExpert
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I accept the Terms and Conditions 100% privacy - we will never spam you!
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Variant	CR		Statistical Confidence
Control	2.03%	-	-
Treatment	1.65%	-18.70%	96%

Sample size: 16152 visitors / 297 conversions

Test duration 9 days





Treatment:

Jo	oin BettingExpert
Use	ername:
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18.70% less signups
Statistical Confidence 96%





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10 479/ mara signuna
19.47% more signups

Sample size: 20257 visitors / 380 conversions

Test duration 12 days





Create My Account





Create My Account



Treatment:

Create Account & Get Started





Create My Account



Treatment:

Create Account & Get Started















Free YouTube MP3 Converter



Treatment:

Free YouTube MP3 Converter

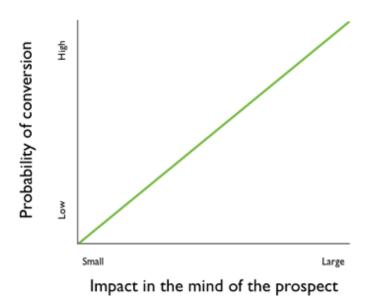


6.64% more downloads

Statistical Confidence 97%



The larger the impact in the mind of the prospect, the higher probability of conversion



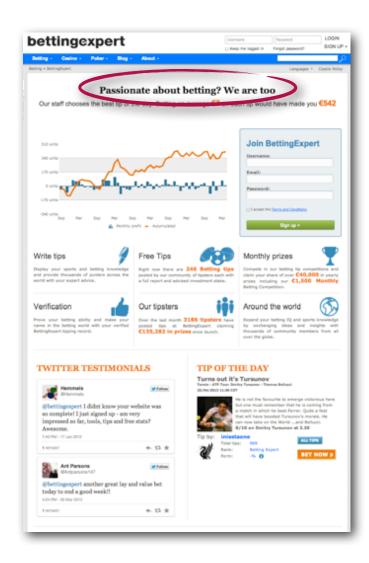


Optimization Principle 3: Value & relevance are king Content Verve.com



Passionate about betting? We are too





Passionate about betting? We are too



Make More Money on Your Bets - Get Free Daily Betting Tips





Passionate about betting? We are too



Make More Money on Your Bets - Get Free Daily Betting Tips







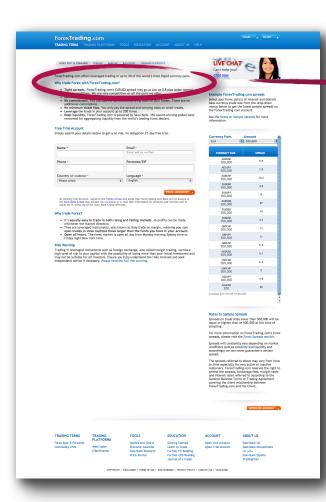
Passionate about betting? We are too

Treatments:	Lift:
Make More Money on Your Bets - Get Free Daily Betting Tips	1 41.14%
Stop Losing Money on Your Bets - Get Free Daily Betting Tips	1 1.03%
Don't Miss Out - Get the Best Daily Betting Tips for Free	1 9.06%



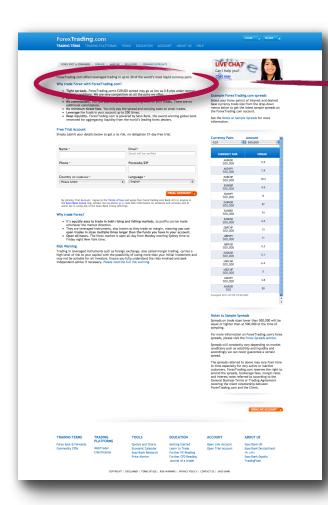
1. Clear Benefit	Make More Money on Your Bets - Get Free Daily Betting Tips
2. Loss Aversion	Stop Losing Money on Your Bets - Get Free Daily Betting Tips
3. Question	Passionate about betting? We are too





Why Trade Forex with Forextrading.com?





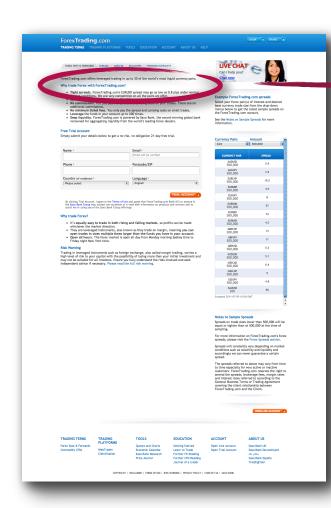
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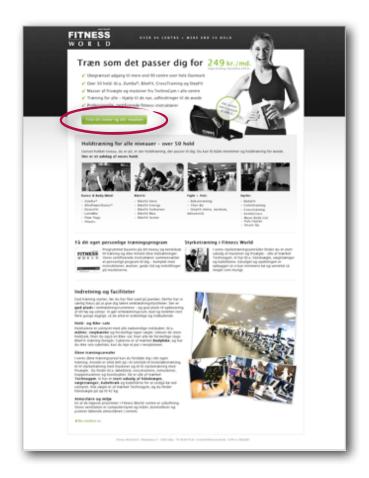
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99.4% more conversions

Satistical confidence 99%





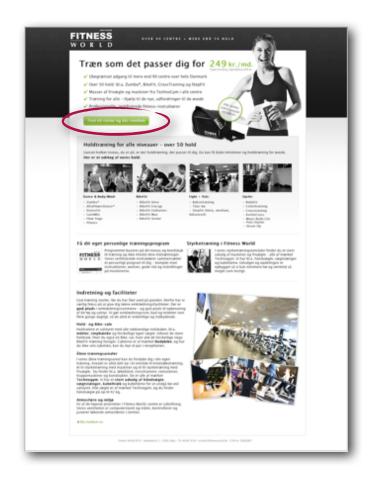
Get your membership



Treatment:

Find your gym & get membership



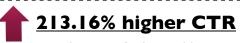


Get your membership



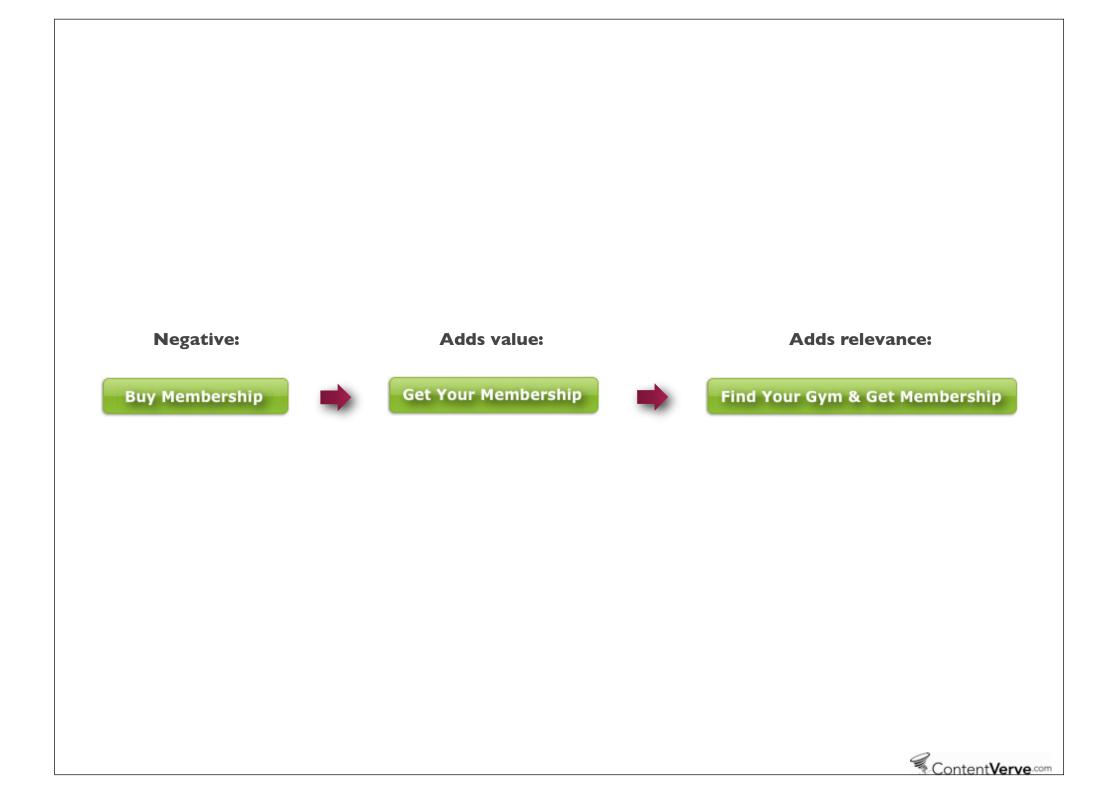
Treatment:

Find your gym & get membership



Statistical Confidence 99%





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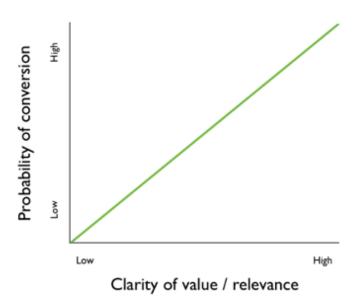
Treatment:





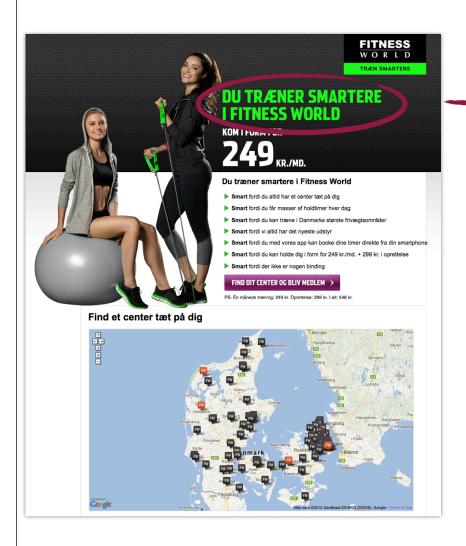


The clearer the value and relevance, the higher the probability of conversion



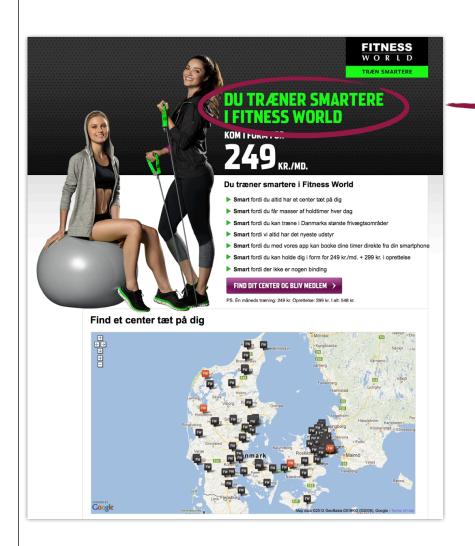


Optimization Principle 4: Clear outweighs creative Content Verve.com









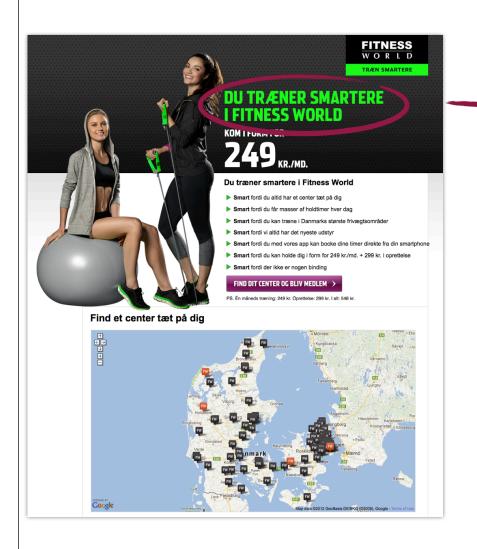




Treatment:

GROUP TRAINING & FITNESS AT YOUR LOCAL GYM





YOU WORK OUT SMARTER AT FITNESS WORLD



Treatment:

GROUP TRAINING & FITNESS AT YOUR LOCAL GYM



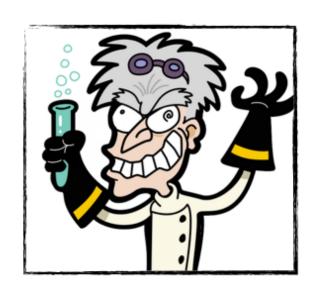
38.46% more conversions

During the campaign, the treatment sold 38.46% more gym memberships.





VS.







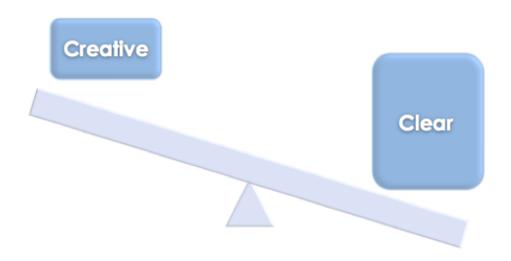








Be creative in finding the right way to acheive your goals - but don't make creativity the goal





Optimization Principle 5:

Ask for the right action at the right time



middagsfred

"Vi har prøvet Aarstiderne, Den Franske Kasse, Torvet.dk, Skagenfood.dk -men synes Middagsfred uden konkurrence leverer det bedste produkt."

Hør mere om nem aftemsmad

* Skal udfyldes

- Katrine, Vardrup

- Trine, Frederiksberg "Kosten er varieret, råvarerne er lækre og der er masser af grønt, og så til den rigtige pris." - Katrine, Valby

laron nu - så kan du **til over 40% redet**t

Få over 40% rabat >>

"Det er nemt at gå til, let at lave og uden de store krav til os."

"Det tager et enormt stor pres af én ikke at skulle finde på noget nyt hver dag i den uge, vi får leveret poser fra Middagsfred."

Hos Middagsfred kan

du til enhver tid opsige dit abonnement med 11

dages varsel

- Eva, København Ø

Undgå stres og indkøb - Få aftensmad lige til døren!

Lækre råvarer og nemme opskrifter - middagsmad til 4 personer 3 - 5 dage om ugen. Hurtig, varieret og sund aftensmad!

Vælg mellem to aftensmads-pakker: 5-dagsposen indeholder en kødret, en fiskeret, en fjerkræret og en vegetarisk ret. 3-dagsposen varierer mellem kød-fisk-, fjerkræ- og vegetarretter. Du får mød og opskrifter leveret til deren søndag mellem 17 og 22. Nok til 4 personer til henholdsvis 3 eller 5 dage.

Opskrifterne er lette at følge, og tilberedningstiden er ca. en halv time. Du tager sådan set bare råvarerne ud af køleskabet og følger opksriften og kort tid efter, har du et lækkert og sundt måltid klar til hele familien.

Lokale, økologiske råvarer. Så vidt muligt vælger vi produkter produceret i Skandinavien. Der er mindst 7 økologiske produkter i hver leverance - det seneste år har der i snit været 9.

Vi leverer, mens du er hjemme! Vi kommer med dine varer, søndag mellem 17 og 22. Inden for det tidsrum bestemmer du sekv, hvornår det passer dig bedst. Vi skal ikke bruge en kopi af dine nagte for at levere dine råvarer og opskrifter til ugen.





Eksempler på nemme og sunde opskrifter:

Thailaks à la Sri med ris og salat

1. Sæt kartofler, ca. 3 dl. over til 4 personer. 2. Skræl 3 sølvløg (ca. 200 g) og skær dem i tynde skiver

Opvarm 1 spsk. neutral olie i en stor, tykbundet pande, som du har låg til. Brun løgene i 2 min. under omrøring.

Hak 1 udkernet chill og den hvide del af 1 citrongræsstilk fint.
Tilsæt hakket og 1 ½ tsk. tørret ingefær. Her rundt og brun det
2 min. til.

Hæld 1 tsk. soja, 2 spsk. hvidvinseddike og ¾ di vand ¾ di vand over. Hak stilkene af en potte koriander fint og tilsæt dem sammen med 1 tsk. salt.

Skær 600 g lakseflet i 4 stykker og læg dem oven på legene på panden. Fordel 1 bakke sukkerærter over og læg låget på. Damp det ved svag varme i 15 min. Tag panden af varmen og lad den stå uden låg.

7. Bland kål, æble, koriander og agurk med dressingen.

Med steat flæsk värmlåndskkartoffelgrød, råkost og tyttebær.

Kartoffelgred: Pil 800 g kogte kartoffer og mos dem med en træske i en gryde, det må gerne være klumpet. Hæld 1 di piskeffede og 5 di vandpå. Kog det op under omrering, og lad det småkoge i 20 min. Rer nu og da.

Flæsk: Steg ca500 g stegeflæski en stegepande på middelhøi varme, 3-4 min/side.

Råkost: Mens flæsket bliver stegt, strimi ca. 200 g hvidkål, skræl og nv 2 gulerodder(ca. 200 g) grott og skræl 2 kålrabi. Bland det hele i en skål og hædd 1 spsk. olivenolle, 1 skr. æblecidereddike, 2 knsp. salt og 1 knsp. sort peberhenover.

4 Kartoffelored fortset: Bland 2 sock hyademel i kartoffern Kartonlegrad i orisatt band 2 spak, receimer i kartonerne og kog i yderligere 3 min. Krydr med ½ tsk. sukker, ½ tsk. salt og 1 kmsp. hvid peber. Blend kartoffelgrøden med stavblender til en noget glattere konsistens.

Server kartoffelgrøden med stegeflæsket, råkostsalaten og 1 glas tyttebær.

Treatment:

middagsfred

Undgå stres og indkøb - Få aftensmad lige til døren!

Lækre råvarer og nemme opskrifter - middagsmad til 4 personer 3 - 5 dage om ugen. Hurtig, varieret og sund aftensmad!



Kundernes vurdering:

"Det er nemt at gå til, let at lave og uden de store krav til os."
"Det tager et enormt stor pres af én ikke at skulle finde på noget nyt hver dag i den uge, vi får leveret poser fra Middagafred."

Introtilbud: Prøv en af pakkerne nu og få over 40% rabat!

Du kan til enhver tid opsige dit abonnement med 11 dages varsel.



3-dagsposen for 399 kr





Lige nu leverer vi kun i Storkøbenhavn, men



Thailaks à la Sri med ris og salat 1. Sæt kartofler, ca. 3 dl. over til 4 personer.

Skræl 3 setvleg (ca. 200 g) og skær dem i tynde skiver.
Opvarm 1 spsk: neutral olie i en stor, tykbundet pande, som du har låg til. Brun lægene i 2 min. under omrøring.

Hak 1 uckernet chili og den hvide del af 1 citrongræsstlik fint.
 Tilsæt hakket og 1 ½ tsk. terret ingefær. Her rundt og brun det 2 min. 8l.

Skær 600 g laksefliet i 4 stykker og læg dem oven på lagene på panden. Fordel 1 bakke sukkerærter over og læg låget på. Damp det ved svag varme i 15 min. Tag panden af varmen og lad den stå uden låg.

7. Bland kål, æble, korlander og agurk med dressingen.

8. Server laksen med salaten og risen!

Med stegt flæsk,värmländskkartoffelgrød, råkost og tyttebær.

Flæsk: Steg ca. 500 g stegeflæsk i en stegepande på middelhøj varme, 3-4 min/side.

Server kartoffelgrøden med stegeflæsket, råkostsalaten og 1 glas tyttebær.



"Vi har prøvet Aarstiderne, Den Franske Kasse, Torvet.dk, Skagenfood.dk -men synes Middagsfred uden konkurrence leverer det bedste produkt." middagsfred - Eva, København Ø Undgå stres og indkøb - Få aftensmad lige til døren! Hør mere om nem aftemsmad Lækre råvarer og nemme opskrifter - middagsmad til 4 personer 3 - 5 dage om ugen. Hurtig, varieret og sund aftensmad! mon ou - sê kan du **til geer 40% rebe**tt Vælg mellem to aftensmads-pakker: 5-dagsposen indeholder en kødret, er fiskeret, en fjerkræret og en vegetarisk ret. 3-dagsposen varierer mellem kød-fisk-, fjerkræ- og vegetarretter. Du får mød og opskrifter leveret til deren søndag mellem 17 og 22. Nok til 4 personer til henholdsvis 3 eller 5 dage. * Skal udfyldes Opskrifterne er lette at følge, og tiberedningstiden er ca. en halv time. Du tager sådan set bare råvarerne ud af køleskabet og følger opksriften og kort tid efter, har du et lækkert og sundt måltid klar til hele familien. Få over 40% rabat >> Lokale, økologiske råvarer. Så vidt muligt vælger vi produkter produceret i Skandinavien. Der er mindst 7 økologiske produkter i hver leverance - det seneste år har der i snit været 9. Vi leverer, mens du er hjemme! Vi kommer med dine varer, søndag mellem 17 "Det er nemt at gå til, let at lave og uden de store krav til os." og 22. Inden for det tidsrum bestemmer du sekv, hvornår det passer dig bedst. Vi skal ikke bruge en kopi af dine nagte for at levere dine råvarer og opskrifter til ugen. - Katrine, Vardrup 5-dagsposen for 499 kr "Det tager et enormt stor pres af én ikke at skulle finde på noget nyt hver dag i den uge, vi får leveret poser fra Middagsfred." - Trine, Frederiksberg "Kosten er varieret, råvarerne er lækre og der er masser af grønt, og så til den rigtige pris." - Katrine, Valby 3-dagsposen for 399 kr Hos Middagsfred kan du til enhver tid opsige dit abonnement med 11 dages varsel Eksempler på nemme og sunde opskrifter: Thailaks à la Sri med ris og salat 1. Sæt kartofler, ca. 3 dl, over til 4 personer. Med steat flæsk värmlåndskkartoffelgrød, råkost og tyttebær. Kartoffelgred: Pil 800 g kogte kartoffer og mos dem med en træske i en gryde, det må gerne være klumpet. Hæld 1 di piskeffede og 5 di vandpå. Kog det op under omrering, og lad det småkoge i 20 min. Rer nu og da. 2. Skræl 3 sølvløg (ca. 200 g) og skær dem i tynde skiver Opvarm 1 spsk. neutral olie i en stor, tykbundet pande, som du har låg til. Brun løgene i 2 min. under omrøring. Hak 1 udkernet chill og den hvide del af 1 citrongræsstilk fint. Tilsæt hakket og 1 ½ tsk. tørret ingefær. Her rundt og brun det 2 min. til. Flæsk: Steg ca500 g stegeflæski en stegepande på middelhøi varme, 3-4 min/side. Råkost: Mens flæsket bliver stegt, strimi ca. 200 g hvidkål, skræl og nv 2 gulerodder(ca. 200 g) grott og skræl 2 kålrabi. Bland det hele i en skål og hædd 1 spsk. olivenolle, 1 skr. æblecidereddike, 2 knsp. salt og 1 knsp. sort peberhenover. Hæld 1 tsk. soja, 2 spsk. hvidvinseddike og ¾ di vand ¾ di vand over. Hak stilkene af en potte koriander fint og tilsæt dem sammen med 1 tsk. salt. Skær 600 g lakseflet i 4 stykker og læg dem oven på legene på panden. Fordel 1 bakke sukkerærter over og læg låget på. Damp det ved svag varme i 15 min. Tag panden af varmen og lad den stå uden låg. 4 Kartoffelored fortset: Bland 2 sock hyademel i kartoffern g kog i yderligere 3 min. Krydr med ½ tsk. sukker, ½ tsk. salt g 1 knsp. hvid peber. Blend kartoffelgrøden med stavblender til en noget glattere konsistens. Server kartoffelgrøden med stegeflæsket, råkostsalaten og 1 glas tyttebær. 7. Bland kål, æble, koriander og agurk med dressingen.

Treatment:

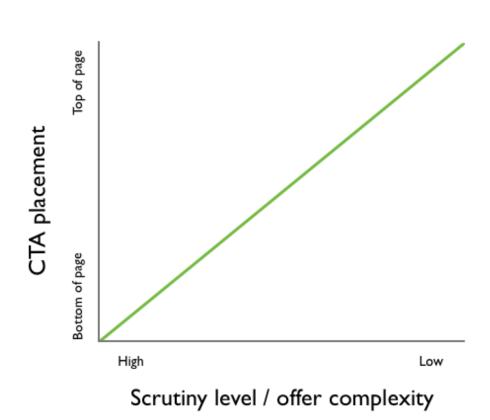




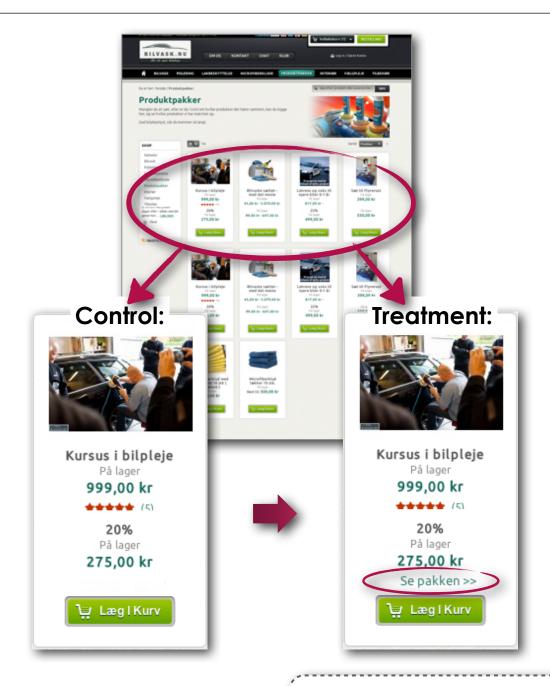
304% more conversions

Statistical Confidence 98%





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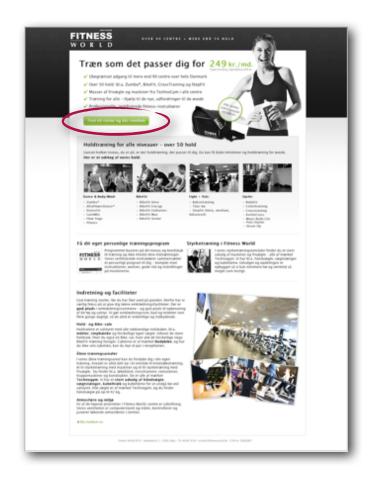




17.18% more conversions

Statistical Confidence 99%



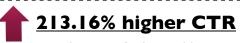


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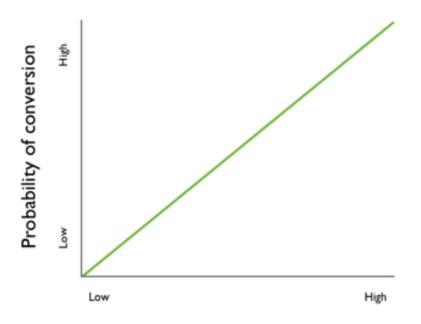
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The higher the level of alignment between prospect motivation and call-to-action, the higher the probability of conversion



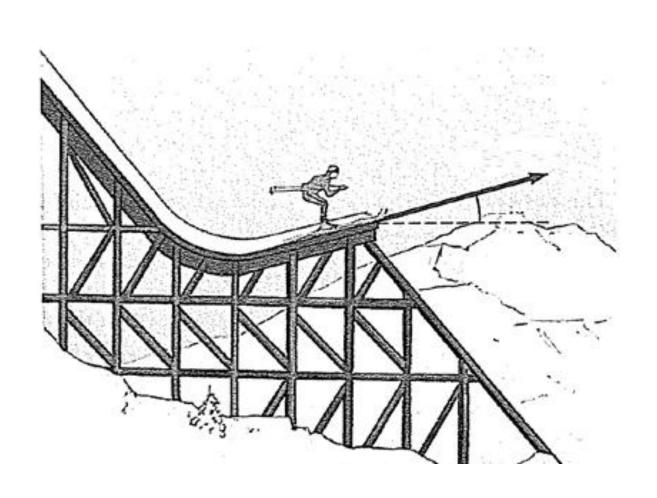
Level of alignment between prospect motivation & call-to-action



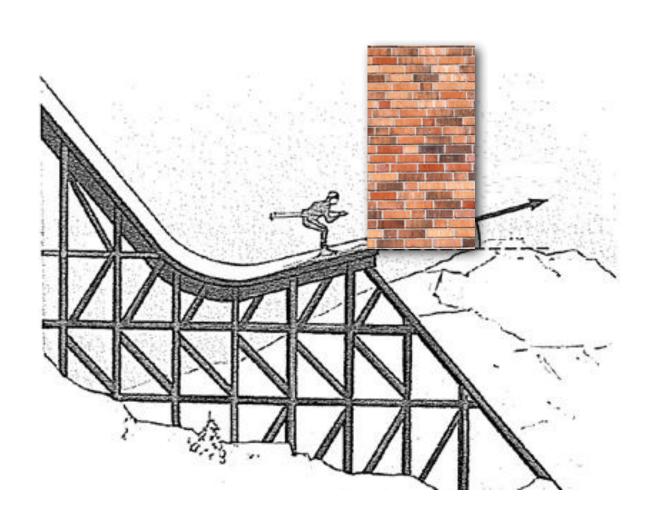
Optimization Principle 6:

Less friction = more conversions

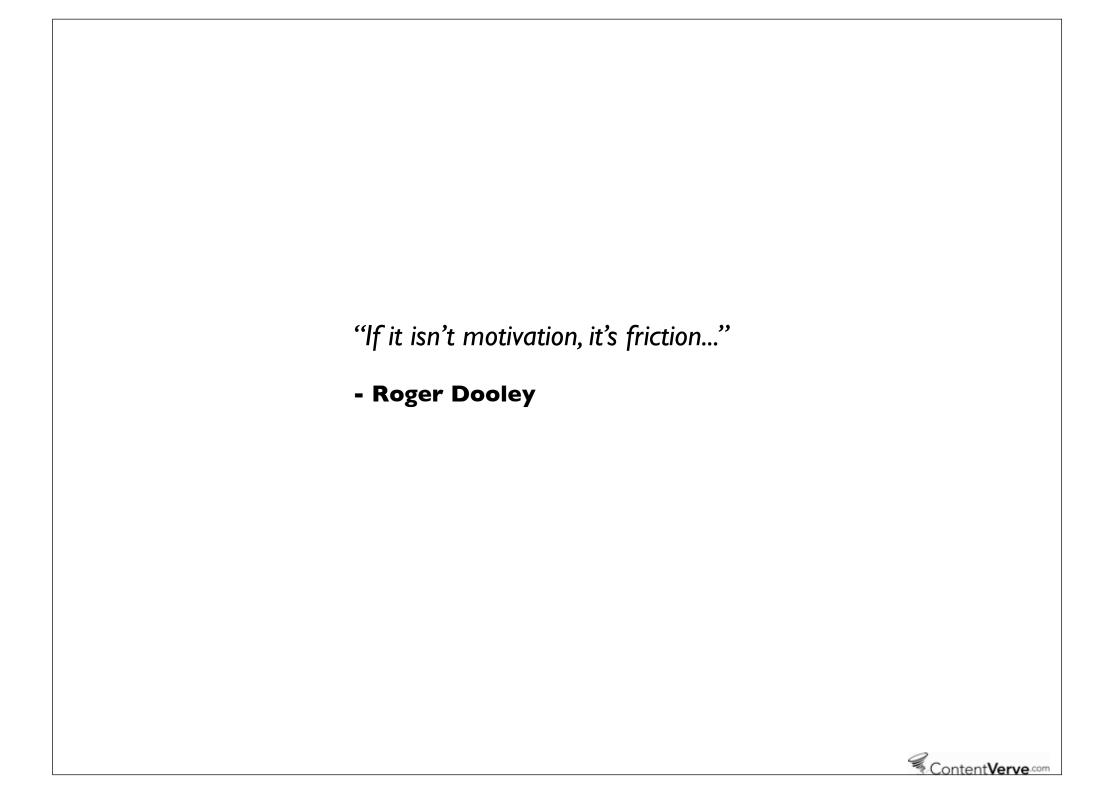














Treatment:





63% more conversions

Statistical Confidence 98%

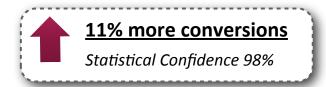






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optimization principles. I love principles because they teach you how to think, rather than giving you dogmas or just telling you what to do. Ignore these principles at your own peril.

Peep Laja, Conversion Optimization Pro Conversional.com



A great collection of case studies and examples. Michael gets to the heart of the process here by showing you that small changes can have big impacts on the minds of oustomers. Read and be

- Craig Sullivan, Independent Optimization Pro / CRO Legend



Some books only talk theory, but this one backs up each idea with real test results. You'll learn the reasoning behind the tests that won, and often nore importantly, those that failed.

- Oil Gardner, Co-Founder & Creative Director Unbounce.com



A book like this could easily be sold...for a lot of money. But Michael has elected to give it away. All I can say is WOW...and get it today."

- Marcus Sheridan, Content Marketing Master The SalesLion.com

About the Author:



who's obsessed with finding out what really works in online marketing. I'm Danish and hall from wonderful

When I'm not busy helping my clients get more paying customers and loyal users, I write about CRO via my blog, Content/viewe.com. I also travel all over the world to teach and speak on the topics of

Michael Lykke Asgeard, Split Test Junkle, Content Evangelist, Online Copywriter Content/Vene.com





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Treatment:



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Marcus Sheridan, Content Marketing Master TheSalesLion.com

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Hi - I'm Michael Lukke Aspaard, a self-employed, self-confessed split test junkle, and copywriting fanatic who's obsessed with finding out what really works in online marketing. I'm Danish and hall from wonderful

When I'm not busy helping my clients get more paying oustomers and loyal users, I write about CRO via my blog, <u>Content Pars</u>, com. I also havel all over the world to teach and speak on the topics of convension optimization and copyrating.

Michael Lykke Aspeand, Spitt Test Junkie, Content Evangelist, Chiline Copywriter Content/Verve.com _____



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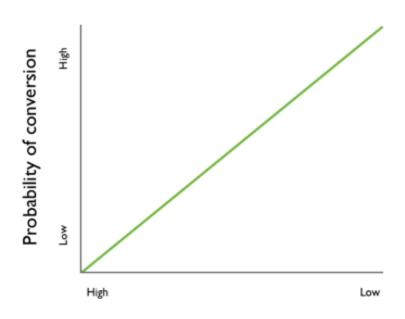


Common forms of friction:

- Complex/lengthy checkout processes
- Forms with excessive number of fields
- Too many choices
- Multiple converging calls-to-action
- Slow loading pages
- Placing mission-critical elements in sidebar
- 3-column landing page design
- Tiny product images
- Poor visual hierarchy
- Inappropriate cross-sells
- Complicated navigation
- Lack of credibilty and trust



The lower the level of friction, the higher the probability of conversion



Level of friction



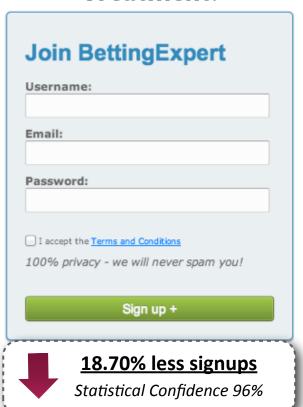
Optimization Principle 7:

Don't rely on your gut - test whether your optimization efforts work





Treatment:



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Create My Account



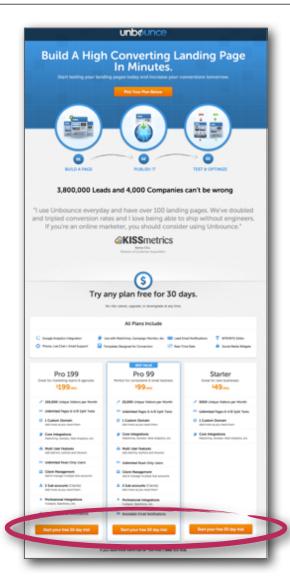
Create Your Account



24.91% less conversions

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Start my free 30 day trial



90% increase in CTR

During the campaign periode, the treatment increased CTR by 90%

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Thanks for listening!

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