

## Case Study

### The Challenge

A wealth management firm focusing on high-net-worth clients was struggling to get prospects entering its slower-than-normal sales process.

### Our Solution

WordWrite developed a campaign using digital marketing tactics, including paid search, display advertising and organic social media, to identify and drive qualified leads into the firm's sales process.

### Results

The paid search campaign drove several thousands of page views and helped secure two new high-net-worth clients in less than six months.

# Filling the Sales Funnel with Inbound Marketing

For one engagement, we worked with a Mid-Atlantic financial advisory firm serving a clientele of high-net-worth individuals who have, on average, a net worth of \$5 million or more. Considering the significant net worth amount of their clients, the company's sales cycle tends to be longer than most financial service companies, and its target market is relatively small.

It adds up to this: Communicating the brand's message effectively can be costly and difficult, but the payoff from each new client provides a significant amount of new revenue.

The firm tasked WordWrite to grow sales prospects entering the firm's sales cycle, known as the "GAP Process," by increasing the brand's presence online using various paid digital marketing tactics, augmented by more traditional content-driven strategies.

## New and Old

Step one was defining key customer segments and aligning them with buyer personas that could be tracked in the inbound marketing platform HubSpot, which WordWrite implemented at the firm. We also used Google Surveys to learn more about target audience interests and how they interact with content.

After reviewing the firm's core messaging and considering what we learned in our initial research, we collaborated to generate content ideas and develop a landing page based on their CEO's new book. The book discussed the entrepreneurial journey of business owners — a group fitting the profile of their core client profile. We worked with an outside vendor to produce a video and created a survey to fill out the landing page. We then executed a digital marketing campaign of paid search, display advertising and organic social media to drive the target audience to the landing page.



## Funnel Filled

In the latter half of the engagement, the landing page accounted for nearly 6,000 page views and drove more than 3,300 new users to the site. Twenty contacts submitted a form to receive the Entrepreneurial Journey book and the campaign generated 36 new marketing-qualified contacts for the firm. The digital marketing methods were effective across the board, with the paid search campaign driving most of the page views.

Most importantly, WordWrite helped drive 13 sales-qualified leads through to their GAP Process in less than six months, and the firm was able to secure two new high-net-worth clients because of the campaign, which exceeded the client's project goals by over 20%.

**CONTACT US**

**PAUL FURIGA**

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President & Chief Storyteller  
412.246.0340 x225  
[paul.furiga@wordwriteagency.com](mailto:paul.furiga@wordwriteagency.com)