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<u>Set</u> Up

Ordering a new site

If you are not currently using E-Blast, please contact us by phone or email to organise a quote.

Phone: 03 9938 4567 (select option 2)

Email:admin@linksmodularsolutions.com

We will require the following details for your setup:

- 1. Names and emails of who you would like to grant access
- 2. Email address to send SMS running low reminder to
- 3. Contact email address for the Active Carrot account
- 4. SMS contact details for the Active Carrot account, including 10 digit/character SMS details and reply emails address
- 5. Details of your IT contact so as that we can install all necessary Links Plus software

Configuration & Installation

Once you have received confirmation that E-Blast has been configured for your location, you will need to have the Links export installed on your server by your IT department. The following guide for installation can be followed http://wiki.linksmodularsolutions.com/Links-Export-Install-Work-Instructions.ashx



Overview

E-Blast is an extremely effective internet-based software program that allows marketing and promotional material to be personalised and delivered to the mobile phones and emails of:

- Members
- Visit Pass holders
- Prospects
- POS Customers
- Students
- Families
- Staff

This software provides a major advantage by allowing the development of marketing campaigns and promotions to be automated in advance to make it effortless.

Features

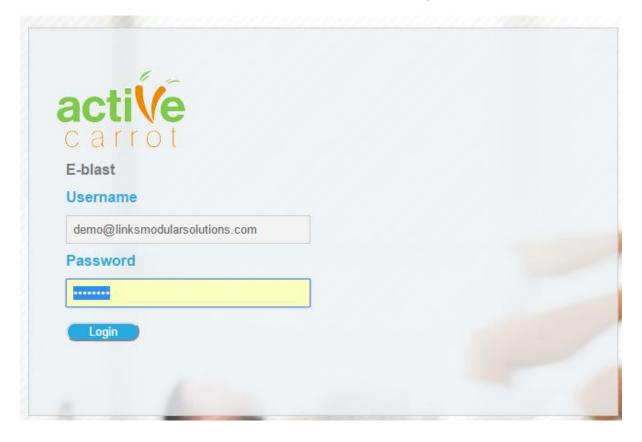
- Personalise all your communication with built in macros
- Emails have the capability for you to insert images and hyperlinks as well as text
- Automates all of your Marketing
- Multi-Site Capability
- Detailed Reports
- Two Way SMS and Email



Getting Started

To access E-Blast:

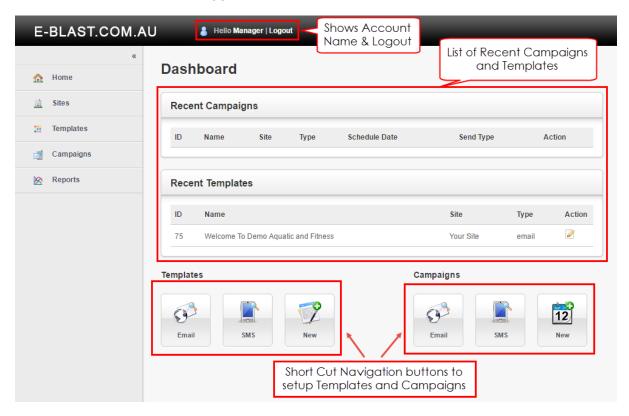
- 1. Open your internet browser and visit the following web address; https://eblast.activecarrot.com/login
- 2. Type in your 'User Name' and 'Password' then press [Login]



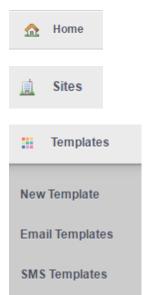


Home Screen

Once you have successfully logged in, your home screen will appear as per below:



Icon Usage

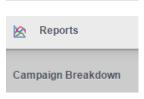


- Navigates to the home screen
- View and manage available sites
- View and purchase SMS credits
- View customers
- Create new email and SMS templates
- View and edit current email templates
- View and edit current SMS templates





- Create new email and SMS campaigns
- View and edit current email campaigns
- View and edit current SMS campaigns



View reports on sent campaigns

Short Cut Navigation Buttons



These Email, SMS and New short cut buttons allow for easy navigation to view and edit exiting email or SMS templates or create a new email or SMS template.



The above Email, SMS and New campaign short cut buttons allow you to navigate to view and edit existing email or SMS campaigns or create a new email or SMS campaign.



Sites

In this menu option, you will see the sites that you have access to, the from &reply email address and the from \$M\$& number of \$M\$ credits remaining. You can also purchase \$M\$ credits, view your customers &send subscription emails and manage subscription channels.



Purchase SMS Credits

When selecting the [\$] you can choose the amount of SMS credits you wish to purchase.

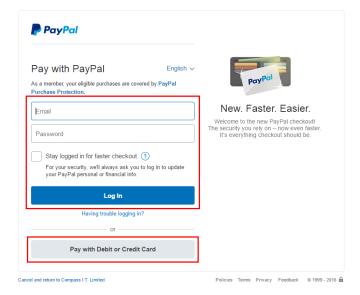
To purchase additional SMS credits:

- 1. Select [\$]
- From the drop down menu, select the number of SMS credits you wish to purchaseEnter how many credits to purchase



- 3. Select the [Purchase Credits] button, you will be redirected to the PayPal Login screen
- 4. Enter your PayPal login details or select [Pay with Debit or Credit Card] to checkout as a guest

Compass I.T. Limited



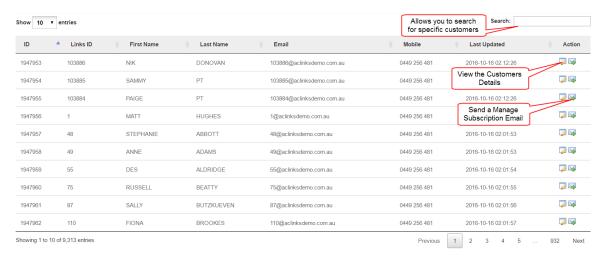
5. Follow the prompts to make payment with your PayPal Accountor via debit or credit card



Search for Customers and Manage Subscription Emails

When you select the [People] button the below screen will appear. You can use the search field to search for a specific customer. If you select the [View Details] button this will show you the customer's details and the [Email] button will send them an email to manage their subscription.

The subscription email allows a customer to unsubscribe from all email and/or SMS correspondence made through E-Blast.



The following will be displayed when you view a customer's details:

Customer



Subscription Channel's

Subscription Channels allow you to market to specific customer groups. When acustomer chooses to unsubscribe from E-Blast, they will see a list of your subscription channels and they can pick and choose which channels specifically they wish to be removed from.





When you select the [Subscription Channels] button ' you will see a list of your current subscription channels.



To create a new channel:

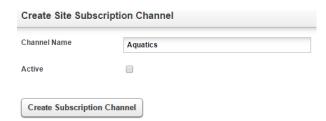
1. Select the [Create Channel] button



- 2. Enter a 'Channel Name' and select the tick box to activate
- 3. Select the [Create Subscription Channel] button

To deactivate an active channel:

- 1. Select the [Edit Channel] button 💆
- 2. Unselect the 'Active' tick box and select the [Create Subscription Channel] button



Note: Channels which have been deactivated are displayed in the Site Subscription Channel screen and are indicated by a red 'x' in the Active column.



Setting up Templates

Before you can create a campaign and start sending, you will first need to setup a template for your desired electronic marketing.

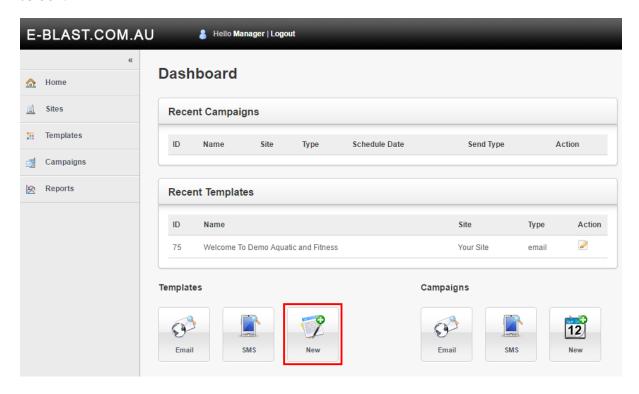
The following will show you how to setup an email and/or SMS template.

There are two ways you can create a new template:

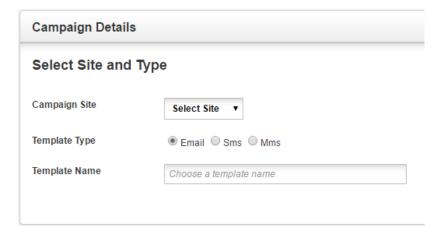
- 1. Using the short cut buttons
- 2. Using the navigation bar

Option 1 Using the Short Cut Buttons

From the home screen click on the [New] templates short cut button on the bottom of the screen.



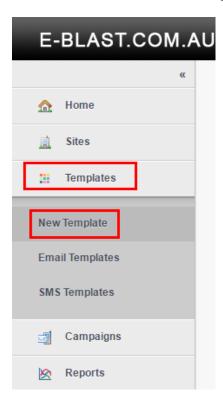
The following should appear on your screen:



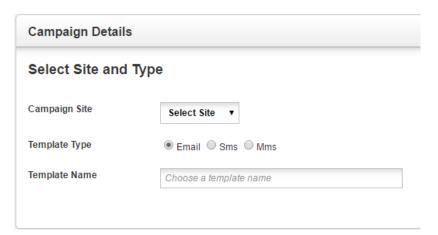


Option 2 Using the Navigation Side Bar

From the home screen click the [Templates] button and then click on [New Template].



The following should appear on your screen:



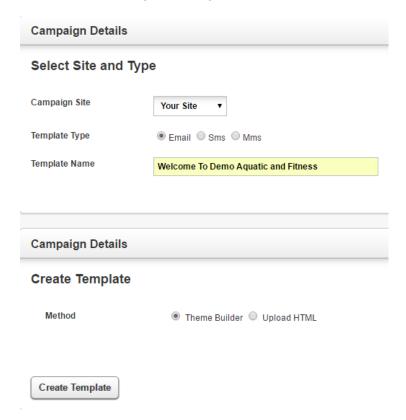
Follow the steps below to finish creating your email or SMS template.



Creating an Email Template

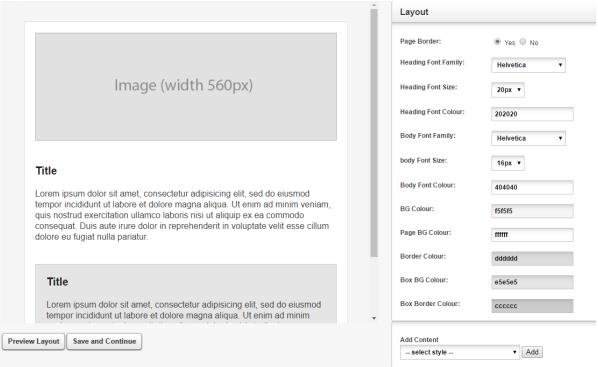
Note: A Template Glossary has been included in this User Guide for more details of each element.

- 1. Start a new template from the instructions above:
 - a. Using the short cut buttons
 - b. Using the navigation bar



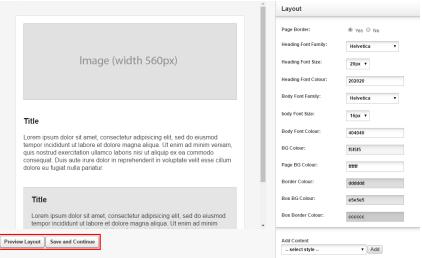
- 2. Select the 'Campaign Site' from the drop down, for which you would like the template to be used for
- 3. Select the 'Template Type' as Email (SMS will be covered in the next section of this document)
- 4. Enter a 'Template Name' so you know which template to select when creating your campaign
- 5. Select your 'Template Method', use the 'Theme Builder' to design your own template from scratch or use the 'Upload HTML' option to insert HTML coding
- 6. If you have chosen to upload HTML coding, copy and paste this into the text box provided
- 7. Select [Create Template]:
 - a. If using Theme Builder the below will then be displayed
 - b. If using Upload HTML, please go straight step 13





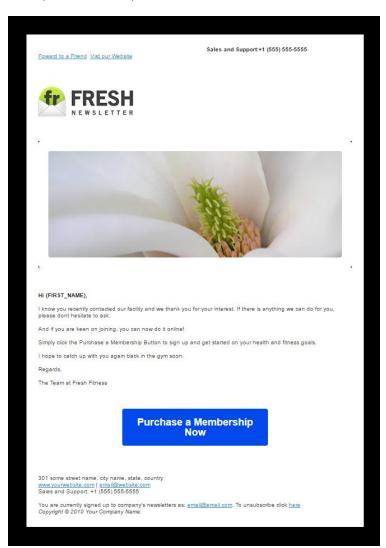
- 8. Setup your layout as required by selecting:
 - a. Page Border
 - b. Heading Font Family
 - c. Heading Font Size
 - d. Heading Font Colour
 - e. Body Font Family
 - f. Body Font Size
 - g. Body Font Colour
 - h. BG Colour
 - i. Page BG Colour
 - j. Border Colour
 - k. Box BG Colour
 - I. Box Border Colour
- 9. Add any additional sections as required using the Add Content drop down
- 10. Edit your template by addingtext, images, macros, buttons and hyperlinks as required
- 11. You can use the [Preview Layout] button to see a preview of your template
- 12. Once you have completed your template select [Save and Continue]





13. You are now ready to create a campaign. Please see the 'Setting up Campaigns' section of this User Guide

Example Email Template

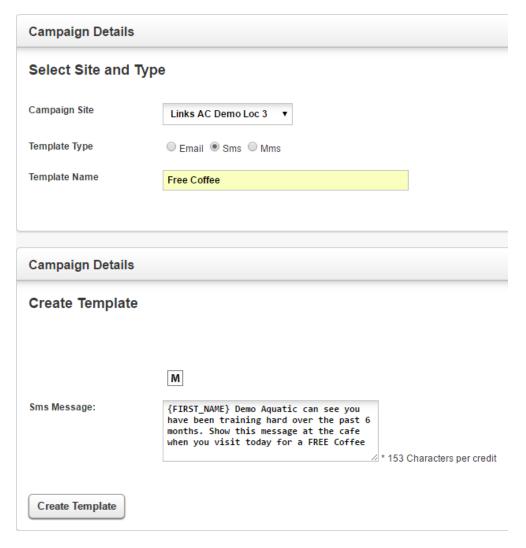




Creating an SMS Template

Note: A Template Glossary has been included in this User Guide for more details of each element.

- 1. Start a new template from the instructions above:
 - a. Using the short cut buttons
 - b. Using the navigation bar



- 1. Select the 'Campaign Site' from the drop down, for which you would like the template to be used for
- 2. Select the 'Template Type' as SMS
- 3. Enter a 'Template Name' so you know which template to select when creating your campaign
- 4. Enter your SMS content, including any macros as required
- 5. Once you have completed select [Create Template]
- 6. You are now ready to create a campaign. Please see the 'Setting up Campaigns' section of this User Guide



Theme Builder

Editing Tiles

Tiles are the sections of your template where various content is displayed. This could be headings, basic text, images or buttons and hyperlinks.

To edit parts of a tile, you must first select the tile which you wish to edit.

Editing an Image

- 1. Select the tile on your template that you wish to display an image on
- 2. For images, you have the option to enter a web URL or upload an image
 - a. If you are using a URL (web address), enter the URL in the 'Link URL' box
 - b. To upload an image select the [Choose file] button and browse for your image and select, once selected click on the [Upload] button



Editing a Tile Title and Content

- 1. Select the tile on your template you wish to update
- 2. Enter your title in the Title text box; if you wish to use a macro then use the [M] button and select the desirec macro

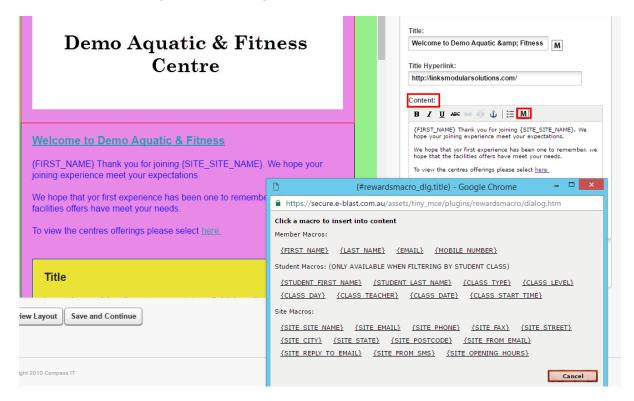


 If required; add a title hyperlinkinto the Title Hyperlink text box (a hyperlink means that when the title is clicked the customer will be redirected to a specific web page.
 Hyperlinks are displayed in blue and are underlined)



Demo Aquatic & Fitness Welcome to Demo Aquatic & Demo Fitness Centre Title Hyperlink: http://linksmodularsolutions.com/ B / U ABC ∞ 🐇 🛈 | 🗮 M {FIRST_NAME} Thank you for joining {SITE_SITE_NAME}. We hope your joining experience meet your expectations. Welcome to Demo Aquatic & Fitness

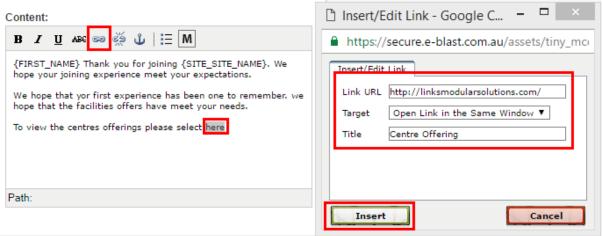
4. Edit your contentinto the Content text box as applicable, using the [M] button to insert any merge fields as you go



Adding a Hyperlink

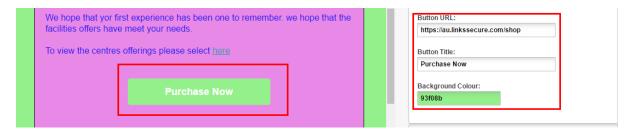
- 1. Select the tile on your template you wish to add the hyperlink to
- 2. Write the wording and highlight
- 3. Select the [Link] button =
- 4. Add the web URL, target (how the link will open) and a title for the hyperlink
- 5. Once completed select the [Insert] button





Editing a Button Link and Title

- 1. Select the tile containing the button on your template
- 2. Select the button



- 3. Add the button web URL (this is the web page a customer will be redirected to whenever the button is selected)
- 4. Edit the button title
- 5. Select the background colour (colour of the button) by typing in a colour code or selecting a colour from the chart

Moving Tiles on your Template

- 1. Select the tile you wish to move
- 2. Use the [Move Up] and [Move Down] buttons as required



Deleting a Tilefrom your Template

- 1. Select the tileyou wish to delete
- 2. Select the [Delete] button





Previewing your Template

To preview your template select the [Preview Layout] button and a preview will open in a new window.





Template Glossary

Email Templates

Layout Options

Page Border Border around your template

Heading Font Family Font to be used for titles/heading

Heading Font Size Size of the font for titles/headings

Heading Font Colour Colour of the font for titles/headings

Body Font Family Font to be used for content

Body Font Size Size of the font for content

Body Font Colour Colour of the font for content

BG Colour Background colour for page border

Page BG Colour Page background colour

Border Colour Colour of the border between the page border and page

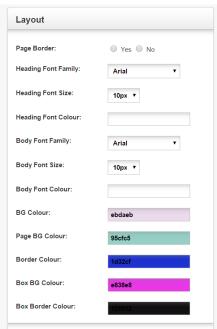
Box BG Colour When using a tile with a background, the box background

colour

Box Border Colour When using a tile with a background, the border colour around

the box







1 column with title

1 column with title and background

2 column with title

2 column with title and background

Title

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Title

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Left Column

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Right Column

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Right Column

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Styled button link

Image (width 560px) Full width image Image (width 260px) Image (width 260px) 2 half width images Title Lorem ipsum dolor sit amet, consectetur adipisicing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut Image (width 200px) Image left 1 third enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat. Title Lorem ipsum dolor sit amet, consectetur adipisicing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut Image (width 200px) Image right 1 third enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat.

Purchase Now



Macros

A Macro is information that is represented in an abbreviated format. When inserted into a template it allows personalised information to be pulled from your Links database. This personalised information then displays in place of the abbreviated macro in all electronic communication. Thus giving you the ability to have up to date information communicated to your members. There are many member, student and site specificmacros that can be used in E-Blast. Please see below to view how they appear and their meaning.

Macros can be added throughout all templates using the [M] button.



Member Macros:

{FIRST_NAME} {LAST_NAME} {EMAIL} {MOBILE_NUMBER}

Student Macros: (ONLY AVAILABLE WHEN FILTERING BY STUDENT CLASS)

{STUDENT FIRST NAME} {STUDENT LAST NAME} {CLASS TYPE} {CLASS LEVEL}
{CLASS DAY} {CLASS TEACHER} {CLASS DATE} {CLASS START TIME}

Site Macros:

{SITE SITE NAME} {SITE EMAIL} {SITE PHONE} {SITE FAX} {SITE STREET}

{SITE CITY} {SITE STATE} {SITE POSTCODE} {SITE FROM EMAIL}

{SITE REPLY TO EMAIL} {SITE FROM SMS} {SITE OPENING HOURS}

Member Macros

Note: A reminder that a member is anyone who has held a membership contract in Links.

{FIRST NAME}

This macro allows you to personalise your communication by

automatically pulling the member's first name out of your Links

database

{LAST NAME} This macro allows you to personalise your communication by

automatically pulling the member's last name out of your Links

database

{EMAIL} This macro allows you to personalise your communication by

automatically pulling the member's email address out of your Links

database

{MOBILE NUMBER} This macro allows you to personalise your communication by

automatically pulling the member's mobile out of your Links database



Student Macros

Note: A reminder that a student is anyone who has been booked into a class within the Classes Module.

{STUDENT FIRST NAME} This macro allows you to personalise your communication by

automatically pulling the student's first name out of your Links

database

{STUDENT LAST NAME} This macro allows you to personalise your communication by

automatically pulling the student's last name out of your Links

database

{CLASS TYPE}

This macro allows you to personalise your communication by

automatically pulling the student's Class Type out of your Links

database

{CLASS LEVEL} This macro allows you to personalise your communication by

automatically pulling the student's class level name out of your Links

database

{CLASS DAY} This macro allows you to personalise your communication by

automatically pulling the student's class day out of your Links

database

{CLASS TEACHER} This macro allows you to personalise your communication by

automatically pulling the student's teacher out of your Links database

{CLASS DATE}

This macro allows you to personalise your communication by

automatically pulling the student's class date out of your Links

database

{CLASS START TIME} This macro allows you to personalise your communication by

automatically pulling the student's class start time out of your Links

database

Site Macros

These macros are pulled from the information input in the database from Admin> Site> Site Details and Admin> Site> Setup Locations/Other Site Parameters

{SITE SITE NAME} This macro allows you to automatically insert your site's name into your

communication without having to type it every time you create a new

template

{SITE EMAIL} This macro allows you to automatically insert your site's email address

into your communication without having to type it every time you

create a new template

{SITE PHONE} This macro allows you to automatically insert your site's phone number

into your communication without having to type it every time you

create a new template



{SITE FAX} This macro allows you to automatically insert your site's fax number into

your communication without having to type it every time you create a

new template

{SITE STREET} This macro allows you to automatically insert your site's street address

into your communication without having to type it every time you

create a new template

{SITE CITY} This macro allows you to automatically insert your site's city into your

communication without having to type it every time you create a new

template

{SITE STATE}

This macro allows you to automatically insert your site's state into your

communication without having to type it every time you create a new

template

{SITE POSTCODE} This macro allows you to automatically insert your site's postcode into

your communication without having to type it every time you create a

new template

{SITE FROM EMAIL} This macro allows you to automatically insert your site's email address

into your communication without having to type it every time you

create a new template

{SITE REPLY TO EMAIL} This macro allows you to automatically insert your site's reply email

address into your communication without having to type it every time

you create a new template

{SITE FROM SMS} This macro allows you to automatically insert your site's mobile number

(if applicable) into your communication without having to type it every

time you create a new template

{SITE OPENING HOURS} This macro allows you to automatically insert your site's opening hours

(if applicable) into your communication without having to type it every

time you create a new template



Setting up Campaigns

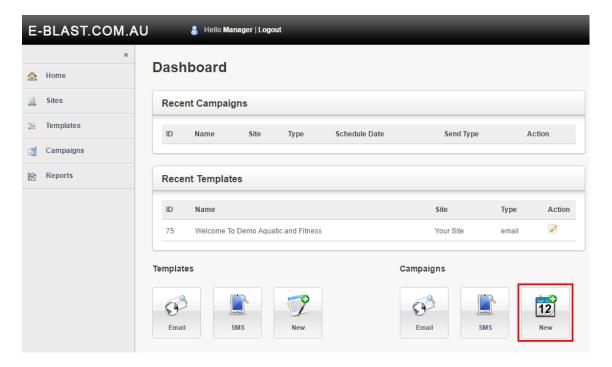
The following will show you how to setup email and SMS campaigns.

There are two ways you can navigate your way into creating a new campaign:

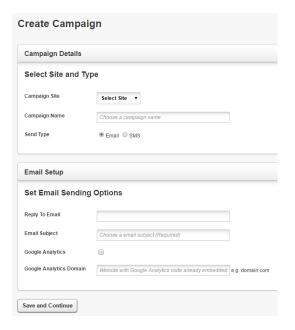
- 1. Using the short cut buttons
- 2. Using the navigation bar

Option 1 Using the Short Cut Buttons

From the home screen click on the [New] campaigns short cut button on the bottom of the screen.



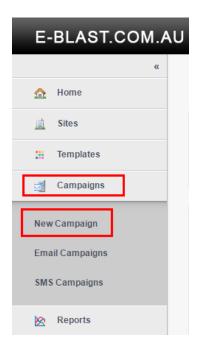
The following should appear on your screen:



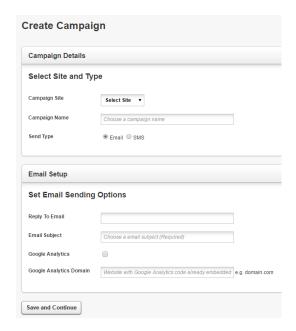


Option 2 Using the Navigation Side Bar

From the home screen click the [Campaigns] button and then click on [New Campaign].



The following should appear on your screen:



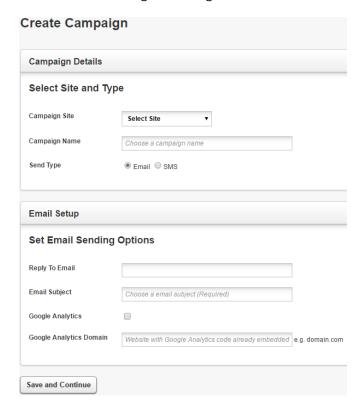
Follow the steps below to finish setting up your email or SMS campaign.



Creating an Email Campaign

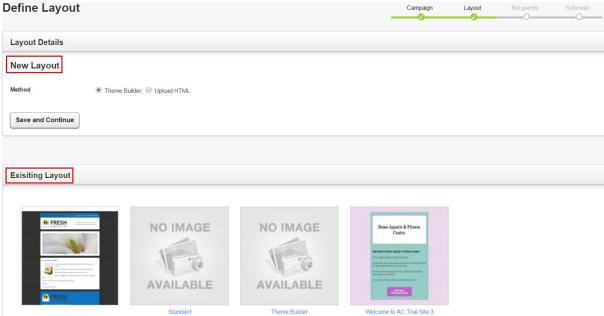
Note: A Campaign Glossary has been included in this User Guide for more details of each element.

- 1. Start a new campaign from the instructions above:
 - a. Using the short cut buttons
 - b. Using the navigation bar



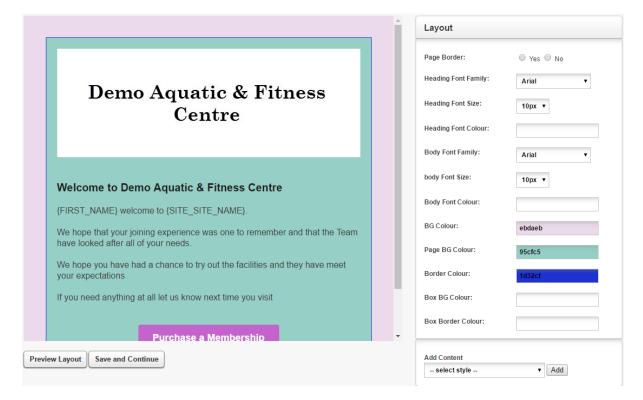
- 2. Select the 'Campaign Site' from the drop down, for which you would like to run the campaign for (this must match the template site you are choosing)
- 3. Enter a 'Campaign Name'
- 4. Select the 'Send Type' as Email (SMS will be covered in the next section of this document)
- 5. Enter a 'Reply to Email' this is the email address that will received replies to your email (if no email is entered, two way email will not be activated, therefore customers can not respond)
- 6. Enter an 'Email Subject' (this is what your customers will see)
- 7. If required, select 'Google Analytics' and enter the 'Google Analytics Domain'
- 8. Select [Save and Continue]





- 9. Define which layout you would like to use for your campaign. You can either:
 - a. Create a new template on the fly
 - b. Select an existing template

In the example below we have selected an existing layout. For more information regarding setting up a new layout, please refer to the Setting up Templates section of this User Guide.



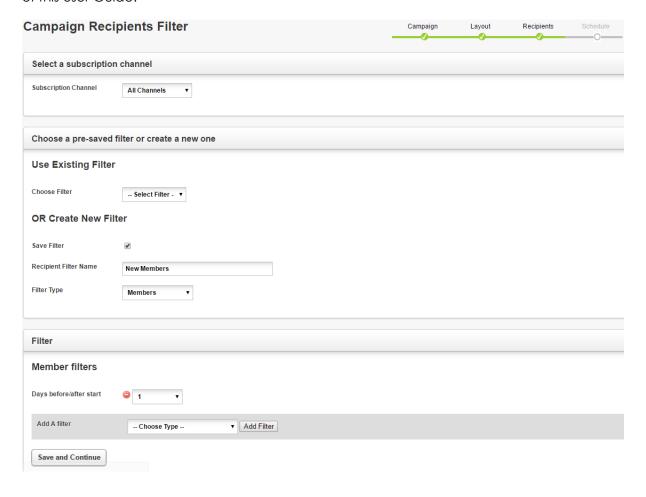
10. Review your template and select [Save and Continue]



Campaign Recipients Filter Select a subscription channel Subscription Channel All Channels Choose a pre-saved filter or create a new one Use Existing Filter Choose Filter Save Filter Save Filter - Choose Type - T

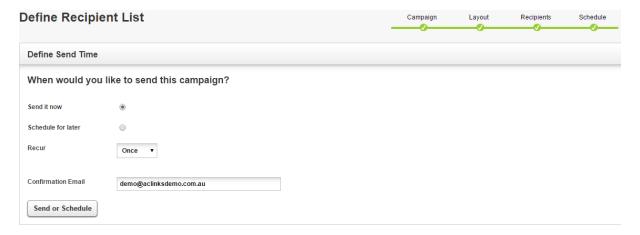
- 11. If applicable, select a 'Subscription Channel'
- 12. Apply filters (this is where you define your audience), choose from either:
 - a. Existing Filter
 - b. Create New Filter

For information regarding creating filters, please see the Setting up Campaign Filters section of this User Guide.





13. Once you have selected your required 'Filters' and 'Subscription Channels' select [Save and Continue]



- 14. Now choose when the campaign will be sent, choose from either:
 - a. Send it now (start the campaign now)
 - b. Schedule for later (select date for the campaign to start)
- 15. Now choose how frequently the campaign will 'Recur'. This refers to how frequently E-Blast will look for new recipients which match the campaign criteria to send to:
 - c. Once
 - d. Hourly
 - e. Day/s
 - f. Week/s
 - g. Month/s
- 16. Enter an 'Until Date' (if left blank this campaign will be ongoing, otherwise select a date that this campaign will end)
- 17. Update 'Confirmation Email' as required

 Note: This is an email address that will be sent an automatic campaign summary

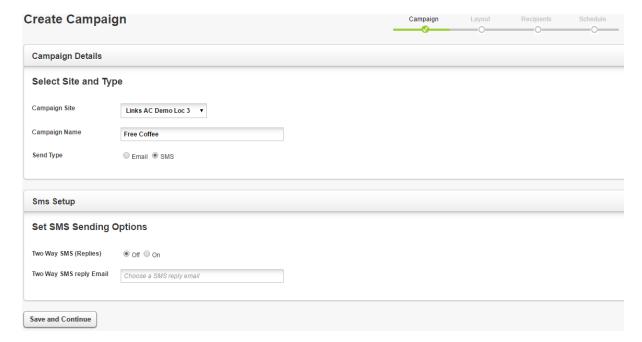
 upon completion of each scheduled campaign.
- 18. Select the [Send or Schedule] button to start the campaign, if scheduled to start later the campaign will only start when the date specified has passed



Creating a SMS Campaign

Note: A Campaign Glossary has been included in this User Guide for more details of each element.

- 1. Start a new campaign from the instructions above:
 - a. Using the short cut buttons
 - b. Using the navigation bar



- 2. Select the 'Campaign Site' from the drop down, for which you would like to run the campaign for (this must match the template site you are choosing)
- 3. Enter a 'Campaign Name'
- 4. Select the 'Send Type' as SMS
- 5. Select if you want 'Two Way SMS (Replies)' on or off, if on, enter 'Two Way SMS Reply Email' (this is an email address where replies to your SMS campaign will be sent)
- 6. Select [Save and Continue]



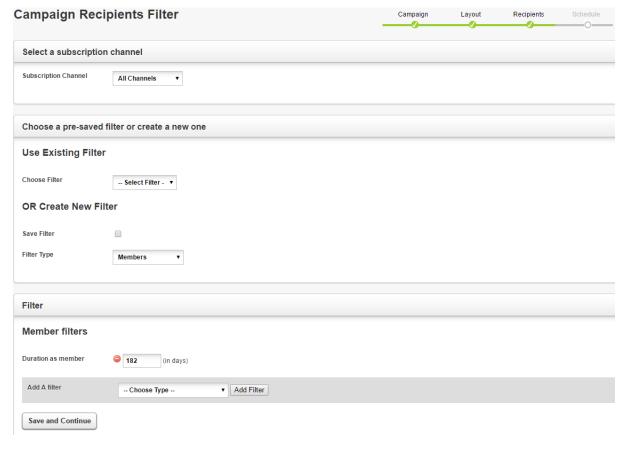
- 7. Choose your template from the 'From Template' drop down
- 8. Select the [Save and Continue] button



Campaign Recipients Filter Select a subscription channel Subscription Channel All Channels Choose a pre-saved filter or create a new one Use Existing Filter Choose Filter OR Create New Filter Save Filter Filter Type -- Choose Type -- ▼

- 9. If applicable, select a 'Subscription Channel'
- 10. Apply filters (this is where you define your audience), choose from either:
 - a. Existing Filter
 - b. Create New Filter

For information regarding creating filters, please see the Setting up Campaign Filters section of this User Guide.



11. Once you have selected your required 'Filters' and 'Subscription Channels' select [Save and Continue]



Define Send Time When would you like to send this campaign? Send it now Schedule for later Recur Confirmation Email demo@aclinksdemo.com.au Send or Schedule

- 12. Now choose when the campaign will be sent, choose from either:
 - h. Send it now (start the campaign now)
 - i. Schedule for later (select date for the campaign to start)
- 13. Now choose how frequently the campaign will 'Recur'. This refers to how frequently E-Blast will look for new recipients which match the campaign criteria to send to:
 - j. Once
 - k. Hourly
 - I. Day/s
 - m. Week/s
 - n. Month/s
- 14. Enter an 'Until Date' (if left blank this campaign will be ongoing, otherwise select a date that this campaign will end)
- 15. Update 'Confirmation Email' as required

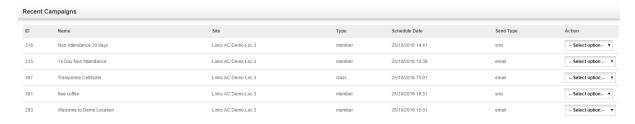
 Note: This is an email address that will be sent an automatic campaign summary

 upon completion of each scheduled campaign.
- 16. Select the [Send or Schedule] button to start the campaign, if scheduled to start later the campaign will only start when the date specified has passed

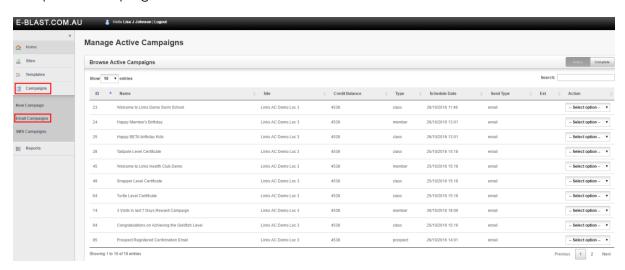


Actions for Current Campaigns

From your home screen you can see a list of recent campaigns.



If you go to [Campaigns] and [Email Campaigns] you will see a list of your current and completed campaigns.



Email Actions Available

The following is a list of actions you can complete for email campaigns:

Preview Email Allows you to send a preview of the email to a specified email

address

Edit Details Allows you to edit the details of the campaign, from the

campaign name, email subject, reply toemail and Google

Analytics details

Edit Layout Allows you to edit the layout and content of the email

template

Edit Recipient Allows you to edit the filters on who the campaign will be sent

to

Edit Schedule Allows you to edit how this campaign sends

View Report Allows you to view the report on this campaign

Deactivate Allows you to deactivate this campaign



Create Follow Up Allows you to create a follow up campaign from the current

campaign

SMS Actions Available

The following is a list of actions you can complete for SMS campaigns:

Preview SMS Allows you to send a preview of the SMS to a specified mobile

number

Edit Details Allows you to edit the details of the campaign, from the

campaign name, two way SMS and two way SMS reply email

Edit Layout Allows you to edit the content of the SMS

Edit Recipient Allows you to edit the filters on who the campaign will sent to

Edit Schedule Allows you to edit how this campaign sends

View Report Allows you to view the report on this campaign

Deactivate Allows you to deactivate this campaign

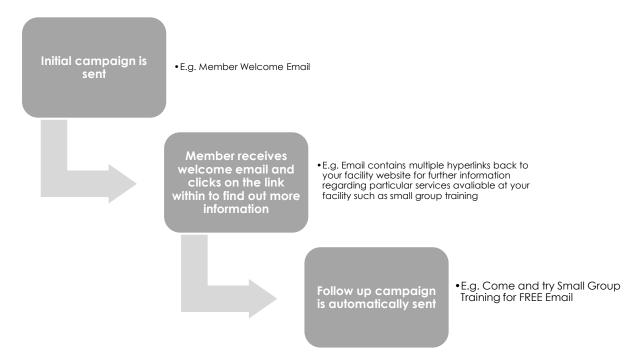


Follow Up Campaigns

Follow up campaigns functions by creating a new campaign for a customer when they click a hyperlink embedded within the original campaign.

For example:

If an email template has several hyperlinks built within relating to different services and/or programs on offer at your facility such as; memberships, visit-passes, court hire and group fitness bookings. Each hyperlink can then have a 'follow-up' campaign created. This follow up campaign will receive all its recipients based on email clicks. This allows for specific campaigns to be send to a customer once they have shown interest in an item in the email.

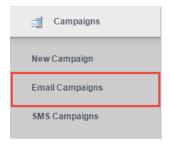


Setting up Follow Up Campaigns

The following will show you how to setup follow up campaigns.

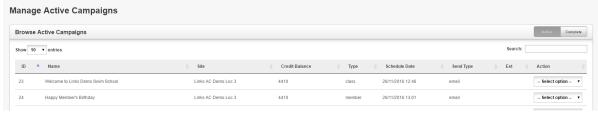
To setup a follow up campaign:

From the home screen click the [Campaigns] button and then click on [Email Campaign].



The following should appear on your screen:

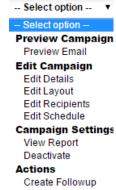




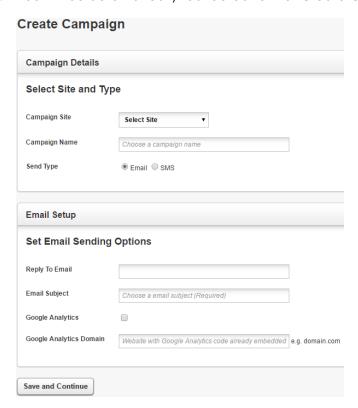
Follow the steps below to finish setting up your follow up campaign.

Creating Email Follow Up Campaigns

- 1. From the 'Manage Active Campaigns' screen, locate the initial campaign from the list which you would like to create a follow up campaign
- 2. Select 'Create Followup' from the Actions drop down menu next to the initial campaign that you located in step 1



3. You will be automatically redirected to the 'Create Campaign' screen below:



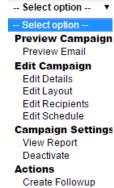
4. Complete steps 3-18 of the Creating an Email Campaign above



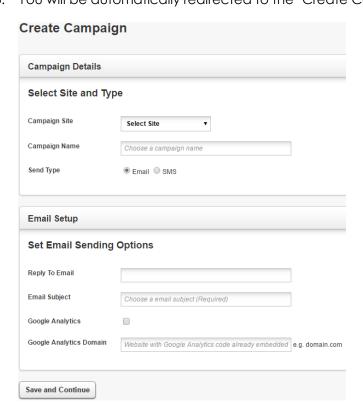
Creating SMS Follow Up Campaigns

Note: While a follow up campaign can be via SMS, the initial campaign must always be by email.

- 1. From the 'Manage Active Campaigns' screen, locate the initial campaign from the list which you would like to create a follow up campaign
- 2. Select 'Create Followup' from the Actions drop down menu next to the initial campaign that you located in step 1



3. You will be automatically redirected to the 'Create Campaign' screen below:



4. Complete steps 3-16 of the Creating a SMS Campaign above



Campaign Glossary

Campaign Filters

There are two levels of filters available. Listed below are the filters and the additional filters available. You can have one or all additional filters.

Members

Gender When selected allows you to choose between male or female

members

Postcode When selected allows you to choose between a range of

postcodes i.e. 2000 – 2060

Birthday When selected allows you to choose how many days before or

after the member's birthday

Age When selected allows you to choose between an age bracket

i.e. 20-40 years

Membership Types When selected allows you to choose specific membership

type/s to send to

Duration as Member When selected allows you to choose a number of days the

member has held their membership for

Membership Status When selected allows you to choose between someone who

holds a current membership or members with expired contracts

Membership Expiry When selected allows you to either choose between members

already expired or expiring in so many days

Membership Last Attended When selected allows you to choose the numbers of days the

member has not attended the facility for

Days Until Suspension Finishes When selected allows you to choose the number of days until

the member comes off suspension

Days Until Suspension Starts When selected allow you to choose the number of days until

the member's suspension starts

Suspended Memberships When selected allows you to choose between members who

are either notcurrently suspended or who arecurrently

suspended

Future Contract When selected allows you to choose betweenmembers with a

current, future or expired contract

Visit Frequency When selected allows you to select a number of visits in a given

periodthat a member has visited/achieved

Membership Start Date When selected allows you choose the number of days after a

member starts a contract



Visit Pass Holders

Gender When selected allows you to choose between male or female

visit pass holders

Postcode When selected allows you to choose between a range of

postcodes i.e. 2000 - 2060

Birthday When selected allows you to choose how many days before or

after the visit pass holder's birthday

Age When selected allows you to choose between an age bracket

i.e. 20-40 years

Visit Pass Start Date When selected allows you to choose how many days from the

customer starting the visit pass

Visit Pass Expiry When selected allows you to choose between customers

already expired or expiring in so many days

Number of Visits Remaining When selected allows you to enter the number of visits

remaining

Visit Pass Type When selected allows you to choose specific visit pass type you

wish to send to

Visit Pass Status When selected allows you to select if you wish to

choosecurrent visit pass holders or expired visit pass holders

Future Contract When selected allows you to choose either customers with a

visit passstarting in the future or those customers who don't

have a future visit pass

POS Customers

Spend Date Range When selected allows you to choose the date rangesthat the

customer has spent money

Gender When selected allows you to choose between male or female

customers

Postcode When selected allows you to choose between a range of

postcodes i.e. 2000 - 2060

Birthday When selected allows you to choose how many days before or

after the customer's birthday

Age When selected allows you to choose between an age bracket

i.e. 20-40 years

Total Spend When selected allows you to enter a range of money spent as

a customer



Prospects

Gender When selected allows you to choose between male or female

prospects

Postcode When selected allows you to choose between a range of

postcodes i.e. 2000 - 2060

Birthday When selected allows you to choose how many days before or

after the prospect's birthday

Age When selected allows you to choose between an age bracket

i.e. 20-40 years

Date Created When selected allows you to choose between a range of

dates when the prospect was created

Days Since Created When selected allows you to select the number of days since

the prospect was added

Staff

Gender When selected allows you to choose between male or female

staff

Postcode When selected allows you to choose between a range of

postcodes i.e. 2000 - 2060

Birthday When selected allows you to choose how many days before or

after the staff member's birthday

Age When selected allows you to choose between an age bracket

i.e. 20-40 years

Teacher Status When selected allows you to choose staff that are teachers or

are not a teacher

Sale Staff Status When selected allows you to choose staff that are sales staff or

are not a sales staff

Staff Roles When selected allows you to choose staff that have specific

staff roll

Student

Recipient Type Needs to be selected and will allow you to send to the

responsible person or student

Gender When selected allows you to choose between male or female

students

Postcode When selected allows you to choose between a range of

postcodes i.e. 2000 – 2060



Birthday When selected allows you to choose how many days before or

after the student's birthday

Age When selected allows you to choose between an age bracket

i.e. 2-11 Months

Class Type When selected allows you to choose a specific class type

Teacher When selected allows you to choose a specific teacher

Level When selected allows you to choose a specific class level

Days When selected allows you to select specific days a student is

enrolled in

Start Date When selected allows you to select so many days before or

after a student starts in a class

Start Time When selected allows you to select between a range of class

times

Class Attendance Status When selected allows you to select so many days since a

student was absent, attended or cancelled

Makeup/Casual/Trial When selected allows you to select a student whose booking

was a makeup, casual or trial class

First Class Ever When selected allows you to select so many days after the

student's first class ever

Cancelled Class When selected allows you to select between a date range a

student was cancelled from a class

Days Since Cancelled When selected allows you to select how many days after a

student's class was cancelled

Level Completed When selected allows you to select so many days after a

student has completed a specific level

Class Status When selected allows you to choose between students with a

current class booking or students with no current bookings

Outstanding Balance When selected allows you to choose the age of the

outstanding balance and the minimum balance to include

Family

Outstanding Balance When selected allow you to choose the age of the

outstanding balance and the minimum balance to include



Import

• Import allows you to upload your own selected list of customers. To complete this upload a .csv file that only contains a list of Links customer ID's in the first column. There is an example available for download from the 'Define Recipients' page when building a campaign.



Frequently Used Campaign Filters

The following campaign filters are suggestions only and may need to be modified for suitability to your facility.

Members

Welcome Email/SMS

A welcome email/SMS can be sent to members welcoming them to your facility and introducing them to other services and/or programs that are on offer.

- Membership Start Date Filter
 - o Enter x of days after joining

Birthday Promotion

Wish members a happy birthday each year and reward them with a special birthday present i.e. free coffee, or 10% off at the café when they show the SMS.

- Birthday Filter
 - Enter x of days before/after birthday

One Year Anniversary

Congratulate members who have shown you continuous loyalty over one year. Make them feel appreciated with a small reward i.e. 20% off your next merchandise purchase.

- Duration as Member filter
 - o Enter x of days in duration
- Membership Type
 - o Select only those Membership Types which are direct debit

Non Attendance

Send a "we miss you" email/SMS to your member's who haven't registered an attendance in over 14 days.

- Membership Last Attended
 - o Enter x days since last visit

Membership Expiry

Reminder upfront members that their expiry date is approaching. Offer renewal discount if they renew before their expiry date.

- Membership Expiry
 - Select expiring in x days
- Membership Type
 - Select only those Membership Types which are upfront

Upcoming Suspension Reminder

Send a email reminder to member's that they have a scheduled suspension about to start.



- Days Until Suspension Starts
 - o Select x days prior to suspension commencement

Coming Off Suspension

Remind member's that their membership suspension is coming to an end, access to the facility will be restored and payments recommence if paying via direct debit.

- Days Until Suspension Finishes
 - Select x days prior to suspension end
- Membership Type (optional)
 - Select only those Membership Types which are direct debit

Visit Pass Holders

1 Visit Remaining

Notify visit pass holders when they have one remaining visit.

- Number of Visits Remaining
 - Enter 1 into visits remaining field

Visit Pass is about to Expire

Send a quick reminder when a visit pass is out to expire.

- Visit Pass Expiry
 - Select expiring in and enter x of days

POS Customers

Spent Over \$x Last Quarter Promotion

Reward customers with a free drink bottle who have spent over \$x during the period.

- Enter date range (month, quarter, year)
- Total Spend
 - o Enter from \$x to \$x in the total spend range

Prospects

\$0 Joining Fee

Send a simple SMS offering prospects \$0 joining fee if they join within 48 hours of receiving the message.

- Days Since Created
 - Enter x days since the prospect was created

Staff

Staff Training Reminder

Send a reminder email to all your Learn to Swim teachers that they have an upcoming staff training session this Saturday. This scenario requires the use of Staff Roles.



- Staff Roles
 - Select Swim School Instructor from the list

Staff Social Event Upcoming

Notify all active staff of an upcoming social BBQ.

- Active
 - o Select 'Only Active' from the drop down menu

Student

First Class Survey

Provide a link to an online survey that customers can complete providing feedback on their first lesson experience.

- First Class Ever
 - Select x days since first class

Replacement Teacher Notification

Notify responsible person's that their regular teacher will be away and who the replacement teacher will be.

- Teacher
 - Select teacher that will be away
- Days
 - o Selects days the teacher will be away that week for
- If required add additional filters of Time, Level and Class Type

Family

Outstanding Balance Reminder

Send a friendly reminder to families with money owing.

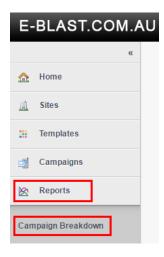
Outstanding Balance



Reports

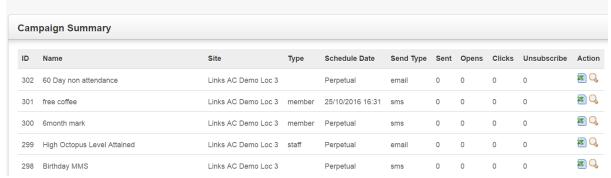
The following will show you how to run reports in E-Blast to keep track of your electronic marketing campaigns.

From the home screen click on the [Reports] button and then click on [Campaign Breakdown].



The following will then be displayed:

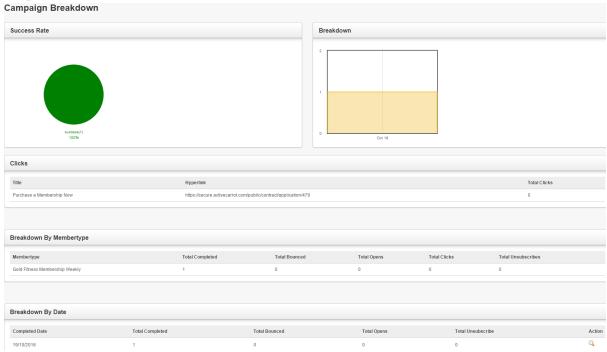
Campaign Breakdown



Viewing Campaign Reports

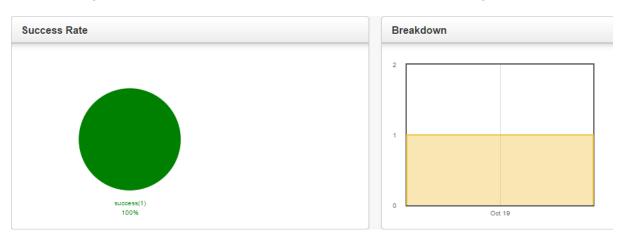
- 1. From the list, locate the campaign which you would like to view the reports for
- 2. Click on the [View Report] button 4 the following screen will be displayed:





Success Rate

Pie and bar graphs will indicate the success rate of the selected campaign.



Clicks section show below will list any hyperlinks that were included in the campaign and the total number of recipients that clicked on each specific hyperlink.

Clicks Title Hyperlink Total Clicks Purchase a Membership Now https://secure.activecarrot.com/public/contract/application/479 0



Breakdown by Membership Type

Email:

Breakdown of the campaign by membership type for email, total completed (sent), total bounced, total opened, total clicks within and total which unsubscribed.

Breakdown By Membertype

Membertype	Total Completed	Total Bounced	Total Opens	Total Clicks	Total Unsubscribes
SILVER 6 MONTHS	1	0	1	0	0
Gold Fitness Membership Weekly	1	0	0	0	0

SMS:

Breakdown of the campaign by membership type for SMS, total completed (sent) and total failed.

Breakdown By Membertype

Membertype	Total Completed	Total Failed
Tennis Only Membership	9	0
TENNIS MEM YEARLY	8	0
TENNIS MEM YEAR CONC	1	0

Breakdown by Date

Email:

Breakdown of the campaign by date for email, total completed (sent), total bounced, total opened, and total which unsubscribed.

Breakdown By Date

Completed Date	Total Completed	Total Bounced	Total Opens	Total Unsubscribe	Action
22/10/2016	1	0	1	0	Q
19/10/2016	1	0	0	0	Q

SMS:

Breakdown of the campaign by date for SMS, total completed (sent), total failed and total unsubscribed.

Breakdown By Date

Completed Date	Total Completed	Total Failed	Total Unsubscribe	Action
19/10/2016	286	0		Q



Click on the $^{\mathbb{Q}}$ button of a particular date to see a further breakdown.

For Email this will show you the customer's ID, member's name, if it bounced, the email address it was sent to, the email subject, the status, the date and time sent and if it was opened.

Members ID First Member To Address Subject Status Last Date Opens Bounces Name Name Completed 103214 BEN COOPER 0 103214@aclinksdemo.com.au Welcome to Demo complete 22/10/2016 Aquatic & Fitness 14:50:04

For SMS this will show you the customer's ID, member's name, the mobile number it was sent to, the message sent, the status, the date and time sent and if there were any replies (only if it was a 'two way SMS').

Members							
ID	First Name	Last Name	To Mobile	Message	Status	Date Completed	Replies
49	ANNE	ADAMS	61449256481	Anne Demo Aquatic can see you have been training hard over the past 6 months. Show this message at the cafe when you visit today for a FREE Coffee	complete	19/10/2016 14:35:04	0
348	MARY	MADDOCK	61449256481	Mary Demo Aquatic can see you have been training hard over the past 6 months. Show this message at the cafe when you visit today for a FREE Coffee	complete	19/10/2016 14:35:04	0