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The digitalisation of events has created new flows of data which can be used to deepen engagement and drive future growth if used beyond the traditional marketing funnel. As we emerge from lockdown and evaluate the new landscape, many things have changed including the way we think.

Beyond the marketing funnel - fairlyfair

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The marketing funnel is a tool that helps you visualize the customer journey, or the path a prospect takes as they become familiar with your company, from introduction to conversion (and hopefully beyond). Your marketing funnel should include the following 5 stages: awareness, consideration, conversion, loyalty, and advocacy.

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Beyond The Marketing Funnel: Playing Digital Mouse Trap To 10X Your Business By Mick Olinik Over the past few years, the best online marketing results have come from adapting the tried-and-true strategies of direct response sales to the online space.

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As such, the marketing funnel must be reimagined. You're no longer pushing people through a narrow pipeline. Rather, each phase of the funnel must be nurtured in the context of the audience, your marketing channels, and your goals. Arguably, this is where the complementary use of a customer journey comes into play... The customer journey (map)

Marketing Funnel vs Customer Journey | What's The Difference?

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