



MOUNTAIN SUN MARKETING

**BUSINESS
COACH
CASE
STUDY**

How a Business coach made
57k in course sales in 60 days

An Overview

The Mountain Sun Marketing team began working with a business coach and author who was launching a high- ticket B2B online business training program with a price tag of \$2500. Though this coach had some momentum, she was ready to scale significantly and was having trouble getting consistent results from advertising.

At Mountain Sun Marketing Marketing, we pride ourselves on providing uniquely personalized services so that our clients can outsource their marketing with confidence and focus on what they do best. We treat each client as if their business were our own. Scaling a business through paid ads essentially comes down to mapping out a custom strategy for each business that fits their goals, and providing diligent optimizations to “crack the funnel” to the point where it’s bringing in sales like a well-oiled machine

Challenges and Objectives

Challenges

- Lack of visibility online
- Lacking an automated process to bring in high quality leads and make sales on autopilot
- Bringing her business into the digital world to reach more clients

Objectives

This coach had a small list of under 1000 people and while she had some early traction and momentum from in-person trainings, she had not yet mastered the art of the online sales with Facebook ads. We set out to make FB ads work for her with an emphasis on using an advanced video funnel in her ads manager to build rapport and trust with potential clients on autopilot.

The deets

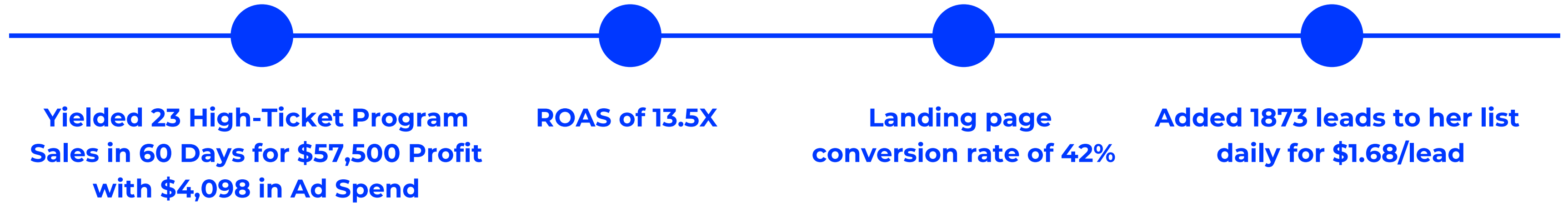
Results

**Return on ad spend
(ROAS) of 13.5X**

+ built an evergreen program
funnel to continue getting
program sales on autopilot

- We first started out with our signature onboarding process of 3 onboarding sessions with a warm audience ad test. We strategized with the coach about the type of content most likely to do well with a Facebook ads campaign and provided her with a detailed list of the exact sales videos needed for her funnel.
- While this coach had expected we would emphasize list-building with a freebie/lead magnet, we took an alternate approach and we built her ads funnel "backwards" (not putting her lead magnet to a cold audience). This "building backwards" approach allows us to use the ads budget strategically and with the highest amount of ROI for the client.
- We then ran her lead magnet, and then a series of webinars, which gained optins ranging from \$1.63 - \$3 (exceptional!) - well below industry averages, especially in the competitive niche of business coaching. The next 30 days she launched a series of three webinars and - in total - enjoyed 23 sales on autopilot (no sales calls required).
- She made \$57,000 from \$4098.00 in ad spend and subsequently built an evergreen program funnel to continue getting program sales on autopilot. She added over 1800 people to her list and had a return on ad spend (ROAS) of 13.5X. over 1800 people to her list and had a return on ad spend (ROAS) of 13.5X. + built an evergreen program

Accomplishments



Have a peak on the inside...

Search

Filters

+ Add filters to narrow the data you are seeing.

Account Overview

Campaigns7 selected

Ad Sets for 7 Campaigns

Ads for 7 Campaigns

+ Create

Duplicate

Edit

Rules

View Setup

Columns: Custom

Breakdown

		At Se Ne		Delivery	Results	Reach	Frequen	Cost per Result	Budget	Amount Spent	Ends	Schedule	Impressions	CPM (Co per 1,0 Impression	Link Clicks	CPC (Cost per Link Click)	CTR (Link Click-	Clicks (All)	CTR (All)	CPC (All)	Website Purchases
				All Ads Off	Initiates C...			Per Initiat...	Daily												
<input type="checkbox"/>	<input checked="" type="checkbox"/>	...		● Not Deliveri All Ads Off	52 Initiates C...	2,637	6.05	\$7.03 Per Initiat...	\$20.00 Daily	\$365.62	Ongoing	- Ongoing	15,967	\$22.90	308	\$1.19	1.93%	921	5.77%	\$0.40	6
<input type="checkbox"/>	<input checked="" type="checkbox"/>	...		● Not Deliveri All Ads Off	428 Leads	28,535	1.69	\$1.97 Per Lead	\$10.00 Daily	\$841.46	Ongoing	- Ongoing	48,193	\$17.46	821	\$1.02	1.70%	2,972	6.17%	\$0.28	1
<input type="checkbox"/>	<input checked="" type="checkbox"/>	...		● Not Deliveri All Ads Off	1,445 Leads	146,711	1.92	\$1.60 Per Lead	\$28.00 Daily	\$2,306.25	Ongoing	- Ongoing	282,068	\$8.18	3,660	\$0.63	1.30%	4,070	1.44%	\$0.57	5
<input type="checkbox"/>	<input checked="" type="checkbox"/>	...		● Not Deliveri Campaign is	215 Link Clicks	1,597	4.02	\$0.32 Per Link C...	\$1.00 Daily	\$69.76	Ongoing	- Ongoing	6,420	\$10.87	215	\$0.32	3.35%	547	8.52%	\$0.13	3
<input type="checkbox"/>	<input checked="" type="checkbox"/>	...		● Not Deliveri All Ads Off	— Lead	—	—	— Per Lead	\$5.00 Daily	—	Ongoing	- Ongoing	—	—	—	—	—	—	—	—	—
<input type="checkbox"/>	<input checked="" type="checkbox"/>	...		● Not Deliveri All Ads Off	— Lead	—	—	— Per Lead	\$5.00 Daily	—	Ongoing	- Ongoing	—	—	—	—	—	—	—	—	—
<input type="checkbox"/>	<input checked="" type="checkbox"/>	...		● Completed	78 Leads	2,007	3.98	\$2.37 Per Lead	\$35.00 Daily	\$184.94	Dec 27, 2018	- Ongoing	7,989	\$23.15	109	\$1.70	1.36%	250	3.13%	\$0.74	—
<input type="checkbox"/>	<input checked="" type="checkbox"/>	...		● Completed	42 Leads	1,512	2.38	\$1.84 Per Lead	\$20.00 Daily	\$77.39	Dec 19, 2018	- Ongoing	3,595	\$21.53	65	\$1.19	1.81%	190	5.29%	\$0.41	—
<input type="checkbox"/>	<input checked="" type="checkbox"/>	...		● Completed	78 Post Eng...	725	1.66	\$0.26 Per Post ...	\$20.00 Lifetime	\$20.00	Dec 15, 2018	- Ongoing	1,200	\$16.67	19	\$1.05	1.58%	79	6.58%	\$0.25	—
<input type="checkbox"/>	<input checked="" type="checkbox"/>	...		● Completed	— Complete...	1,016	2.43	— Per Compl...	\$15.00 Daily	\$69.38	Dec 10, 2018	- Ongoing	2,472	\$28.07	43	\$1.61	1.74%	124	5.02%	\$0.56	6
<input type="checkbox"/>	<input checked="" type="checkbox"/>	...		● Completed	— Complete...	464	1.31	— Per Compl...	\$15.00 Daily	\$13.41	Dec 10, 2018	- Ongoing	607	\$22.09	19	\$0.71	3.13%	36	5.93%	\$0.37	—
					—	172,756 People	2.17 Per Per...	—		\$4,098.31 Total Spent			375,468 Total	\$10.92 Per 1,000 ...	5,381 Total	\$0.76 Per Action	1.43% Per Imp...	9,511 Total	2.53% Per Imp...	\$0.43 Per Click	23 Total

Strategy

We use our tested and proven ads strategies with our clients.

Success like this doesn't happen overnight - it was a coordinated launch with the successful use of audience testing, audience research, strategically using FB Lives to generate rich audience data, as well as a coordinated social media approach.

This approach of "building backwards" with the use of an advanced video funnel is contrary to what most online coaching programs will advise you to do but more modern approaches effectively using live video can have truly exceptional results, as demonstrated by this case study.

MOUNTAIN SUN MARKETING

Our clients ' wins are OUR wins.

We work with our clients as diligently as a business partner to help them reach their goals.

Ready to see what ads can do for your business?

BOOK A FREE CALL HERE

<https://mountainsunmarketing.com/booking>

