# realself

#### Modern Beauty. Confident Decisions.

**RealSelf Shop Launch** 

THE ASK

## A first-of-its-kind skincare shopping experience.

Define a position that RealSelf Shop can uniquely occupy in the skincare retail space.



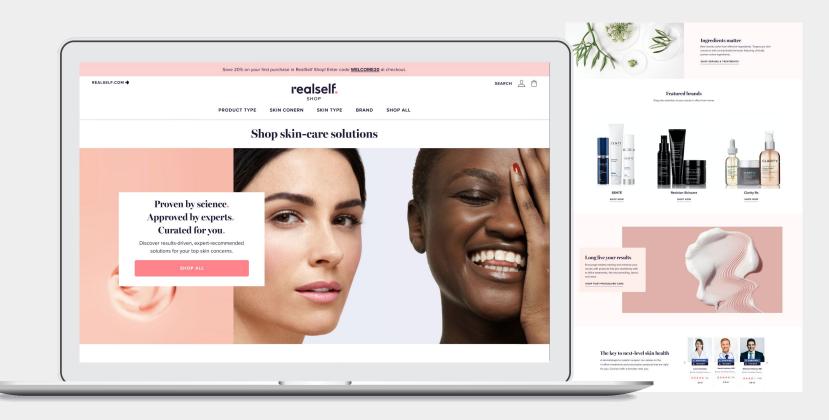
Deliver a multi-channel consumer brand awareness campaign, including creative direction and copy. THE OPPORTUNITY

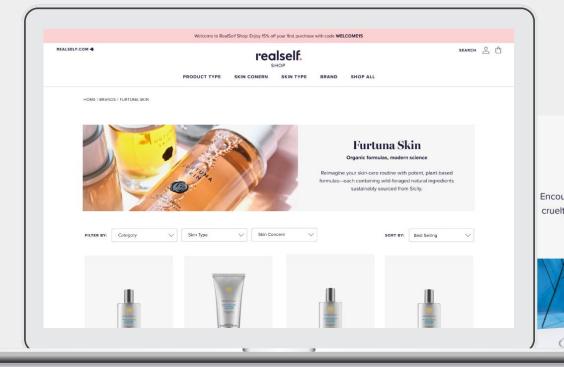
## Create an easy, trusted, and personal shopping experience that...

Distinguishes RealSelf Shop as the destination for skincare products that complement cosmetic treatments.

Delivers a best-in-class skincare shopping experience by backing product claims with unbiased doctor recommendations and scientific facts.

## Website: Home & Brand Pages



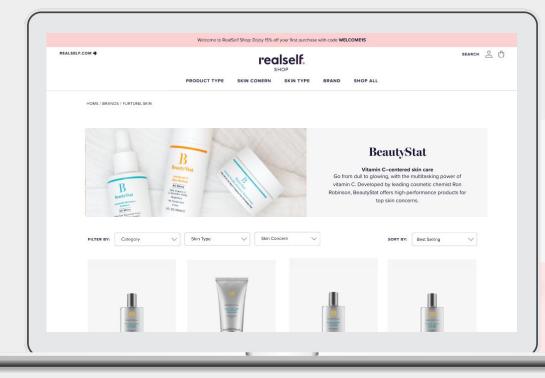


#### ClarityRx

#### Pure ingredients, effective results

Encourage healthy, beautiful skin with plant-based, cruelty-free formulas made with naturally sourced, pharmaceutical-grade ingredients.



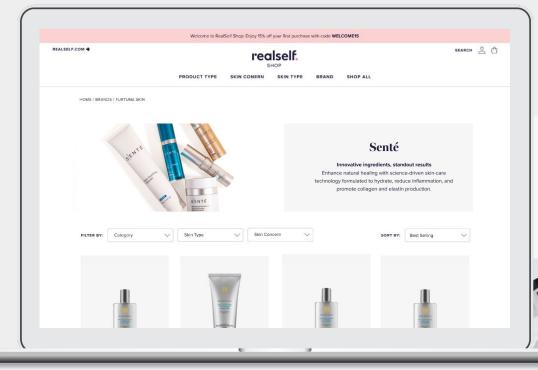


#### HydroPeptide

#### Promote healthier skin, at the source

Nourish skin at the cellular level with the power of epigenetic peptides that boost collagen production, speed up wound healing, and reduce fine lines.





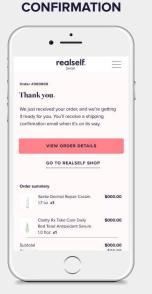
#### Doctor Rogers RESTORE

#### Elevated, everyday essentials

Soothe and restore even the most sensitive skin, with dermatologist-created and clinically tested formulas made with biodegradable, vegan ingredients.



### **Transactional Emails**



ORDER

SL: Thank you for your order PH: Here's your confirmation





Updated order summary State Dermal Repair Cream 17 or x1

Solution

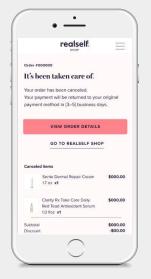
Caller State Care Davy Caller State Care Davy D for x1

Solution

Soluti

SL: Your order has been updated PH: Here are your new details

#### ORDER CANCELED



SL: Your order has been canceled PH: Here's your confirmation

REFUND ISSUED

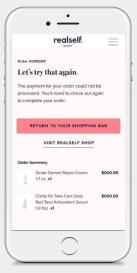
order #000000 Back to you. Your order has been refunded.

You can expect to receive your refund to your original payment method in [7–10] business days.

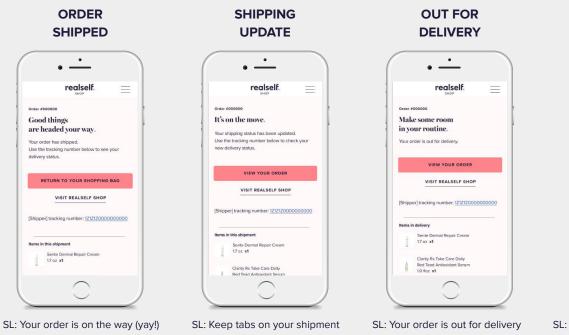
VIEW ORDER DETAILS
GO TO REALSELF SHOP
Refunded Rems
Service Derman Repair Cream
Source Cream
Subscient
Su

SL: Your refund is on the way PH: Here's what to expect next

#### PROCESSING ERROR



SL: Oops, something went wrong PH: Your payment wasn't processed



PH: Here's your tracking number

PH: Here's the latest update

PH: Get ready to glow

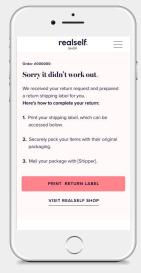
realself. Order #000000 It's here. Your order has been delivered. VIEW YOUR ORDER VISIT REALSELF SHOP [Shipper] tracking number: 1Z1Z1Z0000000000 Items in delivery Sente Dermal Repair Cream 1.7 oz x1 Clarity Rx Take Care Daily Red Tead Antioxidant Serum 1.0 floz x1

ORDER

DELIVERED

SL: Your new skincare is here 🙌 PH: Time for some self-care

#### RETURN REQUEST

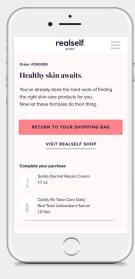


SL: **V** We received your return request

PH: Here's what to do next

## **Lifecycle Emails**

#### ABANDONED CART



SL: What are you waiting for? PH: These formulas are for you

#### ABANDONED TRANSACTION

|         | realself.   | =        |
|---------|---|----------|
| Order 4 | 1000000   |          |
| You     | re so close.  |          |
|         | lete your order to give your skir<br>e a boost.                         | rcare    |
|         | COMPLETE YOUR PURCH   | ASE      |
|         | VISIT REALSELF SHOP   |          |
| Order   | Summary   |          |
| - Trial | Sente Dermal Repair Cream<br>1.7 oz x1                                  | \$000.00 |
|         | Clarity Rx Take Care Daily<br>Red Tead Antioxidant Serum<br>1.0 floz x1 | \$000.00 |

SL: You're \*this\* close to happier, healthier skin

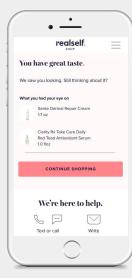
PH: Complete your purchase now

#### ABANDONED CART PROMO

|         | realself.  | Ξ        |
|---------|--|----------|
| You     | re oh-so-close.  |          |
| saved   | ft some items behind. Not to we<br>them for you. Here's 25% off the<br>ess in your cart. |          |
| Use co  | ode WEMISSYOU25 at checko  | ut.      |
|         | RETURN TO YOUR CAR   | г        |
|         | GO TO REALSELF SHOP  |          |
| Items i | n your cart  |          |
| -true   | Sente Dermal Repair Cream<br>1.7 oz x1   | \$000.00 |
| ġ       | Clarity Rx Take Care Daily<br>Red Tead Antioxidant Serum<br>1.0 floz x1                  | \$000.00 |

SL: Forget something? PH: Take 25% off when you complete your purchase today

#### ABANDONED PRODUCTS



SL: Get it before it's gone PH: Radiant skin awaits

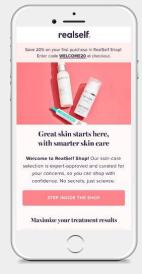
#### SITE ABANDON

|        | • —   |          |
|--------|---|----------|
|        | realself.   | $\equiv$ |
| Just   | looking?  |          |
| Need   | ticed you were browsing <b>RealS</b><br>help choosing the right skin-ca<br>got you covered. |          |
| Produc | ts you'll love  |          |
|        | Product Name  |          |
|        | Product Name  |          |
|        | Product Name  |          |
|        | SHOP ALL SKIN CARE  |          |
|        | $\bigcirc$  |          |

SL: Need help deciding? PH: We've got you covered

## **Marketing Emails**

#### SHOP LAUNCH



SL: The secret is out: science-backed skin care is in PH: Shop now and take 25% off

#### WRITE A REVIEW



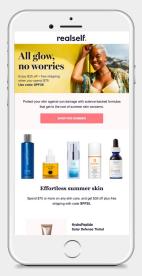
Loving your new skin care? Tell us all about it.

Thanks for your recent skin care purchase at RealSelf Shop! Ready to review it? Share your experience, and we'll enter you for a chance to win \$100 toward your next purchase.



SL: Do you love it, [fname]? PH: Review it for a chance to win \$100

#### SUMMER PROMO





FATHER'S DAY

SL: Don't get dad another tie PH: Treat him to something unexpected

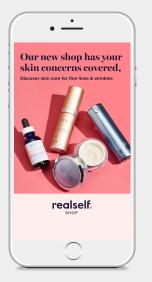
#### FATHER'S DAY TEST B (WIN)



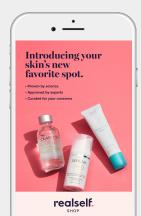
SL: Because dad never passes up a good deal...

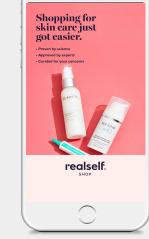
PH: Take 25% off all skincare

## **Ad Series: Shop Launch**









• ----

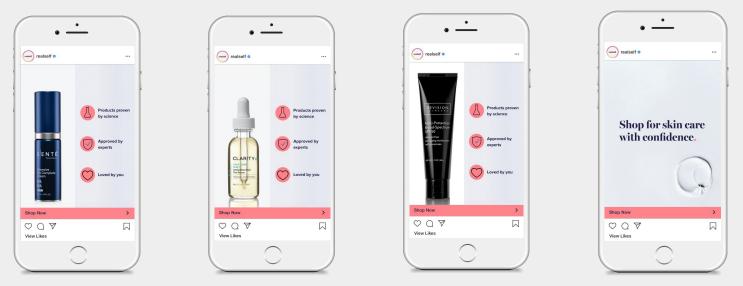
## **Ad Series: Paid Social**



PRIMARY TEXT: That feeling when you know your skincare \*really\* works.

HEADLINE: RealSelf Shop is now open. Get 25% off.

CTA: Shop Now



PRIMARY TEXT: The secret is out: science-backed skin care is in. Find your formula at RealSelf Shop.

HEADLINE: Get 25% off doctor-recommended skincare.

CTA: Shop Now

## **Ad Series: Ingredient Benefits**





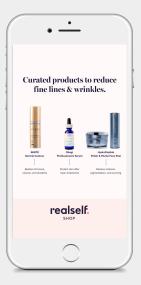


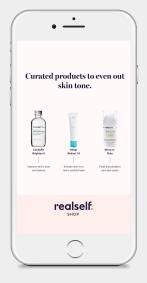
## **Ad Series: Product Benefits**

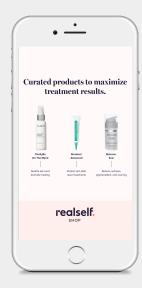












## Ad Series: Consumer Quotes



