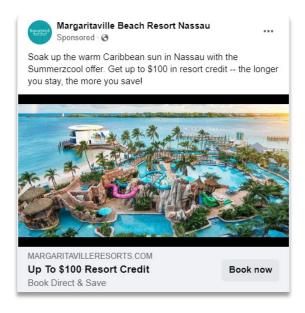
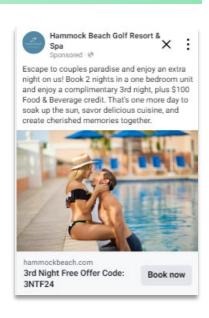
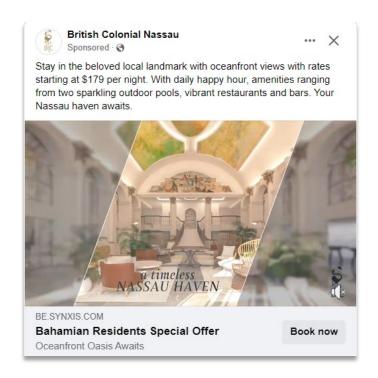


Social Media Ads: Samples of Past Work









Case Study: Using Social Media Ads to Drive Bookings

How one resort saw a massive return on ad spend with a social media ad campaign.

The Property

The client is a family-friendly boutique resort in the Caribbean with beachfront condos and villa-style accommodations. The resort has several dining outlets and a large pool and offers a variety of outdoor activities and watersports. Its location in the US Virgin Islands makes it a draw for American tourists looking for a tropical getaway that doesn't require a passport or foreign currency. The resort is popular for destination weddings and honeymoons.

The Challenge

The client presented Vizergy with a challenge — increase visibility on social media platforms and create a paid advertising strategy focused on conversion and bookings. While they felt they were seeing good interactions on social media through organic posts, and almost 10% of their traffic was from social media sites, the conversion rate from this traffic was around 2%. They asked Vizergy to bring this number up and turn an investment in a paid strategy into impressive revenue for the resort.

THE RESULTS



21,831 Impressions

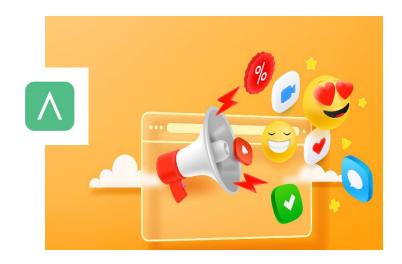


\$467,493 in Direct Revenue



50:1 ROAS (Return on Ad Spend)





The Campaign

With generating room bookings as the central goal of the campaign, Vizergy wanted to remarket to the non-converting traffic from the website and create a sense of urgency with a special offer for booking direct through the ads.

We used a combination of static, carousel, and video ads on Facebook and Instagram to promote several flash sales throughout the year.

Visually, Vizergy wanted to make sure the beauty of the Caribbean resort and the surrounding area were front and center in the ads, using vibrant imagery showcasing the crystal blue waters, resort's activities, and an overall sense of enjoyment.

The ads were seen by 21,831 previous site visitors, and had a 3.06% engagement rate, significantly higher than the industry standard of 0.9%.

The client spent \$9,200 in this campaign in 2023 and generated \$467,493. That is a **50.8:1** return on ad spend (ROAS).

With this success, they opted to continue in 2024. In Q1, a spend of \$2,150 has generated \$148,056 for a ROAS of over **68:1.**



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