A Case Study Presentation by Seven Boats

(Industry: Real Estate)

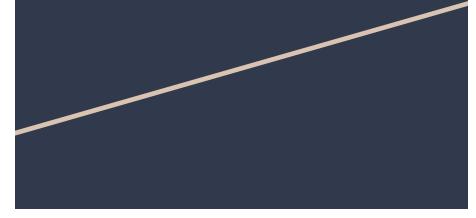


Business Name: Usashi Realstates Pvt. Ltd.

Brief About the Project: Usashi Group is a fast-emerging and prominently rising real estate company in Kolkata. They

deliver homes keeping in mind the importance of location, connectivity, buyer's budget, quality and timely delivery. They are also one of the most preferred and trusted real estate developers when people look for properties to invest.

They wanted us to maximize the brand visibility & awareness of different types of properties available through Digital Marketing. They wanted booking & sales of properties also.



The case as presented to us

Year: August, 2017

Age of the project: 11 months

Projects given to us: Ushashi.in with little online presence & Evanieinfra.com with no online presence

Objective: Increase visibility, traffic, lead (enquiry), sales, retain traffic, improve user experience to grow business

Target Audience: Middle to upper middle class of society in Kolkata & other eastern India major cities, brokers, vendors, contractors, resellers

Their Online Presence:

- 1) Website was there only of Ushasi but that was not professional looking
- 2) Facebook page of only Usashi was there but it was poorly managed
- 3) No presence in other social media platforms
- 4) No ranking in Search Engine
- 5) No visibility on any other online channel

Strategic Digital Marketing Mix: (AACRO Model)

Objective	Strategy		Action
Grabbing attention	Activation - Reaching maximu with less effort	m people	Website development, Facebook business page creation, Linkedin Company page creation, Twitter account creation, Creating brand materials & social media creatives
Getting traffic	Acquisition - Engaging target	audience	Search Engine Optimization, Search and Display ads from Google Adwords, Social Media Marketing with Facebook engagement Ads, Email Marketing, Creating lucrative lead funnel by social incentives
Making the transaction happen	Conversion - Converting le customer	ads to	Call to action button, enquiry form, contact number, messaging, email, Facebook lead generation ad, Online booking feature on websites, EMI calculator feature
Keeping the business	Retention - Bringing visitors/c back	ustomers	Analytics driven strategies, <mark>ORM</mark> , Content Marketing, Reviews
Improving user experience	Optimization - Give somethin remain in people's min		Response management, Offering new things like discount during festivals, occasions, referral commission, easy loan, investment options etc

Creativity & Design

Social Media -



Many times people get attracted to the exciting amenities of a housing project offered by a real estate developer. Hold on to your excitement of buying a flat in Kolkata for a while. Keep in mind some vital points before you rush to buy apartments in Kolkata. #Evanie #PropertiesinKolkata #RealEstateinKolkata



buying a property in Kolkata | Evanie Infra | upcoming flats

Many times people get attracted to the exciting amenities of a housing project offered by a real estate developer. Hold on to your excitement of buying a flat in Kolkata...

Creativity & Design:

Social Media -



Our Vision at EVANIE is to make affordable and eco-friendly

housing so that we can benefit people' lives, communities and environment.





Creativity & Design:

Social Media -

Kolkata though culturally rich is not really as per with other metro cities when it comes to economy. The real estate world here is solely depended on middle income group. So, affordable housing schemes and projects are always in demand.

#Evanie #PropertiesinKolkata #Affordablehomes



affordable homes in Kolkata | residential complexes in Kolkata | Usashi

There are many affordable residential complexes in Kolkata that are not heavy on your pocket at the same time relaying for your stress. We at Usashi understand the



A perfect blend of architectural finesse and contemporariness that will spellbound you by its ultra luxurious amenities and recreational facilities...



Creativity & Design:

Website -



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ONLINE BOOKING





Step into an abode of huxury.

Hobnob with luxury. Mingle with the finest. Raise a toast to good taste. Revel in the plushiness of the living room, rubbing shoulders with the crème de la crème.





Few Social Media & Content Marketing Ideas We Gave

Polls	Facebook live	Tag a friend	Meme	Tour videos	Spot booking offer
Cross promoting print ads	Behind the scene story	Graffiti board (customer of the month)	Blogs	Educate buyers program(propert y dealing tips)	Customer interaction initiative via facebook messenger
Response management	Occasion based social theme	Feedback zone	Ad landing pages	Interior design tips	Influencer marketing (portraying brand ambassadors and news online)
Did you know facts	Brand story telling	Info graphics design			

Creativity & Design:	
Ad copies -	
← bA ●	Ad group
	 {KeyWord:Buy Apartments} in Kolkata Get luxury Villas@Budget Price evanieinfra.com/projects/econest Buy luxury flats in Kolkata. Get Perfect Mixture of Amenities & Luxury.
	 Buy {KeyWord:Flats in Kolkata} Budget Flats at Eco Nest evanieinfra.com/projects/econest Get your dream home in Kolkata within your budget. Contact Evanie Now.
	Luxury {KeyWord:Flats for Sale} Buy luxury apartments & Villas evanieinfra.com/projects/econest Buy 2 BHK, 3 BHK, 4 BHK Flats in Kolkata at the best price. Contact Evanie Now.





🗟 Garage 1

Bedding

🤶 Location: Ramnagar-Baruipur

YOUR DREAM HOME AWAITS YOU...



Execution

How we got traffic? -

- 1) From Search Engine Marketing (SEO & Google Ads)
- 2) Referral traffic from Social Media Marketing (SMO & SMM)
- 3) Email Marketing

How we got engagement? -

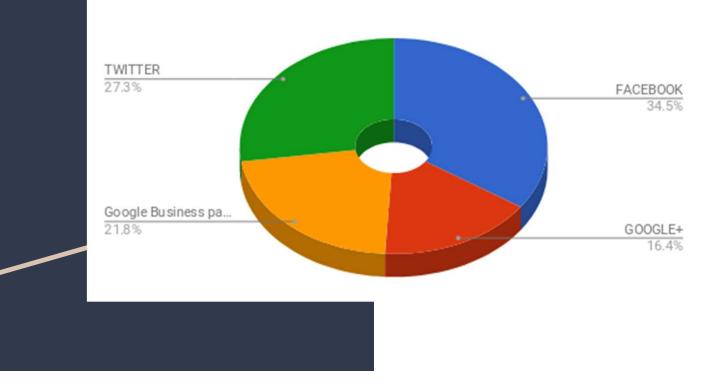
- 1) Social Media page management with content calendar
- 2) Posting as per page insight & boosting for likes & engagement

How we got conversion? - Optimizing conversion through ORM, Data analytics, Research, Client feedback, Prompt response, Experimentation on landing pages, Trying various lead capturing mechanism

How we got returning visitor? - Content marketing & email marketing

Execution: Social Media Marketing

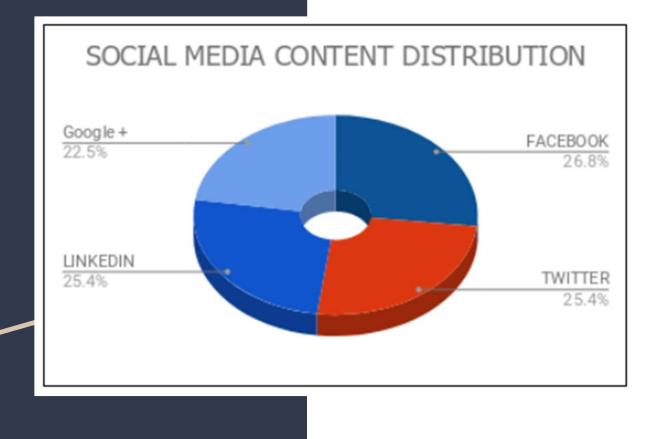
Usashi -



SOCIAL MEDIA MARKETING CONTENT DISTRIBUTION

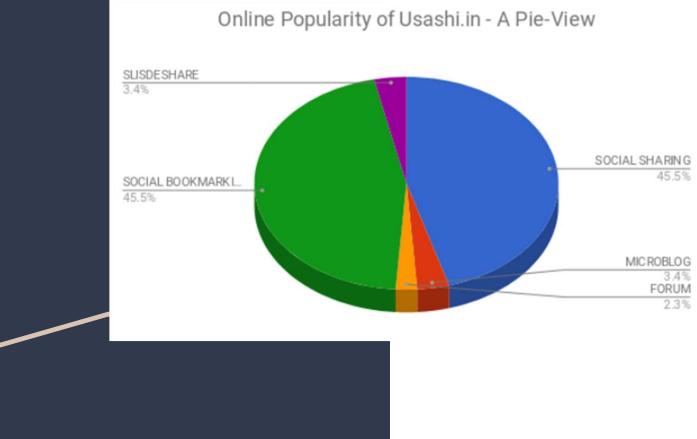
Execution: Social Media Marketing

Evanie -



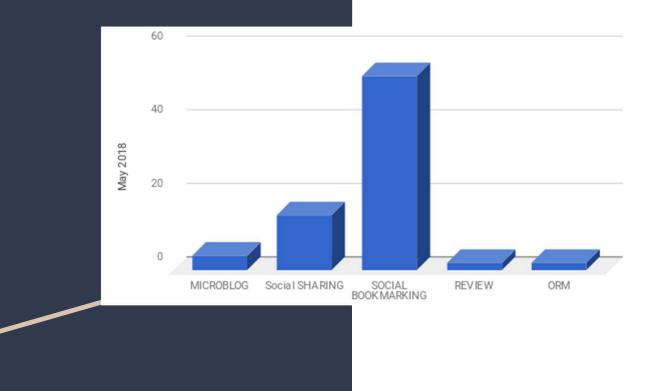
Execution: Content Marketing

Usashi -



Execution: Content Marketing

Evanie -



Execution: EMI Calculator Feature

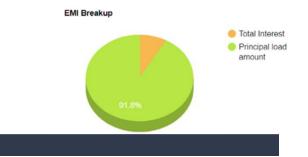
Evanie -



 Q_{-} About us \sim -services -partnerships \sim -projects \sim -online booking



EMI	Calculator	
Outstanding Principle	2500000 Rs.	Monthly Payment(EMI) Rs. 1,36,225 Total Interest Payable
Interest Rate (%)	10 %	Rs. 2,24,496 Total of Payments (Principal + Interest)
Tenure (in Months)	20 Years Months	Rs. 27,24,496



Execution: Online Booking Feature

Evanie -



Or

FOR NEFT / RTGS TRANSFER

EVANIE INFRASTRUCTURE PVT. LTD. HDFC BANK

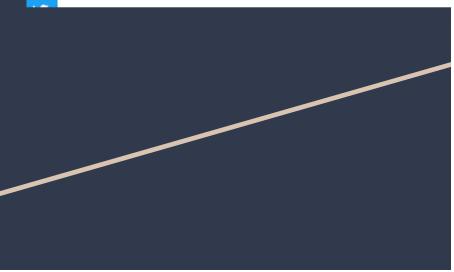
Execution: Online Booking Feature

Usashi -



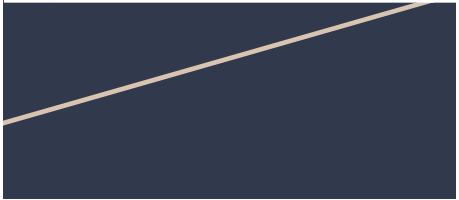
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ONLINE BOOKING



Keyword Ranking (Usashi)

KEYWORD	SEARCH ENGINE	BENCHMARK	RANK	POSITION
buy budget flats in kolkata	GOOGLE	30	28	Monitoring
luxury 3 bhk flats in newtown	GOOGLE	10		Monitoring
luxury row houses in newtown	GOOGLE	12	15	Monitoring
upcoming projects in rajarhat with home loan assistance	GOOGLE	23	22	Monitoring
upcoming budget flats in kolkata	GOOGLE	33	21	Monitoring
luxury flats in barasat	GOOGLE	32	39	Monitoring



Keyword Ranking (Evanie)

KEYWORD	SEARCH ENGINE	LAST MONTH RANK	RANK	POSITION
luxury row houses in newtown	GOOGLE	9	5	MONITORING
budget flats in newtown	GOOGLE	15	11	MONITORING
budget flats in rajarhat	GOOGLE	18	21	MONITORING
buy budget flats in kolkata	GOOGLE	22	22	MONITORING
affordable upcoming residential projects in kolkata	GOOGLE	11	13	MONITORING
new upcoming residential projects in kolkata	GOOGLE	29	27	MONITORING
buy houses in birati	GOOGLE	26	31	MONITORING
affordable flats in rajarhat	GOOGLE	37	39	MONITORING
upcoming residential projects in barasat	GOOGLE	19	19	MONITORING



Keyword Ranking (Usashi)

Iuxury row houses in newtown

Q

Tools

Page 2 of about 4,59,000 results (0.45 seconds)

Independent House for Sale in Action area 1 new town, Individual ...

property.sulekha.com > Kolkata > Houses *

Book Villas / Independent Houses for Sale in Action area 1 new town. Listed 9+ New, 3+ ... 3 BHK Luxury Independent Villa in New Town. New Town, Kolkata.

lifestyle apartments,flats,villas,home,bungalow in rajarhat ...

www.silveroakestate.com/ *

Silver Oak Estate has been long in real estate market of Kolkata, offering luxurious homes to millions, especially lifestyle bungalow, Flats, Properties, Villas in ...

The Ecos - New Upcoming Projects in New Town, Rajarhat, Kolkata

The Ecos - Upcoming housing projects in Newtown Kolkata, situated right opposite of Eco Park. Ecos is one of the best housing projects in Newtown near to ...

3-bedroom Row Houses | Luxurious Apartments in Kolkata - Usashi

ushashi.in/property/king-town-new-town/ *

Spread over 2 levels, the 3-bedroom Row Houses at USASH KING TOWN NEW TOWN are smartly designed to enhance spaciousness in each unit. The Row ...

upcoming budget flats in kolkata U Maps More AII Images Videos Settings Tools News

Q

Page 2 of about 91,80,000 results (0.48 seconds)

Best deal on Flats at Kolkata I Unique features at best price

(A) www.realtechnirman.com/hijibiji/2&3-BHK-Flats - 033 7141 7171 Get premium 2/3 BHK flat for sale with good connectivity. Few are left. Hurry up! Swimming Pool. Commercial Space. Car Parking. Dedicated Gymnasium. Landscape Garden. Community Hall. Amenities: Power Back-up, Fire Protection, 24x7 water supply, Community Hall, Green Open Area.

Upcoming Projects in New Town Kolkata - Makaan.com

https://www.makaan.com > home > Property In Kolkata > Property in New Town * Looking for Upcoming projects for sale in New Town Kolkata?. Choose from listing of Upcoming residential projects in New Town Kolkata online on Makaan.com. ... Buy Budget Property. Budget Apartments/Flats for Sale in New Town · Budget ...

Upcoming Projects in Kolkata, Residential Flats & Apartments By Eden ... https://www.edengroup.in/properties-budget/upcoming-real.../Pricepersoftupto-3500 -Beautifully designed residential flats & apartments near metro stations, schools, ... Property in Kolkata; Upcoming Real Estate Projects ... Filter by Budget :..

Projects in Kolkata: New Upcoming Projects, Flats, Plots in Kolkata https://www.planmyproperty.in/projects-in-kolkata.html *

New Projects in Kolkata: Upcoming projects, flats, plots, apartments in Kolkata. List of projects ... Hence, you can some good low budget flats in Kolkata as well.

Merlin Group - All New Projects by Merlin Group Builders & Developers https://www.proptiger.com/merlin-group-104977 *

Jun 8, 2018 - India Property · New Project ... Kolkata. □ 61.23 L- □ 1.35 Cr. Merlin Group. Possession date: Dec'21 ... Images for Elevation of Merlin Next. 11.

I am planning to buy property in Kolkata. My budget is around 7 to ...

https://www.guora.com/l-am-planning-to-buy-property-in-Kolkata-My-budget-is-aro... + You can go with the under construction projects. We are offering 1 BHK flat in New Town at 6.9 Lac, just beside the upcoming Infosys IT city. In entire new town ...

Leading Real Estate Developer in Kolkata

www.merlinprojects.com/ *

Merlin Group is the leading real estate builder and developer in Kolkata. Explore our wide range of affordable & luxury ... triangle-icon.png · flats in south kolkata ...

Usashi: Buy Budget flats in Kolkata | Upcoming Residential Projects uchachi in/ -

luxury row houses in newtown

Images

All

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Tool

More Settings

About 4,59,000 results (0.51 seconds)

Luxury Like Never Seen Before | 88 East by Tata Housing

News

Coming Soon 3, 4 & 4.5 BHK Residences At Alipore

Maps

Villa/Independent House for sale in New Town, Kolkata East - Villas ... https://www.99acres.com > Property in Kolkata > New Town ▼

Videos

Find 15+ Villas / houses for Sale in New Town, Kolkata East on 99acres.com. ... From residential apartment to luxury homes, kolkata offers a variety of option to ...

Luxury residence in New Town | 3 & 4 BHK Luxury Homes Kolkata ... https://www.tatahousing.in/avenida/ •

... Milagro Interactive. Avenida Logo. Rendered Image – For representative purpose only. 3BHK. 3 & 4 Bed Residences, Duplexes and Villas : 1.4 Cr* Onwards ...

Luxury Project in New Town Kolkata - Buy Luxury Projects for Sale in ...

https://www.proptiger.com > Property in Kolkata > Property in New Town ▼ Get new luxury projects by reputed builders in New Town Kolkata at ... Property in New Town Luxury

Project in New Town Apartments for sale in New Town.

Luxury Projects in New Town, Kolkata | Luxury Villas/Apartments in ... https://housing.com > Home > Kolkata *

Browse New Luxury Residential Projects in New Town, Kolkata for Sale. Get 100% Verified Property details for all the Listings - Only @ Housing.com.

Villas in New Town, Kolkata | Villa for Sale in New Town - MagicBricks

https://www.magicbricks.com > Home > Kolkata > Property in Kolkata > New Town 🔻

Elegant and Most Iuxurious G+1 Property3 BHK bungalow in New Town and Rajarhat On main Road Township project. Total area 1600 acre and with over ...

Luxury homes in kolkata | Buy houses at New Town | Luxury ... https://evanie/infra.com/king-town-new-town/ •

King Town by Evanie offers luxurious 2 & 3-storey row houses at New Town with amenities like solar lighting, ATM utility store etc at a reasonable price tag.

Result:

Keyword Ranking (Evanie)

Keyword Ranking (Evanie)





Page 2 of about 48,90,000 results (0.41 seconds)

Upcoming Projects in Kolkata, Upcoming Residential Projects for sale ...

https://www.makaan.com > home > Property In Kolkata *

Find Upcoming Projects in Kolkata from over 28944 listings online on Makaan.com and get complete details of projects, location, specification, nearby facilities, ...

Residential Project to Book Affordable Flats [New Kolkata]

https://www.newkolkata.in/blogs/residential-project-to-book-affordable-flats *

Mar 17, 2018 - Looking for the affordable residential project to book flat in Kolkata? ... However, the upcoming projects in Serampore, the iconic town ...

Buy the best Homes in Reasonable Prices - Srijan Realty

www.srijanrealty.com/project-listing.php?title=residential&status=1&p_type... *

Srijan Realty offers you the pleasure to live in peace with everything all set related to your homes; you can trust them for the best residential property in Kolkata.

Leading Real Estate Developer in Kolkata

www.merlinprojects.com/ *

Merlin Group is the leading real estate builder and developer in Kolkata. Explore our wide range of affordable & luxury residential as well as commercial projects. ... Ongoing Residential Projects. flats in konnagar ...

Buy Flats in Kolkata | Upcoming Affordable Residential Projects | Evanie

https://evanieinfra.com/ *

Searching for Budget flats in Kolkata? Get houses in modern residential complex with amenities like Banquet Hall, 24×7 CCTV security & power backup etc.

Luxurious houses in Kolkata | King Town Barasat | Residential projects https://evanleinfra.com/happy-nest/ +

Upcoming Residential Projects in Kolkata | Book 2 BHK Flats | Buy flats in Kolkata ... Usashi King Town – Barasat's first ever, fully integrated residential township.

Keyword Ranking (Evanie)

Upcoming Residential Project at Barasat | Krishnanu Mukherjee ... https://www.linkedin.com/.../upcoming-residential-project-barasat-krishnanu-mukherjee Ort 28, 2015 - We are coming up with a residential project (approx 172 flats in Ph.1) at Baras

Oct 26, 2015 - We are coming up with a residential project (approx 172 flats in Ph-1) at Barasat (near Kajibari More,on Barasat Barrackpore Road) with all ...

First Sports Themed Homes | Unimark Sports City at Barasat www.unimarkgroup.com/Sports_City/Barasat_Project +

2 & 3 BHK Homes starting @19.9L. Book with 25,000. 100% Cashback on Your Booking. Green Building Project. Book with 25,000 Only. Request a Call Back. Amenities: Rooftop Swimming Pool, Mini Football Ground, Cricket Pitch, Cycling Track, Volleyball Court. Award Winning Builder - Get 100% Cashback - Starts from 19.9 Lacs* - Enquire for Best Offers

New Projects In Barasat | New Projects in your Budget

Search For 1/2/3/4 BHK Projects In Your Budget In Barasat, Kolkata. Visit Now! Amenities Search. In-Depth Locality Info. Real & Verified Photos. Easy Home Loans. Price History & Trends. Types: Upcoming Projects, Ready to Move Apartments, Pre Launch Projects, Under Construction Flats.

Upcoming Project off EM Bypass | Price Starts From Rs 62 Lacs www.shivomutopia.com/Shivom_Utopia/EM_Bypass_Sale +

Upcoming Residential Project at EM Bypass by Shivom Realty. Enquire Now! Grand Lawn. Near Metro Cash & Carry. 1 Km from Ruby Hospital. Upcoming Metro Rail. 300 Mtrs from EM Bypass. Amenities: Swimming Pool, Cabana, Amphitheatre, Yoga Area, Gym, Library, Chess & Tennis Court.

Searches related to upcoming residential projects in barasat

fortune township barasat duplex	3bhk flats at barasat
housing complex in barasat	house on sale in barasat
i want to see flat in barasat	upcoming residential projects in madhyamgram
fortune heights barasat	resale flat in barasat

Goooooooogle > Previous 1 2 3 4 5 6 7 8 9 10 Next

Analytics (Evanie)



Analytics (Evanie)

Google Analytics	1st May	31st May	City Hard Hard Hard 3. Notice 20 20.01 20.01 3. Longelity 10 3.05 20.01 4. Singelity 8 2.04 3.05 3. Notable 7 2.05 3.05 3. Notable 1 1.05 3.05 3. Notable 3 1.056 3.06 3. Obtable 5 1.056 3.05 3. Obtable 5 1.056 3.05 3. Obtable 4 1.056 3.05 3. Obtable 3 1.056 3.05	Highest number of visitors are from Kolkata.
Google Analytics	1st May	31st May	Top Channels Organic Search Direct Social Referral (Other)	Organic searches has increased.
Google Business	1st May	31st May	How catherers search for your business Truck -	Discovery Customers who find your listing searching for a category, product, or service.

Analytics (Usashi)

FROM	то	IMAGE/ SCREEN SHOT	PLATFORM	REMARKS
01.05.2018	30.05.2018	Receiverers and for your functions Text =	Google Business Page	Direct Customers who find your listing searching for your business name or address.
01.05.2018	30.05.2018	Heread-answer werden betrever backness. Text *	Google Business Page	Discovery Customers who find your listing searching for a category, product, or service.
01.05.2018	30.05.2018	We calculate the calculation of the grant beautions Here calculations that calculations of the figure beautions Here Calculations of the figure beautions Here Calculations Here Cal	Google Business Page	The Google Insights services that customers use to find your business on web and Where customers view your business on Google.

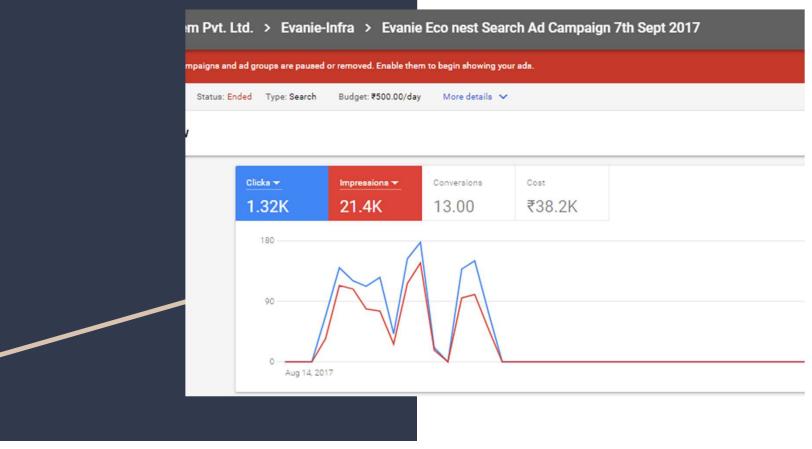
Analytics (Usashi)

Google Analytic	cs 1st May	31st May	OB BBNIX X BBNIX 5: Killold Rick Ricking 2: Inversition Rick Ricking 3: Unsplace Ricking Ricking 4: Organiz Ricking Ricking 5: New DMN Ricking Ricking 6: Name DMN Ricking Ricking 7: Non-DMN Ricking Ricking 8: Name Ricking Ricking 8: Name Ricking Ricking 8: Name Ricking Ricking 8: Name Ricking Ricking 9: Status Ricking Ricking 9: Name Ricking Ricking	Highest number of visitors are from Kolkata.
Google Analytic	cs 1st May	31st May	Top Channels Organic Search Diract Social Referral (Other)	Organic searches has increased.
Google Busines	ss 1st May	31st May	How duttorers search for your business Faceh =	Discovery Customers who find your listing searching for a category, product, or service.

Google Display Ad (Evanie)

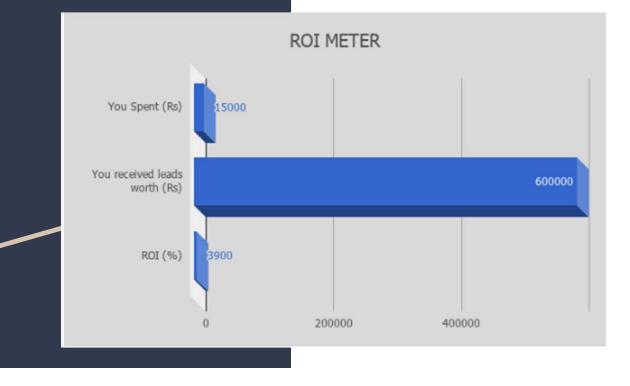


Google Search Ad (Evanie)



Conclusion

The bottomline of this presentation is that the client is quite happy with our effort as they are getting 3900% average month on month ROI & they have increased investment in phases in last few months with additional projects awarded to us for promotion.



Other Real Estate Projects Worked On

1) DN Newtown of DN Homes Group project in Bhubaneswar - Government Approved Township Projects in Bhubaneswar. DN Homes had launched DN Newtown luxury project with Villa, Residential apartments & Duplex targeting upper middle class people.

More than 100 plots sold out in 9 months with our complete Digital Marketing solution



DN NewTown is officially sold out. We would like to thank you all. For more property options please visit our corporate website. http://www.dnhomes.net

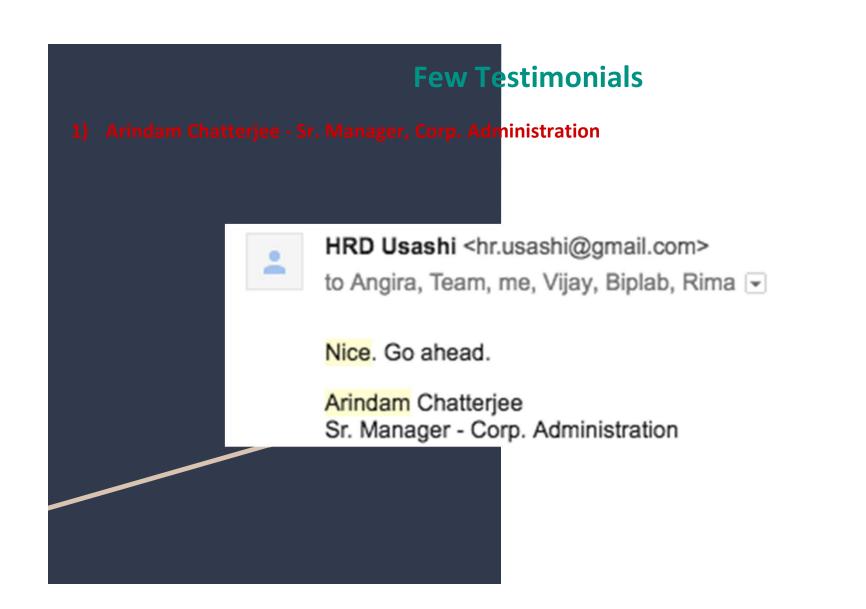


Other Real Estate Projects Worked On 2) Harbourgreens - Harbour Greens is a unique alfordable Villas/Bungalow project in Amtala, South Kolkata (http://www.harbourgreens.in/) & made their brand visible in search engine & social নিজের উঠোনে গাছ লাগাবো 🖂 Email: enquiry@harbourgreens.in 📋 Contact us at toll free-1800 120 5440 or mobil f 🎔 in HARBOUR GREENS WILL turn MY courtyard into a garden It's my WILL .. 43 A Villa Project On Amtala - Baruipur Road 15 Mins from Joka Metro / 25 Mins from Tolly Metro / 35 Mins from Esplanade / 15 Mins from Baruipur Know More Floor Plan Amenities Location Villa Type FAQ **Contact Us** Brochure **EMI calculator** Walkthrough gallery

Few Testimonials

1) Rajesh Ghosh - VP, DN Homes





Thank You for Watching the Presentation

