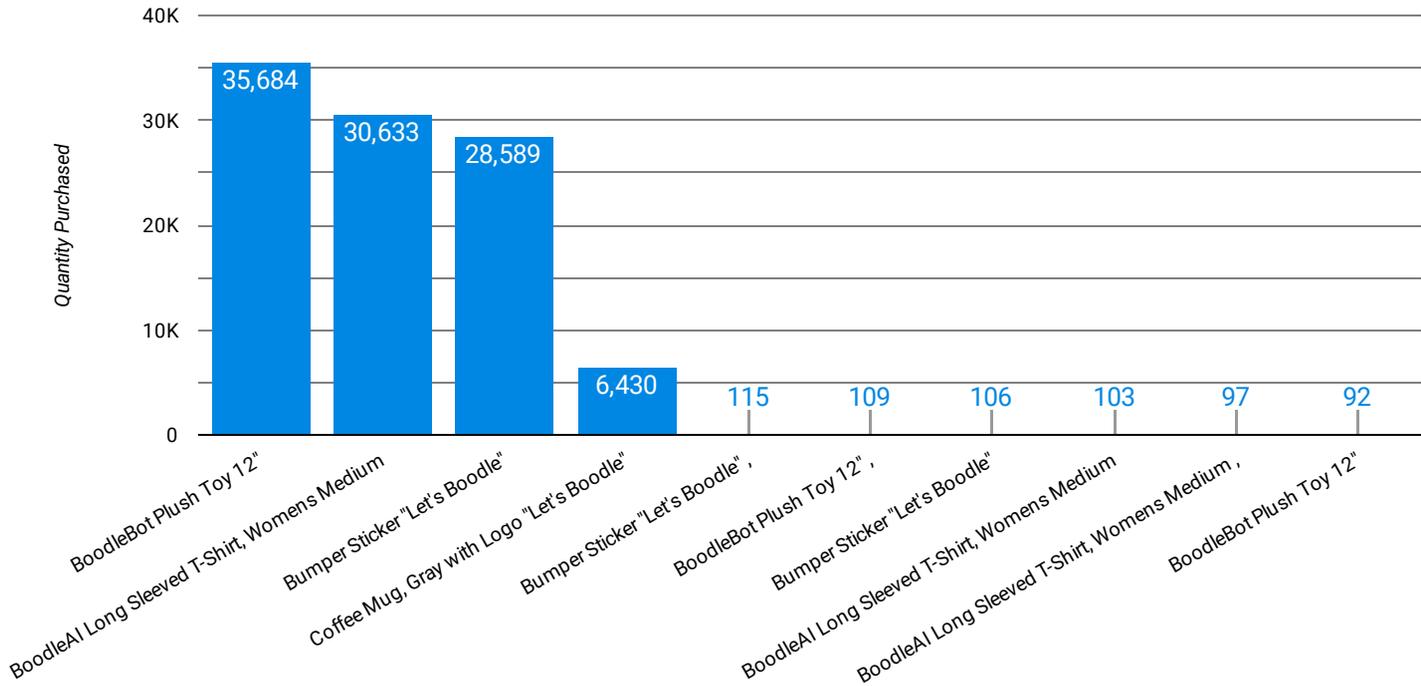


What are my new customers purchasing?

New Customers: Top Product



Persona who Purchased: BoodleBot Plush Toy 12"

Gender	F (86.4%)	M (7.4%)
Age	35-44 (23.2%)	25-34 (22.8%)
Education	Bach Degree (17.2%)	Some College (16.8%)
Ownership	Likely Homeowner (51.8%)	Likely Renter (25.5%)
Marital	Married (31.3%)	Non-Traditional (6.7%)
Industry	Medical (5.2%)	Other_occupation (3.3%)
Politics	Democrat (33.2%)	Republican (29.5%)
Religion	Christian (37.6%)	Jewish (3.3%)
DMA	LOS ANGELES (5.0%)	NEW YORK (4.6%)
Outreach	SMS (40.2%)	Email (34.9%)
Interest	Sports	Hunting
	Median Household Income	\$74,441
	Median Home Value	\$207,438
	Median Predicted Capacity	\$11,650

Top 5 Methods of Acquisition

Let's Boodle Ad Campaign - Twitter	97.8%
Organic Site Traffic	
Direct Mail Offering - Spring '21	
Spring Ad Campaign - Facebook	
Email Newsletter	

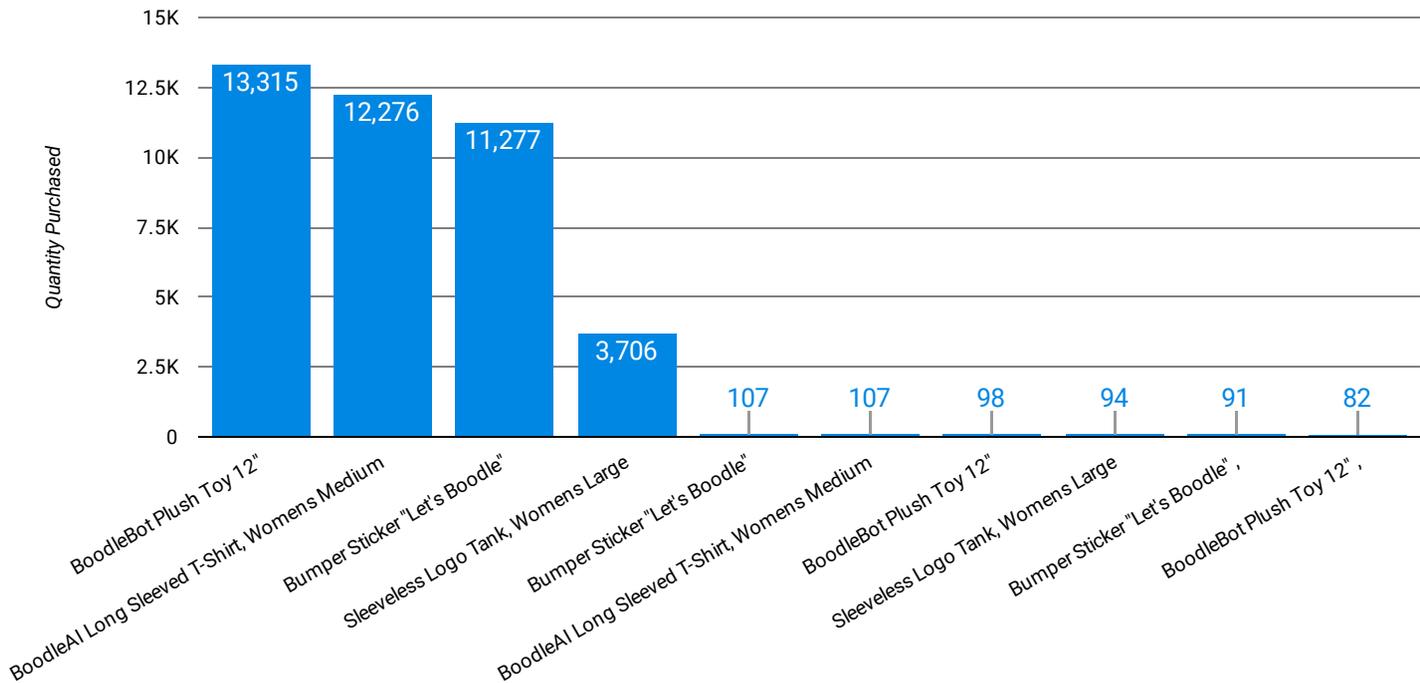
Top 5 Lookalike DMAs

1. MEMPHIS DMA
2. NASHVILLE DMA
3. BATON ROUGE DMA
4. COLUMBIA SC DMA
5. CHARLOTTE DMA

Total Transactions	50,807
Total Contacts	40,276
Matched	37,992
Unmatched	2,284

What are my repeat customers purchasing?

Repeat Customers: Top Product



Persona who Purchased: BoodleBot Plush Toy 12"

Gender	F (87.9%)	M (6.5%)
Age	45-54 (23.1%)	35-44 (21.7%)
Education	Bach Degree (19.1%)	HS Diploma (16.2%)
Ownership	Likely Homeowner (55.1%)	Likely Renter (24.1%)
Marital	Married (35.0%)	Non-Traditional (7.1%)
Industry	Medical (5.1%)	Other_occupation (4.4%)
Politics	Republican (31.8%)	Democrat (31.7%)
Religion	Christian (42.9%)	Jewish (3.7%)
DMA	NEW YORK (4.5%)	LOS ANGELES (4.4%)
Outreach	Email (37.9%)	SMS (30.8%)
Interest	BoardGames_Puzzles	Sports
	Median Household Income	\$74,000
	Median Home Value	\$203,067
	Median Predicted Capacity	\$12,007

Top 5 Methods of Acquisition

Let's Boodle Ad Campaign - Twitter	86.5%
Organic Site Traffic	
Direct Mail Offering - Spring '21	
Spring Ad Campaign - Facebook	
Email Newsletter	

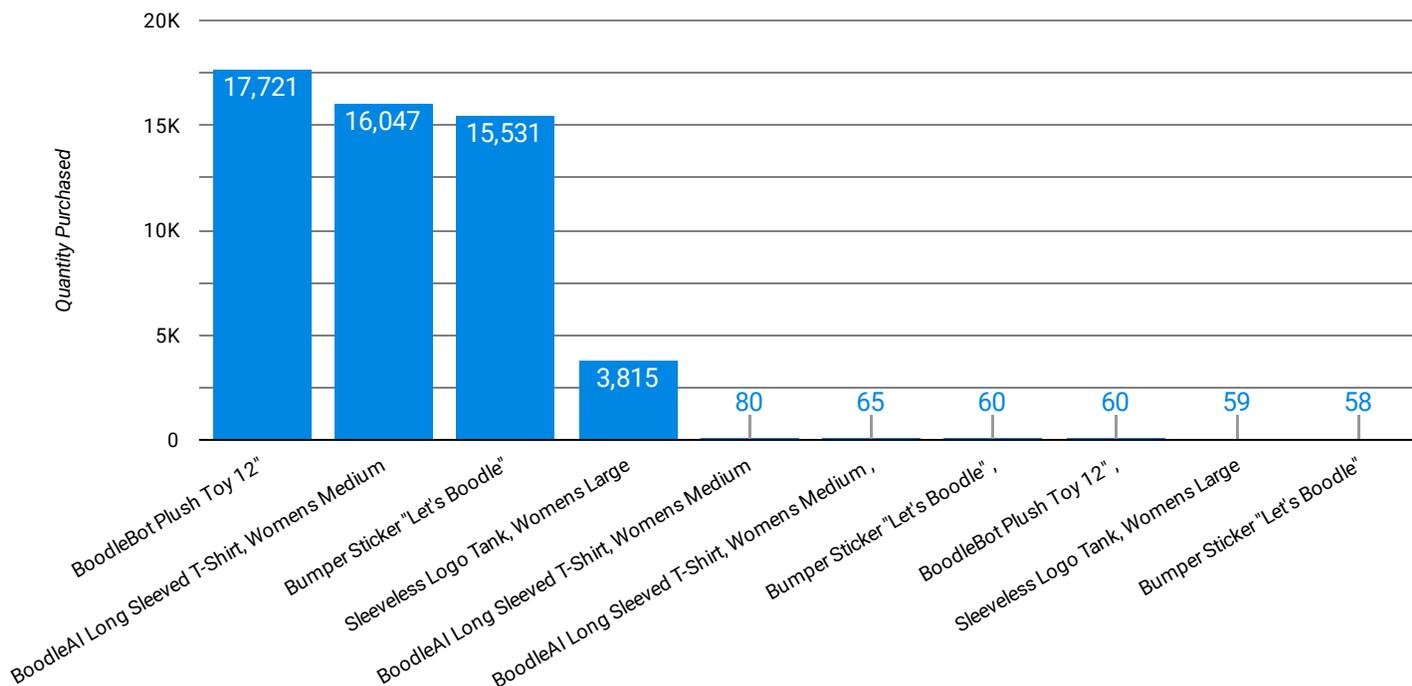
Top 5 Lookalike DMAs

1. MEMPHIS DMA
2. NORFOLK DMA
3. BIRMINGHAM DMA
4. NASHVILLE DMA
5. COLUMBIA SC DMA

Total Transactions	50,807
Total Contacts	40,276
Matched	37,992
Unmatched	2,284

What are my high value customers purchasing?

High Value Customers: Top Product



Persona who Purchased: BoodleBot Plush Toy 12"

Gender	F (84.1%)	M (9.6%)
Age	35-44 (20.9%)	45-54 (20.8%)
Education	Bach Degree (17.9%)	Some College (16.5%)
Ownership	Likely Homeowner (53.1%)	Likely Renter (25.1%)
Marital	Married (32.4%)	Non-Traditional (6.3%)
Industry	Medical (5.3%)	Other_occupation (4.0%)
Politics	Democrat (31.9%)	Republican (31.2%)
Religion	Christian (39.8%)	Jewish (3.5%)
DMA	LOS ANGELES (5.1%)	NEW YORK (4.5%)
Outreach	Email (36.1%)	SMS (33.5%)
Interest	Sports	Food
	Median Household Income	\$73,617
	Median Home Value	\$205,497
	Median Predicted Capacity	\$11,734

Top 5 Methods of Acquisition

Let's Boodle Ad Campaign - Twitter	97.6%
Organic Site Traffic	
Direct Mail Offering - Spring '21	
Spring Ad Campaign - Facebook	
Email Newsletter	

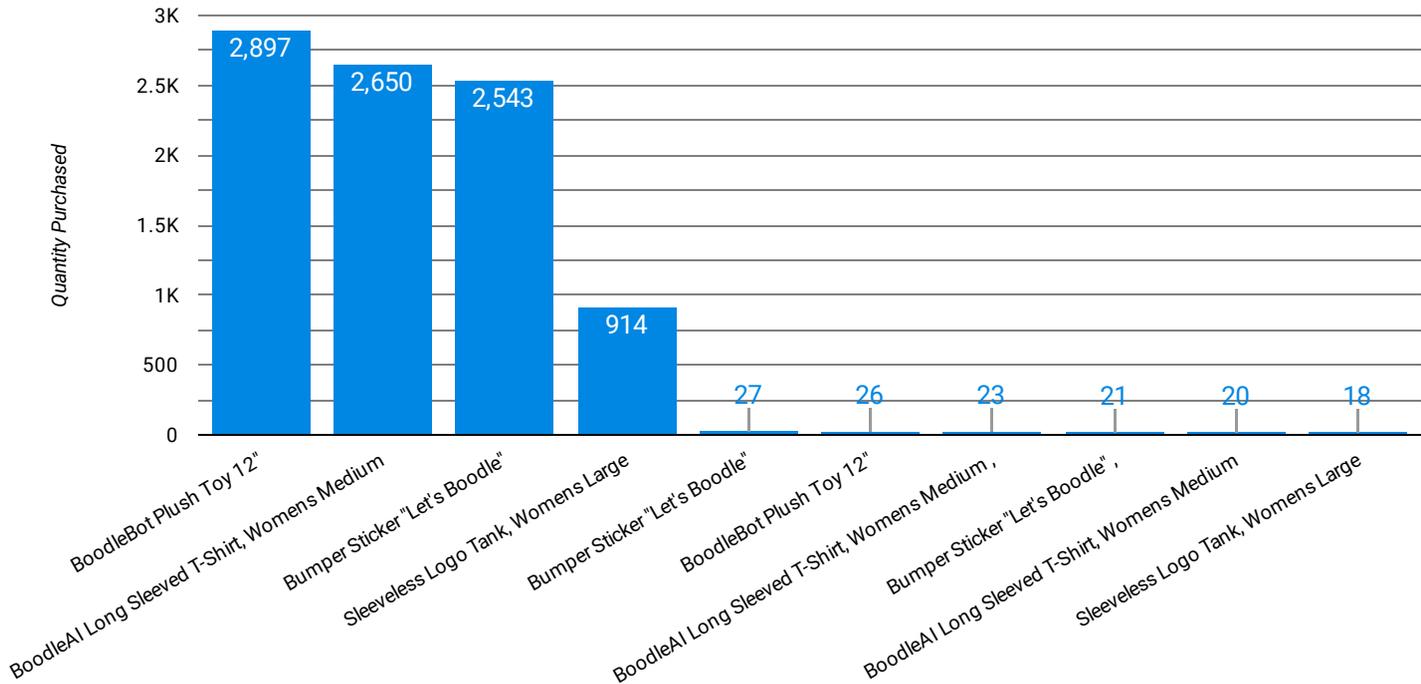
Top 5 Lookalike DMAs

1. NASHVILLE DMA
2. NORFOLK DMA
3. COLUMBIA SC DMA
4. MEMPHIS DMA
5. BATON ROUGE DMA

Total Transactions	50,807
Total Contacts	40,276
Matched	37,992
Unmatched	2,284

What are my fastest repeat customers purchasing?

Fastest Repeat Customers: Top Product



Persona who Purchased: BoodleBot Plush Toy 12"

Gender	F (88.1%)	M (6.9%)
Age	45-54 (22.5%)	35-44 (22.5%)
Education	Bach Degree (19.9%)	HS Diploma (16.3%)
Ownership	Likely Homeowner (57.6%)	Likely Renter (22.4%)
Marital	Married (34.7%)	Non-Traditional (6.5%)
Industry	Medical (5.2%)	Other_occupation (4.8%)
Politics	Republican (31.6%)	Democrat (30.8%)
Religion	Christian (45.2%)	Jewish (4.2%)
DMA	NEW YORK (4.7%)	LOS ANGELES (4.2%)
Outreach	Email (37.4%)	SMS (29.2%)
Interest	BoardGames_Puzzles	Tennis
	Median Household Income	\$74,000
	Median Home Value	\$202,726
	Median Predicted Capacity	\$12,003

Top 5 Methods of Acquisition

...	Let's Boodle Ad Campaign - Twitter	90.9%
...	Organic Site Traffic	
...	Direct Mail Offering - Spring '21	
...	Spring Ad Campaign - Facebook	
...	Email Newsletter	

Top 5 Lookalike DMAs

1.	MEMPHIS DMA
2.	CINCINNATI DMA
3.	NASHVILLE DMA
4.	COLUMBUS OH DMA
5.	ST. LOUIS DMA

Total Transactions	50,807
Total Contacts	40,276
Matched	37,992
Unmatched	2,284