



OPTIMIZE CVR

Part 3





OPTIMIZE

Optimizing Conversion Rate (CVR) can be a lengthy and costly endeavor, with results that may vary significantly.

It's essential to recognize that CVR can fluctuate widely across different niches, and experiencing substantial daily variations is normal.

To effectively optimize CVR, adopt a big-picture perspective: test a **variety of concepts**, gain a deep **understanding of your customer avatars' needs**, and focus on **long-term strategies**.

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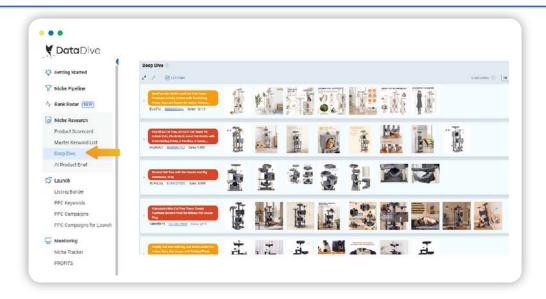
01	Analyze & Categorize
02	Score Images
03	Concept & Create Images
04	Market Research
05	Upload & Make Highlight
06	Optimize for Performance



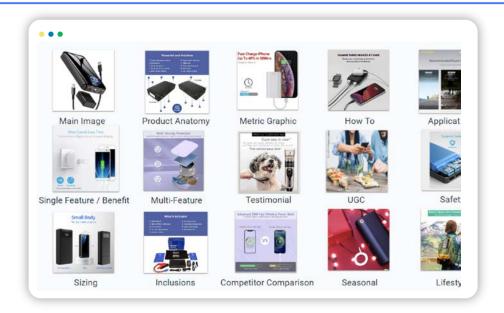
ANALYZE & CATEGORIZE

Deep Dive consolidates all competitor images in one convenient location, allowing you to spot trends in concepts and styles being used. This section provides an overview of image categorization and scoring methods.

a. Navigate to Deep Dive and collapse gallery



b. Understand the secondary image matrix





Categorize Secondary Images by Type using

THIS SHEET

Competitor	Image 2	Image 3	Image 4	Image 5	Image 6	Image 7	Image 8
Competitor 1	Inclusions	Anatomy	Inclusions	Anatomy	Lifestyle - Apartment	Inclusions	Lifestyle - House
Competitor 2	How To	Lifestyle - Apartment	How To	Lifestyle - Apartment	SF- Material	How To	Safety
Competitor 3	Safety	Lifestyle - House	Safety	Lifestyle - House	Anatomy	Safety	SF- Material
Competitor 4	SF- Material	SF- Material	SF- Material	Safety	Lifestyle - Apartment	SF- Material	Anatomy
Competitor 5	Anatomy	Anatomy	SF- Material	SF- Material	Lifestyle - House	Anatomy	Lifestyle - Apartme
Competitor 6	Lifestyle - Apartment	Lifestyle - Apartment	Anatomy	Anatomy	Anatomy	Lifestyle - Apartment	SF- Material
Competitor 7	Lifestyle - House	Lifestyle - House	Lifestyle - Apartment	Lifestyle - Apartment	Lifestyle - Apartment	Lifestyle - House	Anatomy
Competitor 8	UGC / Testimonial	UGC / Testimonial	Lifestyle - House	SF- Material	How To	Safety	Lifestyle - Apartme
Competitor 9	How To	How To	UGC / Testimonial	Anatomy	Inclusions	SF- Material	Lifestyle - Apartme
Competitor 10	Inclusions	Inclusions	Anatomy	Lifestyle - Apartment	Lifestyle - Apartment	Anatomy	Inclusions
Competitor 11	Lifestyle - Apartment	Lifestyle - Apartment	Lifestyle - Apartment	Lifestyle - House	Lifestyle - Apartment	Lifestyle - Apartment	Inclusions
Competitor 12	How To	Anatomy	Lifestyle - House	UGC / Testimonial	SF- Material	SF- Material	Safety
Competitor 13	Inclusions	Lifestyle - Apartment	Lifestyle - Apartment	How To	Anatomy	Lifestyle - House	SF- Material
Competitor 14	SF- Material	Lifestyle - House	Anatomy	Inclusions	Lifestyle - Apartment	Safety	Anatomy
Competitor 15	How To	SF- Material	Lifestyle - House	Lifestyle - Apartment	Lifestyle - House	SF- Material	Lifestyle - Apartmer

SCORE IMAGES

a. Understand the 3 point scoring system



b. Understand the comprehension score



C.

Score secondary images and log results in

THIS SHEET

00-10-0-1-1-							
3 Point Score: Secondary Images Competitor	Image 2	Image 3	Image 4	Image 5	Image 6	Image 7	Image 8
ompetitor 1	2.5	2.5	2.5	2.5	2.5	2.5	2.5
competitor 2	1.5	1.5	1.5	1.5	1.5	1.5	1.5
ompetitor 3	1	1	1	1	1	1	1.0
ompetitor 4	2.5	2.5	2.5	2.5	2.5	2.5	2.5
ompetitor 5	1.5	1.5	1.5	1.5	1.5	1.5	1.5
ompetitor 6	1	1	1	1	1	1	1
ompetitor 7	2.5	2.5	2.5	2.5	2.5	2.5	2.5
ompetitor 8	1.5	1.5	1.5	1.5	1.5	1.5	1.5
ompetitor 9	1	1	1	1	1	1	1
ompetitor 10	2.5	2.5	2.5	2.5	2.5	2.5	2.5
ompetitor 11	1.5	1.5	1.5	1.5	1.5	1.5	1.5
ompetitor 12	1	1	1	1	1.5	1.0	1
ompetitor 13	2.5	2.5	2.5	2.5	2.5	2.5	2.5
ompetitor 14	1.5	1.5	1.5	1.5	1.5	1.5	1.5
ompetitor 15	1.5	1.5	1	1	1.5	1.5	1.0
oripedior 15				1.0	25.75	35	
Comprehension Score: Secondary Images	_						
Competitor	Image 2	Image 3	Image 4	Image 5	Image 6	Image 7	Image 8
Competitor 1	13/15	13/15	13/15	13/15	13/15	13/15	13/15
Competitor 2	13/15	13/15	13/15	13/15	13/15	13/15	13/15
Competitor 3	13/15	13/15	13/15	13/15	13/15	13/15	13/15
Competitor 4	13/15	13/15	13/15	13/15	13/15	13/15	13/15
Competitor 5	13/15	13/15	13/15	13/15	13/15	13/15	13/15
Competitor 6	13/15	13/15	13/15	13/15	13/15	13/15	13/15
Competitor 7	13/15	13/15	13/15	13/15	13/15	13/15	13/15
Competitor B	13/15	13/15	13/15	13/15	13/15	13/15	13/15
Competitor 9	13/15	13/15	13/15	13/15	13/15	13/15	13/15
Competitor 10	13/15	13/15	13/15	13/15	13/15	13/15	13/15
Competitor 11	13/15	13/15	13/15	13/15	13/15	13/15	13/15
Competitor 12	13/15	13/15	13/15	13/15	13/15	13/15	13/15
Competitor 13	13/15	13/15	13/15	13/15	13/15	13/15	13/15
NON ANY MARKS AND IN	13/15	13/15	13/15	13/15	13/15	13/15	13/15
Competitor 14	13/15	13/13	10/10	10/10	10710		

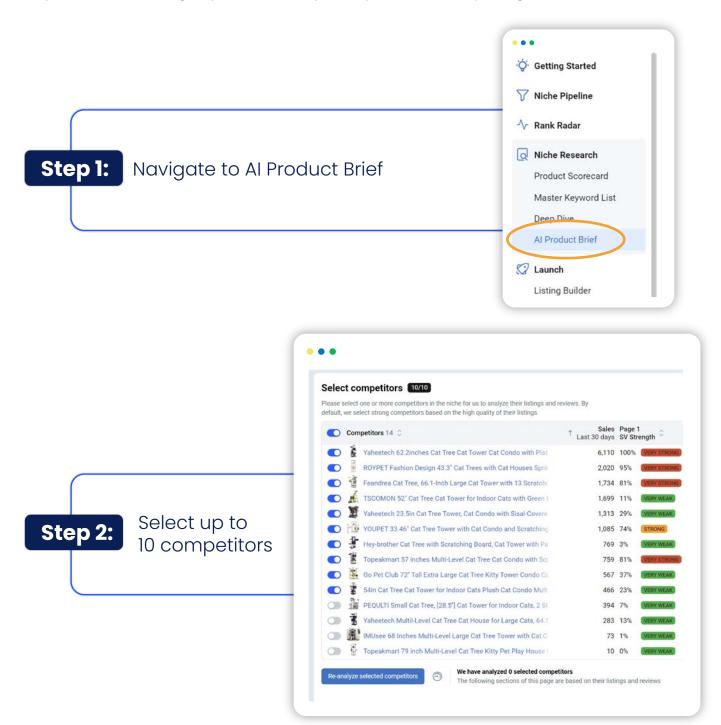
Score A+ content modules and log results in

THIS SHEET

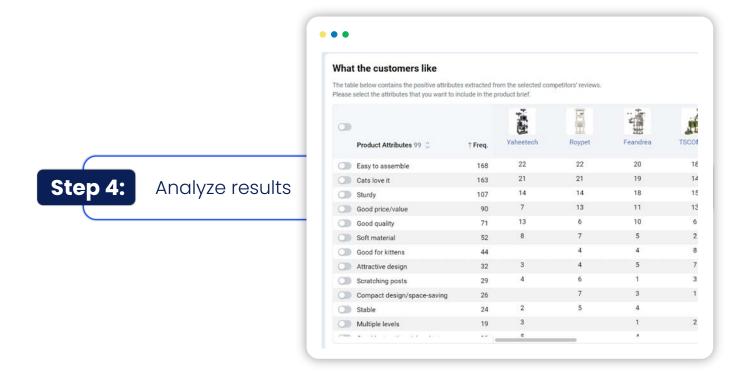
3 Point Score: A+	-							
Competitor	A+ M1	A+ M2	A+ M3	A+ M4	A+M5	A+ M6	A+M7	Brand Story
Competitor 1	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5
Competitor 2	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5
Competitor 3	1	1	1	1	1	1	1	1
Competitor 4	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5
Competitor 5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5
Competitor 6	1	1	1	1	1	1	1	1.
Competitor 7	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5
Competitor 8	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5
Competitor 9	1	1	1	1	1	1	1	1
Competitor 10	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5
Competitor 11	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1,5
Competitor 12	1	1	1	1	1	1	1	1
Competitor 13	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5
Competitor 14	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5
Competitor 15	1	1	1	1	1	1	1	1
Comprehension Score: A+								
Competitor	A+ M1	A+ M2	A+ M3	A+ M4	A+ M5	A+ M6	A+ M7	Brand Stor
Competitor 1	13/15	13/15	13/15	13/15	13/15	13/15	13/15	13/15
Competitor 2	13/15	13/15	13/15	13/15	13/15	13/15	13/15	13/15
Competitor 3	13/15	13/15	13/15	13/15	13/15	13/15	13/15	13/15
Competitor 4	13/15	13/15	13/15	13/15	13/15	13/15	13/15	13/15
Competitor 5	13/15	13/15	13/15	13/15	13/15	13/15	13/15	13/15
Competitor 6	13/15	13/15	13/15	13/15	13/15	13/15	13/15	13/15
Competitor 7	13/15	13/15	13/15	13/15	13/15	13/15	13/15	13/15
Competitor 8	13/15	13/15	13/15	13/15	13/15	13/15	13/15	13/15
Competitor 9	13/15	13/15	13/15	13/15	13/15	13/15	13/15	13/15
Competitor 10	13/15	13/15	13/15	13/15	13/15	13/15	13/15	13/15
Competitor 11	13/15	13/15	13/15	13/15	13/15	13/15	13/15	13/15
Competitor 12	13/15	13/15	13/15	13/15	13/15	13/15	13/15	13/15
Competitor 13	13/15	13/15	13/15	13/15	13/15	13/15	13/15	13/15
Competitor 14	13/15	13/15	13/15	13/15	13/15	13/15	13/15	13/15
Competitor 15	13/15	13/15	13/15	13/15	13/15	13/15	13/15	13/15

CONCEPT & CREATE IMAGES

The AI Product Brief provides a detailed analysis of the product detail page and customer reviews, delivering key insights into the most important features of your niche, customer likes and dislikes, potential product improvements, and customer avatars. Use this brief as inspiration for crafting impactful concepts for your secondary images and A+ content.







Create Intent Checklist

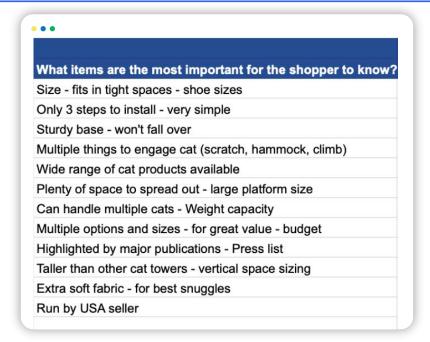
Create list of all of the possible things that you could say about your product / brand.

Steb 3a: Identify Concepts All of the things you could say about the product Comes with all tools for install Size - fits in tight spaces - shoe sizes Comes with instructions for easy install Only 3 steps to install - very simple Multiple things to engage cat (scratch, hammock, climb) Sturdy base - won't fall over Strong materials - won't break Strong materials - can't can't break Cat safe materials Good design - fits decor of any room Alternate color variations - to match your design scheme Can handle multiple cats - Weight capacity Comes in special packaging - for gifting Taller than other cat towers - vertical space sizing Available in short options - vertical space sizing Easy to clean - how to wash Run by USA seller Multiple options and sizes - for great value - budget Large cubby size - to accommodate fat cats Reinforced scratch post - for strong cats Extra soft fabric - for best snuggles Highlighted by major publications - Press list Everything comes in one package - logistics - everything included Plenty of space to spread out - large platform size Extra strong fabric - won't fray or tear Tightening screws - to keep strong after months of use Perfect for multiple cats - for cat lovers Perfect for busy professionals - give your cat entertainment while you work Great for kittens - Keep your kitten entertained and energy managed 5 years selling in the pet category Wide range of cat products available

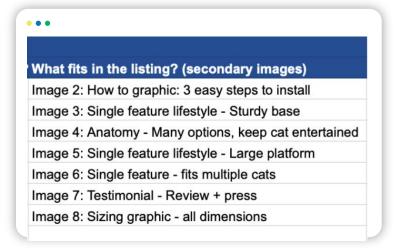
b.

Based on the information from everything so far, brainstorm the most important items a potential shopper would need to know before buying the product.

Use THIS SHEET and list these ideas here.



Reduce your first two lists into a smaller list that brainstorms what you have space for in the listing. These would be the most important concepts you're looking to cover.





Create Concepts For Secondary Images and A+ Content

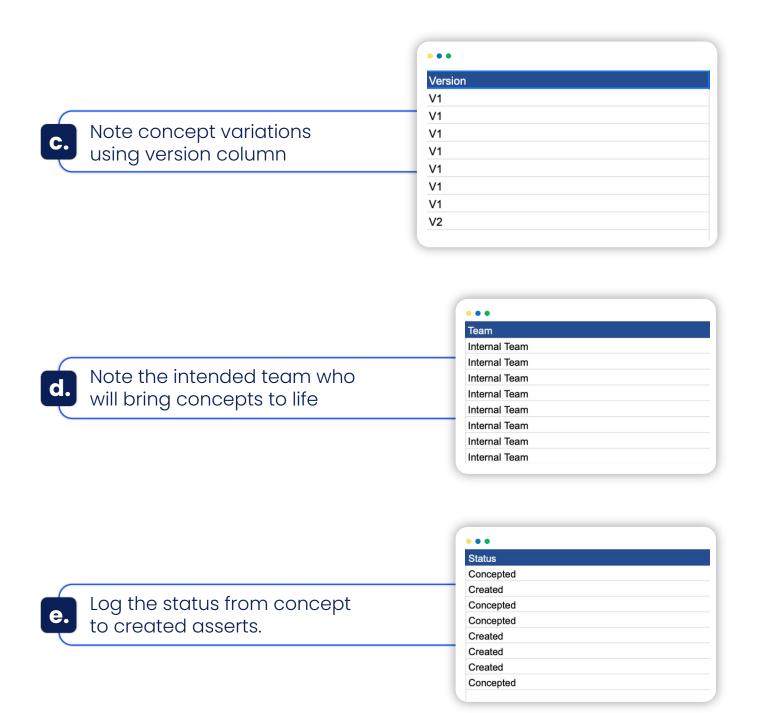
Developing concepts for secondary images and A+ content becomes more intuitive with practice. In this brainstorming exercise, use the Visual Optimization workflow sheet to capture your ideas. Don't overthink it—focus on getting as many concepts down as possible. You can refine and adjust these ideas in the next step.

Concept
Sizing
Anatomy
How to: Install
Sturdy
SF - Scratch Post
MF - Materials Strength
Lifestyle - Multiple Cats
Sizing

Description

Write a short description for this concept:

Simple sizing graphic, white background, cat for size reference, s
Product in living room, pointing to: hammock, scratch post, bed, t
"Install in 3 easy steps" - All items included. Steps: Connect base
"Won't fall over" Heavy cat on top playing aggressively
Zoomed in shot showing scratching post, cat aggressively scratcl
Showing carpet, scratch post, wood base - "Durable for even the
3 cats on tower, one relaxing, one playing with scratch post, one
Lifestyle image, product in small apartment, sizing dimensions CI



Create Secondary Image And A+ Content Designs

Bringing your image concepts to life can be done through various methods, catering to different budgets. No matter which approach you take, providing clear direction to your creative team will lead to better outcomes. Keep in mind that while visual appeal is important, the clarity and flow of information take priority—a more polished image doesn't always guarantee a higher conversion rate.



Test And Revise Secondary Image And A+ Content Designs

Several market research tools are available to test your creative assets before uploading them to Amazon, with three notable options listed below. If you have a larger budget and more time, consider testing multiple concepts against each other. Then, test the winning designs against similar images from your top competitors. Remember, the real magic of creative optimization lies in the revision process—don't hesitate to go through 3-4 rounds of revisions to achieve an image that is both visually appealing and easy to understand.





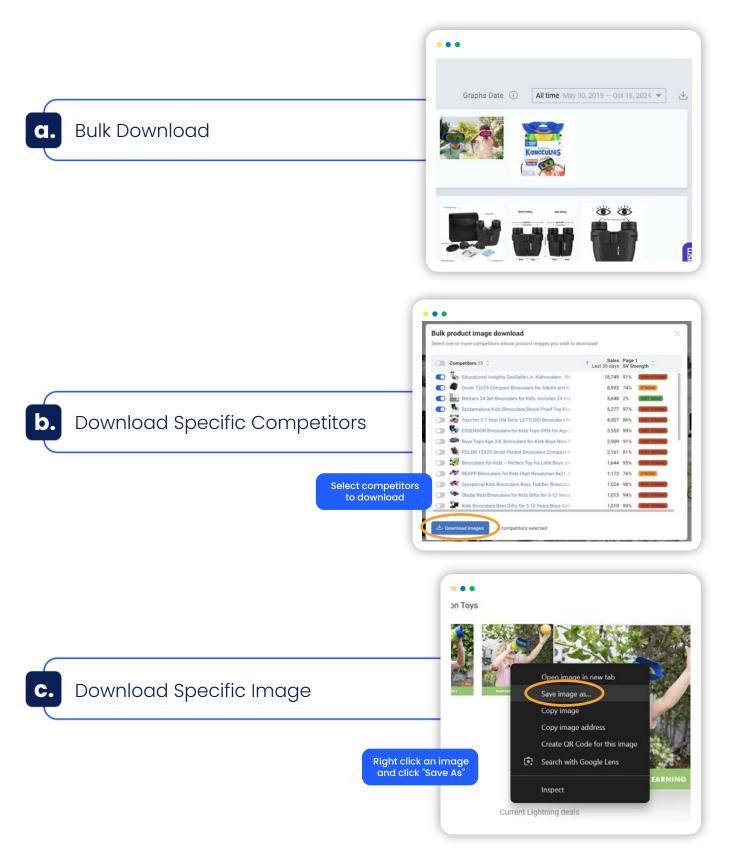
Intellivy: **SELLERSYSTEMS**



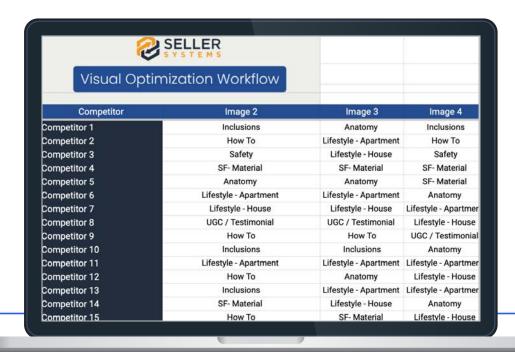
ProductPinion: **SELLERSYSTEMS**



Three methods to quickly download images from Deep Dive



MARKET RESEARCH

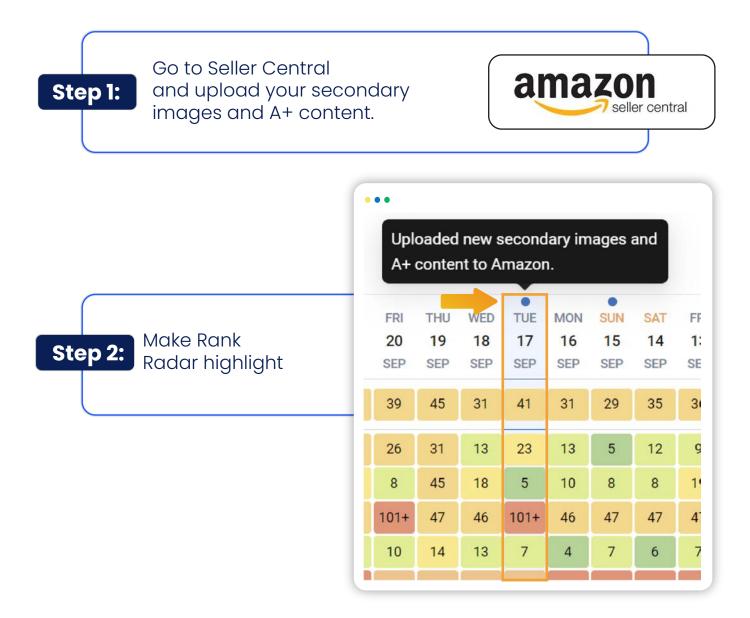


FILL OUT THIS SHEET
WITH RESULTS FROM YOUR
MARKET RESEARCH TESTS



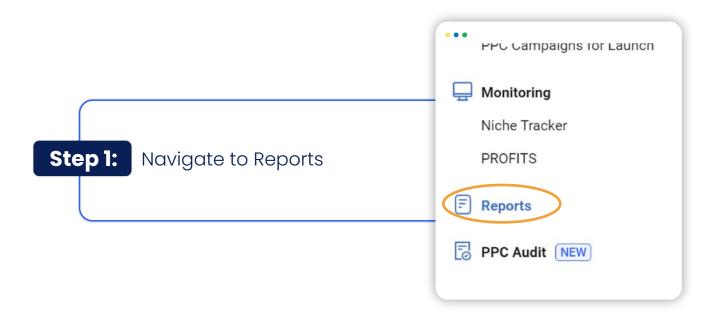
UPLOAD & MAKE HIGHLIGHT

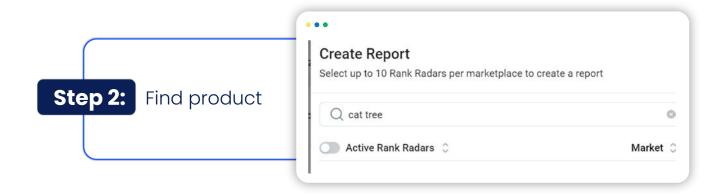
Upload Assets To Amazon And Make Rank Radar Highlights



Monitor, Iterate And Execute On Testing Road Map

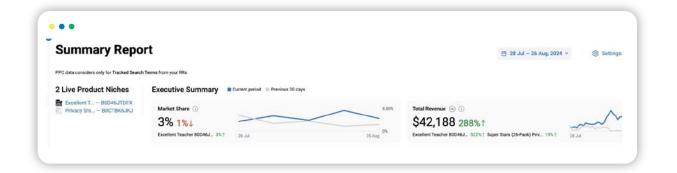
After uploading your images to Amazon and setting up Rank Radar highlights, it's crucial to monitor performance. In addition to tracking overall organic rank and the results from any MYE tests, pay close attention to your Unit Session Percentage (USP). Remember, both conversion rate and USP can fluctuate significantly on a daily basis, so it's best to analyze these metrics over longer time frames, comparing 30, 60, or 90+ days before and after making changes. The reports tool within Data Dive will help you track changes in market share percentage and total revenue effectively.





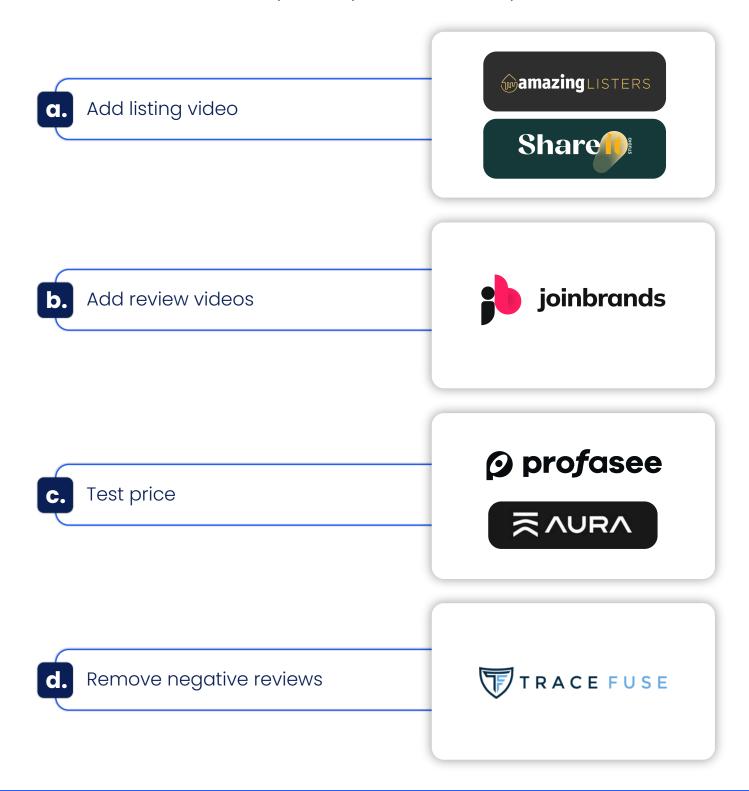


Step 4: Select date range and analyze



Alternate Strategies For Improving CVR

Optimizing CVR is a lengthy process influenced by numerous factors. Here are four additional tools that could help drive a positive increase in your conversion rate.

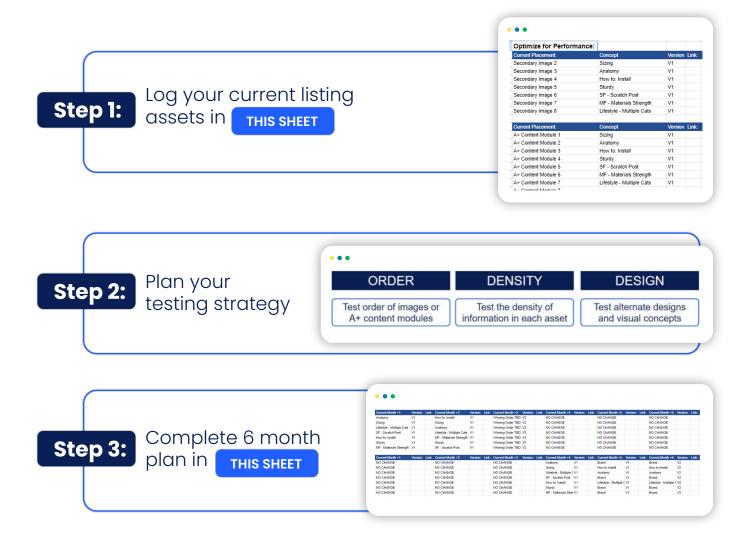




OPTIMIZE FOR PERFORMANCE

When undertaking a full creative optimization project, you'll likely end up with several secondary images and A+ content modules that remain unused.

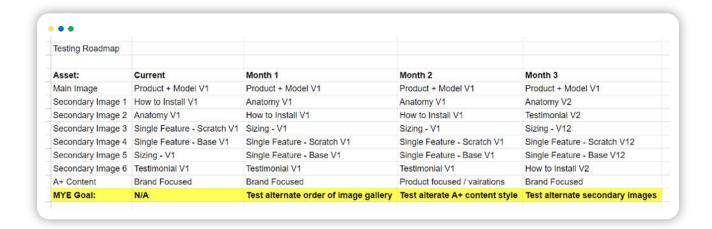
Remember, optimizing CVR is an iterative process that should be approached with a long-term mindset. Aim for consistent improvements each month through ongoing testing. Developing a long-term plan to test these assets will help you maximize the results of your optimization efforts.





Step 4:

Map out testing timeline





Do you still have questions about this workflow?

Register to any of our 3X weekly Office Hours sessions and get your questions answered.

TIMES OF OFFICE HOURS >



