

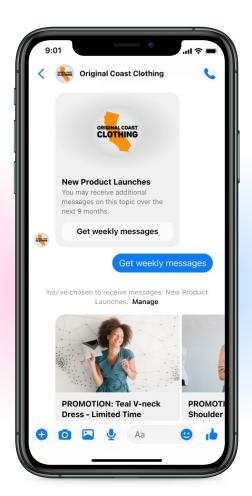
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- Recap: Why Messenger 10

# Initiate messages that drive action with Recurring Notifications.

With more than one billion users connecting to a business account through Meta messaging services each week, Messenger is how people want to interact with their favorite businesses.

Messenger now supports a powerful new type of business-initiated messaging: businesses can proactively message customers to increase engagement and drive faster results.



Recurring Notifications is a

Messenger Platform capability that
enables businesses to initiate
ongoing messages with interested
customers anywhere in their journey
and on several topics. This allows
customers to hear from their favorite
businesses in ways that weren't
possible before on Messenger.

#### **Recurring Notifications benefits**

- Tailor and deliver timely messages that resonate with people
- Message at every stage of the customer journey to drive results faster
- Engage and convert more effectively than standard channels
- Create high quality conversations and experiences that deepen customer relationships

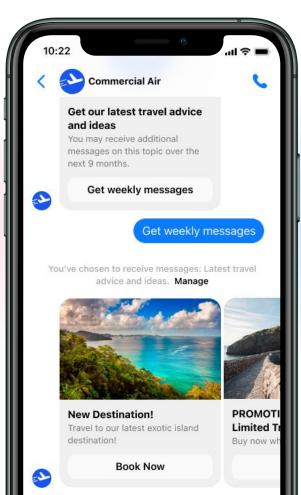


Why Recurring
Notifications
delivers business
results faster

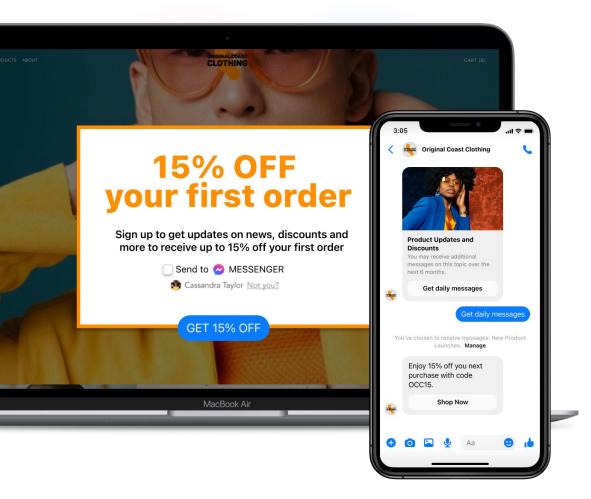


**Recurring Notifications** 

# Tailored and timely messages that drive action.



Recurring Notifications allows businesses to create personalized messages about a wide range of topics of their choosing. Because message content is determined by the business, content can be tailored specifically to different cohorts to create messages that more effectively resonate with people.



Recurring Notifications supports getting opt-ins from several channels (such as websites, emails and print) to create contextually-relevant opt-in experiences that are more likely to be effective. Tailored messaging, delivered in the right context, anytime a customer wants to hear from a business is more likely to resonate and drive engagement and customer conversions.

# Recurring Notifications enables messages at any moment across the customer journey to deliver results faster.



Recurring Notifications gives you a new way to leverage Messenger that wasn't possible before. Use this new functionality to help clients expand their use of Messenger at any moment across the customer journey by sending notifications that drive discovery, consideration, conversations and loyalty.



Recurring Notifications creates additional touchpoints that businesses can harness to move people through the customer journey faster. By initiating conversations at any time with interested customers, businesses can accelerate sales, deepen engagement or generate new leads that might not have happened before.

"We help brands engage with the customer at every touch point. Recurring Notifications provide a new way for organizations to enrich their 1:1 experiences at a global scale with their customers and provide relevant updates in their preferred communication channel."

Sprinklr

# Recurring Notifications outperform standard channels.

Messenger is already a channel where businesses see success. Recurring Notifications makes Messenger a more effective channel for driving engagement, leads and sales.

### During closed beta testing, Recurring Notifications:

- Outperformed standard channels like SMS and email across critical business KPIs.
  - Achieved increased opt-in rates, decreased opt-out rates and higher click-through rates, demonstrating its ability to help businesses meet their performance goals.

"Our customers who have included Recurring Notifications with their social campaigns are seeing over 10X increase in engagement from their paid social ads and organic posts."

Stefan Mayo, Head of Brand Partnerships, Amplify.ai

# Recurring Notifications fosters high quality communications that deepen relationships.



Because people opt in to receive messages and know the message content/cadence to expect, they see these messages as welcome, relevant communications instead of advertising or spam. This creates a stronger customer relationship that endears ongoing loyalty to a business.



People also have complete control to manage the conversation or opt out at any time. If a person remains opted in to Recurring Notifications, it's because they want to receive that type of content and are happy when you send it.

"Recurring Notifications empowers our partners to communicate more effectively with their customers via 'opt-in' whilst keeping an open communication channel to provide a valuable and personalized brand-to-customer experience."

Cesar Christoforidis, SVP Global Partnerships & Strategy, Emplifi

# Recurring Notifications helps your platform grow.



Developer partners that use Recurring
Notifications may see an increase in
messaging volume that goes through their
platform. For developers that generate
revenue based on message volume, this
can provide tangible, bottom line growth.
By making Messenger a more robust and
performant channel, it also helps you
build your client relationships so that they
see your work as enabling their goals.



Recurring Notifications is a compliant way to send the ongoing business-initiated messages that your clients have asked for. This helps you avoid generating workarounds that run the risk of your business or client getting flagged or banned for violating policies, giving you peace of mind in addition to a powerful new tool.

"Recurring Notifications helps
Pancake raise our client's customer
satisfaction with our platform as well
as increase the number of users in the
entire Pancake ecosystem all in
accordance with Meta's policies."

Phong Mai, CEO, Pancake

## Recurring Notifications represents a valuable revenue stream.

Developers can choose to monetize Recurring Notifications in several ways, helping you grow your business while creating a new revenue stream. Potential monetization models include:

- Offering access to Recurring Notifications
- Creating a new marketing or re-engagement package featuring Recurring Notifications
- Requiring a plan upgrade in order to access Recurring Notifications
- Offering volume-based pricing, with variable fees per opt-in and per notification send
- Offering results-based pricing, such as when a Recurring Notifications conversation turns into a lead or sale

### Leading developer partners driving results with **Recurring Notifications today**



























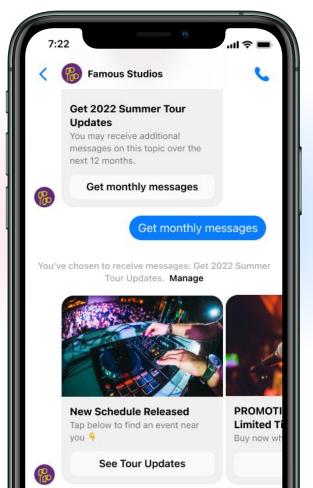








## What is Recurring Notifications?



Recurring Notifications lets businesses proactively send topic-based messages at a set cadence to people who opt in to receive them.

#### **Choose a pre-set cadence**

Businesses can choose to send a message daily, weekly or monthly.

Daily	Weekly	Monthly
Send one	Send one	Send one
message daily	message every	message
for 6 months.	seven days for	every 30 days
	9 months.	for 12 months.

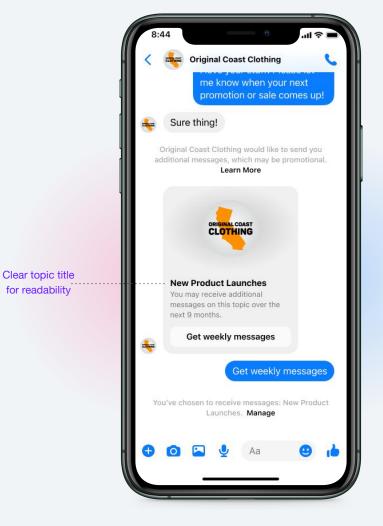
**Original Coast Clothing** me know when your next promotion or sale comes up! Sure thing! Original Coast Clothing would like to send you additional messages, which may be promotional. Learn More ORIGINAL COAST CLOTHING **New Product Launches** You may receive additional messages on this topic over the next 9 months. Get weekly messages Get weekly messages You've chosen to receive messages: New Product Launches. Manage

Choose the cadence with a pre-set CTA button

#### **Obtain opt-in**

Businesses must get opt-in from people before sending a recurring message. The opt-in invitation message must include the topic of the messages the person will receive. The business can customize the title copy only. By clearly stating the topic, customers know what they are opting into, ensuring messages are welcome instead of seen as spam.

Note that the text below the title ("You may receive...") is added automatically and can't be edited by the business. This content ensures that users have full visibility into what they are opting in to.



#### Renewing opt-in

Once the opt-in is about to expire, people receive an automatic request allowing them to opt in again to continue to receive messages.

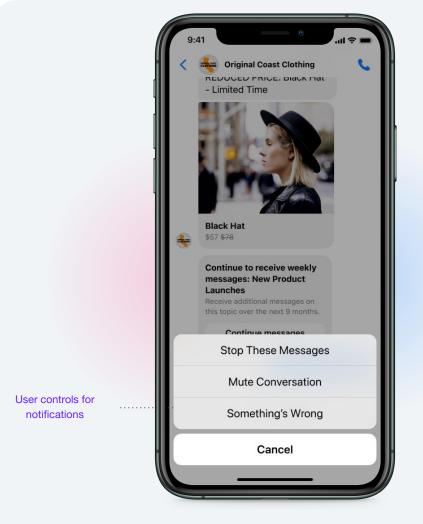
The end of the period is 6 months for daily message opt-in, 9 months for weekly message opt-in, and 12 months for monthly message opt-in.

**Original Coast Clothing** REDUCED PRICE, DIACK FIAL - Limited Time **Black Hat** \$57 \$78 Continue to receive weekly messages: New Product Launches Receive additional messages on this topic over the next 9 months. Continue messages Continue messages You've chosen to receive messages: New Product Launches. Manage

Automated renewal request

#### People stay in control

People can stop messages, mute conversations or block and report a business at any time. Users have access to these controls with every message sent.



Recurring Notifications use cases



### Keep your clients' customers up to date about sales, special discounts and deals they won't want to miss.

Use Recurring Notifications to encourage customers to make additional purchases to help your clients increase their customer lifetime value. When the developer platform is integrated with the customer's inventory or management system, then Recurring Notifications can be even more personalized.

#### Use case inspiration

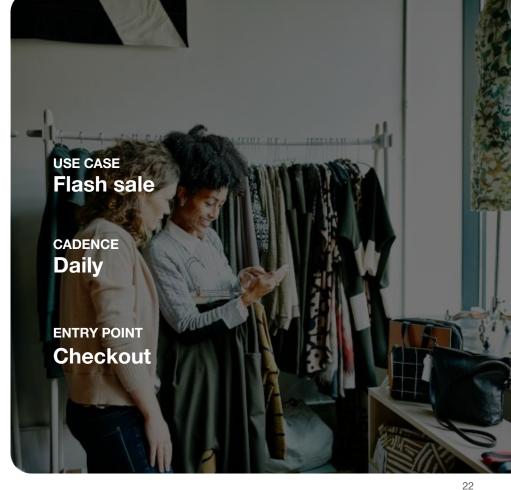
- 1 Daily deals
- Weekly product tips
- 3 Weekly community newsletter
- 4 Monthly product pre-sale alerts
- Monthly product recommendations based on past purchases





#### **Example of the use case in action**

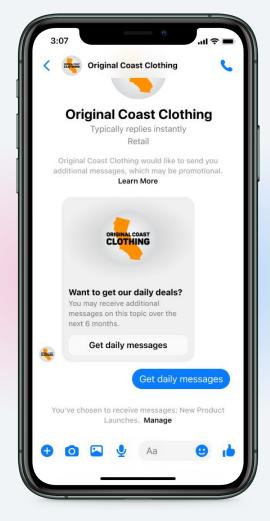
Pippa opted in for Recurring Notifications during checkout the last time she bought a new t-shirt from her favorite store. Now she gets a daily message from the retailer letting her know about their deal of the day, which helped her add some sweet new earrings, a cute bag and two more shirts to her closet.





#### **Example use case workflow**

- The retailer adds a Checkbox Plugin to their checkout process that lets customers opt in to Recurring Notifications.
- 2. At checkout, Pippa checks the box.
- A message is automatically sent to Pippa in Messenger asking her to opt in for daily messages about their deal of the day.



### Let a client's best customers know when a hot deal comes up so they can be the first to get away from it all.

Use Recurring Notifications to convert more people into adventurers by allowing your clients to follow up with timely, relevant information. Incorporate Recurring Notifications into your loyalty program to keep customers engaged while building brand affinity.

#### Use case inspiration

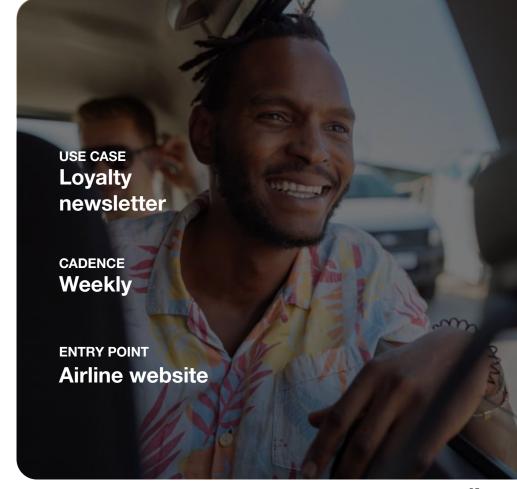
- 1 Loyalty reward alerts
- Weekly member newsletter
- 3 Trip upgrade alerts
- 4 Monthly flight deals
- 5 Monthly partner offers





#### Example of the use case in action

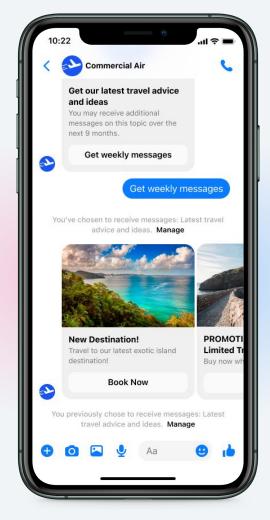
William is visiting an airline's website to check his loyalty program account to see if he has enough points for a free flight. While in his account, he opts in for Recurring Notifications so that the airline can send him their weekly loyalty program newsletter. The newsletter includes travel inspiration and exclusive offers for its loyalty program members. Thanks to the newsletter, William learned about an exotic island that the airline now flies to, inspiring him to book a trip.





#### **Example use case workflow**

- The business adds a Send to Messenger plugin to its website.
- 2. While browsing the site, William clicks the button.
- A message is automatically sent to William in Messenger asking him to opt in to receive their weekly newsletter.



Keep fans up to date with pre-sale notifications, artist news and last-minute information about their favorite events.

Use Recurring Notifications to inform fans when tickets are available so clients can sell out their events faster.

#### Use case inspiration

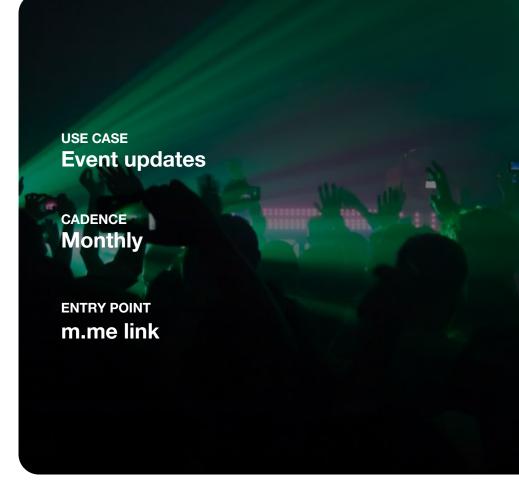
- 1 Daily event RSVP reminders
- 2 Daily pre-event content
- Post-event content (surveys, photos, links to merchandise store)





#### **Example of the use case in action**

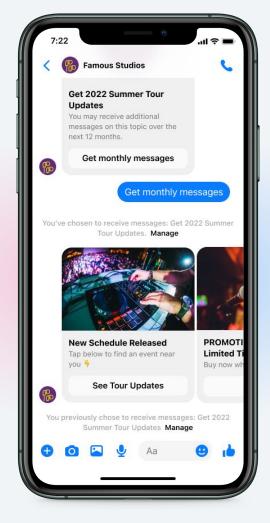
Oliver saw on Facebook that his favorite band is releasing their summer tour schedule. The band just posted a link to their events page, which will let Oliver opt in for special pre-sales access to tickets, news about upcoming shows and more.





#### **Example use case workflow**

- The event promoter adds a m.me link that redirects users to Messenger.
- 2. Oliver clicks the link to get event updates for the band.
- A message is automatically sent to Oliver in Messenger asking him to opt in for monthly messages about upcoming shows.



# Share content with leads and buyers to keep them engaged, invested and excited about their next ride.

Use Recurring Notifications as another way to help businesses share content and regularly engage motorheads and daily drivers alike.

#### **Use Case Inspiration**

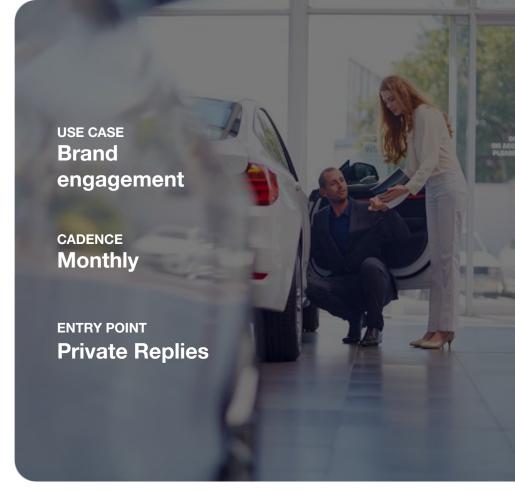
- 1 Weekly brand campaigns
- 2 Monthly service and parts offers
- 3 Pre-owned inventory update alerts
- 4 Monthly lease payment reminders





#### **Example of the use case in action**

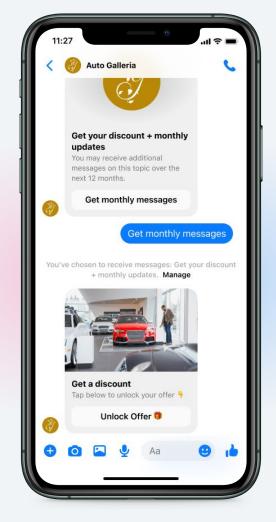
Thomas commented on a post that his local dealership just added that offers a special discount on service to the first 100 people to respond to the post. The dealership sends a private message to Thomas inviting him to opt in to receive his discount and exclusive content.





#### **Example use case workflow**

- The dealership sets up a keyword trigger for Private Replies that automatically triggers the opt-in request.
- Thomas sees the post with the keyword prompt and comments using the keyword.
- The message invites Thomas to opt in for monthly information about the dealership's offerings and to get his discount code.



Recurring Notifications in action







## Boosting engagement and sales with Recurring Notifications

The ticketing platform wanted to keep fans up to date with news on artists and events. eTicket made opting in to Recurring Notifications easy by using Send-to-Messenger Plugin on artists' event pages. Fans received daily reminders for specific artists or events, or monthly subscriptions to help them plan their social calendars in advance.

72%

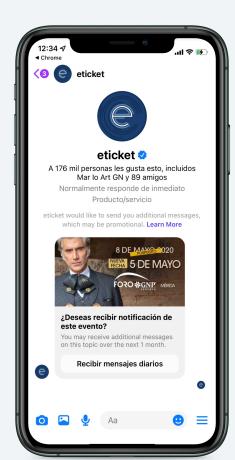
opt-in rate to notifications

65%

of fans who received a notification made a same-day purchase

"Recurring Notifications have been a game changer for fan engagement. This same-day purchase rate is even more impressive when compared to email campaigns, where it could take a fan up to 72 hours to open their inbox. We've seen easier interactions and faster purchases through the efficiency of Recurring Notifications."

ADRIAN CONTRERAS, CO-FOUNDER AND CTO, eTICKET







# Driving brand awareness and consideration in long sales cycles

The consideration period and purchasing cycle for cars is very long so BMW Taiwan used Recurring Notifications to launch a multi-day Lunar New Year campaign with the goal of sending daily digital content and games to re-engage BMW Taiwan Facebook Page fans and ensure BMW remains top of mind with potential buyers.

78%

opt-in rate to notifications

10X

increase in campaign engagement compared with past campaigns

"With Recurring Notifications, we cannot emphasize enough that we have a lot more flexibility in our creatives in terms of promotions. We can proactively reach out to customers with personalized content and fully utilize our Messenger channel as a customer care channel and a full-funnel channel with better customer engagement."









# Driving coupon redemption and sales with Recurring Notifications

During a 10-day pilot, Kee Wah Bakery drove opt-ins for Recurring Notifications through Ads that Click to Messenger. When shoppers clicked on the ad, they received an offer to redeem an exclusive coupon by subscribing to Recurring Notifications that shared exclusive discounts and promotions.

80%

30%

opt-in rate to notifications

coupon redemption rate

"Through Recurring Notifications, we've developed closer connections with our customers. We've always shown great attention to the quality of our customers' experience, starting with our flavorful pastries. Now, using Recurring Notifications, we're bringing the same care and focus to the ways our customers receive information from us."

TERRY LAU, ASSISTANT MARKETING MANAGER, KEE WAH BAKERY





# Driving coupon redemption and sales with Recurring Notifications

ChicMe wanted to give its digital marketing efforts a fresh new look, finding ways to reach customers beyond conventional email and SMS campaigns. During a sales promotion lasting nearly two months, shoppers were encouraged to opt-in to receive weekly notifications through Click-to-Messenger campaigns. After subscribing, shoppers could redeem coupons for new offers.

79%

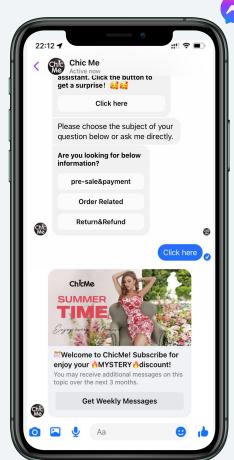
increase in open rate compared to email campaigns

13x

increase in revenue per customer vs. email

33%

of first-time buyers made repeat purchases







# Driving readership and engagement with Recurring Notifications

To re-engage readers with consistent, relevant messaging related to the brands and businesses it works it, Urban List Perth launched a "12 Days of Christmas" giveaway campaign on Recurring Notifications. Urban List Perth delivered daily, no-cost direct messages with fresh campaigns and promotions to people who opted-in.

88%

CTR on notifications

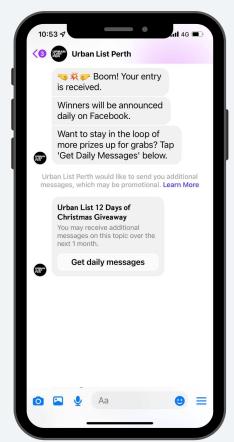
97%

read through rate on notifications

"With recurring notifications, we gain a powerful way to deliver personalized bulk messaging through a social media channel that is popular with our readers. Instead of encouraging readers to visit our website, we can use recurring notifications to create ongoing connections and trust with readers."

CLAIRE LOGAN, PERTH EDITOR, URBAN LIST





### Outer Aisle, + Paloma

### ~

### **Boosting sales with Recurring Notifications**

Outer Aisle wanted to grow its sales channel and increase delivery subscriptions. Outer Aisle and Paloma built a list of opt-in subscribers for Recurring Notifications on Messenger using Ads that Click to Messenger and Sponsored Messages for diet quizzes, special promotions, and product drops. Those who signed up for Recurring Notifications received an immediate 15% discount.

20X

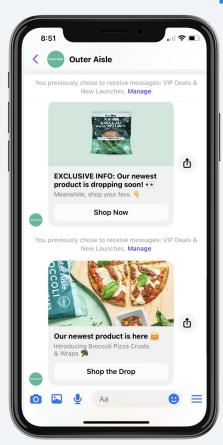
increase in CTR vs. email

30%

increase in average order value

"We were impressed to see how well Recurring Notifications converted leads for Outer Aisle and how they performed better than any other channel. Recurring Notifications are low investment, low risk, and high return."

RAQUEL LUCZO, INTEGRATED MARKETING MANAGER, OUTER AISLE



Start customer conversations based on where they are



# Where do people connect with businesses using Messenger?

Here are a few ways to help clients start conversations with Messenger across channels through contextually-relevant options. In doing so, you can create more resonant experiences that can help clients meet their goals of gaining opt-in, building a customer list and re-engaging customers.





### Send to Messenger Plugin

Create a button on the business website that opens Messenger with an opt-in message. This is useful for providing follow-up information about events, confirmations or updates. Create a customizable CTA that is relevant to the page where you install the plugin to drive engagement.



### m.me Link

Create a link that sends people directly into a conversation with a business in Messenger encouraging opt-in for recurring notifications. The link can also be embedded into a QR code that can be used in digital or print materials so that you can promote Recurring Notifications in collateral and signage.



### **Private Replies**

Use Private Replies to reply directly to users who have engaged with a business Facebook page by posting a comment or post. This entry point allows the business to send a single message on Messenger within seven days of the user's engagement, but can be used to initiate an opt-in for Recurring Notifications.



### Ads that Click to Messenger

Run an ad on Facebook to promote exclusive discounts in exchange for opt-in.



### **Sponsored Messages**

Send a sponsored message encouraging users to opt in for additional messages.



### **Checkbox Plugin**

Let users opt in to notifications from commonly-used business flows such as checkout. Adding the checkbox plugin right before someone places an order allows the customer to opt in for updates as part of the checkout process.

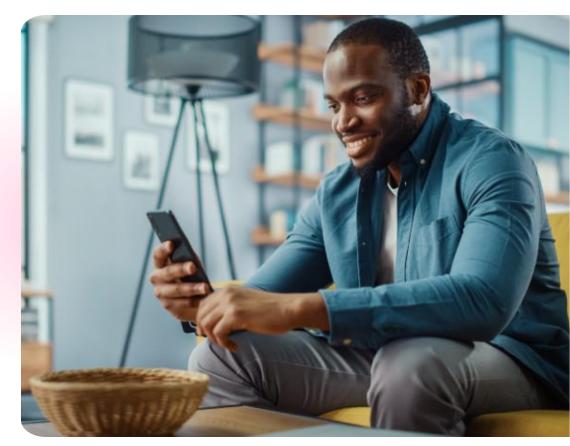
Best practices for making the most out of Recurring Notifications





# Create high quality messages and experiences.

To keep Messenger an app that people enjoy using, here are a few things to know about how Recurring Notifications is designed to foster high quality conversations.



### Create high quality messages and experiences

1

Businesses can only send opt-in requests within 24 hours after the user messages the business.

2

Businesses are rate-limited for how many opt-in requests they can send to the same user over a short period of time.

3

People must opt in explicitly to receive follow-up messages.

4

Businesses are prevented from sending more notifications than the user opted in for.

5

People can opt out of follow-up messages for any topic at any time.

6

Recurring Notifications are topic-based, so businesses can send multiple opt-in requests to one user if its for different topics. For example, a business could send an opt-in request for weekly messages for New Product Launches, in addition to an opt-in request for a monthly Sales Promo.

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Businesses with high rates of negative feedback, such as user blocks or reports, will be subject to automated enforcement via Messenger's existing systems.

Reports of scams or other Community Standards violations will be sent for review per existing processes.



### Design a relevant opt-in experience.

You can't send a message until a user opts in, making your opt-in experience critical. Choose the right option, cadence and topic title to make your opt-in experience more resonant.

Here's a few things you can do to improve your odds of success.

"We have seen higher opt-in rates when the topic name and content of Recurring notification is clear which greatly helps our clients to build a close relationship with their existing customer base."

Trumph Silpsrikul, CEO, Page365



### Design a relevant opt-in experience

### Pick the right cadence

Some customers might be hesitant to opt in if they think they will get spammed with too many messages. Choose the cadence that makes the most sense for your client's goals, business, audience and marketing strategy.

#### **EXAMPLES**

- An event promoter might choose a daily cadence so they have the option to send messages each day leading up to an event.
- A retailer may choose a weekly cadence to support a quarterly promotion.
- A brand might choose a monthly cadence so they can send out a link to their monthly newsletter.

### Create a compelling topic title

The topic title is the only part of the opt-in message that a business can customize. While there is a 65 character limit, use 40 or less to ensure the title gets to the point. Make the title clearly state what the message content will include.

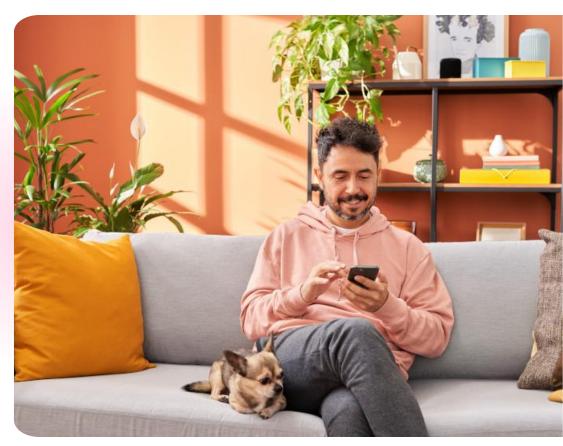
#### **EXAMPLES**

- New product launches
- Sign up for weekly sales updates
- Get updates about <Event Name>?
- Get updates for our Cyber Monday Sale



# Create timely and resonant content.

Once the user opts in for messages, make sure the ongoing notifications are worth subscribing to.



### **Create timely and resonant content**

### Align

Align content across the different stages of the marketing funnel. Ideas include:

- Discovery: Product discovery recommendations, product/brand inspiration content
- Consideration: Abandoned cart reminders, daily deals, product-specific content, behind the scenes news
- Conversion: Discount codes, promotional content
- Re-engagement: Tips, community stories, product drops, cross-sells, product service reminders

### Integrate

Integrate Recurring Notifications into your client's existing promotional, email and content strategy to ensure alignment while amplifying their overall messaging.

- You are not required to send a message; opt-in only means you have the opportunity, not the requirement, to message customers. This means you don't have to send a message every day just because someone opts in for daily messages. Only send a message when you have something interesting to share, especially for daily messages. If you send too many messages, it may lead to a higher opt-out rate.
- Don't send messages that are unrelated to why users signed up in the first place; for example, if a user opts in for news about a specific product launch, don't send a promotion for a different product.

# Optimize Recurring Notifications performance

Here are a few more tips you can use to help businesses get the most out of Recurring Notifications.

- To make your opt-in request resonate more with customers, choose an entry point that is most relevant to the notification you wish to send.
- Start with a targeted use case to gain familiarity before rolling out other use cases.
- Sive users a reason to opt in, such as exclusive access to a promo code or content.
- Consider using the first message to welcome the user and set expectations for what to expect.
- Send the message when your audience is most active and likely to read it.
- A/B test opt-in messaging and entry points to optimize the process.
- Track KPIs to understand how Messenger performs against other channels like email and SMS.

# Use the right tool for the job.

There are several ways businesses can use Messenger to engage customers.
Here's the difference between
Recurring Notifications and other options so you choose the right engagement tool for your client's specific use case.

	What is it?	What's the difference?
Message Tags	Message Tags enable businesses to send important and personally relevant 1:1 updates to users outside the standard messaging window, such as reminders for an event, updates on a recent purchase, account charges or customer support.	Message Tags may not be used to send promotional content, such as offers, coupons, and discounts.  There is no limitation on sending promotional content with Recurring Notifications.
One-time Notification	One-time Notification allows a business to request that a user opt in for one follow-up message after the 24-hour messaging window has ended, such as an update when a specific product is back in stock, or when tickets go on sale.	One-time Notification is useful for responding to a single query, while Recurring Notifications lets you send multiple messages over a set period of time.
Sponsored Messages	Sponsored Messages allow you to send highly targeted promotions directly to the people who have communicated with your business in Messenger.	Sponsored Messages require a fee to send. They can be sent at any time, and require no opt-in.
		There is no fee to send Recurring Notifications, but these messages can only be sent using the pre-established cadence and require opt-in.

52

### Frequently asked questions

#### When can a business send the opt-in request?

Opt-in requests must be sent within 24-hours of the last user message in a conversation. Users can opt in anytime after receiving the request. After the person opts in, Recurring Notifications can be sent after the 24-hour standard window has expired.

### Can a brand send multiple opt-in requests to the same person?

A brand can send multiple opt-in requests on the same topic to the same person. Businesses are rate-limited for how many of the same opt-in requests they can send to the same user over a short period of time.

Recurring Notifications are topic-based, so businesses can send multiple opt-in requests to one user if its for different topics. For example, a business could send an opt-in request for weekly messages for New Product Launches, in addition to an opt-in request for a monthly Sales Promo.

### Will conversation data, such as opt-in rates, mute thread rates or opt-out rates, be available to businesses?

Businesses can only see if a customer has opted in to send follow up messages. To protect user privacy, Facebook does not share any other conversation data.

#### Is Meta charging for Recurring Notifications?

Recurring Notifications is a new, optional premium feature that we intend to charge businesses for. It is currently available to all businesses in a free trial period. We currently charge businesses to send messages from the WhatsApp Business API and we're listening to customer feedback to guide decisions on our pricing model. We will inform customers and partners of any changes to the free trial with ample advance notice.

### Helping your clients get started with Recurring Notifications is easy.

Use this checklist to integrate Recurring Notifications into your clients' existing Messenger strategy.

- Gather stakeholders from across the customer journey (marketing, customer support, retail services).
- O Start with a clear business objective and audience.
- Identify where Recurring Notifications can solve friction in the existing customer journey.
- Develop and prioritize a specific use case.
- Choose a business KPI (increase transactions, drive engagement, grow CLV).
- O Define and implement contextually-relevant options.

- Create a content calendar based on the message offer and cadence.
- Review best practices for opt-in.
- Test opt-in messaging.
- Test in all languages that customers use.
- Use the Messaging Events API to see how customers interact with the Messenger experience.
- Compare performance against existing channels by measuring KPIs.

### Resources

Here's everything you need to take the next step.

### **Learn More About Recurring Notifications**

Our site contains information you need to get started with Recurring Notifications. <u>Learn more</u>.

#### **Case Studies**

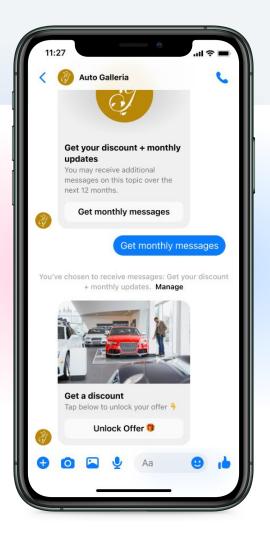
Read more case studies to maximize your use of Recurring Notifications. <u>Learn more</u>.

#### **Developer Documentation**

See all API docs for your technical teams. Learn more.

### **Messenger Platform Policy**

Use Recurring Notifications the right way. Learn more.



Why Messenger



### Why Messenger?



### Global reach

1.3B users

Cross-platform, cross-device

Real identity



### Seamless conversations

Easy to start and re-engage

Persistent thread

Synchronous or asynchronous



## The modern way to communicate

Optimized for mobile

Rich media



# **Easy** integration

Facebook pages and ads

Third-party integrations via API

Best-in-class developer platform



## People prefer messaging over other communication channels

80%

of international adults say 'messaging is a quick and easy way to communicate with a business'

## Messaging helps people build trust and feel more connected to businesses

**75%** 

of international adults say "I want to be able to communicate with businesses in the same way that I communicate with friends/family through messaging (e.g. via a chat app, text)"



## Messaging helps businesses remove friction across the customer journey



message businesses to ask about products or services



message businesses to make a purchase



message businesses to get support for a product or service

Facebook IQ source: "Motivations, Mindsets and Emotional Experiences in Messaging (vs. Feed)" by Sentient Decision Science (Facebook commissioned survey of 8,156 people in BR, GB, IN, and the US), Jun 2018. Research refers to people surveyed who use a messaging app daily and have messaged a business in the past three months using one of their most commonly used apps.



Thanks!