Choosing the Best Revenue Models For Your Business

12 Business Model Case Studies





The Father of Modern Advertising

"Half the money I spend on advertising is wasted; the trouble is I don't know which half."

—John Wanamaker, "The Merchant Prince" and father of modern advertising





Mequoda Revenue Pyramid







Endorsements



Selling Endorsements / Sponsorships



Brand

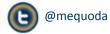
Massive Traffic

Exclusivity

Keywords: 347,322 | Pages: 2,533,571 | Referring Sources: 1,783 | Unique Visitors: 1,122,517 | PR: 6



Listings



Selling Listings



Massive Traffic

Competitive Pricing

Interactive Matching Service

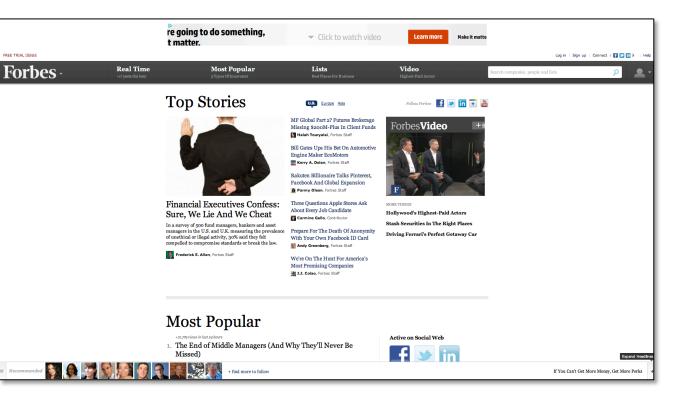
Keywords: 948 | Pages: 854,000 | External Links: 282,741 | Unique Visitors: 665,300 | PR: 7



Impressions



Awareness For Other Brands: Impressions



Brand

Reach

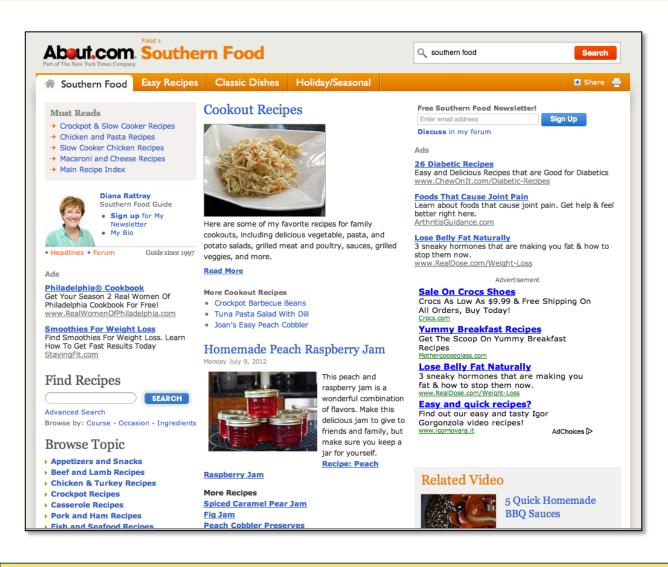
Targeting

Keywords: 8,389 | Pages: 1,170,000 | External Links: 456,694 | Unique Visitors: 9,449,089 | PR: 8

Clicks



Selling Clicks



Mass

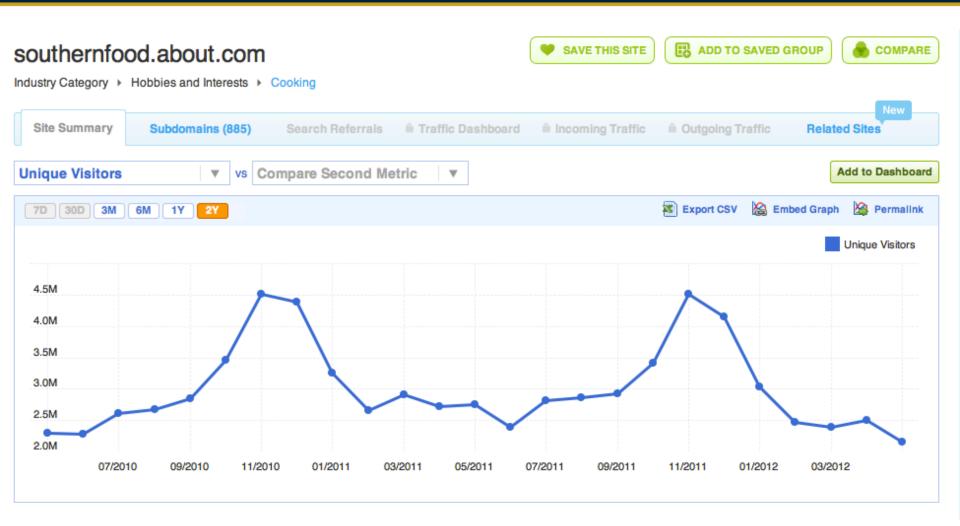
Segmentation

Accountability

Keywords: N/A I Pages: 6,500,000 I External Links: 5,296 I Unique Visitors: 2,154,152 I PR: 6



Not affected by Penguin or Panda



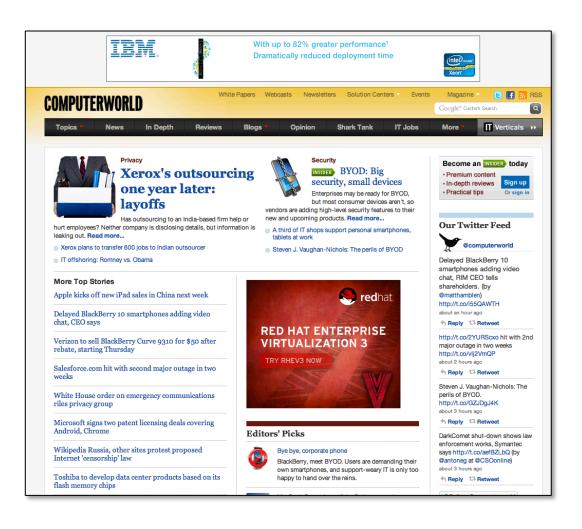




Leads



Selling Activity For Other Brands: Leads



Brand

Database

Customization

Keywords: 713 I Pages: 209,000 I External Links: 340,186 I Unique Visitors: 522,378 I PR: 7



Merchandise



Selling Merchandise



Consumable Inventory

Comprehensive Selection

Discount Pricing

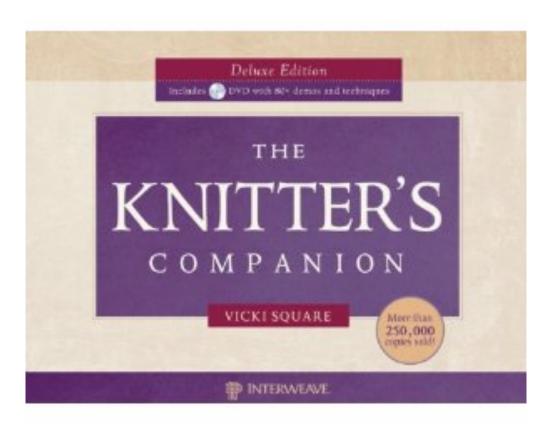
Keywords: 652 | Pages: 45,329 | Referring Sources: 1,803 | Unique Visitors: 119,312 | PR: 4



Books and Reports



Selling Books & Reports



Evergreen Bestsellers

Endemic Content

Recycled Content

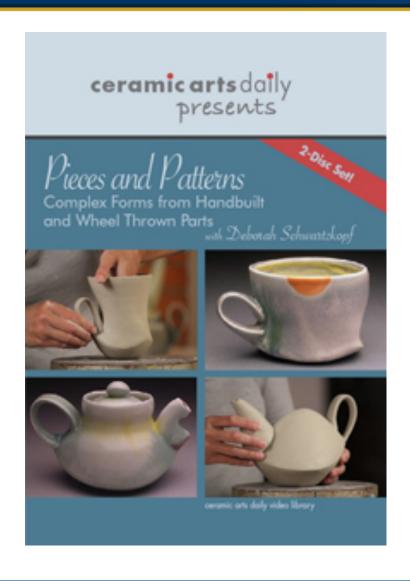
Keywords: 61,111 | Pages: 9,492 | Referring Sources: 410 | Unique Visitors: 322,180 | PR: 5



Instructional Videos



Selling Instructional Videos



Evergreen Bestsellers

Endemic Content

Production Capability

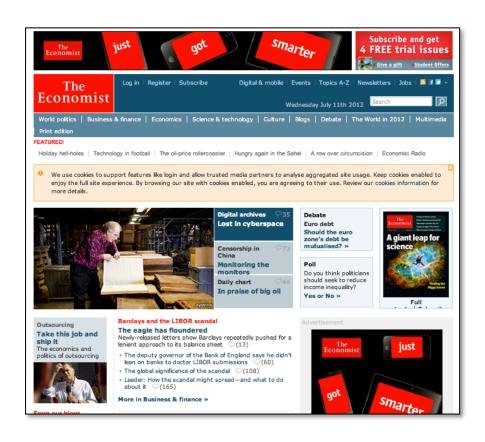
Keywords: 41,617 | Pages: 32,180 | Referring Sources: 2,804 | Unique Visitors: 122,847 | PR: 6



Magazines



Selling Magazines



Authoritative Voice

Periodic Need

Portable Format

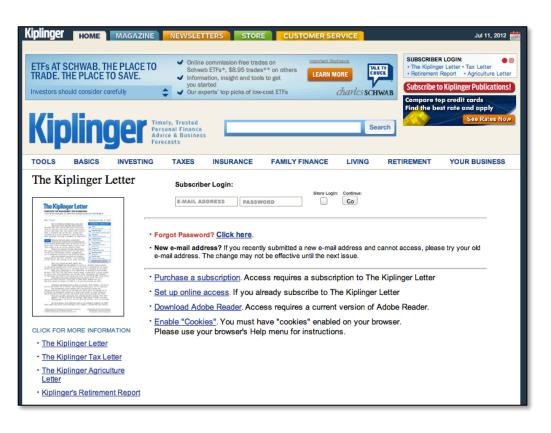
Keywords: 776 | Pages: 1,150,000 | External Links: 595,521 | Unique Visitors: 576,800 | PR: 8



Newsletters



Selling Newsletters



Niche Topic

Advisory Voice

Dense Format

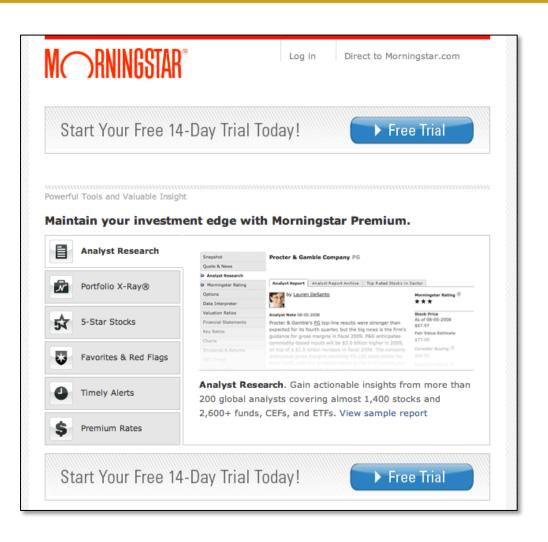
Keywords: 898 | Pages: 637,000 | External Links: 36,237 | Unique Visitors: 723,393 | PR: 7



Websites



Selling Websites



Current Content

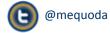
Comprehensive Content

Interactive Content

Keywords: 1,235 | Pages: 3,380,000 | External Links: 267,431 | Unique Visitors: 1,137,334 | PR: 8



Events



Selling Events



Current Content

Comprehensive Content

Interactive Content



The nation's greatest agricultural showcase

Aug. 28, 29 & 30, 2012 Boone, Iowa

Keywords: 1,996 | Pages: 31,838 | Referring Sources: 247 | Unique Visitors: 6,297 | PR: 5

Mequoda Revenue Pyramid







Thank You

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