I've worked with Stacey now for 2 products in the competitive BABY category. Her listings convert at 20-30% which is phenomenal! - Joey C.

Amazon Creative Crackerjack & Product Description Copywriter

STACEY HANCOCK Pitch Deck

2 0 2 4

www.amazonsaleswarrior.com



I'm Stacey Hancock

Veteran 'Short Form' Sales Copywriter & Creative Consultant

From radio ads and jingles, to product descriptions and taglines, I'm here for punchy, sales-making "short-form" copy! Since the early 90's I've been writing this style for all kinds of media including: print ads, radio and websites. In more modern times I added Facebook ads, and shopping sites like Amazon & Walmart to my repertoire.

While you could certainly hire me for lengthier pieces of copy, you're far wiser to hire me for your 2000-characters-or-less vibe. My speciality is helping products find their best voice; saying what needs to be said in as few words as possible.

Great when your media has restricted character counts!

I come armed with a Bachelors Degree in Advertising & 29 years experience writing great copy and doing other assorted marketing-y type things. I started at the age of 17. You can peel my word-burnin' fingers off the keyboard when I'm dead.



Hi Stacey,

We think your brand voicing is amazing.



1697+ Product Descriptions Written for

Stacey is Definitely The Best Copywriter for Products on Amazon

The way she writes the description the bullets and everything - it is an art that makes you smile. It is weird but you feel that you want to buy your own product. And this is not all. The copywriting triggers somehow amazon algorithm and the products get indexed super fast - my last product got to position 2 and position 3 for my 2 main keyword in less than 10 days! - Zhecho, Mavoro.

Amazon.com



Smooth SEO & Fast Indexing!

- Keyword Research
- SEO Placement
- Backend Search Terms
- Advice on ALT Tags

I will get you indexed for as many Phrase-Form Keywords as I can, as fast as possible! All SEO is placed in your Amazon Listing in a smooth way so we don't lose the momentum of the sales pitch.

Sales-Making Copywriting

- Clickable, KW Rich Titles
- Bullet Point Features
- Plain Description
- Copywriting for A+ Content

I don't just write copy to sell the product! I also write copy that directly influences reviews, too! My secret? Sell the product correctly using the right words! It's a fine line between under and overselling. Let's sell & get great reviews at the same time.

★★★★★ Smells Great!

By Karen E. Koch on October 4, 2017

Vine Customer Review of Free Product (What's this?)

In my opinion this product is worth buying just to support whoever wrote their product description! As advertised it does have a fabulously attractive clean smell and is a fairly decent beard oil also.

Consulting & Advice

- Consulting Appointments
- Free Advice (at my discretion)
- Mini Masterclasses
- Vision Boards For Photography

We'd gone through his Brand vision with a fine-toothed comb, and I wrote the copy with 100% adherence to what we were trying to achieve.

Then he showed me the shot list for the photos. *Nothing* was on brand, and nothing matched the product brief we'd agreed on! But, an hour of Creative Consultancy was all it took to help him and his photographer create the shot list that captured his vision and sales message in one.

Whether you're new to Amazon or a seasoned pro, it's a very small investment to pick *my* creative brain about the things you may be missing from your product or your creative.

A+ Content Design

- A+ Content Design
- Headlines & Infographics
- Brand Story
- Premium A+ Content

Great images that showcase your product are crucial. Great words that speak directly to the buyer are paramount. But only a Creative like myself can put the two together into a winning sales-making A+ Content Design.

Carousel Image Infographics

 Infographic / Text Overlays for your carousel images

These images are the first things that shoppers see - so let's add some compelling sales messages to your images so your shoppers excited and informed to buy.

Headlines, Blogs Taglines, E-Books, Catchphrases & Website Copy







https://wellnewlife.com/produc ts/posturelift-ergonomic-officechair



https://www.nouhaus.com/colle ctions/all-products-exceptextend/products/ergo3d



https://www.choolip.com/



tails-the-tale





https://blockchainmint.com/page s/manufacturing-integrity



Beautiful Clothing Begins As Beautiful Fabric

Fabric is at the heart of what we do. By sourcing only the finest fabrics on earth, Isabella Wren garments fit, drape, and hold their shape exactly as you expect.



Instagram · sewsewyou
20+ likes · 7 months ago

Fashion for life not landfill. We make all of ...

22 likes, 1 comments - sewsewyou on September 8, 2023: "Our Mantra: Fashion for **life not landfill**. **We** make all of our clothes on-demand.

Rare \$10,000 'Golden Bait'
Replica To Be Released To Hungry
Investors In 2018

Global Icon Destroys Bitcoin Risk And Finally Makes Crypto Easy For 'Mom-and-Dad Investors'

Thailand, 2 February 2018- For Immediate Release

How To Make Breakfast
Your Healthiest Meal of the Day
(Without Sacrificing Joy or
Convenience)

Could Garlic Be the Answer to This Global Health Threat?

You Could Roll Around Going Nowhere, or Feel What It's Like To Truly Let Go...

[Try Obie Foam Rollers Now]

Helping Wine Get Their Wings!

The Only Kitchen Gloves Built with Cast Iron Cooking in Mind

Wrist Candy for the Soul!

Crazy Cat Lady? Not So Crazy Now.

96% of All Clients Who Launch Successive Products, Come Back For More of My Copy

We've lost official count, but Stacey has written more than 165 Amazon Product Descriptions for us, plus Walmart and website product descriptions as well as updated countless titles to improve our search results and cohesion with PPC. I have no hesitation recommending Stacey to any Amazon Seller in the \$10m+ sales space who needs a professional copywriter with the highest level of skill, experience and heart. Joel Mittleman, Founder & COO - JoyJolt



We'll "stick with what's working"

Re: Need to book copy External > Inbox x







Hi Stacey,

Thanks!

I'll get working on the product brief hopefully later this week.



Amazon's Choice



on Amazon.com

click any link and any listing to see my copy live in action.

Nouhaus: 22 Listings

JoyJolt: 160+Listings

Baby Nest Designs: 49+ Listings

Big Fudge: 13 Listings

Sweetzer & Orange: 51+ Listings

Chosen One: 7 Listings

Arcade: 6 Listings

Bluekate: 35+ Listings

GOMO: 7 Listings

Mayoro: 7 Listings

Ouii: 7 Listings

Reetual: 4 Listings

Karizma: 21 Listings

<u>Virtue Code:</u> 30+ Listings

<u>Idaho Jones:</u> 13 Listings

Heartland Home: 15 Listings

The last listing is going well so I think we stick with what's working and is

Case Study

Repositioning to Revive Sales

Tanya came to me with a big sales problem! She was one of the first to market with Magnetic Blocks. However, over time she became swallowed up by the market. She lost sales to people selling larger sets at a lower price. Tanya's sales dropped to 0-2 units per day. Eek!

So how did I tackle it? How did I revive sales of a product that can't be physically changed (she had units already in the warehouse), against strong competitors?

Answer: I deployed an Advanced Product Description tactic and repositioned her product.

While everyone else was screaming about how great the large sets were, I created persuasive copy about why small sets are better. **The result?**

A 650% increase in sales!

You've transformed me from desperate to happy!

After I changed my listing to your creation something awesome happened. Instead of 0 to 2 units per day the sales become 11-15 units and I could increase the price:) You are amazing:) - Tanya

Copy Sample

THE PERFECT STARTER KIT: It's a fact kids love Magnetic Blocks, and young children aged 2 – 4yrs adore [BRAND] Blocks the most! With 41 pieces, powerful magnets, wheels, and picture tiles they'll create endless projects to be proud of, without the distraction that comes with large or weak block sets.

AS SEEN ON NBC, ABC and CBS: It's obvious [BRAND] toddler toys are newsworthy. While others fight to be cheap or huge – we focus 100% on the needs of our toddlers: magnet toys that stick properly, durable non-toxic blocks, and the right sized set to develop focus and creative problem solving skills

Why Do Thoughtful Moms' Prefer Smaller Block Sets?

If you're like us, you'll agree that toddler toys should be fun. And if they're fun educational toys, it's even better! As you know, play creates healthy mind, and it's a fact that Magnetic Blocks help kids learn spatial skills, math and problem solving.

But perhaps not all magnetic blocks...

You've probably seen unfinished building block projects scattered around homes. Instead of solving problems in more creative ways, toddlers with large block sets can simply discard their work, and make something else. And weak magnets on some cut-price kids toys add to the trail of half-finished projects.

While large sets may seem like a great idea, **experts agree when it comes to toddlers, less is more.** We agree too, so...

I Keep Shoppers Interested in Your Listing for Longer

"Grab Your Golf Game by The Balls" vs "The Ultimate Training Aid"

Which one is original, personality-filled and more likely to stick in the mind of shoppers?

With Stacey writing my copy we have run out stock and I am currently waiting for a large order to hit Amazon within a couple of weeks, **we literally couldn't keep our inventory in stock!** Our product is a higher price product and with her copy we have increased our conversion rate to around 10% which we are really excited about. Casey, Pure Strike Golf Training Tool.



IS IT TIME TO
GRAB YOUR GOLF
GAME BY THE
BALLS?

Ouch. Bad game.

From beginner to pro, a bad game hurts all golfers equally. That unexpected sound of a bad shot, and matching language rings out across the green, letting everyone know your self-esteem just took a hit.

Whether you're slicing your way to embarrassment, or looking to lower your handicap, [BRAND] helps you hone your swing plane. You'll learn our 2-in-1 [TECHNOLOGY] System to executing both straight and long shots with pure alignment.



Customer Problems & Frustrations

I've collaborated with Stacey for 4 years now and I believe she's probably the best in her field. I haven't found anyone else like her! Her copywriting is wildly original, she's smart and great at communicating, helpful, and above all my products sell like hotcakes! She even helped me turn all my individual products into a cohesive brand using A+ content. I've been told by a well known "guru" if you want to succeed on Amazon you need to have the best possible listing, done by a professional. In my experience, Stacey is that creative professional.

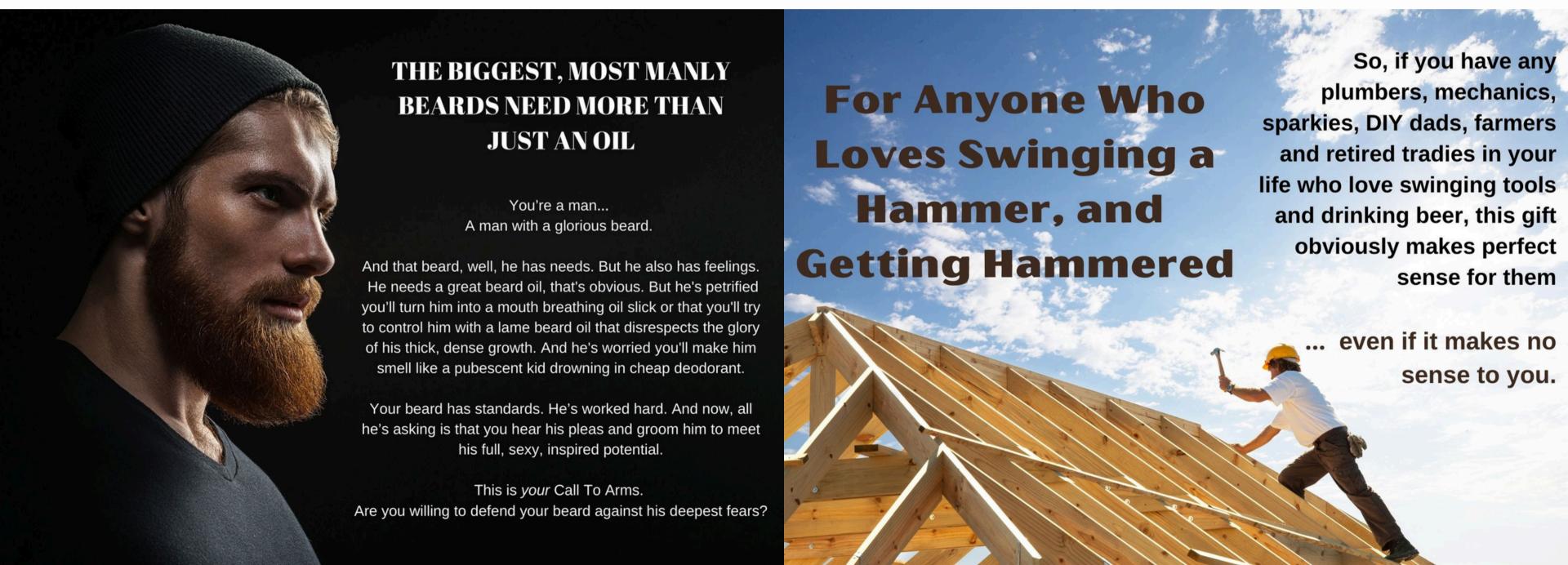
Emanuel - Reetual

FINALLY, GET A GRIP ON SWEAT

Even if you're not sweating it out on a Bikram Yoga mat the fact is, people like us just have moist clammy hands, and sweat easier than others. But a traditional sticky mat wasn't made for us! So we developed MicroGrip and fused it to our eco yoga mat. So Reetual Mats get MORE grippy, the sweatier you get! Now discover the NEW "sticky mat" built for slippery yogis.

I Make Your Product Sound Different To Everyone Else

I've had the pleasure of working with Stacey Hancock (The Amazon Copy Warrior) for the past 5 years bringing our large brand – JoyJolt, to life on Amazon. She has quite the skill in bringing together all the necessary parts of a product description (SEO + features + benefits + filling in any customer query) while wrapping it in personality. She amazed me in how she did this with any product I gave her, whether it was a whiskey glass or poultry shears. She knows how to "read" a product and its target audience, and then communicate it for the Amazon landscape. Joel Mittleman, JoyJolt





Remains cold enough

for longer, so you can sleep away your migraine long before

things heat up again

Soft, Flexible & Soothing Even

Because It Offers Hot or Cold

Therapy & Covers Eyes to
Occiput, RemedyLux Migraine
Relief Hat Is Soothing For
Headaches & So Much More!

RemedyLux











A+ CONTENT

Whether you have a whole suite of photos or only a few, I'll make your A+ content look beautiful and ready to convert into sales. There aren't many copywriters who also create A+ Design, but when you find one, keep them! Why? Because only a qualified Copywriter can create compelling headlines and sales-making copy points to go with your imagery. A graphic designer or photographer is not a wordsmith.































STUNNING UTENSILS FOR EVERY MEAL



















HOO	OSE	YOU	R COR	RECT	DOOR	SIZ
PLEASE TAKE ALL 4 MEASURES		W	WIDTH		HEIGHT	
TO GET RIGHT S	THE	Your INTERNAL width is	Your EXTERNAL width is greater than or equal to	Your INTERNAL height is	Your EXTERNAL height is greater than or equal to	Order Thi Size (Wx)
EXTERNAL WIDTH		65 - 75cm	80cm	190 - 196cm	200cm	
	T	65 - 75cm	80cm	230 - 236cm	240cm	80x240cm
INTERNAL WIDTH	DL	65 - 75cm	BOom	240 - 246cm	250cm	80x250xm
	100	75 - 85cm	90cm	190 - 196cm	200cm	90x200cm
		75 - 85cm	90cm	230 - 236cm	240cm	90x240om
		75 - 85cm	90cm	240 - 245cm	250cm	90x250cm
		77 - 87cm	92cm	198 - 208cm	212cm	90x212om
ğ	1 8	85 - 95cm	100cm	196 - 206cm	210cm	100x210cm
5	2	85 - 95cm	100cm	206 - 235cm	220cm	100x220cm
MISSAC	20	85 - 95cm	100cm	230 - 236cm	240cm	100x240cm
Ę	8	85 - 95cm	100cm	240 - 245cm	250cm	200x250cm
		105 - 115cm	120cm	206 - 236cm	220cm	120x220cm
	100	105 - 115cm	120cm	230 - 236cm	240cm	120x240cm
		195.195cm	14000	230 - 236cm	240cm	140x240cm

Hands filled with shopping? Pets & kids can't decide if they're in or out?



VIEW OUR ENTIRE RANGE OF SCREENS





HIGH PURITY. LOW MELT POINT.







...IN ANY COLOR













CHOOSE YOUR DTF CONSUMABLES







TU	1771		
trendyprintingpros	trendyprintingpros		
DTF Film A4	DTF Film A3		
40 Sheets	40 Sheets		
*			
Brighter Colors	Brighter Colors		





Minimalist, Aluminum Wallet *** 3.4 x 2.1'







ECHO (CHARLIE IS A VETERAN-OWNED SMALL BUSINESS I THE USA & PROUD TO SUPPORT THE





	CARBON FIBER	GREEN	BLUE	BLACK	GREY
METAL	3K TWILL WEAVE CARBON FIBER	RUSTPROOF 5052 ALUMINUM AULOY	RUSTPROOF 5052 ALUMINUM ALUDY	RUSTPROOF 5052 ALLMINUM ALLOY	RUSTPROOF 5052 ALUMINUM ALLOY
Corrosion Resistant		×	× .		
Gift Set for Men	Gift Bowed	GPt Bused	Gift Bowd	GPI Boxed	Gift Boxed
Inclusions	Hard Wallet + Money Clip + Cash Strap + Hex Screedings + Estra Screen	Hard Wallet + Money Olip + Cash Strap + Hex Screwdriver + Extra Screws	Hard Wallet + Money Clip + Cash Strap + Hex Screediner + Extra Screes	Hard Wallet + Money Clip + Cash Strap + Hox Screedher + Extra Screen	Hard Wallet + Money Clip + Cash Strap + Hen Screedriver + Extra Screen
RFID Blocking		× .	× .	-	/
521	34121	34x27*	3.4 x 2.1°	3.4 x 2.1"	3.4 x 2.1"
MONEY CLIP					
CASH STRAP					,



Гd Be Lost Without You Necklace, S925 Silver, White-Gold Aesthetic With Premium CZ Simulant Diamond



A DRESSY & CASUAL NECKLACE FOR WOMEN THAT WON'T IRRITATE













Case Study 2

Messaging Done Right = Better Reviews

As with all clients, Brook had diligently filled in his **Product Brief** form, and I was crystal clear on the messages he wanted delivered to the target market. I wrote the sales copy to convey the message, Brook approved, and it went to market as I had described it. Sales were good! But the bad reviews were coming in hot, too! Uh oh.

Brook reached out to me to make changes to the information on the Product Brief, and I changed the language in the copy. The goal was to remove those bad reviews while maintaining great sales. Or increasing them.

I softened the language and aligned the features to be more accurate, and Brook worked on a new color variation that was going to be a more popular choice. This team effort saw ...

A 104% increase in conversions!

&

An increase of 18% in my product's review score without changing the product itself (Brook)

Brook's Testimonial

Stacey knows how to balance hard hitting copy that will drive conversions without overpromising or sounding too over-the-top. She is also precise in her messaging so that there are no unintended or falsely perceived product benefits.

I have found that **getting both components right is critical to ensuring your product meets customer expectations, which in return results in positive reviews.** Stacey's work was able to produce an increase of 18% in my product's review score without changing the actual product itself. This highlights how critical it is to get the messaging right, and how effective Stacey is at her craft.

Stacey's Copywriting and A+ Content doesn't just sound and look good, it produces results:

- 104% Increase in Conversion Rate!
- 63% Increase in Click-Through Rate!
- 18% Increase in Review Score!

The Product Brief is the place for clients to tell and show me all about their product in full detail. I write strong copy that sells, so all information needs to be correct and exact. In Brook's case, we had oversold the features resulting in tons of sales, but also negative reviews! Re-aligning the messaging produced a better listing performance overall.

Haha on Wah!!

Sometimes your customers need different tonality. So while the examples you see might not be your cup of tea, it's worth chatting to me to discuss the tone you need for your next Product Description.

FEMALE CONCERNS

SUPER COMFORTABLE: Just like all customers, when you open the pack you'll be surprised at how small it looks! But slip into our soft 92% cotton/ 8% spandex maternity shaper and you'll also be surprised at how stretchy, supportive and super comfy it is to fit. With sheer belly support and extra breathability, this light/medium under belly pregnancy belt delivers gentle relief from gravity.

MALE HUMOR

FISHING, NOT FUMBLING: We've all seen fishermen digging around in their fishing bag like a flustered woman digging through her handbag, right? Don't be that guy. With its 11x quick access pockets, and spacious practical size, serious fishermen know the Calissa Blackstar is the only tackle backpack that keeps you organized. Because, only fish should flap around

Soft, Yet Compelling.

You brought my products to life in a very personal way for the ladies shopping for my maternity products. The result of the new listing was a 20% increase in sales! That is amazing! You bring the text to life in a soft yet compelling manner. - Victor Aldaheff, Aldaheff Brands.

FASHIONABLE

ROCK YOUR HEART OUT: Glam up, step out, and dive deep into the music with KARIZMA 24K Gold Face Glitter. Overflowing with a spectrum of gold stars, shiny speckles, shimmery dust, fun hex's and our amazing "are you sure it's not real gold" sparkle, it's decadent festival luxury for everyone.

RELATABLE

A CUTE MONEY SAVER: As a new mom, the costs can really add up. From disposables like wipes and diapers, to big ticket cribs and strollers, any little saving is a welcome relief. So we created a wholesale bundle of silky soft bamboo bibs and newborn swaddle blankets to help ease that new mom burden.

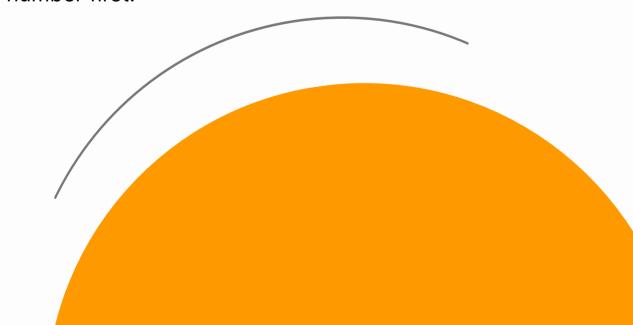
LUXURY

An Easton Marlowe Man is not the kind of man who settles for the type of adult socks that 'other men' wear. An Easton Marlowe Man wears socks that are smart and comfy - with or without shoes, and with the kind of fit and stitching that only European socks offer. Clever patterns show he's interesting and unique, but at the same time, professional and discrete.

TECHNICAL

LETS GET STARTED! So, you've got a busted pull recoil, huh? Well, not only have we got a recoil pull starter with starter cup and bolts to get you back mowing, trimming, blowing or riding -- but we added an SPARE handle just in case you needed an extra one of those, too! Start off on the right foot, with WHIFQ.

COMPATIBLE WITH: WHIFQ is not affiliated with, but IS compatible with the following: Honda GX120 GX160 GX200 Engines - 212CC: Predator Engines - 173CC Predator - 179CC/196CC Predator and Champion Power Equipment. The Parts Number is 28400-ZE1-003ZF, 28400-ZH8-013YA. As a general small engine recoil starter, it'll work with most things. But check the parts number first!



PRICING

2 0 2

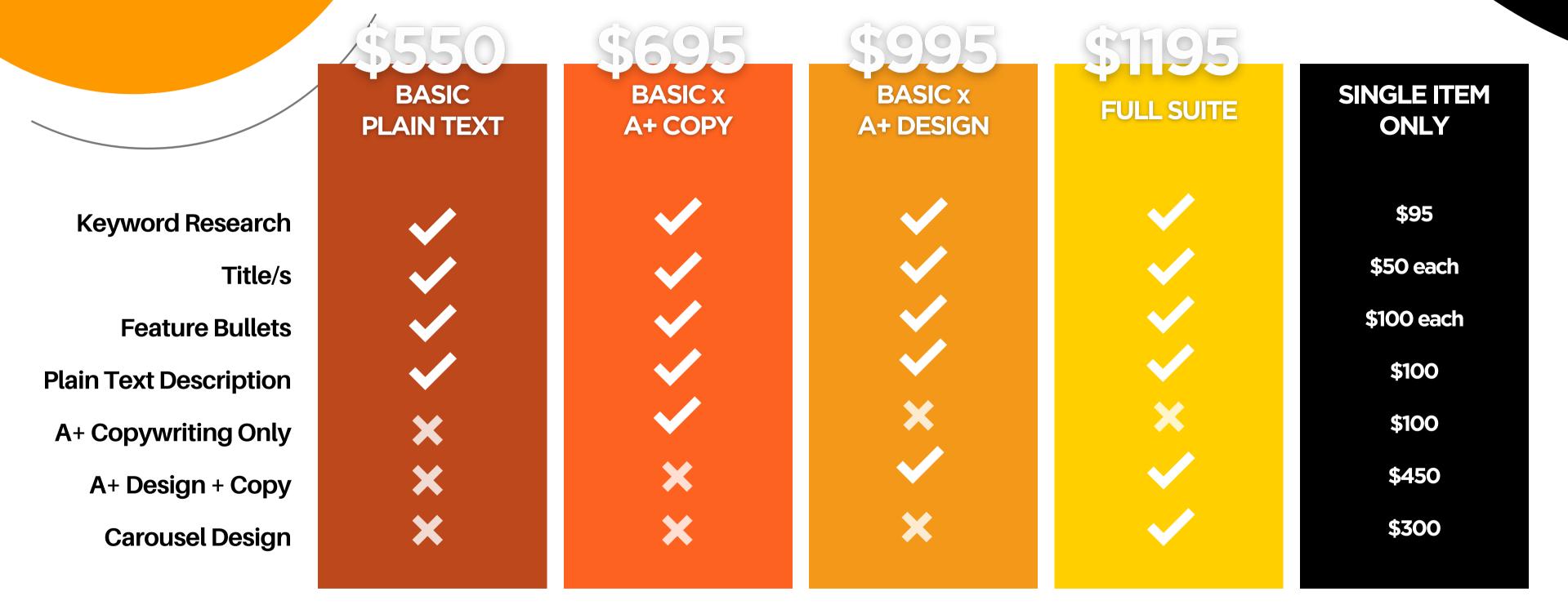
www.amazonsaleswarrior.com

Stacey significantly increased our conversions on some of our products. Here are few examples: Forscoline: 16.2% to 19.2%. Colon Detox virtually doubled from 7.6% to 13.30%...Turmeric: 18.70% to 21.5%. L-Arginine: 13.7% to 18.4%. There were more, this are just few I found in our tests. - Vladimir, Potent Organics & Other Brands

I was blown away with the copy for the first product she did for me. I didn't expect to sell so many units without reviews and without a giveaway. Now we're on the third product working together. I would definitely recommend, worth every penny. Thank you Stacey!! - Nesha

Between Stacey and I, we NAILED IT! Stacey's copywriting, combined with my water-tight Value Prop achieved an increase in conversion from 10% to 30%! - Hiro

Amazon Product Description Pricing



Backend Search Terms / Generic Keyword List Included

INCLUSIONS

KEYWORD RESEARCH/SEO

In collaboration with you, I identify the most relevant Keywords and Phrase Match items you need your product to be found for and place them in prime positions for indexing and ranking.

TITLE/S

Your title/s are written according to our collaborative SEO strategy. Titles are designed to work with your PPC for indexing, ranking + clicks

FEATURE BULLETS

Your products best features and benefits written with SEO for rapid indexing and personality.

PLAIN DESCRIPTION

A 500-2000 character plain text description written to showcase your product as well as adding extra SEO for indexing. Your description will be formatted according to whether you have A+ Content vs A+ Premium, or whether you're simply using it as a standalone piece of copy. For example, it is a good idea to create a 550 character description (without too much keyword stuffing) for clients who are using A+ Premium as this description is visible

A+ CONTENT COPYWRITING

Before infographics, all A+ content was text underneath images. But guess what? This style still sells like hotcakes! If your service includes A+ copywriting, I will create your text blocks and as a BONUS I will suggest the best types of images you should use with the copywriting.

A+ CONTENT DESIGN

Send me the best & final images from your photographer with your logo and I'll create a beautiful A+ Display of your product. You will receive your "Amazon-Ready" images in the highest resolution possible. DESIGN DISCLAIMER: Your original images need to be high resolution for a high resolution output. I work with finished professional photography only to create A+ Advertising Display. I don't do photoshopping, graphic design manipulation or photo retouching.

CAROUSEL DESIGN

150.6 Million Amazon Shoppers use the App each year. These shoppers will see your carousel images before anything else, so this is prime real estate that needs not only images, but also a sales pitch! I create a suite of 7 carousel images (including your main white background image) with infographics or overlay text that helps deliver the sales message.



I hired Stacey to write my Amazon Product Description for a chopping board set I was launching. In the first 3 weeks of selling I had over £4,000 of sales, which accumulates to around 150 units! Needless the say, the launch was success. *Doug Sneddon - Chopahok*

I worked with Stacey on my first Amazon listing and pleased to say, I sold \$700 in my first week while other new sellers make \$1000 in their first month! And, my listing is converting at 35%! Needless to say, it completely exceeded my expectations for a new seller! - Andy S

I was blown away with the copy for the first product she did for me. I didn't expect to sell so many units without reviews and without a giveaway. Now we're on the third product working together. I would definitely recommend, worth every penny. Thank you Stacey!! - Nesha Camille

Exceeds Expectations.

And Earns +5 Star Upwork Reviews Consistently.

- "Just UNREAL. An absolute expert in all things Amazon who went beyond the scope of our work"
- "Already we're seeing an increase in sales and ranking"
- "Stacey did amazing work ... she also significantly increased our conversions... She was one of the best people I worked within the last 5 years"
- "Awesome creative work that never fails to boost or generate sales."
- "Stacey exceeded my expectations"
- "Best freelancer I've ever worked with!"

https://www.upwork.com/freelancers/~01e5805338d82e275e?mp_source=share

info@staceyhancock.co.nz

CONTACT

www.amazonsaleswarrior.com