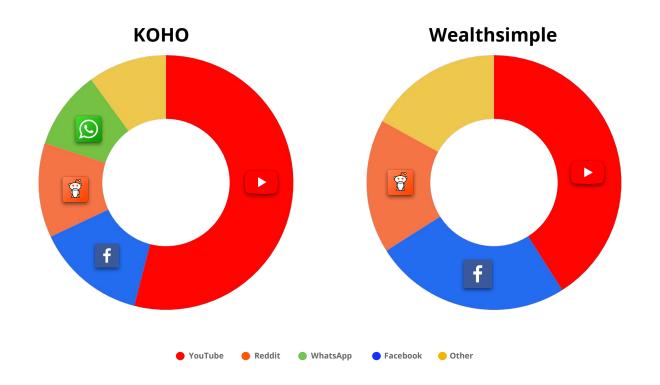
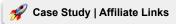
KOHO

Upgrading Influencers to Affiliates to
Drive Account Sign Ups
Financial Services

Since January 2020, YouTube generated the highest volume of social site visits for both KOHO (54%) and Wealthsimple (41%).





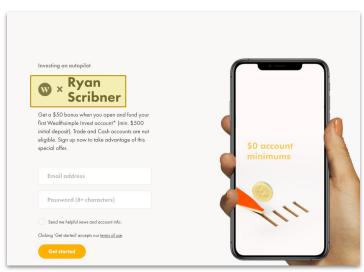


To drive traffic from YouTube, Wealthsimple provides influencers with an affiliate link, which allows them to earn a commission for new sign ups.



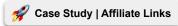
Click to View

An affiliate link is included in the video description: "https://ryanoscribner.com/wealthsimple" which includes the name of the influencer.



Click to View

The "Sign Up" landing page includes the influencer's name and features a \$50 sign up bonus.

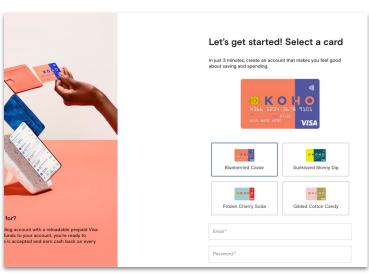


KOHO also has an affiliate program, where they provide influencers with a personalized promo code.



Click to View

An affiliate link is included in the video description, as well as a sign up code "CHARLEEWAYNE".



Click to View

The affiliate link directs users to a Sign Up landing page, where they can choose their credit card color of choice.

Every affiliate link in the YouTube video description includes a promo for customer acquisition:

\$50 Free Cash

Resources I Use and Recommend:

Open a Wealthsimple Trade account and get \$10 for free when you deposit \$100!: https://bit.ly/wealthsimpletradegriffin

Get \$50 of FREE CASH when you open a Wealthsimple account and deposit a minimul \$500!: https://wealthsimple.sjv.io/KY7mN

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\$10K Managed for Free

SIGN UP FOR WEALTHSIMPLE & GET \$10K MANAGED FOR FREE https://www.moneyaftergraduation.com/...

Click to View

1.5% Cashback for 3 Months

SIGN UP & GET A SPECIAL BONUS

To get 1.5% cashback for 3 months after sign up, use code MOMONEYPROMO or visit https://app.koho.ca/referral/MOMONEYP...

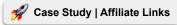
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Recieve \$10 If You Trade \$100

CDS eligibility: https://www.cds.ca/cds-products/cds-c...

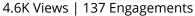
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KOHO worked with <u>Jessica Moorhouse</u>, a micro finance influencer, to create a blog post reviewing KOHO, which was accompanied by a YouTube video.





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What Is KOHO?

To get a better sense of what KOHO actually is, I want to clear some things up first.

KOHO is not a bank. KOHO is a prepaid and reloadable VISA card available in Canada. In other words, it's similar to a VISA Debit card since you're loading your own money onto it (not



borrowing funds), with the added benefits of earning cashback like a regular credit card. A better way to describe it would be it's a digital spending account that comes with a physical card and app.

What Are KOHO's Benefits & Features?

I read a ton of forums and review blog posts to see what questions people had about KOHO, and I'm hoping the following should answer all of your pressing questions:

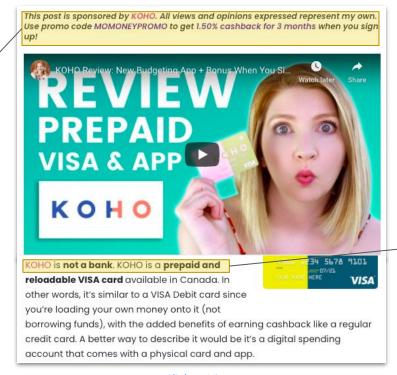
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In the blog post, Jessica Moorhouse included both a promo code and an affiliate link to get 1.50% cashback for 3 months.

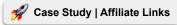
Encourages her subscribers to use her promo code "MOMONEYPROMO" to get 1.50% cashback for 3 months



Includes an affiliate link (https://app.koho.ca/referral/ MOMONEY20") that directs readers to a sign up page







The blog article also included detailed instructions on how to load funds into a KOHO account, and advertised KOHO Premium to upsell new and existing customers.

How Do You Load Funds into Your KOHO Account?

The easiest way to load funds into your KOHO account is via Interac e-transfer. At first, it sort of feels like you're sending an Interac e-transfer to KOHO and you'll never see your money again, but for my first load onto the app, I e-transferred \$50 and within a few minutes I got notified that the transfer was successful.



I honestly had to read the instructions a few times, but it's fairly simple:

- Log into your bank account.
- Set up a new e-transfer contact with the email load@koho.ca.
- If you have to set up a first and last name, use something like KOHO Load (that's what I did).
- . For the Security Question for that contact, put KOHO Load Code.
- For the Security Answer, put your code that noted in the app in the "Add Funds" section.
- Choose an amount to e-transfer and hit send

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What Is KOHO Premium?

With the regular version of KOHO, it's free to use and there are no fees whatsoever. But, if you want some added benefits and features you can choose to upgrade to KOHO Premium for \$9/month (or \$84/year). To test it out, you can do a 30-day free trial and can cancel anytime.

What KOHO Premium will get you is:

- 2% cashback on eating and drinking (restaurants, bars, coffee shops, fastfood, and food delivery services),
- groceries (all larger chains and smaller stores) and transportation (Uber, Lyft, gas, 407 tolls, transit tickets and passes, parking, and car rentals).
 You'll also still get 0.50% cashback on all other spending categories.

KOHO Premium

Level up your rewards and savings with KOHO Premium

2% Instant cash-back on eating & drinking, groceries, and transporta

- Free foreign exchange transactions. They'll cover the 1.5% fee that is normally charged by the payments network on any purchases made at merchants outside of Canada.
- Free access to a financial coach. Coach has a CFA and FPSC LI
 designation and can give you advice on budgeting, financial planning,
 and debt, and answer questions about taxes, credit scores and investing.
- Price-matchina, whereby you can send in recent past receipts made

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Key Takeaways

From the Affiliate Case Study

Tactic — **YouTube & Blog Affiliate Marketing:** Partner up with micro YouTube influencers and bloggers in the financial space and provide them with affiliate links or a customized promo code. Creating an affiliate program will encourage influencers to produce high quality video content about your brand without having to sponsor every video, as there is now a financial incentive.

Tactic — **Attract New Customers With a Promo:** Include a promo with your affiliate link. Competitors such as Wealthsimple and KOHO are offering cash back bonuses for new customers. Encourage your affiliates to promote deals whenever they advertise their affiliate link to boost sales.

Track Affiliate Sales & Reward Your Affiliates: Use tools such as <u>Voluum</u> to track the performance of your affiliates and optimize your affiliate strategy. Reward high performing influencers with higher commission rates or offer additional benefits to build a strong relationship with your affiliate network.

