## **CASE STUDY**



# CURE FOUND FOR ROCK THE TREATMENT'S MARKETING!

### **History**

Rock The Treatment, was founded in 2013 by Stacy Berkowitz, when she designed a gift basket for a friend who was undergoing chemotherapy. The gift was so well received that Stacy created Rock The Treatment, so that others could present gifts that are meaningful and useful to their friends, families and associates.

Every Rock The Treatment basket has a very specific purpose and has been chosen to provide a maximum benefit with the goal of making the recipient look and feel their very best.

### **Challenge**

The company grew slowly over the years, mostly by word of mouth. Stacy wanted to "build the business so she could do Rock The Treatment full time". While business was good, the revenue wasn't sufficient to allow her to leave her full-time job.



HUNTER is a Digital Marketing & Strategy agency that helps businesses excel in the digital economy.

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#### Solution

When Stacy was referred to HUNTER Digital all she had was a website and a dream! Together, our team and Stacy set the strategy and HUNTER began testing Google Adwords and Product Ads. At the same time, we updated the website for improved SEO (organic ranking). In just 60 days, we found the "cure" to Rock The Treatment's marketing ills.







#### Results

Sales at Rockthetreatment.com are off the charts! HUNTER has increased Rock the Treatment's sales volume by over 800% with a 5X ROI. Business is so strong at Rock The Treatment that we recommended Stacy increase her prices by 10% to improve her bottom line. Even with the price increase Rock The Treatment saw no drop in sales volume... Just more money in Stacy's pocket!!

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