FRESHLY

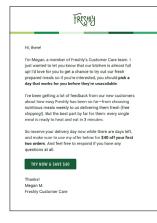
# LEADS WELCOME FLOW

**Final** 

## SERIES OVERVIEW - WITH OFFER













## **SERIES OVERVIEW - WITHOUT OFFER**













## **EMAIL 1 (DAY 1) - LETTER FROM MIKE**

#### WITH OFFER

SL: \$40 off your first two weeks of

Freshly's prepared meals

PH: Here at Freshly, we want to make mealtime easy for you. Find out how.



Hi, I'm Mike, Freshly's CEO and Co-Founder.

As you try us out, I wanted to let you know what you can expect from our #1-rated\* meal service.

The big news: With us, your days of meal prep are over. We do the shopping, prepping, and cooking for you so you can enjoy mealtime without the work.

Even better? **Our meals are ready in minutes.** Every fresh prepared meal is ready to heat and eat in 3 minutes. No catch, no cleanup—I promise you that.

Plus, we'll deliver the meals of your choice right to your door every week. Don't worry—it's easy to skip a week or cancel if you need to, and shipping is always free.

Most importantly: we put a lot of thought into crafting our **fresh**, **all-natural meals**, sourcing high-quality ingredients to make dishes that're both tasty and good for you.

We're ready to cook for you. Are you ready to get an hour a day back? If so, redeem my special offer below for \$40 off your first two orders.

#### TRY FRESHLY & SAVE \$40

Thanks for checking us out, Michael Wystrach

\*As rated by an independent review company.

## **EMAIL 1 (DAY 1) - LETTER FROM MIKE**

#### WITHOUT OFFER

SL: Inside scoop on Freshly's prepared meals

PH: Here at Freshly, we want to make mealtime easy for you. Find out how.





Hi, I'm Mike, Freshly's CEO and Co-Founder.

As you try us out, I wanted to let you know what you can expect from our #1-rated\* meal service.

The big news: With us, your days of meal prep are over. We do the shopping, prepping, and cooking for you so you can enjoy mealtime without the work.

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We're ready to cook for you. Are you ready to get an hour a day back?

#### TRY FRESHLY

Thanks for checking us out, Michael Wystrach

\*As rated by an independent review company.

## EMAIL 2 (DAY 3) - MEAL FOCUS

SL: Can you guess Freshly's most popular meals?

PH: Get \$40 off your first 2 weeks of best-selling faves. Which one would YOU try first?

## WITH OFFER



## EMAIL 2 (DAY 3) - MEAL FOCUS

SL: Can you guess Freshly's most

popular meals?

PH: Check out our fan faves. Which one would YOU try first?



## **EMAIL 3 (DAY 6) - LETTER FROM MEGAN**

SL: Megan from Freshly here! Want to reserve your spot?

PH: Since you didn't get a chance to order yet, I thought I'd say hi.

#### WITH OFFER



#### Hi, there!

I'm Megan, a member of Freshly's Customer Care team. I just wanted to let you know that our kitchen is almost full up! I'd love for you to get a chance to try out our fresh prepared meals so if you're interested, you should pick a day that works for you before they're unavailable.

I've been getting a lot of feedback from our new customers about how easy Freshly has been so far—from choosing nutritious meals weekly to us delivering them fresh (free shipping!). But the best part by far for them: every single meal is ready to heat and eat in 3 minutes.

So reserve your delivery day now while there are days left, and make sure to use my offer below for \$40 off your first two orders. And feel free to respond if you have any questions at all.

## TRY NOW & SAVE \$40

Thanks! Megan M. Freshly Customer Care

## **EMAIL 3 (DAY 6) - LETTER FROM MEGAN**

SL: Megan from Freshly here! Want to reserve your spot?

PH: Since you didn't get a chance to order yet, I thought I'd say hi.

#### WITHOUT OFFER



#### Hi, there!

I'm Megan, a member of Freshly's Customer Care team. I just wanted to let you know that our kitchen is almost full up! I'd love for you to get a chance to try out our fresh prepared meals so if you're interested, you should pick a day that works for you before they're unavailable.

I've been getting a lot of feedback from our new customers about how easy Freshly has been so far—from choosing nutritious meals weekly to us delivering them fresh (free shipping!). But the best part by far for them: every single meal is ready to heat and eat in 3 minutes.

So reserve your delivery day now while there are days left. And feel free to respond if you have any questions at all.

#### **GET STARTED**

Thanks! Megan M. Freshly Customer Care

## **EMAIL 4 (DAY 10) - NUTRITIONAL FOCUS**

#### WITH OFFER

SL: Check "nutritious eating" off your daily to-do list

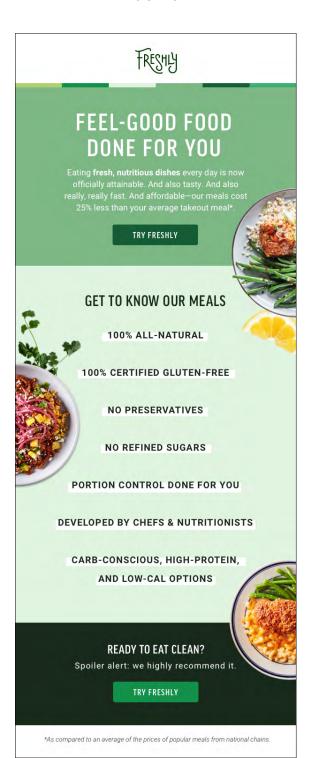
PH: And save \$40 on our fresh, nutritious meals. Get to know our meals!



## **EMAIL 4 (DAY 10) - NUTRITIONAL FOCUS**

SL: Check "nutritious eating" off your daily to-do list

PH: Our nutritionists wrote that subject line. We let them have it.



## **EMAIL 5 (DAY 15) - TESTIMONIALS**

WITH OFFER

SL: What do people REALLY think about Freshly meals?

PH: Our customers have a lot to say. See why and save \$40 on your first two weeks.



## **EMAIL 5 (DAY 15) - TESTIMONIALS**

SL: What do people REALLY think about

Freshly meals?

PH: Our customers have a lot to say.



# EMAIL 6 (DAY 21) - BENEFITS OF FRESHLY

WITH OFFER

SL: Top 5 reasons you need Freshly in your life

PH: Get \$40 off and find out the benefits of eating Freshly.



# EMAIL 6 (DAY 21) - BENEFITS OF FRESHLY

SL: Top 5 reasons you need Freshly

in your life

PH: What're the benefits of eating

Freshly? Oh, let us tell you.



