



The Year-Round Holiday Marketing Game Plan

This guide helps you plan, execute, and maximize festive trends in every season, ensuring your holiday marketing strategy works for you year-round — no last-minute scrambling!

Q1 PLANNING

Kickstart the Year – Fresh Marketing Moves to Spark Growth

A new year brings new opportunities to connect with your customers. This guide helps you start strong with marketing ideas that build momentum, strengthen your brand, and set the tone for a successful year ahead.

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New Year's Day



Valentine's Day



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St. Patrick's Day



NEW YEARS DAY

Holiday: New Years Day

Date: January 1

New Year's Day marks the end of the holiday season, and it's a time when customers are focused on fresh starts, new beginnings, and establishing good habits for the upcoming year. This is a great time to re-engage leads via email and use personalization to create light and fun marketing campaigns.

Slogans



New Year, New Savings!



Ring in the New Year with Us



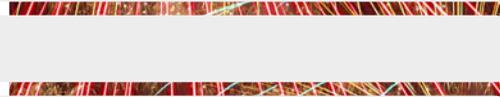
New Year. Same Great Service.



Your New Year Starts Here!



Celebrating You This New Year!



Marketing Ideas

1

New Year, New Offering: Launch a highly anticipated product or service to kick off the year and excite your customers.

2

New Year Guides & Tips: Build trust and credibility by sharing tips, tutorials, or inspiration to help your audience kick off the year with confidence.

3

Business Resolution Series: Share your company's New Year's resolution on social media, and keep followers engaged by turning it into a series with regular updates.

4

New Year Specials: Promote a "New Year, New You" deal with service upgrades, bundled packages, or early-bird discounts for January bookings.

5

New Year Welcome Back Campaign: Re-engage past customers with a special offer or freebie. Pair it with a catchy slogan like "Fresh Year, Fresh Start – Let's Try Again!"

EMAIL TEMPLATE — ×

From John Doe

To  Jane Doe ×

Cc Bcc

Celebrate New Year's Day with exclusive savings!

Hello [Customer Name],

Happy New Year! We're kicking off [Year] with a special offer designed to help you celebrate and start the year on a high note. For today only, you can get [Insert deal details].

[CTA Button:] Claim Your New Year's Offer

Remember: This deal is only available until midnight, so act FAST.

Wishing you a successful and exciting start to [Year]!

[Your Name]
[Your Business Name]

Send ▾         

VALENTINE'S DAY

Holiday: Valentine's Day

Date: February 14

Valentine's Day is a great marketing opportunity for service-based small businesses. People want to DO something for Valentine's Day – not just buy stuff. Experiences, events, and small gestures can help your business stand out. Not every campaign needs to be gushy. In fact, witty, playful, cheeky marketing often performs better, especially with younger audiences.

Slogans



You Won't Need Cupid to Love These Deals



Prices That Won't Break Your Heart ...or Your Wallet



Eat Your Heart Out: Valentine's Day Deals



Welcome to the Sweetest Savings of the Year



Love Stinks! (But Our Deals Don't)



Marketing Ideas

1

Treat your customers to a Valentine's Day thank-you gift: Small gifts are effective for customer appreciation. It could be a coupon for your store or a free consultation on a project. Giving away something for free shows customers that you value their business and gives people a reason to come back to your brand.

2

Add a match-making quiz to your website: Your website is one of the best places to generate customer engagement. One Valentine's Day idea is adding a match-making quiz to your website. But, rather than pairing customers with the person of their dreams, your quiz will tell them what products or services they'll like best. It's a fun, light-hearted way to make your website more interactive.

3

Start a love-themed content campaign: Love is in the air, and one of the best ways to share it is to post on social media and other content channels. Start a love-themed content campaign and capitalize on people's emotions during this holiday.

4

Launch a last-minute promotion or sale: For those who may forget to buy a gift for their loved ones on Valentine's Day, launching a "last-minute sale" targets an audience segment that might be screaming to find a gift. The sense of urgency and the timely offer will motivate them to act quickly and purchase your products or services.

5

Host a Valentine's Day Event: Host a fun and interactive event based on your industry (i.e. landscape company teaching how to arrange flower bouquets, contractors teaching woodworking to help design romantic decor).

EMAIL TEMPLATE — ×

From John Doe <seasonalmarketing@gmail.com>

To  Jane Doe ×

Cc Bcc

Love Local This Valentine's Day

Hi [Customer Name],

Whether you're treating a partner, a friend, or yourself, we've got something special to help you spread the love this Valentine's Day.

Check us out this Valentine's Day for [Offer/Deal]

No awkward dates, no cheesy poems — just sweet deals and local love.

- [Your Name] from [Your Business Name]

Send ▾         

PRESIDENT'S DAY

Holiday: President's Day

Date: February 16

President's Day is traditionally associated with big promotions. Many consumers expect discounts, especially on long weekends. Take advantage of that mindset by offering a flash sale, service bundle, or loyalty perk.

Slogans



No Debates. Just Great Deals.



Vote for the Value This Presidents Day



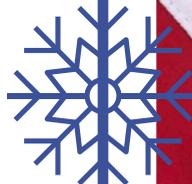
Four Score and a Few Bucks Off



Hail to the Deals



We Cannot Tell a Lie - These Deals Are Unbeatable



Marketing Ideas

1

Founding Father Freebie: Offer a free sample or quote on President's Day that gives customers a preview of your business.

2

Presidential Pardon: Offer a "Presidential Pardon" for overdue payments, allowing customers to settle their accounts with a discount or waived late fees.

3

Presidential Trivia Contest: Host a President's Day trivia contest on your social media platforms

4

Executive Order Discounts: Use the concept of "Executive Orders" to announce discounts via email and social media.

5

"Freedom to Choose" Sale: Give customers a list of discounts and sales to choose from and let them pick their favorite deal.

EMAIL TEMPLATE — ×

From John Doe <seasonalmarketing@gmail.com>

To  Jane Doe ×

Cc Bcc

No Debates: These Deals Win Every Time

[Customer Name],

This Presidents Day, we're making executive decisions — and they all favor your wallet. From [Start Date] to [End Date], enjoy exclusive discounts on our top [Products/Services].

Don't miss out on these historic savings. Visit our website today to learn more!

[Link to Offer]

- [Your Name] from [Your Business Name]

Send ▾         

ST. PATRICK'S DAY

Holiday: St. Patrick's Day

Date: March 17th

St. Patrick's Day isn't traditionally viewed as a big shopping holiday, but it's the perfect opportunity for small businesses to connect with their audience in fun, engaging ways. Lean into the festivities with themed content, giveaways, or events.

Slogans



Shamrockin' Savings Are Here!



Chase the Rainbow — and a Great Deal



A Lucky Break for Your Next Appointment



Seeing Green? Save Some, Too!



Steal the Gold - No Leprechauns Attached



Marketing Ideas

1

"Go Green" Sale or Promotion: Run a limited-time offer where customers who wear green or mention a St. Patrick's Day code ("Lucky25") receive a discount.

2

Lucky Draw or Spin-to-Win Contest: Host an in-store or online "Pot of Gold Giveaway" where customers enter to win discounts, freebies, or branded swag.

3

Festive Window & Social Media Makeover: Give your storefront, website, and social media pages a green-and-gold makeover for the week by updating cover photos, post themed graphics, and using fun emojis.

4

Limited-Edition "Lucky" Gift Cards or Loyalty Bonus: Offer a bonus gift card or extra loyalty points for purchases made on St. Patrick's Day (i.e. "Buy a \$50 gift card, get \$10 free – your lucky bonus!")

5

"Find the Gold" QR Treasure Hunt: Hide QR codes around your website, store, or social media posts that link to instant rewards or fun facts about your business.

EMAIL TEMPLATE — ✕

From John Doe <seasonalmarketing@gmail.com>

To  **Jane Doe** ✕

Cc Bcc

Feelin' Lucky? You Should Be. 🍀

Hey [Customer Name],

This St. Patrick's Day, we're giving you a reason to skip the rainbow chase.

Get ready for magically good deals, surprise perks, and maybe even a little bit of green in your wallet.

Whether you're shopping for something special, treating yourself, or just love a good deal — we've got you covered.

[Link to Offer]

You don't need luck to save — just good timing.

- [Your Name] from [Your Business Name]

Send          

Q2 PLANNING

Spring Into Action – Marketing Campaigns That Bloom

As business picks up and the days get longer, it's the perfect time to refresh your strategy. Use this guide to tap into seasonal energy with campaigns that attract attention, nurture leads, and keep your growth in full bloom.

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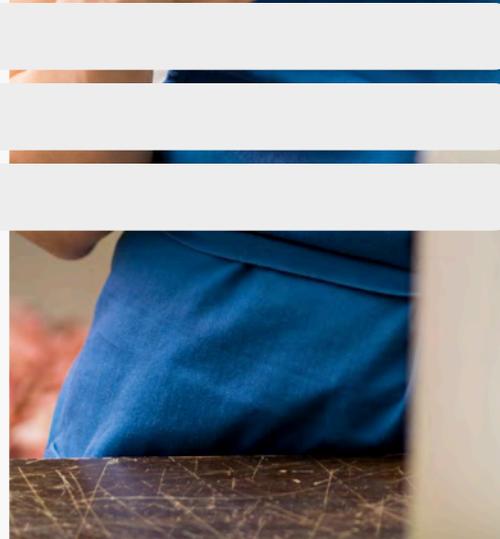
Mother's Day



Memorial Day



Father's Day



MOTHER'S DAY

Holiday: Mother's Day

Date: Second Sunday in May

Mother's Day is one of the biggest consumer holidays of the year. It's important to start your campaigns early and broadcast consistent messaging leading up to this holiday. You'll want to tailor your advertisements to people buying gifts early and those waiting until the last minute to shop.

Slogans



Make Her Day Shine – Special Savings for Super Moms



Say 'Thanks, Mom' with Something Thoughtful



She Took Care of You. Let Us Help You Take Care of Her



Do Something for the Woman Who Does It All



Raise a Toast to the One Who Raised You



Marketing Ideas

1

Mother's Day Flash Sale or Discount Promotion: Launch a Mother's Day weekend sale with limited-time offers. Pair with SMS and email reminders (i.e. "Her gift won't wait – sale ends Sunday!")

2

Gift Guide Campaign: Create a curated gift list or service bundle. Include categories like "For the Busy Mom" or "For the Mom Who Has Everything."

3

"Mom's Choice" Service Menu: Create a customizable "Mom's Choice" service menu where customers mix and match different services to create the perfect Mother's Day gift.

4

"Mom-umnetal" Contest: Launch a Mom-umental contest inviting customers to nominate a deserving mom. The winner receives a complimentary service package or gift basket of products from your business.

5

"Mom-isms" Social Media Campaign: Share funny or heartfelt "Mom quotes" from your customers/staff and invite followers to comment with their favorite for a chance to win a gift.

EMAIL TEMPLATE — ×

From John Doe <seasonalmarketing@gmail.com>

To  **Jane Doe** ×

Cc Bcc

 **Make Her Day: A Sweet Mother's Day Treat Inside**

[Customer Name],

She packed your lunches, cheered you on, and somehow always knew where your missing socks were. This Mother's Day, say thank you with something she'll actually love.

We're making it easy with [Deal/Offer] — just in time for Mom's big day.

Whether you're celebrating your mom, a mom-to-be, a stepmom, or someone who's like a mom, we've got thoughtful gifts that go beyond the usual card.

[Link to Offer]

[Your Name] from [Your Business Name]

Send ▾        ⋮ 

MEMORIAL DAY

Holiday: Memorial Day

Date: Last Monday in May

Memorial Day honors U.S. military personnel who have died in service. While sales and promotions are common, it's important to acknowledge the solemnity of the holiday. A brief tribute on your website, email, or social media post goes a long way in showing respect while still engaging your audience.

Slogans



Celebrate Freedom with Savings That Serve You



Remembering Those Who Gave Us the Freedom to Grow



Honoring Heroes with Every Order



Service You Can Salute – Call Today



Celebrate Freedom: Memorial Day Offers That Stand Tall



Marketing Ideas

1

Publish seasonal content on your blog: Memorial Day marks the changing of seasons, and you can drive more visits to your website by publishing seasonal content on your blog and web pages. Consider what your customers are doing this time of year. What advice can you give to make their lives easier? (i.e., “tips for Memorial Day” or “tips for Spring and Summer”).

2

Participate in the National Moment of Remembrance: Established in 2000 to honor U.S. service members, it takes place at 3 p.m. as a moment of silence. Opt for an educational route, explain what it is on your website, storefront, or social channels, and why you observe it each year.

3

Veteran Appreciation Program: Launch a program offering special discounts or free services to veterans and active military personnel. Promote the initiatives through local veteran organizations and social media platforms.

4

Memorial Day Discount Campaign: Offer a special discount or promotion for services booked during the Memorial Day weekend. This could be a percentage off or a bundled service package.

5

Memorial Day Social Media Contest: Host a social media contest that encourages followers to share their Memorial Day celebrations or stories about veterans they know. Offer a prize, such as a free service or gift card, for the best submission.

MEMORIAL DAY

EMAIL TEMPLATE



From John Doe <seasonalmarketing@gmail.com>

To  Jane Doe 

Cc Bcc

Honor Memorial Day with Exclusive Savings 🇺🇸

[Customer Name],

As we approach Memorial Day, we want to thank the brave men and women who have served our country. In their honor, we're offering exclusive discounts on our [Products/Services] to help you refresh and rejuvenate your home or business.

From now until [End Date], enjoy [Discount]% off on [Product/Service]. Buy today and celebrate this Memorial Day with peace of mind and savings that honor those who have served our country.

Thank you for supporting a business that proudly stands behind our heroes and community.

Sincerely,
[Your Name] from [Your Business Name]

Send



FATHER'S DAY

Holiday: Father's Day

Date: Third Sunday in June

Father's Day is a major retail and service opportunity that small businesses should capitalize on — even if you're not selling traditional “dad gifts.” Shoppers want quick gift ideas, last-minute deals, and convenient booking options. Start promotions 1–2 weeks before Father's Day, but don't forget the last-minute crowd with flash deals and discounts.

Slogans



Service as Strong as Dad's Coffee



For the Man, the Myth, the Legend — Treat Dad Right This Father's Day



Built Right. Just Like Dad.



Strong Deals for Strong Dads



Your Dad Is Super – And So Are Our Savings!



Marketing Ideas

1

Father's Day DIY Workshop: Host a virtual or in-person DIY workshop where dads can learn a new skill related to your service or industry.

2

Give Back with a "For the Dads Who Serve" Initiative: Donate a portion of Father's Day sales to a cause that supports fathers – such as veteran programs or fatherhood mentorship groups.

3

Offer "Bring Your Dad" Experiences: Encourage customers to bring their dad in for a shared experience – a free coffee, haircut, workshop, or tasting.

4

Create a "Father's Day Flash Sale Hour": Announce a one-hour surprise sale on social media or website (example "1-2 p.m. on June 15 – 30% off all dad gifts").

5

"Dad-Approved Deals" Treasure Hunt: Hide small "Dad Deal" codes across your website, social media, or store (like mini scavenger hunt clues i.e. "Find all three Dad Codes and unlock 20% off.")

EMAIL TEMPLATE — X

From John Doe <seasonalmarketing@gmail.com>

To J Jane Doe X

Cc Bcc

Join Our Exclusive Father's Day DIY Workshop!

Hi [Customer's Name],

This Father's Day, we're celebrating the dads who do it all with an exclusive DIY workshop!

Whether he's a home improvement hero or a business-savvy dad, our workshop offers something for everyone.

Join us on [Date] at [Location] for a fun and informative session where Dad can learn new skills and enjoy special discounts on our services. Spaces are limited, so reserve your spot today!

Reserve at: [Link]

Thanks,
[Your Name] from [Your Business Name]

Send ▾ 📎 🔗 😊 📁 🖼️ 🔒 ✍️ ⋮ 🗑️

Q3 PLANNING

From Summer to Success – Strategies to Carry You Into Q4

Summer’s slower pace doesn’t have to mean slowing down your marketing. This guide helps you stay visible, engaged, and ready to roll into your business season yet – setting the stage for a powerful Q4 finish.

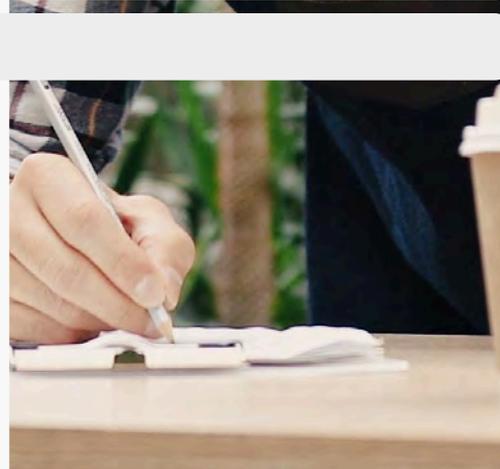
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Fourth of July



Labor Day



4TH OF JULY

Holiday: 4th of July

Date: July 4

The 4th of July is an excellent opportunity for small business owners to connect with customers and drive seasonal revenue. During this holiday, customers are more likely to support local businesses and spend on experiences, food, services, and gifts. People also travel, so launch campaigns a week or two before July 4th and send last-minute reminders or flash deals for the weekend.

Slogans



Fireworks Start Here – Deals That Light Up Your Summer!



Celebrate Freedom with Prices That Pop!



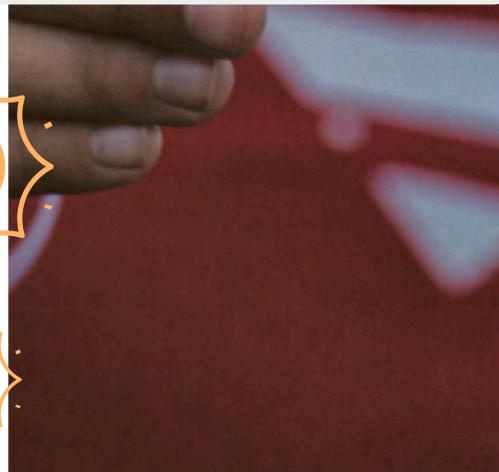
Red, White, and Boom: Big Deals This July



Proudly servicing Red, White, and You



Let Freedom Ring... and the Savings Begin!



Marketing Ideas

1

Share a “Fourth of July Gratitude Wall”: Create a social or in-store “gratitude board” where customers can write what freedom or community means to them.

2

Launch a “Sparklers & Savings” Email Series: Send a short three-day email sequence leading up to the holiday:

Day 1: “The Sale’s Heating Up”

Day 2: “Your VIP Early Access Start Now”

Day 3: “Last Chance Before the Fireworks Fly!”

3

Host a “Grill & Chill” Giveaway: Give away a small prize (like a grill set, cooler, or local BBQ gift card) with every purchase or via social media.

4

Offer a “4-for-the-4th” Deal: Bundle four products or services at a special price – or offer a “buy 3, get the 4th free” promotion.

5

Red, White, and Review Campaign: Encourage happy customers to leave a positive review after using your service in June or early July. Offer a price for a random reviewer or a discount on their next visit.

EMAIL TEMPLATE — ✕

From John Doe <seasonalmarketing@gmail.com>

To  Jane Doe ✕

Cc Bcc

 Celebrate Independence Day with [Offer]

Hi [Customer Name],

This Independence Day, we're showing our appreciation to customers like you with a deal that shines brighter than Uncle Sam's fireworks.

Whether you're planning a summer getaway or staying close to home, we've got what you need with [Offer] until [Date].

These deals won't last long — secure your spot today and celebrate with savings that sparkle!

PS: Don't forget to leave us a review after your visit — your feedback helps our small business grow!

Thank you for supporting local. Wishing you and your family a safe and happy 4th of July!

[Your Name] from [Your Business Name]

Send          

LABOR DAY

Holiday: Labor Day

Date: First Monday in September

Labor Day marks the end of the summer and is often seen as the last big retail push before the fall season. Shoppers expect deals, especially on apparel, home goods, outdoor gear, beauty, and services. It's a short sales window (typically just Friday through Monday), so it's important to emphasize limited-time deals and sales.

Slogans



Work Hard, Shop Harder – Labor Day Deals Inside!



Labor of Love – Treat Yourself This Weekend



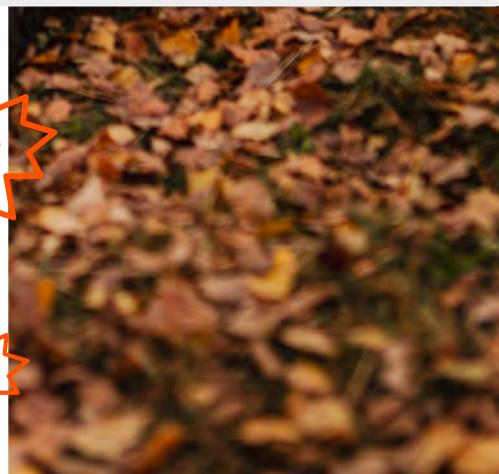
One Last Summer Splash – Check Out Our Labor Day Specials!



Gear Up for Fall – Labor Day Sale Starts Now.



Relax. We've Got You Covered This Labor Day.



Marketing Ideas

1

Launch a “This Weekend Only” or “Limited Time Offer”: Create a sense of urgency that convinces customers to buy immediately.

2

Have a sidewalk sale on Labor Day: If it’s a nice weekend, bring your business outside and advertise your products on the sidewalk, especially if you get good foot traffic to catch the attention of window shoppers.

3

Host, sponsor, or attend a Labor Day event: Labor Day is a federal holiday, meaning many people are free and available to attend events. Give your customers something to do this Labor Day weekend with an event (i.e. BBQ, workshop, sidewalk sale) sponsored or hosted by your business.

4

Labor Day “DIY Tips” Series: Share a series of DIY tips related to your industry leading up to Labor Day.

5

“Labor of Love” Loyalty Thank You: Surprise your top customers with a personalized thank-you email, a bonus discount, or a freebie “just because”.

LABOR DAY

EMAIL TEMPLATE

From John Doe <seasonalmarketing@gmail.com>

To  Jane Doe 

Cc Bcc

Work Hard. Save Harder.

Hello [Customer Name]

It's time to kick up your feet, soak in the long weekend, and treat yourself — you've earned it!

To celebrate Labor Day, we're offering [Deal/Offer] for a limited time only.

Whether you're planning a backyard BBQ, relaxing at home, or just enjoying the break — let us help make your weekend even better.

[Link to Offer]

[Your Name] from [Your Business Name]

Q4 PLANNING

Ending the Year with Marketing Momentum

Marketing through the holidays doesn't have to be stressful -- especially with a clear plan in hand. We'll help you make the most of Q4 with campaigns that engage your audience and drive sales.

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Halloween



Thanksgiving



Black Friday/Cyber Monday



Small Business Saturday



Holiday Season



HALLOWEEN

Holiday: Halloween

Date: October 31st

Halloween is the second biggest commercial holiday after Christmas in the U.S. It's an opportunity for small business owners to gain brand visibility without a huge budget. People expect creativity, humor, and a little spookiness, so don't be afraid to show your brand's playful side on Halloween.

Slogans



Boo-tiful deals just for you!



Don't ghost us — shop today!



Spook-tacular savings this fall!



Gourd big or gourd home.



Ghouls just wanna have fun...



Marketing Ideas

1

Sponsor a Halloween Party: Check community events for sponsorship opportunities like festivals, fairs, and parties.

2

Halloween Product Twist: Rename your signature product/service with a festive, spooky twist or roll out a Halloween-only special.

3

Movie Marathon: Rent a local theatre or use a projector to host a movie marathon. Use it as a networking opportunity for your business.

4

Scare-Free Guarantee: Run a playful campaign showing customers you deliver reliable service — no scares attached: *Don't get haunted by bad service — choose us this Halloween.*

5

Trick or Treat Discount: Encourage customers to visit your business in costume on Halloween for a special discount or freebie.

HALLOWEEN

EMAIL TEMPLATE

From John Doe

To  Jane Doe ✕

Cc Bcc

 **Spooktacular Savings Await You!**

Hi [Customer Name],

This Halloween, we're brewing up some frightfully good deals just for you!

Don't miss out on these limited-time offers like [Deal/Offer] — no tricks, just treats!

Click here to learn more about our Halloween specials: [Link]

Wishing you a hauntingly happy Halloween!
[Your Name] from [Your Business Name]

Send ▾         

THANKSGIVING

Holiday: Thanksgiving

**Date: Fourth Thursday
in November**

Thanksgiving is your opportunity to build emotional connections, thank loyal customers, and kick off the holiday shopping season with a clear intention. Launch your offer on Monday or Tuesday of Thanksgiving week to stand out from the crowd and beat the rush. Not every Thanksgiving campaign needs to be price-driven — try a giveaway, limited-edition product, or bundled offer.

Slogans



Gobble Up Great Deals: Feast on Savings This Thanksgiving



Stuff Your Cart with Savings



Harvest the Savings



This Thanksgiving, We're Thankful for Customers Like You



Gather. Give Thanks. Give Back.



Marketing Ideas

1

Thanksgiving Flash Sale: Run a limited-time Thanksgiving-themed promotion where select products or services are offered at a special price.

2

Customer Appreciation: Email or post a heartfelt Thanksgiving message (maybe even a short video) from your team thanking customers for their support.

3

Grateful Giveback Program: Launch a "Grateful Giveback" initiative where a portion of your Thanksgiving sales is donated to a local charity or food bank.

4

Social Media Gratitude Giveaway: Instead of lowering prices, run a "Gratitude Giveaway" where customers can win a product/service for sharing what they're thankful for in comments.

5

Holiday Shopping Guide: Organize your products or services into a shopping list with recommendations for gifts.

THANKSGIVING

EMAIL TEMPLATE — ×

From John Doe

To J Jane Doe ×

Cc Bcc

 Thankful for You: Special Thanksgiving Offers Inside!

Dear [Customer Name],

As Thanksgiving approaches, we want to express our heartfelt gratitude for your continued support.

To show our appreciation, we're offering exclusive deals on our products and services this holiday season. Whether you're preparing your home for guests or simply want to treat yourself, we've got you covered with savings that will make you thankful!

Check out our website for the latest holiday deals and arrivals: [Link]

[Your Name] from [Your Business Name]

Send ▾ 📎 🔗 😊 📁 🖼️ 🔒 ✍️ ⋮ 🗑️

BLACK FRIDAY/CYBER MONDAY

Holiday: Black Friday/Cyber Monday

Date: Friday & Monday after Thanksgiving

Black Friday and Cyber Monday can feel overwhelming for small business owners — especially with giant retailers dominating inboxes and ad space. But here's the good news: if planned for strategically, this holiday can have a big impact on small business sales too!

Slogans



Your Favorite Products, Your Favorite Prices — Today Only!



Shop Small, Save Big.



Grab It Before It's Gone — Black Friday Deal Inside!



Cyber Monday, Made Easy — Book Today!



Skip The Crowds & Shop Online... With Us!



Marketing Ideas

1

Referral Rewards: Encourage existing customers to refer friends and family by offering them a special Black Friday/Cyber Monday discount or a free service for each successful referral.

2

Deep Discounts & Limited-Time Offers: Lean into this discount heavy holiday, with your biggest price drop of the year or a time-sensitive promotion to create urgency.

3

Black Friday Sneak Peek: Start your holiday season early with exclusive access to seasonal deals.

4

Customer Appreciation Campaign: Offer a “thank-you bonus” (like free add-ons) for any returning customers.

5

Website Updates: Update your website and online store to include countdown timers and pop-ups advertising limited-time deals.

EMAIL TEMPLATE — ×

From John Doe

To J Jane Doe ×

Cc Bcc

📧 Flash Sale Alert: Limited-Time Offers Just for You!

Hi [Customer Name],

Get ready for our Black Friday Flash Sales! Throughout the day, we'll be unveiling surprise discounts on our most popular products and services like [Product/Service].

Keep an eye on your inbox and our social media channels to catch these deals before they're gone!

See you soon!
[Your Name] from [Your Business Name]

Send ▾ 📎 🔗 😊 📁 🖼️ 🔒 ✍️ ⋮ 🗑️

SMALL BUSINESS SATURDAY

Holiday: Small Business Saturday

Date: Saturday after Thanksgiving

Small Business Saturday is a holiday created specifically for small business owners. It's about celebrating your community and making connections with customers. Partner with other companies to expand your reach, and create ads highlighting your origin story, team, or how you give back locally.

Slogans



Small Buys Make a Big Impact



Shop Small & Save Big This Saturday!



Good Things Come From Small Businesses



Local Looks Good on You



Celebrate Big By Shopping Small



Marketing Ideas

1

Local Business Passport Program: Partner with neighboring stores to create a "Local Business Passport" that encourages customers to visit multiple businesses, including yours, on Small Business Saturday.

2

Small Business Storytelling: Drive connection with prospects and customers by telling your story on social media. Share why you started, what being a business owner means to you, and how shopping small makes a difference.

3

Small Business Saturday Sale: Give a discount or delight customers with something free for supporting small business.

4

Partner & Bundle: Join forces with complementary small businesses to create special packages featuring all of your products or services — expanding your reach and delighting multiple customer bases.

5

Customer Shoutouts: Throughout the day, feature real customers on social media or in-store — share what they are buying and why they love to shop small.

SMALL BUSINESS SATURDAY

EMAIL TEMPLATE

From John Doe

To  Jane Doe ✕

Cc Bcc

Shop Small. Save Big. Only This Saturday!

Hey [Customer Name],

Small Business Saturday is one of our favorite days of the year — because it's all about you.

Every time you shop with us, you're not just making a purchase, you're supporting a dream, a team, and a lot of heart.

To say thank you, we're offering [Deal/Offer] this Saturday only!

Celebrate local with us: [Link]

[Your Name] from [Your Business Name]

Send ▾         

HOLIDAY SEASON

Holiday Season

Dates: Late Nov. - Dec. 31

During the holiday season, you should start your marketing campaign early to take advantage of November/December shopping. Rather than competing on deep discounts with big retailers, you can stand out by highlighting personal service, unique products, and local charm. The best brands create a sense of urgency and offer convenience to overwhelmed shoppers.

Slogans



Your Trusted Partner This Holiday Season



Celebrate the Season with Something Special



Wrap Up Your Holiday Shopping with Us



'Tis the Season for Savings



Holiday Cheer Starts Right Here



Marketing Ideas

1

Holiday Bundles & Upsells: Encourage customers to purchase more by only offering special pricing on bundled products or add-on services, rather than discounting individual items.

2

Personalized Holiday Cards: Show you care by sending your customers personalized holiday cards. You can even add discounts or coupons to drive sales.

3

Holiday Events & Experiences: Sponsor a holiday event in your area or host a holiday-themed webinar.

4

Holiday Countdown Campaigns: Create urgency with time-limited offers, like a “12 Days of Deals” series or flash sales for last-minute shoppers.

5

Gift Giving Guide: Email or post on social media a curated guide featuring your products or services, with sections like “Perfect for Mom,” “For Your Sibling,” or “Gifts They’ll Love.”

EMAIL TEMPLATE — ✕

From John Doe

To  Jane Doe ✕

Cc Bcc

 **Unwrap Our Exclusive Holiday Service Bundles!**

Hi [Customer Name],

The holiday season is here, and we're excited to offer you something special! Introducing our exclusive [Offer/Deal Name] — designed to bring you the best of our services at a festive discount. For a limited time, we're offering [Deal/Offer].

Don't miss out on these limited-time offers. Click here to explore our bundles and make this season truly magical!

[Link to Offer]

Happy Holidays,
[Your Name] from [Your Business Name]

Send          

Stay Ahead of Each Season With Thryv[®]

No matter the season, planning ahead is the key to making your seasonal marketing efforts count. With a little creativity and some timely execution, you can turn every holiday into an opportunity to engage your audience, grow your brand, and boost sales.

Keep this guide handy all year round — it'll save you time and spark inspiration whenever you need it.

And when you're ready to take your business to the next level, Thryv can help you get found online faster, win more customers, and drive repeat sales with an AI-powered marketing platform.

CHECK IT OUT

