

Good Morning Snore Solution

From Creative Refresh to Efficient Scale on Amazon

Premium A+ & new listing images + optimized PPC + JoinBrands influencer push delivered efficient growth with a balanced sales mix and strong profitability signals.

Client Overview

Good Morning Snore Solution (GMSS) specializes in tongue-retention devices that help adults reduce snoring safely and effectively. GMSS engaged Big Internet Seller Services (BIE) to modernize the PDP experience and build a paid/organic engine that could scale without eroding margins.

Services Used

- Premium A+ Content (end-to-end strategy, copy, UX layout)
- Listing images (hero, benefit stacks, comparison)
- Amazon PPC (SP/SB/SD structuring, optimization)Z
- JoinBrands influencer/UGC campaign for social proof & upper-funnel demand.

Challenges (Before)

- Aging PDP + creative gaps limited conversion on mobile and international traffic.
- Rising CPCs (> \$1 avg.) increased pressure on ACOS.
- Traffic volatility: daily sessions tapered from >250 in earlier months to ~130 later.
- Category competitiveness: needed stronger brand defense plus efficient non-branded.

Strategy & Execution

- 1) Conversion foundation (content & creative)
- Shipped Premium A+ with clear problem/solution framing, before/after credibility,
 FAQs, and comparison to alternatives.
- Rebuilt image stack (clean hero; lifestyle benefit tiles; how-it-works; risk-reversal elements).

2) Full-funnel PPC structure

- Broke out SP exact/core, SP research (broad/phrase), and category/competitor conquesting.
- We will introduce SB headline & SB Video for non-branded discovery; SD retargeting for recapture.
- Daily PPC optimisation for better control of the running campaigns.

3) Demand & trust accelerators

 Deployed JoinBrands influencers/UGC for credible demos and reviews-adjacent content to feed SBV and PDP.

4) Hygiene & control

Monitored Buy Box (98.67%) and inventory to prevent revenue leakage;
 standardized search-term mining cadence.

Results (Campaign Period Totals & Averages)

Sales & Mix

- Trackable PPC Sales: \$146,403
- Total Units Sold: 3,780 (PPC 1,638 | Organic 1,902) → ~50/50 mix (PPC 49.7% | Organic 50.3%)

Efficiency

- PPC ROAS: 3.15 | Average ACOS: 32.37%
- Average TACoS: 15.14% (healthy contribution to total sales margin)
- Avg CPC: \$1.25 (managed despite competitive pressure)

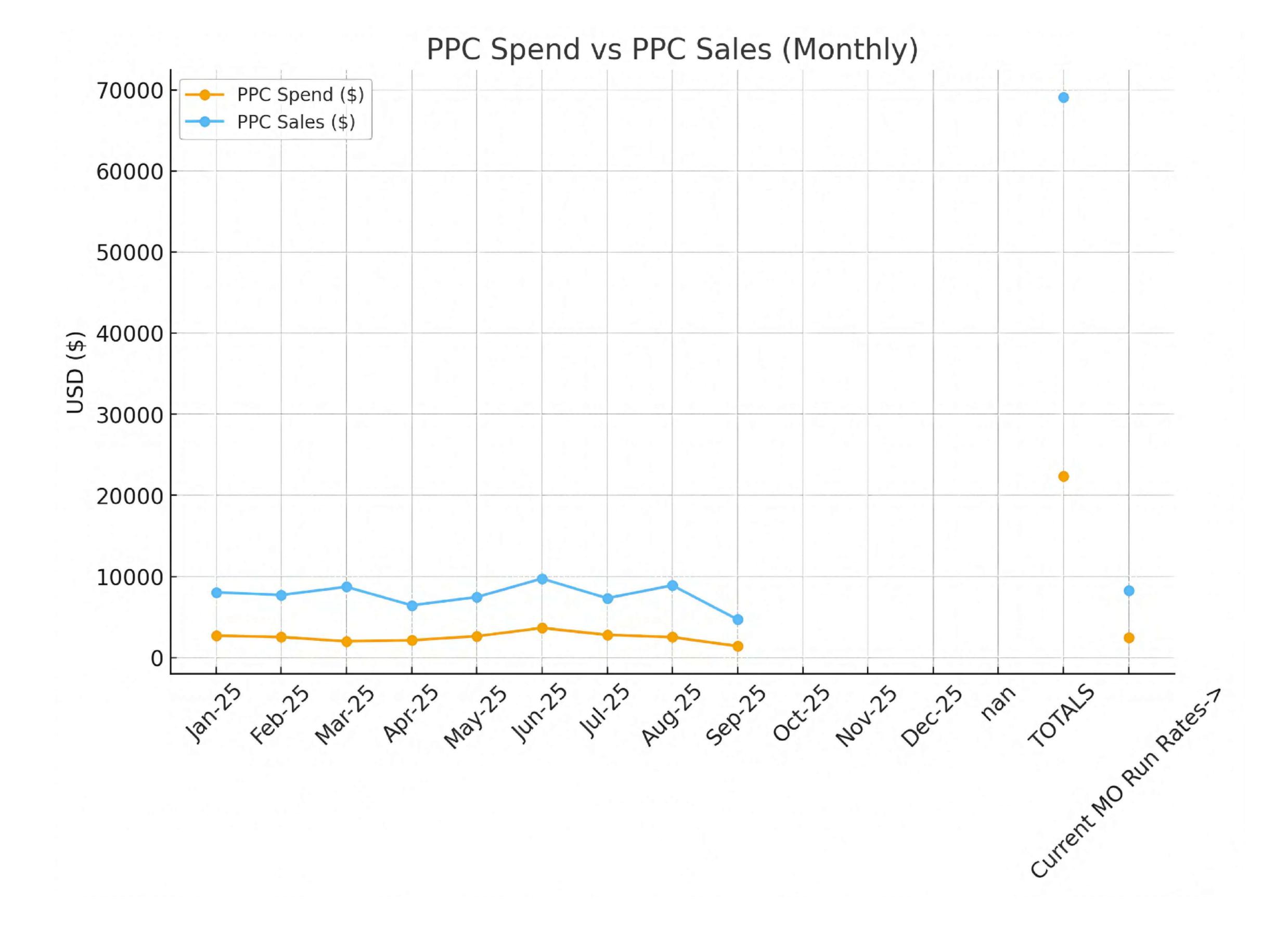
Traffic & Conversion

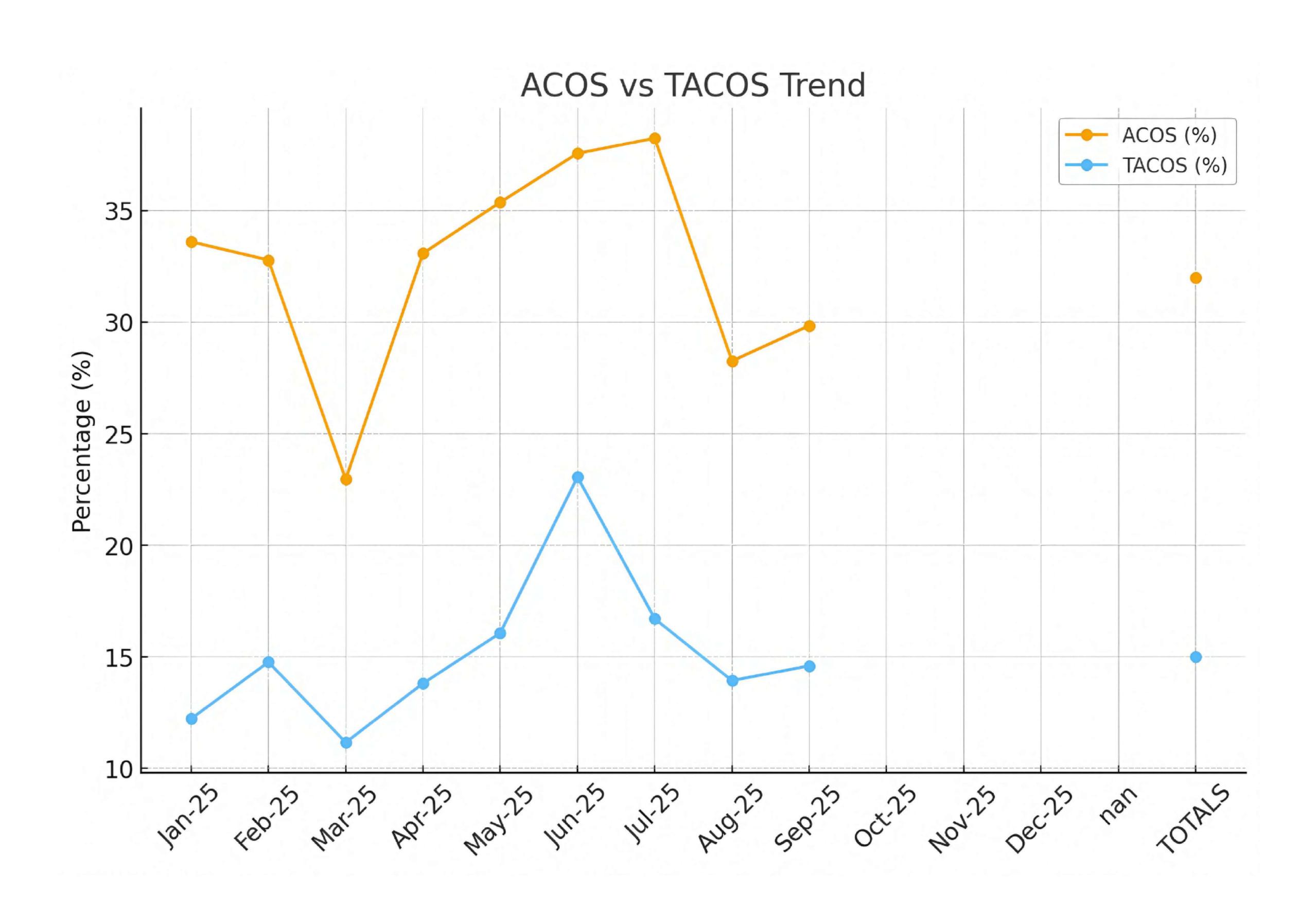
- Total Sessions: 81,697
- Implied overall CVR ≈ 4.6% (3,780 units / 81,697 sessions)

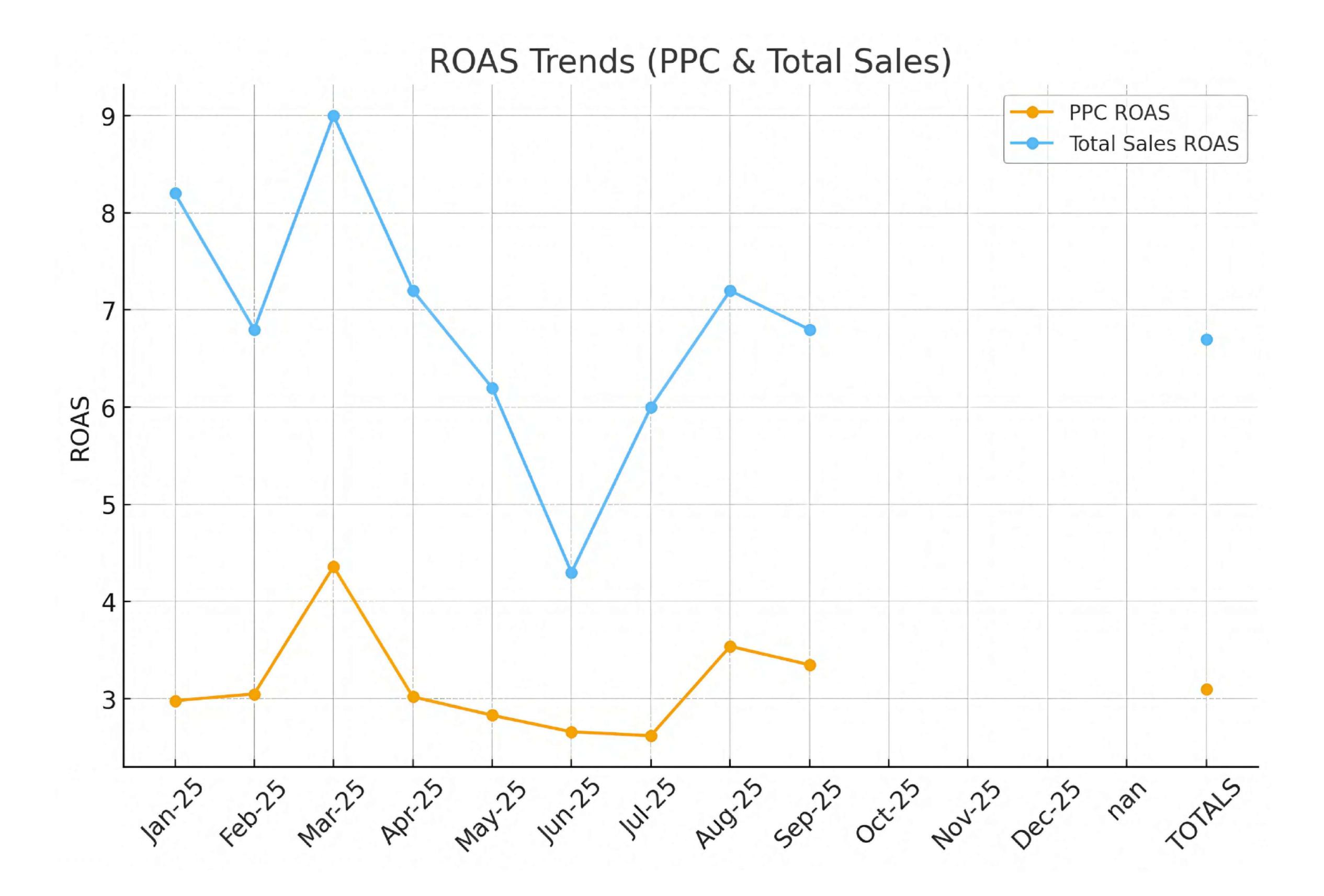
Control

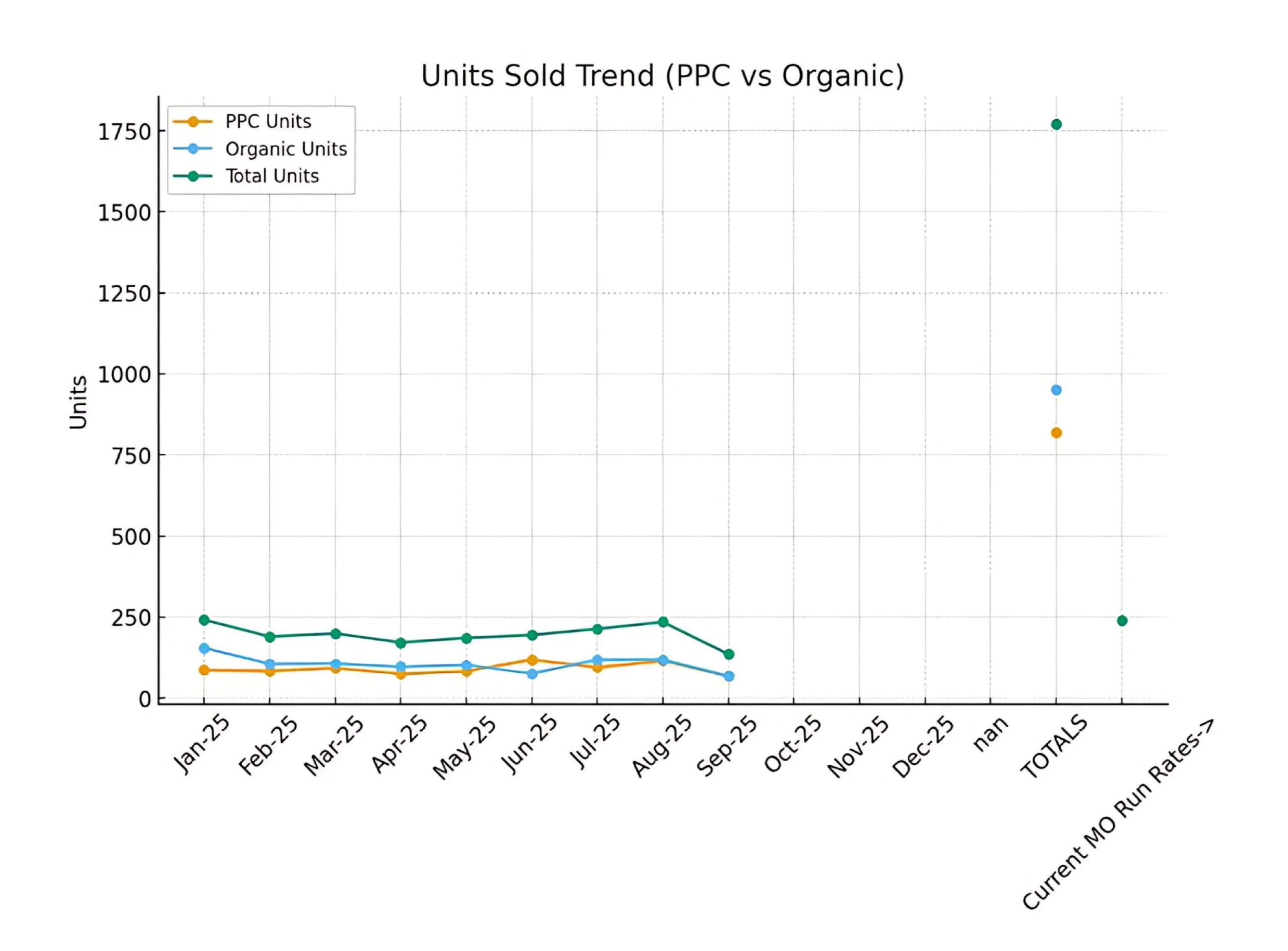
• Buy Box: 98.67% (near-perfect revenue capture)

KPI Visualized:









Key Moves That Drove the Wins

- Premium A+ + refreshed images lifted PDP clarity and trust, supporting stable CVR while CPCs climbed.
- Non-branded expansion via SB/SBV and SP research widened reach without over-reliance on branded.
- Tight negatives & placement tuning contained ACOS even as competition intensified.
- Influencer UGC created scroll-stopping assets for SBV and PDP, improving click-through and consideration.
- Buy Box vigilance ensured media efficiency translated directly into revenue.

What's Next (Scale Plan)

- Session rebuild: add Sponsored Brands Store spotlight + category "Top of Search" day-parted pushes to re-attain >200 avg daily sessions.
- Creative testing: Manage Your Experiments on main image + A+ module variants; rotate 2–3 SBV hooks.
- CPC containment: graduate strong exact terms to placement-capped portfolios; keep research in tighter harvest groups.
- **Geo & catalog:** expand winning structures to top international locales; test bundles/variations where policy permits.

Client Testimonial

"BIE worked on our Amazon presence, content, ads, and creator assets, so we could grow efficiently without chasing vanity metrics."

— Nancy Markley, Good Morning Snore Solution

Data Appendix:

• **Total PPC Spend:** \$47,239

• Trackable PPC Sales: \$146,403 | PPC ROAS: 3.15 | ACOS: 32.37%

TACoS: 15.14% | Total Sales ROAS (avg): 6.84
 Units: PPC 1,638 | Organic 1,902 | Total: 3,780

• Avg CPC: \$1.25 | Buy Box: 98.67%

• Sessions: 81,697 | Avg Daily Sessions: 138

Listing Image

Blue

Before Optimization







HOW TO USE

Just before falling asleep,

and first finger while sucking

nsert the tip of the tongue

while releasing your thumb

Relax your tongue and fall

into the end of the bulb

place the flange of the

To remove the appliance, gently

squeeze the bulb and remove

Cleaning:

minutes, rinse well and

It may take a few

in all night, so don't

practice makes

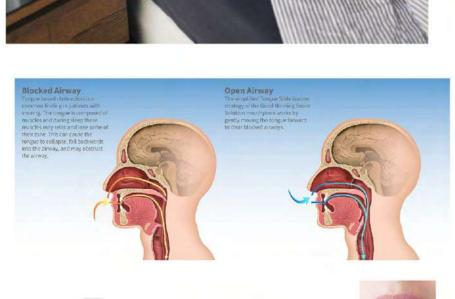


good morning snore solution











Good Morning Snore Solution is a simple, one-piece oral appliance that fits comfortably on

the tongue and gently moves the tongue forward to open the airway.



How does Good Morning Snore Solution (GMSS) tsd anti snoring device compared

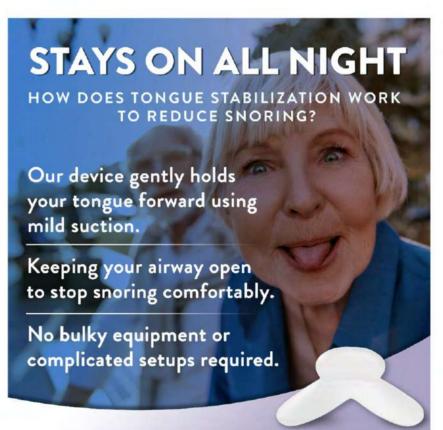
to other mouthpieces on the market?

After Optimization















RINSE. STORE. REUSE NIGHTLY

To remove the appliance, gently squeeze the bulb and remove tongue Just use cold water and a denture cleaning tablet, soak your device for 10 minutes, rinse well and leave to air dry.



Listing Image

Yellow

Before Optimization







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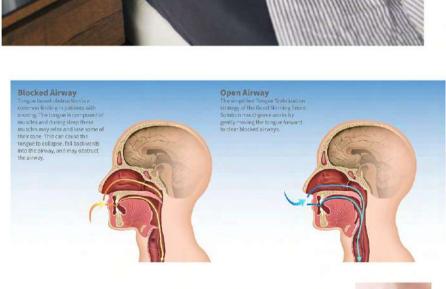
good morning snore solution













one-piece oral appliance that fits comfortably on

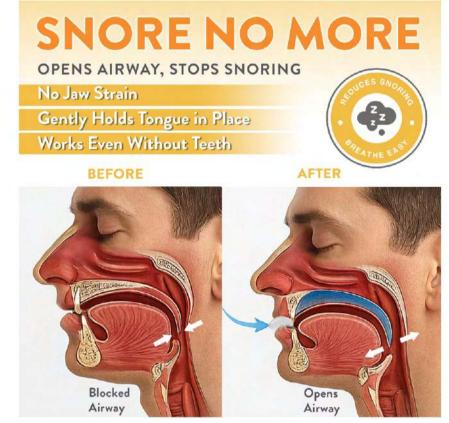
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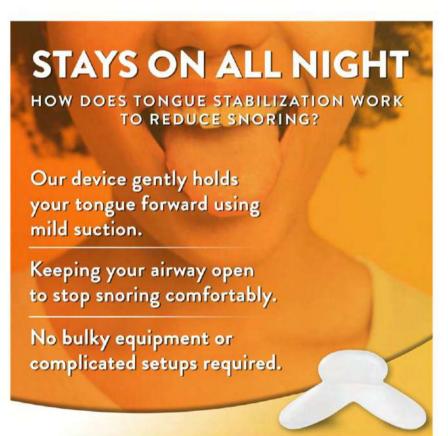
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After Optimization



















Listing Image

Box

Before Optimization







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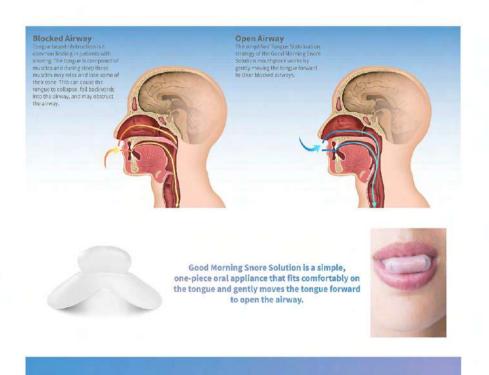
practice makes











WHAT IS TONGUE STABILIZATION?

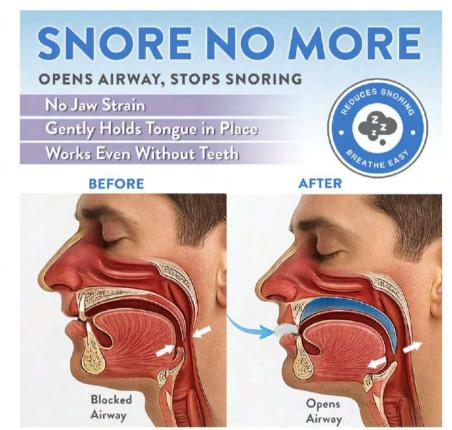


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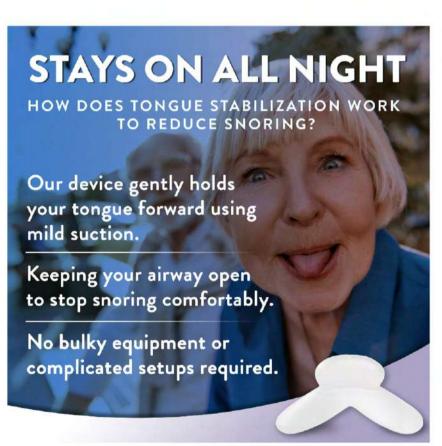
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After Optimization















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Premiun A+ images









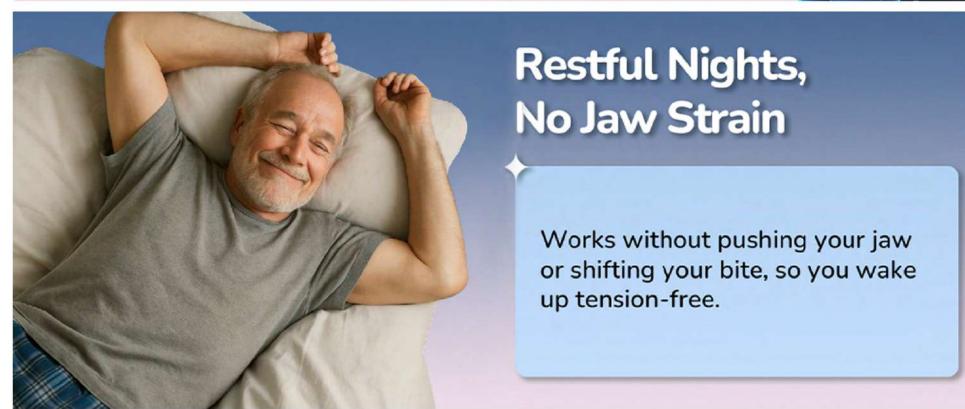










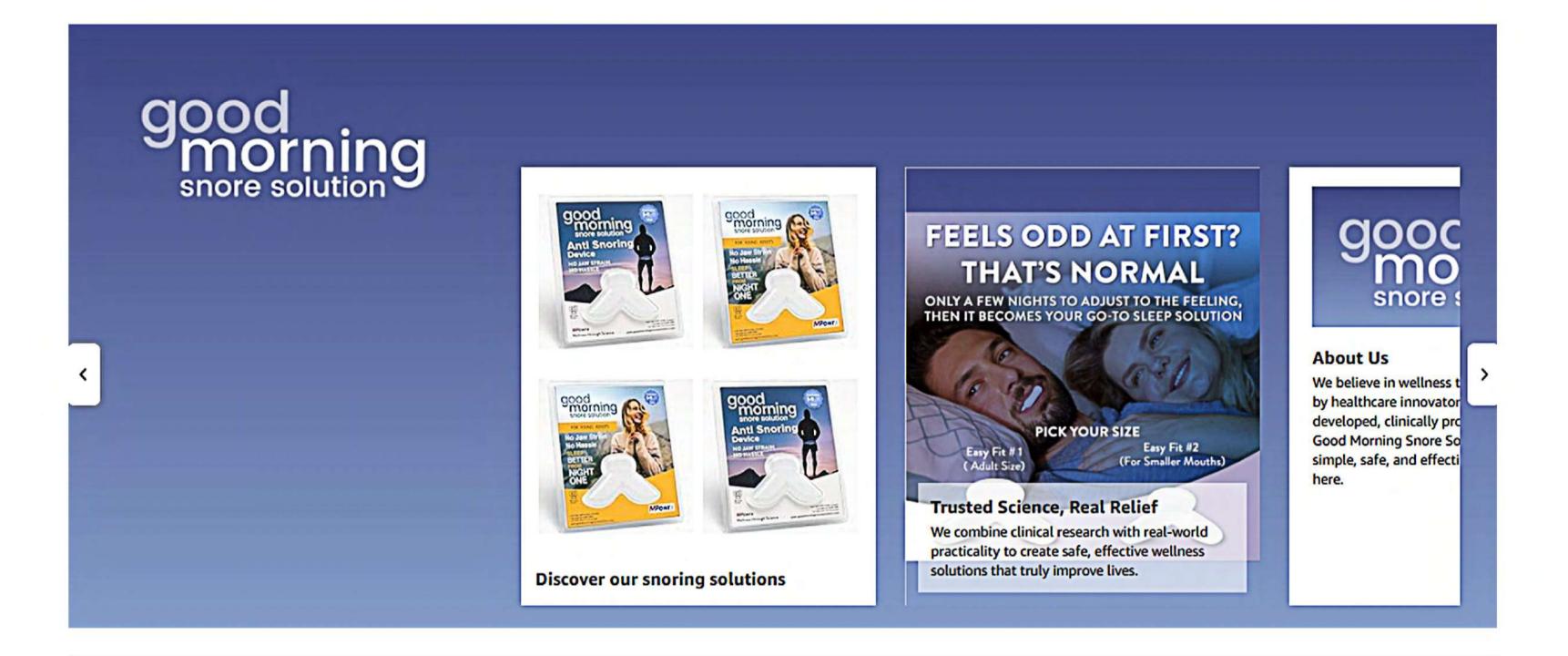




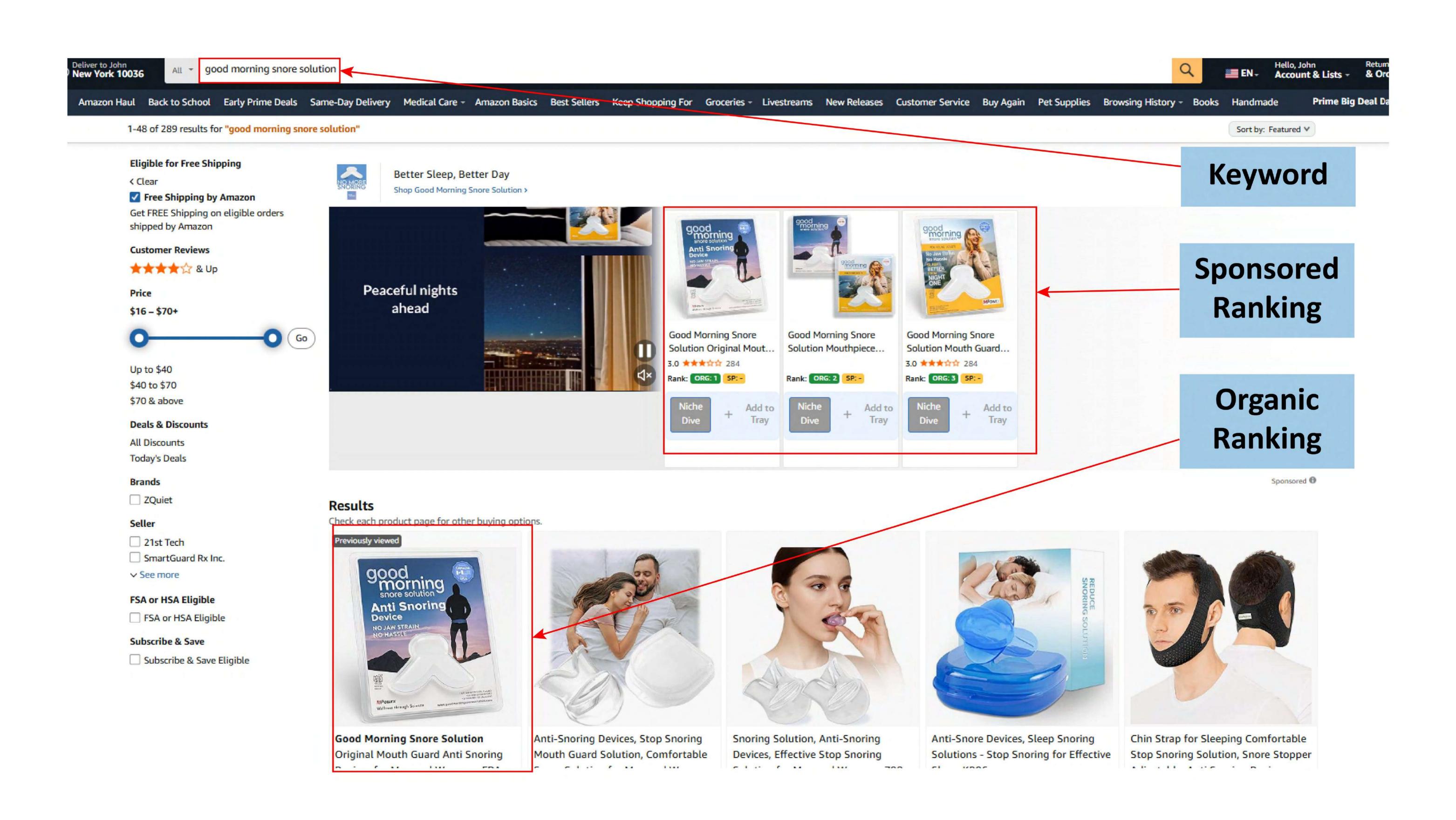


worldwide.

Brand Story







Organic and Sponsored ranking

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