| Expert             | Industry /<br>Niche | Day (s)  | Time (s)    | Why?   |
|--------------------|---------------------|--|-------------|--|
| John Grant         | Bidets              | <ul> <li>Tuesday</li> <li>Wednesday</li> <li>Thursday</li> </ul> | 10 AM-12 PM | People seem to check their<br>emails once they're settled<br>into their workday, but before<br>they get too busy   |
| Alasdair<br>Cherry | Gaming/<br>Betting  | <ul> <li>Tuesday</li> <li>Wednesday</li> <li>Thursday</li> </ul> | 10 AM-12 PM | We consistently monitor<br>performance through A/B<br>testing of email send times,<br>subject lines, and content to<br>identify patterns that<br>resonate most with our users. |
| Ben<br>Schreiber   | Leather             | <ul> <li>Tuesday</li> <li>Thursday</li> </ul>                    | 9 AM-11 AM  | This timing leverages when<br>people often check emails,<br>usually after their morning<br>routines and before lunch.  |
| David<br>Zhang     | Photography         | • Tuesday<br>• Thursday  | 10 AM-12 PM | From our experience,<br>midweek mornings yield the<br>best open rates as these<br>align with when<br>photographers plan shoots.  |
| Jean Che           | Wedding<br>Attire   | • Tuesday<br>• Thursday  | 8 AM-10 AM  | This period often sees higher<br>email engagement as people<br>check emails at the start of<br>their workday.  |
| David<br>Mathews   | Tech<br>Accessories | • Tuesday<br>• Wednesday   | 2 PM-7 PM   | Recipients are more<br>receptive to engaging with<br>promotional content during<br>these hours.  |
| Mark<br>Agnew      | Eyewear             | • Tuesday<br>• Thursday  | 12 PM-2 PM  | Our strategy gravitates<br>towards sending emails on<br>weekdays around lunchtime<br>or evenings when customers<br>are most likely to be free.                                 |
| Roy<br>Benesh      | Travel Tech         | <ul> <li>Tuesday</li> <li>Thursday</li> </ul>                    | 10 AM-11 AM | This timing leverages a<br>natural lull in the workweek<br>where people check emails<br>but are not overwhelmed.   |



| Expert           | Industry /<br>Niche  | Day (s)  | Time (s)           | Why?   |
|------------------|----------------------|--|--------------------|--|
| Dylan<br>Young   | Health               | • Tuesday<br>• Thursday  | 10 AM-11 AM        | Industry norms and audience<br>routines (like post-breakfast<br>checks) shape our timing.  |
| Juan<br>Gonzalez | Fitness<br>Equipment | • Tuesday<br>• Thursday  | 10 AM              | This timing aligns with when<br>our audience: gym owners<br>and fitness enthusiasts, are<br>most likely to check emails<br>after starting their workday. |
| Eric<br>Sornoso  | Meal<br>Delivery     | • Tuesday<br>• Thursday  | 10 AM              | Our meal delivery service<br>coincides with when<br>customers are typically<br>planning their meals.   |
| Dan Dillon       | Cleaning<br>Supplies | <ul> <li>Tuesday</li> <li>Wednesday</li> <li>Thursday</li> </ul> | 10 AM-2 PM         | Most of our customers work<br>in offices and are likely to<br>check emails during these<br>hours.  |
| Jason<br>Stelle  | Air Filters          | • Friday<br>• Saturday   | 4 PM-6 PM          | We align the intent of the<br>message with audience<br>behavior.   |
| Ashima<br>Kothar | Corporate<br>Gifts   | <ul> <li>Friday</li> <li>Saturday</li> <li>Sunday</li> </ul>     | Different<br>Times | Consumers are more inclined<br>to shop during their leisure<br>time.   |
| Xin Zhang        | Music                | <ul> <li>Tuesday</li> <li>Thursday</li> </ul>                    | 10 AM-2 PM         | Our niche— musicians—<br>guides this strategy, as these<br>times align with when our<br>audience is likely checking<br>emails during work breaks.        |
| Sara<br>Millecam | Beauty               | • Tuesday<br>• Wednesday   | 5 PM-9 PM          | People tend to unwind and<br>engage with beauty content<br>post-work.  |

| Expert              | Industry /<br>Niche   | Day (s)                  | Time (s)          | Why?   |
|---------------------|-----------------------|--------------------------|-------------------|--|
| Luke<br>Seddon      | Catering<br>Equipment | • Monday                 | 11 AM-2 PM        | We know that our customers<br>generally start their work day<br>at this time and with their<br>busiest time over the<br>weekend, are much more<br>cash-positive and in a<br>position to buy equipment. |
| Wes<br>Wakefield    | Coffee                | • Saturday               | 5 AM-8 AM         | Likely from people looking to<br>start their day with a new<br>coffee machine or accessory.  |
| Andrew<br>Fiore     | Vapes                 | • Tuesday<br>• Thursday  | 7 AM-9 AM         | Given the impulsive nature of<br>many vaping purchases,<br>timing plays a big role in<br>catching people when<br>they're most likely thinking<br>about their next purchase.                            |
| Alfred<br>Christ    | Puzzles               | • Tuesday<br>• Wednesday | 10 AM             | We cater to both hobbyists<br>and gift buyers, which means<br>timing emails when our<br>audience is likely thinking<br>about leisure or shopping is<br>key.  |
| Maryanne<br>Fiedler | Psychic<br>Readings   | • Saturday<br>• Sunday   | 10 AM-11:30<br>AM | Our data shows that<br>subscribers prefer engaging<br>with our content during their<br>downtime, when they're<br>more likely to explore<br>services for self-reflection<br>and growth.                 |
| George<br>Silagadze | Art                   | • Tuesday<br>• Thursday  | 10 AM             | Our audience consists of art<br>enthusiasts who are more<br>likely to engage with emails<br>during their workday.  |
| Ryan<br>Vaughn      | Flooring              | • Thursday               | 10 AM             | This aligns with when people<br>are settling into their<br>workdays and are more likely<br>to check their inboxes.   |



| Expert              | Industry /<br>Niche     | Day (s)  | Time (s)    | Why?   |
|---------------------|-------------------------|--|-------------|--|
| Loris Petro         | Wellness                | • Tuesday<br>• Wednesday   | 10 AM       | This timing works because<br>people have settled into their<br>week but aren't yet<br>overwhelmed with tasks as<br>they might be later.                    |
| Andrew<br>Wilson    | Concrete                | <ul> <li>Tuesday</li> <li>Wednesday</li> <li>Thursday</li> </ul> | 10 AM-12 PM | This timing works because<br>people are usually settled<br>into their week and are more<br>likely to engage with emails.                                   |
| Angelo<br>Sorbello  | Pet<br>Supplements      | <ul> <li>Tuesday</li> <li>Wednesday</li> <li>Thursday</li> </ul> | 8 AM-10 AM  | These are most optimal for<br>higher open rates.   |
| Kevin Lim           | Protective<br>Equipment | <ul><li>Tuesday</li><li>Thursday</li></ul>                       | 10 AM       | The rationale behind these<br>timings is that people usually<br>start their day by checking<br>emails.   |
| John<br>Wilson      | Home<br>Services        | • Monday   | 8 AM-10 AM  | People often think about<br>home maintenance at the<br>start of the week.  |
| Poalo<br>Piscatelli | Security                | • Tuesday  | 10 AM       | This timing works well in the<br>security industry because<br>people are often planning<br>their week and are more<br>likely to read emails                |
| Jayant<br>Surana    | CBD                     | • Tuesday<br>• Thursday  | 4 PM-8 PM   | Our audience, typically<br>working professionals or<br>young adults, tends to check<br>emails more frequently after<br>work or during evening<br>downtime. |