DAVID KINGSBURY Copywriting Samples

### About me

### Hi, I'm David. I'm a copywriter.

And I'm not just any copywriter — my professional background is in marketing and branding. I know how to use copy to position your offer so it resonates with your audience, attracts leads, and converts them into customers. I'm about strategy, psychology, and results, not just pretty-sounding words.

Most of my work has been for entrepreneurs, personal development products, and marketing companies, though I can apply my skills to most sectors.

I haven't worked for many big brands or names you'd recognise. My copy hasn't won any awards (yet). But you know what it has done — gotten results. Whether it's product sales, lead generation, or getting people to support values-based causes, my writing has helped brands smash their targets time and time again.

This sample book gives you a flavour of what I can do.



### Why work with me?

### Strategic copy that attracts customers and takes them from cold to sold.

#### I started my career at a newspaper a couple of decades ago.

The presses would roll at the same time each day, so you had to ship your work on time — no ifs or buts. That gave me the discipline to write accurately and hit my deadlines. And it taught me how to create a big impact with limited space using only carefully chosen words and their presentation.

Since then, I've worked on everything from branding projects and billboard ads to social media campaigns and SEO web content. I've written company mission statements and built brand voices from scratch. I've even edited eBooks for influencers with huge social media followings.

My main services are copywriting, copyediting, and developing your brand voice.

I specialise in email marketing, landing pages, SEO web content, and creative ads. I can work across styles to suit differ-

ent brand voices and audiences — all I need is a set of brand guidelines and a few key pieces of supporting information.

And if you don't have those, I can help you create them.

Lots of copywriters talk about how much they love writing. And sure, their words probably sound nice. But nice writing is not enough to move the needle. Good copy persuades, creates desire, sells, and encourages action from the reader. It's as much about psychology as it is about writing.

My marketing background means I can write to get results, not just to sound good. I've studied customer psychology and the art of persuasion. I know how to make your offer resonate with your audience and align incentives so they act as you (and they) desire. And I can do it without sounding sales-y, strengthening the relationship between your brand and its customers.

My design pedigree helps me think about how your copy will look, not just how it sounds. I can even support with creative design and print or eBook formatting if you need it.

In short, I'm a versatile, strategy-led copywriter who can help you connect with your audience and get results.

If I sound like someone who can help you achieve your business goals, get in touch.

### How to contact me

You can either <u>email me</u>, DM me on <u>Twitter</u>, or <u>book a discovery call</u> if you want to talk business.

### Web Content

### I write engaging SEO web content to an exceptionally high standard.

My pieces have been curated and published by some of the most selective online editorial boards going.

I specialise in 1,000 — 2,000 word articles on topics such as:

- » Life skills
- » Productivity
- » Marketing
- » Health & wellbeing
- » Personal development

Here's a selection of my content writing »

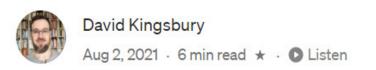
#### WEB ARTICLE

## The Top Three Resources For Those Looking to Become a Professional Coach

**Client:** The Startup

Project details: With over 750k followers, *The Startup* is one of the most popular publications on the internet. It's also one of the hardest to get published in. In 2021, they put a call out asking for articles on coaching resources. I used my experience working as a coach to write an article recommending three key resources for new coaches, which the editorial team selected for publication. I've shown the introduction here, but you can read the full 1500 word article on the link below.

Read the full article here.



### The Top Three Resources for Those Looking to Become a Professional Coach

A book, a video series, and a podcast to cover different learning styles



Photo by Christina @ wocintechchat.com on Unsplash

My background is in marketing and design, but my passion for personal development led me to coaching and mentoring a few years back. Initially, I mentored other designers and marketers. But, once I understood the power of coaching, I decided to focus on becoming a coach, so I spent a couple of years getting qualified before finally starting to work with clients.

Many people have misconceptions about what coaching is. I certainly did before I began my journey. I saw coaching and mentoring as essentially the same thing, despite them having distinct differences. Indeed, I have seen plenty of people marketing themselves as coaches when what they actually do is mentoring or even just straight-up being an advisor.

#### WEB ARTICLE

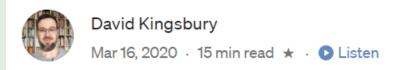
### A Complete Guide to Productivity

**Client:** The Ascent

**Project details:** *The Ascent* is an online personal development publication with 150k followers. They have been kind enough to publish a few of my pieces, but this one from 2020 exemplifies what I do best.

I have written extensively about productivity. It's a hot topic, but there's a lot of noise in the space. So I wanted to provide people with a set of principles to help them identify what to prioritise and give them a framework for thinking about efficiently working towards their goals. The result was this 3,000-word ultimate productivity guide, which you can read on the link below.

Read the full article here.



#### **A Complete Guide to Productivity**

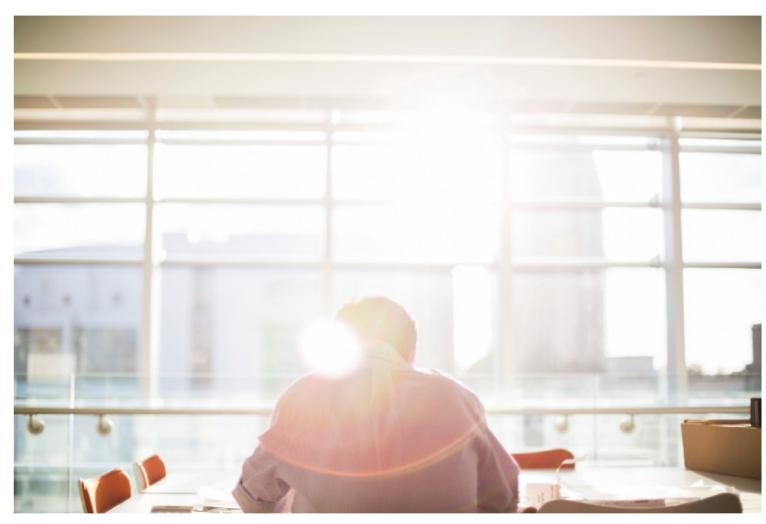


Photo by <u>Bethany Legg</u> on <u>Unsplash</u>

People used to say that the internet was made of cat GIFs. Nowadays, it seems like the internet is made of productivity articles. I'm not knocking that trend; I'm all about productivity. But, the internet makes it incredibly easy for you to disappear down any rabbit hole of your choosing. Again, I'm all for that. But, if your niche is productivity and getting things done, then reading an endless stream of productivity articles is, well, counter-productive.

I get it. If you're reading about productivity, you can tell yourself it's a valuable use of your time. But, this trend for fetishizing productivity-themed content has led to the rise of what I call *productivity porn*. You know the kind of thing I mean; endless articles about micro-hacks, software platform recommendations, and other minutiae. I have a hunch that people consume productivity porn for the same reason they look at food porn; as a substitute for the real thing. It's a way of procrastinating in a manner that allows you to avoid feeling guilty.

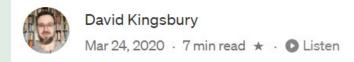
#### WEB ARTICLE

### Why Practical Application is the Best Way to Learn

**Client:** Mind Cafe

Project details: *Mind Cafe* is a psychology, wellbeing, and happiness-focused online publication with 130k readers. Despite being notoriously hard to get published in, they have featured multiple pieces of mine. This one about non-academic learning methods, with actionable advice aimed at self-directed learners, has been a source of consistently solid praise. You can read the full 1500 word article on the link below.

Read the full article here.



### Why Practical Application is the Best Way to Learn

And theoretical studies can only take you so far.



Photo by Annie Spratt on Unsplash

I love reading, and I love learning. As you're reading this, I guess you do too. But, despite my fondness of it, reading can only take you so far in the pursuit of knowledge.

It is one thing to learn about something by studying the theory of it, a la academia; it is an entirely different thing to go out into the world and do it. If you want to gain a deep understanding of a subject or develop a skill, you must experience it first-hand.

Take tennis as an arbitrary example. You could read everything ever written about playing the game. You could learn from the world's best trainers listen to the secrets about technique and strategy that only the pros know. Does that mean that you could enter Wimbledon and hold your own? I don't think so. For that, you would have to put in thousands of hours of practice on the court.

### Marketing Emails

### I love email marketing.

While everyone has spent the last decade chasing shiny new objects in the social media world, good old email has been there in the background, quietly doing its thing. And I've been right there with it.

I've written all kinds of marketing emails from welcome sequences, product sales, and event invites to community newsletters and charity campaigns. My copy has been delivered to millions of people's inboxes, and I'm incredibly proud of my results.

Here are a few copy samples and statistics showing the kind of campaign performance I can generate »

### **Business Skills Workshops invite**

**Client:** Nottingham Trent University

#### **Project details:**

Nottingham Trent University collaborated with their Students' Union to deliver Student Enterprise Week, a programme of free business skills workshops to support student entrepreneurs. The week featured talks from successful startup founders and a Dragon's Den-style competition where entrepreneurs competed for seed funding for their business ideas.

I wrote a series of conversational, targeted promotional emails that resulted in hundreds of workshop sign-ups. Here's one of the simple email invitations I sent to Nottingham Business School students, featuring a clear value proposition and CTA. The subject line was **Don't miss out >> FREE business workshops for student entrepreneurs.** This email alone generated a couple hundred sign-ups in a short window.

David, do you have a side hustle or a business idea you want to get off the ground? Then we have just the thing for you.

Our Student Enterprise Week starts on Monday 14th February.

The weeklong program of **free business skills workshops** will teach you how to run your own business and succeed as an entrepreneur.

We'll cover topics like sustainability, digital marketing, and online security.

You will also gain **first-hand insight from real business owners**, who will share their own experiences and offer advice on successfully running an enterprise.

And you can take advantage of the sessions no matter what course you're studying.

This is your chance to develop your business mindset risk-free.

#### View the event program and sign up here

Spaces are limited, so be quick.

See you there,

Ben





### **Housing Fair invite**

**Client: NTSU** 

#### **Project details:**

One of the ways NTSU supports its members is by running a housing fair promoting accredited accommodation providers from around the city. Student housing is a competitive market, and not all providers operate in good faith. This fair protects students by ensuring all vendors meet health & safety requirements, are financially secure, legally compliant, and offer value for money. It also generates significant revenue for the organisation.

I wrote a marketing campaign promoting the convenience and peace of mind the fair provides for students. Here is one of the email invitations, which had this emoji-tastic subject line:

Win £500 towards next year's rent & & and find your new home at the NTSU Housing Fair Tues 9th Nov.

The successful campaign resulted in hundreds of fair attendees and £100,000s combined revenue for the vendors.

### David,

### Win £500 towards next year's rent at the NTSU Housing Fair

Tuesday 9th November, 11am-3pm, The Level, City SU

Are you looking for accommodation for next year? Look no further.

NTSU's Housing Fair returns in a couple of weeks, bringing together trusted housing providers from across the city under one roof.

This is the easiest way to find your home for next year. Instead of having to visit separate accommodation providers individually, which takes ages, come to our housing fair and you can see them all in one place.

It's not just convenient — it gives you peace of mind too. We have vetted and approved all the providers at the fair, so you know they're trustworthy.

As well as halls of residence, lettings agents and private landlords, our **Information and Advice Service** will be there to give you advice on contracts before you sign anything.

And you can win some great prizes, including £500 towards your first term's rent and £150 in Ikea vouchers.

So, if you want to be able to choose your home for next year safely and easily, sign up to attend our housing fair using the button below now.

**BOOK YOUR FREE PLACE FOR A CHANCE TO WIN £500** 

\*T&Cs apply. To be in with a chance to win, sign up to attend for free using the booking button above.

### Election voting campaign email

**Client: NTSU** 

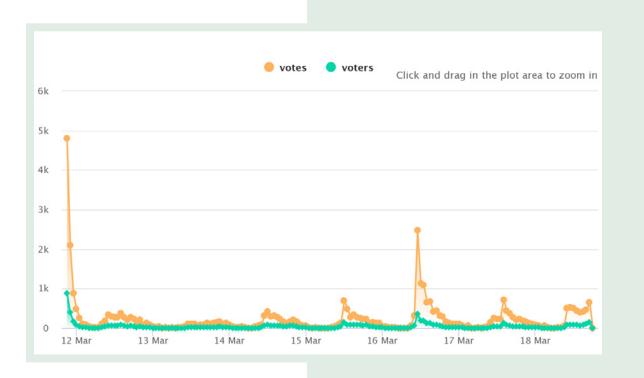
**Project details:** I've written copy for the Higher Education sector for a long time. Of all the subjects I've written marketing content for, one consistently under-performs all others when it comes to audience engagement — student democracy.

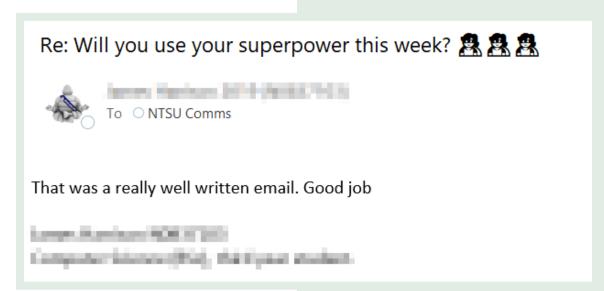
I have come to see campaigns in this area as a personal challenge, often approaching the topic obliquely to capture the curiosity of people who would be turned off by a head-on message about voting in elections.

Here's an example of one of the highest performing election campaign emails I've written. It even prompted a reader to reply with the pictured response commending the email — something unheard of in the sector.

In 2022, I wrote a weeklong daily email sequence encouraging NTU students to vote in their elections, which led to a record election turnout for the university — one of the highest in the UK. The spikes on the graph correspond to the daily emails that were sent, showing their impact on voter turnout.

(The lack of spikes on 13-14 March covers the weekend period when no emails were sent.)





David, imagine if Spiderman didn't use his spidey senses. Or if Catwoman didn't use her speed and agility. Or if Batman didn't use his...

Oh wait, Batman doesn't have a superpower. But you get the point. If you had a superpower, you would use it, right?

Well, here's some good news; you do have a superpower.

You have the ability to influence decision-making at NTU and take control of your education.

But you can't do it on your own.

To really improve your education and your university experience, you need to collab with other students. Only then can you have a collective voice loud enough to be heard.

If you're thinking, yeah, that sounds great and all, but it seems like a hassle, don't worry. That's where we come in.

NTSU organises a team of Course Reps who do all the hard stuff for you. **All you** have to do is vote for them.

That's how you can use your superpower this week. Vote for your Course Reps so your voice can be heard.

Then they can work on your behalf, so you get the education you deserve. (You're paying for it, so you want to get value for money, right?)

And while you're voting for them, you can also vote for some of your other representatives who can build strong student communities at NTU and get your voice heard at a national level. Because if you have a superpower, why would you waste it?

Vote now using the link below. It only takes two minutes.

#### Click here to vote now

And be quick. Voting closes midday Friday 22nd Oct.

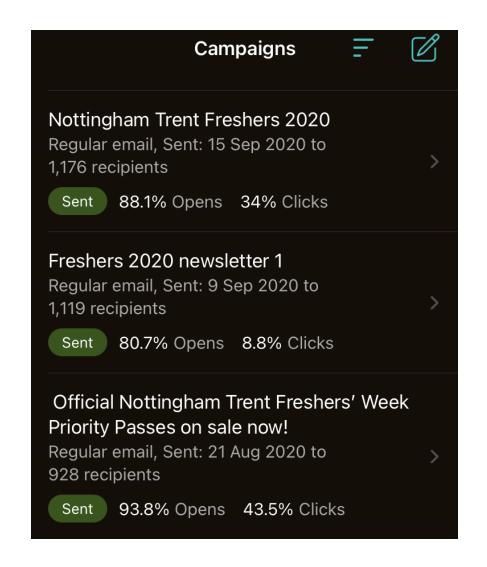
Don't waste your power. Use your vote.

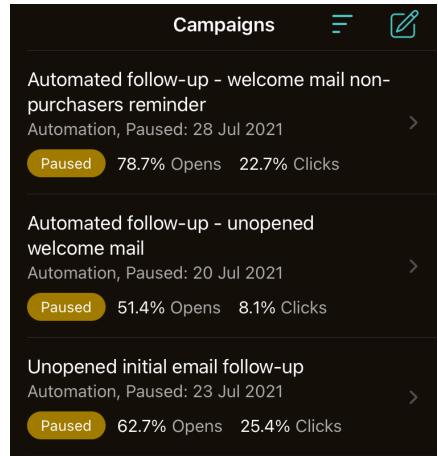
If you have any questions, email <u>elections@su.ntu.ac.uk</u>

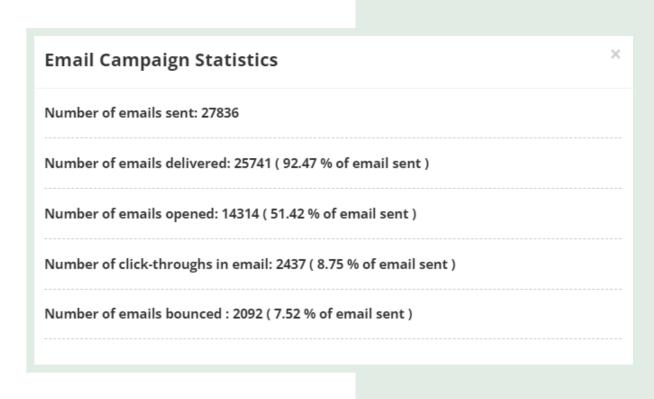
### Campaign performance

One of the many wonderful things about email marketing is how easily you can measure results. These statistics show how my sales emails and newsletters across industries including education, events, food & beverage, and non-profit perform.

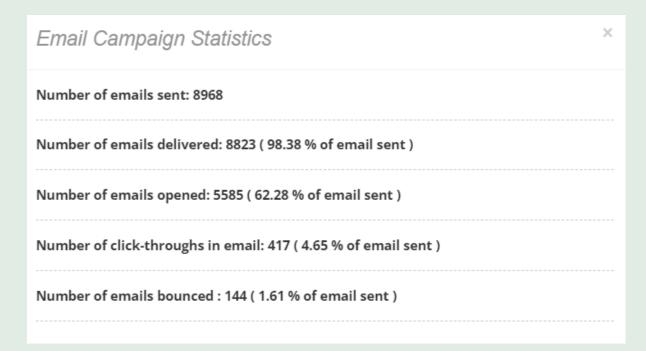
Get in touch if you'd like to see similar performance from your email campaigns.

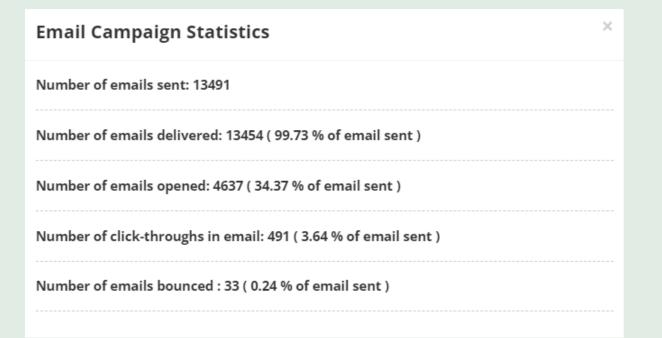


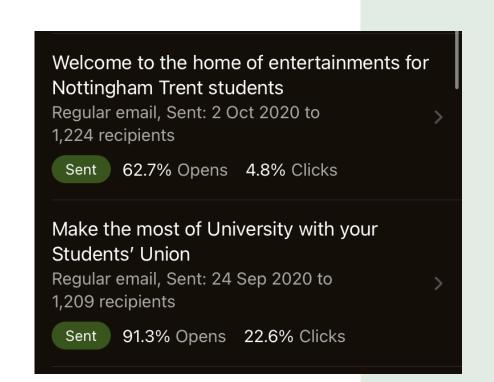












### Creative Advertising

### I've been obsessed with billboards and magazine ads since I was a kid.

The combination of creative design and clever writing that creates a whole greater than the sum of its parts is why I got into this game in the first place.

Creative ads are hands down some of my favourite projects to work on. These ads are a selection of concept pitches and spec projects showcasing the creative side of my work »

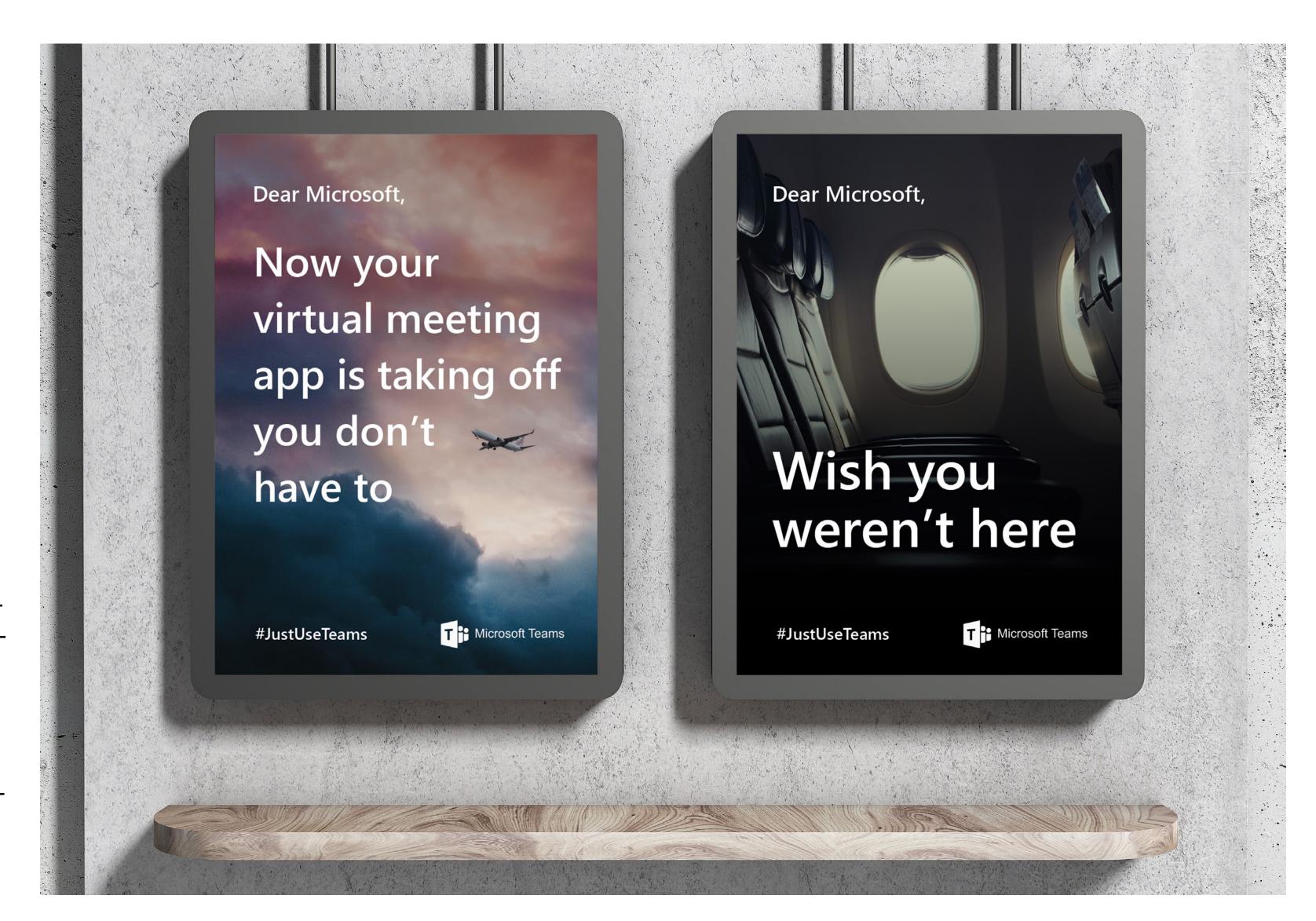
### Just Use Teams campaign

**Client:** Just Use Teams

**Brief:** Create posters encouraging Microsoft to slash its giant CO2 emissions from corporate flights, by using its own videoconferencing platform, Teams, instead. (Same-day deadline.)

I pitched several ideas for this brief but these were the strongest two. I received positive feedback on all the work I presented, but I'm particularly happy with the copy on the first variation.

I also like how the copy and image on the second variation work together to offer a twist on the classic postcard line people would write after flying off somewhere exotic.

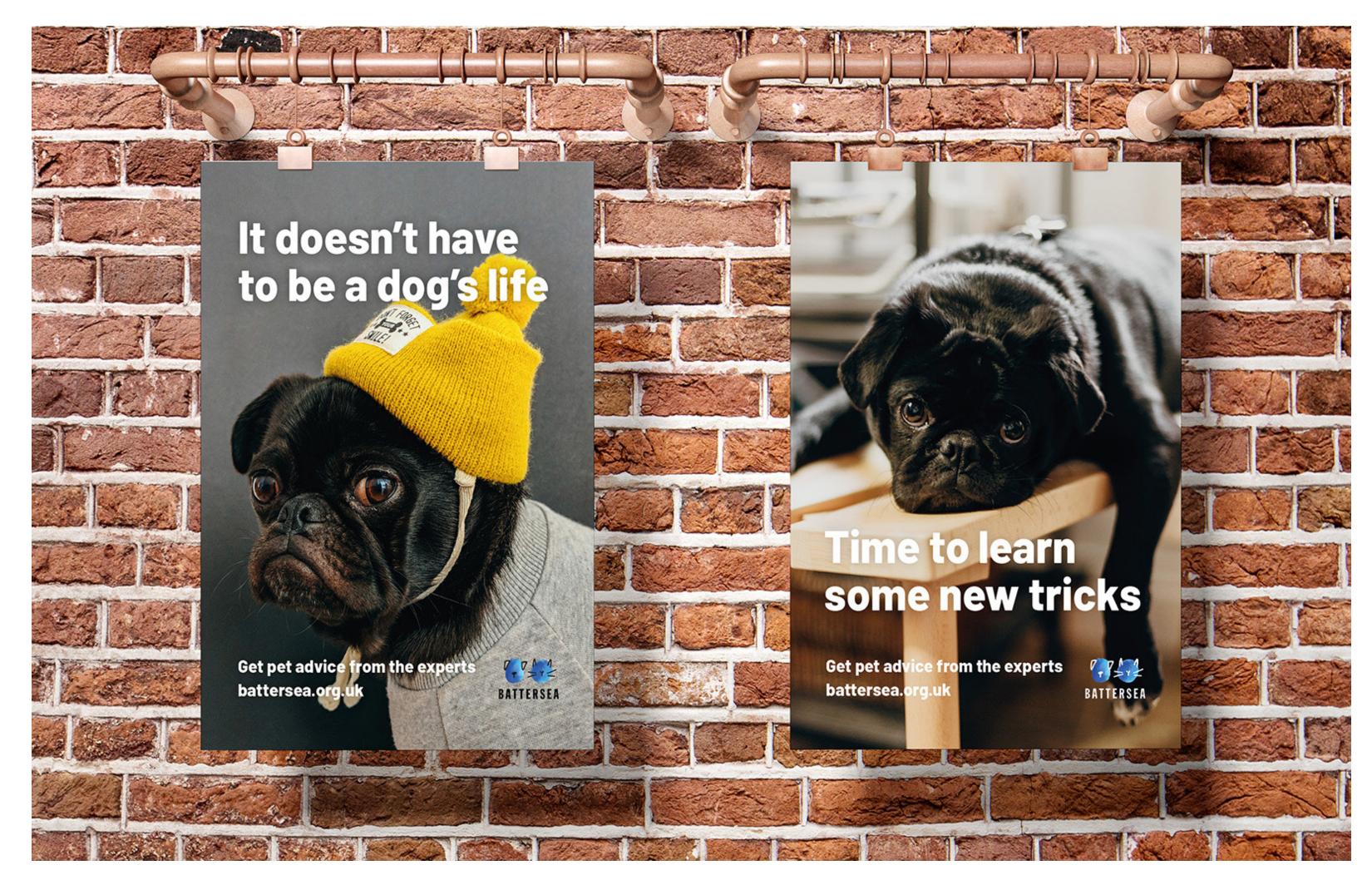


### Battersea pet advice campaign

**Client:** Battersea Rescue Centre

**Brief:** Create posters to promote the extensive pet advice from Battersea. (Same-day deadline.)

These were just quick ideas using stock imagery, but I'm fond of the one on the right.



### Jameson Orange Halloween campaign

**Client:** Jameson Whiskey

**Brief:** Create billboard-style posters that encourage people to raise spirits this Halloween with the new Jameson Orange drink. (Same-day deadline.)

I only had a few minutes to throw these together, so I kept the design simple and let the copy do the talking. I pitched several copy variations for this brief, and these three were all favourably received.



### Yorkshire Menu campaign

**Client:** Welcome To Yorkshire Industry

**Brief:** Create posters to position Yorkshire as the food & drink capital of the UK, challenging the perception that the county is just about Yorkshire Puddings and hearty food. (Same-day deadline.)

People have a positive emotional reaction to food images, so the obvious approach here was to leverage this by using fullbleed shots of attractive food spreads (sourced from stock) then hone the message with the copy line.

I pitched several ideas for this brief. These two were both shortlisted.





### Wickes home installation service campaign

**Client:** Wickes

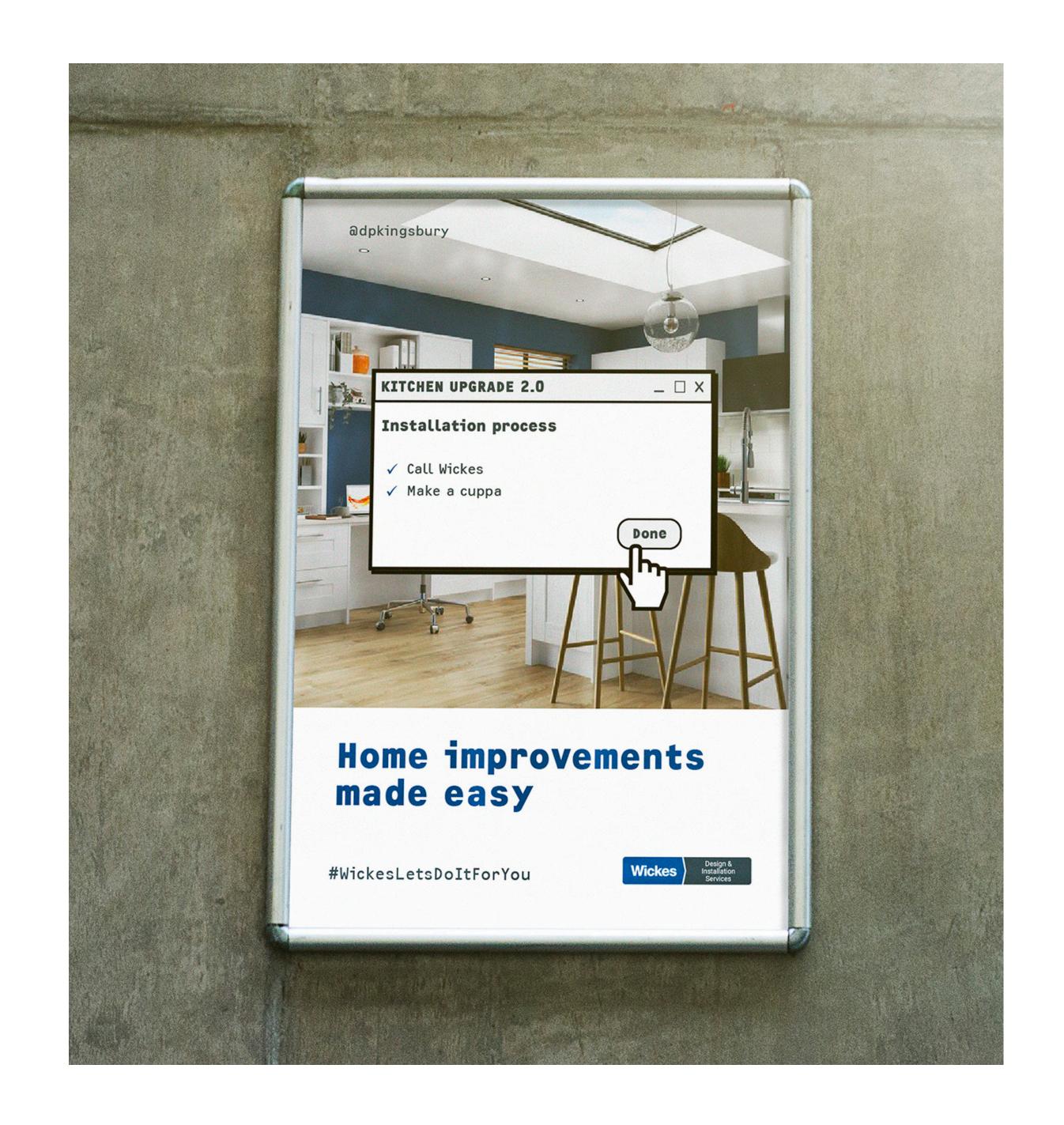
**Brief:** Create posters to support the launch of Wickes' Fitted Home Office range and home installation service. (Same-day deadline.)

This idea hinges on the dual meaning of "installation." A word which immediately makes me think of software installation. This idea was reinforced by the fact that software and living spaces can both be "upgraded."

I used this shared language to develop a concept that tied together both types of upgrade installations; software and living spaces.

I overlaid a familiar-looking software installation screen on the client-supplied photograph to visually communicate the simplicity afforded by Wickes' service with a touch of humor.

This submission was shortlisted.



### Quooker 3-in-1 tap campaign

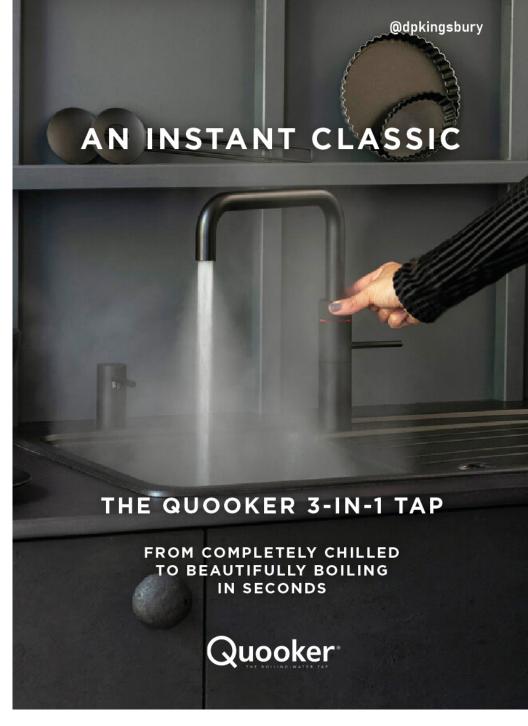
**Client:** Quooker

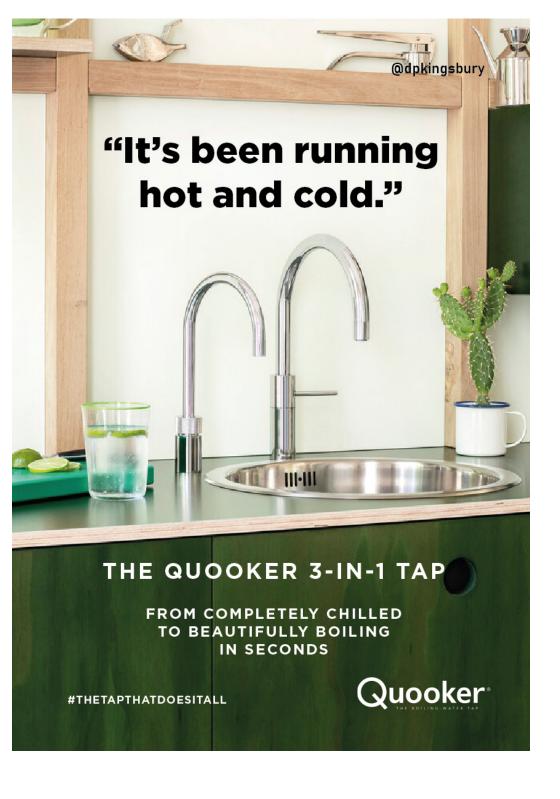
**Brief:** Create posters to promote the Quooker 3-in-1 tap (Same-day deadline.)

Quooker taps have a USP of being the only tap that can provide both chilled and 100°C boiling water. They also have a classic, stylish design. I came up with a few copy ideas emphasising these features. Product shots were provided by the client.

My "Chilled, sparking, boiling" entry was shortlisted, while the "Running hot and cold" entry was popular with the Twitter community.







### Polluta campaign

Client: Polluta / One Minute Briefs

**Brief:** Create posters encouraging Toyota to stop lobbying against climate regulations, and switch over to making 100% battery electric vehicles instead. (Same-day deadline.)

I love a good ethical campaign brief and enjoyed this one immensely. For those who don't know, the Toyota logo was designed to represent a bull. I immediately saw the potential to modify the logo to include an electric plug on the bull's tail and change the colour from Toyota's signature red to green to emphasize the sustainability angle.

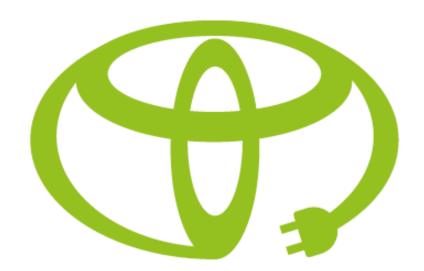
With that done, I also saw an opportunity to play on the dual meaning of the word "charge", which relates to a bull's natural behaviour and to electric vehicle batteries. I thought this was a strong marriage of copy and design.

I highlighted the **ev** in revolution green as a subtle design touch referencing electric vehicles.

My role: Copywriting, creative direction, design

@dpkingsbury

### **TOYOTA**



# LET THE BULL CHARGE

JOIN THE REVOLUTION



### Air Fryers campaign

**Client:** One Minute Briefs

The brief was simple: Create posters to advertise #AirFryers

No specific brand or product, no target market, no USP. Usually, I like to have a little more information to chew on, but sometimes the freedom of a simple brief can be a lot of fun. And sometimes you hit upon an idea that works so well there's no need to overthink it. Especially when you don't have any detailed info to go on.

And those are the conditions under which this ad was created. It must have been all of ten minutes from me reading the brief to shipping the work. Despite (or perhaps because of) the speedy execution, this was one of the winning entries.

My role: Copywriting, creative direction, design

# If you think healthy fried food sounds like a load of hot air, you'd be right.

#airfryers



@dpkingsbury



# I work with entrepreneurs to create eBooks with a professional polish.

My background in publications design gives me a unique skill set that allows me to support eBook authors with their projects.

I offer ghostwriting, proofreading, copy editing, and book formatting for anybody who wishes to publish content in this format »

#### **EBOOKS**

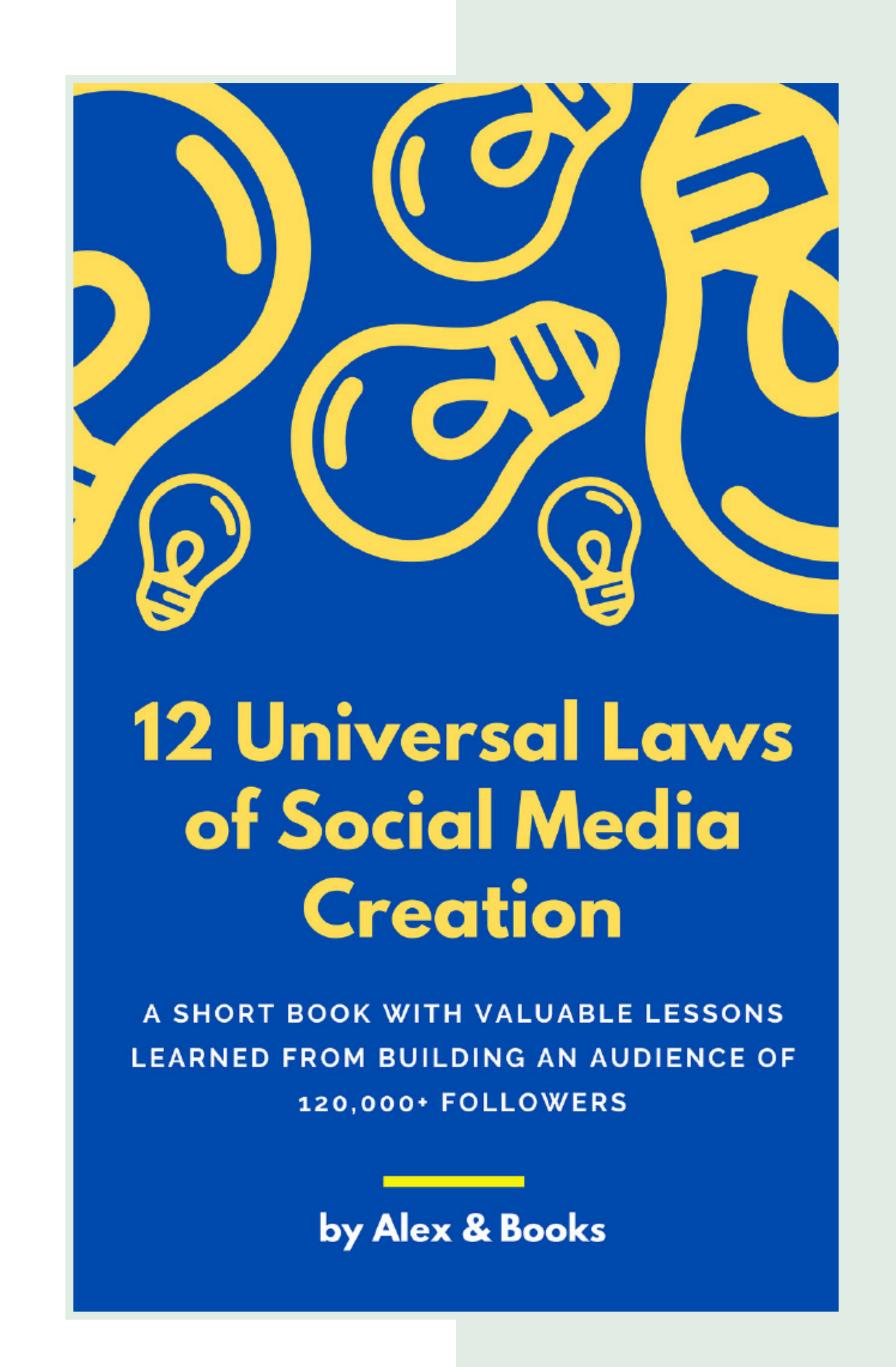
# Copyediting, formatting, & ghostwriting

**Client:** Alex & Books

**Project details:** Alex & Books has built a solid personal brand around reading, self-directed learning, and book recommendations. With over 500,000 social media followers, he is also well-respected for his insights on audience growth.

In 2021 he released an eBook of practical audience-building advice for content creators, which has sold worldwide. I worked with him on the project as a proofreader and copyeditor. I also formatted the Kindle version of the eBook to make the product more accessible to a wider audience.

**My role:** Proofreading, copyediting, ghostwriting, eBook formatting.





### Wrapping Up

### 10 reasons to work with me...

- 1. I'm reliable with excellent attention to detail. (Those newspaper deadlines were excellent training).
- 2. I bring big picture strategic thinking to my work and always write with an objective in mind.
- **3. I'm creative** I began my career as a designer before becoming a copywriter. It's a complementary skillset, but don't ask me to explain creativity. All I know is "that's so creative" is one of the most common pieces of feedback I receive, and there's no smoke without fire.
- **4. I'm research-led.** I don't just guess what will work. I'll combine customer insight with established copywriting principles to give you laser-focused copy that hits the target.

- **5. SEO skills.** SEO is the secret sauce that gets your web content seen. As a marketer, I'm well-versed in SEO techniques and will use keyword research to help your online content rank well in search and get eyeballs on it.
- **6. I provide a flexible service level to suit your needs.** Not all jobs are equal sometimes you want some top-notch copy that will be a campaign cornerstone, and other times you need some quick content to plug a hole. So I don't take a one size fits all approach. Instead, we'll prioritise your needs at the start of your project, and I'll adapt my service based on what's most important to you.
- 7. I'll give your brand a voice. I won't just write copy that informs your audience; I'll make it memorable and entertaining so it resonates and connects with them.

### How to contact me

Ready to start? You can either **email me**, DM me on **Twitter**, or **book a discovery call** to get the ball rolling.

- 8. Jargon-free copy. Notice how lots of business writing is full of generic buzzwords and jargon? Gross, isn't it? There's no quicker way to turn off customers than being impersonal. I write in everyday language that will make your customers love you.
- **9. I'm not just about writing.** I'm about writing x human psychology x marketing strategy, and that's a way more potent mix.
- 10. Collaborative working. I understand how important your business is to you. I'm here to listen and help you communicate to your customers clearly and effectively. I bring expertise but I'm not here to impose my vision. It's all about you.

### Testimonials

### Some kind things people I have worked with have said about me...

"A lateral and contemporary thinker."

- Ceri Davis, NTSU CEO

"Always someone you can go to when you want new and innovative ideas."

Anonymous 360 feedback

"From writing copy with a strong brand voice and impactful CTAs, to developing cross-platform marketing campaigns and targeted email newsletters, his knowledge of brand strategy is diverse. His guidance on that, and more, has been invaluable to me and I hope we can work together again one day."

Mackenzie Orrock, Copywriter

"A calm individual who thinks outside the box and sees solutions where others see problems.

Anonymous 360 feedback

"It's been a huge pleasure to work with David. He's got a fantastic eye for detail, design, and ensuring that digital projects have a well defined and achievable purpose."

— Harry Vann, Web & Communications Consultant

"Encourages creativity that creates a sense of excitement and develops fresh and innovative solutions."

Anonymous 360 feedback

"David is an excellent collaborator and communicator who manages the complexities around comms and branding strategy with ease and sensitivity to all stakeholders and their objectives.

His insight and input around brand voice, marketing campaigns, email marketing, and copywriting are invaluable, and he is an all-round pleasant human being to work with."

Lucy Judd - Transition Team Manager, NTU

"David has a natural flair for marketing & communications and it was a pleasure working with him.

He is a strategic thinker with experience in copywriting, email marketing, brand and voice strategy, and I would not hesitate in recommending him."

- Jen Holmes, HR Manager

"David did an excellent job proofreading and editing my eBook 12 Universal Laws of Social Media Creation.

As a writer, it's valuable to have a fresh set of eyes that can review and improve your rough draft and David is someone you can trust to do just that.

Thanks again for your help David."

- Alex & Books

### Ready for some fresh copy to attract new customers and take them from cold to sold?

Let's talk

**Email Twitter Book a call**