

Commercial vs Transactional | What's the difference? ^[1]

September 26, 2017 by [Melanie Jones](#) ^[2]

Commercial vs Transactional

What's the difference?

Understanding the difference between commercial and transactional emails helps your message get delivered and read. Plus, it's the law.
Learn more at: [cu.edu/ecommerce/can-spam](https://www.cu.edu/ecommerce/can-spam)

COMMERCIAL	TRANSACTIONAL
Most emails at CU are commercial in nature because they promote a product or service. These emails must adhere to federal CAN-SPAM law.	If the email is directly related to an employment or transactional relationship or is non-commercial in nature, CAN-SPAM does not apply.
Examples of commercial emails <ul style="list-style-type: none">Email to prospective studentsInvite employees to an eventPromoting athletics tickets	Examples of transactional emails <ul style="list-style-type: none">Event registration confirmation'Know before you go' messagesPost-event surveys
Provide a clear opportunity to opt-out of receiving future commercial emails. The request must be processed within ten days.	Transactional emails are NOT covered by CAN-SPAM, and do not require an 'opt-out' link.
Subject lines should indicate the email is commercial in nature. Do not be fictitious or misleading - including in your from information.	Being transparent in your subject line and from information can help increase your deliverability and open rates.
Include the valid physical postal address of your department, school or unit in the footer. Post office boxes are not acceptable.	Including an address isn't required, but it is a best practice so recipients know who to contact.

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<div>Event Emails</div> <div>Commercial or Transactional?</div> <div>Marketing Cloud or Cvent?</div>		
Email & Audience Description	Commercial or Transactional	Marketing Cloud or Cvent
Invitation to Invitees	Commercial	Marketing Cloud
Reminder Invitation to Invitees	Commercial	Marketing Cloud
Registration Confirmation to Registrants	Transactional	Cvent
'Know before you go' message to Registrants	Transactional	Cvent
Post-event survey to Attendees	Transactional	Cvent
Invitation to previous year Attendees	Commercial	Marketing Cloud
Questions? Visit cu.edu/ecommerce/help		

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Learn more about [complying with the CAN SPAM Act](#) [5], directly from the Federal Trade Commission (FTC).

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[5]

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