YEARLY SEO REVIEW & TACTICS FOR WINNING GOOGLE'S ATTENTION

ADVANCED

Audio	
Audio Mode:	 ○ Use Telephone ○ Use Mic & Speakers
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Audio Setup	



We will be starting at 2:00 pm ET.

Use the Question Pane in GoToWebinar to Ask Questions!

1

Use the hashtag #InboundLearning on Twitter



Question of the day



#INBOUNDLEARNING



12/4 - State of SEO 2014

12/11 - SEO Success Tactics: How to Carve Out Your Niche

Mark Kilens

@MarkKilens

HubSp

Paul Schmidt @Drumming

AGENDA

- 1 2014 SEO Updates
- 2 How to measure the impact
- 3 The path to recovery
- 4 Technical roadblocks to avoid
- 5 2014 SEO winners & losers



#1: Authorship Shakeup

Old

The Ultimate Guide to Facebook Marketing | Copyblogger

www.copyblogger.com/ultimate-facebook/ *

by Andrea Vahl - in 2,457 Google+ circles

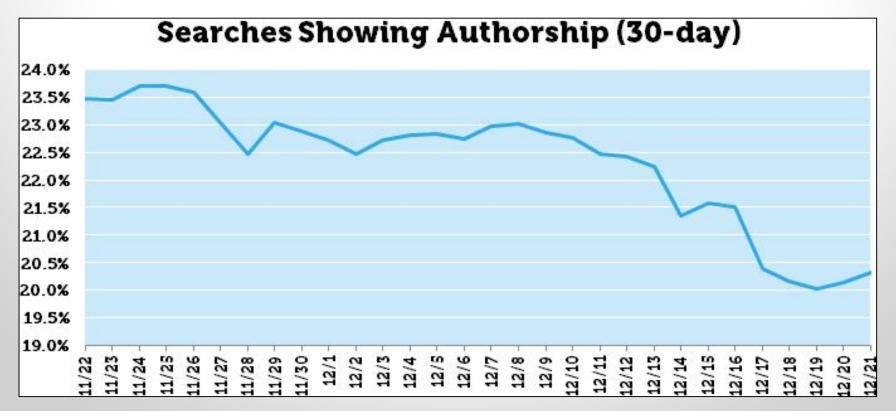
Jun 6, 2011 – I've just finished writing Facebook Marketing All-in-One for Dummies with two fabulous co-authors (Amy Porterfield and Phyllis Khare) and ...

New

The Ultimate Guide to Facebook Marketing - Copyblogger www.copyblogger.com/ultimate-facebook/ -Jun 6, 2011 - About the Author: Andrea Vahl is the co-author of the upcoming

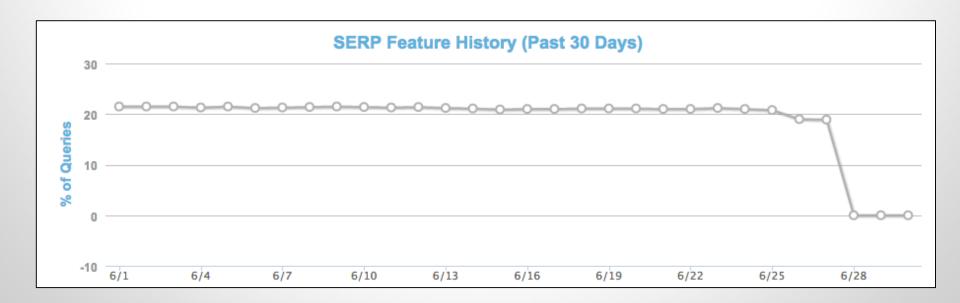
Facebook Marketing All-in-One for Dummies available now for pre-order on ...

#1: Authorship Shakeup: December 19th, 2013



http://moz.com/blog/googles-december-authorship-shake-up

#1: Authorship Shakeup: June 28th, 2014



http://mozcast.com/features

#2. Knowledge Graph Takeover

Google what is a title tag More ¬ Search tools Web Images Shopping News Videos About 74,900,000 results (0.43 seconds) title tag The title tag is an HTML title element critical to both SEO and user experience that is used to briefly and accurately describes the topic and theme of an online document. The title tag is displayed in two key places: Internet Browser - Title Tags display in the top bar of internet browsers.

SEO Basics: What Is a Title Tag and Why Is It Important ... Il blog.insideview.com/2010/08/19/what-is-a-title-tag/ -

Feedback

Title Tag - Learn SEO - Moz and moz.com/learn/seo/title-tag - Moz -

by Cyrus Shepard - The **title tag** is the single most important on-page SEO element (behind overall content). Get up-to-date SEO best practices for **title tags**.

HubSpot, Inc.

Company

HubSpot develops and markets a software-asa-service product for inbound marketing also called HubSpot. Wikipedia

CEO: Brian Halligan

Founded: June 2006 Headquarters: Cambridge, MA Founders: Brian Halligan, Dharmesh Shah

People also search for









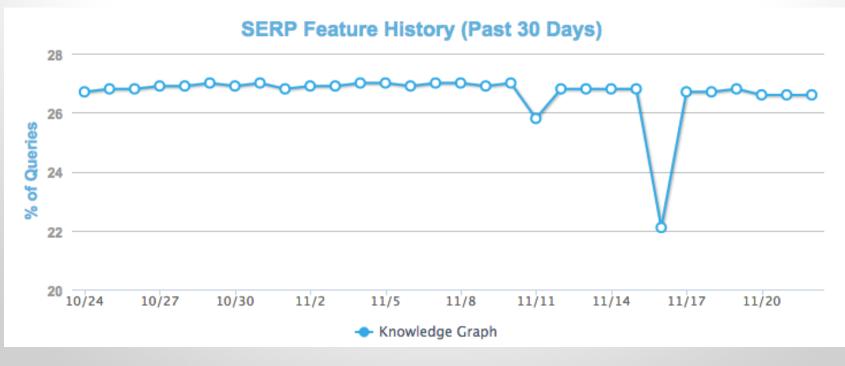
Infusionsoft

Eloqua

Feedback

#2: Knowledge Graph Takeover

26% of queries are producing a knowledge graph card



http://mozcast.com/features

#3: Payday Loan Update

2.0:

Launch Date: May 16, 2014 Targets spammy sites

3.0: Launch Date: June 12, 2014 Targets spammy queries

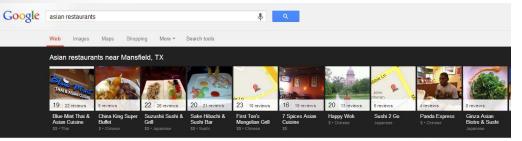


#4: Pigeon Update: July 24, 2014

Combines traditional and local ranking signals



#4. Pigeon Update: July 24, 2014



Best Asian restaurants Dallas Metro business.intuit.com/boorah-restaurants/cu/DALLAS/10/Asian.html 👻

Results 1 - 10 of 70 – Best $Asian\ restaurants$ Dallas Metro: 70 restaurants with reviews, ratings, menus and discounts.

Best in DFW: Chinese restaurants - The Dallas Morning News www.dallasnews.com/..20110309-best-In-dfw-chinese-restaurants.ece * Mar 9, 2011 - From Cantonese to Shanghainese to Sichuan, restaurant critic Leslie Brenner rounds up the best Chinese restaurants.

Chinese Restaurants in Denton, TX on Yahool Local local yahoo com > City Guide > Food & Dining > Restaurants ~ Results 1 - 10 r46 - Local Get Ratings & Reviews on Chinese Restaurants with ... 2 Oriental Garden Restaurant (940) 3873307 114 S Avenue B 3 Pei Wei Asian Diner (940) 389-3930 1931 S Loop 288, Ste 130

50 best Chinese restaurants in the USA | CNN Travel - CNNGo travel.cnn.com/explorations/eat/.../50-best-chinese-restaurants-usa-14536... * Mar 6, 2012 - The California branch of Din Tai Fung may beat the Taiwan original for flavor. Becoming a successful Chinese restaurant in the United States is ...

Eive Sixty by Wolfgang Puck Dallas :: Asian Restaurant www.wolfgangpuck.com > Restaurants > Fine Dining ▼ Enjoy Wolfgang's incomparable Asian-influenced cuisine and award-winning service 560 feet abox the ground atop Reunion Tower.

Houston Asian Restaurants Urbanspoon www.urbanspoon.com/f/8/702/Houston/Asian-Restaurants * Houston Asian Restaurants. Reviews from critics, food blogs and fellow diners.

San Antonio Chinese Restaurants I Urbanspoon



Map for asian restaurants

Google	asian restaurants	٩
	Web Maps Shopping Images Videos More - Search tools	
	About 3,500,000 results (0.59 seconds)	
	asian restaurants Rating - Price - Hours -	
	Mandarin Chinese Restaurant 4.1 * * * * * * 13 reviews - Chinese Union Square	
	Lotus Xpress 2 reviews - Chinese Broadway	
	Oriental Restaurant 3.7 ★★★★ 9 reviews - \$\$ - Vegetarian Medford St - Snug storefront eatery serving a big menu of familiar Chinese food in a no-fnils seace. Emotore asian restaurants	
	The 20 Essential Asian Restaurants - Boston - Boston el www.bostonmagazine.com//asian-dining-20-essential-best-asian-restaur * Check out our list of the best Asian restaurants in Boston. We scoured the city to find the 20 essential Asian restaurants to try in Boston.	
	Best chinese food Somerville, MA - Yelp at www.yeip.com/search?find_desc=Best+Chinese+Food&find • Yelp ~ Reviews on Best chinese food in Somerville. Nat Lotus Xpress, Wang's Fast Food, Mandarin Chinese Restaurant, Chow n' Joy, Zoe's Chinese Restaurant,	

http://blog.hubspot.com/marketing/local-seo-strategies-to-win-google%E2%80%99s-attention

#5: HTTPS / SSL

- Affects ~1% of global search queries
- Could strengthen over time

http://googlewebmastercentral.blogspot.com/ 2014/08/https-as-ranking-signal.html

Examples: Non-SSL

www.stateofinbound.com

SSL





Talk to your Account Manager for more information on SSL options

http://help.hubspot.com/articles/KCS_Article/COS-General/Can-I-host-secure-content-on-HubSpot

#6: Panda

4.0: Launch Date: May 19, 2014

4.1 Launch Date September 23, 2014



Content	Pre-Panda	Post-Panda
Length	Whatever	> 250 unique Words per page or it could be "thin content"
Canonicalization	Unnecessary, post duplicates everywhere	Yes, Each item of content should have one canonical URL
Quality	Keyword stuffed, auto-generated and "respun" content	Content should be original, trustworthy and useful

Google Content Guidelines: https://support.google.com/webmasters/topic/2371375

#7: Penguin

3.0 Launch Date: October 2014





Penalizes sites with overoptimized or unnatural links

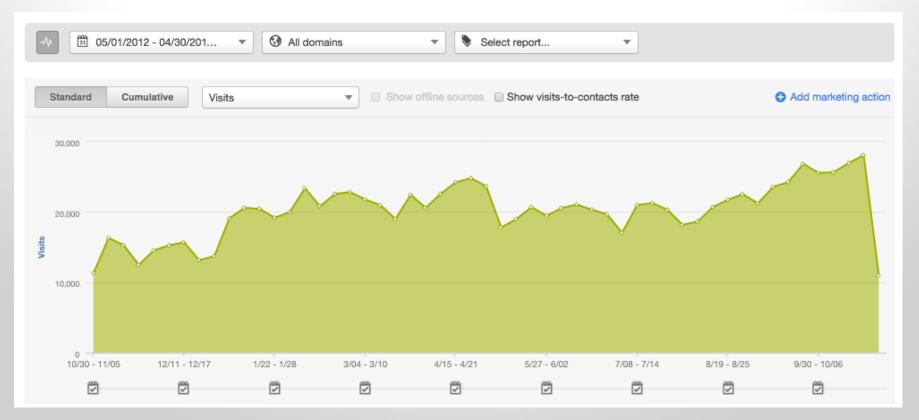
Over-optimized == many links with identical anchor text

Unnatural == spammy links

HOW TO MEASURE THE IMPACT

10k foot view: Sources Report

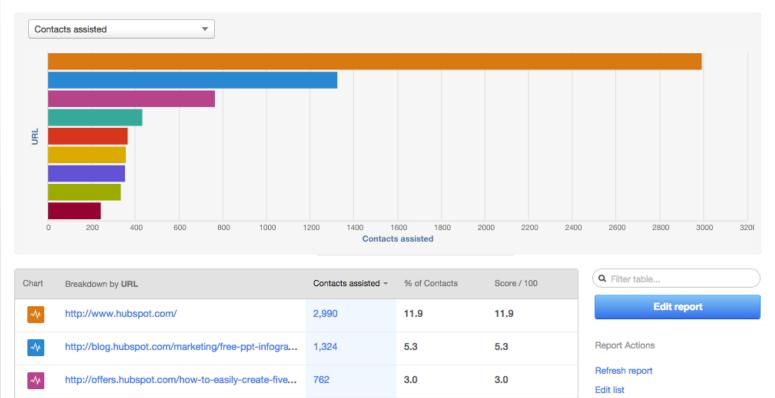
Total organic visits and conversions



5k foot view: Attribution Report

Total organic visits and conversions

Organic Leads by First Touch URL



1k foot view: Keywords Tool

Keyword rankings

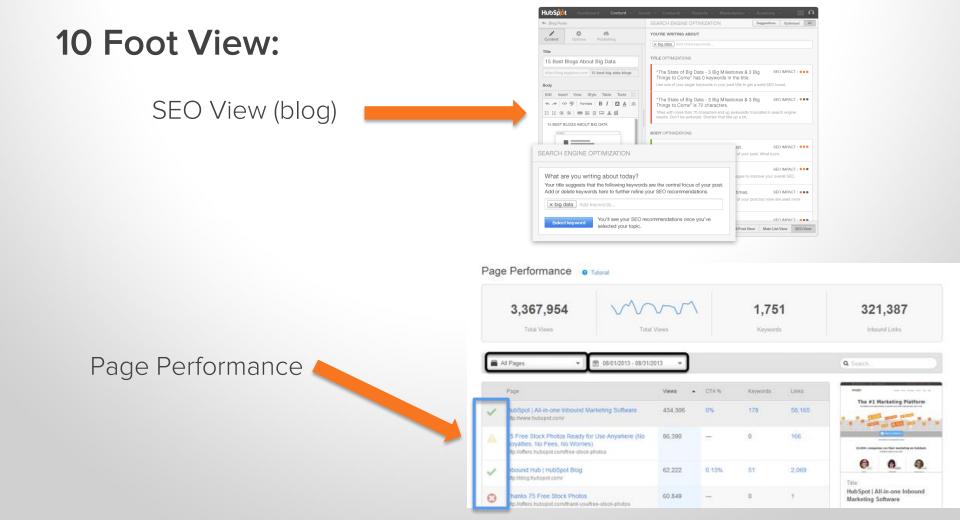
_	Click to reverse the sort direction											
Sort	ed by: Rank -	Showing: Monthly Searches *	Rank	Difficulty -	2							
	social media marketing stats Added Oct 26 2014	40	1	91	\$ -							
	social media grader Added Oct 26 2014	Low	1	30	☆ ~							
	social media marketing for nonprofits Added Aug 30 2013	40	2	64	¢ <i>▼</i>							
	how nonprofits use social media Added Oct 26 2014	Low	3	63	\$ v							
	social media trends Added Oct 26 2014	1,300	4	97	¢ -							

100 Foot View: Excel and Keywords Tool

Number of 1st page Google rankings per keyword topic

Keyword	Category	Rank	Ranking URL
ab testing calculator	A/B	3	http://www.hubspot.com/ab-test-calculator
ab testing	A/B	46	http://offers.hubspot.com/an-introduction-to-ab-testing
ab testing tools	A/B	13	http://www.hubspot.com/products/landing-pages
ab testing best practices	A/B	20	http://blog.hubspot.com/blog/tabid/6307/bid/25860/5-best-practices-for-website-a-b-testing.aspx
ab testing framework	A/B	100+	
ab testing tutorial	A/B	8	http://knowledge.hubspot.com/landing-page-user-guide/how-to-ab-test-landing-pages
ab testing t test	A/B	23	http://blog.hubspot.com/marketing/a-b-testing-experiments-examples
ab testing terminology	A/B	23	http://blog.hubspot.com/marketing/marketers-guide-understanding-statistical-significance
ab testing tips	A/B	83	http://blog.hubspot.com/customers
ab testing software	A/B	31	http://blog.hubspot.com/marketing/ab-tests-run-homepage-list

Category	\$ 1st Page	ŧ	2nd Page	ŧ	3rd Page	ŧ	4th Page	ŧ	5th-10th P ≑ :
A/B		2		2		2		1	3

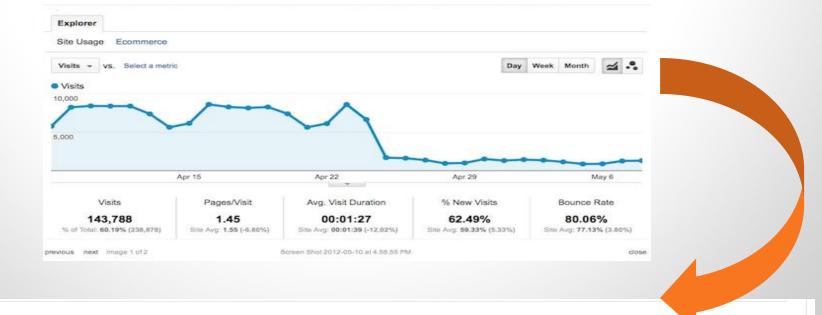




DIAGNOSE THE ISSUE



EXAMINE THE TIMELINE



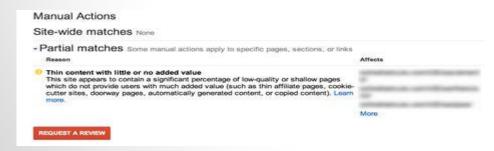
Penguin — April 24, 2012

MOZ

After weeks of speculation about an "Over-optimization penalty", Google finally rolled out the "Webspam Update", which was soon after dubbed "Penguin." Penguin adjusted a number of spam factors, including keyword stuffing, and impacted an estimated 3.1% of English queries.

http://moz.com/google-algorithm-change

GOOGLE WEBMASTER TOOLS



Affects
Some incoming links

SEO Analysis and Diagnosis

http://www.google.com/webmasters/



SOLUTIONS FOR ALGORITHM UPDATES

MO	PR	ODUCTS LE	ARN CON	MMUNITY	BLOGS	ABOUT
MOZ BLOG	YOUMOZ	RAND'S BLOG	DEV BLOG			CONTRIBUTE TO YOUMC

The Moz Blog

A	Your Google Algorithm Cheat Sheet: Panda, Penguin, and Hummingbird June 11th, 2014 - Posted by Marie Haynes to Basic SEO	Explore Posts by C Select a Category
If you're readir However, ther Penguin, and I	or's posts are entirely his or her own (excluding the unlikely event of hypnosis) and may not always reflect the views of Moz. In the Moz blog, then you probably have a decent understanding of Google and its algorithm changes. It is probably a good percentage of the Moz audience that is still confused about the effects that Panda, Hummingbird can have on your site. I did write a post last year about the main differences between Manual Unnautral Links Penalty, and if you haven't read that, it'll give you a good primer.	Join the Moz Socia Get our RSS E Follow us on Twitter
good reference	his article is to explain very simply what each of these algorithms are meant to do. It is hopefully a e that you can point your clients to if you want to explain an algorithm change and not overwhelm them details about 301s, canonicals, crawl errors, and other confusing SEO terminologies.	f Like us on Facebook X* Circle us on Google+ The Moz Top 10

http://moz.com/blog/google-algorithm-cheat-sheet-panda-penguin-hummingbird

TECHNICAL ROADBLOCKS

REDIRECTS

	Type of Redirect	Old URL	New URL
Wrong	301 - Permanent	http://SEOmoz.com/learn/seo/redirection	http://moz.com/
Wrong	302 - Temporary	http://SEOmoz.com/learn/seo/redirection	http://moz.com/learn/seo/redirection
Right	301 - Permanent	http://SEOmoz.com/learn/seo/redirection	http://moz.com/learn/seo/redirection

Caveat: If removing pages (e.g. during a redesign), 301 redirect OLD URL to most relevant NEW URL

REDIRECTS

URLET	URI Valet - Check Server Headers	URI Valet Help Reason Phrases
URI:	http://	
HTTP Protocol:	○ HTTP/1.0 ● HTTP/1.1	
User Agent:	My Browser Mozilla/5.0 (Windows NT 6.1; WOW64) AppleWebKit/537.36 (KHTML, like Ge	eck.
If-Modified-Since:		
©∞ URI Valet All trademarks and servicemarks are t Last Modified: 2014-09-07T07:00:00- URI Valet Version No: 1.58	he properties of their respective owners. 0700 VISA 🔁 Mank Yo	

http://urivalet.com/

INDEXATION

- Fix broken links on site
- Use 301 redirects
- Remove/Redirect low quality, thin pages

INDEXATION

Xenu – Broken Links / Crawling Errors

Eile Edit View Options Window Help													-
ddress	Status	Туре	Size	Title	Date	Level	Out Links	In Links	Server	Error	Duration	Charset	Description
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http://home.snafu.de/tilman/xenulink.html

ROBOTS.TXT

How to see your Robots.txt file

Type in: www.YourWebsite.com/robots.txt

www.boston.com/robots.txt

Tell Google what you do and don't want indexed

Sitemap: http://www.boston.com/streams_sitemap.xml.gz

User-Agent: * Disallow: /ajax Disallow: / ajax Disallow: /css Disallow: /eom Disallow: /fragment Disallow: /img Disallow: /js Disallow: /login Disallow: /logout Disallow: /newsprojects/widgets/ Disallow: /page Disallow: /rf Disallow: /rss Disallow: /rw Disallow: /templates

ROBOTS.TXT

Your robots.txt should look like this if you don't want to block search engines

User-agent: * Disallow:

Sitemap: http://www.yoursite.com/sitemap.xml

http://knowledge.hubspot.com/site-pages-user-guide/how-to-customize-the-robotstxt-file

ROBOTS.TXT

Your robots.txt should look like this if you want to block search engines from all of your pages

User-agent: * Disallow: /

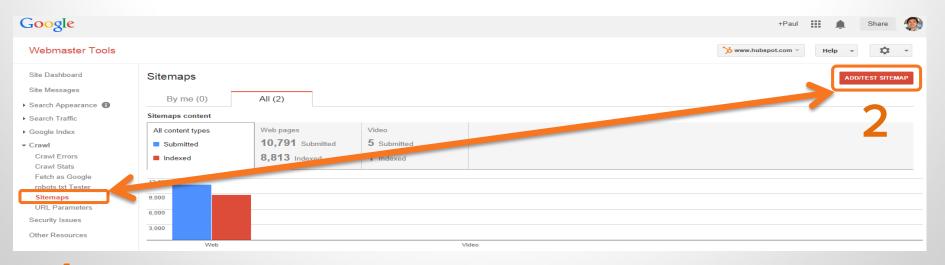
http://knowledge.hubspot.com/site-pages-user-guide/how-to-customize-the-robotstxt-file

SITEMAPS

This XML file does not appear to have any style information associated with it. The document tree is shown below.

```
▼<urlset xmlns="http://www.sitemaps.org/schemas/sitemap/0.9" xmlns:mobile="http://www.google.com/schemas/sitemap-mobile/1.0">
 ▼<url>
     <loc>http://blog.hubspot.com/marketing</loc>
     <lastmod>2014-09-11</lastmod>
   \langle /url \rangle
 ▼<url>
     <loc>http://hsb1.hubspot.com/inbound-marketing-blog</loc>
     <lastmod>2014-08-12</lastmod>
   </url>
 ▼<url>
     <loc>http://hsb1.hubspot.com/customers</loc>
     <lastmod>2014-08-07</lastmod>
   </url>
 ▼<url>
     <loc>http://hsb1.hubspot.com/product-news</loc>
     <lastmod>2014-01-21</lastmod>
   \langle /url \rangle
 ▼<url>
     <loc>http://www.hubspot.com/customers</loc>
     <lastmod>2014-08-11</lastmod>
   </url>
 ▼<url>
     <loc>http://www.hubspot.com/company-news</loc>
     <lastmod>2014-01-21</lastmod>
   </url>
 ▼<url>
     <loc>http://blog.hubspot.com/ecommerce</loc>
     <lastmod>2014-09-08</lastmod>
   </url>
 ▼<url>
     <loc>http://www.hubspot.com/products/whats-new</loc>
     <lastmod>2014-01-21</lastmod>
   \langle /url \rangle
```

SITEMAPS



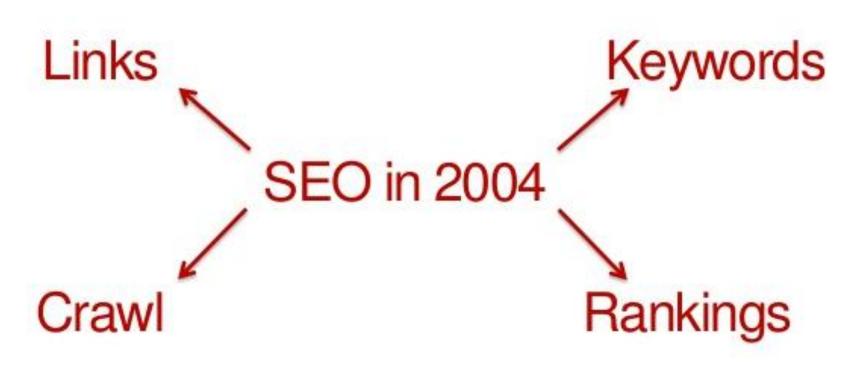
http://www.google.com/webmasters/



5 2014 SEO WINNERS & LOSERS

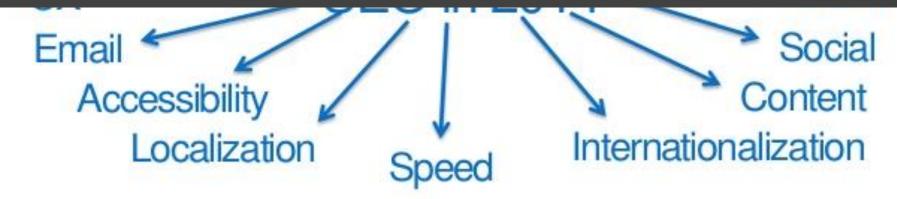
Great SEO Is No Longer Just "SEO"

http://www.slideshare.net/randfish/seo-tactics-to-love-vs-leave



Great SEO Is No Longer Just "SEO" Webspam Design & UX Keywords Mobile Rankings Press & PR

http://www.slideshare.net/randfish/seo-tactics-to-love-vs-leave





LOSERS:

- Directories
- Thin / low-quality content
- Lyrics sites
- Content Aggregators

http://blog.searchmetrics.com/us/2014/0 9/26/panda-update-4-1-winners-losersgoogle-u-s/

Google.com – Panda 4.1 Losers in the U.S.

Here is a filtered overview of the losers (SEO Visibility) ordered by percentage:

Domain – Loser	Before	After	Change in %
yellow.com	16383	3413	-79%
similarsites.com	118771	25197	-79%
free-coloring-pages.com	12268	2960	-76%
dwyer-inst.com	13225	3229	-76%
issitedownrightnow.com	69354	18376	-74%
updatestar.com	13232	3788	-71%
office365.com	29365	8781	-70%
findthebest.com	30848	93937	-70%
homewyse.com	14161	4410	-69%
adelaide.edu.au	20351	6537	-68%
pearltrees.com	16769	5503	-67%
ok.co.uk	18226	5995	-67%
socialcomments.org	27476	9058	-67%
mybillcom.com	12258	4136	-66%
tgiblackfriday.com	10037	3420	-66%
discountsstory.net	20907	7337	-65%
indyweek.com	13373	4826	-64%
zabasearch.com	42679	15697	-63%
exacttarget.com	14849	5729	-61%

Thin / scraped content

Directory with minimal unique content



« Back to Search Results



McMahon Plumbing

614-910-3350 Visit Our Website 100% Satisfaction Guaranteed

MCMAHON

More information about McMahon Plumbing

Products:

Boilers

Services

- Heater Sales
- · Appliance Hookups Dishwashers, Icemakers Etc
- · Bathroom & Kitchen Remodeling
- Custom Design And Installation Of Radiant Heating
- · Faucets, Whirlpool Tubs, Showers, Etc
- Installation & Repair Of Sump Pumps
- Maintenance Of Hot Water
- Steam Boilers
- Oil To Gas Conversions
- · Plumbing Heating, Drain Cleaning, Water Quality
- · Repair & Replacement Of Water Heaters
- · Repair And Maintenance Of Sinks, Toilets
- Upfront Pricing
- Bathroom Remodeling & Kitchen Remodeling

Special Services:

- Plumbing Services
- 24 Hour Emergency Service

BLACK HAT LINK BUILDING

http://jmarbach.com/rapgenius-growth-hack-exposed

rg	Rap Genius 3 hours ago @	
	u have a blog? Do you wanna be a RAP G ATE? Help us help you!	ENIUS BLOG
	have a blog and are down, email me: od@rapgenius.com	
Like - C	omment - Share	[] 1
් 15	people like this.	Top Comments 🝷
ż	Write a comment	Ø
-	Shazoen Nawaz Don't have a blog, but I'd love you guys. Should I email? Like - Reply - 3 hours ago	to write for
TRAN	Ben Ybarra No thanksi dont wanna be held a for a Drake post Imfao Like · Reply · ເວັ 1 · 3 hours ago	ccountable
	Roy Brown Kidd No I don't have Like - Reply - 3 hours ago	
8	Ben Razz no! Like · Reply · 3 hours ago	
Write a	comment	

LOSERS:

Copyright violating pirates.

The top 30 loser list

It's based on our SEO Visibility and sorted by biggest net loss. You can click each loser a continue the analysis in our Searchmetrics Suite.

Domain	SEO Vis 10/19	SEO Vis 10/26	net loss in per
free-tv-video-online.me	156,352	2 5,677	-150,675
movie4k.to	107,017	2,599	-104,418
mp3skull.com	109,793	14,588	-95,203
myfreemp3.cc	84,41	5 7,890	-76,525
kickass.to	72,013	3 24,400	-47,613
mp3olimp.net	43,544	5,814	-37,730
4shared.com	68,630) 31,007	-37,623
thepiratebay.se	60,177	31,597	-28,580
torrentz.eu	40,243	12,731	-27,512
zmovie.tw	31,692	6,206	-25,491
audiko.net	24,273	3 787	-23,486
downloads.nl	23,584	2,010	-21,574
mp3.li	20,633	440	-20,191
networkingfutures.com	20,090) 704	-19,386
mp3rocket.me	36,400) 19,200	-17,200
777my.com	17,570	i 2,083	-15,493
watchonlineseries.eu	14,717	487	-14,230



Reader's



http://blog.searchmetrics.com/us/2014/09/26/p anda-update-4-1-winners-losers-google-u-s/

Google.com – Panda 4.1 Winners in the U.S.

Here is a filtered overview of the winners (SEO Visibility) ordered by percentage:

Domain – Winner	Before	After	Change in %
comdotgame.com	2632	38231	1353%
hongkiat.com	135	68372	406%
babble.com	8963	42916	379%
rd.com	17209	71434	315%
mediamass.net	6839	27876	308%
hotelguides.com	8563	32957	285%
yourtango.com	30624	109148	256%
moreofit.com	6431	22864	256%
celebrity-gossip.net	10727	38068	255%
spoonful.com	2813	89573	218%
ivillage.com	11818	37065	214%
800-numbers.net	11809	34631	193%
thepiratebay.se	2571	67457	162%
aceshowbiz.com	21679	55059	154%
dummies.com	42806	104764	145%
geekwire.com	11606	28319	144%
ispot.tv	12242	28062	129%
womansday.com	11868	27195	129%
bncollege.com	36738	76969	110%
afterdawn.com	18519	38775	109%
allwomenstalk.com	19836	41088	107%
livescience.com	79499	164323	107%

PEOPLE ANALYTICS: BLOG

PEOPLE ANALYTICS: FOREVER CHANGING THE MANAGE YOUR BUSINESS	WAY YOU
Posted on February 18, 2014 by Ryan Fuller	← back to blog
in 🛩	
Share this:	

"People Analytics" has been getting quite a bit of buzz lately. To some extent, People Analytics is newsworthy because it represents a practical application of much-hyped technology trends like Big Data and social analytics to address really fundamental business challenges.

It also makes for good press because any story about People Analytics is able to juxtapose the potential opportunity ("<u>The Next Big Thing in Big Data: People Analytics</u>," Businessweek) with the potential privacy concerns ("<u>They're Watching You at Work</u>," The Atlantic), so there's a natural tension of hope-versus-fear that lends itself to press coverage. But as we go beneath the surface, there is something really significant here.

At VoloMetrix, we believe that People Analytics will support the largest step-change improvement in business performance in the last twenty years. In this blog post, I wanted to share my perspective on People Analytics and how we think and about the opportunity that is just around the corner.

What is People Analytics?

To begin with, let me try to ground conversation by defining what we think People Analytics is (opinions vary!). People Analytics is the use of people-related data to optimize business outcomes (and solve business problems) at the individual, team or organizational levels. This is a pretty expansive definition, but we think People Analytics is a real 'category,' with applications across all parts of the modern enterprise.

Digging a little deeper. People Analytics can be applied to a wide



Keyword targeting

In-depth answers to common questions

Lengthy = 790 words

Contains internal & external links

http://www.volometrix.com/blog/peopleanalytics-forever-changing-the-way-youmanage-your-business



15 TIPS: HOW TO PREPARE FOR A LAST MINUTE PRESENTATION

Posted by PowerSpeaking, Inc.

Oct 24, 2013 10:46:00 AM

Tweet 1 in Share 0 It Like Share 0

Did you just find out that you need to give a presentation in 90 minutes? Here are a few easy and effective tips to help organize and present that next mission-critical presentation.

Organizing Your Content

- Develop a short, clear one sentence main message, i.e. "I have a dream."
- An analogy, metaphor or memorable phrase for the main message increases retention, i.e. Informix's "The database with the future built in."
- Repeat your main message a number of times during the presentation. Use the exact wording each time.
- Stories and personal experience create longer retention. Illustrate points with stories, i.e. "Last week when I called on Bob Johnson, the CEO of Acme Jeans in Seattle, he said, 'You know John, using your customer service strategy has doubled our market share.' Then he said..."

PowerPoint Is Not The Talk You Arel

Niche focused

Clean organization: Headers & bullets

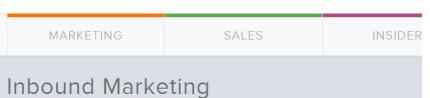
Long-tail keyword targets include:

- Last Minute Presentation
- How to do a last minute speech

http://blog.powerspeaking.com/15-tips-lastminute-presentation



SOFTWARE ABOUT CASE STUDIES



How to Map Lead Nurturing Content to Each Stage in the Sales Cycle

by Corey Eridon

February 16, 2012 at 12:40 PM

Lead nurturing is a crucial part of your marketing and sales success. Studies show that **50% of leads are qualified but aren't immediately ready to buy something from you** [Source: Gleanster Research]. With **lead nurturing**, however, you can bring those leads through your sales funnel and garner **4-10 times the response rate** compared to



a regular email blast while doing it [Source: SilverPop/DemandGen Report]. To nurture those leads correctly, however, you need to somehow adjust your messaging based on their point in the sales cycle. But how do you do that?

199 Linking Domains

In-depth article: ~2000 words

8 photo examples

Keyword targets include:

- Content mapping
- Sales cycle
- Content for lead nurturing

http://blog.hubspot.com/blog/tabid/6307/bid/314 06/How-to-Map-Lead-Nurturing-Content-to-Each-Stage-in-the-Sales-Cycle.aspx

CARVE YOUR NICHE...

...which we'll cover next week on Inbound Learning Broadcast



NEXT STEPS

1. Group your keywords by topic

2. Measure success based off of the page keyword rankings for each topic

3. Create an organic sources and attribution report

4. Install Google Webmaster Tools on your site

RESOURCES

- 1. Google Algorithm Change History
- 2. Google Webmaster Tutorial Videos
- **3**. A Guide to Auditing Your Google Webmaster Tools

QUESTIONS?

THANK YOU.

