

# 10-STEP CHECKLIST FOR YOUR NEXT **WEBSITE REDESIGN** . . .



Presented by:

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# A 10-STEP CHECKLIST FOR YOUR NEXT WEBSITE REDESIGN

## Presented by Carrie Gallagher

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Carrie is a web designer and marketer with over a decade of experience helping small businesses realize the budget-friendly advantages of online marketing, so they can be found when and where their ideal buyers need them.

- \* Mobile-Ready Web Development
- \* Lead Generation Campaigns
- \* Email Lead Nurturing
- \* List Segmentation
- \* Content Creation (*like this ebook!*)
- \* Blogging
- \* Social Media Management
- \* HubSpot Admin & Training

For information on how a website redesign can recharge your marketing, email Carrie or connect online ----->>>>



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# INTRODUCTION



Every now and then your website needs a refresh. There are many good reasons for a full redesign, whether it's a rebranding, moving onto a new Content Management System (CMS), the site isn't producing leads, or it looks like it was built in 1999 and isn't mobile-responsive.

Eventually, there comes a time when you've gathered all the low-hanging fruit possible. — that's when you need a bigger change. Radical redesigns are a great way to transform your site into a beautiful and productive new extension of your business.








Depending on how you plan it out, a redesign can be a huge success – or it could fail terribly. It's a big project, so whether you're working with an agency or redesigning in-house, this checklist should save you from some headaches.

But, I will admit, this is not your average checklist. While many detailed and tactical checklists are available online (I've listed some favorites on page 16), the one thing commonly overlooked – that can make or break your redesign – is how the redesign will support (and improve) your overall marketing efforts. Your website isn't a silo. And it's not just about design. ***Your website affects your social media, email marketing, lead generation, brand awareness and sales strategies.***

That's what this checklist aims to solve for: turning your website into an inbound marketing machine for long-term success.

# 1. BENCHMARK YOUR CURRENT METRICS

Before you start thinking about anything, document your current performance metrics. Start by analyzing your existing site over its history, including:

-  ..... Number of visits/visitors/unique visitors
-  ..... Bounce rate
-  ..... Time on site
-  ..... Current SEO rankings for important keywords
-  ..... Domain authority
-  ..... Number of new leads/form submissions
-  ..... Total amount of sales generated

If you don't have access to this information, I recommend adding a tool like Google Analytics or [HubSpot's closed-loop analytics](#) for better tracking and visibility into your site's performance.



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## 2. DETERMINE YOUR GOALS

If you're considering a redesign, you should have a good reason for it. Many times we hear "because it's been a while since we've done one," or "I want our business to look bigger." These are not good enough reasons for a redesign. It's not just about how your site looks, but *how it performs*.

Be really clear about why you're doing the redesign in the first place and tie it to measureable results. Then, communicate your goals with your team, designer or agency. Consider the following objectives:

- ..... Increase # of visits/visitors
- ..... Increase # of new leads/form submissions
- ..... Decrease bounce rates
- ..... Increase # of sales generated
- ..... Increase time on site
- ..... Improve SEO rankings for important keywords
- ..... Improve domain authority

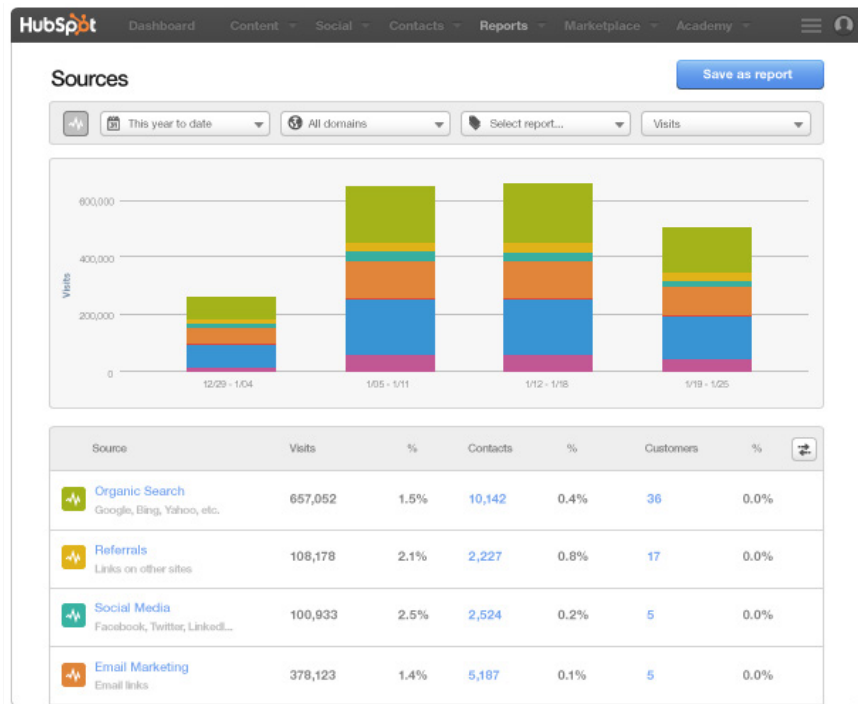
Many of these goals are dependent on each other. For example, in order to get more conversions, you need to increase traffic while decreasing the bounce rate, so it's common to have many of these objectives. Some may be more important than others for your business. Once you determine this list, tie objectives to a specific success metric, e.g. *"to increase site traffic by 50% in the next six months."*





# SEE WHICH CHANNELS DRIVE YOUR BEST TRAFFIC AND LEADS

Do you know which of your marketing channels are bringing in the most customers? HubSpot lets you see your top performing channels - in terms of visits, leads and customer acquisition - so you can make your marketing investments smarter.







- ✓ **Social Media Measurement:** Understand how social media is driving leads.
- ✓ **Organic vs. Paid:** See how much of your search traffic can be attributed to search engine optimization, and how much you're paying for.
- ✓ **Buyers vs. Browsers:** See which channels brought in serious leads versus website visitors who just came to look around.



### 3. AVOID PITFALLS. INVENTORY YOUR ASSETS

While a redesign is a great way to improve results, there are countless ways it can hurt you. Your existing website contains a lot of assets that you have built up, and losing those during a redesign can damage your marketing. For instance, such assets might include:

-  ..... Most shared or viewed content
-  ..... Most trafficked pages
-  ..... Best performing keywords you rank for and associated pages
-  ..... Number of inbound links to individual pages




For example, if you remove a page that has a higher number of inbound links, you could lose a lot of SEO credit, which could decrease keyword rankings.

Keep in mind that many web designers don't consider this step because they're usually not marketers.

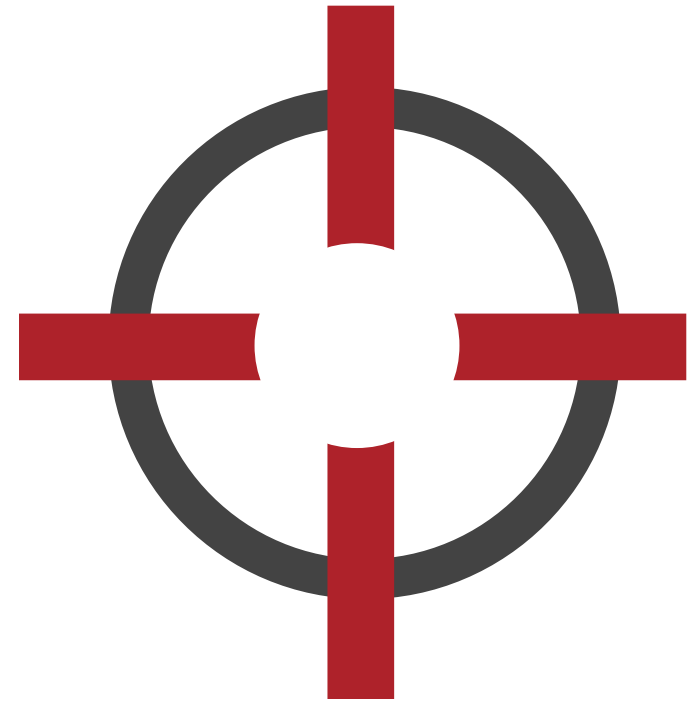


## 4. ANALYZE THE COMPETITION

While we don't recommend obsessing over your competitors, it helps to know how you compare.

-  Run your website through **Marketing Grader** (<http://offers.carriegallagher.com/marketing-grader>) to get a report card of how your website and marketing is performing today.
-  Next, run your competitors through Marketing Grader so you are aware of their strengths and weaknesses.
-  Take a look at their websites, note what you like and what you don't. **NOTE:** this is not meant to copy them. That's the last thing you want to do. Instead you'll uncover what you can do better.

Once you run the analysis, put together an action list of what areas you can improve and what you can do differently than your competitors.



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# BENCHMARK YOUR COMPETITORS AND KEEP TRACK OF YOUR RIVALS

Competitors - HubSpot

Website	Website Grade	Traffic Rank	Indexed Pages	Linking Domains	Facebook Fans	Twitter Followers
www.acme-corp.com	93	6.5	655	3,190	18,946	62,660
www.vandelay.com	96	6.0	7,774	1,820	1,804	9,809
www.initech.com	98	5.9	5,231	2,723	2,723	4,677
www.hanso.com	99	6.7	259	2,130	85,020	48,849
www.oceanicair.com	98	7.0	235	16,043	16,043	66,850
www.lexcorp.com	98	4.5	2,444	898,000	4,960	1,768

Wondering how your marketing stacks up against your competition -- or other companies your size? HubSpot makes it easy to set goals and see where you stand on traffic, inbound links, conversion rates, lead generation and other important metrics.

- ✓ See how your competitors are faring in search, social media and lead generation.
- ✓ After you look at the overview, get a detailed report on any individual competitor to delve deeper into their strengths and weaknesses.
- ✓ Compare your lead and sales conversion rates with other companies in your industry.





## 5. IDENTIFY YOUR UNIQUE VALUE PROPOSITION

Before you begin crafting your content, be clear about your Unique Value Proposition so that it's consistent across your entire website. If you attract a high number of *unique* visitors, or you're a new business, people might not be familiar with you and what you do. You need to immediately answer if what you do is right for them, and why they should stay on your website and not flee to your competitors.

When crafting your UVP, make sure you sound human. Don't use gobbledygook. Consider the following example of how we could describe HubSpot in a gobbledygook way:

HubSpot assists organizations across multiple countries reduce churn by backfilling the sales pipeline with highly qualified traffic that generates leads that convert into customers with high lifetime value. We achieve this through leading-edge software that integrates all marketing channels for a synergistic view of the data that determines and prioritizes the high-value marketing activities.

Say what? Let's translate that into the way people *actually speak*:

HubSpot's all-in-one marketing software helps more than 10,000 companies in 65 countries attract leads and convert them into customers. A pioneer in inbound marketing, HubSpot aims to help companies make marketing that people actually love.

Ahh yes, got it! This step defines how the world communicates with your website. It can dramatically affect your bounce rates and conversion rates. Don't skip this step!



## 6. DESIGN YOUR SITE AROUND PERSONAS

Your website is not just about you. Your visitors ask, “what’s in it for me?” Speak to them in their language by designing content around buyer personas.

A buyer persona is when you slice your marketplace into individual groups of people. They are fictional representations of your ideal customers, based on real data about customer demographics and online behavior, along with educated speculation about their personal histories, motivations, and concerns.

For example, if you are a marketing manager at a hotel who is looking to bring in new business, you might target five buyer personas: an independent business traveler, a corporate travel manager, an event planner, a vacationing family, and a couple planning their wedding reception.



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Consider the following when building your buyer personas:

### .....**SEGMENT BY DEMOGRAPHICS**

Start developing personas by researching your existing customer base to identify the most common buyers of your products and services. You may have several different types of buyers, so give each one a detailed description, including a name, job title or role, industry or company info, and demographic info.

### .....**IDENTIFY THEIR NEEDS**

What are the biggest problems they are trying to solve? What do they need most? What information are they typically searching for? What trends are influencing their business or personal success?

### .....**DEVELOP BEHAVIOR-BASED PROFILES**

What do they do online? Are they active on Twitter, Facebook, or other social networks? What kind of search terms do they use? What kind of information do they tend to consume online? Which of your products do they spend the most time researching? How do they use those products?

Your website is a great way to match your messaging to the needs of different buyer personas. Build your pages into categories to fit these personas, or offer content in a way that your prospects can easily find what's relevant for them.



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## 7. OPTIMIZE YOUR SITE FOR SEARCH

Getting found online is essential to improving the rest of your site metrics. If no one is coming to your site, how can you increase leads, downloads, or sales?

Here are some tips to designing your site for search engine optimization (SEO):

### ..... **DOCUMENT YOUR MOST SEARCH-VALUED PAGES**

As mentioned in step three, know what pages have the strongest SEO juice, the most traffic, inbound links, and keywords rankings. If you plan to move highly ranked pages, create proper 301 redirects so you don't lose any of that value.

### ..... **CREATE A 301 REDIRECT STRATEGY**

This may be THE most important step in terms of retaining traffic and rankings. Simply create a spreadsheet to record and map out your 301 redirects.

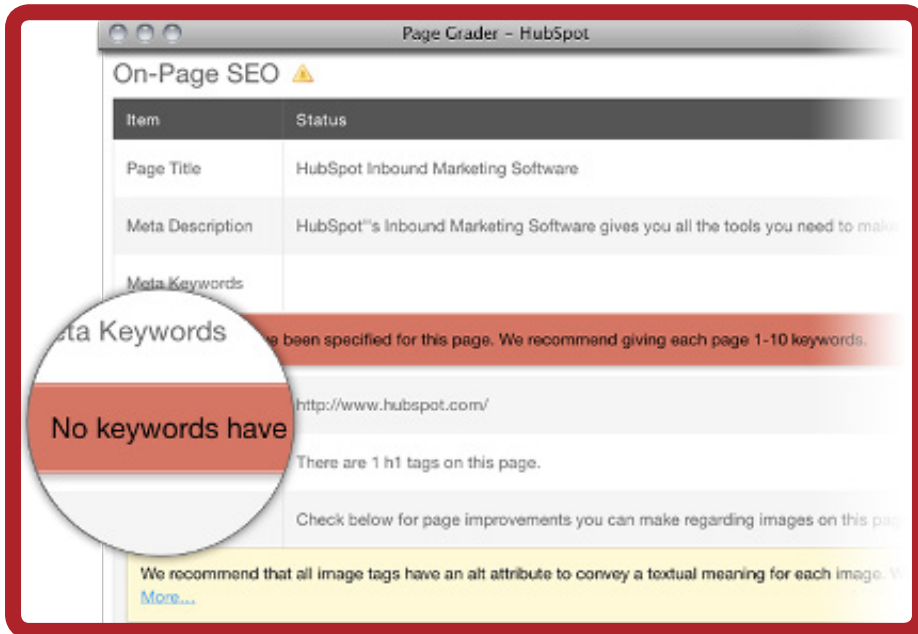
### ..... **DO YOUR KEYWORD RESEARCH**

For every page, pick one to two keywords that the page will focus on. Once you determine the keyword(s), use on-page SEO tactics, such as internal link building and optimizing your header tags (H1, H2, H3, etc.)





# SEE WHICH CHANNELS DRIVE YOUR BEST TRAFFIC AND LEADS



You don't need to hire that SEO expert. HubSpot's built-in search engine optimization makes it easy to pick the right keywords and find link-building opportunities that increase your website's search rank.







- ✓ **Keyword Analysis:** Find and track your most effective keywords.
- ✓ **Link Tracking:** Track inbound links and the leads they're generating.
- ✓ **Page-Level SEO:** Diagnose and fix poorly ranking sites.



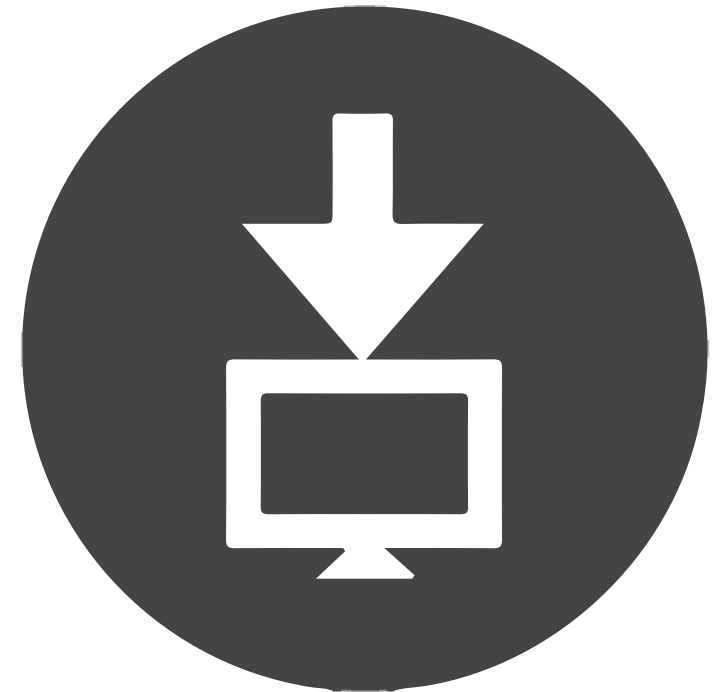
## 8. IDENTIFY CALLS-TO-ACTION

Calls-to-action are the elements on your website that drive visitors to take an action, whether it's to download a whitepaper, contact sales, or purchase a product. Your website shouldn't be a static brochure, but should prompt your visitors to do something that further engages them with your brand.

When you're planning for the redesign, think about all the potential opportunities for conversion. For example:



-  ..... Ebooks and whitepapers
-  ..... Contests and promotions
-  ..... Product purchases
-  ..... Email newsletter subscription
-  ..... Free trials
-  ..... Contact us / consultation / demonstration / etc.

While the “design” of your website is important, focus on functionality. Make sure there are plenty of calls-to-action so you don't lose visitors.





# EASILY BUILD AWESOME CALLS-TO-ACTION WITH HUBSPOT

Call-to-Action A/B Test Group	Views	Views to Clicks	Clicks	Clicks to Submissions	Submissions	Views to Submissions
 Links to: <a href="https://hubspot.com/facebook-marketing/">hubspot.com/facebook-marketing/</a> <a href="#">Change Call-to-Action Link</a>	4462	4.93%	220	29.55%	65	1.46%
 Links to: <a href="https://hubspot.com/facebook-marketing/">hubspot.com/facebook-marketing/</a>	4375	4.50%	199	29.55%	65	1.46%

HubSpot allows you to easily build, A/B test, embed and track impressions, clicks and lead submission from the call to action buttons on your website.

- ✓ Upload an image or build a CTA from scratch.
- ✓ A/B test two or more CTAs.
- ✓ Easily embed CTAs on your website or emails.
- ✓ Track views, clicks and form submissions from your CTAs.





## 9. CREATE AN ONGOING CONTENT STRATEGY

If you have more content, on average you will have more website visitors and grow your business faster. A 100-page website will beat a 10-page website 99% of the time. And a 500-page website is even better, especially when it includes a constant flow of fresh content. Build a strategy to continue to add more and more content to your website over time.

### ..... **START A BLOG**

This is one of the best ways to have an on-going flow of great content. In fact, companies that blog have 55% more website visitors and 88% more leads than those who do not.

### ..... **INCLUDE SOME PR**

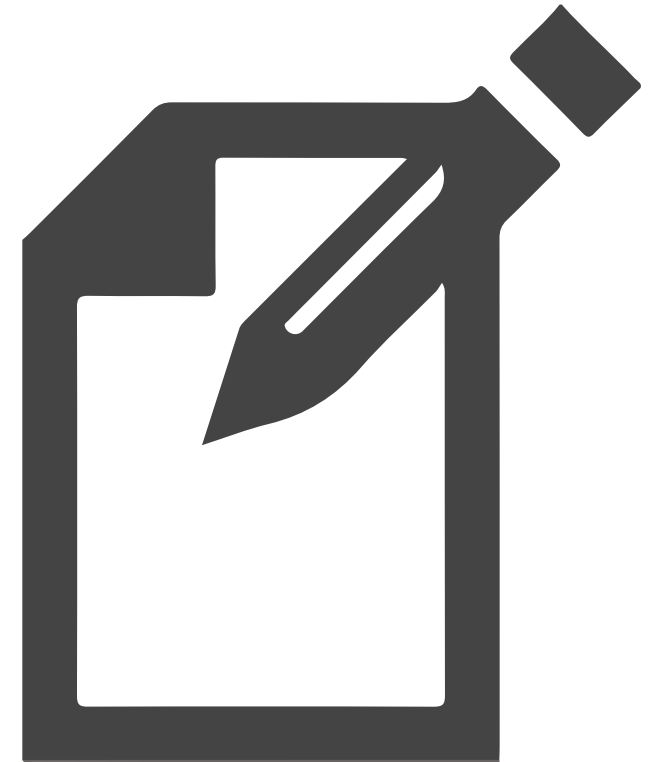
Post press releases and updates, but don't rely on this alone.

### ..... **OUTSOURCE WHEN NECESSARY**

Lack time or resources for content? Take a look at [content marketplace services like Zerys](#) that provide a network of authors.

### ..... **NEED IDEAS TO GET STARTED?**

[Contact us](#) for an inbound brainstorming session!



## 10. DON'T FORGET THE EXTRAS!

Any website built today should include these basics: a homepage, product pages, industry resources and Contact Us/About Us pages. But there's more to the basics that can really make your website awesome:

### ..... **BLOG OR "LEARNING CENTER"**

A blog is a great way to create content on an ongoing basis, converse with customers and prospects, and SEO your website.

### ..... **LANDING PAGES & CALLS-TO-ACTION**

Landing pages and calls-to-action are critical lead generation components. Create awesome landing pages as part of the redesign for your offers and assets.

### ..... **ADD RSS SUBSCRIPTION**

RSS allows your blog content to be automatically pushed out to other websites, increasing the reach of your content.

### ..... **SHAREABILITY**

Add social media sharing buttons/links to all your pages.

### ..... **ANALYTICS**

It's critical you are measuring the performance of your website from the start. Insight is everything for a marketer.



# CONCLUSION



A successful website redesign starts long before the site is actually “designed.” Often times, people tend to get caught up in how the website looks, which can overshadow how well it actually works.

Remember, a website is not a silo. Its integration with other functions, such as social media, email marketing and lead generation, is critical. This is your chance to turn your website into an inbound marketing hub.

Follow this checklist and you’ll be well-prepared for your next website redesign.

Thanks for reading, and please reach out if you’d like to hear about my website design and marketing services.

Carrie Gallagher  
carrie@carriegallagher.com

## HANDY CHECKLISTS

I skipped over many of the very down-and-dirty checklists because there are so many great lists already available. If you’re looking for a tactical redesign checklist that covers all the little details, check out these resources:

[The Best Damn Web Marketing Checklist](#)

[Comprehensive Web Design Checklist](#)

[Step-By-Step Website Development](#)

[The Ultimate Website Launch Checklist](#)

[15 Essential Checks Before Launching Your Website](#)

# GO INBOUND

Inbound marketing is a proven methodology that yields results on any budget. If you're ready to join the tens of thousands of business owners embracing Inbound, why not start with a friendly, ***no-obligation assessment?***



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