

### The Fundamentals of Blogging

Professor: Dee Dee de Kenessey

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# WHY DOES BLOGGING HELP YOUR INBOUND MARKETING?

## WHAT IS BLOGGING?

Your blog is a place to regularly publish and promote new content related to your business and industry.

#### Inbound Methodology



by HubSpot

#### Inbound Methodology



by HubSpot

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by HubSpot

#### Strategically promote offers.

If your visitor wants to learn more, provide them with that next step.

Many ecommerce platforms provide shopping carts that will calculate the appropriate sales tax for you. You may need to enter data to help the shopping cart function correctly, but once you do that, the job will be done. Research the ecommerce platforms you plan to use carefully to ensure you choose one that covers you.

Also, keep in mind that laws can change with astonishing regularity. What's true today may not be true tomorrow. Keep up to date on tax laws in your locations, and keep an eye out for any changes that may occur regarding online sales. While you may not be required to charge tax in certain places now, that could change before you know it.



Do they want to learn more about the topic?

# STAND OUT AS AN EXPERT IN YOUR INDUSTRY. BUILD TRUST.

# HOW DO YOU CREATE A SUCCESSFUL BLOG?

### **BLOGGING BEST PRACTICES**

- Pick a topic and a title.
- Format and optimize the post.
- Promote offers on your blog to increase lead generation.
- Promote your blog posts.



Analyze the performance of your blog posts.

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March 26, 2015 // 11:00 AM

#### 6 Reasons Why Marketers Should Bet on Podcasting

Written by Alisa Meredith | @alisammeredith



It started with a few tweets here and there asking me to start a podcast ("I don't have time to read all your blog posts!"), a couple of guest appearances on hangouts and other marketing podcasts, and next thing I know, for Inbound Marketing Week this year, I launched The Superheroes of Marketing podcast.

There is more to it than that, obviously. And the challenges were well, challenging... I'm not good with hardware. Wires and plugs all look the same to me. As an introvert, the performance part of the project is exhausting. Like everyone else, I'm busy. Really busy. Podcasting is extremely time consuming (more so than I expected).

But, here I am, planning, scheduling, recording and editing a weekly podcast with my co-host, Kelly Kranz. Am I crazy? Maybe. But here's why it works.

#### Why People are Eating Up Podcasts

Last spring, I found I couldn't read all the blog posts I needed to in order to keep up with all the great content and updates I needed to stay up on. So I started listening to podcasts weekday mornings as I got ready for the day. For me, it was a matter of making the most of my time and I'm hooked.

#### Write

SHARE

794

Tweet

163 f Like 142

 $\bigtriangledown$ 

#### educational content.

Answer the questions or problems that people are searching for answers to.

# WRITE ABOUT YOUR INDUSTRY, NOT YOURSELF.

### **BRAINSTORM A LIST OF TOPICS**

- What are the most frequently asked questions?
- What do your buyer personas need help with?
- What do you wish people knew about your industry?
- What are industry bloggers, social media and your

competitors talking about?



#### When picking a topic, do keyword research.

Which keywords do your buyer personas use? Which are associated with your industry? Write about those topics to get found and start ranking higher in search results.

# PICK ONE TOPIC TO FOCUS ON PER POST.

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# Start with a **working title**.

Start here to narrow your topic down and focus on one single angle.

#### TOPIC

"Choosing paint colors"

### **WORKING TITLE**

"The Best Colors to Paint Your Kitchen"



March 24, 2015 // 11:00 AM

There are lots of ways to generate and publish content for your inbound marketing efforts. From the tried and true written word that powers your corporate blog to infographics, webinars, video and ebooks, the number of channels available to you seem almost endless.

It can be frustrating at times to try to cut through the noise with this much content being published. While publishing relevant information can help you create a loyal community of constituents, do you ever wonder if you could reach more people by adapting your content to a different style?

If you're struggling to figure out "what's next," you might want to explore the idea of hosting your own live internet radio show.

Talk radio is big business. The top shows have audiences in the millions and generate a great deal of revenue from advertising and sponsorships, not to mention the ability generate more revenue through promoting their own products and services.

### Include a **long-tail keyword** in the title.

It should be based on the topic you've chosen for the post.



#### Make the value of the post clear.

Set the right expectations – what is the reader going to get out of it?

#### Shorten the title to under 60 characters.

Google only shows the first 50-60 characters of a title in search results.

11 Ways to Make Your Content Appealing to International ... blog.hubspot.com/marketing/international-content-creation - HubSpot, Inc. -Apr 14, 2015 - Learn tips for creating content that appeals to your entire audience, no matter where in the world they come from.

April 14, 2015 // 8:00 AM

11 Ways to Make Your Content Appealing to International Audiences

Written by Nataly Kelly | @natalykelly



- A. The Key to a Good Meeting
- B. How to Have a Team Meeting Where People Pay Attention and Don't Fall Asleep at the Table Instead
- C. Meeting Leadership Skills
- D. How to Stop Holding Boring Team Meetings

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#### March 30, 2015 // 7:00 AM The Pros and Cons of Geo-Targeting in Paid Search

Written by Michelle Brammer I @ezangamichelle



#### It happens to the best of us.

I remember not too long ago being in a "New York State of Mind." Too bad the campaign I was optimizing was for New Jersey. Whoopsi I caught it after only a day, but that didn't reverse the wasted ad spand. I learned my lesson: enter once, check twice.

It's no secret that geo-targeting has opened many doors for advertisers. Geo-targeting helps focus in on a specific market, resulting in more relevant messaging and a better return.

But sometimes too much of a good thing can be a curse. And in those instances, geo-targeting, well, it isn't so great.

Here's some pros and cons to your geo-targeting strategy that might help, or hinder, your campaign:

#### The Advantages of Geo-Targeting

#### 1) You Can Hide Ads from Your Competitors

If you're testing a new strategy or offer, you don't want your competitors to know, right? Hiding your ads from your competitors is possible with a combination of geotargeting and IP exclusion. With IP exclusion, you prevent people in your competitors' corporate offices from seeing your ads. And with geo-targeting, you can still advertise in their so called backyard. It keeps your strategy safe without removing an entire market from your search strategy.

First, identify your competitors IP addresses. Once identified, you can exclude them from your AdWords Campaigns.To exclude these IP addresses:

- 1. Click on the campaign tab
- 2. Click settings
- 3. Click advanced settings
- 4. Click IP exclusions

#### Use whitespace.

It allows the visitor to focus on the content, not the clutter.

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### Use section headers, bullets or numbered lists to break up information.

#### 3 Ways to Improve the User Experience of Your Site

Thinking your site could use a similar overhaul?

If you'd like to make changes based on user experience, there's just one main concept you need to keep in mind: **Always focus on the wants and needs of your user**. Don't let your CEO, CMO, or Junior Visual Designer dictate the design or messaging. Turn to your users and ask them what they want. Here are a few simple ways to do just that:

#### 1) Gather some qualitative feedback.

Start by user testing your site. You could use a simple and free service like Peek. Interview your customers and ask them what they like about your product, messaging, or online presence. Get to know the human on the other side of the computer by developing empathy within your team.

#### **Bold** important information.

Help readers quickly understand the key takeaways from the post.

#### Include images to break text up visually.

Place an image at the top of each post to entice your visitors to read more.

#### A Helpful Guide of Public Speaking Tips [Infographic]

Written by Lindsay Kolowich | @lkolo25



If the thought of speaking in front of a crowd makes you uneasy, you're not alone. According to a study by Chapman University, public speaking is the number one fear in America -- followed

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#### Optimize the post around the long-tail keyword.

Is it in the page title?



but morehanding rewards such as gift cards are also a good idea. It's easy to calculate the POI

Of course, it goes without saying that you should never shout in a meeting with a client – but you already knew that.

#### 2) Drink lots of water.

Human beings are made up of more than 60% water, and there's not a single bodily organ that can function without it. Even bones are more than a fifth water.

Besides the fact that drinking more water is generally good for you, it'll also keep your voice in peak condition. Your vocal cords and larynx exist in a warm, moist environment. Maintaining that environment is important to keep your voice system at an optimal level of performance, so make sure you're staying hydrated.

#### 3) Avoid reflux.

Have you ever woken up in the morning with a hoarse voice even when you don't have a cold? You may have mild reflux.

Gastric reflux can give you heartburn or chest pain, bu laryngopharyngeal reflux, which occurs when stomach acid travels up to your larynx and throat, might not trigger any dramatic symptoms in your body beyond a hoarse or sore throat. Your larynx isn't naturally protected against exposure to acid, so reflux can easily affect your voice. High-fat or high-carbohydrate diets and excessive drinking or smoking can all contribute to reflux.

To prevent reflux, avoid food or drink for three hours before you go to sleep. Foods that stimulate stomach acid production – think fried, spicy, acidic foods, caffeine, and alcohol – should be eaten sparingly. Antacids can also help.

#### Use it Right

Now that your voice is in peak physical condition, how can you put it to use? Whether you're

Include relevant internal and external links within the content.

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# USE YOUR BLOG TO STRATEGICALLY PROMOTE YOUR CURRENT OFFERS.

#### Feature calls-to-action on the blog sidebar.

These will appear on every post, so they should target a large segment of your visitors.


### Include a call-to-action at the end of each post.

This offer should be relevant to the content that a visitor has just read.



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## Link internally to your blog posts.



### Leverage your website.

Promote recent or popular posts on your blog sidebar, and add a blog link to your main website navigation.





### 15 Examples of Great Mobile Website Design

Witten by Rachel Sprung I Ørsprung

What's more, marketers are gearing up for a big change Google plans to make to their algorithm starting on April 21, 2015. Google wrote in their official blog that they will be "expanding our use of mobile-friendliness as a ranking signal," and their update should have a significant effect on marketers.

### Share posts on social media.

Promote them when you publish and include social sharing buttons at the top of the posts.

### Promote posts via email.

Send your buyer personas relevant content, include posts in newsletters, and create a blog digest email for your subscribers.



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### **BLOG METRICS TO ANALYZE**

Look at the number of views for each blog post.



Filter your most popular articles by topic, author or channel of promotion.



Look at the number of clicks on the call-to-action at the end of an individual post.

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# WRITE CONSISTENTLY AND FREQUENTLY.

### WHAT DOES A SUCCESSFUL BLOG POST LOOK LIKE?

### Did they pick a good topic?



### Did they pick a compelling title?



### Which formatting best practices do you see?



Bolding

### Is the post optimized for search engines?



### Are they promoting their offers?

surface space. Some people make their own extra large barrel grills specially made for smoking large amounts of meat.

#### What Did You Learn

•Why charcoal grills have been a staple for backyard grilling in America for a hundred years.

 Overall flavor, heat control and quality is what sets charcoal grills apart from competing grills and gives you a great BBQ experience.

• What features are important when building your charcoal BBQ space.

• Tons of creative tools that can make grilling with charcoal more convenient and fun.

relevant to the topic at the bottom of the post

Content offer





Tags: Outdoor Spaces, Outdoor Kitchens, Cooking Outside, Grilling & BBQ



Charcoal is loaded in the chamber just under the grill grate and is the fuel source. When burned, the charcoal will transform into embers radiating heat up toward the top vent.

Temperature is controlled by adjusting the top or bottom vents allowing more oxygen in or less. More results in a higher temperature and less oxygen to cool it down. Соц

High-Tech Grilling With

Could use the sidebar to promote an offer

Subscription

form

### Are they promoting their post?

### Social sharing buttons



High-Tech Grilling With

Temperature is controlled by adjusting the top or bottom vents allowing more oxygen

