pepperjam

# An Introduction to Search Engine Optimization (SEO) for Publishers

2/21/2018



- 1. SEO + Affiliate Myths
- 2. Learn how search engines work
- 3. Cover the SEO basics for publishers
- 4. Q&A



#### So What is SEO?

#### **SEO is Search Engine Optimization**

It is otherwise called Organic Search or Natural Search.

- Our goal is to optimize websites so that they rank well in the free listings of search engines.
- As the field progresses it really became more about optimizing the website (or online asset) so that it has the greatest potential to earn traffic without ad spend.





## Top 3 SEO + Affiliate Myths

#### 1. Affiliate links are dangerous for SEO

Always play it safe by using the "nofollow" tag
so that Google will not credit the link. Example:
 <a href="signin.php" rel="nofollow">sign
in</a>

#### 2. Affiliate links have no SEO value to pass

- Penguin 4.0 Algorithm Now it is likely that most paid links have no value to pass.
- Our Observation: As long as visitors clicks through there is organic value to pass.

#### 3. Google will not rank affiliate sites

 Not true! Google wants landing pages that provide value to searchers.



### The Best SEO Tip for Publishers: Provide "Sufficient Value!"

- Google's Gary Illyes tweeted that there are no problems with affiliate links.
- The problem is when a site's sole purpose is to be a "shallow container for affiliate links"
- The Google Fred Update:
  - "Following the General Guidelines below will help Google find, index, and rank your site."

#### Google's General Guidelines:

https://support.google.com/webmasters/answer/3 5769?hl=en&ref topic=6002025

#### Specific guidelines

Avoid the following techniques:

- Automatically generated content
- · Participating in link schemes
- · Creating pages with little or no original content
- Cloaking
- Sneaky redirects
- · Hidden text or links
- Doorway pages
- · Participating in affiliate programs without adding sufficient value
- Loading pages with irrelevant keywords
- · Creating pages with malicious behavior, such as phishing or installing viruses, trojans, or other badware
- Abusing rich snippets markup
- · Sending automated gueries to Google





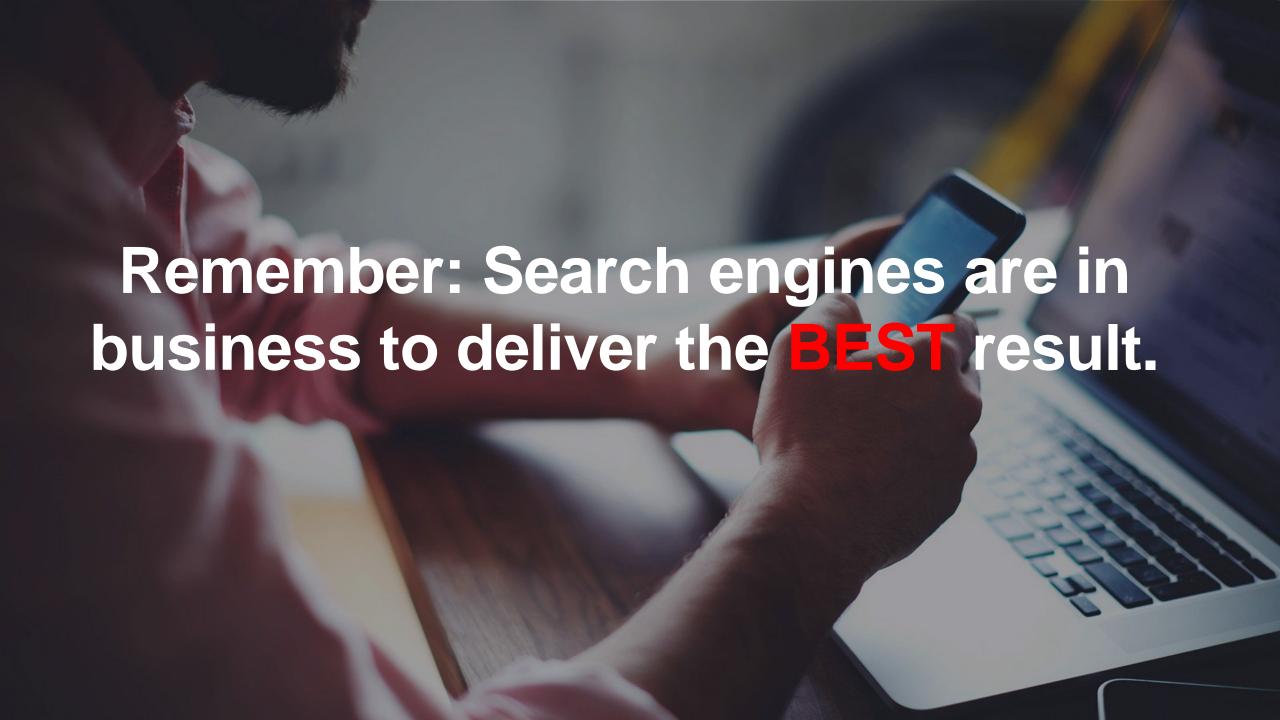
DYK there's no inherent problem with affiliate links? The problem is when a site's sole purpose is to be a shallow container for aff links

1:48 AM - 14 Mar 2017 · Zurich, Switzerland





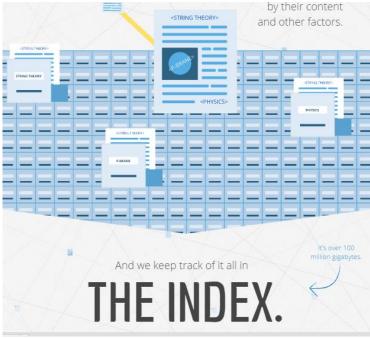




### A Crash Course In How a Search Engine Works

https://www.google.com/insidesearch/howsearchworks/thestory/







Google's Crawler discovers page crawling from link to link.

Google maintains its index of new content. This is Google's snapshot recording of everything on the web.

Google's algorithms now rely on machine learning to ensure they are delivering the best results for searchers.

## Results: Organic and Paid Placements on Desktop

- Everything behind the blue is an advertisement.
- Organic search is not as prominent. The first position is only slightly above the fold for keywords with "buyer intent."





- . Tourna Mesh Carry Bag of 18 Tennis Balls. ...
- . Penn Championship Extra Duty Tennis Ball.
- Penn Championship Extra Duty High Altitude Tennis Ball Can. 3 Balls. ...
- Penn Championship Regular Duty Tennis Balls, 12 Can Case, 36 Balls. ...
- Penn 55108 Tennis Balls Hi-Intensity Yellow 3 / Can Pack of 2 cans (total of 6 balls)

More items...

Amazon.com: Balls - Tennis: Sports & Outdoors https://www.amazon.com/Tennis-Balls/b?ie=UTF8&node=3420061

About this result | Feedback

#### Tennis Balls - Walmart.com

https://www.walmart.com/browse/sports.../tennis-balls/4125\_4161\_538538\_1037899 +
Products 1 - 40 of 419 - Product - HEAD Penn Champ XD Tennis Balls, 12 Cans (@ Balls per Can) Product
- 24 Cans Tennis Ball. Product - 12 Cans Tennis Ball Pack (12 balls) Product - 12 Cans Tennis
Ball. Product - WilsonAS Championship Extra-Dury Tennis Balls - Can. Product - 6 Cans Tennis Ball.

#### Tennis Balls | DICK'S Sporting Goods

https://www.dickssportinggoods.com/products/tennis-balls\_jgp + Wilson Championship Tennis Balls - 3 Ball Pack. (179) \$2.99. Penn Court One Heavy Duty Tennis Balls - 4 Can Pack. (19) \$9.99. Penn Championship High Altitude Tennis Balls - 6 Can Pack. (4) NOW: \$15.49

(13% off;) WAS: \$17.99\* Penn Championship Ti Tennis Balls = 20 Can Pack. (7) \$59.99. Wilson Tennis Balls - Kids' Tennis Balls - Wilson Championship Tennis ... - Penn

#### Amazon.com: Balls - Tennis: Sports & Outdoors

https://www.amazon.com/Tennis-Balls/b?ie=UTF8&node=3420061 \*

Results 1 - 24 of 331 - Sports & Fitness Baseball & Softball Basketball Football Soccer Tennis & Racquet Sports Lacrosse Sports Training Sales & Deals, Best sellers, Previous page, Tourna Mesh Carry Bag of 18 Tennis Balls - 1,268, \$12.79 Prime, STIGA 3-Star Table Tennis Balls - 632, \$6.97, Penn Championship

Used Tennis Balls : Pet Supplies · K3 Gold Tennis Balls, Heavy ..

#### Amazon.com: Used Tennis Balls: Pet Supplies https://www.amazon.com/Tennis-Balls-Used/dp/B00H3P3YZI \*

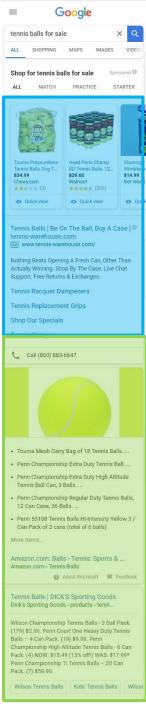
\*\*\* Rating: 4.5 - 110 reviews

Somy, sports fans, but I know little to nathing about tennis ~ in fact, despite avid interest in the game of family members, I have yet to understand the game and frankly, it is about as excibing for me as watching paint dry. However, that said, our three German Shepherds have asked me to pass along their thanks and

9

## Results: Organic and Paid Placements on Mobile Devices

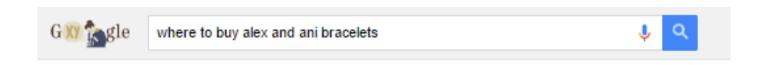
- The desktop and mobile layouts are beginning to look similar.
- Mobile organic in green still extends for 10 results.
- Organic is several scrolls below the fold (scroll bar).



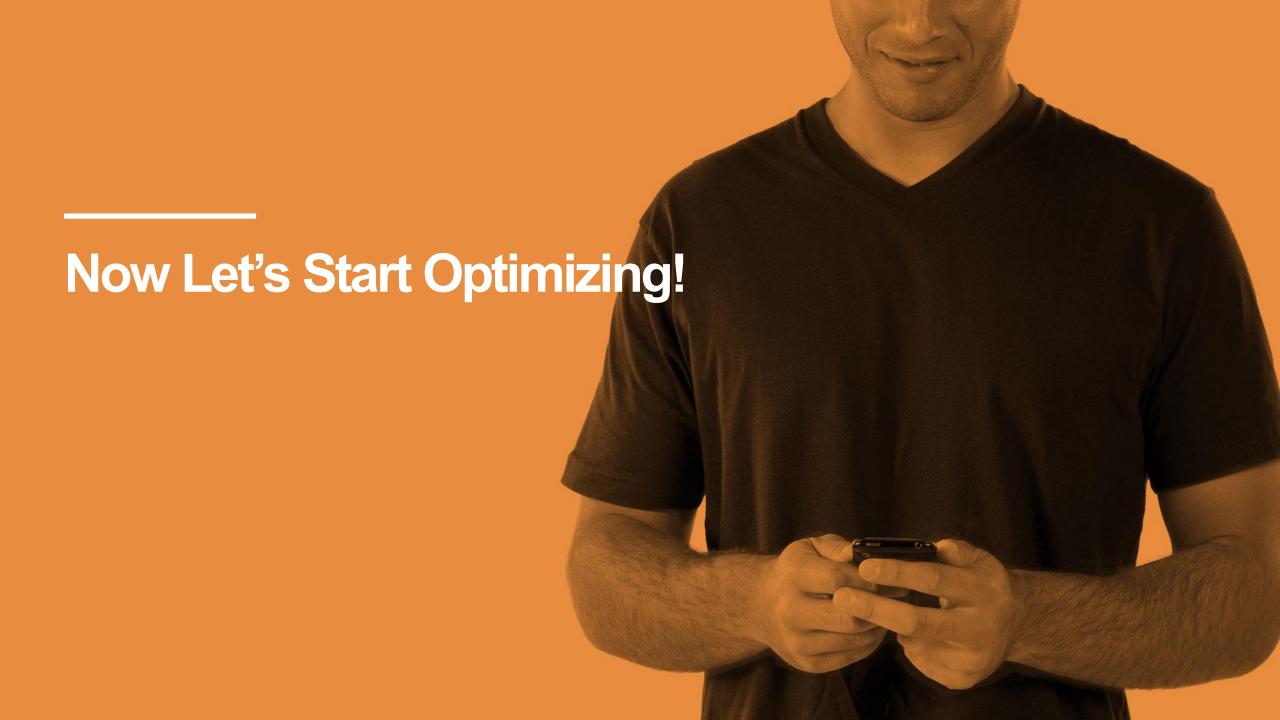
### How Drastically It Changed In a Year!



iny Sale Up to 90% - Wedding & Engagement - Huge Jewelry Sale - Fil.



This was a picture of the organic landscape one year ago...



## Where to Find SEO Keywords?

It all begins with words typed into a search box.

Before writing content, decide the topics and terms you want your pages to rank for, such as PUMA coupon or PUMA sneakers.

Fortunately for us, there are several free tools to help us learn how often a keyword is searched per month.

#### Research Tools

- 1. <a href="https://moz.com/explorer">https://moz.com/explorer</a>
- 2. <a href="http://adwords.google.com/keywordplanner">http://adwords.google.com/keywordplanner</a>
- 3. <a href="http://www.google.com/insights/search/">http://www.google.com/insights/search/</a>
- 4. <a href="http://advertising.microsoft.com/small-business/adcenter-downloads/microsoft-advertising-intelligence">http://advertising.microsoft.com/small-business/adcenter-downloads/microsoft-advertising-intelligence</a>
- 5. <a href="https://freekeywords.wordtracker.com/">https://freekeywords.wordtracker.com/</a>
- 6. <a href="http://www.keywordshitter.com/">http://www.keywordshitter.com/</a>
- 7. <a href="https://ubersuggest.io/">https://ubersuggest.io/</a> <- my favorite free tool.

KEYWORD	<b>\$</b>	SEARC	H VOLUME 🗘	CPC	\$	COMPETITION	<b>\$</b>
puma			550000		\$ 0.24	0.41	
puma store		di	14800	di	\$ 0.22	0.3	
puma outlet			12100		\$ 0.59	0.53	
puma coupons		di	8100	di	\$ 1.91	0.53	
puma ferrari			6600		\$ 0.55	1.0	
puma promo code		di	6600	di	\$ 2.24	0.51	
puma shoes 2017			3600		\$ 0.65	1.0	
puma sale		di	2900	di	\$ 0.97	1.0	
puma coupon code			2400		\$ 2.13	0.49	
puma discount code		di	1900	di	\$ 1.4	0.46	
puma outlet store			1900		\$ 0.47	0.46	
puma us		di	1900	di	\$ 0.18	0.26	
custom pumas			1600		\$ 0.37	0.32	
puma shoes sale		di	1300	di	\$ 0.95	1.0	

## How to Find the Right Keywords?

## Keywords Based on The Buyer Funnel

#### **Awareness Keywords**

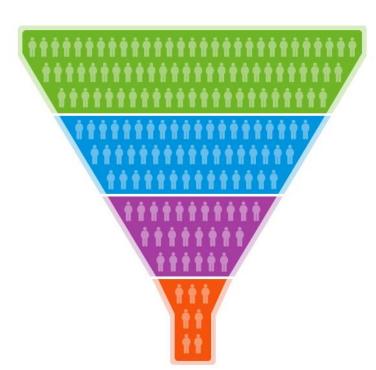
- Broadest terms
- Question terms around general topic or needs
- Examples: Best... or Top.....for 2018

#### **Interest Keywords**

- More specific terms (longer tail non-brand)
- More product specific questions
- Examples: product x vs. product comparisons

#### **Consideration Keywords**

- Usually branded and buyer focused
- Specific product reviews or images
- Product name or model number terms
- Long tail specific terms (non-brand)



**Awareness** 

**Interest** 

Consideration

## Let's Use An Electric Bill Example

#### 1. Awareness:

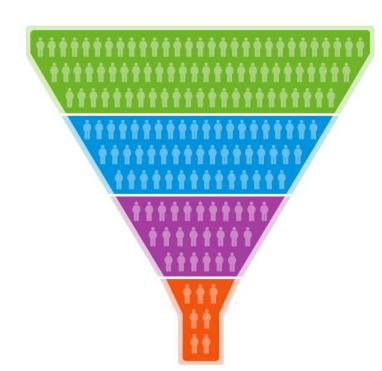
Why is my electric bill high?

#### 2. Interest:

Compare electric rates near 18701

#### 3. Consideration:

**UGI Electric Reviews** 



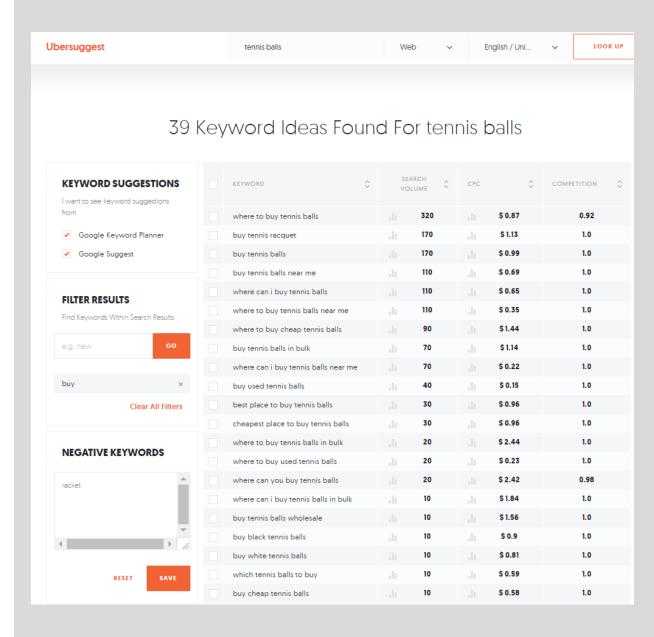
**Awareness** 

Interest

Consideration

## Ubersuggest.io for Keyword Research (A completely free favorite tool)

- 1. Go to https://ubersuggest.io
- 2. Type in a topic related to a searcher funnel topic you would like to find research on.
- 3. Use the filters on the left to sort for keywords that contain certain words. I.e. buy, review, what, or where.
- 4. Sort by highest search volume (estimated times it is searched each month.)

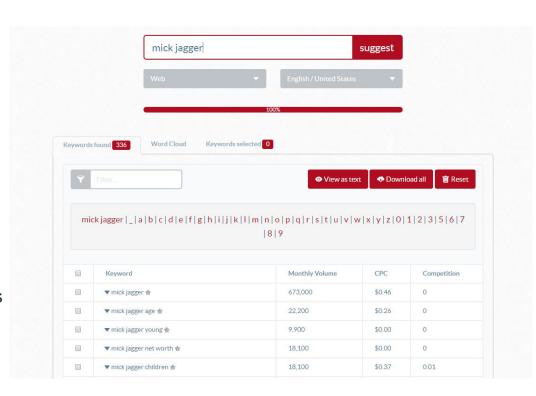


## Bonus Tip: Use Keywords Everywhere Chrome Extension

- Search Marketing Brothers and Sisters, this brings search volume and CPC into the following tools.
- (1) Google.com the data is shown right under the search textbox
- (2) Google Search Console the data is shown in the Search Analytics page
- (3) Google Analytics data shown in the Organic and Search Engine Optimization -> Queries pages
- (4) Google Trends data shown in the queries widget
- (5) Google Search data shown under main keyword as well as related searches
- (6) UberSuggest data shown alongside keywords in this awesome keyword suggestion tool
- (7) AnswerThePublic.com data shown in popup on each spoke of the wheel, data also shown in the alphabetic listings
- (8) Soovle.com data shown next to each keyword all over the page
- (9) KeywordShitter.com data shown under the main text area next to keywords
- (10) Majestic Anchor Text Report
- (11) Moz Open Site Explorer Anchor Text Report

https://chrome.google.com/webstore/detail/keywords-everywhere-keywo/hbapdpeemoojbophdfndmlgdhppljgmp?hl=en





## **Rule Of Thumb On Keywords**

Write naturally and provide value to your audience!



Keyword stuffing doesn't work!

#### **Page Titles**

Include the Keyword Once & Focus on Click Through Rate (CTR)

Earn that click! RankBrain exists to ensure Google is returning results searchers want. Google knows what its users are clicking on.

- First and foremast write a title that makes sense for the page and entice people to click.
- Less than 65 Characters for Mobile
- All titles should be unique to the page.
- Put your targeted keyword / topic once in the title.

Wordpress users: Check out Yoast SEO plugin to help with editing.



#### 5+ Best Free Email Widgets For Android [June 2017] – Android Besties

https://bestforandroid.com → Best Apps ▼

Are you confused about which emailing apps offer the best email widgets for your ... Blue Mail is a unique app as it offers you email management in a single ...

#### 5 Best WordPress Ecommerce Plugins Compared - 2017 - WPBeginner

www.wpbeginner.com > Blog > WordPress Plugins \*

Jan 3, 2017 - Want to know which is the best WordPress eCommerce plugin? ... In this article, we will compare 5 best WordPress eCommerce plugins for 2017. ... There are plenty of WordPress eCommerce plugins in the market.

#### 15 Best Android Widgets - Android Authority

www.androidauthority.com/best-android-widgets-214662/ ▼
May 14, 2017 - ... home screens functional. Check out the best Android widgets available right now! ...
15 best Android launcher apps of 2017. 4 weeks ago ...

#### how to remove annoying blue circle icon logger widget ... - Dimitrology

www.dimitrology.com/2017/.../how-to-remove-annoying-blue-circle-icon-logger-wid... ▼
Jan 24, 2017 - Tutorial on how to remove that very annoying blue circle mail/folder icon, the logger
widget from the right side of ... January 24, 2017 /2 Comments/in Android /by dimitrology ... The best
Gadget reviews: https://goo.gl/1098mw.

In the source it looks like this: <title>The Best Blue Widgets for 2018 | Widgetsource </title>

#### **Meta Descriptions**

Use keywords enough to entice searcher to click. Without over doing it.

- Write a description that makes sense for the page and entices the visitor to learn more by clicking through it.
- \*New Update\* Less than 320 Characters
- All descriptions should be unique to the page.

Predictions here: Google is going to use the parts of the text that make the most sense for the searcher.

#### 5+ Best Free Email Widgets For Android [June 2017] – Android Besties

https://bestforandroid.com → Best Apps ▼

Are you confused about which emailing apps offer the best email widgets for your ... Blue Mail is a unique app as it offers you email management in a single ...

#### 5 Best WordPress Ecommerce Plugins Compared - 2017 - WPBeginner

www.wpbeginner.com > Blog > WordPress Plugins ▼
Jan 3, 2017 - Want to know which is the best WordPress eCommerce plugin? ... In this article, we will compare 5 best WordPress eCommerce plugins for 2017. ... There are plenty of WordPress eCommerce plugins in the market.

#### 15 Best Android Widgets - Android Authority

www.androidauthority.com/best-android-widgets-214662/ ▼
May 14, 2017 - ... home screens functional. Check out the best Android widgets available right now! ...
15 best Android launcher apps of 2017. 4 weeks ago ...

#### how to remove annoying blue circle icon logger widget ... - Dimitrology

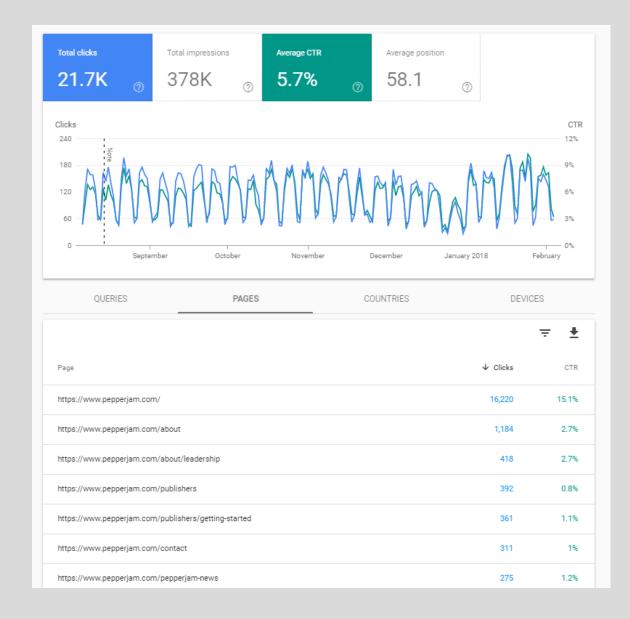
www.dimitrology.com/2017/.../how-to-remove-annoying-blue-circle-icon-logger-wid... ▼
Jan 24, 2017 - Tutorial on how to remove that very annoying blue circle mail/folder icon, the logger
widget from the right side of ... January 24, 2017 /2 Comments/in Android /by dimitrology ... The best
Gadget reviews: https://goo.gl/1098mw.

In the source it looks like this:

<meta name="description" content="Our blue widgets
are the best plain and simple. Want to know why ours
are the best? Read this!" />

## **Super Charge: By Optimizing For A Higher CTR**

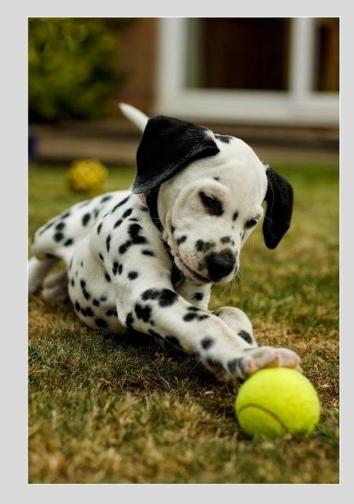
- 1) Go to Google Search Console <a href="https://www.google.com/webmasters/">https://www.google.com/webmasters/</a>
  New for 2018: <a href="https://search.google.com/search-console/performance/search-analytics">https://search.google.com/search-console/performance/search-analytics</a>
- 2) Get to your Performance by clicking:
  Performance > Set Date Range > Click Pages >
  Highlight Average CTR at Top
- 3) Take note of the Average CTR percentage
- 4) Identify pages with a below average CTR
- 5) Dial in your page title and description to earn the click. (Previous two slides)
- 6) Keep testing



## **Optimizing Image Alt Text**

**Goal:** To create a descriptive alt text that provides users with important information about the image.

- Include keyword once if it makes sense to.
- Describe the image.
- Don't leave it blank.
- Do this for every image on the page.
- Too short would be only including one word.
- Too long would be telling an entire story or spamming it with keywords.



Good alt text example: <img src="puppy.jpg" alt="Dalmatian puppy playing fetch">

## Header Tags (H1, H2, H3, H4, H5, H6)

Header tags are used for the headings and subheadings of your content.

- H1–H6, historically in a sense of 'importance'.
- Normally only one H1 per page. (Google claims to not care.)
- Write headings naturally rather than trying to force a lot of keywords into them.
- A better way to think: How might I use headers to break up my content and keep visitors reading longer?





#### **■ How to Surf**

- Steps
  - Part 1 Getting the Right Gear
  - **Part 2 Getting Started**
  - Part 3 Catching a Wave
- Community Q&A
- <a href="#">✓h2> Video</a>
- <h2> Tips
- **Warnings**
- Related wikiHows

## Keep Learning & Staying Up To Date

#### Guides & Blogs We Like:

- https://moz.com/beginners-guide-to-seo
- https://webmasters.googleblog.com/
- https://searchengineland.com/
- https://www.seroundtable.com/
- https://backlinko.com/blog

#### Certifications worth getting:

- SEMrush for SEOs https://www.semrush.com/academy/
- Google Analytics and AdWords -<a href="https://landing.google.com/academyforads/">https://landing.google.com/academyforads/</a>
- HubSpot Inbound Certification https://academy.hubspot.com/certification

#### Google Webmaster Central Blog

Official news on crawling and indexing sites for the Google index

### How listening to our users helped us build a better Search Console

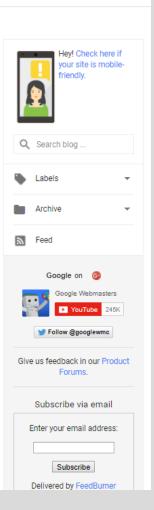
Tuesday, February 06, 2018

The new Search Console beta is up and running. We've been flexing our listening muscles and finding new ways to incorporate your feedback into the design. In this new release we've initially focused on building features supporting the users' main goals and we'll be expanding functionality in the months to come. While some changes have been long expected, like refreshing the UI with Material Design, many changes are a result of continuous work with you, the Search Console users.

We've used 3 main communication channels to hear what our users are saying:

- Help forum Top Contributors Top Contributors in our help forums have been very helpful in bringing up topics seen in the forums. They communicate regularly with Google's Search teams, and help the large community of Search Console users.
- Open feedback We analyzed open feedback comments about classic Search Console and identified the top requests coming in. Open feedback can be sent via the 'Submit feedback' button in Search Console. This open feedback helped us get more context around one of the top requests from the last years: more than 90 days of data in the Search Analytics (Performance) report. We learned of the need to compare to a similar period in the previous year, which confirmed that our decision to include 16 months of data might be on the right track.
- . Search Console panel Last year we created a new communication









### **Use Google Page Speed Insights!**

- Check traffic driving landing pages in Google's page speed insights tool.
- In GA > Behavior > Site Speed > Speed Suggestions
- https://developers.google.com/speed/page speed/insights/
- https://testmysite.thinkwithgoogle.com/
- Easy & Actionable Recommendations:
  - · Recommend minifying code
  - Recommend caching expirations extend
  - Lossy compress images

PageSpeed Tools > Insights Optimization Speed Medium Average 2.2s FCP 2.7s DCL **62** / 100 Data from the Chrome User Experience report indicates this page's median FCP (2.2s) and DCL (2.7s) ranks it in the middle third of all pages. This page has a medium level of optimization because some of its resources are render-blocking. Learn more Report for: https://www.pepperjam.com/ Page Load Distributions The distribution of this page's FCP and DCL events, categorized as Fast (fastest third), Average (middle third), and Slow (bottom third). Page Stats PSI estimates this page requires 11 additional round trips to load render blocking resources and 1.1 MB to fully render. The median page requires 4 round trips and 2.7 MB. Fewer round trips and bytes results in faster pages. Optimization Suggestions Eliminate render-blocking JavaScript and CSS in above-the-fold content Show how to fix Enable compression Show how to fix Leverage browser caching Optimize images Show how to fix Optimizations Already Present ▶ Show details

pepperjam

For Publishers and

## **Compress All of Your Images**

- Compressing images will dramatically improve load times and conversion rates.
- Before images are uploaded to your site, they should be compressed.
- Use the free tool on <a href="https://compressor.io/">https://compressor.io/</a> to compress images without degrading any of their visual clarity.

Before After
141.90 KB 67.83 KB

52%



#### **Compressed Image**



#### **Original Image**



## Use Chrome to Emulate a Mobile Device

For our Windows friends

1st - Ctrl + Shift + i

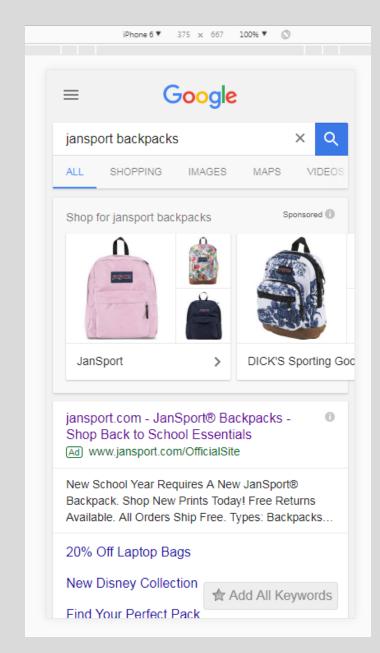
2nd - Ctrl + Shift + m

For our Mac friends

1st Cmd + Opt + I

2nd Cmd + Shift + M

You will be able to toggle through devices like an iphone, galaxy phone or ipad at the top of the window.





## **Use Incognito Mode in Chrome When Spot Checking Results**

- Did you know your history impacts search results?
- A quick way to purge that would be to use chrome's incognito mode.
- Windows friends Ctrl + Shift + n
- Mac friends Cmd + Shift + n



#### You've gone incognito

Now you can browse privately, and other people who use this device won't see your activity. However, downloads and bookmarks will be saved. Learn more

Chrome won't save the following information:

- · Your browsing history
- Cookies and site data
- · Information entered in forms

Your activity might still be visible to:

- · Websites you visit
- Your employer or school
- · Your internet service provider

## **Listen to Your GA Intelligence Alerts**

- Google analytics recently added some free machine learning for all of us to use called intelligence alerts.
- These find blind spots you otherwise wouldn't consider!

https://www.google.com/analytics

