

6

An illustration of a hand in a black suit sleeve holding a life preserver. The life preserver is white with orange and red segments. The hand is positioned on the left side of the page, partially overlapping the large number '6'.

Delivering More Leads: Solutions to Client Problems

#1: Why doesn't our website generate more leads?

Technical SEO Audit: Analyze your site for search engine roadblocks. A technical audit can reveal what most companies can't see – that they are sending the wrong signals to Google.

#2: Why don't we rank higher in Google?

Keyword Research: Evaluate the keywords that visitors are most likely to use in Google to find your products and services.

#3: Why don't we get more visitors from search engines?

Search Engine Optimization: Begin a site optimization program to update your site content and drive more visitors from organic search.

#4: Why is most of our website content not being viewed?

Create and Promote In-Depth Evergreen Content, Tools and Videos including: How-To Guides, customer Interviews, Product Demos, White Papers, Best Practice Guides and Tutorials.

#5: Our website is broken - do we need a redesign?

Audit Your Website: Identify what's working – and what's not. Test, evaluate and retest important Calls-To-Action. Set baselines, identify a strategy to improve the site and get started.

#6: Why is our AdWords cost-per-lead so high?

Pay-Per-Click: Hire a professional to launch and manage a Google paid advertising campaign – including remarketing and in the display network.