



#### THE WAY WE INTERACT WITH THE WORLD, UPDATED

5.6 BILLION
3.5 BILLION google searches PER DAY

SAME OF USERS WON'T RECOMMEND BUSINESSES WITH POORLY DESIGNED mobile sites

TRUE OF THE WORLD'S INTERNET BY 2021 82% TRAFFIC WILL BE video

45%

1ST POSITION ON google

search CLICKTHROUGH RATE

30%
OF mobile searches ARE RELATED TO A LOCATION

69% 68% U.S. ADULTS ARE facebook USERS

94% 94%

OF EXECUTIVES USE linkedin AS A SOURCE OF CONTENT

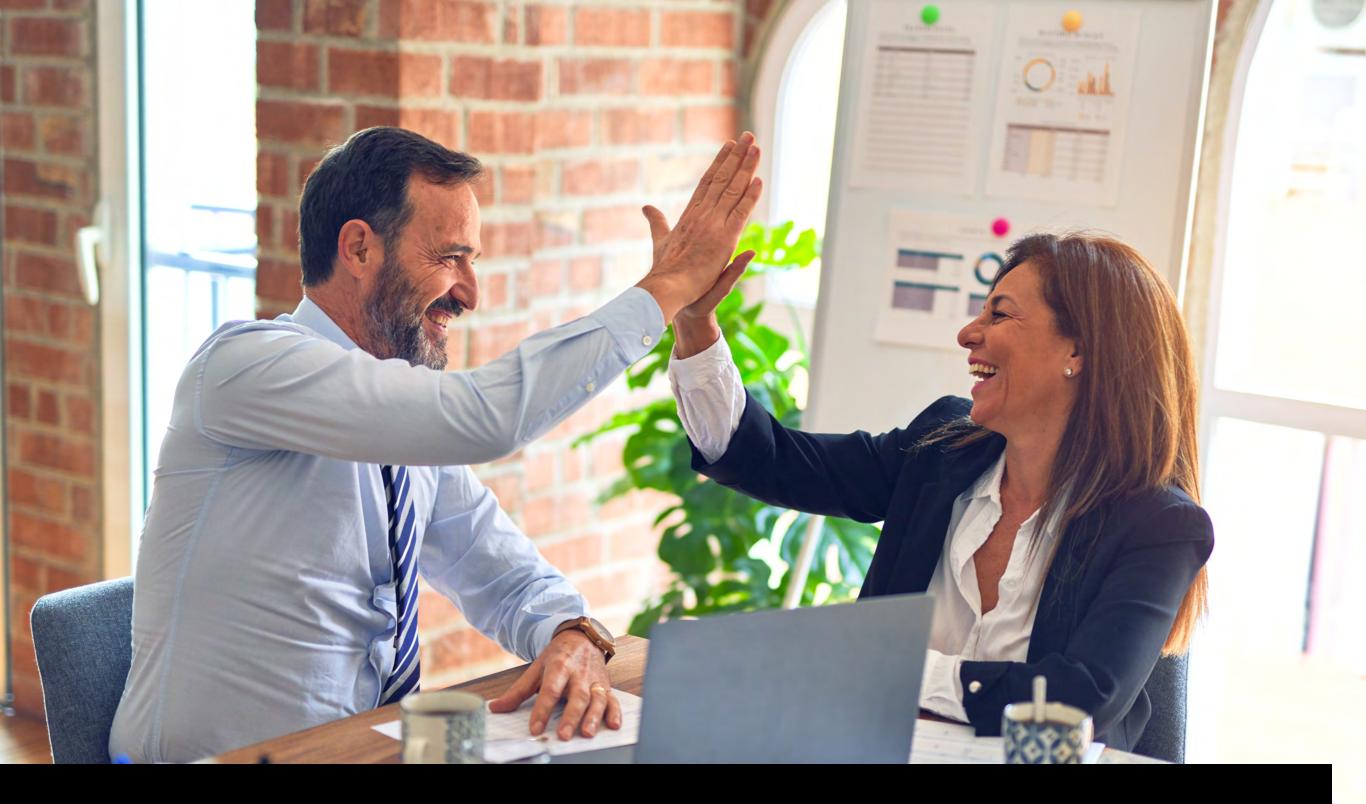
WWW.THEVIVIDMARK.COM





YOU HAVE AN IDEA, OR INSPIRATION.





### OWNERS, DEVELOPERS ARE HAPPY AND SPREAD THE WORD.



SAME STEPS

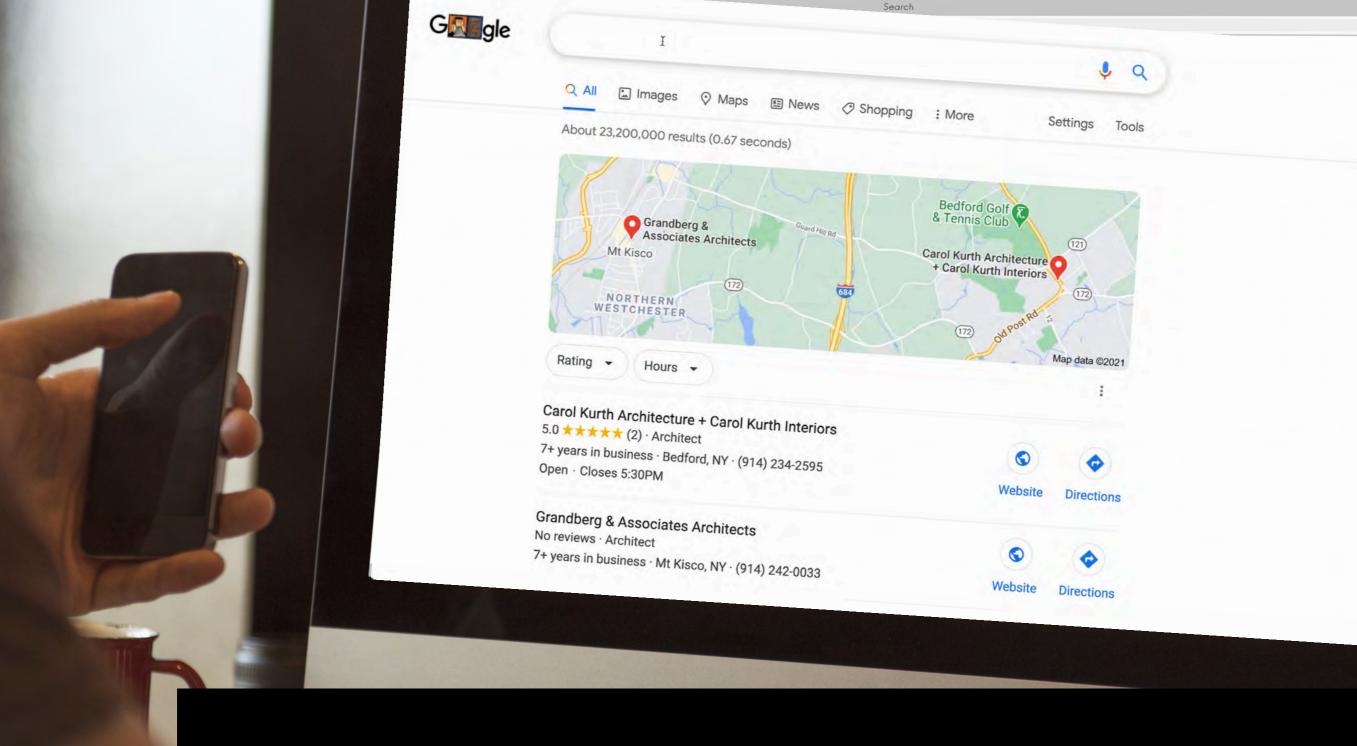
YOU THINK, YOU DESIGN, YOU SUCCEED.

BUTTHE REFERRAL
DOESN'T CALL
YOU FIRST —
THEY SEARCH YOU.



## SEARCH IS THE TRAIN "WORD OF MOUTH" RIDES ON.

# NEW CLIENTS = CONDUCTOR

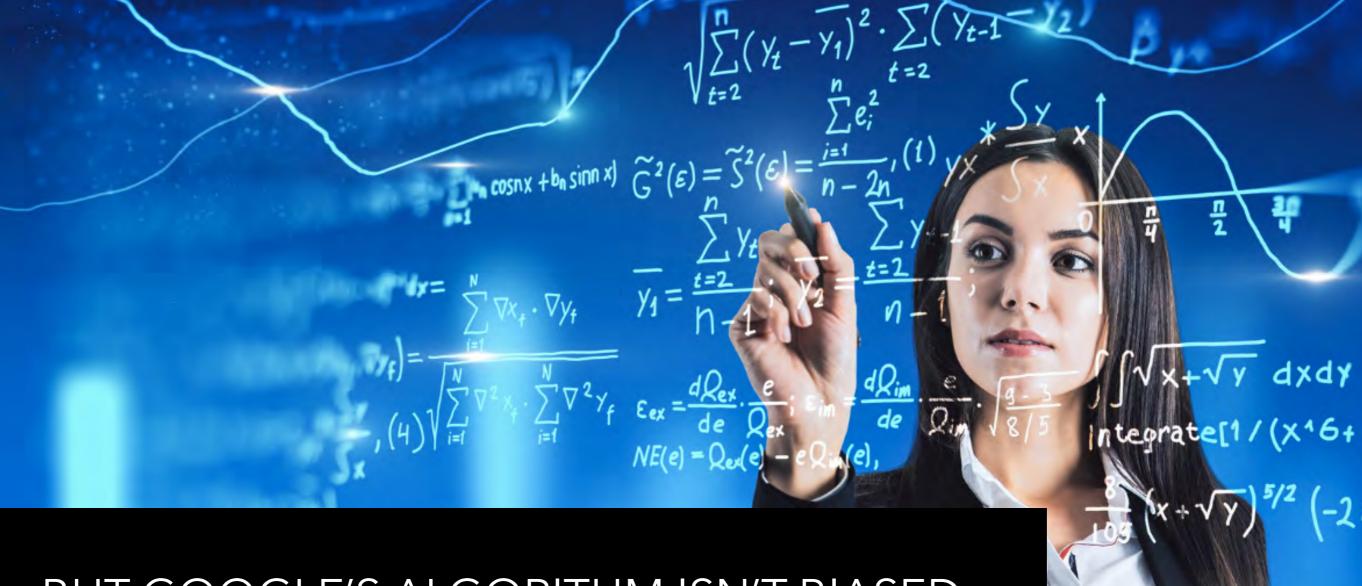


OR THEY DON'T ASK BECAUSE...

THEY HAVE THE POWER TO WALK DOWN A MASSIVE – RESOURCEFUL – SHOPPING MALL... GOOGLE.

### LARGER FIRMS (THEORETICALLY) HAVE THE ADVANTAGE

- **→** BIGGER TEAMS
- → LARGER BUDGETS
- → WIDER NETS
- → MORE ACCESS TO MARKETING RESOURCES



BUT GOOGLE'S ALGORITHM ISN'T BIASED.

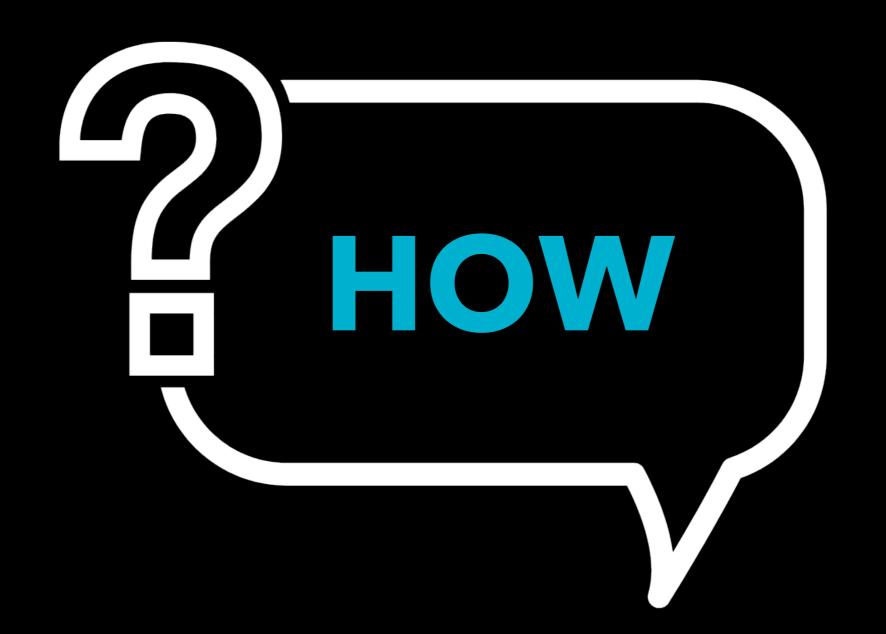
FIRMS MIGHT HAVE THE "ADVANTAGE"

BUT THERE IS A FORMULA.

BEING AWARE OF IT CAN HELP YOU

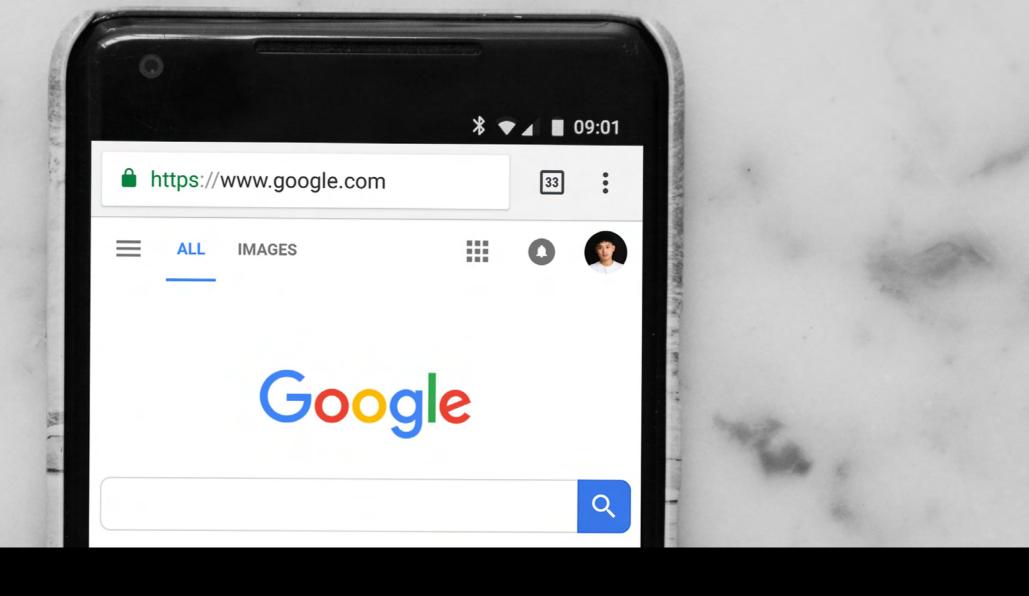
POSITION YOURSELF ALONGSIDE THEM

OR EVEN IN FRONT OF THEM.







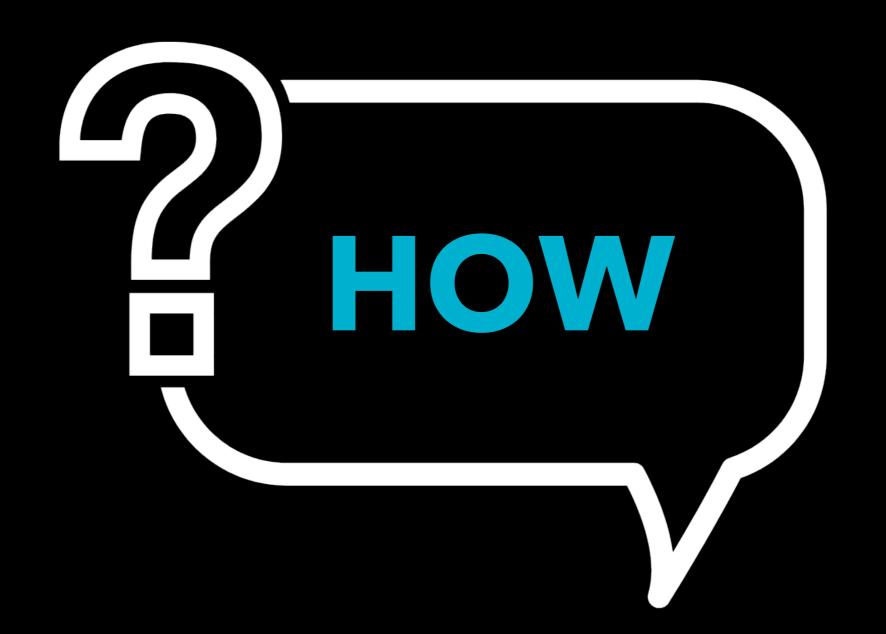


THE AVERAGE GOOGLE SEARCH
SESSION LASTS JUST UNDER A MINUTE.

MOBILE DEVICES ACCOUNT FOR 63% OF ALL GOOGLE SEARCHES.



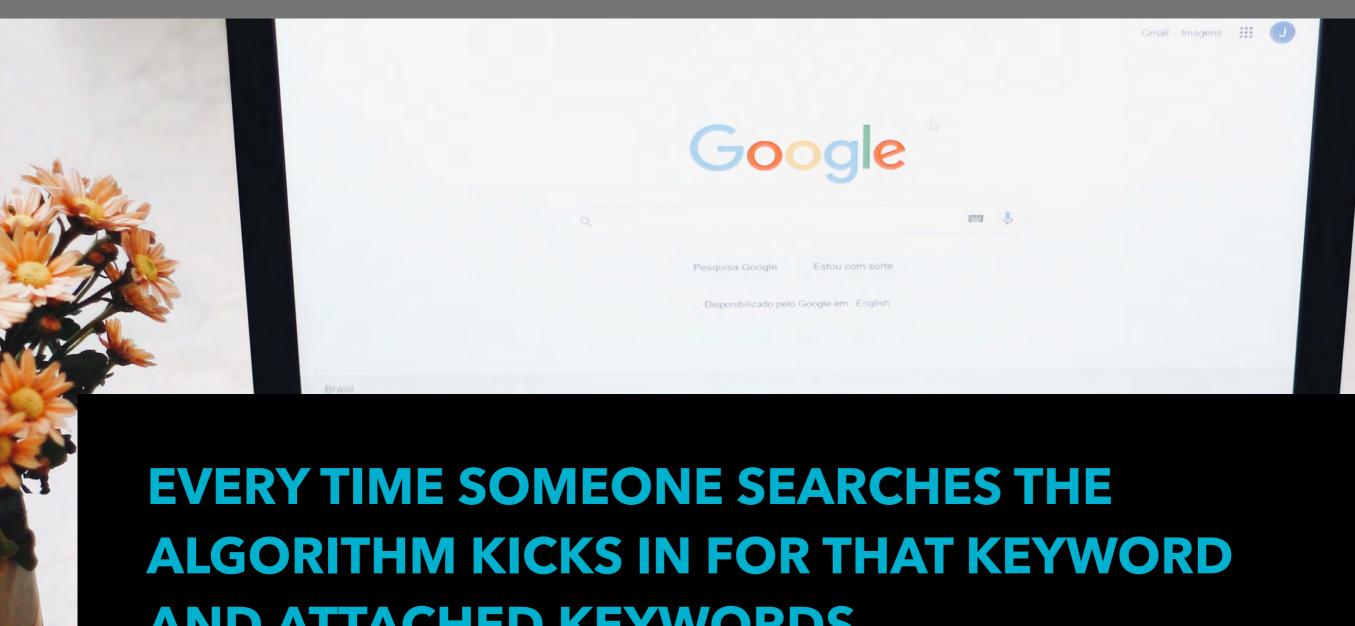






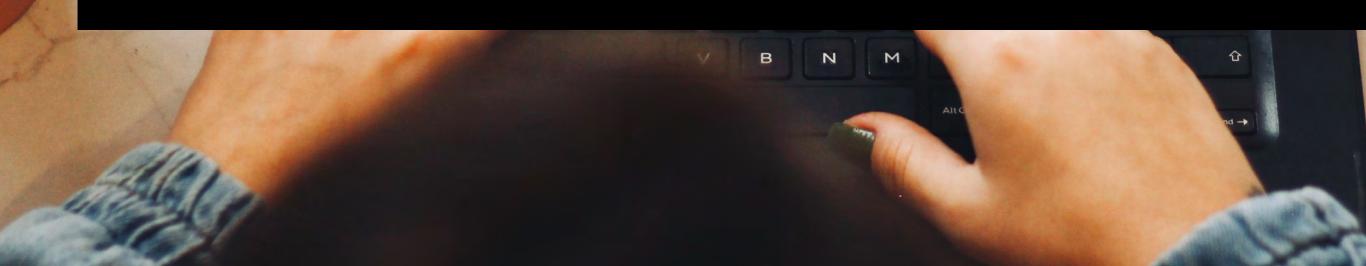
- BEN GOMES, GOOGLE VICE-PRESIDENT OF ENGINEERING

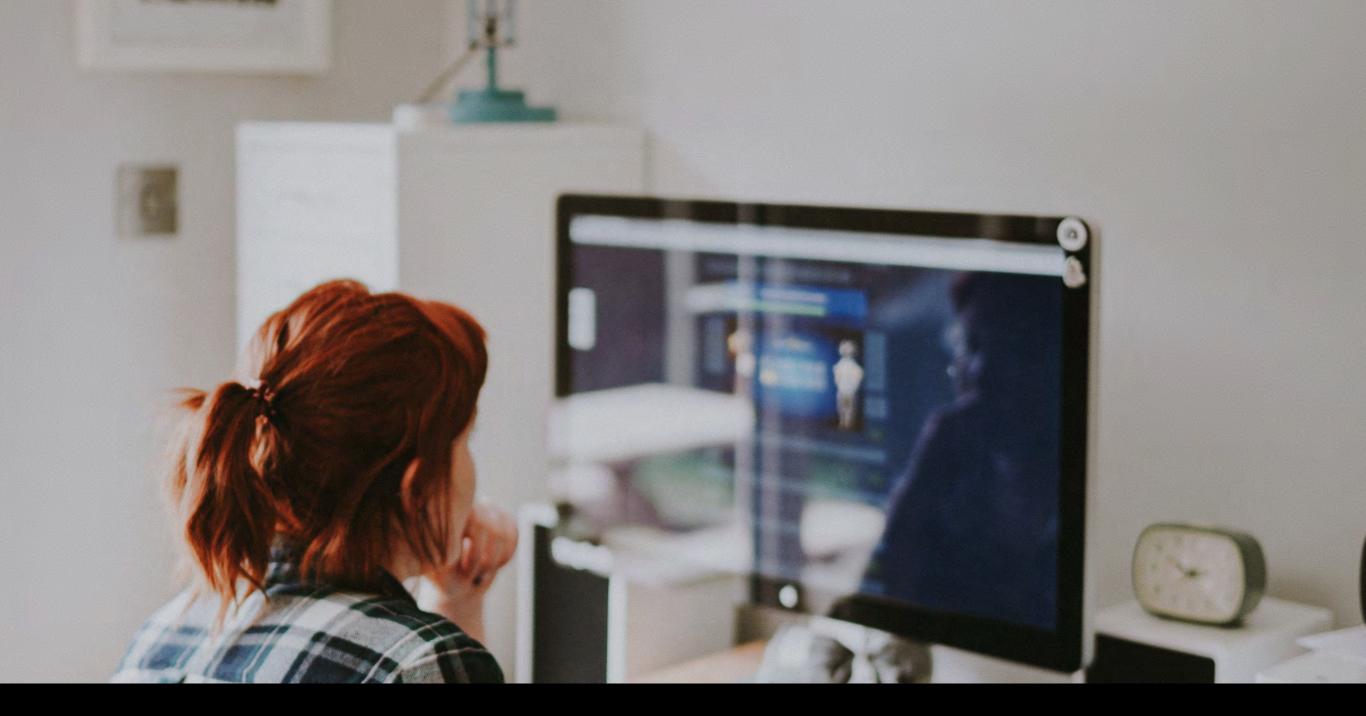




AND ATTACHED KEYWORDS.

EVERY MOVE IS A + OR - TO YOUR "SCORE."





CLICK ON A LARGE FIRM'S PAGE = + FOR THEM

JUMP OFF THAT PAGE RIGHT AWAY = - POINT

GO TO YOUR PAGE AND STAY THERE LONGER = ++

#### WHAT IS INCLUDED IN GOOGLE ALGORITHM?

#### **WEBSITE**

- → CONTENT/KEYWORDS
- → META DATA
- → MOBILE RESPONSIVENESS
- → USER EXPERIENCE
- → PAGE SPEED
- **→** EMAIL CAMPAIGNS

#### **SOCIAL**

- → HOUZZ
- **→** LINKEDIN
- **→** INSTAGRAM
- **→** FACEBOOK

#### LOCAL

- **→** MAP
- → GOOGLE BUSINESS
- → LOCAL LISTINGS

#### **PRESS**

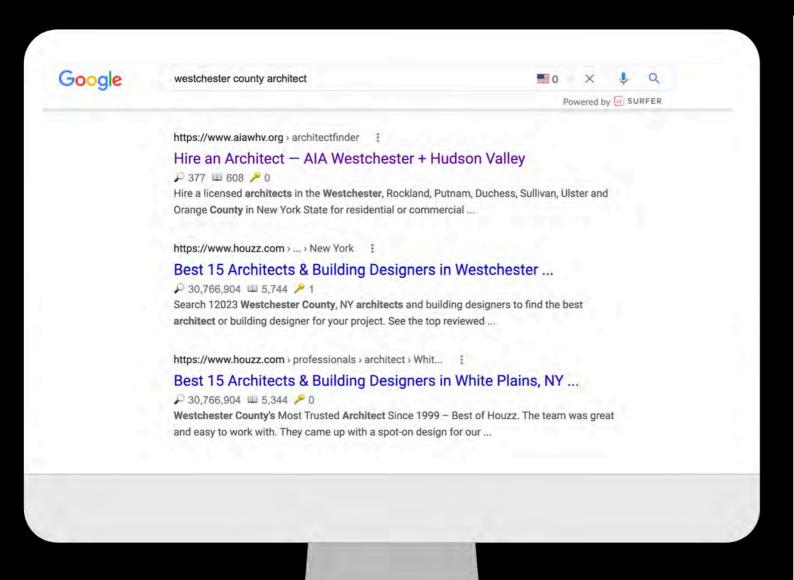
- → ARTICLES WRITTEN ABOUT YOU
- → NETWORKING EVENTS
- → SPEAKING EVENTS
- → WIKIPEDIA

#### WHAT DOES THIS APPLY TO?

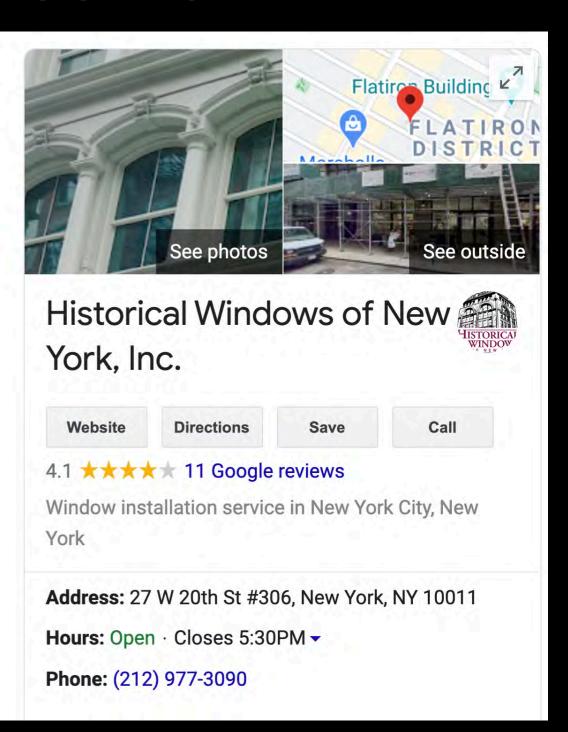
- → "LOCAL ARCHITECT"
- → "WHITE PLAINS ARCHITECT"
- → "RESTORATION ARCHITECT"
- → AND EVEN… "YOUR NAME"

#### **HOW DO THEY SHOW UP?**

#### **SEARCH**

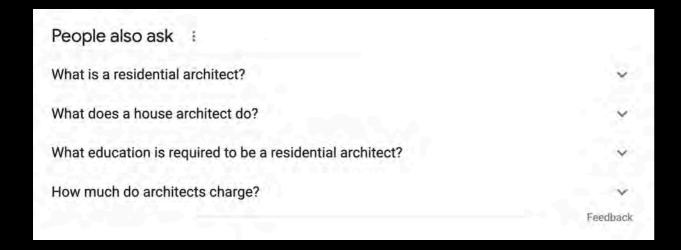


#### **LOCATION**

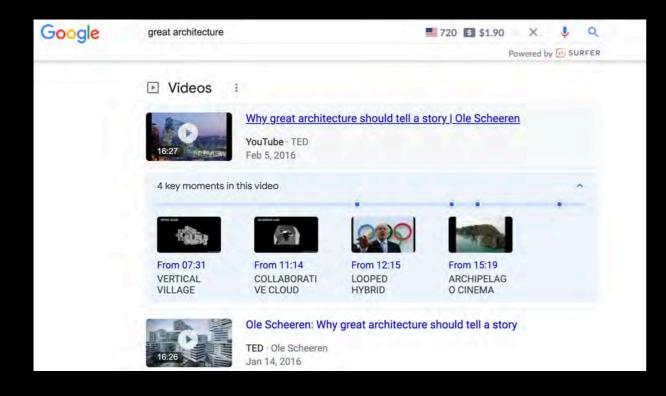


#### **HOW DO THEY SHOW UP?**

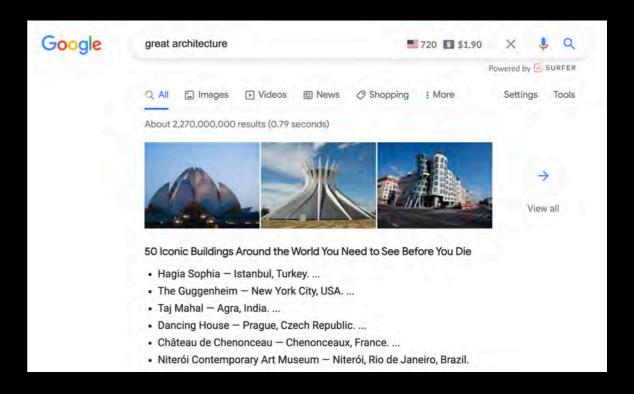
#### **QUESTIONS**



#### **VIDEOS**



#### **IMAGES**



#### **HOW TO CHECK**

#### **FREE**

- **→** GOOGLE IT
- → MOZ.COM/FREE-SEO-TOOLS

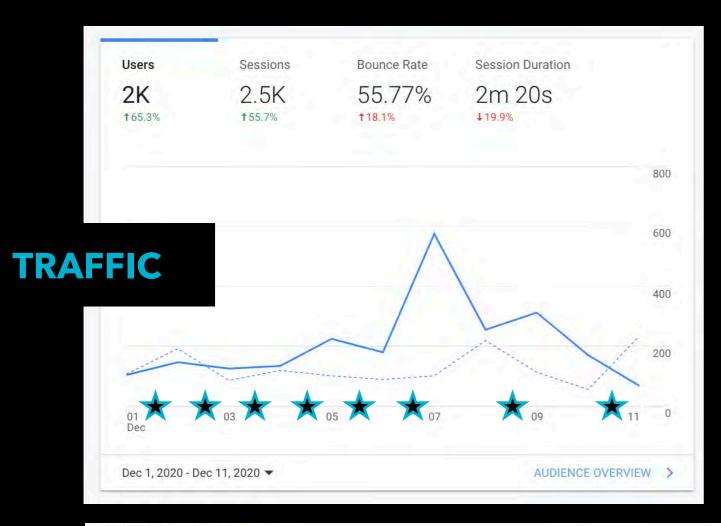
#### **PAID**

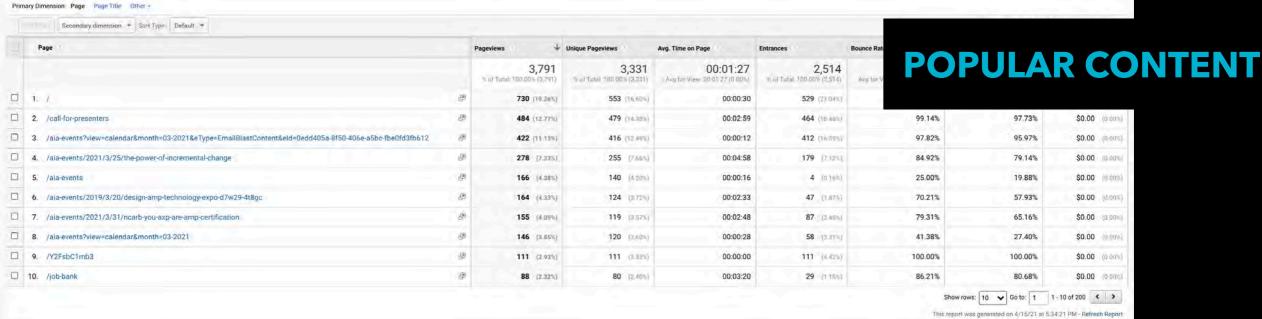
- → MOZ
- **→** SEMRUSH
- **→** YOAST
- **→** AHREF

LIVE DEMO



#### HOW TO CHECK | ANALYTICS





## WEBSITE **→** WEBSITE SETUP **→** CONTENT/KEYWORDS **→ META DATA**

#### **WEBSITE SET UP**

REMEMBER,
GOOGLE IS
READING YOUR
WEBSITE FOR
HOW IT PROVIDES
INFORMATION.



#### WEBSITE EXPERIENCE RANKING

#### + POINT DRIVERS

- MOBILE/TABLET RESPONSIVE
- SPEED OPTIMIZED
- EASE TO FIND INFORMATION/ NAVIGATION
- WORKING SEARCH BAR

#### - **NEGATIVE POINTS**

SLOW LOADING
BROKEN LINKS, PROFILES
PIXELATED IMAGES



#### CONTENT

GOOGLE IS KING BUT
CONTENT IS STILL KING



#### **CONTENT / KEYWORDS**

#### + POINT DRIVERS

DYNAMIC CONTENT
HOMEPAGE CONTENT
TIME ON PAGE, READING
KEYWORD USE
RESOURCES

#### - **NEGATIVE POINTS**

OVER FORCED KEYWORDS
DUPLICATE CONTENT
LITTLE CONTENT
COMMON CONTENT
LARGE PHOTOS (IN MB)
LONG URLS

#### **CONTENT / KEYWORDS**

#### KEYWORD SEARCH

- → GOOGLE IT | WHAT COMES UP?
- → KEYWORD SURFER EXTENSION | VOLUME
- → MOZ.COM/FREE-SEO-TOOLS | KEYWORD IDEAS | VOLUME
- → WORDTRACKER.COM | KEYWORD IDEAS | VOLUME
- → KEYWORD-TOOLS.ORG | KEYWORD IDEAS | VOLUME
- → <u>AHREFS.COM/KEYWORD-GENERATOR</u> | KEYWORD IDEAS | VOLUME
- → TRENDS.GOOGLE.COM/TRENDS/?GEO=US | POPULARITY
- → <u>ALSOASKED.COM/</u> | COMMON QUESTIONS | NEW CONTENT

#### **MAKE YOUR LIST**

LARGE VOLUME
SMALL VOLUME/ LOCATION FOCUSED/ LIVE DEMO
SMALL VOLUME/ SPECIALTY FOCUSED/ LIVE DEMO



#### **META TAGS**

Permissions SEO (Google) Social Share Advanced SEO

Go to SEO Wiz

Preview on Google When will changes show live?

Jaclyn Tyler | NY | CT | Tyler Architecture and ...

https://www.tylerap.com

What's the page's title on search results and browser tabs?

With offices in Westchester and Fairfield counties, TAP (Tyler

Jaclyn Tyler | NY | CT | Tyler Architecture and Planni...

Architecture and Planning) provides design services for residential &

What's the page about? Add a description

With offices in Westchester and Fairfield counties, TAP (Tyler Architecture and Planning) provides design services for residential & commercial projects.

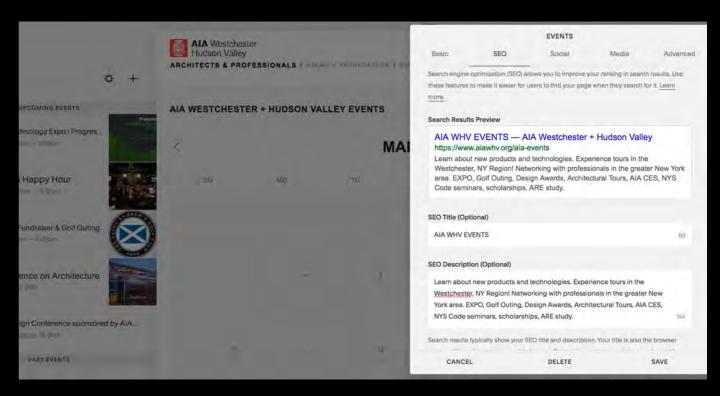
What's the page URL?

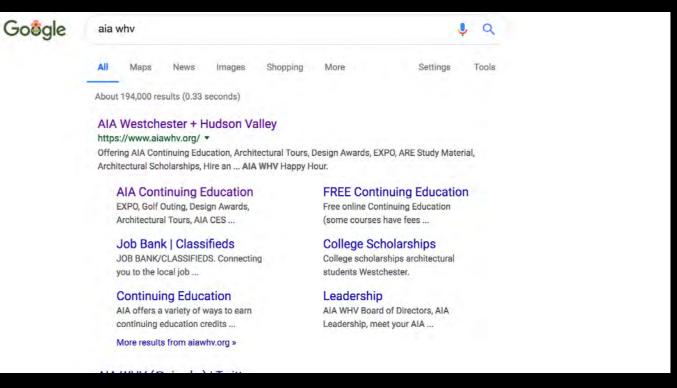
https://www.../ home

https://www.rjstahlarchitect.com > fisp-local-law-11

#### RJSA | FISP | Local Law 11 NYC - Robert J Stahl Architect

Facade Inspection Safety Program | FISP -(Formerly known as  $Local\ Law\ 11$ ). To keep buildings safe, owners of properties higher than six stories must have ...





#### **META TAGS**



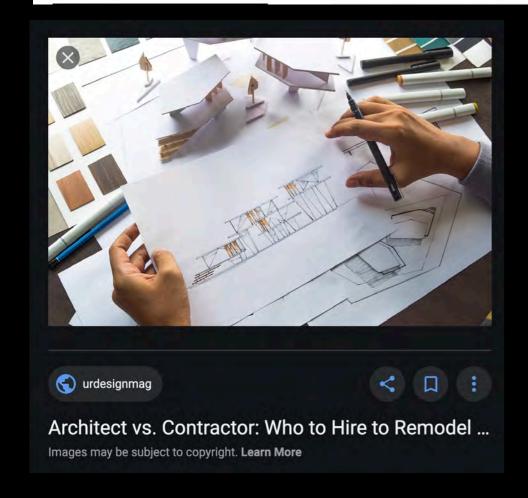
AIA Westchester + Hudson Valley aiawhv.org



AIA Westchester + Hudson Valley aiawhv.org



AIA Westchester + Hudson Valley aiawhv.org



## **META TAGS**

### + POINT DRIVERS

LOCATIONFIRM NAMEACCURATE KEYWORDSCLEAN IMAGE NAMES/DESCRIPTIONS

### - **NEGATIVE POINTS**

DUPLICATE KEYWORDS
NO CUSTOM TAGS OR IDENTIFIER

THERE ISN'T TOO MUCH NEGATIVITY
BUT THE UPSIDE IS REALLY BIG FOR SMALL
FIRMS LOOKING FOR AWARENESS IN THE SPACE

## META TAGS + KEYWORDS

### **TIPS**

ALWAYS ADD PROJECT LOCATION TO PROJECT PROFILES. WHERE POSSIBLE IN THE META TAGS. FOR EXAMPLE:

PROJECT NAME | HARRISON ARCHITECT | FIRM NAME

FIRM NAME DESIGNED THIS RESTORATION PROJECT IN THE CENTER OF HARRISON FOR A BUSY COUPLE NEEDING AN UPDATED KITCHEN, AND BATHROOM RENOVATION.

BIO PAGES, RESUME PAGES ARE A GREAT PLACE TO INSERT SPECIFIC KEYWORDS AND LINK TO PROJECTS.

NAME | RESTORATION ARCHITECT | FIRM NAME

ARCHITECT HAS BEEN IMAGINING HOME RESTORATIONS, SCHOOL DESIGNS, AND CORPORATE INTERIORS FOR 20 YEARS. EXPERIENCE SERVES CLIENTS IN WESTCHESTER COUNTY AND FAIRFIELD COUNTY.

## META TAGS + KEYWORDS

### **TIPS**

PROJECT IN A MAGAZINE? ADD AWARD + MAGAZINE NAME + LOCATION WHERE APPROPRIATE. ON A BLOG, IN PICTURE/PROJECT DESCRIPTION.

PROJECT NAME | WESTCHESTER MAGAZINE | FIRM NAME

BEST HOME DESIGN FOR INTERIOR RENOVATION IN KATONAH, NY. THIS ENERGY EFFICIENT HOME WAS RECOGNIZED FOR THE USE OF SPACE, AND DAYLIGHT.

- ☐ HOME PAGE PICTURES SHOULD HAVE META-DATA CUSTOMIZED!
- META DATA SHOULD MATCH CONTENT. DON'T PUT "WESTCHESTER MAGAZINE" UNLESS IT WAS IN WESTCHESTER MAGAZINE AND IT REFERENCES IT IN THE TEXT.

## **CASE STUDY**

### POINTEDLEAFPRESS.COM

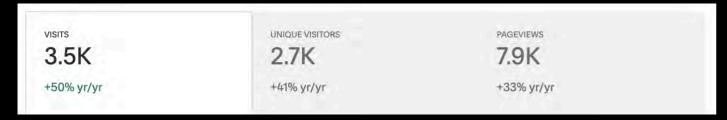
- BARBARA LANE INTERIOR

### **EFFORTS**

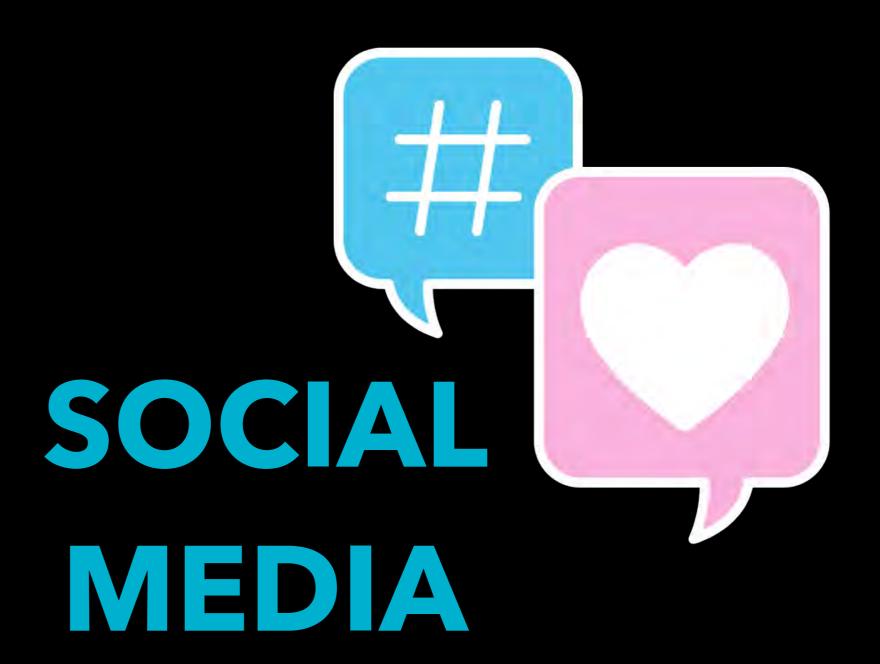
REORGANIZED WEBSITE LAYOUT FOR USER EXPERIENCE
CLEANED BOOK FUNCTIONALITY
CREATED KEYWORD LISTS
META TAGS FOR EVERY BOOK AND PAGE

### **RESULTS**

**CURRENT 2021** 



### **INCREASE IN SALES**



## **CHANNELS**

### **FACEBOOK**

- → Community
  Group Pages
- **→**Personal
- **→**Video
- → Recruitment and Retention

### **INSTAGRAM**

- **→**Visual
- **⇒**Short Videos
- **→**Curated
- →High Engagement

### **LINKEDIN**

- →46% of B2B web traffic
- →80% of B2B SoMe leads
- →People-based
- →Primarily written content
- →Can focus on team member contributions

### **TWITTER**

- **→**Brevity
- →Relevancy
- **→**Photos

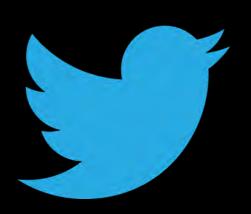
### **YOUTUBE**

- →2nd Largest Used Search Engine
- →6min+ Videos
- **→**Informative













## **SOCIAL MEDIA**

### + POINT DRIVERS

PROFILE INFORMATION
SET UP
LINKS/TRAFFIC TO WEBSITE

## - **NEGATIVE POINTS**

BROKEN LINKS

**BING DOES!** 

GUESS WHAT
GOOGLE DOESN'T
COUNT AS + OR - ?!?
HOW MANY FOLLOWERS
YOU HAVE! HOW
"POPULAR" YOU ARE!

REMEMBER SOCIAL
NETWORKS ARE
THEIR OWN SEARCH
ENGINES TOO

## **PROFILES**

- → NAMES ARE SEARCHABLE
- → KEYWORDS COUNT!



MEP | Fire Protection | Energy | Commissioning

https://www.linkedin.com > company > ola-consulting-...

#### OLA Consulting Engineers, PC | LinkedIn

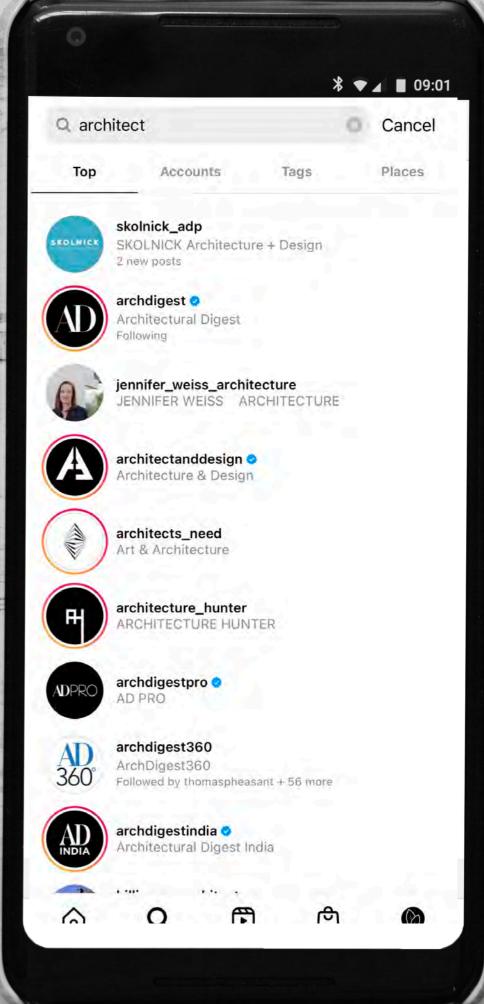
OLA Consulting Engineers, PC | 1109 followers on LinkedIn. MEP | Fire Protection | Energy | Commissioning | Since 1974, OLA Consulting Engineers has built a ...

https://www.instagram.com > olaconsultingengineers

#### OLA Consulting Engineers (@olaconsultingengineers ...

₽ 411,521,852 W N/A ₽ N/A

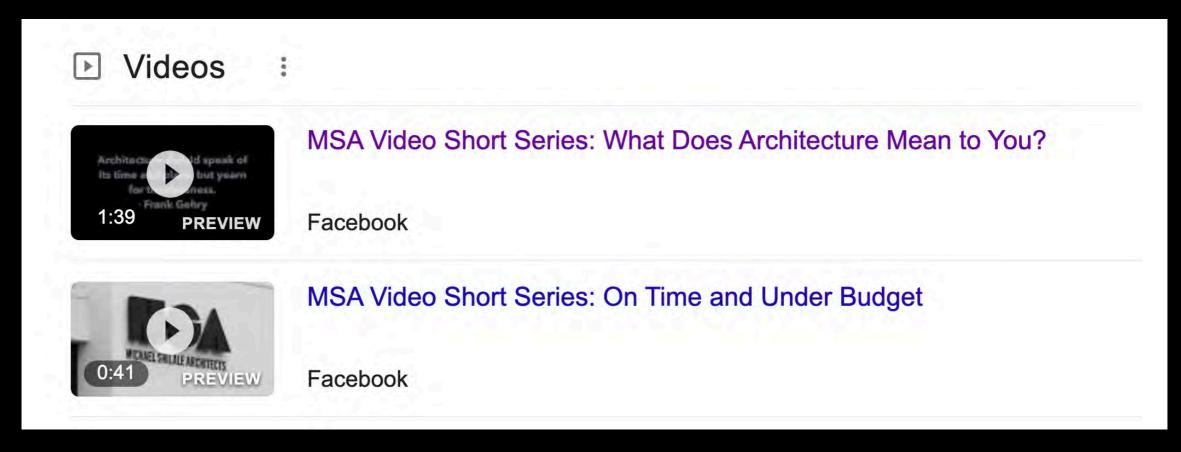
OLA Consulting Engineers. MEP | Fire Protection | Energy | Commissioning + NYC: 8 W 38th Street, New York, NY + Westchester: 50 Broadway, Hawthorne, NY ...



## **DID YOU KNOW?**



→ VIDEOS CAN BE INCLUDED IN GOOGLE'S SEARCH

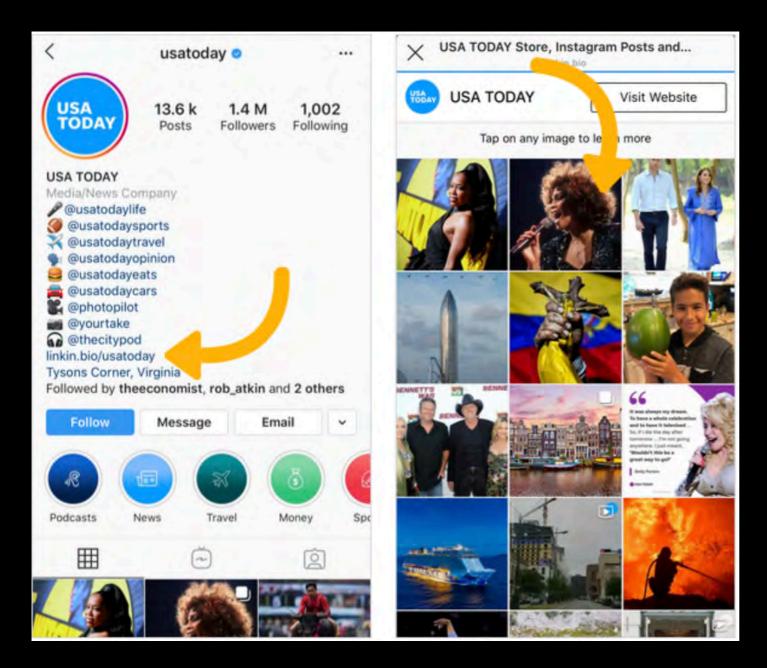


FROM GOOGLE SEARCH BUT POSTED ON FACEBOOK





→ UPDATE LINKS OR CREATE A CUSTOM PAGE ON YOUR WEBSITE FOR INSTAGRAM OR APPS LIKE LINKTREE/LINK IN BIO.



LINK IN BIO BY LATER





### → FILL YOUR ENTIRE BIO!

### → KNOW YOUR ADMINS.

#### Overview

Since 1974, OLA Consulting Engineers has built a reputation for providing innovative engineering services to meet or exceed our clients' expectations. Together, our staff of experienced professionals create a team that deliver reliable engineering solutions with a focus on energy conservation to make a positive, lasting impact on the environment. We pair this dedication with a focus on client service. Partnering with our clients and our desire to engineer better environments, OLA's innovative designs have received awards from ACEC, AIA, NSPE, and Consulting Specifying Engineer magazine.

We are continually reinvigorating our efforts as an industry leader in all aspects of building systems analysis, design, and commissioning services for HVAC, plumbing, fire protection, electrical, security, and IT systems. OLA is a member of the U.S. Green Building council with over thirty LEED Certified or LEED Registered projects, and six projects with "Designed for Energy Star Challenge" designation.

The continuing education of our staff is paramount in our effort to deliver innovative solutions and designs. Over half of our technical staff are licensed professional engineers. Our firm holds a Certificate of Authorization from the State of New York Education Department to provide Professional Engineering Services within the State of New York. Other technical credentials held by our staff include: LEED Accredited Professional, Certified Plumbing Designer (CPD), Certified Energy Manager (CEM), Qualified Commissioning Provider (QCXP), Commissioning Process Management Professional (CPMP), Certified Commissioning Provider.

Website	http://www.olace.com
Industry	Mechanical Or Industrial Engineering
Company size	51-200 employees 71 on LinkedIn 🚹
Headquarters	Hawthorne, NY
Туре	Privately Held
Founded	1974
Specialties	Mechanical Engineering, Electrical Engineering, Plumbing Engineering, Fire Protection Engineering, HVAC Engineering, Energy Engineering, Commissioning, Retro-Commissioning, Energy Audits, and Energy Modeling

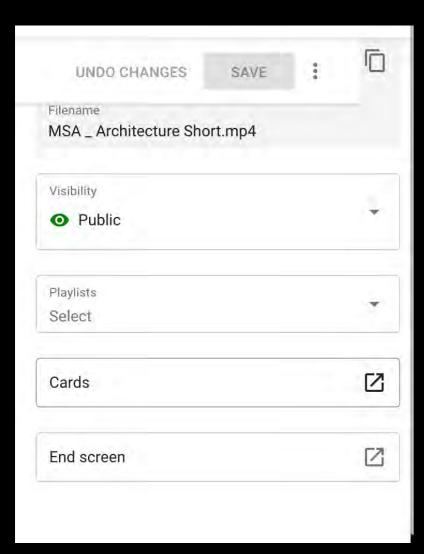
#### Locations (2)

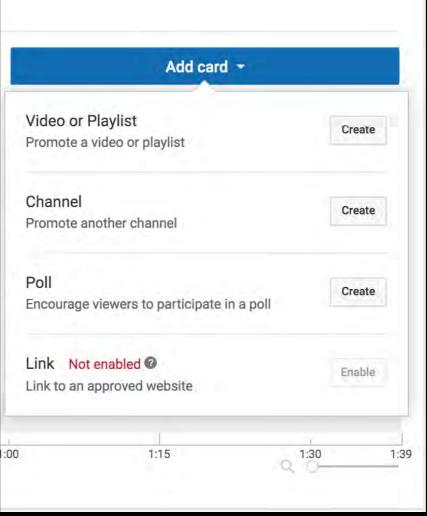
Interact with the map to explore all locations





- → REMEMBER GOOGLE OWNS YOUTUBE
- → UPLOAD VIDEOS WITH KEYWORDS, DESCRIPTIONS, AND TAGS.
- → ADD CARDS TO DIRECT BACK TO YOUR WEBSITE.





## **HASHTAG TIPS**

- → DON'T ADD SPACES. MULTIPLE WORD HASHTAGS SHOULD BE GROUPED TOGETHER. #JUSTDOIT NOT #JUST DO IT.
- → DO CAPITALIZE MULTI-WORD HASHTAGS. TITLECASING WILL VASTLY IMPROVE READABILITY AND WILL PREVENT HASHTAGS FROM BEING READ INCORRECTLY.
- → DON'T USE SYMBOLS OR PUNCTUATION MARKS. HASHTAGS OPERATE UNDER THEIR OWN RULES.
- → DO INCLUDE PUNCTUATION AROUND YOUR HASHTAG. IF YOUR HASHTAG IS IN A SENTENCE AND SHOULD BE FOLLOWED BY A COMMA, END MARK, OR OTHER FORM OF PUNCTUATION, INCLUDING ONE WILL NOT AFFECT THE TAG.
- → DO CHECK YOUR SPELLING. HASHTAGS CAN OFTEN BE OVERLOOKED IN PROOFREADS, BUT A MISSPELLED HASHTAG IS A MISSED CONNECTION.
- → DO USE TRENDING OR POPULAR HASHTAGS HELP POTENTIAL MEMBERS INTERESTED IN CURRENT TOPICS FIND US!
- → DO USE NICHE HASHTAGS TO TARGET SPECIFIC AUDIENCES.



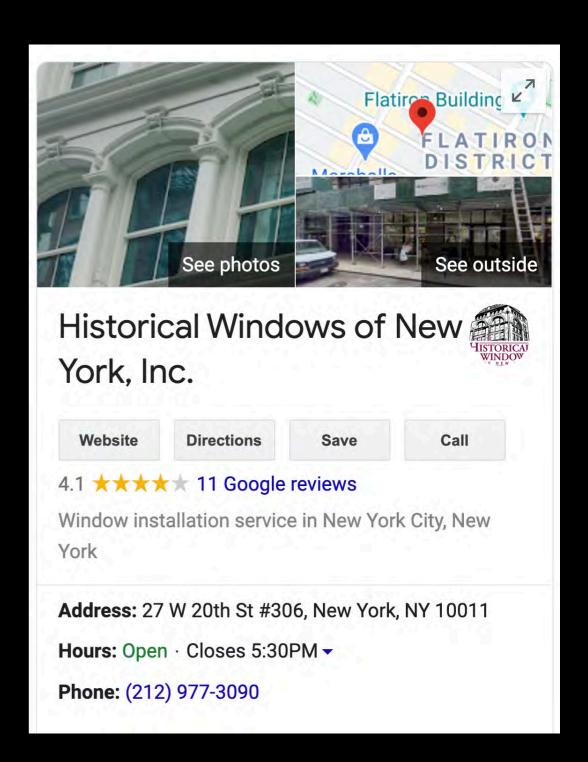
LOCAL

## **GOOGLE BUSINESS**



## **+ POINT DRIVERS**

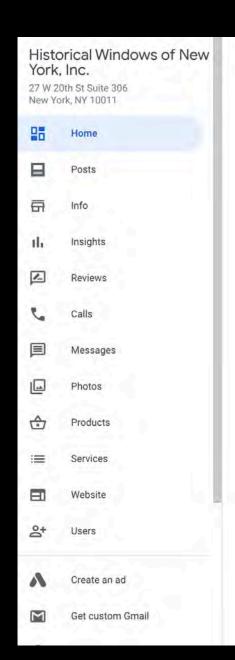
CUSTOMIZED CONTENT
REVIEWS
KEYWORDS

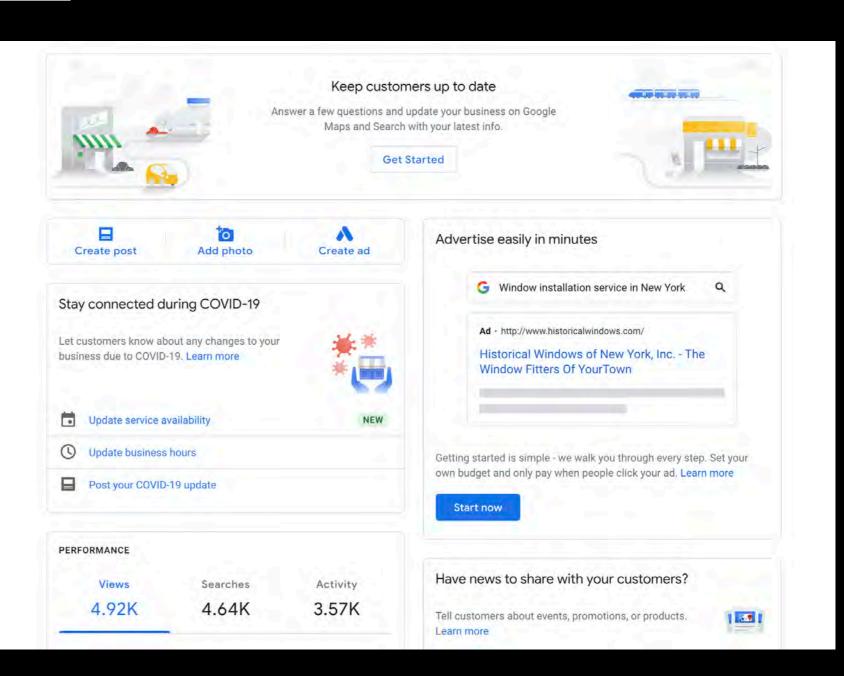


## **GOOGLE BUSINESS**



### **→** GOOGLE.COM/BUSINESS





## **LISTINGS**

→ HTTPS://MOZ.COM/PRODUCTS/LOCAL/CHECK-LISTING

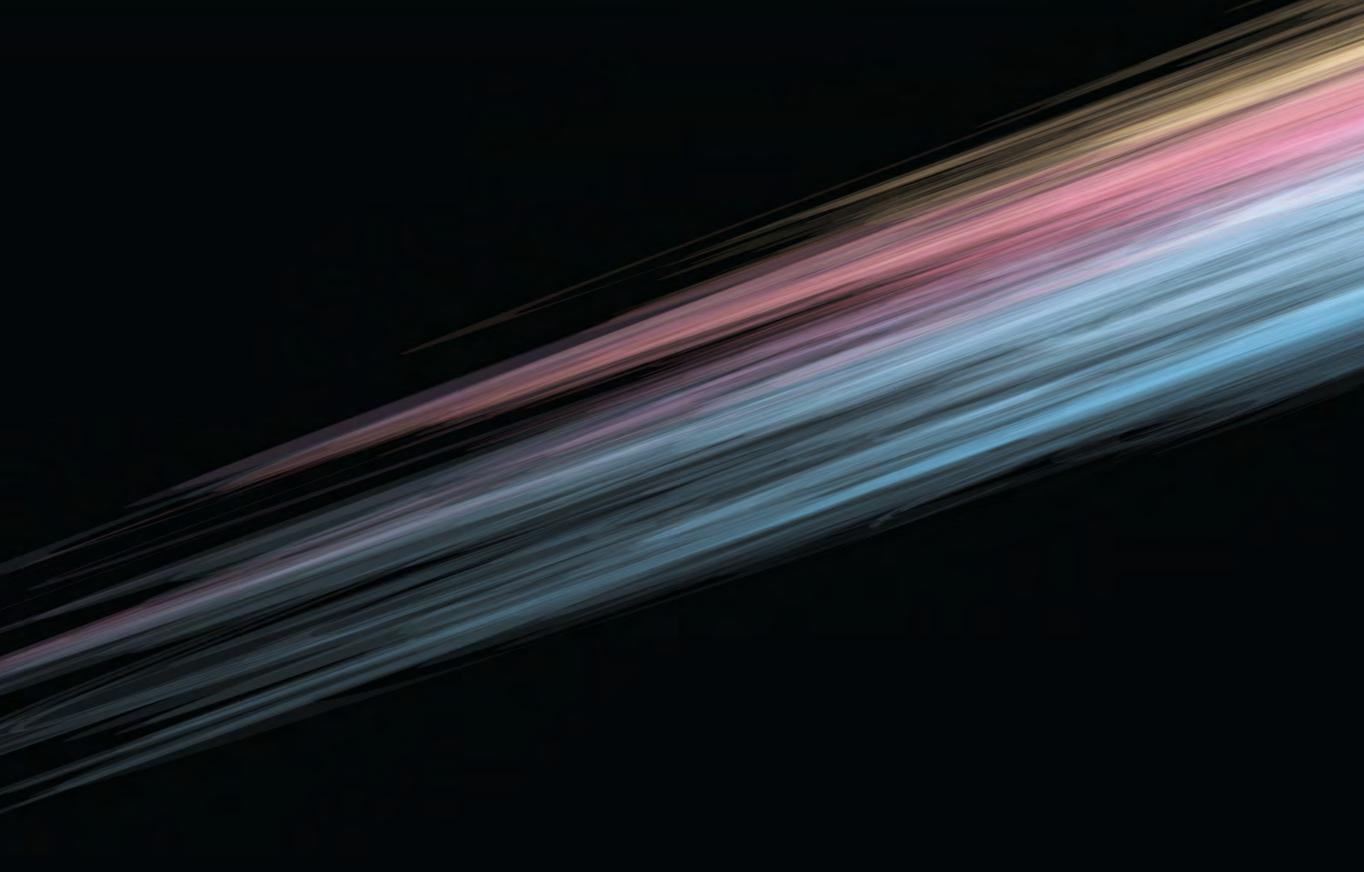
Results  Your online business listing visibility					
Directory	Business Info	Hours	Photos		
<b>G</b> Google Search	WB Engineers+Consultants 110 William Street, New York (212) 791-8300 http://wbengineering.com/	~	4		
Google Maps	WB Engineers+Consultants 110 William Street, New York (212) 791-8300 http://wbengineering.com/	~	1		

### + POINT DRIVERS

CORRECT INFORMATION

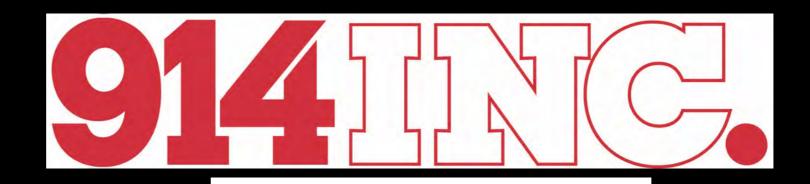
## - **NEGATIVE POINTS**

■ INCORRECT INFORMATION



# PRESS/LINKS

# SLATE



Bedford MAGAZINE townvibe



Azure





COMMERCIAL OBSERVER







Brownstoner



## MORE THAN "PRINT"

- Sponsored Content
- Online Advertisements
- Social Media Blasts
- Directories

#### Resourceful Ideas

Steal these ideas from some of Westchester's most coveted employers, and ramp up your company's great-place-to-work quotient.

#### The Newest Emerging Trends in Healthcare and How They Affect You

As the largest sector in Westchester's economy, healthcare is big business here. And it's undergoing big changes - with ramifications for patients, insurers, employers, and providers.

Set Your Sights on Sunny Skies Ahead With Westchester's 2019 **Economic Forecast** 

The county occupies an economic sweet spot; with nearly every segment reporting positive momentum.

DOING BUSINESS IN

on

SPONSORED CONTENT

#### ASK THE TOP LAWYER

Westchester's Best Top Lawyers Offer Legal Insight

A Pre-Nuptial Agreement - Why Do I Need One?

Divorce and Child Custody, Prenuptial Agreements & **Assisted Reproduction** 

Due Diligence in Commercial Real Estate

**Litigated Divorces** 

Mediation, Collaborative Law, and Litigation: The Different Ways of Divorcing

Tax Implications of Divorce in New York

The New Spousal Support Law and High Net Worth

**Trial and Litigation** 

What Are Some of the Most Important Areas I Need to Address When Starting a New Business or Buying an **Existing Business?** 

What the New Trump Tax Law Changes Mean for You

Bklyner. NEIGHBORHOODS V

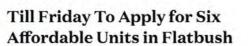
INTERESTING POLITICS

oklyner.com

FOOD & DRINK

POLICE & FIRE

REAL ESTATE



Kadia Goba - March 19, 2019

FLATBUSH - Developers are currently accepting applications for six affordable apartments at a new rental development at 146 Linden Blvd. between Bedford and Rogers Avenues. The new 8-story structure features 16,507 sq. ft. of residential space...



Shore Hotel Green-lighted by **Landmarks Preservation** 

Brownstoner

News Listings Services Events Forum Explore Q





**Top 5 Stories on Brownstoner This Week: A Bed** Stuy Restoration, a Dramatic Cobble Hill Reno



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Does vour IT prepare vou

stoner.com/brooklyn-life/brooklyn-news-townhouse-brownstone-restoration-renovation-elizabeth-roberts.

## LINKS

- **■** EXTERNAL = LINKING OUT. YOU OR SOMEONE ELSE
- → INTERNAL = LINKING IN. CONNECTING PAGES WITHIN SITE OR CONNECTING OTHER WEBSITES YOU OWN

### + POINT DRIVERS

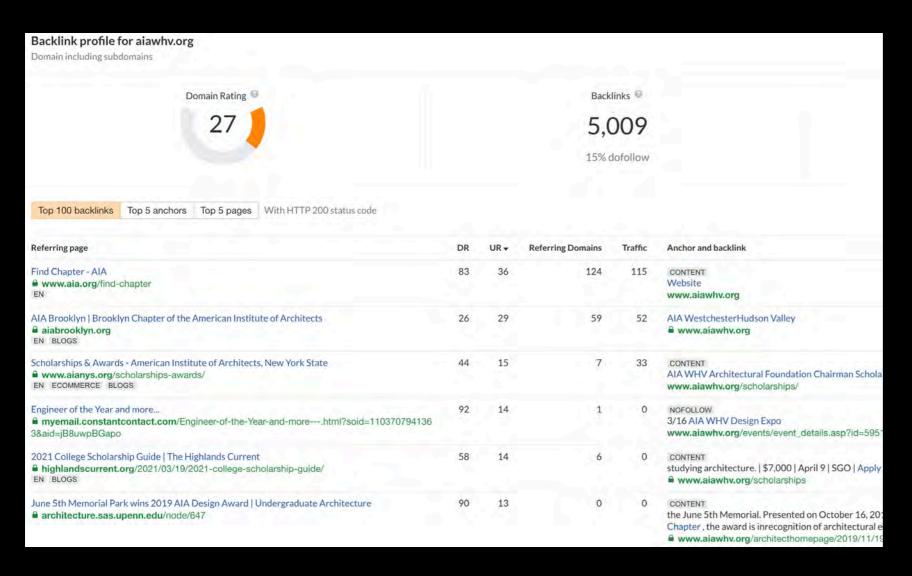
- CONSISTENT ANCHOR TEXT
- ACTIVE/POPULAR LINKS

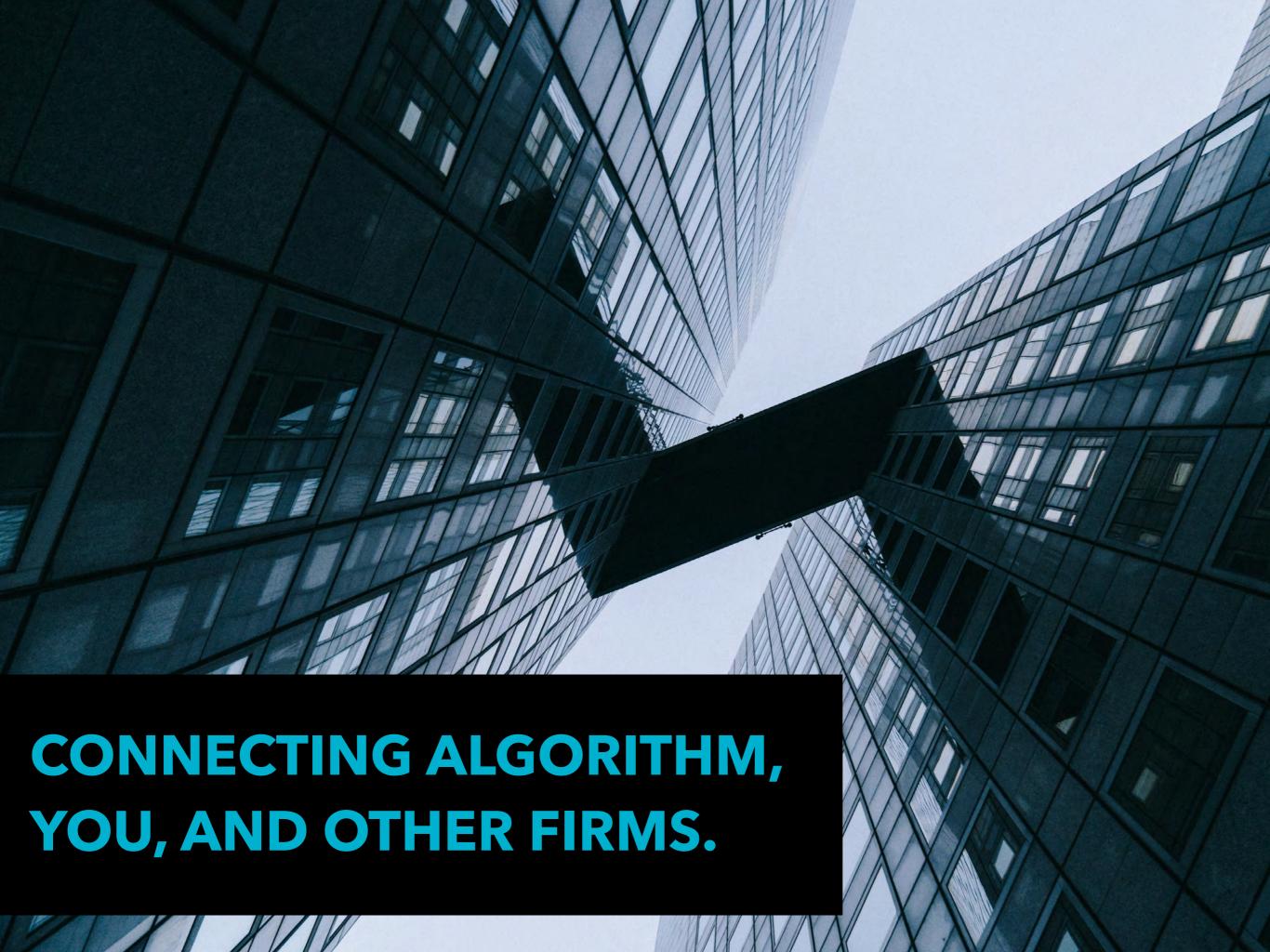
### - **NEGATIVE POINTS**

RANDOM ANCHOR TEXT



### → HTTPS://AHREFS.COM/BACKLINK-CHECKER





## **UNDERSTANDING YOUR COMPETITION**

CHECK LINKS THAT DIRECT TO THEIR WEBSITE. THE WHERE THEY ARE ADVERTISE, WHAT PUBLICATIONS TRAFFIC.	
CHECK THE KEYWORDS MOST ACTIVE ON THEIR V	NEBSITE.
CHECK THEIR SOCIAL MEDIA PROFILES. HOW ARE GETTING NOTICED JUST BECAUSE OF THEIR SIZE? COPTIMIZED?	
CHECK WEBSITE DOMAIN STATUS.	
GOOGLE THEM!	



YOUR SUCCESS

# YOUR GROWTH CURVE



## YOUR BEGINNER CHECKLIST

ARE YOU AWARE OF WEBSITE ANALYTICS?
IS YOUR WEBSITE SLOW?
DO YOU ADD CONTENT?
DO YOU HAVE RELEVANT CONTENT?
IS IT EASY TO NAVIGATE?
DO PHOTOS LOAD CORRECTLY?
ARE ALL PAGES WORKING CORRECTLY?
ARE YOU UTILIZING LARGE AND NICHE KEYWORDS?
DO YOU HAVE META DATA IN PLACE?
DO YOU HAVE SOCIAL MEDIA ACCOUNTS CONNECTED?
ARE YOU SOCIAL PROFILES COMPLETE?
DO SOME OF YOUR SOCIAL POSTS LINK BACK TO YOUR WEBSITE?
DO YOU HAVE GOOGLE BUSINESS SET UP?
ARE YOU AWARE OF OTHER VENUES YOU ARE LISTED? CORRECT INFO?
ARE YOU AWARE OF WEBSITES LINKING TO YOU? ANCHORS CORRECT?
ANY PRESS EFFORTS ALIGNED WITH WEBSITE?
HAVE YOU RESEARCHED YOUR COMPETITION?



# ANASTASIA@THEVIVIDMARK.COM #NODATALEFTBEHIND