



SEO for SMEs & local businesses

Registration from 9:30am

Course starts 10:00am



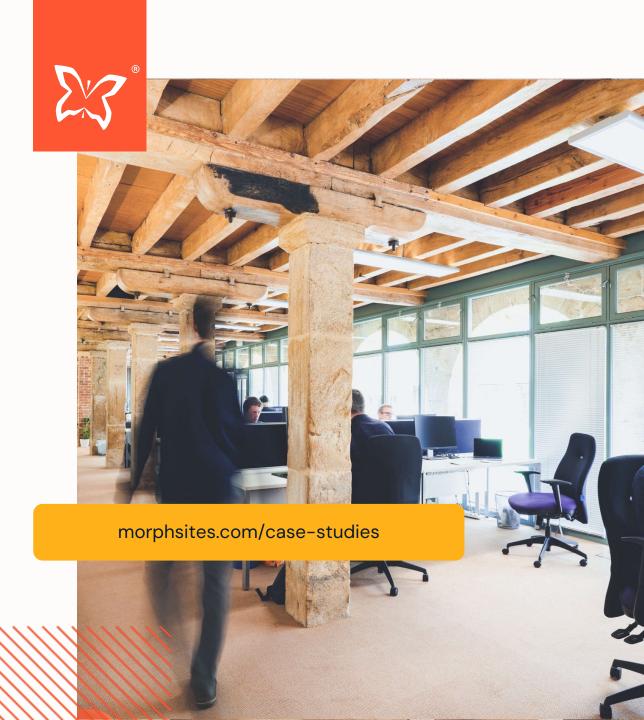
Introducing morphsites

Setup in 2010, morphsites are a 30+ strong team that provides digital marketing, bespoke web development and digital design services to UK businesses large and small as well as multinational companies.

- 100s of launched websites
- 60 + digital retainer clients
- Google Partners for over 8









Introduction - Who we are

This workshop is presented by Dan Drummond and Pete Fairburn. morphsites have built and managed over 100 digital marketing strategies for clients across diverse sectors in the UK and internationally.

We have built successful SEO strategies for clients in many sectors. This includes the highly competitive "car leasing" industry where we helped one e-commerce start-up grow from no online presence and no sales to dominating the "organic meat" SEO sector inside 30 months achieving over £1m per annum.

We've been featured as a case study by Semrush

semrush.com/company/stories/morphsites/



Dan DrummondHead of Digital Marketing



Welcome everyone!



Introduction – course attendees

Please can you just say a few words about yourselves:

- Your name
- What your company does
- Explain what your Job role entails
- What you hope to gain from the workshop today





Introduction – course attendees

- Do you have access to your Google Analytics account?
- Do you have access to your Google Search Console?
- At lunch time we will take your website URLS and 3 competitors, so we can provide you with your website's keywords and your competitors keywords.







By the end of the day, we hope you will be able to understand the following:

1hr 30m

Why SEO is important for your business.

- What is SEO?
- What are the benefits of a strong SEO presence to your business?
- What influences your SEO Presence?

45m

How to measure the basics of SEO performance

 Google analytics – how it works, how I can understand the data in it 12:00 - 13:00

Lunchtime

Can cover any big questions during lunch

3hr

How to start improving your SEO and digital marketing efforts.

- Keyword and competitor research: Identifying opportunities to grow
- Google search console how it works, why it's important
- Reviewing helpful tools to improve your SEO and data analytics



A few ground rules for the course

- 1 Feel free to ask questions about the subject we are discussing.
- We will be covering a lot of material. But as it's a larger group, we'll try to answer specific problems you have where possible.
- If we have time, we can run some reports on your websites. See what keywords your websites are currently ranking for or even what your competition is ranking for...













Getting started – What is SEO?

SEO stands for "search engine optimization."

In simple terms, it means the process of improving your site to increase its visibility when people search for products or services related to your business in Google, Bing, and other search engines.

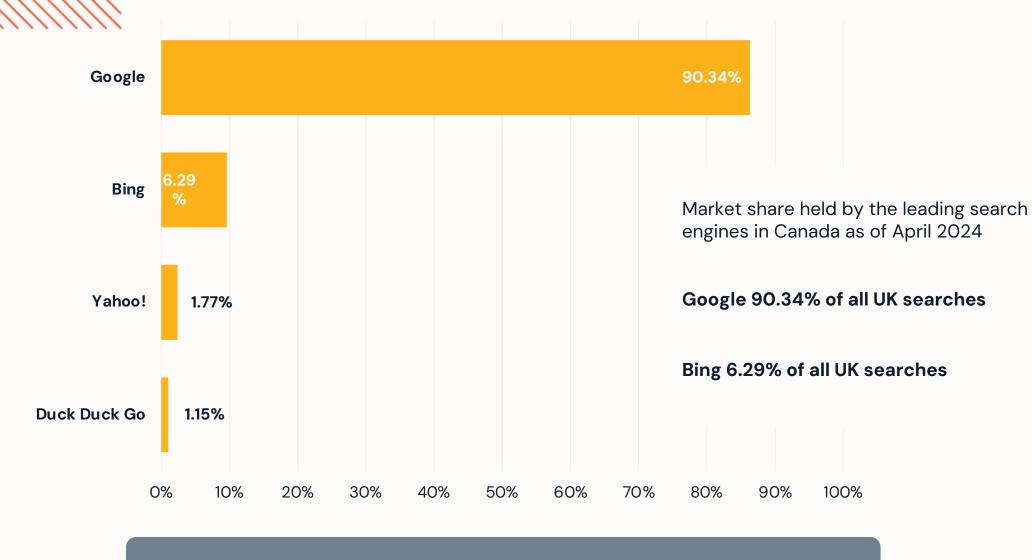
The better visibility your pages have in search results, the more likely you are to gather attention and attract prospective and existing customers to your business.

Today we will focus on how to rank your website on Google. Bing works in a very similar manner to Google, with only a few variations. But, as Google has the biggest market share, it makes sense to concentrate your efforts on Google best ROI.

Q

How much market share do you think Google have in Canada?





 $\textbf{Source:} \ \text{https://gs.statcounter.com/search-engine-market-share/all/canada}$



Google's mission is:

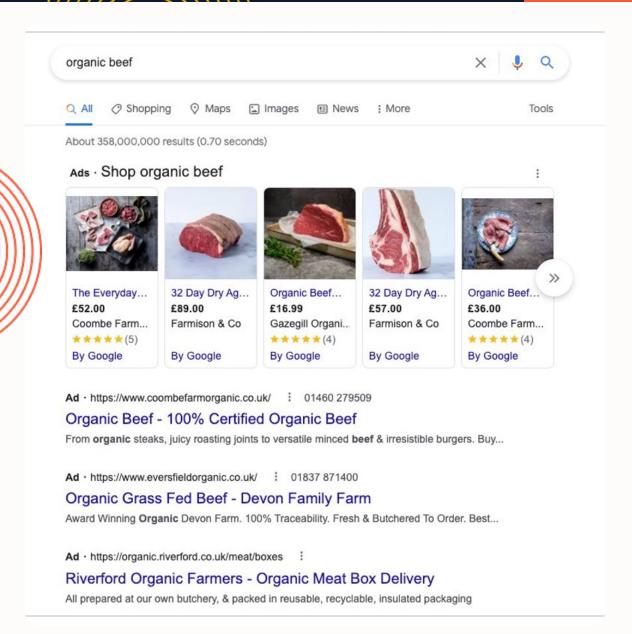
To organize the world's information and make it universally accessible & useful.

With that in mind, I want all of you to think about your own website for a moment.









Example desktop search – Paid listings

A Google search for "organic beef"

The top half of the page is covered in advertising. This is Googles main revenue stream.

Shopping ads for product placement with images.

Search ads are text ads based on the keywords that are searched.

Q

Most expensive cost per click?



X UQ organic beef https://www.abelandcole.co.uk > Meat & fish Organic Beef | Grass-Fed & British Beef Delivery | Abel ... Have you heard about our organic, British beef? Every steak, burger and joint comes from grass-fed, free-range cows and is prepared by expert butchers. People also ask : Is organic beef Really Better? What does it mean if beef is organic? What is the difference between organic beef and regular beef? What is the difference between grass fed and organic beef? Feedback https://www.coombefarmorganic.co.uk > organic > org... Organic Beef - Coombe Farm From succulent organic steaks and juicy roasting joints to versatile minced beef and irresistible burgers, you'll find exactly what you need here at Coombe ... https://eversfieldorganic.co.uk > collections > organic-bee... Organic Grass-Fed Beef | Eversfield Organic | UK Delivery Organic grass-fed beef, well hung and dry aged for 28 days. Butchered to order for UK

home delivery, straight from our family farm in Devon.

Example desktop search – Organic listings

A Google search for "organic beef"

As you scroll down the page, you start to see organic or free listings.

Google doesn't always know what you are after.* So it will show different types of results like "People also ask" to cover more variations of your search.

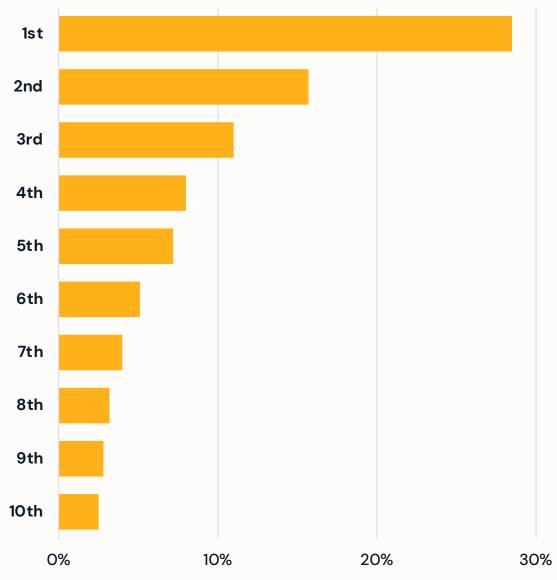


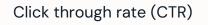




On average, what % of users click on the first SEO result?

Google search position







Clickthrough rates vs position (no adverts)

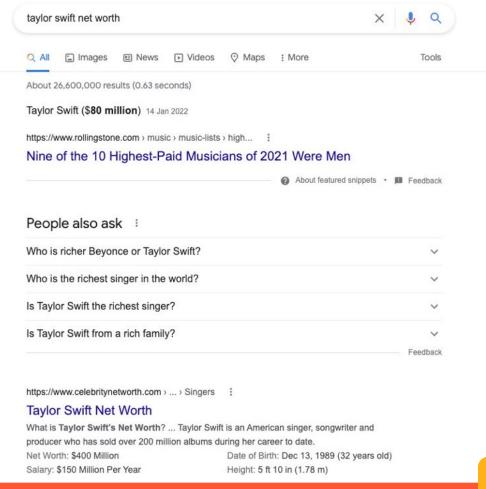
The higher your website appears on Google's search result page the more likely your website result will be clicked on.

If you are not showing up in the top 10 search results you are unlikely to get much traffic.

The top 3 searches get around 55% of all clicks

Source: www.sistrix.com/blog/why-almost-everything-you-knew-about-google-ctr-is-no-longer-valid/#Most_Keyword_show_purely_organic_results





Example of zero click search result

The information that the searcher is after has appeared on the SERP without the searcher needing to visit the source website.

'People also ask' is another form of this sort of search.

This has led to businesses failing.

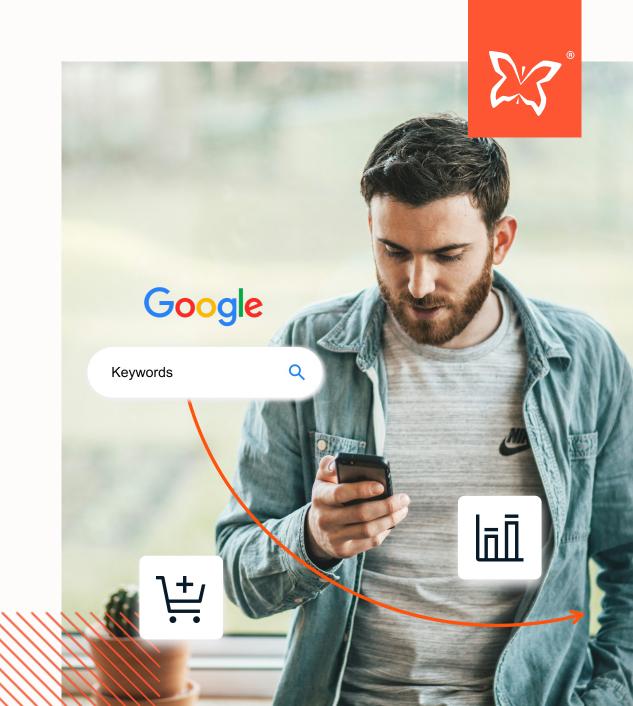
Source: www.google.com/search?q=taylor+swift+net+worth

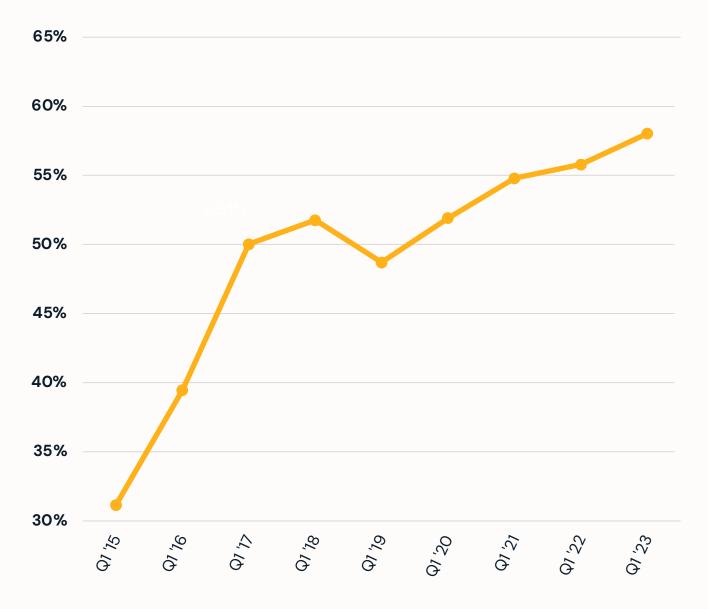


Mobile vs Desktop searches

Back in July 2017, Google switched their search index from looking at desktop first to mobile websites first. So now, instead of the desktop version of your website being crawled, only the mobile version will be evaluated and indexed by Google.

Google started rolling this change out because most searches now take place on mobile phones. The number of desktop searches had been steadily falling, while the number of searches taking place on the smartphones continued to grow.





Market share of mobile traffic versus desktop traffic.

54.4% of all searches on Google are now coming from mobile devices

Desktop searches, on the other hand, have fallen. Although this remained steady over the last 12 months.

Mobile is more important than desktop on Google.

Source: www.statista.com/statistics/277125/share-of-website-traffic-coming-from-mobile-devices/

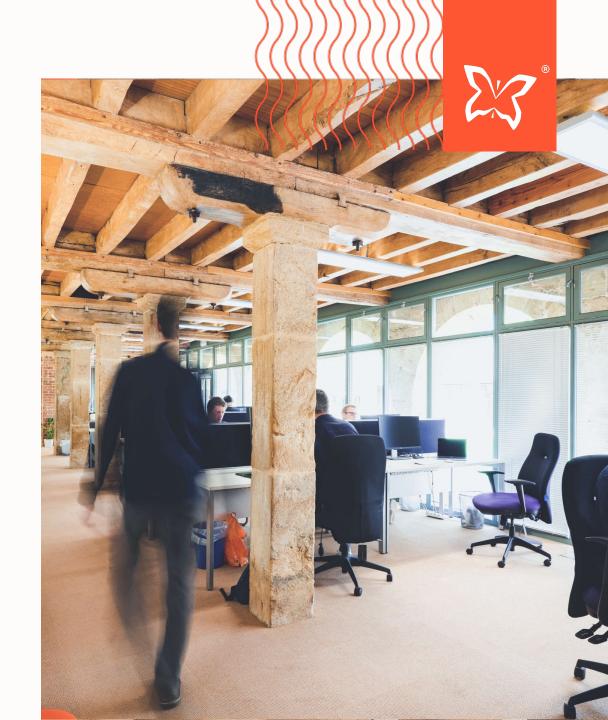
^{1.} It Can Help You Reach More People

Imagine a motorway with people driving on it all day every day who are all after your company's services. How much would you pay to put a sign advertising your business that drivers could see from that motorway?

Well, that is just like what having a strong SEO presence can do for your business.

SEO can help you attract anyone with intent to use services you provide at a given point in time, no matter what stage of the buying journey they are currently at.

If you target the right keywords, you can attract more prospects who may be interested in doing business with you.

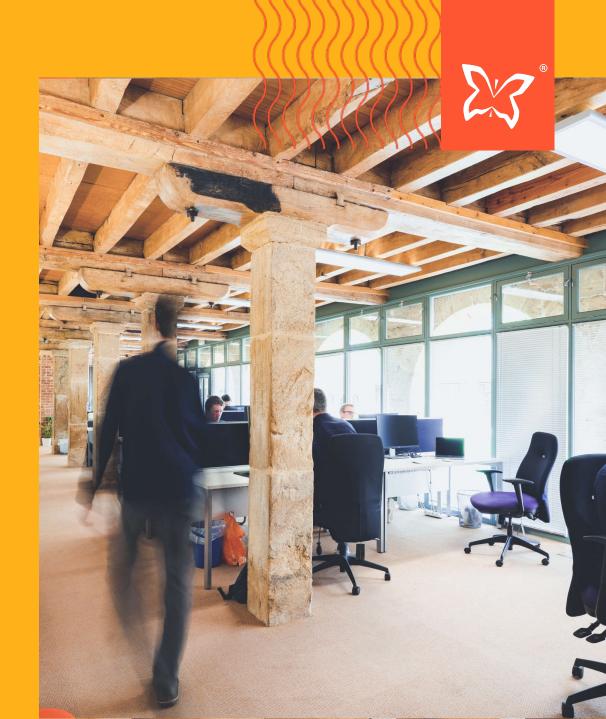


^{2.} It Gives You ACompetitive AdvantageOver the Competition

Your competitors will likely be investing in SEO, which means you should do so too.

Those who invest heavily in SEO often outrank the competition in search engine results and gain market share. As discussed, the top 3 positions take the bulk of the traffic.

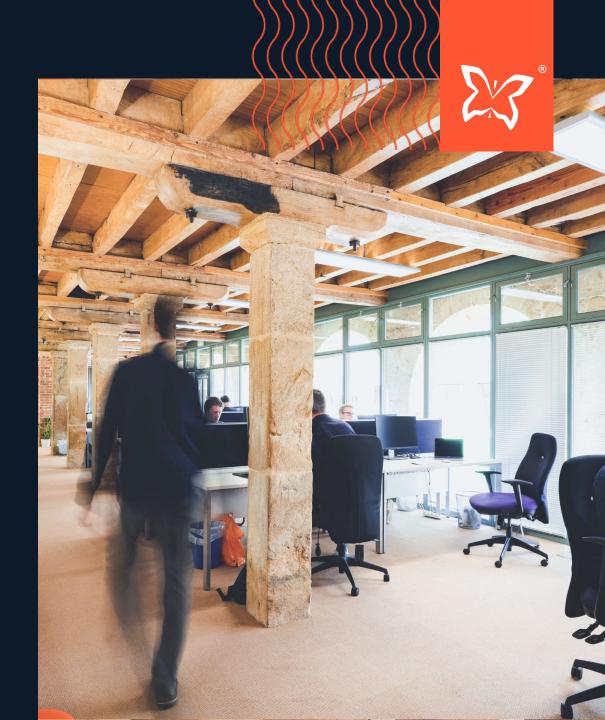
If you consider that results on the first page of a Google search get over 90% of traffic, you cannot afford not to be there, especially if your local competitors are showing above you.



3. It Boosts Your Website's Credibility

A site that ranks high on search engine results pages is typically considered high-quality and trustworthy by search engines. This, in turn, boosts the credibility of your business in the minds of your potential customers.

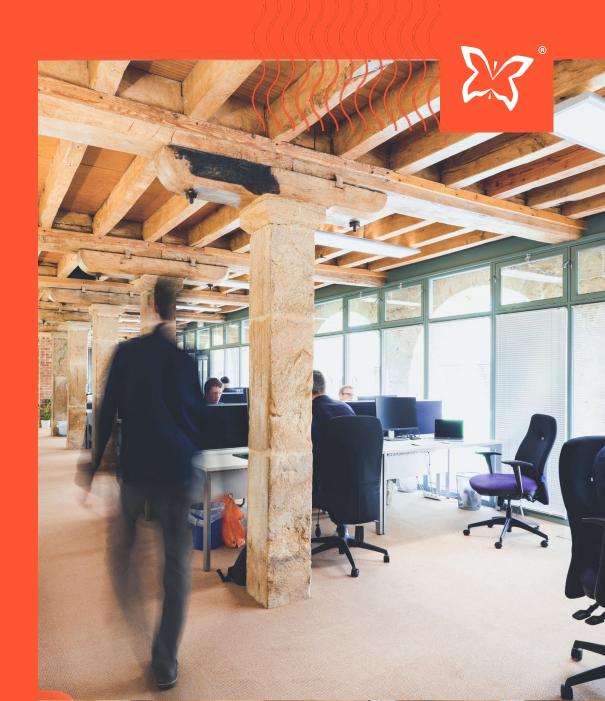
Even if people don't click directly on your business straight away, searchers often go back to the search results to compare and contrast companies. The fact you are on the first page boosts your company's creditability and increases the chances of your target customers enquiring about your services.



4. It Doesn't Have To Cost You Anything

Apart from time (if you handle it yourself), SEO does not cost anything like other marketing strategies, such as pay-per-click using Google Ads.

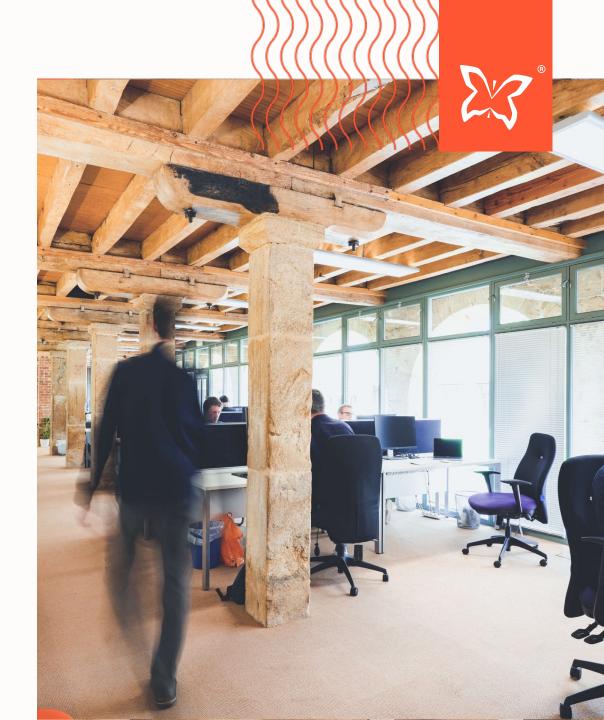
Search engines crawl your site 24/7, promoting useful content and helping you find new customers organically. To make the most of your SEO efforts, allocate some of your time to reviewing the content on higher ranking sites within your niche and aim to write content that's better than theirs. Then, share your content on your social platforms.

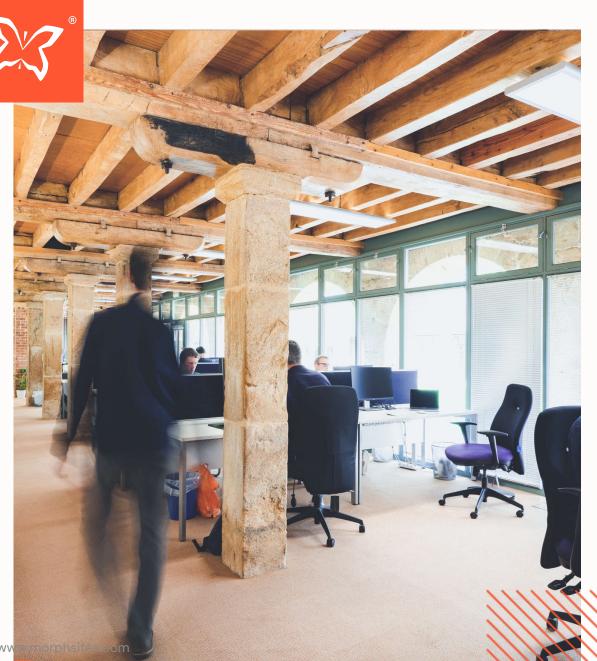


5. You Get Quantifiable Results

With SEO, you can track changes in rankings, conversions and website traffic. Platforms like Google Analytics provide a comprehensive suite of information, allowing you to drill down to an incredibly granular level.

For example, you can see every website user's buying journey — including the pages they engaged with, the keywords they used to search and whether they completed specific actions. You can use these insights to adjust and improve your SEO strategy. We will go into this in more detail later.





What influences your websites SEO presence?

Google are not exactly transparent when it comes to everything that affects your Google rankings.

Sure, Google give us a list of things that affect your website rankings, but this is like having a complicated recipe with all the ingredients.

But what they don't tell you is how much of each ingredient you need to use to get the best results.



What influences your websites SEO presence?

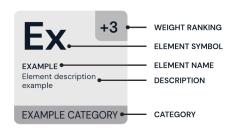
For this reason, a group of SEO experts get together every year since 2011 to put together a Periodic Table of SEO. This has become a globally recognised tool that search professionals have relied on to help them understand the elements essential to building a winning SEO strategy.

Source: downloads.digitalmarketingdepot.com/rs/727-ZQE-044/images/SEL_2106_SEOPerTabl.pdf



SEO Periodic table

Search engine optimisation seems like alchemy to the uninitiated. This guide to success factors, best practices and potential pitfalls can build the framework for your SEO strategy.





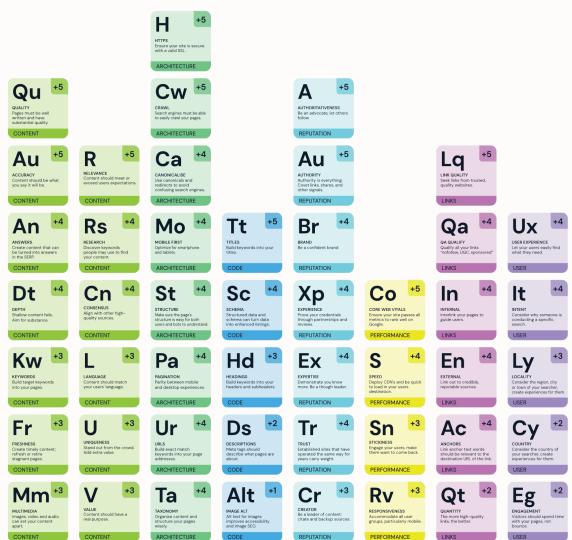


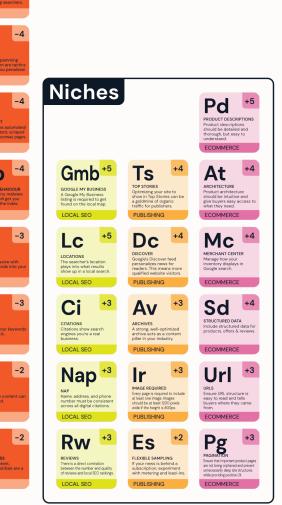


SEO Periodic table

Search engine optimisation seems like alchemy to the uninitiated. This guide to success factors, best practices and potential pitfalls can build the framework for your SEO strategy.







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Content is still paramount

Google is always looking for updated new content.

- Content that is written to and for the benefit of users.
- Does this answer someone's questions fully?
- What are the search volumes of keywords on your site? Is anyone searching for that term?
- Do you have a regular content plan that you follow?
- Is your content on your website regularly updated or refreshed?
- How much content is on your website?





Au

RELEVANCE
Content should meet or exceed users expectations.

RESEARCH Discover keywords people may use to find your content.

CONTENT

An

Content should be what

you say it will be.

CONTENT

ANSWERS
Create content that can be turned into answers in the SERP.

CONTENT

Cn

CONSENSUS
Align with other high-quality sources.

CONTENT

Dt

CONTENT

DEPTH
Shallow content fails.
Aim for substance.

Kw 🖺

KEYWORDS Build target keywords into your pages.

CONTENT

L +3

LANGUAGE
Content should match
your users' language.

CONTENT

U

CONTENT

UNIQUENESS
Stand out from the crowd.
Add extra value.

CONTENT

Freshness +3

Create timely content; refresh or retire stagnant pages.

CONTENT

Mm⁺³

MULTIMEDIA Images, video and audio can set your content apart

CONTENT

VALUE +3

VALUE
Content should have a real purpose.

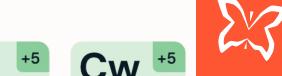
CONTENT





Your website layout.

- Can Google easily crawl my website?
- Is your website mobile first?
- Is the page structure of the website easy to follow?
- Do your URLs contain keywords?
- Do you have lots of duplicate content?
- Have you signposted to Google the best form of your content?
- Does your website load quickly?
- Is it secure?



Ensure your site is secure

ARCHITECTURE

with a valid SSL

MOBILE FIRST Optimize for smartphone and tablets.

ARCHITECTURE

PAGINATION Parity between mobile and desktop experiences.

ARCHITECTURE

Build exact match keywords into your page addresses.

ARCHITECTURE

Search engines must be able to easily crawl your pages.

ARCHITECTURE

Use canonicals and redirects to avoid confusing search engines.

ARCHITECTURE

STRUCTURE Make sure the page's

structure is easy for both users and bots to understand.

ARCHITECTURE

Ta

Organise content and structure your pages wisely.

ARCHITECTURE





Code

Code base of your website.

- Does your website use the right titles?
- Do you have meta titles and descriptions that use keywords?
- Are the right keywords on your website signposted as headings?
- Does your website suffer from poor CLS scores?
- Do you include alt text on your images?





CODE



Build keywords into your

headers and subheaders.





Consider the reputation of your website.

- Do you use Google reviews? Or do you have another 3rd party review system?
- Do you encourage sharing of your articles online?
- Are any of your articles long form content that cover a topic in depth?
- Does your website generate shares or links to key pages?
- Has your website been around for a long time?





REPUTATION



REPUTATION

REPUTATION



REPUTATION

















Your website layout.

- Does your website load quickly?
- Does your website pass CLS checks?
- Is your website mobile first?
- Do users come back to your website, is it useful and retain them?





| [

CORE WEB VITALS

Ensure your site passes all metrics to rank well on Google.

PERFORMANCE

S

+4

SPEED

Deploy CDN's and be quick to load in your users destination.

PERFORMANCE

Sn

+3

STICKINESS

Engage your users, make them want to come back.

PERFORMANCE



+3

Accommodate all user groups, particularly mobile.

PERFORMANCE





Links

- Which websites link back to your website?
- What is your backlink profile like?
- Are there lots of strong links from high reputation websites pointing to my website?
- What pages are those links pointing too?
- How many links do you have?
- What are the anchors to those links?



The more high-quality

links, the better.

LINKS

Link anchor text words

LINKS

should be relevant to the

destination URL of the link.







User

How users interact with your website.

- UX What is the user experience like on your website?
- Intent Why is someone coming through to my website?
- Does my website appear correctly in multiple languages where applicable?
- Does my website contain references to my local area?
- What's the bounce rate like?
- How long do people engage with my website?













Major elements to avoid on your website.

- Does your website have hidden content?
- Do you engage in keyword stuffing across your content?
- Do you buy lots of links from 3rd party companies?
- Does your website contain negative content, or have you copied content from other sites?
- Does your website have too many ads or popups?





















Local SEO

Do you have a Google My business account listing setup?

Does my website contain local address information?

Do you have real high-quality reviews on your site and GMB page?



A Google My Business listing is required to get found on the local map.

LOCAL SEO



LOCATIONS

The searcher's location plays into what results show up in a local search.

LOCAL SEO



LOCAL SEO



number must be consistent across all digital citations.

LOCAL SEO



LOCAL SEO



Publishing

Ensure that your website is setup to take advantage of Google new articles schema.

- Does your website have the right schema markup?
- Do you have images tagged with your articles?
- Can your articles appear in Googles Discover feed?





ARCHIVES
A strong, well-optimized archive acts as a content pillar in your industry.

PUBLISHING



PUBLISHING

DISCOVER
Google's Discover feed personalizes news for readers. This means more qualified website visitors.

Fe +2

FLEXIBLE SAMPLING
If your news is behind a subscription, experiment with metering and lead-ins.

PUBLISHING

PUBLISHING



Ecommerce

Ensure your website has the right structured markup for an e-commerce website.

- Do you have product descriptions?
- Does your website have pagination?
- Do you have Google merchant centre setup?
- Are you sending the right data?

PRODUCT DESCRIPTIONS Product descriptions should be detailed and thorough, but easy to understand. **ECOMMERCE**

Include structured data for products, offers & reviews.

ECOMMERCE

Ensure URL structure is easy to read and tells buyers where they came

ECOMMERCE

ARCHITECTURE Product architecture should be intuitive and give buyers easy access to what they need. **ECOMMERCE**

Manage how your inventory displays in

ECOMMERCE

Google search.

Ensure that important product pages are not being orphaned and prevent unnecessarily deep site structures while providing positive UX.

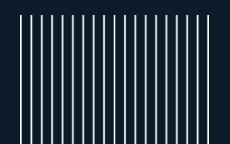
ECOMMERCE







Google Analytics / Measuring success

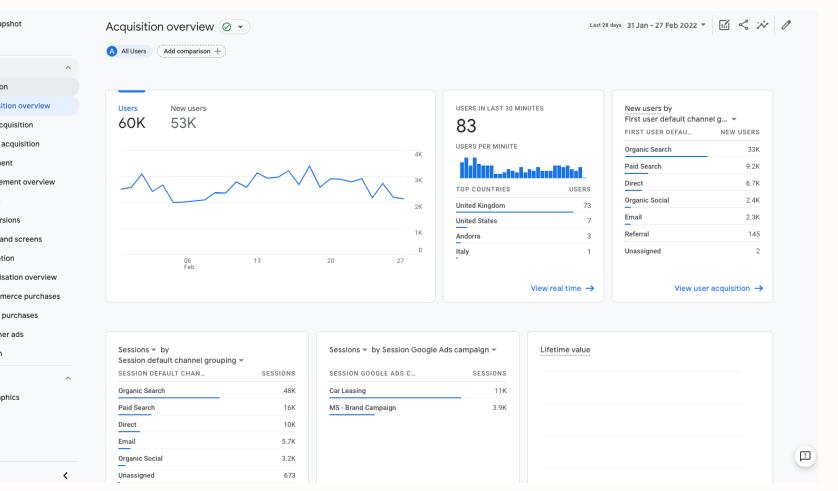




- Is your Google Analytics account a source of <u>valuable</u> information to your business?
- If not, why not?

Where is your traffic coming from?





What channels is traffic reaching your website from?

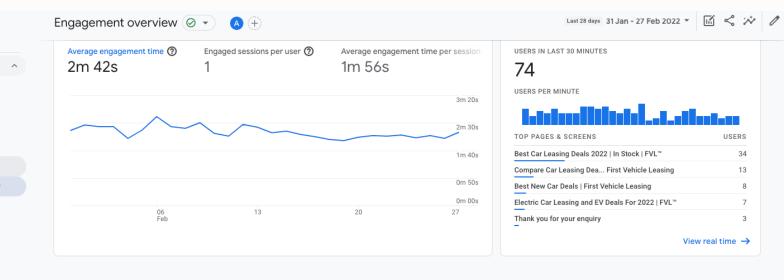
How long are users on your website?

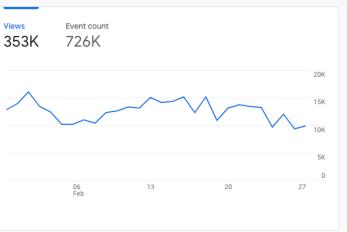
What valuable actions are users taking on your website?

Track everything:

- Phone calls
- Enquires
- Sales

What pages are users visiting?





unt by Even	t name	Views by Page title and s
IAME	EVENT COUNT	PAGE TITLE AND S
	353K	Best Car L…ock FVL™
ement	214K	Best Car Lele Leasing
art	84K	Best New Cale Leasing
	55K	Search Lease Deals
	19K	Compare Carle Leasing
	1.5K	Electric C022 FVL™
h_results	566	Personal &e Leasing™ -
View events →		View pages an



How does your navigation influence these pages?

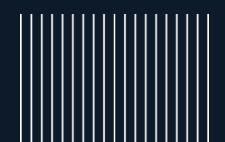
Are these pages engaging to users?







Let's talk about Conversions...





Ensure you are tracking everything of value to your business or organisation.

- Contact forms
- Enquiries
- Transactions
- Revenue
- Phone calls
- Bookings
- Chat interactions



Working Lunch...



Lunchtime Activity – download these 2 free tools on Google Chrome, we will use them later.

https://smart.linkresearchtools.com/seo-tools/lrt-power-trust-extension

A plugin which displays PowerTrust – a metric similar to Google PageRank and Moz DA/PA

https://chrome.google.com/webstore/detail/seo-meta-in-1-click/bjogjfinolnhfhkbipphpdlldadpnmhc

A plugin which shows the headings and meta data for any web page











What do you think makes a good backlink?



Links

- Which websites link back to your website?
- What is your backlink profile like?
- Are there lots of strong links from high reputation websites pointing to my website?
- What pages are those links pointing too?
- How many links do you have?
- What are the anchors to those links?



should be relevant to the destination URL of the link.

LINKS

links, the better.

LINKS





What makes a Good Backlink?

A good backlink is a relevant outbound link to a trusted, authoritative site.

Generally, a site is viewed as trustworthy if it has lots of strong backlinks pointing to it. Google views these backlinks as one way to confirm that your site contains helpful, quality content.

Main points

- It comes from an authoritative site
- It's relevant to your websites on-page content
- The anchor text or "label" of the link is specific to the content on your website.



Example of a good backlink

Coombe Farm Organic have a link from this article on the Independent website:

https://www.independent.co.uk/extras/indybest/food-drink/subscription-boxes/best-meat-boxes-a9513826.html

Related content

Article title: "12 best meat boxes from ethical farms delivered to your door"

Great domain strength

The Independent is obviously a very trusted website by Google.

Anchor text

Coombe Farm Organic



What do you think makes a bad backlink?



What makes a Bad Backlink?

Bad backlinks can **damage** your overall site performance. Since Google focuses mostly on quality over quantity, they track and evaluate backlinks to flag potentially spammy practices.

Main things to look out for:

- Thousands of links pointing to one site
- It's sourced in spammy forum comments
- Links are hidden to users using the website
- The content is not related to content on your website at all



Example of a bad backlink

10 years ago, acquiring directory links was a really common tactic used by SEOs to manipulate the Google algorithm. This sort of link will now be heavily penalized by Google.

https://www.piseries.com/

Not related content

No value in this content for any website

Poor domain strength

Lots of powerful link but no trust, means its unbalanced.

Anchor text

Not relevant to the content it points too.



You can use tools like Link Research Tools to audit your link profile



Benefits of auditing your link profile

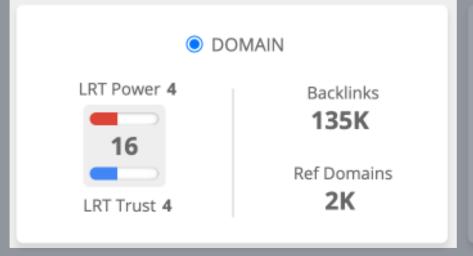
- See where your good links are coming from.
- Identify any bad links that are pointing to your website...so you can take action to remove them.
- Check out what your competitors backlinks are like.
- Then possible reach out to wherever your competitors are getting their best links from to get links on that page too.

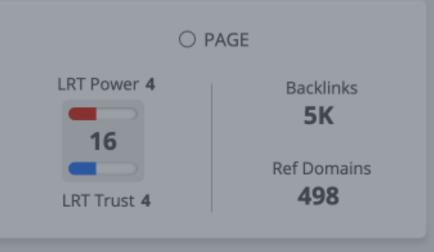




URL: https://www.coombefarmorganic.co.uk/

Q Want to know what it takes to audit and manage the backlink profile of this domain? >





More about Power*Trust

Try LinkResearchTools

Domain

How many links your total website has.

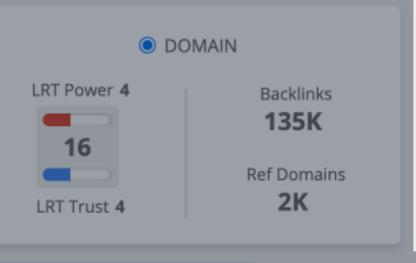
Referring domain

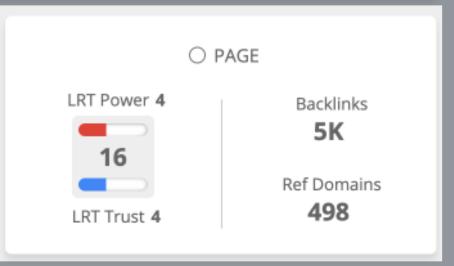
How many different domains link to your website.





Q Want to know what it takes to audit and manage the backlink profile of this domain? >





More about Power*Trust

Try LinkResearchTools

Page

How any backlinks and referring domains an individual page has.

You can see which pages are most important by how many links the have.



Activity: Check how many links your website has. Check your competitor's links

- Use the LRT Power trust Chrome extension to see how many links your website has.
- Check your main competitors too, how does your score compare to them.
- You want to see high trust and high power scores.





How you can optimise your content for more traffic, engagement and sales



Content is still paramount

Google is always looking for updated new content.

- Content that is written to and for the benefit of users.
- Does this answer someone's questions fully?
- What are the search volumes of keywords on your site? Is anyone searching for that term?
- Do you have a regular content plan that you follow?
- Is your content on your website regularly updated or refreshed?







RESEARCH

Discover keywords people may use to find your content.

CONTENT

Mm

MULTIMEDI

Images, video and audio can set your content apart.

CONTENT



ANSWERS

Create content that can be turned into answers in the SERP.

CONTENT

Kw

KEYWORD

Build target keywords into your pages.

CONTENT



DEPTH

Shallow content fails.

Aim for substance.

CONTENT



FRESHNESS

Create timely content; refresh or retire stagnant pages.

CONTENT



Q. When you search Google for a keyword, does every page of your site appear?

Target one main keyword per page and expect it to rank for closely related terms



- A big mistake in SEO is to run the same keyword through your entire site.
- Google only shows 1 or at most 2 pages from your site for any specific keyword.

A winning strategy will

- Target one main keyword to the page don't try to rank every page for the same keyword.
- Your homepage or category pages will likely pick up "multiple" higher volume keywords.
- Blog articles and product pages will likely pick up longer tail lower volume keywords.
- Internally point links from articles and product pages to the main category pages you want to rank.

<i>-///////</i>					
Keyword =	Intent	Volume =	Trend	KD % =	CPC (U =
spring bulb flowers >>>	1	1,000	\sim	50 🛑	0.37
spring flowering bulbs >>	С	880	<u>~</u>	38 🥚	0.37
<pre>spring flower bulbs >></pre>	C	480	\sim	32 🥚	0.37
spring bulbs flowers >>		320	\sim	37 🥚	0.37
spring bulbs purple flowers >>	С	320		28 🌑	0.00
blue spring flowers from bulbs >>	I C	260	<u></u>	25 🌑	0.00
spring flowering bulbs for sale uk >>	Т	260		25 🌑	0.42
bulbs for spring flowers >>	С	210	~~	36 🛑	0.37
⊕ flowering spring bulbs >>	I	170	~~	41 🧶	0.37
purple bulb flowers spring >>	I C	170		32 🛑	0.00
spring flowering bulbs uk >>	С	170	~	23 •	0.45
when to plant spring flower bulbs >>		170	1	59 🛑	0.00
when to plant spring flowering bulbs >>		170		59 🛑	0.00

Keyword research (closely related terms)



Each page has a main ranking keyword it's aimed at ranking for.

Is the content on this page relevant to this top-level keyword?

Example – Spring bulb flowers category page

What content on this page could you provide to improve your chances to rank?

- When to plant spring flower bulbs?
- Purple bulb flowers. (can you provide a link to purple ones?)
- Include variations of the keyword naturally in the copy on the page.





Informational intent: searchers looking for an answer to a specific question or general information.

EXAMPLE: "what are perennials?"

Navigational intent: searchers intending to find a specific site or page.

EXAMPLE: "hardy perennial plants"

Commercial intent: searchers looking to investigate products, services, or brands. These commonly have an intent to complete an action or purchase sometime in the future. EXAMPLE: "perennial plants uk"

Transactional intent: searchers intending to complete an action or purchase (aka buyer intent keywords).

EXAMPLE: "best perennial plants to buy"





The "Is trend"

For example [keyword] is...[short answer].. and [benefit].

A paragraph targeting "Tesla leasing"

"Tesla leasing is a great way for you to get an electric car with the latest technology on a cost-effective monthly budget".

- Google seeks out paragraphs like this on your page so ensure you create one for your pages target keyword.
- Try not to write about the subject write it to the user.
- Write directly to the user putting yourself in their shoes. Reference "You"
- Look out in search results what is ranking, you will likely see this trend on top results.



car leasing



https://www.nationwidevehiclecontracts.co.uk > deals

Car Leasing Deals - Nationwide Vehicle Contracts

Car leasing is a long-term rental agreement of usually two, three or four years. It is a popularand often cheaper alternative - to buying a car outright or ...

What is the difference between business and personal car leasing?

Is it cheaper to buy or lease a car?

You've visited this page many times. Last visit: 06/02/22

People also ask



https://www.carwow.co.uk > car-leasing :

Best Car Lease Deals | carwow

Leasing or Contract Hire (PCH is Personal Contract Hire) can be a simple way to drive your brand new car in exchange for fixed monthly payments. It is ...

You've visited this page many times. Last visit: 14/02/22

https://www.allcarleasing.co.uk

All Car Leasing: Car Leasing | UK Car Leasing Specialists

Car leasing is an agreement between an individual or business and a leasing company. This agreement allows that individual or business to essentially rent a ...

You've visited this page many times. Last visit: 21/02/22

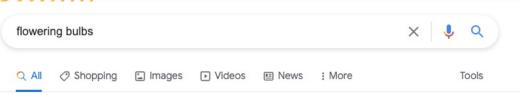


Google doesn't always know what you are after.

So it will show different types of results like "People also ask" to cover more variations of your search.

These are hints of what others are searching for.

Try to answer these questions on your website to maximise the chances Google will show your site.



About 32,500,000 results (0.67 seconds)

https://www.thompson-morgan.com > flower-bulbs

Flower Bulbs & Tubers | Thompson & Morgan



Thompson & Morgan have a wide range of **flower bulbs** available to buy online in the UK. With all types of **flower bulbs** available for delivery - Buy Online!

Tulip Bulbs · Allium Bulbs · Daffodil Bulbs · Lily Bulbs

People also ask



https://www.suttons.co.uk > flower-plants > flowering-b...

Flower Bulbs & Tubers - Bulb Mixes & Collections | Suttons



Ads · Shop now



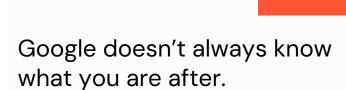


Dahlia tubers -Mixed... £9.49 Was £13 Amazon.co.uk By Google



GreenBrokers All Summer... £9.99 Amazon.co.uk

By Google



So it will show different types of results like "People also ask" to cover more variations of your search.

These are hints of what others are searching for.

Try to answer these questions on your website to maximise the chances Google will show your site.

Identifying opportunities to grow



- Search a keyword and check what is ranking in the top 10 results.
- How many words per page do they have
- Are there any characteristics that they share
- Do the all use the same meta titles or focus on the same content?
- What are the People Also Ask questions could you answer these and put those answers on your website page with FAQ markup.
- Is it homepage pages or internal pages ranking for that keyword
- Target each page to a different group of closely related keywords
- Don't forget spoken keywords. Many searches are voice controlled. Siri, Alexa etc.

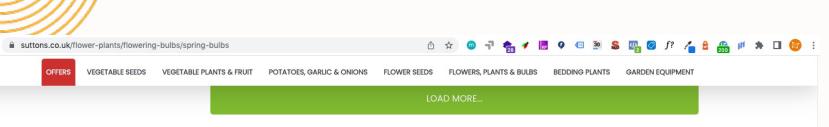


Example – how to write content for: "Spring Flowering Bulbs"

https://www.google.com/search?q=SPRING+FLOWERING+BULBS&rlz=1C5CHFA_enGB867GB867&sourceid=chrome&ie=UTF-8

- 1. Search a keyword and check what is ranking in the top 10 results.
- 2. How many words per page do they have?
- 3. Are there any characteristics that they share?
- 4. Do the all use the same meta titles or focus on the same content?

For this search we see that articles like "Top 10 spring flowering bulbs" are ranking. However, from position 5 down we see that more transactional websites are appearing.



Spring Flowering Bulbs

Spring flowering bulbs aren't just a gap-filler while you're waiting for your perennial plants to come through! Many gardeners plan well in advance for this time of year and look forward to the day that their gardens begin to erupt with colour.

Best Time To Plant Spring Flowering Bulbs

Spring flowering bulbs are normally delivered from mid-September until the end of November, meaning you have a window of several months to plant your bulbs before you start to see the first signs of frost.

Generally, spring-flowering bulbs are well suited to a sunny patch in rich, well-draining soil. Bulbs are very simple to plant, but acquiring some handy garden hand tools such as a bulb planter will make the process even easier.

Depending on the variety, most bulbs can be planted at a depth of three times their height, and although it's recommended to plant each bulb a certain distance from the next, you can simply throw them onto the soil and plant them where they land for a more naturalised look.

Most bulbs are ideal for naturalising, simply choose a spot where the bulbs will remain undisturbed - in a shady corner, or at the base of a deciduous tree and shrubs is ideal - and they will quickly multiply to create a carpet of plants that will delight you with a spectacular flower display year after year.

Grow Spring Bulbs For Cut Flowers

Fresh cut flowers can bring instant joy and colour to the home. However, shop-bought flowers (particularly from supermarkets) have likely been on a long journey before you even take them home and put them in a vase. Harvesting flowers from your own garden means a much longer vase life - and you'll save yourself some money.

When growing cut flowers, the process of planting and maintaining the bulbs is the same as growing them for outdoor enjoyment. The secret is to cut the flowers when they only just start to open and do so in the morning, as this is when they are most hydrated. This will give your flowers a fresh appearance and a long life inside your home.

For more information on growing spring-flowering bulbs, take a look at our growing guide.

You make also be interested in Sutton's wildflower bulbs and pre-planted bulbs.

ur Gardening Club

flowering bulbs UK



A Google search for "flowering bulbs"

Suttons is the top e-commerce site for this search. We can see why when analysing the page.

We have a block of unique text at the top of the page.

But an even bigger one at the top of the page. Answering top questions related to the search in Google.

https://www.suttons.co.uk/flowerplants/flowering-bulbs/springbulbs





With any keyword, Google tries to pre-empt what a user is trying to find. This is one reason why it has People Also Ask suggestion boxes in Google SERPs.

- This is gold. Google is telling you what to write about and what sort of content will rank for these terms.
- However, ensure you do not steal other people's content it has to be unique!

People also ask :	
Which bulbs flower in spring?	~
When should I buy spring flowering bulbs?	~
Which bulbs flower in spring in the UK?	~
Do spring bulbs come back every year?	~
	Feedback





With any keyword, Google tries to pre-empt what a user is trying to find. This is one reason why it has People Also Ask suggestion boxes in Google SERPs.

By focusing your content on answering questions, Google will prefer your page.

"Car leasing"

If you are selling a car, you may want to gain a sale for "Car leasing deals"

But Google knows some users want the answer to "What is car leasing?" So, write that answer on your page
Car leasing is...

And every page should follow a journey which leads to an outcome – on the page. What is car leasing? > Why should I lease a car > Is car leasing right for me? > How do I lease a car?



Use headings to highlight your content to Google

Just like you would structure an essay with a main title and supporting headers and paragraphs your content on your website should be structured in the same way. Not only for Google but for the benefit of potential readers of this content.

- You should have 1 Header 1 (H1) per page. This is the main keyword you want this page to rank for.
- You can have a few supporting Header 2s (H2). These keywords should be related to the main header 1 term.
- Header 3s (H3) are supporting headers linked to your header 1 of less importance than your

Make your content and headings more engaging



Some ways to optimise meta titles, descriptions and page headings (H1, H2, H3)

- Expect Google to use your page copy and headings directly in search results Make them good. H1, H2s
- Use numbers, "10 things to do in Woodstock", "5 ways to cook rice" which increases CTR
- Use years to make your content more relevant "Best things to do 2022" (and current)
- Research the volume of your target keywords and find related LSI keywords which are less competitive
- Use pre-keywords to extend your content scope such as Top, Best, New, Cheap

For Products:

- Add categories relevant to your industry to extend reach "Best Spring Flowering Bulbs for your garden"
- An example for "Garden Sheds" could be "Top 5 Green Wooden Garden Sheds from \$99.99"



Activity - use SEO-meta-in-1-click.

- 1. Find the H1 for your homepage and key pages
- 2. Find the meta description for your homepage and key pages

Are they within the green character limit? Is the H1 short (less than 50-65 characters)?

- 3. Review all your headers H1 to H3 do they form a logical story which explains the "Why, What, How" to a user and Googlebot.
- 4. How many images do not have ALT text links?







Google now knows best... thanks Google 🍪







- What you write in the meta description can be partially removed or replaced in full by Google
- Protect your brand Consider if there is a shorter way for your site name to appear in meta titles to maintain brand presence!!
- Use [™] or [®] in meta titles and descriptions to make your brand stand out
- Make your page stand out by using separators | or > to break up meta titles into parts

Buy a Tesla > Finance and Offers > Brand UK®

- Google measure meta titles in terms of screen pixels. So a tip is to keep meta titles short...
- I.e., less than 50 characters (for Google's new 'current' standard) or 65 for best practice overall

Content planning – The words of a keyword can be measured by Google too!



Keywords and the anchor text of a link (what users click on) are categorised: For SEO it is important to know the difference for the main types:

- UWE, University of West of England = brand term
- Courses in Bristol = money term (what you want to rank for)
- Courses at UWE Bristol = compound term (A mixture of the brand and money)
- And a stripped out bare URL <u>www.uwe.ac.uk</u> = **naked term**

Google expects most links to be "brand" and go to your homepage!!

Content planning – Rank the most relevant pages and extend their reach



Think about the type of page are you trying to rank – each needs a different strategy. For example:

Homepage

 Use Local Business schema and target "brand" keywords and your main "money" keyword

Internal pages

- Category pages use FAQ schema and target "higher volume money keywords"
- Product pages with individual products use product schema and review schema and target the product name
- Article pages use Blog schema and introduce number, years and trending topics



How do people interact with content online?

- Does anyone read huge blocks of content? (like some of the past few slides...
- How does the BBC structure its articles?







but first a little break?





Why Google Search Console is so important in 2024?

- It's Google's way of communicating with you
- The information is first-hand
- Other tools can give you a clue of what's happening Google Search Console is the reality
- It's free and easy to use



The difference between Google Analytics and Google Search Console.

- Turning users into sales or leads = Google Analytics
- Increasing the organic users to your site = Google Search Console

Architecture

Your website layout.

- Can Google easily crawl my website?
- Is your website mobile first?
- Is the page structure of the website easy to follow?
- Do your URLs contain keywords?
- Do you have lots of duplicate content?
- Have you signposted to Google the best form of your content?
- Does your website load quickly?
- Is it secure?



CRAW

Search engines must be able to easily crawl your pages.

ARCHITECTURE



URLs

Build keywords into your page addresses.

ARCHITECTURE

Mo

MOBILE FIRST

Optimize for smartphone and tablets.

ARCHITECTURE

Dd

DUPLICATE

Be smart. Use canonicals, redirects.

ARCHITECTURE

St

STRUCTURE

Make sure the page's structure is easy for both users and bots to understand.

ARCHITECTURE

Sp

SPFFI

Your site should load quickly on any device. Ready for user interaction. (FID)

ARCHITECTURE

Pr

PARITY

Parity between mobile and desktop experiences.

ARCHITECTURE

Ps

HTTPS

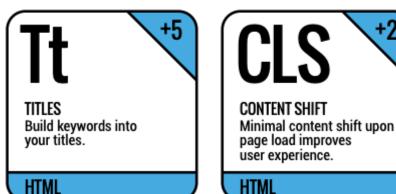
Https ensures security for website visitors.

ARCHITECTURE

HTML

Code base of your website.

- Does your website use the right titles?
- Do you have meta titles and descriptions that use keywords?
- Are the right keywords on your website signposted as headings?
- Does your website suffer from poor CLS scores?
- Do you include alt text on your images?



Sc

SCHEMA

Structured data and schema can turn data into enhanced listings.

HTML

Ds

DESCRIPTIONS

Meta tags should describe what pages are about.

HTML

Hd

HEADINGS

Build keywords into your headers and subheaders.

HTML

ALT

IMAGE ALT

Alt text for images improves accessibility and image SEO.

HTML



How do I get more traffic to my site?

Google Search Console has multiple tools to use so you can:

- Ensure Google can access your site
- Tell Google about new pages and get rid of problems
- Remove pages using the removal tool
- Find issues Google has
- Discover which pages on your site are working best
- Discover sites which link to you

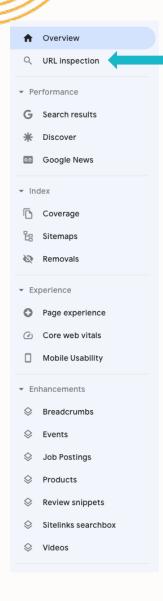
If you are trying to increase traffic, you'll be using Google Search Console most of the time.

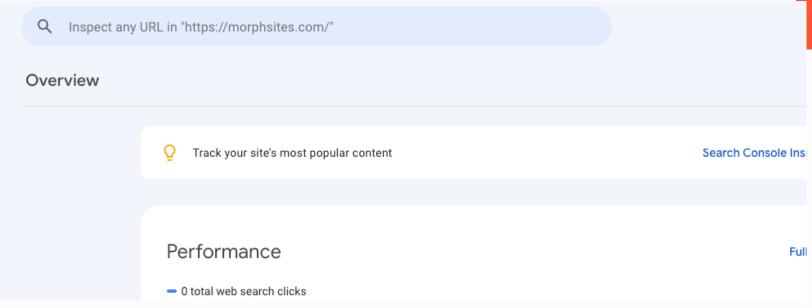


How do I get more traffic to my site?

Google Search Console is broken into clear sections:

- Performance, Coverage, Experience, Enhancements, Security & Manual Actions, Links
- Plus some less obvious ones the disavow tool, PageSpeed insights and the Rich Results Tool Check which tests a page schema markup.
- It's important to check your website in GSC carefully to ensure there are no issues.
- You'll receive email alerts when Google runs into difficulty.
- We are going to run through some screenshots of the Google Search Console main features







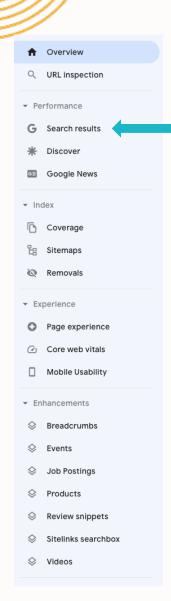




Activity - Check performance metrics to see how well your site performs...

Search type: Web 🧷

Date: Last 3 months 0

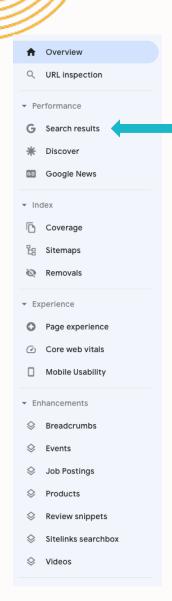




Last updated: 5 hours ago ②

Search type: Web 🧷

Date: Last 3 months 0

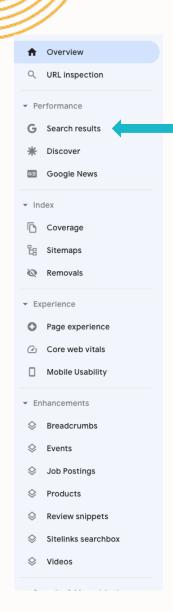


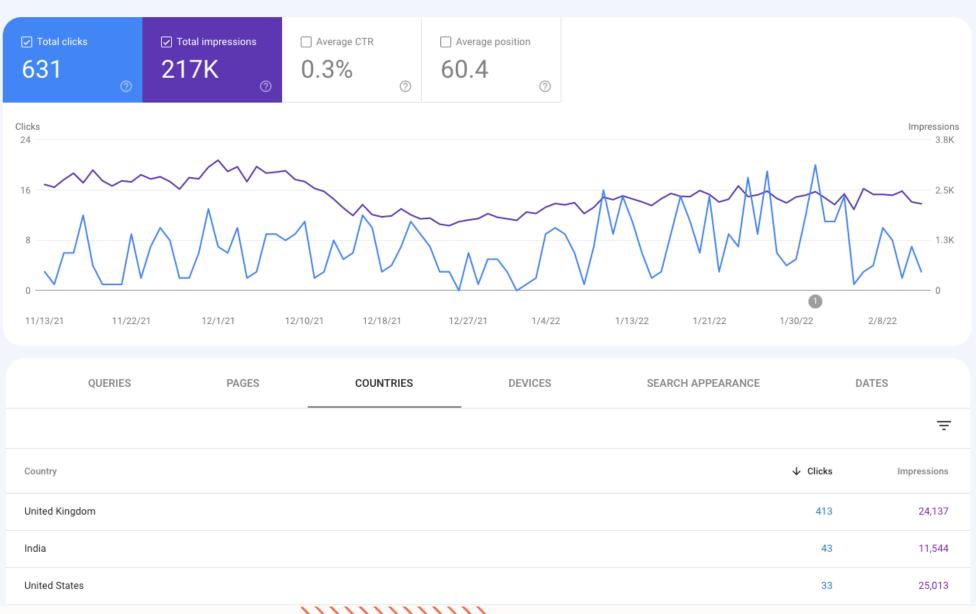


Last updated: 5 hours ago ②

Search type: Web 🧷

Date: Last 3 months 0

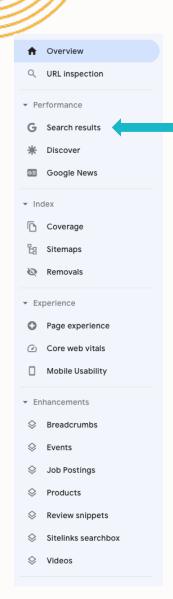




Last updated: 5 hours ago ②

Search type: Web

Date: Last 3 months 0





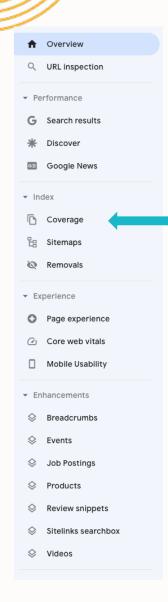
Last updated: 5 hours ago

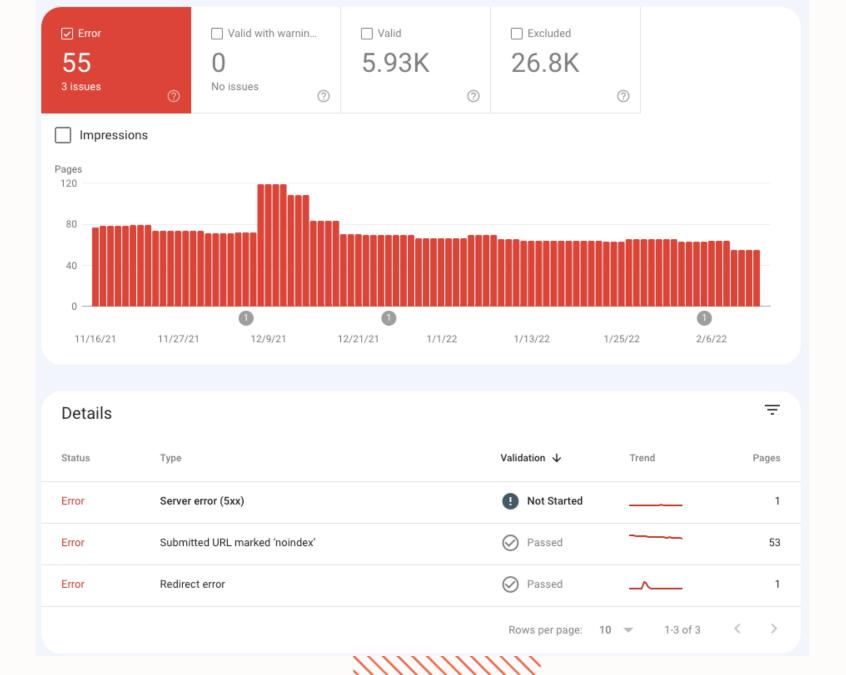




Activity - Check for errors which can kill traffic to your site...

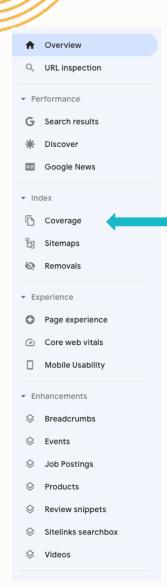
Coverage







Coverage





First detected: 6/9/20 Status: Error

LEARN MORE

Examples ③

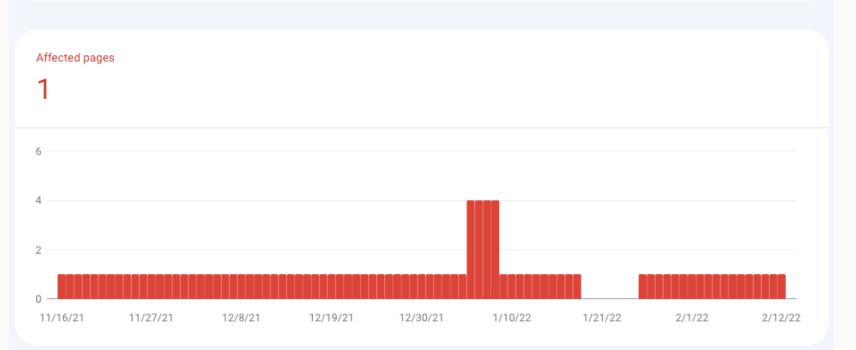
URL



VALIDATE FIX

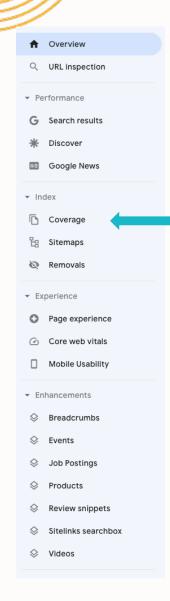
Ŧ

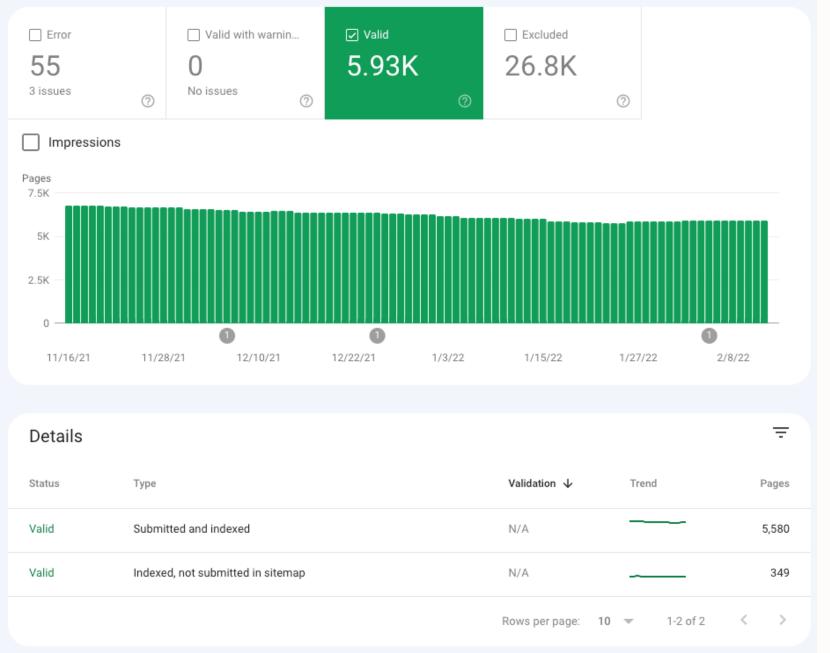
↓ Last crawled





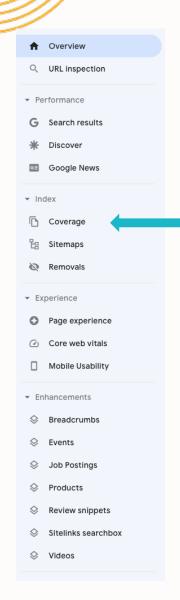
Coverage

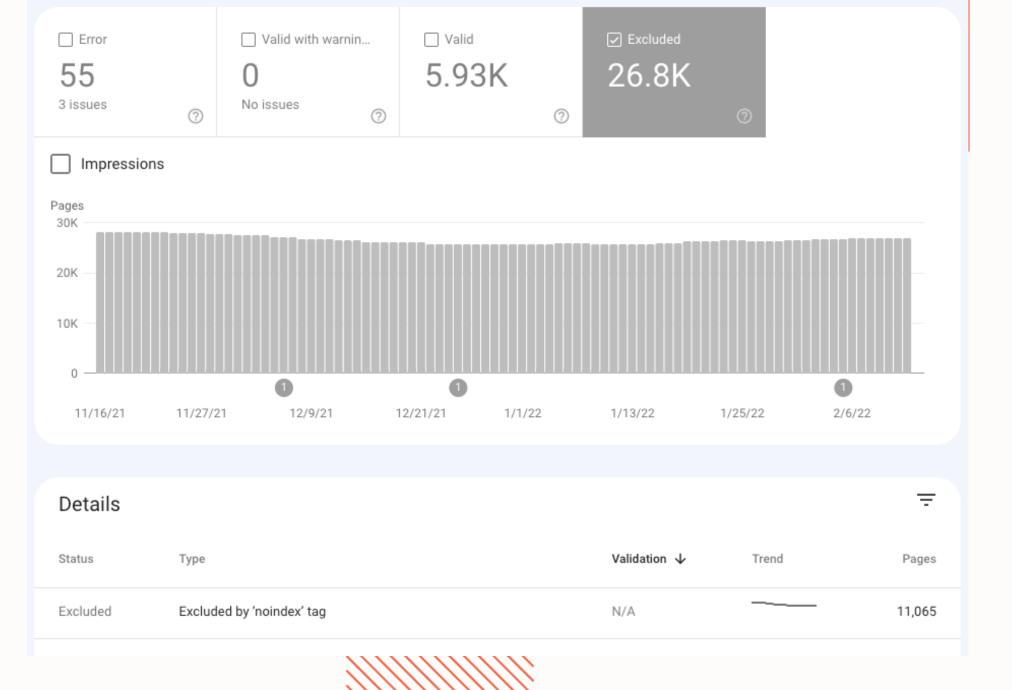






Excluded





Details				Ŧ
Status	Туре	Validation ↓	Trend	Pages
Excluded	Excluded by 'noindex' tag	N/A		11,065
Excluded	Page with redirect	N/A		6,283
Excluded	Alternate page with proper canonical tag	N/A		3,610
Excluded	Crawled - currently not indexed	N/A		2,502
Excluded	Discovered - currently not indexed	N/A	~	1,853
Excluded	Not found (404)	N/A		1,204
Excluded	Duplicate without user-selected canonical	N/A		132
Excluded	Duplicate, submitted URL not selected as canonical	N/A		117
Excluded	Duplicate, Google chose different canonical than user	N/A		14
Excluded	Soft 404	N/A		0



Technical SEO

Google tells you why it didn't include it

These can still use crawl 'budget'

Very large sites can use robots.txt to limit crawl budget

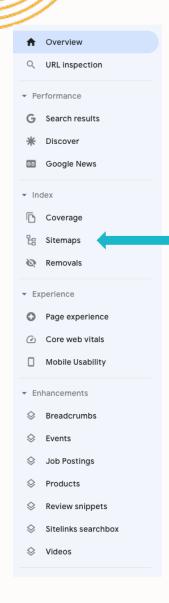
Most sites should use X Robots Headers – not robots.txt





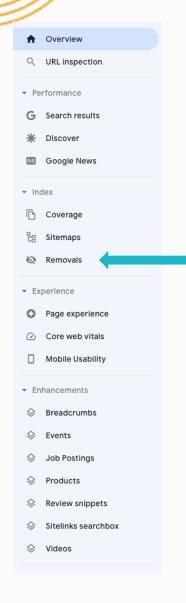
Activity – Are your sitemaps working? Do you have up to date image sitemaps and sitemap index files too?

Sitemap



Submitted sitemaps						Ŧ
Sitemap	Туре	Submitted ↓	Last read	Status	Discovered URLs	
/sitemap-models.xml	Sitemap	Aug 5, 2021	Feb 12, 2022	Success	336	•
/sitemap-vehicles.xml	Sitemap	Aug 5, 2021	Feb 13, 2022	Success	6,797	•
/sitemap-manufacturers.xml	Sitemap	Aug 5, 2021	Feb 10, 2022	Success	44	•
/blog/category-sitemap.xml	Coverage Sitemap	Aug 3, 2021	Feb 11, 2022	Success	29	•
/blog/page-sitemap.xml	Sitemap	Aug 3, 2021	Feb 12, 2022	Success	4	•
/blog/post-sitemap.xml	Sitemap	Aug 3, 2021	Feb 5, 2022	Success	1,579	•
/sitemap-pages.xml	Sitemap	Aug 3, 2021	Feb 5, 2022	Success	40	
/sitemap	Sitemap index	30,000	Feb 14, 2022	Success	8,829	•
			Rows per	page: 10 🔻	1-8 of 8	>

Removals



Need to urgently remove content from Google Search?						
Submitted requests ⑦			Ŧ			
URL	Type ①	Requested ↓ Status				



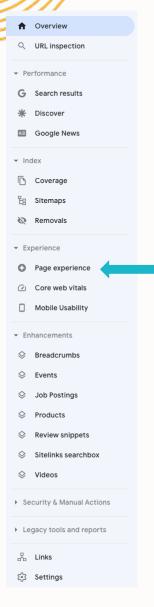






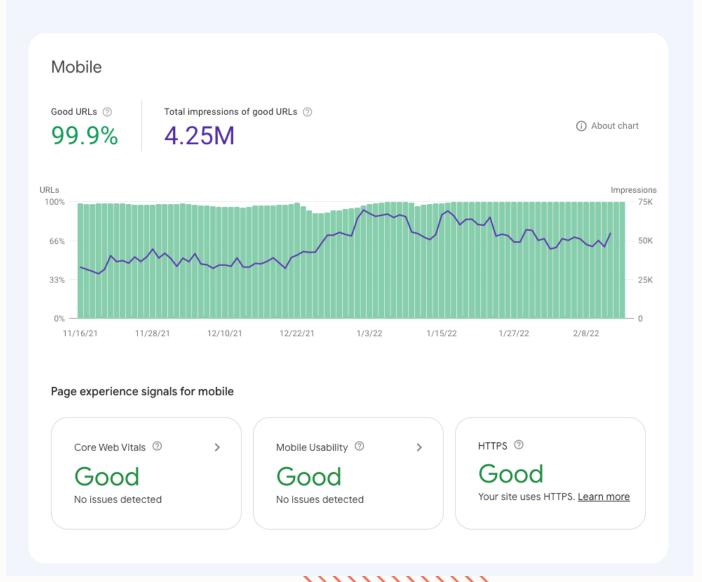
If you want to rank in 2024 pay attention to your Mobile Page Experience and Core Web Vitals

Page experience



99.9% URLs with a good page experience on mobile 69.1% good URLs on desktop

Pages are evaluated separately for mobile and desktop









Google constantly changes the goalposts - what was acceptable may now be classed as an "error" today

Important changes seen recently include:

- Mobile Page Experience
- Google Core Web Vitals
- Google stripping out user defined meta titles
- Google selecting and using your paragraph text instead of meta descriptions
- FAQ rich schema becoming far more important
- On sites with less traffic Google may not have these metrics available

Mobile Page Experience



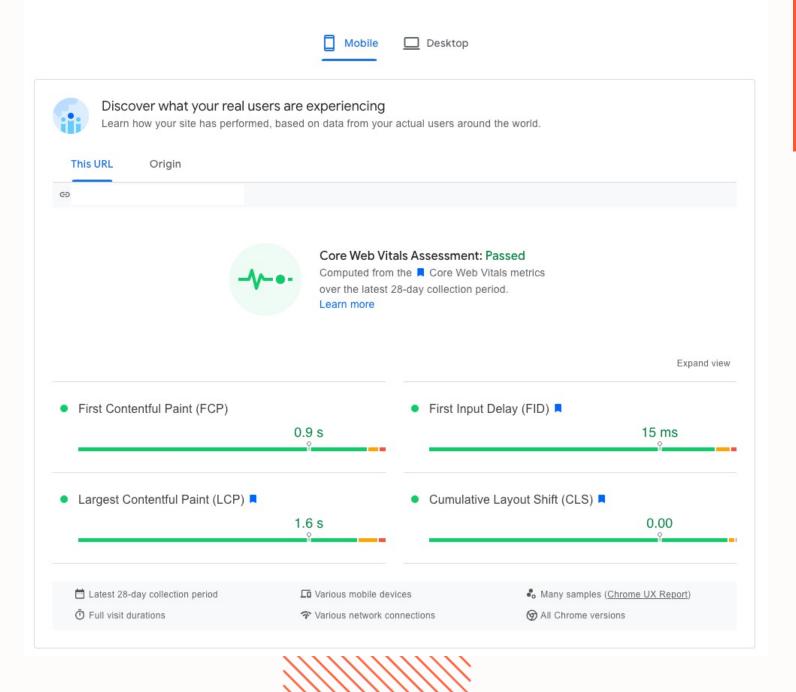
- Is your content friendly to mobile devices?
- Is your main content above the fold on mobile devices?
- Is your website mobile first?
- Designed for mobile users.
- Mobile users are the largest proportion of users for most websites.
- Whether that is the case for your site Google sends its mobile crawler when assessing your site most of the time!

So when you check content on your site – look at it on a mobile!!

Mobile Page Experience is a set of signals which measure how many pages are both mobile friendly AND pass Core Web Vitals.

It can affect how well your site ranks.

Page Speed Insights Pagespeed.web.dev









Activity

Check your Core Web Vitals and mobile and desktop PageSpeed scores at <u>Pagespeed.web.dev</u>

Feel free to checkout your competitors scores

What is Core Web Vitals?

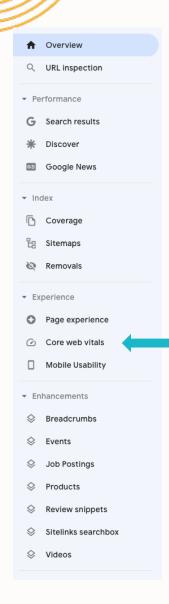


- Cumulative Layout Shift A useful measure of visual stability as it helps show how
 often a user experiences unexpected layout shifts. (Does content shift around when
 it loads? Ask your front-end developers)
- Largest Contentful Paint A measurement of how quickly the page's main content has likely loaded. (Are your images compressed? Likely to be in your control.)
- **First Contentful Paint** It marks the first point in the page load timeline where the user can see anything on the screen. (Is your server and DNS setup to be quick? Ask your developers.)
- First Input Delay A measure of the time from when a user first interacts with your site to the time when the browser is able to respond to that interaction. (Is your technology optimised? – Ask your developers.)





Core Web Vitals

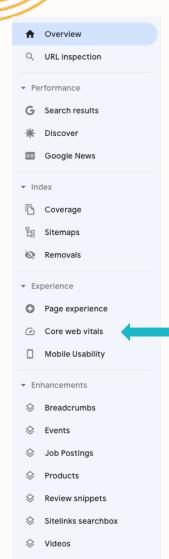








Cumulative Layout Shift



CLS issue: more than 0.1 (desktop)

First detected: 6/2/20 Status: Need improvement

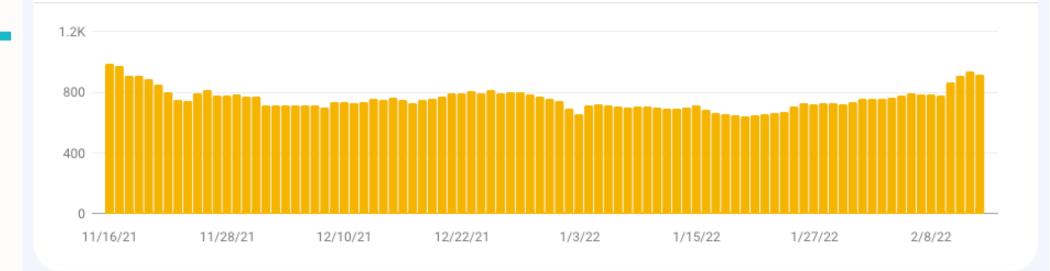
LEARN MORE

Done fixing?

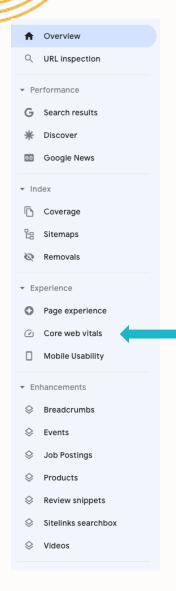


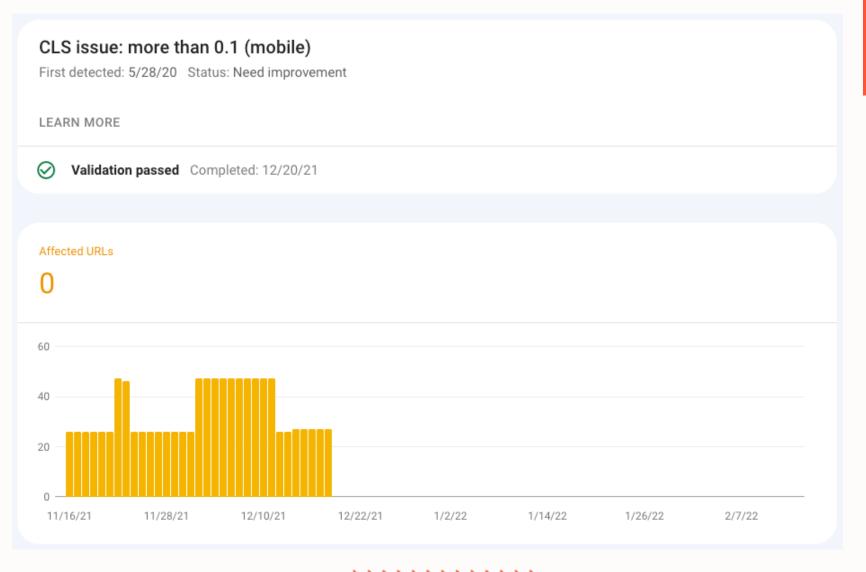


917



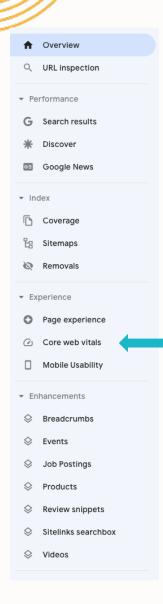
Cumulative Layout Shift

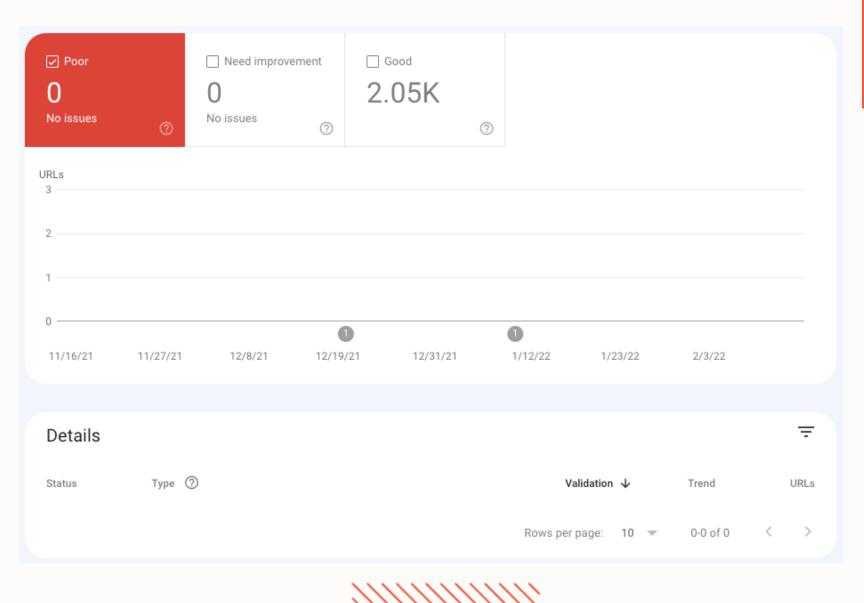






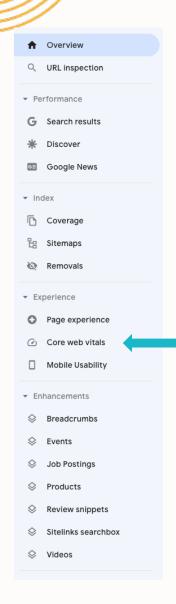
Core Web Vitals

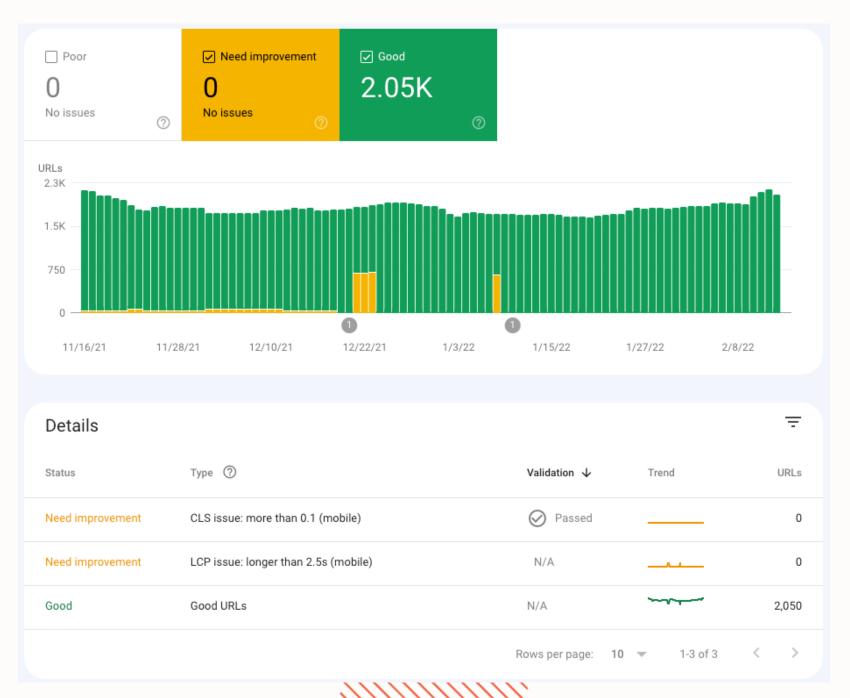






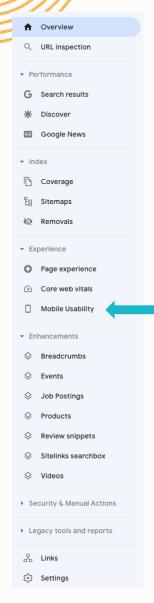
Core Web Vitals

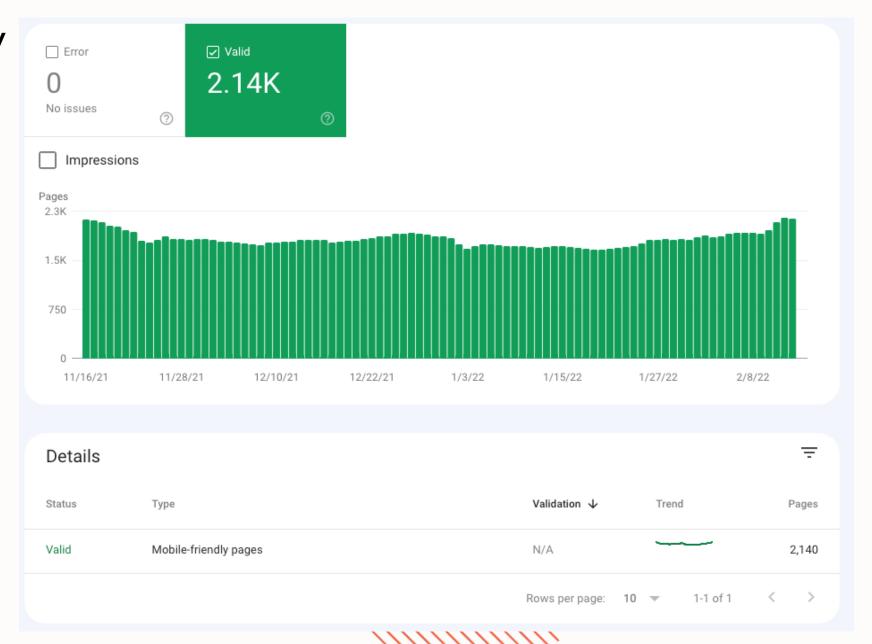






Mobile usability











Enhancements such as FAQs can help supercharge your SEO efforts







https://www.firstvehicleleasing.co.uk > car-leasing

Best Car Leasing Deals 2022 | In Stock | FVLTM

With a car lease agreement you simply return your car in good condition at the end of your lease and choose a brand new one. Car leasing, is a way to drive ...

What are the benefits of car leasing?

WHAT PEOPLE ASK US

Our most popular questions and answers about car leasing

WHAT IS LEASING?	+
WHAT ARE THE BENEFITS OF LEASING?	+
WHAT IS PERSONAL LEASING?	+

The questions are popular searches with search volume

Example in Google Search Results

On the website with the correct "schema markup" in the code

FAQs ♠ Overview Q URL inspection

▼ Performance

G Search results

* Discover

Google News

▼ Index

Coverage

🖫 Sitemaps

Removals

▼ Experience

Page experience

Core web vitals

☐ Mobile Usability

▼ Enhancements

Breadcrumbs

FAQ

♦ Logos

Sitelinks searchbox

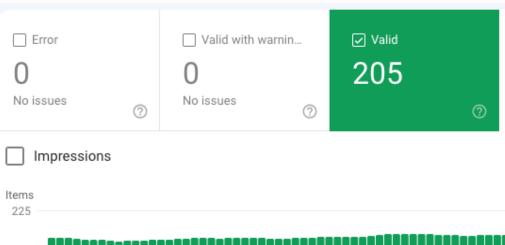
Sitelinks searchbox

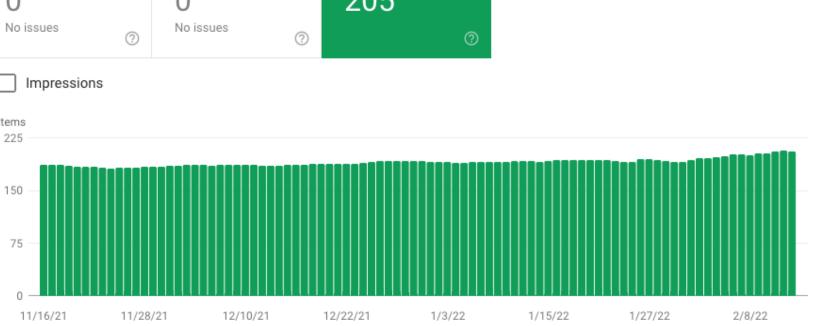
Security & Manual Actions

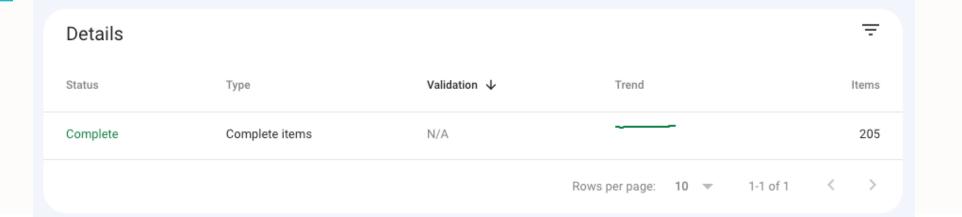
Legacy tools and reports

- Links

Settings









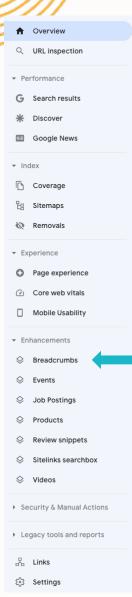


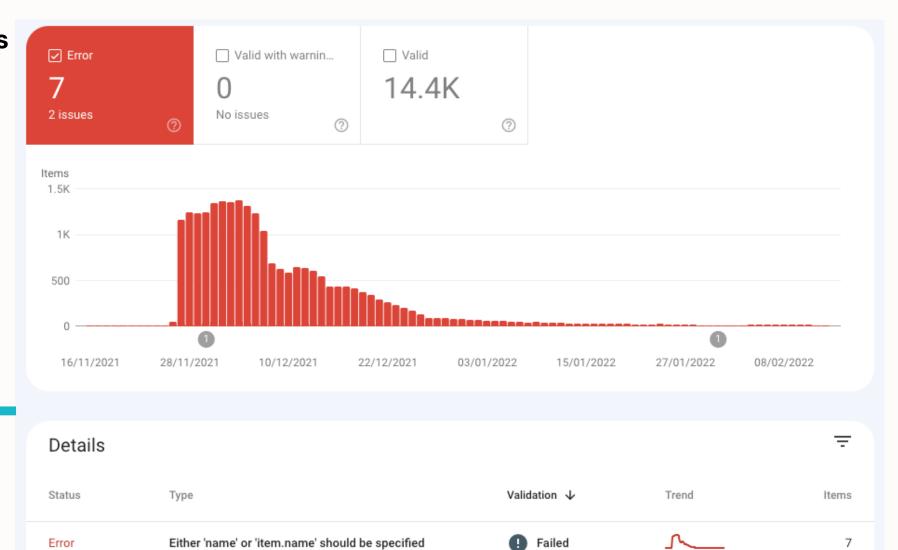


Other enhancements can also help Google understand specific data more easily



Breadcrumbs





Missing field 'item'

Error

Not Started

Rows per page:

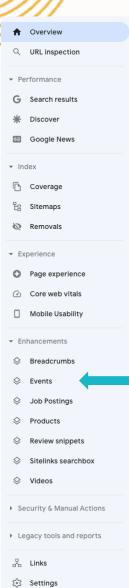


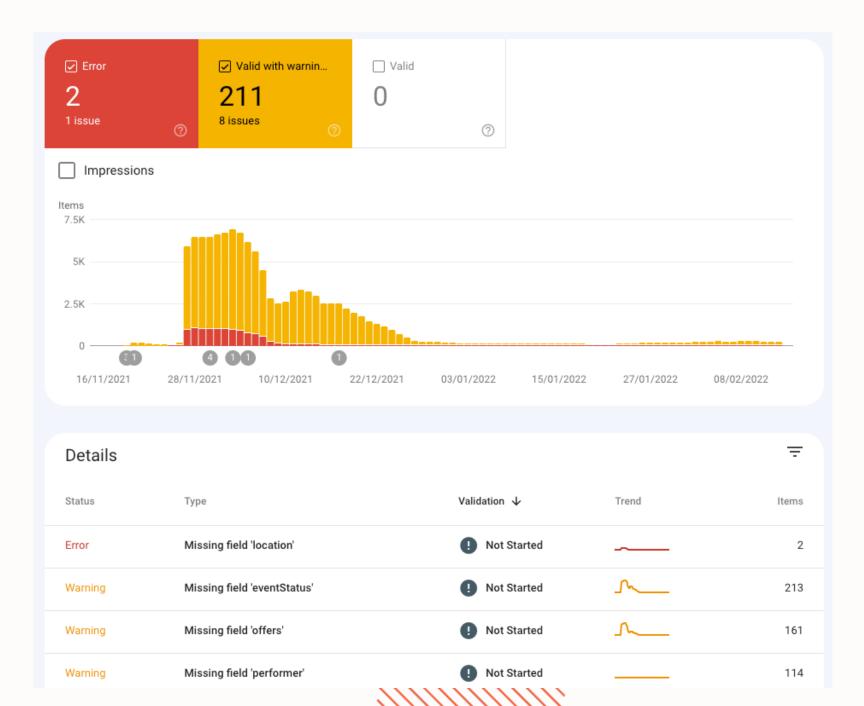
2

1-2 of 2

10 🔻

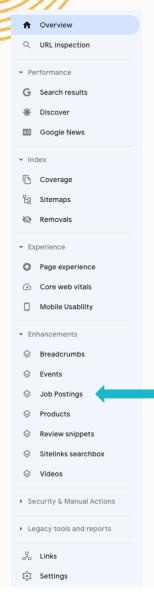
Events

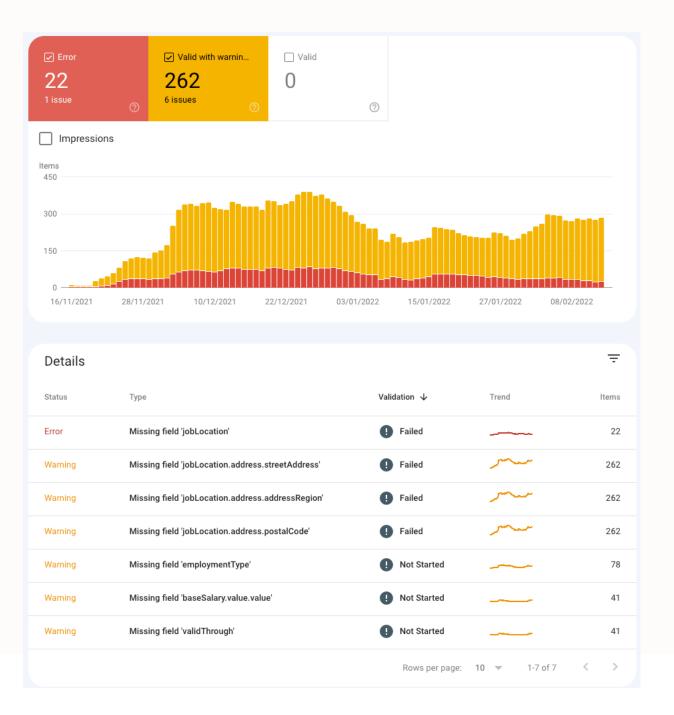






Job Postings





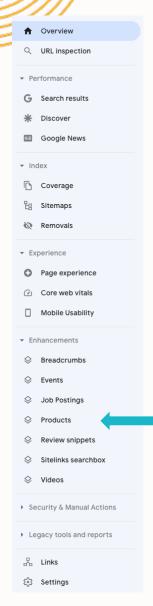


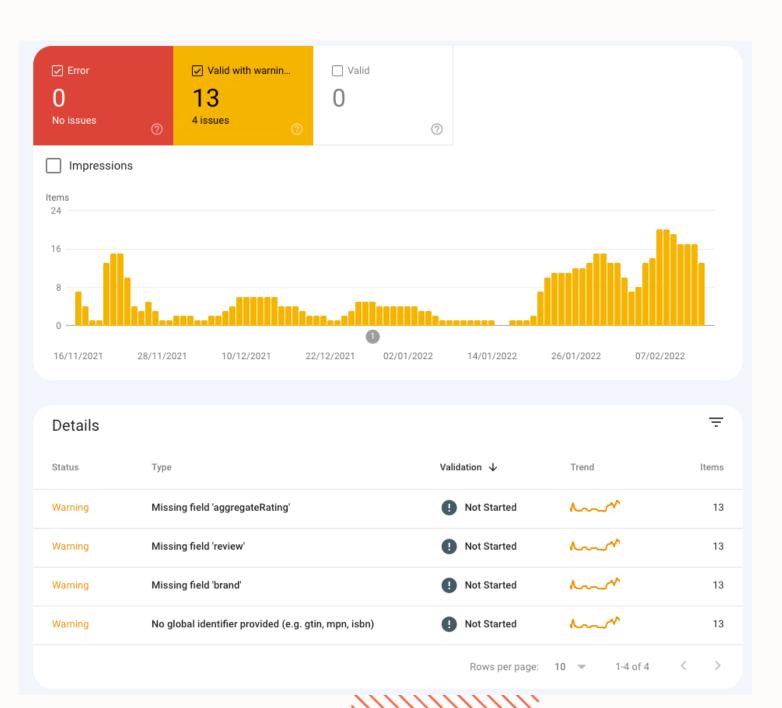
Warnings on structured data are acceptable but not good practice.

Errors can breach Google webmaster guidelines and should be fixed or removed as a matter of urgency.

Google changes the goalposts frequently

Products

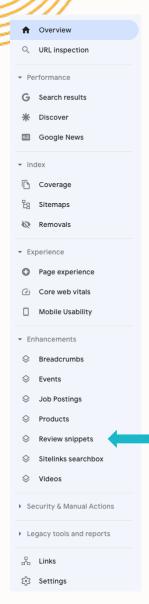


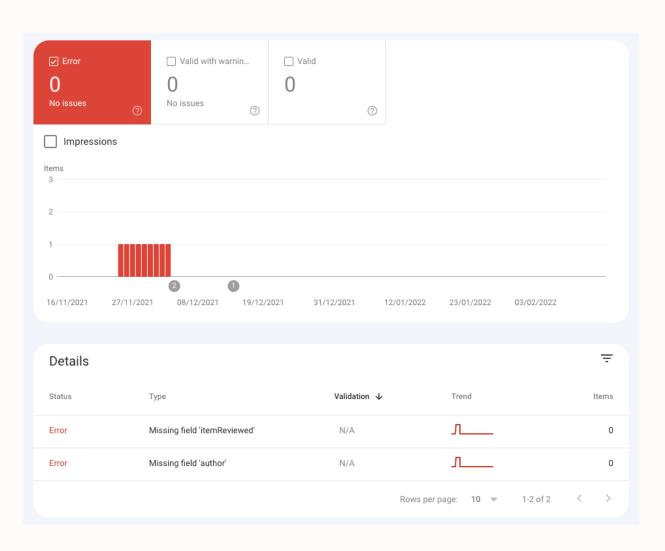




Essential if you sell products

Review Snippets







Product reviews for individual products

These can pull star ratings directly into SERPs

Company reviews

They were misused and no longer pull star ratings into Google



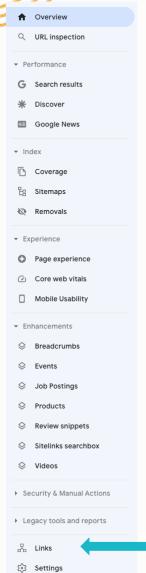


Discover who links to your site directly from the search console



Links/+ Top Linked Pages

(internal)



Links ■ EXPORT EXTERNAL LINKS

External links ② Total 167,733

Top linked pages ①	
https://www.morphsites.com/	167,718
https://www.morphsites.com/join-us	10
https://www.morphsites.com/help/new-look -google-ads	2
https://www.morphsites.com/case-studies/ coombe-farm-organic	1
https://www.morphsites.com/case-studies	1
	MORE >

Top linking sites ②	
fenews.co.uk	135,228
seaware.co.uk	4,247
adswsupplies.com	3,011
tkcsales.co.uk	2,486
morrisminor.org.uk	2,070
	MORE >

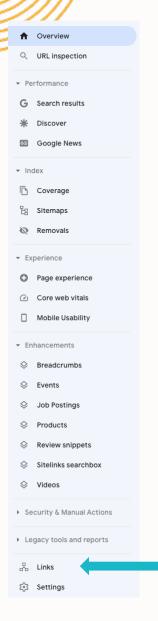
Top linking text ⊙	
morphsites	
website design & development by morphsites	
website designed & developed by morphsites	

Internal links ② Total 5,247

https://www.morphsites.com/b2c-website-devel opment	100
https://www.morphsites.com/design	100
https://www.morphsites.com/branding	100
https://www.morphsites.com/seo	100
https://www.morphsites.com/web-development	100
https://www.morphsites.com/about	100
https://www.morphsites.com/online-advertising	100
https://www.morphsites.com/car-leasing-web-de sign	100
https://www.morphsites.com/get-in-touch	100
https://www.morphsites.com/saas-development	100
	MORE >



Links/+ Top Linking Sites



■ EXPORT Links > Top linking sites



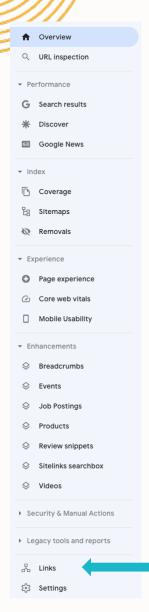
Total external links ②

167,733

Top linking sites		-
Site	↓ Linking pages	Target pages
fenews.co.uk	135,228	1
seaware.co.uk	4,247	1
adswsupplies.com	3,011	1
tkcsales.co.uk	2,486	1
morrisminor.org.uk	2,070	1
motorlet.co.uk	1,907	1
designdirectsupplies.com	1,903	1
sws-eu.com	1,603	1



Links/+ Top Linking Text



11

webdesign von morphsites

Links >	Top linking to	ext	■ EXPORT
	Top linking	text ②	
	↑ Rank	Link text	
	1	morphsites	
	2	website design & development by morphsites	
	3	website designed & developed by morphsites	
	4	designed and developed by morphsites	
	5	designed & developed by morphsites	
	6	website design and development by morphsites	
	7	site designed & developed by morphsites	
	8	website by morphsites	
	9	site designed and developed by morphsites	
	10	webdesign door morphsites	







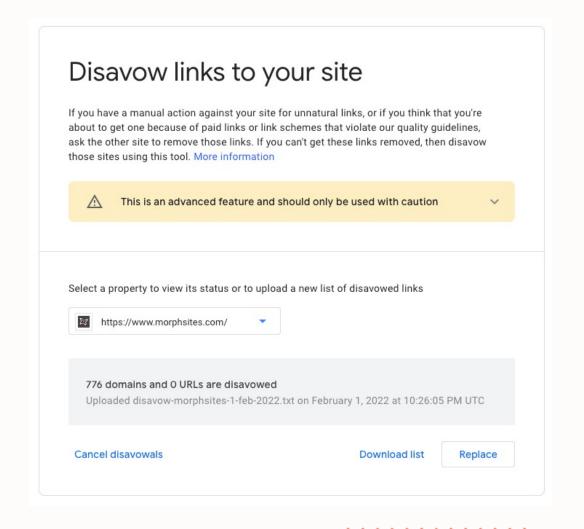


If you have a manual penalty or know toxic links are causing issues... use the disavow tool



Google Disavow Tool





It's hidden away.

https://search.google.com/u/1/search -console/disavow-links

Use this to tell Google to ignore poor quality links.

In effect this changes a link to a no follow status and stops it affecting your ranking

Use with caution



Setting up Google Search Console – two methods...

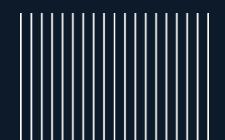
- **Property level** provides more insight on individual domains or subdomains
- **Domain level** easier to setup but groups all the information together making it more difficult to assess if an issue is really a problem
- Root domain: example.com
- Subdomain: www.example.com or blog.example.com
- Page level: <u>www.example.com/my-page</u>
- These are all different in Google's eyes:

http://www.example.com https://www.example.com http://example.com https://example.com











What will kill your site SEO in 2024?

- Structured data errors
- Spelling mistakes
- Keyword stuffing
- Links from paid articles not qualified with no-follow/sponsored or disavowed
- Not being mobile friendly
- Sitewide footer links to external sites (if you own more than one website pay attention!) – it's easy to make innocent mistakes
- Grey hat or white hat techniques which are now black hat techniques

With an algorithmic penalty – Your site can be weighed down like an anchor. You might not even know. Action – keep on top of the Search Console.

With a manual penalty – Google will tell you are in violation and indicate why. Your site rankings will be impacted until reassessed. Action – Avoid at all costs.



Qualify your outbound links

When linking from your website to external websites make sure you qualify your outgoing links. This mean marking them with some code "rel=" to tell Google your relationship.

- Follow links pass weight in Google
- Nofollow links mostly ignored by Google for ranking
- UGC For forum comments or user generated content
- Sponsored Where an article has been paid for or is a banner advert.





- SEMRUSH how it works and why we use it.
- Does anyone want their website analysed by the class?





- Heatmapping tools like Hotjar https://www.hotjar.com/
- morphBl and morphAnalytics <u>—</u> htttps://morph.bi
- Google Trends https://trends.google.com/trends/?geo=GB
- Free Ahrefs tools available from https://ahrefs.com/free-seo-tools
- Ask the public https://answerthepublic.com/
- Ubersuggest https://neilpatel.com/ubersuggest/
- Link research tools: https://www.linkresearchtools.com/
- Chat GPT https://chat.openai.com/auth/login



Thank you for attending!

hello@morphsites.com

For any questions on other courses, or for further Digital Skills support, contact dan.drummond@morphsties.com

