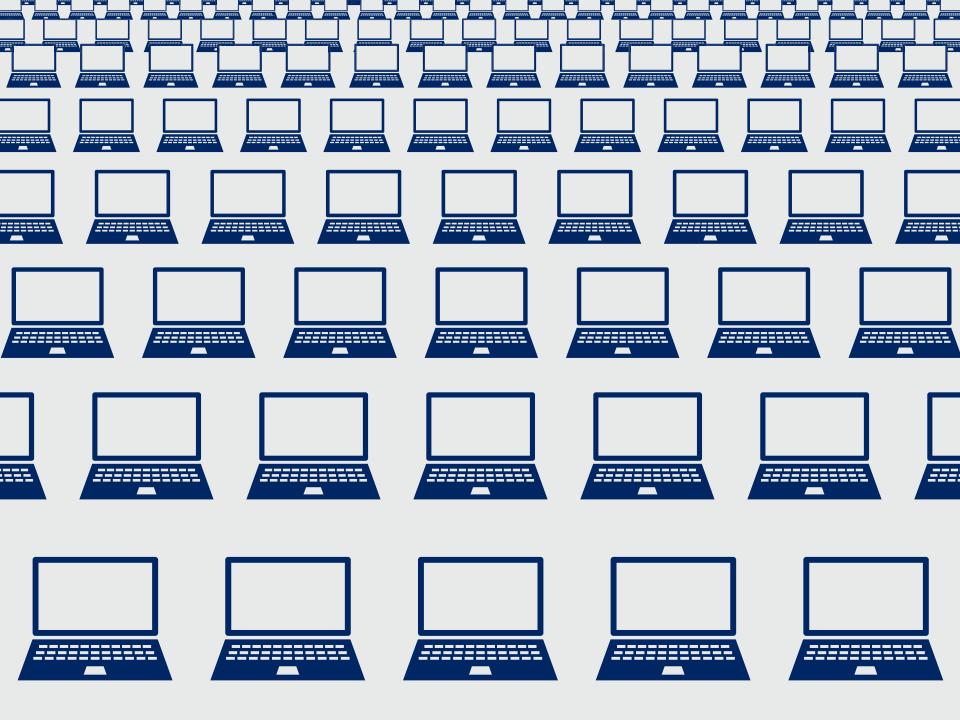
### Welcome to SEO 101

# Why it Really Matters to RESNET Members

Presented by Fourth Dimension at the 2013 RESNET Conference





- 1. Why you need SEO
- 2. How search engines work
- 3. How people use search engines
- 4. Basics of design and development

- How to promote your business and website through social
- 2. What RESNET does to PROMOTE YOU!

# What is SEQ



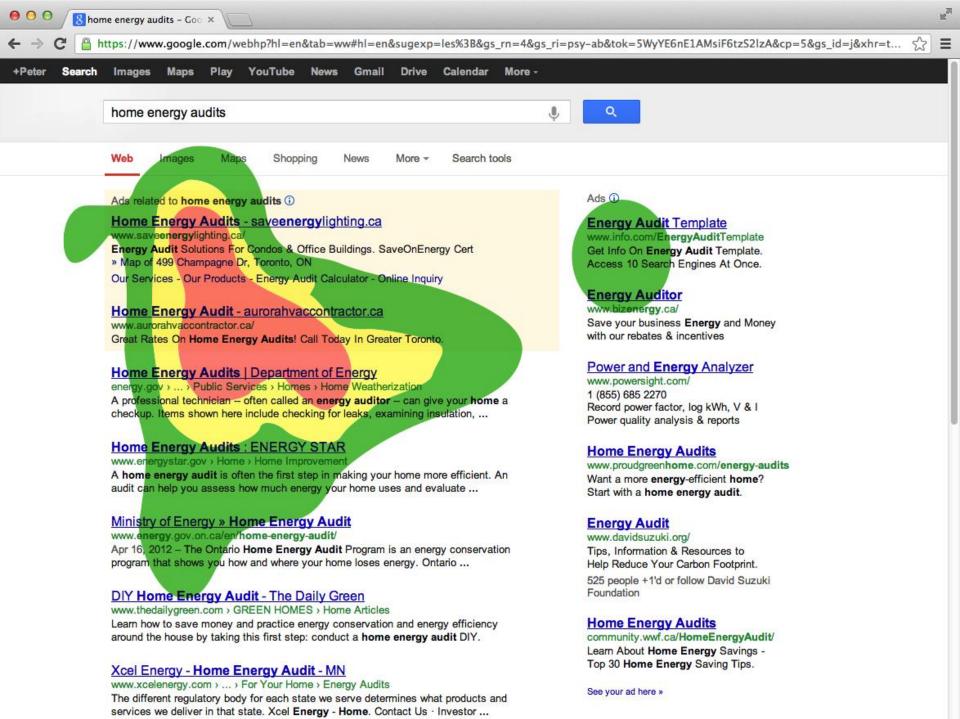


# Home Energy Audit



Web Images Maps More ▼ Search tools

About 48, 400, 000 results (0.23 seconds)

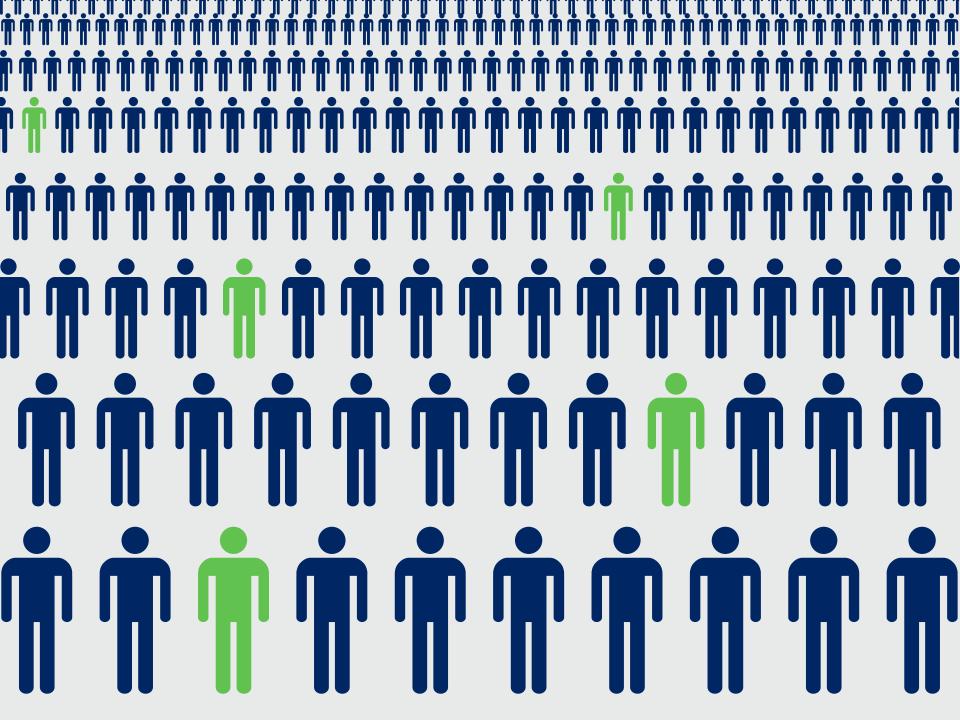


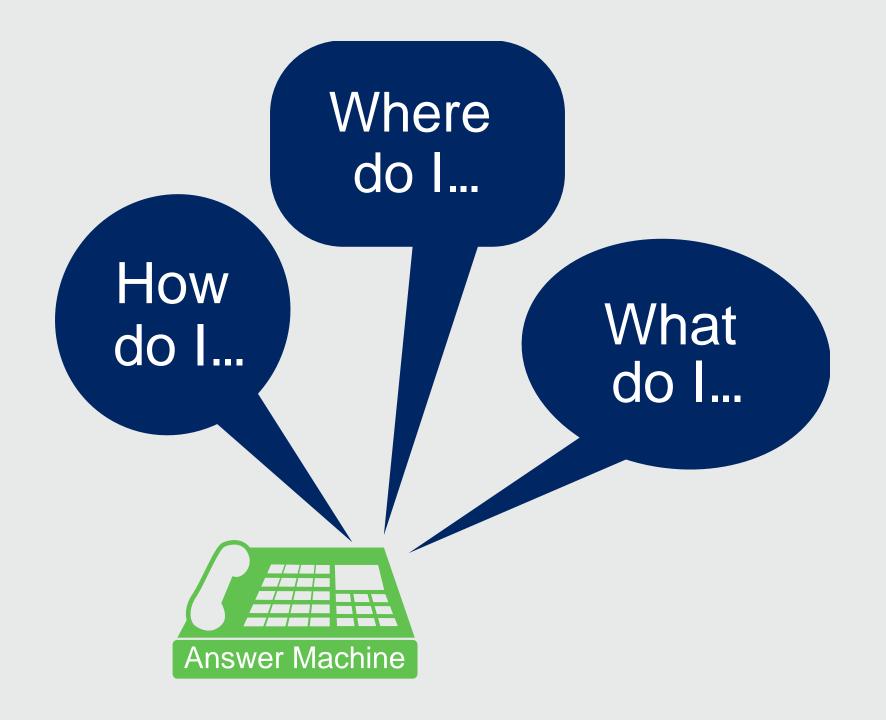


# How & Why it Works?

# **Home Energy Audits**







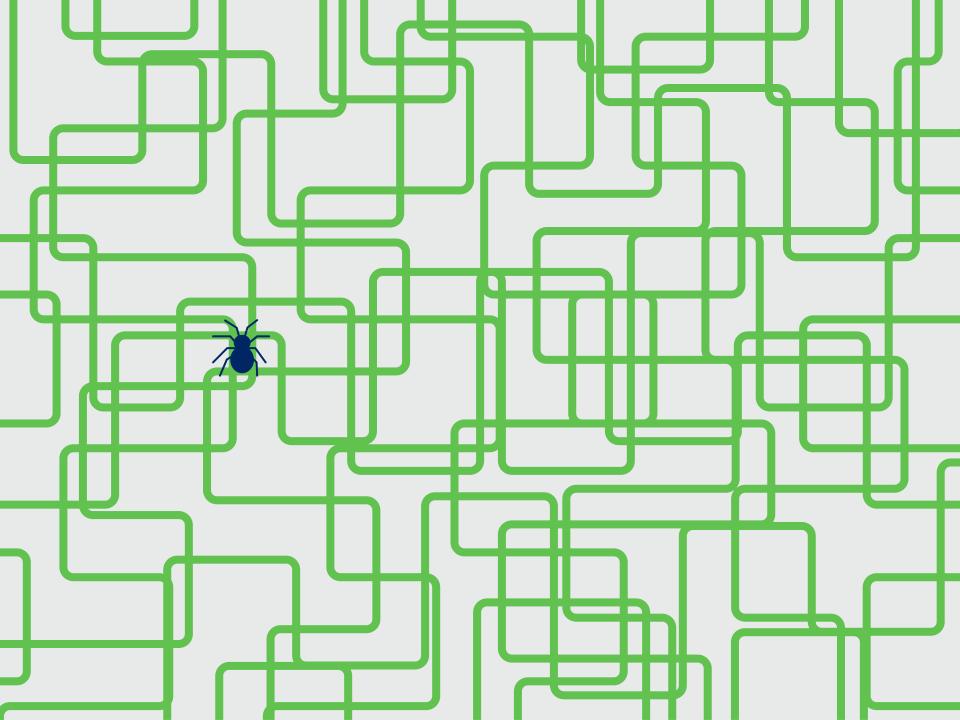
# + Right Fit Popular Choice

# Search Results

# Social Media

**Importance** 

SEO Relevance



# Meat & Potatoes of SEO

# Top 5 Search Engines (Worldwide)\*



- Google sends 90.62% of traffic.
- Yahoo! sends 3.78% of traffic.
- Bing sends 3.72% of traffic.
- Ask Jeeves sends .36% of traffic.
- Baidu sends .35% of traffic.

\*StatCounter Global Stats

# Click-through Traffic (Google)

- #1 position receives 18.2% of all click-through traffic.
- #2 position 10.1%
- #3 position 7.2%
- #4 position 4.8%
- All others >2%.

# Page Rank – Built by Google

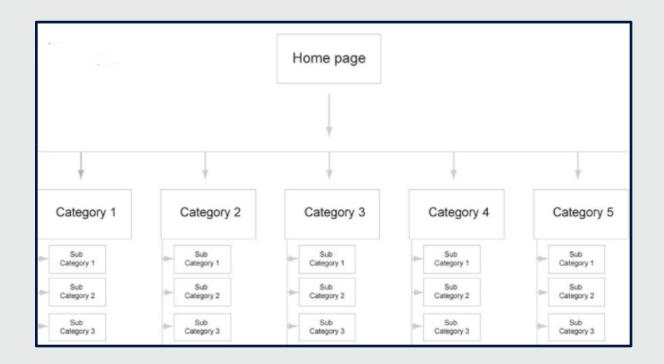
- PHD Thesis by Larry Page and Sergey Brin @ Stanford (1998)
- Complex algorithm to calculate importance of a webpage
- Hundreds of factors:
  - how fast a site is gaining links (trending)
  - the click through rate (CTR) of Google's search results, cached pages,
     favorites on the Google Toolbar (relevant)
  - Age of page vs age of the site newer page on an older site get faster recognition (well established)
  - keywords used in title, URL, headers, throughout the body, etc (accuracy)

### Google's Guidelines

- Make a site with a clear hierarchy and easy to navigate.
- Every page should be reachable
- Create a useful, information-rich site, and write pages that clearly and accurately describe your content
- Make sure that each page has a title which is descriptive and accurate.
- Use keywords to create descriptive, human friendly URLs (i.e. http://www.resnet.us/energy-saving-tips)

# Clear Hierarchy (Sitemap)

- Allows spiders to browse the pathways of a website
- Every page should be accessible within 4 clicks



### **Content for SEO**

- Create new and interesting content
- Blog experiences
- Write "how-to" articles
- Take Pictures (i.e. Workplace / On-site, equipment)
- Use Infographics
- Post Videos
- Post Questions and Responses

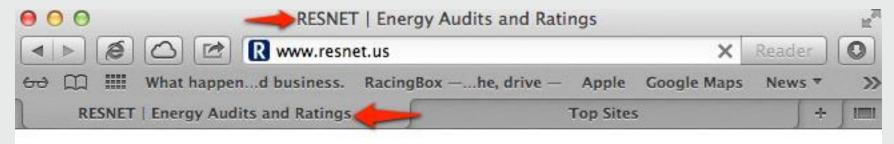
## **Duplicate Content**

- Content that appears on the Internet in more than one place
- Will affect the overall page ranking
- Google will not show duplicates
- Google will determine the original source



### **Title Tags**

- The main text that describes an online document
- Single most important on-page SEO element
- Be mindful of length (65-75 chars max)
- Appears in 3 key places:
  - Browser

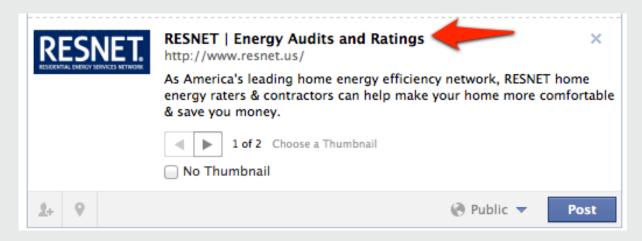


### **Title Tags**

Search Engines

# RESNET | Energy Audits and Ratings www.resnet.us/ As America's leading home energy efficiency network, RESNET home energy raters & contractors can help make your home more comfortable & save you ... Certified Home Energy Rater ... - RESNET Professionals - Energy Ratings - Our Staff

External (i.e. Facebook, Bookmarks/Favorites, etc)



## **Meta Descriptions**

#### Code Sample

<head> <meta name="description" content="This is an example of
a meta description. This will often show up in search
results."> </head>

- Serves the function of advertising copy
- Compelling description that a searcher will want to click.

#### Energy Efficient Home - Get an Energy Rating | RESNET

......gr

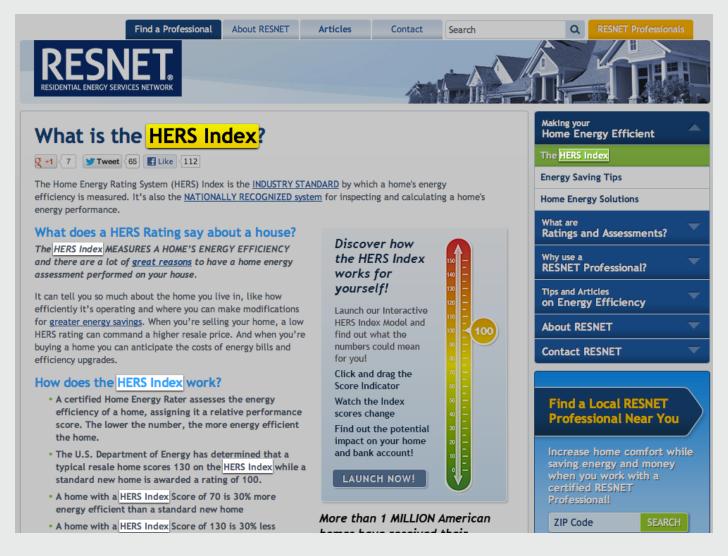
Find out how an Energy Rating can help in determining whether you have an energy efficient home. Understand the HERS Index Score and its benefits.

- Not important to search engine rankings
- Extremely important in gaining user click-through
- Recommended: 160 characters

# Keywords & On-page Optimization

- Determine your keywords to use on the page (i.e. HERS Index)
- Search engines measure the ways keywords are used on pages
- At least once in the meta description tag.
- At least once in the alt attribute of an image on the page
- At least 2-3 times, including variations, in the body copy
- Once in the URL
- Once prominently near the top of the page.
- Use the keyword in the title tag at least once. Try to keep the keyword as close to the beginning of the title tag as possible.

# Keywords & On-page Opt.



# Keywords & On-page Opt.

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#### What is the HERS Index? | RESNET

www.resnet.us/hers-index

The HERS Index is the industry standard for measuring a home's energy efficiency.

#### HERS Index Score Card

The RESNET HERS Index is the industry standard by which a ...

More results from resnet.us »

#### Interactive HERS Index Model

The HERS Index is the industry standard for measuring a home ...

#### Energy Efficient Home - Get an Energy Rating | RESNET

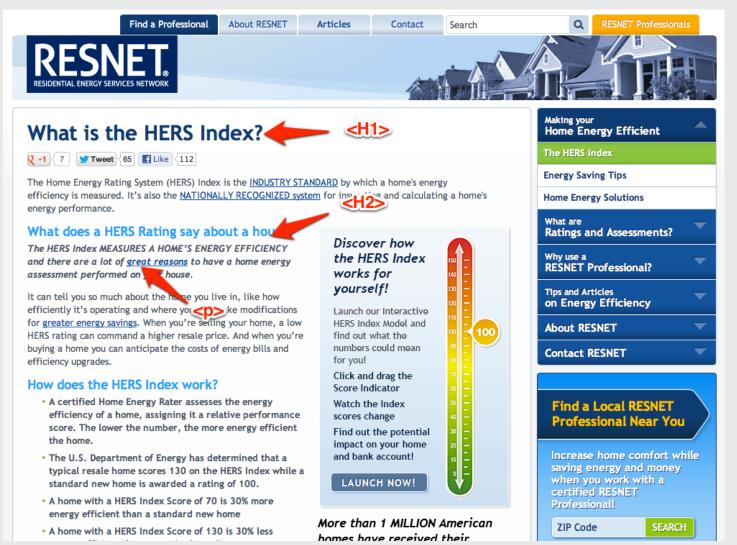
www.resnet.us/energy-ratings

Find out how an Energy Rating can help in determining whether you have an energy efficient home. Understand the **HERS Index** Score and its benefits.

#### Home energy rating - Wikipedia, the free encyclopedia

en.wikipedia.org/wiki/Home\_energy\_rating

## Page Structure



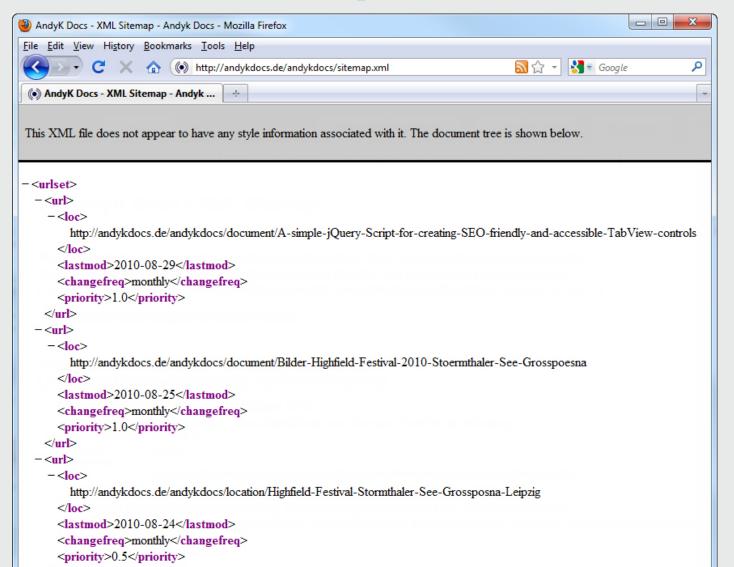
### **URL Structures**

- Place yourself in the mind of a user and look at the URL
- Shorter is better Use hyphens to separate words
  - BAD: <u>www.resnet.us/what-are-the-benefits-of-an-energy-audit</u>
  - GOOD: www.resnet.us/energy-audit-benefits
- Keyword use is important (but overuse is dangerous)
- Go static
  - BAD: www.resnet.us/blog/page.php?id=39883&se=22083
  - GOOD: <u>www.resnet.us/blog/hot-news-2013</u>

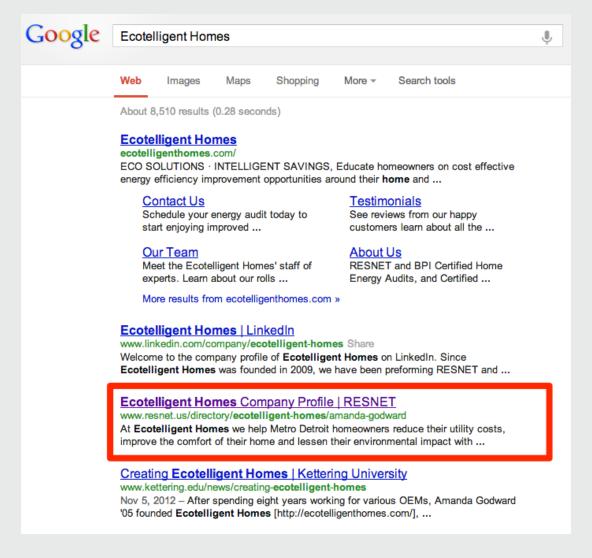
## XML Sitemaps

- WHAT List of pages that the Google Bot should index (even if they're hidden or behind a form)
- Created by Google, but also used by Bing, Yahoo, Ask.com
- Formatted document XML (Structure)
- RESNET manages multiple sitemaps (Professional RESBlog, Library, Directory Profiles, Videos) and are updated daily

# **XML Sitemaps**



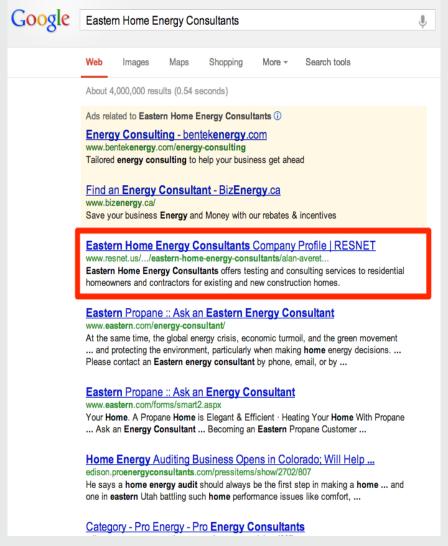
### **RESNET Directory Results**



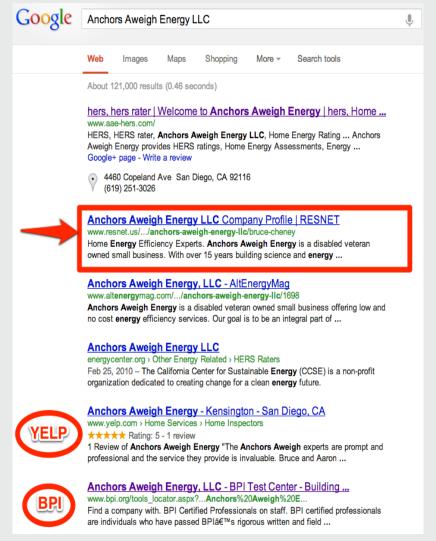
### **RESNET Directory Results**



### **RESNET Directory Results**



### **RESNET Directory Samples**



### Page Speed & Availability

- The longer it takes to load a page, the lower the rank the page receives
- Reliability / Speed = Trust = More Traffic
- RESNET uses Content Delivery Networks (CDN) to distribute image, flash files, videos, javascript code, CSS stylesheets
- Page Rank will be affected if website is down often (daily) or page is intermittently available

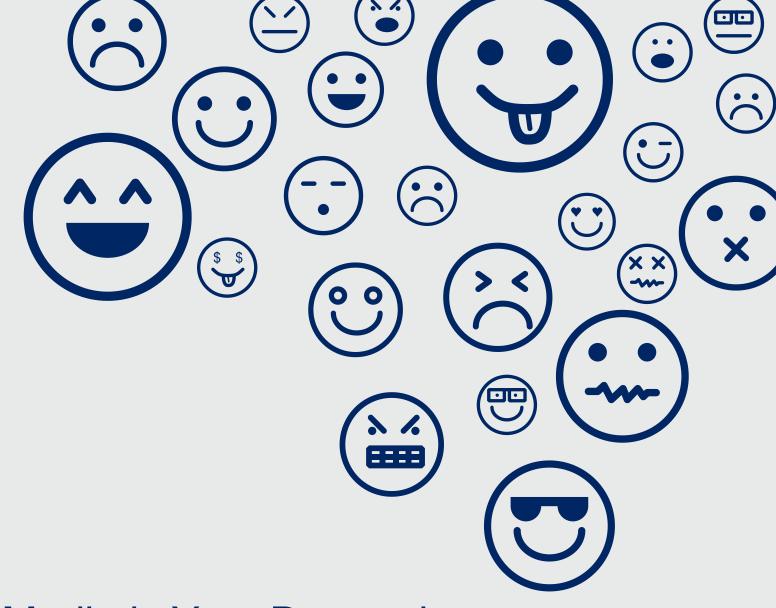
#### **RESNET Quick Stats**

- Key Facts about the RESNET website (2012):
- Pageviews:
  - 930,000+ Total
  - 70,000+ Directory Searches
- 59% of Traffic from Search Engines

#### **SEO Tools & Resources**

- seobrowser.com can view your website, as the GoogleBot see's it
- seomoz.org great resource to learn more about SEO
- Google Analytics measure traffic, conversion & sales
- Google Webmaster Tools control how Google Indexes and crawls your website, monitor page errors, learn how to make improvements
- Bing Webmaster Tools control how Bing Indexes and crawls your website
- Google Locals Add your business to the Google Business
   Directory
- Google Adwords estimate traffic for specific keywords

## What is Social Media



Social Media is Your Reputation.

# Why You Should Do Social Media

## 310 Million People Use facebook

Million People Use Ewitter

- 1. It's already happening
- 2. It's where your new customers are
- 3. It works with your existing marketing

# Benefits of Social Media

# + Right Fit Popular Choice

## Search Results



## How to Do Social Media

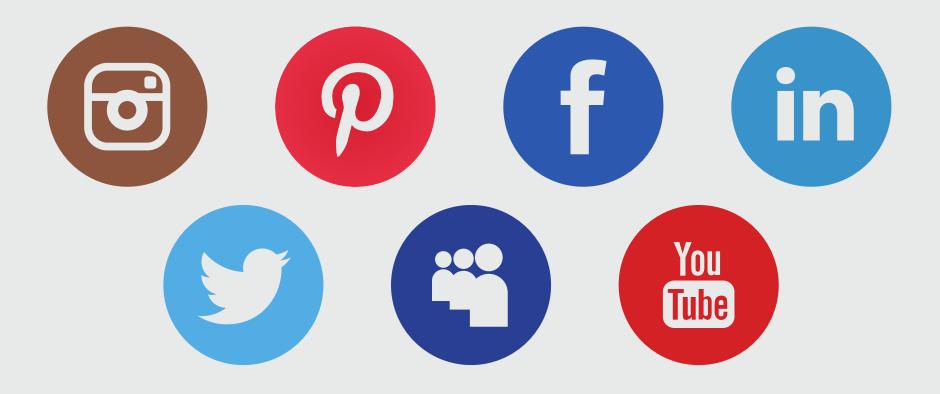
## Why?

Define Your Objective



What will your company's social media personality be?

## Where?



## What?

Blogs Pictures Videos Games











The measurement of your home's energy efficiency. Find out how it works, why it's important to you, and how it could save you money!

TAKE THE TOUR





When?

## How?

#### Your social media identity should:

- Positively reflect your business
- Provide information and support to your audience
- Respond to questions and comments quickly

## Find RESNET SmartHome on facebook and twitter



Estimated monthly energy costs + a HERS score well below that of a standard new home.

Wouldn't you love to have this kind of insight for your home?



the way you think about the money you spend on energy bills? Has it changed the way you look at houses?

February 19 at 3:58pm



## Engagement

### Influencers

will speak on behalf of your brand, but they're not your customers.

### Advocates

are people who are your customers and who will recommend you to their network.

# External (linkbacks)

## Regular Member Profile



### Premium Member Profile

# Wrap Up Questions