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Local Search Engine Optimization (SEO)

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Celebrating 4 years at JTech March, 2022

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jtech.digital

I am originally from Missoula, and I have been working in Gallatin and Park Counties for over 15 years.

I have two great kids — Nicholas 22, Felix 18, 34 houseplants and Pippen the cat.

I attended MSU's School of Art & Architecture, and switched to Business Marketing, ultimately working for a community bank in Bozeman as their Marketing Director, which is where I met Josh Reynolds — Livingston resident and founder of JTech Communications. After successfully working with the JTech crew for over 7 years, I came on as their Marketing Director, March of 2018.



In addition to leading our marketing and sales efforts, I manage a 4 person digital marketing and front office team.

LOCAL SEO



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WHAT IS SEO?

Search Engine Optimization is the process and efforts of improving the quality and quantity of website traffic generated from search engines.



Q What is SEO

Q what is seo

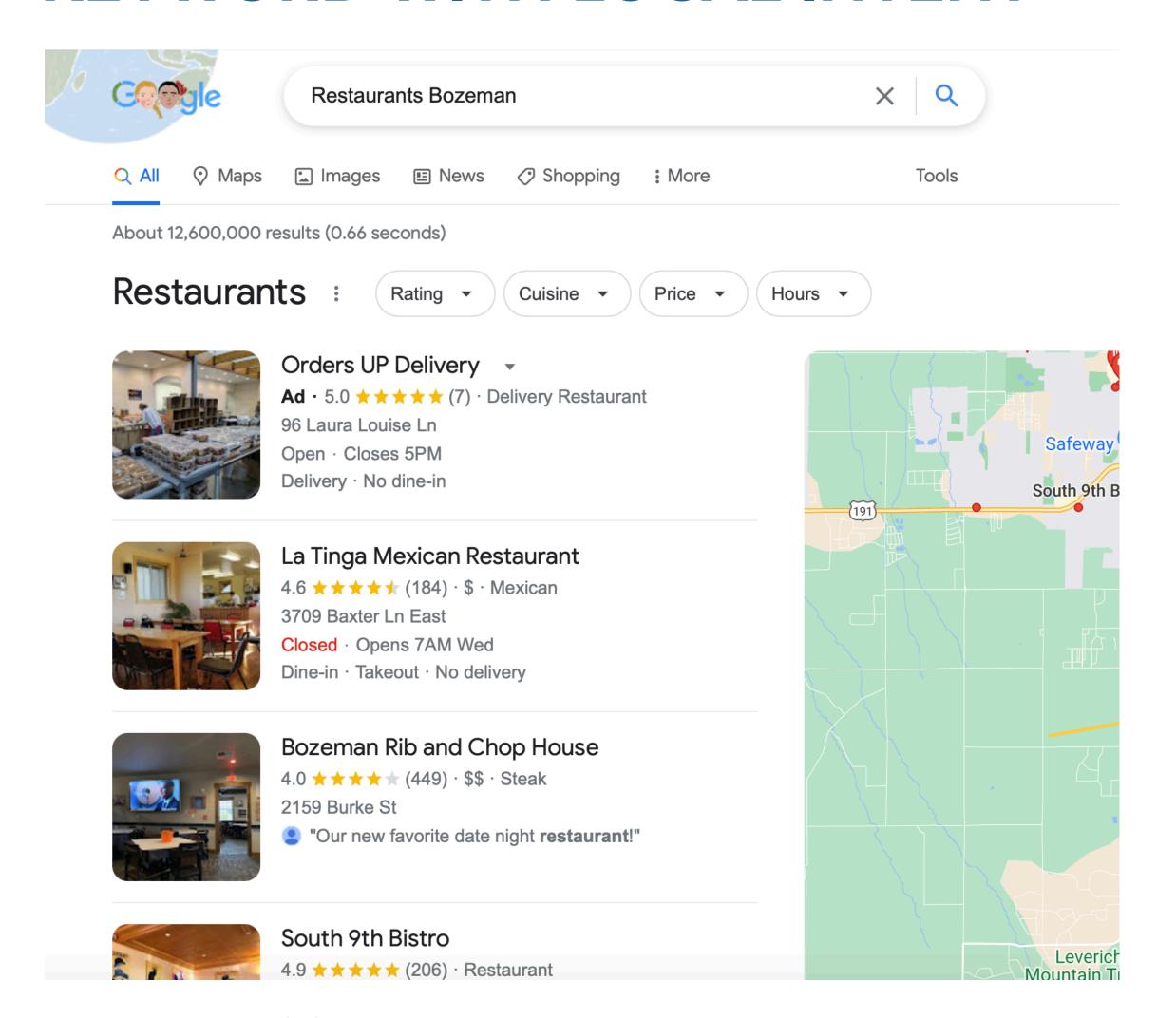
LOCAL SEO

WHAT IS LOCAL SEO?

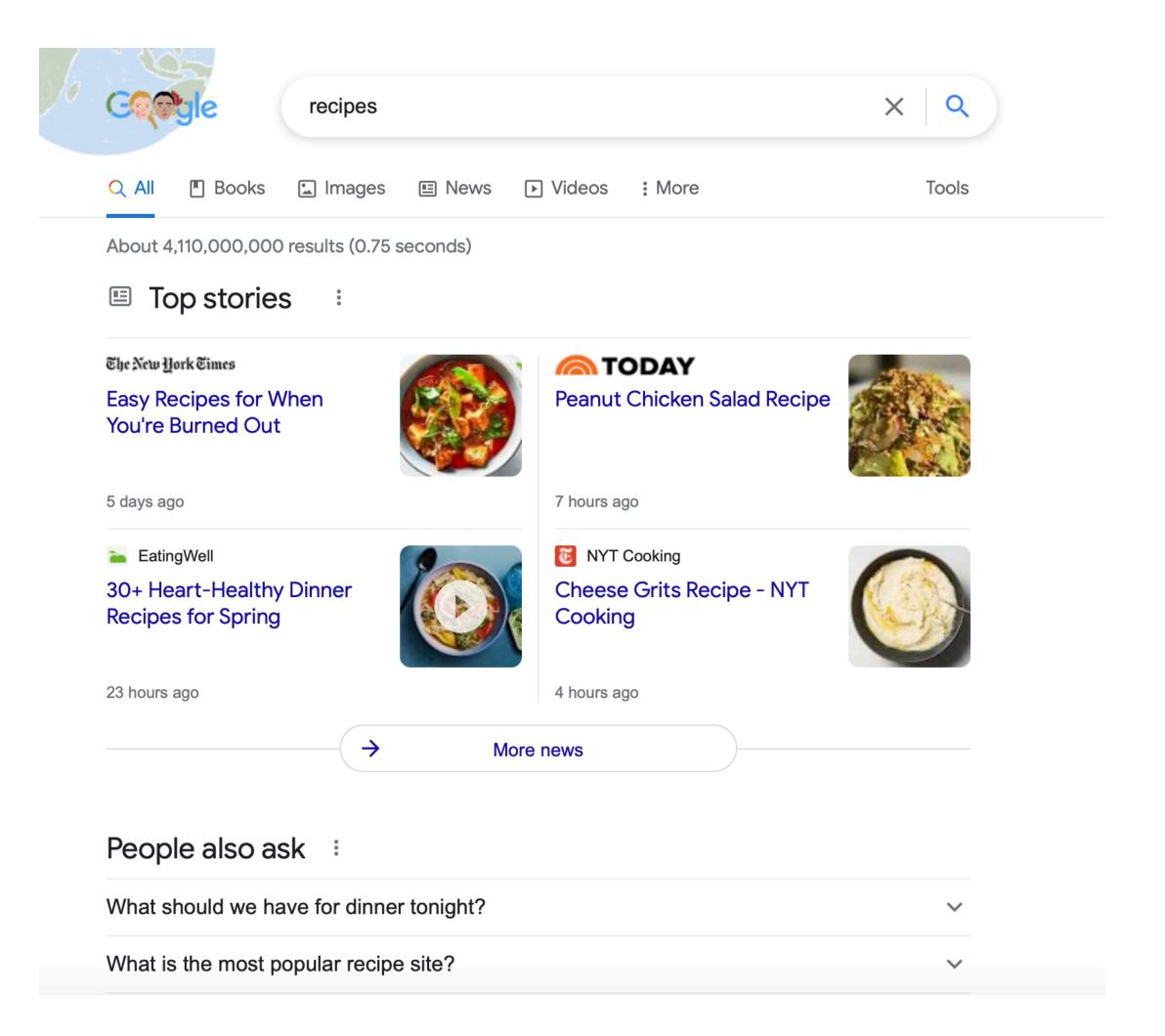
Local SEO is the process of optimizing a website to appear for a search query using **keywords** that are **location-specific**. Google (and other search engines) uses a user's location based on IP address (for desktop) and geolocation (for mobile) as factors in determining what results are shown to a user.

Additionally, their algorithms have advanced based on the location of the device where the search is being performed to more complex Al indicators.

KEYWORD WITH LOCAL INTENT



KEYWORD WITHOUT LOCAL INTENT



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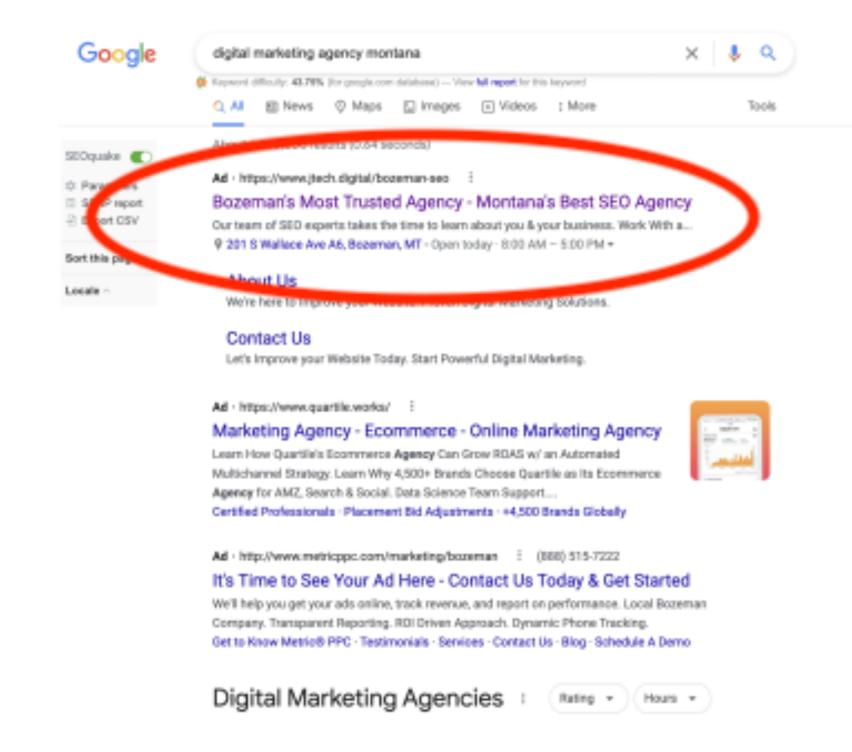
INTERPRETING A SERP

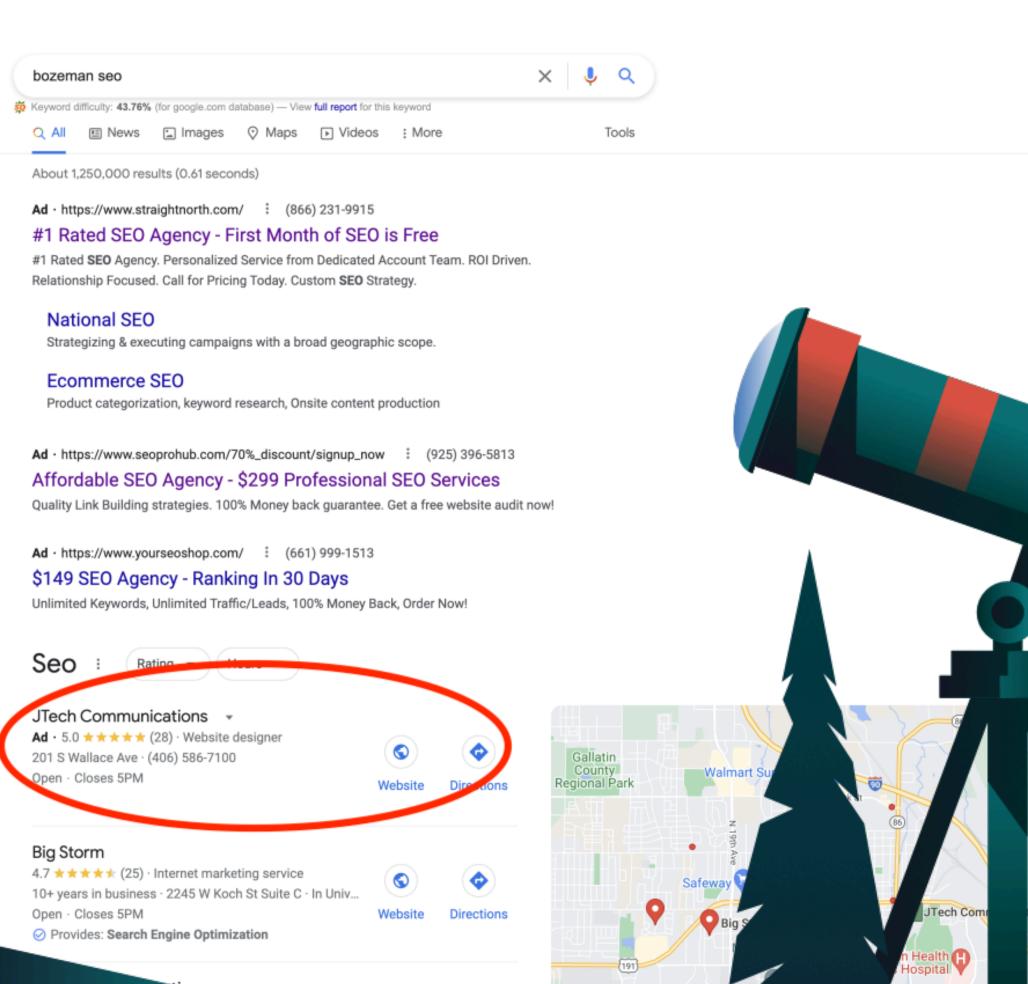
There are a mix of results shown for a given query on a Search Engine Results Page including:

- Ads
- Google Local Pack
- Natural Search Results
- Less frequent Featured Snippets
- Branded Search



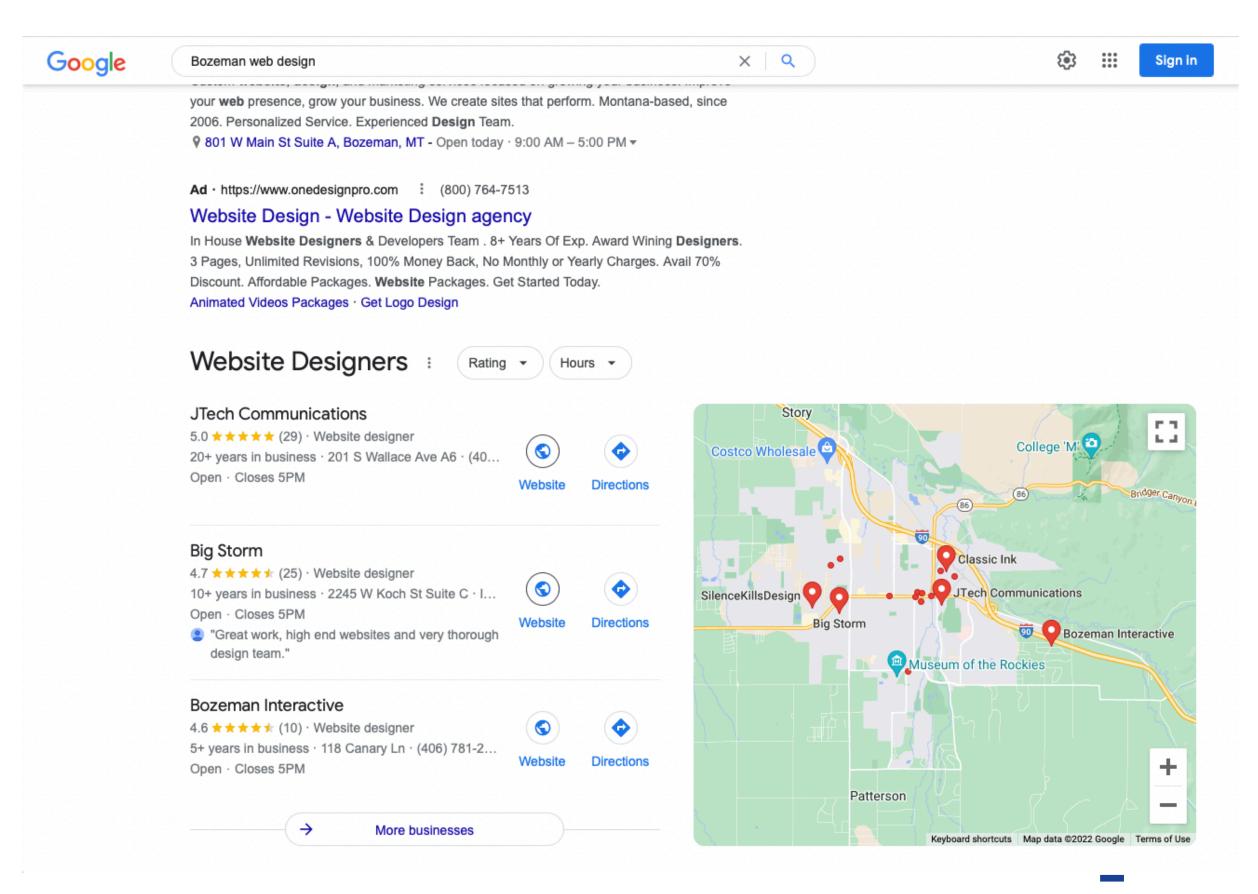
ADS





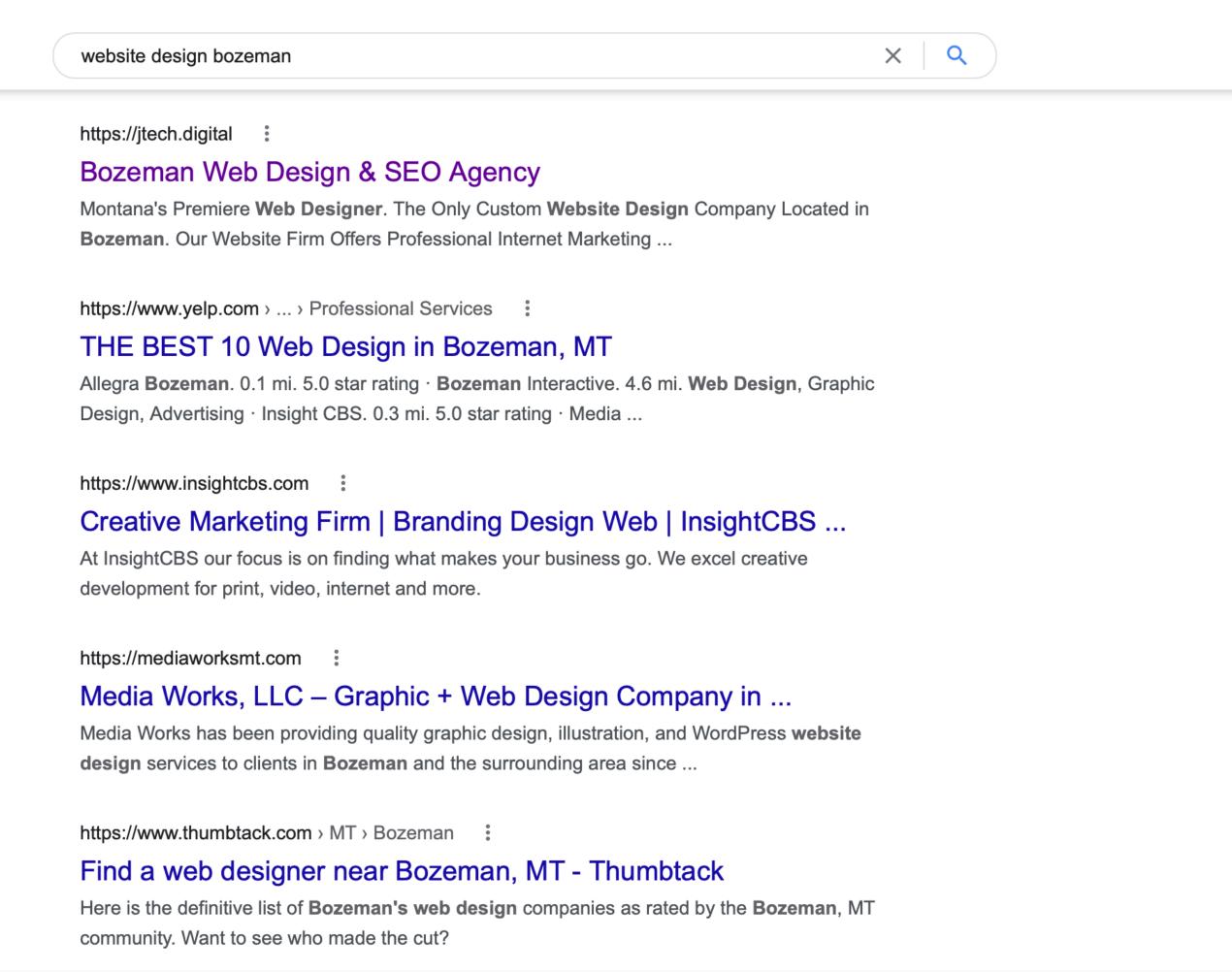
GOOGLE'S LOCAL PACK

- Businesses that are optimized for local search have a better chance of appearing in the Local Pack
- 55% of the average total clicks on a SERP go to the Local Pack
- 78% of local, mobile searches where a business was selected from 3-Pack, resulted in an offline purchase



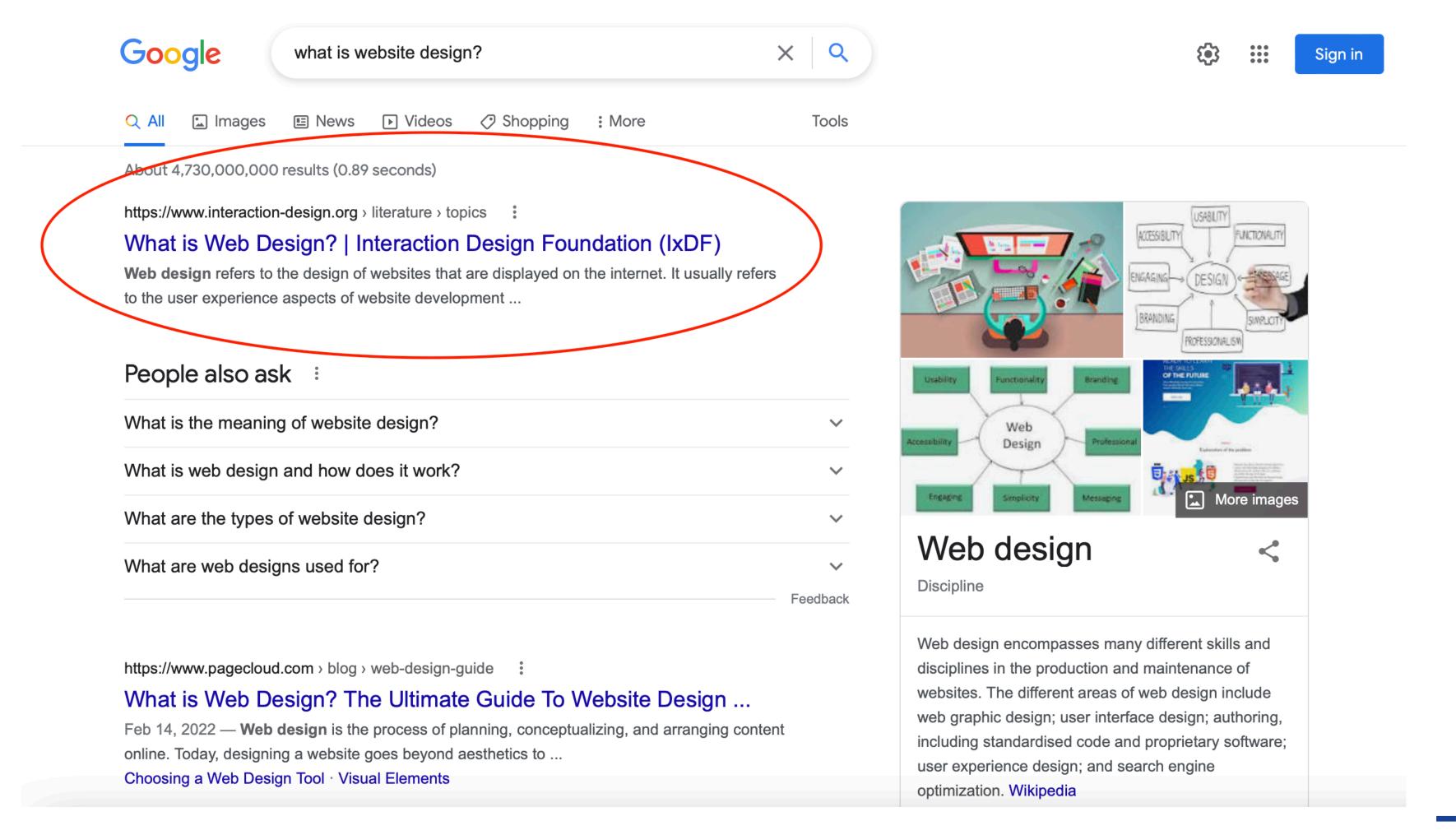
NATURAL SEARCH RESULTS

Google



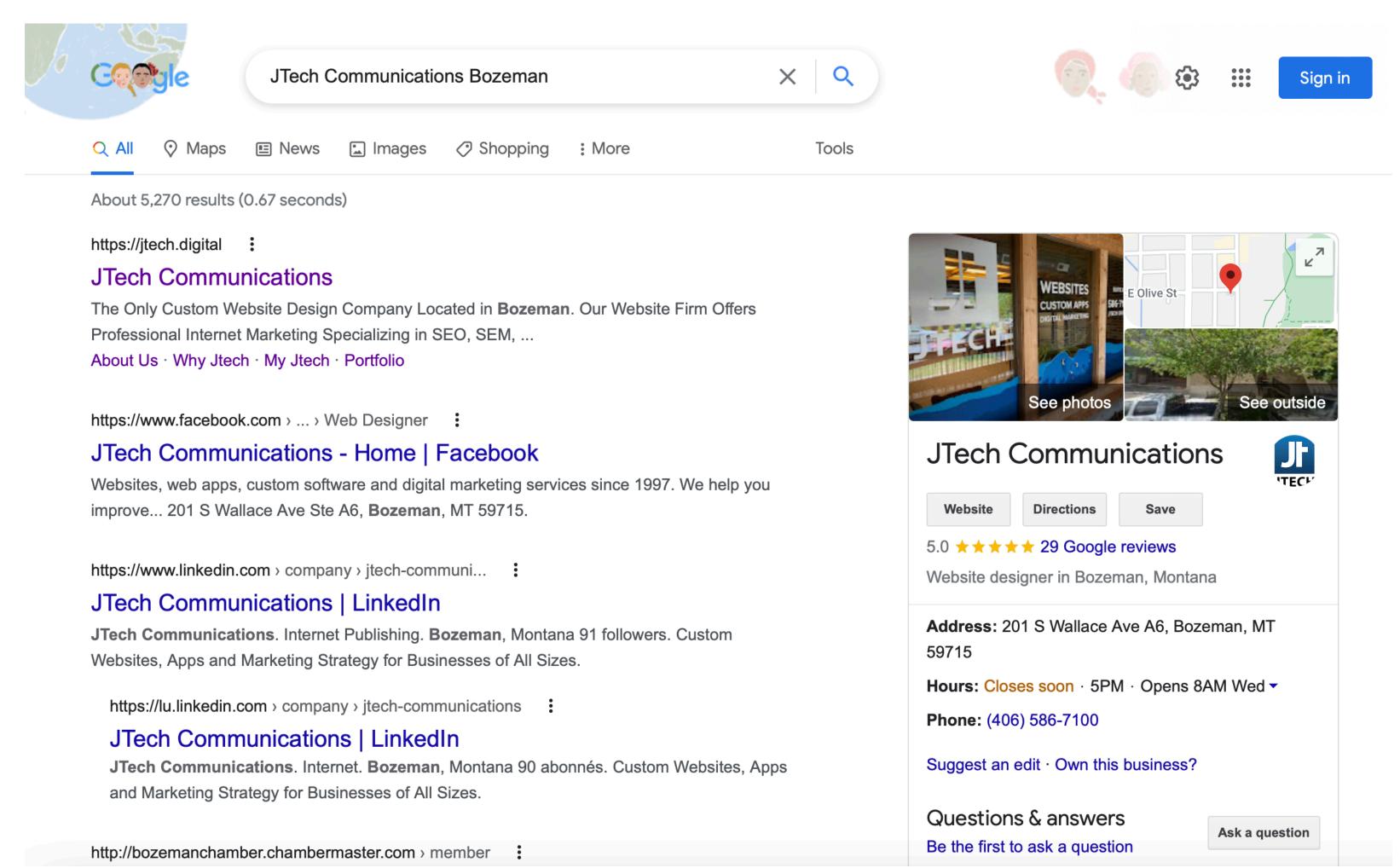
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FEATURED SNIPPET



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BRANDED SEARCH



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OUR 10 ITEM CHECKLIST FOR IMPROVING LOCAL SEO



WHY IS IT IMPORTANT TO APPEAR IN LOCAL SEARCH?

- 97% of online searches are for a local business
- 46% of searches include location
- 86% of people find the location of a business using Google Maps

75% of people never scroll past the first page of search engines





LOCAL SEO CHECKLIST

FOLLOW "ON-PAGE SEO" BEST PRACTICES:

- 1. Local, optimized content
- 2. Local links
- 3. Metadata (titles, H1, H2, H3's, alt text)
- 4. Citations, NAP and local directories

EXECUTE "OFF-PAGE SEO" EFFORTS INCLUDING:

- 5. Google Business Profile Management
- 6. Linkbuilding, through local directories
- 7. Review solicitation (Google, Yelp, TripAdvisor, Facebook, etc.
- 8. Reputation management

IMPROVE THE "TECHNICAL SEO" HEALTH OF YOUR SITE:

- 9. Ensure you have schema-markup and other relevant citations
- 10. Implement any missing technical elements

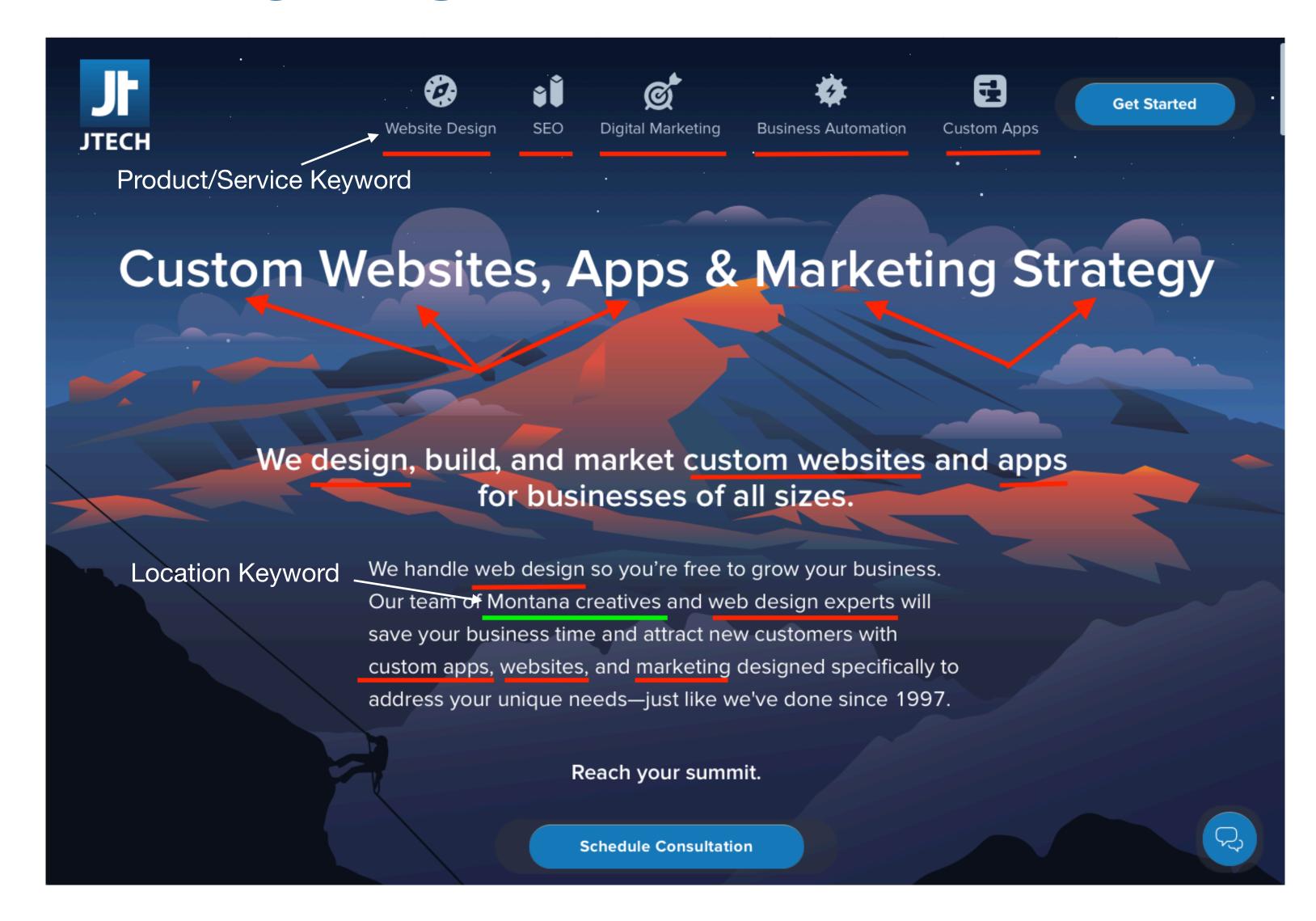
WHAT IS ON-PAGE SEO?

On-Page SEO is the practice of optimizing individual web pages in order to rank higher and earn more relevant traffic for searches from search engines.

On-page SEO includes everything from your headings (H1, H2, H3's) to the body copy, images, navigation and other media on your website.



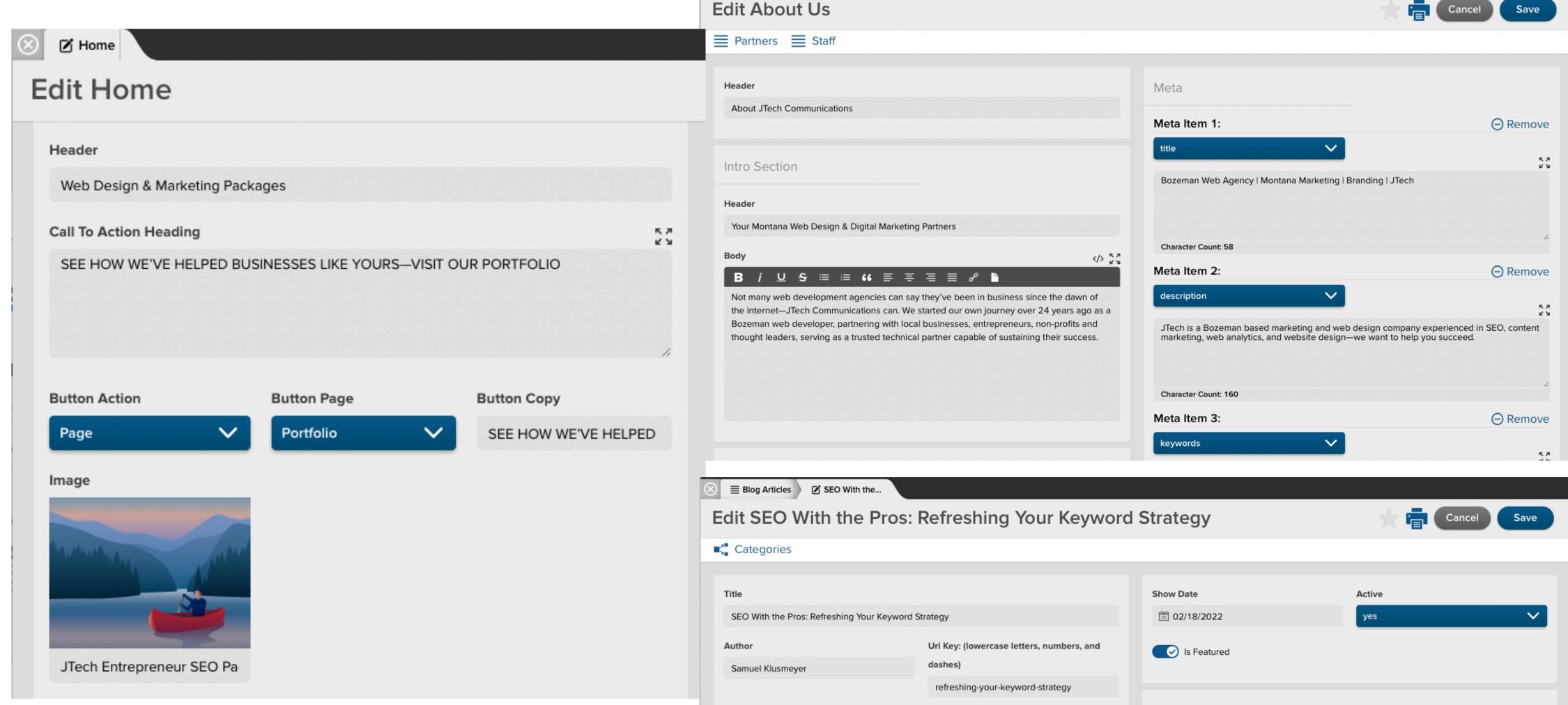
ON-PAGE KEYWORDS



ON-PAGE KEYWORD BEST PRACTICES

- Focus on 1, to 2 main keywords/page except for the Home Page
- Each page should have its own keyword focus
- Add 2, or 3 variations of each keyword, including localized varients
- Include long-tail keywords in "news" "blog" and similar pages

META DATA



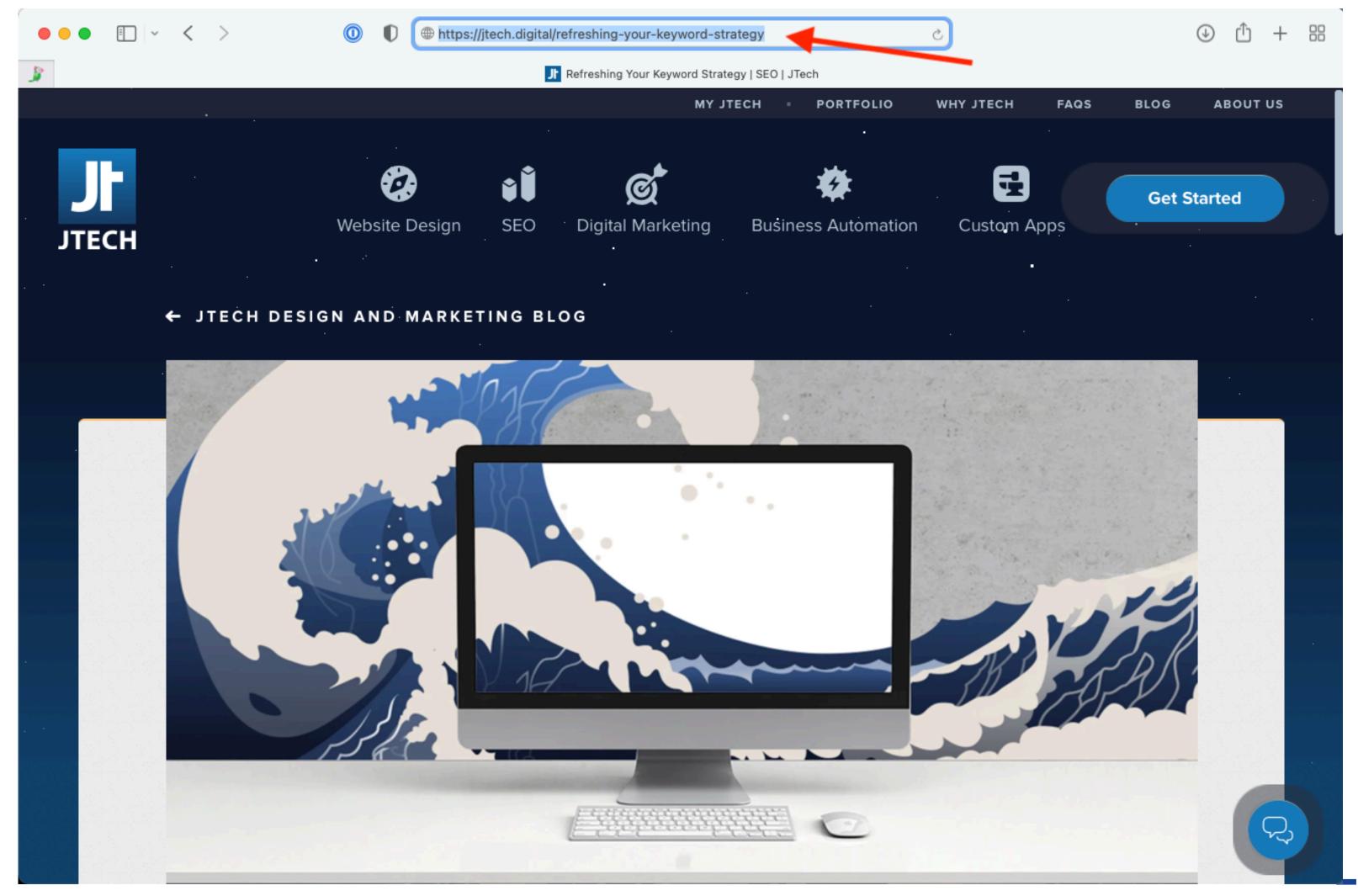
About Us

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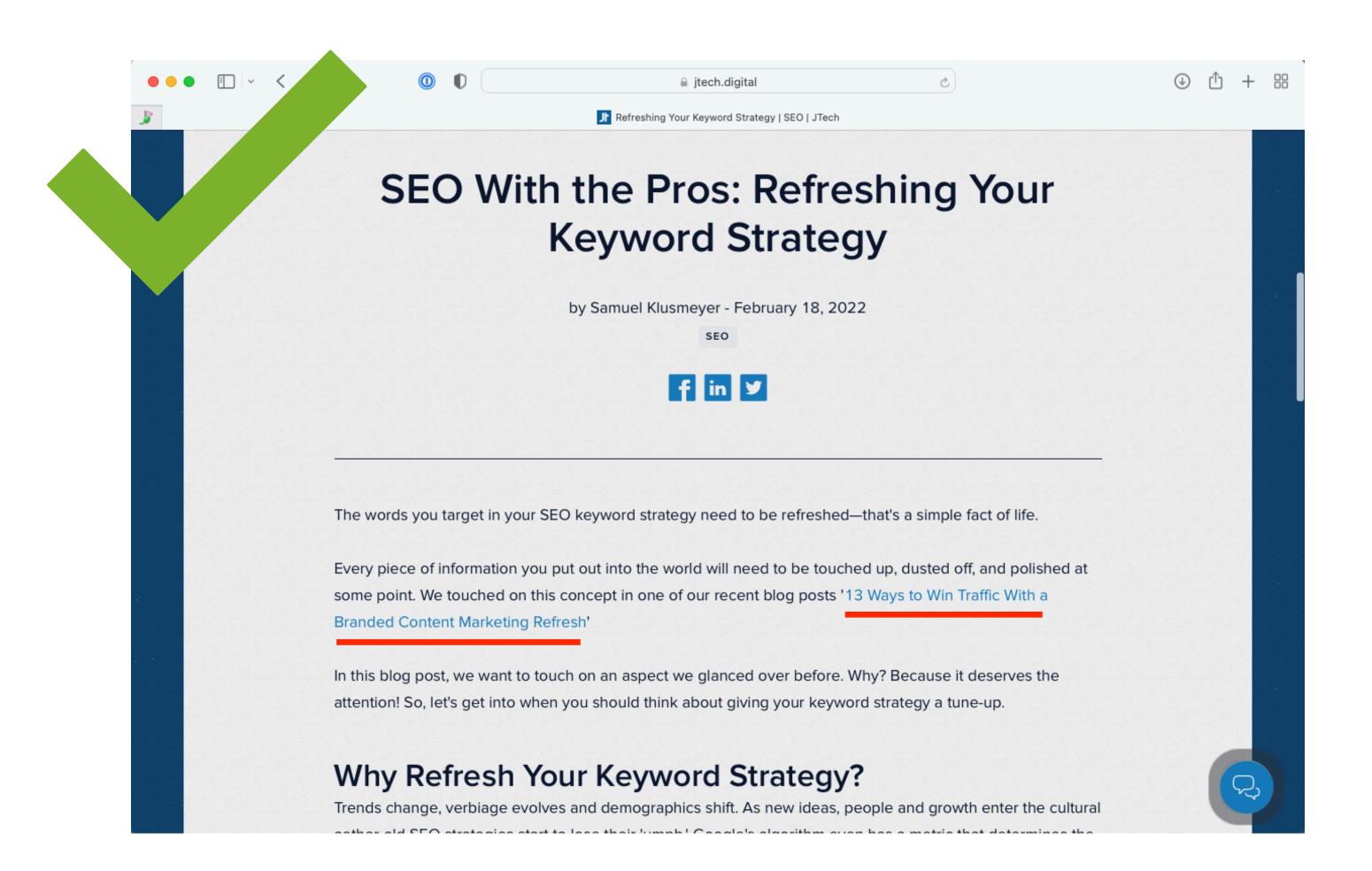
ON-PAGE META-DATA BEST PRACTICES

- Populate all meta-data fields for images and text leaving no empty values
- Include location based meta, like "Bozeman SEO | SEO Services for Bozeman businesses"
- Keep it short minimizing length and trailing slashes will make your meta easier to read.
- Meta descriptions should be around 100 characters and will be viewable up to 170
- Create smart URL keys for main and detail pages

SMART URL KEY



IN-TEXT URL EXAMPLES

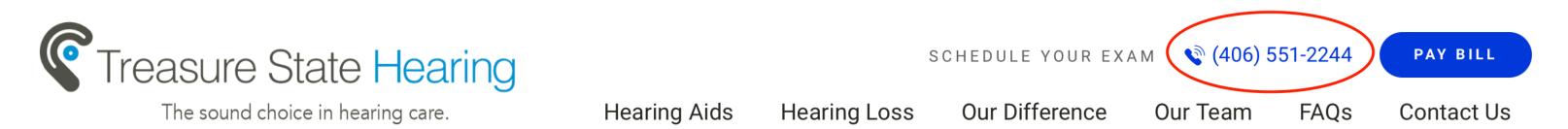


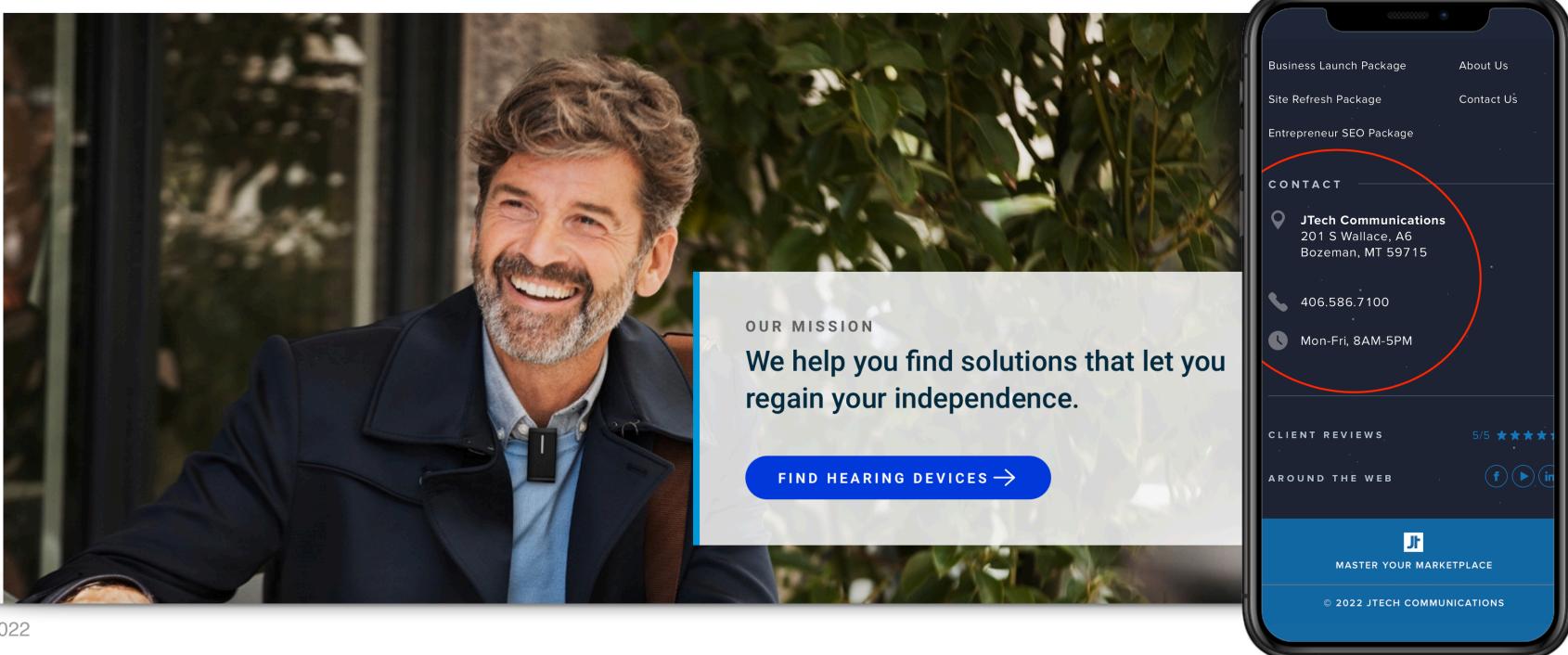
Here are some words about an article that is really interesting about a subject that is referencing another source and providing a link to somewhere https://www.amazon.com/Building-StoryBrand-Clarify-Message-Customers/ dp/1536693154/ref=sr_1_2? crid=12B0IKMBNV0VL&keywords=clarify+ your+brand&qid=1647276535&sprefix=cl arify+your+bran%2Caps%2C187&sr=8-2 and the link is not presented as a smart link, and isn't capitalizing on the opportunity to include SEO friendly keywords.

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NAP (NAME, ADDRESS, PHONE NUMBER)

NAP information usually lives in the in the header's super navigation or in the footer. You can see an example of NAP information in a super navigation and in a mobile footer below.





ON-PAGE LANDING PAGES



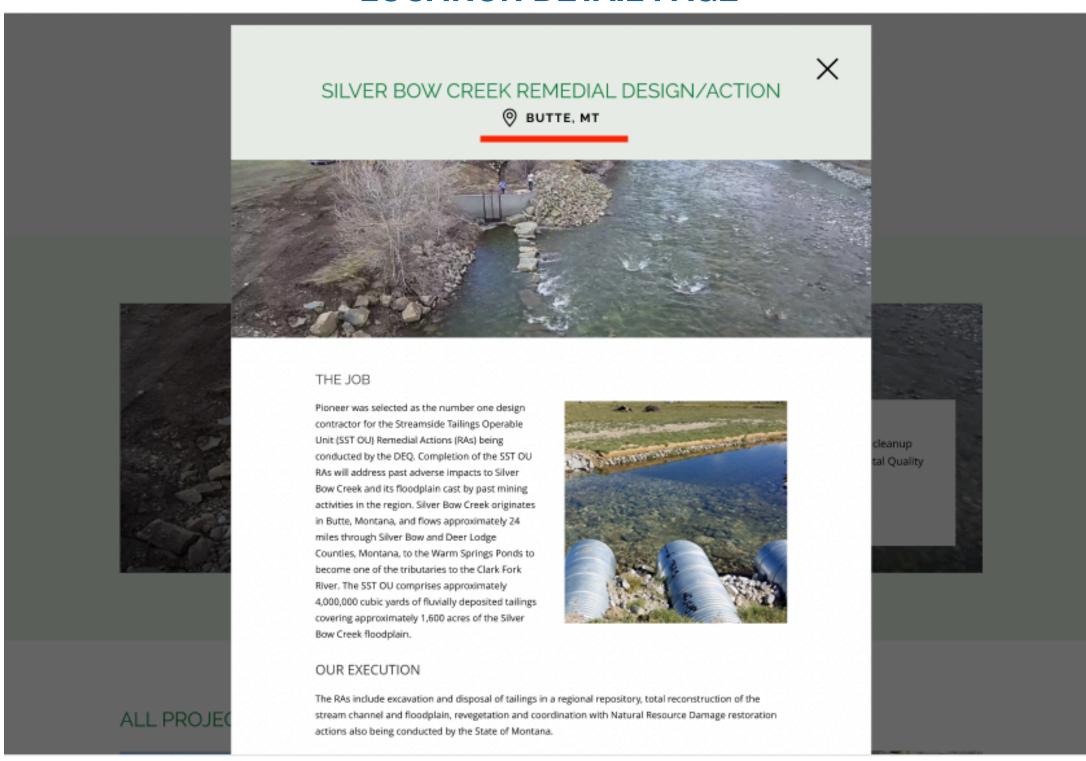
Landing pages are good for businesses with multiple locations in different service areas



Copy should be hyper-targeted and include location-specific keywords

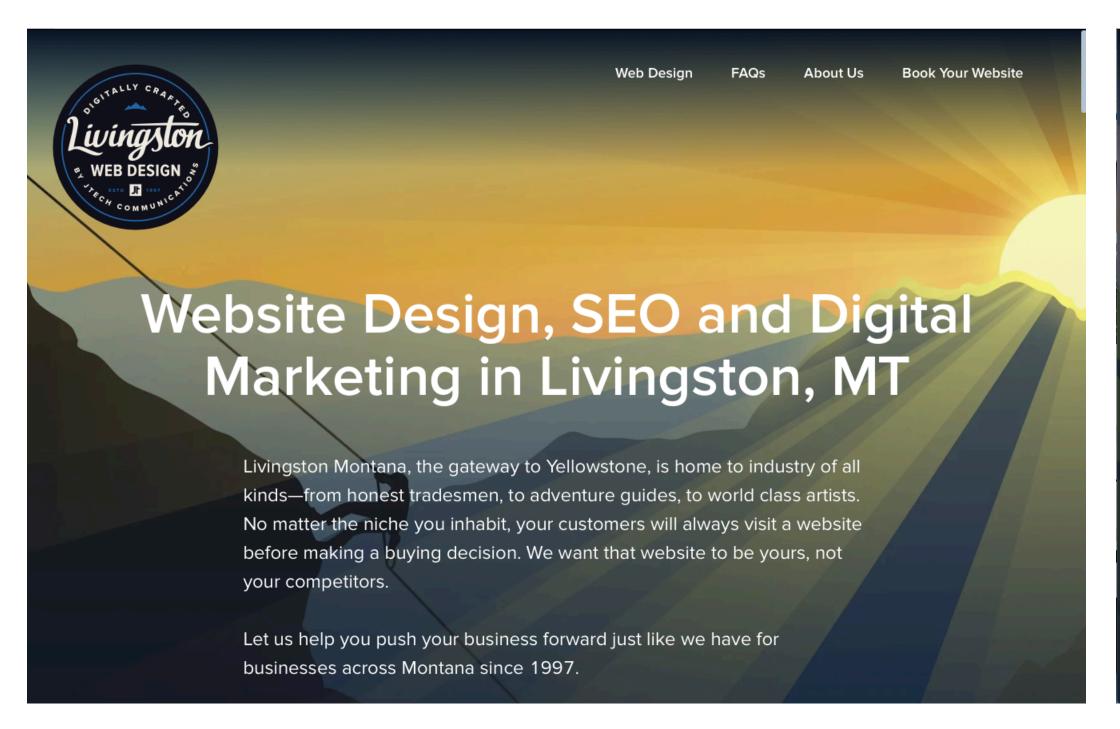
LIST VIEW WITH LOCATIONS AIR QUALITY ASSESSMENT Pioneer Technical Services, Inc. works to reduce of most major jobs. It's important to know what pollution and to encourage sustainable operation. you're getting into before breaking soil and to know A large part of that commitment is wrapped up in you've done a good job before you put down your permitting procedures and safety inspections. hammer. Book a site assessment, investigation, or characterization to start or finish your next project. The Pioneer team works to make that process as easy as possible. **PROJECTS** We provide our customers with start-to-finish support so they can confidently address their engineering needs. We complete each project as quickly and efficiently as possible without compromising quality. This strategy results in a large percentage of return business, allowing employees to maintain productivity and minimize marketing-related overhead expenses Look through our most recent projects to learn how we help our clients reach their goals through engineering, design, and on-OPEN CUT MINING PLAN LEARN ABOUT OUR SERVICES ENVIRONMENTAL SERVICES, WATER RESOURCES PRICKLY PEAR CREEK LEARN ABOUT OUR SERVICES ENVIRONMENTAL SERVICES, WATER RESOURCES, INFRASTRUCTURE SERVICES UBMC MINING COMPLEX LEARN ABOUT OUR SERVICES RENEWABLES, INFRASTRUCTURE SERVICES, DIGITAL SOLUTIONS LOCATIONS ⊗ BUTTE, MT > ⊗ BOZEMAN, MT > ⊗ HELENA, MT > ⊗ KELLOGG, ID > ⊗ BILLINGS, MT >

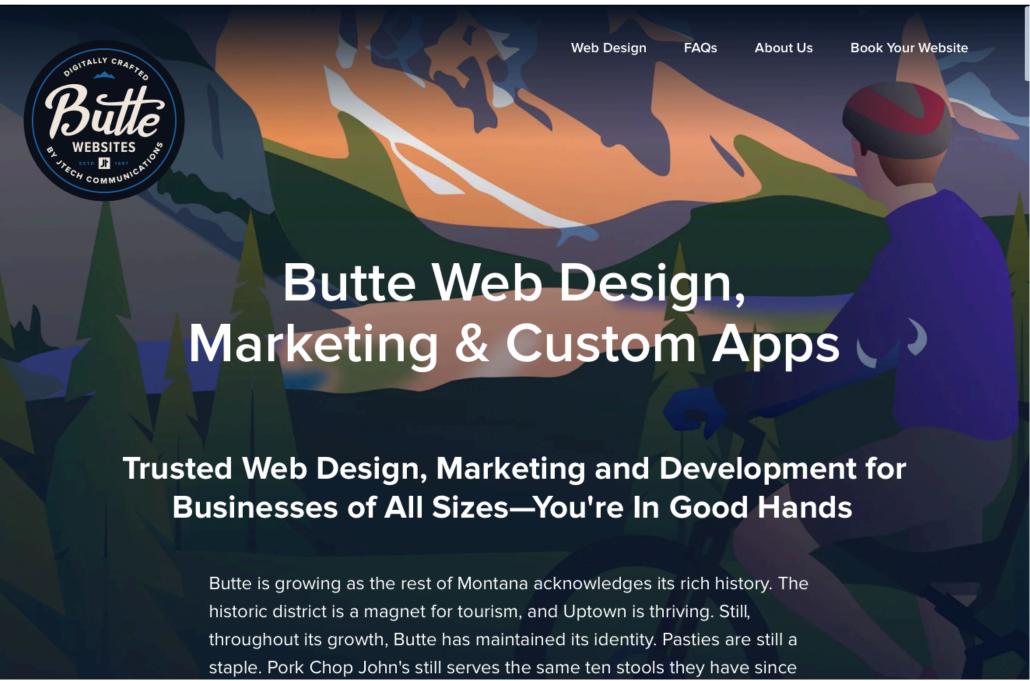
LOCATION DETAIL PAGE



STAND ALONE LANDING PAGES

- Good if your business has a marketing budget and strategy to support sub-brands
- Allows website copy to be more targeted, and focused on Local SEO



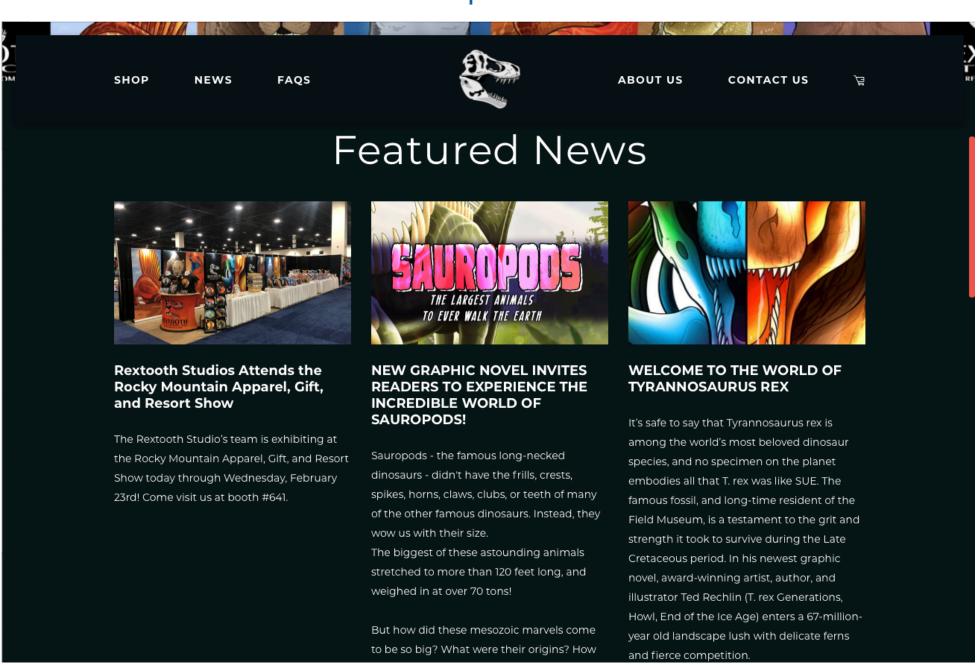


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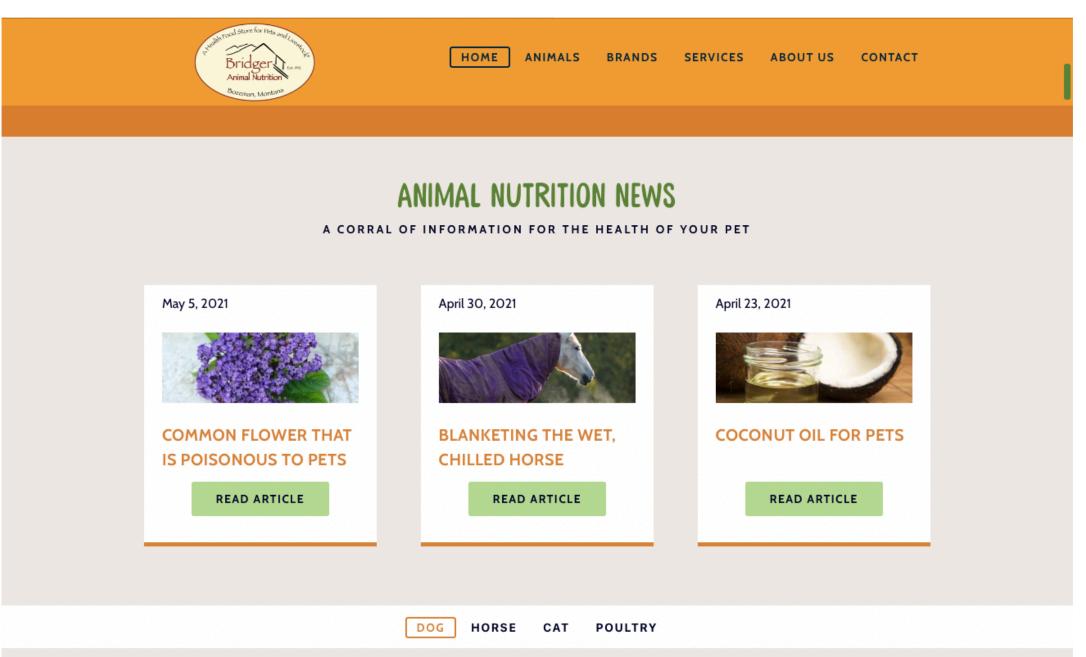
"FEATURED NEWS"

- Featuring news on the Home Page keeps content fresh for users and search engines
- Optimize your news articles with local keywords
- Can support secondary "calls to action" advertizing special services and promotions

REXTOOTH https://rextooth.com/



BRIDGER ANIMAL NUTRITION https://bridgeranimalnutrition.com/

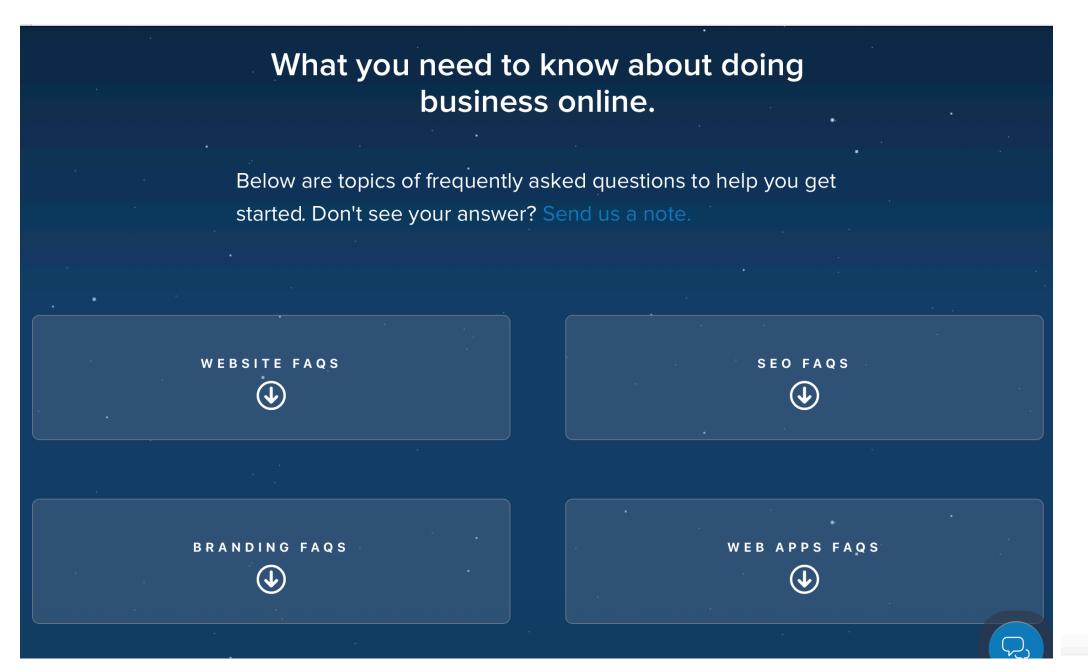


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FAQ'S

- Create local keyword-optimized FAQs with local metadata to improve local search results
- FAQs are opportunities for "featured snippets" when written expertly
- FAQ's save you time by answering common questions

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Website FAQs

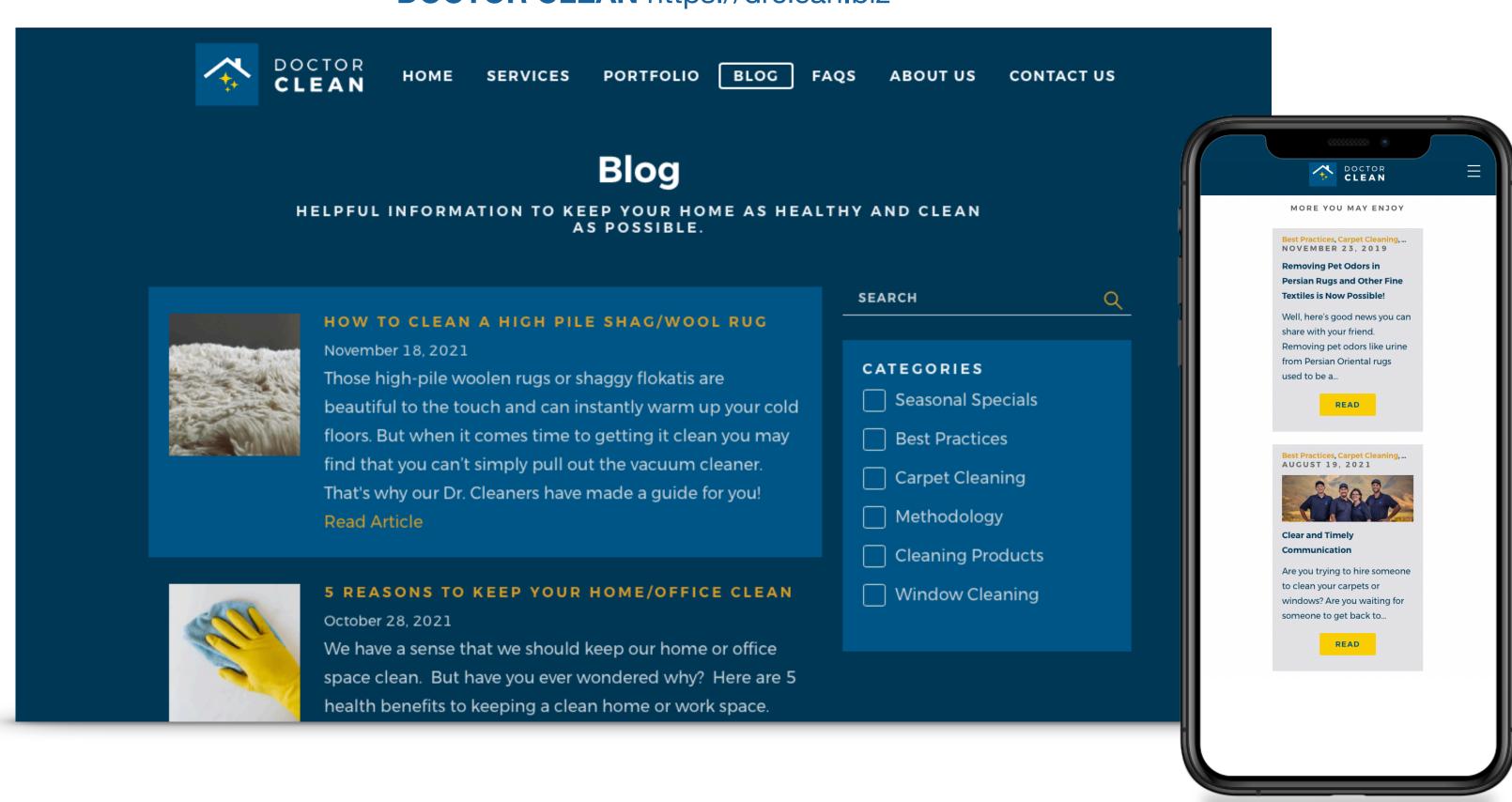
_	Q: What is web design?
	A: Web design is an all-encompassing phrase for the layout design, development, and content needed to create or update a website. The best web design will brand your business and draw customer interest, accelerating your growth.
+	Q: What is a CMS?
+	Q: What is responsive web-design?
+	Q: What is web development?
+	Q: Does my website need to be accessible?
+	Q: How much does a website cost?

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BLOG

- Blogs allow you to target long-tail keywords you wouldn't target on landing pages
- Blogs allow you to feature your clients, and in return ask that they pass a link back to you **DOCTOR CLEAN** https://drclean.biz



ON-PAGE SEO BEST PRACTICES

- Word count: At least 200 words on every page for long-form posts include at least 800 words
- Add rich media on your pages through optimized images and embedded videos
- Implement keyword-optimized H1's, H2's & H3's
- Create dedicated landing pages that are market-specific, and solely optimized for your location(s).
- Add fresh content on your site with a "News", "FAQ's" or "Blog Pages"
- Target specific keyword rankings with your fresh content

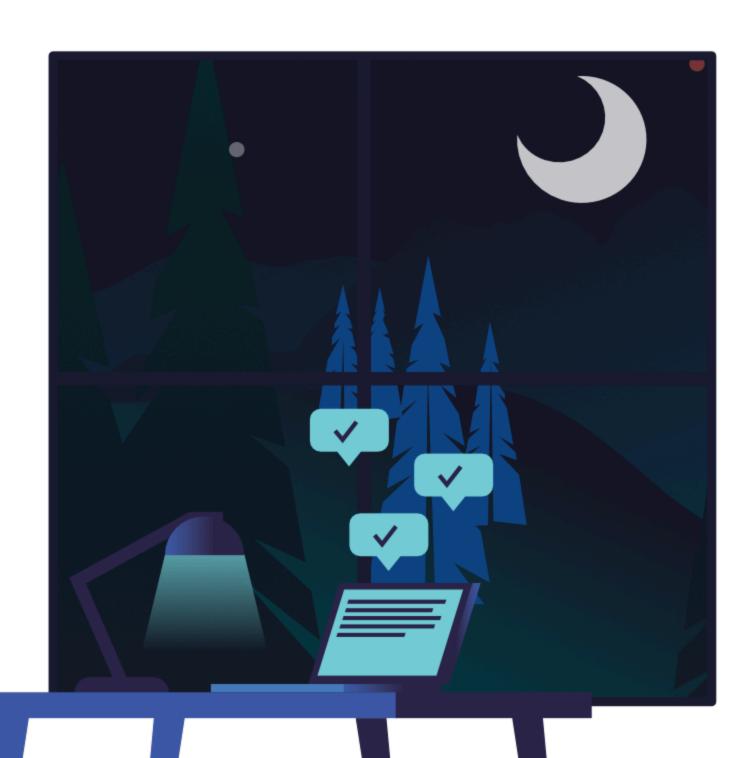
WHAT IS OFF-PAGE SEO?

Off-page SEO (also called "off-site SEO") refers to actions taken outside of your own website to impact your rankings on SERPs.

Optimizing for off-site ranking factors involves improving search engine and user perception of a site's popularity, relevance and authority. This is accomplished by other reputable places on the Internet (pages, sites, people, etc.) linking to or promoting your website, and effectively "vouching" for the quality of your content.

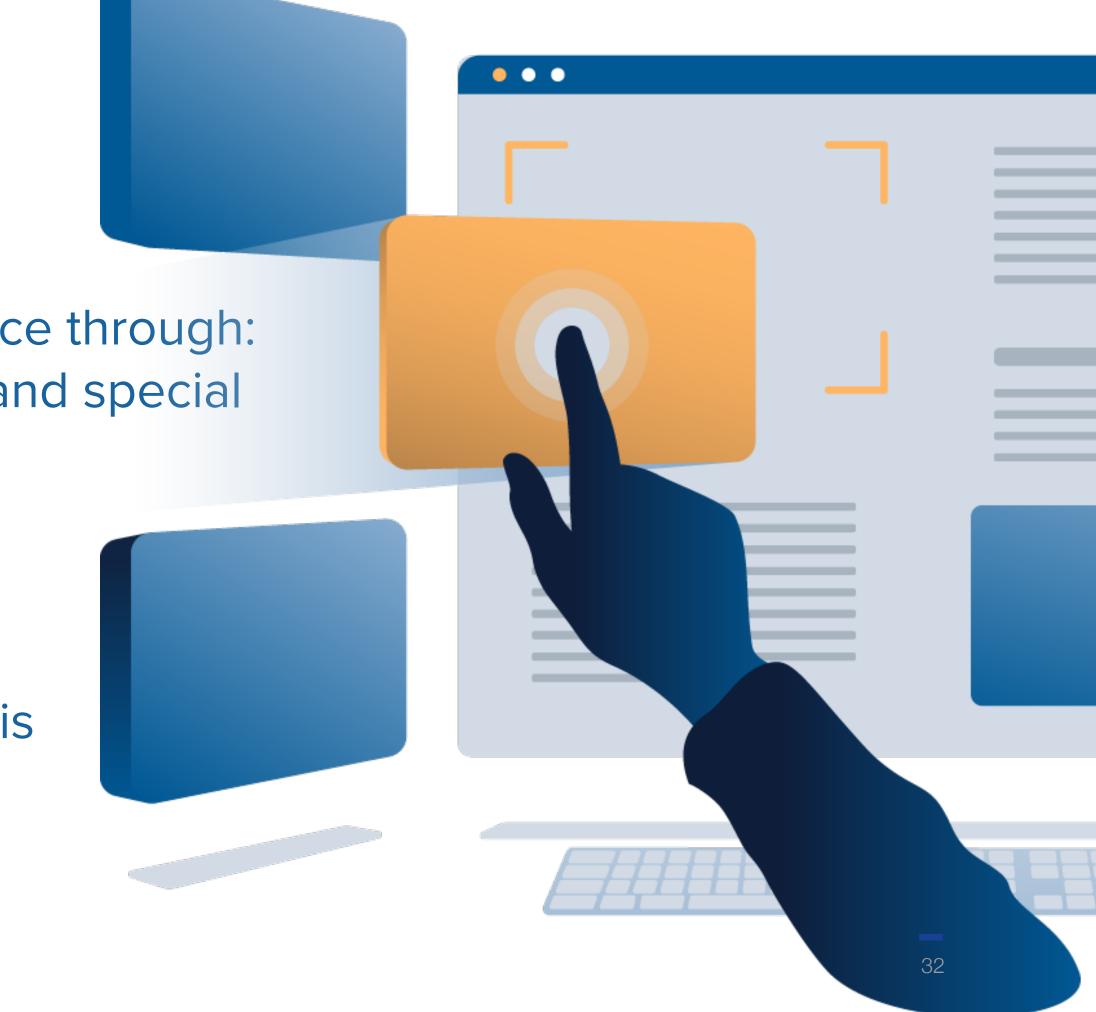
OFF-PAGE SEO CHECKLIST

- GBP You need a robust GBP that has been claimed by you with photos, reviews, and posts
- Backlinks
- Reviews
- Reputation Management



GOOGLE BUSINESS PROFILE

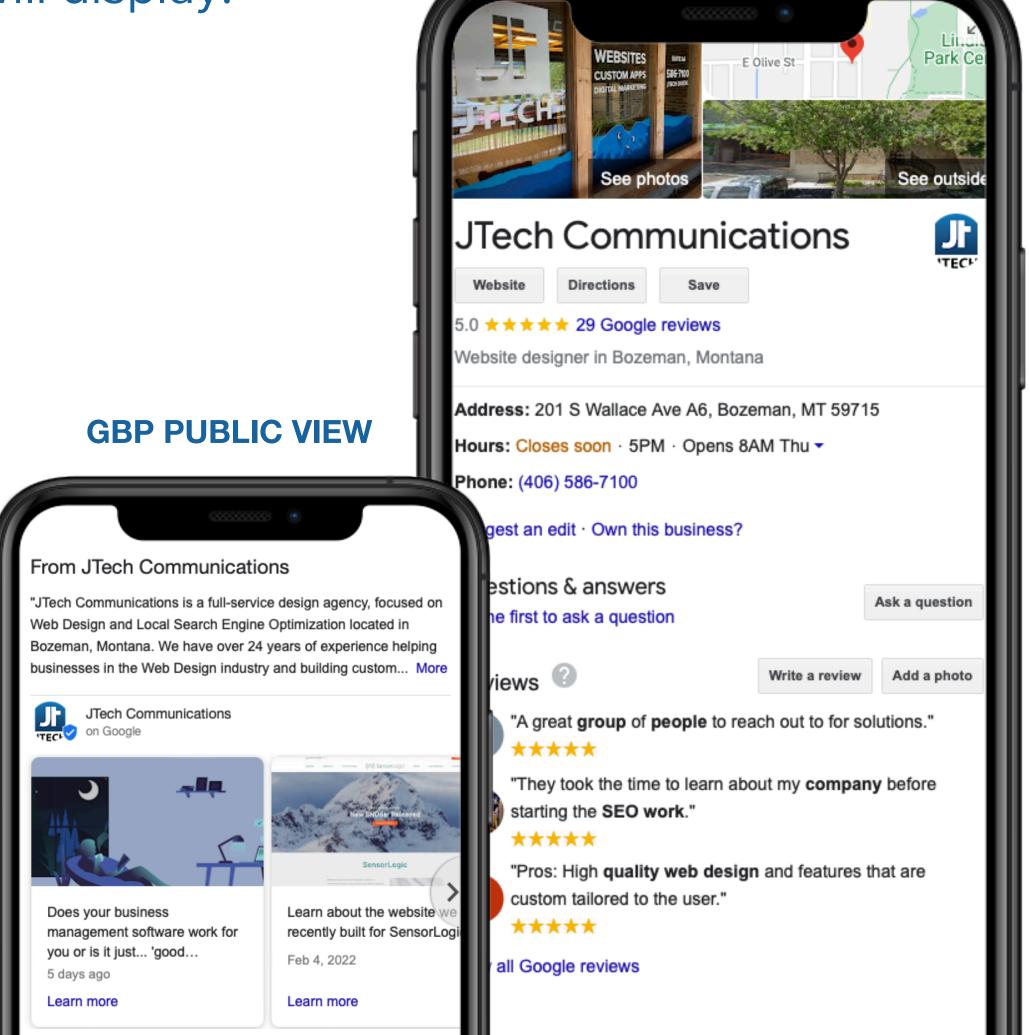
- Includes approximately 25% of the ranking signals Google uses to rank local businesses
- Having an active profile will help you to appear in the "Local Pack" more frequently
- Gives you additional tools to reach your audience through: product lists, accepted payment types, menus and special offers
- Soliciting reviews to this profile will significantly help your local search rankings
- Consistently adding new photos and posts to this profile this will show users and Google, that you are an active and relevant business



GOOGLE BUSINESS PROFILE (GBP)

The public view of your business's GBP will display:

- Reviews
- Geographical information
- Operational information
- GBP posts made by your team



GOOGLE BUSINESS PROFILE (GBP)

The admin view of your GBP allows you to edit all of the information the public can see—including paid advertisements. You can access your GBP on desktop or through the Google My Business app available on android and iOS. The editing interfaces can be seen below.

ADMIN VIEW ≡ Google Business Profile Manager ••• Q Search businesses **JTech Communications** 201 S Wallace Ave A6 Keep customers up to date Bozeman, Montana 59715 ■ Business Profile Manager Q ::: Answer a few questions and update your business on Google Maps and Search with your latest info. Keep customers up to date **Get Started** Maps and Search with your latest info. Advertise easily in minutes Create post Add photo Create ad Λ Reviews Create pos Create ad G Website designer in Bozeman Now manage your Business Profile directly on Google Now manage your Business Profile directly on Google Ad · https://jtech.digital/ Search & Maps Messages Search & Maps JTech Communications - Your Professional Easily edit info, post updates, and connect with customers Web Designer Photos Easily edit info, post updates, and connect with customers Products Google Services Getting started is simple - we walk you through every step. Set your own budget and only pay when people click your ad. Learn more Q Mo's Diner Start now Try it on Search Your Business Profile Preview call history BETA See recent customer calls from Google and return missed calls easily. Learn more Try it out

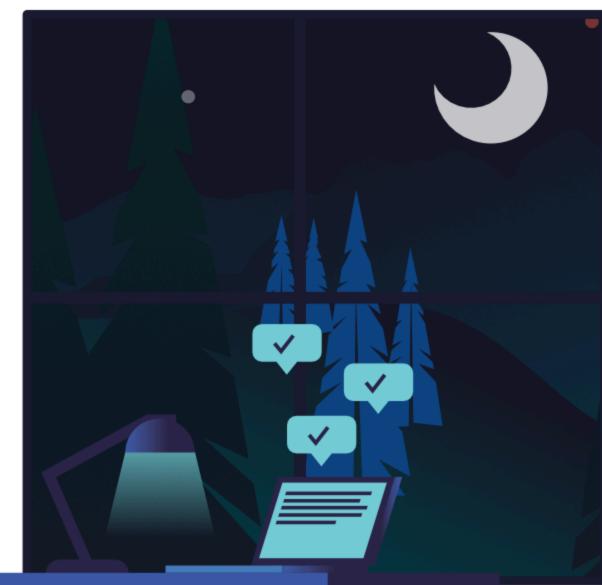
LOCAL DIRECTORIES

- The information about your business present in these directories is taken into account by search engines when ranking your site.
- Your business information needs to be uniform across every listing.
- Creating listings in these directories generates a backlink to your site adding ranking value.
- Some of these platforms allow for user reviews.
- There may be industry specific review platforms that you should be present in. ex. Open Table, Capterra, Angie's List, Dex, Yelp, Trip Advisor



REVIEW SOLICITATION

- Online reviews make up 10% of the criteria for how Google displays local search results
- 88% of consumers trust online reviews as much as word of mouth recommendations
- The most widely used review platforms include: GMB, Yelp, and Facebook
- On average, 70% of customers will leave a review if asked



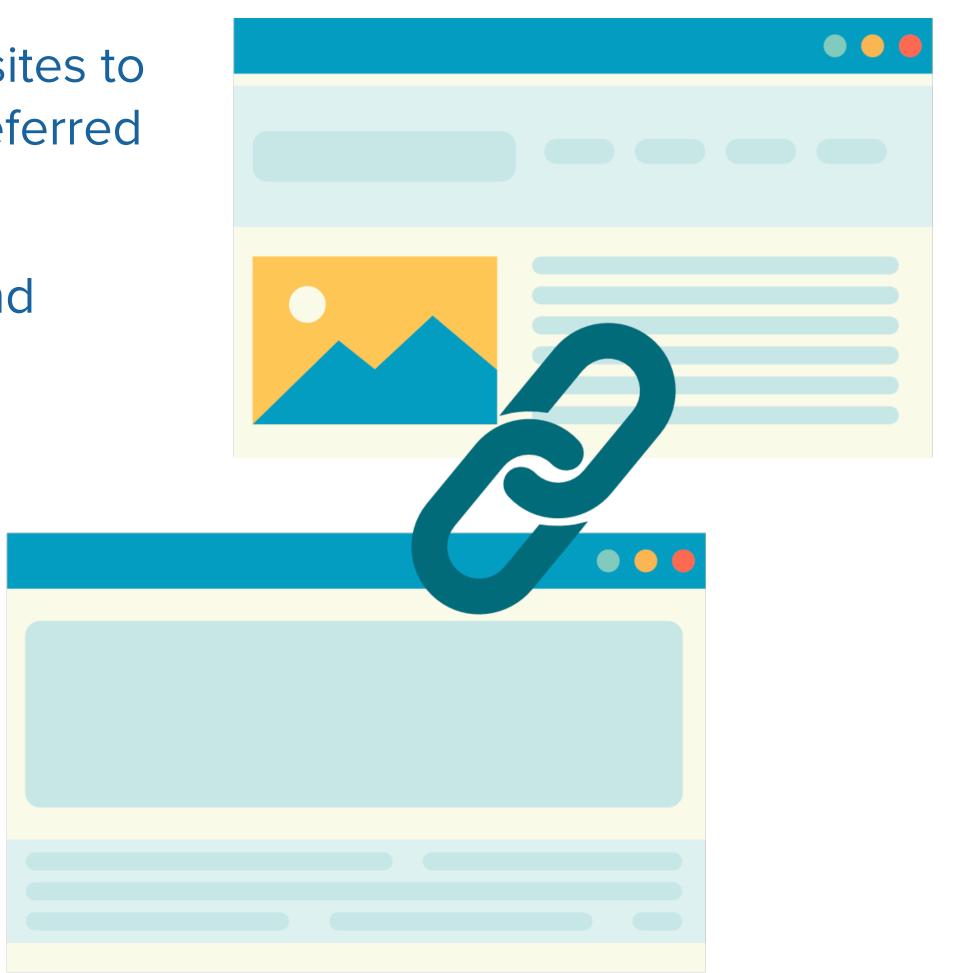
REPUTATION MANAGEMENT

Search engines want to match users with the most valuable site or business. Responding to reviews, both positive and negative, shows search engines and potential customers that you care about customer experience.



LINKBUILDING

- Linkbuilding is the process of getting other websites to link back to your website. These are generally referred to as backlinks.
- Backlinks are treated as votes for importance and popularity by search engines.
- Google has confirmed that gaining backlinks from **trustworthy sites** is one of the most important factors in achieving higher search rankings.



HOW TO GAIN BACKLINKS

- Identify brand mentions across the web and reach out for a link back to your site
- Generate relevant, valuable content that is link worthy
- Reach out to partners in your network
- List your business in relevant, Local Directories
- Read more on JTech's <u>blog article</u> on building backlinks



WHAT IS TECHNICAL SEO?

Technical SEO refers to website and server optimizations that help search engine spiders crawl and index your site more effectively (to help improve organic rankings). Search engines give preferential treatment in search results to websites that display certain technical characteristics such as a secure connection, a responsive design or a fast loading time — and technical SEO is the work you need to do to ensure your website does so.



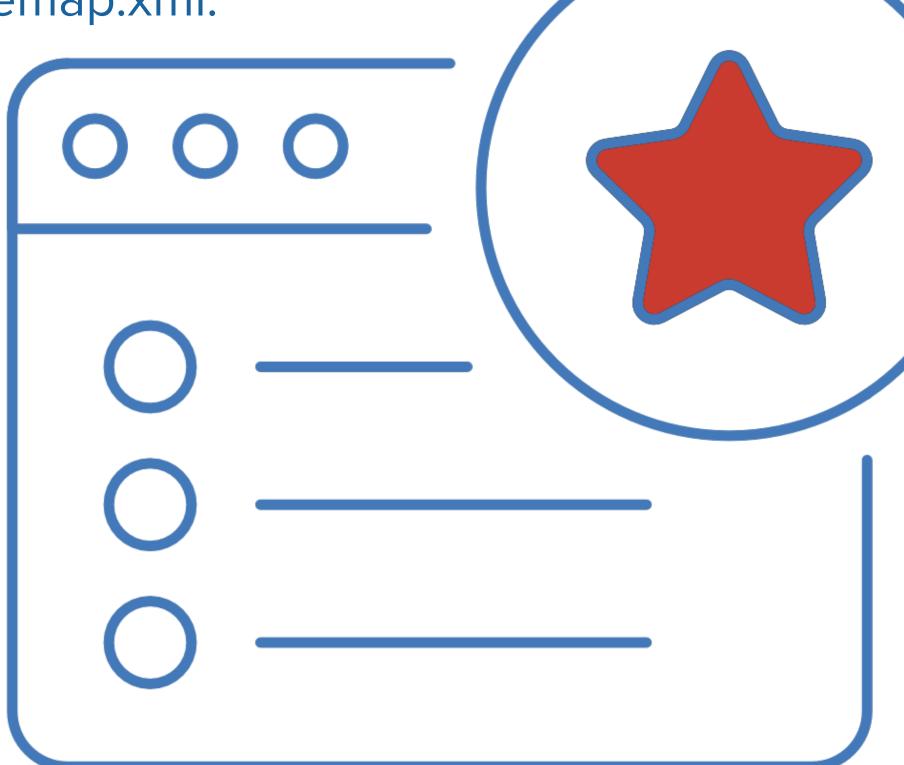
CITATIONS — SCHEMA MARKUP

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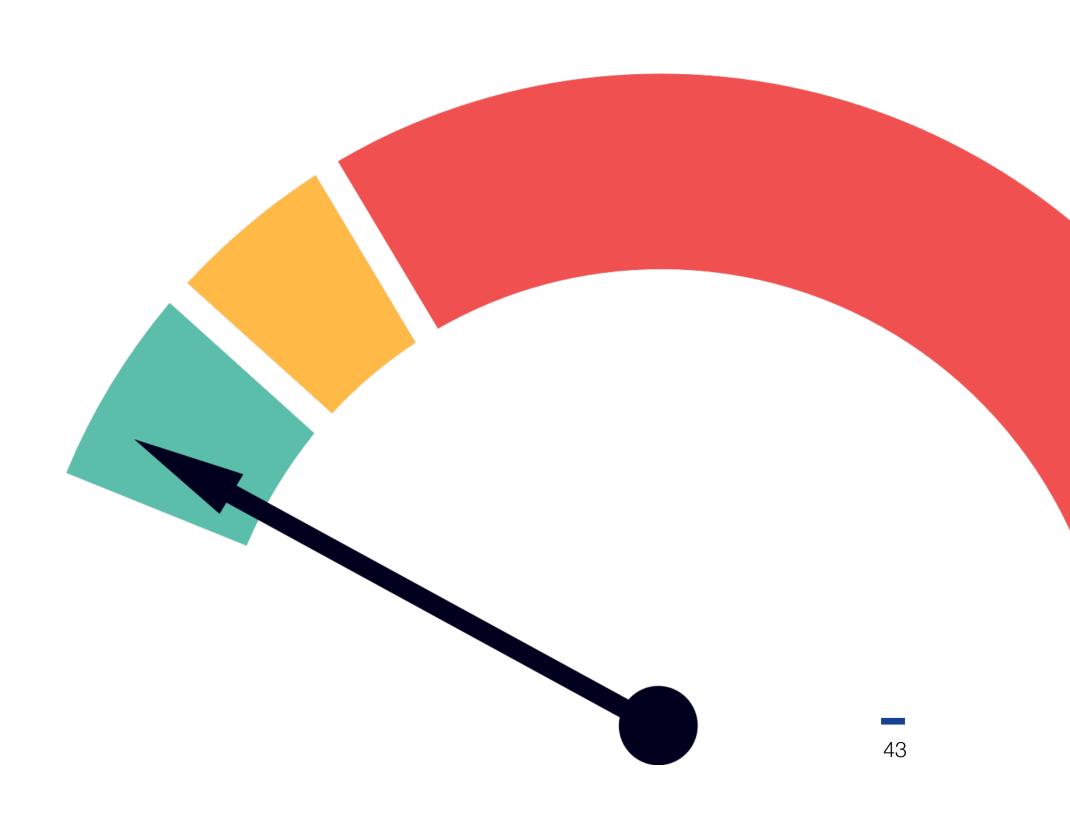
TECHNICAL SEO CHECKLIST

- Accurate XML sitemap located at yourdomain.com/sitemap.xml.
- The site is optimized for mobile users.
- No broken internal or external links present on site.
- No duplicate content
- Site content is correctly tagged with schema data.
- Page loading times are optimized.



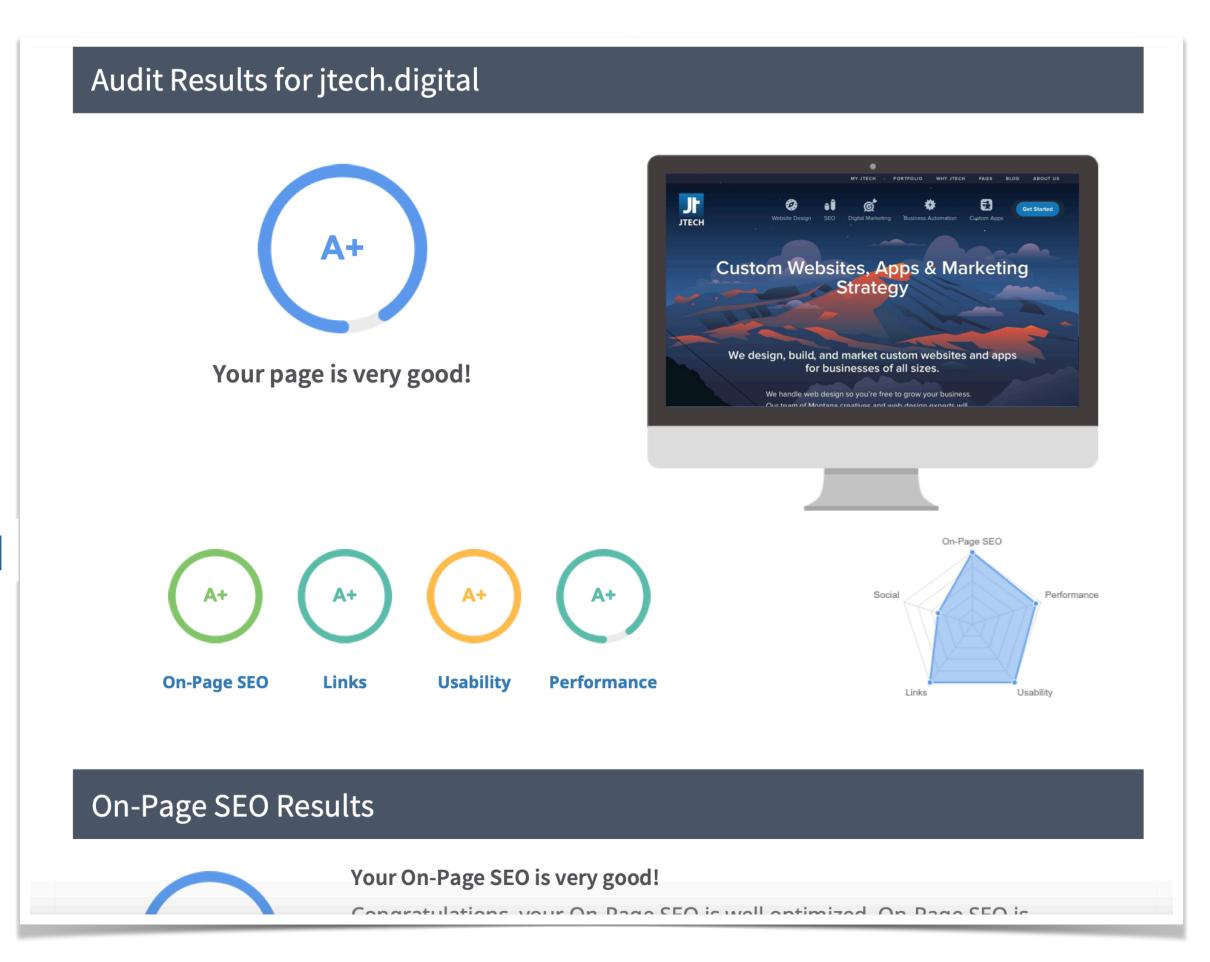
OPTIMIZING PAGE LOAD SPEEDS

- Reduce image sizes on your site, and use PNG only files
- Use compression to reduce the size of CSS, HTML, and JavaScript files that are larger than 150 bytes.
- Reduce page redirects
- Improve server response time



TECHNICAL SEO MEASUREMENT TOOLS

- Use Google's <u>Page Speed Insights</u> to rate the loading speed of your pages & identify issues slowing them down
- Use <u>brokenlinkchecker.com</u> to look for broken links on your site
- Check Google Search Console for coverage & usability issues identified by Google.
- Fill out JTech's, Free SEO Audit to see a snapshot of your technical SEO



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JTECH DESIGNS, BUILDS AND MARKETS CUSTOM WEBSITES AND APPS FOR BUSINESSES OF ALL SIZES.

CORE PROJECT TEAM



KATIE JENKINSMarketing Director

Leads strategic vision,
growing clients' digital
presence, marketing tone,
and communicating brand
messaging on and offpage.



FELIX WOLFSTROM
Senior Designer

Creates branding,
animation, illustration,
user interface, and user
experience design that
are beautiful and
memorable.



SAM KLUSMEYER
Content Specialist

Assists clients with their composition needs: from copy editing to building a strong, clear, and branded tone. All web copy is unique and well portioned for SEO.



CONNOR BERGIN
Digital Marketer

Responsible for executing keyword research and campaigns, including SEO, PPC and content marketing efforts.

DEVELOPMENT, MARKETING & SUPPORT TEAMS



Josh Reynolds



Patrick Milvich President & Founder VP of Technology & Partner



Nikki Reynolds Finance Manager



Robin Hicks Developer



Zachary Wright Client Support



Zach Lowen Developer



James Hubbell Graphic Designer



Michelle Calderwood Digital Marketer



Deanna Dalton Digital Marketer

WHY JTECH?

OUR STRATEGIC APPROACH

For over 24 years, we've provided a comprehensive and experienced-based approach to web design, development, and marketing. We analyze data, market trends, and best practices to ensure our client's success online.

SUPERIOR TECHNOLOGY & SOFTWARE

We don't deploy the work of others — our websites are plug-in free, and are more performant. Our websites are perfectly optimized for responsiveness on mobile devises, and pass accessibility best-practice standards required by law.

LOCAL HOSTING

We provide local web hosting on our servers which we maintain, manage and monitor, guaranteeing your site is secure and lightning fast.

HIGHLY MARKETABLE & FINDABLE

We lay the foundation for your SEO and Local SEO by ensuring you have the technical foundation required to make your website marketable, and findable by search engines.

DIGITAL MARKETING & SUPPORT

We provide complete data-driven, and highly effective digital marketing programs for businesses of all sizes. Our local SEO, PPC and managed content marketing programs achieve results.

MY JTECH

Our easy-to-use content management system, My JTech, was designed with you in mind. From your desktop or phone you can rapidly manage content, assign site access levels, and much, much more.

THANK YOU.

JTECH

Contact

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