# WELCOME TO

# Virtual Marketing

Blucprimi

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# Virtual Marketing Experts



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# Virtual Marketing Blueprint Concept

The Virtual Marketing Blueprint Program was designed to provide you with an easy to follow, step by step process of incorporating key internet marketing concepts into your business.

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# **Keyword Research Session Recap**

Prior to the start of this session, you should have completed the following tasks:

- 1) Reviewed All Objectives For Session 5
- 2) Begun Writing Your Articles Using The "How To Write Speed Copy" Step By Step Guide
- **3)** Completed articles for your top level & 2nd tier keywords.
- **4)** Completed or outsourced articles for your 3rd tier keywords.



## **On Page SEO**

#### **Objectives:**

- 1) Introduction To On Page SEO
- 2) Organizing & Posting Content
- 3) Adding Influential Content Components
- 4) Reviewing On Page SEO's "Low Hanging Fruit"
- 5) Internal Linking Strategy Training
- 6) Closely Guarded On Page SEO Secrets
- 7) Addendum: Incorporating A Blog Into Your Website



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# Virtual Marketing Blueprint

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# Introduction to On Page SEO

## **On Page SEO**

#### What Is It?

SEO strategies that are implemented within your website.

• On page = pages on your website whereas when we go over Off Page SEO, off page = pages off your website.

#### Why Is It Important?

On page SEO strategies are used to help the search engine bots be able to find your content and understand quickly what it's about.

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# Introduction to On Page SEO

# **On Page SEO Factors**

- Organization of Content
- Content Components
- Title Tags
- Meta Description
- Meta Keywords
- Permalinks
- Internal Linking
- Duplication & 301 Directs

On Page SEO Influences Rankings By Approx. 20%

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Objective 1 Introduction To On Page SEO

Objective 1 Introduction To On Page SEO

#### **Next Video...**

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# **Introduction to Content Posting**

## **Content Organization & Posting**

#### What Is It?

Organizing & Posting Your Content In a Way That Makes It Easy For Google Bots To Index Your Site.

#### Why Is It Important?

Google Bots are lazy and the easier you make it for them to crawl your entire site, the more pages you'll get indexed so that those pages show up on search engines.

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Objective 2 Organizing & Posting Content

#### Find your Top Level Keyword article and copy it. (CTRL-C or Apple-C is the keyboard shortcut)

What is The Mortgage Assignment Profits System?

#### If You Want To Get The Cold Hard Facts On The Mortgage Assignment Profit **System And How To Profit From It, Then** Read This Important Message From Dani Lynn Below...

Thank you for doing your due diligence and research into the Mortgage Assignment Profits System. My intention in creating this website was to compile all of the factual data and knowledge I've amassed from working this system and testing it from beginning to end.

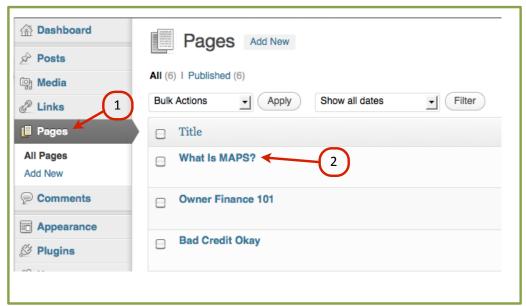
I will be providing you with a detailed review of the Mortgage Assignment Profit System so you can clearly see what the system is, how it works, how you can make money with it, and then you can draw your own conclusions about it.

Put simply, I've been working this system for the last year and I've done all sorts of research into dozens of different companies and systems in the past 16 months. I have seen the ins-andouts of many real estate investing programs. I know what works and what doesn't. My team and I know how to make \$10k per month using the Mortgage Assignment Profit System.

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Step

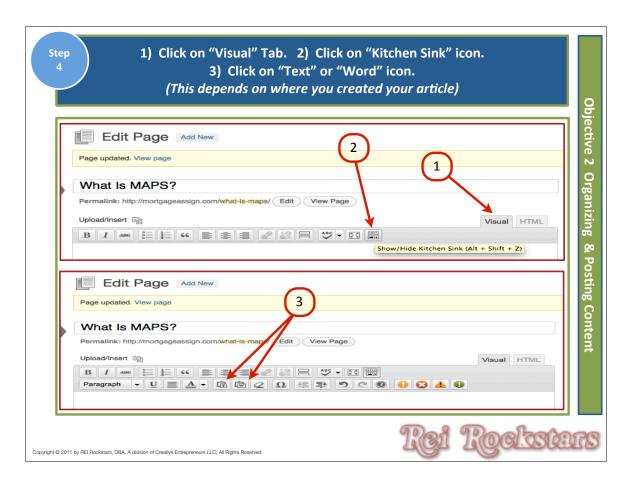
Log In To Your Website and under the left dashboard, click on "Pages". Then click on the page you've already created for that article.



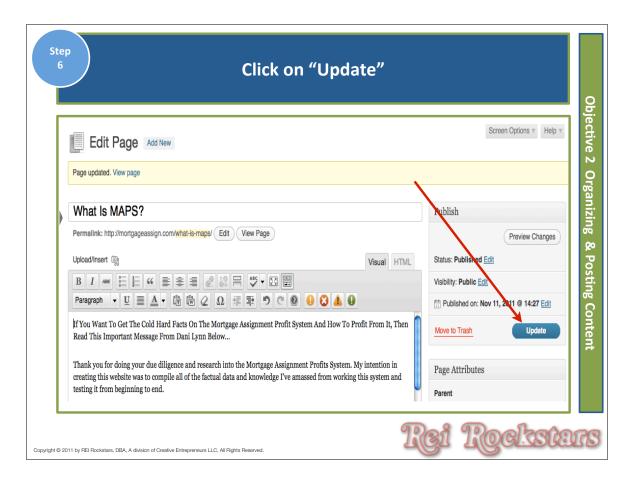
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jective 2 Organizing

& Posting Content









Step 8

# Find one of your 3rd Tier Keyword articles and copy it. (CTRL-C or Apple-C is the keyboard shortcut)

3rd Tier Keyword (How Do I Make Money with MAPS) Under Top Level / 2nd Tier Keyword (What is MAPS)

# How Do I Make Money With The Mortgage Assignment Profit System?

If you're anything like we are, you don't get into any program until you say "Show me the money..." Okay, maybe not exactly – but I know that's what you're thinking. You want to know that as a real estate investor or real estate agent, if this is going to be worth your investment – both your TIME investment and your MONEY investment. So we're going to explain to you how to make money with the <a href="Mortgage Assignment Profit System">Mortgage Assignment Profit System</a>, why this is the simplest and easiest way to create a substantial income, and what you're going to want to do to grow your income even more than just with the system.

First, let me just tell you what a sigh of relief this strategy and course offers in today's real estate investing market. You see, many real estate investor gurus sell you a product that not only teaches just ONE concept but it typically requires you to buy another product in order to fully learn or implement the real estate strategy they originally sold to you. In the end, you just keep racking up more and more costs.

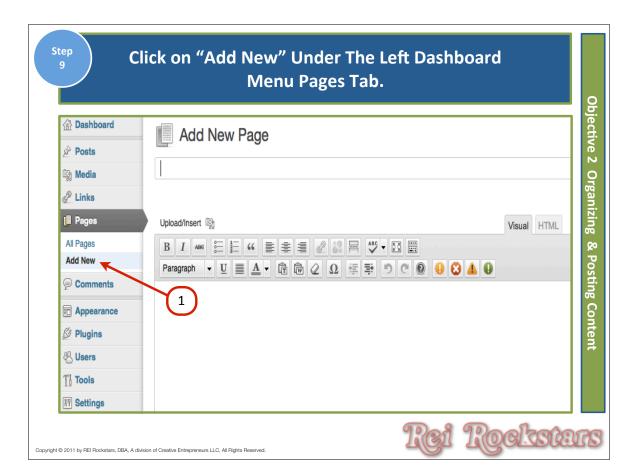
The Mortgage Assignment Profit System is NOT like that at all. You get it all at once and not only do you get the main strategy, which is the Mortgage Assignment Program, but you also get the goods on every other low and no equity real estate investing strategy as well. All content and no fluff, and certainly no required additional purchase in order to start using what

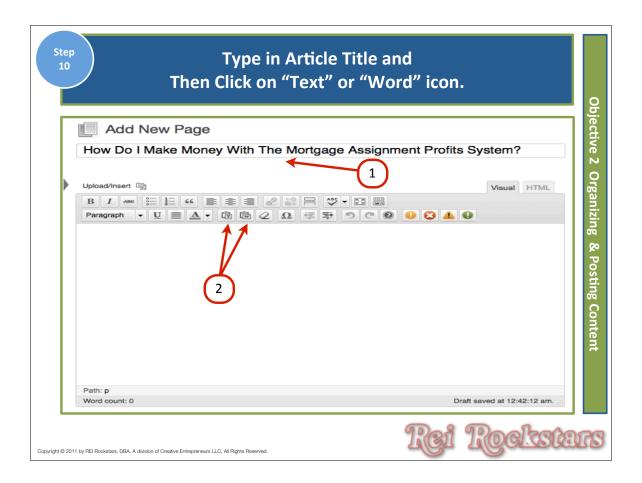
Rei Rocksters

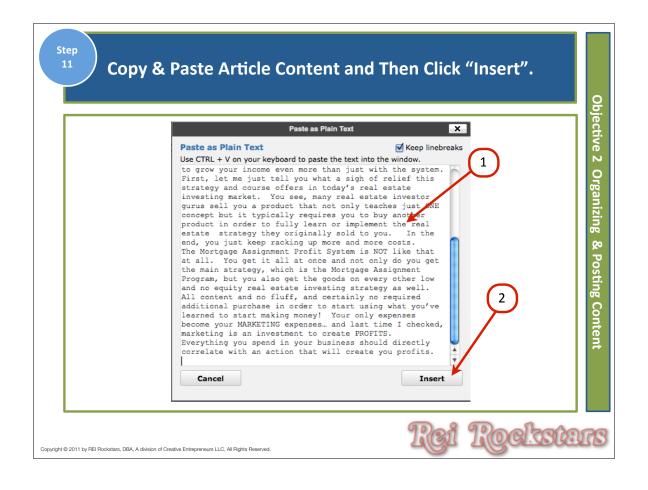
Objective 2 Organizing

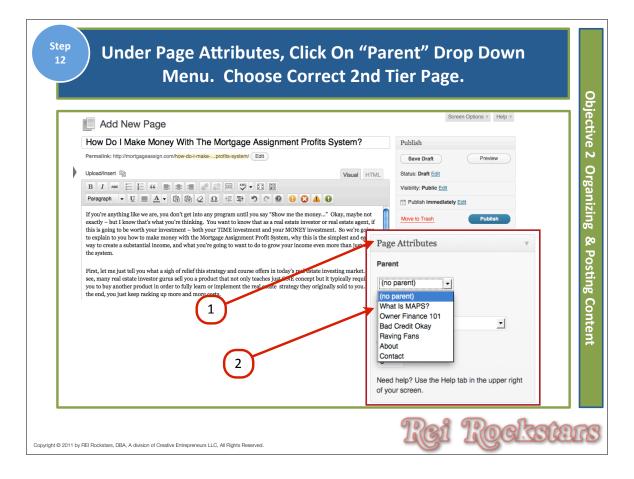
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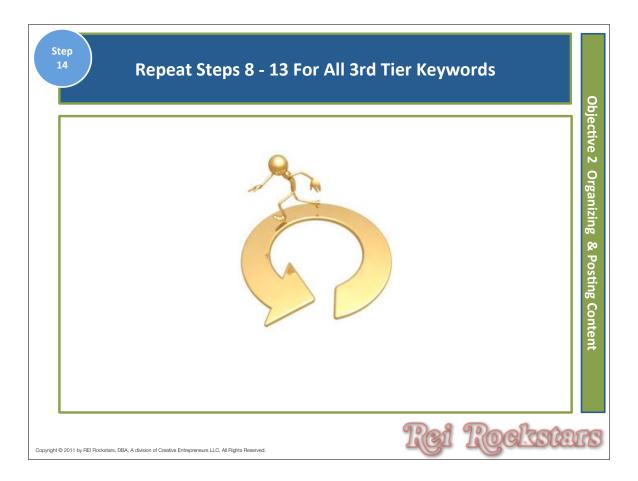




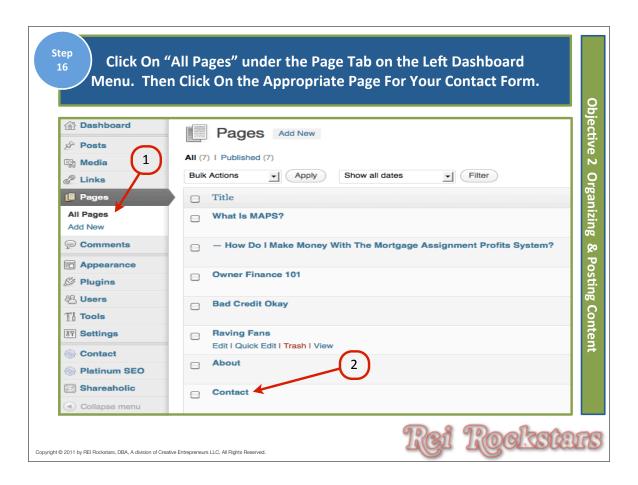


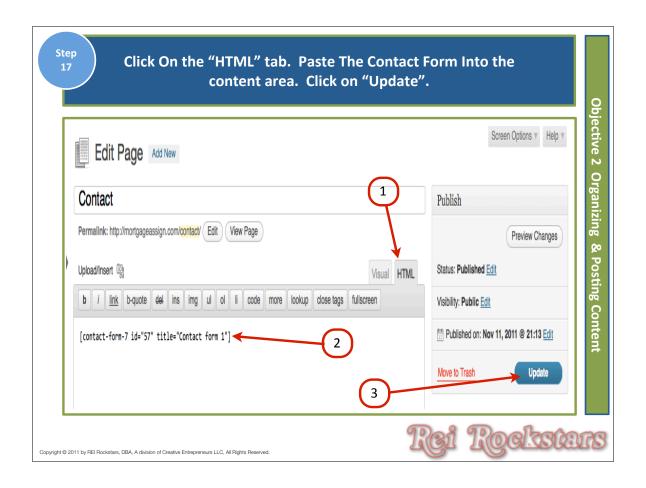


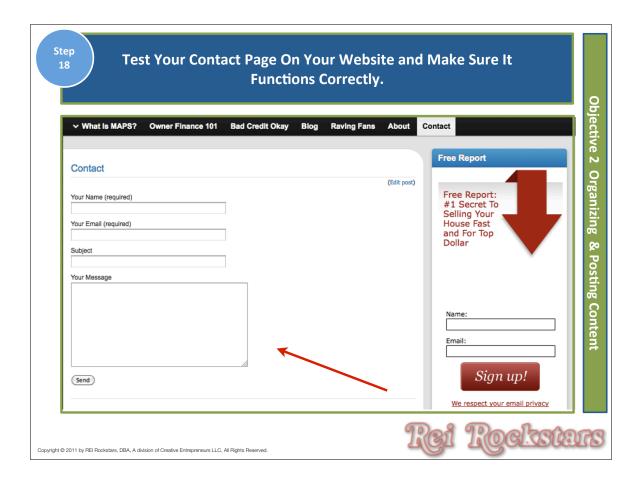


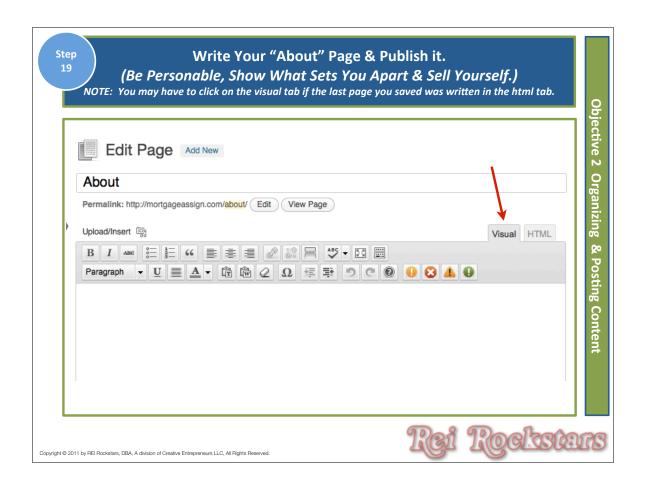












#### **Next Video...**

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## **Content Components**

#### What Is It?

The components you integrate into your content, such as text, photos, audio, video, heading tags, etc..

#### Why Is It Important?

These components help the Google Bots categorize your content and determine what keywords your content is relevant for. These components also help the users by having multiple message mediums & easy to read web pages.

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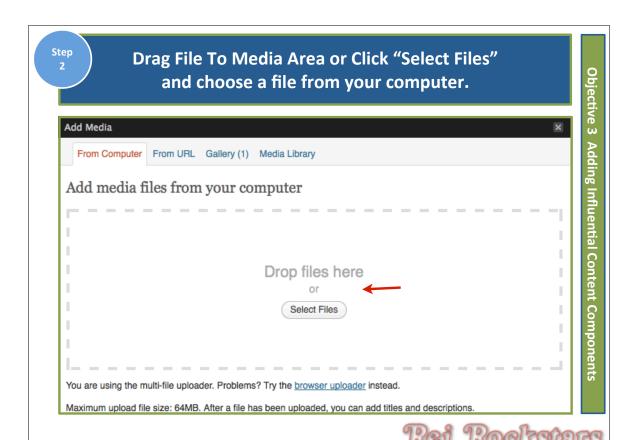


Step Open up One of Your Articles and Click The Place In Your Article Objective 3 Adding Influential Content Components Where You Want A Picture, Then Click on the "Add Media" Icon. Edit Page Add New What Is MAPS? Permalink: http://mortgageassign.com/what-is View Page 1 Upload/Insert @ 4 Visual HTML ABC ▼ [2] .... Α • 🛱 🖟 🕗 Ω (年) 후 (후) 연 🔞 🚯 🚯 🚯 TYOU Want To Get The Cold Hard Facts On The Mortgage Assignment Profit System And How To Profit From It, Then Read This Important Message From Dani Lynn Below... Thank you for doing your due diligence and research into the Mortgage Assignment Profits System. My intention in creating this website was to compile all of the factual data and knowledge I've amassed from working this system and testing it from beginning to end. I will be providing you with a detailed review of the Mortgage Assignment Profit System so you can clearly see what the

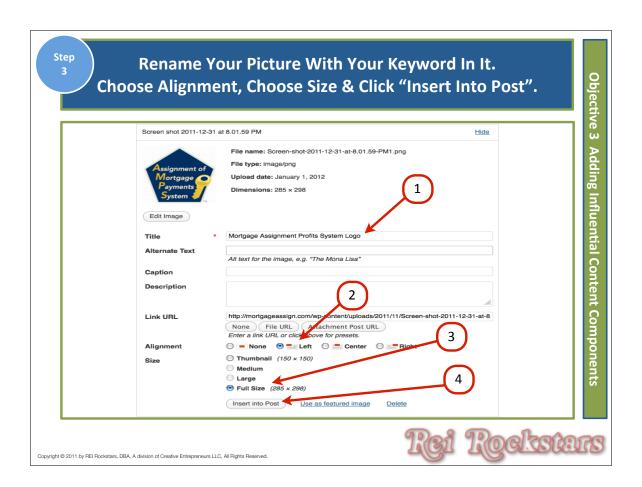
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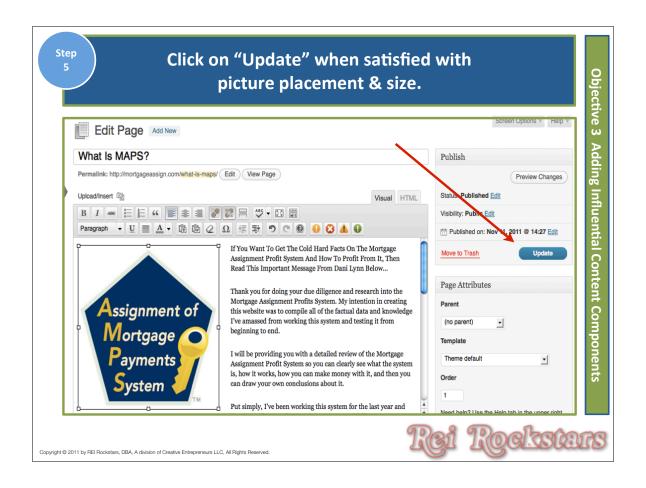
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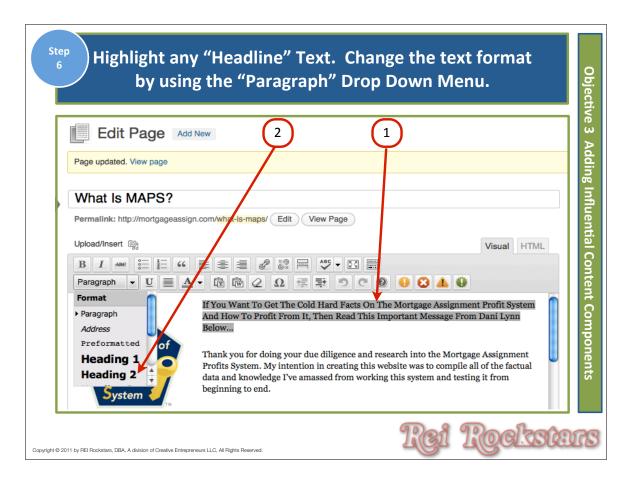


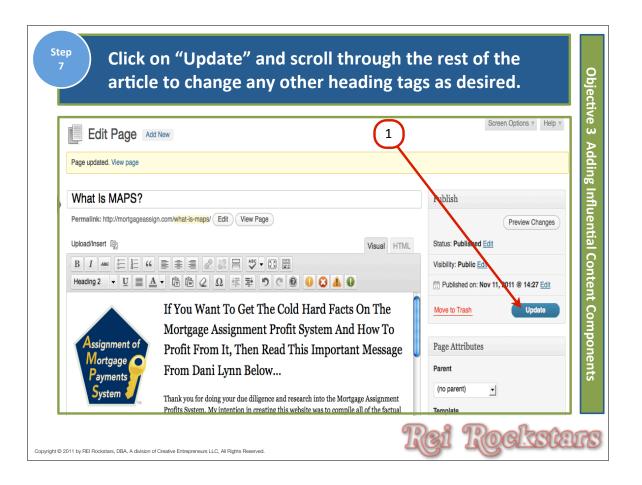
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#### Over the last couple of months I have spoken to hundreds of investors who heard about the Assignment of Mortgage Payments System™ or AMPS™. One of the big questions,

Assignment of Mortgage Payments System™ or AMPS™. One of the big questions, particularly in response to some negative accusations made about the legality of this process has caused investors to ask the question...

"Is AMPS™ Legal?"

#### See Lawyer Scott Horne's AMPS™ Review Video?

This is an important question because it doesn't matter how much money you make if at the end of the day, you end up in jail. Obviously, we the REI RockStars run our business with integrity, and would never put all our hard work at risk by doing something illegal.

That said, there are a number of reasons why I believe the AMPS™ are legal. I have formed these opinions by doing deals with my partners as well as talking to a number of attorneys who between themselves have done thousands of owner financed transactions without issue.

Keep in mind though this is just my opinion, I am not an attorney and you should seek your own counsel.

#### Is AMPS™ legal? Here is my take...

Basically, AMPS™ is just another form of "subject-to" which has been around for a long time and has been taught by many "Gurus" including Robert Kiyosaki just to name one. Now, would someone as high profile as Robert Kiyosaki, teach strategies that were blatantly illegal.

NOT LIKELY....

- Types of headings: H1 H6
- H1 is most important, H6 is least
- H1 & H2 are most commonly used
- H1 is typically the title of your page. Use keyword or variation.
- Use other headings to break up article, try to use variations of keywords but don't overdo it.
- Using headings offers small SEO benefit.

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Step 8

# Bold & italicize some other relevant keywords or phrases. Don't over do it.

I will be providing you with a detailed review of the Mortgage Assignment Profit

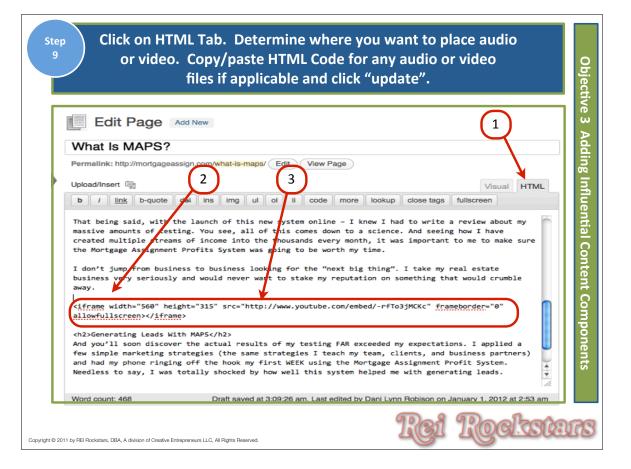
System so you can clearly see what the system is, how it works, how you can make money with it, and then you can draw your own conclusions about it.

Put simply, I've been working this system for the last year and I've done all sorts of research into dozens of different companies and systems in the past 16 months. I have seen the ins-and-outs of many real estate investing programs. I know what works and what doesn't. My team and I know how to make \$10k per month using the Mortgage Assignment Profit System.

**Objective 3 Adding Influential Content Components** 

Objective 3 Adding Influential Content Components





#### Next Video...

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# Introduction to "Low Hanging Fruit"

## On Page SEO's "Low Hanging Fruit"

#### What Is It?

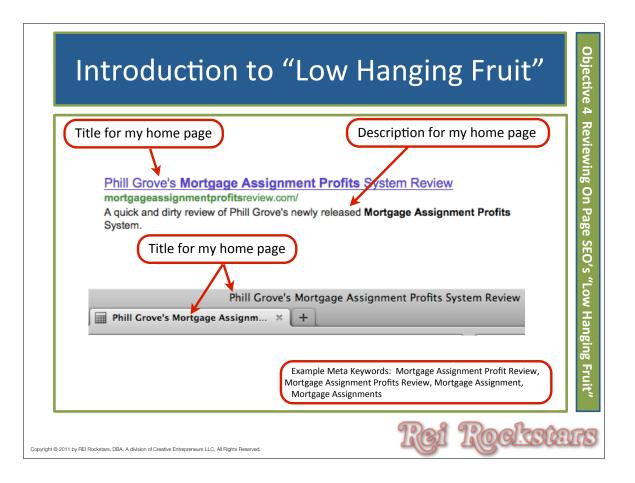
Title Tag, Meta Description, Meta Keywords & Permalinks

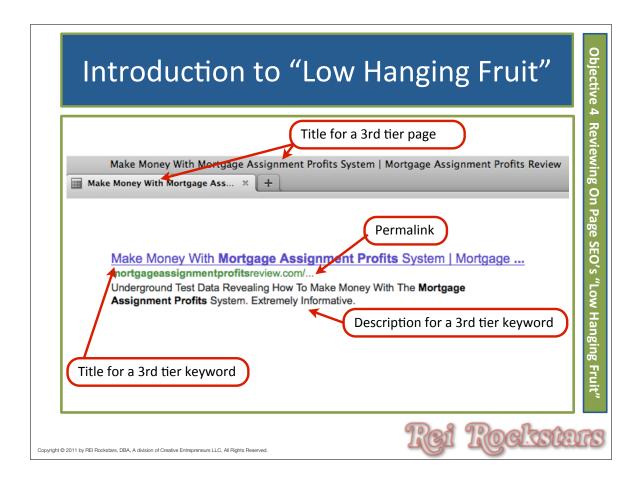
#### Why Is It Important?

Search engines use this information to help identify & categorize what your web page is relevant for.

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Objective 4 Reviewing On Page SEO's "Low Hanging Fruit





# **Title Tag Guidelines**

- Keyword in title tag
- 65 characters or less (google limitations)
- Consider Branding
  - Get Distressed Seller Leads | REI Rockstars
- Think "Conversion" first.
  - Write compelling copy & create emotional response if possible. Once You Rank...Get The Click!
- Don't look spammy (all caps, stuffing keywords)
- By Default Title Tags for your home page is configured in settings and other pages, the title tag by default is the title of your post or page. You can configure these with plugins though.
- Title Tags = Avg. Importance in SEO



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# Introduction to "Low Hanging Fruit"

# **Meta Description Guidelines**

- Short summary of what your content is about
- Google Bots use this to determine what your page is about
- Users look at this to see if your website is relevant to what they are looking for.
- By default, google will use the copy on your web page to put in the description if you haven't configured this. It chooses copy that contains keywords searched by the user.
- Don't look spammy (all caps, stuffing keywords)
- Write for conversion...get the click!
- 160 characters or less

Objective 4 Reviewing On Page SEO's "Low Hanging Frui

Objective 4 Reviewing On Page SEO's "Low Hanging Fruit'



# Objective 4 Reviewing On Page SEO's "Low Hanging Fruit"

Objective 4 Reviewing On Page SEO's "Low Hanging Fruit

## **Meta Keywords Guidelines**

- Some search engines still use these but largely ignored otherwise
- Can be scraped by others, don't use money keywords
- Put in 6 8 keywords that are related to the post or page

#### **Permalink Notes**

- Permalinks default to your article title and sometimes will populate before you finish your title.
- If you had to abbreviate something in your menu, you may want to change your permalink to full keyword.
- Always double check permalink in case it populated early



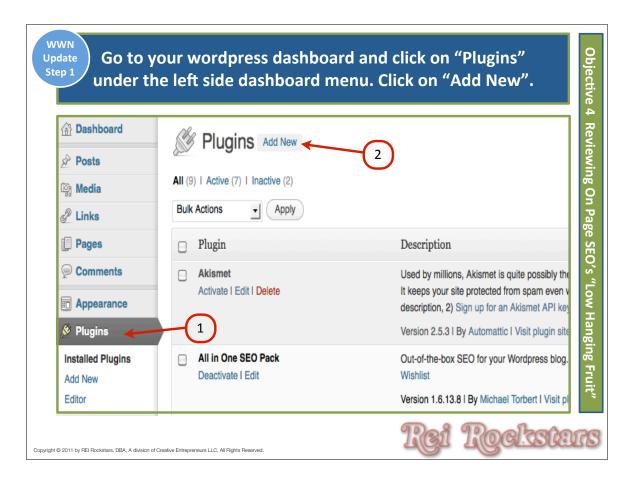
# Introduction to "Low Hanging Fruit"

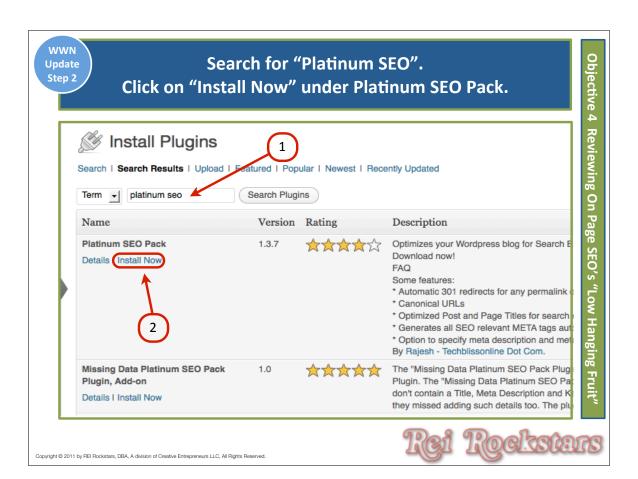
#### **Do Follow Links**

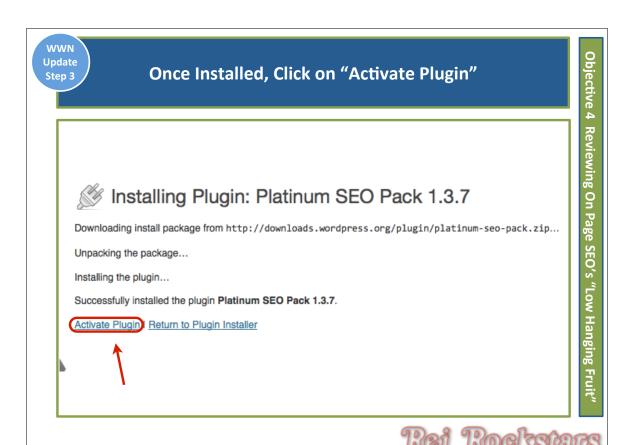
- These are links on any website that indicate to the google bots that they should FOLLOW that link to the next web page.
- Do Follow Links provide link juice to the page they link too.

## **No Follow Links**

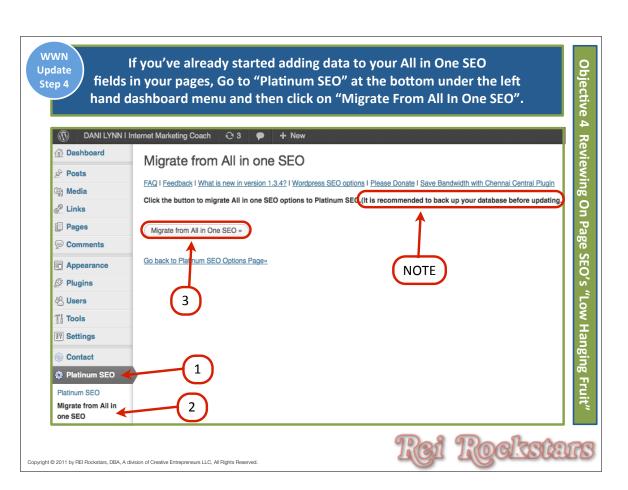
- These are links on any website that indicate to the google bots that they should NOT FOLLOW that link to the next web page.
- No Follow links do not provide link juice but they still provide a link for other users to gain access to another page.

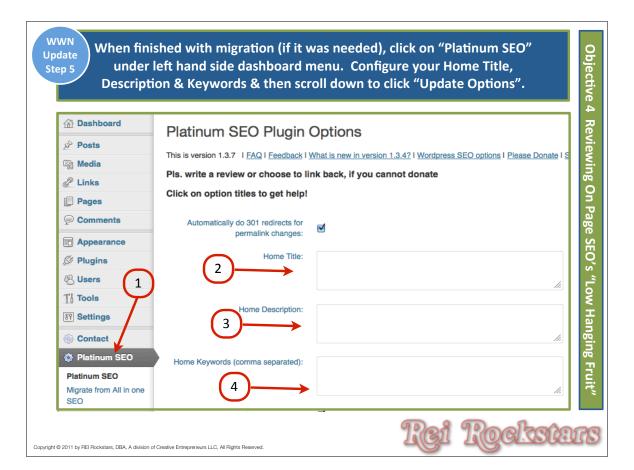


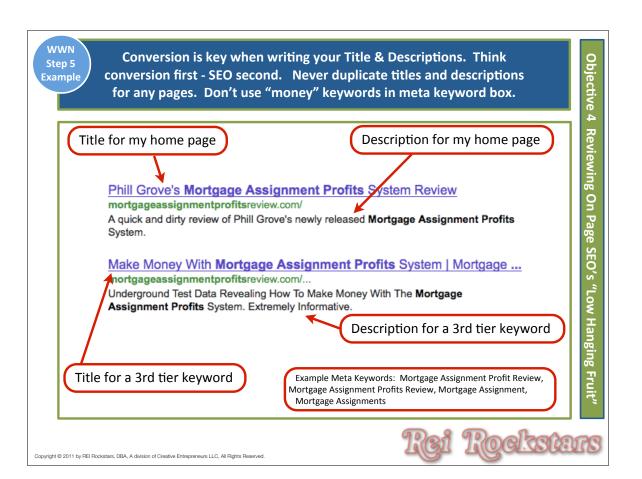




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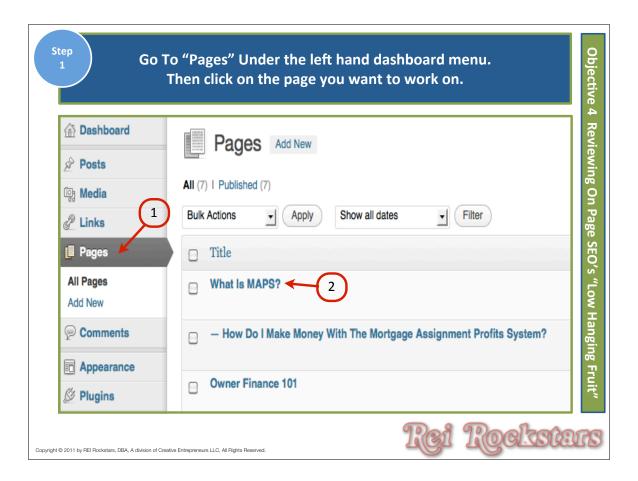




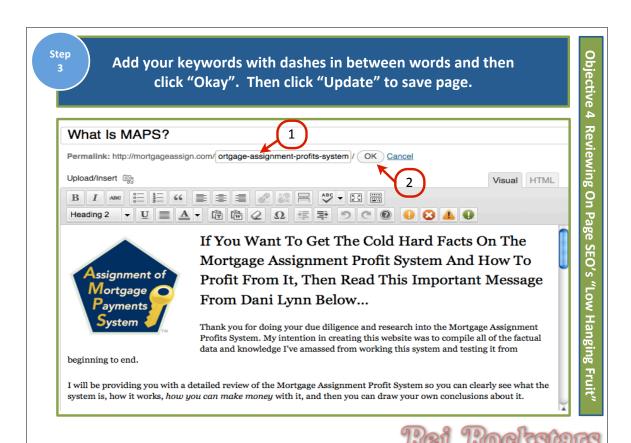




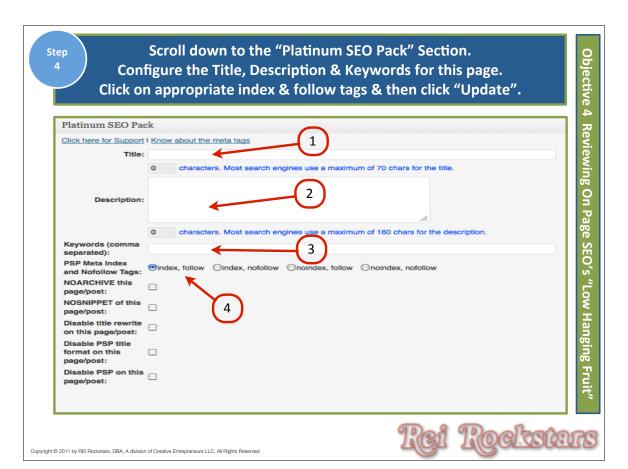








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#### Repeat Steps 1 - 4 for all remaining pages & posts.

Note: You may want to save these in an outside file as well.



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#### **Next Video...**

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# Introduction to Internal Linking

# **Internal Linking**

#### What Is It?

Linking to and from pages within your website.

#### Why Is It Important?

When Google Bots see a link in your site, they identify that link as a reference to another important page on or off your site and it passes authority on to that page. Objective 5 Internal Linking Strategy Training



# Introduction to Internal Linking

Top Level Keyword

Top Level = Main Market Keyword

2nd Tier = Money Keywords (Keywords you are really trying to rank for)

 2nd Tier
 2nd Tier

 3rd Tier
 3rd Tier

 3rd Tier
 3rd Tier

 3rd Tier
 3rd Tier

3rd Tier

2nd Tier

3rd Tier

2nd Tier

3rd Tier

3rd Tier

3rd Tier

3rd Tier

2nd Tier

**Objective 5** 

Internal

Linking Strategy Training

Objective 5 Internal Linking Strategy Training

3rd Tier

3rd Tier = Longtail Keywords that support your money keywords

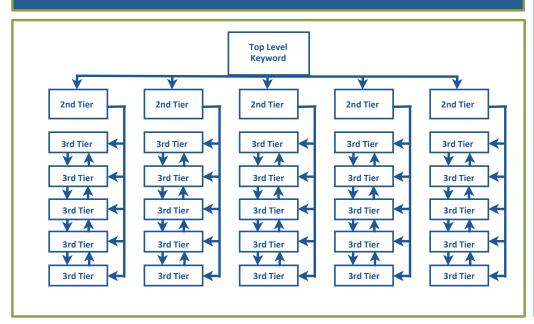
Top Level = Home Page, 2nd Tier = Categories, 3rd Tier = Sub-Pages



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3rd Tier

# Introduction to Internal Linking



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# Introduction to Internal Linking

## **Types of Internal Linking: Contextual Linking**

#### Is It Legal?

Over the last couple of months I have spoken to hundreds of investors who heard about the Assignment of Mortgage Payments System™ or AMPS™. One of the big questions, particularly in response to some negative accusations made about the legality of this process has caused investors to ask the question...

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# Introduction to Internal Linking

## Types of Internal Linking: Related Posts/Pages

You can do this manually or with a plugin...

Continue Your Research With These Below Articles:



- ✓ Is The Assignment Of Mortgage Payments System™ A Scam?
- ✓ How does the Assignment of Mortgage Payments System™ work?
- ✓ What do I have to do to make money with the Assignment of Mortgage Payments System™?
- ✓ Cold Hard Facts On How To Profit With AMPS™
- ✓ Who Is Phill Grove?
- ✓ How To Succeed
- ✓ Is Phill Grove All Hype?
- ✓ How Much Does AMPS™ Cost?

f Share



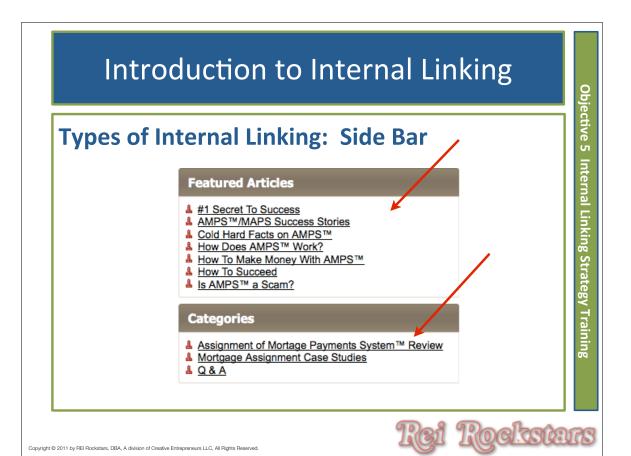


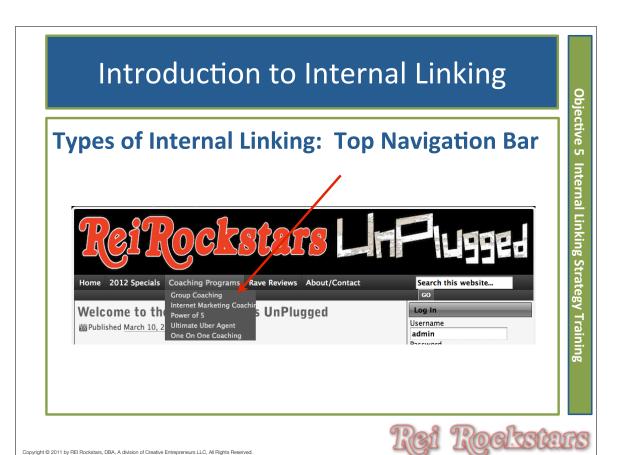


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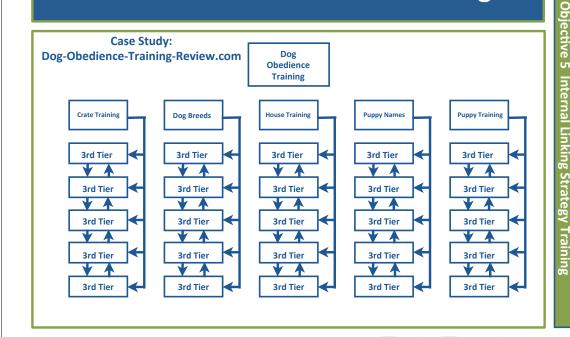
Objective 5 Internal Linking Strategy Training

Objective 5 Internal Linking Strategy Training





## Introduction to Internal Linking



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# Introduction to Internal Linking

## **Example of Internal Linking in Side Bars**

dog-obedience-training-review.com

#### DOG OBEDIENCE CLICKER TRAINING DOG WHISPERING **COOL DOG TRICKS** DOG TRAINING BOOKS DOG TRAINING FORUM DOG HEALTH CARE DOG GROOMING **BEST DOG FOOD**

**DOG TRAINING** 

BEHAVIOR PROBLEMS

#### **EDITOR'S PICKS**

**TOP 10 DOG BREEDS FOR CHILDREN** HOW TO STOP PUPPY BITING CRATE TRAINING INTRODUCTION SEPARATION ANXIETY IN DOGS STOP DOG BARKING STOP DOG CHEWING PROBLEMS HOW TO STOP DOGS FROM DIGGING DON'T THAT DON'T SHED



ective 5

Internal

this is the list for you!

## **Example of Internal Linking: Contextual**

dog-obedience-training-review.com

Also notice use of bold context throughout article

- 1. Get my puppies off to the best possible start in life.
- 2. Correct numerous behavioral problems in my older dogs.
- 3. Apply basic and advanced dog obedience training.

Please browse through my site, hopefully you'll discover how to train a dog yourself in an effective, positive and non violent manner.

You'll find lots of articles, tips and training advice, as well as my reviews of various popular dog training techniques including - dog whispering, clicker training, puppy house training and dog obedience training.

This website has come about through years of research, reading, watching and most importantly real life hands on experience with my own dogs (and also my family's dogs).

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## Introduction to Internal Linking

## **Example of Internal Linking: Related Posts/Pages**

dog-obedience-training-review.com

#### **How To Train A Puppy**

Puppy Training Best Puppy Food Choosing A Dog Breed Excessive Barking Puppy Socialization Puppy Crate Training

Puppy House Training Digging Problems

Stop Puppy Biting

#### **Solving Problem** Behaviors Dog Behavior Training Stop Dog Chewing

Separation Anxiety Poop Eating/Coprophagia

Dog Food Aggression

Dog Training For Obedience Obedience Commands Sit Command Dog Training Come Stay Command Leash Training

Dog Whisperer

#### You Are The Best Person In The World To Train Your Dog

The dog training methods I explore, discuss and review on this site all meet or exceed the above criteria. I have successfully used these home based, cutting edge dog training techniques to:

**Dog Health Care and Dog Training Articles** 

Puppy Crate Training system designed to crate train your dog fast Follow this step by step puppy crate training process to achiev results for your dog. Vari Kennels and all mesh crates can be u crate training.

Choosing A Dog Breed - Discover How To Choose A Dog Breed Choosing a dog breed is an important long term decision, put in research to discover which breed of dog is right for you and you includes a dog breed recommender and list of dog breeds.

Dog Training Books | Impartial Dog Training Book Reviews | Pup Training Ebooks

Discover which dog training books are right for you and you my detailed dog training book reviews including Secrets To

Favorite Puppy Names - Huge List Of Popular Dog Names For Female

Find your favorite puppy names here - huge resource of popular dog names for female puppies and male puppies. Including cool dog na

g. Read

<u>9</u> jective 5 Internal **Linking Strategy Training** 

jective 5

Internal

Linking Strategy Training

## Introduction to Internal Linking

## **Internal Linking Tips**

- Internal Linking is integral to SEO Success and one of the most overlooked components of SEO
- As 3rd tier pages (less competitive pages) gain authority through inbound links, 2nd tier pages start gaining authority as well.
- Rocket ship example



Objective 5 Internal Linking Strategy Training

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#### Introduction to Internal Linking Objective 5 Internal Linking Strategy Training Top Level Keyword 2nd Tier 2nd Tier 2nd Tier 2nd Tier 2nd Tier 3rd Tier **3rd Tier** 3rd Tier 3rd Tier 3rd Tier

## Determine your linking strategy.

## **Linking Strategies:**

- Contextual
- Related Posts
- Side Bar
- Navigation Bar

## **Example:**

- Related Posts & Contextual on Tier 2
- Contextual on Tier 3
- Side Bar

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Step 2

Create a text document with the url of every page on your site you plan on linking too.

Article Title

Article URL

- What is MAPS?
   http://mortgageassign.com/what-is-mortgage-assignment-profits-system/
- 2. How do I make money with the mortgage assignment profits system? http://mortgageassign.com/what-is-mortgage-assignment-profits-system/how-do-i-make-money-with-the-mortgage-assignment-profits-system/
- Owner Finance 101
   http://mortgageassign.com/owner-finance-101/ |

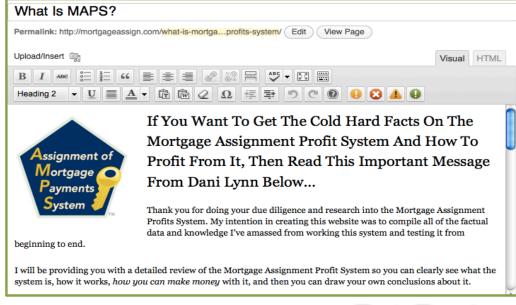
Objective 5 Internal Linking Strategy Training

Objective 5 Internal Linking Strategy Training





# Go to each page and begin implementing your linking strategy.



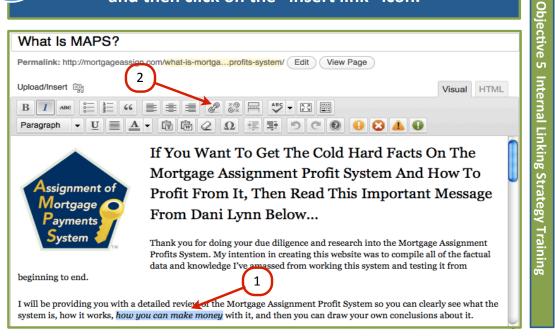
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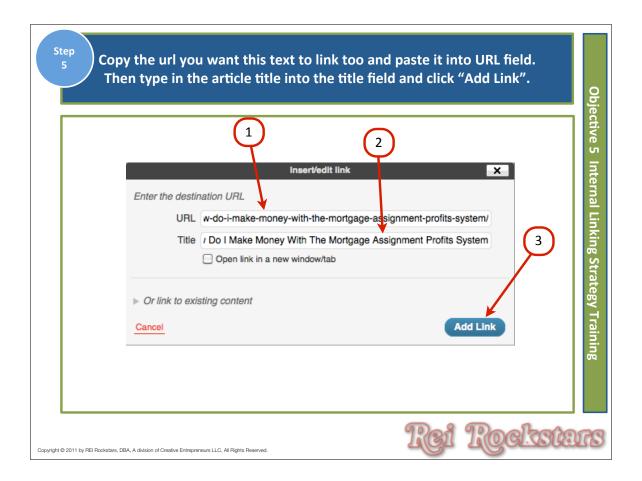


Objective 5 Internal Linking Strategy Training

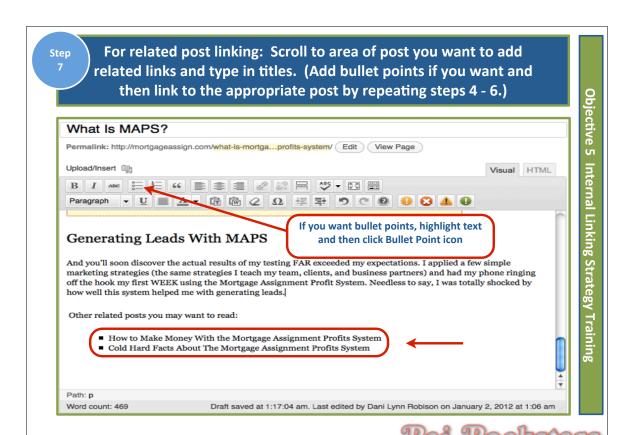
Step 4

## For contextual linking: Highlight appropriate words and then click on the "insert link" icon.

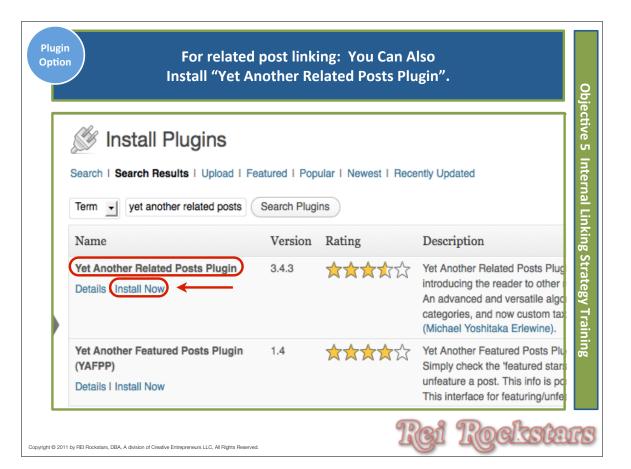




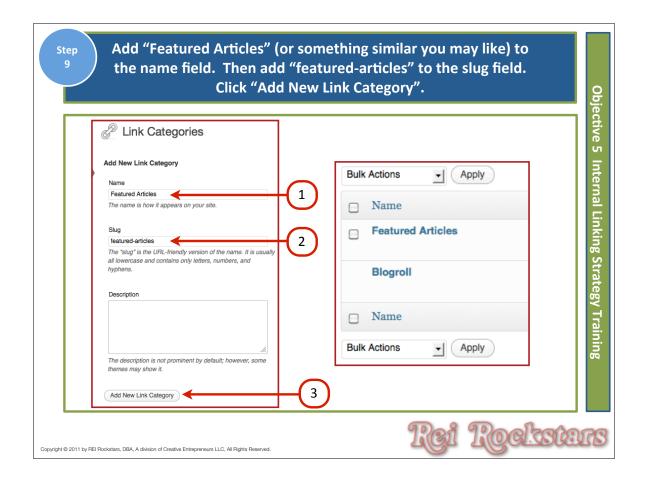




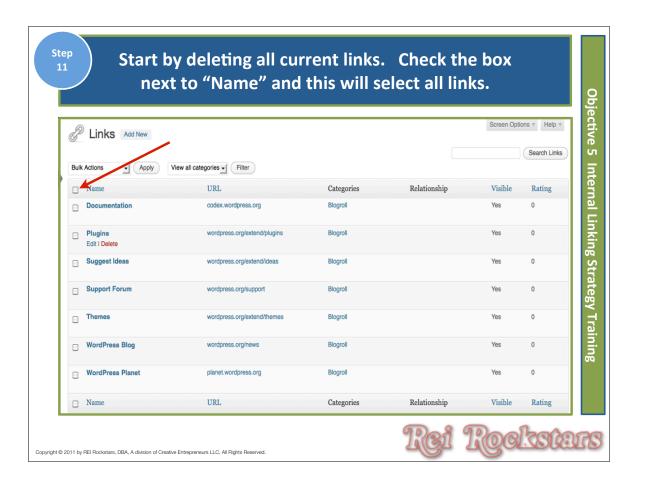
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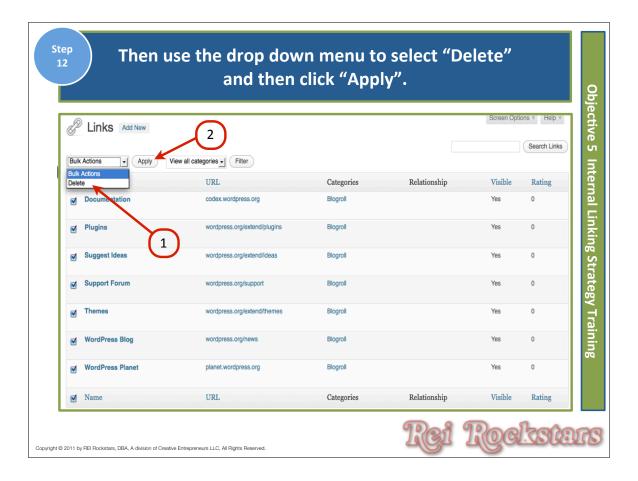




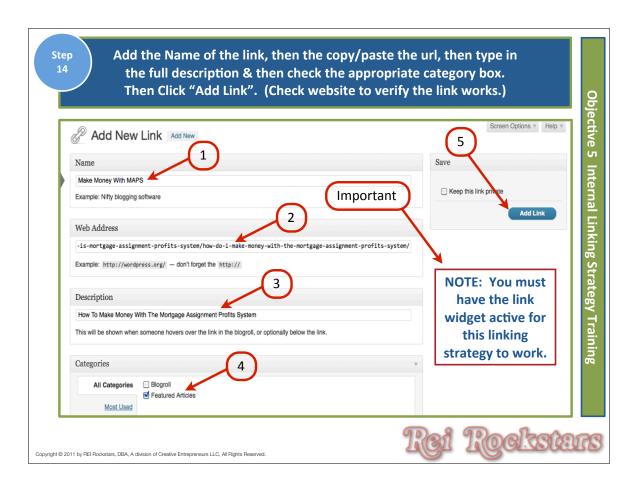


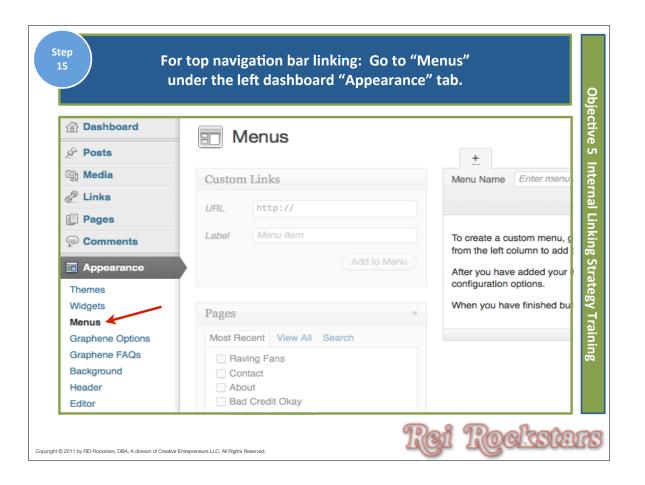




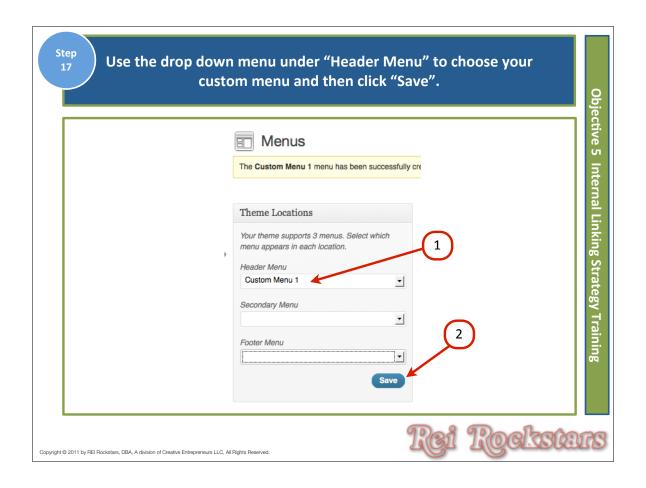


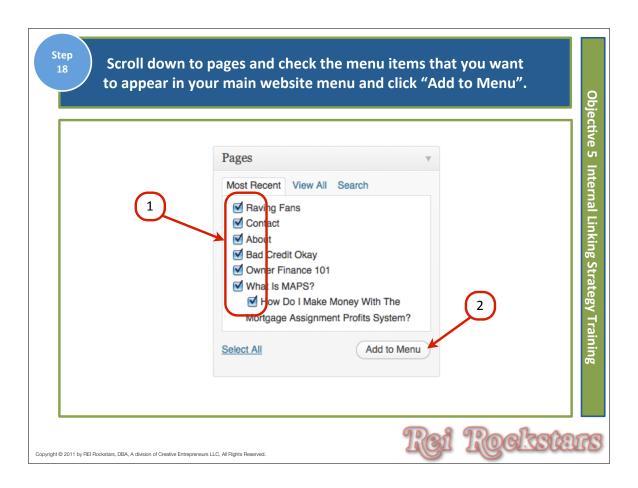


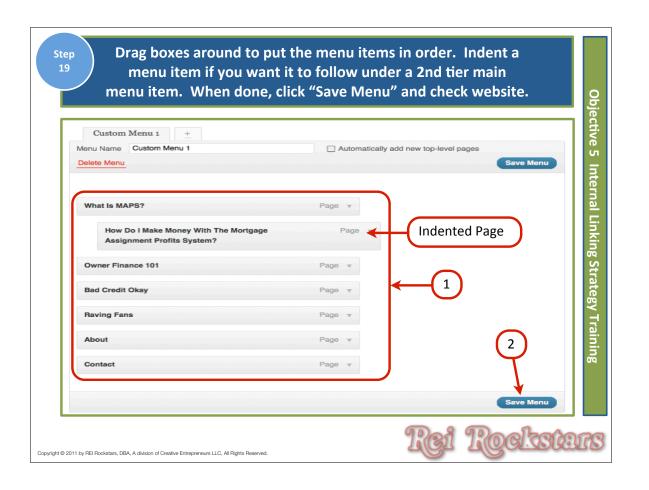












## Virtual Marketing Blueprint

### **Next Video...**

## **Objectives:**

- 1) Introduction To On Page SEO
- 2) Organizing & Posting Content
- 3) Adding Influential Content Components
- 4) Reviewing On Page SEO's "Low Hanging Fruit"
- 5) Internal Linking Strategy Training
- 6) Closely Guarded On Page SEO Secrets
- 7) Addendum: Incorporating A Blog Into Your Website



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## Virtual Marketing Blueprint

## **On Page SEO**

## **Objectives:**

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## Introduction to SEO Secrets

#### **SEO Secrets**

#### What Is It?

Little-known facts that will help your On Page SEO efforts:

- Duplication Penalties
- 301 Direct
- Footer Menu Items

#### Why Is It Important?

These are items most people don't even know about and they have an affect on your SEO Rankings.

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## **SEO Secrets**

## **Little-Known SEO Tips:**

- Don't duplicate title tags & descriptions
  - Google bots are lazy so they will assume every post is about the same thing which means duplicate content. The will stop crawling which means the page doesn't get indexed and you may be penalized.
- Configure www. to non-www.
  - NOT doing this puts you at risk for a duplicate content penalty which will lower your rankings
  - Wordpress does this for you in "Settings"

Objective 6 Closely Guarded On Page SEO Secrets

Objective 6 Closely Guarded On Page SEO Secrets



# Objective 6 Closely Guarded On Page SEO Secrets

## **Little-Known SEO Tips:**

- Broken links
  - Search engines will penalize you for broken links. Most common problem is from permalink changes. 301 Directs by the Platinum SEO plugin help fix this.
- Footer Menus
  - You can add footer menus to link to more articles (especially 3rd tier articles that are poorly written by outsourcers).
  - This is an advanced SEO strategy and you can customize a footer menu the same way you customized your main menu.

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## Virtual Marketing Blueprint

## **On Page SEO**

#### Addendum:



**Incorporating A Blog Into Your Website** 



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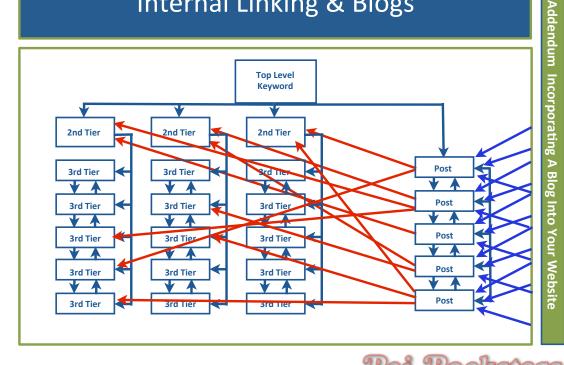
## Introduction to Blogs

## **Advantages To Adding A Blog To Your Site**

- Blogs ensure fresh content is continually added
- Blogs are very social (they get shares, likes, etc)
  - Fresh content ranks better with Panda
  - Social aspects rank better with Panda
- Posts link to pages and as blog posts gain in authority, so does pages and overall site.

Addendum Incorporating A Blog Into Your Website





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## Introduction to Blogs & Blog Linking

## **Blog Linking Tips**

- Make it natural & vary your strategy
- Don't force or overstuff links into posts
  - 2 3 is average, 5 max
- Link to different pages, including home page
- Link to other posts on blog
- Don't always have links in your posts
  - Write personal posts that don't necessarily have to do with your "keywords" and therefore linking doesn't make sense.
- Change up your anchor text
- Change up the number of links per post

Addendum Incorporating A Blog Into Your Website



## **Blog Posting Tips for Readers & Search Engines**

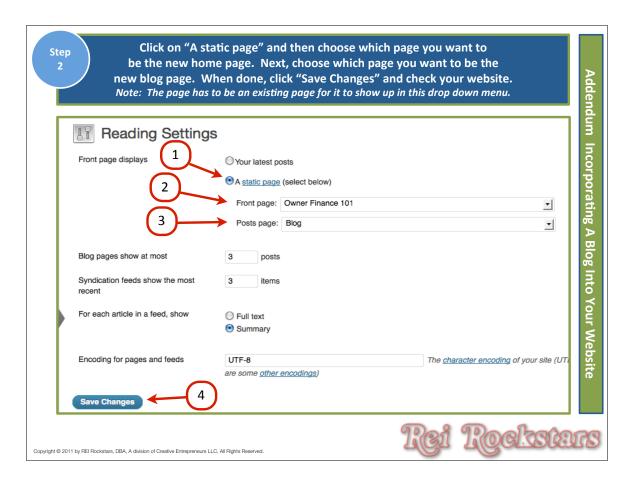
- Write 1 2 times a week to keep traffic and google visiting your site. (Pings)
- Be yourself, have fun! You already created your keyword content, so your blog is to engage your readers and make them want to keep coming back.
- Write about things your niche cares about.
- Warning: Let your site sit too long...you start to lose ranking, especially new sites. Keep posting fresh content, even if it's outsourced content. Develop a posting strategy.

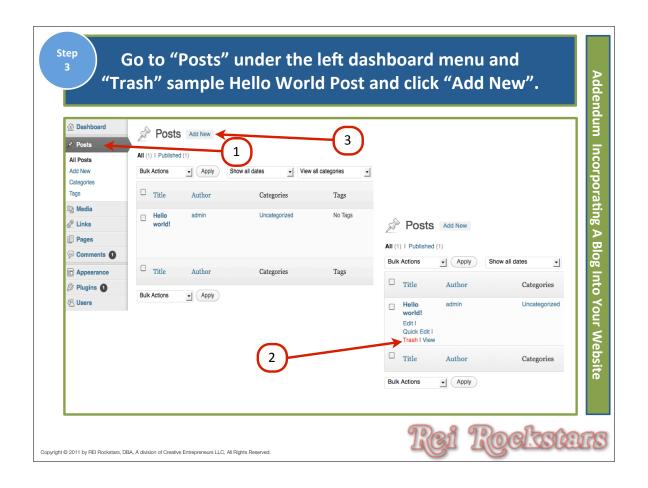
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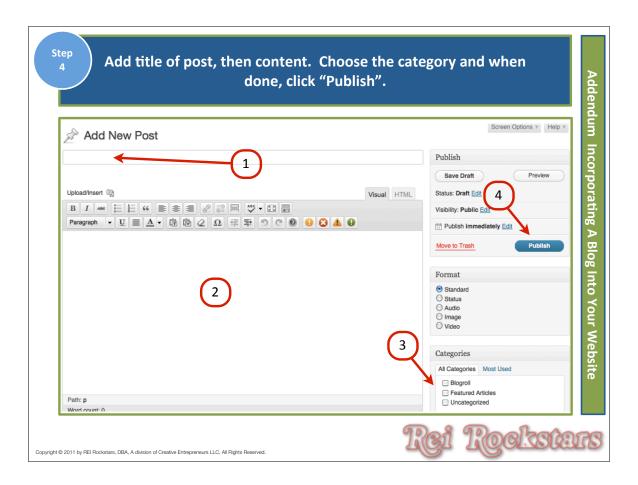


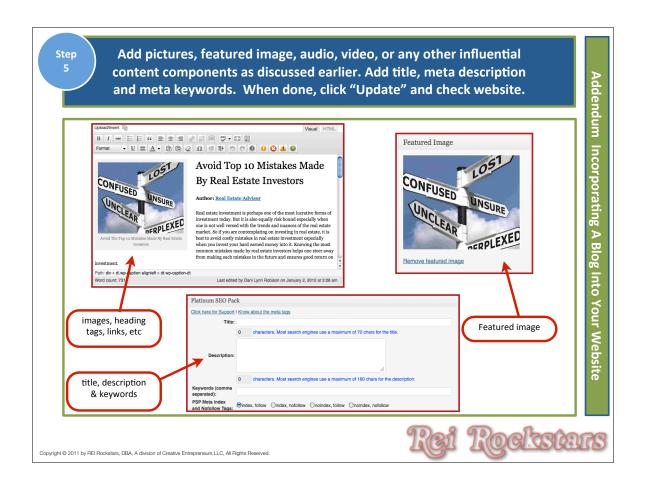
Addendum Incorporating A Blog Into Your Website

Determine where your blog will go. (Default is the home page.) Step Go to "Reading" under the left dashboard "settings tab Addendum Incorporating A Blog Into Your Websi if you want to change the blog's location. ♠ Dashboard Reading Settings Posts Front page displays Your latest posts Media Links OA static page (select below) Pages Front page: - Select -Comments Posts page: - Select -Appearance Blog pages show at most posts ∅ Plugins & Users Syndication feeds show the most **∏** Tools For each article in a feed, show O Full text **Ⅲ** Settings Summary Writing UTF-8 Encoding for pages and feeds The character encoding of your site are some other encodings) Discussion Media Copyright © 2011 by REI Rockstars, DBA, A division of Creative Entrepreneurs LLC, All Rights Reserved









## Virtual Marketing Blueprint

## **On Page SEO**

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## VMB: On Page SEO Homework

## On Page SEO Homework

Prior to the start of the next session, you should complete the following tasks:

- 1) Organize & Post Your Pre-Written Content For All Keywords.
- 2) Write Your "About" Page & Then Post It.
- 3) Insert "Contact" Form on Appropriate Page
- **4)** Add Influential Content Components (images, audio, video, heading tags, bold/italicize, etc)
- 5) Upload Platinum SEO Pack Plugin
- **6)** Add Title Tags, Meta Description, Meta Keywords & Correct Permalinks To All Pages & Posts.
- 7) Determine & Implement Your Internal Linking Strategy
- 8) Incorporate Your Blog & Develop A Posting Strategy



# Thank You!



We look forward to seeing you on the next Virtual Marketing Blueprint Session! Dani Lynn, Flip, Tucker and Sasha

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## Virtual Marketing Blueprint



