### Virtual Marketing Blueprint

#### **Website Customization**

### **Objectives:**

- 1) Customizing Wordpress Settings
- 2) Customizing Header & Theme Options
- 3) The Do's & Don'ts of Your Website Menu
- 4) Installing Smart Plugins & Widgets
- 5) Designing a Strategic Side Navigation Bar
- 6) Addendum: Creating Your Favicon



### Introduction to Website Menu's

#### Website Menu's

What Is It?



Why Is It Important?

It Walks Prospects Through The Sales Process

Info Seeker --> Researcher --> Buyer



#### Choose Menu Item #1 Which Should Address Your Info Seekers: This Should Be A Question That's Frequently Asked About This Product Or Service.





Choose Menu Item #2 Which Should Address Info Seekers or Researchers: This Should Be A Question That's Frequently Asked About This Product Or Service or A Question That Is Important That People SHOULD Be Asking.





Choose Menu Item #3 Which Should Address Your Researchers: This Should Be A Question That's Frequently Asked About This Product Or Service or A Question That Is Important That People SHOULD Be Asking.





### Choose Menu Item #4 Which Should Address Your Researchers or Testimonials.





### Choose Menu Item #5 Which Can Address Researchers, Testimonials or How To Buy Your Product or Use Your Service.





### Choose Menu Item #6 Which Can Address How To Buy Your Product or Use Your Service or Your About Page.





## Choose Menu Item #7 Which Should Address Your About Page or Your Contact Page.





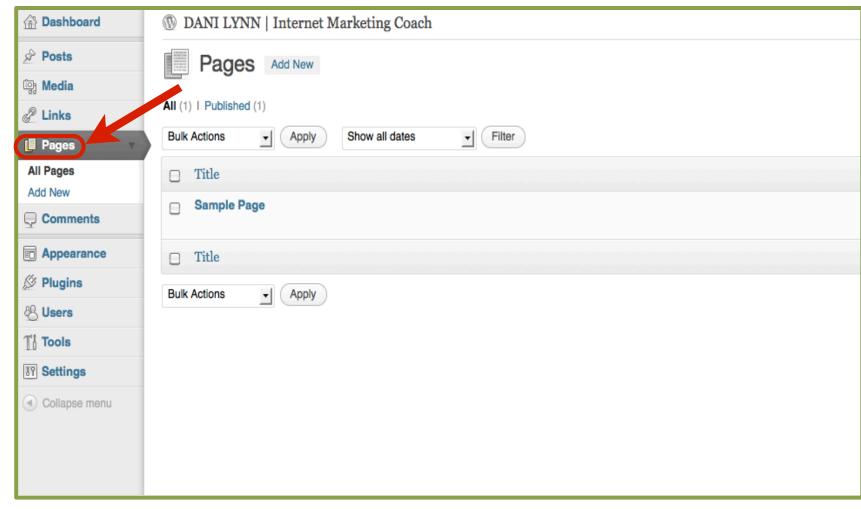
#### Review Your Menu & Check For These "Do's" & "Don'ts":

#### Website Menu Do's & Don'ts

- DO Have: One Menu Line Only
- DON'T Have More Than One Menu Line
- DO Address One Niche Only
- DON'T Address More Than One Niche (For Example: Buyers & Sellers Is Two Separate Niche's)
- DO Make Your Menu Clean With Large Font & Proper Spacing
- DON'T Make Your Menu Cluttered, Too Small or Too Close Together
- DO Walk Your Prospect Through The Sales Process Left To Right
- DON'T Mix Up The Sales Order (Info Seeker -> Researcher -> Buyer)



## Begin Creating Your Menu Items As Pages by Clicking on "Pages" Under The Left Dashboard Menu.



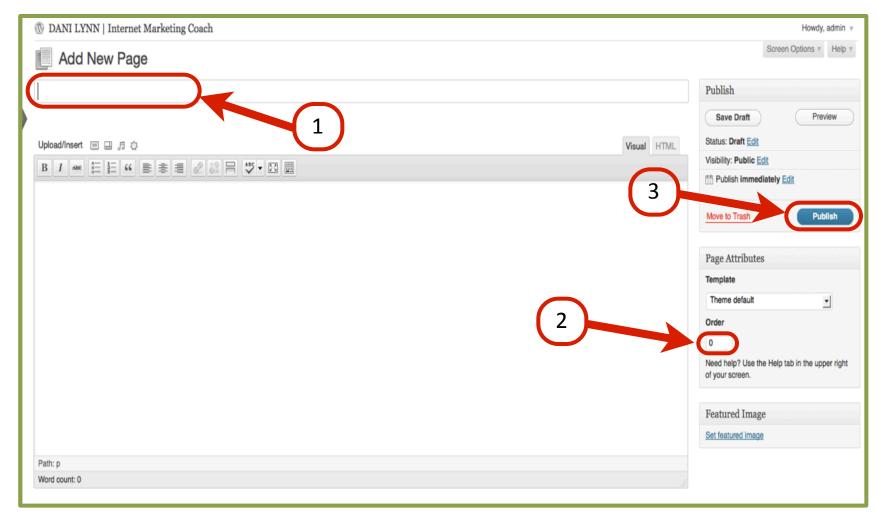


# Roll Your Mouse Over The "Sample Page" Until You See A Menu Pop Up Underneath It. Click "Trash". Then Click "Add New".





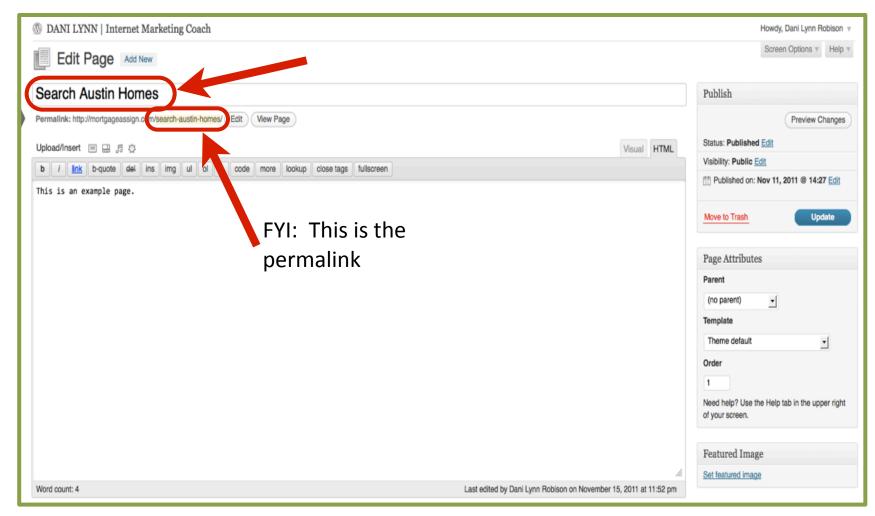
# Type In Your First Menu Item In The Box Under "Add New Page". Then Type The Number 1 In the Order Box And Click "Publish". Refresh Your Main Website Browser To See Your New Menu Item.





Sample of Step 11

### Here Is An Example Of What A Buyer Website Might Have As Menu Item #1:





- A) Click On "Add New" At The Top Of The Page You Just Published & Repeat This Process Again:
  - B) Type In Your Next Menu Item In The Box Under "Add New Page".
  - C) Then Type The Next Corresponding Number (2) In the Order Box And Click "Publish".
    - D) Refresh Your Main Website Browser To See Your New Menu Item.
      - E) Repeat This Process Until All Menu Items Are Completed.





### Virtual Marketing Blueprint

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

- 1) Customizing Wordpress Settings
- 2) Customizing Header & Theme Options
- 3) The Do's & Don'ts of Your Website Menu
- 4) Installing Smart Plugins & Widgets
- 5) Designing a Strategic Side Navigation Bar
- 6) Addendum: Creating Your Favicon

