# Keywords for SEO

Cecily Whiteside April 18, 2024

https://soracreative.com/resources/

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#### Overview on keywords for SEO

Google uses an algorithm to determine rankings

Focused, long-tail keywords can get you featured in the SERPs

Content with keywords helps Google understand your business and your website

High quality information is what matters most to determine your website page's intent

You want to be on page 1 of the SERP

Infinite scroll has changed things up over the past year or so, but still...

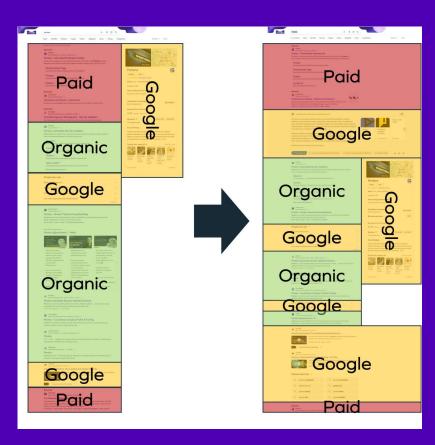
You can't hit all the keywords on your wish list

**Budget constraints** 

Time constraints

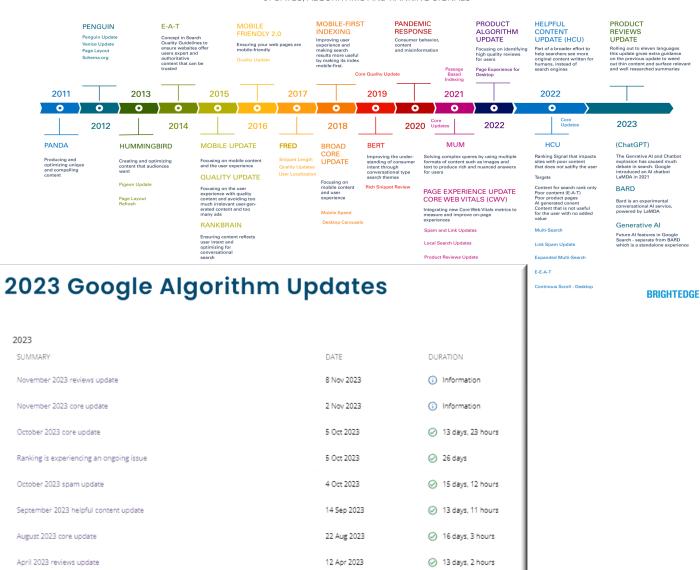
So...

You need to be strategic about which ones you go after with your time and budget



#### GOOGLE'S FOCUS ON THE USER (HUMAN) EXPERIENCE

UPDATES, ALGORITHMS AND RANKING SIGNALS



15 Mar 2023

21 Feb 2023

List of Google algorithm updates that have occurred so far in 2023.

13 days, 7 hours

14 days

March 2023 core update

February 2023 product reviews update

1

#### What are keywords?

- Any term used in search engine search bar
- Can be a single word or longer phrase
- Not your company values or guiding principles
- Keywords have hard, crisp edges
  - What you sell
  - What services you provide
  - What info you provide that will help their users find the best answer to a query









Q best keyword research tool

Intentional

Specific

Focused

Important





### Why use keywords on your website?



What is your purpose in using keywords and engaging in SEO? It's not to bring in views and visitors. It's to sell products.

What keywords do is help bring the right people to your site — those who are most likely to buy your products or engage your services.

- Bring visitors to site who are looking for your products services or information
- You look more trustworthy if you show up for searches in organic search (even if you are also buying ads)
- You will attract the right audience for your services/products
- When you get found online for keywords, visitors are more likely to convert, i.e. to buy
- Helps visitors on their buyer journey: awareness; consideration; decision; purchase
- You get additional content ideas as you research keywords which continues the cycle

### Keyword intent

Specific brand or site
Commercial
Researching a purchase
Transactional
Ready to buy/book
Informational
Learning something

- Veridian Mortgage San Jose
- Pono Wellness Spa Morgan Hill

- Why should I buy local honey?
- Best gaming chair for tall person
- Women's outdoor adventure tours

- Massage near me
- Loveseats for sale

- What causes spider veins?
- How do I know if my child needs tutoring?
- How to add icons to a PowerPoint deck

Keyword	Intent	Volume =	KD %
☐ ⊕ massage therapist near me >>	T	49,500	56 🔵
massage therapist >>	С	40,500	68 •
massage therapists >>	C	22,200	74 🔵
massage therapists near me >>	T	22,200	64 🛑
male massage therapist near me >>	T	12,100	34 🔵
		8,100	63 •
	C	6,600	44 🛑
male massage therapist >>	I C	5,400	20 •
how to become a massage therapist >>		4,400	30 🔵
licensed massage therapist >>	С	4,400	53 🛑
mobile massage therapist near me >>	T	4,400	36 🛑
private massage therapist near me >>	T	4,400	44 🛑

### Business keywords vs blog keywords

#### Business = Commercial/transactional

- Apply to overall business
- Use on most/all pages
- Help Google understand what you do
- Clear selling points

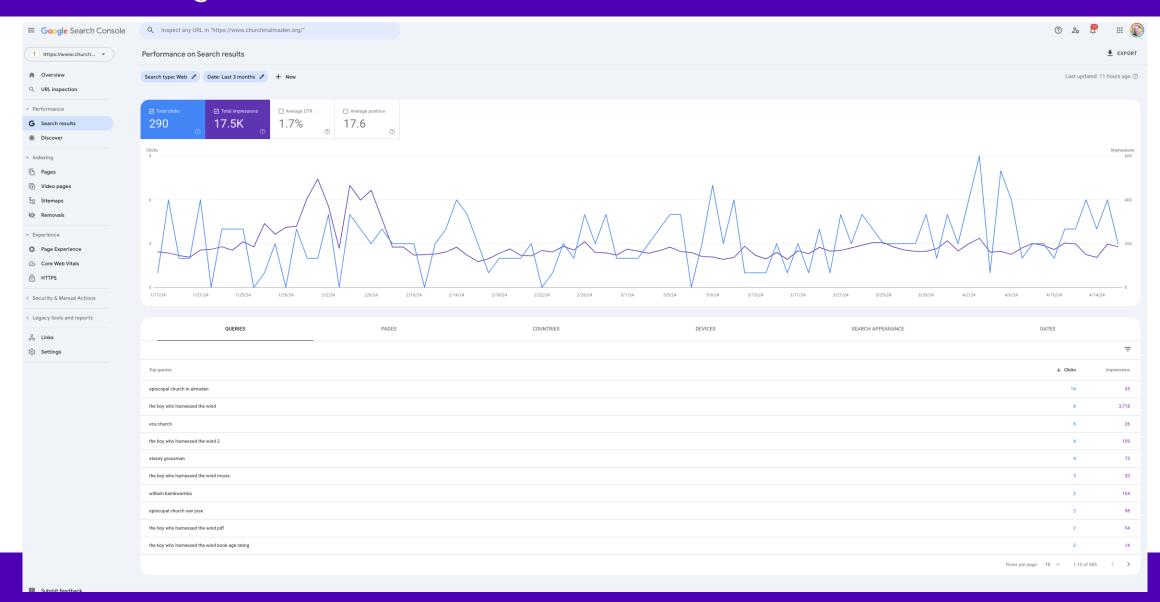
Business keyword examples
Immune boosting supplements
SEO professional San Jose
SSD storage manufacturer
Family portrait photographer Morgan Hill
Handcrafted baked goods
Organic local raw honey

#### Blog = informational

- Topics related to your business
- Wider range
- Generally informational
- Jobs to be done topics
- Limited direct selling

When is the best time to clean gutters
Best ebikes for commuting
What do I wear to a headshot photo shoot
Should I file taxes myself or hire a firm
Why buy organic local honey

# What do you rank for now? Google Search Console Performance>Queries



### Where to use business keywords

#### **Every page** in header or footer in a tag line

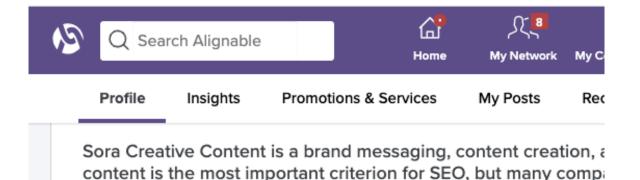
Instead of Joe's Happy Haircuts, we make you look good

Try Joe's Happy Haircuts, Santa Clara's friendly family barber

Sprinkled throughout content on pages where it makes sense

#### On landing pages

Do not over do it - no keyword stuffing



Use on linked accounts

- Google My Business
- Yelp profile
- Alignable
- LinkedIn
- Facebook
- Instagram
- Pinterest

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less important areas.

### Where to use product keywords

#### Use on PDP or service pages Generally brand specific

- Transactional
- Commercial
- Differentiate your products from each other













#### What is blog content?







USAGE AND TAKE FREQUENT BREAKS

20 seconds and look at least 20 feet away. This



**HOW TO** 

**PREVENT** 

"TEXT NECK" A CHIROPRACTIC GUIDE TO HEALTHY LIVING

- The longer you hold your phone in the same place on your neck



TEXT NECK

down in the sec



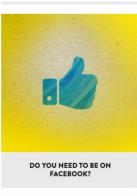
If possible, schedule brief periods throughout the day to use your device. Try setting an alarm or 5 minute timer to respond to messages and then put your device away

Source: "Text Neck." Physiopedia, 23 Aug 2019, 13:08 UTC, 2 Nov 2020, 19:29 https://www.physio-pedia.com/index.php?title=Text\_NeckSoldid=220188



- 2. Video vlog
- 3. Audio podcast
- 4. Lists & guides
- 5. Infographics
- 6. Reviews
- 7. Opinion pieces
- 8. Case studies & white papers











# Keyword types: shoot for long-tail

Head/seed keywords
1-2 words
Very hard to rank for

Body keywords

2-3 words

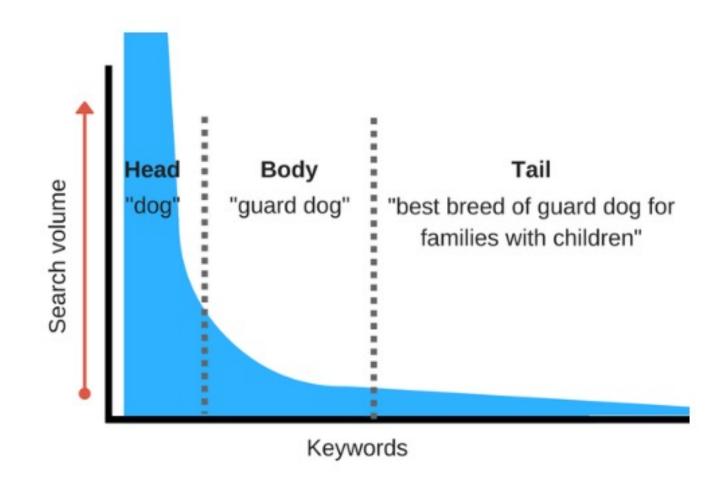
Hard to rank for

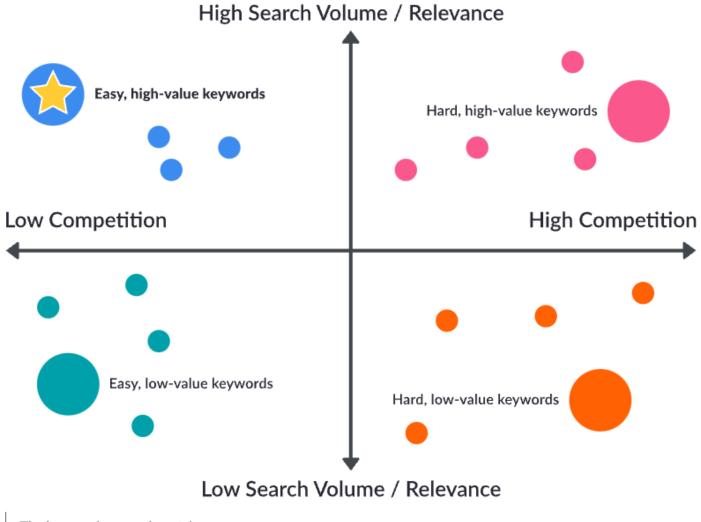
Long-tail keywords

Longer than 3 words

Easier to rank for

Ideal for local search





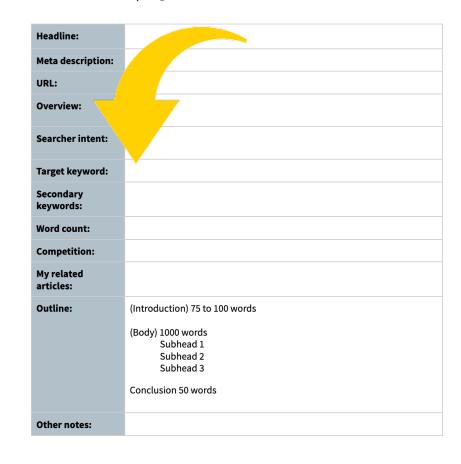
### Primary keyword for your blog article

#### Target keyword

- Start with the general idea of what you want to write about
- Put it into Google search bar
- Take a look at what comes up
  - This is what your will be competing against to rank
  - Who is in this space?
  - Will you be able to compete with them? Intel, Amazon, anything.gov, industry powerhouses, etc – probably not
- Is this in the same arena you had in mind?
- Would a variation make better sense?
  - Hone in on a final phrase that works for your strategy
- Choose your final topical keyword

### Secondary keywords

#### **Blog Content Creative Brief**



You need a cluster of keywords for the most "helpful content" for both Google and your readers

- Put your primary keyword into your tool
- Find closely related variations
- Make sure Google understands your blog article intent
- Choose 6 to 10 secondary keywords no more
- Keep your keywords tightly focused on one topic

Take any outlier keywords and plan a separate blog around them

Narrow narrow

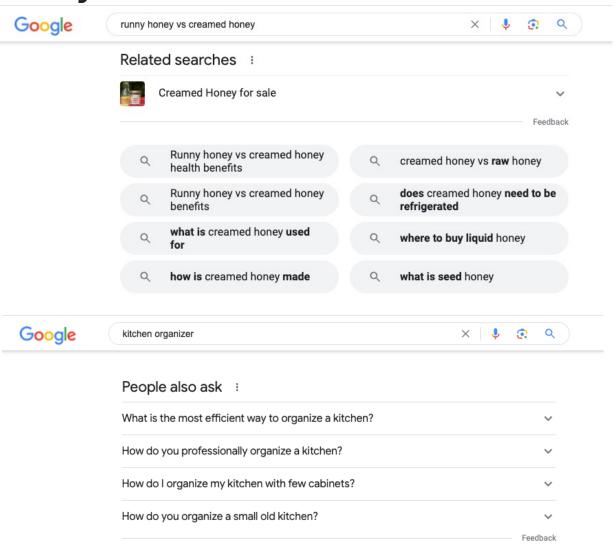
Once you start to stray from the original topic, make it a new blog, create a new content brief, and add it to your ongoing content strategy

#### How to find secondary keywords?

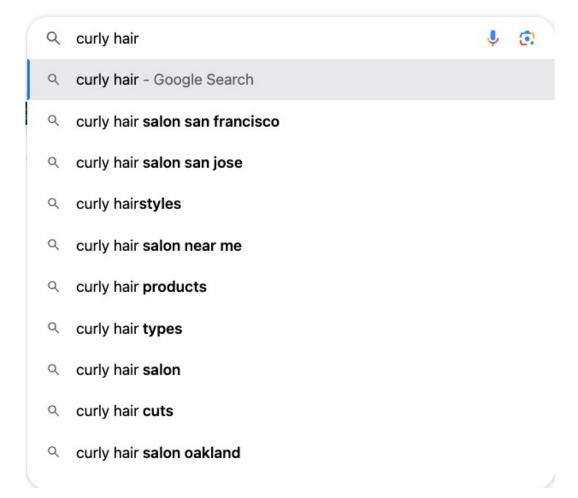
Use targeted keywords on specific topics related to your business for blog content Research and plan out topics for a quarter or a year use a free account to get it all done at once

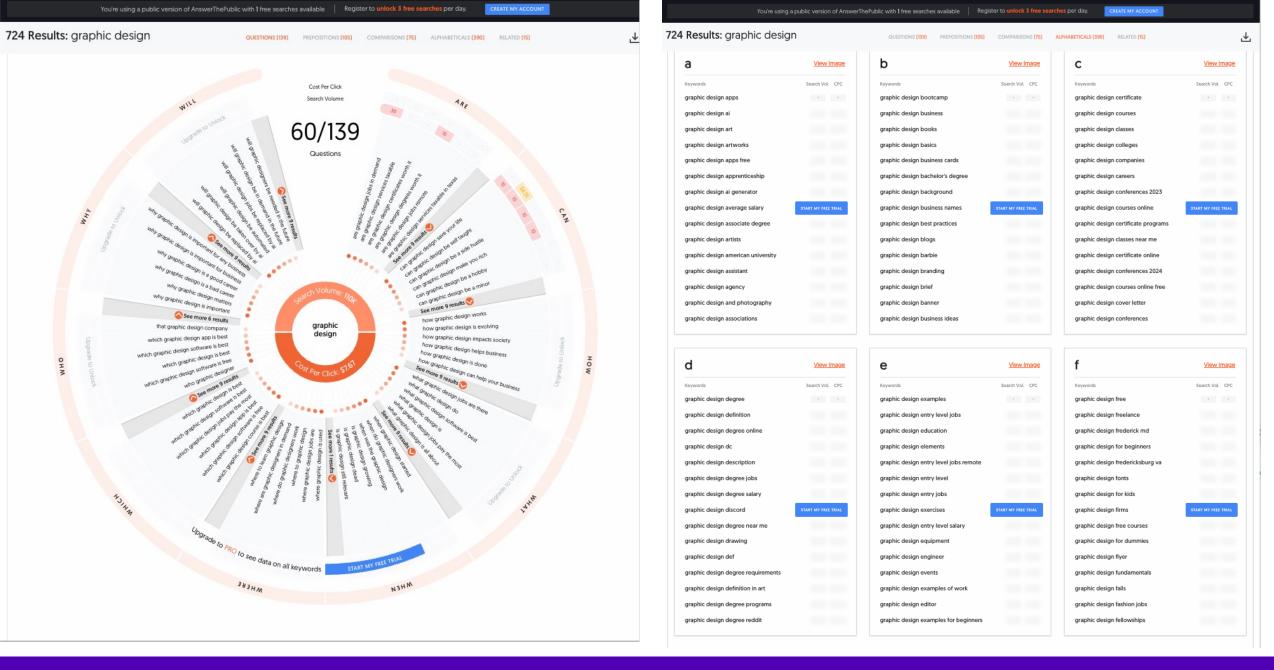
- Semrush (https://www.semrush.com/)
- 2. Ahrefs (https://ahrefs.com/keywords-explorer)
- **3. Keyword.io** (https://www.keyword.io/)
- 4. Answer the public (https://answerthepublic.com/)
- 5. Google Adwords (https://myadcenter.google.com/home)
- 6. Google related searches
- Google Trends (https://trends.google.com/trends/)
- 8. **Ubersuggest** (https://app.neilpatel.com/en/ubersuggest/keyword\_ideas)
- 9. Power thesaurus (<a href="https://www.powerthesaurus.org/">https://www.powerthesaurus.org/</a>)
- 10. Moz (https://moz.com/keyword-research-guide/)

### Keyword research tools

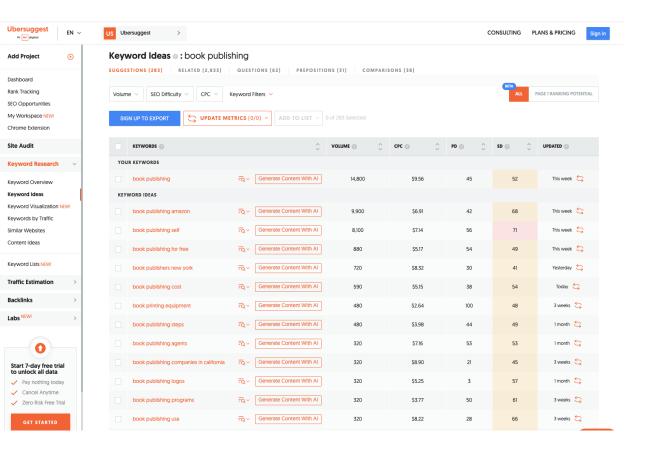


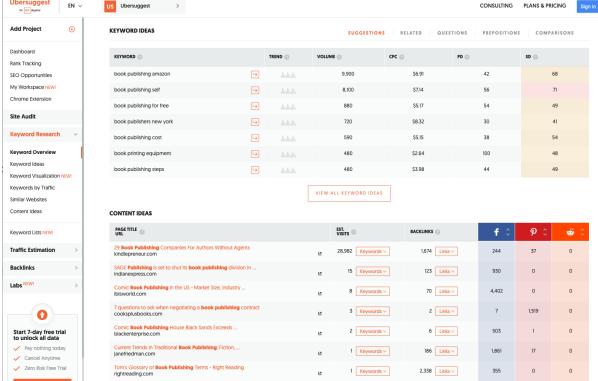




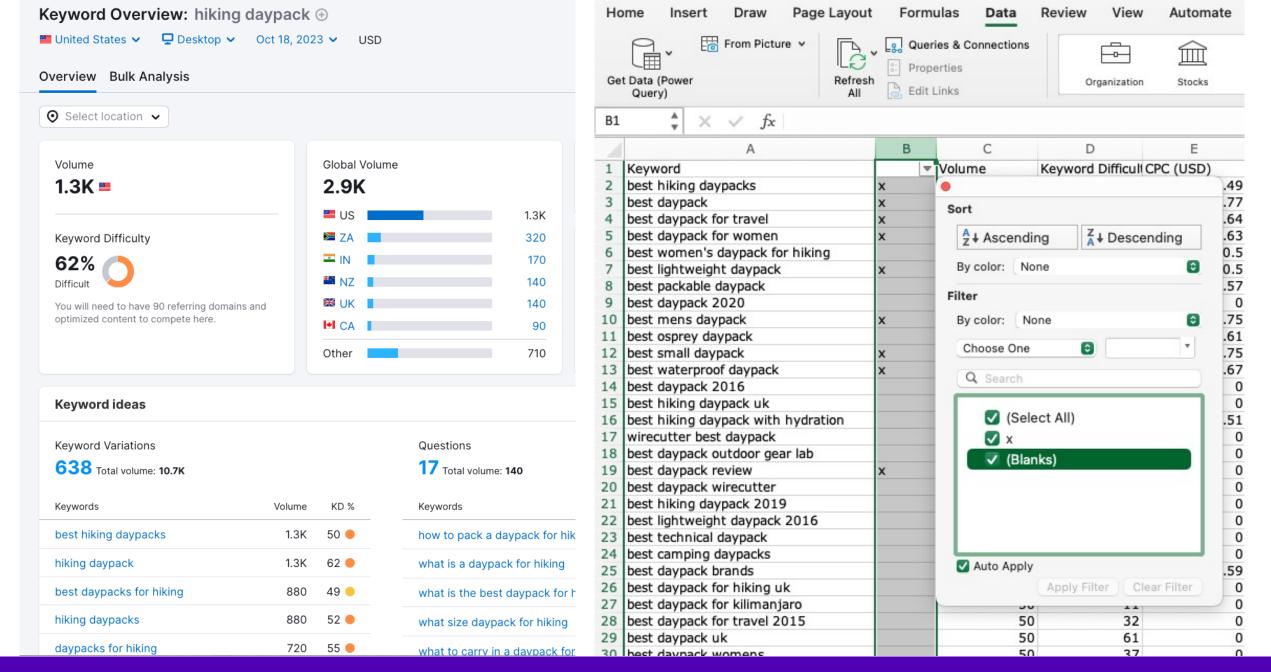


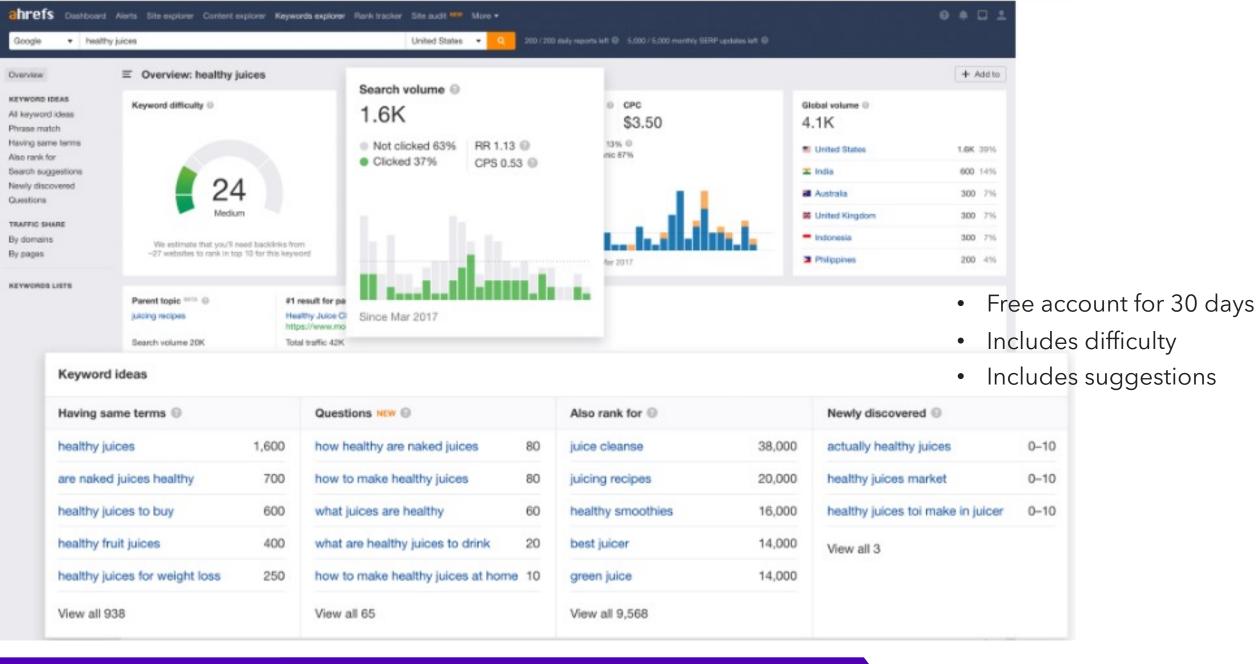
#### Ubersuggest





- Free option available
- Gives you volume & difficulty





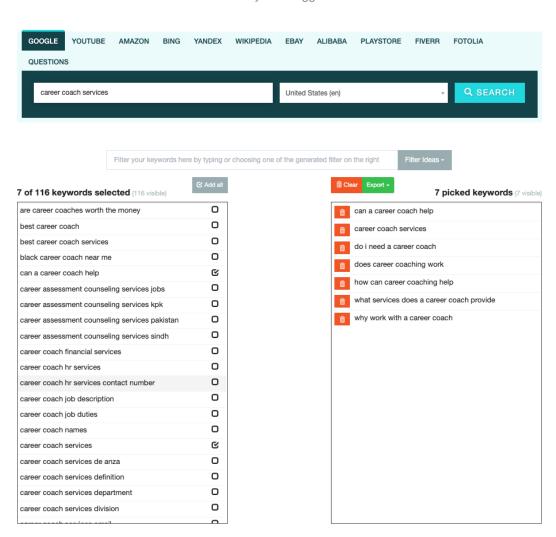


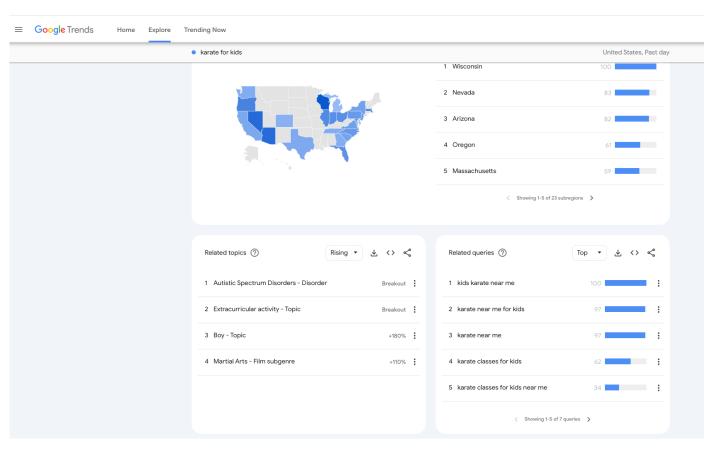


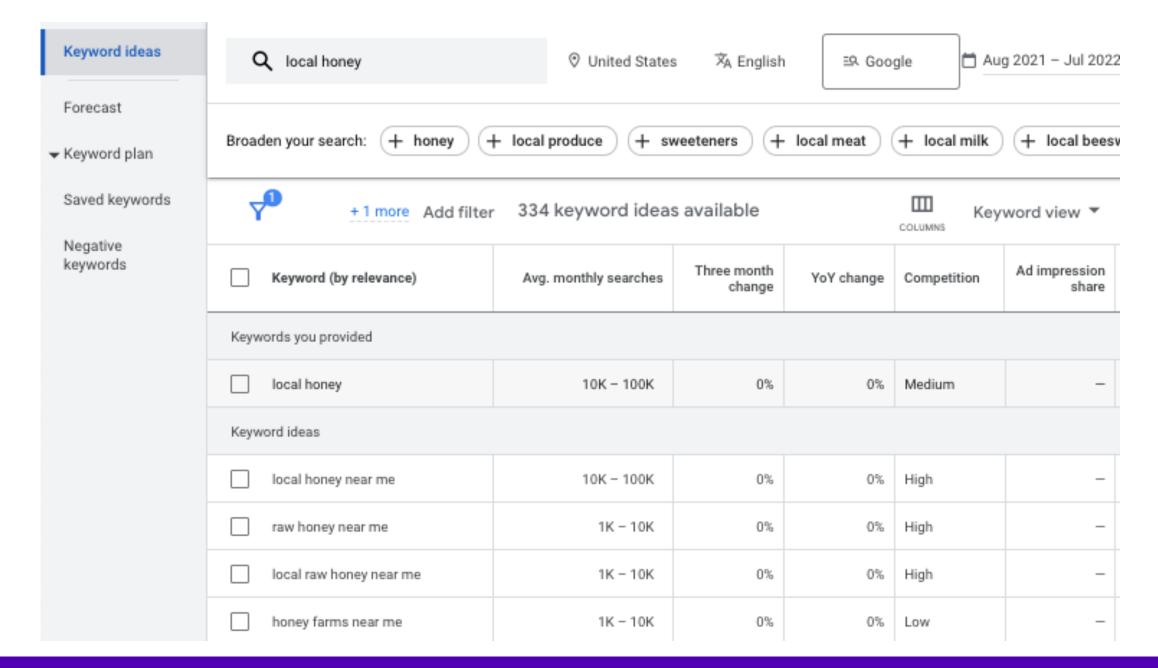


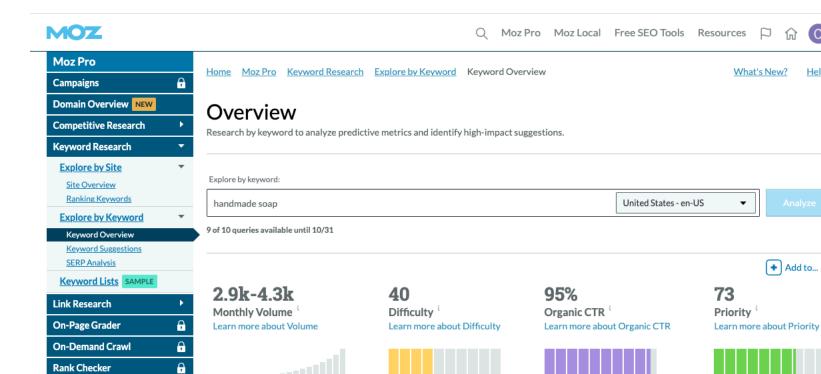
#### Google autocomplete longtail keyword tool

Get hundreds of keyword suggestions for FREE!

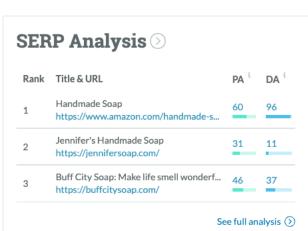












♣ Add to... ▼

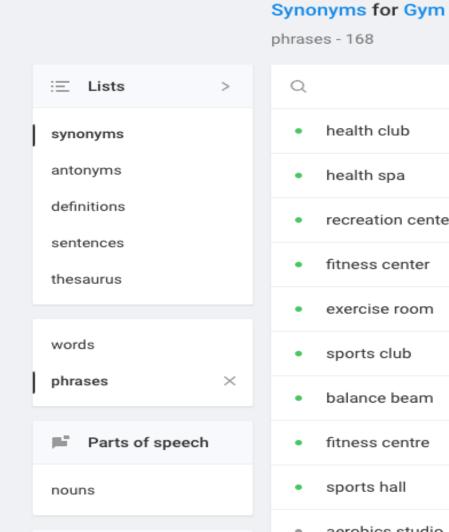
- 10 free searches per month
- Includes difficulty
- Includes suggestions
- Comprehensive keyword learning guide - for free

**Moz Local** 

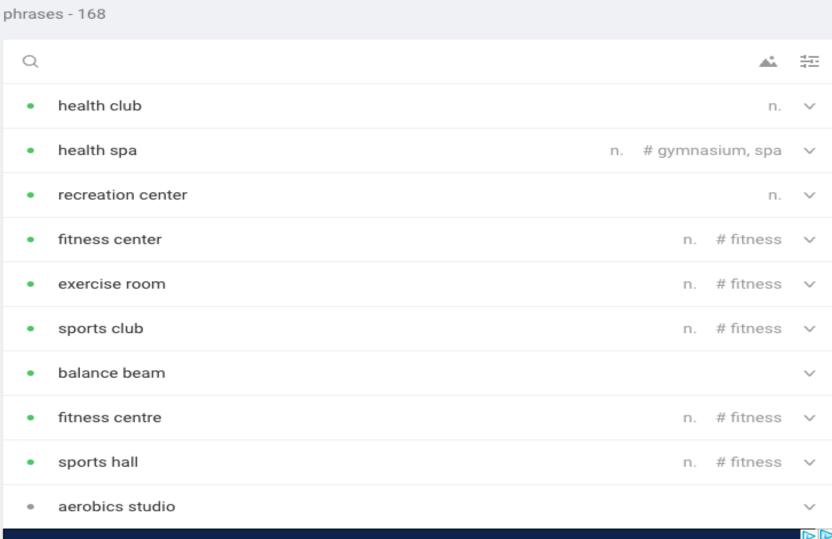
Moz Local Home Check Local Presence

Add New Locations





Tags



11///

#### Where to use blog keywords

- In your blog content
- In your URL for the blog
- In the meta description for the blog (165 characters)
- In the image alt text for hero image and in-text images
- In your social media posts promoting that blog

happycampergear.com > how-to-pick-the-best-camp-c...

#### How to Pick the Best Camp Chair for You - Happy Camper Gear

Nov 30, 2021 — Learn about camping chair types and which features to keep in mind no matter what the uses you have for your camp chairs.



#### **Binoculars Buying Guide - How to Choose** the Best Binoculars for your Outdoor **Adventures**

▲Cecily Whiteside 

■ December 1, 2021

Binoculars shopping can be confusing with so many numbers and specs to understand. And the price differences between one pair and another can be staggering. When asking yourself "what do the numbers on binoculars mean?" the manufacturer's information isn't always clear

We'll take a look at what it all means in this binocular buying guide so you understand binocular numbers, pick the best magnification for binoculars that'll fit your use, and know exactly why you are spending more for benefits that will actually make a difference in your viewing.

Once you understand binocular specs, you can read those binocular reviews and tell the difference between high-end binoculars and cheap ones. That way if you decide to shell out your hard-earned cash, you'll be confident you're getting your money's worth. If you want some great options you can read our article: Best Binoculars for Outdoor Adventures. For the skinny on how to shop for binoculars, read on.



Photo by Pawel Janiak on Unsplash

#### Magnification:

The first number in a binocular description on the packaging is magnification. Generally, the best magnification for binocular is either an 8 or 10 magnification. If the package says 8 x 30, then the

# Where do I put my time and effort today?

Determine your business keywords

Add them to your site(s)

Determine your blog topics

Find related secondary keywords

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# Questions?

