Audit with SEO for your Business

SCORE Silicon Valley

September 19, 2024

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About SCORE



Request Mentoring:

Successful and experienced executives acting as volunteer consultants

Webinars and workshops, most are free

Free personal mentoring via video, phone, e-mail, or in-person

Resources for small business:

score.org siliconvalley.score.org



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Learning outcomes for today:

- 1. Learn what a website audit is and what tools you can use to conduct one
- 2. Find out how to tell if your site is getting scraped and indexed by Google
- 3. Prioritize the missing pieces of your technical & UX SEO findings to make the best choices in using your SEO time and budget



SEO audit from a pro will cost \$650 to \$14,000 per audit depending on size and purpose of your website

Simple audit with a few top pages, plus a handful of product/service pages will run to lower end

Ecommerce audit with hundreds of product pages will run to the higher end

What is a website audit?

Examination of your website to determine:

Google search performance

Positive user journey

Areas of concern

Areas of opportunity

Prioritizing updates and changes

What kinds of website audits are there?

Kinds of website audits:

Competitive website audit

How are you performing compared to your competitors

Actual businesses you compete with for customers

Other website you compete with for search traffic

Lead conversion audit

See where traffic is coming into your site $\ and \ look$ for opportunities to increase this

See how effective your lead gen is

Go to GA4

Engagement>pages and screens

This shows where people are coming in, how deep they are going, and how long they are staying.

Think about what you can offer from the pages they enter on to keep them moving through the site

Budget checklist? Write and link and article about how to best use that budget – priorities for allocating \$\$, etc.

Do you use forms to get info for follow up?

Are you curating an email list for new article notifications?

Is the design and layout of those pages welcoming and easy to access? With clear CTA?

Is it easy to book, buy, or opt-in?

What is a conversion?

On-page user journey audit

This is the one we will spend our time on first today

SEO link audit

Who is linking to your site

URL source, domain, anchor text

Is each link helping or hurting your site value

https://search.google.com/search-console/_"links to your site" under "Search traffic"

If you have spammy link (Viagra, porn, gambling) disavow here.

Do it carefully, though https://search.google.com/search-console/disavow-

links

Social media audit

What are you company accounts & pages?

Are at least 2 people owners/admins

Is it branded like your website (logo, images treatment, etc)

Do you have a following and are you engaging them?

Do you have too many accounts to keep up with

Which are the best ones for your business

Photos: Instagram

Writing: Medium and Facebook

Products: Facebook and Pinterest

Services: Nextdoor and Thumbtack

Technical audit

This will be our second focus today

Page load speed

Broken links

Hidden content

Why do an audit?

Opportunity to align your business goals with your digital goals

Question 1: What is the purpose of my website

Question 2: What is a "conversion" for my business

Question 3: What is my goal (what do I want to "win")

Organic search

Market share

Email list sign ups

Sell products

Subscribers

Book appointments

Website audit goals

Identify issues and opportunities

See what is holding me back from ranking for important searches

Find where I can do better

What to look at:

- 1. User experience
- 2. SEO content
- 3. Technical issues

Things to keep in mind as I start my audit

Find out all the info, but prioritize action steps

- Limit yourself to 3 to 5 important next steps
- Don't spread yourself too thin
- Determine what is harming your search result the most
- Weigh importance vs investment
 - Easy & cheap & fast w/results
 - Results that take resources/time
 - Cheap but not all that effective
 - Expensive and not impactful

Importance

- Impact on search
- Impact on bottom line

Investment

- Your time
- Budget
- Employee time
- Agency resources

2 Yup, but plan High importance

High investment

Nope Low importance High investment

4

Yes! Now!

High importance Low investment

3 Maybe

Low importance Low investment

1. User Journey Audit Look at the big picture

Open an incognito browser window Open your home page

Is it a clean font, easy to read?

No more than 2 fonts on the page

Is it clear what you do/sell in under 3 seconds?

Does your pop up disappear within 30 seconds?

Use a timer

Is your site architecture user (and SEO) friendly?

Are your menus intuitive?

Limited drop downs

Easy to follow

Is the text free of grammar and spelling errors?

Is my NAP (name, address, phone) in the footer?

Is it HTTPS not HTTP?

Repeat for other top pages

Repeat for PDPs and services page templates

SEO-Friendly Site Architecture Home Category Page Category Page Category Page Individual Individual Individual Individual Individual Individua Page Page Page Page Page SEMRUSH



You don't want to just bring visitors to your website, you want visitors who convert and become clients. We can get you started on your way to understanding how Search Engine Optimization can help your business grow.

- · Evaluate where you are now with SEO
- Track who visits your site
- · Identify where you can improve not just website traffic, but client acquisition

Download valuable resources to help you jumpstart your website's SEO. Let's get you going for better SEO and a healthier bottom line.





2. Build trust: Look for issues

Things that decrease trust

Lack of information about your brand, product or services Lack of images & bios of your team Bad UX

Unreadable fonts
Flashing letters and graphics
Scrolling, blinking, spinning text

Slow loading

Spelling errors and grammar mistakes

No customer testimonials or reviews

No SSL certificate

Asking for too much info from visitors

Pop up ads that block on-page content

Add trust with social signals

GMB profile

Images

Reviews

Correct info

Social media tie-ins and engagement

Only pick a couple of social platforms

Stay involved

Respond to customers

3. Run some reports to dive deeper

1. Google search console

https://search.google.com/search-console/
Free

2. Screaming Frog

https://www.screamingfrog.co.uk/seo-spider/

Free to download/use

Can't save crawls without a license

3. Adresults headings

https://adresults.com/tools/heading-tag-checker-check-h1-t-m-h6-tags

Free

4. Deadlink checker

https://www.deadlinkchecker.com/website-dead-link-checker.asp

Free

5. Google Meta Inspector extension

META SEO inspector

6a. Gtmetrix

https://gtmetrix.com/

6b. Page load speed

https://pagespeed.web.dev/

Free

6c. Pingdom

https://tools.pingdom.com/

Free

7. HubSpot audit

https://website.grader.com/

Free

8. SEMrush

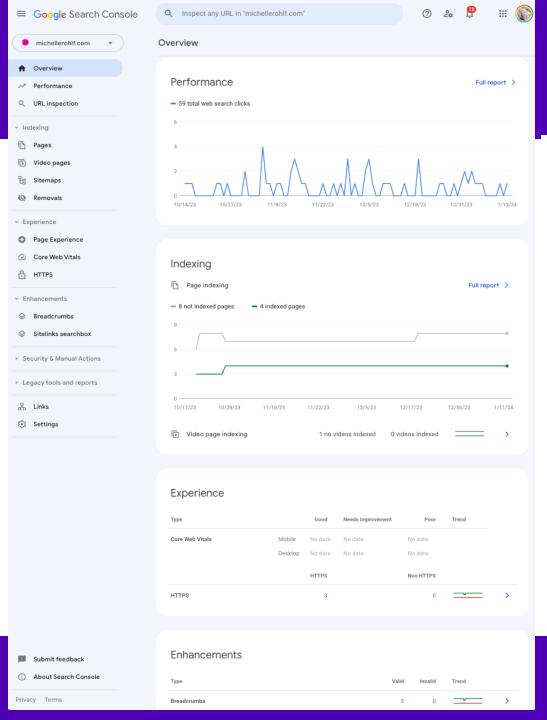
SEMRush's Site Audit Tool

Free, but you need to make an account and give them info Skip trial to create a free audit report

9. Sitechecker

https://sitechecker.pro/

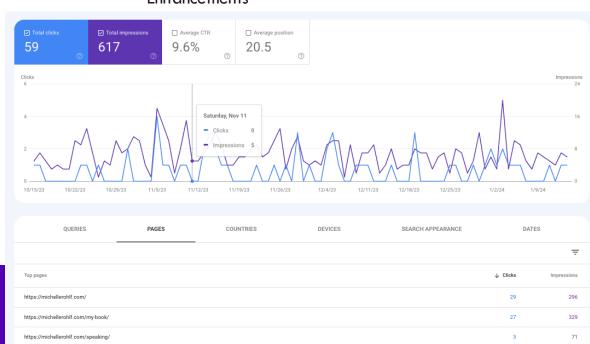
Free



3-1. Google Search Console

Keywords are how Google knows to serve your content to answer a search query typed in by a visitor

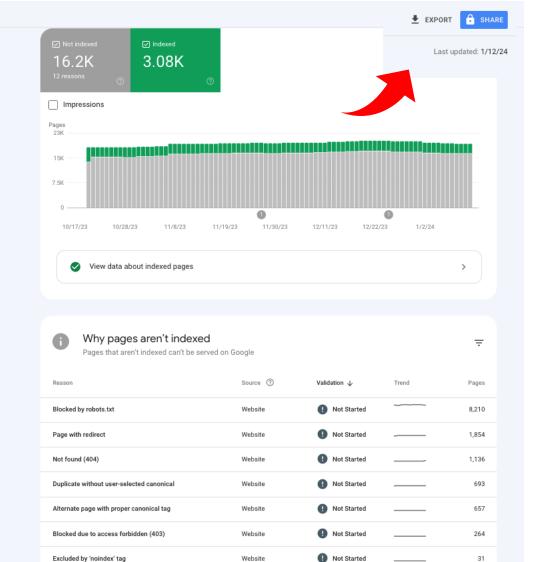




Indexing: Full report

- Why aren't pages indexed
 Blocked by robots behind a paywall or an error?
 404 broken links (run Dead Link Checker)
 Soft 404 (redirect with a 301 or beef up the content)
- Is sitemap successfully submitted
 Find it on yoursite.com/sitemap.xml
 Submit all your sitemaps

Sitemap	Туре	Submitted ↓	Last read	Status	Discovered pages	Discovered videos	
https://photosbykim e.com/post-sitema p.xml	Sitemap	Jan 13, 2024	Jan 11, 2024	Success	467	0	:
https://www.photos bykime.com/sitema p_index.xml	Sitemap index	Dec 3, 2016	Jan 13, 2024	Success	0	0	:
http://www.photosb ykime.com/sitemap _index.xml	Sitemap index	Nov 20, 2016	Jan 12, 2024	Success	7,248	0	:



Website

Website

Website

Not Started

Not Started

Page indexing

Soft 404

Server error (5xx)

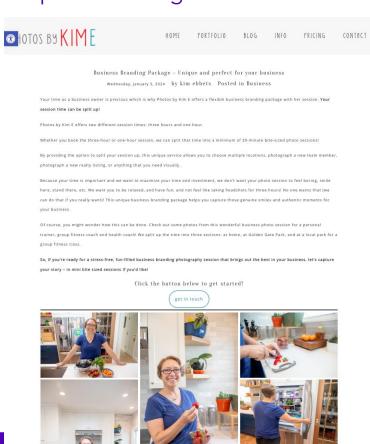
Blocked due to other 4xx issue

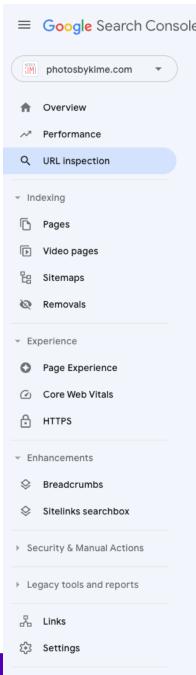
2

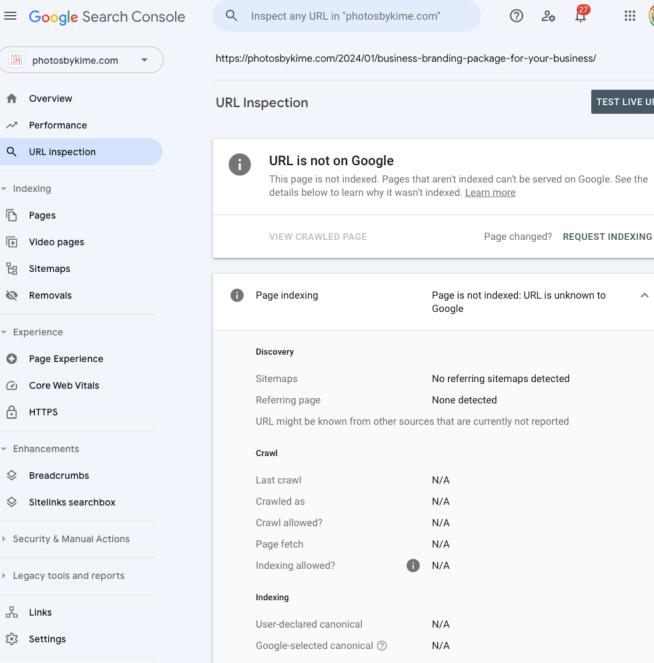
Submit pages to GSC

 After you do any actions to fix issues, tell GSC you did it

"Validate fix" "Request indexing"

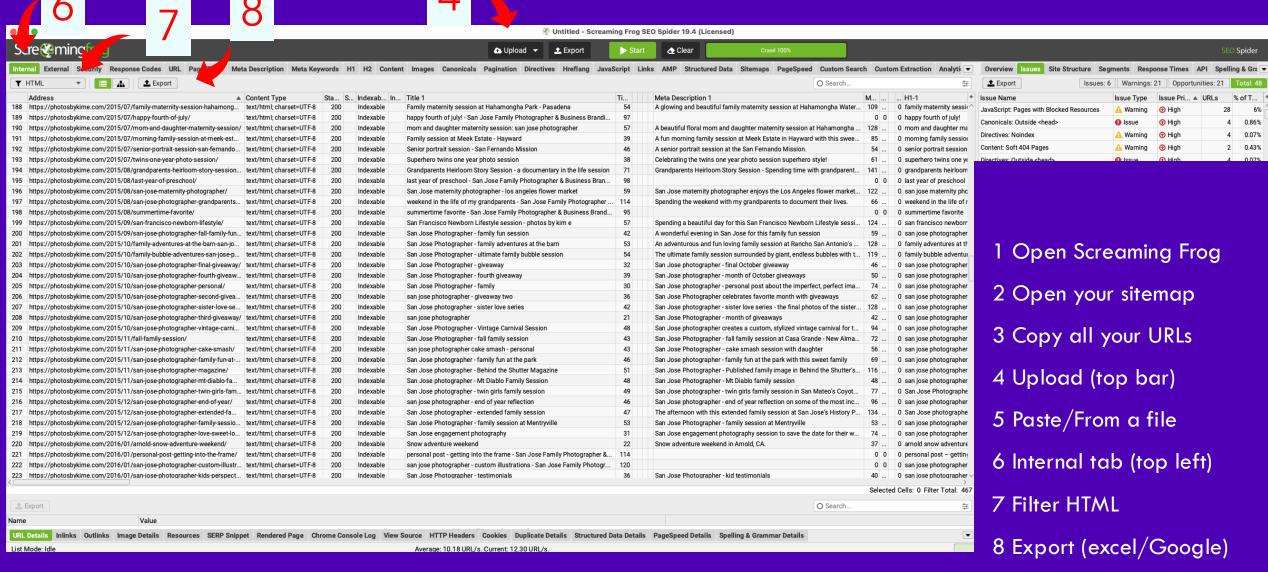






LEARN MORE

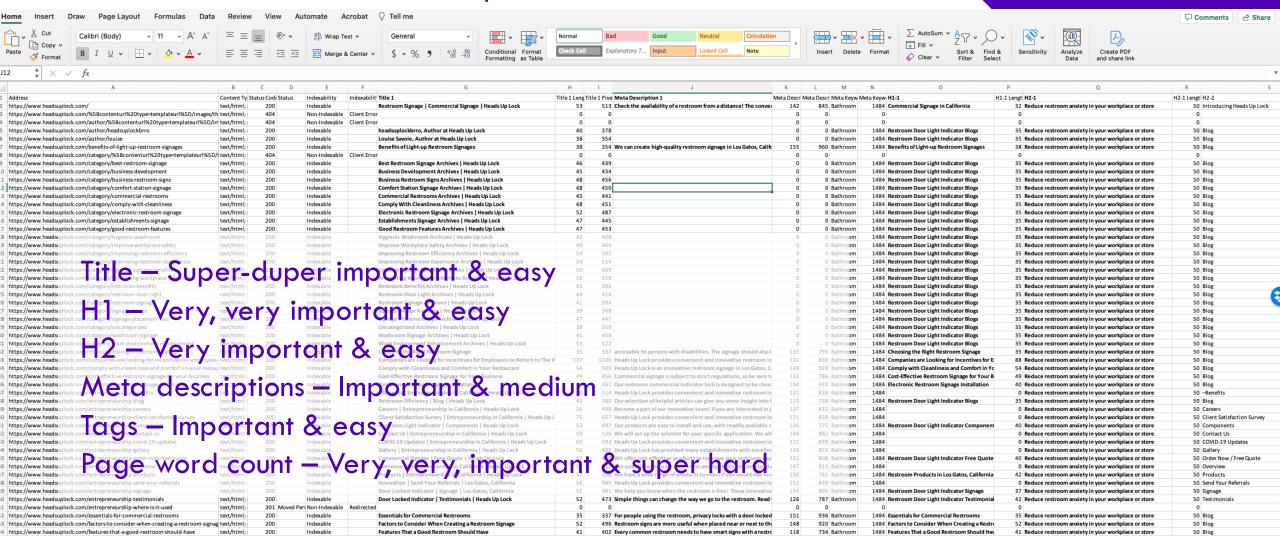
TEST LIVE URL



3-2. Run your Screaming Frog scrape

What Screaming Frog can tell you

You'll have tons of info. What's important?



Word count for each type of page

Home, Contact and Product pages 100 min, target over 350 words

Make it easy to understand

What you do and why you are good at it



Home

Shop All

Wholesale

ents & Locations

Recines

Who We Are

Contac

Q

About page 400 word min, target 600

May be your most important page

Builds trust

People buy from those they trust, and they trust those they know

Be yourself

Be personal and vulnerable

Review it every year – do I still feel this

way?



Blog articles 350 word min, target 800-1500

Again, not part of getting started, but a great way to get noticed in your industry so plan to incorporate it later

We are a family-owned business dedicated to producing high-quality honey products while promoting bee conservation and community support.

Who we are:

Mike & Niki's Honey Company was founded by Mike Ryan and Niki Canotas, two bee enthusiasts who turned their passion into a business. We are based in San Jose, California, and have been producing delicious honey products for over a decade. Our team includes expert beekeepers, candle makers, and honey artisans who are passionate about their craft.

Where We Are:

Our apiaries are located throughout Northern California, including San Jose, Half Moon Bay and Morgan Hill. We also have bees in Hawaii, where we produce unique and delicious Hawaiian honeys. Our products are available online and in various stores and farmers' markets throughout California.

How We Save the Bees and Support Our Community:

We believe that bees are vital to our ecosystem, and we are committed to doing our part to save them. We practice sustainable beekeeping techniques and use natural remedies to prevent pests and diseases in our hives. We also educate the public about the importance of bees and how they can help support their local bee populations.

In addition to promoting bee conservation, we also support our community by giving back. We donate a portion of our profits to local charities and organizations, including those that support education and the environment. We also participate in community events and offer educational programs to teach people about bees and honey production.

At Mike & Niki's Honey Company, we are dedicated to producing high-quality honey products while supporting our community and protecting the bees.

Create engaging page title and meta descriptions

- 1. Your page title is different from your H1
- 2. Make sure you have both
- 3. Each meta description needs to be unique.
- 4. If you have an ecommerce site with multiple similar product make sure each page has a different meta description, ever by a small amount (size, color, usage, etc.)
- 5. Duplicate meta description will confuse Google

Check each page's current ones with

https://www.highervisibility.com/seo/tools/serp-snippetoptimizer/

Title 70 characters

Meta description 156 characters

Use Keywords in each

If it's boring rewrite it

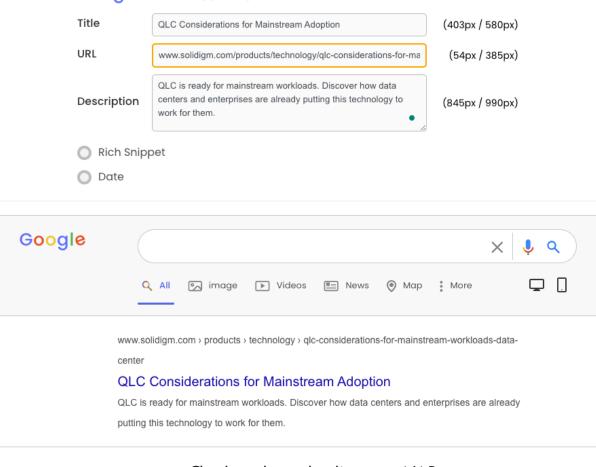
If it's too long shorten it

If it's missing, add it

Check spelling and grammar.

Have someone else review it

Almost impossible to edit your own stuff

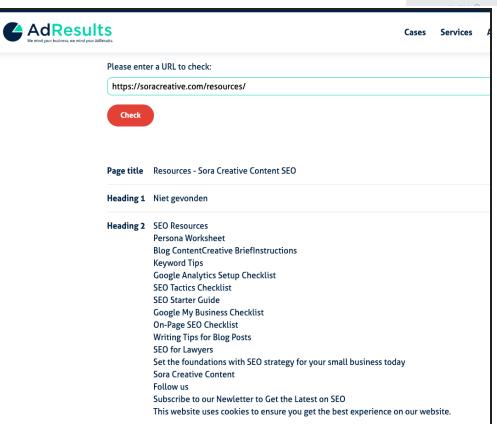


Google SERP Snippet Optimization Tool

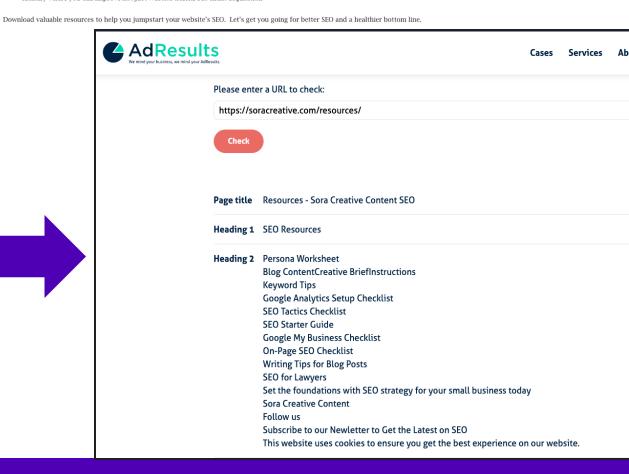
Check and standardize your NAP
Name, address, phone number
Exact same every time
St. vs Street
(215) 527-2810 vs 215-527-2810
95120 vs 95120-8463
Company vs Co.

3-3. Headings: One page at a time









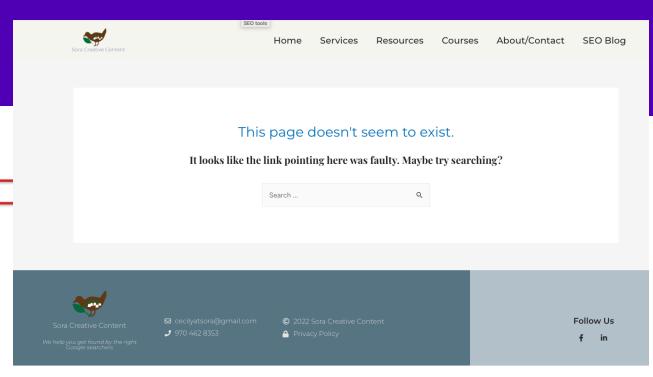
3-4. Dead Link Checker

Site Checker: Free Broken Link Tool

● Check whole website ○ Check single webpage

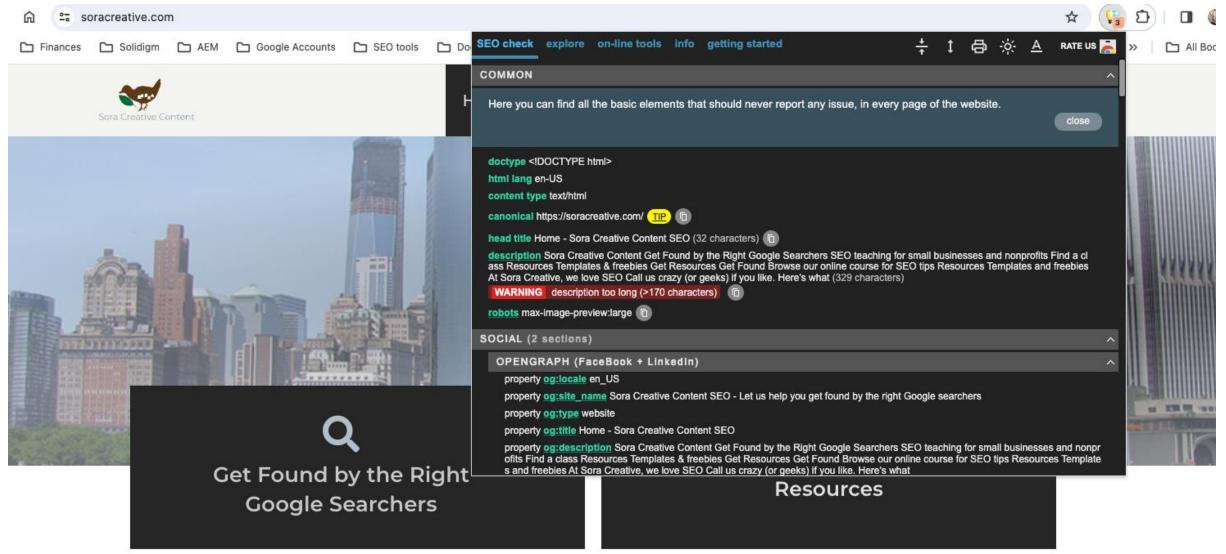
http://www.solidigm.com 100% scanned - 1895/1895 URLs checked, 1882 OK, 13 failed Scan completed with 13 errors. Full report Retry dead links

- Check multiple sites at the same time free login or sign up for a free account.
- Check sites automatically on a regular basis with the Auto-Checker see options.

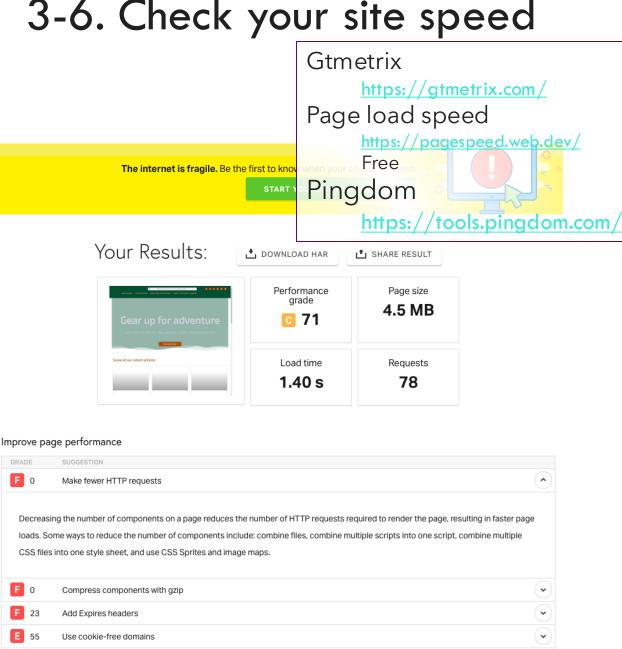


Status	URL	Source link text
999 Non-standard	https://www.linkedin.com/company/solidigmtechnology/	LinkedIn
400 Bad Request	https://www.avnet.com/	Avnet Americas
403 Forbidden	https://www.mouser.com/	Mouser Americas
403 Forbidden	https://www.newegg.com/p/pl?bid=222551&N=50222551+4841&Manufactory=222551	Newegg Americas
403 Forbidden	https://www.newegg.com/solidigm-2tb-p44-pro/p/N82E16820318013?Description=solidigm p44 pro&cm_re=solidigm_p44 pr	Buy Direct on NewEgg >
404 Not Found	https://www.ssia.org/technology/	www.open19.org/technology/ [301 from
404 Not Found	https://www.intel.com/content/dam/www/public/us/en/documents/white-papers/over-provisioning-	https://www.intel.com/content/dam/www
403 Forbidden	https://www.newegg.com/solidigm-2tb-p41-plus/p/N82E16820329022?Item=N82E16820329022&Tpk=20-329-022	Buy Direct on NewEgg >
403 Forbidden	https://www.forbes.com/sites/adelynzhou/2017/06/30/financial-services-industry-banks-artificial-intelligence-slow-adoption/	https://www.forbes.com/sites/adelynzho
403 Forbidden	https://www.coolblue.nl/en/advice/how-much-storage-capacity-do-i-need-ssd.html	coolblue.nl/en/advice/how-much-storage
-1 Timeout	https://www.arrow.com/	Arrow EMEA
403 Forbidden	http://www.hdat2.com/	HDAT2*
404 Not Found	https://www.solidigm.com/en/performance-index.html	<no text=""></no>

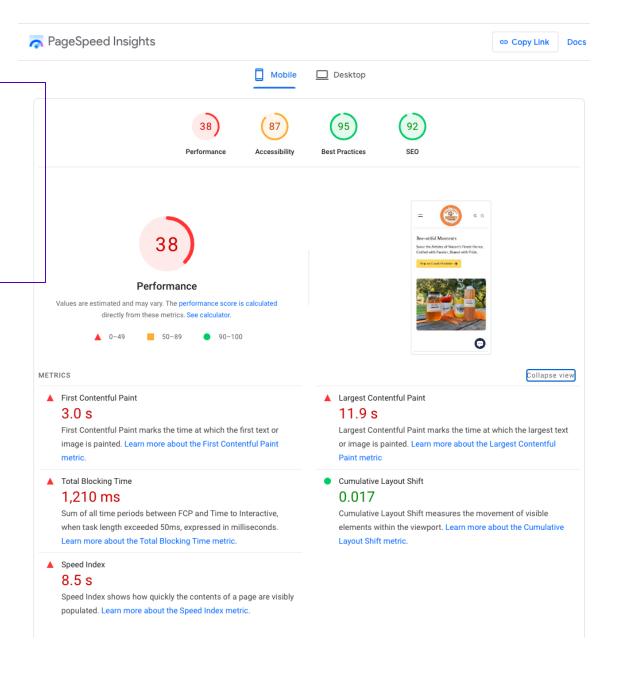
3-5. Install: META SEO Inspector extension



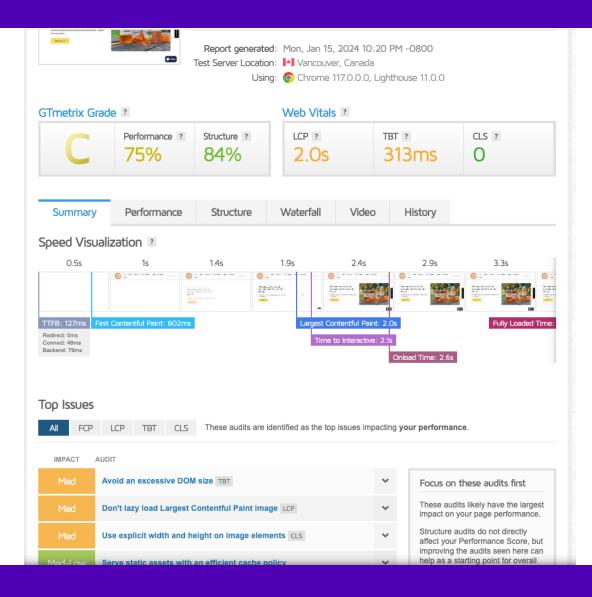
3-6. Check your site speed



Avoid URL redirects



3-6. GTMetrix scan



If you have a web developer:

This is data to hand off to your web developer for them to explore and address

If you maintain your own website:

The "biggest" offenders are generally images
You should be aware of page load speed
Note image size and format



Tabletop Sculpture - David ... ddaysculpture.com



David Day Sculpture ddaysculpture.com

Size matters when it comes to your website images



Resize images before you upload them so they don't slow down your site

Everything always 72 dpi

Choose 70% to 80% when exporting from your editing software

- Panoramic or full width images: 2560 pixels wide
- Header images: 1200 pixels wide
- Background images: 1920 x 1080 pixels (16:9 ratio)
- Other images: under 1000 pixels wide
- Thumbnails 800-900 pixels wide
- Logos: 250 x 100 pixels PNG

Choose the right file type for the image

JPG for images

PNG for charts, graphs, logos

PNG for transparent backgrounds

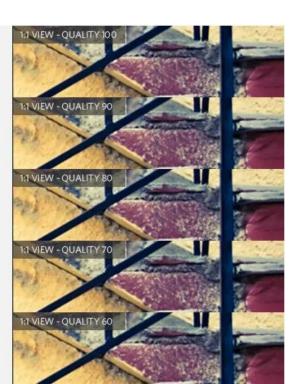
GIF for animations

SVG for logos, illustrations, drawings

ADOBE LIGHTROOM JPG EXPORT AT 1500px



QUALITY	FILE SIZE
100	1,614 KB
90	1,149 KB
80	827 KB
70	641 KB
60	400 KB



Use a compression tool on your website to keep images sizes small so your images load quickly

Wordpress plugins:

ShortPixel (recommended)

lmagify (no longer has one-time credits)

EWWW Image Optimizer

Kraken

Robin Image Optimizer

<u>Optimole</u>

<u>ImageRecycle</u>

<u>Optimizilla</u>

Smush Image Compression and Optimization

Optimus (limited to 100 KB images in the free version)















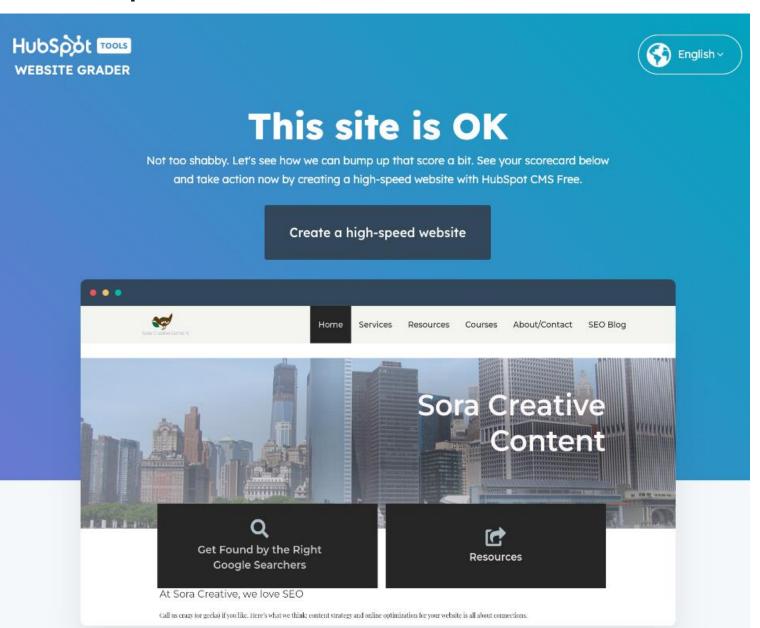






3-7. Run HubSpot Audit







PERFORMANCE 14/30

SEO 30/30

MOBILE 20/30

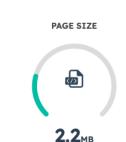
SECURITY 10/10

Is your website slowing you down?

Create and manage beautiful website pages that get traffic and convert leads with HubSpot CMS Free.

Get the Free CMS

No credit card needed



So fast! So light!

The heavier the site page, the slower the load. For optimal performance, try to keep page size below 3MB.



/ 7

Serious room for improvement.

The more HTTP requests your website makes, the slower it becomes. Try reducing the number of files your site loads.

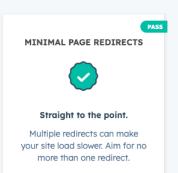


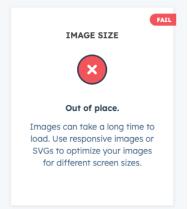
We need to talk.

Best-in-class webpages should become interactive within 5.3 seconds. Any slower and visitors will abandon your site, reducing conversions and sales.



Browser caching speeds up your website by storing frequently used content in local memory.







When your JavaScript is properly compressed, it makes your website run much faster.





14/30 PERFORMANCE 30/30 SEO MOBILE 20/30

SECURITY

10/10

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SEO

Optimizing your website content for search helps you drive organic traffic to your website. You can do this by providing a great experience for people and web crawlers alike.

PASS

Q Improve Your SEO Ranking with a free 15-minute Lesson. 🗹

PASS PERMISSION TO INDEX



Granted.

In order for a page to appear in search results, search engines must have permission to store it in their index. If they can't store it, no other changes matter.

META DESCRIPTION



Look at you go!

Meta descriptions tell people what your page is about in search results.

CONTENT **PLUGINS**

PASS



Clap, clap, clap Good job!

Search engines can't always understand content that relies on browser plugins, such as Flash.

PASS

DESCRIPTIVE LINK TEXT



Your links make sense.

Descriptive link text helps visitors know what they'll see if they click the link, "Click here" doesn't cut it.



30/30 SEO MOBILE 20/30 10/10 **SECURITY**

PERFORMANCE

14/30

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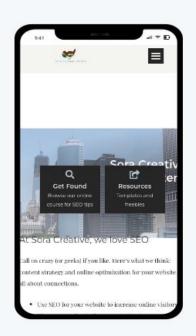
Mobile

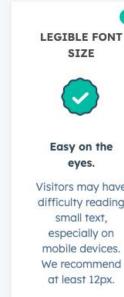
Traffic from mobile devices is growing fast. Optimize your website for mobile or you'll miss out on valuable traffic, leads, and revenue.

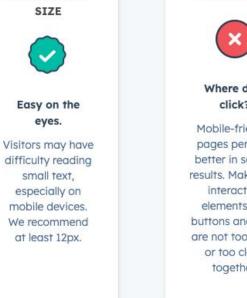


PASS





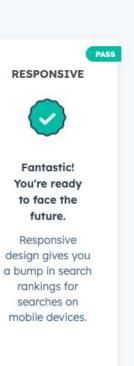




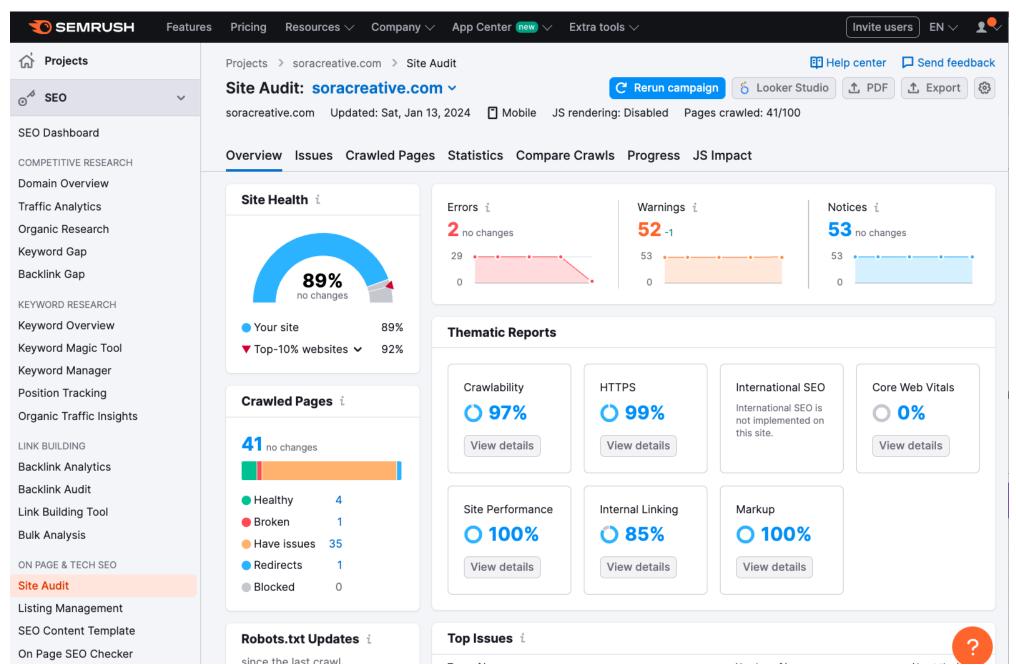


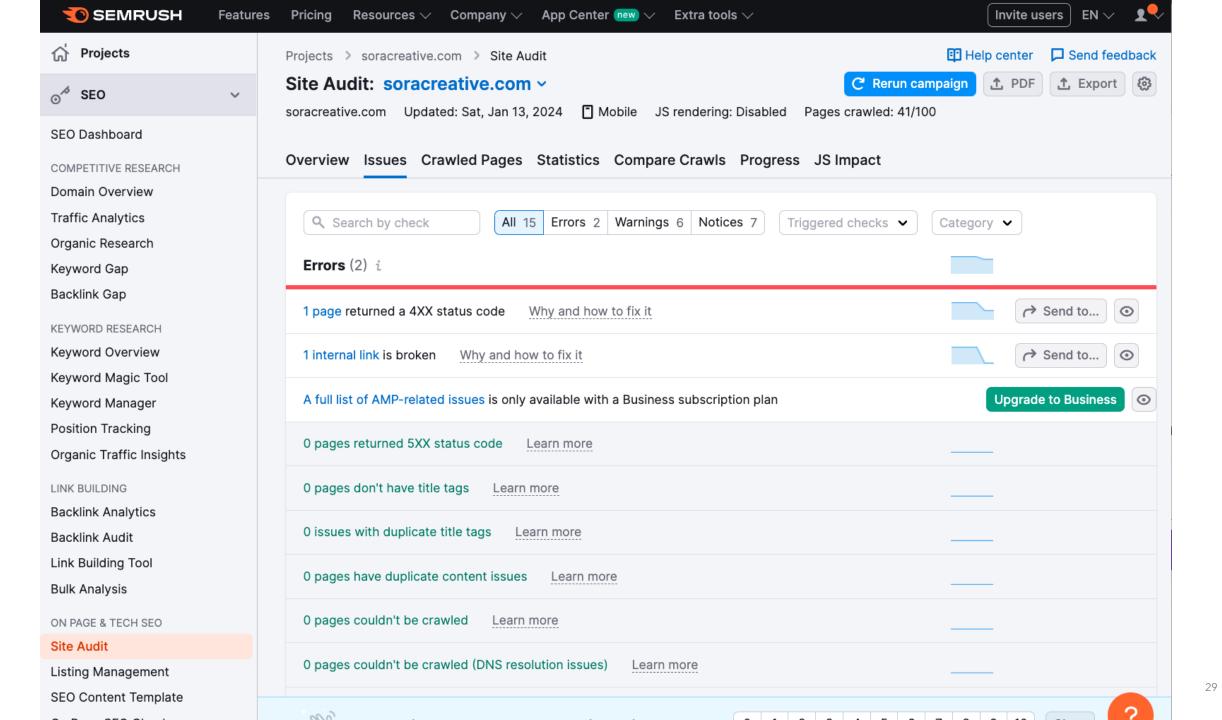
TAP TARGETS

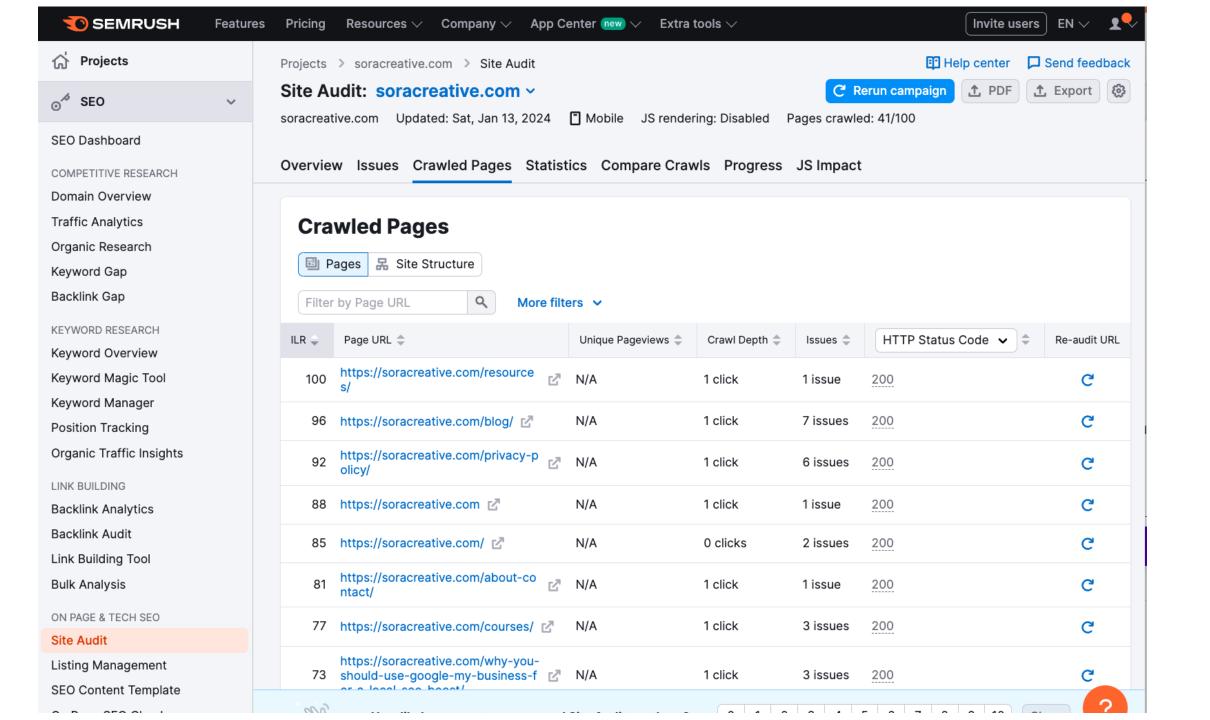
FAIL

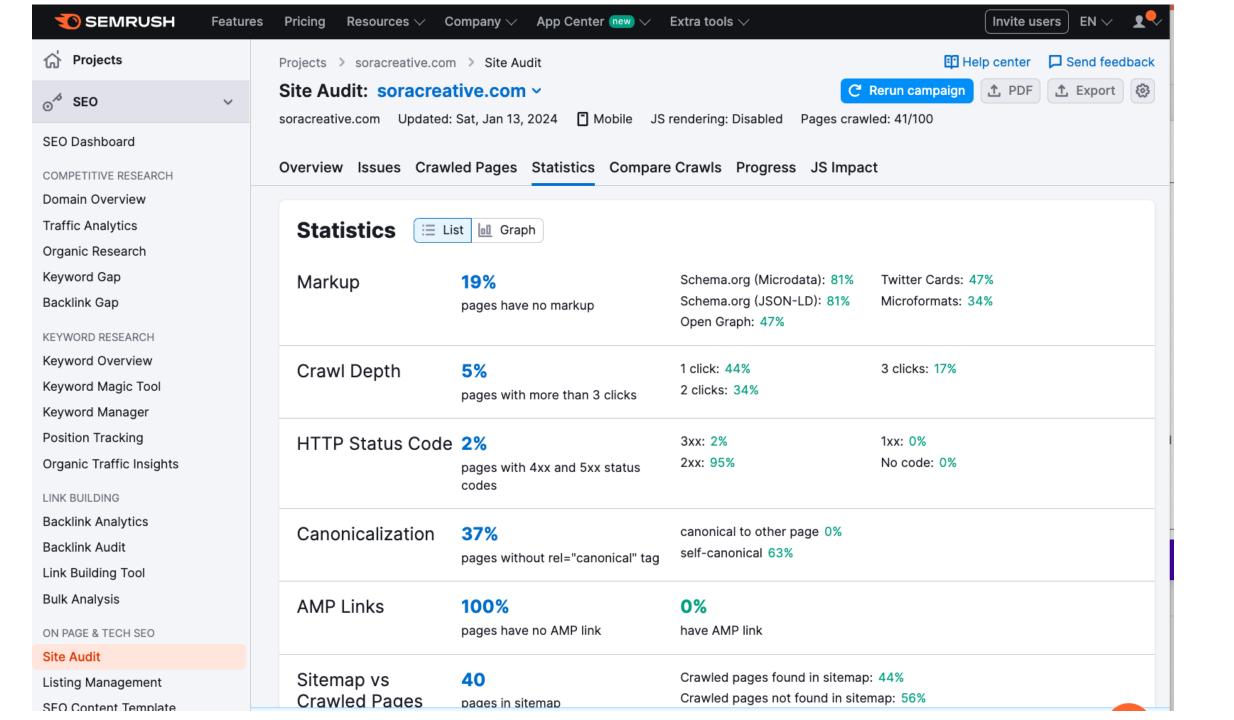


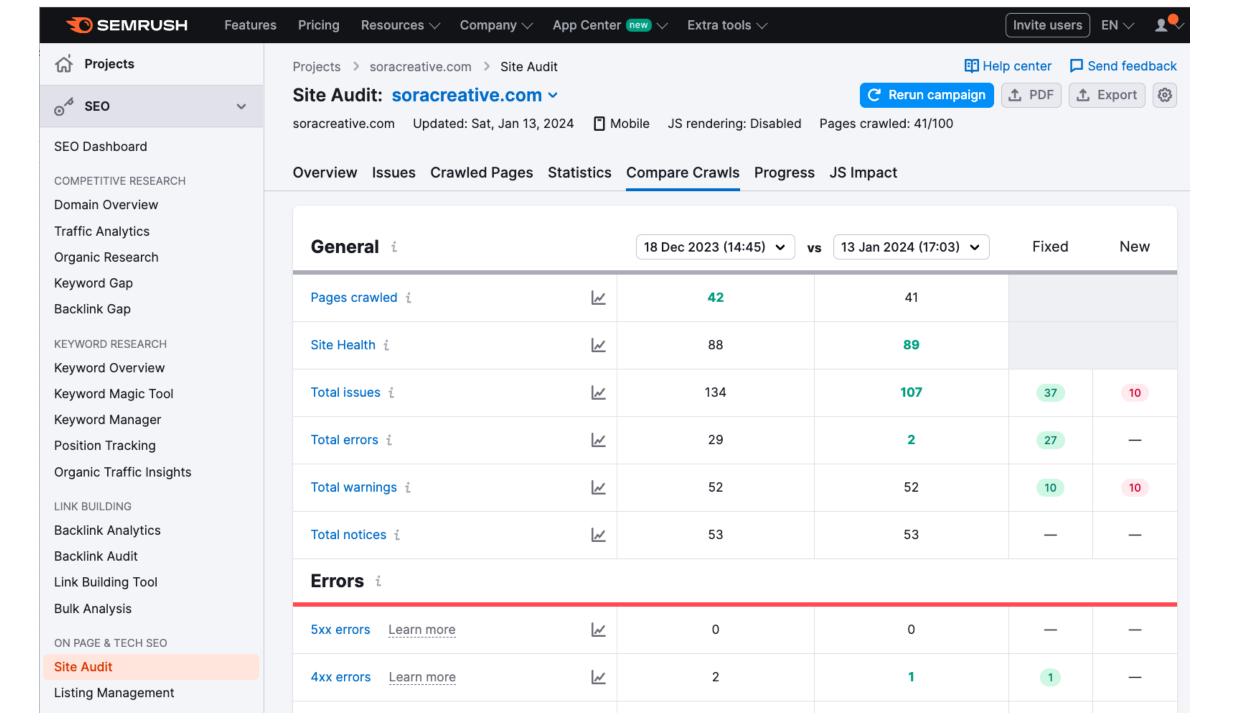
3-8. Run SEMRush Audit

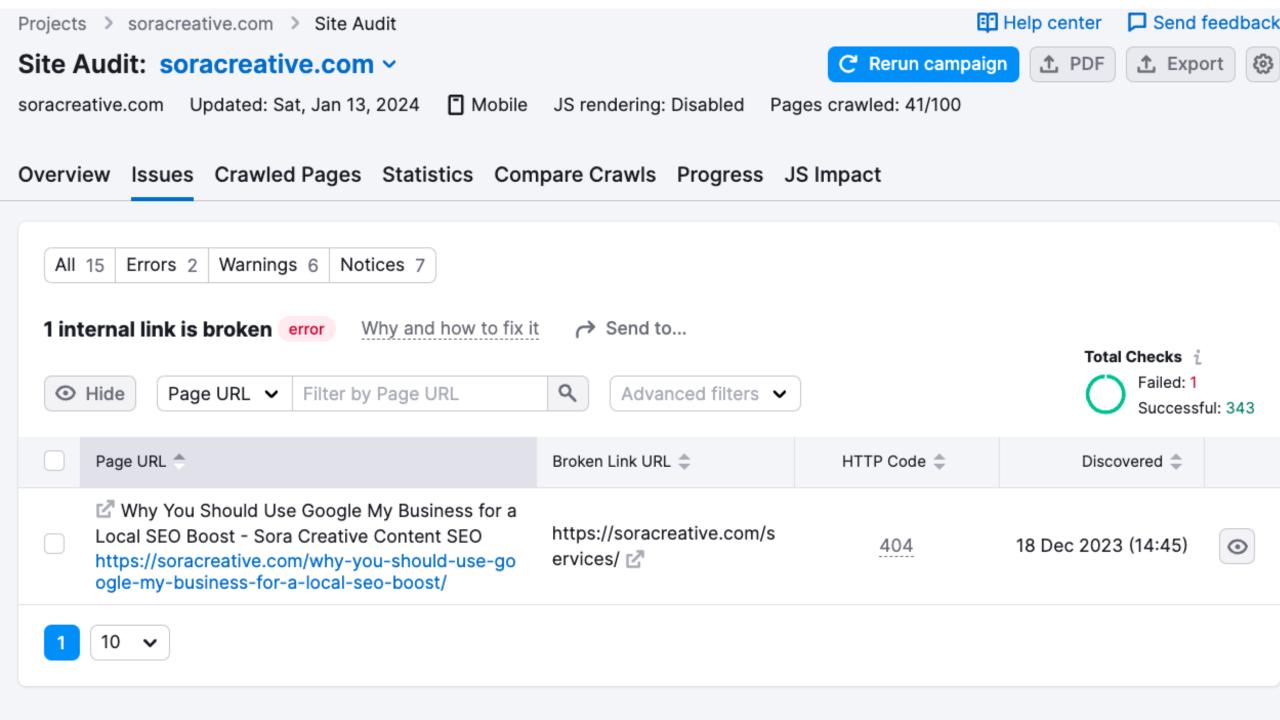








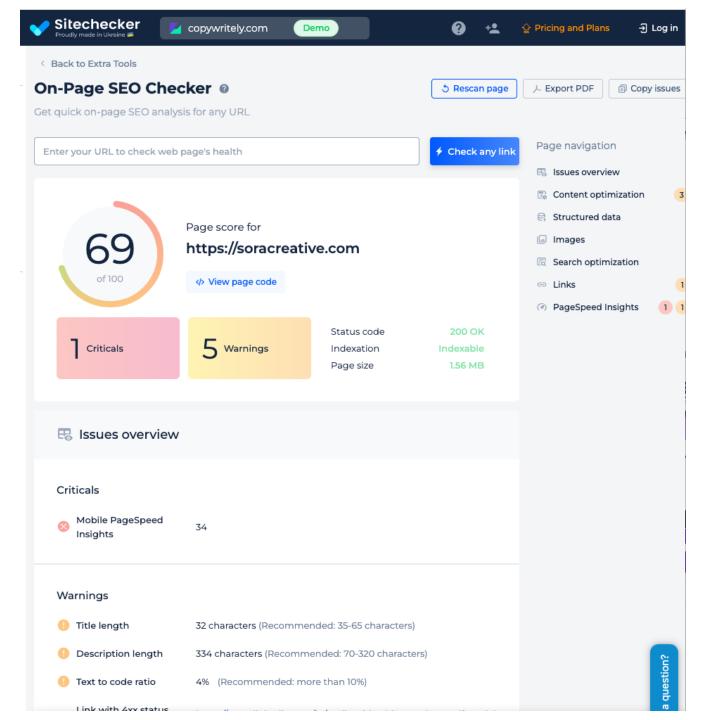




3-9. Run Sitechecker

Free to run
Need to pay to export a PDF
Good to recheck data
Review and note discrepancies

Bottom line: not worth \$41/mo for a report



Search in a Web page: Press Ctrl + F on Windows or \mathbb{H} Command + F on Mac



Kahlf

Encouraging women in their walk with Jesus and others

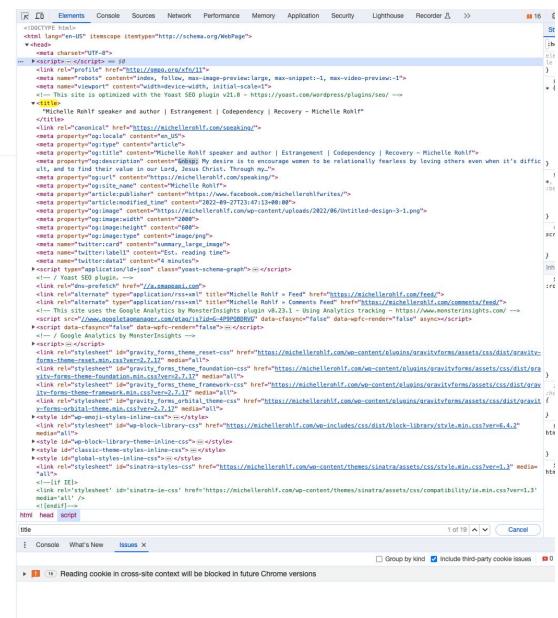


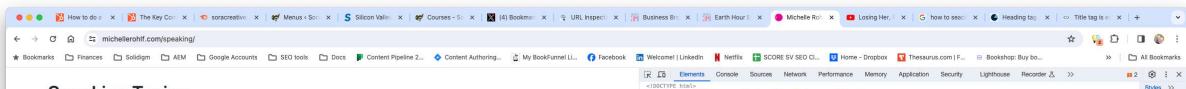
My desire is to encourage women to be relationally fearless by loving others even when it's difficult, and to find their value in our Lord, Jesus Christ. Through my many life experiences I hope to inspire others to love wholly. Iisten always and forgive quickly.

I am a Certified Lay Counselor who speaks in many venues, including women's seminars, Bible studies and retreats. I also lead recovery groups and have led women's groups in prisons through Prison Fellowship. I have a heart for women and enjoy pointing them to what God says about them, claiming their identity in Him, the Lover of their Souls.

Whether you are interested in one of the talks below or would like me to create a custom talk for your group, please fill out the contact form below to schedule me!







Speaking Topics

Estrangement



I will share my story of estrangement from my daughter and my own self-discovery as I weathered that storm, about how I got through the pain of the loss of my daughter and my grandson, and how I turned to Jesus to get me through. I will share my experience in Celebrate Recovery, a Christian recovery group, and what I learned about codependency and how codependency affected all of my relationships, including my relationship with myself. This is a deeply personal testimony of loss, grief, abandonment, forgiveness, grace and identity.

This can be used as a keynote talk, in a seminar, at a recovery meeting or in a retreat with multiple

The Abiding Life



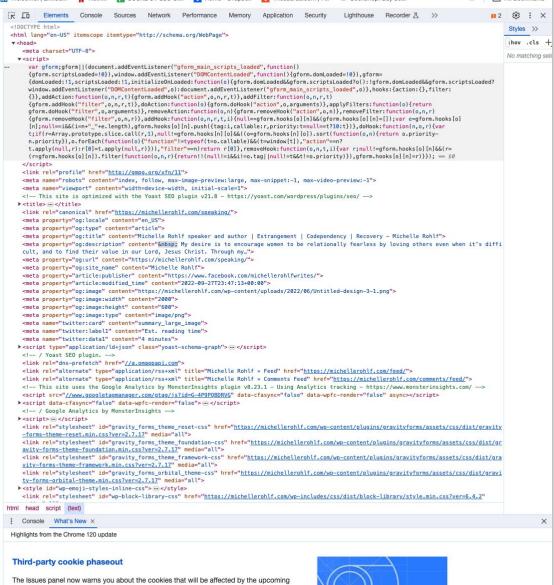
Jesus tells us to abide in Him and He will abide in us. He also says when we abide in Him, we will bear much fruit. Well, if that's true, why am I so tired? Bearing fruit is hard! It is, when we're doing it in our own strength. In this series, I share about my own personal discovery of the abiding life and how it carried me through some very dark and challenging times. I will let you in on the one secret of successfully living the abiding life...believe it or not, it's rest!

This talk can be used at a retreat, with multiple sessions or it can be shortened up to be used in a seminar or as a keynote talk.

Friendship



Why are friendships with other women so complicated? Why is it hard to make friends as an adult? Why won't anyone go have coffee with me? In this talk, I will share what God says about friendships and how we were created to have friends and be in community. I will list the attributes of a good friend, how to reach out to other women, and how to make yourself friendly. I will also talk about the friendship killers like jealousy, comparison and judgement.



deprecation and phaseout of third-party cookies.

Effective Content Security Policy

Where do I put my time and effort today?



Manual walkthough of your site

Look for places to fix Look for opportunities to improve



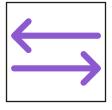
Review user experience (UX)

Home page first
About page second
PDPs & service pages



Check your titles, headings, subheadings

Title for each page H1s on every page H2s and H3s where it makes sense



Run a broken link report on

Google Search Console
Fix important 404s
Fix soft 404s



Check tech issues and fix glaring ones

Page speed Images Redirects SSL certificate

Your Own SCORE Mentor





Request Mentoring:

Take advantage of this free service to help you make great business decisions.

When challenges arise, you can find mentors with relevant skills.

Review mentor profiles and request a free consultation with your choice.

score.org/find-mentor

siliconvalley.score.org/find-mentor



Follow us on social media: <u>Facebook</u> <u>LinkedIn</u> <u>Instagram</u>



Spread the Word

Thank you for attending our class!

If you have any issue with our class or SCORE, please email: workshop405@scorevolunteer.org

If you believe that we have helped you, please tell business acquaintances or write a **Google Review**. This will help other entrepreneurs find **SCORE** and access resources.



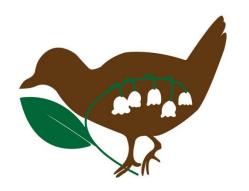
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Questions?



Cecily Whiteside

Sora Creative Content

See soracreative.com for downloadable PDF resources