

Tips for Creating Websites that Convert

How To Convert Websites To

Marco Cascella



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Andrew B. King, 2008-07-08 Remember when an optimized website was one that merely didn't take all day to appear Times have changed Today website optimization can spell the difference between enterprise success and failure and it takes a lot more know how to achieve success This book is a comprehensive guide to the tips techniques secrets standards and methods of website optimization From increasing site traffic to maximizing leads from revving up responsiveness to increasing navigability from prospect retention to closing more sales the world of 21st century website optimization is explored exemplified and explained Website Optimization combines the disciplines of online marketing and site performance tuning to

attain the competitive advantage necessary on today's Web. You'll learn how to improve your online marketing with effective paid and natural search engine visibility strategies, strengthened lead creation and conversion to sales methods, and gold standard ad copywriting guidelines. Plus, your increased site speed, reduced download footprint, improved reliability, and improved navigability will work synergistically with those marketing methods to optimize your site's total effectiveness. In this book for business and IT managers, author Andrew King, president of Website Optimization LLC, has assembled experts in several key specialties to teach you Search engine optimization, addressing best and worst practices to improve search engine visibility, including step-by-step keyword optimization guidelines, category and tag cloud creation, and guerilla PR techniques to boost inbound links and improve rankings. Pay per click optimization, including ad copywriting guidelines, setting profit-driven goals, calculating and optimizing bids, landing page optimization, and campaign management tips. Optimizing conversion rates, increasing leads with site landing page guidelines, such as benefit-oriented copy, credibility-based design, value hierarchies, and tips on creating unique selling propositions and slogans. Web performance tuning, optimizing ways to use XHTML, CSS, and Ajax to increase speed, reduce your download footprint, and increase reliability. Advanced tuning, including client-side techniques, such as on-demand content, progressive enhancement, and inline images to save HTTP requests. Plus, server-side tips include improving parallelism, using cache control, browser sniffing, HTTP compression, and URL rewriting to remap links and preserve traffic. Web metrics, illustrating the best metrics and tools to gather details about visitors and measure web conversion and success rates. Covering both search marketing metrics and web performance measures, including Pathloss and waterfall graphs. Website Optimization not only provides you with a strategy for success, it also offers specific techniques for you and your staff to follow. A profitable website needs to be well designed, current, highly responsive, and optimally persuasive if you're to attract prospects, convert them to buyers, and get them to come back for more. This book describes precisely what you need to accomplish to achieve all of those goals.

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