# Common SEO Pitfalls

**Brett Snyder** 

Director, Search Engine Optimization Nebo Agency



### **Brett Snyder**

# Director, Search Engine Optimization, Nebo Agency

- Human-centered approach to SEO
- Twitter: @BrettASnyder
- SEO Articles: <a href="http://bit.ly/bretts-posts">http://bit.ly/bretts-posts</a>





# Why are we here?



# Why are we here?

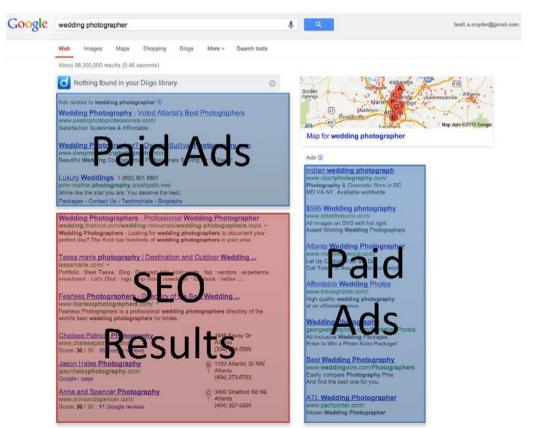


- Demonstrate opportunity that search engines afford to small business owners (SMBs)
- Educate SMBs on harnessing this opportunity to authentically engage with target audience
- Identify common pitfalls to avoid when pursuing SEO



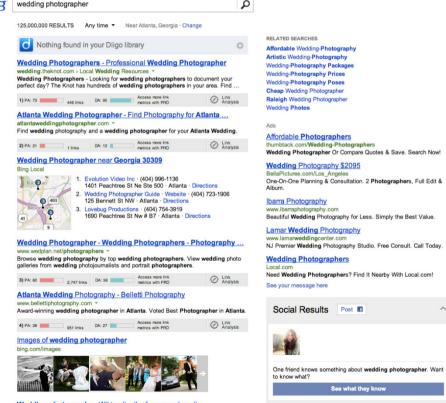
The process of optimizing a website to appear naturally in Search Engine Results Pages (SERPs)







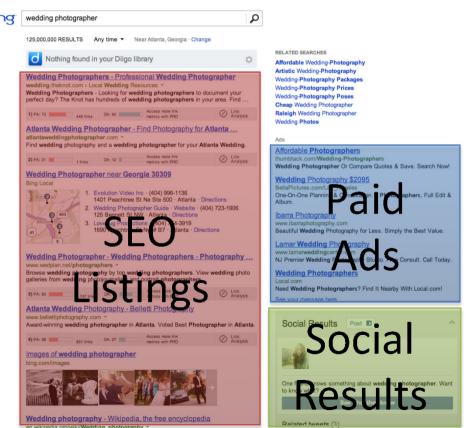




Related tweets (3)



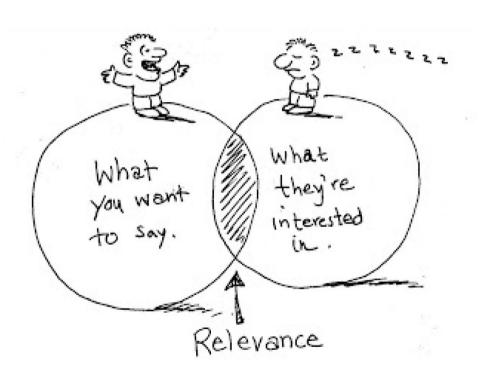








- Non-paid listings
- Relevancy-based algorithm
- Sustainable results
- Universal Search Results





### Image Results



#### Images for large family photographer - Report images



Images for wedding photographer - Report images











Images for professional photography - Report images











### Image Results

#### Images of photographer

bing.com/images



#### Images of wedding photographer

bing.com/images



#### Images of family photography

bing.com/images



See more than 2,620,000 images





### **Local Results**

#### Shari Zellers Photography

www.sharizellers.com/ Google+ page

#### Atlanta Artistic Wedding Photography

atlantaartisticweddings.com/

Score: 30 / 30 · 46 Google reviews · Google+ page

#### Camera Doctor

thecameradoctor.com/ Score: 7 / 30 · 11 Google reviews

#### Climie + CO Photographers

www.climie.com/ Google+ page

#### WOW PhotoBooth

www.wowphotobooth.com/ Google+ page

#### Rose Squared Custom Framing

rosesquaredgallery.com.p2.hostingprod...
3 Google reviews

#### Ray Swords Photography

www.rayswords.com/ Google+ page A 1244 Clairmont Rd Decatur (404) 299-2800

B Atlanta (404) 578-6982

© 2090 N Decatur Rd Decatur (404) 634-1252

533 W Howard Ave Decatur (404) 759-7336

East Decatur Station Atlanta (404) 371-8906

F 111 Clairemont Ave Decatur (404) 377-1414

G 729 Sunnybrook Dr Decatur (404) 321-1542





### **Local Results**

#### Photography near Georgia 30084

bing.com/local

- North Light Photography Inc 1706 Brockett Rd, Tucker · (770) 934-0491 Directions
- Jimmy Riley Photography · Bing 1966 Montreal Rd, Tucker · (770) 491-1392 Directions
- 3 Kellam Photography 2179 Northlake Pkwy Ste 113, Tucker · (770) 496-1344 Directions
- MuddySprings Photography 2760 Goodfellows Rd, Tucker · (404) 451-3859 Directions
- 5 Target · Bing 4241 Lavista Rd, Tucker · (770) 270-5375 Directions

Directions >

Directions >

Directions >

Directions >



#### Photographer near Georgia 30084

Bing Local



- North Light Photography Inc · Website · (770) 934-0491
   1706 Brockett Rd · Tucker · Directions
- 2. Picture Me Portrait Studios · Website · (770) 939-8428 4375 Lawrenceville Hwy · Tucker · Directions
- 3. Kellam Photography · Website · (770) 496-1344 2179 Northlake Pkwy Ste 113 · Tucker · Directions

#### Professional Photographers near Georgia 30084

bing.com/local

- 1 Professional Photographers 229 Peachtree St Ne Ste 2200, Atlanta · (404) 522-8600 Directions
- Professional Photography · Bing 984 Ralph David Abernathy Blvd Sw, Atlanta · (404) 753-0761 Directions

Directions Hours

Directions >





### Video Results

#### **BEST CHILDREN/FAMILY PHOTOGRAPHER - YouTube**



www.youtube.com/watch?v=uTCS9G9fp-k ▼
Mar 13, 2013 - Uploaded by Framed Show
1:44. Watch Later BEST CONCEPTUAL PHOTOGRAPHERby
Framed ShowFeatured 1,860 · 32:07. Watch ...

More videos for best family photographer »

#### Engagement Pictures - Engagement Photography - The Knot



wedding.theknot.com/.../engagement-photo-ideas.as... Sep 4, 2009

Engagement Pictures - Get the latest in **engagement picture ideas** and trends. Find out the best places and ...

More videos for engagement photo ideas »

#### DSLR Basics: Aperture, Shutter Speed, and ISO - YouTube



www.youtube.com/watch?v=pzgALhGF8\_o ▼
Jul 24, 2010 - Uploaded by PhotoExtremist
This photography tutorial shows you how to use a DSLR camera
by showing the fundamentals (Aperture ...

#### Photography Tips - How to use Digital SLR Camera for beginners ...



www.youtube.com/watch?v=XRlxd13W\_3g ▼
Apr 13, 2012 - Uploaded by InternetMarketersInc
Click Here - http://tinyurl.com/bl7xeg6 Learn how to use Digital
DSLR Cameras like a professional. Click the ...

#### How to Use a DSLR Camera: Learn DSLR Camera Basics Shutter ...



www.youtube.com/watch?v=mkhQK\_8pu9U ▼
Mar 1, 2013 - Uploaded by DSLRBluePrint
How to Use a DSLR http://www.simpledslr.com/youtube/ Learning
DSLR camera basics can be very easy if ...





### **Video Results**

#### Videos of Portrait Photography Tips

bing.com/videos



Portrait
Photography Tip...
YouTube

Outdoor Portrait Photography YouTube

Natural Light
Portraiture - Get ...
YouTube

Portrait Photography Tips YouTube

#### Videos of photography tips

bing.com/videos



Macro Photography Wedding Tips For Beginne... Photogra YouTube YouTube

Photography Tips
YouTube

Rick Sammon's Top Ten Digital YouTube Portrait
Photography Tip...
YouTube





### **News Results**

#### News for photographer



Parents Mourn Photographer Killed in Cairo

New York Times (blog) - 1 day ago
As the parents of Ahmed Assem, a 26-year-old photographer for a
Muslim Brotherhood newspaper who was killed on Monday, mourned

his ...

Photographer curses at Suri Cruise, calls her a 'little brat'

Fox News - 2 days ago

Lamar Odom lashes out at photographer: Stars who attack paparazzi

New York Daily News - 1 day ago

#### News for photography



Two photography collections with personality

Boston Globe - 8 hours ago

Interesting collections, like interesting people, have personalities that are recognizable while remaining at least a little bit unpredictable.

Photography that changed the way we view war

CBS News - Jul 7, 2013

Photographer as Witness: A Portrait of Domestic Violence

TIME - 5 days ago

#### News for best wedding photographer



Photographer Ordered to Stay in Jail After Cheating Wedding
Clients

PetaPixel - 3 days ago

A still-extant description on a wedding-planning site describes him as:

"Ramon Rodriguez Photographer, offers the very best in wedding ...





### **News Results**

#### News about **Photography Advice**

bing.com/news



Photography Advice From Photographer Maria Martinez-Cañas business2community.com · 1 day ago

I am honored to be interviewing so many talented and educated Latino photographers. Each in their own way is a rock star, an intellectual and an artist. But...

Film Photography Technique Tips for the Digital Photographer

petapixel.com · 2 days ago

Landscapes photography tips

Times-Bulletin · 10 hours ago



# **Authorship**

#### 20 Best Engagement Photo Ideas | Emmaline Bride®



emmalinebride.com/inspiration/engagement-photo-ideas/ by Emma Arendoski - in 60 Google+ circles May 3, 2013 - engagement photo ideas! We've rounded up twenty of the best engagement photo ideas to make your engagement photos stand out. Read on ...

#### Low Light Photography Tips - Photography Life



photographylife.com > Photography Tutorials by Nasim Mansurov - in 477 Google+ circles Jan 21, 2010 - Low light photography is not necessarily just night photography, as many people assume. There could be different amounts of light coming from ...

#### 50 Free Resources That Will Improve Your Photography Skills ...



www.smashingmagazine.com/.../50-free-resouces-that-will-impr... • by Andrew S Gibson - in 2,100 Google+ circles Aug 30, 2009 - Photography is a wonderful hobby enjoyed by lots of people all over the world. It's a very enjoyable passtime, but also a very technical one.





### Reviews

Affordable Video & Photography, Wedding Photography ... - Weddi...

www.weddingwire.com/.../affordable...photography.../5e768a18d65f14... •

★★★★★ Rating: 4.9 - 21 reviews

Affordable Video & Photography provides Wedding Photography, Wedding Videography in California - Orange County, Riverside, San Bernardino, and ...

#### Atlanta wedding photography on Weddingbee

www.weddingbee.com/ga-georgia/atlanta/photography •

20+ items - Atlanta wedding **photography reviews** and ratings from real ...

Sonya Yim Photography. It's your story, make it beautiful 11 reviews Jeffrey Franks Photography. Uncompromising Photojournalism. 30 reviews

Lin and Jirsa Wedding Photography - Santa Ana, CA - Yelp www.yelp.com > Event Planning & Services > Photographers ▼

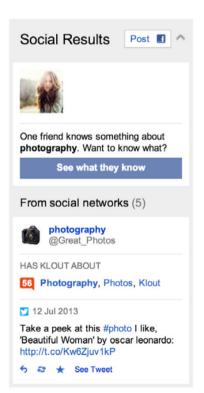
★★★★ Rating: 5 - 42 reviews

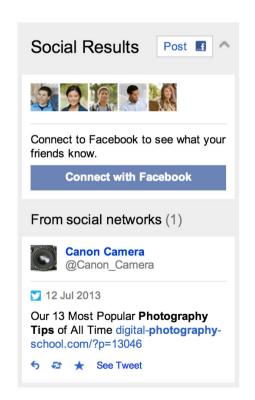
42 **Reviews** of Lin and Jirsa **Wedding Photography** "Lin and Jirsa Photography is AMAZING!!! Before I even met with the team, I was completely sold on their ...





### **Social Results**









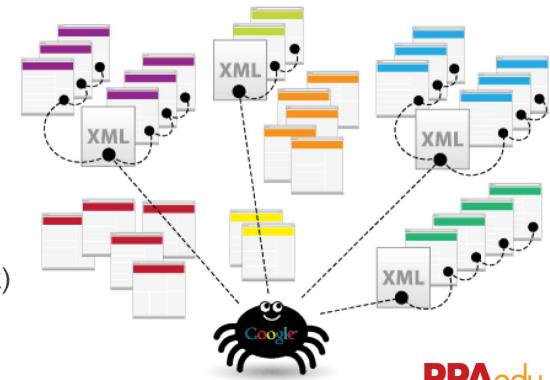
### SEO is an Investment, Not a Cost





# How Do Search Engines Work?

- Spiders crawl the web to discover new content
- Content is stored in the search engine index (database from which pages are selected to rank)



# How Do Search Engines Work?



http://www.searchmetrics.com/en/services/ranking-factors-2013/

- Algorithms evaluate this content based on anywhere from 200 (Google) to 1000+ (Bing) ranking factors
- Primary goal of search engines:
   relevance





# Search Engines & Image Content





# Search Engines & Image Content



<a href="http://www.brettasnyder.com/wp-content/uploads/me-anne-braveheart.jpg" ><img class="size-large wp-image-282 aligncenter" title="Brett, Anne, and Braveheart at the Beach" alt="Snyder Family Photo - Brett, Anne, Braveheart" src="http://www.brettasnyder.com/wp-content/uploads/me-anne-braveheart-1024x768.jpg" width="665" height="498" /></a>







# **Understanding Ranking Factors**

- On-Page What you say about yourself
- Off-Page What others say about you
- In-Page How your website is built



# On-Page SEO



# On-Page SEO

- What you say about yourself
- Refers to any factor that exists on the website that is used to communicate what the website offers
- Provides an opportunity to speak to your audience using their language

#### About PPAedu

PPA > PPAedu > About PPAedu > About PPAedu



What is PPAodu?—it is PPA's newest member benefit. It's an education platform that provides you a full buffet of online educational resources personalized to suit you, your business and your oraft. Each program delivers great information clearly outlined with key takeaways. You won't waste time wondering what courses might make sense for you and you will be able to start honing your craft and strengthening your business immediately.



PPAnotic offen B categories (4 business + 4 creative) to tailor a program that suits your business growth. We provide these outcomized recommendations thanks to the self-assessment tool. After answering a series of questions that flocus on you and your studio, you'll see a truly personalized recommendation program for you, to use wheneverwherever you want.

Last but not least, videos will be added every month. This comes as part of your PPA membership (Professional Active). That's right! PPAedu puts a personalized education program at members' fingertips, 24/7, at no extra cost.

This is a \$600/year value! Need we say more? Go ahead, cive in!

#### Not a PPA Member?

No problem! There's three-month subscription to access all the PPAedu programming. A one-time fee of \$150 puts all of PPAedu's online courses at the tip of your fingers curing 3 months! Interested? Read on...







Not a PPA Member?







### SEO Pitfall #1

On-page SEO strategies are not consistent & consolidated



# What is the problem?

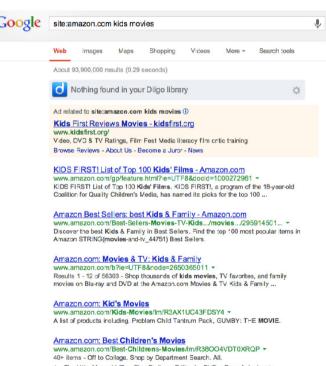


- Multiple pages within a website that target essentially the same keyword themes
- Content is often weak or duplicated across these extremely similar pages
- Search engines receive conflicting signals about which page on your site is most relevant for that keyword theme



# Why is it a problem?

- Dilutes ranking signals across multiple pages within same website
- Compromises opportunity to rank for targeted keyword phrases
- Already competing with the rest of the Web, why compete against yourself?



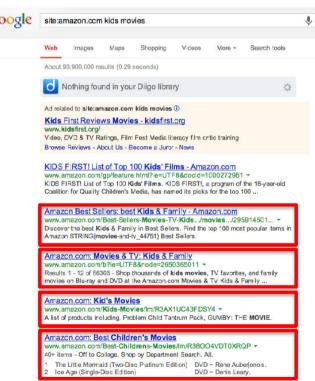
- 1 The Little Mermaid (Two-Disc Platinum Edition) DVD ~ Rene Auberjonois.
- 2 Ice Age (Single-Disc Edition)

DVD ~ Denis Leary.



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# Why is it a problem?

http://www. com/portraits/minneapolis-family-photographer.php

#### Minneapolis Family Photographer | Portrait Philosophy & Style

Working with families is one of the favorite things about photography for the drives their passion for family photography is the fun and energizing nature of working with people and getting to know them. Families are wonderful to work with because each family member has a personality all their own, and they love capturing who each person really is.

Skilled at interacting with families warmly and professionally, bringing out each personality. Bringing out the best out of each person is what life is all about to Parents, children, even furry family members are a delight to work with.

http://www.

com/family-portrait-photographer-minneapolis.php

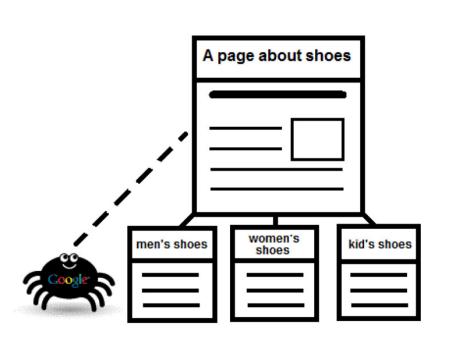
#### Family Portrait Photographer - Minneapolis & St Paul

We love family photography! It's so much fun to get outside with a family and to capture great memories. One of our top priorities at is getting to know you. We work hard to make being in front of the camera effortless and fun. That way, you can concentrate on having a blast with your family. When you and your kids are just having fun and being yourselves, each and every photograph will be beautiful.





### What is the Solution?



- Establish a unique and independent value-add for each page on your website
- Create content with consistent themes to support these competitive advantages
- Write for users, not search engines!



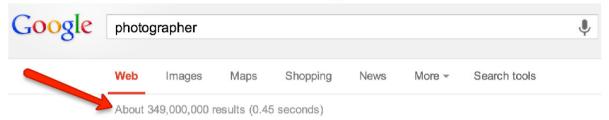


### SEO Pitfall #2

"I want to rank for 'photographer"

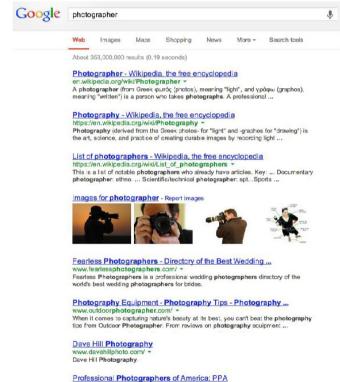


# What is the problem?



- Search engines strive to provide an experience that correlates with the search intent of the user
- User intent behind search activity is extremely varied, especially for broad terms
- Generic focus of these broad terms makes it extremely difficult for a small business owner to curate the necessary trust signals



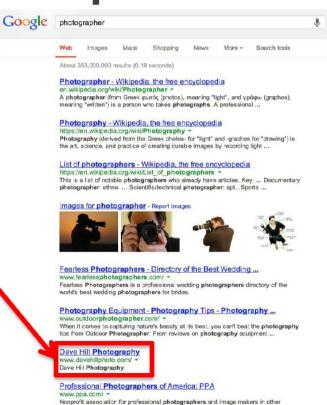






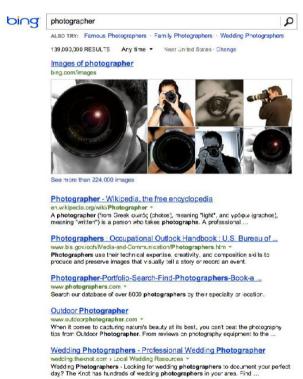
Nonprofit association for professional photographers and image makers in other disciplines. Searchable member directory.

Only <u>one</u> photographer listed on first page of Google results



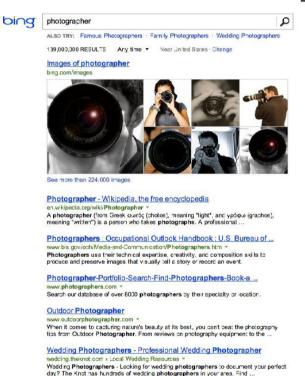












No photographer listed on first page of Bing results

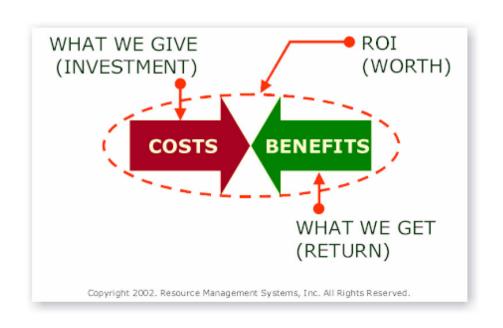




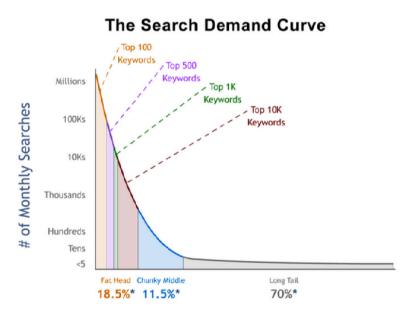
duzz.com - All Professionals

A home photographer is trained to make your home look its best. ... Make sure you ask the photographer beforehand what is included in the cost.

- SEO takes time and resources; you have a finite amount of both
- You don't get points for trying
- These terms are not necessarily going to grow your business...



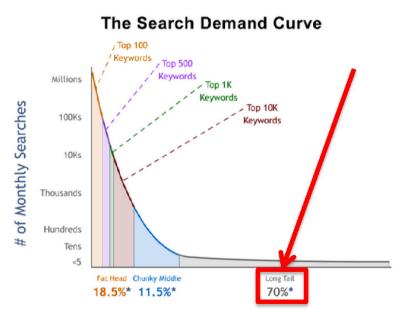




- Long-tail: Refers to search phrases of typically 3+ words with more specific thematic focus
- In the aggregate, 70% of search traffic takes place on long-tail queries
- Much easier to cater web content to align with search intent on these queries







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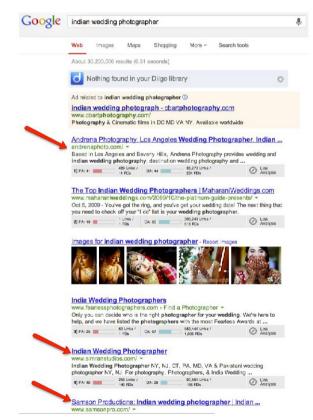




Keyword Phrase	Monthly Volume (Exact)	Intent to Act
photographer	18,100	low
wedding photographer	5,400	medium
indian wedding photographer	390	high









### What is the Solution?

- Diversify your focus and concentrate on long-tail, niche-specific search terms
- Be realistic about your competitive advantages and be aggressive about showcasing these with your website
- Target keyword phrases that search engines have determined to be relevant to your audience
  - Not-so-Pro Tip: Do the searches!

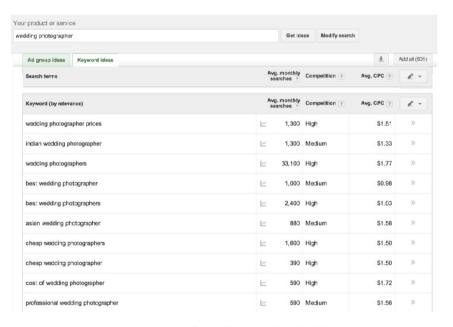


# But how do I identify the right keywords?



# Google AdWords Keyword Planner

https://adwords.google.com/ko/KeywordPlanner/Home?\_\_c=4436152611&\_\_u=3164284731&\_\_o=kt

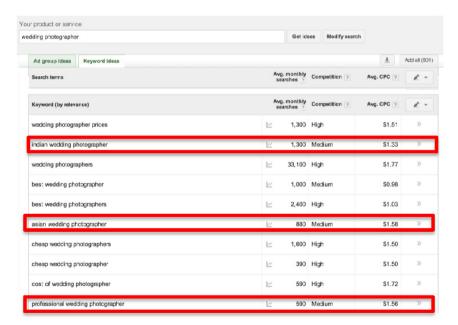






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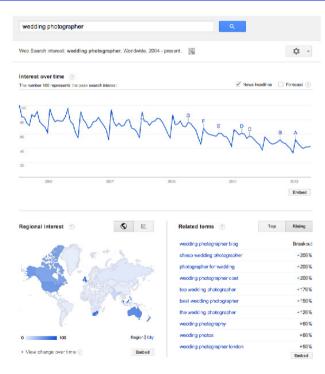






# Google Trends

http://www.google.com/trends/

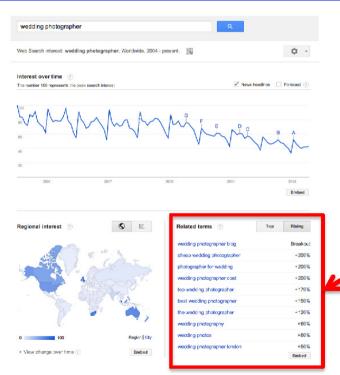






# Google Trends

http://www.google.com/trends/



Keyword phrase variations trending upward





# Related Searches (Google & Bing)

#### **RELATED SEARCHES**

Affordable Wedding-Photography

Artistic Wedding-Photography

Wedding-Photography Packages

Wedding-Photography Prices

Wedding-Photography Poses

Raleigh Wedding Photographer

Wedding **Photos** 

Wedding Photographers in California

#### Searches related to wedding photographer

wedding photographers in atlanta

wedding photographer prices

wedding photographer websites

top wedding photographer

wedding photographer cost

average cost of wedding photographer

wedding photographer salary

famous wedding photographer





# Suggest (Google & Bing)









### With on-page SEO, always remember...

- Establish a unique and independent value-add for each page on your website
- Always write for users, not search engines
- Be realistic about your goals and create content that speaks specifically to the questions your audience is asking
- Prioritize your efforts based on what will provide the greatest impact to the business



# Questions?





# Off-Page SEO



### Off-Page SEO



- Refers to any factors that are provided by external sources
- Fundamental aspect of Google's algorithm that changed search engines forever
- Links from external sources are viewed as "endorsements"
- Quality > Quantity



### SEO Pitfall #3

In SEO, it is very tempting to cut corners



- SEO is hard; it takes time, resources, and an involved commitment from the SMB
- Countless companies have sprung up to take advantage of SMBs struggling to understand this new medium
- Although these "blackhat" strategies may provide a temporary boost, the long-term consequences are staggering

















https://support.google.com/webmasters/answer/35291?hl=en

No one can guarantee a #1 ranking on Google.

Beware of SEOs that claim to guarantee rankings, allege a "special relationship" with Google, or advertise a "priority submit" to Google. There is no priority submit for Google. In fact, the only way to submit a site to Google directly is through our Add URL page or by submitting a Sitemap and you can do this yourself at no cost whatsoever.







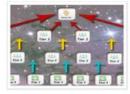
#### 10 PR9 Backlinks

10 PR9 Backlinks from Authority Sites Permanent One-way Links Anchor Text.



#### .GOV Backlinks

Dofollow GOV Profile backlinks to your site. These GOV Backlinks will come from Forum Profiles on 3 DIFFERENT GOV Domains.



#### Diverse Link Pyramid

A highly sophisticated link pyramid that has proven to be very effective at increasing your site in the SERPS.



#### Local SEO Map Citations

Small businesses with a local catchment area will benefit greatly from a high ranking Google Places Map business listing.



#### Social Bookmarking

Social Bookmarking is a user-based online system in which individuals tag their favorite web content and store it in one place, sharing it with others.



#### .Edu + .Gov Wiki

200 High PR contextual backlinks from 100 unique Edu and Gov Wiki domains



#### PR3 to PR8 Linkwheel

15 PR3-PR8 web 2.0 properties, each having contextual LINKs to your site. 60 PR0-PR4 Article Directories. Juice all LINKs with 2000 social bookmarks! Penguin&Panda; Safe!



#### Ultimate Diversity Links







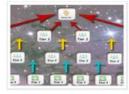
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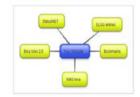
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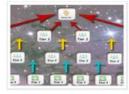
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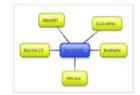
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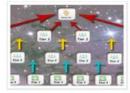
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#### Ultimate Diversity Links







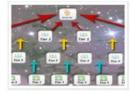
#### 10 PR9 Backlinks

10 PR9 Backlinks from Authority Sites Permanent One-way Links Anchor Text.



#### .GOV Backlinks

Dofollow GOV Profile backlinks to your site. These GOV Backlinks will come from Forum Profiles on 3 DIFFERENT GOV Domains.



#### Diverse Link Pyramid

A highly sophisticated link pyramid that has proven to be very effective at increasing your site in the SERPS.



#### Local SEO Map Citations

Small businesses with a local catchment area will benefit greatly from a high ranking Google Places Map business listing.



#### Social Bookmarking

Social Bookmarking is a user-based online system in which individuals tag their favorite web content and store it in one place, sharing it with others.



.Edu + .Gov Wiki

200 High PR contextual backlinks from 100 unique Edu and Gov Wiki domains



#### PR3 to PR8 Linkwheel

15 PR3-PR8 web 2.0 properties, each having contextual LINKs to your site. 60 PR0-PR4 Article Directories. Juice all LINKs with 2000 social bookmarks! Penguin&Panda; Safe!



#### Ultimate Diversity Links





https://support.google.com/webmasters/answer/66356?hl=en

The following are examples of link schemes which can negatively impact a site's ranking in search results:

- Buying or selling links that pass PageRank. This includes exchanging money for links, or posts that contain links; exchanging goods or services for links; or sending someone a "free" product in exchange for them writing about it and including a link
- Excessive link exchanging ("Link to me and I'll link to you")
- Linking to web spammers or unrelated sites with the intent to manipulate PageRank
- Building partner pages exclusively for the sake of cross-linking
- Using automated programs or services to create links to your site





https://support.google.com/webmasters/answer/66356?hl=en

The following are examples of link schemes which can negatively impact a site's ranking

Generating backlinks with the sole intent of artificially increasing your search engine rankings is forbidden!

Using automated programs or services to create links to your site







☆ http://www.

com/: Unnatural inbound links

We've detected that some of the links pointing to your site are using techniques outside Google's Webmaster Guidelines

We don't want to put any trust in links that are unnatural or artificial, and we recommend removing any unnatural links to your site. However, we do realize that some links may be outside of your control. As a result, for this specific incident we are taking very targeted action to reduce trust in the unnatural links. If you are able to remove any of the links, you can submit a reconsideration request, including the actions that you took.

If you have any questions, please visit our Webmaster Help Forum.













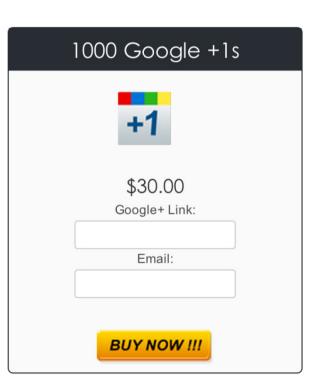


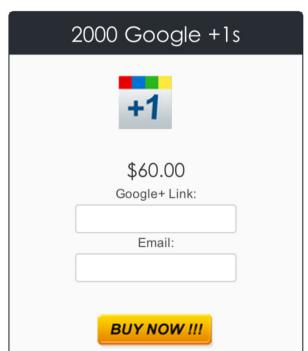












5000 Google +1s								
+1								
\$150.00 Google+ Link:								
Email:								
BUY NOW !!!								





- If it sound too good to be true, it probably is!
- Focus on authentic engagement with your audience, not optimizing for search engines
- Remember this Golden Rule...





If you wouldn't do it offline, don't do it online!



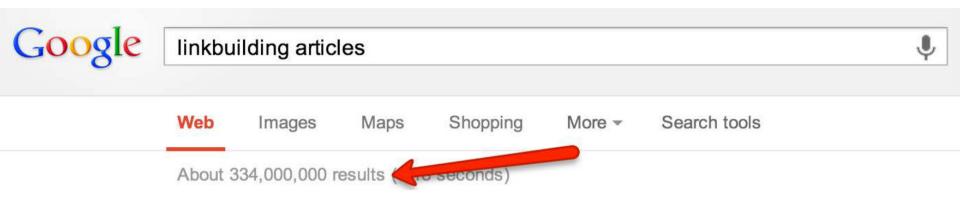
Be human.



#### SEO Pitfall #4

"I don't know where to start"





- Overwhelming amount of literature on the web providing recommendations for generating links for SEO
- We begin to suffer from the "paradox of choice"





#### Paradox of Choice

"We have too many choices, too many decisions, too little time to do what is really important...

Taking care of our own 'wants' and focusing on what we 'want' to do does not strike me as a solution to the problem of too much choice."

~ Barry Schwartz, Paradox of Choice



Resource Lists

Blogging

Newsworthy Press

Interviews

Sponsorships





Resource

Lists

Press

Releases

Interviews

Scholarships

Blogging

Newsworthy

Press

**Contests** 

Sponsorships

Infographics





Resource

Lists Schola

Newsletters

Surveys

Scholarships

Badges

Newsworthy

Press

Press Releases Blogging

Reviews

Contests Pap

Case Interviews
Studies

Social Media

Sponsorships

Infographics

@BrettASnyder

**PPA**edu

White

Resource

Newsletters

Surveys

Charity Involvement Badges

Lists

Business Directories Scholarships

Giveaways

Newsworthy

Press

Chamber of Commerce

Blogging

Reviews

White

**Papers** Contests

Releases

**Better Business** Bureau

Social Media

Sponsorships

Case Studies Interviews

Job **Postings**  Infographics

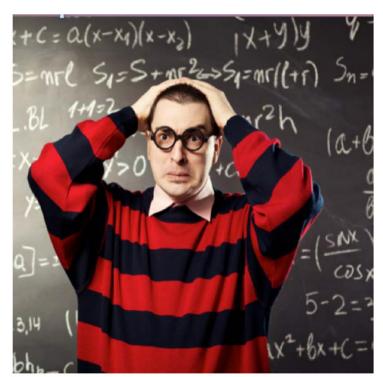
Speaking Engagements



@BrettASnyder

Requires a considerable and consistent investment of time and resources

- Don't know where to start
- Don't know what will be effective
- Don't know where my audience is online





# There are no shortcuts!



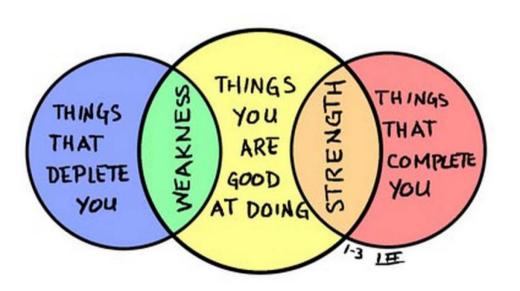
Google Penguin
The Webspam Sheriff











- Don't try to fit a square peg into a round hole
- Play to your strengths
- Think in terms of audience, not asset



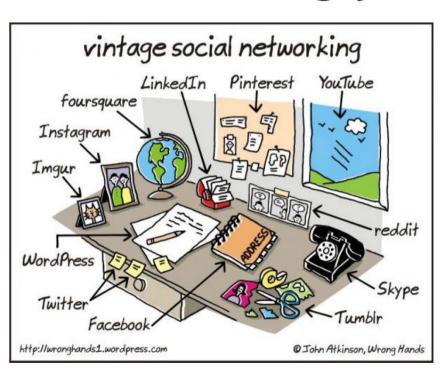
Be human.



## But how do I identify where my audience is online?



## Finding your Audience



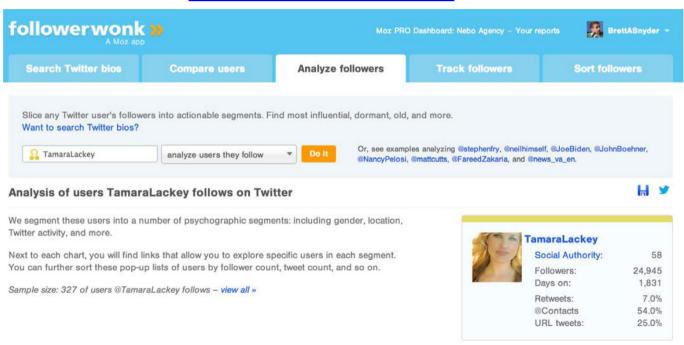
- Internet has fundamentally changed the way we communicate
- Brands are expected to be accessible to their users
- Social media is for building relationships





#### Followerwonk

https://followerwonk.com/







#### Followerwonk

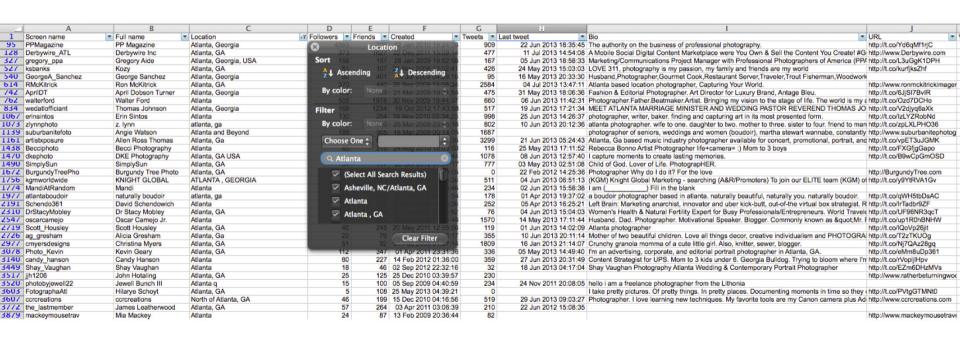
#### https://followerwonk.com/

	A	В	С	D	E	F	G	Н			J
	Screen name		▼ Location ▼							URL	
2	edwinreyhan	Edwin Reyhan		3930							
	JoviJastin	Jastin Jovi		6013		20 Sep 2012 15:25:22					
4	FashionFeat	Fashion Feature		2889		30 Nov 2012 21:07:57			3 Fashion Feature - Link To Our Fashion Directory, Post Your Photos & Bios In Our Photo Galler		
	debperry	deB perry	Hampton Roads, Virginia	10280						http://t.co/d	
6	PeteCorcoran	Peter Corcoran	Cheshire & London, UK	638		01 Feb 2009 16:36:38			O Commercial and Editorial photographer working throughout the UK. I love to photograph people		
	maev2	Mae Van Vooren	Sunny (mostly) SoCal	9098		08 Apr 2009 09:22:34					lwnX6N6WfQ
	NeueWaveMedia	Neue Wave Media	Toronto, Canada	2411		19 Nov 2009 05:03:28			Neue Wave Media is a team of young talented designers specializing in Web, Print, Photograp		
9	Elliott_Photo	Mark Elliott	North West UK	3499		24 Nov 2009 11:05:22					6b2bxDkL2X
	jandrewsphoto	Andrew Krowczyk	Chicago,IL	354		02 Mar 2009 02:56:0					sJjBBxGaCz
	MichaelRochau	Michael Rochau	OHIO! ★ THE GYM ★ THE TRACK	5063		26 May 2009 17:10:14			1 Devoted Father, Entrepreneur, Internet Marketing BadAss, Mentor, Home BusinessTrainer, and		
	derekmart_in	Derek Martin	Los Angeles	609		18 Jun 2010 01:08:44				http://t.co/1	
	VCKPhotos	VCK Photos	Broomfield, CO	301					1 An Adventurous, Curious, Enthusiastic, Determined and Diversified Photographer loving all type		
	stephengmartin	Stephen G. Martin	USA	3040					2 Entrepreneurial evangelist, author and public speaker. Co-Founder of http://t.co/8BN6Rrm9mS		
	behindtheLIVE	behind the LIVE	Seattle, WA	2673		16 Feb 2011 22:31:3			3 Go behind the scenes at @creativeLIVE! @kennakphoto and the behind the LIVE team take ye		
		Wedding Photos	Minneapolis, MN 55410	3564		29 Feb 2008 20:44:43					MsqNLzFxWX
	BridesBuddy	Brides Buddy	Cincinnati, OH	2250		07 Dec 2009 20:25:48			4 Cincinnati, Ohio bridal blog featuring ideas and inspiration for planning a successful wedding.		
		Kevin Hamilton	Dallas, Texas	2127		02 Aug 2010 23:44:53			9 We help people share their stories & experiences, through design, photography and running but		
	ModernPhotogs	ModernPhotographer	Worldwide	4261					5 A network of qualified lifestyle photographers, from the founders of http://t.co/nla0oqLwqX!		kwOBALugbL
	BestNikonDeals	Best Nikon Deals		2929						http://t.co/a	
	narrable	Narrable		270						http://t.co/C	OewS0XXRgO
		SmallBusinessGuru	Global	9031		05 Sep 2010 19:35:55			7 Coaching and useful info for small business owners and startup entrepreneurs		
	inksandmedia	Inks and Media		181		02 Nov 2012 13:56:14			7 Inks & Media offers discount printer ink prices on high quality, original OEM inkjet cartridges, to		
		John Akerson	Winston Salem, NC	2473		15 Jan 2009 03:45:28			1 SEO, Internet, Social Media, WordPress, Technology & Continuous Improvement: Former Mar		
	JPierce_Photos	jimmy Pierce	Johnson city, TN	503		03 Apr 2008 20:28:13				http://t.co/r.	rcGg4LNf1k
		Anne Semana	Philippines	3484		24 Jun 2008 09:28:32					
	EnergyiaFitness	Energyia Fitness	DC, Maryland and Virginia	128					6 We are committed to providing the most innovative health & fitness programs to help you achie		
	MarioGiancini	Mario Giancini	Orlando, FL	247					5 I tell stories with music and pictures.		4PTOqsbAg6
	jim7226	Jim Braaten		3828		28 Feb 2009 23:36:09			5 Outdoors writer/photographer/biogger. Hunter & Angler. Competitive BBQ team owner & Certifi		
		IntoTheDarkroom		4704		25 Feb 2009 00:42:02				http://t.co/o	
	willdropphoto	llim	Brighton, England	830		24 Nov 2012 08:03:22					LDAQJC6Y1D
	rick_bolt	Rick Bolt	Indy	4324		09 Sep 2011 11:09:43			9 Interwebz Guy, Photographer, Photoshop Enthusiast, General Geek, Lover of Old Buildings	http://t.co/B	
		Keith Arkins	Dublin	2308		10 Jan 2013 18:50:5			9 I do stuff with cameras.	http://t.co/ji	jKaKxcxSsD
34	jarvisdemetrik	jarvis demetrik		1898							
		Muhammad Sakeef	Dhaka	3917							hNsYSfdOJZ
16	chrispugh	Chris Pugh	Ukiah, CA	4604	1531	29 Jan 2007 00:30:33	31307	22 Jun 2013 00:06:45	5 Photographer living in Northern California. Wannabe Strobist. Unemployed and looking. Have I	http://t.co/F	THNsnNHx1r





#### Followers in Atlanta







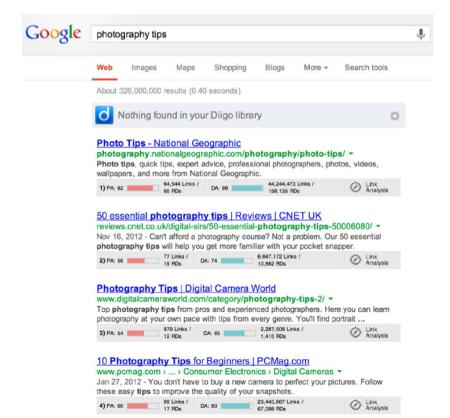
#### Followers Who Call Themselves "Bloggers"

	A	В	C	D	E	F	G	H	1	J	K
	Screen name		Location	▼ Followers ▼			Tweets Y La		Bio -T UI		% tweets w/ URLs
	FashionFeat	Fashion Feature		2889		30 Nov 2012 21:07:57	1259	19 Jun 2013 13:34:43	Fashion Feature - Link To Our Fashion Directory, Post Your Photos & Bios In Our Photo Galler	lou//t.co/JUam7Z1AoH	
29	jim7226	Jim Braaten		3828	1158	28 Feb 2009 23:36:09	8698	22 Jun 2013 00:33:15	Outdoors writer/photographer/blogger. Hunter & Angler. Competitive BBQ team owner & Certifical	J/t.co/5q1EmZGD8BIO	
46	solargravity	Erik Sacino	Upstate, NY	948	1706	09 May 2008 17:21:16	894	03 Jul 2013 20:04:52	motion artist, tech geek, photographer, blogger, designer, science fanatic, author, marketing ad	lo://Lco/C8vaWEgada	
49	fleurdeleigh	Leigh Caraccioli	Dayton, Ohio	16084	16814	28 Aug 2008 13:33:43	23809	19 Jun 2013 00:31:12	75% photog, 3% uberdork, 92% adoring wife and mom, 2.7% mathmatically inept, 12% blogge	lp://t.co/AmZK6/9yZZ	
138	garofaloroberta	Roberta Garofalo	Rome, Italy	155	128	22 Mar 2011 10:49:57	474	11 Jun 2013 10:18:04	Professional Photographer and Blogger. Ritratto, Bambini, Neonati, Famiglie, Maternità, Fashicat	b ♣↓ Ascending GB	↓ Descending
3/6	wide_angle	Anne Archambault	Seattle, WA	590	564	25 Feb 2008 19:26:58	2102	07 Apr 2013 16:12:52	Photographer, climber, blogger and all around social computing aficionado (http://t.co/S4pGdql	tp://t.co/iDm4moMbXZ	
616	VibrantLaura	Laura Glennie Werner	Denver, CO	275	260	27 Jan 2010 04:49:32	353	28 Jan 2013 17:06:02	Denver Lifestyle Photographer, eco-friendly mom to two little ones, blogger, biz owner	By color: BRONone	
6/4	davengoliath	David+Goliath Agency	NYC & LA	149	931	13 Jun 2013 10:11:25	92	29 Jun 2013 21:55:07	We PROMOTE Fashion Photographers + Journalists + Bloggers & CREATE content for comme	tp://t.co/eppAesIUDA	
10/9	hmarxphoto	Heidger Marx	New York, NY, USA	108	156	06 Jan 2010 17:06:49	192	22 Jun 2013 22:46:40	Natural scientist, software guy, fine art photographer, teacher, blogger, world traveler, marathor	to://t.co/XpU5iwMsnN	
1154	mikepineda com	Mike Pineda	United Arab Emirates	289	1004	25 Feb 2009 11:34:36	443	07 Jun 2013 07:19:33	Freelance Photographer, Musician, Boxing/Horse Racing Pundit, Hardcore Vaper, Blogger, Shi at	Filter/BgOXoAirhe	
11/9	JColePhoto	Jacqueline Cole	Chicago	178	276	04 Dec 2010 05:09:44	911	28 Jun 2013 13:27:19	A Wedding and Lifestyle photographer, Chicago lover, British bred, blogger, traveller, and totall	By color: None	
1245	Vikrammelkot	Vikram Melkote	T .	679	1438	03 Jan 2012 16:48:12	79		I m passionate Tech Blogger And Co-Founder Of Small Company And Love to share and exchi-	By Color.	
12//	clairesiris	The Digital Iris	London	199	584	20 May 2011 11:21:20	1390	18 Jun 2013 14:38:27	Londoner, happiness junkie, photography addict & blogger: seeking the extraordinary in the order	lo/" Tarin Tar	
1729	RichardHaick	Richard Haick	Bay Area, California	83	166	19 Feb 2009 18:16:26	966	14 May 2013 19:03:40	I am a professional photographer and beginner blogger. I shoot weddings and portraits primari	Choose One ‡	0
1/38	itsMadalina	Madalina Stanciu	1	61	181	29 Jan 2010 17:55:25	228	25 Feb 2013 12:14:33	Follower of Christ, Daughter, Sister, Photographer, Graphic Designer, Dreamer, Blogger, https://	Difference blaces	
1892	mtyler24	Margie	Houston, TX	143	286	01 Apr 2010 13:35:35	633		Houston - food/fitness/photography blogger, Love baking, chocolate, shopping, photography, S	🖟 🔍 blogger	⊗)
2050	silhouetteimage	Sarah Bouchard	Lufkin, Texas	311	1277	05 Oct 2010 21:43:34	850	03 Jul 2013 15:17:52	East Texas Wedding Photographer, Artist, Blogger, Capturing life's little moments w/ the click of	to Wheelbe setteetude com	- 10
2182	sierrajenks	Sierra Jenkins	Los Angeles	62	162	20 Feb 2012 04:02:23	225	27 Jun 2013 15:40:10	PR & non-profit communications pro / blogger / photographer and a die-hard California girl! Me nt	(Select All Search	h Results)
2226	empowerjb	Jeanine Buckley	Boston MA	11	89	13 Dec 2012 21:02:10	25		Online marketer leveraging the internet to reach the maximum number of people all over the w	To see on Phone	
2354	ImFunSizeNiki	Niki	New Bern, NC	116	102	02 Feb 2010 17:07:01	2310	01 Jul 2013 15:54:07	Proud Mom to ▼ Anthony Maddox {RIP} & Avery Shea {RIP} ▼ and a Marine ▼ Wifey ▼ to @Rich	: Wife :: Photogr	apner ::
2547	oscarcamejo	Oscar Camejo Jr.	Atlanta	181	275	26 Feb 2009 17:24:46	1570	14 May 2013 17:11:44	Husband, Dad, Photographer, Motivational Speaker, Blogger, Commonly known as "Mr. F		+ FSL T
2596	ElleEnne	laura novara	Milan, Italy	148	231	13 Feb 2009 21:40:25	1269	12 May 2013 09:20:11	Photographer, blogger, writer, chronic procrastinator in pursuit of happyness, follow me on http://		
2/91	TriciaTrevino	Patricia Trevino	Texas	11	135	10 Jun 2011 15:21:17	388	•	Mom of Super Kid, Accomplished Entrepreneur, Aspiring Crime & Political Blogger, Child Advo-	22. Photograp	pher. V
2942	StephaniLynn	Stephani Hartzell	Fort Wayne, Indiana	117	283	27 Feb 2009 23:11:28	1318	17 Jun 2013 11:43:56	Domestic Diva, Blogger and Photographer living an artsy, crazy and beautiful life! Loving God,		
29//	cmyersdesigns	Christina Myers	Atlanta, GA	51	92	01 Feb 2008 01:27:14	1809	16 Jan 2013 21:14:07	Crunchy granola momma of a cute little girl. Also, knitter, sewer, blogger.		
	THEWEBOUT	THEWEBOUT	Cape Town	570	1960	25 Mar 2013 19:00:37	560	13 Jun 2013 10:50:52	A humble blogger   seo   digital marketing geek from Cape Town South Africa feeding his internal		Clear Filter
3145	CoalterRants	Geoff Coalter	NY / NJ	684	771	02 Apr 2009 19:29:00	521		Technical PR guy for the Photo, Automotive and Audio Industries, Flak, Father, Gear Head, Ph	to://t.co/YPPY1QiEKk	
3433	IonutAnisca	Ionut Anisca	Medias, Sibiu, Romania	130	280	09 Aug 2011 10:40:20	149	26 Oct 2012 04:42:04	Photographer, Blogger, I am passionate about photography and reading in general, http://t.co/Lht	tp://t.co/wEbrfJs1EO	
3503	fiftycentlove	Debbie Smith	Virginia	151	429	03 Jan 2011 21:42:31	700			tp://t.co/MU1HinMwdG	
	bernasconiphoto	Christine Bernasconi	Sydney Australia	134		30 Apr 2009 01:09:19	283			tp://t.co/vtvirE79VN	
	manuelcheta	Cheta Manuel	Brasov, Romania	745		19 Sep 2010 15:51:55	22987		Ecomm Tech Rep&blogger at tehnocultura.ro, http://t.co/Q7mU0Czb8A, obisnuit.eu and http://t ht		
3944	MeganFewPhoto1	MeganFew Photography	Atlanta Georgia	126		23 Sep 2011 13:16:12	28			tp://t.co/XzgFWC8lnp	
	mondo leal	Luis Leal	Plainfield, IL	81		07 Sep 2011 23:52:08	314			tp://t.co/LnEe5VmCwO	
	ChuckSalser	Chuck Salser	ÜT: 35.40739397.440394	809		14 Jan 2010 04:42:27	5590		Corporate Sales Trainer, Professional Business Coach, Speaker, Author, Blogger with a desire ht		
	amthur88	Anthony Thurston	ÜT: 44.866166,-123.204429	117		31 Aug 2010 18:50:13	1850		Father of One (Two soon), Photographer, blogger at SLR Lounge(http://t.co/nlV5Jv2rMx). Four ht		
	MarissaPhotog	Marissa Dodgen	Augusta, GA	174		29 Oct 2010 00:05:03	1843			tp://t.co/uamiT4bbXa	





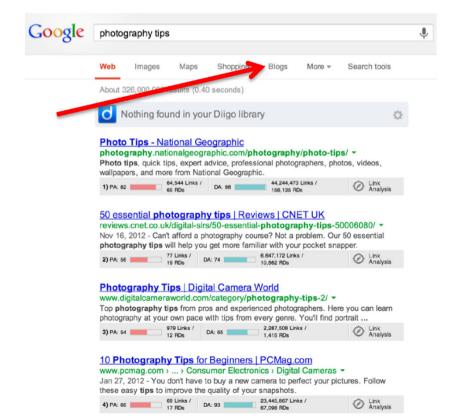
## Google Blogs Search







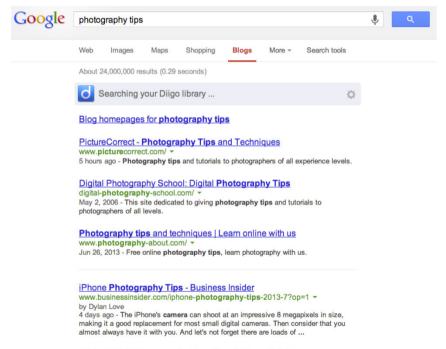
## Google Blogs Search







## Google Blogs Search



#### Click. Click. 9 Photography Tips (Part II) | Paper & Stitch

www.papernstitchblog.com/2012/.../click-click-9-photography-tips-part-... • by papernstitch

Aug 14, 2012 - A few months ago, I did a photography tips roundup here on the blog that was really popular (like 1,300+ tweets popular - thanks for all the tweeting), so I put together another one. Hope you enjoy this one as much as the first ...





## AllTop

#### http://photography.alltop.com/





ABCDEF

WORK HEALTH CULTURE INTERESTS TECH PEOPLE GOOD NEWS GEOS SPORTS

HOT TOPICS | New Topics | My Recent Topics | My Alltop | Holy Kaw

#### Photography

#### MOST TOPULAR STORIES

Making your Photos Move

30 Questions You Should Ask About Being A Photographer

My Tokyo Commute

Capturing the Critical Moment in Wildlife Photography 30 Magical Examples of Tree Photography For Your

#### THE BIG PICTURE

Solar Impluse flight: Powered by the Sun

Egypt in turmoil

Tour de France 100th edition: Part one

Summer scenes 2013

Editors note: Vacation

#### SCOTT KELBY'S PHOTOSHOP INSIDER

We're Looking For One Incredible Person and It Just Might Be It's Free Stuff Thursday!

It's Guest Blog Wednesday featuring Brooke Shaden!

Three Quick Tuesday Things (and a Peter Hurley Teaser!)

100 Ways Lightroom Kicks the Bridge (and Camera Raw's)

#### IN FOCUS

Sinkholes: When the Earth Opens Up
The Crash of Asiana Airlines Flight 214

Photos of Ramadan 2013

China's Manned Space Program

Freight Train Derails and Explodes in Lac-Megantic, Quebec

#### DIGITAL PHOTOGRAPHY REVIEW

Shooting Goðafoss: Erez Marom takes us behind the picture

Teen photographer puts surrealist spin on summer photo First image samples from Nokia's 41MP Lumia 1020

What The Duck #1419

Just Posted: Panasonic Lumix DMC-TS5 Review

#### PHOTOGRAPHYTALK.COM

Social media explained for photographers

Shooting From Home: Dos and Don'ts!

Experience the Magic of Tuscany—the Light, the Landscape, Why Backing Up Your Files May Be Your Most Important

Let Your Camera See The Light



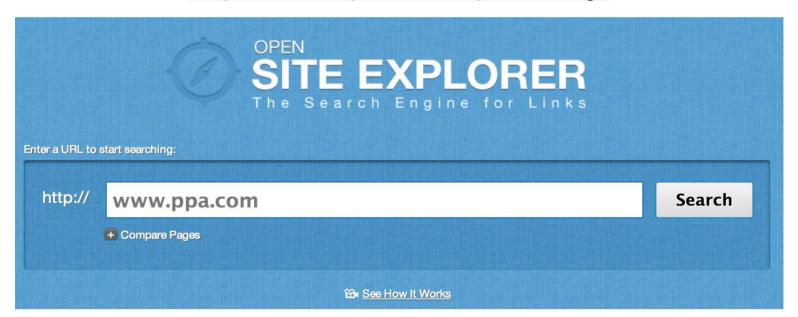


## How do I determine what my audience is interested in?



## **Open Site Explorer**

http://www.opensiteexplorer.org/







## Open Site Explorer

http://www.opensiteexplorer.org/

	A	C	F	G
1	URL	Anchor Text	Number of Domains Linking to this Page	Number of Domains Linking to Domain
2	http://www.richmondprolab.com/about.php	(img alt) [No Anchor Text]	1527	3327
3	http://www.rileyguide.com/arts.html	PPA's Photocentral	51	4661
4	http://photographersindex.com/	Professional Photographers of America,	335	779
5	http://www.khake.com/page45.html	PPA Certification	127	2559
6	http://www.richmondprolab.com/	(img alt) [No Anchor Text]	170	3327
7	http://imagingusa.org/	Professional Photographers of America (PPA)	490	545
8	http://www.photographersindex.com/	Professional Photographers of America,	292	779
9	http://photography.alltop.com/	PPA Today	241	16306
10	http://asmp.org/articles/press-release-10-04-07.html	http://www.ppa.com	39	3275
				07004
11	http://www.slate.com/articles/technology/technology/2011/04/david_hobby.html	1 percent	15	97234
12	http://lower.colortate.odv/9/75h-Nahan/i12an.htm	Deefessional Dhatagraphers of America	20	39942
12	http://lamar.colostate.edu/%7Ehallahan/j13pr.htm	Professional Photographers of America	20	39942
13	http://www.stockartistsalliance.org/	Contact Congress	210	282
14	http://www.pbase.com/vanwhite	(img alt) Member, Professional Photographers of America	3	41119
	nttp://www.poase.com/vanwinte	(mig and member, Professional Photographers of Afficine	3	41115
15	http://www.meetup.com/The-Professional-Photographers-Guild-of-Florida-PPGF-COM/	PPA (Professional Photographers of America)	2	107730
16	http://www.kenrockwell.com/tech/go-pro.htm	PPA	28	8098
17	http://www.crime-scene-investigator.net/csi-photo.html	Professional Photographers' of America	63	764
	· · · · · · · · · · · · · · · · · · ·		-	





## Subject-matter Expertise

http://photofocus.com/2010/01/25/and-you-call-yourself-a-professional/

If you want to learn how to effectively, fairly, accurately and reasonably price your photography, there are lets of places to go for help. The Professional Photographers of America (PPA) – <a href="http://www.ppa.com/joinppa/">http://www.ppa.com/joinppa/</a> and Wedding & Portrait Photographers International – <a href="http://www.wppionline.com/join.aspx">http://www.wppionline.com/join.aspx</a> have tons of information on how to run a wedding and portrait business without devaluing the client, the photographer or the industry.



## Organizational Memberships

http://www.copyrightalliance.org/members







#### **Local Meetups**

http://www.meetup.com/The-Professional-Photographers-Guild-of-Florida-PPGF-COM/







#### **Newsworthy Press**

http://www.slate.com/articles/technology/technology/2011/04/david hobby.html

#### **David Hobby**

honor.

A Baltimore Sun photographer who took a buyout, started a blog, and changed the photography business forever.

By Steven Weiss | Posted Wednesday, April 20, 2011, at 7:05 AM



At first glance, David Hobby looks like just another casualty of the decline of print media: A longtime staff photographer for the *Baltimore Sun*, he was one of many employees who accepted a buyout in 2008 as part of broad staff reductions at the distressed newspaper.

Yet last mon Approximate http://www.ppa.com/about/ ocities. \* and famed magazine photographer see McNally speak about their craft. Hobby's blog, Strobist, on which he teaches amateur are lighting techniques used by professionals, welcomed 2 million unique visitors lath ear. (The largest professional photography association has a membership 1 percent or that size.) Manufacturers have named lines of equipment after him, an unheard-of



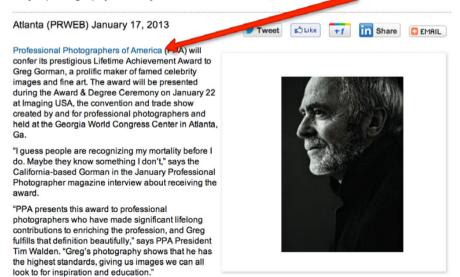


#### **Press Releases**

http://www.prweb.com/releases/2013/1/prweb10327051.htm

# Greg Gorman to Receive Lifetime Achievement Award from Professional Photographers of America at Imaging USA

PPA will present the award to Gorman on January 22, 2013 at Imaging USA, a major photography industry convention in Atlanta, Ga.







#### **Journalism**

http://www.washingtonpost.com/wp-srv/photo/relatedlinks.htm

## The Washington Post

In the News Egypt Edward Snowden Nelson Mandela Microsoft Jay-Z Randy Travis Unlimited digital access. Try it for 4 weeks. Just 99¢.

#### CAMERA-WORKS







# **Prominent Commentary**

http://www.kenrockwell.com/tech/go-pro.htm

#### **Trade Associations**

When I've attended meetings of professional photography groups I was saddened by the overall crummy attitude. Everyone whines about how they are beaten down to bottom dollar by all the new people coming in and every other whine imaginable. Regardless of organization, no one seems to have a confident handle on running their business. Everyone is too busy complaining about why it's not their fault. Tough, it's a competitive business, and to succeed one needs to rise above the whining and differentiate one's self in the eyes of the people who hire you. If you can't make clear why you are different from everyone else, you'll always get bottom dollar.

When I shopped for things like insurance I didn't see any great deals offered compared to what I found on my own.

I don't belong to any of <u>APA</u> or <u>PPA</u> or <u>ASMP</u> or any of that. People should join, as it's the best way to meet others doing the same thing and to learn from the camaraderie. I didn't find any of them that encouraging from a business standpoint.





# Community

#### http://lynismael.com/



share with your future kids and grandchildren.

Hi there! My name is Lyn Ismael, I'm a **Toronto wedding photographer** serving The Greater Toronto Area, Kitchener-Waterloo Reg., and most destinations around the world. I believe that weddings are more than just the pretty flowers, your bouquet, that beautiful wedding dress, and exquisite decor for your reception. To me, weddings are bout two families merging together as one in celebration of two people dedicating themselves to each ther in marriage.

Being a member of several professional organizations such as WPJA, WPFA, PPA, and FEARLESS PHOTOGRAPHERS, my job as your wedding photographer is to photograph the story of your wedding day as it unfolds. I love that I get to freeze your memories which allows you to relive your wedding day from the images I've captured. Images of your handsome groom and of what he and his groomsmen were up to the morning of. Images of you getting ready, and one of your Dad seeing you as a bride for the first time. His little girl all grown up. Images of you exchanging vows, and of your parents so happy for you finding true love. After your wedding day has passed, and those beautiful flowers have wilted, your wedding gown yellowed, and your decor tucked somewhere in the attic, it is these images that will remain for you to cherish and





#### Certifications

http://www.weddingwire.com/biz/jmk-photography-kalispell/6afee813212fb26c.html

#### **About Us**

Kalispell Montana Certified Professional Photographer, Wayne Murphy, and Vicki Murphy, the husband and wife team of JMK Photography, share a passion for people, fine art and photography. We specialize in weddings, creative environmental portraits, family photography, fashion and dance photography. Our mission is to work with you to create unique and creative professional photos that you and your family will cherish forever! We proudly service Kalispell, Whitefish, Bigfork, East Glacier Park, West Glacier, Glacier National Park, Great Falls, Cut Bank, Shelby and the surrounding areas of Flathead County and Glacier County. With Glacier National Park in our backyard you couldn't ask for a more perfect backdrop for all your portrait, wedding and special event needs. We love shooting outdoors in natural light and we are ready to get creative using flash.

East Glacier Park Weddings | Kalispell Montana Wedding Photographers | Certified Professional Photographer | Glacier National Park Wedding Photography | Montana High School Senior Photography | Great Falls Wedding Photography | Whitefish Montana Weddings

Dance and Ballet Photography | Creative and Environmental P

Wayne, Vicki, Jeffrey, Megan and Kaitlyn (JMK)

Visit our main website at www.jmkphotography.net Email us at hello@jmkphotography.net Call us at (406) 249-7939 http://www.ppa.com/findaphotographer/ 34780/Wayne-Murphy.php







#### **Resource Lists**

http://freelanceswitch.com/freelance-photography/25-resources-for-starting-a-freelance-photography-business/

#### Organizations for Professional Photographers

Before you delve into the following list, let's be clear on why professional photographer organizations exist: They're not going to be a major source of clients for you. That's not their purpose. What you will gain by joining is a community of other photographers. That community will help you grow as an artist and a business person.

- 1. American Photographic Artists (USA)
- 2. American Society of Media Photographers (USA)
- 3. Australian Commercial and Media Photographers
- British Press Photographers' Association (UK)
- 5. Editorial Photographers (International)
- 6. Event Photographer Society (UK)
- 7. Federation of European Photographers (Covers 21 countries)
- 8. National Press Photographers Association (Internation
- 9. Professional Photographers of America (USA)
- Professional Photographers of Canada
- Society for Photographic Education (USA)
- 12. Society of Sport & Event Photographers (USA)





# Think beyond your niche

http://www.akc.org/public education/careers.cfm

#### **Additional Resources**

AKC Registered Handlers Program Field Coordinators and Raleigh Office Project Manager

For more detailed information about specific dog-related careers and jobs, contact these organizations:

National Animal Control Association P.O. Box 480851 Kansas City, MO 64148 www.nacanet.org

American Society for the Prevention of Cruelty to Animals 424 East 92nd Street
New York, NY 10128
212-876-7700
www.aspca.org

Professional Photographers of America 229 Peachtree St., NE, Suite 2200 Atlanta, GA 30303 1-800-786-6277 www.ppa.com





# Think beyond your niche

http://www.crime-scene-investigator.net/csi-resources.html

Association for Crime Scene Reconstruction (ACSR)
Association of Firearm and Toolmark Examiners (AFTE)
Association of Women in Forensic Science (AWIFS)
Colorado Association of Property and Evidence Technicians
High Technology Crime Investigation Association (HTCIA)
International Association for Property and Evidence (IAPE)
International Association of Bloodstain Pattern Analysts (IABPA)
International Association of Arson Investigators (IAAI)
International Crime Scene Investigators Association (ICSIA)
Southern California Association of Fingerprint Officers

#### **Photography Organizations**

Evidence Photographers' International Council (EPIC)
Law Enforcement/Emergency Services Video Cociation (LEVA)
Professional Photographers' of America
The Royal Photographic Society
Professional Photographers of Canada





# With off-page SEO, always remember...

- If you wouldn't do it offline, don't do it online!
- Focus on audience, not assets
- Play to your strengths
- Be authentic! Curate genuine relationships with your audience



# Questions?





# In-Page SEO



# In-Page SEO

```
<1i>>
<a href="/eWebSkin.cfm?eWebURL=eweb/DynamicPage.aspx?WebKey=A2F8D92B-072E-424A-A754-</pre>
5BFE8A385D07">Shopping Cart</a>
<form action="/search/search.cfm" method="get" id="header-search" class="clear">
<input type="search" name="QuickSearch" placeholder="Search" />
<a id="header-mobile-contact" href="/">Contact Us</a>
<div id="header-login-test"><!-- js sizing test --></div>
<div id="header-login">
<a id="header-login-label" href="/account/login.cfm" class="typeface-b"><span</pre>
class="circle dark-green"></span>Member Login</a>
<div id="header-login-overlay">
<form action="/account/login.cfm" method="post" class="clear">
<input type="text" id="hl-user" class="user" name="username" placeholder="Email" />
<input type="password" id="h1-pw" class="pw" name="password" placeholder="Password" />
<input type="hidden" id="hl-rurl" name="returnURL" value="/index.cfm?"/>
<input type="submit" id="hl-submit" name="submit" value="Go"/>
<a class="recover" href="/theloop/content.cfm?ItemNumber=1759">Forgot Password?</a>
</div><!-- /header-login-overlay -->
</div><!-- /header-login -->
```

- Refers to the technical foundation on which the website is built
- Search engines are governed by algorithms, which need to collect data to process
- Data is collected by search spiders which crawl the web and return data to the search engine





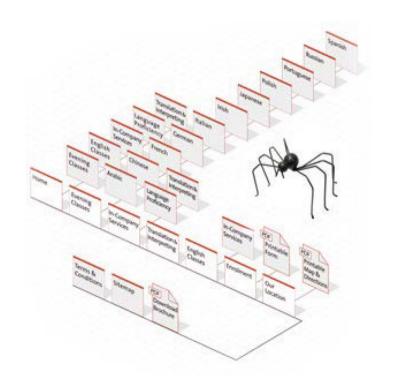
#### SEO Pitfall #5

# Search engines not finding your content



### What is the Problem?

- Search engine index database of webpages that search engine spiders have collected
- Search engine algorithms process your query and determine which pages from their index are most relevant for that particular query



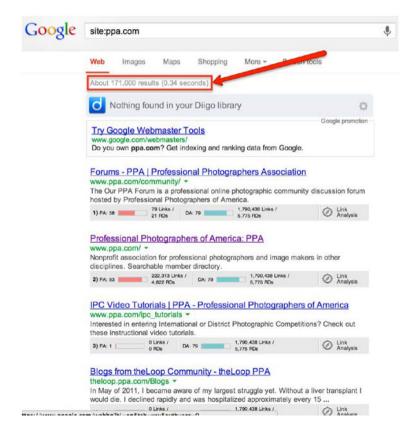


# Why is it a Problem?

If a page is not indexed, it does not exist!



### Site:domain.com







### What is the Solution?



Make sure that you are not blocking search engines from accessing your content



#### Robots.txt

- The Robots.txt file is used to indicate to search engines which pages should not be crawled
- Search engines do not necessarily have to honor this directive, but it provides strong signals to SEs about what content is and is not intended for search

```
www.brettasnyder.com/robots.txt

Mail BC URL Reviewer WBM OSE

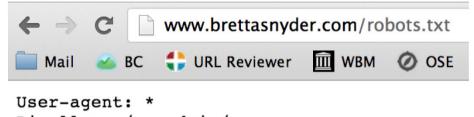
User-agent: *
Disallow: /wp-admin/
Disallow: /wp-includes/
```



### Robots.txt - Good!

This means "do not crawl any page that contains '/wp-admin/' in the URL"

In other words, do not crawl my admin pages



Disallow: /wp-admin/
Disallow: /wp-includes/



#### Robots.txt - Bad!

This means "do not crawl any page that contains '/' in the URL"

In other words, do not crawl any of my pages!



# **NOINDEX Tag**

- NOINDEX tag is used to explicitly tell search engines which pages should not be indexed
- Remember, if it's not in the index it doesn't exist!
- Major pitfall during a site redesign is to forget to remove this tag prior to launch

```
<meta http-equiv="Content-Type" content="text/html; charset=utf-8" />
<meta name="description" content="Default Description" />
<meta name="keywords" content="Magento, Varien, E-ce" />
<meta name="robots" content="NOINDEX, NOFOLLOW"</pre>
```



# **XML Sitemaps**

This XML file does not appear to have any style information associated with it. The document tree is shown below.

```
▼<urlset xmlns="http://www.sitemaps.org/schemas/sitemap/0.9">
 ▼<url>
   ▼<loc>
      http://www.countryclubprep.com/mens/polo-shirts.html
    <lastmod>2013-07-13</lastmod>
    <changefreg>dailv</changefreg>
    <priority>0.5</priority>
   </url>
 ▼<url>
    <loc>http://www.countryclubprep.com/accessories.html</loc>
    <lastmod>2013-07-13</lastmod>
    <changefreq>daily</changefreq>
    <priority>0.5</priority>
  </ur>
 ▼<url>
    <loc>http://www.countryclubprep.com/mens.html</loc>
    <lastmod>2013-07-13</lastmod>
    <changefreg>daily</changefreg>
    <priority>0.5</priority>
   </url>
 v<url>
    <loc>http://www.countryclubprep.com/womens.html</loc>
    <lastmod>2013-07-13</lastmod>
    <changefreg>dailv</changefreg>
    <priority>0.5</priority>
   </url>
 ▼<url>
    <loc>http://www.countryclubprep.com/mens/swimsuits.html</loc>
    <lastmod>2013-07-13</lastmod>
    <changefreg>dailv</changefreg>
    <priority>0.5</priority>
   </url>
```

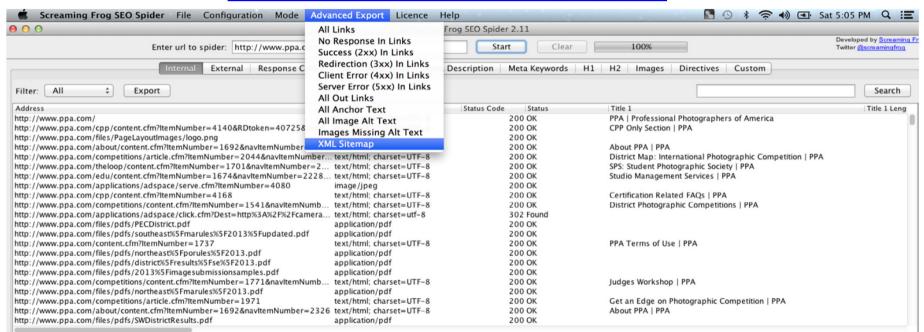
An XML Sitemap is a file that you upload that helps the search engines understand how to crawl your site





# Screaming Frog

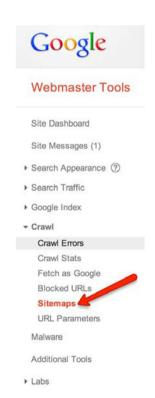
http://www.screamingfrog.co.uk/seo-spider/

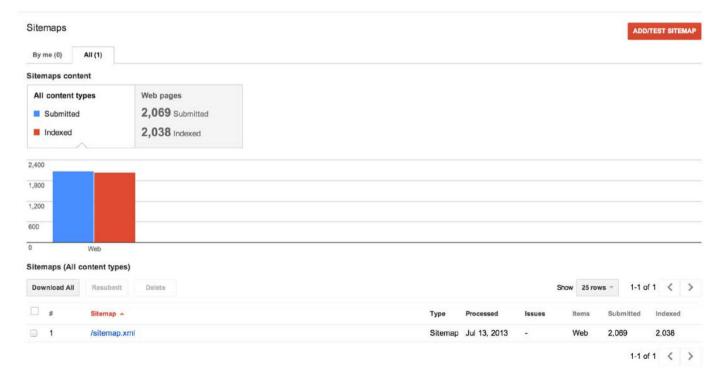






## What is the Solution?

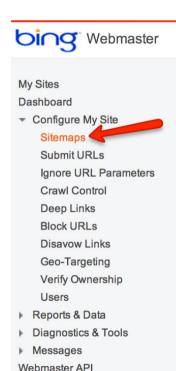








#### What is the Solution?









## SEO Pitfall #6

Search engines cannot understand my images



## What is the Problem?





#### What is the Problem?



<a href="http://www.brettasnyder.com/wp-content/uploads/me-anne-braveheart.jpg" ><img class="size-large wp-image-282 aligncenter" title="Brett, Anne, and Braveheart at the Beach" alt="Snyder Family Photo - Brett, Anne, Braveheart" src="http://www.brettasnyder.com/wp-content/uploads/me-anne-braveheart-1024x768.jpg" width="665" height="498" /></a>





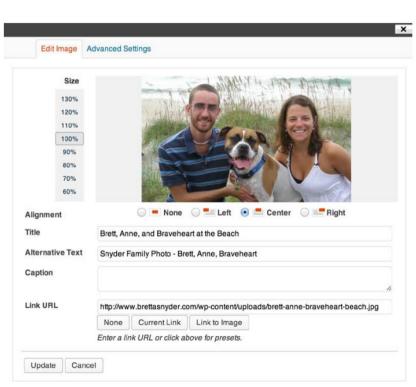


# Why is it a Problem?

- Remember, search engines are governed by algorithms
- Search engine goal = relevance
- The harder it is for SEs to determine relevance, the harder it is for your images to appear in search



## What is the Solution?



- Keyword-rich filenames
- Tag your images with the appropriate alt text
- Complementary website content
- Image Sitemaps





# With in-page SEO, always remember...

- If it isn't in the index, it doesn't exist!
- 2 major pitfalls: content you do want indexed that isn't and content you don't want indexed that is
- Tag your images so that search engines can understand them



#### What is SEO?

Search engines afford an unprecedented opportunity for SMBs to authentically connect with their audience



#### What is SEO?

- On-Page: Leverage your website content to communicate your competitive advantages directly to the target audience
- Off-Page: Pursue only marketing strategies that engage with and provide a legitimate value-add to the community
- In-Page: Build your website so search engines can access your content



Be authentic.



Be genuine.



Be patient.



Be human.



# Thank You!

#### TO LEARN MORE OR FOR ANY QUESTIONS:

Brett Snyder

Director, Search Engine Optimization brett.a.snyder@gmail.com @BrettASnyder



#### **Image Credits**

- Mission: Small Business http://www.visiblebanking.com/chase-mission-small-business-attracts-70000-smes-3-million-votes
- Relevance http://rankmaniac2012-caltech.blogspot.co.uk/2012/02/on-romanace-relevance-and-rankmaniac.html
- Totally Free (Not Actually Free) http://nicolashayek.me/internet-free/
- Google Crawler (x2) http://www.theseotailor.com.au/beginner-seo/introduction-to-seo/
- Copy-Paste Babies http://brooknovak.files.wordpress.com/2009/07/copy-paste.jpg
- ROI http://www.rms.net/lc\_faq\_other\_roi.htm



#### Image Credits (Cont.)

- Search Demand Curve http://moz.com/blog/illustrating-the-long-tail
- Off-Page References http://www.vodahits.com/
- Penguin Webspam Sheriff http://www.websitetrafficwarehouse.com/googlepenguin-update-recovery-plans.html
- Penguin Penalty Analytics http://moz.com/blog/how-wpmuorg-recoveredfrom-the-penguin-update
- Matthew Lesko: Free Government Money! –
   http://www.leskobooks.com/free-government-money.htm
- Play to your Strengths http://touchwind.blogspot.com/2009/01/do-you-playto-your-strengths.html



#### Image Credits (Cont.)

- Vintage Social Networking –
   http://wronghands1.wordpress.com/2013/03/31/vintage-social-networking/
- Search Spider Index http://www.optify.net/search-marketing/six-tips-for-improving-your-websites-accessibility
- We're Open http://www.quimbys.com/blog/store-news/yes-were-open/

