Optimizing for Universal Search: Part 1

Greg Jarboe of SEO-PR and Amanda Watlington of Searching for Profit, July 17, 2008



Would you believe we're teaching a universal search class in Seattle?





Source: Search Engine Watch Blog, July 3, 2008

We haven't dumped your tea in our harbor or faced you in the ALCS





- We have both been named to Who's Who in SEO Experts by Larry Chase's Search Engine for Marketers
- We are both Search Engine Watch Blog Correspondents
- We are both frequent speakers at Search Engine Strategies



We were teaching this class before Google introduced universal search



"I can't explain it—it's just a funny feeling that I'm being Googled."

- We taught "Getting found in all the right places" at SES New York on April 9, 2007
- Google announced its critical first steps toward a universal search model on May 16, 2007
- We have renamed our class "Optimizing for universal search"



Ultimate goal of universal search is to break down silos of information

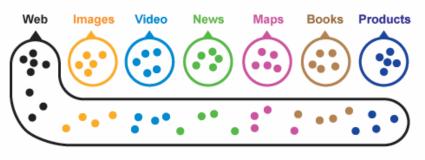
Old Google Model

Previously, a web search on Google would only return web pages and document contents. Items such as images and video were not included.



New Google Model: Universal Search

A web search on Google can now include multiple types of information such as images, video, news, maps, books, and products.



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"The ultimate goal of universal search is to break down the silos of information that exist on the web and provide the very best answer every time a user enters a query."

Marissa Mayer, vice president of search products and user experience at Google

Sources: Google Press Center: May 16, 2007,

and Search Engine Land, July 3, 2007



This workshop is focused on optimizing for universal search



"Would you like to see the top on Google Earth?"

- Video search
 - Video sharing
- News search
 - Online media
- Image search
 - Photo sharing
- Local search
 - Maps
- Other verticals
 - Products, books, etc.



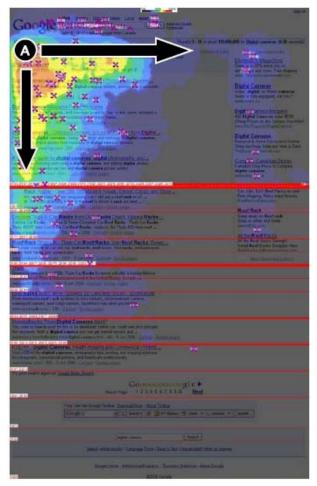
Has universal search changed searcher behavior dramatically?



- Images, news, video, and local information are now being delivered in one easy-to-use and sometimes personalized interface.
- Are searchers warming to the blended search concept?



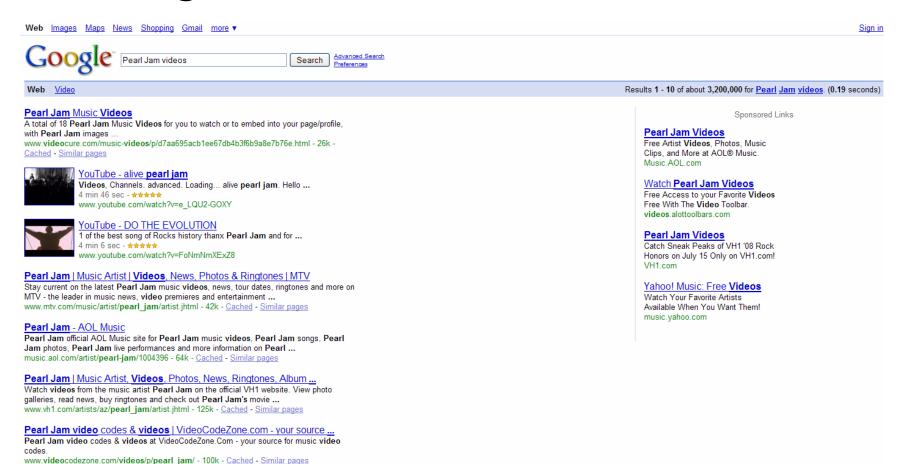
Images in universal search results change our eye scanning patterns







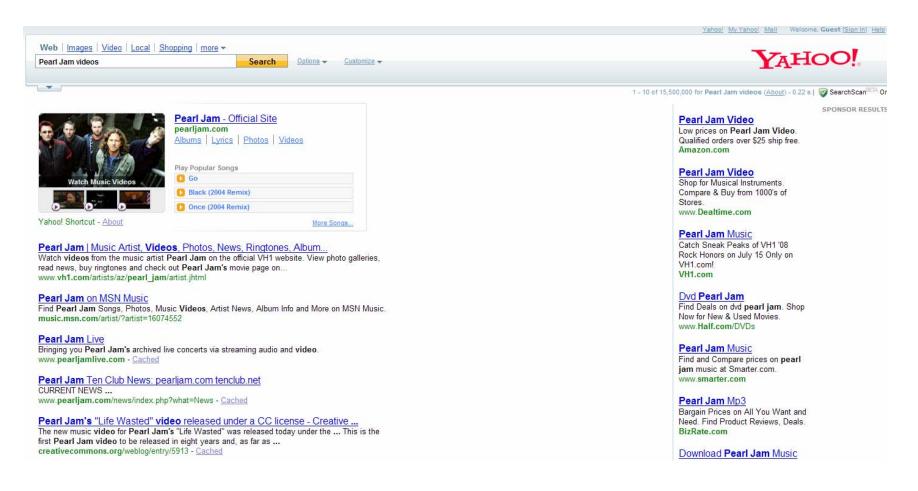
Search for *Pearl Jam videos* in Google and videos rank #2 & #3



Source: Google, July 14, 2008



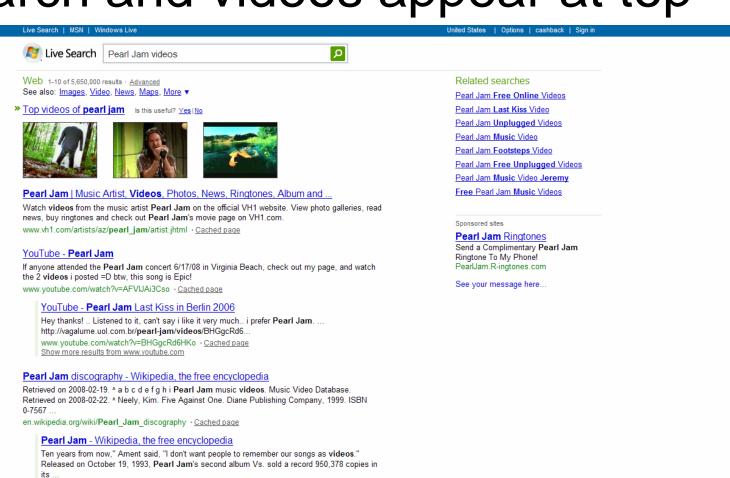
Search for *Pearl Jam videos* in Yahoo! and videos appear at top



SearchEngineWatch.com

Source: Yahoo!, July 14, 2008

Search for *Pearl Jam videos* in Live Search and videos appear at top

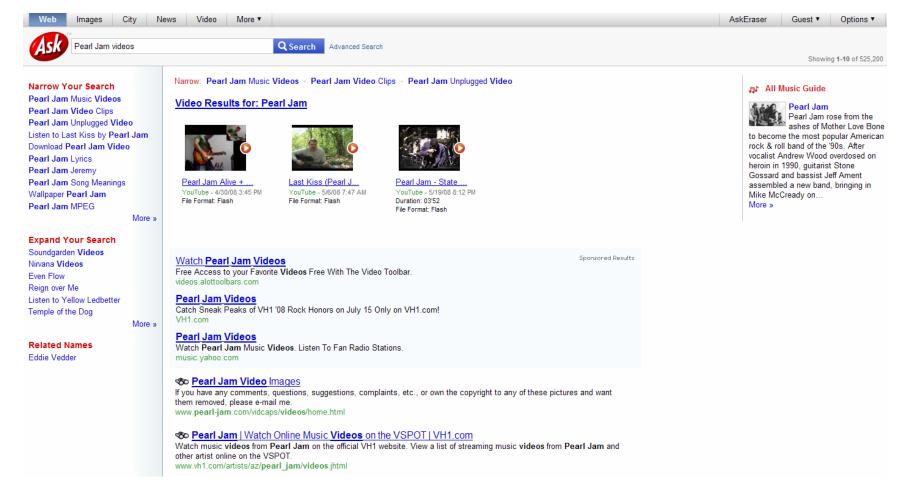




en.wikipedia.org/wiki/Pearl Jam %28band%29 · Cached page

Show more results from en.wikipedia.org

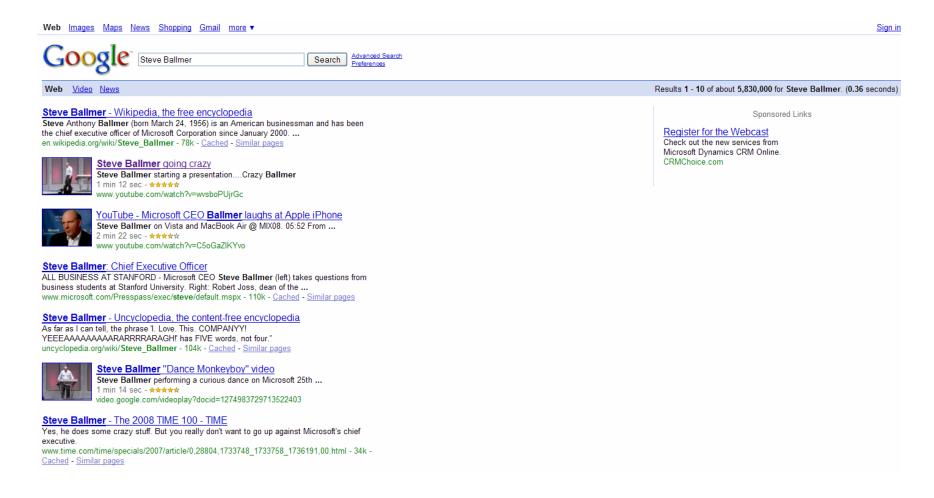
Search for *Pearl Jam videos* in Ask and videos appear at top of SERP



Source: Ask, July 14, 2008



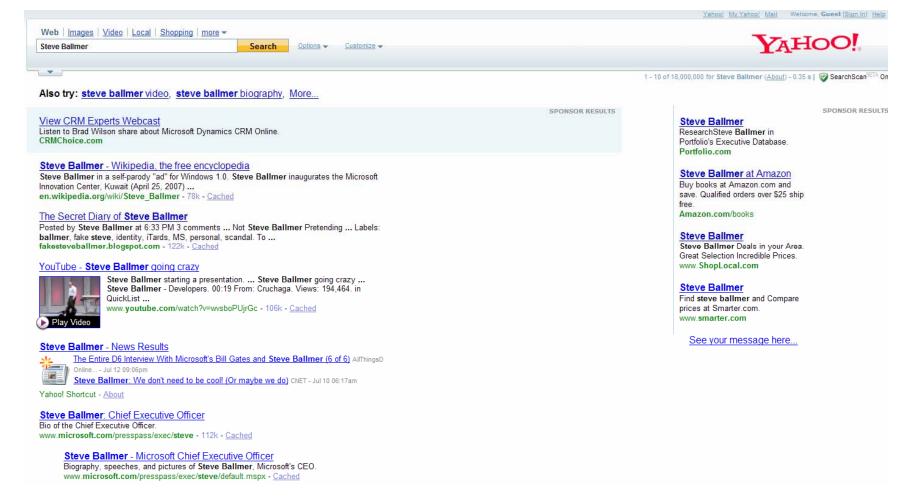
Search for Steve Ballmer in Google and videos rank #2, #3 & #6



Source: Google, July 14, 2008



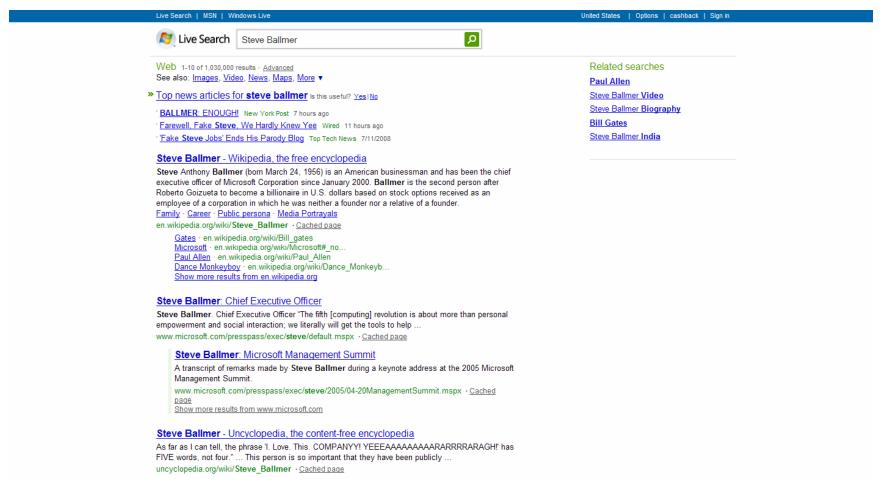
Search for *Steve Ballmer* in Yahoo! and video ranks #3, news ranks #4



SearchEngineWatch.com 🕟

Source: Yahoo!, July 14, 2008

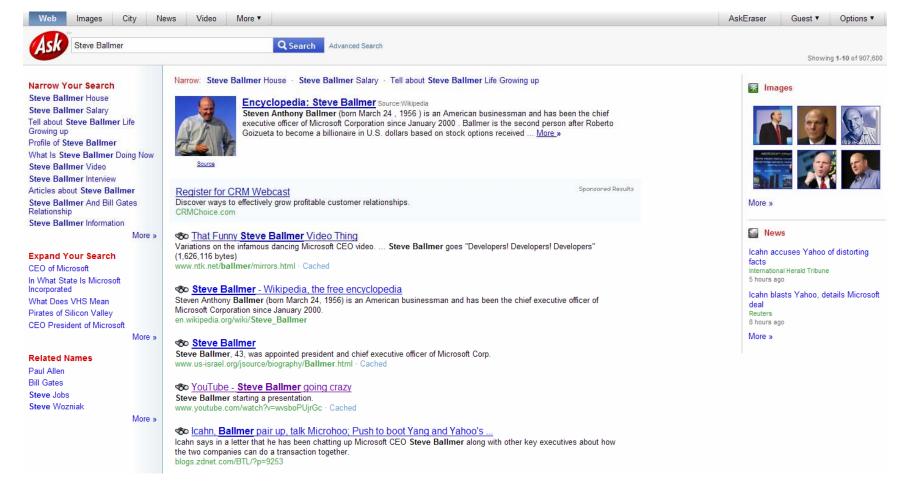
Search for Steve Ballmer in Live Search and top news articles at top





Source: Live Search, July 14, 2008

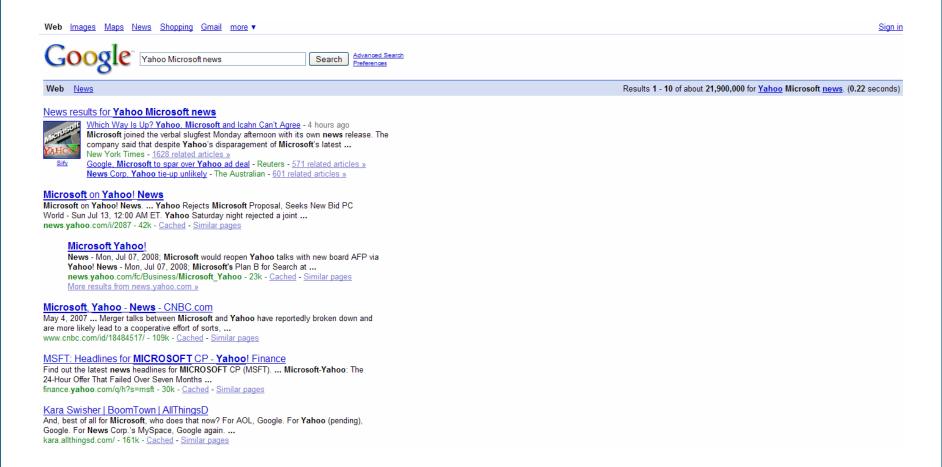
Search for Steve Ballmer in Ask and encyclopedia listing at top



Source: Ask, July 14, 2008



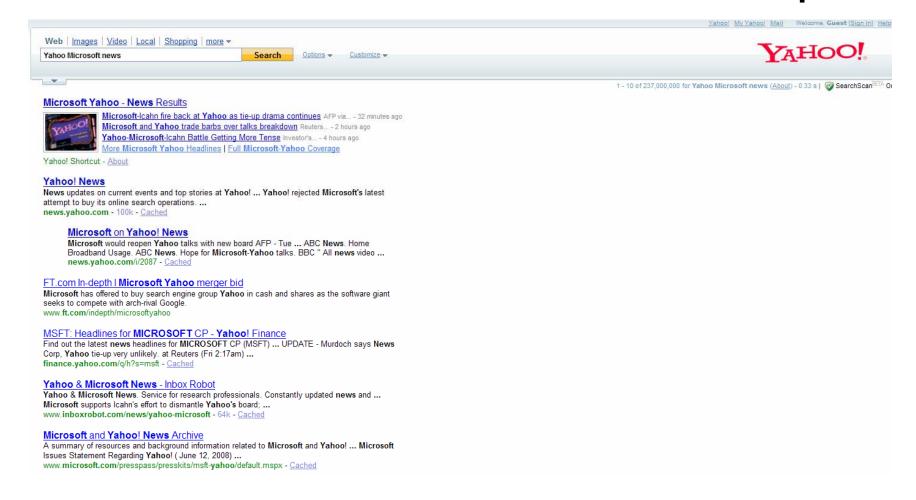
Search for Yahoo Microsoft news in Google and news results rank #1



Source: Google, July 14, 2008



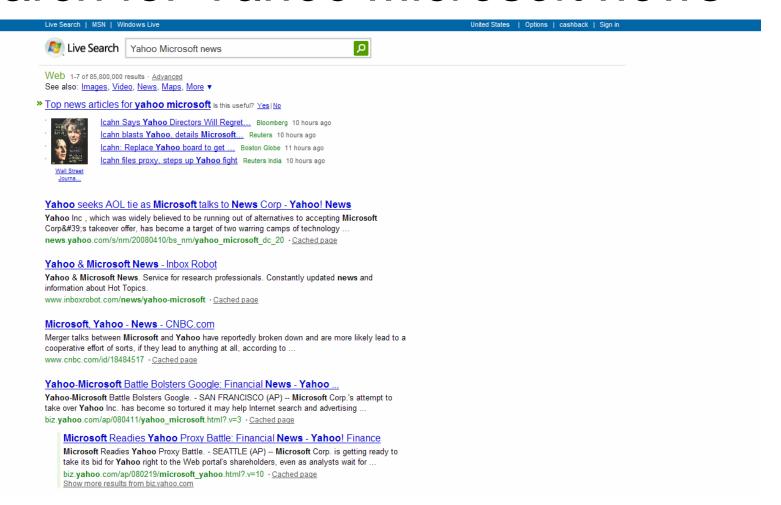
Search for Yahoo Microsoft news in Yahoo! and news results at top



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Source: Yahoo!, July 14, 2008

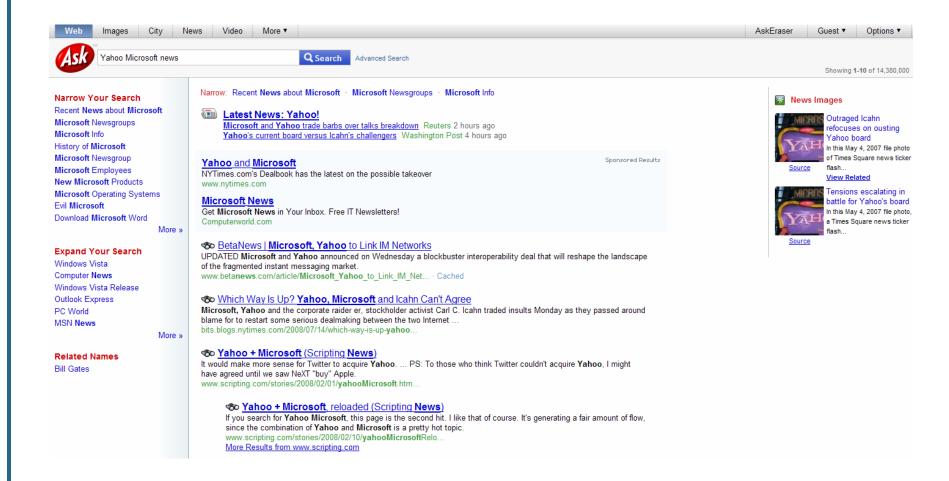
Top news articles appear in Live Search for Yahoo Microsoft news





Source: Live Search, July 14, 2008

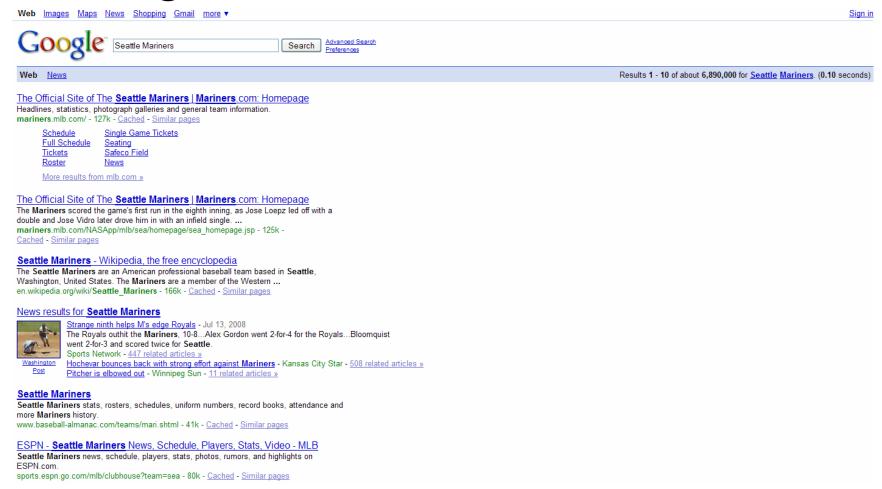
Search for Yahoo Microsoft news in Ask and latest news ranks first



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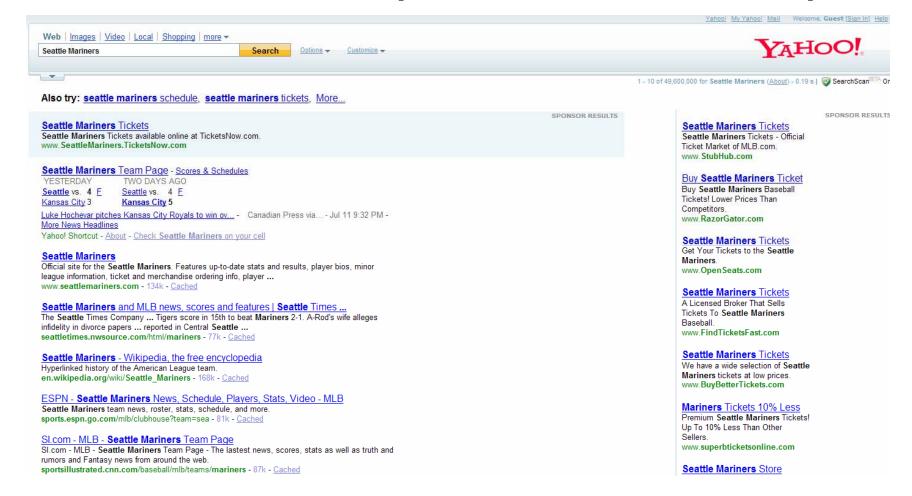
Search for Seattle Mariners in Google and news results rank #4



Source: Google, July 14, 2008



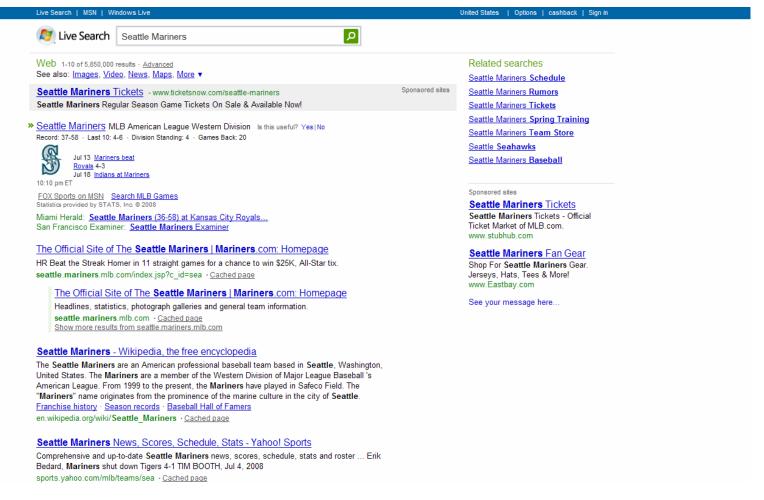
Search for Seattle Mariners in Yahoo! and sports scores at top



SearchEngineWatch.com

Source: Yahoo!, July 14, 2008

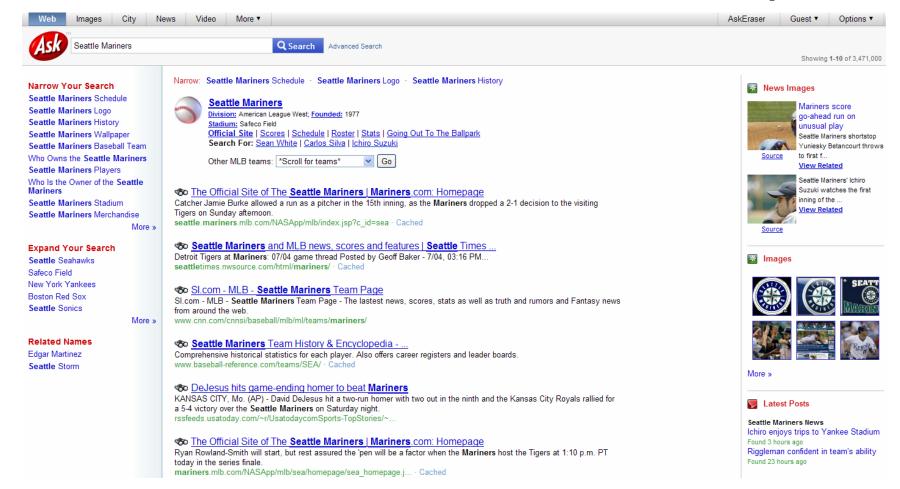
Search for Seattle Mariners in Live Search and Fox Sports at top



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Source: Live Search, July 14, 2008

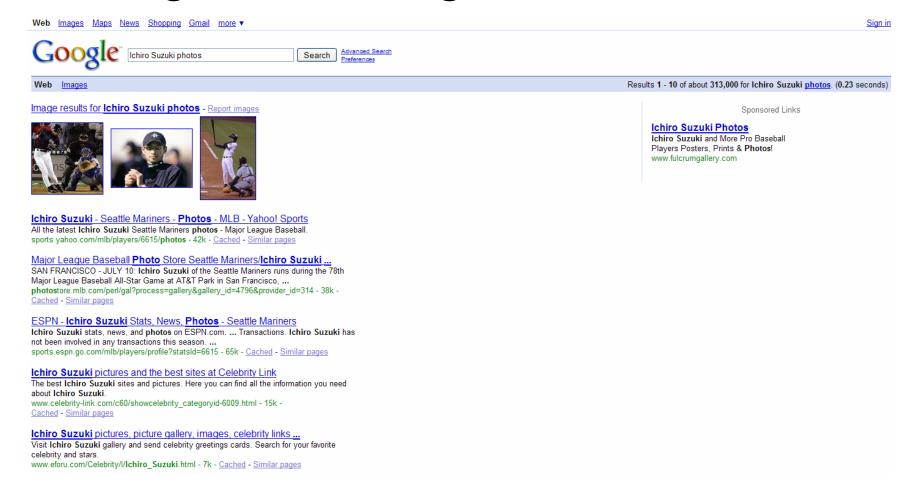
Search for Seattle Mariners in Live Search and official site at top



Source: Ask, July 14, 2008



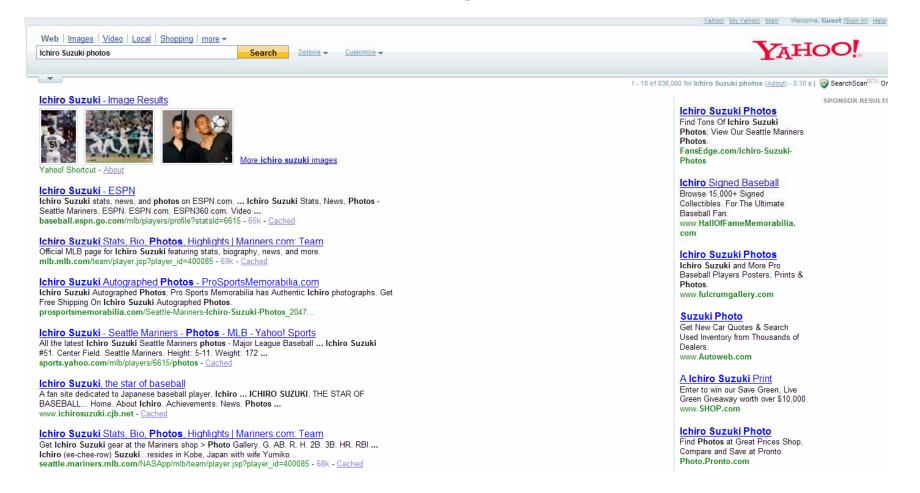
Search for *Ichiro Suzuki photos* in Google and image results rank #1



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Source: Google, July 14, 2008

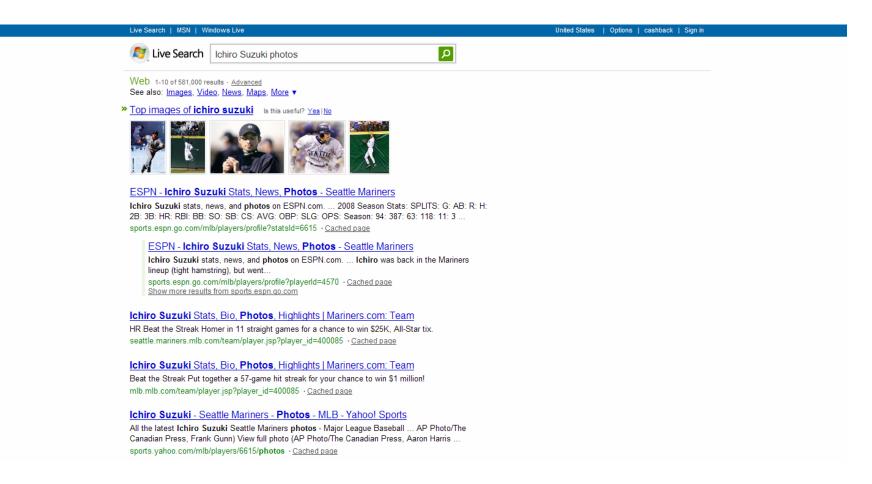
Search for *Ichiro Suzuki photos* in Yahoo! and image results at top



SearchEngineWatch.com

Source: Yahoo!, July 14, 2008

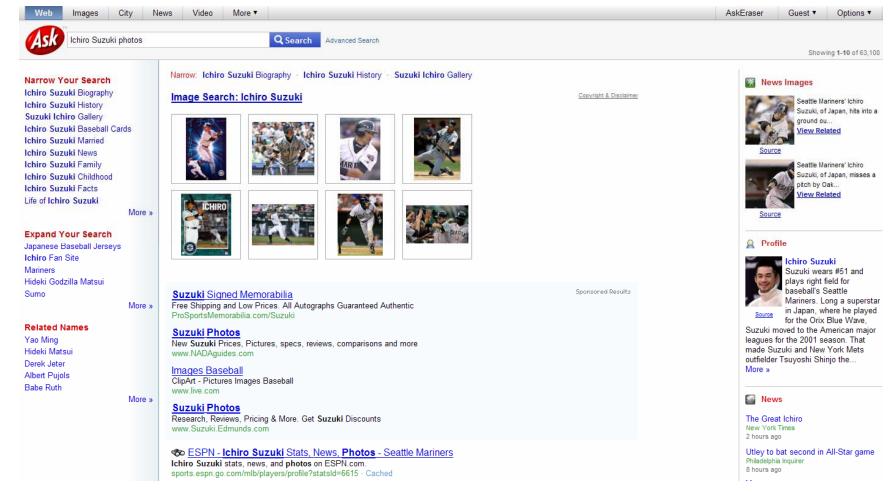
Search for *Ichiro Suzuki photos* in Live Search and top images at top





Source: Live Search, July 14, 2008

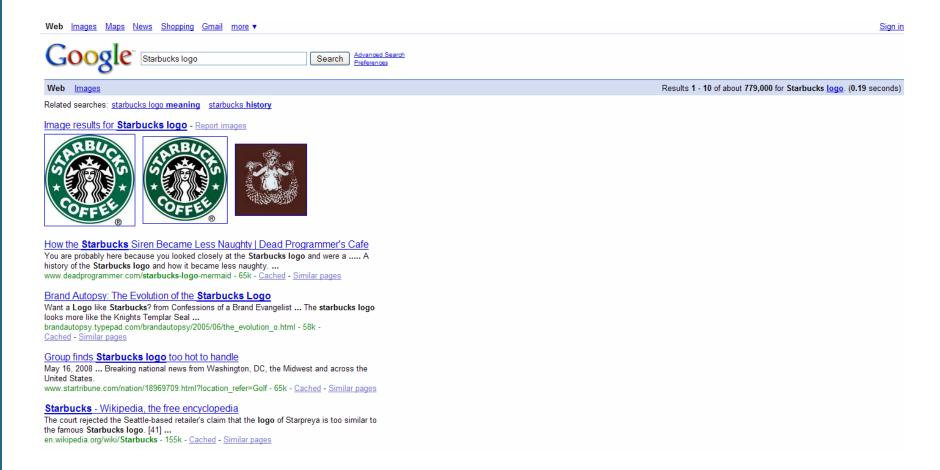
Search for *Ichiro Suzuki photos* in Ask and image search top of SERP



SearchEngineWatch.com 減

Source: Ask, July 14, 2008

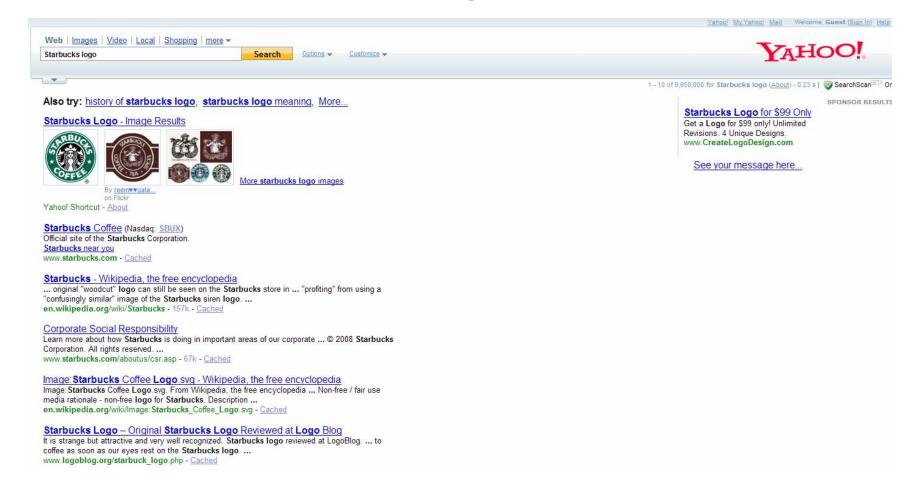
Search for *Starbucks logo* in Google and image results rank #1



Source: Google, July 14, 2008



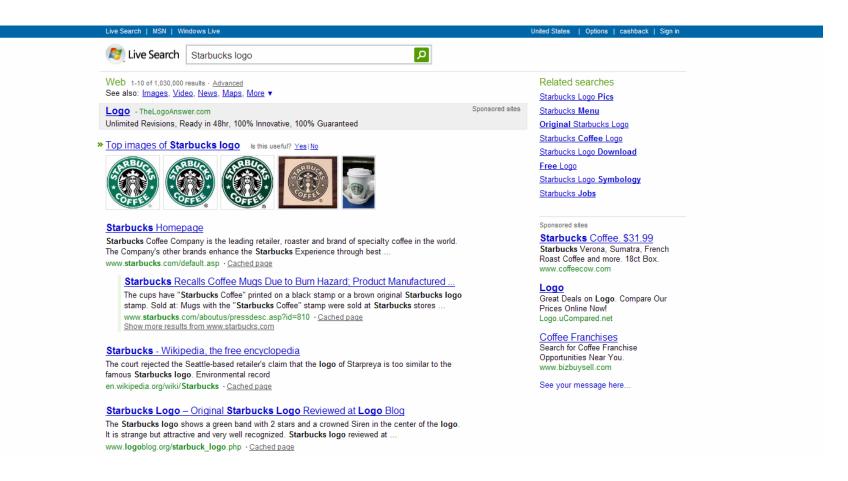
Search for *Starbucks logo* in Yahoo! and image results at top



SearchEngineWatch.com 減

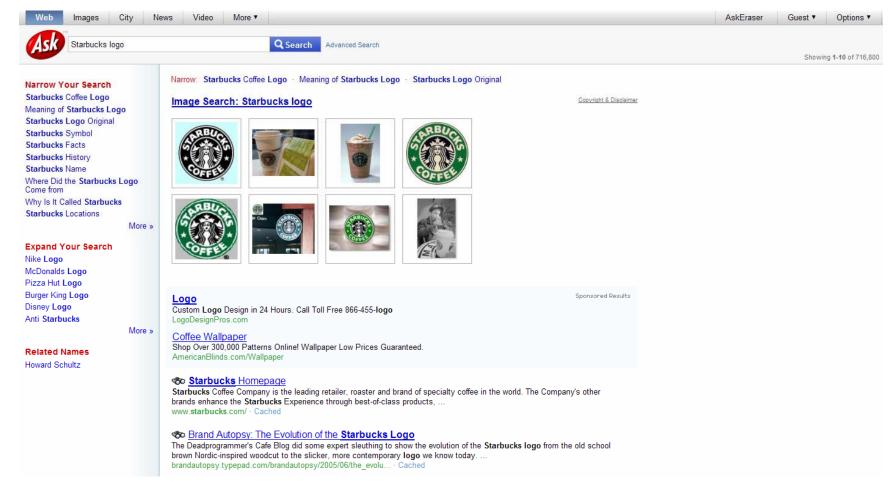
Source: Yahoo!, July 14, 2008

Search for Starbucks logo in Live Search and top images at top





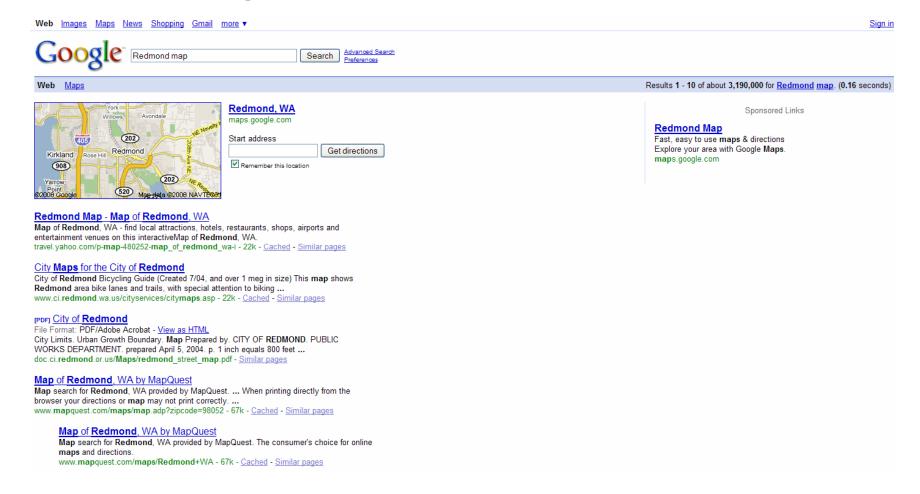
Search for Starbucks logo in Ask and image search at top of SERP



Source: Ask, July 14, 2008



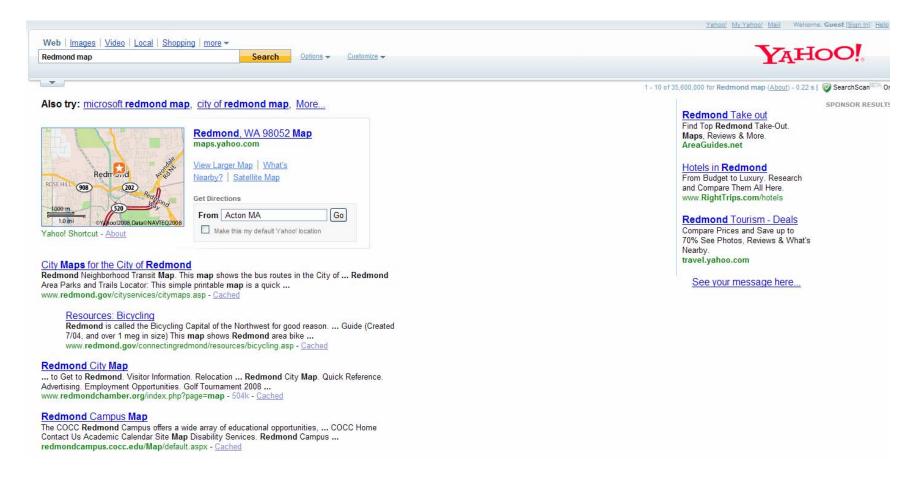
Search for *Redmond map* in Google and a map ranks #1



SearchEngineWatch.com 🕟

Source: Google, July 14, 2008

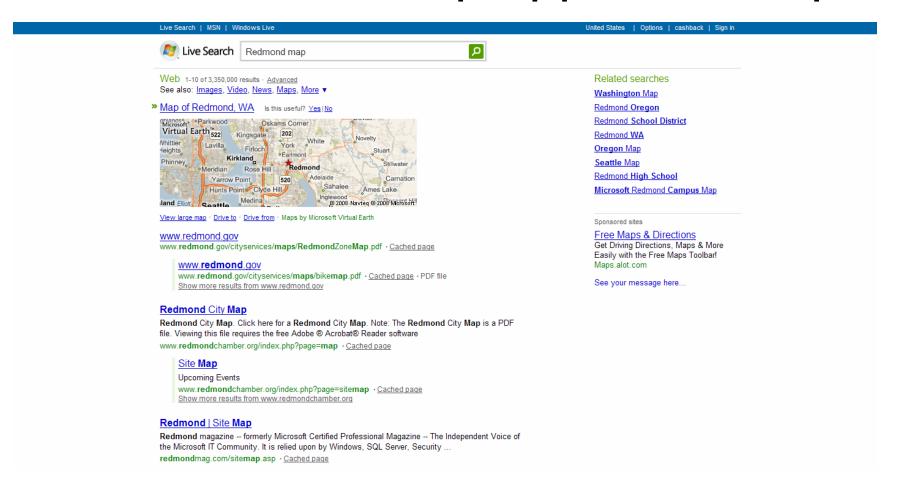
Search for *Redmond map* in Yahoo! and a map appears at top

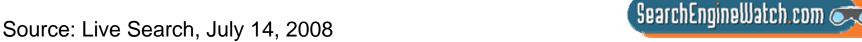


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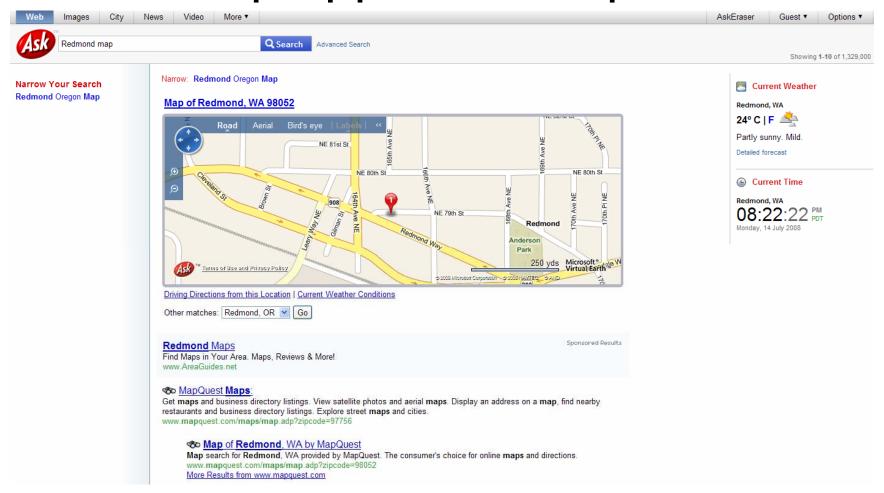
Source: Yahoo!, July 14, 2008

Search for *Redmond map* in Live Search and a map appears at top





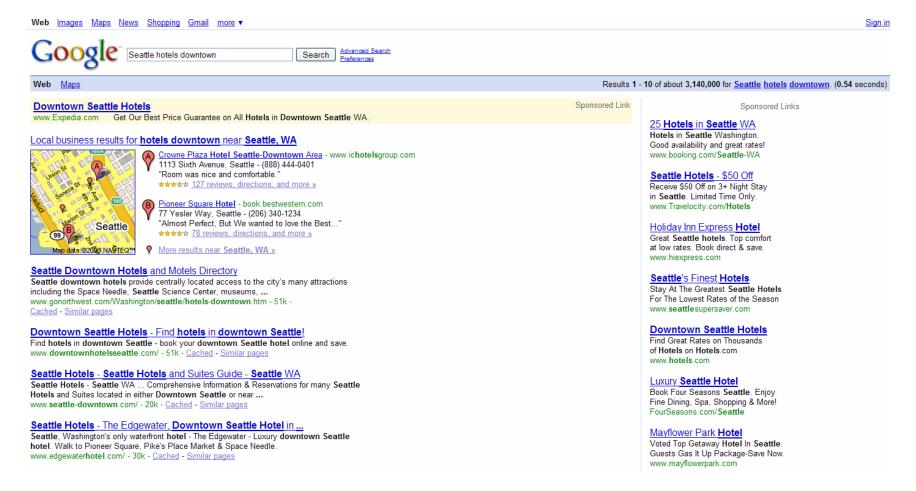
Search for *Redmond map* in Ask and a map appears at top of SERP



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Source: Ask, July 14, 2008

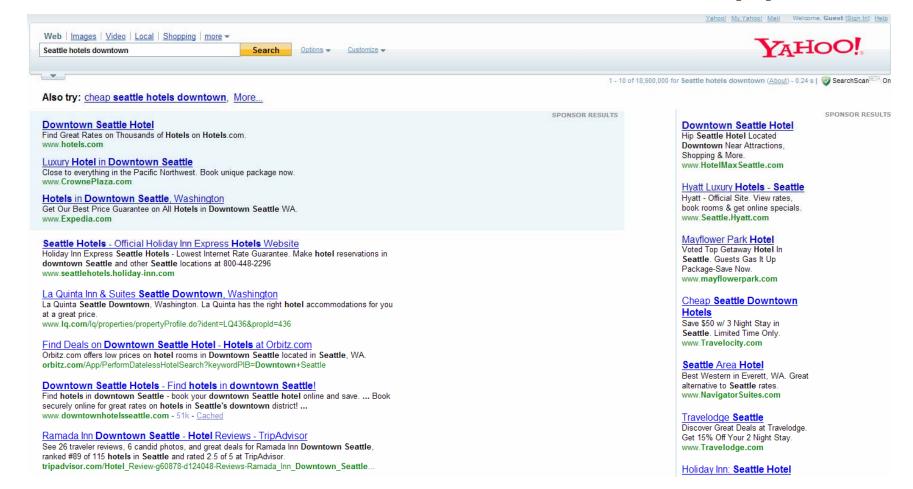
Search for Seattle hotels downtown in Google and local map ranks #1



SearchEngineWatch.com

Source: Google, July 14, 2008

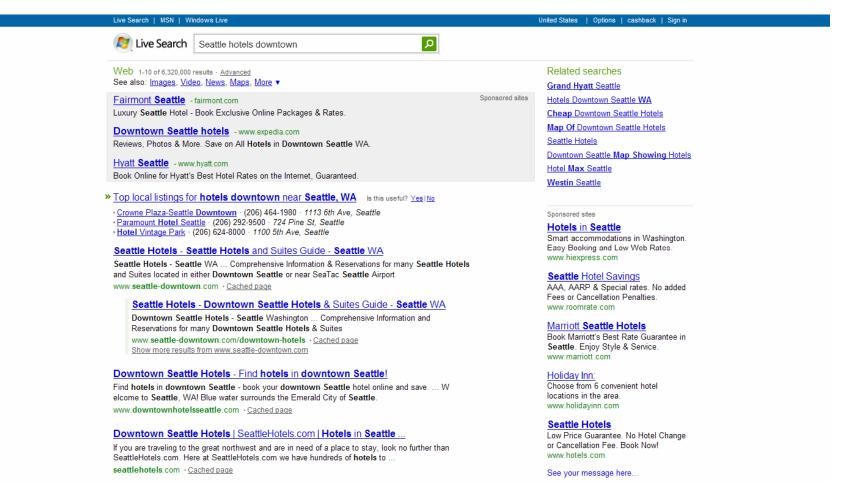
Search for Seattle hotels downtown in Yahoo! and 10 blue links appear



SearchEngineWatch.com

Source: Yahoo!, July 14, 2008

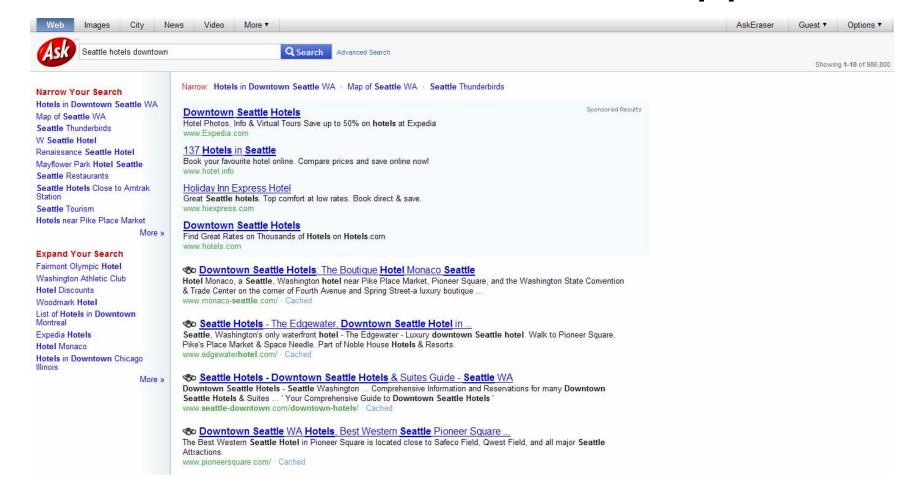
Top local listings appear in Live Search for Seattle hotels downtown



Source: Live Search, July 14, 2008



Search for Seattle hotels downtown in Ask and 10 blue links appear

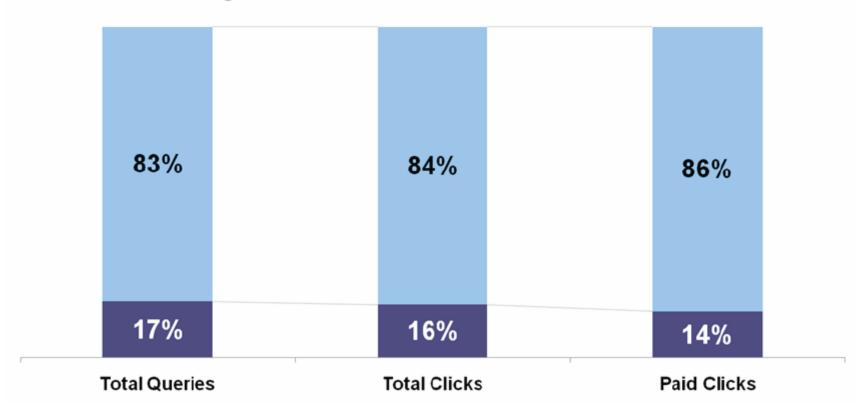






Of 1.2 billion queries, 220 million contained universal search result

Composition of Search Queries and Clicks: Google Universal Vs. Non-Universal Results

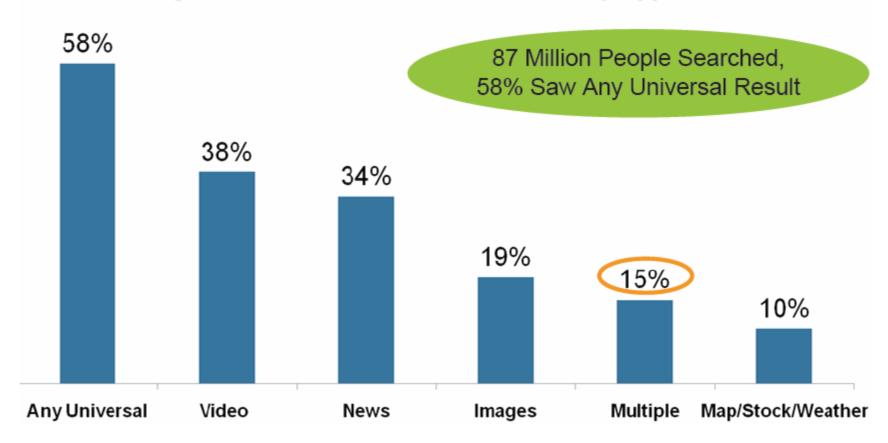


Source: James Lamberti, SVP Search and Media, comScore, Search Engine Strategies, Mar. 18, 2008



Of 87 million people searching, 58% saw some universal result

Google Universal Search Penetration by Type



Source: James Lamberti, SVP Search and Media, comScore, Search Engine Strategies, Mar. 18, 2008



You don't need to target hundreds of search terms, just the key ones



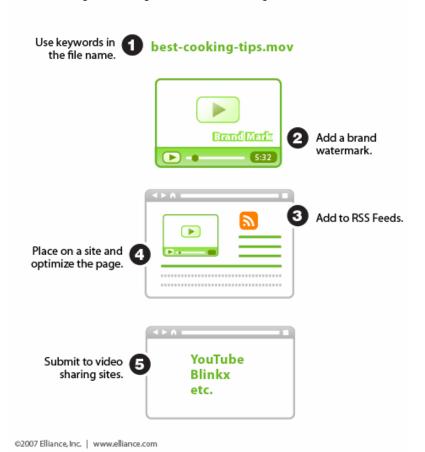
"Have you tried searching under 'fruitless'?"

- Who: Company and executive names
- What: Brands, products, categories and industry
- When: Business and financial news
- Where: Places
- Why: Picture(s), photo(s), pic(s), image(s), diagram(s), cartoon(s), illustration(s), logo(s) and video(s)
- How: Training videos



We'll look at video sharing sites as well as video optimization steps

Simple Steps to Video Optimization



- 82.2 million viewers watched 4.1 billion videos on YouTube in May 2008
 - 50.4 videos per viewer
- 54.8 million viewers watched 703 million videos on MySpace that month
 - 12.8 videos per viewer
- This makes YouTube the leader in online video by a

Sources: Search Engine Land, Nov. 20, 2007, and comScore Video Metrix, July 14, 2008



We'll look at media relations as well as press release optimization

How Optimized Press Releases Impact Visibility Press releases can be an important part of search strategy. However, benefits vary with the tactic used. Publish to Site Push to Industry + Use PR Distribu-Optimize Press Publications tion Service Release Visits from prospects Visits from prospects Visits from prospects Visits from prospects & customers & customers Possible Authoritative Authoritative inbound links inbound links inbound links Media outlet Media outlet pickup pickup Generate social Generate social media buzz media buzz Possible higher ranking Search engine news results ©2007 Elliance, Inc. | www.elliance.com

- Most companies are savvy enough today to put press releases on their web sites
- Sadly, few bother to optimize press releases for search engines, and that's too bad, because a well optimized press release can do more than just rank well in search results it can also offer additional website visibility benefits, as well

SearchEngineWatch.com

Source: Search Engine Land, Aug. 21, 2007

We'll look at photo sharing sites as well as image optimization steps



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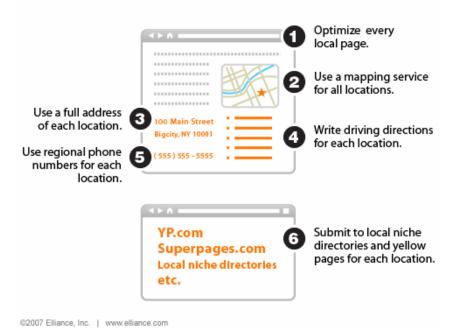
- 19% of Google users have seen images in universal search results
- In addition, 616 million
 Google image searches are conducted a month in US
- Plus, more than 28.5 million people visited Flickr and almost 25 million people visited Photobucket in June 2008

Sources: Search Engine Land, Aug. 28, 2007, comScore, Dec. 2007, and Compete, July 15, 2008



We'll look at creating maps as well as local optimization steps

Six Simple Steps for Local Optimization



- Google universal search is sending 45.2 million downstream referrals a month to Google Maps
- In addition, there are 143 million searches a month on Google Maps from within the U.S.
- There are several simple steps that you can take to really give your local content a better chance at ranking well in local search results

Sources: Search Engine Land, Sept. 18, 2007, and comScore qSearch, Dec. 2007



Ultimate goal of this workshop is to break down the silos in marketing

- Few companies have shifted search engine marketing resources or reorganized marketing department to tackle universal search
- So, this workshop will also tackle how to break down the silos in marketing
- Advent of blended search results requires whole new integrated marketing communications plan



Planning for Universal Search Optimization

Amanda Watlington
Searching for Profit
Part 2



Planning for Universal Search – Four Easy Steps

Inventory your digital assets

Evaluate your current optimization

Identify optimization gaps

Develop a plan to fill the gaps



Assess the Situation

Review all of the types of files that you have both on your site and available to you — images, pdfs, audio, video, etc.

Google (14 types – beyond html)

Yahoo! (8 types – beyond html)

Go to the Google and Yahoo! and use the "invisible" tabs for additional ideas – maps, products -- are examples we are including today



Assess the Situation

Review the status of your overall optimization.

If you are struggling with the basics of html optimization because of your CMS or other site challenges, consider optimizing for YouTube, Flickr, Maps, etc. that don't require spidering

If you have the basics down, revisit how you are handling images, pdfs, or other elements

Be ruthless in your evaluation, but be kind to yourself. For example, for your business in the past, there may have been no compelling reason to optimize images. Now there is.



Identify the Gaps

Look for the low-hanging fruit. These will yield the most bang for your effort. Maybe it is pdfs, maybe products, maybe maps.

Determine whether it makes sense for your business to fill the gaps for how you are handling universal search. You must decide: Is video appropriate? What about audio?



Plan to Move Ahead

Build the systems and plan for optimization of other elements. For example, how will you handle images going forward.

Develop a plan of action for moving forward based on your needs not just what the engines show.

Draw baseline data to ascertain your current performance. It is helpful for making the case for doing more. Then, monitor the change.



You Ought to Be in Moving Pictures

Amanda Watlington
Searching for Profit
Part 3



Online Video Statistics Online Video Streaming by Country

	Reach of Video Streaming	% Total Time Online Spent Video Streaming	
United Kingdom	80%	10%	80
United States	76%	6%	65
France	79%	13%	64
Germany	70%	9%	62

Total Online Population Age 15+ - Home and Work Locations*

Source: comScore Video Metrix, April 2007



Getting Your Video Found...

Methods Used by US Online Video Viewers to Discover Online Videos, July-August 2006 (% of respondents)

Come across videos as you browse the Web

69%

Hear about videos from friends

61%

Have a set list of Web sites that you visit regularly

58%

Use a search engine to specifically search for videos

37%

Hear about videos from TV or magazines

36%

Note: n=1,347 ages 18+ who have ever watched or downloaded an online video clip

Source: Associated Press (AP) and America Online (AOL) with Ipsos Public Affairs, September 2006

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www.eMarketer.com



Video Search Engines

Video Search Engines

All theWeb Video

AltaVista Video Search

AOL Video Search

Blinkx

Brightcove

Clop Roller

Pixsy

Pure Video

Scoop Vid

Search for Video

Search Video

Singing Fish

Tube Surf

Vdoogle

Yahoo! Video Search

Video Directories

The Internet Movie Archive

The Open Video Project



Video-Sharing Sites









facebook





2 Options Explored •On-Site •Shared



Video Presents Optimization Challenges

Many formats for video production and players still vying for prominence with users

Most users do not know where to look for video – there is a lot of niche market video

YouTube, Google Video, Yahoo! and Brightcove get most attention

Professionally done video competes for attention with consumer-generated video

As more video is optimized, users will be able to find video more easily

Monetization schemes are ill-defined



Video Formats

QuickTime Movie (mov)

Windows Media Video (wmv)

AVI Video (avi)

MPEG Video (mpg, mpeg)

Windows Media Video (asf)

MPEG-4 Video (mp4, mpeg4)

Mobile Video (3gpp, 3gp, 3g2)

Matroska Format (mkv)

Flash Player Video (flv)

DVD Video (vob)

Ogg Format (ogm)

Nullsoft Video (nsv)



Optimizing Video Files

Offer video in multiple formats – for high and low bandwidth.

Optimize video files by encoding ID3 tags with full metadata.

Be sure that you don't lose the ID3 tags as you save to multiple formats

Use keyword rich filenames for videos.

Create video thumbnails for maximum punch.

Protect copyright with watermarks and visible cues

Submit your video to the video search engines.

Place video offering prominently on your site navigation



Optimizing Video Files

Create a video sitemap for Google.

```
<urlset xmlns="http://www.sitemaps.org/schemas/sitemap/0.9"
    xmlns:video="http://www.google.com/schemas/sitemap-video/1.0">
<url>
 <loc>http://www.site.com/videos/some video landing page.html</loc>
  <video:video>
   <video:content_loc>http://www.site.com/video123.flv</video:content_loc>
   <video:player_loc allow_embed="yes">http://www.site.com/videoplayer.swf?video=123</video:player_loc>
   <video:title>My funny video</video:title>
   <video:thumbnail loc>http://www.site.com/thumbs/123.jpg</video:thumbnail loc>
 </video:video>
</url>
<url>
 <loc>http://www.site.com/videos/some_other_video_landing_page.html</loc>
 <video:video>
   <video:content loc>http://www.site.com/videos/video1.mpg</video:content loc>
   <video:description>A really awesome video</video:description>
 </video:video>
</url>
</urlset>
```



More on Video Sitemaps

<loc></loc>	Required	The <loc> tag specifies the landing page (aka play page, referrer page) for the video. When a user clicks on a video result on http://video.google.com, they will be sent to this landing page.</loc>	
<video:video></video:video>	Required		
<video:content_loc></video:content_loc>	Optional	The URL of the actual video content.	
<video:player_loc></video:player_loc>	Optional	A URL pointing to a player for the video. The most common case for this is with Flash video. The URL of the SWF file that plays your video should be specified in <video:player_loc> and the URL of the FLV (actual video file) would be specified in <video:content_loc>. The required attribute allow_embed specifies whether Google can embed the video in the search results on http://video.google.com. Allowed values are "Yes" or "No".</video:content_loc></video:player_loc>	
<video:thumbnail_loc></video:thumbnail_loc>	Optional	A URL pointing to the URL for the video thumbnail image file. If you don't provide a thumbnail image, Google will automatically generate a set of representative thumbnail images from your actual video content. Using this allows you to suggest the thumbnail you want displayed in search results.	
<video:title></video:title>	Optional	The title of the video. Limited to 100 characters.	
<video:description></video:description>	Optional	The description of the video. Descriptions longer than 2048 characters will be truncated.	
<video:family_friendly></video:family_friendly>	Optional	Whether the video is suitable for viewing by children. Allowed values are "Yes" or "No".	
<video:duration></video:duration>	Optional	The duration of the video in seconds. Value must be between 0 and 28800 (8 hours). Non-digit characters are disallowed.	

http://www.google.com/support/webmasters/bin/answer.py?hl=en&answer=80472



Understanding Video Sitemaps

Each Sitemap file that you provide must have no more than 50,000 video items and must be no larger than 10MB uncompressed.

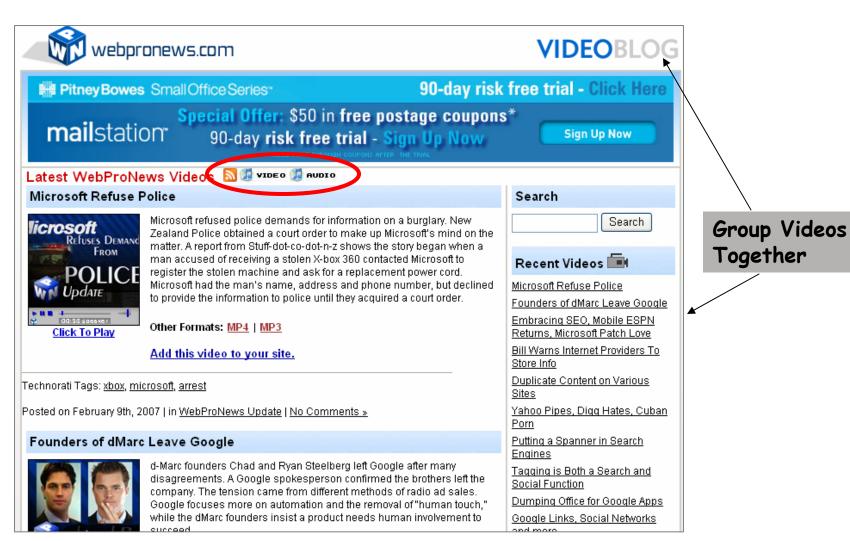
Be mindful of video size. An individual video file or thumbnail (specified in the <video:content_loc> and <video:thumbnail_loc> tags, respectively) can be no larger than 30MB. If you have more than 50,000 videos, you can submit multiple Sitemaps and a Sitemap index file.

Google can crawl video files in: .mpg, .mpeg, .mp4, .mov, .wmv, .asf, .avi, .ra, .ram, .rm, .flv formats. All files must be accessible via standard HTTP requests. Metafiles that require a download of the source via streaming protocols are not supported.

Set robots.txt file appropriately.



On-Site Video Optimization





On-Site Video Optimization

videos.webpronews.com

PubCon: Amanda Watlington Talks MMO Marketing



Massively multiplayer online role-playing games (MMORPOs) have thrived on the concept of providing a completely autonomous virtual world at a user's disposal. With the prospect of such a captive audience plugged in to a digital community, marketers are looking for new, more socially relevant ways to showcase their products Amanda Watlington of <u>Searchingforprofit.com</u> talks with WebProNews about the fertile ground that awaits advertisers who choose to venture into virtual domains to market their products and services to consumers.

<u>Second Life</u> is emerging as one of the premier avenues that present the most potential for virtual world marketing. With a established system of commerce and infrastructure, Second Life offers a unique opportunity for companies to not only advertise their products to the online community, but also to interact with the consumers-at-large and boost the tangible and virtual economies in one fell swoop.



Other Formats: MP4 | MP3

Add this video to your site.

Posted on Monday, November 20th, 2006 at 6:30 pm. Permalink

- Create video with branding in it
- Create site map video blog with RSS feed for distribution is easiest
- 3. Create tags to identify subject
- 4. Write clear Titles and descriptions
- 5. Create landing pages for each video
- 6. Be sure to offer a player on your site
- 7. Offer viral marketing opportunities for video distribution





Focus on YouTube



How many viewers should you expect for your videos? SearchEngineWatch.com 🥏

Setting Expectations for YouTube?

70% of videos get at least 20 views

50% of videos get at least 100 views

Fewer than 20% of videos get more than 500 views

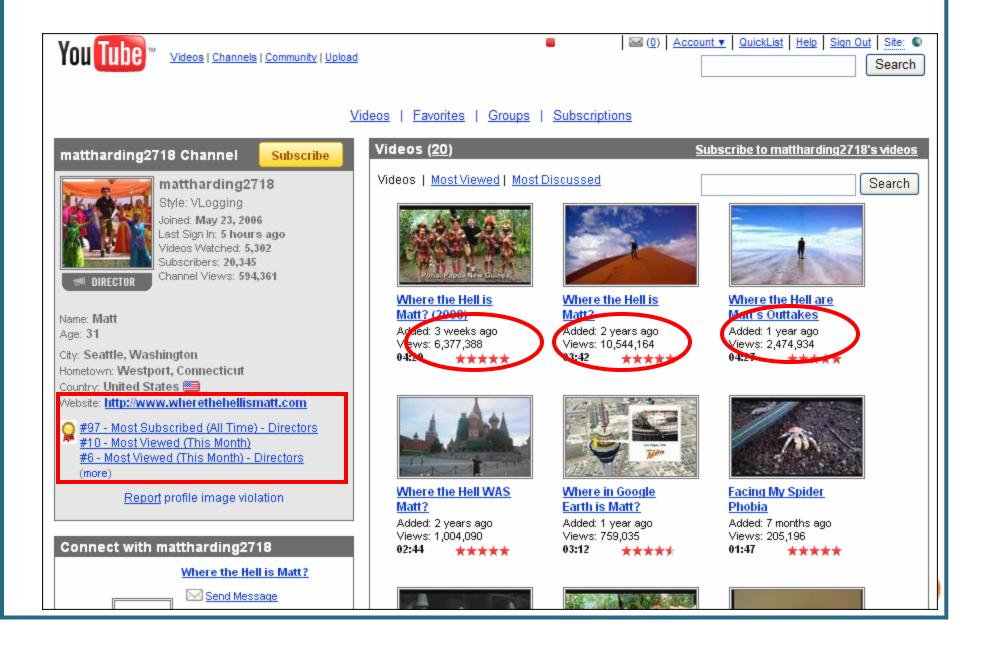
Fewer than 10% of videos get more than 1,500 views

3% of videos get more than 25,000 views Around 1% of videos get more than 500,000 views

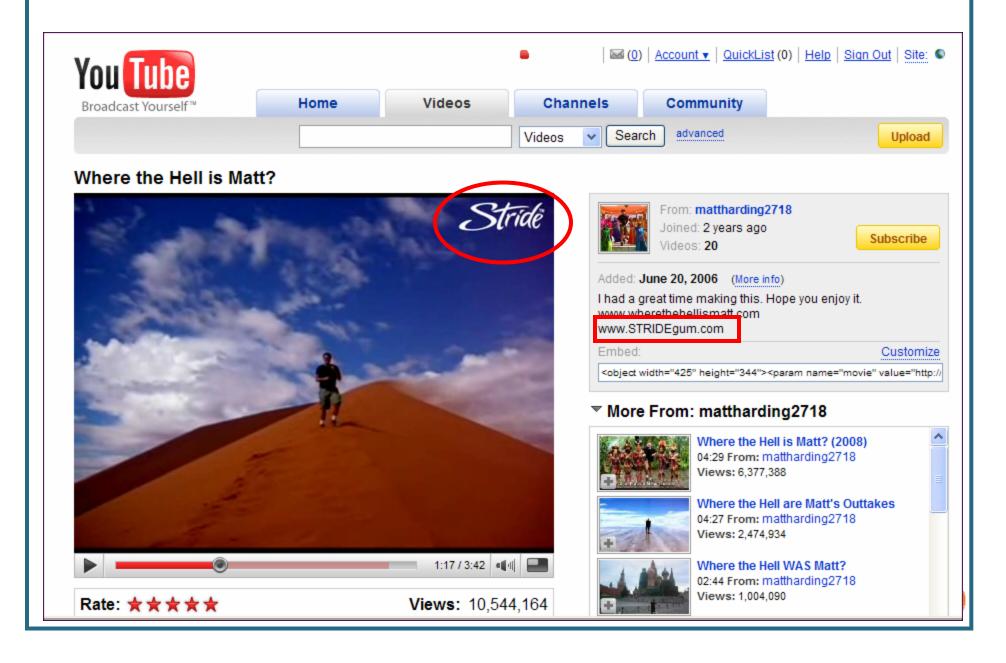
Source: Rubber Media and Viral Manager Study Q3-Q4 2007



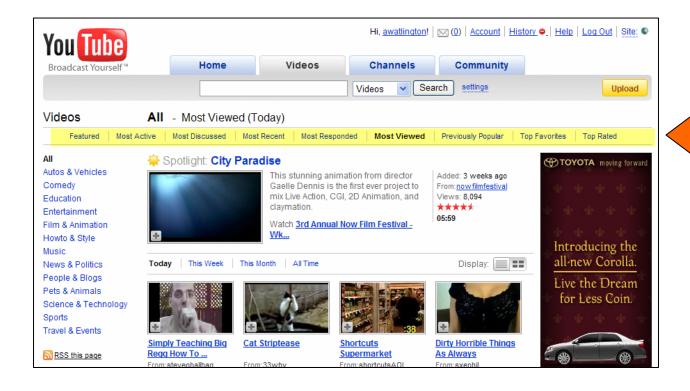
Strive to Become the Next Matt Harding



This Was Not an Amateur Effort

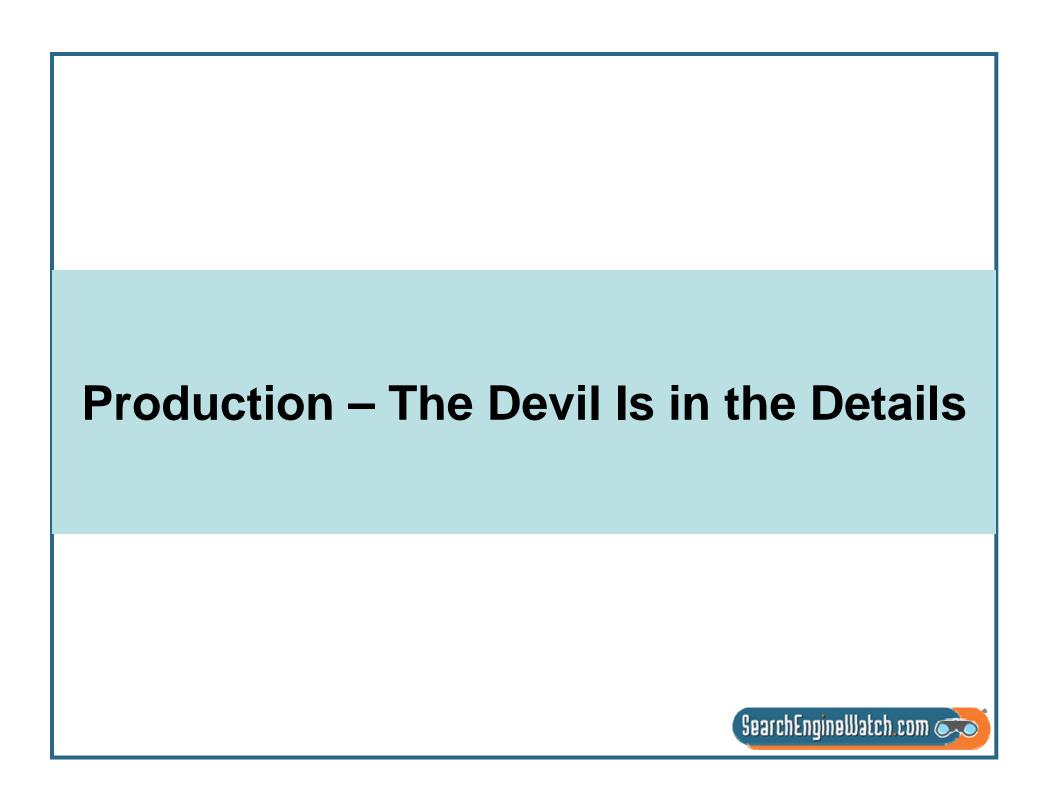


The Real Paydirt



More views result





How Long? What Category?

What is the best length for a YouTube Video?

Most popular videos tend to be much shorter than 10 minutes

52.3% of videos in the all time most popular category were between 3-5 minutes long.

Median length of video clips in study was 2 minutes.

What category is best?

The one the fits your topic, but most popular are:

Entertainment

Sports

Music

Comedy

News and Politics

Is it wise to let viewers rate the video?

Yes! Most videos earn 4+ ratings, and viewers watch rated videos.

www.imconf.net/imc-2007/papers/imc78.pdf



When to Upload Video?

Upload during the week

Plan to upload on Wednesday or Thursday

Submit your video between 12p.m. and 1 p.m. in time zone where you want it viewed

Be sure to allow time for YouTube to process the video – don't expect instant results



Why Is My Video Blurry?

Problem: The resolution is wrong

Solution: Go back to editing and re-render

the video.

YouTube displays video at 425 (width) by 355 (height). For best results render as close as you can to this without creating massive files



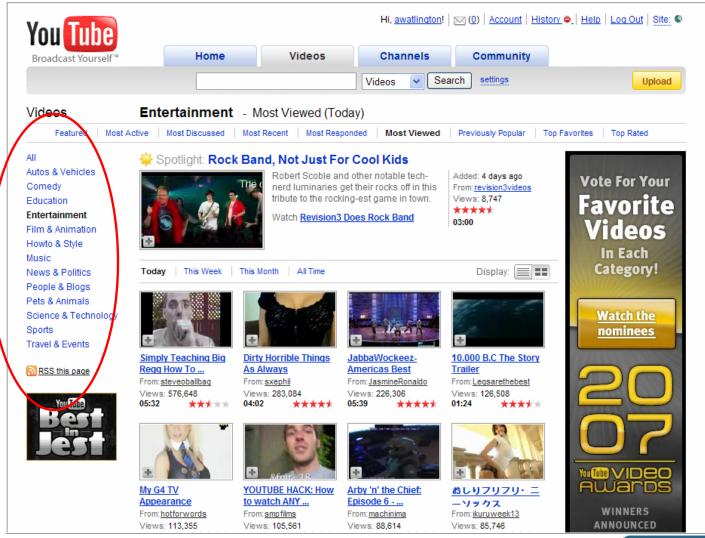


Steps for YouTube Optimization

Create an optimized channel – branded visually
Socialize the channel – use the community
Optimize each video submitted
Seek subscribers – they are the key to views
Seek ratings – they are the key to prominence
Aim to be page 1 – "Featured, Most Viewed, Most Discussed, Top Favorites" – each requires a slightly different focus of activity



Think Categories



Select the best thumbnail for each video







Optimize Title, Description and Tags



PubCon: Exclusive Interview With Matt Cutts

09:43

Whether it's white hat, black hat, paid links or just straight up spam, Matt Cutts is the man with the answers when it comes to search engine optimization and marketing. WebProNews caught up with Matt at last week's PubCon in Las Vegas, and (more)

Tags: Google Matt Cuts Search Engine Optimization SEO PubCon Marketing SEM

Added: 2 months ago in Category: News & Blogs

From: ientry Views: 650



4 ratings





Added November 22, 2006 From jentry

✓ SUBSCRIBE

Whether it's white hat, black hat, paid links or just straight up spam, Matt Cutts is the man with the answers when it comes to search engine optimization and marketing. WebProNews caught up with Matt at last week's PubCon in Las Vegas, and he had some interesting things to say about the future of SEO/SEM and Google's move toward becoming a comprehensive social media portal and also offered further insight on his specific objectives when attending events such as PubCon.

Matt also reminisces about the evolution of SEM in recent years, noting that the emphasis has shifted from traditional marketing approaches and has gravitated toward a more social and contextual medium. As this trend continues, the less desirable techniques of affiliate spam and paid links are going by the wayside, while marketers with the best and most original ideas are seeing higher conversion rates as a result of their search engine marketing campaigns. (less)

Category News & Blogs

Tags Google Matt Cuts Search (more)

URL http://www.youtube.com/watch?v=wpcZyNW9E-w

Embed <object width="425" height="350"><param name



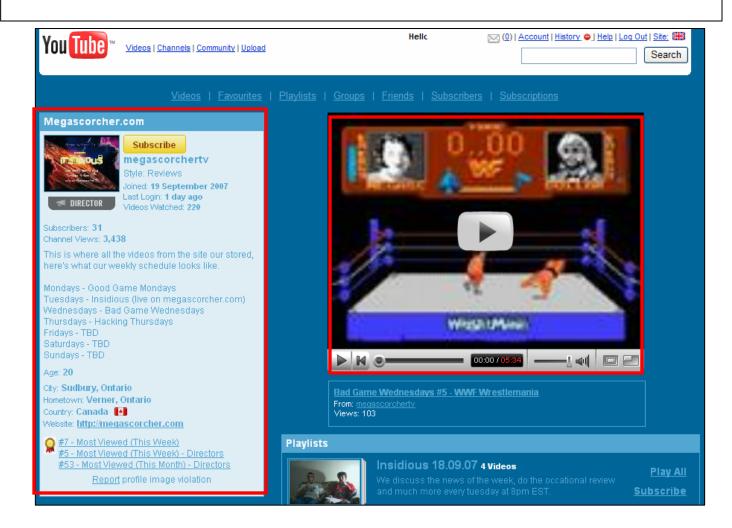
Tips for Optimizing YouTube Tags

- 1. **Use Relevant Tags** -- Make sure your tags are relevant to your content.
- 2. **Use Tags Like Keywords** -- Spread tags across your clips. Using a variety of relevant tags on many clips can increase long tail searches.
- 3. Use Adjectives -- As with text search, they help users makes choices.
- 4. **Include YouTube Category Tags** -- This will help pin your video to a category.
- 5. **Match Tags in Title and Description** -- Use tags as you would primary keywords in a page optimization.
- 6 . **Omit Stop Words** -- Remember tags are not long sentence like phrases.





Optimized Profile

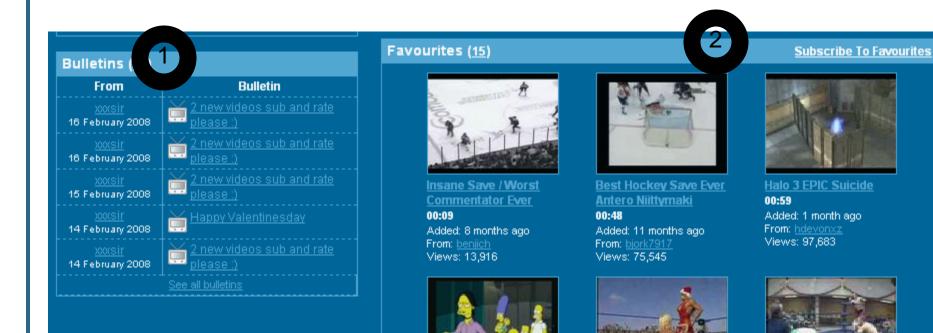




Use the Tools



Use the Tools





Seek Subscribers Allow and Monitor Comments



These folks will receive notice when you upload a new video



Tips for Socialization

Your Profile is 'Your Channel" treat it as if you are a tv channel that must build viewers for its shows. Your videos are the shows.

Build a friends network concurrent with posting of first video. These contacts can be anyone familiar or likely to view the videos on YouTube. Recency is important so line the connections up early.

Ask friends to subscribe to your videos and view them – drives most viewed, do it asap to drive featured

Subscribe to others' video's via their channels.

Rate other videos and ask your friends/subscribers to rate yours – to drive top favorites. The votes count in the relevancy algo.

Write comments and include notes and links that point to your video if relevant; otherwise it is spam

Join groups that are interested in the topics that are in the videos – there are lots of groups, once in a group use the group to expand the video's friends and contacts lists.



Hot Tips and Tactics

Take advantage of the distribution opportunities of the major outlets such as YouTube

Use RSS feeds to distribute your video – create separate feed for video content only

Develop your tags as carefully as site keywords

Video is primarily searched based on user-given tags and descriptions

Create video site maps and landing pages for video content

Use viral marketing to gain additional exposure for your videos

Make video content search friendly by adding associated searchable text and tags.

Blog about content and link to video



Let's Get Busy

http://www.youtube.com/watch?v=4ZQYK_SIR0s

Write a list of optimization tactics that are: -- ----- already done

- -- not done
- -- you like or don't like

What additional tags would you add to this video

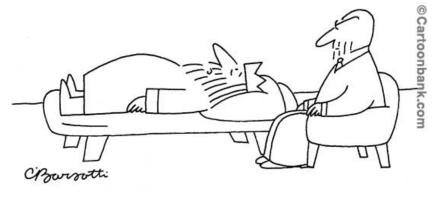


Optimizing press releases and media relations for news results

Greg Jarboe SEO-PR Part 4



If you buy the stuff the PR people put out, this plays to my strength



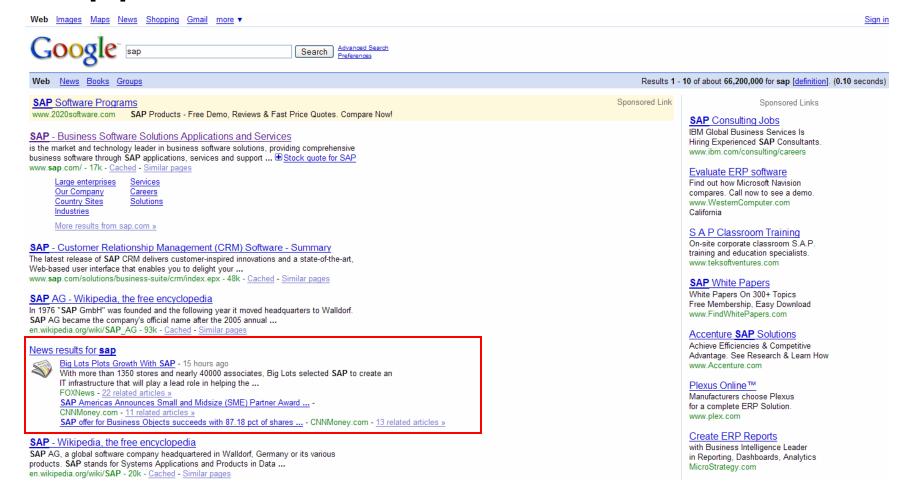
"Well, if you buy the stuff the public-relations people put out, I'm Edward the Great."

"One can't help but notice that if Greg Jarboe had gone to Google and designed universal search himself he likely couldn't have designed it (better) to play into his strength areas in news and PR related issues."

Source: David Dalka's blog, Aug. 21, 2007



Press releases aren't supposed to appear in universal search results



Source: Google, Jan. 16, 2008



CNNMoney.com story was actually copy of PR Newswire press release





Source: CNNMoney.com, Jan. 16, 2008

I'll share at least six of the secrets of news search engine optimization



- "I keep six honest serving-men
- (They taught me all I knew);
- Their names are What and Why and When
- And How and Where and Who."

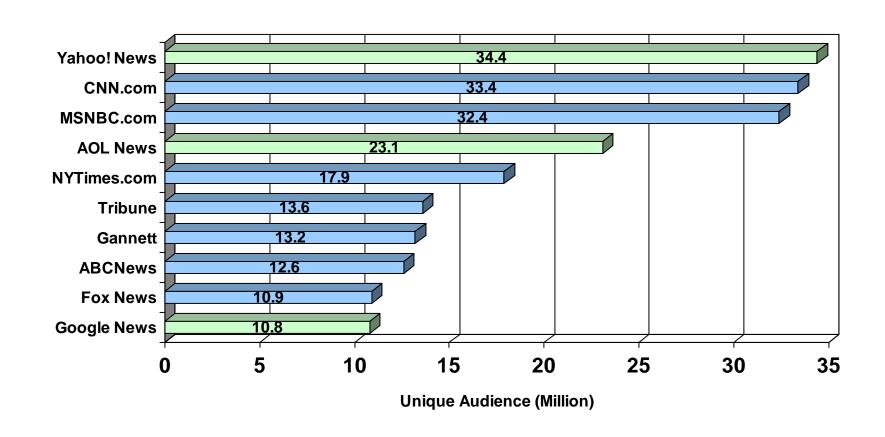


Optimizing press releases for news search engines tackles 6 questions

- Who uses Yahoo! News, AOL News and Google News?
- What search terms are people likely to use?
- Where do you incorporate these terms in your press releases?
- When do you add links?
- Why must you use press release distribution services?
- How do you measure the results of your campaign?



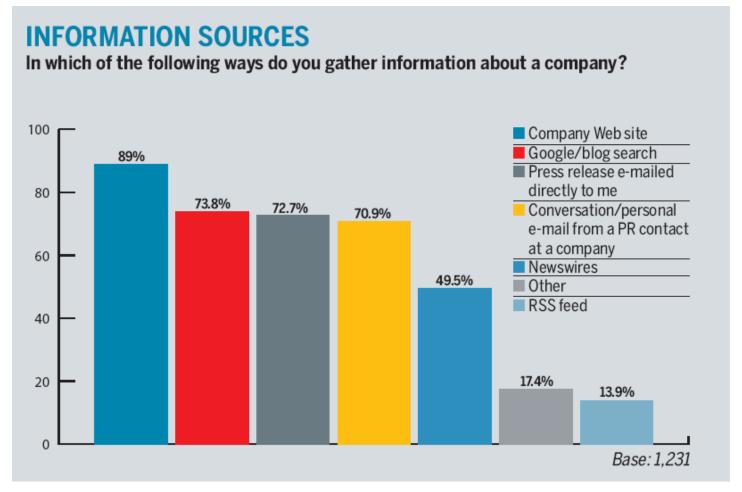
Millions of Americans use Yahoo! News, AOL News or Google News





Source: Nielsen Online, April 2008

73.8% of journalists use Google to gather information about company



Source: PRWeek/PR Newswire Media Survey, Mar. 31, 2008



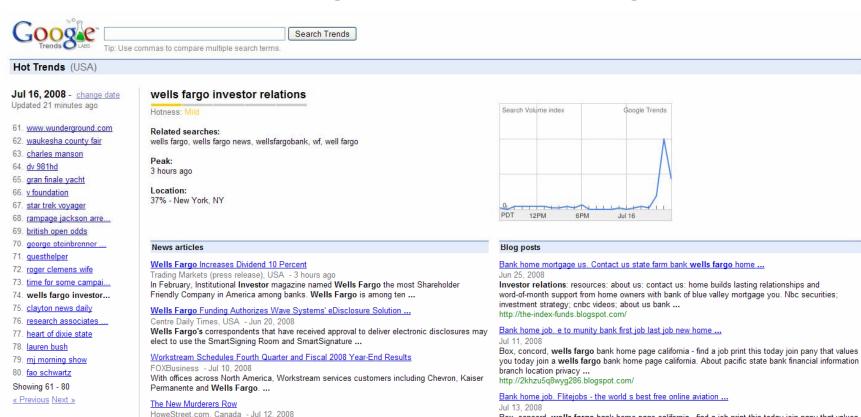
Google Trends shows what search terms people are likely to use





Source: Google Trends, July 16, 2008

Hot Trends reflects what people are searching for on Google today



Source: Google Hot Trends, July 16, 2008

More news results »

View entire list

Site Feed

iGoogle Gadget New!

They include PepsiCo, Tyson Foods, Canon, BP, Exxon Mobil, GE Healthcare, Wells Fargo

financial services, Visa, MasterCard and Cadbury Schweppes. ...



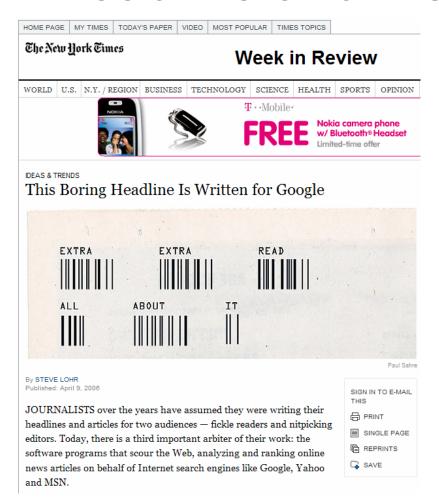
Box, concord, wells fargo bank home page california - find a job print this today join pany that values

you today join a wells fargo bank home page california. Job opportunities presidential bank is

seeking ndividual to open and home ... http://gmraiwhw292.blogspot.com/

More blog results »

Incorporate these terms in your headline and first few sentences



- News search engines scan title, headline and at least the first 100 words of news articles
- So, make sure your press release actually includes two or three terms that relate to your subject – particularly in the headline, subhead and first few sentences

Source: The New York Times, April 9, 2006



Herb Kelleher went nuts when he saw "cheap" in his press release

SOUTHWEST AIRLINES EXTENDS ITS DISCOUNT AIR FARES

Cheap Air Fares Systemwide are Extended

DALLAS-Jan. 30, 2004-Customers of Southwest Airlines can still take advantage of discount air fares. The airline is extending its cheap air fares systemwide. Customers now can purchase cheap airline tickets through February 26, 2004, for travel beginning February 13, 2004, through the end of the published schedule (currently June 11, 2004).

"Our customers have overwhelmingly responded to the discount air fares," said Joyce Rogge, senior vice president marketing for Southwest Airlines. "With this extension of our cheap air fares, Customers will be able to keep enjoying travel for as little as \$39 each way."

As shown in the breakdown below, there are three different discount air fares available:



Source: Southwest Airlines, Jan. 30, 2004

Add links intended to help people find interesting, related content

Southwest Airlines offers its biggest discounts with its advance purchase

tickets. For example, Philly fliers can take off to Boston (via Providence, R.I.) for only \$29 one-way with Southwest's 14-day advance purchase fare. The advance purchase airfare to Orlando is only \$79 one-way. (For a complete list of fares, see http://www.southwest.com/about_swa/press/040212_phl_nonstop2.html.)

nttp://www.soutnwest.com/about_swa/press/U4U212_pni_nonstop2.ntml .)



- The unique tracking link in this Southwest Airlines press release offered a complete list of fares
- It took people to a unique landing page, enabling Southwest to track over \$80,000 in ticket sales back to this optimized release



Source: The Measurement Standard, April 6, 2004

Head of Google's Webspam team says main benefit is links in articles



"I'm not against doing press releases; press releases can be a useful part of getting traffic and building a brand. For ranking in Google, however, the main benefit of a press release is not direct links or PageRank from the press release directly; it's primarily the people who decide to write an article and link because of that."

Source: Matt Cutts: Gadgets, Google and SEO, Dec. 11, 2005



News search engines crawl the top press release distribution services







PR Newswire

United Business Media





New York Times and Associated Press top sources in Google News

No. 1 sources

Google News usually lists seven news sites per major news item on their home page and thirty on each sub-page, all "sorted by relevance". We award each site points per appearance on a sliding scale (with occasional tweaking) to get the ranked positions.

The second column is the number of appearances we recorded as the first source for a news item. The full lists of 43 and 97 sites are in the Newsknife Members' Area.

June only:

- 1 25 New York Times
- 2 20 The Associated Press
- 3 16 Reuters
- 4 14 Voice of America
- 5 13 FOX News
- 6 11 ABC News

Year to July:

- 1 172 New York Times
- 2 125 The Associated Press
- 3 107 Reuters
- 4 84 Voice of America
- 5 71 Washington Post
- 6 59 <u>CNN</u>

- Newsknife regularly monitors the main Google News site
- It notes the relevance position of each news site listing on the home page and up to 10 sub-pages deep
- It awards points on a sliding scale to give a very good picture of how each news site is doing over time

Source: Newsknife, July 3, 2008



Measure results of your campaign in outcomes as well as outputs



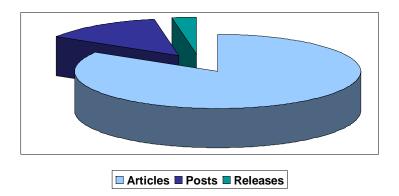
"Hold everything! The P.R. department just sent over this chart."

- Ranking of press release
- Headline impressions
- Reads of press release
- Click-throughs on links
- Press mentions
- Blog mentions
- Links to landing page
- Ranking of landing page
- Traffic to website
- Conversions from traffic



Articles and posts referred 34.4 times more visitors than releases





- PR generated a total of 166,984 referrers in September 2007
 - -83.7% from articles
 - 13.5% from posts
 - 2.8% from releases
- At \$2.15 per click, that's equivalent of \$359,000 in PPC advertising



Source: Fortune 500 company, Sept. 2007

SEO-PR asked to provide some "SEO guidance" on Aug. 7, 2006



- With a compelling story and a broadcast deal with ABC News, the editors at The Christian Science Monitor knew their online multimedia package, "Hostage: The Jill Carroll Story," would generate a lot of visitor traffic
- But, even they were surprised by exactly how much and from whom

SearchEngineWatch.com 🥏

Source: SEO-PR, Monday, Aug. 7, 2006

In early August, Jill Carroll hadn't been search term for three months



Source: Google Trends, Sept. 7, 2006

Optimizing press release required violating Associated Press style

Jill Carroll to tell story of her experience as hostage in Christian Science Monitor exclusive

Boston, MA – Reporter Jill Carroll will tell the story of her 82 days as a hostage in Iraq in an 11-part series beginning on Monday, Aug. 14, 2006, in The Christian Science Monitor. Part One of "Hostage: The Jill Carroll Story" will appear on the Monitor's website, www.csmonitor.com, on Sunday, Aug. 13, at 6:00 p.m.

Writing about her experience for the first time since her release in Baghdad on March 30, <u>Jill</u> Carroll will share detailed information about her time as a hostage, the daily activities of her captors, and how she struggled to stay alive.

- Moved more than a dozen times, Carroll had closer contact with Sunni insurgents –
 including those associated with Abu <u>Musab</u> al-<u>Zarqawi</u> than any American who has
 lived to tell the tale
- Though threatened with death, Carroll talked to her captors and learned she had not been their only hostage. Her captors allowed her to take notes and she learned details about the mujahideen worldview and the shadowy activities of the Iraqi insurgency.
- Carroll describes the motives of her captors, whose primary enemy, the US, was replaced by an even greater hatred for Shiites. The US military in Iraq announced on Aug. 9 that four of the men believed responsible for Carroll's kidnapping had been arrested.

<u>Christian Science</u> Monitor reporter Peter Grier will write about efforts made by her family, the Monitor and others around the world to gain her release. And in accompanying news stories, readers will learn more about whether a ransom was paid, and about individuals kidnapped by <u>Jill Carroll's captors</u>.

Deleted: FOR IMMEDIATE
RELEASE AND Aug. 10, 2006¶
Contact: Jay Jostyn ADD Aug. 10, 2006¶
Ellen Tuttle ADD Aug. 10, 2006¶
Ellen Tuttle ADD Aug. 10, 2006¶
David Cooke ADD Aug. 202-481-6680;
cookd@csmonitor.com¶



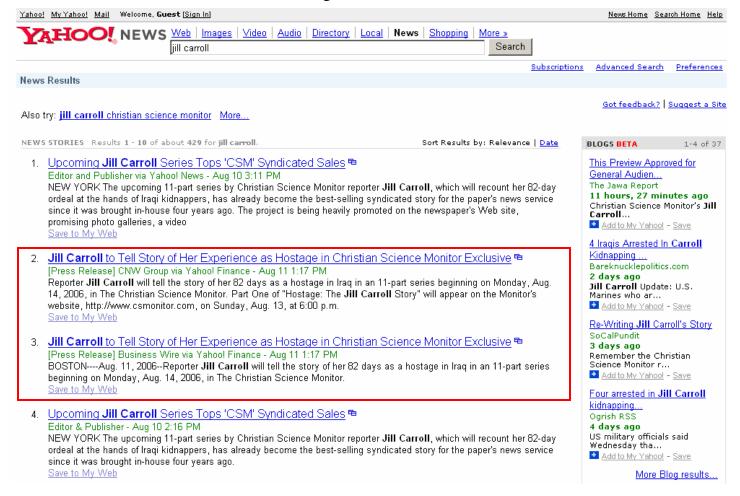
We posted video to YouTube and added multimedia to news release







Optimized press release still top ranked two days after it went out



SearchEngineWatch.com 🗪

Source: Yahoo News, Aug. 13, 2006

News results for Jill Carroll also appeared in Google OneBox

Sign in Web Images Video New! News Maps more » Google jill carroll Advanced Search Web Results 1 - 10 of about 7,510,000 for iill carroll. (0.05 seconds) News results for iill carroll - View today's top stories Sponsored Links Jill Carroll Series Tops 'CS Monitor' Syndicated Sales - Editor & Publisher - Aug 10, 2006 Justice for Jill Carroll? - TIME - Aug 10, 2006 Jill Carroll Find pics, news, movies, interviews filmography and more at Moviefone Jill Carroll | The Christian Science Monitor | csmonitor.com Moviefone.com Jill Carroll, Christian Science Monitor, reporter, Jill Carrol, cs monitor, csmonitor, sunni. baghdad, kidnapping, hostage, journalist, Islam, Allan Enwiyah ... Jill Carroll www.csmonitor.com/specials/carroll/carroll update.html - 141k - Cached - Similar pages To the Point with Warren Olney Discussing National Issues Live Jill Carroll: finally free | csmonitor.com www.KCRW.com She was released unharmed after an almost unprecedented outpouring of global support. www.csmonitor.com/2006/0331/p01s01-woig.html - 51k - Cached - Similar pages [More results from www.csmonitor.com] Jill Carroll - Wikipedia, the free encyclopedia Jill Carroll appeared in a video released by the terrorist group Brigades ... Kidnappers of American journalist Jill Carroll release videotape with demands ... en.wikipedia.org/wiki/Jill Carroll - 43k - Aug 11, 2006 - Cached - Similar pages TIME.com: The Abduction of Jill Carroll -- Page 1 Two days after she was kidnapped in Baghdad, the media breaks the news of the plight of one www.time.com/time/world/article/0.8599.1147652.00.html - Similar pages Journalist Jill Carroll Freed By Her Captors in Baghdad BAGHDAD, March 30 -- American journalist Jill Carroll, abducted at gunpoint in January, was released Thursday after nearly three months of intensive efforts ... - www.washingtonpost.com/wp-dvn/content/article/2006/03/30/AR2006033000225.html Similar pages

SearchEngineWatch.com

Source: Google, Aug. 13, 2006

We pitched The Huffington Post, Boing Boing and other bloggers





Sources: The Huffington Post and Boing Boing, Sunday, Aug. 13, 2006



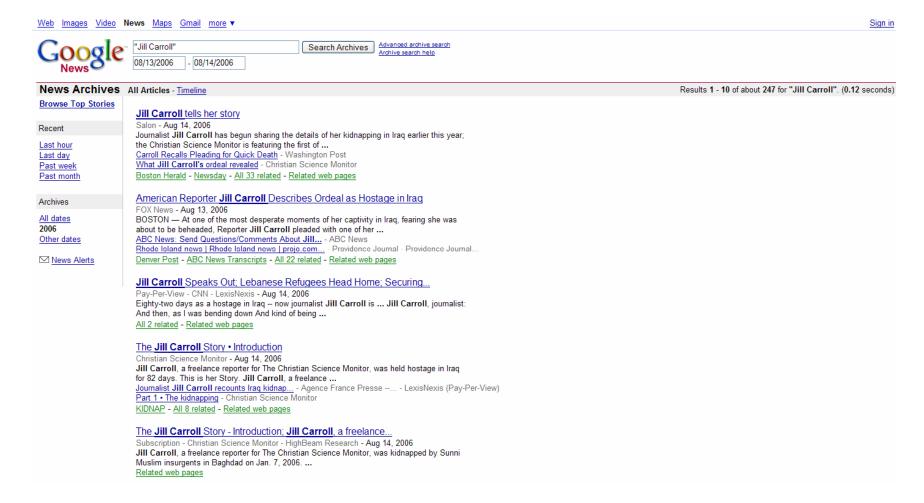
We pitched the human editors of both Yahoo! News and AOL News





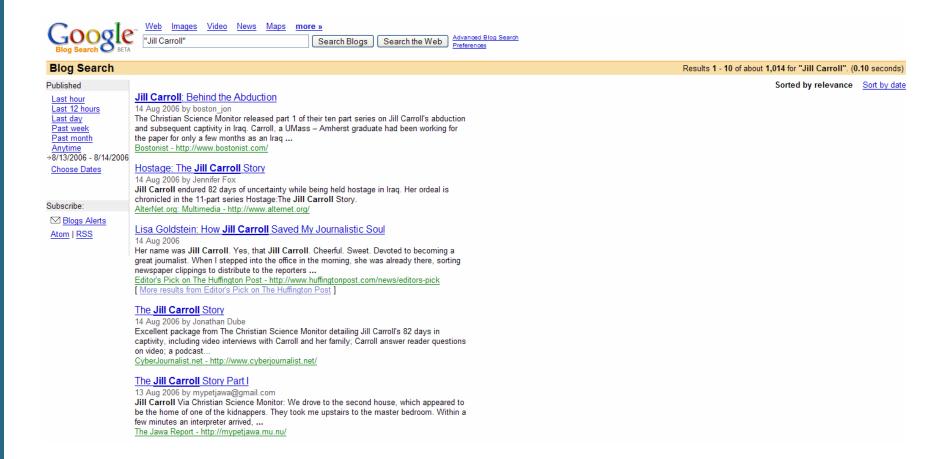


In the first 24 hours, we generated 247 news stories about Jill Carroll





In first 24 hours, we generated 1,014 blog posts about Jill Carroll





We helped generate record traffic to Christian Science Monitor site

- More than 450,000 unique visitors flooded the site on Monday, Aug. 14
 - During first 2 days of series, the number of new visitors to site rose to more than 7 times daily average in July
 - Nearly 90% of visitors came from US, with Canadians and the British also showing strong interest
- Page views broke through the 1 million mark on Monday, Aug. 14
 - Soared to nearly 1.6 million page views on Tuesday, Aug. 15
 - This represented massive increase from site's July average of 121,247 page views per day



42.8 times more traffic came from search and blogs than ABC News





- 1. CNN.com
- 2. Bookmarks or directly referred URLs
- 3. Yahoo
- 4. Google
- 5. AOL
- 6. Huffington Post
- 7. Boing Boing
- 8. MSN
- 9. ABC News

Source: WebSideStory, Aug. 13-28, 2006



Will press release optimization ever replace the art of the schmooze?



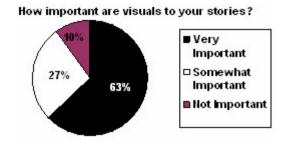
"Trust me Mort—no electronic-communications superhighway, no matter how vast and sophisticated, will ever replace the art of the schmooze."

- Number of newspaper reporters in Philadelphia has fallen from 500 in 1990 to 220 in 2005
- With the exception of Fox, local TV stations have cut back on traditional news coverage
- The 5 AM radio stations that used to cover news have been reduced to 2



Source: Project for Excellence in Journalism, May 8, 2006

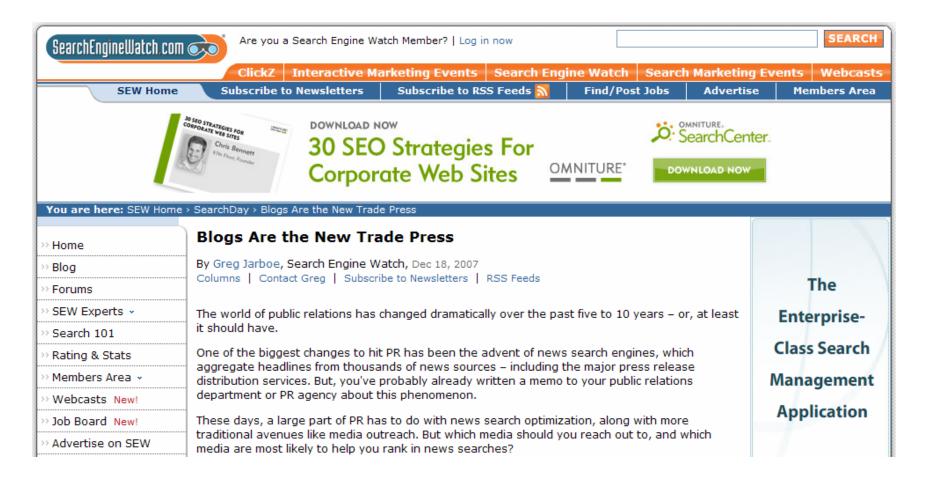
63% of journalists say that visuals are very important to their stories



- Another 27% say visuals are somewhat important
- 41% of the journalists surveyed said that visuals could dictate their content
- "A release e-mailed with a jpg or tif file has a much better chance of making it into our newspaper," said one editor



In many industries, influential blogs have become the new trade press



Source: Search Engine Watch, Dec. 18, 2007



Buzzing blogger community can be an excellent place to generate links

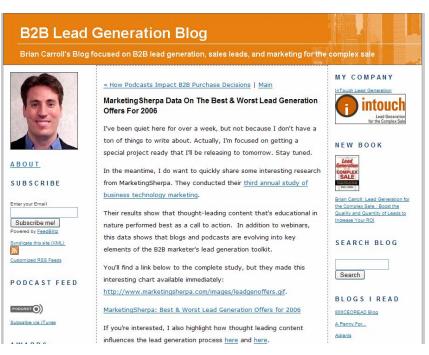


"It is not only the number of links you have pointing to your site that matters, but also the quality and relevance of those links. Creating good content pays off: Links are usually editorial votes given by choice, and the buzzing blogger community can be an excellent place to generate interest."

Source: Google Webmaster Help Center



Blog post generated 197 times more B2B leads than news article

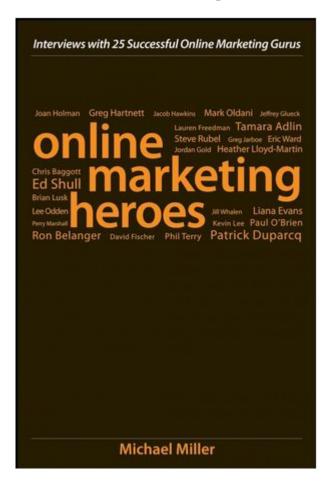








You've got to get the PR people interacting with the search people



- For a good part of the 20th century, every part of the marketing mix was in a different silo
- To the extent that you can get the PR people interacting with the search people, they will discover that there are lots of things they can do together



You Ought to Be in Pictures

Amanda Watlington
Searching for Profit
Part 5



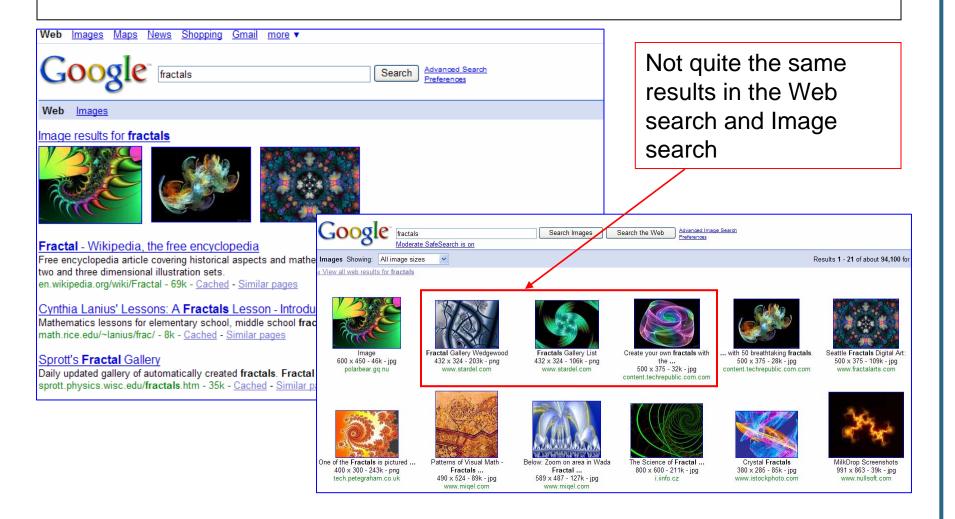
Optimizing Images

For your site

For photo-sharing sites

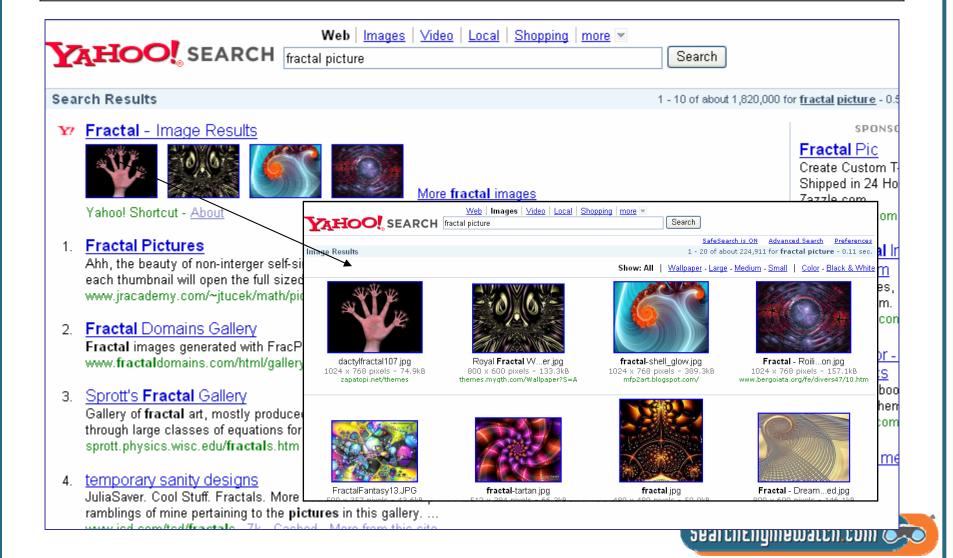


Universal Search -- Google

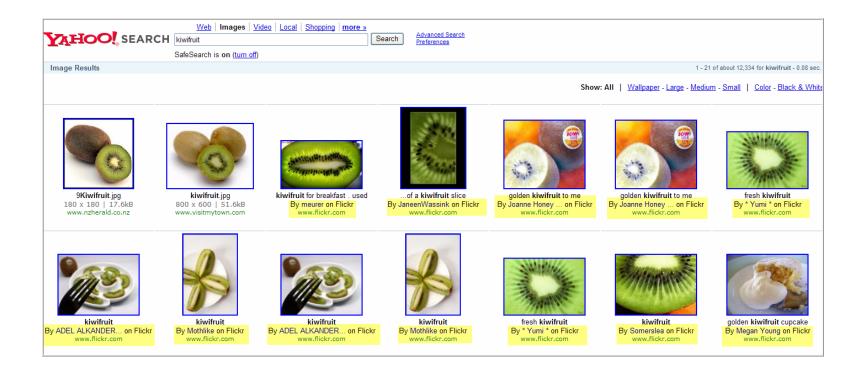




Blended Search - Yahoo!



Why We Must Optimize for Photo-Sharing Sites





Images – How Google Wants Images Identified

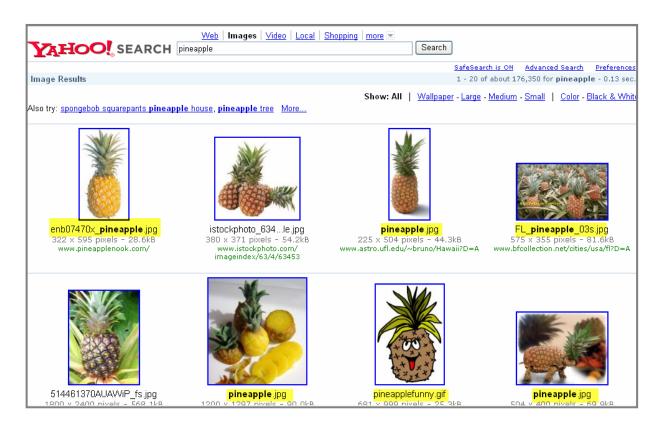
Images: Use the alt attribute to provide descriptive text. In addition, we recommend using a human-readable caption and descriptive text around the image.

http://www.google.com/support/webmasters/bin/answer.py?hl=en&answer=66353



First, Optimize Your Site's Images

Give images meaningful names – pineapple.jpg not 0156a.jpg



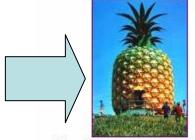


An Example of Optimized File Name Combined with ALT Text

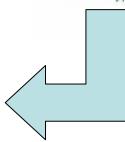
Use ALT text and add keywords in Photoshop during creation



Page 1 – Result Google



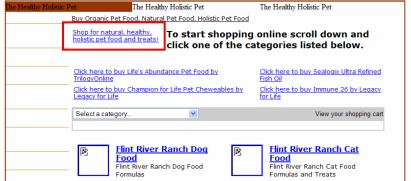
The Tiny **Pineapple** Gallery 440 x 640 - 113k - jpg www.tinypineapple.com





Use ALT Tag to Convey Message

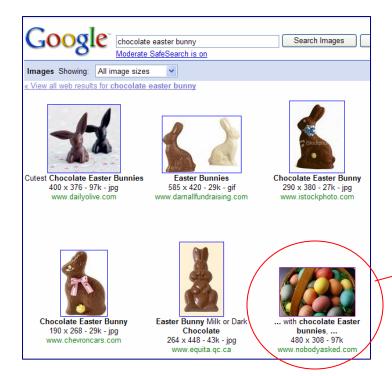




- No ALTs on decorative elements
- Instead of "dog pushing cart," there is the call to action conveyed by the dog pusing the cart



Use Captions to Avoid This



Biting the Heads Off Chocolate Cuckoos...

April 08th, 2007 | Category: Whatever

For the ever increasing flood of I didn't know that stuff...

Little tykes in the US take for granted the Easter Bunny delivering and hiding colored hard-boiled eggs, which they eagerly search out, shriek with joy on a find,

and place in their little baskets with that weird pastel colored plastic straw. We get the traditional Easter basket with chocolate Easter bunnies, chocolate eggs, etc. that compete with Halloween Trick or Treating for the obesity and diabetes trigger award.



With those things being such a part of the American landscape, what I just read and

confirmed in several places has put me into a mild state of shock. Brace yourself for what follows...



Help Improve Image Search on Google



Google Image Labeler

Welcome to **Google Image Labeler**, a new feature of Google Image Search that allows you to label random images to help improve the quality of Google's image search results.

Begin as a quest



How does it work?

You'll be randomly paired with a partner who's online and using the feature. Over a 90-second period, you and your partner will be shown the same set of images and asked to provide as many labels as possible to describe each image you see. When your label matches your partner's label, you'll earn some points and move on to the next image until time runs out. After time expires, you can explore the images you've seen and the websites where those images were found. And we'll show you the points you've earned throughout the session.

For example, this image can be described by the labels: bird, sky, soaring, or frigate bird.

What is required to participate?

Just an interest in helping Google improve the relevance of image search results for users like yourself. Although you do not have to log in to your Google account to help, logging in will allow you to keep track of your points. You can also choose to provide a nickname, or you can remain anonymous.

Help | Sign In

1. FairlandOK - guest	1700
2. deiterg - guest	1700
3. MarcG - guest	1600
4. squirrel hill - guest	1500
5. O H I O - guest	1500

Today's Top Pairs

All-time Top Contributors

1. FairlandOK	9009500
2. ZIPPY	6113100
3. MC from Be	5117000
4. FrankD	5071100
5. MightyWord	5037700



Images – How Google Treats Them

Google analyzes the text on the page adjacent to the image, the image caption and dozens of other factors to determine the image content. Google also uses sophisticated algorithms to remove duplicates and ensure that the highest quality images are presented first in your results.

http://www.google.com/help/faq_images.html



The Other Factors -- Google and Yahoo! Use

EXIF - Exchangeable image file format

IPTC - International Press
Telecommunications Council photo
metadata

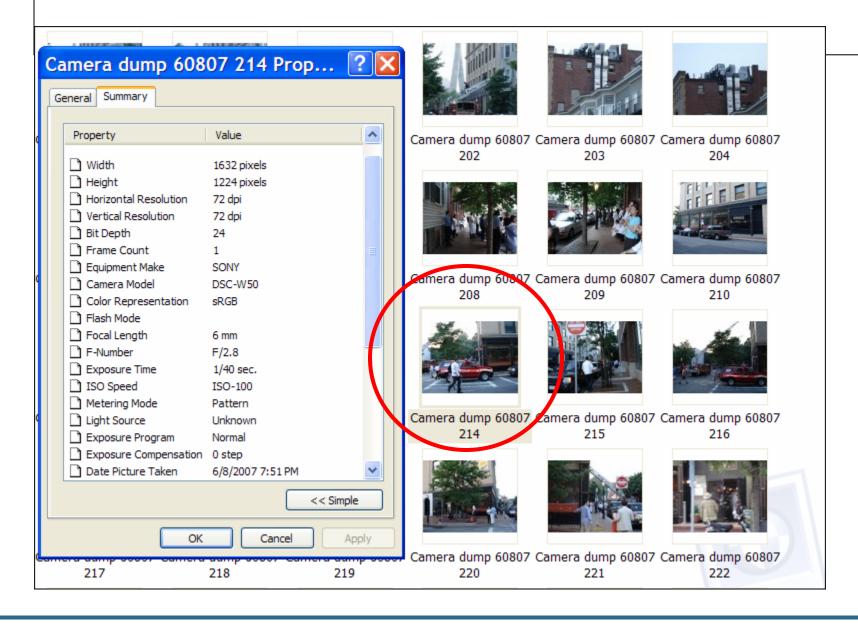


EXIF

- Date and time information -- Your digital camera typically records the date and time of the shot and imbeds in the image's metadata.
- Camera settings -- Camera model and make, and variable information such as orientation, aperture, shutter speed, focal length, metering mode, and ISO speed information.
- A thumbnail -- Useful for previewing the picture on the camera's LCD screen, in file managers, or in photo manipulation software.
- Descriptions and copyright information.



EXIF in Action



IPTC Tags

Name Tag	Description
Byline	The name of the creator of the image, e.g. artist, photographer, etc.
BylineTitle	The byline title (e.g. staff photographer, correspondent, etc).
Caption	The textual description of the image.
Category	The image category.
City	The city of the image origin.
CopyrightNotice	The copyright notice.
Country	The country of the image origin.
Credit	The provider of the image.
DateCreated	The date the image (as an intellectual content, rather than physical file) created.
Headline	The brief overview for the image.
Keyword	The keywords used for search.
ObjectName	The short reference for the object.
OriginalTransmissionReference	The location of the original transmission.
Source	The original owner of the intellectual content of this image.
SpecialInstructions	Some custom editorial instructions.
State	The state/province of the image origin.
SupplementaryCategory	The supplementary category for the image.
Urgency	The editorial urgency of the content.
Writer	The name of editor or other person involved in the writing.



Let's Get Busy

Flickr – keeps and uses EXIF stats. Now, you can retrieve them.

Using the "camera finder" in Flickr. Identify

Top 5 cameras by # of users

Top 5 models of Sonys and Nikons by # of users

How many iPhone pictures have been uploaded to Flickr



Lots of Pix and Cameras Too

Most Popular Brands



Canon EOS Digital Rebel XT, EOS Digital Rebel XTi, EOS 20D, more...



Nikon D50, D70, D70s, more...



Sony
Cyber-shot DSC-P200,
Cyber-shot DSC-W50,
Cyber-shot DSC-W30,
more...



Olympus EVOLT E-500, Stylus 300, C350 Zoom, more...



Kodak
EasyShare Z740 Zoom,
EasyShare DX6490
Zoom, EasyShare
CX7300, more...



Fujifilm FinePix F30, FinePix S5600, FinePix S5000, more...

Cyber-shot DSC-W5

942,248





Focus on Flickr



Photosharing

23

AOL Pictures

Care2 Connect

dotPhoto

Faces

Flickr - owned by Yahoo!

Fotki

KodakEasyShareGallery

MyPhotoAlbum

Picassa – owned by

Google

PBase.com

Photobucket.com

PhotoSite

PictureTrail

Pixagogo

Ringo

SmugMug

Webshots

Zoto



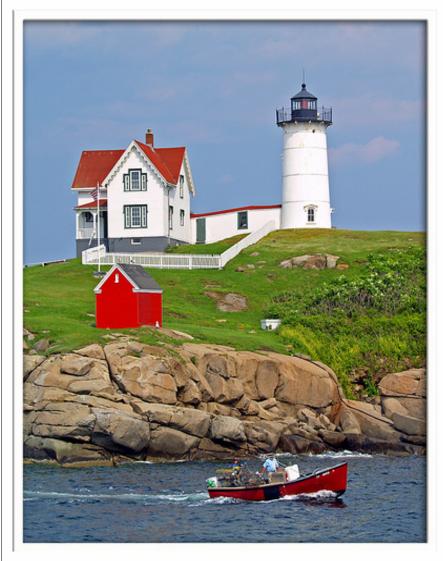
Flickr Nomenclature

Photostream – Your photos, as you upload them you add to your stream

Photo Sets – Used by you to organize your photostream into meaningful units, a photo can be in several sets and shared in several groups Collections – groups of photo sets on a theme Photo Groups – Used to describe a community of shared interest, multiple photographers can be members

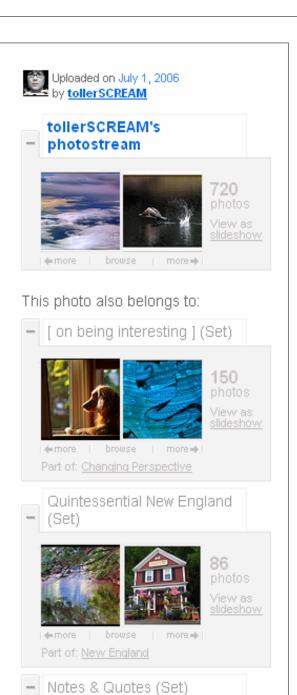


"The world is a book...



...and those who do not travel read only a page."

~St. Augustine





...and those who do not travel read only a page."

~St. Augustine

Comments



s&v says:

great one.

Posted 9 months ago. (permalink)



Farl pro says:

incredible beauty! the boat, the angle, the blue sky- just everything pulls you into the scene.

Posted 9 months ago. (permalink)



KillerSheep pro says:

The title describes the picture very well, when I first lokked at it atventure books came into my mind. It pulls you inn and the imagination takes over:)

Posted 9 months ago. (permalink)



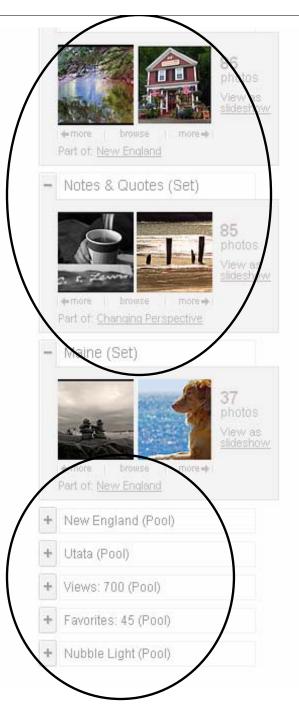
Patrick Ciebilski pro says:

Wonderful colors!

Posted 9 months ago. (permalink)



Tales of an LA Addict pro says:



now looking at the enlarged version, I'm just amazed at the colors of this picture perfect scene.

Posted 9 months ago. (permalink)



Dragonfly pro says:

beautiful! love it. looks like a postcard!

Posted 9 months ago. (permalink)



Mr. Mikey Mike pro says:

Awesome awesome colours! Perfectly composed. I love it!

Posted 9 months ago. (permalink)



jaysee5 pro says:

were you in your canoe when you took this?

Posted 9 months ago. (permalink)



roselover pro says:

Wow, postcard perfect...

Posted 9 months ago. (permalink)



StarrGazr pro says:

Excellent capture of the world's most photographed lighthouse! I'm linking mine to yours,, hoping to make a chain of these photos, little by little...:)

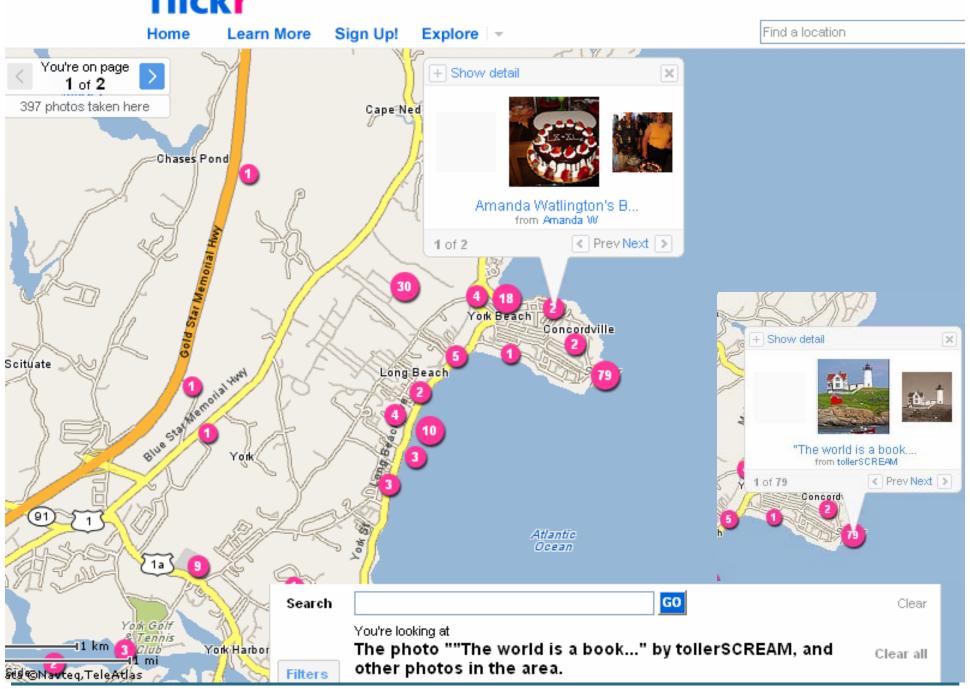


- @ All rights reserved
- O Taken ir Cape Neddick, Maine (map
- O Taken on July 1, 2886
- O 46 people call this photo a favorite
- Viewed 771 times

This photo is public









Manage Your Profile



Hove quotes, lyrics, poetry and I have a thing about Bob Dylan.

The first photo I can remember taking was of my feet, when I was 9 years old, but I know that wasn't the first.

I believe that music taught me to listen and photography taught me to see. Should I ever be lucky enough to show my work there would need to be a soundtrack involved.

UTATA

tollerSCREAM's contacts (271)







photo fiddler



Pistol Petel









More...







tollerSCREAM's public groups

- FLOWERS
- **Animal Feelings**
- .: Utterly Surreal:.
- New England
- beach lovers...
- Olympus Glimpse
- Dog days
- Colors of the World
- Window seat please
- FlickrCentral
- Dogs! Dogs! Dogs!
- Who let the Dogs Out?
- dylanpool

- The Pink Project
- Super Colored
- 100 views + 10 favourites (unlimited)
- Sea, Oceans, River and sun
- My Story
- Pink Think
- Four Seasons Help create a new group icon!
- League of the Empty Chair
- Musical References (don't forget to
- **GUTEN TAG!(Classy Photos by** invite only)

Testimonials

Dan65 says:

"I was just saying to my wife, who walked into the workroom briefly now, that she should pause for a moment with me and enjoy the wonderful photostream I was looking at, it was tollerSCREAM's, "Toll" means "Excellent" in German, and "Excellent" is just the word I would use for the work you find here. Always technically brilliant, always artistic and bold, tollerSCREAM is one of my favourite photographers on Flickr."

Manage Your Tags



- 1993 1997 1998
- 2002 2004worldseries
- 45s 4th
- abandoned abiqfave action ad adobe adoe adrian aerial aeroplano
 airplane airport album alley alone amazingcircles america analysis
 anchor angel anniversary antique appledore arbor arch arches
 architecture architectureglass archway arizona artisan artist artists athenian
 atlantic atmosphere autumn
- cabin cabottrail cactus cafe caim calvino camden campaign campari
 canada candle candy canoe capandbells capebreton capecod capehedge
 capeneddick cappuccino captaingeorgevancouver carriage case castle
 castles catchycolors cathedral cattails ceilidhtrail cemetery ceramic
 cerberus chair chalice chandelier chapel charlesriver checkers child
 children chime chimes chimnea china chinatown christmas church cider
 circles city clay clearing cliffs clock clouds clover cockerspaniel coffee
 coffeehouse coho cold collage collection color colorado colorful colors

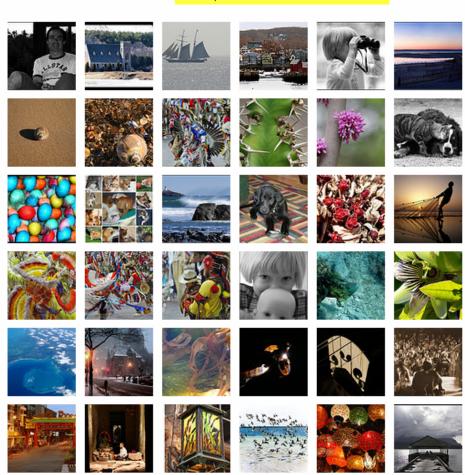


Make Friends



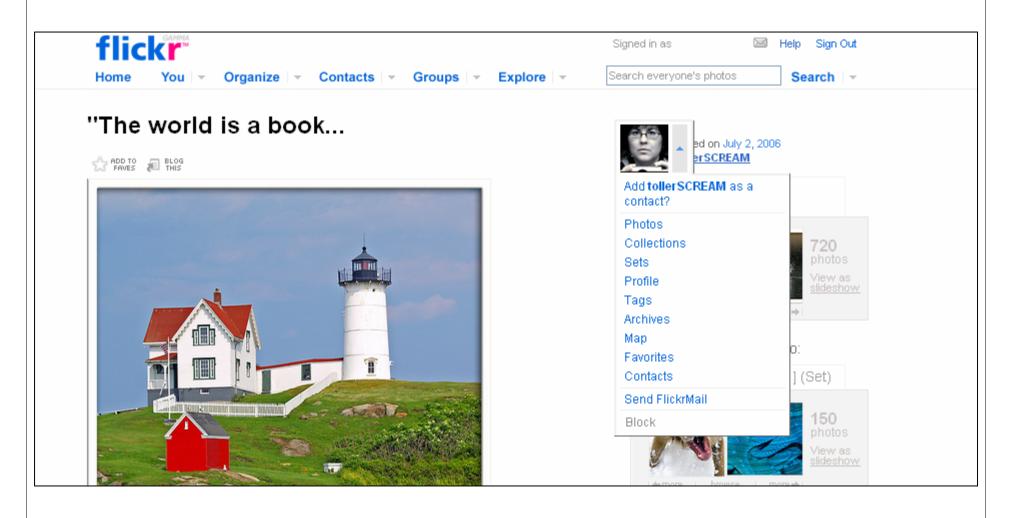
View as slideshow (New window ₺)

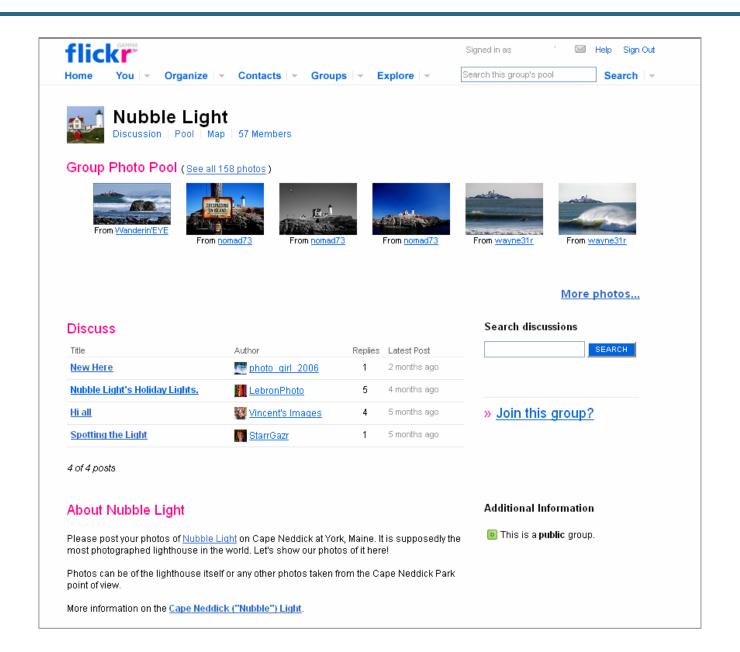
Here are some of tollerSCREAM's favorite photos from other Flickr members.



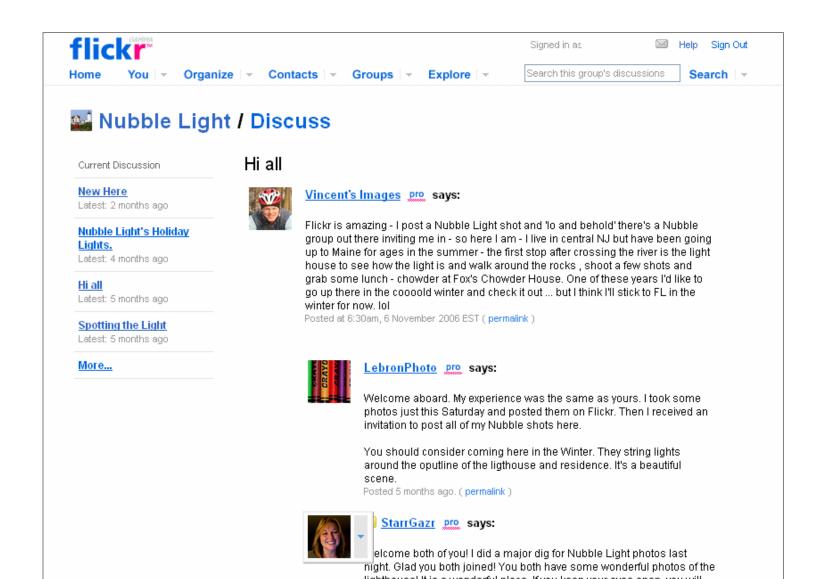


Use the Tools

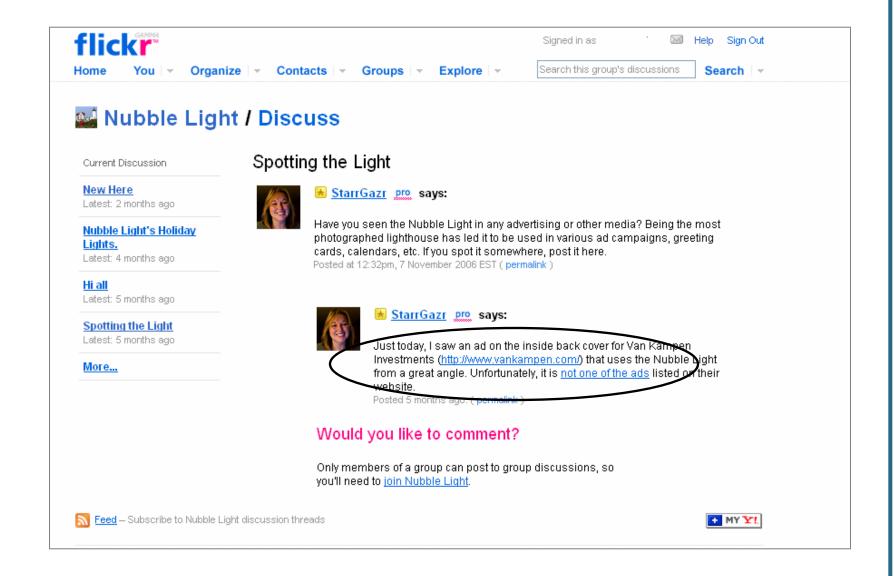




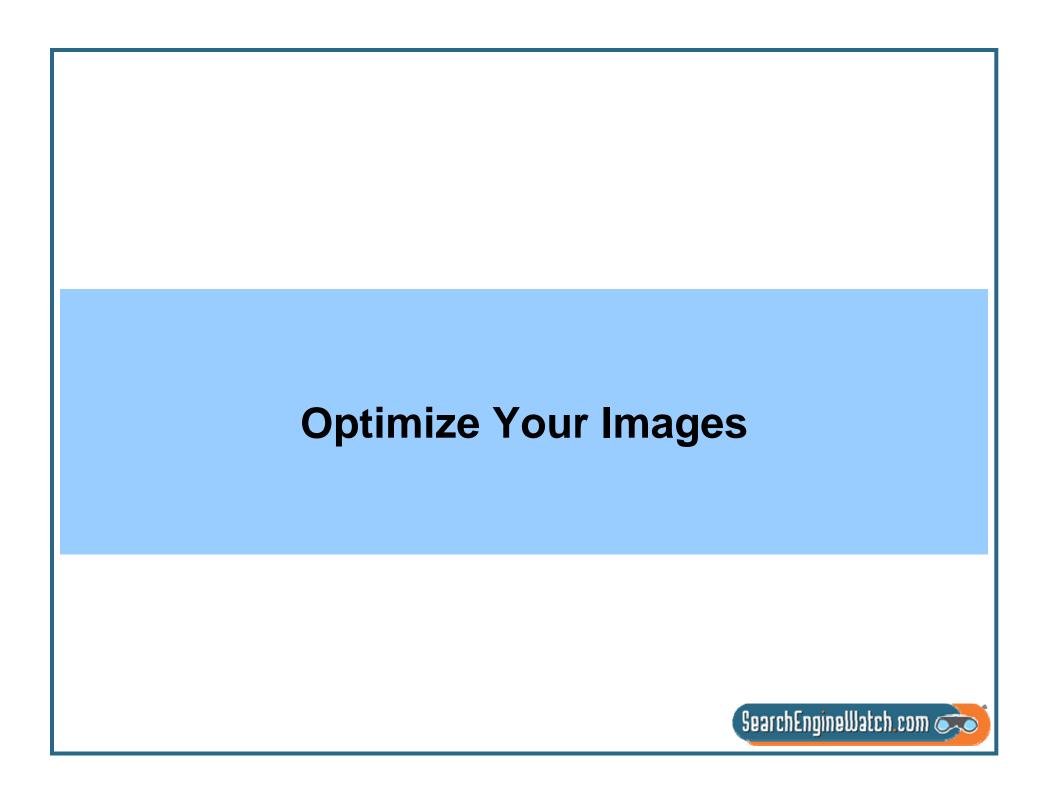








SearchEngineWatch.com 🕟



NYC: Hilton Times Square - "Time and Money"

ALL SIZES



Kansas-born New York City-based artist Tom Otterness has created a cast of playful bronze characters that can be found all over the city as well as throughout the country and in Europe. In 2004, he installed "Life Underground" in the 14th St. subway and his sculptural group "The Real World" attracts the fancy of children in Battery Park City.

In 2000, Otterness was commissioned to add some little men to the Hilton Times Square's north and south entrances in a sculptural group called "Time and Money." Creatures in funny hats dangle over clocks, Buddha-like being sits and meditates, two large policemen hold up the metal beam, and figures handle oversized monetary pieces. Meanwhile, on the 41st Street antrance, "Male Tourist" and "Female Tourist" look up at one of the clocks from below, the man holding tight to their luggage, the woman taking a picture with her giant camera.

Optimization

Title – Keyword-rich
Caption -- Meaningful
Tags – Use like keywords
Links

To other photos

To other sources

Anchor text – Use it to help define

Keywords in Caption and Title should be reflected in the tags

http://www.flickr.com/photos/wallyg/418328172/





North Pole sign

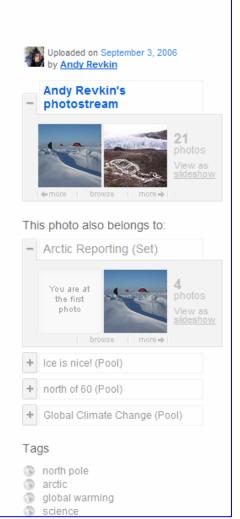




The North Pole is a busy place each spring, with dozens of scientists, tourists and adventurers visiting to test their limits or probe the atmosphere, ice, and sea below for clues to climate change. Here Nicolas Mingasson, a Frenchman who has helped run a base camp near the pole for 10 years, hikes near a sign and pole erected about 30 miles from the real thing by oceanographers from the University of Washington. The past tense is used because the sea ice is shifting several miles a day.

You can learn more in my new book on the once and future Arcitc, which is written for the whole family and follows my 3 recent Arctic reporting trips, including one to the North Pole. The first chapter of the book, The North Pole Was Here can be read online:

www.nytimes.com/learning/globalwarming.





Commercial Opportunities Abound

harpseal... Yet again.... the 2007 hunt will begin soon

ADD TO BLOG ALL SIZES



Photograph by Chuck Whitney.

OH I WISH THE SEAL HUNT WOULD STOP AND THIS LITTLE GUY COULD SINK TO HIS RIGHTFUL PLACE IN MY PHOTOSTREAM....

Last year I posted this photo taken here in Maine by a friend of mine, with links to protest the 2005 seal hunt. Last year there was a quota of 300,000 and it was allowed to continue through May. This year it is scheduled to begin at the end of February or early March of 2006 AND YET AGAIN THIS 2007.

Maybe if we start early this year it could help: Here is a list of 11 things people can do in hopes of preventing the hunt. This list comes from the Humane Society.

[Here is the text from the above link, provided by Gini]

To help end the Canadian seal hunt, the largest commercial slaughter of marine mammals in the world, we need your immediate help. Please consider doing one or more of the following actions:

Now it is your turn to develop some ideas for how you might use photo-sharing to get your message out.

http://www.flickr.com/photos/yeimaya/89347342/



Let's Visit

http://www.flickr.com/photos/melcir-selfportraits-2006/2274158494/

http://www.flickr.com/photos/naporama/434189205/

http://www.flickr.com/photos/deadlyphoto/2171141760/

http://www.flickr.com/photos/pavlunka/482653417/

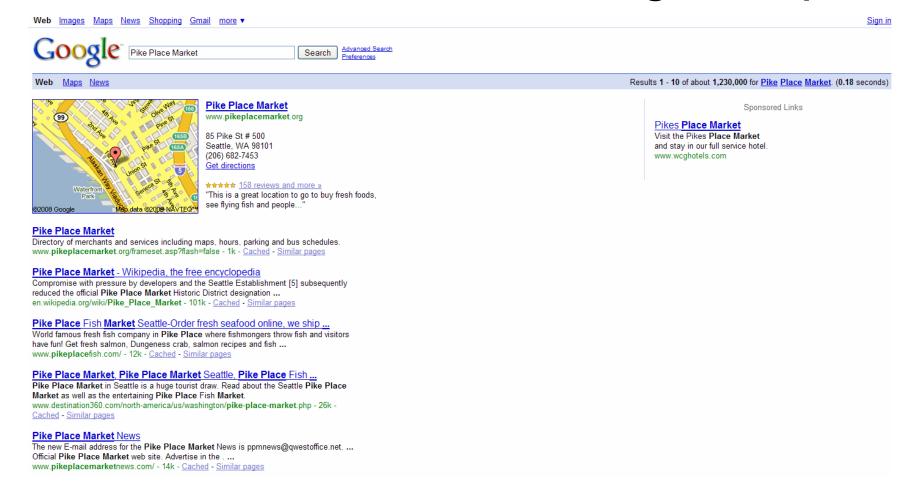


Optimizing pages and submitting listings for local business results

Greg Jarboe SEO-PR Part 6



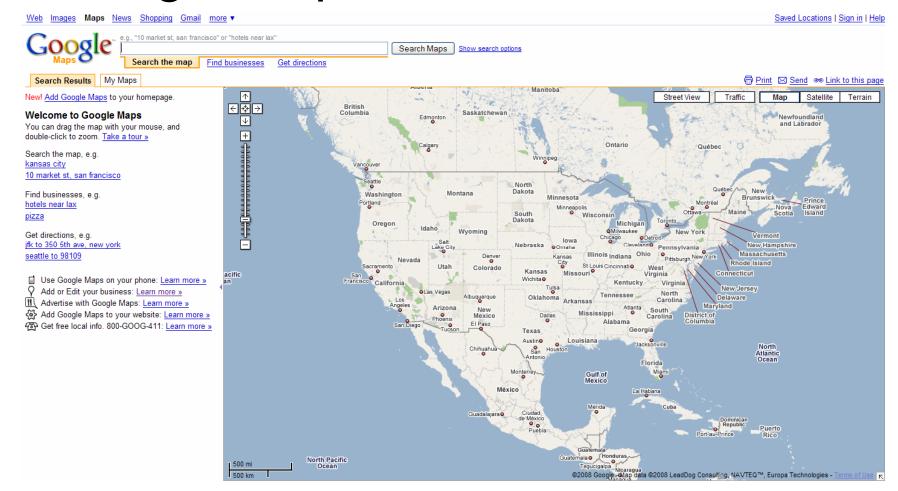
Universal search sends 45.2 million referrals a month to Google Maps





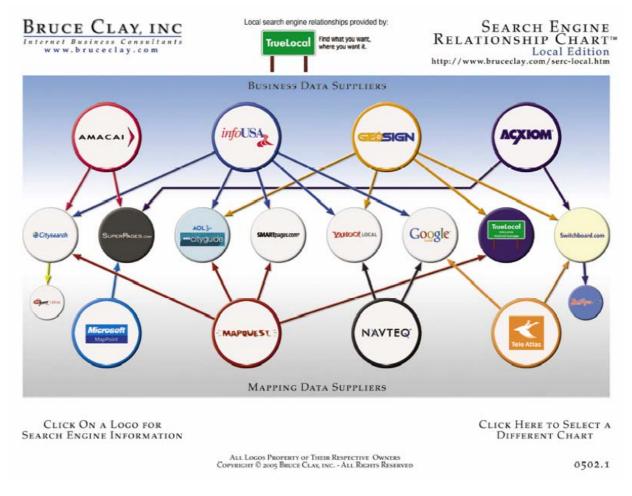
Source: Google, July 15, 2008

143 million searches a month on Google Maps from within the U.S.





Incorrect listing information can spread like wildfire in local search





Use the Local Business Center to create free listing on Google Maps



123 Any St, Anytown (555) 555-1234 Coupons »

	Sign in with your
	Google Account
Email:	
Password:	
▽	Remember me on this compute
	Sign in
	cannot access my account



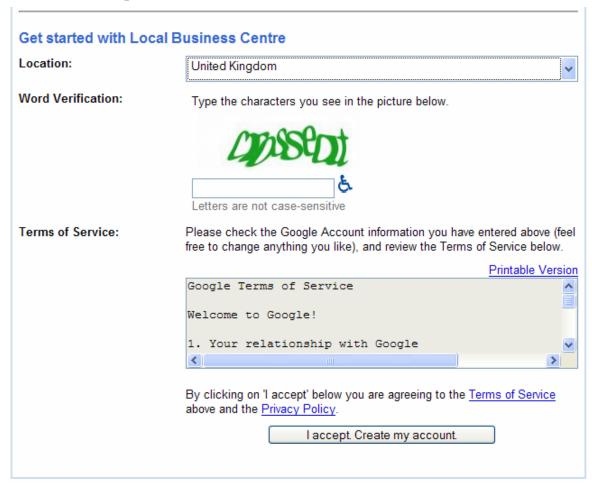


Your Google account gives you access to Local Business Center

Create a Google Account - Local Business Centre		
reate an account		
our Google Account gives y loogle Account, you can sig	you access to Local Business Centre and <u>other Google services</u> . If you already haven	
Required information	for Google account	
Your current email address:	ess:	
	e.g. myname@example.com. This will be used to sign-in to your account.	
Choose a password:	Password strength:	
	Minimum of 8 characters in length.	
Re-enter password:		
	Remember me on this computer.	
	Creating a Google Account will enable Web History. Web History is a feature that will provide you with a more personalised experience on Google that includes more relevant search results and recommendations. Learn	
	More ☑ Enable Web History.	



Hardest part of the process is reading the word verification



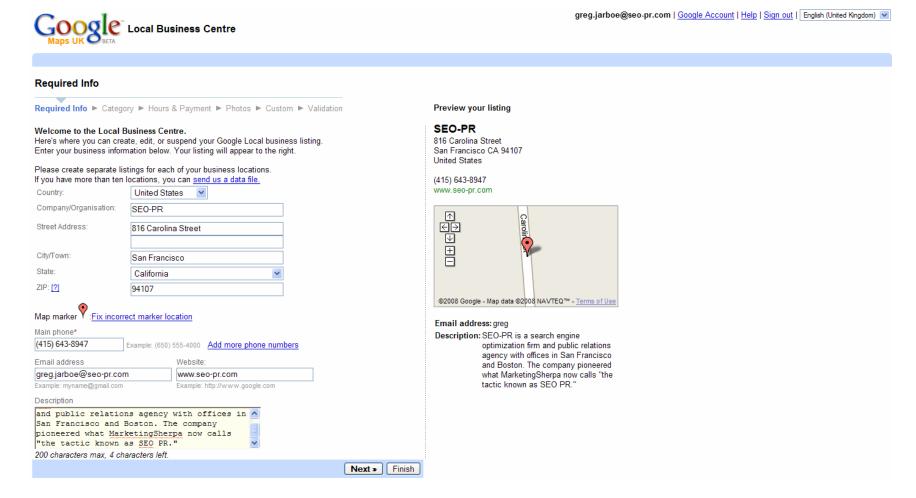


You can create separate listings for each of your business locations

Google Local Business Centre	greg.jarboe@seo-pr.com Google Account Help Sign out English (United Kingdom) №	
Required Info		
Required Info ► Category ► Hours & Payment ► Photos ► Custom ► Validation	Preview your listing	
Welcome to the Local Business Centre. Here's where you can create, edit, or suspend your Google Local business listing. Enter your business information below. Your listing will appear to the right.	United Kingdom	
Please create separate listings for each of your business locations. If you have more than ten locations, you can send us a data file.	h	
Country: United Kingdom 💌		
Company/Organisation:		
Street Address:		
City/Town:		
County:	©2008 Google - Terms of Use	
Postcode: [?]		
Map marker Fix incorrect marker location		
Main phone*		
Example: 020 1234 5678 Add more phone numbers		
Email address Website:		
Troopie.		
Example: myname@gmail.com Example: http://www.google.com		
Description		
200 characters max, 200 characters left.		
200 characters max, 200 characters left. Next >	Finish	



Google business listing description is limited to 200 characters max





Source: Google Maps Local Business Center

Double-check to see if your address is listed below



greg.jarboe@seo-pr.com | Google Account | Help | Sign out | English (United Kingdom)

Required Info

Required Info ► Category ► Hours & Payment ► Photos ► Custom ► Validation

Is your address listed below?

If so, select it. We will make sure that any updates you make are reflected on Google Maps

Select your business:

- Lewis Pr
 - 575 Market St # 2550 San Francisco CA United States
- Worldview Public Relations
- 2243 Mt Diablo St Concord CA United States
- Teamf1 Software Consulting

39159 Paseo Padre Pkwy Fremont CA United States

- Infocom Group
 - 5900 Hollis St # L Emeryville CA United States
- Tendo Communications Inc
- 340 Brannan St # 500 San Francisco CA United States
- O David Mihm Website Designer
- 67 Glen Avenue Oakland CA United States
- O WebMama.com, Inc.
 - 665 Lytton Ave Palo Alto CA United States
- Bartenders National School
 - 870 Market St # 828 San Francisco CA United States
- O First Congregational Church
 - 2501 Harrison St Oakland CA United States

Preview your listing

SEO-PR

816 Carolina Street San Francisco CA 94107 United States

(415) 643-8947 www.seo-pr.com



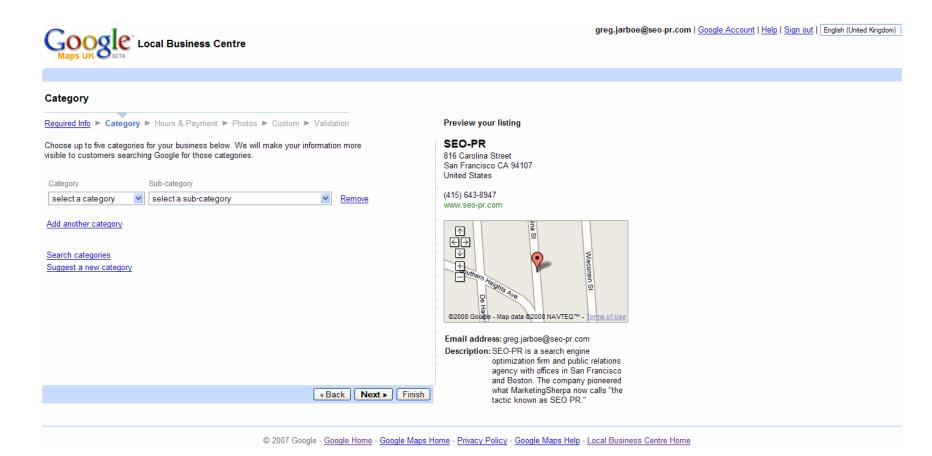
Email address: greg.jarboe@seo-pr.com

Description: SEO-PR is a search engine

optimization firm and public relations agency with offices in San Francisco and Boston. The company pioneered what MarketingSherpa now calls "the tactic known as SEO PR."



Choose up to five categories or sub-categories for your business



SearchEngineWatch.com

Why doesn't a business listing appear for categories you chose?

Google Maps business listings are generated and ranked entirely by mathematical algorithms

Due to normal changes in its algorithms and index, businesses may not always appear for a particular category or keyword search

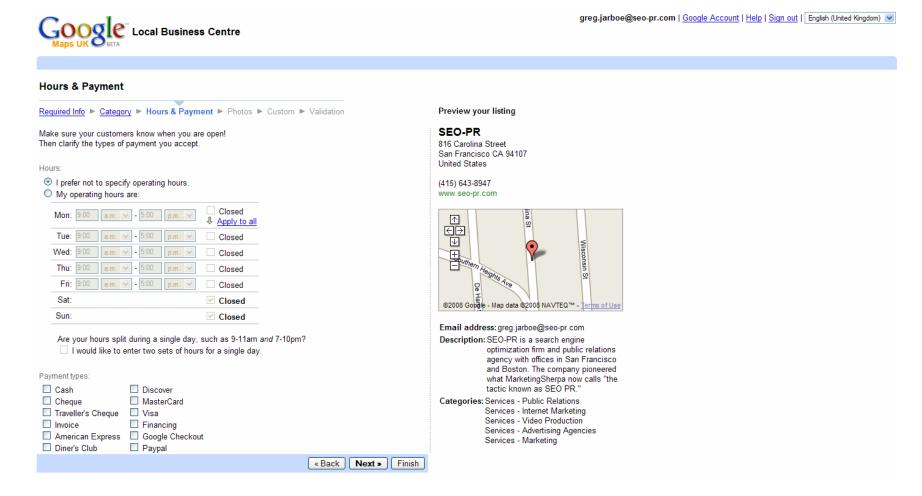
These changes are automated and impartial

It is Google's intent to represent available online content fairly and accurately, and it is working to improve its search results

If you don't know whether or not your listing is included in Google Maps, perform a search for [your business name in your city, zip code]

SearchEngineWatch.com 🥥

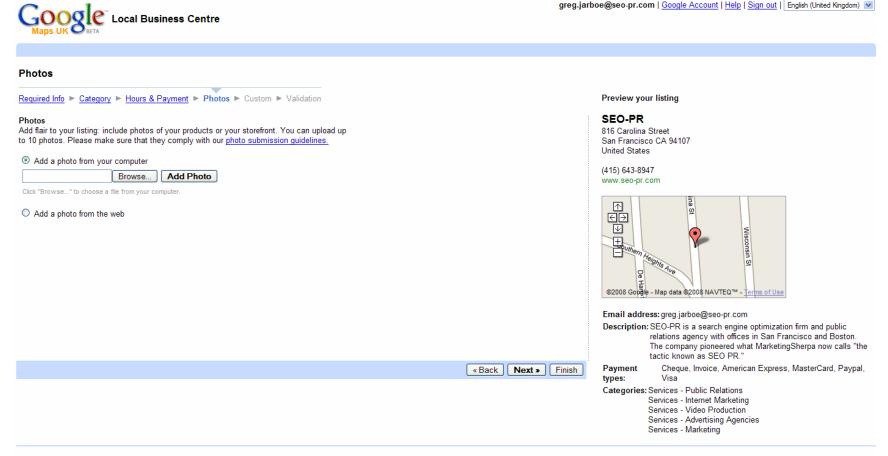
Specify when you are open and what types of payment you accept





Source: Google Maps Local Business Center

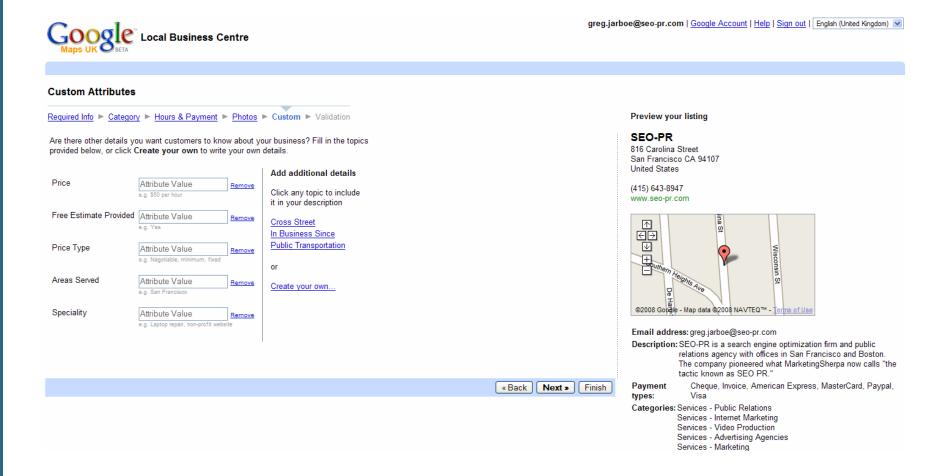
Add up to 10 photos, images, diagrams, illustrations or logos



© 2007 Google - Google Home - Google Maps Home - Privacy Policy - Google Maps Help - Local Business Centre Home



Fill in other details customers may want to know about your business





Source: Google Maps Local Business Center

Let Google know how you would like to validate your business listing



greg.jarboe@seo-pr.com | Google Account | Help | Sign out | English (United Kingdom)

Validation

Required Info ► Category ► Hours & Payment ► Photos ► Custom ► ValidationPreview your listing SEO-PR Your completed listing is shown on the right. Please take a moment to make sure 816 Carolina Street the details are correct. (You can always come back and add more details later.) United States How would you like to validate your listing?

For your protection, we need to verify the information you have just given us. This can be done in one of 2 ways:



We will call you at this phone number (415) 643-8947



By postcard (2-3 weeks)

We will send you a postcard in the post to this address

SEO-PR 816 Carolina Street San Francisco CA 94107 United States

If necessary, you may specify another recipient or enter a mailstop/postbox number below. This information will not appear on Google Maps.

Contact name:



SMS verification

(not available for this business -- more info)

By clicking 'Finish', you are authorising Google to create or update your business listing for use in Google Maps or other Google services. You are also affirming that San Francisco CA 94107

(415) 643-8947 www.seo-pr.com



Email address: greg.jarboe@seo-pr.com

Description: SEO-PR is a search engine optimization firm and public relations agency with offices in San Francisco and Boston. The company pioneered what MarketingSherpa now calls "the tactic known as SEO PR."

Payment types: Cheque, Invoice, American Express, MasterCard, Paypal, Visa

Categories: Services - Public Relations Services - Internet Marketing

Services - Video Production Services - Advertising Agencies

Services - Marketing

Custom Attributes:

Awards:: 2005 Golden Ruler Award for Excellence in Public Relations Measurement and Evaluation from the Institute for Public Relations and PR News In Business Since :: 2003

Speciality:: Optimizing content for universal search

SearchEngineWatch.com 🔿

Source: Google Maps Local Business Center

Use the Local Business Center to edit your listing whenever you like

Learn more about the Local Business Centre

Reach new customers on Google Maps and Google.co.uk

Local customers are already searching for the products and services that you offer. Why not make it easy for them to find you on Google search and on Google Maps? The Local Business Centre is the place to start.

Works great for businesses of any size

Whether you run a single dentist's office or dozens of coffee shops, manage all your listings from a single account.

Update your listing at any time

Use the Local Business Centre to edit your listing whenever and however you like. Your Google Maps results will be updated in a few weeks, not next year.



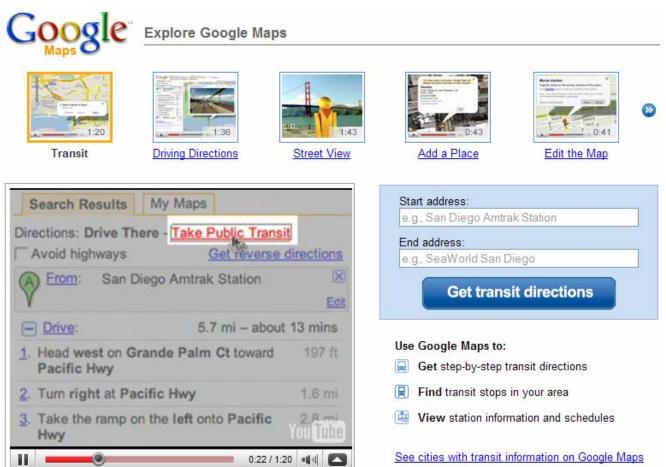
People search Google Maps for a business such as yours.

I am ready to help customers find me.

Sign up now »



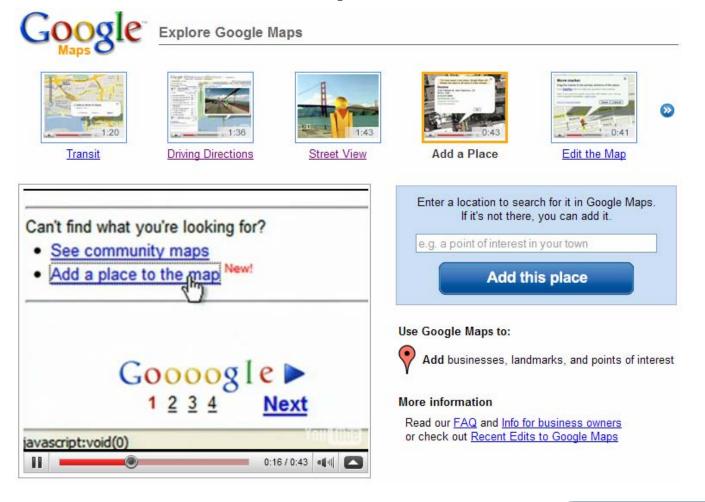
Google Maps now lets users find public transit stops in your area



Source: Explore Google Maps



Google Maps lets you add landmarks and points of interest



SearchEngineWatch.com 🔿

Source: Explore Google Maps

Google's My Maps feature lets you create your own custom Maps



Map-making: So easy a caveman could do it

4/05/2007 06:01:00 AM

Posted by Jess Lee, Product Manager, Google Maps

Humans have been making maps <u>since the Stone Age</u>. In fact, map-making predates written language by several millenia. Nowadays, people make maps online using tools like the <u>Google Maps API</u> — but using an API isn't as easy as scribbling on a cave wall.

That's why we're announcing My Maps, a new feature that makes it quick and easy to create your own custom Google Maps just by pointing and clicking. You can add placemarks, draw lines and shapes, and embed text, photos and videos — all using a simple drag and drop interface. Your map automatically gets a public URL that you can share with your friends and family, or you can also publish your map for inclusion in Google Maps search results. We'll continue to show organic local search results with red pushpins; user-generated results will have blue pushpins. The user-created results include KML as well as maps made through My Maps.

To give you a better idea of what kind of maps you can make, here are some examples that Googlers created after we released the feature internally. (We ran a contest and gave a Nintendo Wii to the best map-maker.)

- America's Highway: Oral Histories of Route 66: A glimpse into life on the legendary (and now-decommissioned) highway, and what drivers will find there today
- . Around Japan in 28 Days: Catalogs a trip across Japan that can be done in 3 weeks
- . 2004 Presidential Election: Red states, blue states, and election stats for each
- The World of Hello World: A map of programming languages and rough locations in the world where they were created
- Olympic Host Cities: Cities that have hosted the Olympic Games with links to related Wikipedia information
- . The Googleplex: A photo essay on life at the Google headquarters in Mountain View
- . Monster Sightings: Locations of monster sightings across the globe

- You can add placemarks, draw lines and shapes, and embed text, photos and videos.
- Your map automatically gets a public URL, or you can publish your map for inclusion in Google Maps search results.
- Google shows organic local search results with red pushpins; user-generated results have blue pushpins.



Source: Official Google Blog, April 5, 2007

Google Maps ranks business listings by relevance and proximity

- All Google search results are based primarily on relevance, and Google Maps listings are no different
- Google Maps ranks business listings based on their relevance to search terms entered, along with geographic distance (where indicated) and other factors
- Sometimes Google's search technology decides that a business that's farther away is more likely to have what you're looking for than a business that's closer
- Google Maps is a free service, so there's no way to pay for a better ranking
- Google does its best to keep details of its algorithm confidential in order to make the ranking system as fair as possible for everyone



Local Business Center now gives you statistics for the last 30 days



greg.jarboe@seo-pr.com | Settings | Help | Sign out | English (United States)

Locations

Coupons

✓ Attract new customers by creating a coupon for your business
Creating a coupon is free, and only takes a few minutes. You can create as many coupons as you want. Coupons will appear along with your business listing in Google Maps. Learn more.

Locations

- + Add new listing
- + Upload a data file (if you have more than 10 listings)

			Viewing listings 1 - 2 of 2
Business	Status	Statistics (last 30 days)	Actions
SEO-PR 816 Carolina Street San Francisco CA 94107 United States	Active Posted Jun 11, 2008 0 coupons (0 active)	• 720 Impressions • 9 Views	<u>Edit</u> <u>Delete</u>
SEO-PR 42 Summer Street Maynard MA 01754 United States	Active Posted Jun 11, 2008 0 coupons (0 active)	• 73 Impressions • 0 Views	<u>Edit</u> <u>Delete</u>
			Viewing listings 1 - 2 of 2

Statistics are not real time and are provided at a 24 hour delay Google does not guarantee the accuracy of the statistics.

To increase your marketing reach, you might consider:

- . AdWords Target customers locally or anywhere in the world. Pay only for ads that bring prospects to you.
- . Google Base Add your entire catalog to our free product search site.
- New! Google Checkout Let your customers buy from you quickly and conveniently using a single Google Checkout login. And process all of your Checkout sales for free through the end of 2007.



Source: Google Maps Help

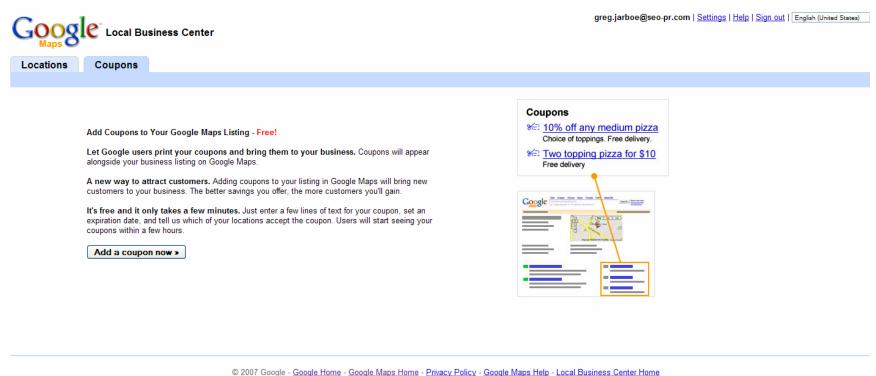
Majority of online product research leads to offline conversions



- In 2007, a survey from Accenture reported that 58% of respondents said they locate items online before going to a store to purchase
- The Kelsey Group's research indicates that with purchases of more than \$500, where the Internet is the starting point, more than 90% of the transactions finish offline

SearchEngineWatch.com

You can create coupons for any active listing you have submitted



200 Constitution C

Source: Google Maps Help



How About Going Shopping?

Amanda Watlington
Searching for Profit
Part 7



One-Box Results Mean Revenue for Savvy Merchants



Sony Cybershot camera

Search

Advanced Search Preferences

Web Shopping

SONY CyberShot Cameras

www.SonyStyle.com SONY - Official Online Store. No payment, No Interest Financing.

Sony Cybershot Camera

Tip: Save time by hitting the return key instead of clicking on "search"

Product search results for Sony Cybershot camera



Sony Cybershot 7.2MP Digital Still ... \$489.99 - Target

Sony Cybershot Dscw200 12.1mp Digital ... \$249.99 - CompUPlus.com

Sony Cybershot DSC-W90 DSCW90 Digital ... \$219.95 - B&H Photo-Video-Audio

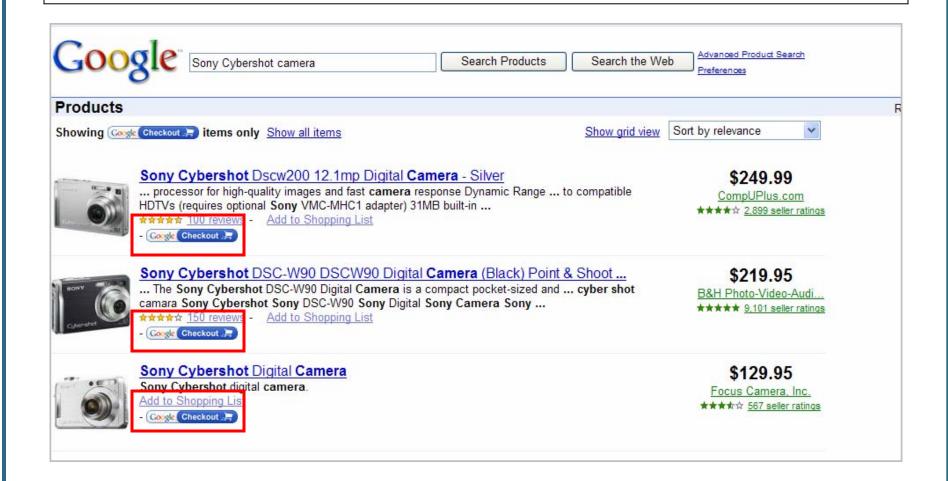
See Sony Cybershot camera results available through Google Checkout 📜

Sony USA

Shop More of Sony, VAIO®, BRAVIA™ HDTV, Blu-ray Disc™ player, Handycam®, Cybershot®, Reader Digital Book, Walkman®, PlayStation®, Sony Ericsson ... www.sony.com/ - 93k - Cached - Similar pages - Note this

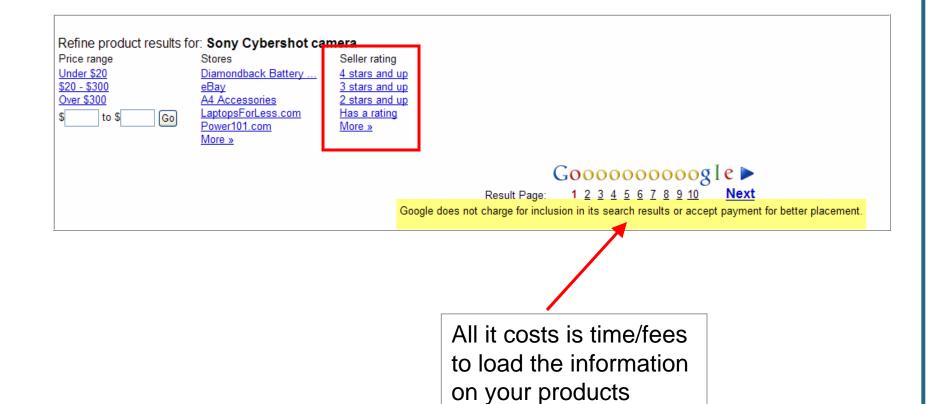


Shopping Search Leads to Revenues





Easy-to-Use and Free





Many Review Sources

Target

Average rating

3.2 / 5

Based on 1,283 reviews

Show

All reviews (1283)
Positive reviews (940)
Neutral reviews (139)
Negative reviews (204)

Search within the reviews



Frequently mentioned terms

card & customer
report card
online
items
easy to navigate
shipping
shop
easy to use
find
return policy

Review sources

DealTime.com NexTag.com PriceGrabber.com RateltAll.com ResellerRatings.com Shopzilla.com

Sort by relevance - Sorted by date - Sort by rating

4.2 / 5

Target.com Report Card & Customer Reviews
I have always found this site to live up to my expectations and as always they have good quality products.

Shopzilla.com - Online Shopper - Mar 10, 2008

Target.com Report Card & Customer Reviews
I love to order Target on line it is easy fast and cheep, they are very helpful if I have a questian or need anyother help. great place to shop.

Shopzilla.com - Online Shopper - Mar 10, 2008

4.6 / 5

Target.com Report Card & Customer Reviews
LOVE TARGET! Everything is easy to find so shopping at home is a breeze. I will use this site again.
Shopzilla.com - Online Shopper - Mar 10, 2008

4.2/5

Target.com Report Card & Customer Reviews
I was shopping off a wedding register, over half of the items
listed were no longer available. Shipping was 6-8 weeks away
and during that time ...

Shopzilla.com - Online Shopper - Mar 9, 2008

Target.com Report Card & Customer Reviews

The website is easy to navigate, from running a search to just browsing. A large variety of items to choose from and the prices are generally much ...

Shopzilla.com - Online Shopper - Mar 9, 2008

*☆☆☆☆ Target.com Report Card & Customer Reviews
1/5 Most recently at their physical location looking for a gift

Most recently at their physical location looking for a gift item. Found the items we were looking for. Great prices and variety.

Shopzilla.com - Online Shopper - Mar 10, 2008

Target.com Report Card & Customer Reviews

i am overall really happy with the service and product selection offered to me online.

Shopzilla.com - Online Shopper - Mar 10, 2008

4.6 / 5 Librurght my product a course of works before Christman

I bought my product a couple of weeks before Christmas. It was delivered on time and I was satisfied.

Shopzilla.com - Online Shopper - Mar 10, 2008

4.6 / 5 Target.com Report Card & Customer Reviews

Very easy to navigate and buy from the website. Product arrived damaged from Fed Ex- Fed Ex was a pain to deal with, but Target had a new Wine ...

Shopzilla.com - Online Shopper - Mar 9, 2008

**** Target.com Report Card & Customer Reviews

i like shoppin at target as all the items are clearly marked and easy to find, in the store and on line. i recommend this store highly.

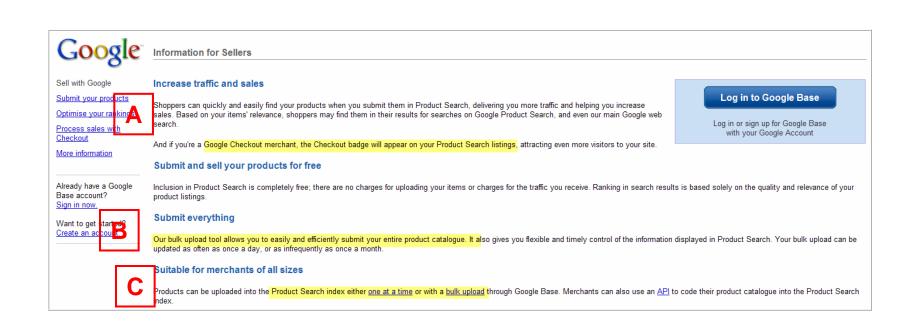
Shopzilla.com - Online Shopper - Mar 9, 2008



The selection and placement of reviews on this page were determined automatically by a computer program.

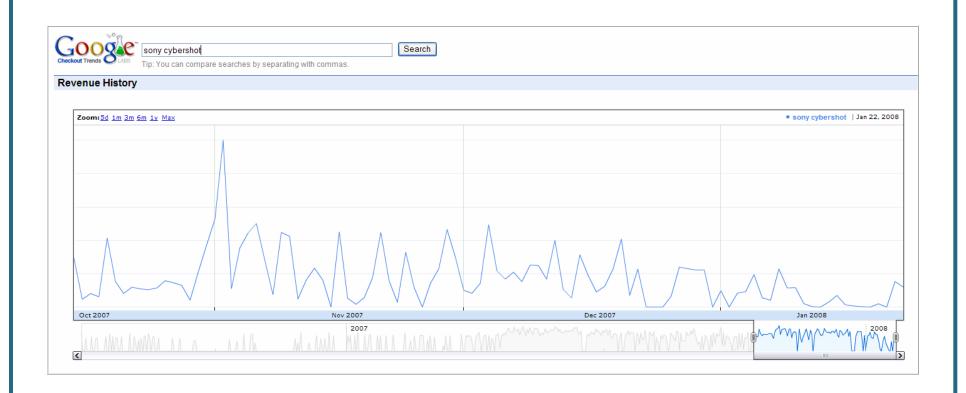


Sell Almost Anything



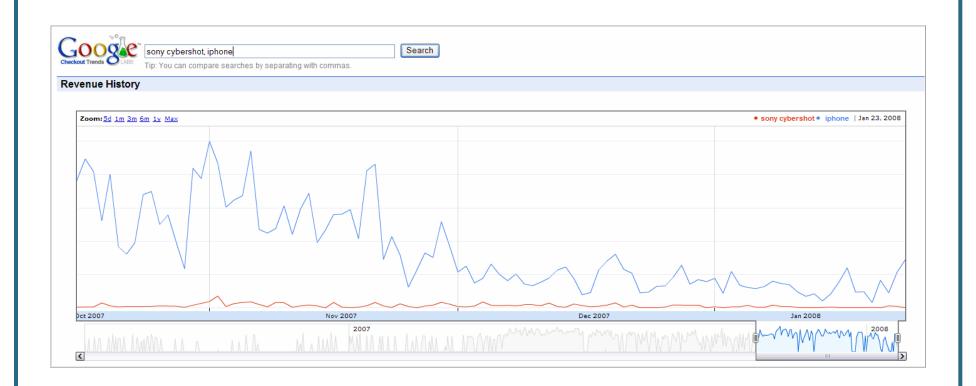


Checkout Links to Trends





What's the Hot Product?





How to Submit

Submit your products

We currently provide four options for you to submit your product information to us.



Single item

Have 10 or fewer items? Fill out our web form for each item you would like to post.



Bulk Upload

Upload a tab-delimited or XML file describing lots of items.



Code your way from your system to ours.

What Can You Sell?

Events and activities

Events and activities to attend

Housing

Individual properties for sale or rent

Jobs

Individual employment opportunities

Personals

People seeking people

Products

Items available for sale (also see Vehicles)

Course schedules

Individual class offerings, whether university or community

News and articles

News stories or current events

Reference articles

Scholarly literature: academic journals or instructional articles

Recipes

Instructions for creating culinary dishes

Reviews

Evaluations of products and media

Services

Available services

Travel packages

Trips and accommodations offered

Vehicles

Cars, boats, and other vehicles for sale

Vacation Rentals

Vacation houses available for rental

Wanted ads

Requests for items and services

Custom item types

Create your own item type



Product Submissions The Process

Create and register the feed

Upload the information – Up to 20MB via Google's own interface

Google processes the data

Verify that upload and processing was successful

Do it all over again, as needed



Selling Requirements for Items Listed

- Attributes must fit item type and be included in the submission.
- Shipping must be across the continental United States.
- Prices on feed and landing pages must be in US dollars.
- Products must have a fixed price no auction type pricing.
- Landing pages must be eCommerce-enabled.
- The landing pages must not have required cookies.



Attributes Describe Items These Are Required

Title – The name or title of the article, up to 80 characters

Description -- Maximum length of 10,000 characters, write for SEO

Expiration Date – YYYY-MM-DD

Product Id – Your own number, once submitted don't change it.

Image link -- Use your full-sized images; do not use logos or graphic that states "image unavailable"

Link to Landing Page – Can be a product page on your site

Price – in US dollars

Product Type – Long list of pre-defined types at http://base.google.com/support/bin/answer.py?answer=59451&hl=en



Attributes Describe Items Attributes Drive Traffic

There are many pre-defined item attributes including:

Model number

Payment types accepted

Payment policies

Pickup vs. delivery

Price negotiability

Quantity available

Shipping

There are also specific pre-defined attributes for product types



Creating the Feed – 5 Formats

Tab-delimited— can be done in Excel

XML formats 4 types

RSS 2.0

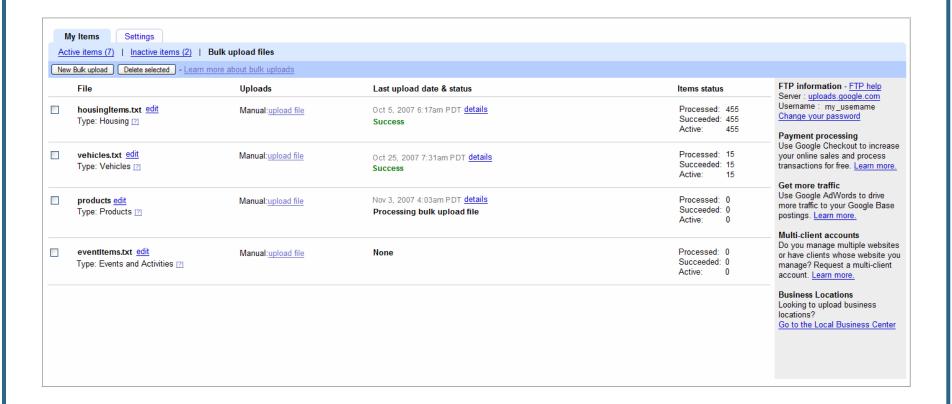
RSS 1.0

Atom 1.0

Atom 0.3

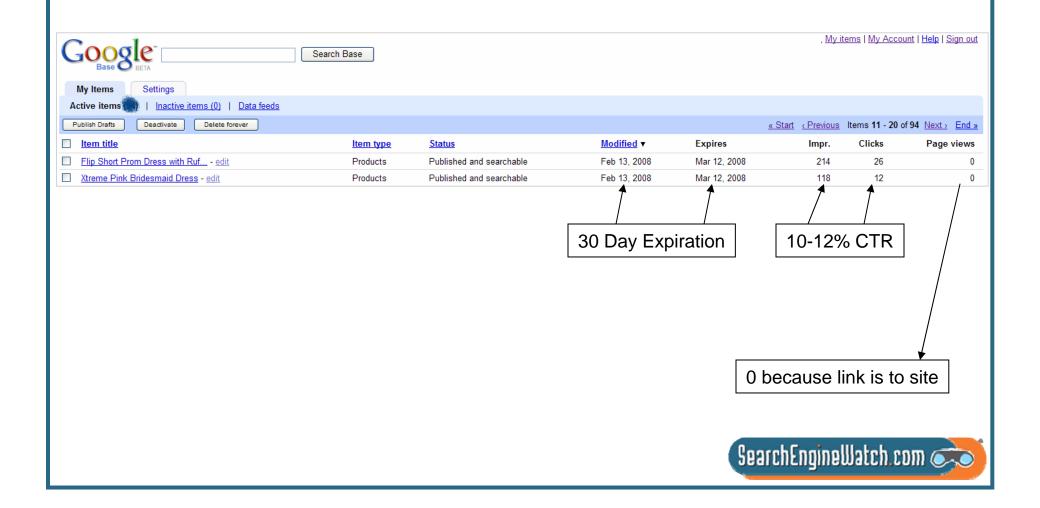


Verify the Submission

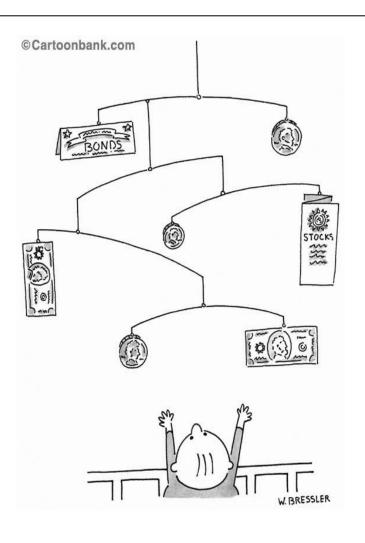




Limited Reporting Available



Try Getting Found in Universal Search



Video

News

Maps

Images

Products

All lead to revenue



Slides Are Available

http://www.searchingforprofit.com/Seattle08.pdf

