# DIGITAL LAW MARKETING

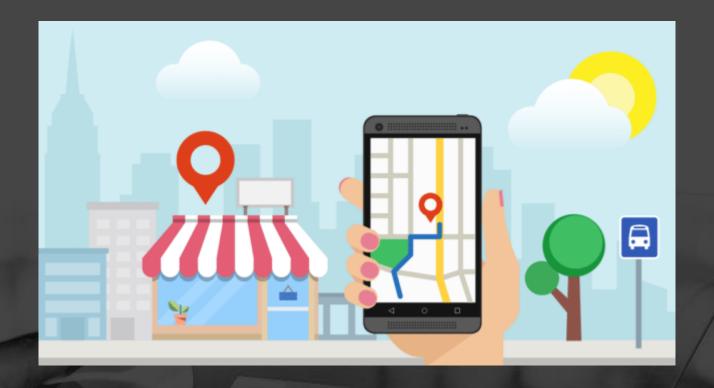


### **Because Marketplace Exclusivity Matters**

#### **Experience The Difference**

- Search Engine Optimization (SEO)
- Pay-Per-Click Marketing (PPC)
- Social Media Marketing
- Content Marketing Strategies

- Web Design & Development
- Reputation Management
- Local Search
- Digital Video Marketing



## Local SEO Tips 2023

Download: www.digitallawmarketing.com/mba2023/







...it's the process of making a website or web page more visible and higher ranked on search engine results pages (like Google) so that more people can find and visit the site.

Download: www.digitallawmarketing.com/mba2023/







Twitter: @ndyjsimpson

DIGITAL LAW MARKETING ...is about making sure your business shows up at the top of search results when people search for businesses like yours in your local area.

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Ranking Tips for your Google Business Profile



 Ranking Tips for your Google Business Profile Download: www.digitallawmarketing.com/mba2023/ Twitter: @ndyjsimpson





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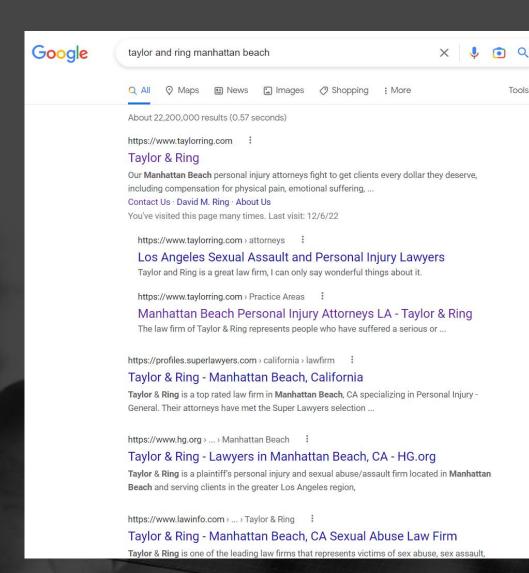
- Ranking Tips for your Google Business Profile
- Ranking Tips for your website
- How to choose the next location for your business

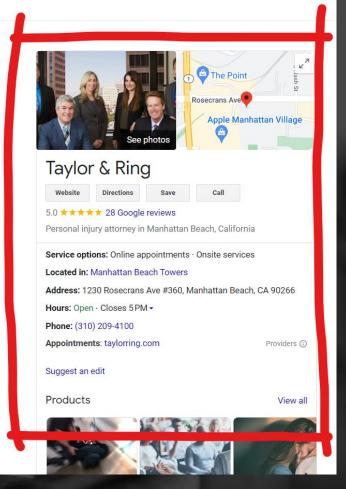
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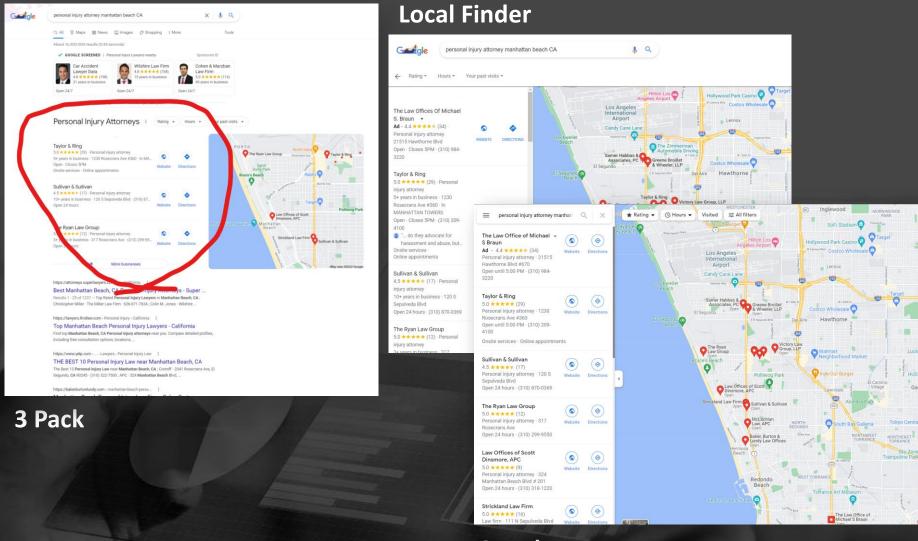








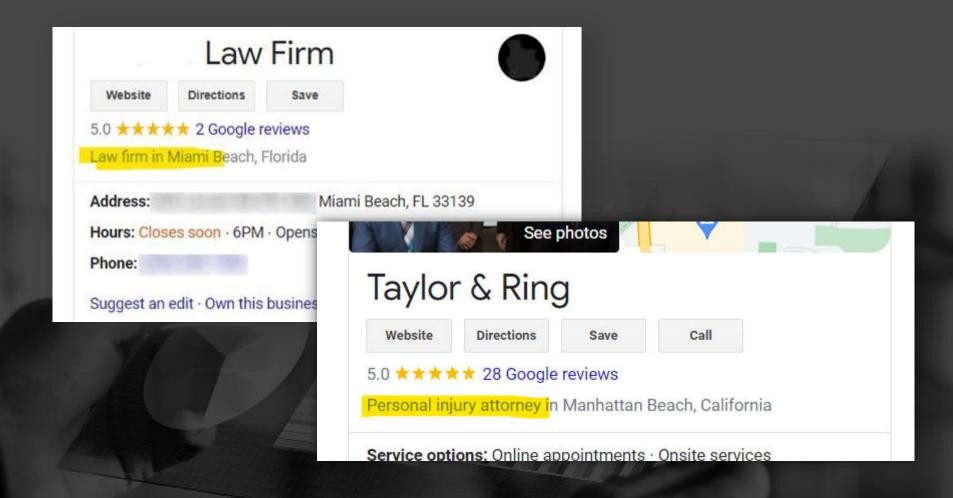




**Google Maps** 

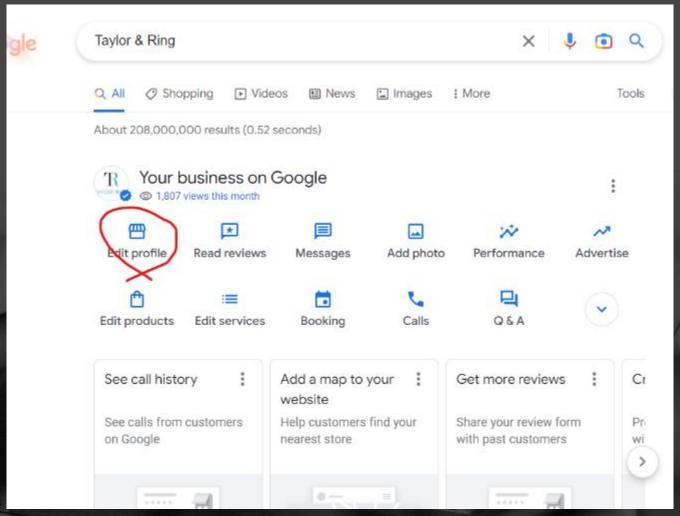


#### Tip 1 – Use the correct category





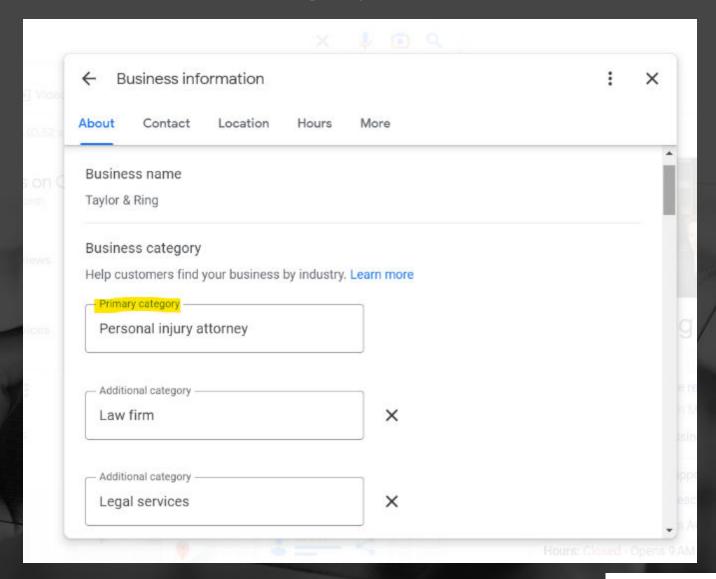
#### Tip 1 – Use the correct category



Google's New Merchant Experience (NMX)

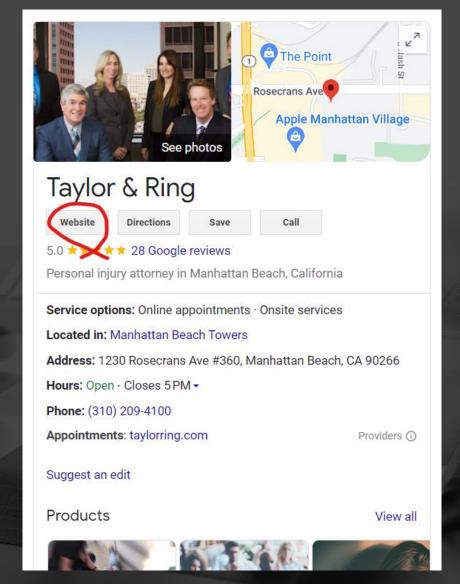


#### Tip 1 – Use the correct category



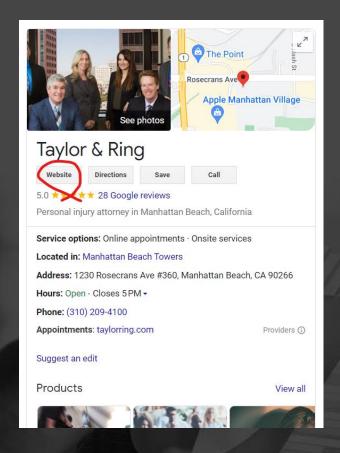


#### Tip 2 – Website link





#### Tip 2 – Website link



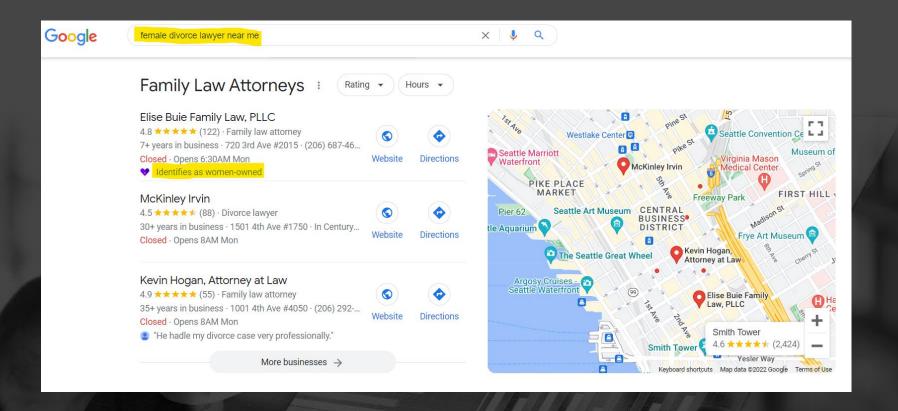
#### TRACK YOUR LINKS!

- If you don't track your links you cannot tell where your traffic came from in your Google Analytics or in your Google Search Console data!
- It's called "utm tagging"
- How do I know if I am tracking my links?

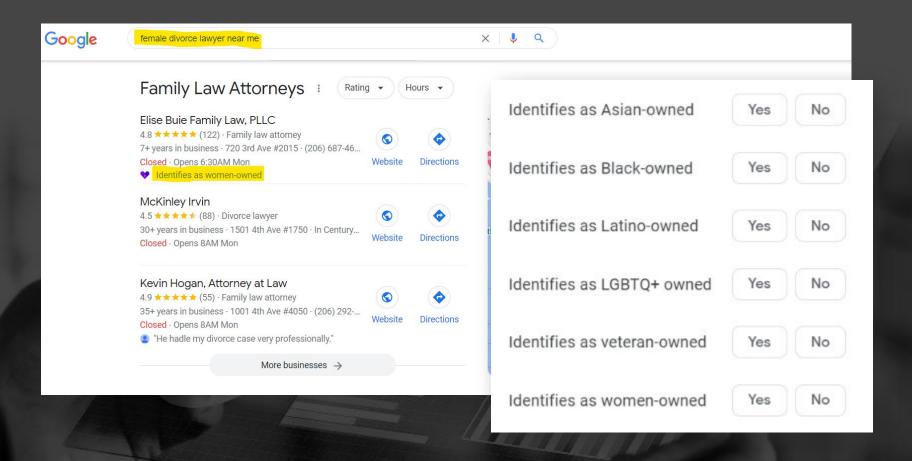
Easy! Your link should look like this 🗬

www.yourdomain.com/?utm\_source=google&utm\_medium=organic&utm\_campaign=gmb-office

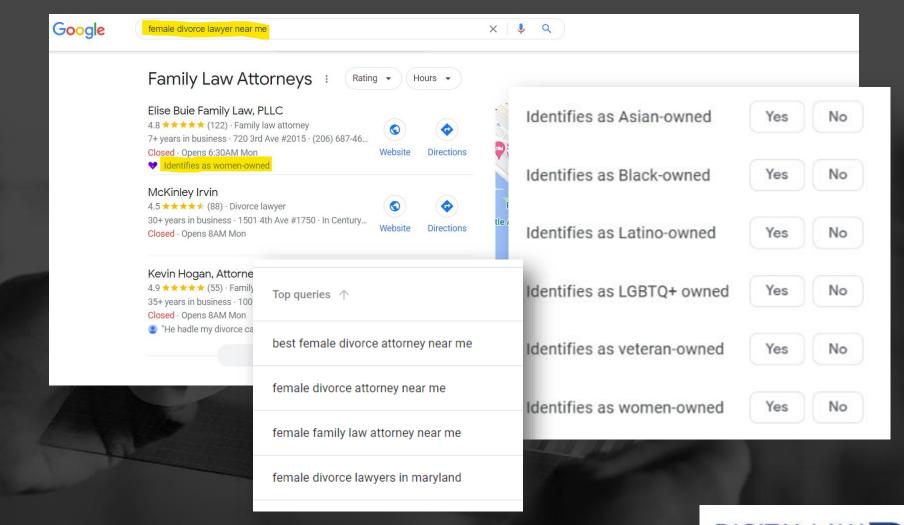




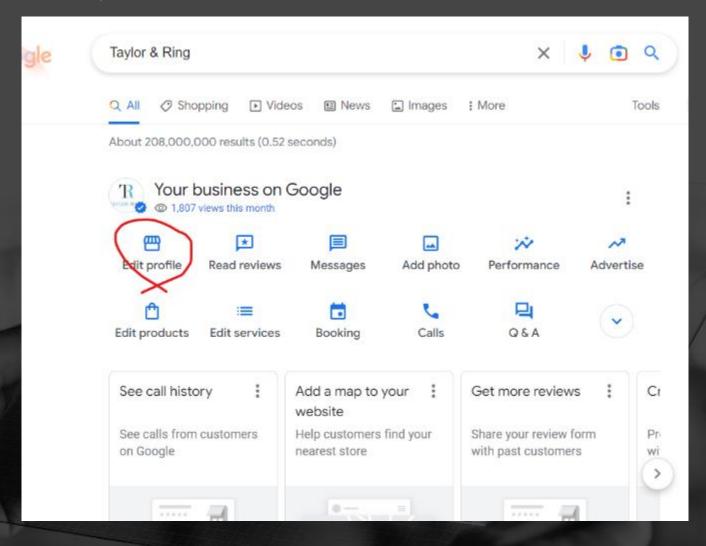
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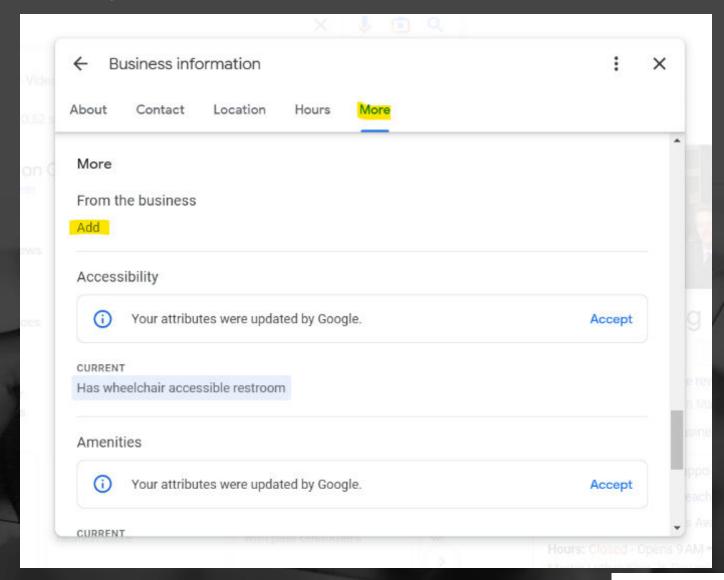
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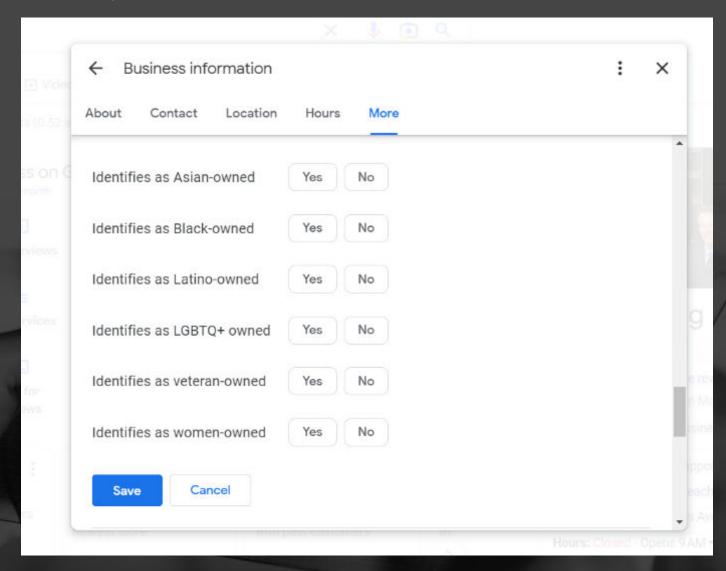
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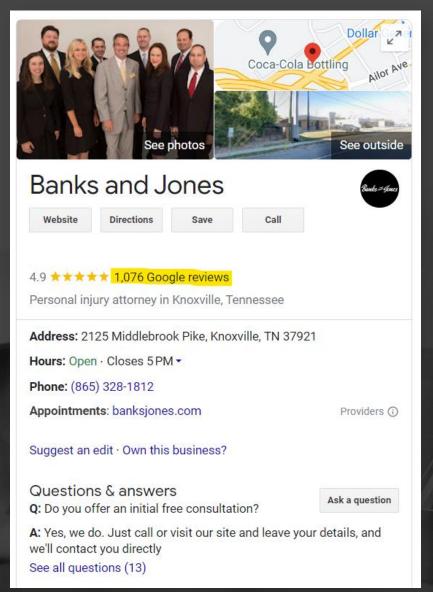












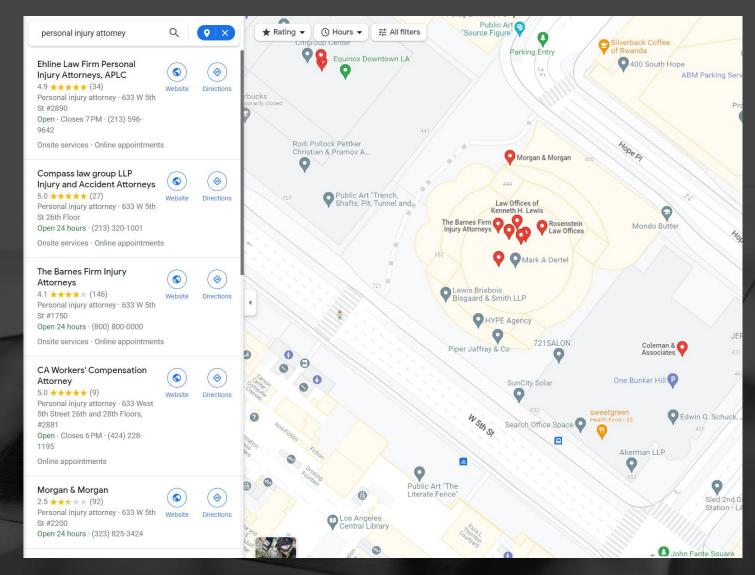
"More consumers use Google to evaluate local businesses than ever before. In 2021, 81% did, but the year before that, just 63% did."

Brightlocal

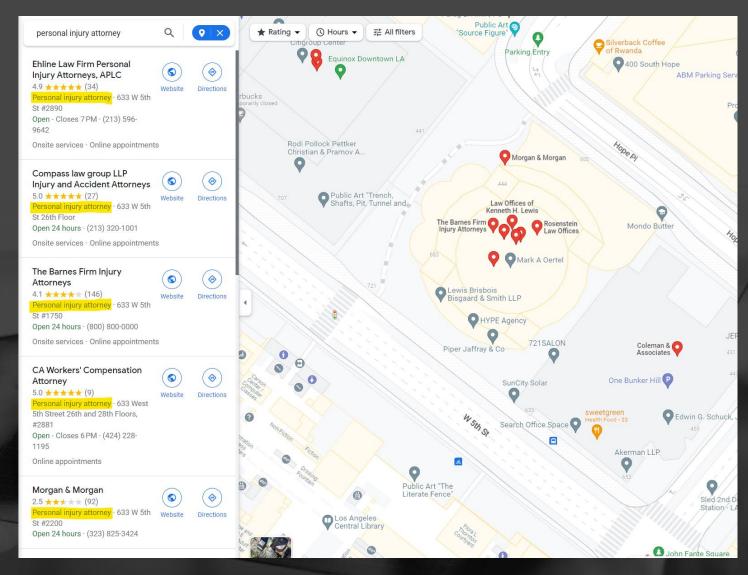
http://bit.ly/2022review



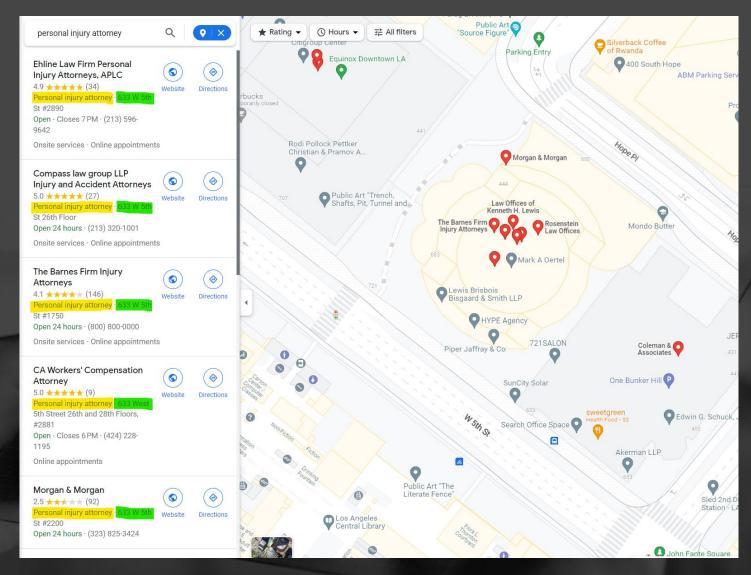




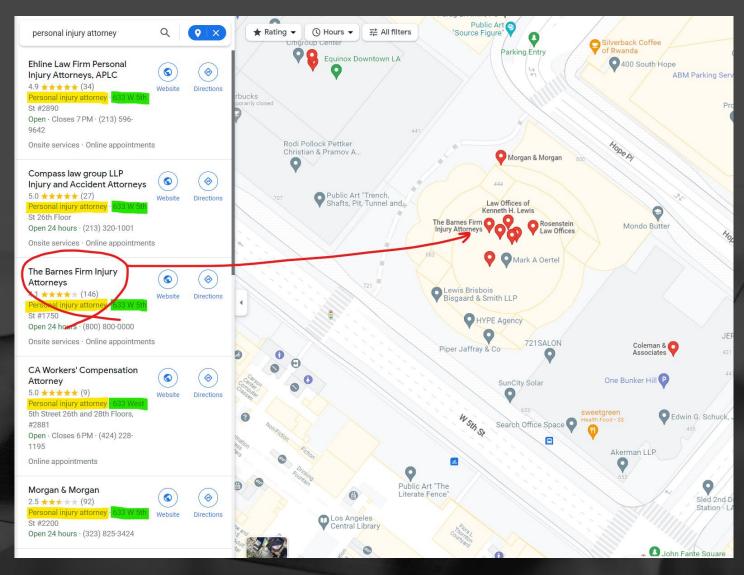














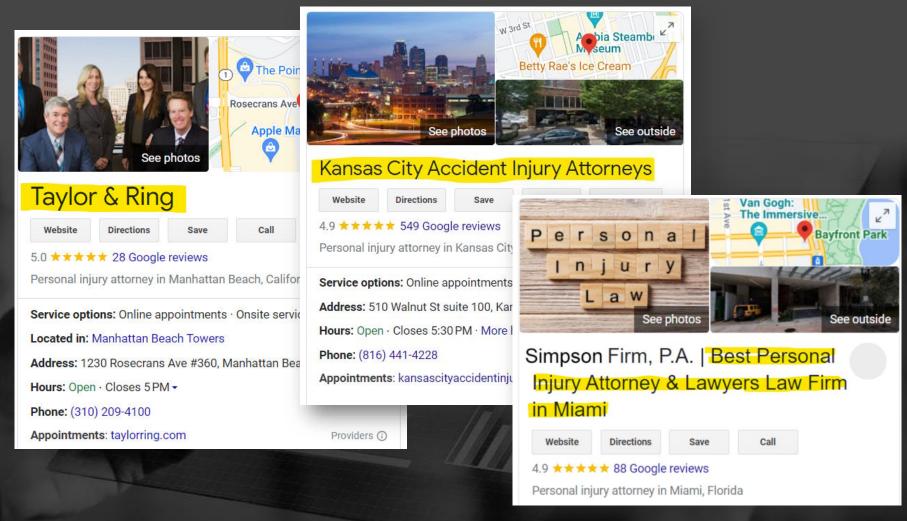
It's not just about the number of reviews that matter...

- Number how many reviews?
- Recency when was your last review?
- Frequency how many reviews do you get a week/month/year?
- Engagement are your reviews read, liked?
- Keywords in review e.g. "I was involved in a car accident"
- Photographs can help the review appear higher when users look at your listed reviews

All of the above are compared to competitors



#### Tip 5 – Business Name



Report Spam: https://bit.ly/aaj-report-spam-2023



#### Business Name, rebranding

#### Pros

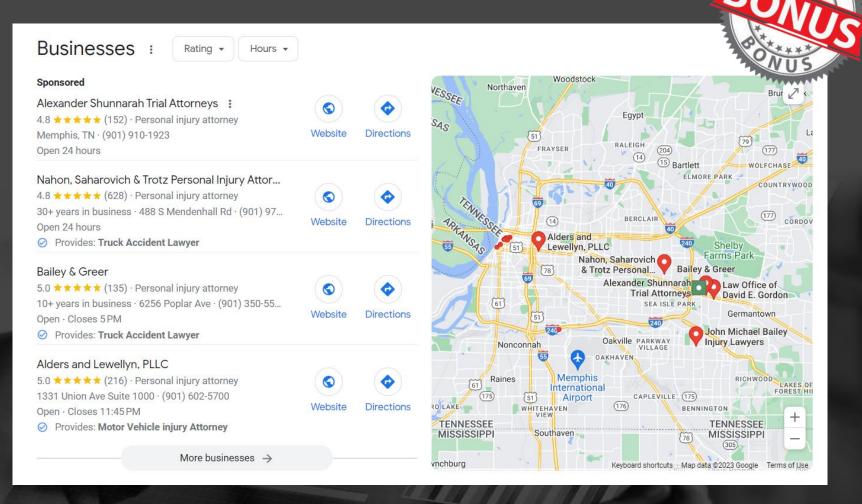
Ranking benefits

#### Cons

- Re-branding headache
- Competitors suggesting edits
- It can all be for nothing, your competition do the same legally or not

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#### **BONUS TIP – GBP Services**

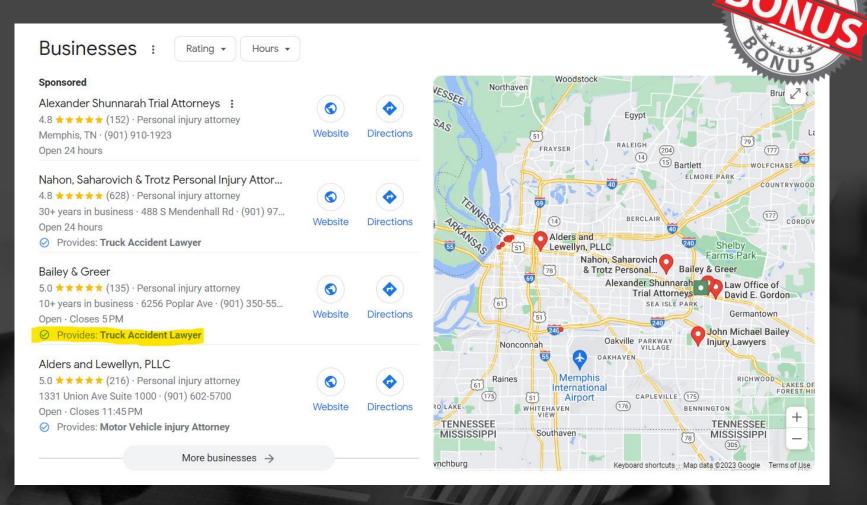


"truck accident lawyer Memphis"

Reference: www.sterlingsky.ca/services-in-google-business-profile-impact-ranking/



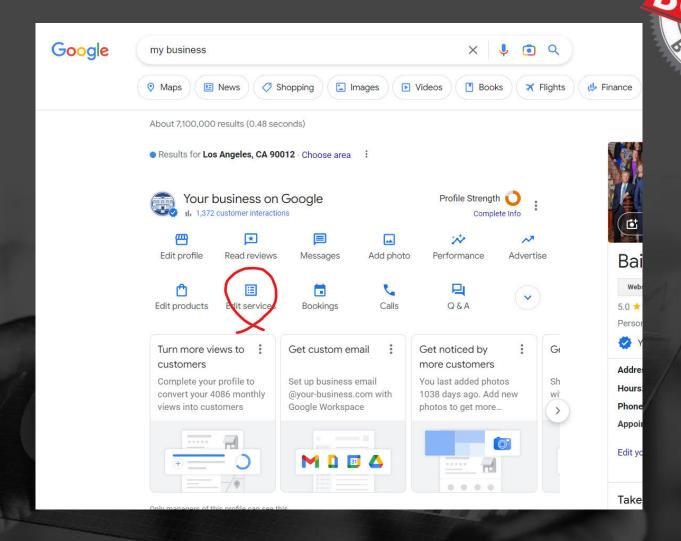
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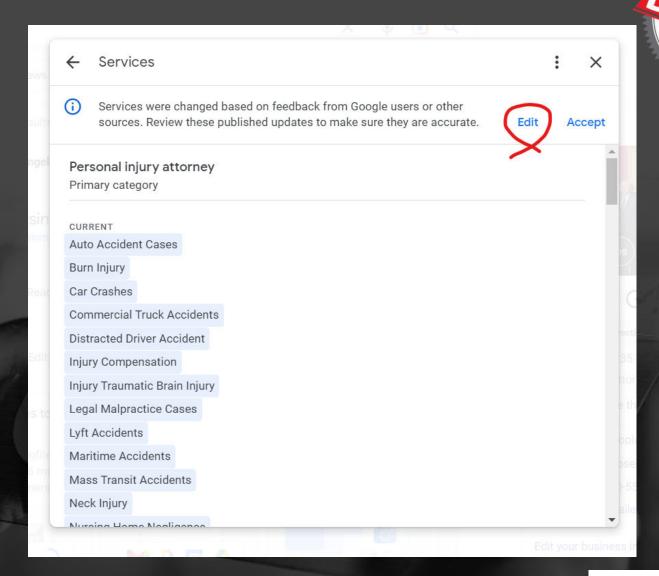
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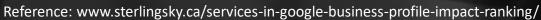




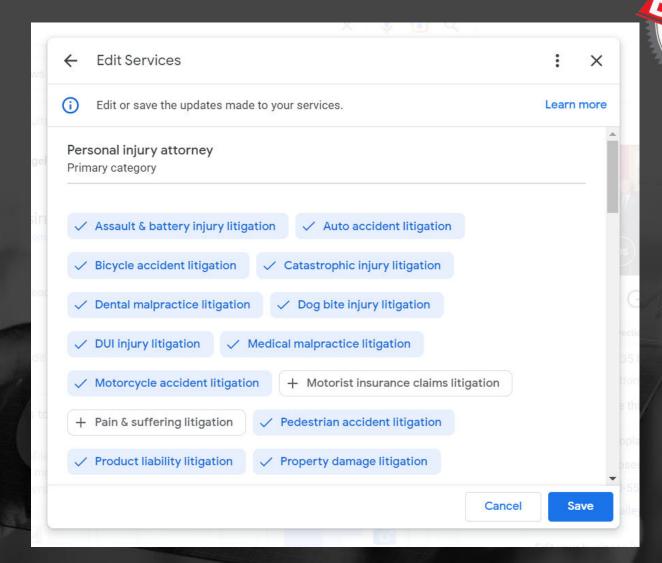
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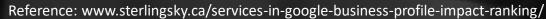




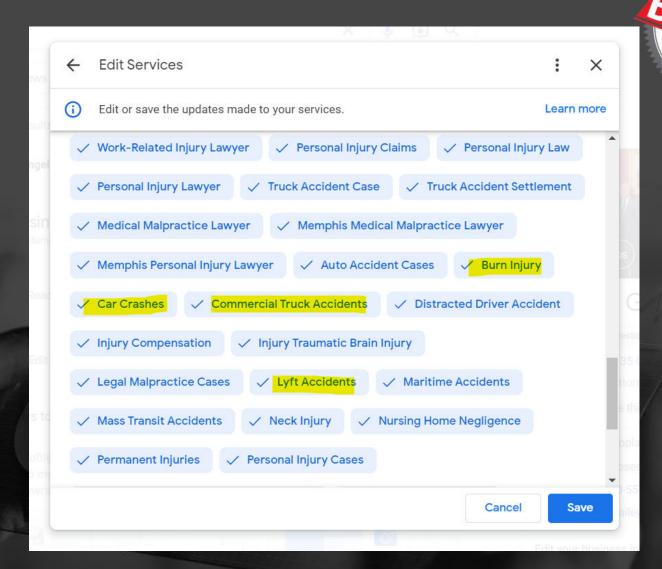




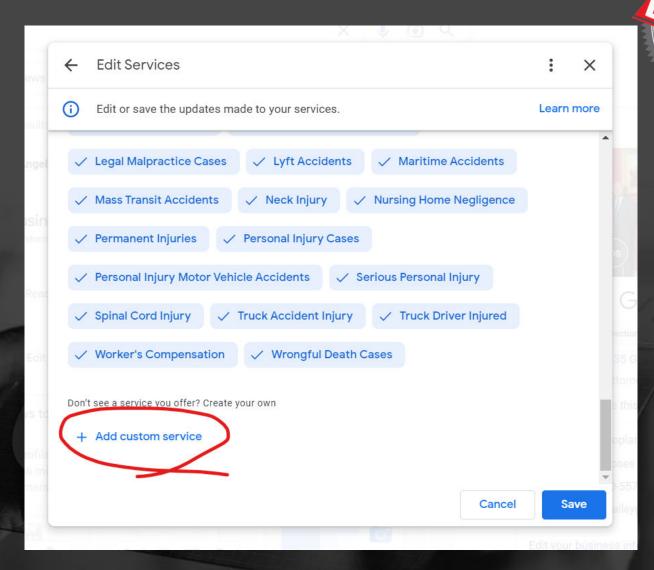


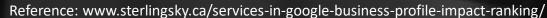




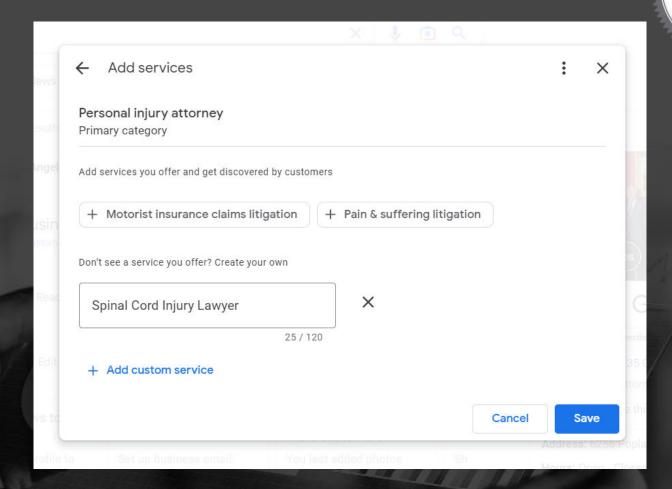






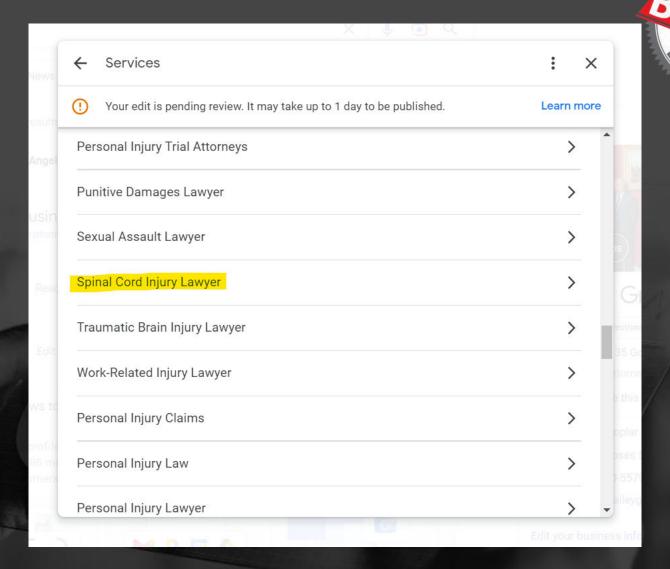


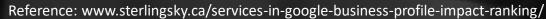




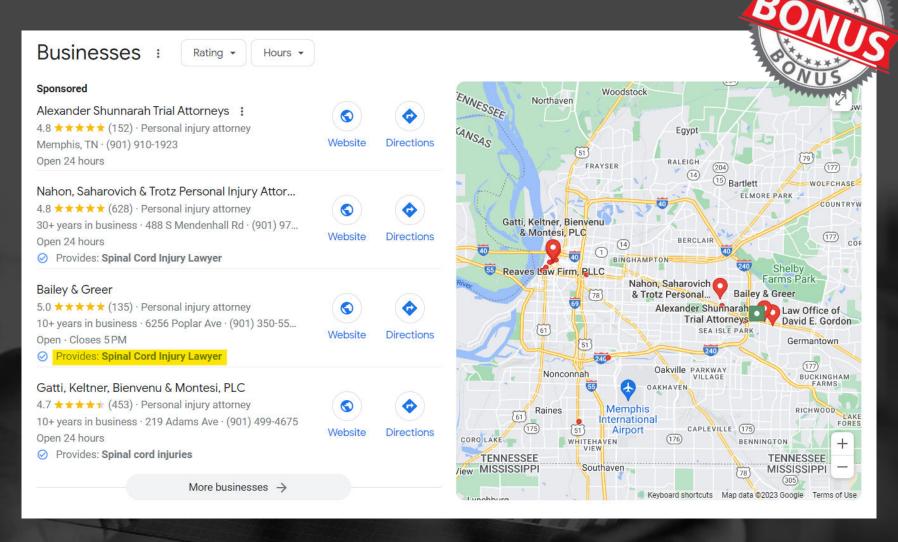
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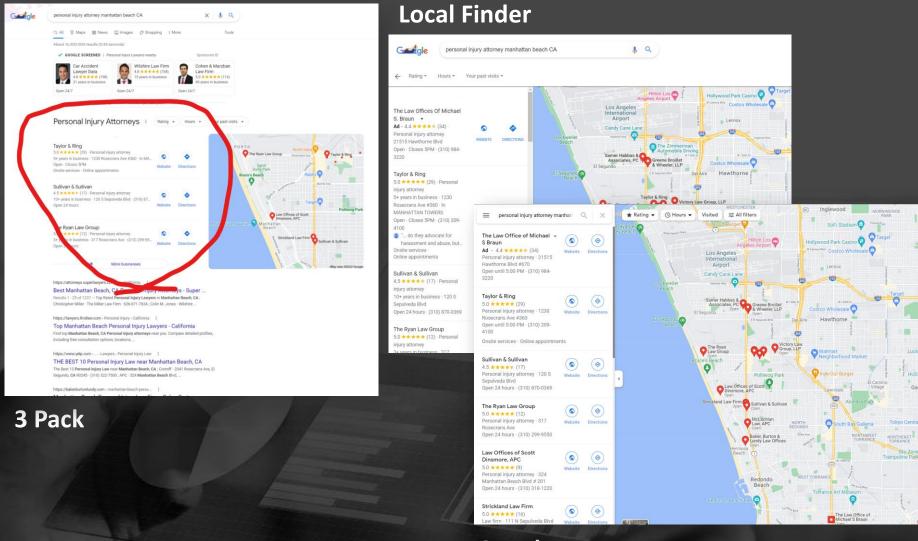






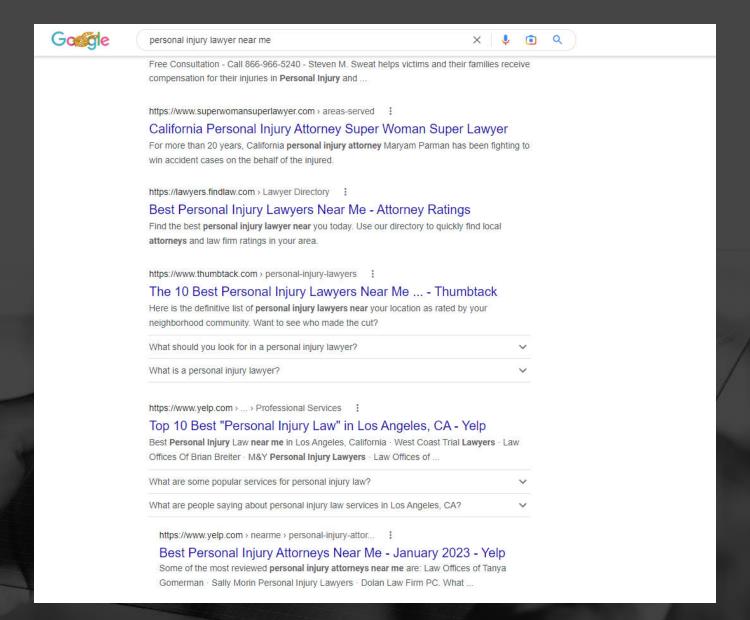
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**Google Maps** 





**Organic Search Results** 



# Tip 6 – Be clear on your location





**FAQs** 

## Tip 6 – Be clear on your location



# MEDICAL MALPRACTICE ATTORNEYS IN YORK,

Help for those harmed and injured by medical negligence in South Central Pennsylvania

When we or our loved ones are sick, we place our full trust in our medical professionals. Doctors and nurses are often portrayed, rightly, as heroic individuals who save lives every day. Most of the time, our trust and confidence are rewarded with excellent medical care, as the medical profession is filled with compassionate, caring individuals whose primary goal is to improve the health and well-being of their



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There are 23 places named York in America...so be specific!



# Tip 7 – Use "Near Me" in your content

that you want to move on with your life. However, settling right away can be a huge mistake. A personal inju you do not make a move you will later regret. Your legal team can also help determine if you are eligible for c

#### Is there a York, PA personal injury attorney near me?

KBG Injury Law is located at 110 North George Street, near Interstate 83 and Routes 30, 74 and 462, in the block from the York County Courthouse.

Knowledgeable personal injury lawyers serving York, PA and the surrounding areas

If you or a loved one suffer injury in an accident, you should not have to experience any further pain. You de injury attorneys from KBG Injury Law can help. When another's negligence causes you harm, we know how



# Tip 7 – Use "Near Me" in your content

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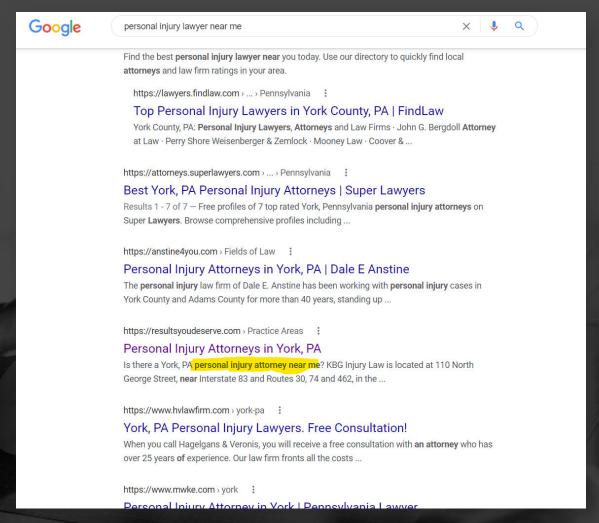
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, ,	8 .		
block from the	Top queries	↓ Impressions	
Knowledgeał	personal injury lawyer near me	20,164	reas
If you or a lov injury attorne	personal injury attorney near me	13,964	y further pain. You de
	car accident attorney near me	5,699	ı harm, we know how
	medical malpractice lawyers near me	3,236	
	lawyers near me	2,099	
	birth injury attorneys near me	1,610	
	birth injury lawyer near me	1,130	



#### Tip 7 – Use "Near Me" in your content



The searcher is 3 mile away from the York office in this example







# Location and Convenience



- Location and Convenience
- Price



- Location and Convenience
- Price
- Size



- Location and Convenience
- Price
- Size
- Infrastructure

Twitter: @ndyjsimpson

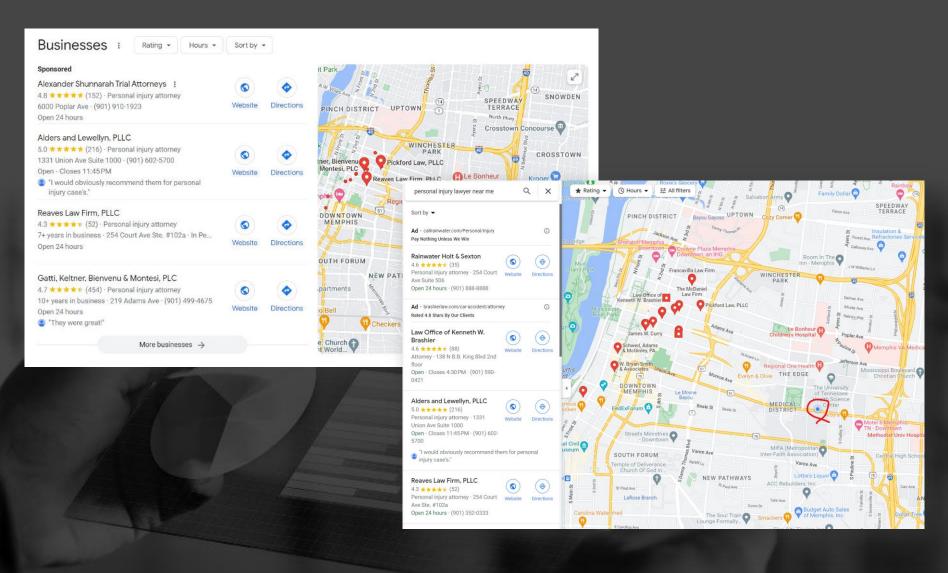
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- Location and Convenience
- Price
- Size
- Infrastructure
- Style
- How am I going to rank based on this location?

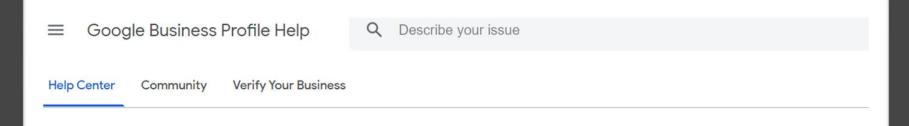


#### ...it's all about location





#### Office location

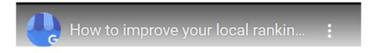


#### How to improve your local ranking on Google

Manage your business

When someone searches for a business or place near their location, they'll find local results across Google in places like Maps and Search. For example, you can probably find local results if you search for "Italian restaurant" from your mobile device. We try to show you the kind of nearby restaurant that you'd like to visit.

To improve your business's local ranking, use Google Business Profile to claim and update your business information. Learn more about how Google sources business information for search results.



Reference: https://support.google.com/business/answer/7091?hl=en



#### Office location

#### How Google determines local ranking

Local results are based primarily on relevance, distance, and prominence. A combination of these factors helps us find the best match for your search. For example, our algorithms might decide that a business that's farther away from your location is more likely to have what you're looking for than a business that's closer, and therefore rank it higher in local results.

Relevance

Distance

Prominence

Reference: https://support.google.com/business/answer/7091?hl=en

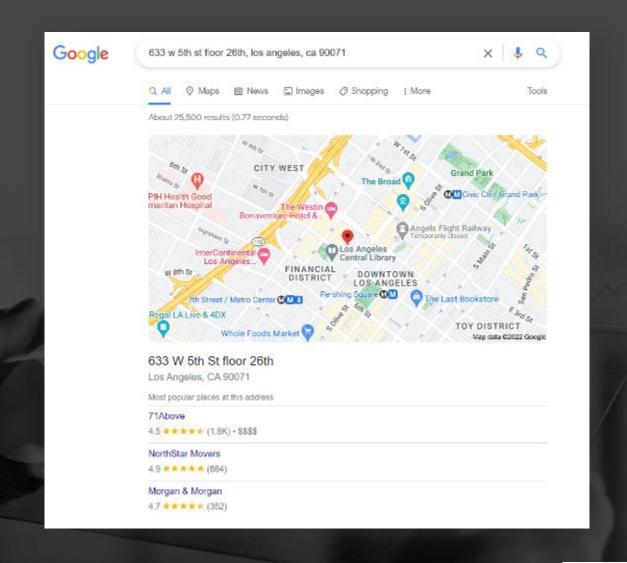
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#### Office location

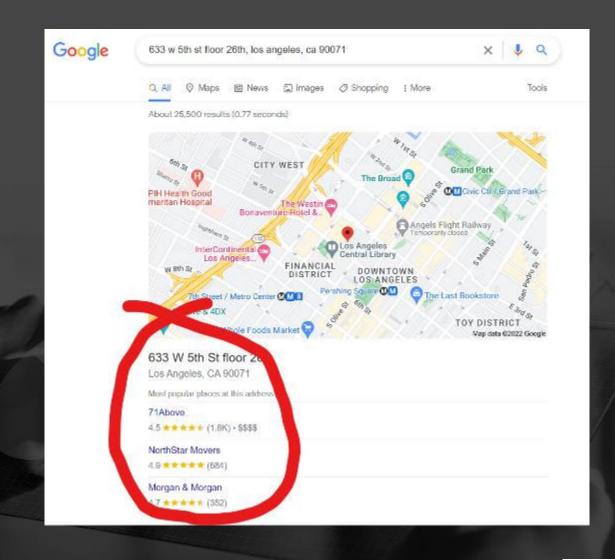
```
Subject: New office update site
Hi Andy
We thought we'd let you know that we have opened a new office and the website needs
updating to:
633 W 5th St Floor 26th, Los Angeles, CA 9971
Let us know when you send the postcard for the Google map listing thing.
I hope this is okay, just thought we'd let you know 🤒
Thanks
A Client
```

Note: Example email for demo purposes only NOT a real client

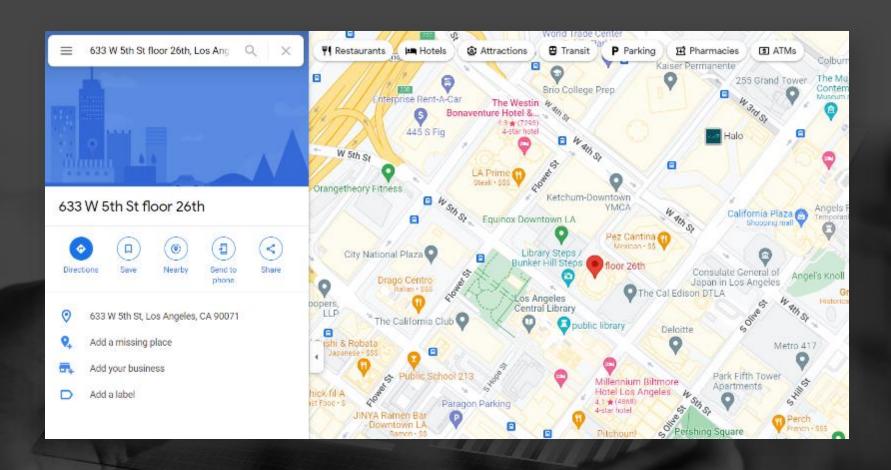




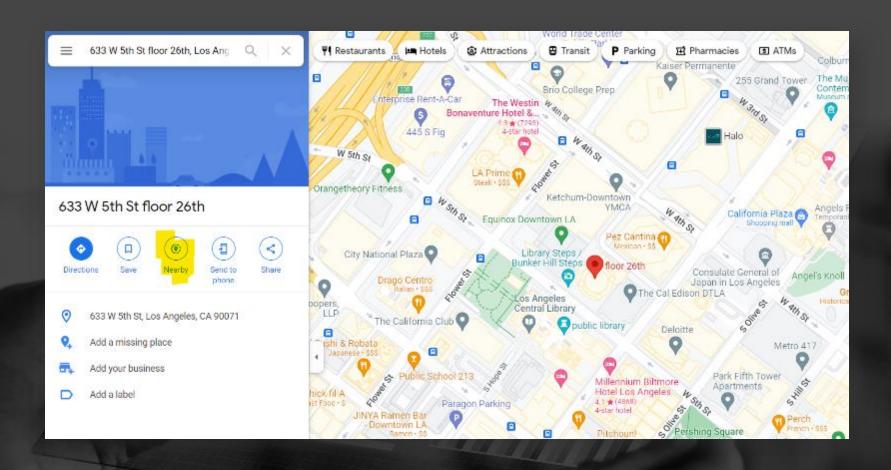




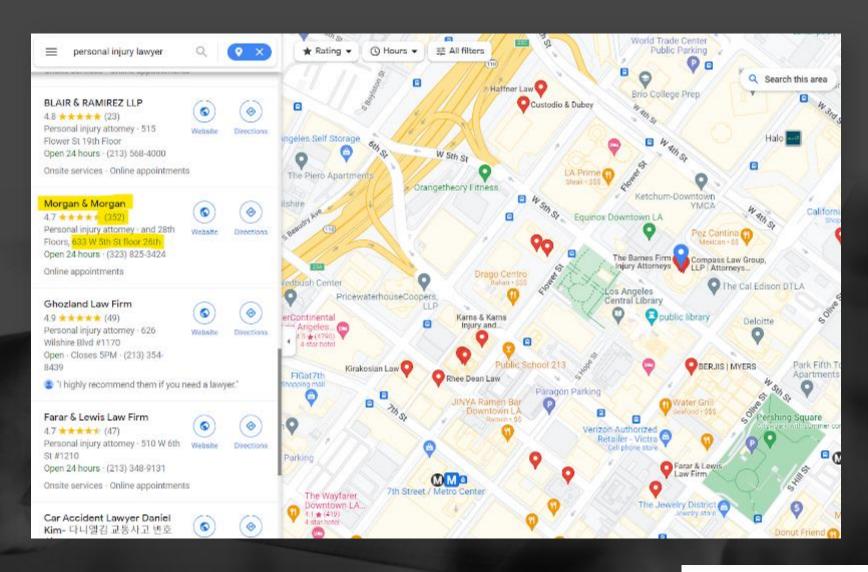




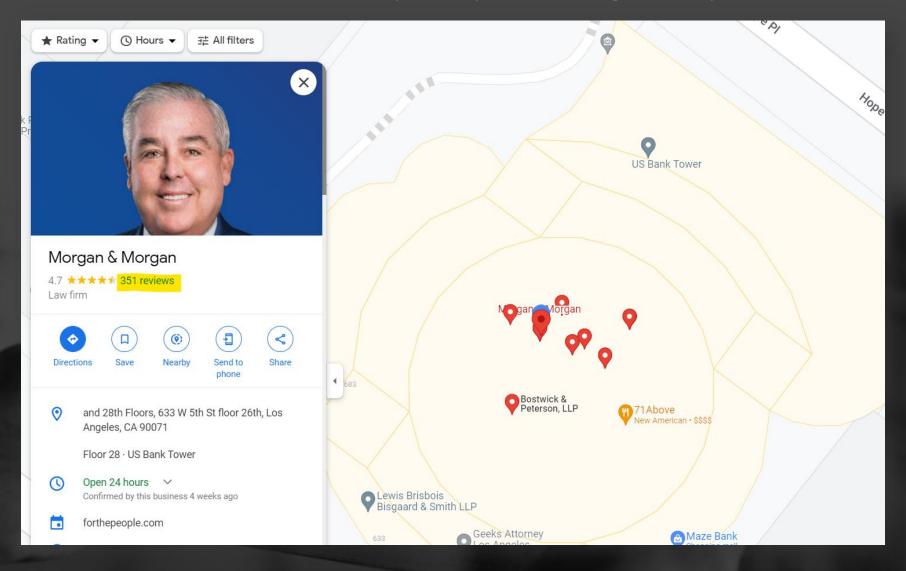






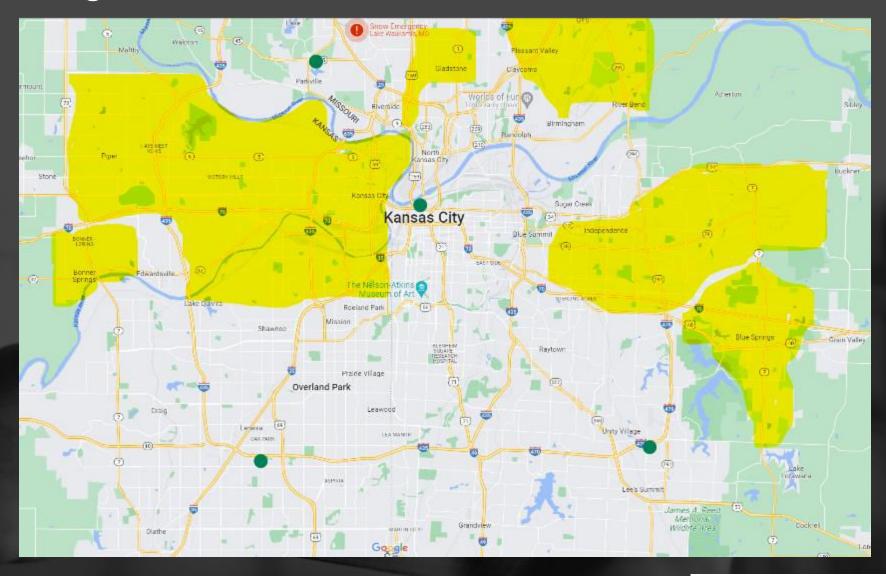






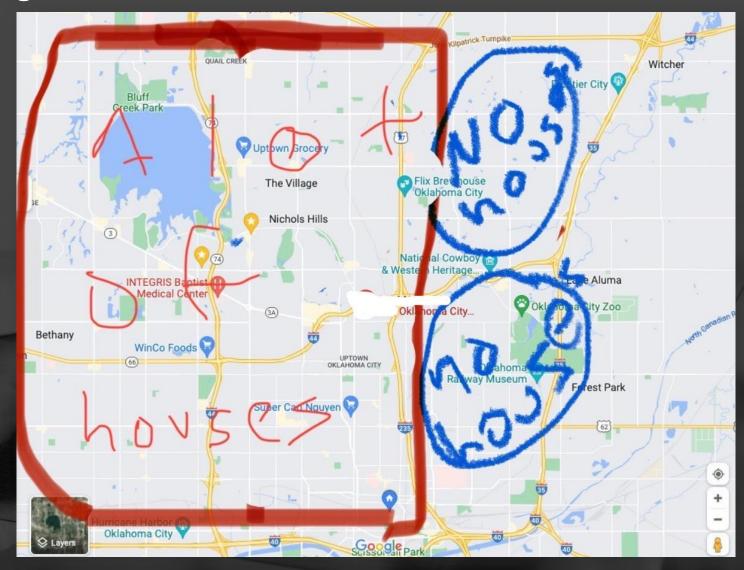


# Working with clients...





#### Working with clients...





# DO

- Check the address first in Google Maps
- Email/speak with your SEO Specialist to ask:
  - I'm looking at opening a new office where should I look?
  - I've been looking for a new office and these are my top five

# DON'T

Sign a lease or contract without doing the above



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