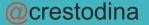
#CTAConf

Data-Driven Empathy 7 Sources of Your Audience's Hopes and Fears

Andy Crestodina @crestodina

Why I V Analytics





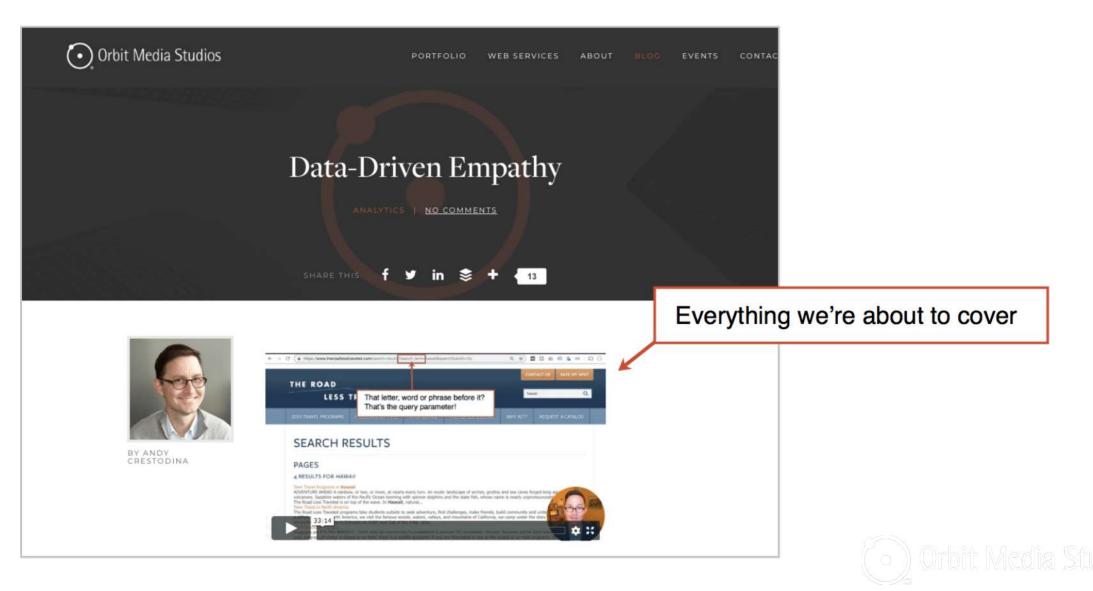








www.orbitmedia.com/blog/abc



Which blog posts are getting seen the most?



"We publish content. It's in a directory."



"We don't publish content"





+ 5+	Acquisition		Plot Rows Secondary dimension 💌 Sort Type:	Default 🔻			blog S Q advanced III C E Z IIII			
- 🗖	Behavior		Page 3	Pageviews ?	Unique	Avg. Time on Page	Entrances ?	Bounce Rate	% Exit	Page Value 🕜
	Overview Behavior Flow			Filte	er for "blo	9 " 04:37 (36.67%)	272,870 % of Total: 91.34% (298,739)	85.53% Avg for View: 83.42% (2.53%)	85.05% Avg for View: 78.53% (8.30%)	<\$0.01 % of Total: 47.00% (\$0.01)
	▼ Site Content		1. /blog/how-to-write-testimonials-exa mples/	32,328 (10.17%	30,500 (10.32%)	00:06:04	30,329 (11.11%)	90.89%	93.42%	<\$0.01 (12.88%)
	All Pages Content Drilldown		2. /blog/website-footer-design-best-pr actices/	24,739 (7.78%	23,200 (7.85%)	00:05:41	22,960 (8.41%)	86.37%	89.79%	<\$0.01 (24.30%)
	Landing Pages		 /blog/what-is-google-tag-manager-a nd-why-use-it/ 	24,143 (7.59%	23,138 (7.83%)	00:09:59	23,037 (8.44%)	89.54%	94.97%	<\$0.01 (32.49%)
	Exit Pages		4. /blog/improve-google-rankings/	19,413 (6.10%	b) 18,363 (6.21%)	00:06:43	18,251 (6.69%)	85.25%	90.01%	<\$0.01 (47.45%)
	 Site Speed 	0	5. /blog/perfect-profile-pictures-9-tips- plus-some-research/	16,789 (5.28%	b) 15,905 (5.38%)	00:07:26	15,883 (5.82%)	90.26%	94.34%	<\$0.01 (4.30%)
	 Site Search 		6. /blog/website-navigation/	11,111 (3.49)	10,257 (3.47%)	00:06:07	10,017 (3.67%)	84.72%	87.08%	<\$0.01 (38.31%)
	EventsPublisher		7. /blog/seo-best-practices/	10,818 (3.40%	9,854 (3.33%)	00:04:22	9,475 (3.47%)	79.62%	81.61%	<\$0.01 (58.95%)
	Experiments		8. /blog/media-pitch-examples/	10,761 (3.38%	b) 10,072 (3.41%)	00:08:48	10,055 (3.68%)	90.31%	93.32%	<\$0.01 (18.66%)
5 BI	Conversions		9. /blog/ 🖉	7,774 (2.44%	5,842 (1.98%)	00:01:14	3,115 (1.14%)	46.03%	32.17%	\$0.05(921.26%)
- 1-			10. /blog/google-analytics-url-builder/	7,423 (2.33%	6,931 (2.34%)	00:02:12	6,534 (2.39%)	67.25%	67.91%	<\$0.01 (56.70%)
Q	Discover		11. /blog/how-to-market-an-event/	6,255 (1.97%	5,881 (1.99%)	00:07:43	5,862 (2.15%)	89.68%	92.13%	<\$0.01 (23.24%)
\$	Admin		12. /blog/web-design-standards/	5,937 (1.87%	5,512 (1.86%)	00:06:06	5,191 (1.90%)	83.35%	86.61%	<\$0.01 (37.20%)
	<		13. /blog/web-design-tips/	5,199 (1.63%	4,746 (1.61%)	00:06:56	4,473 (1.64%)	83.19%	84.98%	<\$0.01 (79.20%)



S	econdary dimension 👻 Sort Type: Default 👻		blog	୍ଦ ବ୍	advanced		
	Page	Г			Pageviews (compared to site average)		
			Switch to the "comparison" vie	w		318,026 % of Total: 83.60% (380,392)	
1.	/blog/how-to-write-testimonials-examples/	-	JZ,JZ0			15,462.93%	
2.	/blog/website-footer-design-best-practices/	Ð	24,739			11,809.53%	
3.	/blog/what-is-google-tag-manager-and-why-use-it/	Ð	24,143			11,522.61%	
4.	/blog/improve-google-rankings/	Ð	19,413			9,245.56%	
5.	/blog/perfect-profile-pictures-9-tips-plus-some-research/	Ð	16,789			7,982.35%	
6.	/blog/website-navigation/	Ð	11,111			5,248.92%	
7.	/blog/seo-best-practices/	Ð	10,818			5,107.86%	
8.	/blog/media-pitch-examples/	Ð	10,761			5,080.42%	
9.	/blog/	Ą	7,774			3,642.46%	
10.	/blog/google-analytics-url-builder/	Þ	7,423			3,473.49%	
11.	/blog/how-to-market-an-event/	Ð	6,255			2,911.20%	
12.	/blog/web-design-standards/	Ð	5,937			2,758.11%	
13.	/blog/web-design-tips/	Ð	5,199			2,402.84%	
14.	/blog/remove-from-your-site/	Ð	5,001			2,307.52%	
15.	/blog/ways-to-improve-your-website/	,	4.245			1.943.57%	

3 Tips for top content (All Pages report)

- 1. Is everything on these pages up to date?
- 2. Could you enhance any of these with video?
- 3. Do these have good internal links and CTAs?

0:30 orbitmedia.com/blog/abc

What phrases does this page rank for?



"We rank and have Search Console connected."



"We don't get traffic from search."





- Home
- Customization

REPORTS

- Realtime
- Audience
- ≽ Acquisition

Overview

- ▶ All Traffic
- Google Ads
- ▼ Search Console



Devices

Queries

- Social
- Campaigns
- Behavior

Q Discover

🏟 Admin



This report requires Search Console integration to be enabled.

Set up Search Console data sharing

What is Search Console?

Search Console is a free product that provides data and analytics to help improve your site's performance in Google search.

Enabling Search Console data within Analytics

Once you connect a site you own in Search Console to your Analytics property, its data becomes visible in your Search Engine Optimization reports. You can visit the Property Settings page in Analytics account management to change which of your Search Console sites' data you wish to show, and control which views on your Web Property have access to view the data.

How to use Search Console data within Analytics

Search Console provides data about what users see in Google search results before they decide to click to your site (or some other site). You can use this data to identify opportunities and prioritize development effort to increase the number of visitors to your site. Examples:

- Identify landing pages on your site that have good clickthroup ositions in search results. These could be pages that people
- Identify search queries (keywords) for which your site has get through rates. These are queries for which your pages get at to more visitors.

Google Search Console is not connected!

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Search Console not connected?

Search Google for "How to set up Google Analytics"

You'll find an Orbit Media article...

This post has a video and step-by-step instructions

are	there is and ap groups and		* *				
	Q All I Videos III N	ews 🖸 Images 🧷 Shoppin	g i More Settings Tools				
	About 368,000,000 results (0	1.85 seconds)					
	A Beginners Tour of Google Analytics - bluehost.com						
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		a personalized template and fre					
		Enhanced cPanel. Free Domain. ated Hosting, eCommerce, Doma	Types: Shared Hosting, WordPress				
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	https://support.google.co	om - analytics - answer -	Contraction of the second second				
		reate or sign in to your Analytics					
		p a property in your Analytics acc tructions to add the tracking code	count. Set up a reporting view in e to your websiteso you can collect				
	data in your Analytics proper		e to Juan meaning of parent conten				
	Videos						
		HOW TO SET UP	-				
	Google An A S	YOUR GOLO	Google A stics				
	Setup Guide	ACCOUNT	Setup Gu				
	14.4	1 and 1 1	48 7:19				
	How to Setup Google	How To Set Up Your	Google Analytics Setup				
	Analytics & Install on	Google Analytics	& Getting Started Guide				
	Website (2017-2018)	Account - 2019					
	WP Smackdown	Digitool	Loves Data				
	YouTube - Jan 13, 2017	YouTube - May 15, 2018	YouTube - Mar 26, 2018				
		nalytics Help - Google	Support				
	https://support.google.co		t up reporting views. You can add				
		analytics account. To raise this lin					
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1		to set up Google Analytics will h site's visitors and where they are o					
н	How to Set Up Goog	le Analytics: The Comp	plete Guide (with video)				
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		e Analytics, you must set it up oo preventing small and medium	prectly, and we have found it to be				
	one of the triggest costacles	preventing entant and medalum					
	Google Analytics 10	1: How to Set Up Goog	le Analytics CXL				

https://conversionxi.com > All Things Data-Driven Marketing •

Apr 16, 2019 - A proper Google Analytics setup is essential. Find out how to structure your

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Google

how to set up poople analytics

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0	Realtime		Acquisition					Behavior		Conversions A
•	Audience	Landing Page 🕜				Average	ns 🤊	Bounce Rate	Pages / Session	Goal Completions
· }•	Acquisition		Click to	"drill down	n" <mark>on</mark> th	ne pag	ge	84.88%	。 1.22	° 767
	Overview All Traffic 		(22,334,868)	100.00% (222,069)	View: 0.99% (0.00%)	View: 32 (0.00%)	, of Total: 76.56% (299,438)	Avg for View: 83.42% (1.75%)	Avg for View: 1.27 (-3.97%)	% of Total: 49.81% (1,540)
	Google Ads	1. /blog/perfect-profile-pictures-9-tip s-plus-some-research/	2,936,924 (13.15%)	15,156 (6.82%)	0.52%	9.4	14,610 (6.37%)	90.23%	1.06	3 (0.39%)
	 Search Console Landing Pages 	2. /blog/improve-google-rankings/ 🕑	2,519,610 (11.28%)	15,975 (7.19%)	0.63%	40	16,921 (7.38%)	86.00%	1.13	46 (6.00%)
	Countries	3. /blog/seo-best-practices/	1,588,312 (7.11%)	7,819 (3.52%)	0.49%	50	8,388 (3.66%)	79.89%	1.28	27 (3.52%)
	Devices	4. /blog/what-is-google-tag-manage r-and-why-use-it/	1,457,373 (6.53%)	21,043 (9.48%)	1.44%	10	21,947 (9.57%)	90.13%	1.06	42 (5.48%)
	Queries	5. /	1,339,050 (6.00%)	4,300 (1.94%)	0.32%	37	5,305 (2.31%)	44.41%	2.90	161 (20.99%)
	 Social 	6. /blog/google-analytics-url-builde r/	763,549 (3.42%)	5,622 (2.53%)	0.74%	21	5,601 (2.44%)	66.90%	1.42	9 (1.17%)
	 Campaigns Behavior 	 /blog/how-to-write-testimonials-e xamples/ 	676,362 (3.03%)	29,394 (13.24%)	4.35%	9.6	27,917 (12.18%)	91.16%	1.08	14 (1.83%)
-		8. /blog/web-design-tips/	603,720 (2.70%)	3,423 (1.54%)	0.57%	42	3,789 (1.65%)	84.93%	1.24	15 (1.96%)
Q	Discover	9. /blog/website-competitive-analysi s-tools/	538,881 (2.41%)	2,196 (0.99%)	0.41%	44	2,215 (0.97%)	73.86%	1.25	10 (1.30%)
4	Admin	10. /blog/how-to-research-keywords-t Jos / jps/	436,320 (1.95%)	200 (0.09%)	0.05%	47	440 (0.19%)	74.32%	1.30	0 (0.00%)

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• 🕓	Realtime		Acquisition					Behavior		Conversions	All Goals
• •	Audience	Search Query 🕜				Average Position	Constant	Bounce	Pages /	Goal	Goa
- 5-	Acquisition		Impressions 🦿 🗸	Clicks ?	CTR ?	?	Sessions	Rate	Session	Completions	Value
	Overview		2,936,924	15,156	0.52%	9.4	14,610	90.23%	1.06	3	
	All Traffic		% of Total: 13.15% (22,334,868)	% of Total: 6.82% (222,069)	Avg for View: 0.99%	Avg for View: 32 (-70.79%)	% of Total: 4.88% (299,438)	Avg for View: 83.42% (8.16%)	Avg for View: 1.27	% of Total: 0.19% (1,540)	% of Te 0. (\$1,540
	Google Ads				(-48.10%)				(-16.44%)		
	▼ Search Console	1. profile picture	435,222 (19.09%)	722 (8.83%)	0.17%	8.1					
	Landing Pages	2. profile pic	155,966 (6.84%)	511 (6.25%)	0.33%	6.2					
	Countries	3. profile pictures	117,428 (5.15%)	118 (1.44%)	0.10%	8.4		It ranks this high			
	Devices	4. profile photo	49,153 (2.16%)	112 (1.37%)	0.23%	6.9	-	It rank	s this i	nıgn	
	Queries	5. whatsapp dp	48,855 (2.14%)	11 (0.13%)	0.02%	10		for the	se nhr	ases	
	 Social 	6. profile pics	37,903 (1.66%)	39 (0.48%)	0.10%	7.3				4000	
	Campaigns	7. dp images	28,365 (1.24%)	6 (0.07%)	0.02%	6.3					
•	Behavior	8. dp pic	27,462 (1.20%)	10 (0.12%)	0.04%	4.9					
Q	Discover	9. profile picture ideas	26,857 (1.18%)	1,101 (13.47%)	4.10%	1.1					
\$	Admin	10. best profile picture	23,962 (1.05%)	110 (1.35%)	0.46%	7.7					
		11. dp image	22,397 (0.98%)	12 (0.15%)	0.05%	5.5					
	<	12 bd picture	21.466 (0.04%)	A (0.05%)	0.02%	0.7					



3 Tips for almost-high-ranking-content

- 1. Reconsider the primary keyphrase (title tag and H1)
- 2. Make sure that the article incorporates all of these phrases
- 3. Add detail, length, answers, statistics, contributor quotes and examples to articles that rank, but don't rank #1 yet

@crestodina

They're Searching For It On Your Site

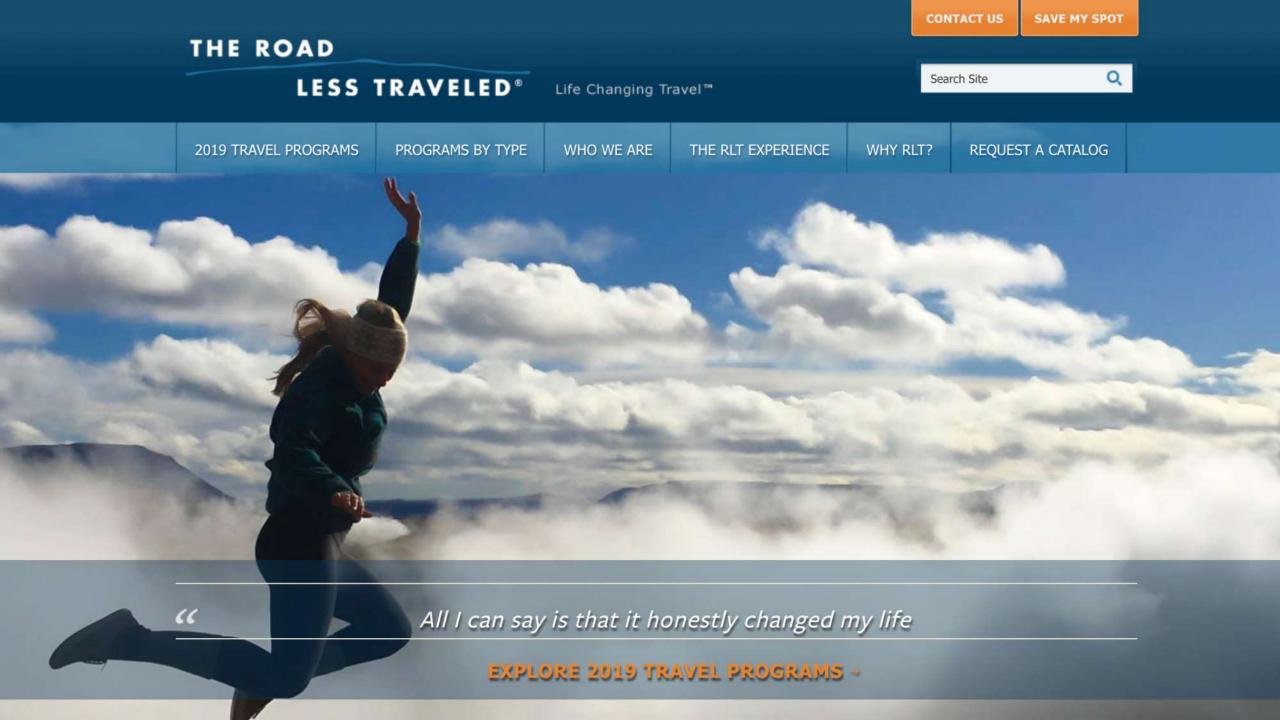
"I have a search tool on my website!"



"My site doesn't have a search box..."





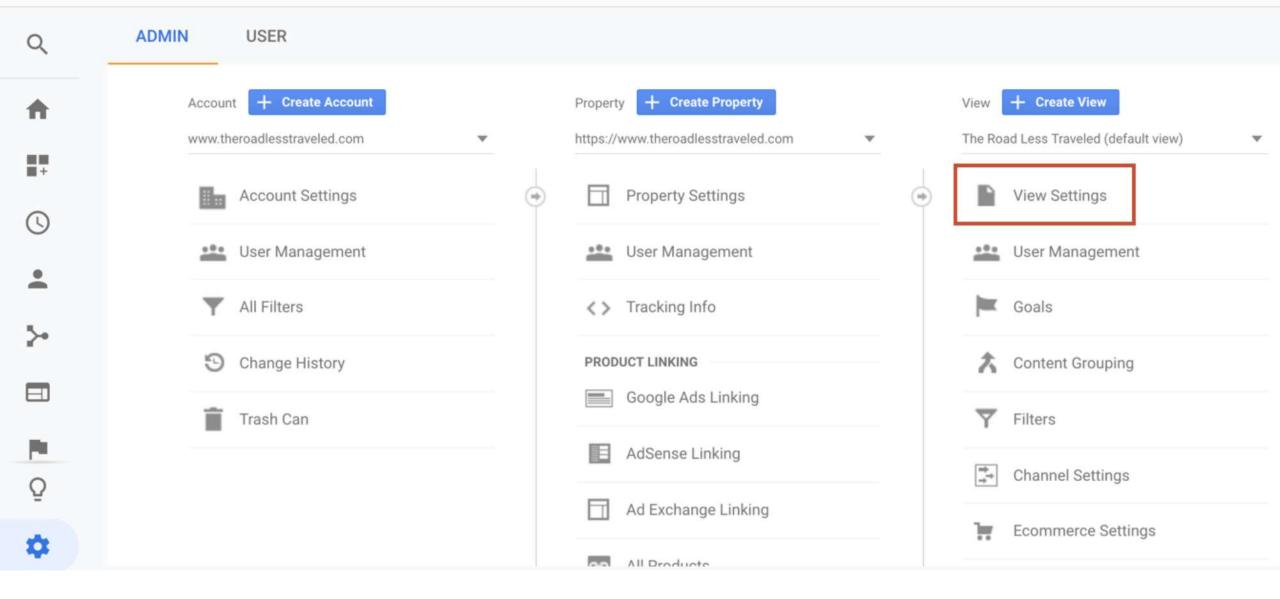




All accounts > https://www.theroadlesstraveled.com

The Road Less Traveled (default view) -





All accounts > https://www.theroadlesstraveled.com The Road Less Traveled (default view) -

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 Channel Settings Strip query parameters out of URL ? Ecommerce Settings Site search categories optional OFF 	
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P	 Filters Channel Settings Ecommerce Settings 	Use commas to separate up to 5 parameters (case Now enter the "Query parameters" Strip query parameters out of URL ? Site search categories optional
Q	Dd Calculated Metrics BETA PERSONAL TOOLS & ASSETS ==== Segments	OFF Save Cancel
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		2019 TRAVEL PROGRAMS	PROGRAMS BY TYPE	WHO WE ARE	THE RIT EXPERIENCE	WHY RIT?	REOUE	ST A CATALOG	

SEARCH RESULTS

PAGES

4 RESULTS FOR HAWAII

Teen Travel Programs in Hawaii

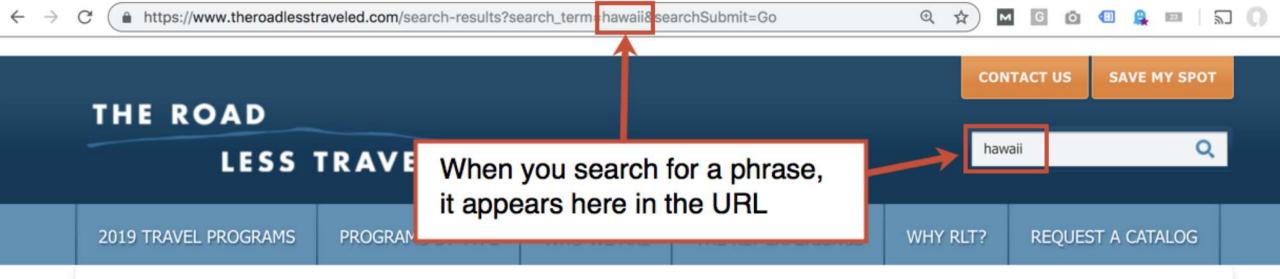
ADVENTURE AHEAD A rainbow, or two, or more, at nearly every turn. An exotic landscape of arches, grottos and sea caves forged long ago by fiery volcanoes. Sapphire waters of the Pacific Ocean teeming with spinner dolphins and the state fish, whose name is nearly unpronounceable. Surf's up! And The Road Less Traveled is on top of the wave. In **Hawaii**, natural...

Teen Travel in North America

The Road Less Traveled programs take students outside to seek adventure, find challenges, make friends, build community and understand the world in a different way. In North America, we visit the famous woods, waters, valleys, and mountains of California, we camp under the stars and have have close encounters with wolves in Colorado on 5280' and Call of the Wild, dive...

2019 Availability Update

Programs are FILLING RAPIDLY... Don't miss an opportunity to experience A summer TO remember...Forever. Summer will be here before you know it! If your program of choice is closed or on hold, there is a waitlist available! If you are interested in one of the closed or on hold programs, fill out an application with your first-choice trip and we will contact you with...



SEARCH RESULTS

PAGES

4 RESULTS FOR HAWAII

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	THE ROAD		CON	ITACT US	SAVE MY SPOT	
	LESS TR	That letter, word or phrase before it? That's the query parameter!	haw	ali	Q	
	2019 TRAVEL PROGRAMS		WHY RLT?	REQUES	ST A CATALOG	

SEARCH RESULTS

PAGES

4 RESULTS FOR HAWAII

Teen Travel Programs in Hawaii

ADVENTURE AHEAD A rainbow, or two, or more, at nearly every turn. An exotic landscape of arches, grottos and sea caves forged long ago by fiery volcanoes. Sapphire waters of the Pacific Ocean teeming with spinner dolphins and the state fish, whose name is nearly unpronounceable. Surf's up! And The Road Less Traveled is on top of the wave. In **Hawaii**, natural...

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Q	ADMIN USER	
	View Create View The Road Less Traveled (default view) The Road Less Traveled (default view) View Settings User Management User Management Goals Content Grouping	 Exclude all hits from known bots and spiders Linked Google Ads Accounts Google Ads accounts linked to this view (?) Site Search Settings Site search Tracking (?) optional
•	 Filters Channel Settings Ecommerce Settings Calculated Metrics BETA 	Query parameter Use commas to separate up to 5 parameters (case search_term Strip query parameters out of URL ? Site search categories optional OFF
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Analytics The F

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Q	PE	Calculated Metrics BETA	OFF
\$	E	 Segments Annotations 	Save Click "Save" :)

- Realtime
- Audience

Acquisition

Behavior

- Overview
 - **Behavior Flow**
- Site Content
- ▶ Site Speed
- ▼ Site Search
 - Overview
 - Usage Search Terms
 - Search Pages
- Events
- Publisher
- Experiments
- Conversions
 - Q Discover
 - 🏟 Admin

S	econdary dimension 👻 Sort Type: Defau	lt 💌		Advanced Filter ON X			
s	earch Term 🕐	Total Unique Searches	Results Pageviews / Search	% Search Exits ?	% Search Refinements	Time after Searc	
		9,399 % of Total: 69.03% (13,615)	1.22 Avg for View: 1.22 (-0.26%)	13.17% Avg for View: 11.30% (16.60%)	22.21% Avg for View: 20.68% (7.39%)	00 Avg for Vie	
1.	bonaire	114 (1.21%)	1.11	1.75%	24.41%		
2.	packing list	102 (1.09%)	1.20	20.59%	20.49%		
3.	colorado	94 (1.00%)	1.38	8.51%	17.69%		
4.	tanzania	94 (1.00%)	1.20	2.13%	17.70%		
5.	tuition	90 (0.96%)	1.24	3.33%	18.75%		
6.	ecuador	85 (0.90%)	1.21	3.53%	18.45%		
7.	peru	84 (0.89%)	1.18	3.57%	17.17%		
8.	iceland	80 (0.85%)	1.09	2.50%	13.79%		
9.	guatemala	74 (0.79%)	1.22	1.35%	24.44%		
10.	price	71 (0.76%)	1.14	9.86%	25.93%		
11.	alaska	68 (0.72%)	1.16	11.76%	15.19%		
12.	cuba	62 (0.66%)	1.34	12.90%	10.84%		
13.	jobs	62 (0.66%)	1.15	12.90%	11.27%		
14.	taiwan	50 (0.53%)	1.26	2.00%	22.22%		
15.	prices	47 (0.50%)	1.13	10.64%	30.19%		

- Realtime
- Audience
- Acquisition
- 🖪 Behavior
 - Overview
 - **Behavior Flow**
 - Site Content
 - Site Speed
 - ▼ Site Search
 - Overview
 - Usage
 - Search Terms
 - Search Pages
 - Events
 - Publisher
 - Experiments
- Conversions
 - Q Discover
 - 🏟 Admin

Secondary dimension 🔻 Sort Ty	rpe: Default 🔻			Advanced Filter ON	×
Search Term ?	Total Unique Searches	Results Pageviews / Search	% Search Exits	% Search Refinements	Time after Sea
	9,399 % of Total: 69.03% (13,615)	1.22 Avg for View: 1.22 (-0.26%)	13.17% Avg for View: 11.30% (16.60%)	22.21% Avg for View: 20.68% (7.39%)	0 Avg for V
1. bonaire	114 (1.21%)	1.11	1.75%	24.41%	
2. packing list	102 (1.09%)	1 20	20.59%	20.49%	
3. colorado	These a	are the phras	es ^{8.51%}	17.69%	
4. tanzania		are searchin	som execution	17.70%	
5. tuition		on your website			
6. ecuador	on your	Webblie	3.53%	18.45%	
7. peru	84 (0.89%)	1.18	3.57%	17.17%	
8. iceland	80 (0.85%)	1.09	2.50%	13.79%	
9. guatemala	74 (0.79%)	1.22	1.35%	24.44%	
0. price	71 (0.76%)	1.14	9.86%	25.93%	
1. alaska	68 (0.72%)	1.16	11.76%	15.19%	
2. cuba	62 (0.66%)	1.34	12.90%	10.84%	
3. jobs	62 (0.66%)	1.15	12.90%	11.27%	
4. taiwan	50 (0.53%)	1.26	2.00%	22.22%	
5. prices	47 (0.50%)	1.13	10.64%	30.19%	

Realtime	Secondary dimension 👻 Sort Type: Defa	ult 👻		Advanced Filter ON	×
	9	Total Unique Searches	% Search Exits (?)	% Search Refinements	Time after Searc
Audience	Recommended Commonly used			0	
Acquisition	Device Category ⑦	Click here to add	a 13.17%	22.21% Avg for View: 20.68% (7.39%)	00 Avg for Vie
Behavior	Source ⑦ Medium ⑦	secondary dimen	sion		
Overview	Source / Medium 🕜	102 (1.09%) 1.20	20.59%	20.49%	
Behavior Flow	Campaign ⑦				
Site Content	Landing Page	94 (1.00%) 1.38	8.51%	17.69%	
Site Speed	2 Page ⑦ Display as alphabetical list	94 (1.00%) 1.20	2.13%	17.70%	
▼ Site Search	5. tuition	90 (0.96%) 1.24	3.33%	18.75%	
	6. ecuador	85 (0.90%) 1.21	3.53%	18.45%	
Overview					
Usage	7. peru	84 (0.89%) 1.18	3.57%	17.17%	
Search Terms	8. iceland	80 (0.85%) 1.09	2.50%	13.79%	
Search Pages	9. guatemala	74 (0.79%) 1.22	1.35%	24.44%	
▶ Events	10. price	71 (0.76%) 1.14	9.86%	25.93%	
▶ Publisher	11. alaska	68 (0.72%) 1.16	11.76%	15.19%	
Experiments	12. cuba	62 (0.66%) 1.34	12.90%	10.84%	
Conversions	13. jobs	62 (0.66%) 1.15	12.90%	11.27%	
Discover	14. taiwan	50 (0.53%) 1.26	2.00%	22.22%	
Admin	15. prices	47 (0.50%) 1.13	10.64%	30.19%	

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- Realtime
- Audience
- Acquisition
- 🕶 🗐 🛛 Behavior
 - Overview
 - **Behavior Flow**
 - Site Content
 - ▹ Site Speed
 - ▼ Site Search
 - Overview
 - Usage
 - Search Terms
 - Search Pages
 - Events
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 - Experiments
- Conversions
 - Q Discover
 - 🏟 Admin

Q exit	Tetal University Con		a the Barris (Barris		a Assest Deferments	
Recommended	Total Unique Sear	rches ↓	Results Pageviews / Search	% Search Exits 🕜	% Search Refinements	Time after Sea
More dimensions ▼ Behavior Exit Page ⑦	% of Total	9,399 I: 69.03% (13,615)	1.22 Avg for View: 1.22 (-0.26%)	13.17% Avg for View: 11.30% (16.60%)	Avg for View: 20.68%	Avg for
Exit Screen	114	So	arch for "exit	1.75%	24.41%	
	102			20.59%	20.49%	
	94	Se	lect "Exit Pa	ge 8.51%	17.69%	
Display as alphabetical list	94	(1.00%)	1.20	2.13%	17.70%	
. tuition	90	(0.96%)	1.24	3.33%	18.75%	
. ecuador	85	(0.90%)	1.21	3.53%	18.45%	
. peru	84	(0.89%)	1.18	3.57%	17.17%	
. iceland	80	(0.85%)	1.09	2.50%	13.79%	
. guatemala	74	(0.79%)	1.22	1.35%	24.44%	
. price	71	(0.76%)	1.14	9.86%	25.93%	
. alaska	68	(0.72%)	1.16	11.76%	15.19%	
. cuba	62	(0.66%)	1.34	12.90%	10.84%	
. jobs	62	(0.66%)	1.15	12.90%	11.27%	
. taiwan	50	(0.53%)	1.26	2.00%	22.22%	
. prices	47	(0.50%)	1.13	10.64%	30.19%	

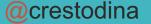
- Realtime
- Audience
- Acquisition
- 🖪 Behavior
 - Overview
 - **Behavior Flow**
 - Site Content
 - ▶ Site Speed
 - ▼ Site Search
 - Overview
 - Usage
 - Search Terms
 - Search Pages
 - Events
 - Publisher
 - Experiments
- Conversions
 - Q Discover
 - 🏟 Admin

Secondary dimension: Exit Page			Advanced Filter ON			
Search Term 🕜	Exit Page 🕜 💿	Total Unique Searches ?	Results Pageviews / Search	% Search Exits	% Search Refinements ?	
		7,849 % of Total: 57.65% (13,615)	1.21 Avg for View: 1.22 (-0.67%)	13.04% Avg for View: 11.30% (15.45%)	23.18% Avg for View 20.68% (12.09%	V:
1. bonaire	/bonaire	60 (0.76%)	1.07	0.00%	6.25	%
2. tanzania	/africa-tanzania	52 (0.66%)	1.02	0.00%	0.009	%
3. guatemala	/guatemala	42 (0.54%)	1.10	0.00%	8.709	%
4. ecuador	/ecuador	34 (0.43%)	1.21	0.00%	2.449	%
5. peru	/Peru	30 (0.38%)	1.10	0.00%	9.099	%
5. colorado	/colorado-call-of-the-wild	24 (0.31%)	1.38	0.00%	9.099	%
7. packing list	/search-results?searchSubmit=Go	24 (0.31%)	1.21	91.67%	10.349	%
3. iceland	/europe-iceland	23 (0.29%)	1.04	0.00%	20.83	2
9. taiwan	/taiwan	20 (0.25%)	1.35	0.00%	3.709	%
). Bonaire	/bonaire	19 (0.24%)	1.05	0.00%	5.009	%
I. colorado	/colorado-5280	19 (0.24%)	1.21	0.00%	0.009	%
2. alaska	/alaska	16 (0.20%)	1.44	0.00%	0.009	%
3. peru	/peru	16 (0.20%)	1.00	0.00%	0.009	2
4. aloha	/Hawaii	15 (0.19%)	1.00	0.00%	0.009	2/2
5. bon bini	/bonaire	15 (0.19%)	1.00	0.00%	6.679	9

- Realtime
- Audience
- Acquisition
- 🖪 Behavior
 - Overview
 - **Behavior Flow**
 - Site Content
 - Site Speed
 - ▼ Site Search
 - Overview
 - Usage
 - Search Terms
 - Search Pages
 - Events
 - Publisher
 - Experiments
- Conversions
 - Q Discover
 - 🏟 Admin

Secondary dimension: Exit Page	▼ Sort Type: Default ▼			Advanced Filter ON	
Search Term 7	Exit Page 🧿 💿	Total Unique Searches ?	Results Pageviews / Search	% Search Exits	% Search Refinements 🕐
		7,849 % of Total: 57.65% (13,615)	1.21 Avg for View: 1.22 (-0.67%)	13.04% Avg for View: 11.30% (15.45%)	23.18% Avg for View 20.68% (12.09%)
. bonaire	/bonaire	60 (0.76%)	1.07	0.00%	6.25%
. tanzania	/africa-tanzania	52 (0.66%)	1.02	0.00%	0.00%
. guatemala . ecuador	/guatemala /ecuador	This is what	they're ar	en't findi	ng! ⁰⁹
. peru	/Peru	30 (0.38%)	1.10	0.00%	9.09%
. colorado	/colorado-call-of-the-wild	24 (0.31%)	1.38	0.00%	9.099
. packing list	/search-results?searchSubm	iit=Go 24 (0.31%)	1.21	91.67%	10.34%
. iceland	/europe-iceland	23 (0.29%)	1.04	0.00%	20.83%
. taiwan	/taiwan	20 (0.25%)	1.35	0.00%	3.70%
Bonaire	/bonaire	19 (0.24%)	1.05	0.00%	5.00%
. colorado	/colorado-5280	19 (0.24%)	1.21	0.00%	0.00%
. alaska	/alaska	16 (0.20%)	1.44	0.00%	0.00%
-	/peru	16 (0.20%)	1.00	0.00%	0.00%
. peru					
. peru . aloha	/Hawaii	15 (0.19%)	1.00	0.00%	0.00%

What page did they search from? That could be a clue...



REPORTS

- Realtime
- Audience
- Acquisition
- 🕶 🗐 🛛 Behavior
 - Overview
 - **Behavior Flow**
 - Site Content
 - Site Speed
 - ▼ Site Search
 - Overview
 - Usage
 - Search Terms
 - Search Pages

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- Events
- Publisher
- \$

Search Term ?	Total Unique Searches ?	Results Pageviews / Search	% Search Exits	% Search Refinements (?)	Time after Search	Avg. Search Depth
	1,688 % of Total: 100.00% (1,688)	2.23 Avg for View: 2.23 (0.00%)	16.65% Avg for View: 16.65% (0.00%)	10.17% Avg for View: 10.17% (0.00%)	00:02:59 Avg for View: 00:02:59 (0.00%)	3.7 Avg for View 3.75 (0.009
1. opt out	83 (4.92%)	2.29	2.41%	1.05%	00:03:32	4.3
2. opt-out form	38 (2.25%)	2.32	0.00%	1.14%	00:03:19	4.
3. locations	33 (1.95%)	2.06	12.12%	7.35%	00:01:30	3.
4. opt out form	30 (1.78%)	2.77	0.00%	1.20%	00:04:38	6.
5. careers	22 (1.30%)	2.18	0.00%	0.00%	00:00:58	2.
6. boxes	18 (1.07%)	1.94	27.78%	8.57%	00:01:14	3.
7.	14 (0.83%)	3.71	7.14%	0.00%	00:02:27	5.
8.	12 (0.71%)	2.08	16.67%	8.00%	00:04:53	4.
9.	11 (0.65%)	3.09	0.00%	5.88%	00:06:13	7.
0. forms	10 (0.59%)	2.00	20.00%	20.00%	00:00:54	1.
1. invoice	10 (0.59%)	1.80	30.00%	0.00%	00:02:22	3.
2.	9 (0.53%)	2.33	0.00%	0.00%	00:01:12	4.
3 healthcare	8 (0.47%)	2 62	0.00%	4 76%	00.19.31	13



REPO	DRTS	S	Secondary dimension 🔻 Sort Type: Defau	lt 💌				Q adv	anced 🖽 🕒	E 12 IIII
• 🕓	Realtime	s	earch Term	Total Unic Searches		Results Pageviews / Search	% Search Exits	% Search Refinements (?)	Time after Search	Avg. Search Depth
· •	Audience				1,688 of Total:	2.23 Avg for View: 2.23	16.65% Avg for View:	10.17% Avg for View:	00:02:59 Avg for View:	3.75 Avg for View:
+ 5+	Acquisition			100.00	% (1,688)	(0.00%)	16.65% (0.00%)	10.17% (0.00%)	00:02:59 (0.00%)	3.75 (0.00%)
- 🗉	Behavior	1.	opt out	83	(4.92%)	2.20	7 /10/	1 05%	00:03:32	4.39
	Overview	2.	opt-out form	38	(2.25%)	Alo	t of peopl	e are look	ing ^{)3:19}	4.68
	Behavior Flow	3.	locations	33	(1.95%)	for	"opt out" i	nformatior) ^{)1:30}	3.55
	 Site Content 	4.	opt out form	30	(1.78%)	2.11	0.00%	1.20%	00.04:38	6.20
	 Site Speed 	5.	careers	22	(1.30%)	2.18	0.00%	0.00%	00:00:58	2.77
	✓ Site Search	6.	boxes	18	(1.07%)	1.94	27.78%	8.57%	00:01:14	3.00
	Overview	7.		14	(0.83%)	3.71	7.14%	0.00%	00:02:27	5.14
	Usage	8.		12	(0.71%)	2.08	16.67%	8.00%	00:04:53	4.92
	Search Terms	9.		11	(0.65%)	3.09	0.00%	5.88%	00:06:13	7.45
	Search Pages	10.	forms	10	(0.59%)	2.00	20.00%	20.00%	00:00:54	1.80
	Events	11.	invoice	10	(0.59%)	1.80	30.00%	0.00%	00:02:22	3.40
	▶ Publisher	12.		9	(0.53%)	2.33	0.00%	0.00%	00:01:12	4.78
\$	<	13	healthcare	8	(0.47%)	2 62	0 00%	4 76%	00.19.31	13 00



REPO	PRTS	Secondary dimension 🔻 Sort Type:	Default 🔻			Q adv	vanced 🖽 🕒	E 12 IIII
• 🕓	Realtime	Q start Recommended	Total Unique Searches ?	Results Pageviews / Search	% Search Exits	% Search Refinements (?)	Time after Search	Avg. Search Depth
•	Audience	More dimensions • Behavior	1,688 % of Total:	2.23	16.65%	10.17%	00:02:59	3.75 Avg for View:
+ 5+	Acquisition	Start Page 🛛 🗸	100.00% (1,688)			(%)	Avg for View: 00:02:59 (0.00%)	3.75 (0.00%)
- 🗖	Behavior	1	83 (4.92%)		where the		00:03:32	4.39
	Overview	2	38 (2.25%)	doing this	search	4%	00:03:19	4.68
	Behavior Flow	3	33 (1.95%)	2.06	12.12%	7.35%	00:01:30	3.55
	Site Content	Z	30 (1.78%)	2.77	0.00%	1.20%	00:04:38	6.20
	Site Speed	5. careers	22 (1.30%)	2.18	0.00%	0.00%	00:00:58	2.77
	▼ Site Search	6. boxes	18 (1.07%)	1.94	27.78%	8.57%	00:01:14	3.00
	Overview	7. access notifi	14 (0.83%)	3.71	7.14%	0.00%	00:02:27	5.14
	Usage	8. filebridge	12 (0.71%)	2.08	16.67%	8.00%	00:04:53	4.92
	Search Terms	9. notifi	11 (0.65%)	3.09	0.00%	5.88%	00:06:13	7.45
	Search Pages	10. forms	10 (0.59%)	2.00	20.00%	20.00%	00:00:54	1.80
	Events	11. invoice	10 (0.59%)	1.80	30.00%	0.00%	00:02:22	3.40
	Publisher	12. omnirim	9 (0.53%)	2.33	0.00%	0.00%	00:01:12	4.78
\$	<	13 healthcare	R (0.47%)	2 62	0.00%	4 76%	00.19.31	13.00

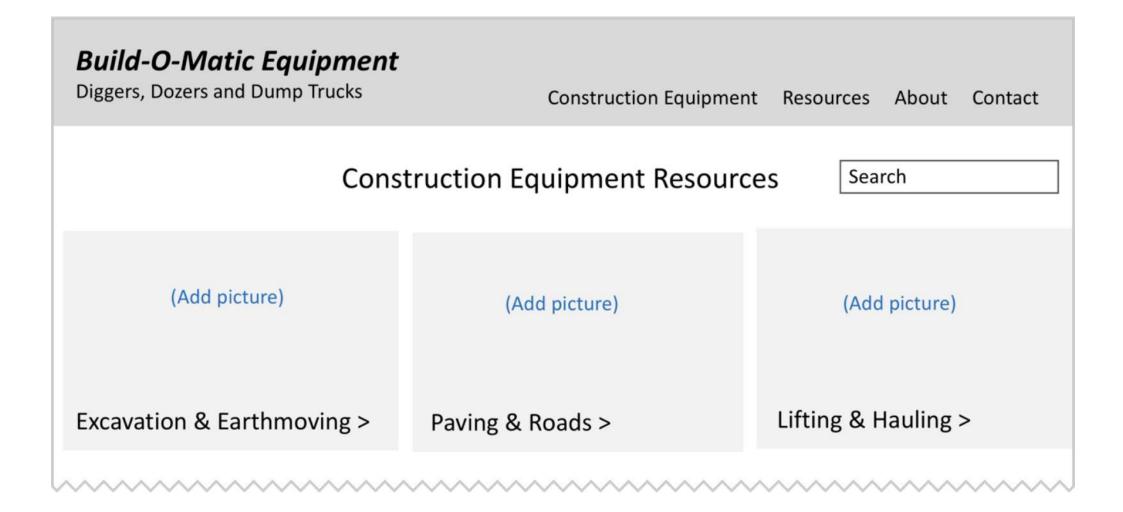


REPO	RTS	S	Secondary dimension: Start Page 🔻	Sort Type: Default 🔻				A advar	iced 🔳 C	E 7 III	
• 🕓	Realtime	s	earch Term	Start Page 😗	These are that are un	-	-	Search its ?	% Search Refinements	Time after Search	Av Se De
× 👛	Audience				that are un	Salisi	ying				
+ 5+	Acquisition					1,688 6 of Total: 100.00%	2.23 Avg for View: 2.23	16.65% Avg for View: 16.65%	10.17% Avg for View: 10.17%	00:02:59 Avg for View: 00:02:59	3 A
• 🗉	Behavior					(1,688)	(0.00%)	(0.00%)	(0.00%)	(0.00%)	(0
	Overview	1.	opt out	tion as strength of	34	(2.01%)	1.03	0.00%	0.00%	<00:00:01	
	Behavior Flow	2.	locations	man ar more ray	14	(0.83%)	1.00	0.00%	0.00%	00:00:18	ji.
	Site Content	3.	careers		10	(0.59%)	1.00	0.00%	0.00%	00:00:02	
	Site Speed						1				~
	▼ Site Search	4.	opt out		y	(0.53%)	1.11	0.00%	0.00%	<00:00:01	_
	Overview	5.	opt-out form		9	(0.53%)	1.00	0.00%	0.00%	<00:00:01	
	Usage	6.	opt out		8	(0.47%)	1.00	12.50%	0.00%	00:00:00	Ň.
	Search Terms	7.	boxes	dente antenente del	7	(0.41%)	1.00	14.29%	0.00%	00:00:00	8
	Search Pages	8.	opt out			(0.41%)	1.00	0.00%	0.00%	00:00:00	8
	Events				-						-
	Publisher	9.	opt out form		7	(0.41%)	1.29	0.00%	0.00%	00:00:00	8
\$	<	10.			6	(0.36%)	1.00	0.00%	0.00%	<00:00:01	



Maybe we're calling it the wrong thing...





Search Term	Total Unique Searches	Results Pageviews / Search	% Search Exits	% Search Refinements	Time after Search
	3,316 % of Total: 81.16% (4,086)	1.46 Avg for View: 1.46 (-0.04%)	19.99% Avg for View: 19.97% (0.12%)	15.87% Avg for View: 14.82% (7.13%)	00:04:38 Avg for View 00:04:36 (0.83%
1. bulldozers	69	to 05:3			
	Base Prod and				
2. Bulldozers	37	tr	nese topic	cs faster	03:2
	37 (0.60%)	1.90	20.00%	cs faster 7.89%	03:2 00:07:0
3. 314 safety			-		
3. 314 safety	20 (0.60%)	1.90	20.00%	7.89%	00:07:0

4 Tips from the Search Terms report

- 1. Search for each phrase yourself. Find it?
- 2. Your page isn't ranking? Optimize it!
- 3. You don't have a page? Create it!
- 4. Adjust your navigation. Help visitors find things faster

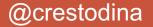
@crestodina

Is the site working well in every browser?

"We've got some pretty fancy programming..."



"The site is really just a set of pages."





	Audience		Prin	nary Dimension: Browser Operating System So	creen Resolu	ution Scr	een Colors	Flash V	ersion 0	ther 👻					
				Plot Rows Secondary dimension Sort Type	Default	•								Q advan	ced 🖽 🕐
	Overview Active Users Lifetime Value ^{BETA}				Acquisiti	on					Behavior			Conversions Goal 1: Con	tact form thank you
	Cohort Analysis BETA Audiences User Explorer			Browser ?	Users	∘ ↓	New Us	ers ?	Sessio	ns ?	Bounce Rate	Pages / Session	Avg. Session Duration 7	Contact form thank you page (Goal 1 Conversion Rate)	Contact form thank you page (Goal 1 Completions)
	DemographicsInterests				%	0,685 6 of Total: 6 (20,685)	9	9,786 of Total: (19,776)	9	5,859 of Total: (25,859)	56.99% Avg for View: 56.99% (0.00%)	2.62 Avg for View: 2.62 (0.00%)	00:01:35 Avg for View: 00:01:35 (0.00%)	0.39% Avg for View: 0.39% (0.00%)	102 % of Total: 100.00% (102)
	▶ Geo			1. Chrome	11,389	(55.40%)	11,071	(55.95%)	14,389	(55.64%)	52.69%	2.90	00:01:51	0.40%	58 (56.86%)
	Behavior			2. Safari	4,772	(23.21%)	4,623	(23.37%)	5,956	(23.03%)	62.22%	2.20	00:01:20	0.34%	20 (19.61%)
	Technology Browser & OS			3. Internet Explorer	1,606	(7.81%)	1,494	(7.55%)	2,167	(8.38%)	71.20%	2.10	00:00:55	0.23%	5 (4.90%)
	Network			4. Edge	772	(3.76%)	710	(3.59%)	1,016	(3.93%)	41.14%	3.55	00:02:23	0.98%	10 (9.80%)
	Mobile			5. Firefox	744	(3.62%)	732	(3.70%)	852	(3.29%)	54.11%	2.81	00:01:39	0.70%	6 (5.88%)
	► Cross Device BETA			6. Safari (in-app)	693	(3.37%)	581	(2.94%)	848	(3.28%)	66.51%	1.52	00:00:34	0.12%	1 (0.98%)
Q	Discover			7. Android Webview	156	(0.76%)	151	(0.76%)	167	(0.65%)	70.66%	1.52	00:00:40	0.60%	1 (0.98%)
¢	Admin			8. Samsung Internet	137	(0.67%)	135	(0.68%)	164	(0.63%)	62.20%	2.38	00:01:04	0.00%	0 (0.00%)
0.00		,		9. 'Mozilla	88	(0.43%)	88	(0.44%)	88	(0.34%)	100.00%	1.00	00:00:00	0.00%	0 (0.00%)
		<		10 10 0		(******	(7	(n. n. 10.)	(7		05 50%	1.00		0.000	0 (0.000)

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•	-	Audience	

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0	ver	vie	W
0	vei	VIC	VV:

Active Users

Lifetime Value

Cohort Analysis

Audiences

User Explorer

Demographics

Interests

Geo

Behavior

Technology

Browser & OS

Network

Mobile

Cross Device BET

Q Discover

🏟 Admin

Primary Dimension: Browser Operating System Screen Resolution Screen Colors Flash Version Other -

		Plot Rows	Secondary dimension	Sort Type:	Default 👻						A advance	ced 🖽 🕒
BETA					Acquisition			Behavior			Conversions Goal 1: Con	tact form thank yo
sis		Brows	er (?		Users ? 🗸	New Users 🕐	Sessions ?	Bounce Rate	Pages / Session	Avg. Session Duration	Contact form thank you page (Goal 1 Conversion Rate)	Contact form thank you page (Goal 1 Completions)
cs					20,685 % of Total: 100.00% (20,685)	19,786 % of Total: 100.05% (19,776)	25,859 % of Total: 100.00% (25,859)	56.99% Avg for View: 56.99% (0.00%)	2.62 Avg for View: 2.62 (0.00%)	00:01:35 Avg for View: 00:01:35 (0.00%)	0.39% Avg for View: 0.39% (0.00%)	102 % of Total: 100.00% (102)
		1. Chr	rome		11,389 (55.40%)	11,071 (55.95%)	14,389 (55.64%)	52.69%	2.90	00:01:51	0.40%	58 (56.86%)
		2. Saf	fari		4,772 (23.21%)	4,623 (23.37%)	5,956 (23.03%)	62.22%	2.20	00:01:20	0.34%	20 (19.61%)
os		3. Inte	ernet Explorer		1,606 (7.81%)	1,494 (7.55%)	2,167 (8.38%)	71.20%	2.10	00:00:55	0.23%	5 (4.90%)
		4. Edg	ge		772 (3.76%)	710 (3.59%)	1,016 (3.926)	41.14%	3.55	00:02:23	0.98%	10 (9.80%)
		5. Fire	efox		744 (3.62%)	732 (3.70%)	852 (3.29%)	54.11%	2.81	00:01:39	0.70%	6 (5.88%)
BETA		6. Saf	fari (in-app)	The b	oounce r	ate for	8 (3.28%)	(3.28%) 66.51%	1.52	00:00:34	0.12%	1 (0.98%)
		7. And	7 Android Webview			of each browser		70.66%	1.52	00:00:40	0.60%	1 (0.98%)
		8. Sar	msung Internet	usera	s of each	1010030	4 (0.63%)	62.20%	2.38	00:01:04	0.00%	0 (0.00%)
<		9. ' <mark>M</mark> o	ozilla		88 (0.43%)	88 (0.44%)	88 (0.34%)	100.00%	1.00	00:00:00	0.00%	0 (0.00%)
`	-	10 110						05 500	4.00	00.00.01	0.000	

S	econdary dimension 👻 Sort Type: Defa Browser	ault 💌	¢	Q advanced Bounce Rate (compared to state)	E E E IIII \$ site average)
		% of Tota	20,685 al: 100.00% (20,685)		56.99% Avg for View: 56.99% (0.00%)
1.	Chrome		11,389	-7.55%	
2.	Safari		4,772		9.18%
3.	Internet Explorer		1,606		24.94%
4.	Edge		772	-27.81%	
5.	Firefox		744	-5.06%	
6.	Safari (in-app)		•	- f all le	0%
7.	Android Webview			of these browse	rs _{98%}
8.	Samsung Internet		naving a t	ough time?	2
9.	'Mozilla		88		75.47%
10.	UC Browser		67		67.61%
			s	Show rows: 10 🗘 Go to: 1	1 - 10 of 29 🔇 💙

Some problems are very expensive



- 💄 Audience
 - - Overview
 - Active Users
 - Lifetime Value
 - Cohort Analysis

 - Audiences
 - User Explorer
 - Demographics
 - Interests
 - ▶ Geo
 - Behavior
 - Technology
 - Browser & OS
 - Network
 - Mobile
 - Cross Device BETA
 - Custom
 - Benchmarking
 - Q Discover
 - \$ Admin

Primary Dimension: Browser Operating System Screen Resolution Screen Colors Flash Version Other *

		Acquisition			Behavior			Conversions eCommerce 👻			
	Browser 🕜	Users 🕐 🔸	New Users	Sessions ?	Bounce Rate	Pages / Session	Avg. Session Duration	Transactions	Revenue		Ecommerce Conversion Rate
		214,577 % of Total: 100.00% (214,577)	198,995 % of Total: 100.04% (198,916)	306,541 % of Total: 100.00% (306,541)	37.28% Avg for View: 37.28% (0.00%)	3.03 Avg for View: 3.03 (0.00%)	00:02:44 Avg for View: 00:02:44 (0.00%)	5,508 % of Total: 100.00% (5,508)	\$48,403,37 % of Total (\$48,40		1.80% Avg fo View 1.80% (0.00%
	. Chrome	125,965 (59.36%)	119,459 (60.03%)	183,583 (59.89%)	38.07%	3.03	00:02:47	2,707 (49.15%)	\$21,291,596.89	(43.99%)	1.47%
2	2. Safari	28,627 (13.49%)	27,607 (13.87%)	37,230 (12.15%)	37.56%	2.75	00:02:04	861 (15.63%)	\$6,929,624.98	(14.32%)	2.31
3	3. Internet Explorer	26,073 (12.29%)	22,795 (11.46%)	37,776 (12.32%)	33.82%	3.29	00:02:59	1,197 (21.73%)	\$16,667,702.91	(31.43%)	3.17
4	. Edge	13,031 (6.14%)	11,426 (5.74%)	21,292 (6.95%)	31					(2.80%)	1.65
5	5. Firefox	11,349 (5.35%)	10,698 (5.38%)	17,962 (5.86%)	31 C	ne bi	rowser	has a m	uch	(4.44%)	2.15
6	5. Samsung Internet	2,520 (1.19%)	2,461 (1.24%)	3,465 (1.13%)	36 0	ower	convers	ion rate		(0.01%)	0.14
7	. Safari (in-app)	1,274 (0.60%)	1,210 (0.61%)	1,370 (0.45%)	84					(0.00%)	0.00
8	3. Opera	948 (0.45%)	924 (0.46%)	1,233 (0.40%)	62.21%	2.09	00:01:34	1 (0.02%)	\$150.45	(0.00%)	0.08
9	Mozilla Compatible Agent	644 (0.30%)	641 (0.32%)	650 (0.21%)	99.08%	1.00	00:00:01	0 (0.00%)	\$0.00	(0.00%)	0.00
10). 'Mozilla	387 (0.18%)	387 (0.19%)	387 (0.13%)	99.48%	1.00	<00:00:01	0 (0.00%)	\$0.00	(0.00%)	0.00

Show rows: 10 🛊 Go to: 1 1 - 10 of 45 < >

This report was generated on 8/19/19 at 3:48:29 PM - Refresh Report

S	Browser	Users ¢	Q advanced ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ <				
		214,577 % of Total: 100.00% (214,577)					
1.	Chrome	125,965	-17.94%				
2.	Safari	28,627		28.71%			
3.	Internet Explorer	26,073		76.35%			
4.	Edge	13,031	-8.25%				
5.	Firefox	11,349		19.60%			
6.	Samsung Internet						
7.	Safari (in-app)	Why are t	he conversion ra	ates			
8.	Opera		ow average for th				
9.	Mozilla Compatible Agent		er) browsers?				
10.	'Mozilla						

Show rows: 10 🗘 Go to: 1 1 - 10 of 45 < >

Cohort Analysis

Primary Dimension: Browser Version Other -

Audiences

User Explorer

- Demographics
- Interests
- Geo
- Behavior
- Technology

Browser & OS

Network

- Mobile
- Cross Device BETA
- Custom
- Benchmarking
 Users Flow
- Acquisition
- Behavior
- Conversions

Browser Version	Users ¢	Ecommerce Conversion Rate (compared to	≑ site average)
	38,636 % of Total: 59.26% (65,198)		1.51% Avg for View: 2.02% (-25.19%
75.0.3770.142	15,527		19.14%
76.0.3809.100	9,808		19.23%
57.0.2987.133	4,827	-80.94%	
75.0.3770.143	1,530	-96.53%	
75.0.3770.100	1,202		7.46%
76.0.3809.87	996		137.12%
76.0.3809.89	996	-100.00%	
76.0.3809.111	729	-84.91%	
75.0.3770.101	301	-63.28%	
74.0.3729.169	247	-56.80%	

· · · · ·

This report was generated on 8/21/19 at 10:42:55 PM - Refresh Report

	Acquisition			Behavior		Conversions eCommerce -			
Browser Version	Users 🧿 🤟	New Users 🕜	Sessions (?)	Bounce Rate	Pages / Session	Avg. Session Duration	Transactions	Revenue 📀	Ecommerce Conversion Rate
	38,636 % of Total: 59.26% (65,198)	34,287 % of Total: 60.26% (56,898)	52,343 % of Total: 59.88% (87,415)	39.78% Avg for View: 38.96% (2.11%)	2.99 Avg for View: 3.01 (-0.56%)	00:02:42 Avg for View: 00:02:40 (1.30%)	792 % of Total: 44.80% (1,768)	\$6,348,111.95 % of Total: 42.67% (\$14,876,475.23)	1.51% Avg for View: 2.02% (-25.19%)
1. 75.0.3770.142	15,527 (38.24%)	12,428 (36.25%)	21,579 (41.23%)	30.38%	3.33	00:03:13	₃ WTI	-??? 0.75 (50.16%)	1.80%
2. 76.0.3809.100	9,808 (24.16%)	7,617 (22.22%)	13,137 (25.10%)	30.86%	3.40	00:03:18	237 (29.92%)	\$1,909,148.05 (30.07%)	1.80%
3. 57.0.2987.133	4,827 (11.89%)	4,826 (14.08%)	4,854 (9.27%)	98.87%	1.05	00:00:02	14 (1.77%)	\$96,743.95 (1.52%)	0.29%
4. 75.0.3770.143	1,530 (3.77%)	1,436 (4.19%)	1,903 (3.64%)	40.67%	2.67	00:01:47	1 (0.13%)	\$55.32 (0.00%)	0.05%
5. 75.0.3770.100	1,202 (2.96%)	983 (2.87%)	1,722 (3.29%)	31.30%	3.20	00:03:27	28 (3.54%)	\$59,648.17 (0.94%)	1.63%
6. 76.0.3809.87	996 (2.45%)	764 (2.23%)	1,310 (2.50%)	31.60%	3.37	00:03:31	47 (5.93%)	\$292,619.71 (4.61%)	3.59%
7. 76.0.3809.89	996 (2.45%)	929 (2.71%)	1,201 (2.29%)	39.97%	2.72	00:01:54	0 (0.00%)	\$0.00 (0.00%)	0.00%
8. 76.0.3809.111	729 (1.80%)	680 (1.98%)	876 (1.67%)	35.96%	2.73	00:01:45	2 (0.25%)	\$1,191.22 (0.02%)	0.23%
9. 75.0.3770.101	301 (0.74%)	286 (0.83%)	360 (0.69%)	34.72%	3.08	00:02:38	2 (0.25%)	\$1,385.76 (0.02%)	0.56%
10. 74.0.3729.169	247 (0.61%)	223 (0.65%)	306 (0.58%)	42.48%	2.56	00:02:26	2 (0.25%)	\$8,135.32 (0.13%)	0.65%

		Acquisition			Behavior Conversions Commerce -			ommerce 🔻	•	
Browser		Users 🤉 🦊	New Users	Sessions ?	Bounce Rate	Pages / Session	Avg. Session Duration ?	Transactions	Revenue 🕜	Ecommerce Conversion Rate
		214,577 % of Total: 100.00% (214,577)	198,995 % of Total: 100.04% (198,916)	306,541 % of Total: 100.00% (306,541)	37.28% Avg for View: 37.28% (0.00%)	3.03 Avg for View: 3.03 (0.00%)	00:02:44 Avg for View: 00:02:44 (0.00%)	5,508 % of Total: 100.00% (5,508)	\$48,403,379.74 % of Total: 100.00% (\$48,403,379.74)	1.80% Avg for View: 1.80% (0.00%)
1.	Chrome	125,965 (59.36%)	119,459 (60.03%)	183,583 (59.89%)	38.07%	3.03	00:02:47	2,707 (49.15%)	\$21,291,596.89 (43.99%)	1.47%
2.	Safari	28,627 (13.49%)	27,607 (13.87%)	37,230 (12.15%)	37.56%	2.75	00:02:04	861 (15.63%)	\$6,929,624.98 (14.32%)	2.31%
3.	Internet Explorer	26,073 (12.29%)	22,795 (11.46%)	37,7				1,197 (21.73%)	\$16,667,702.91 (34.43%)	3.17%
4.	Edge	13,031 (6.14%)	11,426 (5.74%)	21,2 Fixin	g this is	sue sh	ould	351 (6.37%)	\$1,356,762.46 (2.80%)	1.65%
5.	Firefox	11,349 (5.35%)	10,698 (5.38%)	17,5	rate aro			386 (7.01%)	\$2,151,137.13 (4.44%)	2.15%
6.	Samsung Internet	2,520 (1.19%)	2,461 (1.24%)	_{3,4} per y	ear in re	evenue		5 (0.09%)	\$6,404.92 (0.01%)	0.14%
7.	Safari (in-app)	1,274 (0.60%)	1,210 (0.61%)	1,370 (0.45%)	84.23%	1.25	00:00:19	0 (0.00%)	\$0.00 (0.00%)	0.00%
8.	Opera	948 (0.45%)	924 (0.46%)	1,233 (0.40%)	62.21%	2.09	00:01:34	1 (0.02%)	\$150.45 (0.00%)	0.08%
9.	Mozilla Compatible Agent	644 (0.30%)	641 (0.32%)	650 (0.21%)	99.08%	1.00	00:00:01	0 (0.00%)	\$0.00 (0.00%)	0.00%
10.	'Mozilla	387 (0.18%)	387 (0.19%)	387 (0.13%)	99.48%	1.00	<00:00:01	0 (0.00%)	\$0.00 (0.00%)	0.00%

Questions to ask your Browser / OS reports

- 1. Do some browsers have higher bounce rates than others?
- 2. Do some browser (or browser versions) have lower conversion rates than others?

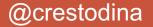


How well is our navigation working?

"We have lots of things in our nav menu."



"Our navigation has just a few items."







Login



Offsite storage for cost effective management of your records

Securely store your records at one of our convenient





OFFSITE STORAGE SCANNING & SECURE DESTRUCTION DATA BREACH RESPONSE SOFTWARE FOR **CONVERSION SERVICES** DOCUMENT **Records Management** Shredding **Data Breach Preparation** MANAGEMENT **Document Scanning and** FileBRIDGE Records Hard Drive Destruction Managed Recovery Services Imaging CartaHR **Offsite Media Vault** Secure Chain of Custody **Business Credential Digital Transformation** CartaAP Monitoring **Underground Vaults Regulatory Compliance** Project Management Information Governance Solutions

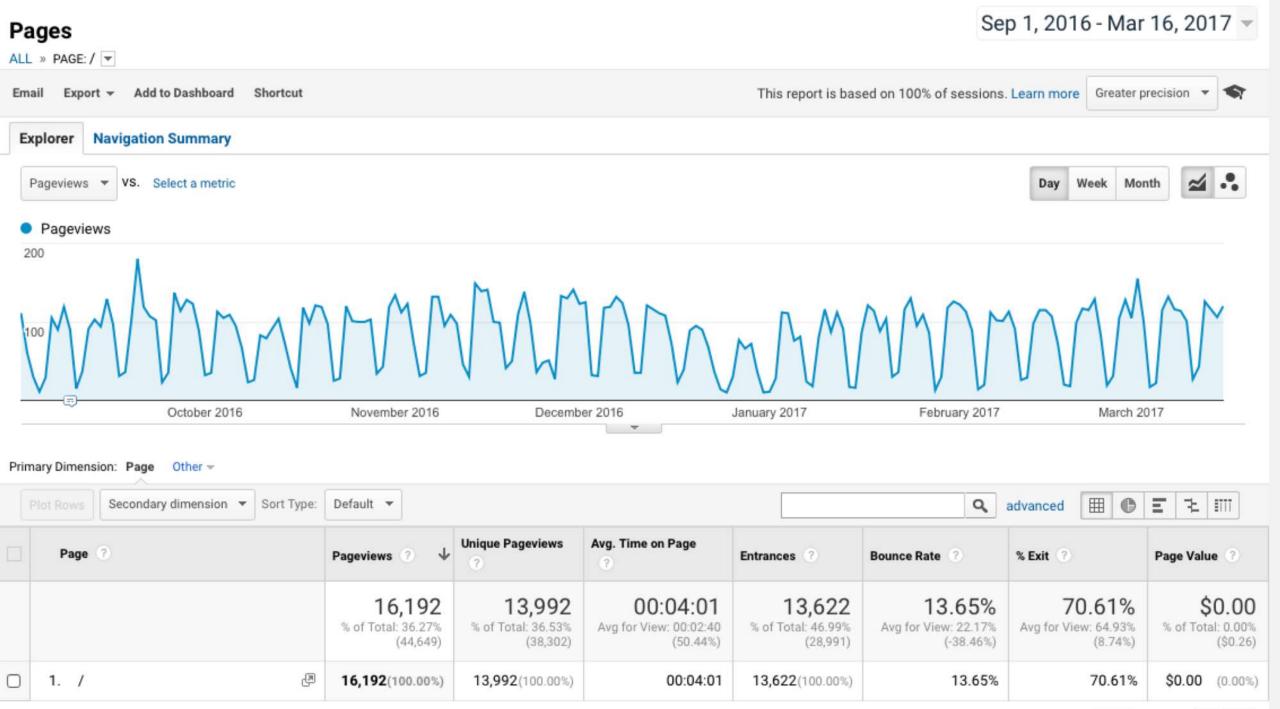
Offsite storage for cost effective management of your records

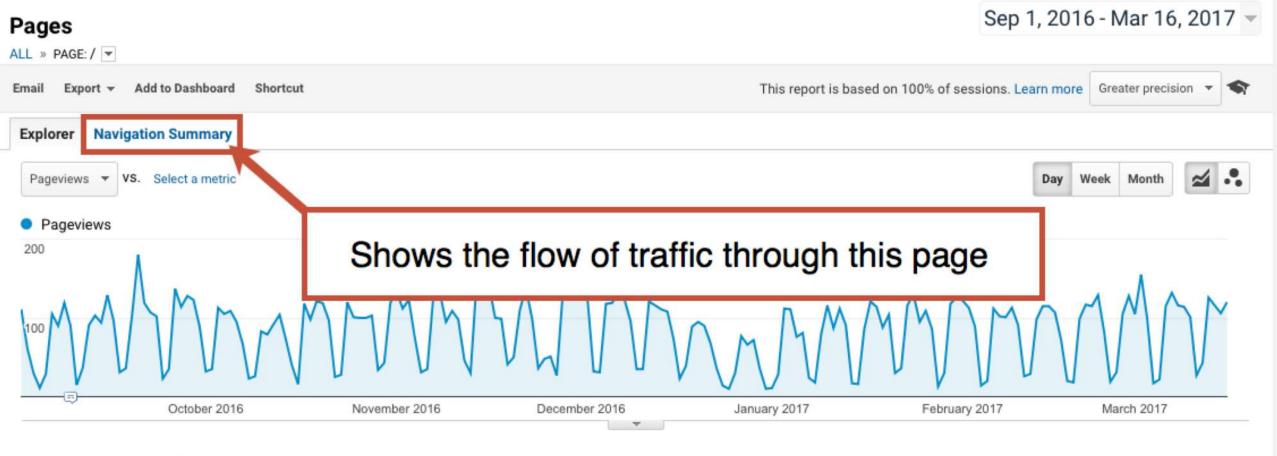
Securely store your records at one of our convenient



Pa	nge ?	Pageviews ? 🗸	Unique Pageviews	Avg. Time on Page	Entrances ?	Bounce Rate ?	% Exit
		23,091 % of Total: 100.00% (23,091)	19,904 % of Total: 100.00% (19,904)	00:02:44 Avg for View: 00:02:44 (0.00%)	14,918 % of Total: 100.00% (14,918)	19.72% Avg for View: 19.72% (0.00%)	64.61 Avg for Vi 64.61% (0.00
1.	٩	8,452 (36.60%)	7,342 (36.89%)	00:03:59	7,142 (47.88%)	12.39%	70.2
2.	/features @	1,573 (6.81%)	1,166 (5.86%)	00:02:32	425 (2.85%)	11.11%	42.0
3.	/pricing @	1,217 (5.27%)	969 (4.87%)	00:00:58	152 (1.02%)	27.33%	30.7
4.	/blog/	882 (3.82%)	848 (4.26%)	00:09:26	847 (5.68%)	10.73%	94.4
5.	/contact-us	725 (3.14%)	666 (3.35%)	00:01:40	260 (1.74%)	66.92%	60.9
6.	/support @	546 (2.36%)	455 (2.29%)	00:01:20	81 (0.54%)	27.91%	32.7
7.	/careers @	512 (2.22%)	475 (2.39%)	00:02:39	188 (1.26%)	44.15%	70.7
8.	/blog/	505 (2.19%)	445 (2.24%)	00:01:24	191 (1.28%)	49.74%	44.7
9.	/blog/	457 (1.98%)	421 (2.12%)	00:08:18	421 (2.82%)	11.88%	91.9
10.	/about-us @	450 (1.95%)	351 (1.76%)	00:01:16	44 (0.29%)	48.94%	33.1
11.	/get-my-free-trial	432 (1.87%)	364 (1.83%)	00:01:19	163 (1.09%)	85.89%	52.0
12.	/blog/	408 (1.77%)	384 (1.93%)	00:06:55	384 (2.57%)	8.83%	90.4

Pa	ige ?	Pageviews 🕐 🤟	Unique Pageviews	Avg. Time on Page	Entrances ?	Bounce Rate ?	% Exit ?
		23,091 % of Total: 100.00% (23,091)	19,904 % of Total: 100.00% (19,904)	00:02:44 Avg for View: 00:02:44 (0.00%)	14,918 % of Total: 100.00% (14,918)	19.72% Avg for View: 19.72% (0.00%)	64.61 Avg for Viv 64.61% (0.00
1.	٩					12.39%	70.2
2.	/features @	Click	on a pa	ge to "dr	ill down"	11.11%	42.0
3.	/pricing	(012110)		00:00:00	TOL (1.02.0)	27.33%	30.7
4.	/blog/	882 (3.82%)	848 (4.26%)	00:09:26	847 (5.68%)	10.73%	94.4
5.	/contact-us	725 (3.14%)	666 (3.35%)	00:01:40	260 (1.74%)	66.92%	60.9
6.	/support 伊	546 (2.36%)	455 (2.29%)	00:01:20	81 (0.54%)	27.91%	32.7
7.	/careers 伊	512 (2.22%)	475 (2.39%)	00:02:39	188 (1.26%)	44.15%	70.7
8.	/blog/	505 (2.19%)	445 (2.24%)	00:01:24	191 (1.28%)	49.74%	44.7
9.	/blog/	457 (1.98%)	421 (2.12%)	00:08:18	421 (2.82%)	11.88%	91.9
10.	/about-us	450 (1.95%)	351 (1.76%)	00:01:16	44 (0.29%)	48.94%	33.1
11.	/get-my-free-trial	432 (1.87%)	364 (1.83%)	00:01:19	163 (1.09%)	85.89%	52.0
12.	/blog/ 문	408 (1.77%)	384 (1.93%)	00:06:55	384 (2.57%)	8.83%	90.4





Primary Dimension: Page Other -

Plot Rows Secondary dimension - Sort Type:	Default 🔻				٩	advanced 🖽 🕑	E 2 IIII
Page ?	Pageviews 🕐 🤟	Unique Pageviews	Avg. Time on Page	Entrances ?	Bounce Rate ?	% Exit ?	Page Value ?
	16,192 % of Total: 36.27% (44,649)	13,992 % of Total: 36.53% (38,302)	00:04:01 Avg for View: 00:02:40 (50.44%)	13,622 % of Total: 46.99% (28,991)	13.65% Avg for View: 22.17% (-38.46%)	70.61% Avg for View: 64.93% (8.74%)	\$0.00 % of Total: 0.00% (\$0.26)
1. / 🖉	16,192(100.00%)	13,992 (100.00%)	00:04:01	13,622 (100.00%)	13.65%	70.61%	\$0.00 (0.00%)

Group pages by: Ungrouped - Current Selection: / - Show rows: 10 \$

Entrances Sep 1, 2016 - Mar 16, 2017: 84.13%

Previous Pages Sep 1, 2016 - Mar 16, 2017: 15.87%

Previous Page Path		Pageviews	% Pageviews
/features	Ð	236	22.04%
/pricing	(A)	136	12.70%
/contact-us	(A)	98	9.15%
/support	æ	86	8.03%
/get-my-free-trial	(A)	81	7.56%
/careers	E	71	6.63%
/blog/	(R)	65	6.07%
/about-us	(A)	62	5.79%
/predictable	(F)	14	1.31%
/blog/denist-ediscovery/	ą	12	1.12%

Exits Sep 1, 2016 - Mar 16, 2017: 70.61%

Next Pages Sep 1, 2016 - Mar 16, 2017: 29.39%

Next Page Path		Pageviews	% Pageviews
/features	æ	718	22.02%
/pricing	r.	577	17.70%
/contact-us	R)	405	12.42%
/careers	R)	364	11.17%
/about-us	R	356	10.92%
/get-my-free-trial	R	254	7.79%
/support	R)	218	6.69%
/blog/	R	101	3.10%
/predictable	(R)	38	1.17%
/whitepapers	(A)	23	0.71%

Search:

Search:

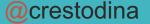


5 Questions to ask your Navigation Summary

- 1. Any small links getting clicked a lot?
- 2. Any *big buttons* getting missed?
- 3. Are calls to action effective?
- 4. What gets clicked the most in the main nav?
- 5. What *never* gets clicked in the main nav?

11:00 orbitmedia.com/blog/abc

"Everything you remove from a page makes everything that's left more prominent"

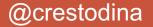


Which social networks do my visitors like?

"We have social icons and use GTM!"



"We're not active on social media."





Since 2001, the Orbit web design and development team has been creating custom sites and managing tricky integrations. We're content management experts and work closely with web strategists and project managers to create your perfect site.

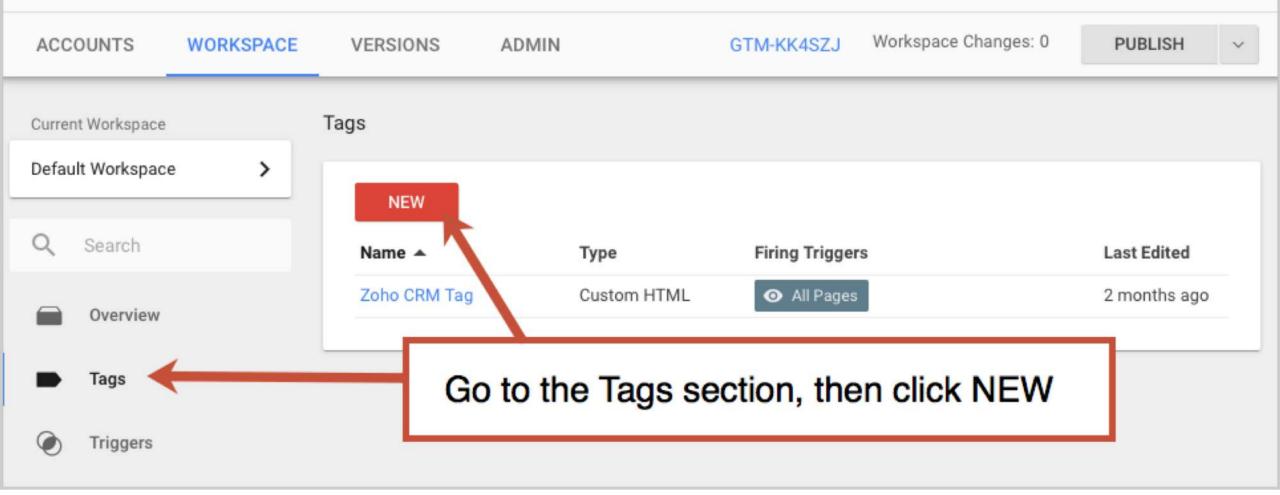
TALK TO CHRIS

4043 N RAVENSWOOD AVE, SUITE 316, CHICAGO, IL 60613 773.348.4581 CONTACT

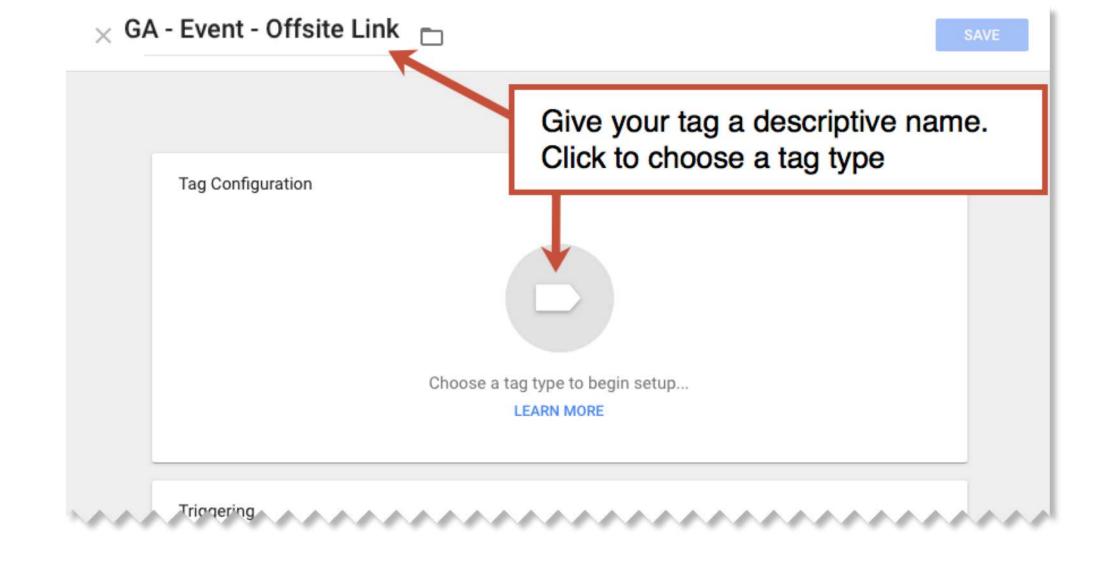




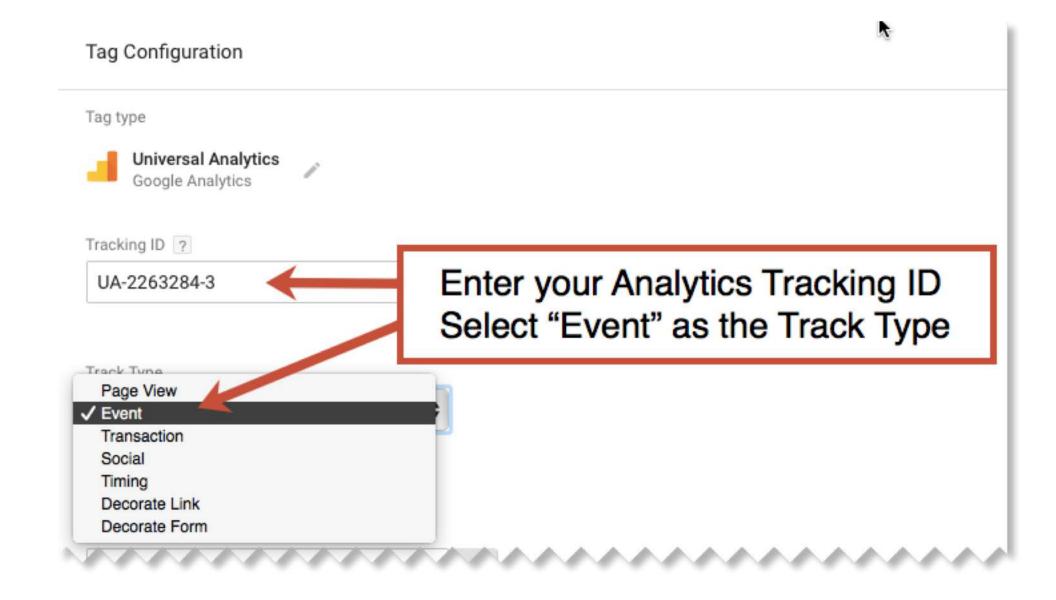
Orbit Media www.orbitmedia.com -

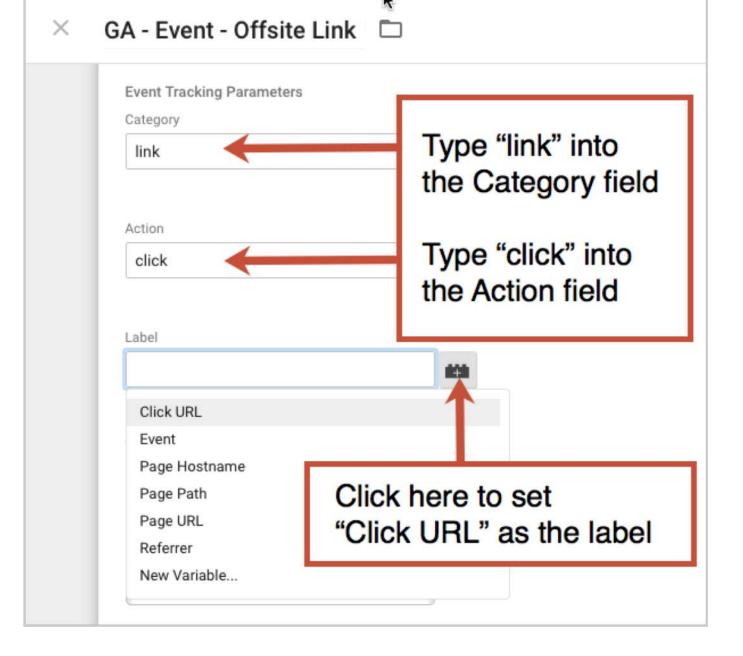


Source: Where'd They Go? Tracking Exit Clicks Using GTM



Source: Where'd They Go? Tracking Exit Clicks Using GTM



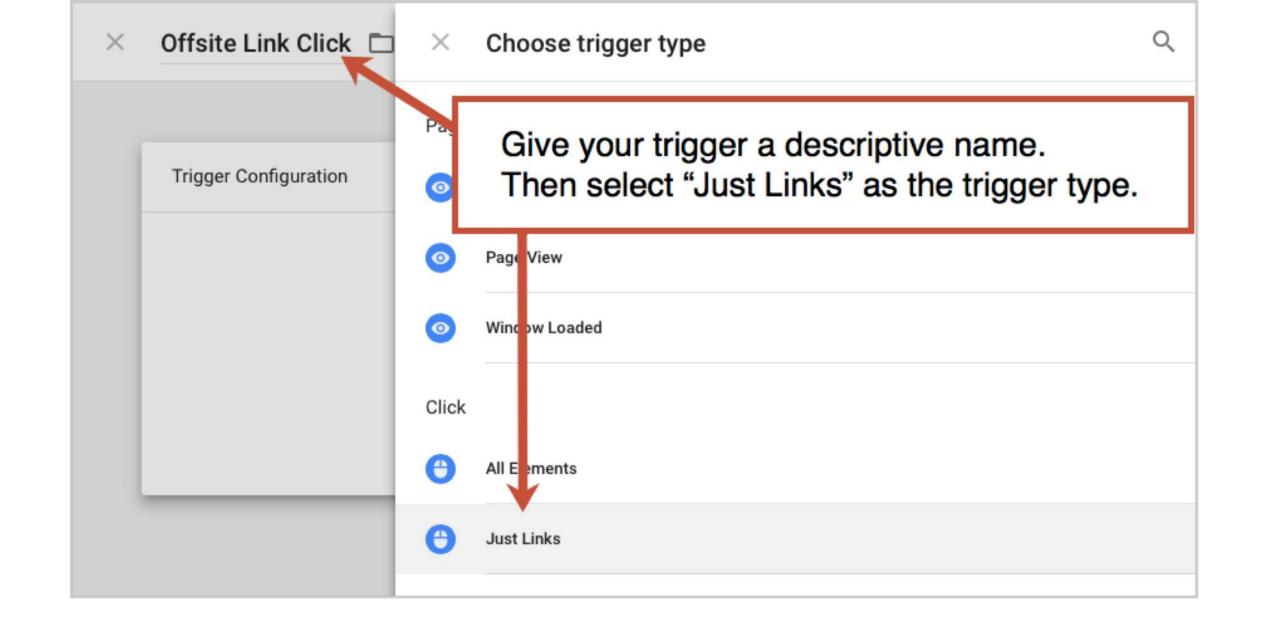


Source: Where'd They Go? Tracking Exit Clicks Using GTM

Orbit Media www.orbitmedia.c	om 👻	×	Configure Built-In Variables 💿		
ACCOUNTS WORKSPACE	VERSIONS ADMIN		Debug Mode		
Current Workspace	Built-In Variables 🦙	Clicks	3		
Default Workspace >	2		Click Element		
	CONFIGURE		Click Classes		
Q Search	Name 🔺		Click ID		
Overview	Click URL		Click Target		
	Event				
Tags	Page Hostname	3 🗹	Click URL		
Triggers	Page Path		Click Text		
4	Page URL				
🗰 Variables 📒	Referrer		e Variables section		
Folders		2. Click "Configure"			
	User-Defined Variables	3. Check t	ne box for "Click URL"		

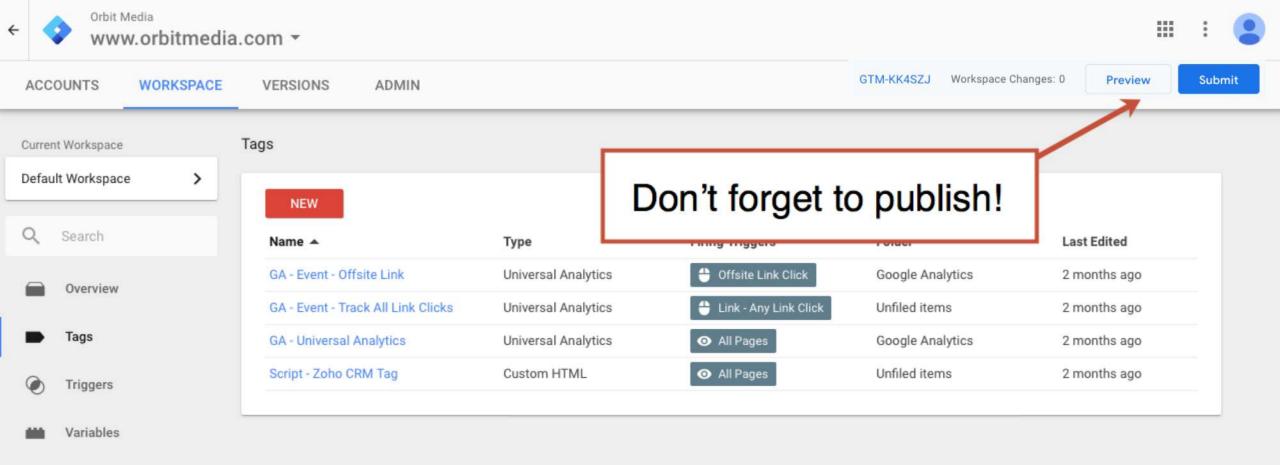
×	×	Choose a trigger				Q +
		Name	Туре	Folder 🔺	Filter	
	0	All Pages	Page View		-	
				Click to a	dd a new trigger	

Source: <u>Where'd They Go? Tracking Exit Clicks Using GTM</u>

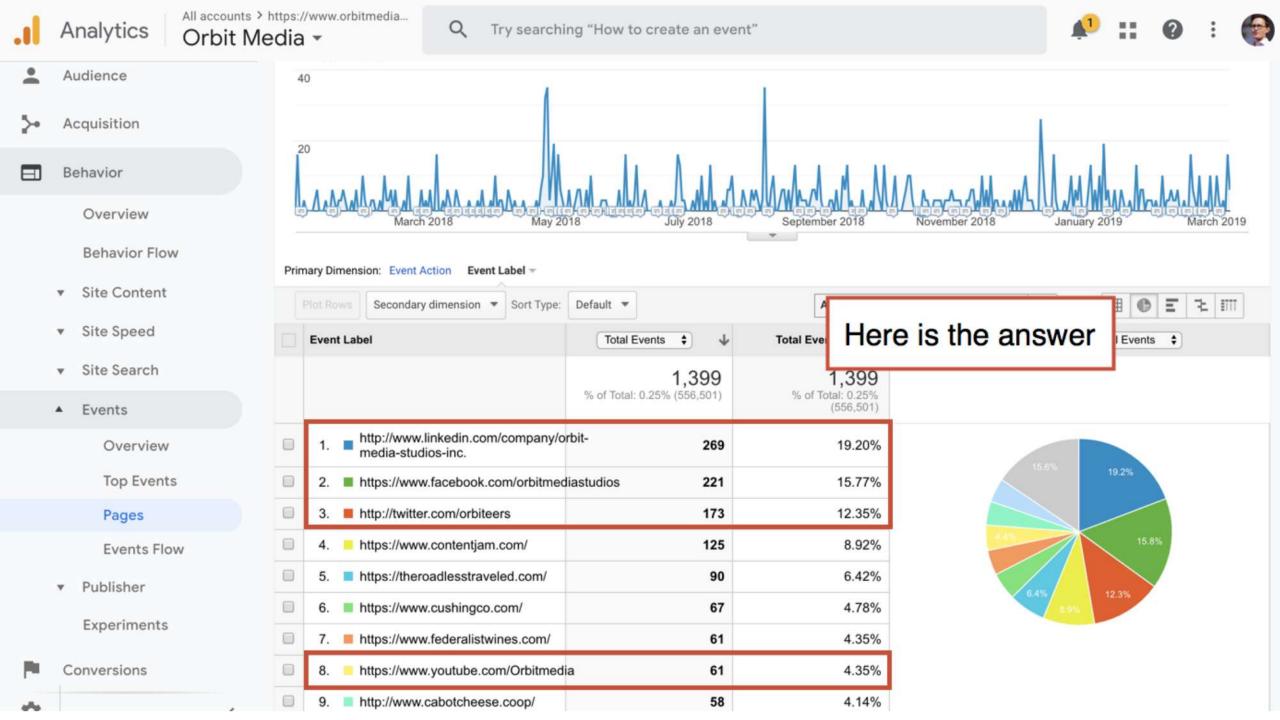


Source: Where'd They Go? Tracking Exit Clicks Using GTM

Trigger Configuration	
Trigger type	
🖰 Click - Just Links 🧪	Set the trigger to fire only
Wait for Tags ?	when the click URL doesn't
Check Validation ?	contain your domain.
This trigger fires on	
O All Link Clicks O Some Link Clicks	
Fire this trigger when an Event occurs and all of these	e conditions are true
Click URL \$ does not cor	ntain 🗘 orbitmedia.com - +
6	



Folders



Since 2001, the Orbit web design and development team has been creating custom sites and managing tricky integrations. We're content management experts and work closely with web strategists and project managers to create your perfect site.

TALK TO CHRIS

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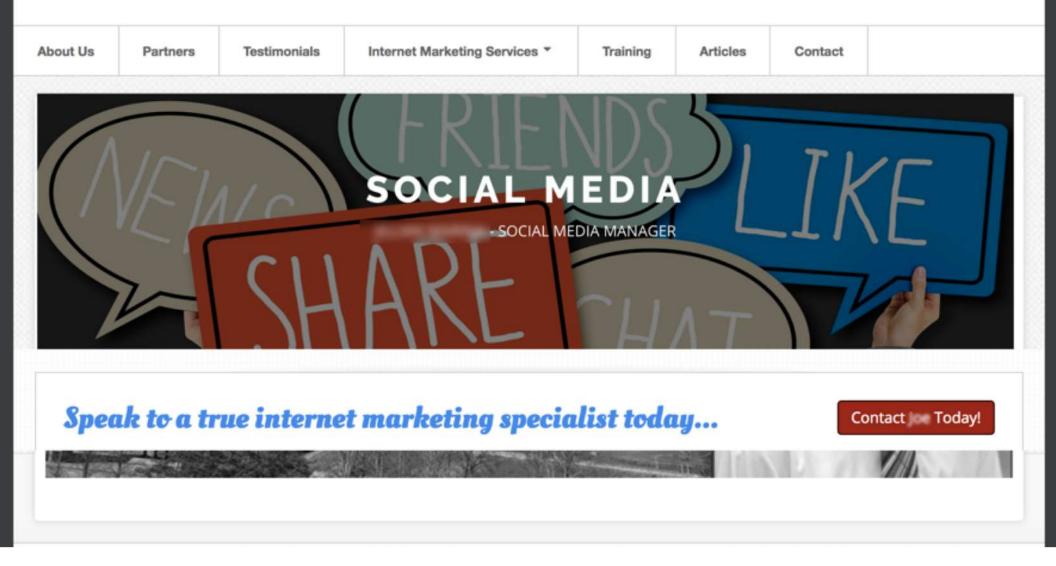


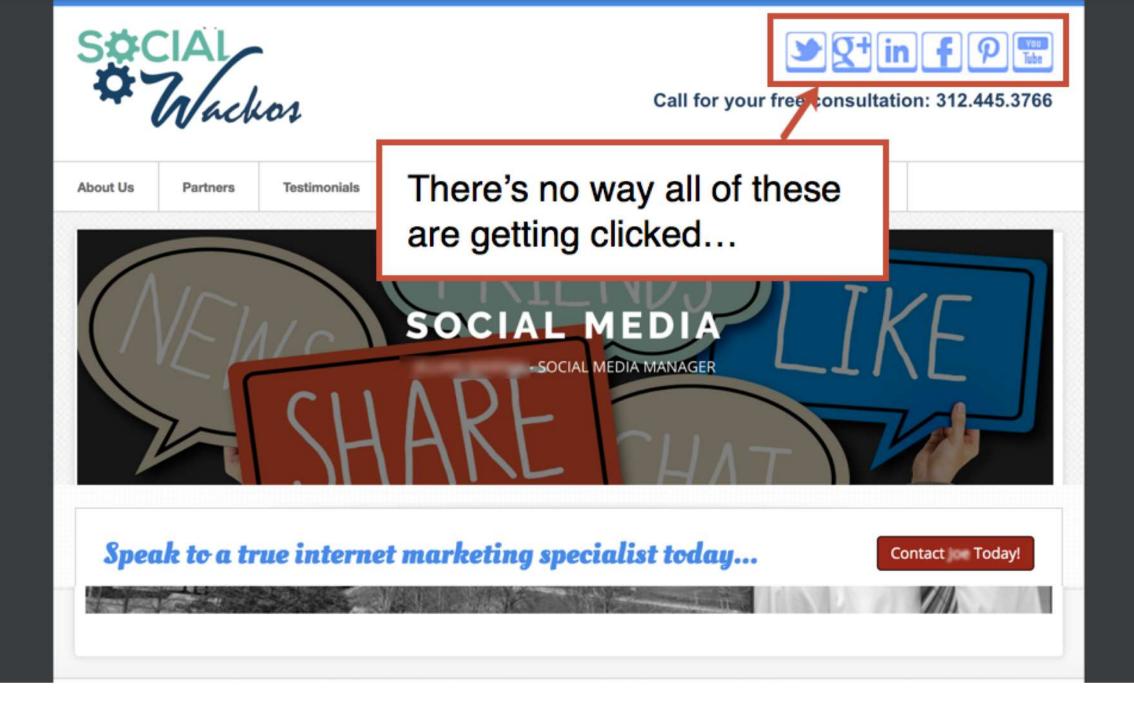
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Tips from your social icon click through rates

- 1. Remove icons that don't get clicked
- 2. Get active on the networks that get clicked the most

16:30 orbitmedia.com/blog/abc

#CTAConf

@crestodina

Which of my pages is unsatisfying?

"We have an FAQ page in the main nav."

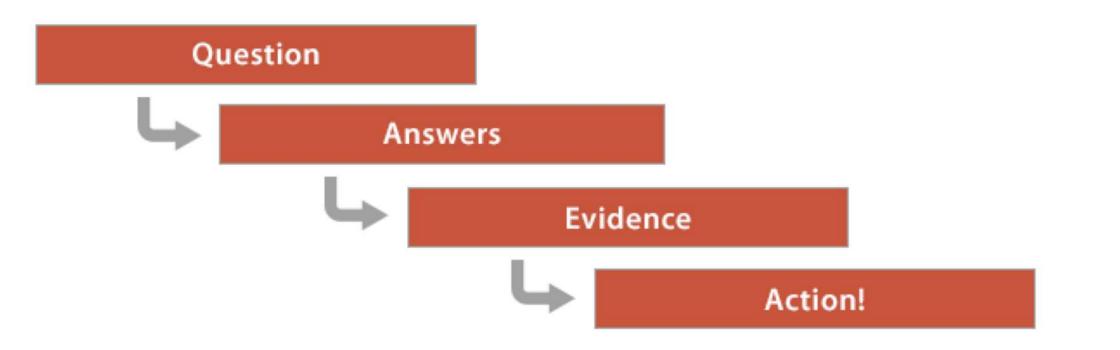


"Our site doesn't have an FAQ page."



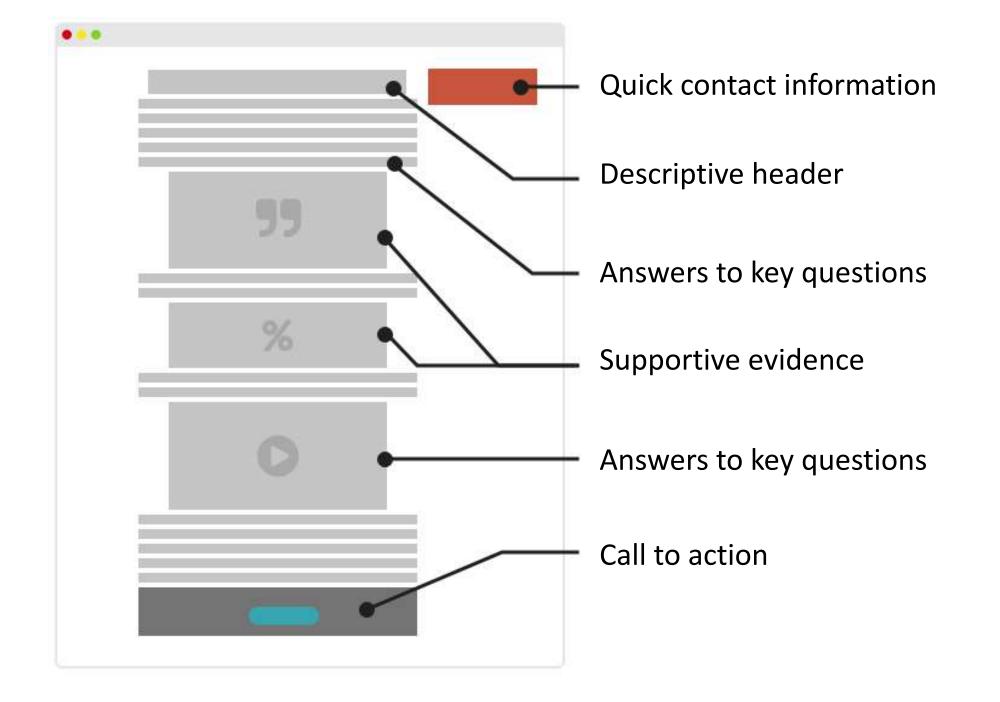


Anatomy of a conversion

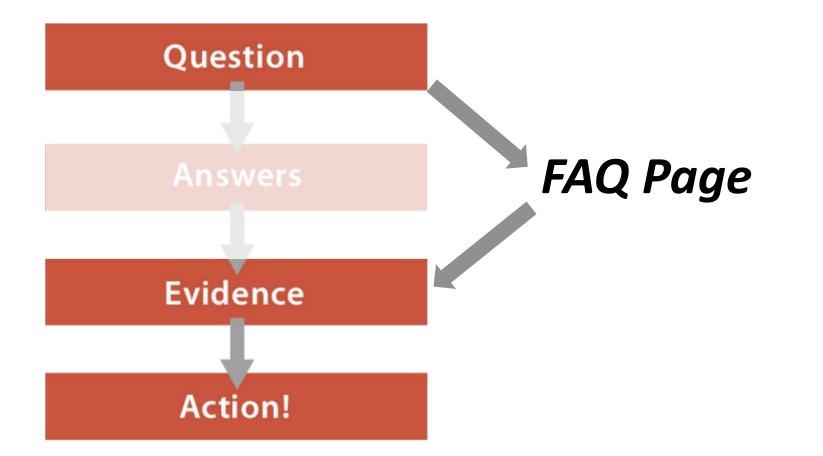




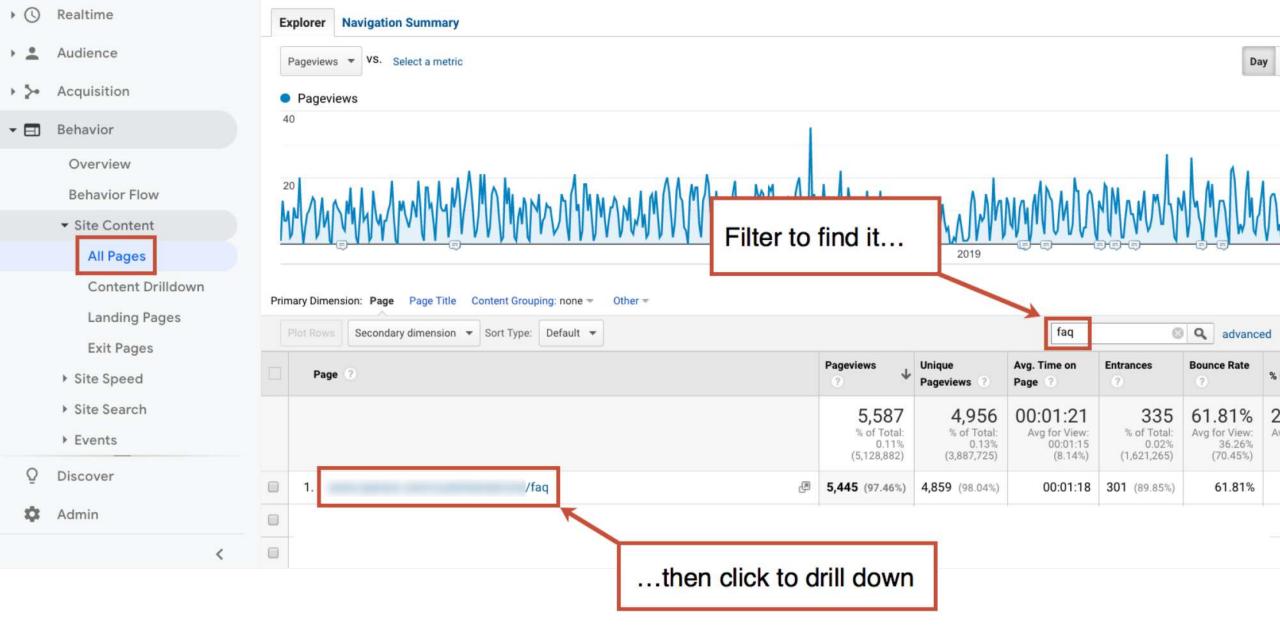




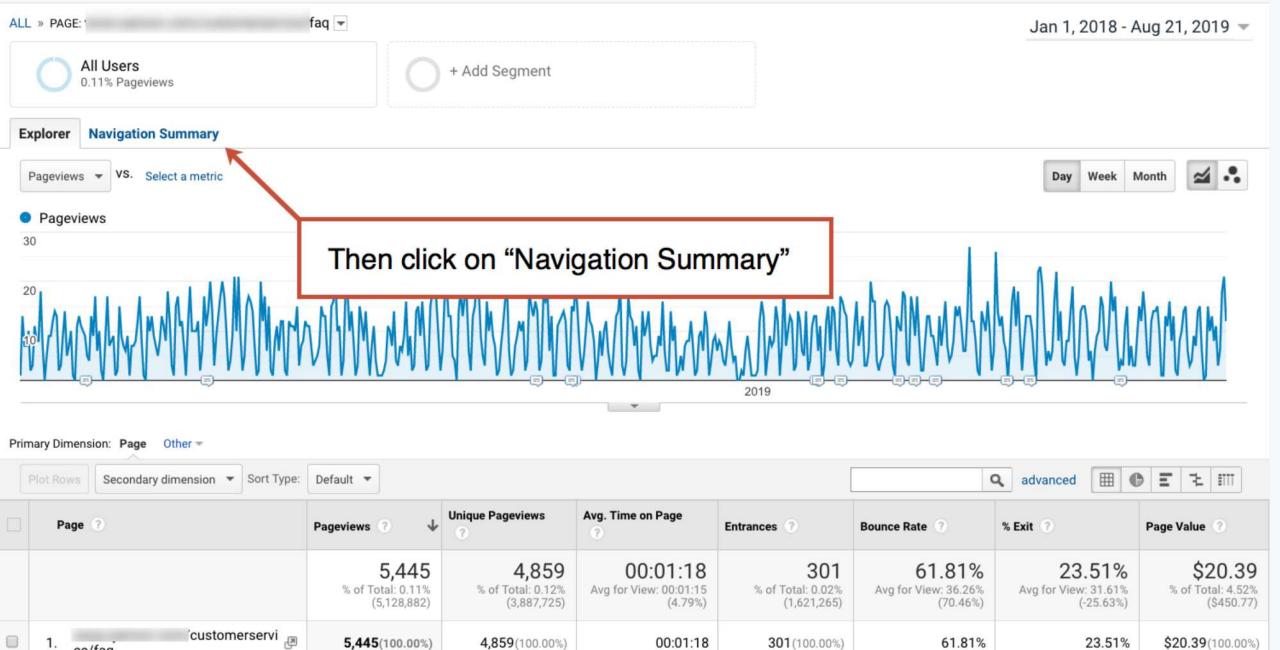
Out of context answers



-															
f	Home		13.		æ	1,627	(1.87%)	1,306	(1.78%)	00:02:03	297	(1.41%)	42.95%	32.45%	\$0.00 (0.00%)
> ■■	Customization		14.		Ð	1,391	(1.60%)	1,229	(1.68%)	00:02:02	291	(1.38%)	42.81%	39.54%	<\$0.01 (82.87%)
REPO	RTS		15.		Ð	1,370	(1.58%)	1,193	(1.63%)	00:02:18	335	(1.59%)	49.55%	43.28%	<\$0.01 (85.37%)
• 🕓	Realtime				-										
• •	Audience		16.		Ð	1,310	(1.51%)	1,124	(1.53%)	00:00:46	165	(0.78%)	41.82%	21.60%	\$0.03(271.83%)
÷≯•	Acquisition		17.		đ	1,296	(1.49%)	1,128	(1.54%)	00:01:53	231	(1.10%)	41.99%	32.95%	<\$0.01 (90.29%)
• 🗉	Behavior		18.		Ð	1,193	(1.37%)	1,029	(1.40%)	00:01:47	212	(1.01%)	26.42%	22.55%	\$0.00 (0.00%)
	Overview		19.		æ	1,056	(1.22%)	918	(1.25%)	00:01:21	151	(0.72%)	19.21%	21.69%	\$0.01 (110.94%)
	Behavior Flow		20.		Ð	1,043	(1.20%)	864	(1.18%)	00:01:00	126	(0.60%)	25.40%	21.09%	\$0.00 (0.00%)
	▼ Site Content														
	All Pages		21.		æ	1,032	(1.19%)	894	(1.22%)	00:02:06	204	(0.97%)	49.75%	34.59%	\$0.00 (0.00%)
	Content Drilldown		22.		æ	1,004	(1.16%)	881	(1.20%)	00:00:48	175	(0.83%)	31.43%	18.03%	\$0.01 (115.60%)
	Landing Pages		23.	.com/faqs	Ð	980	(1.13%)	927	(1.26%)	00:00:58	110	(0.52%)	18.18%	22.24%	\$0.06(659.21%)
	Exit Pages		24.	-	Ą	946	(1.09%)	829	(1.13%)	00:00:48	123	(0.58%)	17.89%	20.93%	\$0.00 (0.00%)
	Site Speed	_	£7.		0	,40	(1.02.0)	027	(1.10.0)	00.00.40	120	(0.00.0)	17.05%	20.70%	Q0.00 (0.00%)
	Site Search		25.		P	817	(0.94%)	748	(1.02%)	00:00:35	95	(0.45%)	22.11%	15.67%	\$0.00 (0.00%)
	▶ Events		26.		Ð	816	(0.94%)	651	(0.89%)	00:02:40	155	(0.74%)	59.62%	37.01%	\$0.00 (0.00%)
	Publisher		27.		æ	794	(0.90%)	702	(0.96%)	00:01:10	170	(0.85%)	22.91%	23.98%	\$0.00 (0.00%)
\$	<	-	21.		6	/04	(0.90%)	702	(0.90%)	00.01.10	1/9	(0.00%)	22.91%	23.90%	50.00 (0.00%)







00:01:18

301 (100.00%)

61.81%

Show rows:

10

23.51%

\$ Go to: 1

\$20.39(100.00%)

1-1 of 1 < >

5,445(100.00%)

4,859(100.00%)

1.

ce/faq

/faqs - Show rows: 10 \$

Entrances Aug 8, 2017 - Aug 14, 2019: 11.24%

Group pages by:

Previous Pages Aug 8, 2017 - Aug 14, 2019: 88.76%

Ungrouped 👻

Current Selection:

Exits Aug 8, 2017 - Aug 14, 2019: 21.95%

Next Pages Aug 8, 2017 - Aug 14, 2019: 78.05%

Previous Page Path	Pageviews	% Pageviews	Next Page Path	Pageviews	% Pageviews
.com/	147	17.67%	ال ام	76	10.41%
i/digital-asset-mana gement/introduction	111	13.3		73	10.00%
ر/marketing-operatio ns/introduction	61	7.3	These are the pages that a frustrating your visitors	64	8.77%
gement	22	2.6	nustrating your visitors	38	5.21%
/search-results	19	2.28%	e.	24	3.29%
ر/distributed-marketi ng/introduction	17	2.04%	e e e e e e e e e e e e e e e e e e e	18	2.47%
ligital-asset-mana gement/disclaimer-notice	12	1.44%	<mark>ى</mark> 0	10	1.37%
ns narketing-operatio	12	1.44%	ti	9	1.23%
ر. ns/rest-api/api-basics	12	1.44%	ti	9	1.23%
i/marketing-operatio ns/using-external-reporting-tools/report-dis tribution	12	1.44%	^{ti} គ្រា ។	9	1.23%

Search:

Search.

Questions to ask your FAQ's Previous Page Path

- 1. Are the FAQ questions missing from these pages?
- 2. Are there other questions these visitors are likely asking?

13:00 orbitmedia.com/blog/abc

@crestodina

How are they using this FAQ page?

"Our FAQ page has clickable questions."

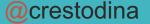


"Our FAQ page is just a tall page of text."

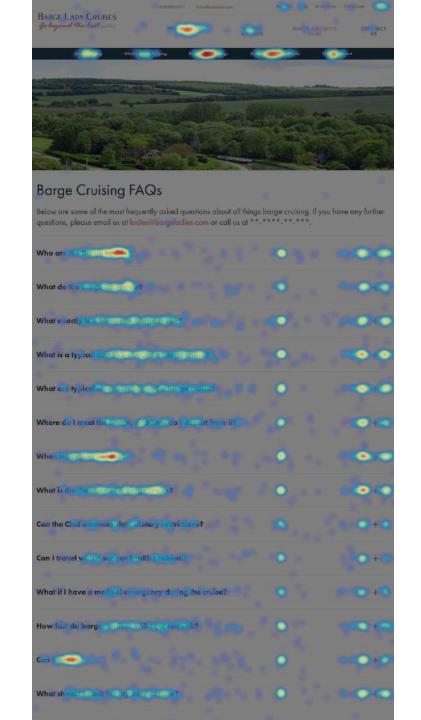




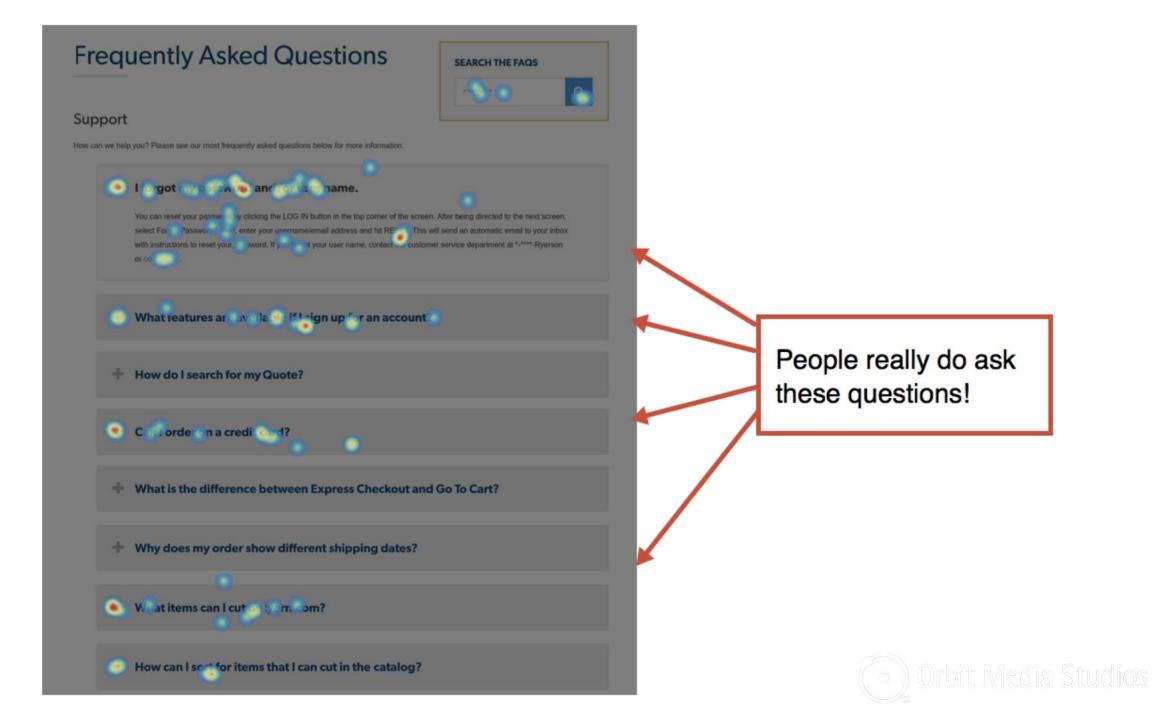
The limits of Analytics... Hello, Hotjar!

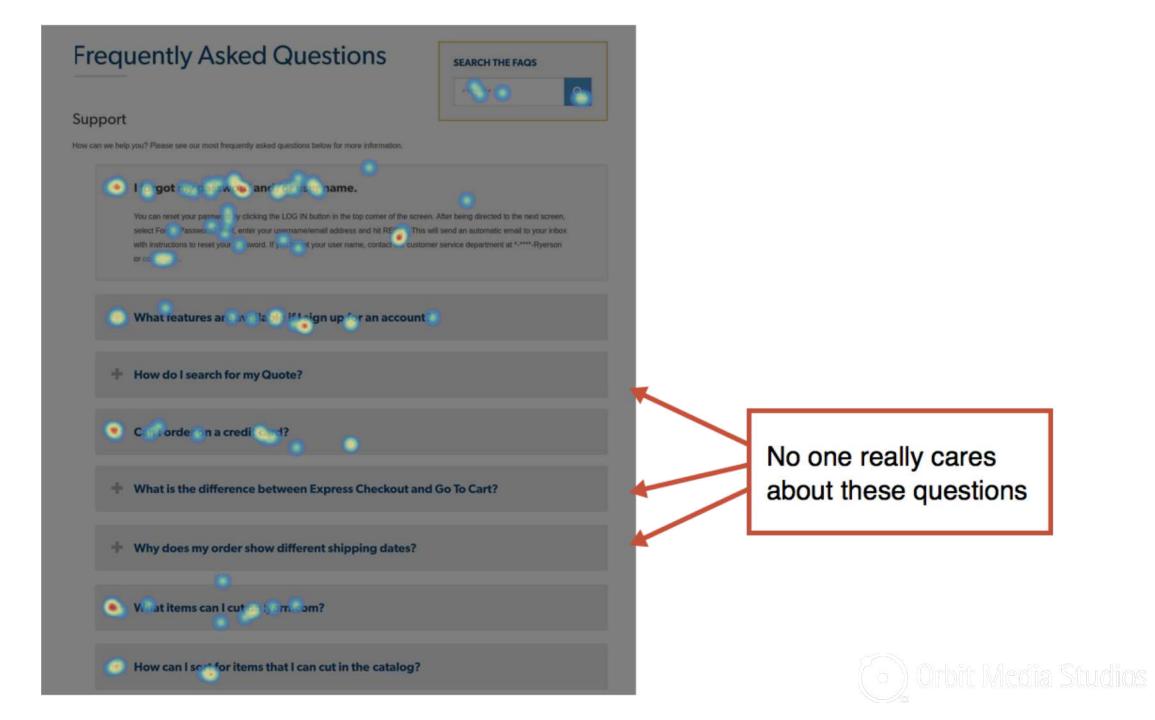


















Tips from your FAQ page heatmap

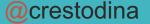
- 1. Reorder the questions, putting top Qs at the top
- 2. Remove the FAQs that aren't really frequently asked
- 3. Answer top questions on relevant pages

15:15 orbitmedia.com/blog/abc

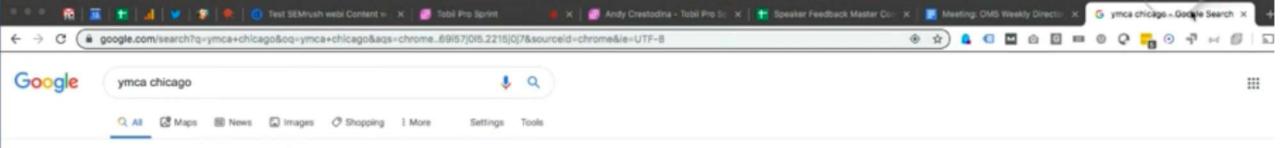
#CTAConf

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The limits of Hotjar... Hello, eye tracking!







About 14,600,000 results (0.76 seconds)

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Ad www.ymcachicago.org/ *

Join YMCA online today and attend variety of Group Exercise Classes for Free. No hidden fees. No contracts. Program discounts. Free group exercise class. Amenities: Cardio/Strength Equipment, Pool & Gym, Basketball Court, Child Care & Education.

P Chicago - 14 locations nearby

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Group Exercise Schedule

Q

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YMCA of Metro Chicago | Chicago, IL

https://www.ymcachicago.org *

This year, the Conagra Brands Foundation has partnered with the Kelly Hall YMCA to make a significant impact on hunger and food insecurity in Chicago's ...

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Jobs

Y locations

About Us

YMCA OF METRO CHICAGO > Jobs ... Our staff contribute to ...

Programs & Schedules

OK. Sign your daughter up for swimming at the Irving Park location.

YMCA Employees

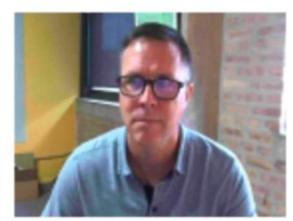
The following links are for YMCA of Metropolitan Chicago ...

YMCA of Metro Chicago

YMCA of Metro Chicago. YMCA OF METRO CHICAGO > Online ...

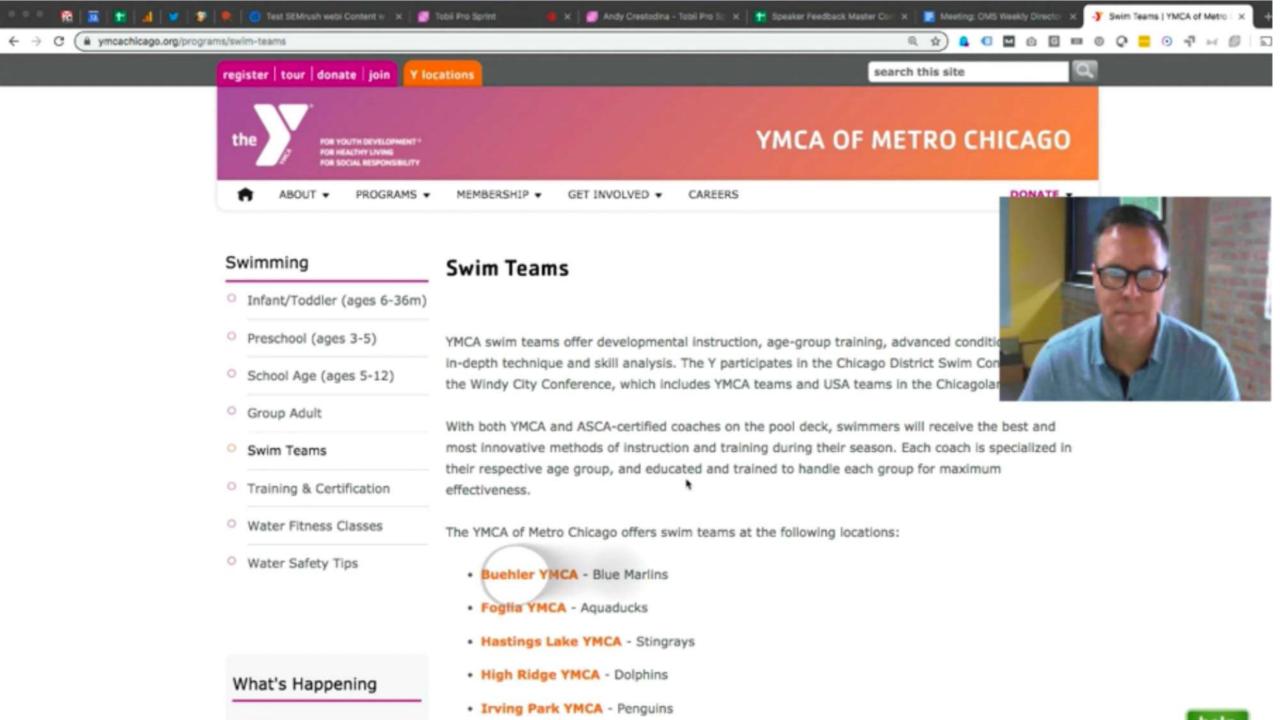
The mission of the YMCA of Metro

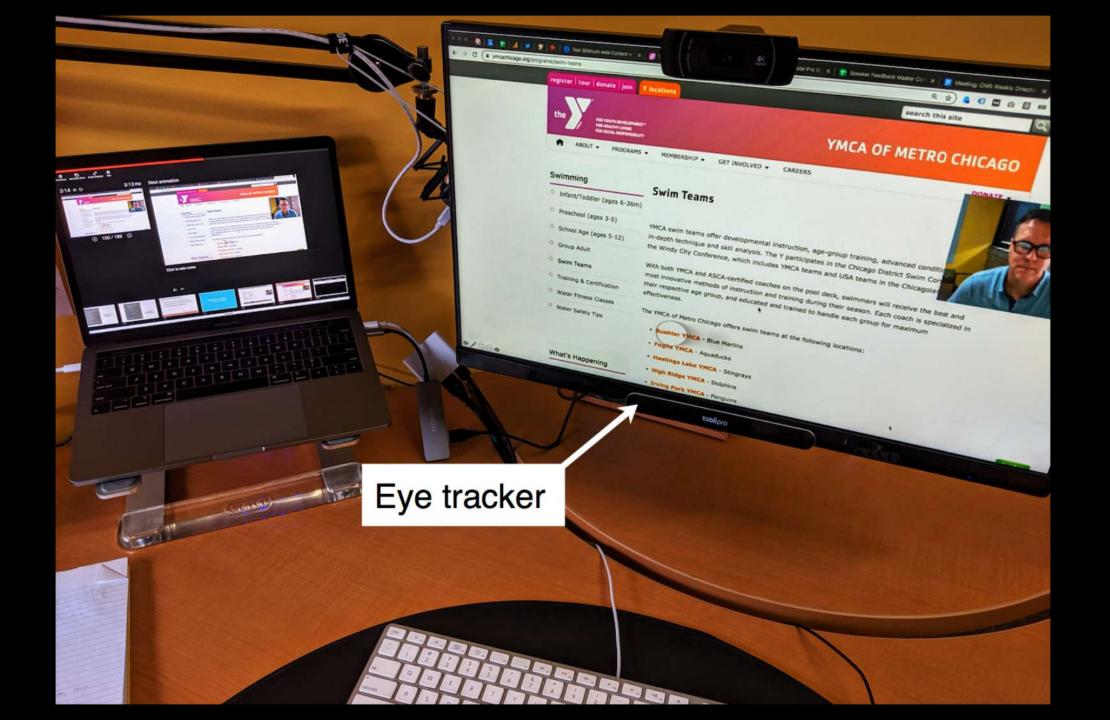
Chicago is to develop strong ...



	Email Link	Contact Form
Can store a backup in a database	No	Yes
Leads to a thank you page with additional content	No	Yes
Sends an auto-response email with additional content	Mostly No	Yes
Can ask specific questions	No	Yes
Can route message depending on answers	No	Yes
Can route message to multiple people	No	Yes
Works on any computer, no email software necessary	No	Yes
Increases spam	Yes	No







Google Analytics	Hotjar Recordings	Eye Tracking
On-site	On-site	Anywhere

Google Analytics	Hotjar Recordings	Eye Tracking
On-site	On-site	Anywhere
Pageviews (and events)	Pageviews Clicks Mouse movements	Pageviews Clicks Mouse movements Eye movement Video / Audio

Google Analytics	Hotjar Recordings	Eye Tracking
On-site	On-site	Anywhere
Pageviews (and events)	Pageviews Clicks Mouse movements	Pageviews Clicks Mouse movements Eye movement Video / Audio
"All visitors"	Random sample	Focus group

Google Analytics	Hotjar Recordings	Eye Tracking
On-site	On-site	Anywhere
Pageviews (and events)	Pageviews Clicks Mouse movements	Pageviews Clicks Mouse movements Eye movement Video / Audio
"All visitors"	Random sample	Focus group
Free	\$89/month	\$10,000

How are those videos performing?

"I embed YouTube videos and use GTM!"



"I'm planning to do more with video..."





Type of Video

Goals and Metrics

Social Media Videos Native w/in social networks	Exploring	social engagement and website traffic
Content Marketing Videos Blog posts (YouTube)	Looking for help and Information	website engagment (bounce rate, time on page, subscribers)
Conversion Videos Home, about, service pages, landing pages	Considering your offer	website conversion rate

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SEO is slow. It can take years to build up the authority of a domain and the rankings of pages. Search engine optimization is the slowest form of marketing I know. It really is.

306

But there's one big shortcut.

BY ANDY CRESTODINA This post is a step-by-step guide to improving your Google rankings quickly. It's the only fast SEO tactic that I know of. If you've never done it before, there may be huge opportunities to improve your Google rankings. The key is in your Analytics.

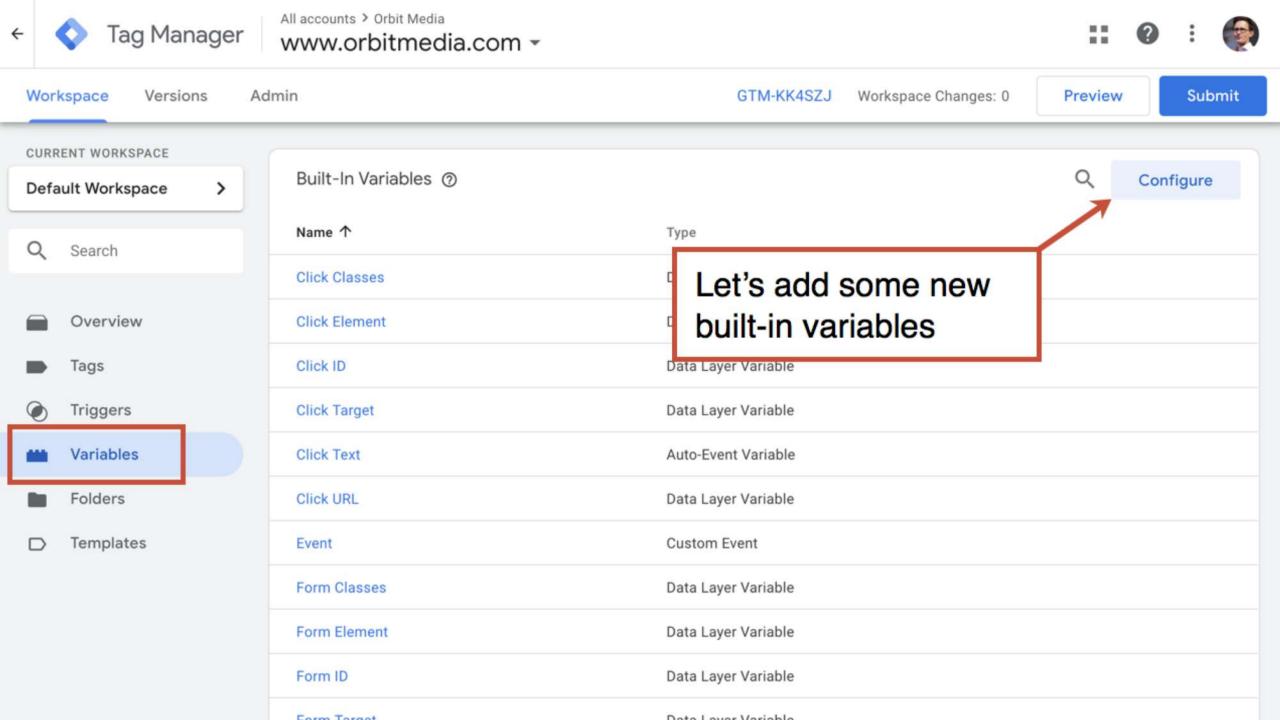


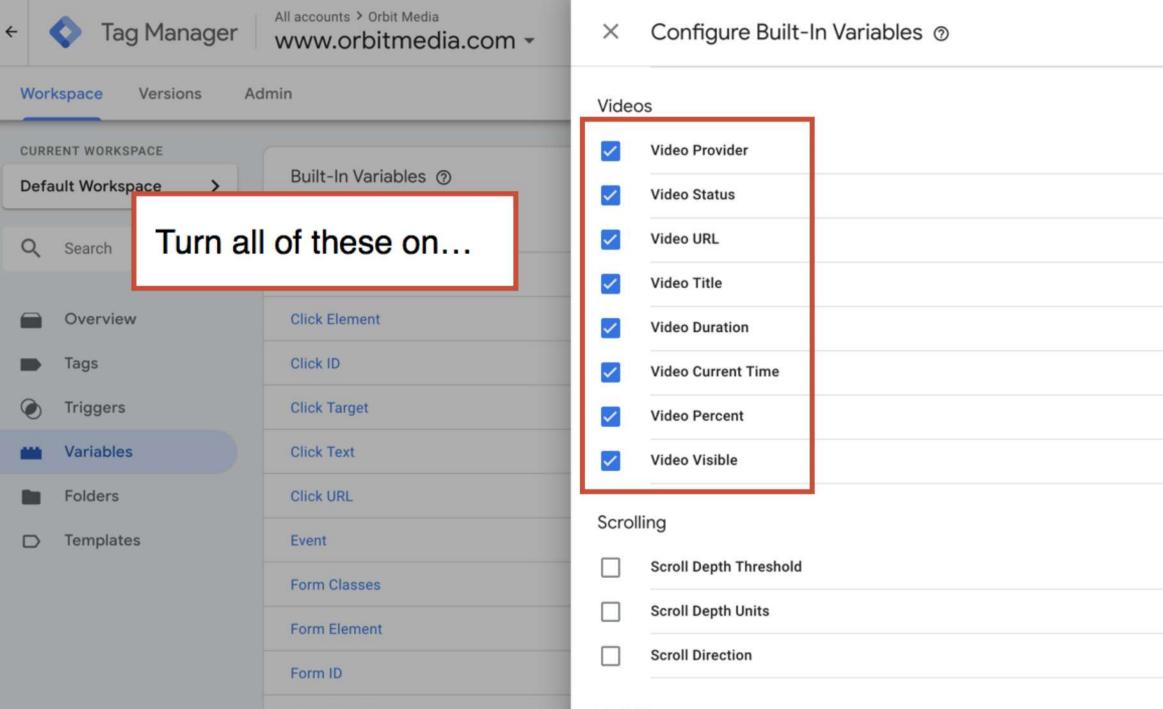
Update: Since this video, Google Analytics changed the name of the "Search Engine Optimization" report. The "Queries" data is now under Acquisition > Search Console >

Queries instead of "Search Engine Optimization

Embedded YouTube video



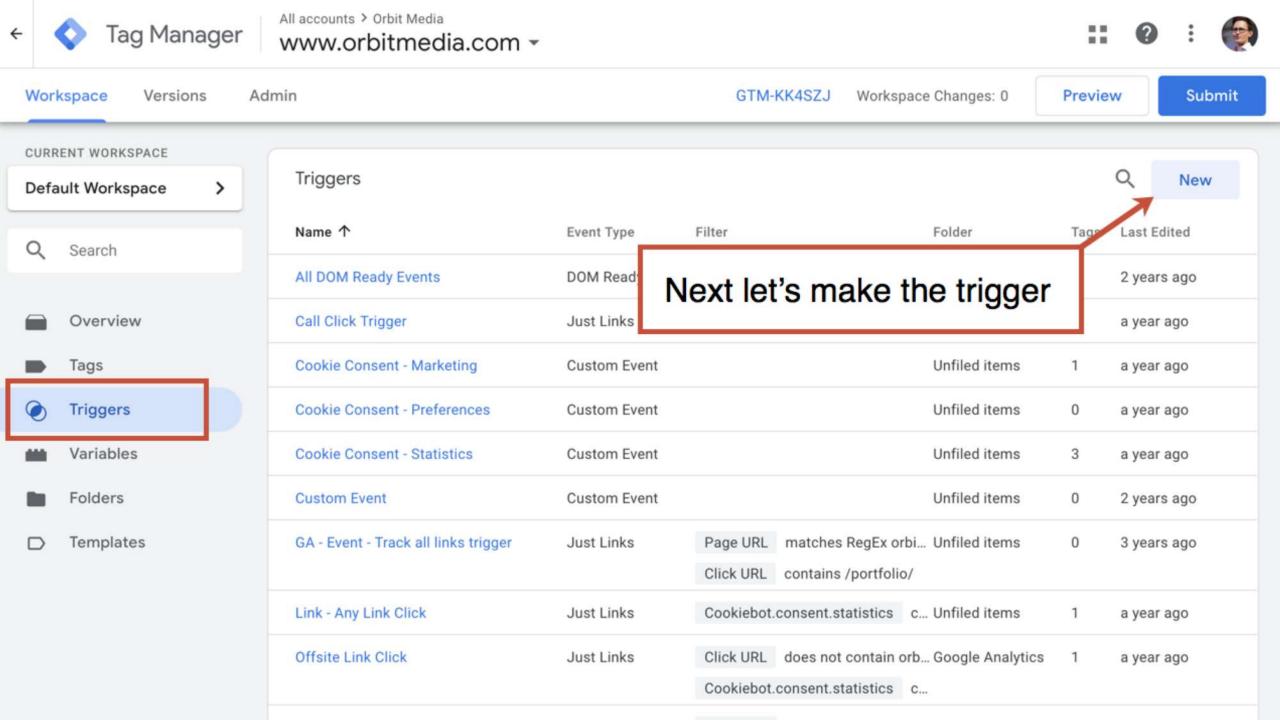


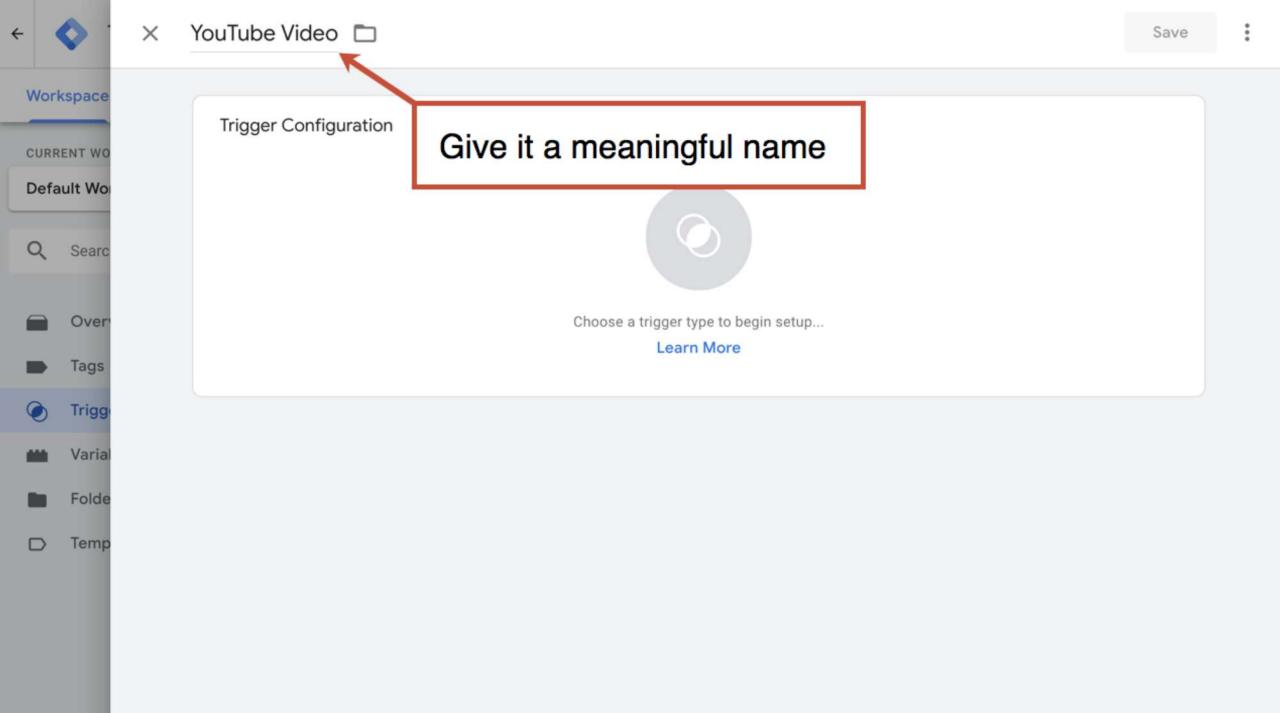


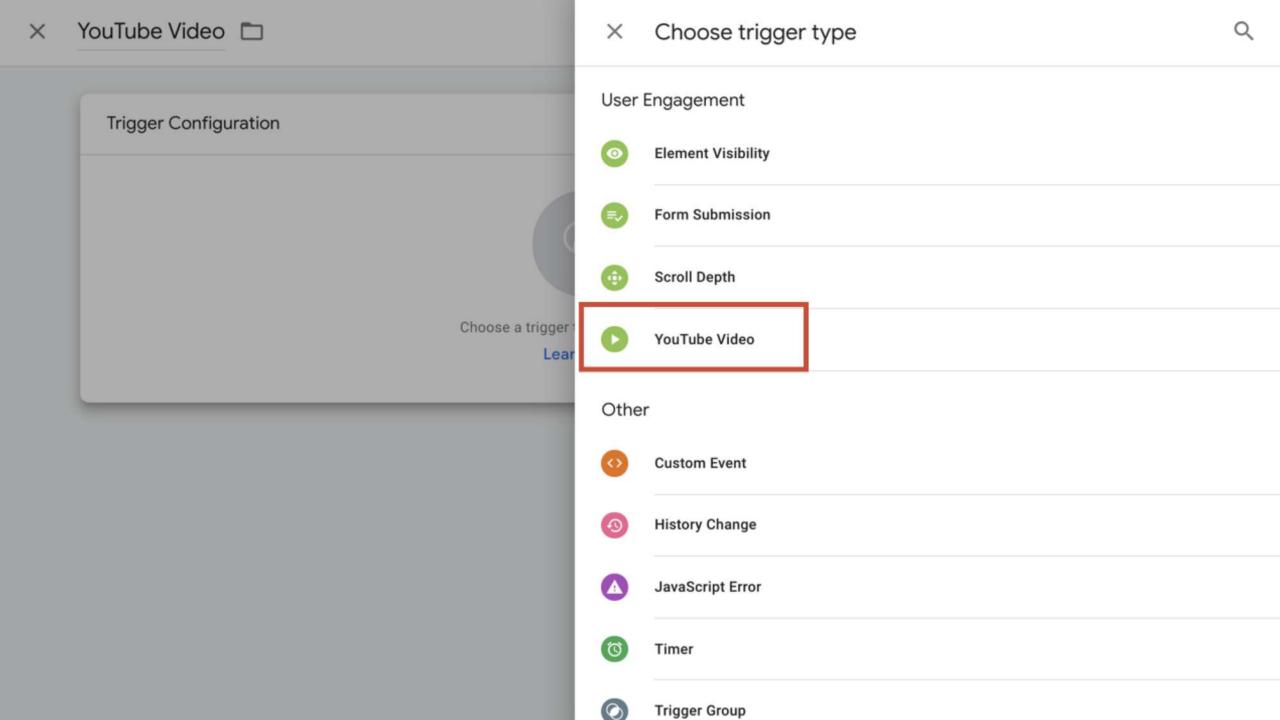
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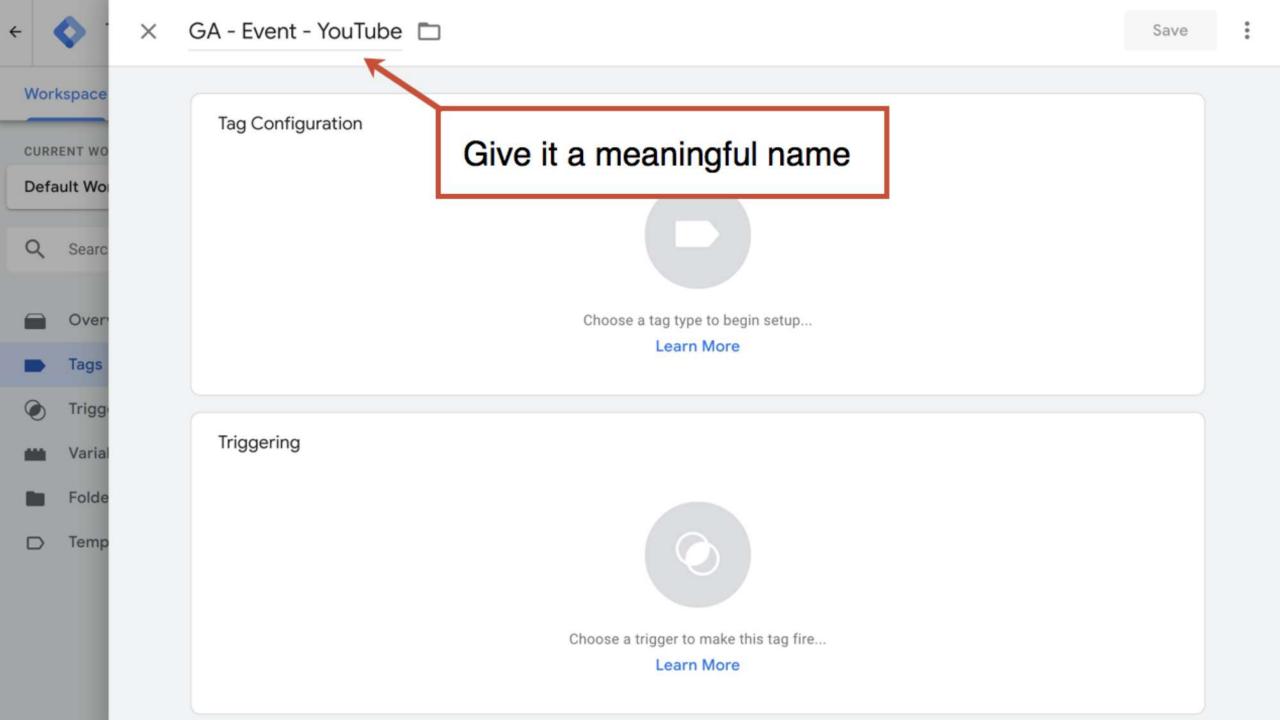




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			All Videos Some Videos	
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۲	Triggers Variables		GA - Event - Offsite Link	Google Analytics: Universal Analytics	Offsite Link Click	Google Analytics	a year ago		
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🗙 🛛 GA - Event - YouTube 🗖

Featured Tag Configuration **Google Analytics: Universal Analytics** .1 Google Marketing Platform Google Analytics: App + Web Configuration ... BETA Google Marketing Platform Google Analytics: App + Web Event BETA .1 Google Marketing Platform Choose a tag ty **Google Ads Conversion Tracking** Lear Google Ads **Google Ads Remarketing** Google Ads Triggering **Floodlight Counter** O Google Marketing Platform **Floodlight Sales** 0 Google Marketing Platform **Conversion Linker** Google Choose a trigger **Google Optimize** -Google Marketing Platform Lear **Google Surveys Website Satisfaction**

X

Choose tag type

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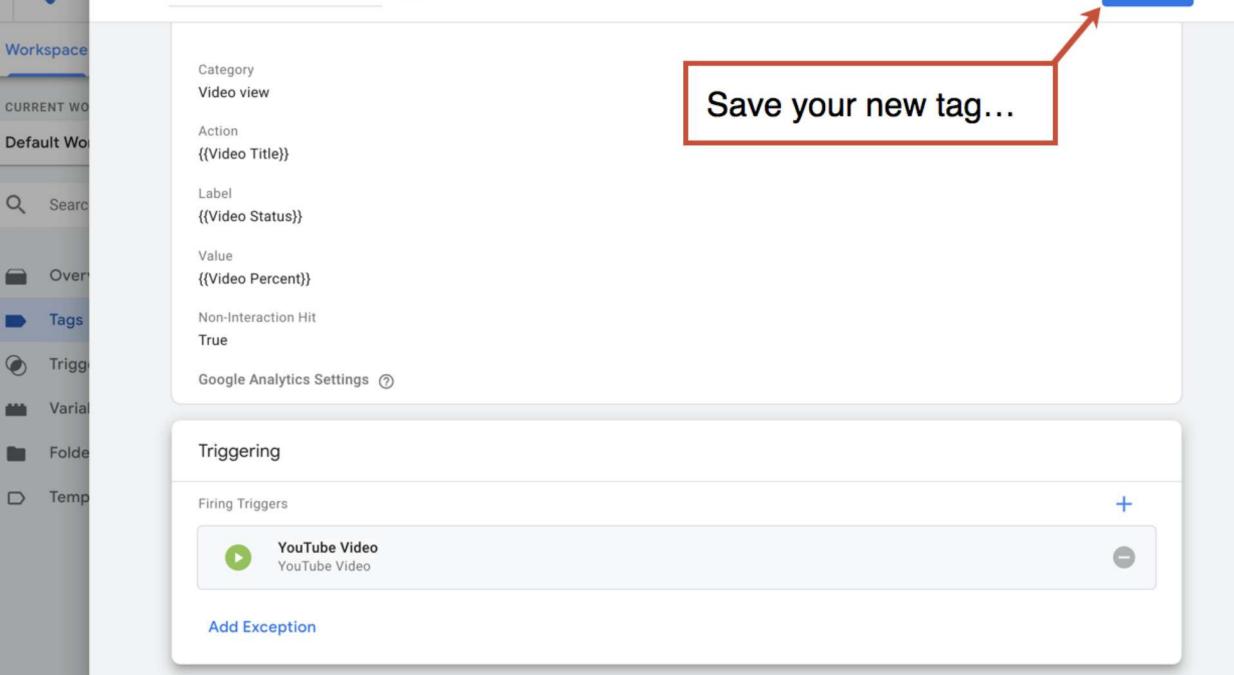
Save

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Triggers Variables	GA - Event - Offsite Link	Google Analytics: Universal Analytics	Offsite Link Click	Google Analytics	a year ago
Folders	GA - Event - Track All Link Clicks	Google Analytics: Universal Analytics	Link - Any Link Click	Unfiled items	a year ago
> Templates	GA - Event - YouTube	Google Analytics: Universal Analytics	YouTube Video	Unfiled items	10 days ago
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	SCHEMA - Services - Service Parent Pages	Custom HTML	SCHEMA - Services Parent	Unfiled items	a year ago



306

How To Improve Your Google Rankings: 9 Steps to Rank Higher Fast Using Analytics

ANALYTICS | SEO & CONTENT MARKETING / 131 COMMENTS



SEO is slow. It can take years to build up the authority of a domain and the rankings of pages. Search engine optimization is the slowest form of marketing I know. It really is.

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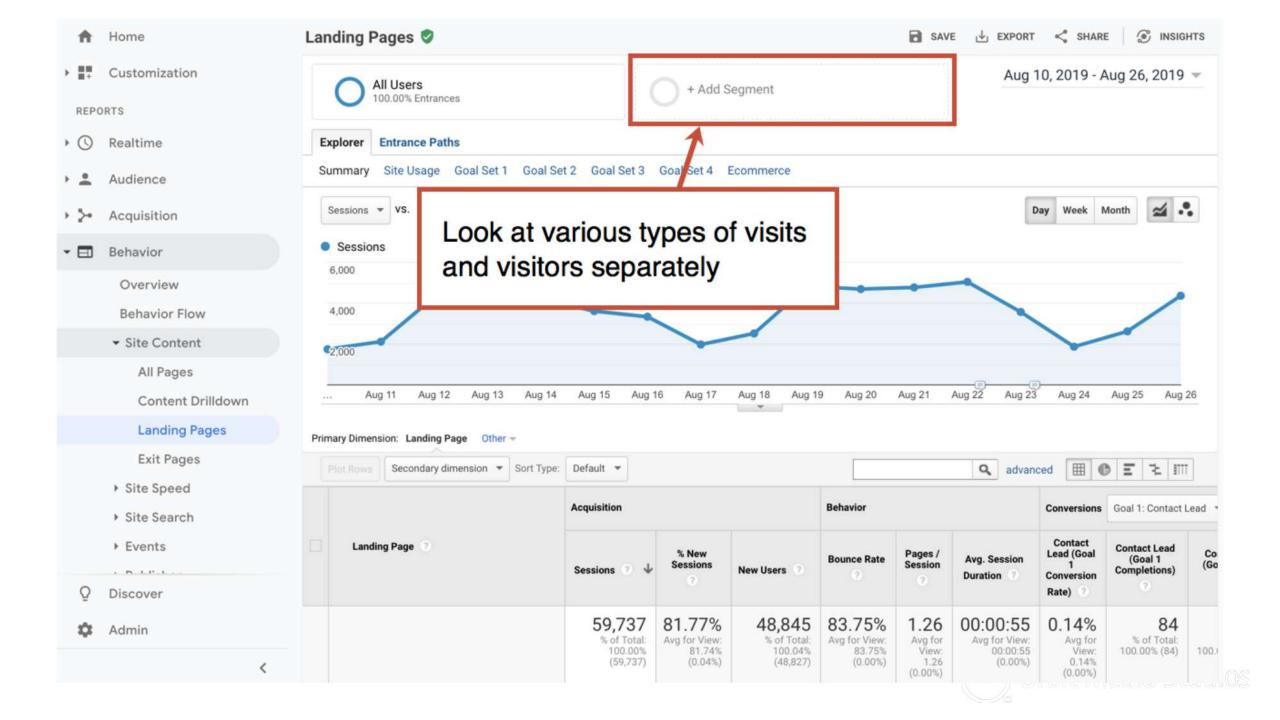
Now we'll know when people play this!

Update: Since this video, Google Analytics changed the name of the "Search Engine Optimization" report. The "Queries" data is now under Acquisition > Search Console >

Let's make a segment of video viewers







A Home

Customization

REPORTS

- Realtime
- Audience
- Acquisition
- 🕶 🖃 🛛 Behavior

Overview Behavior Flow

▼ Site Content

All Pages

Content Drilldown

Landing Pages

Exit Pages

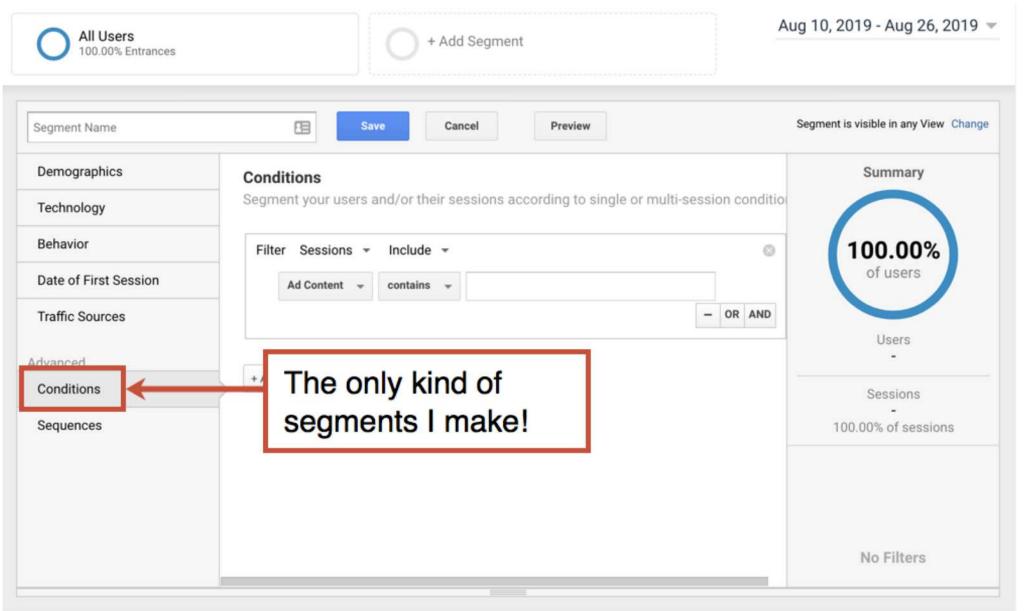
- Site Speed
- Site Search
- Events

. B. I. P. I.

Q Discover

🎝 Admin

All Users	Č	Choose segment from list	Aug 1	0, 2019 - Aug 26, 20
+ NEW SEGMENT	Import from gallery Share segments		View 🔳 🎞	Search segments
	Segment Name	Created	Modified	
VIEW SEGMENTS	E Dius Secondo	Mar 14 2019	Mar 14, 2018	Actions -
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Shared	□ ☆ Blog Readers	Apr 24, 2018	Apr 24, 2018	Actions 👻
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	🗆 📩 Direct Traffic			Actions 👻
	🗆 📩 Email Visitors	May 16, 2018	May 16, 2018	Actions 👻
		Sen 13 2018	Sep 13, 2018	Actions -





Now let's make segments for video watchers...

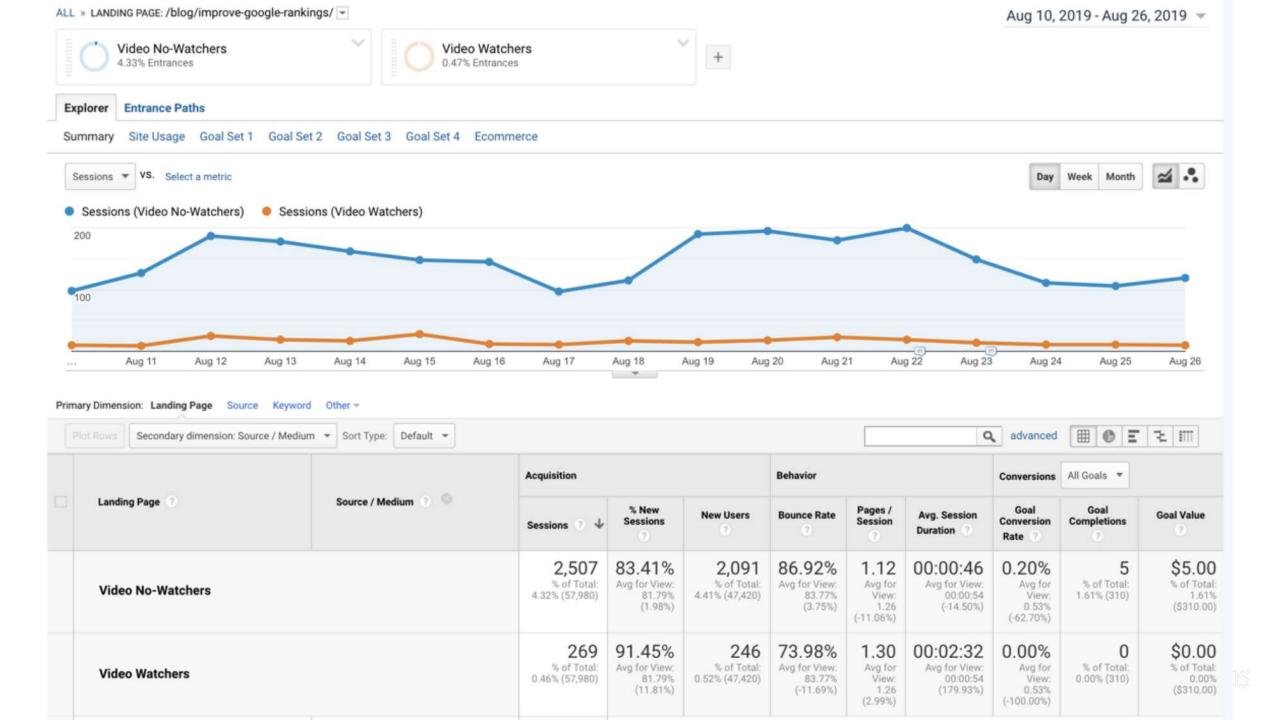
All Users 100.00% Users	- + Add Segment	Aug 8, 2019 - Aug 19, 2019 👻
Video Watchers Demographics	Save Cancel Preview Condition Segment your users and/or their sessions according to single or multi-session conditions.	Segment is visible in any View Change Summary
Technology Behavior Date of First Session Traffic Sources	Filter Sessions - Include - Event Category - Contains - Video view - OR AND	0.84% of users
Advanced Conditions	Event CategorycontainsVideo view	Users 297 Sessions 296 0.72% of sessions
ocquences		Conditions © Event Category: contains "Video view"



Now let's make segments for and non-watchers

All Users 100.00% Users	- + Add Segment	Aug 8, 2019 - Aug 19, 2019 👻
Video No-Watchers Demographics	Save Cancel Preview Conditic Exclude when	Segment is visible in any View Change Summary
Technology Behavior	Segment your users and/or meir sessions according to single or multi-session conditions. Filter Sessions - Exclude - Ø	99.45%
Date of First Session Traffic Sources	Event Category - contains - Video view	of users
Advanced Conditions	Event CategorycontainsVideo view	Users 35,127 Sessions
Sequences		40,961 99.28% of sessions
		Event Category: contains "Video view"





10% of visitors watch

	Source / Medium 🦿 🔍	Acquisition		Behavior			Conversions	All Goals 🔻	
Landing Page		Sessions 🧿 🗸	% New Sessions	New Users	Bounce Rate	Pages / Session	Avg. Session Duration	Goal Conversion Rate	Goal Completions
Video No-Watchers			83.41% Avg for View: 81.79% (1.98%)	2,091 % of Total: 4.41% (47,420)	86.92% Avg for View: 83.77% (3.75%)	1.12 Avg for View: 1.26 (-11.06%)	00:00:46 Avg for View: 00:00:54 (-14.50%)	0.20% Avg for View: 0.53% (-62.70%)	5 % of Total: 1.61% (310)
Video Watchers		269 % of Total: 0.46% (57,980)	91.45% Avg for View: 81.79% (11.81%)	246 % of Total: 0.52% (47,420)	73.98% Avg for View: 83.77% (-11.69%)	1.30 Avg for View: 1.26 (2.99%)	00:02:32 Avg for View: 00:00:54 (179.93%)	0.00% Avg for View: 0.53% (-100.00%)	0 % of Total: 0.00% (310)



Watchers are less likely to bounce

	Source / Medium 🕐 🥯	Acquisition			Behavier			Conversions	All Goals 🔻
Landing Page 🕜		Sessions 🧿 🗸	% New Sessions	New Users	Bounce Rate	Pages / Session	Avg. Session Duration	Goal Conversion Rate	Goal Completions
Video No-Watchers		2,507 % of Total: 4.32% (57,980)	83.41% Avg for View: 81.79% (1.98%)	2,091 % of Total: 4.41% (47,420)	86.92% Avg for View: 83.77% (3.75%)	1.12 Avg for View: 1.26 (-11.06%)	00:00:46 Avg for View: 00:00:54 (-14.50%)	0.20% Avg for View: 0.53% (-62.70%)	5 % of Total: 1.61% (310)
Video Watchers		269 % of Total: 0.46% (57,980)	91.45% Avg for View: 81.79% (11.81%)	246 % of Total: 0.52% (47,420)	73.98% Avg for View: 83.77% (-11.69%)	1.30 Avg for View: 1.26 (2.99%)	00:02:32 Avg for View: 00:00:54 (179.93%)	0.00% Avg for View: 0.53% (-100.00%)	0 % of Total: 0.00% (310)



They spend 2.5x more time on the page

	Source / Medium 💿 💿	Acquisition			Behavior			Conversions	All Goals 🔻	
Landing Page		Sessions 📀 🤟	% New Sessions	New Users	Bounce Rate	Pages / Session	Avg. Session Division	Goal Conversion Rate	Goal Completions	
Video No-Watchers		2,507 % of Total: 4.32% (57,980)	83.41% Avg for View: 81.79% (1.98%)	2,091 % of Total: 4.41% (47,420)	86.92% Avg for View: 83.77% (3.75%)	1.12 Avg for View: 1.26 (-11.06%)	00:00:46 Avg for View: 00:00:54 (-14.50%)	0.20% Avg for View: 0.53% (-62.70%)	5 % of Total: 1.61% (310)	
Video Watchers		269 % of Total: 0.46% (57,980)	91.45% Avg for View: 81.79% (11.81%)	246 % of Total: 0.52% (47,420)	73.98% Avg for View: 83.77% (-11.69%)	1.30 Avg for View: 1.26 (2.99%)	00:02:32 Avg for View: 00:00:54 (179.93%)	0.00% Avg for View: 0.53% (-100.00%)	0 % of Total: 0.00% (310)	



5 Questions to ask your video play event reports

- 1. Where do videos perform best? On-site or YouTube?
- 2. Could other high-bounce/low time-on-page pages use videos?
- 3. Could we improve the play-rate? (better thumbs)



Great video thumbnails have two things...





Great video thumbnails have two things...





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HOW TO **RANK HIGHER** IN GOOGLE IN 5 MINUTES USING ANALYTICS 10:48



How to Get Higher Google Rankings in 2019 [New Checklist] Brian Dean Ø 346K views • 1 year ago

Want higher Google rankings in 2019? Then make sure to check out this new case study. In today's video you'll see how my SEO ...



How to Rank for a Keyword in Google (Even the Tough Ones!) The Deep End + 19K views + 8 months ago

Ranking for profitable keywords will help your business grow. But how can it be done? In this video I'll show you my exact method ...

SEO For Beginners: 3 Powerful SEO Tips to Rank #1 on Google in 2019

Neil Patel @ 1.2M views • 1 year ago

SEO For Beginners: 3 Powerful SEO Tips to Rank #1 on Google in 2019 Are you new to SEO and want to rank #1 on google this ...

CC

CC



SEO is slow. It can take years to build up the authority of a domain and the rankings of pages. Search engine optimization is the ...

Video SEO - How to Rank #1 in YouTube (Fast!)

Brian Dean Ø 856K views • 2 years ago

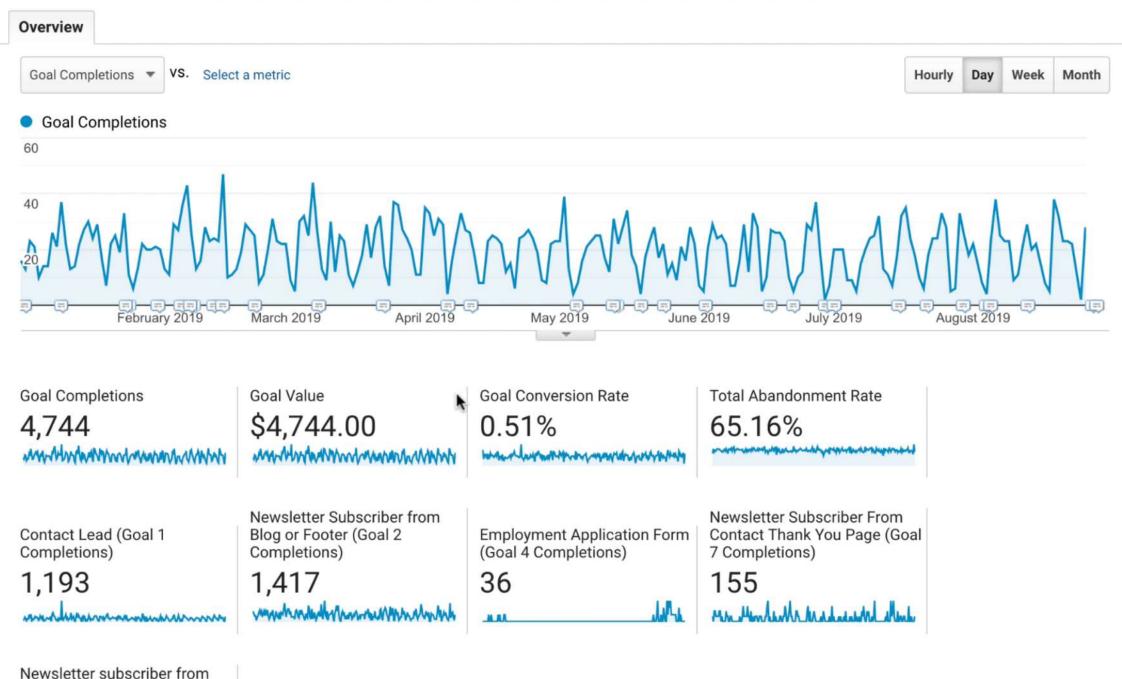
This video will show you everything you need to know about video SEO. Specifically, you'll learn how to optimize your videos ...

CC

Segments. So useful...







Newsletter subscriber from sticky blog footer (Goal 13 Completions)

Request Andy to Speak (Goal

Which articles inspire visitors to subscribe?



"We have content and email sign up CTAs."



"We don't have a blog or newsletter."





Conversions > Goals > Reverse Goal Path

> Acquisition	Explorer	The pa	ages they were rea	ading	
Behavior		befo	re they converted	this many tim	es
Conversions	Goal Completion Location 🕐	Goal Previous Step 1	Goal Previous Step - 2 🥡	Step - 3 🕐	Completions 1
▲ Goals	1. /sticky-newsletter-thank-you/	/blog/blogging-statistics/	(entrance)	(not set)	95 (3.60%)
Overview	2. /sticky-newsletter-thank-you/	/blog/website-footer-design-best-practices/	(entrance)	(not set)	74 (2.80%)
Goal URLs	3. /sticky-newsletter-thank-you/	/blog/improve-google-rankings/	(entrance)	(not set)	70 (2.65%)
Reverse Goal Path	4. /sticky-newsletter-thank-you/	/blog/web-design-standards/	(entrance)	(not set)	67 (2.54%)
Funnel	5. /sticky-newsletter-thank-you/	/blog/website-competitive-analysis-tools/	(entrance)	(not set)	61 (2.31%)
Visualization	6. /sticky-newsletter-thank-you/	/blog/how-to-write-testimonials-examples/	(entrance)	(not set)	55 (2.08%)
Goal Flow	7. /sticky-newsletter-thank-you/	/blog/email-signup-forms/	(entrance)	(not set)	52 (1.97%)
 Ecommerce 	8. /sticky-newsletter-thank-you/	/blog/web-design-tips/	(entrance)	(not set)	52 (1.97%)
Multi-Channel	9. /sticky-newsletter-thank-you/	/blog/how-to-market-an-event/	(entrance)	(not set)	46 (1.74%)
Funnels	10. /sticky-newsletter-thank-you/	/blog/seo-best-practices/	(entrance)	(not set)	42 (1.59%)
 Attribution 	11. /sticky-newsletter-thank-you/	/blog/website-navigation/	(entrance)	(not set)	40 (1.51%)
Q Discover	12. /sticky-newsletter-thank-you/	/blog/website-launch-checklist/	(entrance)	(not set)	37 (1.40%)
Admin	13. /sticky-newsletter-thank-you/	/blog/what-is-google-tag-manager-and-why-use it/	e- (entrance)	(not set)	37 (1.40%)
· ·	14. /sticky-newsletter-thank-you/	/blog/content-marketing-metrics-to-track/	(entrance)	(not set)	33 (1.25%)
<	15. /sticky-newsletter-thank-you/	/blog/google-analytics-url-builder/	(entrance)	(not set)	30 (1.14%)



Behavior > Site Content > All Pages

> <u>></u> -	Acquisition		Plot Ro	Secondary dimension 🔻 Sort Typ	e: Default	*			[Q advar	nced 🖽 🕐	E 2 III
- 🗆	Behavior		Р	age 🕐	Pagevie	ws 🕐 🗸	Unique Pageview	is ?	Avg. Time on Page	Entrances	0	Bounce Rate	% Exit 🕐	Page Value 📀
	Overview Behavior Flow					0,962 % of Total: 100.00% (590,962)	%	1,910 of Total: 100.00% (541,910)	00:03:26 Avg for View: 00:03:26 (0.00%)	%	5,490 of Total: 100.00% 465,490)	83.41% Avg for View: 83.41% (0.00%)	78.77% Avg for View: 78.77% (0.00%)	\$0.01 % of Total 100.00% (\$0.01)
	All Pages	0	1.	/blog/how-to-write-testimonials-e	₿ 48,653	(8.23%)	46,003	(8.49%)	00:06:C					36
	Content Drilldown		2.	/blog/website-footer-design-best-	38,742	(6.56%)	36,267	(6.69%)	00:05:3	The	e ur	nique p	agevi	ews
	Exit Pages	0	3.	/blog/what-is-google-tag-manage d	₱ 37,009	(6.26%)	35,465	(6.54%)	00:10:0	to e	ach	n of the	ose pa	ges
	Site Speed		4.	/blog/improve-google-rankings/	₱ 30,532	(5.17%)	28,867	(5.33%)	00:06:4	-				
	Site Search	0	5.	/blog/perfect-profile-pictures-9-tip s-plus-some-research/	25,176	(4.26%)	23,893	(4.41%)	00:07:15	23,856	(5.12%)	90.39%	94.47%	<\$0.01 (2.76%
	Events		6.	1	22,019	(3.73%)	19,043	(3.51%)	00:01:49	16,323	(3.51%)	49.23%	48.77%	\$0.03(206.83%
	 Publisher Experiments 	0	7.	/blog/website-navigation/	₽ 17,474	(2.96%)	16,018	(2.96%)	00:05:44	15,652	(3.36%)	84.54%	86.53%	<\$0.01 (17.01%
		0	8.	/blog/seo-best-practices/	₽ 16,688	(2.82%)	15,174	(2.80%)	00:04:21	14,590	(3.13%)	79.36%	81.35%	<\$0.01 (27.21%
, la	Conversions	0	9.	/blog/media-pitch-examples/	₽ 16,477	(2.79%)	15,441	(2.85%)	00:08:36	15,416	(3.31%)	90.28%	93.45%	<\$0.01 (7.49%
Q	Discover	0	10.	/blog/	₽ 12,011	(2.03%)	9,050	(1.67%)	00:01:15	4,790	(1.03%)	47.05%	32.44%	\$0.05 (422.43%
\$	Admin	0	11.	/blog/google-analytics-url-builde r/	₱ 11,749	(1.99%)	10,976	(2.03%)	00:02:14	10,341	(2.22%)	66.84%	67.73%	<\$0.01 (27.08%
	<	0	12.	/blog/how-to-market-an-event/	₽ 9,929	(1.68%)	9,328	(1.72%)	00:07:42	9,296	(2.00%)	89.72%	92.18%	<\$0.01 (8.85%

	A	В	С	D	E
1	Page	Pageviews	Newsletter Subs	Conversion Rate	
2	/blog/email-signup-forms/	4,098	39	0.95%	
3	/blog/free-seo-advice/	3,367	27	0.80%	
4	/blog/blogger-trends/	6,434	49	0.76%	
5	/blog/how-to-start-a-blog/	2,400	18	0.75%	
6	/blog/great-writing-higher-search-rankings/	2,354	14	0.59%	
7	/blog/web-content-checklist-17-ways-to-publish-better-o	2,818	13	0.46%	
8	/blog/questions-to-ask-your-homepage/	4,157	19	0.46%	
9	/blog/how-to-research-keywords-tips/	5,190	21	0.40%	
10	/blog/social-media-seo/	4,065	15	0.37%	
11	/blog/lead-generation-website-practices/				
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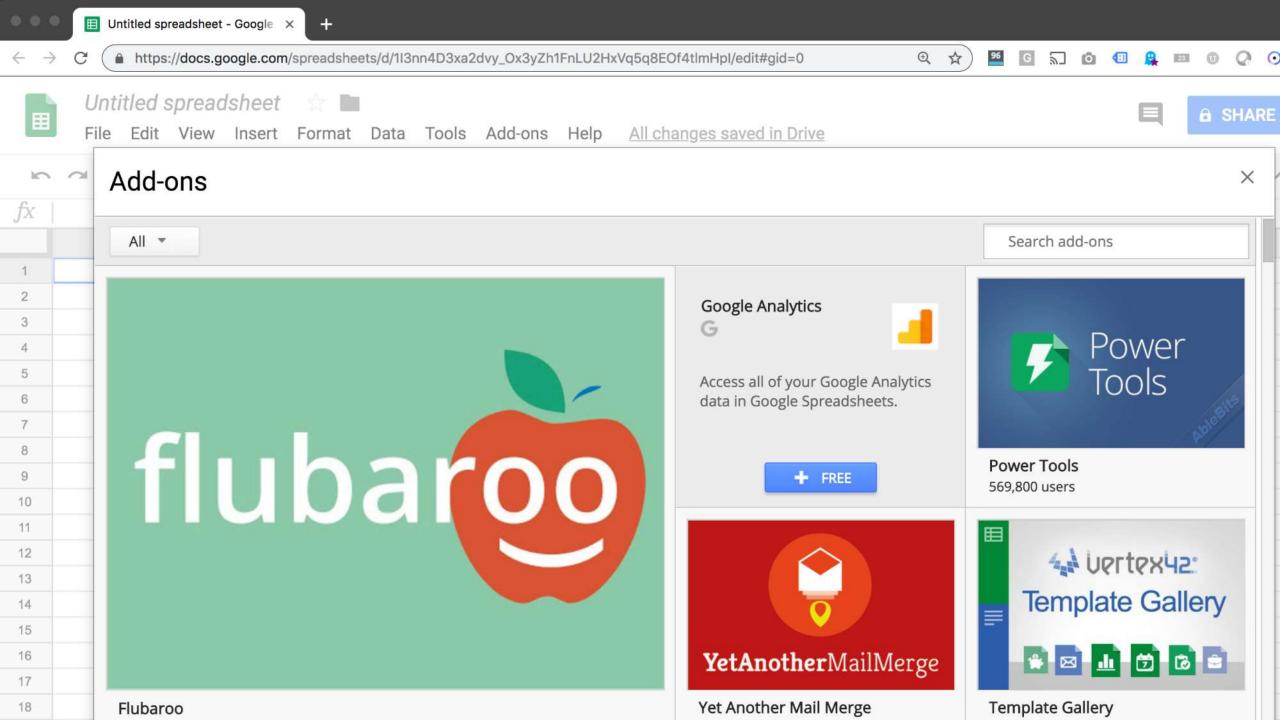
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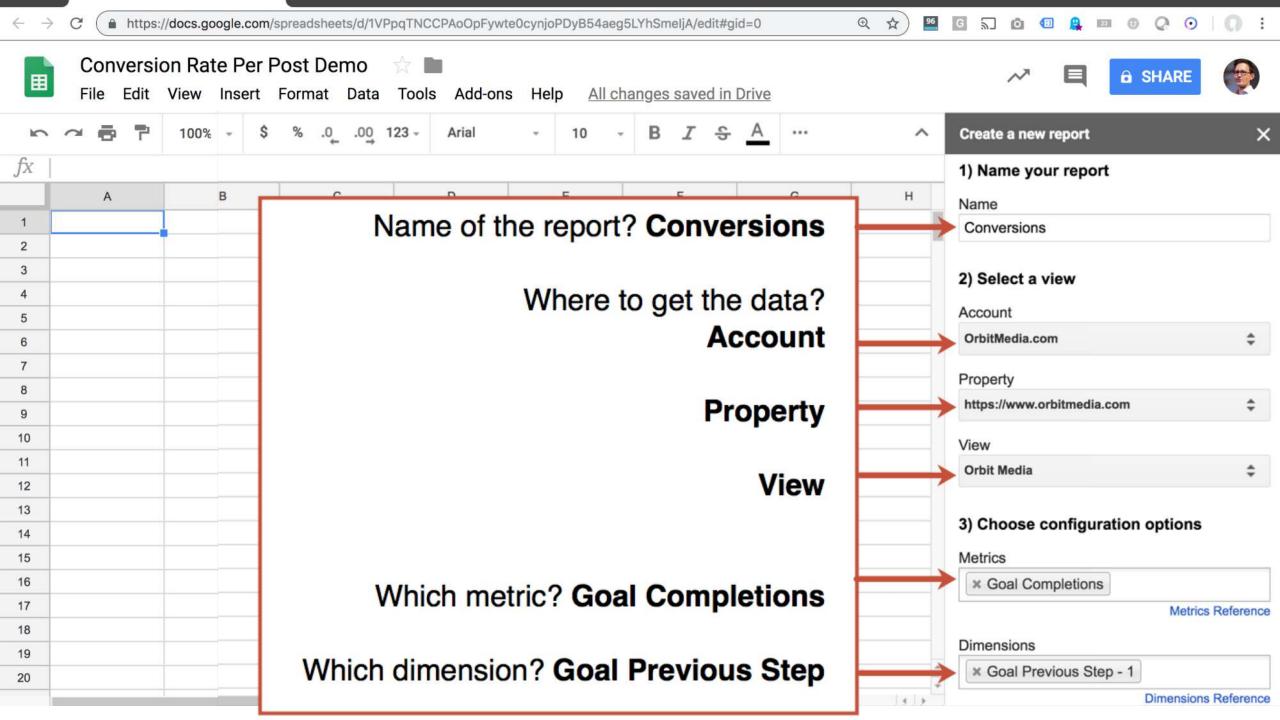
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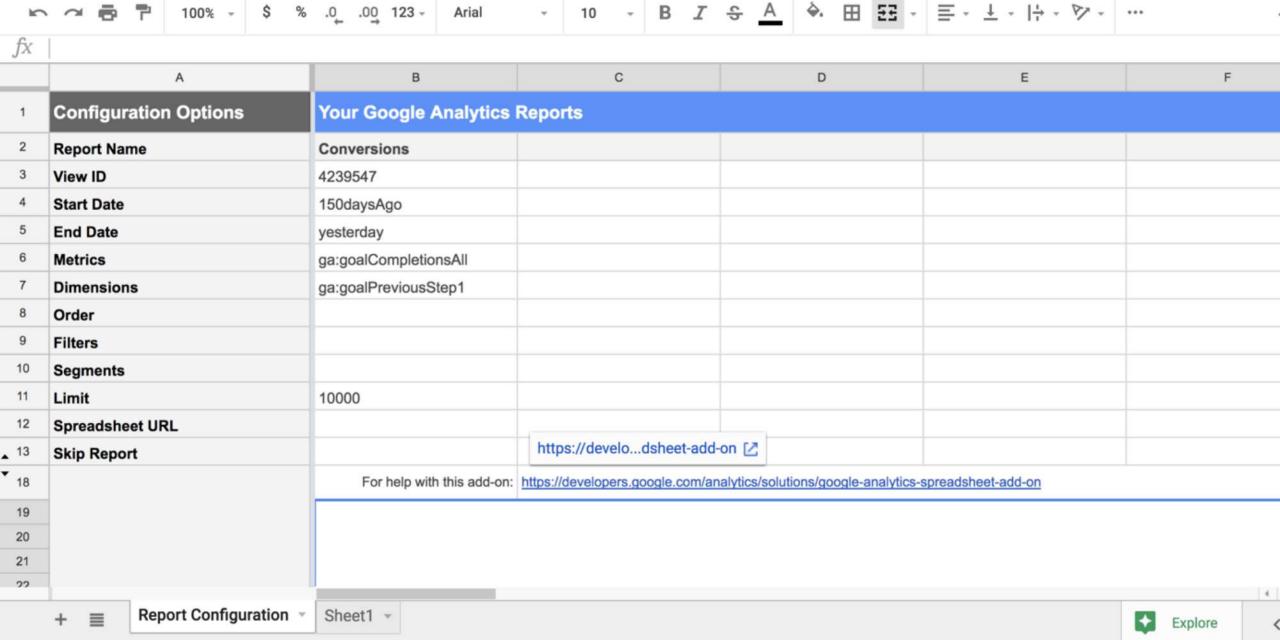
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Conversion Rate Per Post Demo 👘

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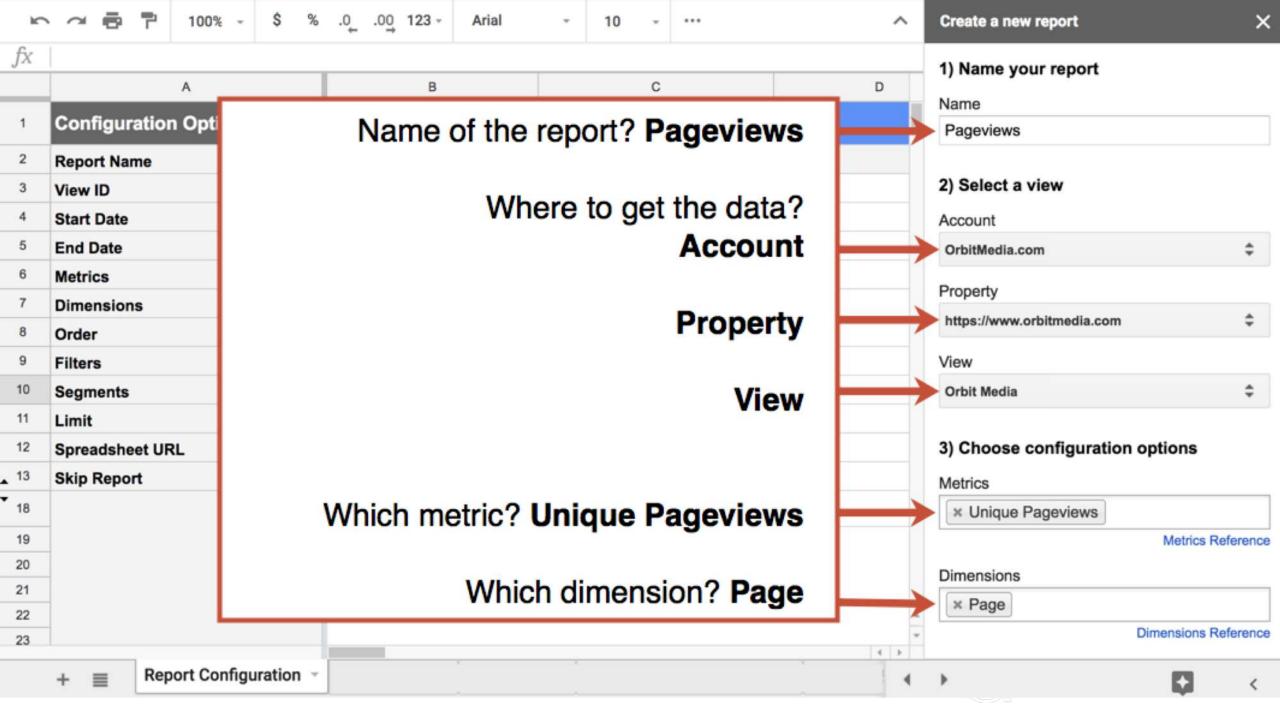


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2	Last Run On	2019-01-22 6:10:24			
3	View Name	Orbit Media			
4	Total Results Found	419			
5	Total Results Returned	419			
6	Contains Sampled Data	No			
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10	Totals For All Results				
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14	Results Breakdown				
15	Goal Previous Step - 1	Goal Completions			
16	(entrance)	331			
17	(not set)	0			
18	1	103			
19	/?fbclid=lwAR17_OPsXjvv_ShnW cpW7bbrdyhfTCdWFRLTyM3yTn hIHtJRObnLsOT_hck	1			
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	+ Report Configuration	n - Conversions - Sheet1 -			

	А	В	С	D	E						
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5	Total Results Returned	235									
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20	/about/b-corp/	2									
21	/about/careers/	4									
	+ Report Configuration	n 👻 Conversions 👻 Sheet1 👻									

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4	1-	Bring in the pages			
5	/ website (the "Service	from the Pageviews tab			
6	/?_scpsug=crawled,5824054,SeJ				
7	/?_scpsug=crawled,6267976,SeJ				
8	/?d_utk=1c609801-5ca6-4961-98				
9	/?fbclid=IwAR0-ynCMQndM4tVIp0				
10	/?fbclid=IwAR02dOYct2pmWM3C				
11	/?fbclid=IwAR05nmmBK6UbGnnII				
12	/?fbclid=IwAR0LBkdjaZYZUm3NC				
13	/?fbclid=IwAR0SWNzX2xFdyevIya				
14	/?fbclid=IwAR17_OPsXjvv_ShnW				
15	/?fbclid=lwAR1Ax5a8XJVzVawkz				
16	/?fbclid=IwAR1eL_QAkCqd8HDfV				
17	/?fbclid=lwAR1iFPNKnE51TxjV5C				
18	/?fbclid=IwAR1Yj8inuNea2R71pP				
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2	Page	Pageviews						
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6	/?_scpsug=crawled,5824054,SeJ			a column for				
7	/?_scpsug=crawled,6267976,SeJ		"Page	eviews"				
8	/?d_utk=1c609801-5ca6-4961-98							
9	/?fbclid=IwAR0-ynCMQndM4tVIp0							
10	/?fbclid=IwAR02dOYct2pmWM3C							
11	/?fbclid=IwAR05nmmBK6UbGnnII							
12	/?fbclid=lwAR0LBkdjaZYZUm3NC							
13	/?fbclid=IwAR0SWNzX2xFdyevIya							
14	/?fbclid=IwAR17_OPsXjvv_ShnW							
15	/?fbclid=lwAR1Ax5a8XJVzVawkz							
16	/?fbclid=lwAR1eL_QAkCqd8HDfV							
17	/?fbclid=lwAR1iFPNKnE51TxjV50							
18	/?fbclid=IwAR1Yj8inuNea2R71pP							
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fx	=Pageviews!B16			1	
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5	/ website (the "Service	1			
6	/?_scpsug=crawled,5824054,SeJ	1			
7	/?_scpsug=crawled,6267976,SeJ	2			
8	/?d_utk=1c609801-5ca6-4961-98	1			
9	/?fbclid=IwAR0-ynCMQndM4tVIp0	1			
10	/?fbclid=IwAR02dOYct2pmWM3C	1			
11	/?fbclid=IwAR05nmmBK6UbGnnll	2			
12	/?fbclid=IwAR0LBkdjaZYZUm3N0	1			
13	/?fbclid=IwAR0SWNzX2xFdyevIya	i 1			
14	/?fbclid=IwAR17_OPsXjvv_ShnW	1			
15	/?fbclid=IwAR1Ax5a8XJVzVawkz	: 1			
16	/?fbclid=IwAR1eL_QAkCqd8HDfV	1			
17	/?fbclid=IwAR1iFPNKnE51TxjV50	1			
18	/?fbclid=IwAR1Yi8inuNea2R71pP	1			4 1
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2	Page	Pageviews	C	Converting Page				
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6	/?_scpsug=crawled,5824054,SeJ	1			new column	TOP		
7	/?_scpsug=crawled,6267976,SeJ	2		"Conver	ting Page"			
8	/?d_utk=1c609801-5ca6-4961-98	1						
9	/?fbclid=lwAR0-ynCMQndM4tVlp0	1						
10	/?fbclid=lwAR02dOYct2pmWM3C	1						
11	/?fbclid=lwAR05nmmBK6UbGnnll	2						
12	/?fbclid=lwAR0LBkdjaZYZUm3NC	1						
13	/?fbclid=lwAR0SWNzX2xFdyevlya	1						
14	/?fbclid=lwAR17_OPsXjvv_ShnW	1						
15	/?fbclid=lwAR1Ax5a8XJVzVawkz	1						
16	/?fbclid=lwAR1eL_QAkCqd8HDfV	1						
17	/?fbclid=lwAR1iFPNKnE51TxjV50	1						
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2	Page		Pageviews		Converting F	Page				
3	1		27266		(entrance)					
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5	/ website (the "Service	=Coi	nversions!	B16	6	7_OPsXjvv_Shn\				
6	/?_scpsug=crawled,582									
7	/?_scpsug=crawled,626	Brind	g in the co	nve	rsions					
8	/?d_utk=1c609801-5ca6					1				
9	/?fbclid=IwAR0-ynCMQ	from	the Conve	ersi	ons tab	/employment-appl				
10	/?fbclid=IwAR02dOYct2p	bclid=IwAR02dOYct2pmWM3C 1 /				o-cause/				
11	/?fbclid=IwAR05nmmBK6	6UbGnnll	2		/about/conten	nt-chemistry/				
12	/?fbclid=lwAR0LBkdjaZY	ZUm3NC	1		/about/team-b	bios/				
13	/?fbclid=IwAR0SWNzX2>	xFdyevlya	1		/association-w	web-design/				
14	/?fbclid=IwAR17_OPsXjv	/v_ShnW	1		/bank-website	e-design/				
15	/?fbclid=IwAR1Ax5a8XJ\	VzVawkz:	1		/blog-newslet	ter-thank-you-page				
16	/?fbclid=IwAR1eL_QAkC	qd8HDfV	1		/blog/					
17	/?fbclid=lwAR1iFPNKnE	51TxjV5C	1		/blog/?fbclid=	lwAR2MpghH_Gs0				
18	/?fbclid=lwAR1Yi8inuNea	a2R71nP	1		/bloa/10-thina	is-to-make-vour-blc				4 1
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2	Page	Pageviews		Converting Page	Conversions		
3	1	27266		(entrance)			
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5	/ website (the "Service	Make a n	new	column for Kivv_Shn			
6	/?_scpsug=crawled,5824054,SeJ			A second seco			
7	/?_scpsug=crawled,6267976,SeJ	Convers	SIOI	15			
8	/?d_utk=1c609801-5ca6-4961-98	1		/about/careers/			
9	/?fbclid=lwAR0-ynCMQndM4tVlp0	1		/about/careers/employment-app			
10	/?fbclid=lwAR02dOYct2pmWM3C	1		/about/chicago-cause/			
11	/?fbclid=lwAR05nmmBK6UbGnnll	2		/about/content-chemistry/			
12	/?fbclid=lwAR0LBkdjaZYZUm3NC	1		/about/team-bios/			
13	/?fbclid=lwAR0SWNzX2xFdyevlya	1		/association-web-design/			
14	/?fbclid=IwAR17_OPsXjvv_ShnW	1		/bank-website-design/			
15	/?fbclid=lwAR1Ax5a8XJVzVawkzz	1		/blog-newsletter-thank-you-page			
16	/?fbclid=lwAR1eL_QAkCqd8HDfV	1		/blog/			
17	/?fbclid=lwAR1iFPNKnE51TxjV50	1		/blog/?fbclid=lwAR2MpghH_Gs0	c		
18	/?fbclid=lwAR1Yi8inuNea2R71pP	1		/bloa/10-thinas-to-make-vour-blo			12.1
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4	1 -			he conversions		104		
5	/ website (t	he "Service	from the	Conversions tab	Shn	1		
6	/?_scpsug=	crawled,5824054,SeJ	1	/about/		18		
7	/?_scpsug=	crawled,6267976,SeJ	2	/about/b-corp/		2		
8	/?d_utk=1c	609801-5ca6-4961-98	1	/about/careers/		4		
9	/?fbclid=lw/	AR0-ynCMQndM4tVlp(1	/about/careers/employme	nt-app	I 22		
10	/?fbclid=lw/	AR02dOYct2pmWM3C	1	/about/chicago-cause/		1		
11	/?fbclid=lw/	AR05nmmBK6UbGnnll	2	2 /about/content-chemistry/		16		
12	/?fbclid=lw/	AR0LBkdjaZYZUm3NC	1	/about/team-bios/		5		
13	/?fbclid=lw/	AR0SWNzX2xFdyevlya	1	/association-web-design/		1		
14	/?fbclid=lw/	AR17_OPsXjvv_ShnW	1	/bank-website-design/		1		
15	/?fbclid=lw/	AR1Ax5a8XJVzVawkz	1	/blog-newsletter-thank-yo	u-page	e 1		
16	/?fbclid=lw/	AR1eL_QAkCqd8HDfV	1	/blog/		425		
17	/?fbclid=lw/	AR1iFPNKnE51TxjV5C	1	/blog/?fbclid=IwAR2Mpgh	H_Gs0	c 1		
18	/?fbclid=lw/	AR1Yi8inuNea2R71pP	1	/blog/10-things-to-make-v	our-blo	2		4 1
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2	Page	Pageviews		Converting Page	Conv	versions	Pageviews		
3	1	27266		/blog/blogging-statistics/		100			
4	1 -	1	_	/about/careers/employment-appl		22			
5	/ website (the "Service	¹ Make a new column for		for	1				
6	/?_scpsug=crawled,5824054,SeJ	1		'Pageviews"		425			
7	/?_scpsug=crawled,6267976,SeJ	2				3			
8	/?d_utk=1c609801-5ca6-4961-98	1		/blog/author-websites/	3				
9	/?fbclid=lwAR0-ynCMQndM4tVlp0	1		/about/content-chemistry/		16			
10	/?fbclid=IwAR02dOYct2pmWM3C	1		/about/chicago-cause/	1				
11	/?fbclid=lwAR05nmmBK6UbGnnll	2		/blog/blogger-trends/		5			
12	/?fbclid=lwAR0LBkdjaZYZUm3N0	1		/about/b-corp/		2			
13	/?fbclid=lwAR0SWNzX2xFdyevlya	1		/association-web-design/		1			
14	/?fbclid=lwAR17_OPsXjvv_ShnW	1		/bank-website-design/		1			
15	/?fbclid=lwAR1Ax5a8XJVzVawkzz	1		/blog-newsletter-thank-you-page		1			
16	/?fbclid=lwAR1eL_QAkCqd8HDfV	1		1		104			
17	/?fbclid=lwAR1iFPNKnE51TxjV50	1		/blog/?fbclid=IwAR2MpghH_Gs0		1			*
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fx	=VLOOKUP(D3,A\$3	:B\$1000,2,0)							
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3	1		27266	6	/blog/blogging-statistics/	100	1		
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6	/?_scpsug=crawled								
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8	/?d_utk=1c609801								
9	/?fbclid=lwAR0-yn		he page (
10	/?fbclid=lwAR02d0	matche	es the cor	nvert	ing page (from colu	umn C)			
11	/?fbclid=IwAR05nr								
12	/?fbclid=lwAR0LBkc	djaZYZUm3NC	1	1	/about/b-corp/	2			
13	/?fbclid=IwAR0SWN	NzX2xFdyevlya	1	1	/association-web-design/	1			
14	/?fbclid=lwAR17_OI	PsXjvv_ShnW	1	1	/bank-website-design/	1			
15	/?fbclid=lwAR1Ax5a	a8XJVzVawkz	1	1	/blog-newsletter-thank-you-page	• 1			
16	/?fbclid=IwAR1eL_0	QAkCqd8HDfV	1	1	1	104			
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3	1	27266		/blog/blogging-statistics/	100	1		
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5	/ website (the "Service	1		/?fbclid=IwAR17_OPsXjvv_ShnV	1	1		
6	/?_scpsug=crawled,5824054,SeJ	1		/blog/	425	12885		
7	/?_scpsug=crawled,6267976,SeJ	2		/blog/author/andycrestodina/	3	92		
8	/?d_utk=1c609801-5ca6-4961-98	1		/blog/author-websites/	3	280		
9	/?fbclid=IwAR0-ynCMQndM4tVIp0	1		/about/content-chemistry/	16	1667		
10	/?fbclid=IwAR02dOYct2pmWM3C	1		/about/chicago-cause/	1	937		
11	/?fbclid=IwAR05nmmBK6UbGnnll	2		/blog/blogger-trends/	5	618		
12	/?fbclid=IwAR0LBkdjaZYZUm3NC	1		/about/b-corp/	2	388		
13	/?fbclid=IwAR0SWNzX2xFdyevIya	1		/association-web-design/	1	318		
14	/?fbclid=IwAR17_OPsXjvv_ShnW	1		/bank-website-design/	1	828		
15	/?fbclid=IwAR1Ax5a8XJVzVawkz	1		/blog-newsletter-thank-you-page	1	982		
16	/?fbclid=IwAR1eL_QAkCqd8HDfV	1		1	104	27266		
17	/?fbclid=IwAR1iFPNKnE51TxjV50	1		/blog/?fbclid=lwAR2MpghH_Gs0	1	1		
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Conversions

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3	1	27266		/blog/blogging-s	tatistics/	100		1
4	1 -	1		/about/careers/e	mplovment-appl	22	1	03
5	/ website (the "Service	1		/?fbclid=lwAR1 Make a n		new colum	n for	1
6	/?_scpsug=crawled,5824054,SeJ	1		/blog/	"Conversion Bate"		128	85
7	/?_scpsug=crawled,6267976,SeJ	2		/blog/author/and				92
8	/?d_utk=1c609801-5ca6-4961-986	1		/blog/author-web	osites/	3	2	80
9	/?fbclid=lwAR0-ynCMQndM4tVlp0	1		/about/content-c	-chemistry/ 16		16	67
10	/?fbclid=IwAR02dOYct2pmWM3C	1		/about/chicago-c	cause/	1	9	37
11	/?fbclid=IwAR05nmmBK6UbGnnII	2		/blog/blogger-tre	ends/	5	6	18
12	/?fbclid=lwAR0LBkdjaZYZUm3N0	1		/about/b-corp/		2	3	88
13	/?fbclid=lwAR0SWNzX2xFdyevlya	1		/association-web	o-design/	1	3	18
14	/?fbclid=lwAR17_OPsXjvv_ShnW	1		/bank-website-d	esign/	1	8	28
15	/?fbclid=lwAR1Ax5a8XJVzVawkz	1		/blog-newsletter	-thank-you-page	1	9	82
16	/?fbclid=lwAR1eL_QAkCqd8HDfV	1		1		104	272	66
17	/?fbclid=lwAR1iFPNKnE51TxjV50	fbclid=IwAR1iFPNKnE51TxjV5C 1		/blog/?fbclid=lw/	AR2MpghH_Gs0	1		1
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	/?_scpsug=crawled,582	D ¹ · · · · ·							425	12885	3	.30%
	/?_scpsug=crawled,626	Divide t	Divide the conversions			/andycrestor	lina/		3	92	3	.269
	/?d_utk=1c609801-5ca	by the pageviews				-websites/			3	280	1	1.07%
	/?fbclid=IwAR0-ynCMQnawi+tvipt				abourcom	ent-chemistry	1		16	1667	0	.969
	/?fbclid=IwAR05nmmBK6UbGnnII 2				blog/blogg	er-trends/			5	618	0	.819
	/?fbclid=IwAR0LBkdjaZYZUm3NC 1				about/b-co				2	388	0.52%	
	/?fbclid=lwAR1eL_QAk0	Cqd8HDfV	1	1 /	1				104	27266		
	/?fbclid=lwAR1Yj8inuNe	a2R71pP	1	1 /	about/				18	5634		
	/?fbclid=IwAR2cNox7oc	z16mEDD	1	1 /	blog/blog-l	-keywords/			4	1332	0.30	.30
	/?fbclid=IwAR2I-2LJ_mk	QwiJZss	1	1 /	/blog/blog-optimization/		4 1344		0	.309		
	/?fbclid=IwAR2ru36CnP	8GovzW3	1	1 /	/about/careers/		4 1766		0	.23		
	/?fbclid=IwAR3Kh_KCN	mSTHS00	1	1 /	blog/10-thi	10-things-to-make-your-blc			2	1016	0	.209
	/?fbclid=IwAR3RTWqFP	nrF-bt-R∖	1	1 /	blog/blog-i	mage-best-pr	actices/		9	5092	0	.189
	/?FORM=UCIAST&pnar	me=shenn	1	1 //	about/tean	n-bios/			5	3020	0	.179
	/?p=123		1	1 /	blog/add-ta	/add-tags-blog/		2	1653	0	.129	
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fx	Conversion Rate										
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6	/?_scpsug=crawled,5824054,SeJ	1		/blog/			425		12885		3.30%
7	/?_scpsug=crawled,6267976,SeJ	2		/blog/a	uthor/andycrestodina/		3		92		3.26%
8	/?d_utk=1c609801-5ca6-4961-98	1		/blog/a	uthor-websites/		3		280	8	1.07%
9	/?fbclid=IwAR0-ynCMQndM4tVIp0	1		/about/	content-chemistry/	16		1667	Ĵ.	0.96%	
11	/?fbclid=IwAR05nmmBK6UbGnnII	2		/blog/ The conversion rate for every							0.81%
12	/?fbclid=IwAR0LBkdjaZYZUm3NC	wAR0LBkdiaZYZUm3NC 1 /abou						388		0.52%	
16	/?fbclid=lwAR1eL_QAkCqd8HDfV	1		1	page on your website!						0.38%
18	/?fbclid=lwAR1Yj8inuNea2R71pP	1		/abou			1	~~	5634	8	0.32%
24	/?fbclid=IwAR2cNox7ocz16mEDD	1		/blog/					1332		0.30%
26	/?fbclid=IwAR2I-2LJ_mKQwiJZss	1		/blog/					1344		0.30%
28	/?fbclid=IwAR2ru36CnP8GovzW3	1		/about/	careers/		4		1766		0.23%
29	/?fbclid=lwAR3Kh_KCNmSTHS00	1		/blog/1	0-things-to-make-your-l	blc	2		1016		0.20%
30	/?fbclid=IwAR3RTWqFPnrF-bt-R∖	1		/blog/bl	og-image-best-practice	es/	9		5092		0.18%
31	/?FORM=UCIAST&pname=shenn	1		/about/	team-bios/		5		3020		0.17%
32	/?p=123	1		/blog/add-tags-blog/ 2				1653		0.12%	
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Converting Page	- Conversions T	Pageviews =	Conversion Rate T
/blog/blogging-statistics/	100		1 10000.00%
/about/careers/employment-application/	23		
/blog/category/analytics/page/2/	2		8 11.11%
/blog/	432		4 3.31%
/blog/author/andycrestodina/	3	3 95	5 3.16%
/blog/content-marketing-metrics-to-track/	43	3 3699	9 1.16%
/blog/author-websites/	3	3 292	2 1.03%
/about/content-chemistry/	16	6 1686	6 0.95%
/blog/blogger-trends/	5	5 609	9 0.82%
/blog/content-hubs/	9	9 1240	0 0.73%
/blog/content-chemistry/	5	5 815	5 0.61%
/about/b-corp/	2	2 389	9 0.51%
1	104	4 27447	7 0.38%
/about/	18	8 5714	4 0.32%
/blog/blog-optimization/	4	4 1338	8 0.30%
/blog/blog-keywords/	4	4 1344	4 0.30%
/blog/branded-keywords-seo/	4	4 1558	8 0.26%
/about/careers/	٥	4 1775	5 0.23%
/blog/10-things-to-make-your-blog-awesomer/	2	2 <u>1013</u>	3 0.20%
/blog/blog-image-best-practices/	9	9 5107	7 0.18%
/about/team-bios/	4	4 3072	2 0.13%
/blog/add-tags-blog/	2	2 1649	9 0.12%
/blog/7-reasons-to-wireframe/	4	4 7452	2 0.05%



Converting Page	Conversions T	Pageviews =	Conversion Rate T
/blog/blogging-statistics/	100	1	10000.00%
/about/careers/employment-application/	23	104	22.12%
/blog/category/analytics/page/2/	2	18	11.11%
/blog/	432	13034	3.31%
/blog/author/andycrestodina/	3	95	3.16%
/blog/content-marketing-metrics-to-track/	43	3699	1.16%
/blog/author-websites/	3	292	1.03%
/about/content-chemistry/	16	1686	0.95%
/blog/blogger-trends/	5	609	0.82%
/blog/content-hubs/	9	1240	0.73%
/blog/content-chemistry/	5	815	0.61%
/about/b-corp/	2	389	0.51%
1	104	27447	0.38%
/about/	18	5714	0.32%
/blog/blog-optimization/	4	1338	0.30%
/blog/blog-keywords/	4	1344	0.30%
/blog/branded-keywords-seo/	4	1558	0.26%
/about/careers/	4	1775	0.23%
/blog/10-things-to-make-your-blog-awesomer/	2	1013	0.20%
/blog/blog-image-best-practices/	9	5107	0.18%
/about/team-bios/	4	3072	0.13%
/blog/add-tags-blog/	2	1649	0.12%
/blog/7-reasons-to-wireframe/	4	7452	0.05%



Denneting Denne		-	Oceanies Date
	Conversions T		Conversion Rate T
/blog/blogging-statistics/	100		1 10000.00%
/about/careers/employment-application/	23		4 22.12%
/blog/category/analytics/page/2/	2	2 18	8 11.11%
/blog/	432	2 13034	4 3.31%
/blog/author/andycrestodina/	3	3 95	5 3.16%
/blog/content-marketing-metrics-to-track/	43	3 3699	9 1.16%
/blog/author-websites/	3	3 292	2 1.03%
/about/content-chemistry/	16	6 1686	6 0.95%
/blog/blogger-trends/	5	5 609	9 0.82%
/blog/content-hubs/	9	1240	0.73%
/blog/content-chemistry/	5	5 815	5 0.61%
/about/b-corp/	2	2 389	9 0.51%
1	104	4 27447	7 0.38%
/about/	18	5714	4 0.32%
/blog/blog-optimization/	4	1338	8 0.30%
/blog/blog-keywords/	4	4 1344	4 0.30%
/blog/branded-keywords-seo/	4	4 1558	8 0.26%
/about/careers/	4	4 1775	5 0.23%
/blog/10-things-to-make-your-blog-awesomer/	2	2 1013	3 0.20%
/blog/blog-image-best-practices/	9	5107	7 0.18%
/about/team-bios/	4	4 3072	2 0.13%
/blog/add-tags-blog/	2	2 1649	9 0.12%
/blog/7-reasons-to-wireframe/	4	4 7452	2 0.05%





@crestodina

#CTAConf

	С	D	E	F	G	н	I.	J	К
1									
2		Converting Page	Conversions T	Pageviews 🝸	Conversion Rate T				
930		/blog/	432	10107	4.27%				
938		/blog/content-marketing-audit/	8	673	onverting Bl	og Posts			
943		/blog/blogger-trende/	5	520	0.95%			7	
947		/blog/content-ma					×		
950		/blog/content-ch Schedule Repo							
951		/blog/using-goal							
955		/blog/types-of-m Senable reports to run							
966		/blog/blog-optim							
967		/blog/how-to-lau Schedule reports to run	every week 🌲	ON Monday	\$ between 4 a.m	5 a.m. 🜲			
968		/blog/blog-keyw							
969		/blog/increase-v							
970		/blog/content-pr Save Cancel							
973		/blog/website-cc							
974		/blog/ways-to-improve-your-website/	23	9635	0.24%				
975		/blog/social-media-post-examples-checklist/	14	6082	0.23%				
976		/blog/improve-google-rankings/	50	21804	0.23%	0.00% -			
981		/blog/how-to-market-an-event/	24	13559	0.18%	logicontent-market	ends theil mist all	er Hell allo har	ords absit not
983		/blog/blog-image-best-practices/	8	4727	0.17%		antimo note goal a	mootimit, taund teen	Serve nuplo, e
985		/blog/what-to-put-on-your-homepage/	15	9647	0.16%	conte dologo	nte onten sing wpest	blog now albio incre	asernentproteste
993		/blog/website-navigation/	25	21654	0.12%	1001 1010 1001	ntentmatketi oggalvali	enaketintationetrano	asewebsit



3 Questions to ask your new calculated metric

- 1. Are we promoting our top-converting content?
- 2. Can we publish more on high-performance topics?
- 3. Are the high-traffic pages guiding visitors to highconverting pages?

The other reason to use data...

to have better meetings!





Beware the HiPPO*

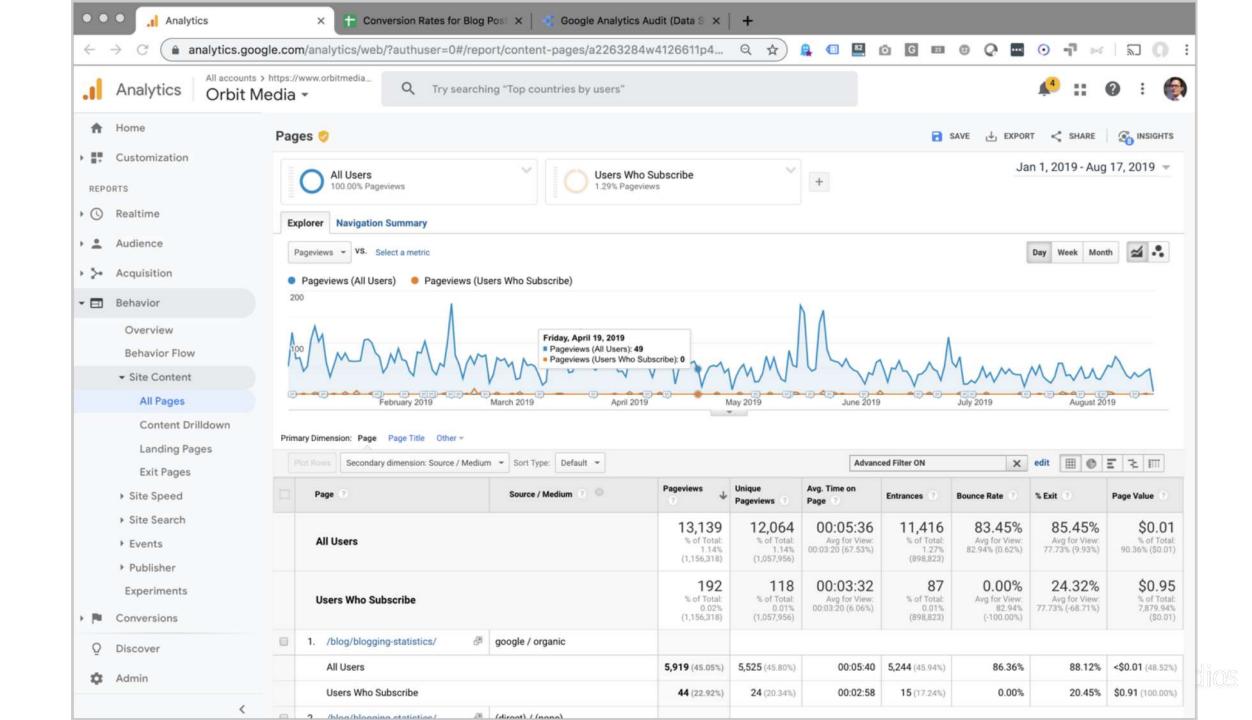
*Highest Paid Person's Opinon

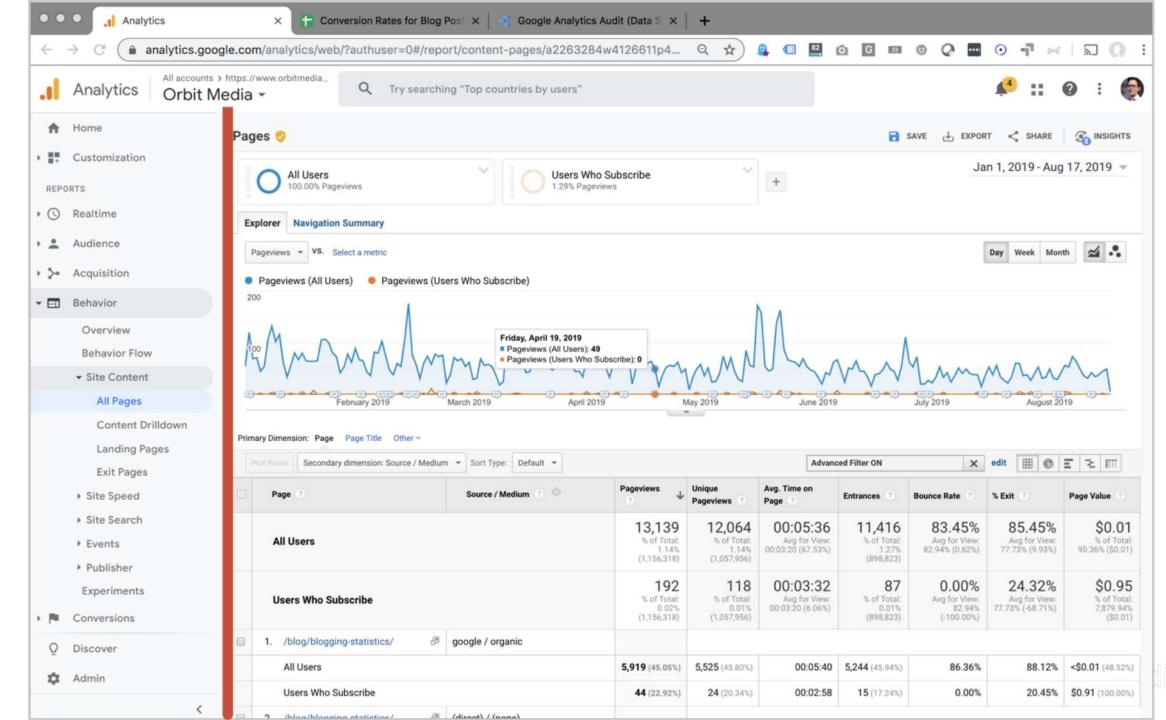
Crossing the Line

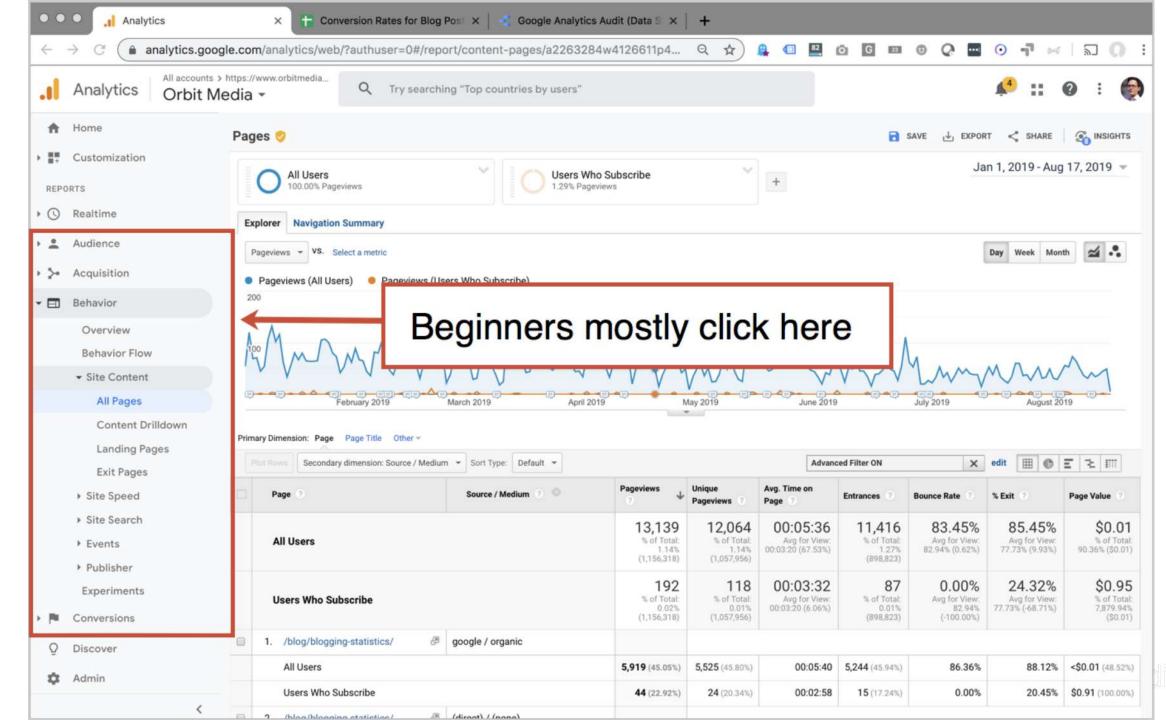
From beginner... to advanced... to expert



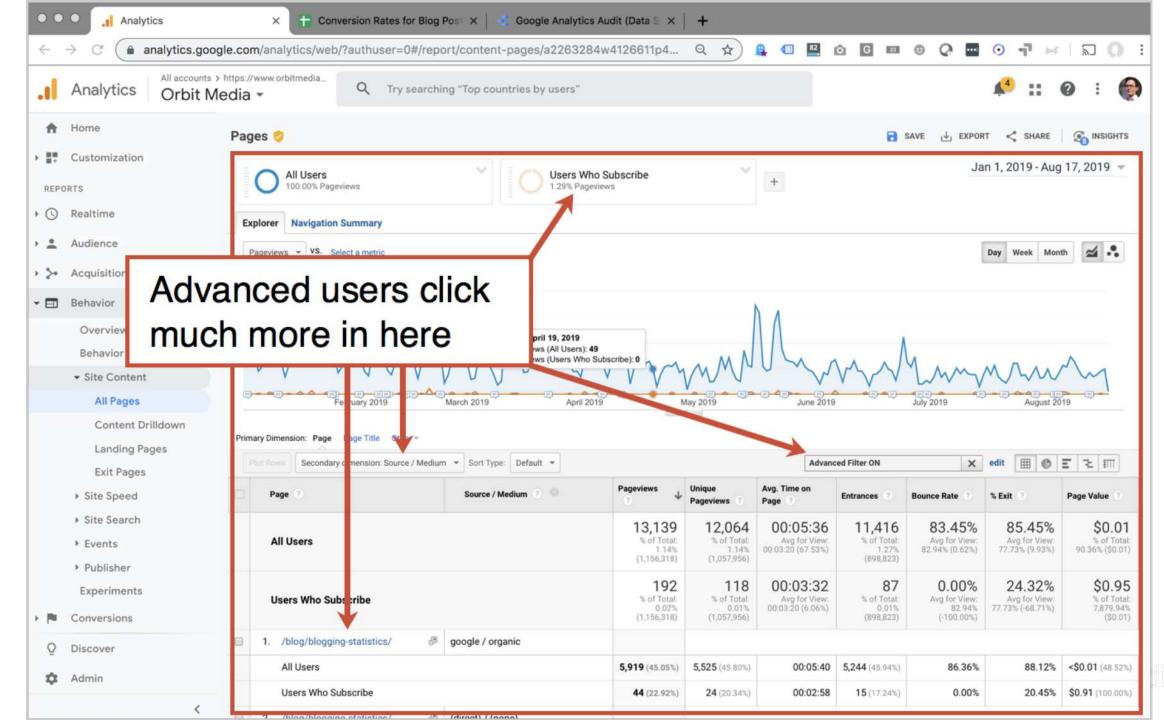




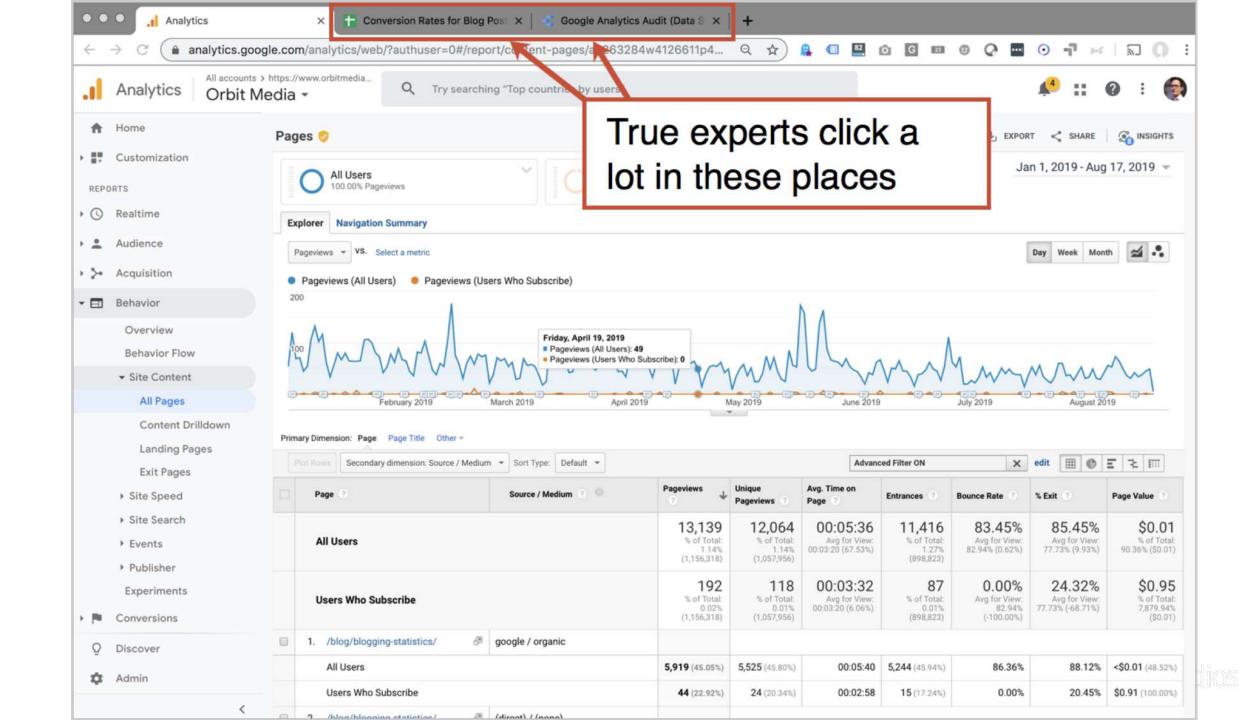


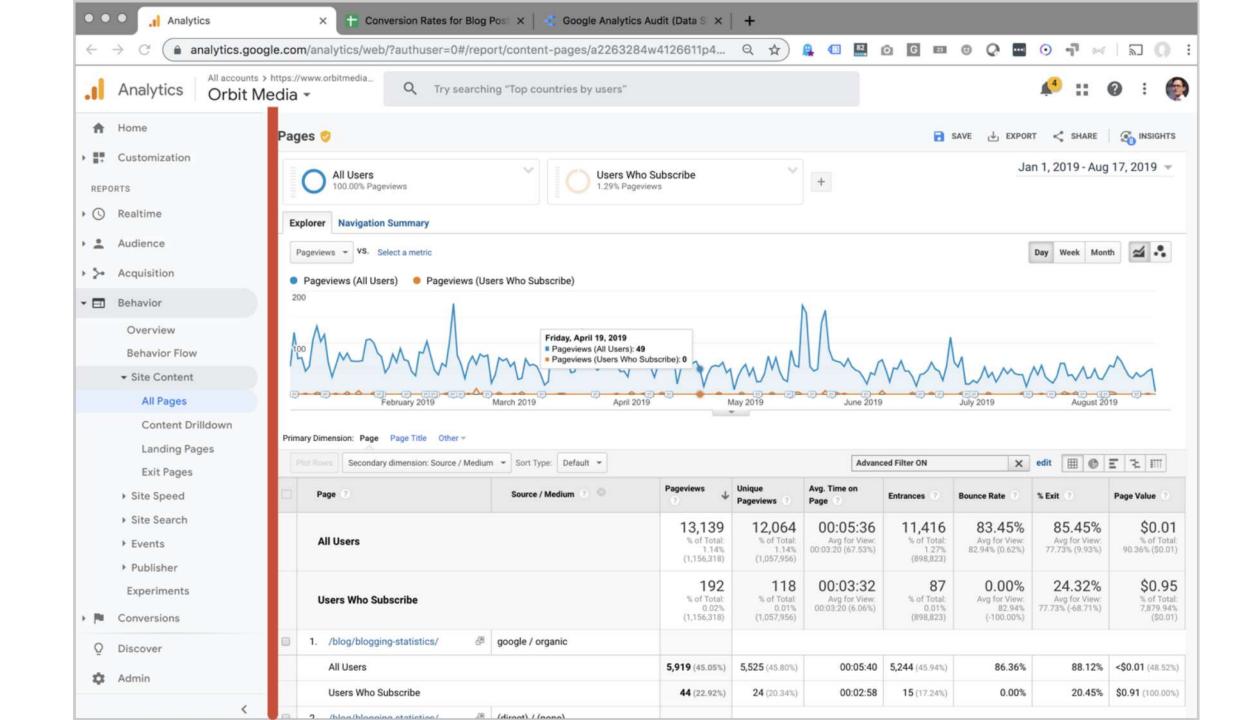


10S



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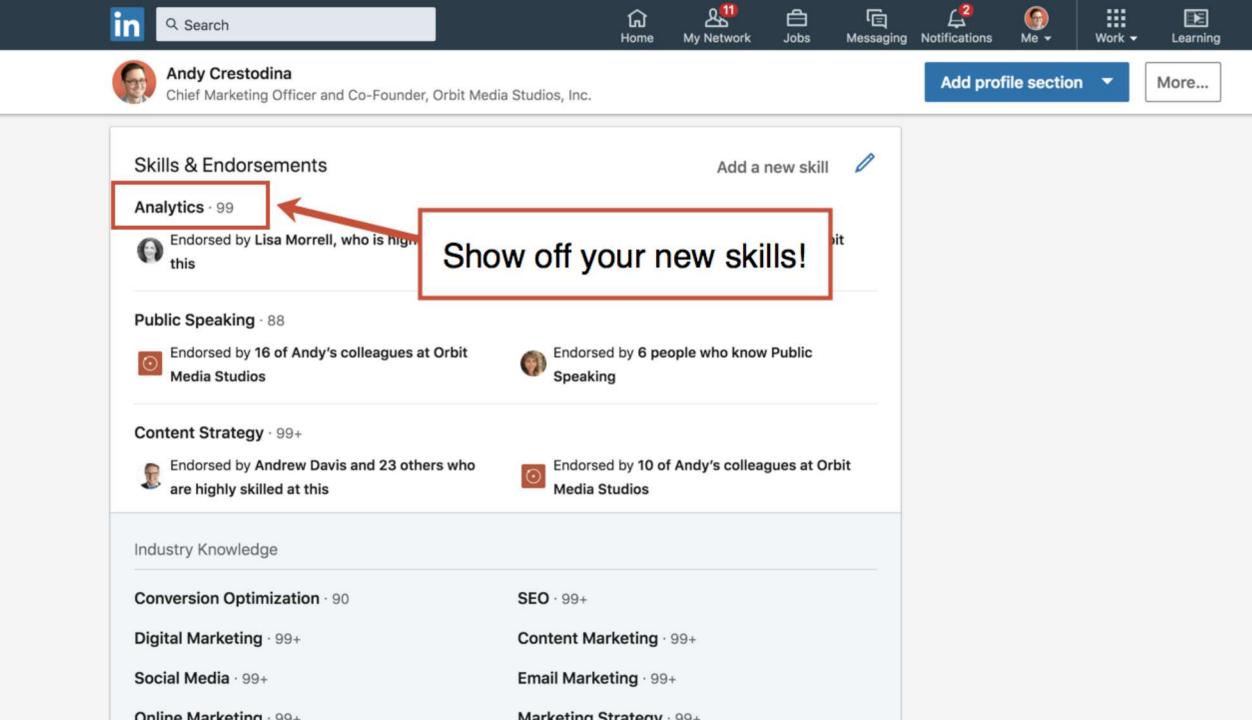




Final Tip!







THANK YOU! And don't forget the video...

www.orbitmedia.com/blog/abc

