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DON'T LET YOUR WEBSITE LAYOUT DRIVE VISITORS AWAY

by Don Polletta - Torrco Director of Marketing



This month we want to discuss two important tips when it comes to laying out your website and even drawing people there in the first place. There are a couple things however that can derail that effort – taking the months you've spent on marketing and instead driving potential customers away in seconds.

Tip #1: The Importance of Your Meta Description

Your web site meta description is perhaps best described as an Internet introduction. It is the couple of sentences that are listed below your page title (meta title) in Internet search results, for example:

- Meta Title: ABC Heating Oil
- Meta Description: ABC Heating Oil is your full service shop for heating oil products and services including kerosene and propane delivery. We provide 24 hour emergency repair and specialize in new installations as well.

The meta title is pretty self-explanatory but including a positive meta description is where many companies fail to maximize their potential. The meta descriptions also work as search engine optimization tools not to mention being the first thing that potential visitors read when they decide on whether or not to visit your site.

Tip #2: Once Visitors Are On Site, What Does Your Web Layout Tell Them?

The Internet is the world's largest strip mall and your marketing has gotten people into your store. Your website is just like in a "real life" shopping center where your aisles need to be organized and people can capably find what it is you would like them to buy from you. In a traditional shopping center people might feel themselves out and continue browsing your store even if the layout is a catastrophe, mostly because they are physically invested in being inside your building. On the Internet, a click to a different page takes but a second.

Your website layout is your best online salesperson. It needs to be informative and knowledgeable, but while also keeping things simple. We've found the best way to accomplish this is by sticking steadfast to the 5X5 rule. This limits your site to five categories across the top of the page with each having no more than five subsequent subcategories.

The Benefits of a 5X5 Layout

It can be difficult to fathom but a mattress company with 12 different product lines is probably going to sell more than one with 95. Customers like options, but not too many that cloud their judgment and put off a sale. Likewise, your website can be more streamlined by offering 5 efficient categories and subcategories to navigate compared to hundreds. The 5X5 rule creates a website that is uncluttered and has very easy navigational choices that need to be made.

Ready to build a website that works?

Join us Tuesday, June 28th from 5:30pm to 7:00pm for our contractor series workshop titled: 7 Steps For Building A Great Website.

Register online at www.TorrcoPro.com or email JLupinski@torrco.com to reserve your seat.



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