Role of Digital Marketing to Retain and Grow Market Share in 2023









Your Speakers



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President and Founder of Milestone, Inc





















400+Parent Customers



HeadquartersSanta Clara, CA,
Global Presence

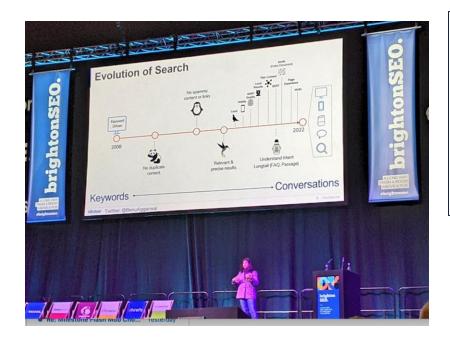


2022 Revenue ~ \$20M



Employees ~330

Monthly Articles, Speakings, Webinars on Search and Digital Marketing



Search Engine Land » SEO » Top 5 search marketing trends and 3 must-haves for 2023

Top 5 search marketing trends and 3 musthaves for 2023

Here's a look at significant search, digital marketing and consumer trends, along with the must-haves for digital marketers in 2023.

Benu Aggarwal on December 15, 2022 at 8:00 am | Reading time: 9 minutes

Local search in 2023: Key trends and tactics for marketers

Learn the trends and factors impacting the local ecosystem and ways brands can deliver an engaging experience for local customers.

Benu Aggarwal on February 15, 2023 at 9:00 am | Reading time: 9 minutes



https://searchengineland.com/search-marketing-trends-must-haves-2023-390308 https://searchengineland.com/local-search-key-trends-tactics-393102

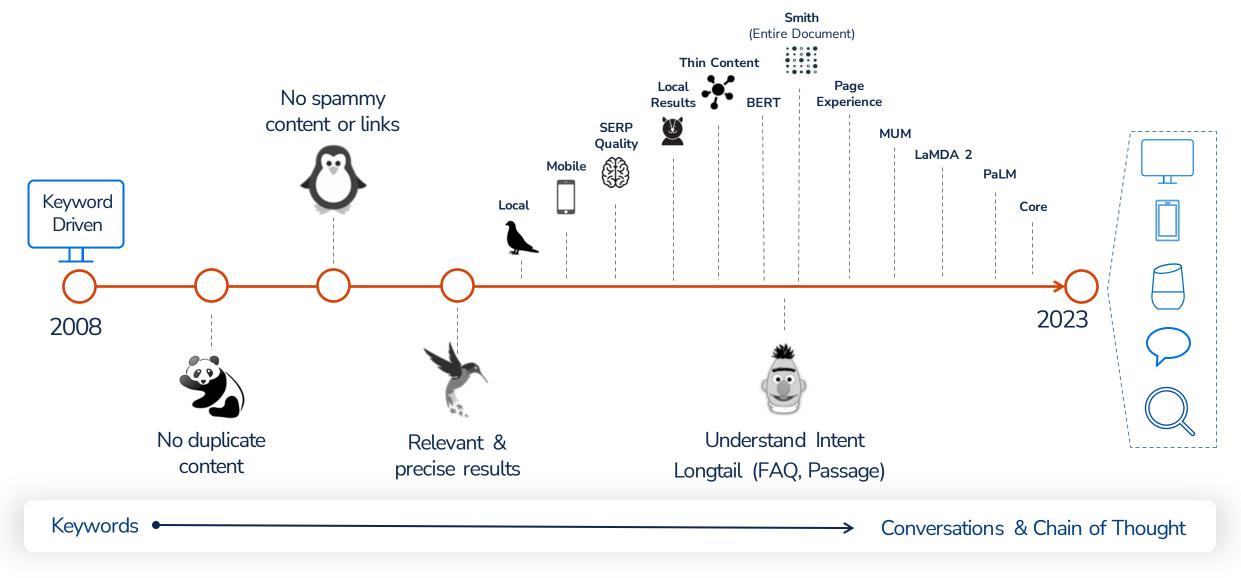
What are we covering today?

Role of Digital Marketing to Retain and Grow Market Share in 2023

- Biggest Search, Consumer Trends of 2022 and 2023
- 2023 Digital Marketing and Must-Haves to Retain and Grow market share
 - 1. Multisearch
 - 2. Helpful Content
 - 3. Omnichannel Experience
 - 4. Localization and Personalization
 - 5. Influencer Marketing and Expert Community
 - 6. Business Intelligence / Forecasting
 - 7. Al and Digital Marketing
- Your Success Plan
- Follow-up Feedback, Next Meet Up Topics, How do we help?

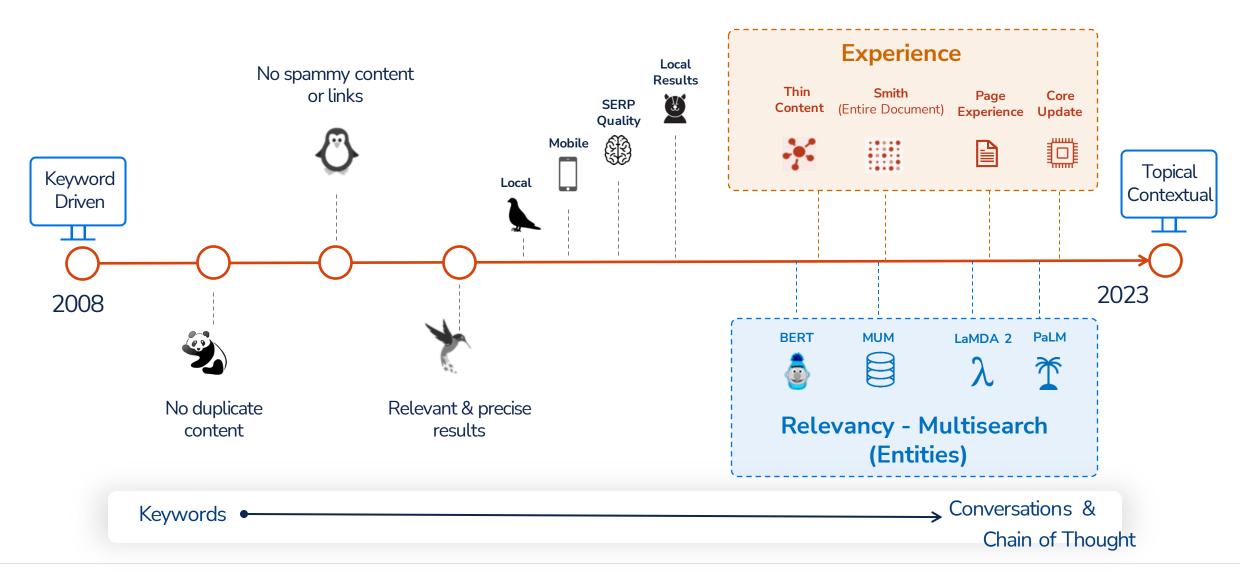


Search Evolution – Relevancy to Conversations & Experience



Google's Shift from Strings to Things – To cater to the needs of searchers consuming content across multiple devices with and without screens

Search Is About Experience and Relevancy



Biggest Releases – Better Experience For Users

February 21, 2023	Released the February 2023 product reviews update. This update applies to the following languages globally: English, Spanish, German, French, Italian, Vietnamese, Indonesian, Russian, Dutch, Portuguese, Polish. The rollout may take up to two weeks to complete.		
December 14, 2022	Released the December 2022 link spam update. This update is global and affects all languages. The rollout was complete as of January 12, 2023.		
December 5, 2022	Released the December 2022 helpful content update, which improves our classifier and works across content globally in all languages. The rollout was complete as of January 12, 2023.		
October 19, 2022	Released the October 2022 spam update. This update is global and affects all languages. The rollout was complete as of October 21, 2022.		
September 20, 2022	Released the September 2022 product reviews update. This update applies to English-language product reviews. The rollout was complete as of September 26, 2022.		
September 12, 2022	Released the September 2022 core update. The rollout was complete as of September 26, 2022.		
August 25, 2022	Released the August 2022 helpful content update. The rollout was complete as of September 9, 2022.		
July 27, 2022	Released the July 2022 product reviews update for English-language product reviews. The rollout was complete as of August 2, 2022.		
May 25, 2022	Released the May 2022 core update. The rollout was complete as of June 9, 2022.		
March 23, 2022	Released the March 2022 product reviews update. The rollout was complete as of April 6, 2022.		
February 22, 2022	Released the page experience update for desktop. The rollout was complete as of March 3, 2022.		
December 1, 2021	Released the December 2021 product reviews update. The rollout was complete as of December 21, 2021.		
November 17, 2021	Released the November 2021 core update. The rollout was complete as of November 30, 2021.		
November 3, 2021	Released the November 2021 spam update. The rollout was complete as of November 11, 2021.		
July 26, 2021	Released the July 2021 link spam update. The rollout was complete as of August 24, 2021.		
July 1, 2021	Released the July 2021 core update. The rollout was complete as of July 12, 2021.		
June 28, 2021	Released the second part of the June 2021 spam update. The rollout was completed later that same day.		

Core updates – better search

- Mobile
- Spam updates/safe browsing

Helpful content

Product reviews

Experience - user/ page/site

Consumer Trends & Insights







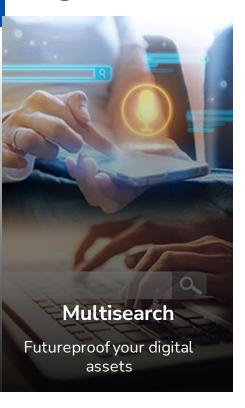


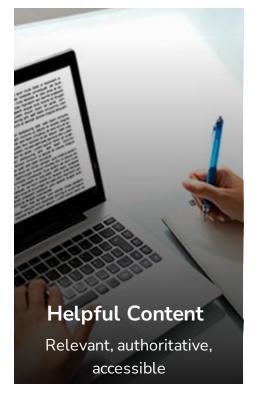


Google digital marketing trends 2023

Adobe digital customer experience 2023

Digital Marketing Must-Haves for 2023 to Retain and Grow











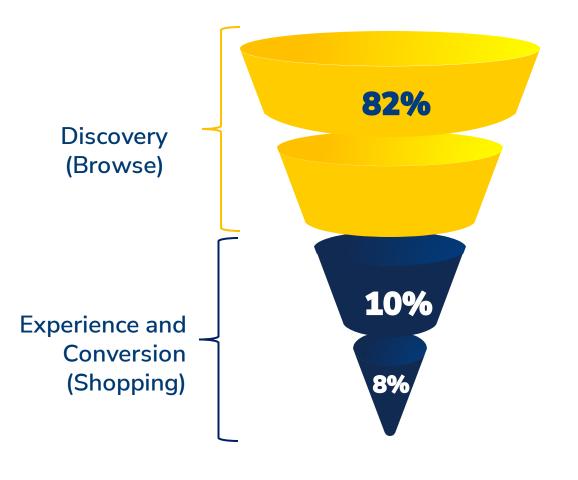


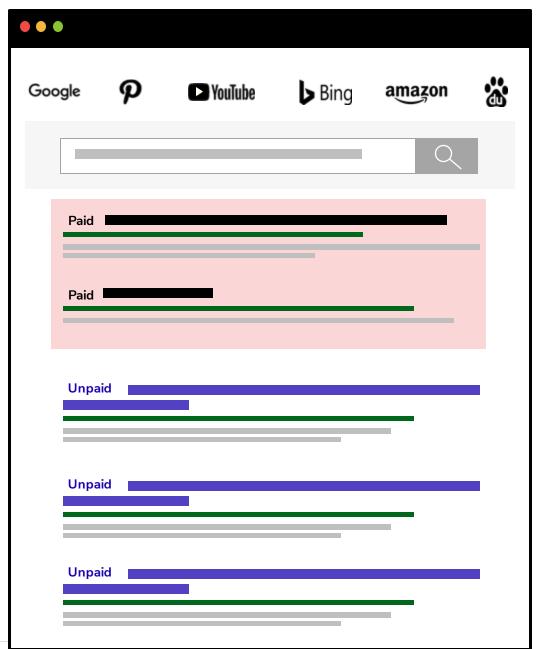




Discovery of Content Is Important

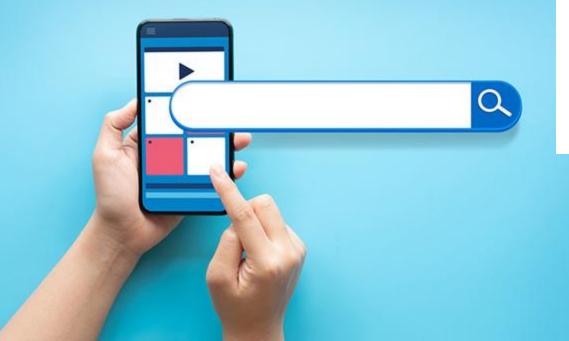
When customers search online for products, 80% of the time is spent in discovery, and only the final 20% in engagement and conversion



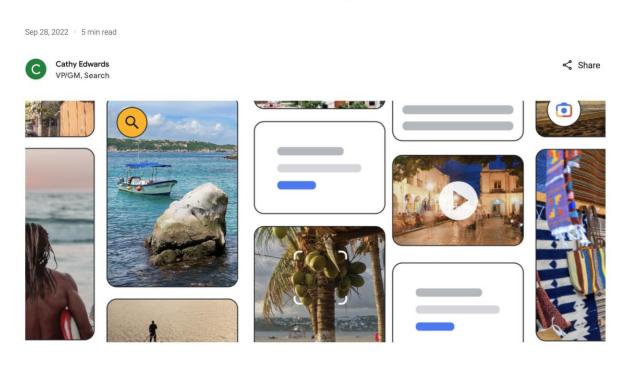


1 Multisearch

Helping you search outside the box



Search On 2022: Search and explore information in new ways



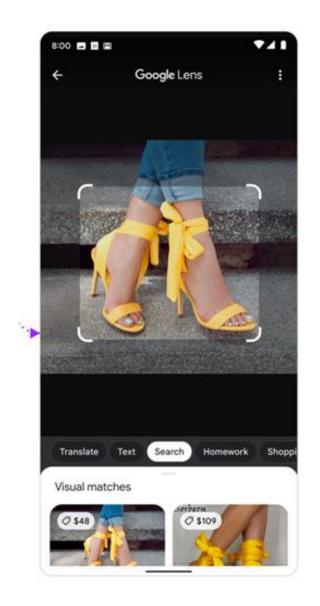
Multisearch - Smarter Search Experience

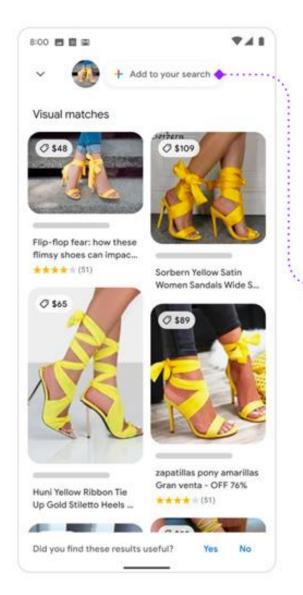


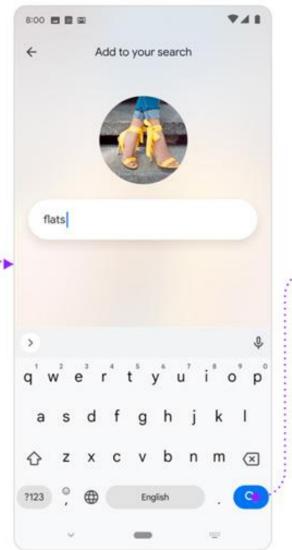


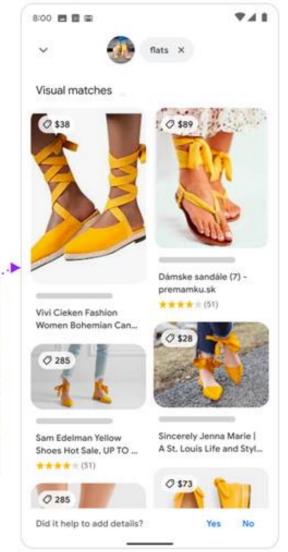


Google Shopping - Shop the Look









36%

of mobile screens occupied solely by images







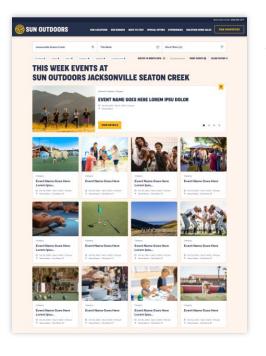


Helpful Content: Events Calendar

Location selection hub



Events calendar pages



36%1

avg. monthly increase in impressions

41%1

avg. monthly increase in pageviews

\$119K

revenue from events pages

86K

traffic from events pages

Month view



Data Source = GSC & Google Analytics

Date Range: Jan-Nov 29 2022

Google: The Big Picture

Google is:

- Trying to improve search quality and trust
- Responding to rivals (TikTok, Amazon)
- Making (mobile) search more useful/ambient
- Exploiting ML/AI technologies (e.g., computer vision, NLU, MUM)
- Cutting loose stuff that doesn't work for Google (see GMB app/GBP dashboard)
- Anticipating potential regulation/privacy issues



EPISODE 522

Is Google Getting Worse?

It used to feel like magic. Now it can feel like a set of cheap tricks. Is the problem with Google — or with us?





To Google, Relevant Content is Helpful Content



Helpful Content Update (HCU)

- December update marks the introduction of E-E-A-T to Google's Quality Rater Guidelines (QRG)
- Experience (Creator, ideally reputable across many websites, is responsible for content those writing, not just website owner and displays first-hand experience)
- Expertise (Page Quality Rating (PQR): determines how well the page achieves its purpose)
- Authoritativeness (How much effort, originality newly added –, and talent/skill, accuracy went into content creation?)
- Trustworthiness (Content is considered accurate, honest, safe, and reliable; it's not harmful to self & others. It has not been reviewed by product manufacturer or influencer paid to promote the product – conflict of interest.)

More details: https://searchengineland.com/google-search-quality-rater-guidelines-changes-december-2022-390350

What Is Helpful Content? Relevant



Content Needs Are People's Needs

You are solving for consumer needs with helpful content throughout their online journey – regardless of industry

Discovery



Are consumers finding information?

Consumers want answers within seconds

Experience



Are they satisfied with interactions?
Consumers want superior & consistent experience at every touchpoint

Engagement



Are they engaging with your brand?
Consumers want responses to their
queries without wait times

Conversion

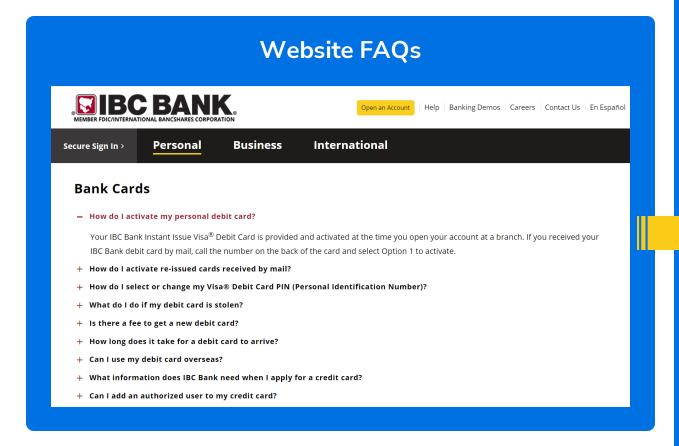


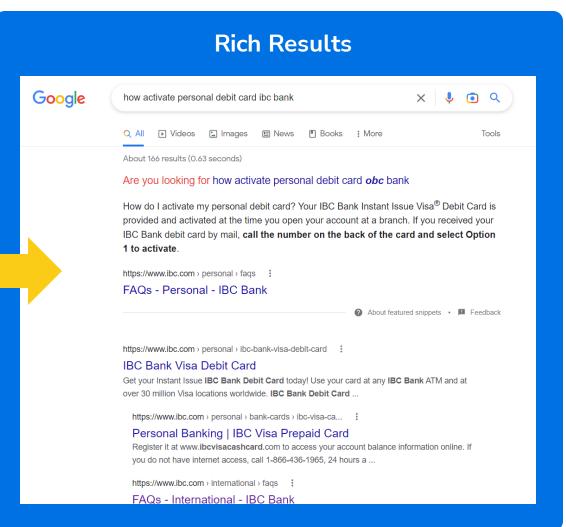
Are they converting?

Consumers want relevant information

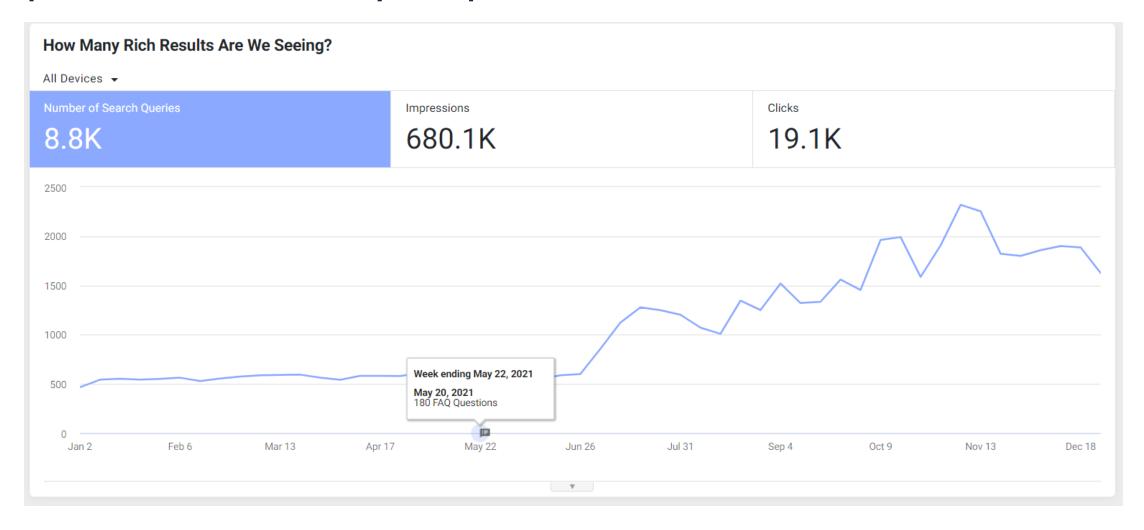
& need to trust you to convert

Helpful Content – Authority & Expertise





Helpful Content – Authority & Expertise









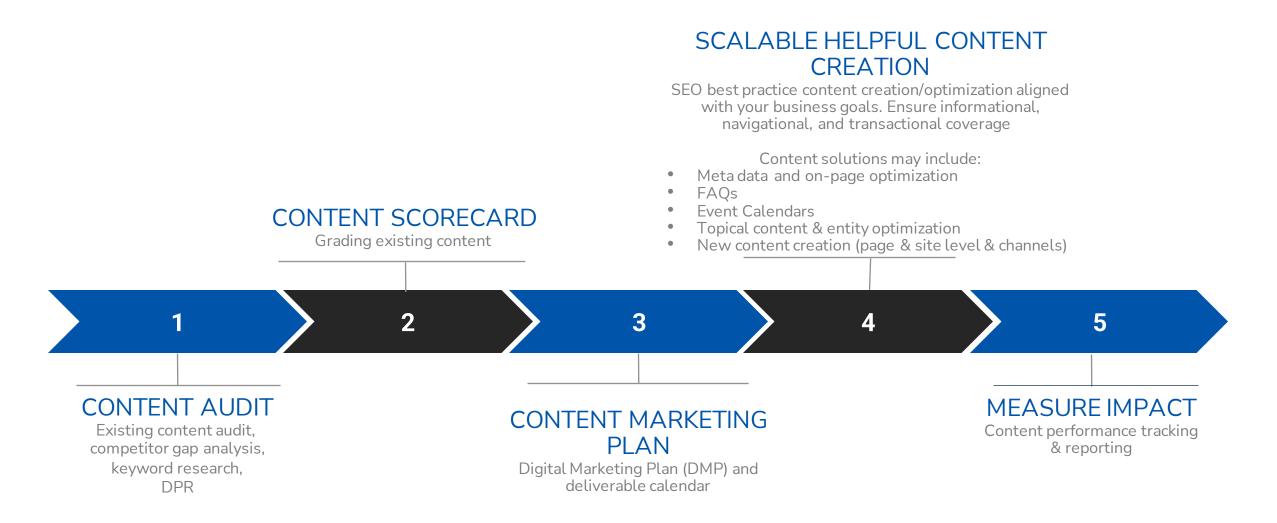
Helpful Content

Data-driven helpful content scorecard

The journey starts with defining audience personas and goals



5-Step Process To Helpful Content





Omnichannel – Consistent Experience Across All Touch Points

Multichannel



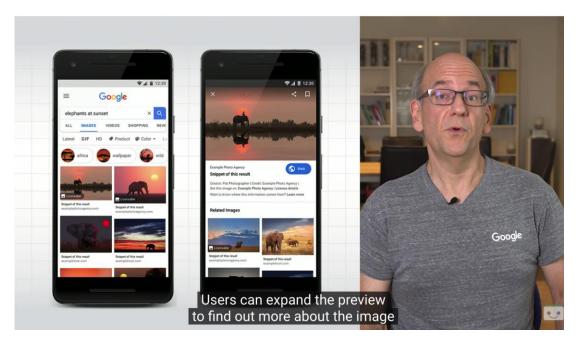
Product or service-centric approach.

Create once and publish across channels and devices.



Customer-centric approach. Unify the experience offered to customers across channels and devices pertaining to their buying journey.





https://www.youtube.com/watch?v=SfC27XgelgE

https://developers.google.com/search/docs/crawling-indexing/mobile/mobile-sites-mobile-first-indexing

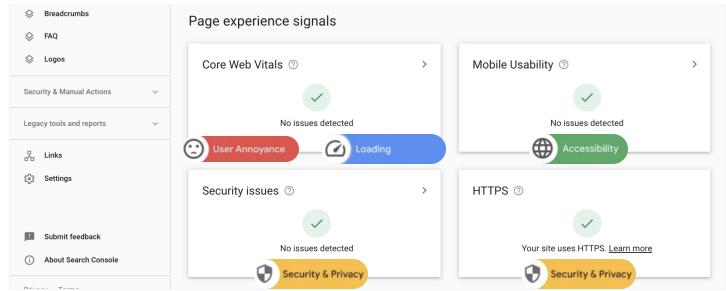
Discovery of Every Asset Is Critical



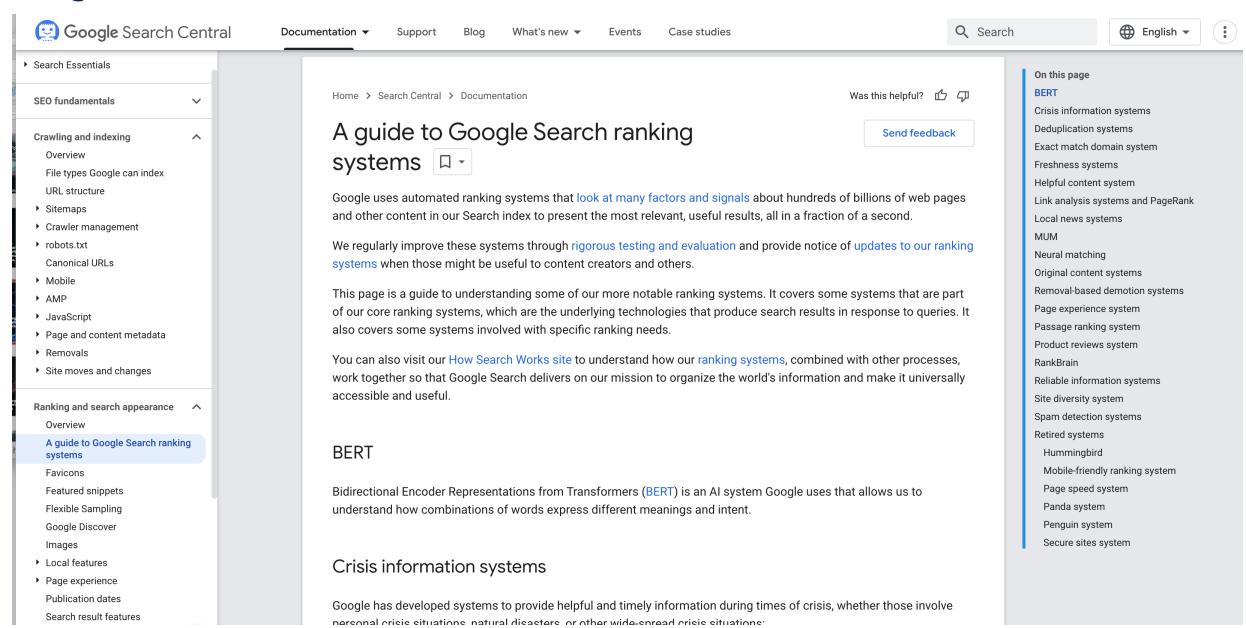
What Does Success Look Like?



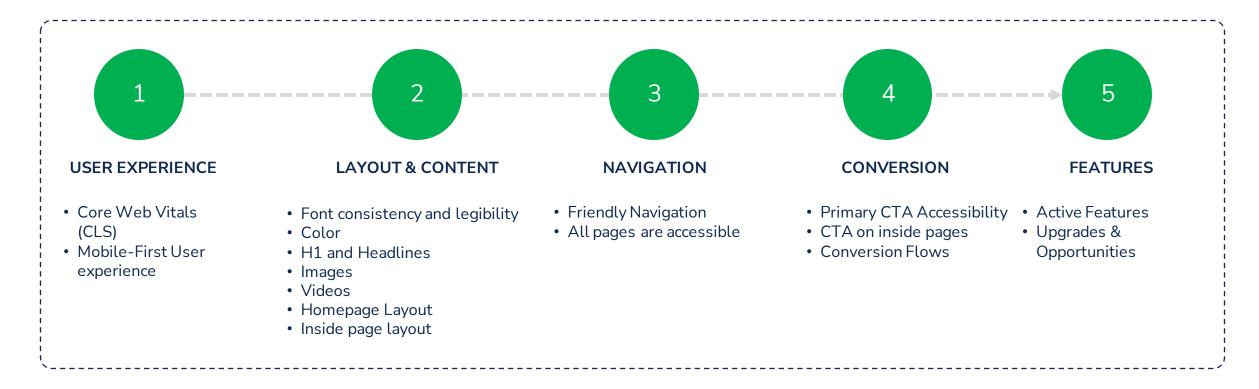
See the algorithm updates here from Chrome's team on Google I/O



Google Search Essentials



User Experience Health Score Card



SCORING RUBRIC	OUT OF 100
GOOD SHAPE	70-100
NEEDS ATTENTION	40-69
AT RISK	0 - 39

Your Content Must Be Discoverable?



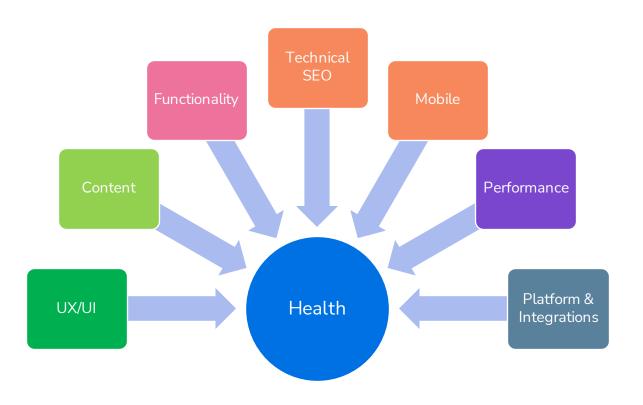
- Mobile verses Desktop
- Milestone JSON Detection
- **Invalid Canonical Tags**
- Undiscoverable URLs in Crawl Path
- Broken Links

- **URLs**
- 3. Valid URLs- Green. Yellow and Red based on number of crawlable URLs
- 4. Index Gaps analysis
- GSC Errors Mitigation
 - Robots.txt exclusions

- HTML ratio
- 3. Content Accessibility
- 4. Number of DOM Elements
- CLS
- Optimized **Images**
- Optimized Video

- detected schema
- Schema Gap
- 4. Total opportunity by page
- versions
- Hreflang/XML sitemaps
- Consistent cross market templates

Omnichannel Digital Presence Scorecard



WEBSITE HEALTH SCORE					
	70%	Includes validation of User Journys, Layout, Navigation, Font & color consistency and			
UX/UI	70%	legibility, H1 and Headlines, images, Videos, converions etc			
CONTENT	80%	Validation of Keywords, Content performance			
FUNCTIONALITY	80%	Validation of functionality of the website. Ex: booking Engine, Forms etc			
TECHNCAL SEO	38%	Validation of crawlability, Indexbility, Page Performance, Clickbility and Relavency			
DAO - FEATURES	80%	Validation of features usage on the website			
PERFORMANCE	65%	Performnace measures the business outcome based on the defined KPIs			
PLATFORM & INTEGRATIONS	80%	Performance of platform at Infra level and health and failures of 3rd party APIs			
OVERALL WEBSITE HEALTH SCORE 70%		Overall health of the website covering all the above categories			

SCORING RUBRIC	OUT OF 100
GOOD SHAPE	70-100
NEEDS ATTENTION	40-69
AT RISK	0 - 39



Localization & Personalization

Omnichannel - Resurgence of Local Retail





>50%

Consumers likely to engage with appointment shopping

Consumers discover product on one channel and shop on another



Consumers would prefer to buy online if local returns an option



Brands will prioritize experiential retail in the next year



Brands will invest in tools that allow them to sell anywhere

Milestone Experts Webinar on Local Search in 2023

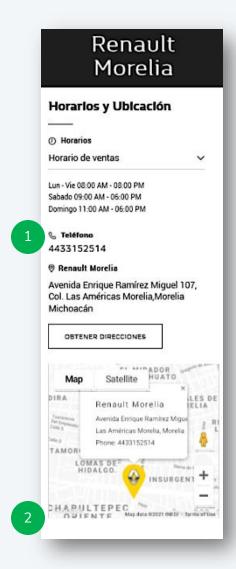
Must-Know and Must-Do Tactics

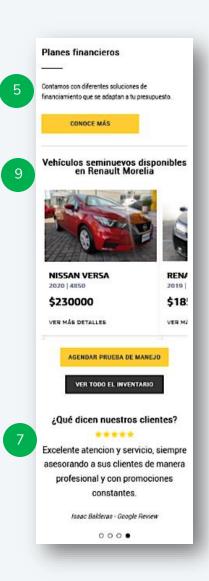
- 1. <u>Click</u> here to watch the full video
- Click here to download the deck
- Read the search engine land though leadership blog
- 4. <u>Explore</u> more Milestone webinars

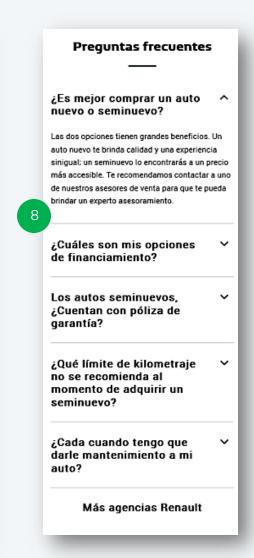


Experience = Discoverable, Relevant and Topical









Local Landing Pages

To ace Local SEO, location pages must-have

Attributes

- 1. Address, contact info, hours
- 2. Map and directions
- 3. Staff bios
- 4. Parking info
- 5. Payment, financing info
- 6. Offers, deals, coupons
- 7. Reviews
- 8. Frequently asked questions
- 9. Inventory highlights

10.Location images 11.3D tours, video

12.Department information

13.COVID information, health & safety

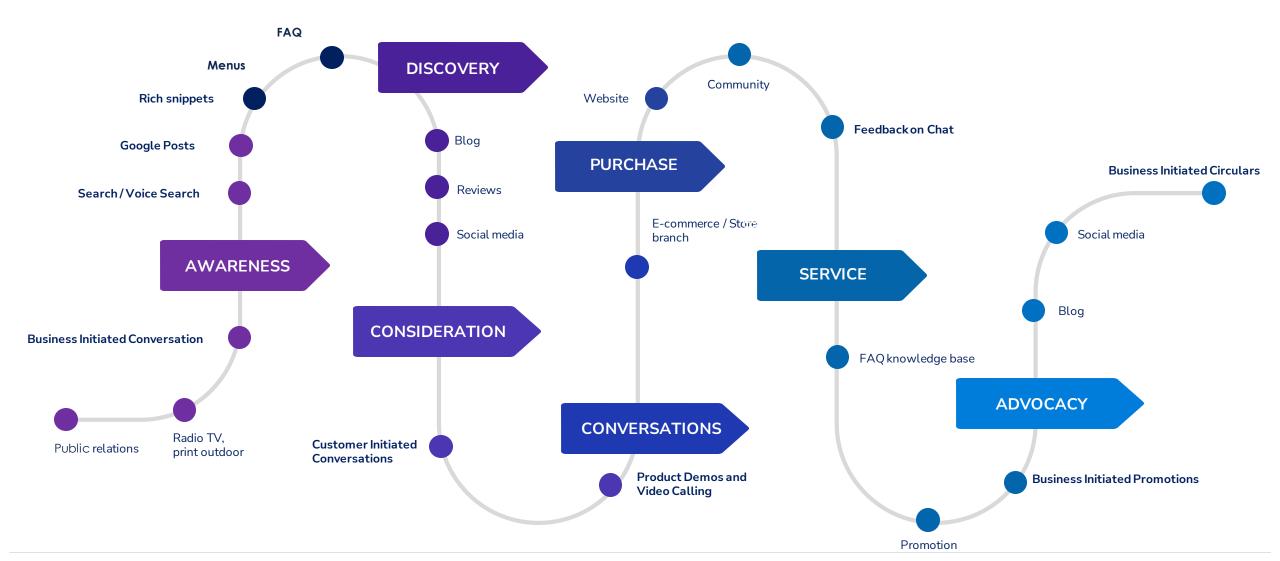
14.Curbside, delivery, in-store

shopping, appointment-only, etc

2 Publish location-specific FAQs

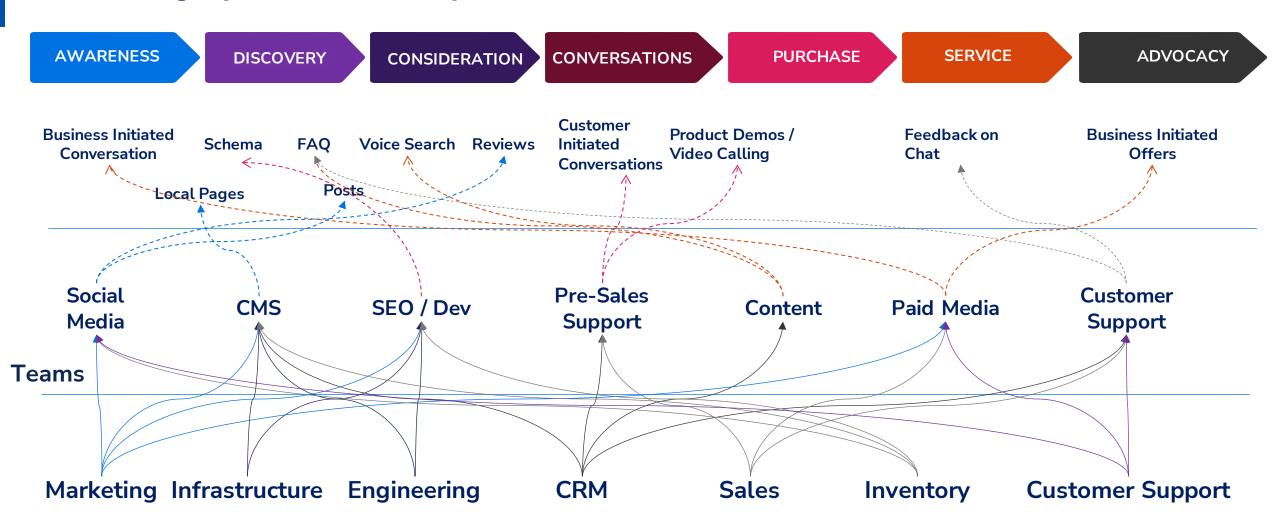


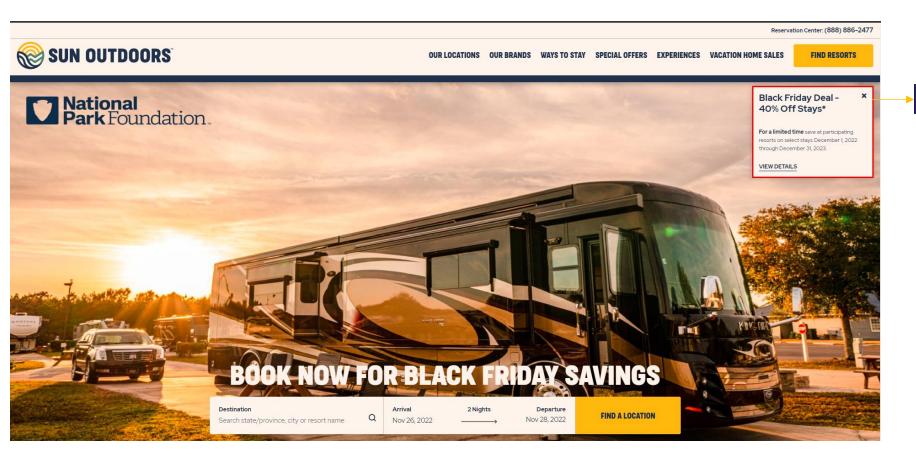
Modified Customer Journey Map





Connecting Systems in Enterprise





Personalization

Show Personalized Banner



Location

- City
- Country



- Technology
 - OS
- Browser
- Device



Behavior

- No. of visits
- No. of pageviews
- Last visited date
- · First visited date



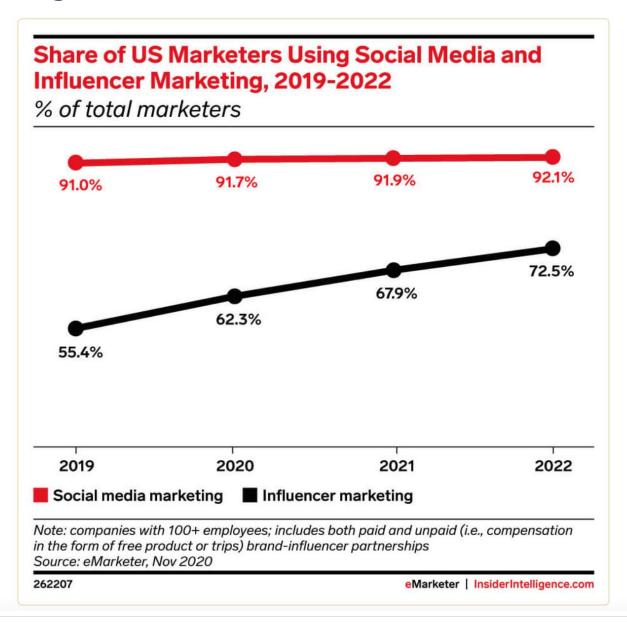
Time

5

Influencer Marketing & Expert Community Building



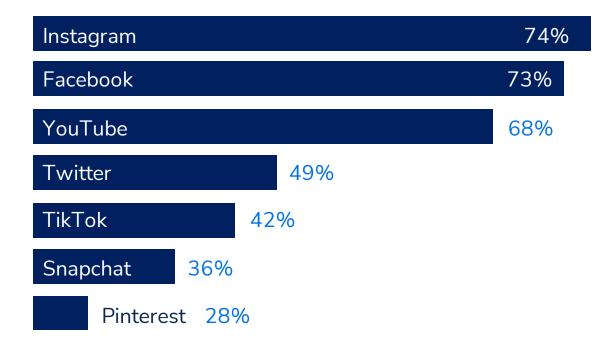
Influencer Marketing's Share Is on the Rise



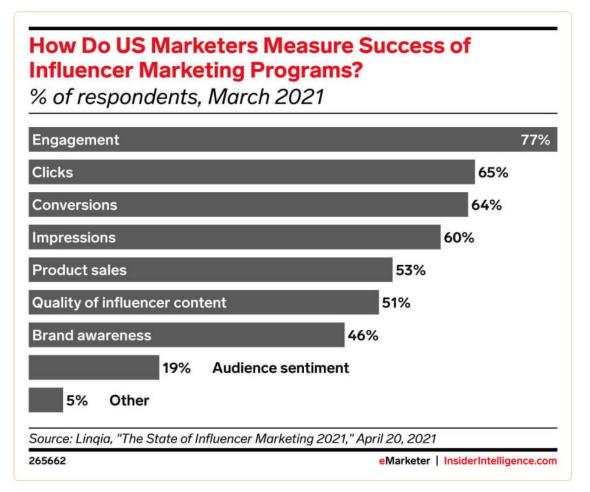
Channels and Engagement

Channel

Market share of social media platforms for Influencer Marketing

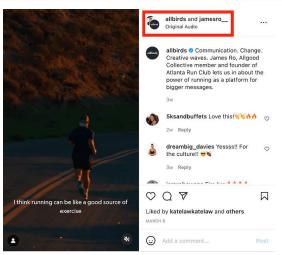


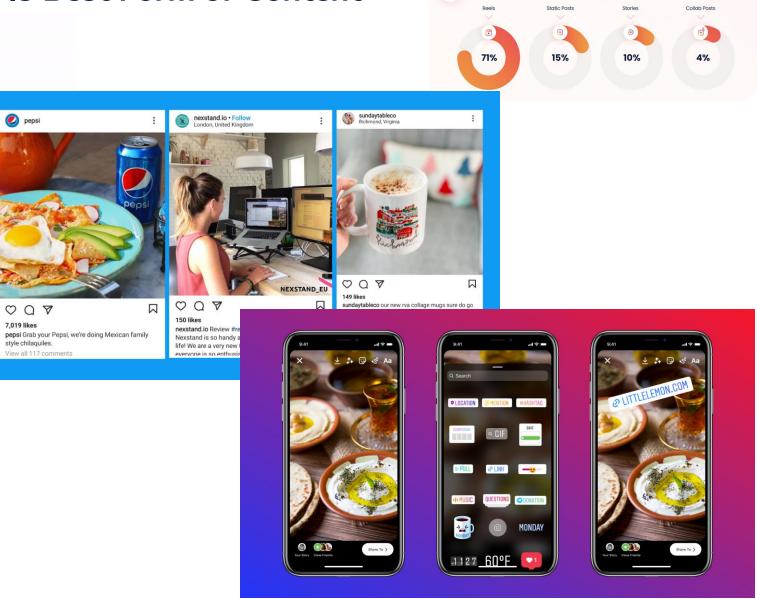
Engagement Matrix



Short Video with Expert Advice Is Best Form of Content







Most Effective Instagram Content Type for Creators



Business Intelligence & Analytics





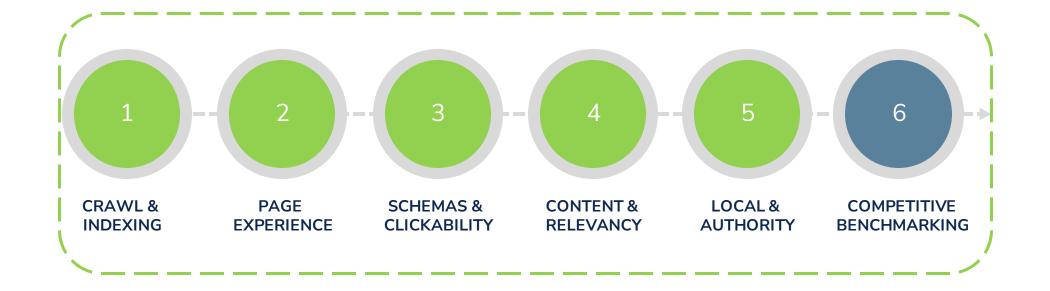








SWOT & Competitive Benchmarking





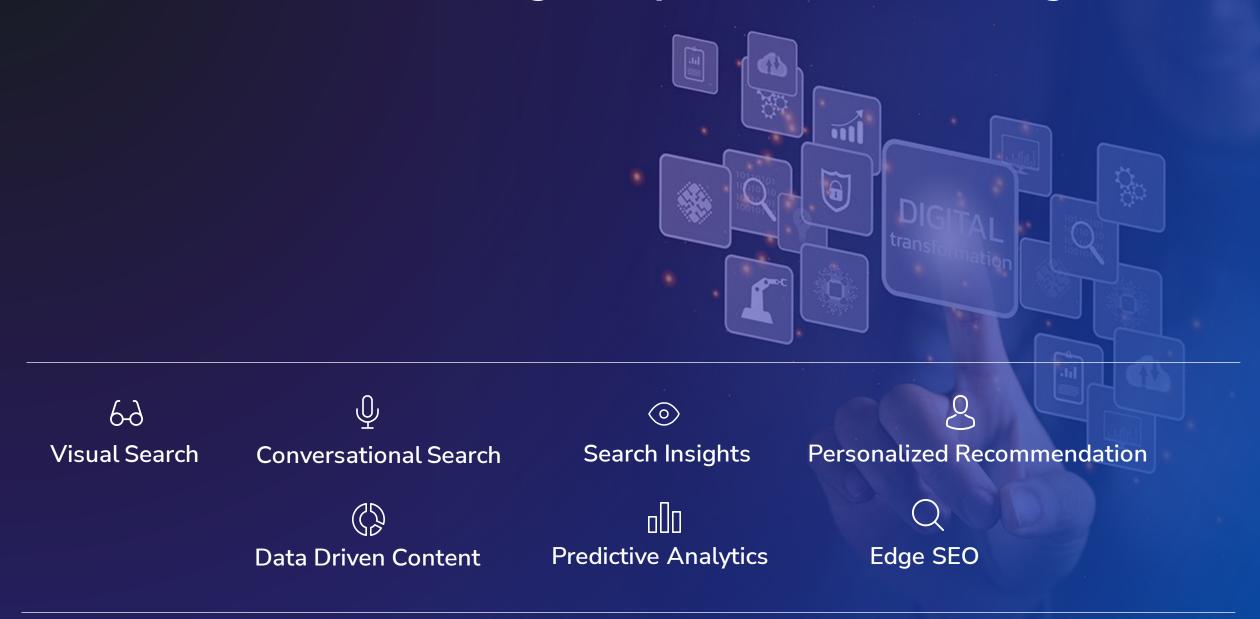
Al Models Used for SEO Automation

THE GENERATIVE AI LANDSCAPE FOR SEO AUTOMATION



https://wordlift.io/blog/en/generative-ai-for-seo/

Businesses Will Be Solving Complex Problems Using AI/ML



Chinese Street Surveillance. Object / Face Recognition.



Multi-Lingual Sites: Language A Barrier? Not Anymore!

Al/ ML based real-time translation for 100+ languages

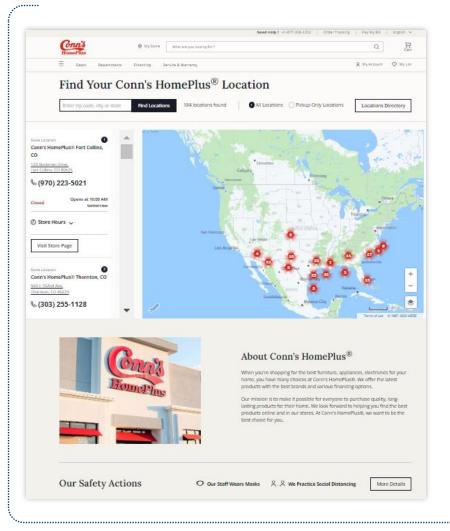
WHY MULTI-LINGUAL SITES?

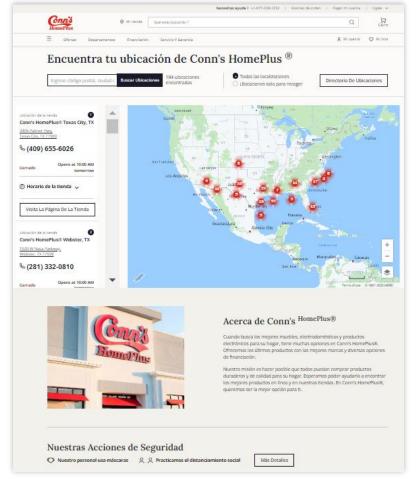


GLOBAL OPERATIONS



GLOBAL FOOTFALL









Key Objectives



Sharpen your goals







Takeaways / Upcoming Meetups to Retain and Grow Market Share

- 1. Budgeting, Forecasting and Prioritizing
- 2. Business Intelligence and AI Less is more
- 3. Why Discovery and Omnichannel Experience helps in growing top of the funnel?
- 4. User Experience/ Helpful Content Discoverable, quality, relevant
- 5. Omnichannel Consistent unified experience
- 6. Engagement Personalization and localization is key
- 7. Your Success Plan Prioritize, measure, align

Milestone Events: Webinar on Hospitality Trends and Engage 2023

ENGAGE 2023: July 31 – Aug 1, 2023 Save the date now



- 1. <u>Click</u> here to watch the full video
- 2. <u>Click</u> here to download the deck
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