

## YOUR VEBSITE IS IMPORTANT

## YOUR WEBSITE IS YOUR NUMBER ONE SALES TOOL!

#### Top reasons to have a good website:

- 1. It can help you reach more people through search engine optimization.
- 2. You can align your customer's expectations and improve their experience.
- 3. You can provide a window into your business and get customers off the market from the beginning of their search for a solution provider.
- 4. It helps you increase and build your brand presence making you stand over the competition.
- 5. You can improve your credibility by showing your previous work, customer experiences, and what makes you unique.
- 6. It allows you to interact with your customers whenever they need you.
- 7. You can improve your processes and integrate them into your operations.
- 8. Your website is a fixed asset to your business and developing a new site falls under capital expenditures.



How's your website performing?



### A GOOD WEBSITE GETS YOU AHEAD OF THE GAME!

#### A few facts about how human behavior online:

- 1. 63% of shopping occasions begin online.
- 2. 85% of people read online reviews before making a purchase.
- 3. 53% of all website traffic comes from organic search.
- 4. 49% of users say they use Google to discover a new product or service solution.
- 5. 97% of people search online to find companies nearby.
- 6. 28% of local searches culminate in a purchase.
- 7. Over 50% of users use their mobile devices to search for products and services.

(Source: Think With Google)



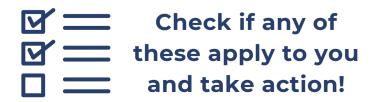
Are you taking advantage of this?



#### WHAT MAKES A WEBSITE BAD:

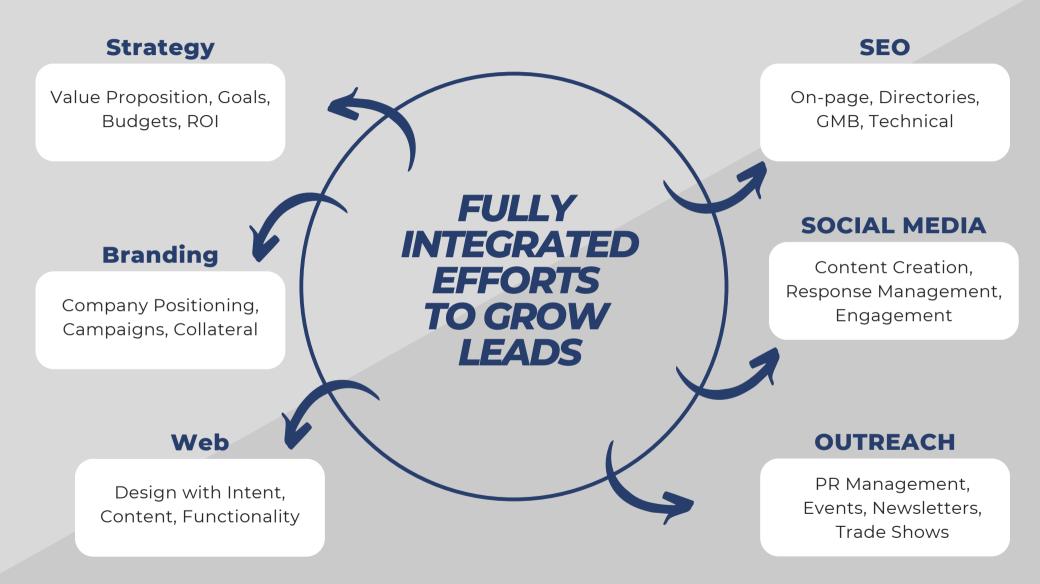
#### Top reasons to have a good website:

- 1. Outdated web design and content.
- 2. Hard to find while searching (on Google) for a product category.
- 3. Difficult navigation.
- 4. Poor color and font choices.
- 5. Lack of responsive design (not mobile-friendly).
- 6. Slow load time due to large files or weak servers.
- 7. Lack of relevant information for the user.
- 8. Lack of call-to-action buttons.
- 9. Walls of text and lack of imagery.
- 10. Too many outbound links for information that is user-levant.





## **ABOUT US**







# Since

43 Surfacing Related Companies

23 Rockhead Member Companies

60 Fully Designed Websites Built



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