



WEBHEADS
UNITED

MAKE YOUR WEBSITE WORK FOR YOU

LIVE INTERACTIVE WEBINAR

Get Relevant, Proven Advice and Insights
from Live Humans in Real Time

Small Business Website Design Tips

Sue LaChapelle



**LACHAPELLE
DESIGN**

Influencing through design:
Branding and visual identity

Learn more: LaChapelle.com

How Do Users React to Bad Design?

33% do not return to website with too much content

80% leave websites with a poor display on their devices

Just about 50% measure a brand's credibility by its website design

2 out of 3 engage more with well designed content

94% judge a site based on its responsive design

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1

Design Your Business Website With The User In Mind

WIIIFM

What Is In It For Me



Supercharged for pros.

The most powerful MacBook Pro ever is here. With the blazing-fast M1 Pro or M1 Max chip — the first Apple silicon designed for pros — you get groundbreaking performance and amazing battery life. Add to that a stunning Liquid Retina XDR display, the best camera and audio ever in a Mac notebook, and all the ports you need. The first notebook of its kind, this MacBook Pro is a beast.

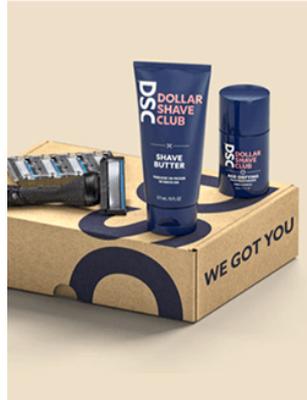
From \$1999

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WHY JOIN THE CLUB?

YOU GET TOP-SHELF PRODUCTS.

- Full product line only on DollarShaveClub.com
- Made with premium ingredients
- Mix and match to find your perfect routine



YOU'RE ALWAYS IN CONTROL.

- Flexible delivery dates
- No hidden fees
- 30-Day Money Back Guarantee
- Club Pros to answer your questions
- Cancel online anytime

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Use consistent branding



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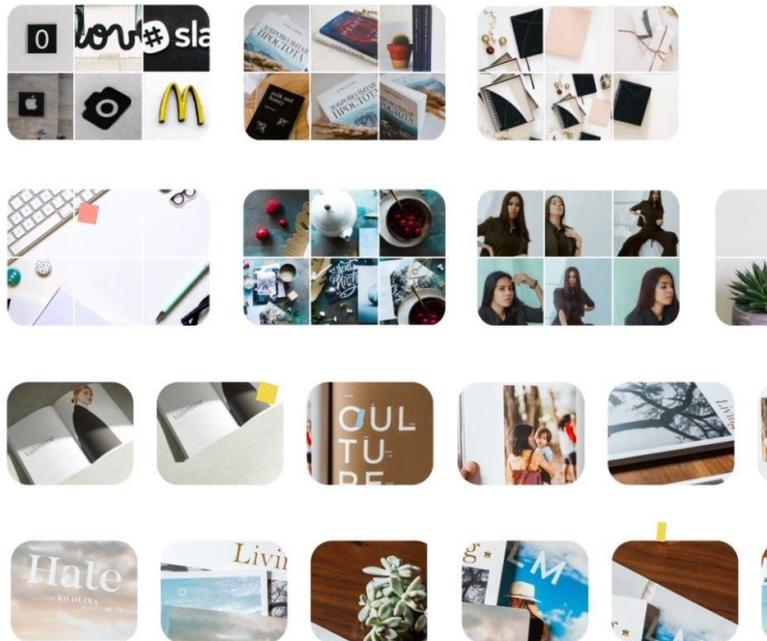
**Make Your Call to Action
Stand Out**

Make your files and folders beautiful.

Organize, share, and collaborate on creative files and projects with your team.

Create Playbook free

Artist or designer? Get qualified for 4TB





DoneDone

How it Works ▾

Teams ▾

Resources ▾

Pricing

Simple Issue Tracker. Easy Help Desk Software. Get Work Done.

Bug tracking, task management, and customer support, all in one simple app your team and customers will love.

[Get started without a credit card →](#)

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Harvard Health
Publishing
HARVARD MEDICAL SCHOOL



Thanks for visiting. Don't miss your FREE gift.

The Best Diets for Cognitive Fitness, is yours absolutely FREE when you sign up to receive Health Alerts from Harvard Medical School

Sign up to get tips for living a healthy lifestyle, with ways to **fight inflammation** and improve **cognitive health**, plus the latest advances in preventative medicine, **diet and exercise**, pain relief, **blood pressure** and **cholesterol** management, and more.

I want to get healthier

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04

**Include
Testimonials**

Looking to grow your business? Look to these Trailblazers.



“Salesforce has become the glue that holds us together. We’re just getting a taste of what it can deliver, and we’re eager to try more!”

DAVID POSTILL, SENIOR VICE PRESIDENT
MARKETING & CUSTOMER EXPERIENCE, AGI

[SEE THE STORY >](#)



“Salesforce has been key to achieving our goal of providing the best possible experience for restaurants so they can succeed and grow on our platform.”

STEVE PUCHALA, SENIOR VICE PRESIDENT OF
GROWTH & RESTAURANT SUCCESS, SKIPTHEDISHES

[SEE THE STORY >](#)



“We can easily access the data we need to make smart decisions, action them quickly, and grow the business in the right direction.”

CAILIN RADCLIFFE, SENIOR DIRECTOR, REVENUE
OPERATIONS, LOOPIO

[SEE THE STORY >](#)

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Testimonials



Roberti Iniguez, California

Hi Dave,

You adjusted my suspension at [SoSo Cycles](#) about a week ago on my V2 and I couldn't be happier.

The bike by comparison is so much smoother and definitely raised my confidence leaning it over. It's amazing and completely changed the bike for me.

I know I've said this a few times now when you adjusted it but I have to say it again, thank you so much!

Jordan Sinclair, Canada (Remote Tune)

Hello friend

Put a quarter turn of preload into the shock spring, used the lower numbers (instead of high) to increase the damping and found 8 more Km/h exit speed through my very favorite right

Facebook Reviews



Mary-Lou Capill

4 days ago

approachable, easy to talk too and extremely knowledgeable

[View all reviews](#)



Stephen James

5 days ago



Learner stories

Lessons from a Chef turned Deputy CTO

Manuel S., Deputy CTO @ PaxFamília, Brussels, Belgium



Manuel's learning journey: [Learn Ruby](#), [Learn HTML](#), [Learn Git & GitHub](#), and [Build a Website with HTML, CSS, and Github Pages](#).

What inspired you to learn to code?

I studied economics at my university, but it was a thing my parents recommended. I really hated it, so I dropped out. Eventually, I went into cooking and was a professional chef for 3-4 years.

My brother is a tour guide, and a tourist did bootcamps. He mentioned this, and it inspired me. That's when I got the money together to do one. I started Codecademy to prepare for it.

Because I was so new to coding, and because the bootcamp was going to speed through front-end topics like CSS and HTML, I used Codecademy for that.



Design With Accessibility in Mind

According to the Harvard Business Review 81% of customers attempt to solve issues with a product before reaching out to a live representative. 91% of people also said that they would use a knowledge base if it can satisfy their needs.



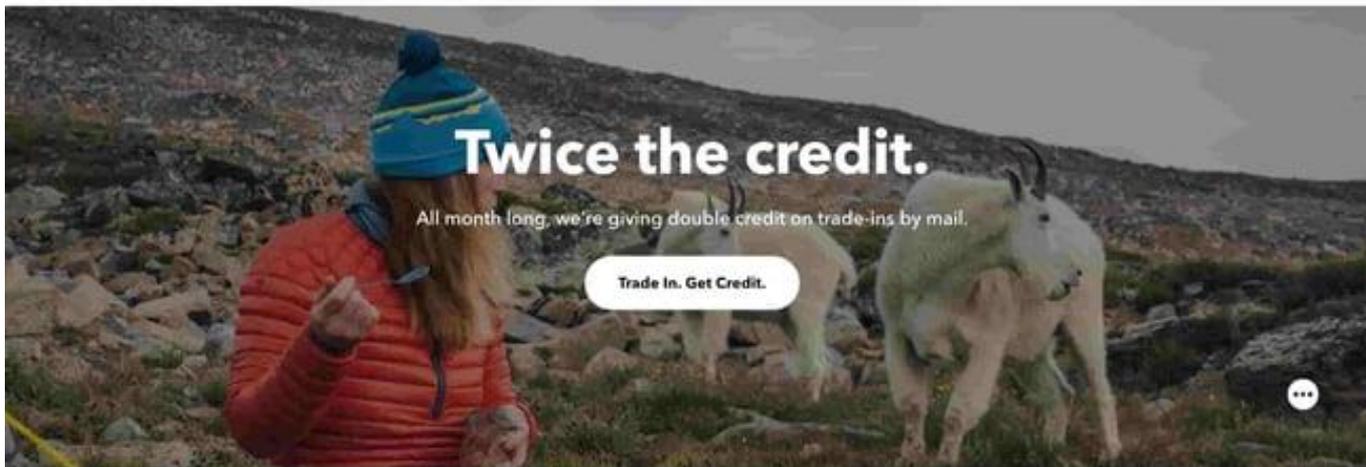
Popular in [New York City](#)

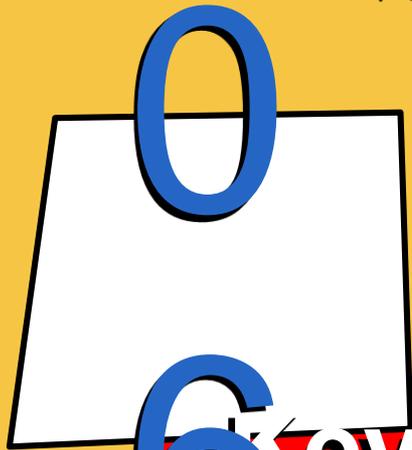
- All
- For you New
- Online
- Today
- This weekend
- Free
- Music
- Food & Drink
- Charity & Causes

Check out trending categories

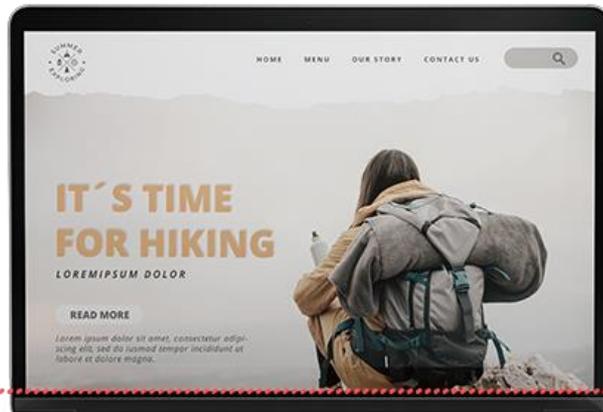
- Music
- Performing & Visual Arts
- Holiday
- Health







6 Key information above the
fold



Above the Fold

LET'S GO

Lorem ipsum dolor sit amet, consectetur adipiscing elit.
Vivamus lacinia odio vitae vestibulum vestibulum.



Lorem Ipsum

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Become a ProBlogger

Since 2004, ProBlogger has been the home for bloggers wanting to create and grow their blogs, and then go professional to make money blogging. We've got close to 8,000 posts with blogging advice, tips, and in-depth tutorials alongside the latest blogging trends.

[TELL ME MORE](#)[SUBSCRIBE TO PROBLOGGERPLUS](#)JOIN OUR COMMUNITY OF **300,000+** BLOGGERS!



Create Landing Pages

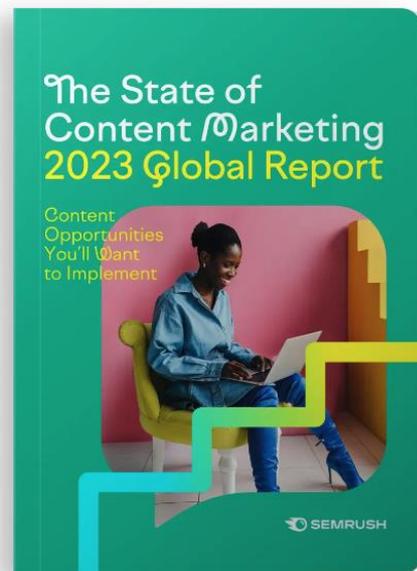
Grow Your Business with Content Marketing in 2023

Get a 360-degree view of where the content marketing industry has been, what you can expect now, and where it's headed in the next year.



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Coach Certification Training Academy
Published by Sam LaChapelle · 5d · 🌐

Do you love helping others and walking them through steps to achieve a particular goal? Maybe it's something you do with friends or family - they come to you with questions. You're wondering how you can start a coaching business on part-time hours. Maybe it's because you love your day job --- or maybe it's because you aren't ready to quit your day job yet.

Download our guide on how to start part-time!



COACHCERTIFICATIONTRAININGACADEMY.COM

Starting your coaching business as an ICF certified coach is now easier than ever!

👍 Like 💬 Comment ➦ Share



Offering an online learning experience designed to give you the ICF coaching education you need to coach with confidence.



Start Your Coaching Business on Part-Time Hours

By starting with a part-time ICF credentialed coaching business you have the flexibility to create your own work hours. You can offer coaching sessions at times that are most convenient for you and work at your own pace.

When you're ready to start teaching others and impacting the world let Coach Certification Training Academy help you get your ICF coaching certification training. **Read more how to get your coaching business started:**

[DOWNLOAD NOW](#)

Why Coach Certification Training Academy?

When you choose CCTA's online, virtual classes, you will not only learn the skills that are recognized as foundational to successful coaching - you will complete all your education

Do you love helping others achieve a particular goal?

Consider starting coaching part-time!



Start Your ICF Credentialed Coaching Business with Part-Time Hours

Starting a coaching business even on part-time hours, can be a way to bring in additional income and help others. With that extra money, you can save more for retirement, invest in your hobby, or get a start on a full time coaching career.

Learn more about how you can get started!

[Download Now](#)

Why Choose CCTA to get your ICF credentials

The instructors at the Coach Certification Training Academy, have taught in-person classroom training and created a virtual classroom environment. We have designed this virtual classroom to provide the same group synergies and natural growth to occur as an in-person class.

Becoming a Certified Professional Coach means you're an invaluable partner for a business, individual, or team as you support and guide them through their challenges using proven and specific techniques that you learn through the Coach Certification Training Academy training process.

**GAIN
CONFIDENCE**

**ONLINE
CLASSES**

**LEARN FROM THE
PROFESSIONALS**

Chat with us 🗨️



08

Use Video To highlight

☰ Menu

Watches

World of Rolex

Store Locator



🔍 Search

♡ Your selection

NEW WATCHES 2022

ROLEX WATCHES

MADE WITH CIFOR

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MISSION

BLOG

NEWSLETTER

SUPPORT

CAREERS

GET THE APP

Still on the 90 Day Plan?

You can access the client portal and submit your latest measurements here

LOG IN >

THE SPRING OFFER IS NOW LIVE

Don't miss out on our special price

Download on the
App Store

GET IT ON
Google Play

MADE WITH GIFOX

DON'T HAVE A MOBILE OR TABLET?

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Tickets & Passes

Short Breaks

Explore

Plan Your Visit

Book now

Thorpe Park Resort

The UK's Most Thrilling Theme Park

Book Now

MADE WITH GIPFOX

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09

Optimize for search engines

SEO Checklist

1. Google Search Console and Google Analytics set up and access
2. Install and Configure an SEO Plugin if you are using Wordpress
3. Create and Submit a Sitemap
4. Create a Robots.txt File
5. Make Sure Google Can Index Your Website
6. Identify competitor keywords
7. What Are Your Main 'Money' Keywords

10

Keep mobile users in mind





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Influencing through design:
Branding and visual identity

Book a 30 minute consultation

<https://calendly.com/suelachapelle/30-minute-consultation>

Make your website work for you

WEB HEADS UNITED | November 2, 2023



WELCOME!



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Robert Coxe

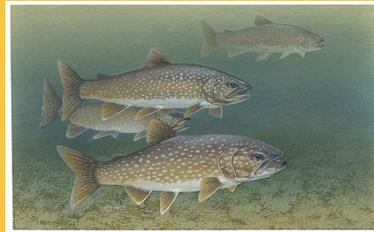
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What is a Blog?

Blog (Weblog) = a informational website or online journal that displays posts by one or more entities and has links to comments on those posts. These posts can contain text, images, videos, or links to other pages and posts.

When to Create a Blog?

After your website is launched, work can begin on your blog. A blog is like weaving a net. The more knots (posts) in the net, the more users you can attract to your business and convert.



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Robert Coxe, Owner

Benefits of a Blog

- Drives website conversions.
- Establishes you and/or your company as an authority in your subject/industry.
- Develops interactivity and relationships with your customers and encourages engagement.
- Reinforces your brand.
- Differentiates your business from your competitors.

Drives Conversions

- Blogs have a longer lifespan than ads, are considered effective by marketers and may provide the biggest return on investment.
- However, it can take 6-12 months to see the investment.
- Be sure to add clear call-to-actions to the blog posts in order to drive the engagement and get conversions.

Social Media Content

- **Content from your blog can be used to provide social media content.**
- **Make sure you adapt the blog content to the format of the particular social media you are using.**
- **You can use an RSS feed to automatically send blog posts as emails, newsletters, and to selected social media channels.**

Social Media Channels

- **Social Media**
 - Facebook/Instagram – PeerTube/Pixelfed
 - X (Twitter) – Mastodon
 - Pinterest
 - LinkedIn
 - Quora/Reddit
- **Other Sites**
 - Wikipedia/Medium

Builds Trust

- A blog post can provide more information about a particular topic than an ad can. With a blog you can:
 - Answer Frequently Asked Questions
 - Provide News and Information on the company
 - Can build credibility/authority and show you know your industry building trust.

Differentiate/Reinforce

- A blog can spotlight the differences of your company versus your competitors.
- Having consistent blog posts can reinforce present your brand and company to your target audience/market.
- Use keywords related to your companies products/services to help communicate your message effectively.

Drawbacks of a Blog

- It can take a lot of time to rank on Google and get traffic.
 - About 4-6 months (~75 posts) or more depending on your niche.
 - It takes a lot of consistency and persistence.
 - You have to believe you will get there.
 - The competition can be fierce for rankings.
 - You have to promote your blog outside of your site.

AI – Chat, Bard, Bing

Artificial Intelligence (AI) is making its ways into the world of blogging. It is yet to be determined what affect this technology will have. A personally written blog will have more expression of your business. However, if you use this technology:

- Make sure the information generated is accurate.
- Use the text generated as a suggestion and go from there.
- Make sure you know where the information came from.

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Robert Coxe, Owner

Resources

- Ryan Robinson (has a guide to blogging and free tools you can use). (<https://ryrob.com>)
- Searchvolume.io
- Google Trends (trends.google.com)
- Answer Socrates (answersocrates.com)

Example of a Blog

- **McMullen House Garden Shop Blog**
 - A blog about native plants, butterfly gardening, and the relationships of butterflies to plants.
 - <https://shop.mcmullenhouse.com>
 - 2.5 years old and has about 210 blog posts

Robert's Blogging Tips

1. **McMullen House:** combine information about butterflies and their host plants along with the location. Look for places where you can combine two or more products together in a post to produce more interest.
2. Use Google Trends to find topics that are gaining in interest, where, and when.
3. Follow E-E-A-T – Experience, Expertise, Authoritativeness, and Trustworthiness

Questions/Comments

- **Contact Silphium Design LLC**
 - **430 E Main Street, Titusville, PA 16354**
 - **robcoxe@silphiumdesign.com**
 - **<https://silphiumdesign.com>**
 - **814-775-0005**



JNM

WEB CREATIONS

AUTOMATION FOR AN EFFICIENT BUSINESS

Save Time and Money

WHAT IS AUTOMATION?

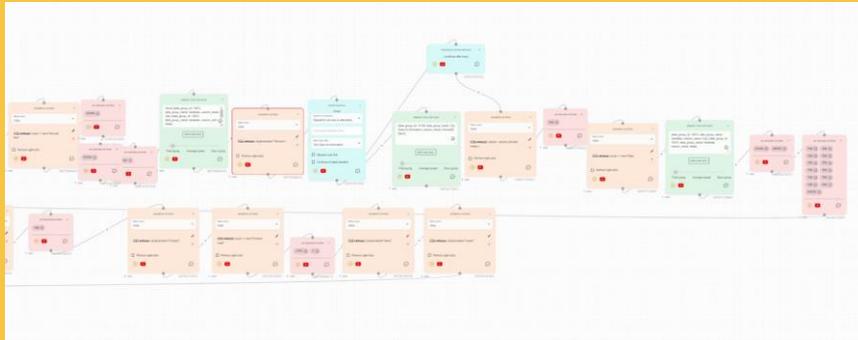
- Automation is the use of technology to perform tasks where human input is minimized.

WHAT WE THINK OF



WHAT WEBSITE AND ONLINE AUTOMATION IS

- Creating an automatic process for the tedious tasks you do online everyday.
- Website forms that send the information to you or adding someone to your mailing list
- Time and labor saving to be able to focus on other things



Zapier
make
IFTTT

Robomotion

ZERO
WORK



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WEB CREATIONS

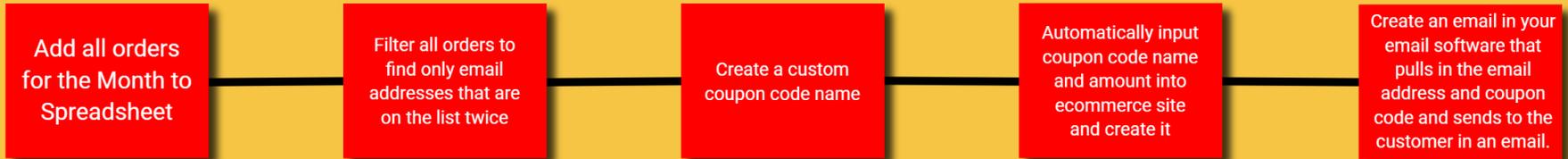
WHY SHOULD I AUTOMATE

- Save Time
- Save Money
- Focus on things you like to do in your business
- Less of the tedious annoying tasks
- No human error

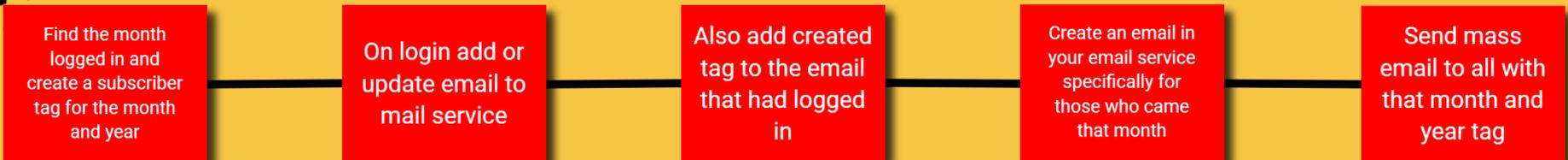


AUTOMATION EXAMPLES

- Ecommerce site Automation Workflow: We want to give everybody who bought twice in the month a special coupon code



- Login to Email Automation Workflow: We make everyone login when they come to our free kids play area



THANKS!

JOSH COLLIER

JnM Web Creations

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(928) 458-0392

