

Writing for the Web and Blogging

Day 2—Social Media Marketing Intensive

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Writing for the Web

- Writing for Social Media (FB and Twitter)
- Basic Content Writing
- LinkedIn Content



80/20 Rule of Headlines

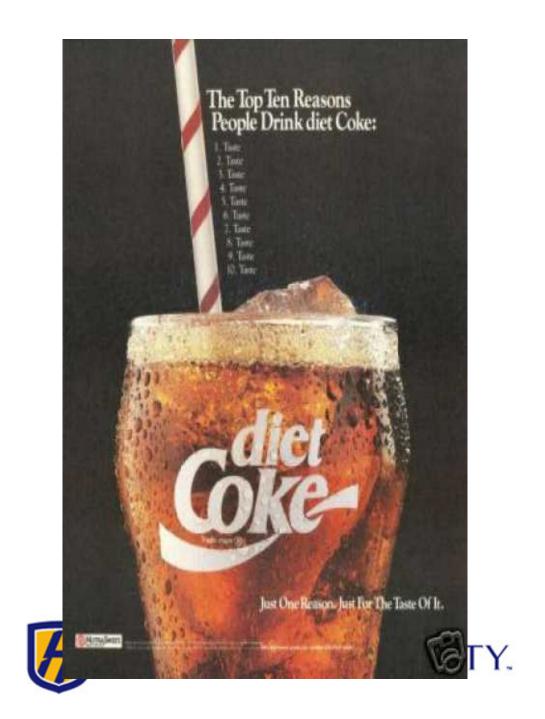
- Eight out of 10 headlines read
 - The **header tag**, or the <h l > **tag** in HTML, will usually be the title of a post, or other emphasized text on the page. It will usually be the largest text that stands out.
- So what does a headline need?
 - Must be useful
 - Provide sense of urgency
 - Convey idea is unique
 - Do all above in ultra-specific way
 - Keep in mind that in The 100 Greatest Ads (Julian Lewis Watkins) 95% of earliest ones were eight words or less.

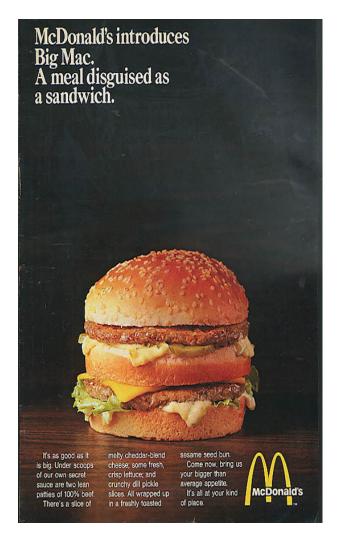


Use Advertising Strategies

- What's the reward of reading? (adapted from The American Writers & Artists)
 - Provide sense of urgency.
 - Convey the uniqueness.
 - Be as ultra-specific as possible.
 - What's in it for me?
- AIDA (Attention, Interest, Desire, Action)











HOFSTRA UNIVERSITY.









Call to Action

- Ask readers to do something.
- Don't give away too much information.
- Use questions to tantalize.
- Either link or try to get likes or comments.
- Don't be too obvious about selling services.



Know your audience and choose what information to share

- Picture your consumers as you write. Who are they? What do they want? What do they already know? AND, MOST IMPORTANTLY, WHAT DO THEY WANT TO KNOW?
- Keep in mind: what are their time constraints?
 What do they expect in terms of multimedia?
- Lastly, are they passive readers? Are they reading for some intention?



- Rule of thirds—1/3 links that are useful, 1/3 value-added information, 1/3 relevant personal tidbits.
- Write for electronic media
 - Write meaningful material
 - Be aware of SEO.
 - Use a simple writing style
 - Use active verbs, active voice and stress the positive.
 - Make every word count
 - Tone



Use Effective Writing

- Clarity
- Conciseness
- Consistency

Always edit before you push send



Engage with Variety

 Yes, you have a strategy. Yes, you have a platform. But, consumers respond to variety.

 Keep an underlying plan, but don't let your consumers be aware of it.



Social Media is About Sharing

- One-on-one conversation rather than an audience.
- Praise work of competition.
- Transparency
- Engage others' participation. If you ask questions, you need to respond as well.
- Long-term commitment.



Creating Content Basics

Strategies

1. Original, value-added content

2. Aggregated content that appeals to your community, presented in a unique way.

•Be cutting edge—use Twitter, alerts, and subscription services to find unusual, ontarget stories to share



Always Consider Audience/Purpose

- First consider your audience and purpose.
 - Why are you writing?
 - Who are you writing for?
 - What do you want to accomplish



Five Basic Purposes

- Service: Providing something for your readers.
- \square Sales: Either literally or for promoting yourself.
- Information: ie., gov't sites, etc. Usually attracts visitor with more patience to filter through information since they NEED it.
- Link lists: offers linked reference. Combination of service and information.
- ☐ Fun: For entertainment.



Web audience types, in general:

- □ Users—want to finish a task. Looking for specifics so easy navigation is a must. Beware of slow-loading graphics/technology.
- □ Viewers—want entertainment. Need to keep their interest. Graphics, color, variety important.
- Readers—between the above two. Want readable fonts and well-written and clear text as well as graphics, color, photography. They want information and to enjoy the experience of getting it.



SEO Strategies

- Use Chunking
 - Scannable
 - Using captions and headlines wisely
 - One idea per paragraph
 - Lists instead of paragraphs. No more than 7 to 10
 - Clustering
 - Bullets
 - Subheads/Numbers





The New Hork Times

Monday, November 14, 2016 ☐ Today's Paper ☐ W Video ☐ 253°F ☐ Shanghai -0.27% ♣



World U.S. Politics N.Y. Business Opinion Tech Science Health Sports Arts Style Food Travel Magazine T Magazine Real Estate ALL



ELECTION 2016

Trump Is Criticized for Hard-Right Pick

Giuliani and Sessions Emerge as Choices for Top Positions

By MICHAEL D. SHEAR, MAGGIE HABERMAN and MICHAEL S. SCHMIDT 9:11 PM ET

- Civil rights groups,
 Democrats and some
 Republicans denounced
 President-elect Donald J.
 Trump's decision to appoint
 the hard-right nationalist
 Stephen K. Bannon to a top
 position.
- Mr. Trump spent the day in his office trying to sort out his cabinet choices, with Rudolph W. Giuliani, Jeff Sessions and John Bolton all vying for various spots.
- #891 Comments
- Transition Briefing: Justice Ginsburg Wants Court Vacancy Filled Quickly 6:48 PM ET
- · The Cabinet Shortlist

Putin and Trump Agree in a Phone



Stephen K. Bannon at a Trump rally in Canton, Ohio, in September.

Damon WinterThe New York Times

From the Fringe to the White House

By JEREMY W. PETERS

Mr. Bannon's ascent has become the focus of Mr. Trump's critics, who broadly condemned the choice as divisive, if not racist.

· Stephen Bannon and Breitbart News, in Their Words

Investors Transition: Selling Bonds and Buying Stocks By LANDON THOMAS Jr. 7:23 PM ET

Sovereign wealth funds and hedge funds, as well as retirees' accounts, restructure portfolios to profit from what they expect will be a free-spending administration.

Mary Jo White to Step Down as S.E.C. Chief

The Opinion Pages

EDITORIAL

Colombia's Revised Peace Accord

After marathon negotiations, the Colombian

government and the FARC struck a new deal that serves as a road map to officially end five decades of war.

· Editorial: Donald Trump Is Hiring

Blow: Trump's Rural White America

· Krugman: Slump Coming? · Op-Ed: Can Marine Le Pen Win?

 On Campus: Harvard's Rank and File

TIMES INSIDER »
U.S. Torture: Reporting on a
Legacy of Ruined Lives

OP-ED CONTRIBUTOR

What Could Be Worse Than Repealing All of Obamacare?

By JONATHAN GRUBER
By keeping only the
most popular parts,
Donald Trump would leave
patients worse off than they
were before the law was
passed.

APPRECIATIONS The Grace of Gwen Ifill

As a black woman in journalism, she had spent her entire career proving people wrong.

THE CROSSWORD »
Play Today's Puzzle



39m A series based on characters in Marvel's "The Inhumans" is headed to the small screen in a big way: It will **debut next year on Imax screens** before episodes air on ABC.



Early screenings suggest that **Zika infection** remains rare in the continental United





21 TRAVEL HYCKS YOU NEED TO KNOW THIS SUMMER

BOOKING + AIRPORT HACKS

BE AN ONLINE NINJA
Travel sites tend to monitor
your visits to their site and will
increase prices if it looks like
you're interested. Cheeky,
right? Before you book your
flight or hotel, channel your
inner ninja (dressing up is
optional) and clear your
browser history, cookies and
cache to cheat the system.





If you're travelling as a couple, be annoying and book the window and aisle seat - leaving the middle seat spare. If this seat remains unbooked, you're got yourself the entire row! If it does get booked, just poiltely ask to sit next to your partner (and hope they're nice.) BOOK AT THE LAST MINUTE
Wait for it... wait... now book!
Many airlines will slash their
flight prices days before
departure as they want to
clear their inventory. This
hack may not be ideal if your
heart is set on a specific
location, but it's great for the
more spontaneous of you.



GET THE WI-FI PASSWORD Holidays are supposed to be a time to relax, but most of us are unable to go a whole week without checking social media. Hotels can often charge quite a lot for wi-fi use, so search travel forums



TAKE A CAR PARK SELFIE

No, it's not a bad first holiday

PACK AN EMPTY BOTTLE
You may not be allowed to
take liquids through security
(Except for the thing you
always forget about), but you
can take an empty bottle. Fill
it up once you're through
airport security from a water



Use Electronic Media Techniques

- Conversational
- Clear-cut sentences. Don't overuse dependent clauses.
- Short is better than succinct
 - The automobile crashed into the house.
 - The car crashed into the house.
 - Always opt for clearness first
- Translate English into better English. Ie. Hazmat.
 Translate other tongues into English.
- Be dynamic. Never start sentence with time reference.



And Some Print Medium Ones

- Descriptive word better than dull.
 - Active verbs
 - Literary devices
- Inverted Pyramid
- News value
 - Timeliness
 - Prominence
 - Human interest
 - Proximity
 - Magnitude
 - Conflict
 - Unusual



Avoid at all Costs

- Marketese
 - Boastful claims
 - Exaggeration
- Cover-ups/dishonesty
 - Web readers value transparency
- Subjective language
- Pieces without value-added content



Sell Your Lead

- Leads must maximize the story's impact on the audience.
- Don't bury the lead. Tell the news first.
- Don't put too much into the lead. Sometimes details can wait if they just clutter up the lead.
- Second-day stories should emphasize today's news and offer explanatory material for those unaware of situation; use a link if you can.

Finding the Lead: Ask yourself:

What's the most important thing about this story?

What's the most interesting thing about this story?

What's the most immediate thing (the most recent development) about this story?



Label Multimedia

 Search engines do not see videos and photographs—you need to make sure it does.



Keyword Strategies

 "Keyword" can mean multiple words. Ie. Web hosting service

• Avoid keyword stuffing. It's not how often keyword phrases are repeated; it is where they are placed throughout the document, and how prominent they are.



- Make sure the understandable key words appear throughout site that helps your consumer navigate content (Title, URL, H1, in body).
- See https://moz.com/learn/seo/title-tag





- With print, editors seek to make headlines, subheads and such as clever as possible. Online, clarity wins over cleverness.
 - Magazine: What's Up Doc?
 - Online: Medical Breakthroughs, Health News,
 Advances in Health and Medicine.



Product Name Is Not a Keyword

- At least usually—what is interesting to your audience?
- Think more generic—what do people call your "product."
- Focused page title important but now the text should explore a topic in a more informative way
- You can shoot keywords at highest volume or use some more narrow, long-tail keywords.



Broad Keywords

VS

Long-tail Keywords

Marketing

Magazines

Documentary

Landscaping

Shoes

Loans

Inbound Marketing Software

Jewelry Magazines

John Ford Documentary

Medford MA Landscaping

Nike red running shoes

Commercial real estate loans



- Good web writing isn't about repeating words.
 ANYTHING you do to improve the page helps enhance user experience, which will help SEO.
 Including:
- Fixing poor grammar and spelling mistakes
- Adding synonyms to text
- Reducing keyword stuffing
- Reducing the ratio of duplicated text on your page to unique text
- Removing old outdated links or out-of-date content



- Re-Wording sentences to take out sales or marketing fluff and focusing more on user experience—give them facts and page purpose.
- Merging many old pages into one, fresh page
- Conciseness, while still maximizing relevance and keyword coverage
- Keyword phrase prominence throughout the copy
- Prominent placement of keywords in HI, in url, in first paragraph.



Writing for LinkedIn

 Write for Linkedln. Can repurpose but do change your content to reflect demographic.

Flesch Reading Ease Score	Readability Level / Category	Education Level
0-29	Very Confusing	College Graduates
30-49	Difficult	College
50-59	Fairly Difficult	High School Senior
60-69	Standard	13 to 15 year-olds
70-79	Fairly Easy	12 year-olds
80-89	Easy	11 year-olds
90-100	Very Easy	10 year-olds



- LinkedIn Articles
 - Weekly is fine.
- Status Updates "Posts"
 - Announce articles
 - Real-time input



Kathryn LeBlanc

Digital Media | Strategic Communications 3 hrs • Edited

I'm writing an article about LinkedIn users' #1 reason that they love this platform.

Are you here...



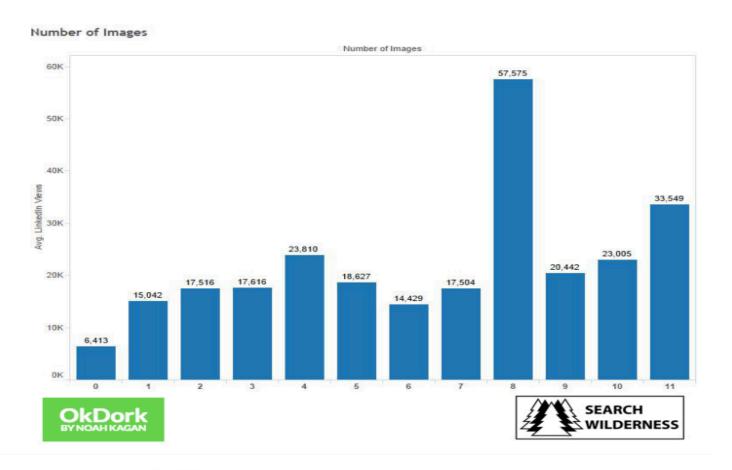
To consume content

To create content

Or because you love the community?

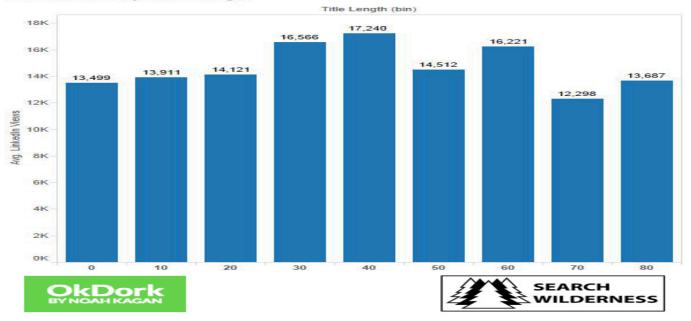


• Use dynamic visuals up top.





Performance by Title Length



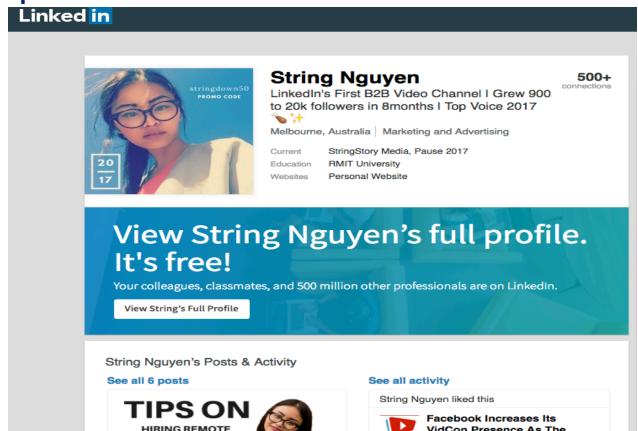
- Headlines critical short, concise, CTA
 - Titles 40-49 characters
 - https://www.titletester.com/



- Long-form works up to 2000 words. Neutral language rules.
- Sharing is caring link to others.
- High-performing content
 - Lists
 - How-tos



- Break post into 5 headings to make more skimmable
- Share everywhere. 80/20 rule.
 - https://analytics.twitter.com/about
 - http://www.tweriod.com/



Why Blog?

- Build platform
- Increase audience
- Sell products
- Build community



Paul Shapiro SEO



Paul Shapiro's Search Wilderness

Technical SEO is Wild









Technical SEO Blog

About Paul Shapiro

Paul's Speaking, Writing, and Press

Free SEO Tools & Scripts

Contact Me

Donald Trump

Can't find what you're looking for?

Search ...

Implementing AMP Forms from Start to Finish with ampform [Examples]

The introduction of the amp-form component to AMP suspended the need to use hacks and expanded its functionality allowing for a much more flexible experience. Lead capture, commenting, search capability, and other site features common to most web pages suddenly became much more achievable with AMP HTML.

As with the rest of the AMP project, the amp-form documentation seems pretty straightforward, as it's pretty close to standard HTML. The AMP team has even built out AMP By Example, a site with different example code snippets and demos. Continue reading \rightarrow



in AMP, Search Engine Optimization | May 15, 2017 | 12 Comments



THE PRODUCER'S PERSPECTIVE

ABOUT KEN

PODCASTS

CONSULTING & SEMINARS

SUBMIT YOUR SCRIPT

FORUM

BOOKS & PRODUCTS

INVESTORS



THE SHOCKING QUESTION THAT TWO BUSINESS PIONEERS ASKED ME LAST WEEK.

Just last week, I was chatting with a high-powered theater exec about all things Broadway. We were talking about the current Broadway season, theater inventory (or lack thereof), variable pricing, etc. And then the topic got granular, as the exec-inquestion (who is one of the 50 Most Powerful People in the Biz - and toward ...



11/10/2015

Miscellaneous Producing



PODCAST EPISODE #45: THE PRESIDENT OF THE RODGERS & HAMMERSTEIN ORGANIZATION, TED CHAPIN.

Hi. I'm Ken Davenport. I produce stuff. You can too. For more information about me, click here. And sign up below to never miss a post.

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SUBMIT YOUR SCRIPT >



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PRODUCING 101



BWAY BUDGETING 101



INVESTING 101





Q Mfy DPtB'



FASHION BEAUTY HUMOR CULTURE DICK-SHUN-ARY TRIVIA PODCASTS FEATURES *



We think we're funny. You should follow us.

MAN REPELLER ON TWITTER >

EASHION

PAJAMAS TO WORK, RUFFLES TO **PARTY**

See what Bergdorf's PR Manager wears for a week. VIEW MORE

1234



SHOP MR PICKS

GET THEM ALL **(**











The Sex and the City Diet, Round 4: Carrie Bradshaw

Turtleneck PSA: The J.Crew Tissue Turtleneck Is Your Best Bet, Trust Me

Shoesday Trend Watch: Are Mountain Boots Next?

Why Are We Still Obsessed with 'Sex and the City'?

My Life Coach Lives on My





SEE THEM ALL **(**)

How to Dress for a Cool Friend's Wedding







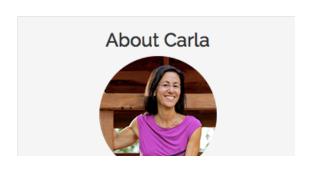


BOOM! 26.2 complete!

BY CARLA



(more old school blogging. posting from iPhone) Marathon done. From here: To here: It's really right here (at the halfway







Home

About Bob

Breaking News

Business

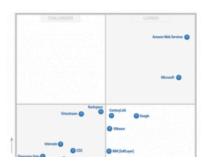
Technology

Government

Predictions

Terms

Amazon's cloud monopoly



Earlier this year two different research reports came out describing the overall cloud computing market and Amazon's role in it. Synergy Research Group saw Amazon as by far the biggest player (bigger in fact than the next four companies combined) with about 30 percent market share. But Gartner, taking perhaps a more focussed view of just the public cloud, claimed Amazon holds 82 percent of the market with cloud capacity that's 10 times greater than all the other public cloud providers combined. I wonder how these disparate

Connect with Bob









The Decline and Fall of IBM

Audiobook Now Available!

Audible

ListenUp



THE GLOBE GETTER

ON A MISSION TO SEE THE WORLD



How I Choose My Next Travel Destination

Here are a few factors that go into how I choose my next travel destination.

Read More →

Jun 14, 2017

Do Eat Favorites Musings See Tips



30 Stunning Photos of Beautiful Bali, Indonesia

Here are 30 of my favorite photos from my limited time exploring beautiful Bali.

Read More →

Jun 7, 2017





8 First Impressions and Observations About Japan

These are a few of my initial observations as a tourist in Japan.

Read More →

Jun 1, 2017

How My Dad Flew to Europe for \$95

What Years of Solo Travel Have Taught Me

POPULAR POSTS

What It's Really Like Being a New Travel Blogger





Take a Look

- https://searchwilderness.com
- https://www.theproducersperspective.com/
- http://www.manrepeller.com/
- http://carlabirnberg.com/
- http://www.cringely.com/
- http://www.theglobegetter.com/blog/



Blog Samples

- Search Wilderness (2016—Paul Shapiro, Catalyst)
- Theater Blog (2008—Ken Davenport)
 - The Producer's Perspective
- Fashion Blogs (2010—Leandra Medine)
 - Man Repeller
- Fitness Blog (2013—Carla Birnberg "Miz fit")
 - Carla Birnberg
- Tech Blogs (2008—Mark Stephens/Robert Cringley)
 - I, Cringely
- Travel Blogs (2015—Tausha Cowan)
 - The Globe Setter
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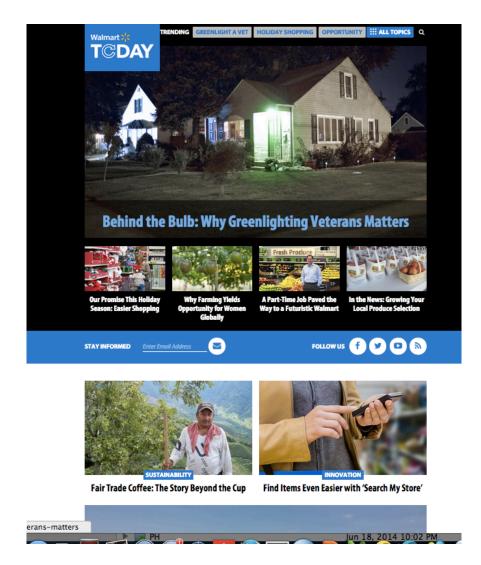
Business Blogs

https://blog.walmart.com/

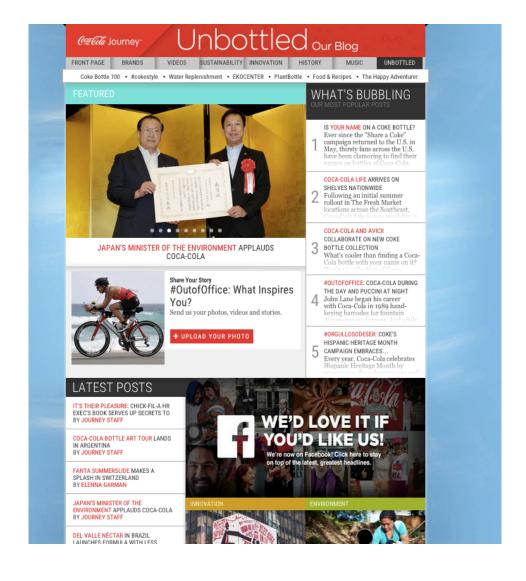
http://www.coca-colacompany.com/coca-colaunbottled/

http://www.wholefoodsmarket.com/blog/wholestory/

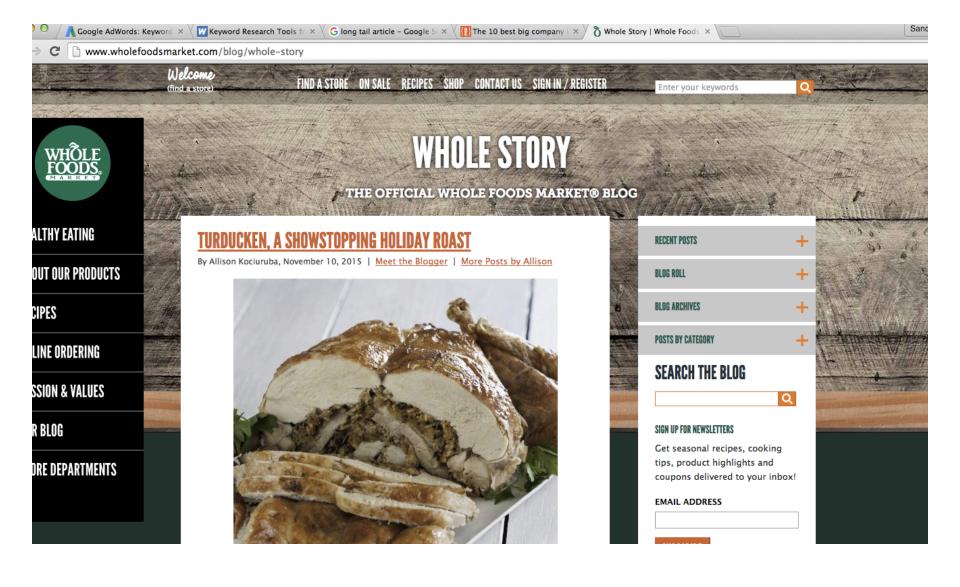














Not-so-good sites

https://www.stonyfield.com/blog

http://blog.cwtv.com/



Blogging Basics

What is your goal?

– Why are you here? What is your objective? Where do you want to be in five years? How do you want to be branded? What is your platform?

Niche

- Idea of exchange—who else wants to participate? Sharing and caring is how you build community. Connecting is important—80% of your readership will come from this.
- Know thy competition

Name

• Is the name easy to remember? Your name is your identity.



Blog Content

- What makes a good post
- Understanding audience
- Create editorial calendar



Daily Management

- -Regular postings
- -Maintaining communication
- -Follow editorial calendar
- -Look at analytics/research what works/doesn't

Building Community

- -Integrate blog with social media and other marketing methods such as newsletters
- -Drive traffic to site strategies and implementation
- -Interact and partner
- -Media attention



Monetization

- Adsense
- Sell own ads
- Affiliate Programs
- Paypal Buttons
- Market services
- Underwriting/sponsorship/partnerships



Blogging Resources

- www.bloggingpro.com/
 - Weekly job board that features positions for bloggers, editors and more.

- https://www.bloggingbasics101.com/how-do-istart-a-blog/
- Start a blog, written by a blogger.

