# 22 AwesomeMarketingTactics & Tools

Get it Done on a Shoestring with MarketingZoo.com



# **TABLE OF CONTENTS:**

Members Login	4
Members Page	5
#1 - Marketing Tactics	6
#2 - Coupon Marketing	7
#3 - Postcard Marketing	8
#4 - Marketing Graphics	9
#5 – Video Marketing	10
#6 - Article Marketing	11
#7 - Directory Marketing	12
#8 - Get Ideas for Features & Benefits	13
#9 - Grab Marketing Images	14
#10 - Uncover Hot Keywords	15
#11 - Build Links	16
#12 - Create Newsletters	17
#13 - Find Marketing Resources	18
#14 - Create Print Ads	19
#15 - Publicity Releases	20
#16 - SEO & Site Building	21
#17 - JM Workman	22
#18 - Rage Against Rental Machines	23
#19 - Bait & Click	24
#20 - Blogging	25
#21 - Customize Content	26
#22 - Videos & YouTube	27
Even More	28
What Do You Need?	29
We Don't Rite	30

# Member Login





# **Members Page**

"Login takes you directly to the Members







Links to General
Content & Resources





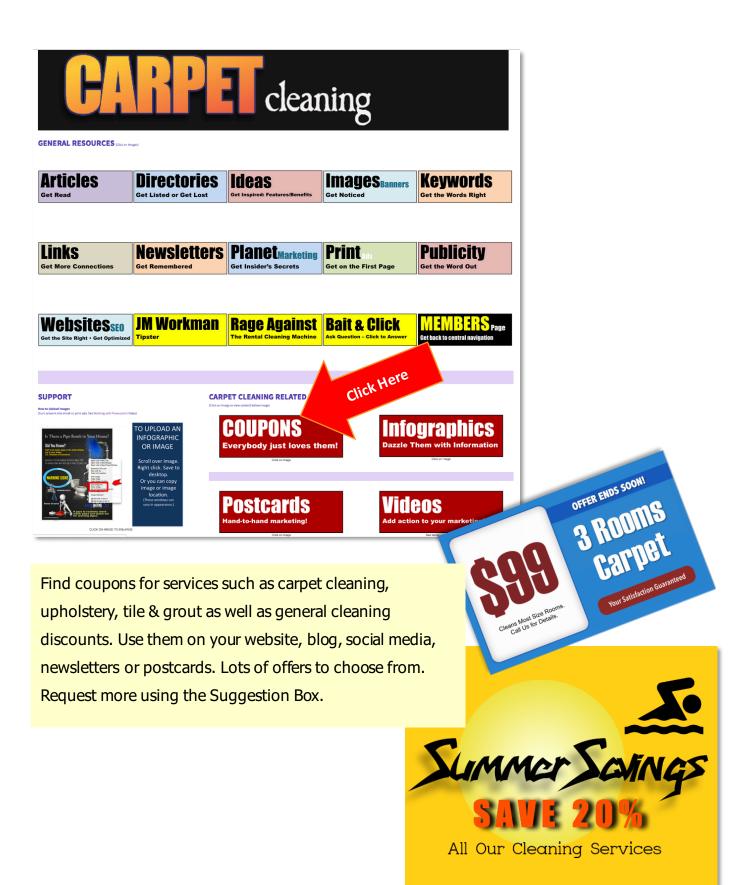


**Articles** 

# **#1 Marketing Tactics**



# **#2 Coupon Marketing**

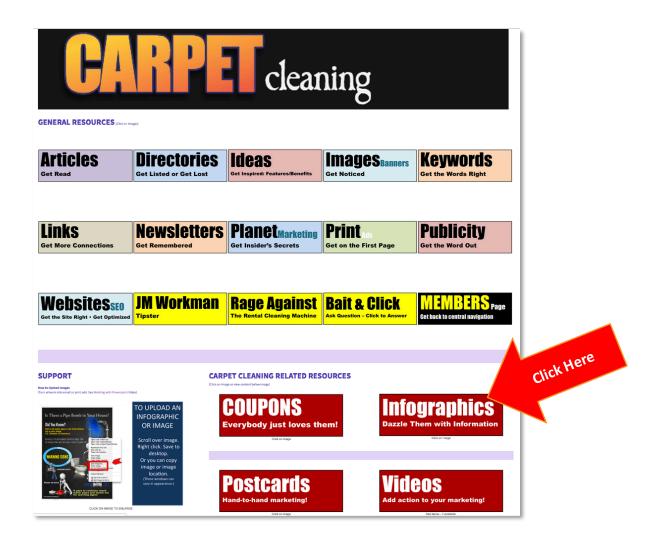


# **#3 Postcard Marketing**





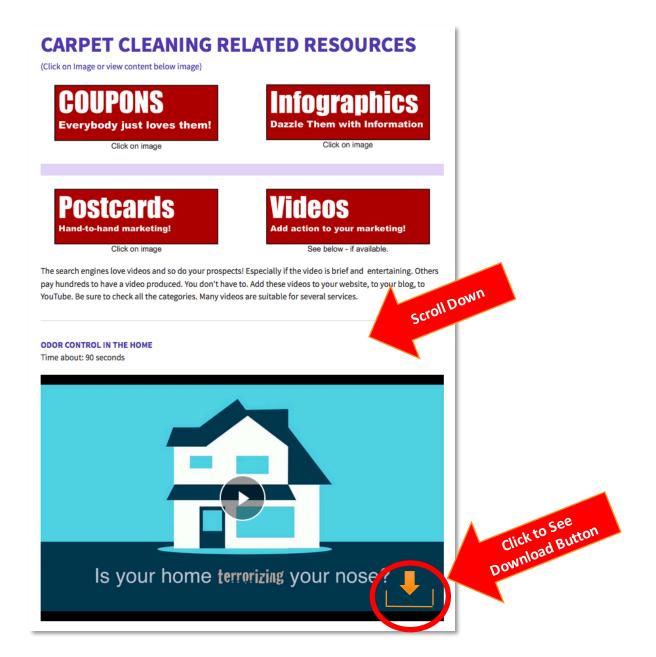
# **#4 Marketing Graphics**



Infographics have so many uses, from creating ads, posting to blogs and social media pages, creating postcards and email blasts, that we could never list them all. Use the Suggestion Box to request more.



# **#5 Video Marketing**



Videos are on available right on a specific service page (not yet available for all services). Just scroll down the page.

Download them by clicking on the small box in the lower right-hand corner. Use the Suggestion Box to request more.

# #6 Article Marketing





Articles are added each month on relatively broad cleaning and health subjects. Great for blogs, freshening up web pages and social media posts. Instructions for customizing content is right on the page. Use the Suggestion Box to request more.

# **#7 Directory Marketing**





Many directory listings are free. Here are links to the *55 Largest Business Directories*, the *Top U.S. Local Directories for Citations* and *Local Search SEO Friendly Sites*. You can do it yourself or we have links to listing services.

# #8 Feature/Benefit Ideas





- A clean system has fewer breakdowns
- · Add life to your current system
- Airborne contaminants that are pulled into your H
  the furnace or air conditioner runs
- · Allowing your system to operate more efficiently

What can you say about your services? If you need some inspiration, we have curated hundreds of phrases from Internet sites to stimulate your brainstorming.

allergies, or asthma?

е

es of common air pollutants: dust mites, pollen,

Phrases

of accumulated dirt, debris and allergens like

ned professionals

- ▼ Duct cleaning can cut maintenance cost
- · Dust mites and many other micro-biological contaminants
- Enhance the efficiency of your heating/cooling system
- Enhance the efficiency of your heating/cooling system, which may reduce energy bills
- Experience sneezing and headaches
- . Follows the guidelines of the National Air Duct Cleaners Association (NADCA
- Have pets?

# **#9 Marketing Images**





#### **IMAGES READY TO DOWNLOAD AND RESOURCES**

Here are images that you can download directly from this website. We have collected these from sources offering their use for free.

Association Logos Credit Card Images

Social Media Icons
Phrases

Stars and Stickers Warning Signs

Buttons

Guarantees Hand Drawn Arrows and Stars

Free Bonus Stickers

Free Bonus Stickers

#### HEADERS AND BANNERS

Banners Pin Up Notes

Cleaning Images with Captions What Customers Say Free Estimates

Green Cleaning Super Clean Cleaning Word Art

Headers

Free Estimates Emergency Service 24 Hour Emergency Service Word Art 24 HOUR EMERGENCY SERVICE WORD ART

For best resolution, before saving an image click on the image to enlarge it.

24 SERVICE





24 HOUREMERGENCY SERVICE

24 SERVICE

Need some hot button phrases or other images for web pages, blogs or social postings? Here are images for credit cards, social media, numbers, pin up notes, green cleaning, free estimates and much more!

RVICE

RVICE

24 HOUREMERGENCY SERVICE

24 HOUREMERGENCY

# **#10 Uncover Hot Keywords**





You can use the **KEYWORD HELPER** with lists of cleaning and restoration keywords below or you can do your own keyword research. Watch the video to learn a simple approach of researching. And use the **KEYWORD LISTING BUILDING WORKSHEET** which you can download below.

#### **Keyword Helper**

Crime and Trauma Scene Cleaning Drapery Cleaning Fabric Protection Fire Damage

Hardwood Floor Leather

Natural Stone Power Washing

Tile and Grout

Upholstery Water Damage

Window Cleaning

Residential Cleaning

Mattress Mold

NOTE: The keyword search volumes listed above are never perfectly accurate. Search volumes change constantly. However, these are some of the most common phrases searched by those seeking these services.

These keywords from Google's Keyword Tool will get you started. No campaign will go very wrong using these as a basis for search engine ontimization.

HOW TO FIND POPULAR KEYWORDS



**Keyword List Building Worksheet** 

Download

Keyword Research Tool

go very wrong using these as a basis for search engine onti Lists of the top keywords for cleaning and restoration pl

#### Blinds Cleaning Carpet Cleaning Commercial Cleaning Monthly Searches (Google) Thousands (k)

1. Crime scene clean - 22k

**CRIME AND TRAUMA CLEANING POPULAR KEYWORDS** 

**Hot Keywords** 

- 2. Crime clean 22k
- 3. 'Crime cleanup 18k
- 4. Crime clean up 18k
- 5. Crime scene clean up 18
- 6. Cleaning blood 15k
- 7. Crimescene cleanup 15k
- 8. Crime scene cleaning 12k
- 9. Crime cleaners 8k
- 10. Crime cleaner 6k
- 11. Death cleaning 4k

Nothing else much works unless you are able to work in the hup-2k

keywords that count. Here are lists of some of the hottest

keywords for cleaning & restoration services. They should

appear in your content creation.

:leanup - 4k

anup - 1k

anup - 1k

anup - 1k

// Page 15

### **#11 Build Links**





Random directories don't seem to have the SEO power they once had. But here's a large list of possibilities. Also, use some tools we've listed to uncover your most successful competitors' link inventories.

ter URL: http://www.

Advertise on Backlinkwatch
Check Backlinks

Type URL of your website to get complete detailed information about quality and quantity of backlinks pointing to your website.

It will show you "anchor" text, pagerank, total outbound links on that page, and nofollow flag for each of your inbound link available.

### **#12 Create Newsletters**





We even include a Powerpoint file for each newsletter. Just add your logo and contact information. You can also use all the graphics and articles from MarketingZoo to create your own newsletters.



# #13 Find Marketing Resources





#### **#14 Create Print Ads**



Need a quick ad? Grab a MarketingZoo image, coupon, infographic and just add your info at the bottom. We include a video on how to use Powerpoint to create your own print ads and email blasts. Of course, there are lots of other design tools available as well.













# **#15 Publicity Releases**





website. In these lists you'll notice that many of the free press release resources are also in the list of paid press release distributor. That's because many of these resources offer both free and paid options. As with most things the paid options will typically pack more punch in terms of exposure and SEO impact.

Helpful Resources:

PR Tips and Press Release Templates (PR URGENT)

Here are lists of both free and paid resources for creating and distributing publicity releases. We also provide links to press release templates and steps to optimized your news stories for search engines.

#### FREE PUBLICITY RELEASES PAID PUBLICITY RELEASES DOMAIN DOMAIN

24-7PressRelease.com

Bignews.biz

BriefingWire.com

ClickPress.com

Emailwire.com

Free-Press-Release.com

I-Newswire.com

Impactwire.com

Marketwired.com

Newswire.ca

PR.com

Onlineprnews.com

Calameo.com

ClickPress.com

Docstoc.com

EcommWire.com

1888PressRelease.com

Beforeitsnews.com

BriefingWire.com

Bignews.biz

Express-Press-Release.com

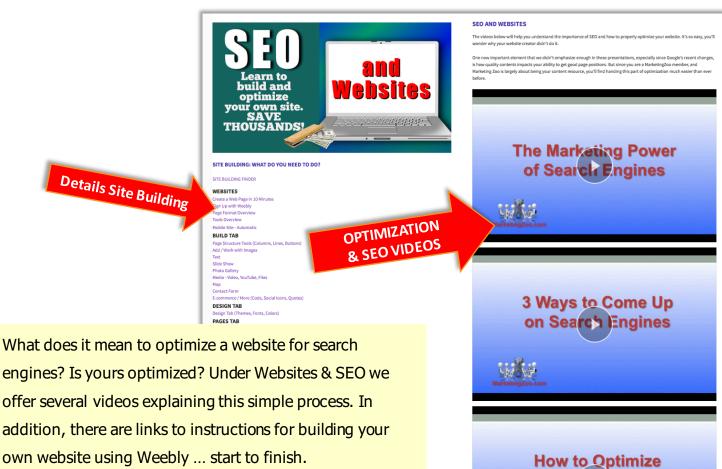
Free-Press-Release-Center.info

Exactrelease.com

Pressat.co.uk Free-Press-Release.

# #16 SEO & Site Building





### #17 JM Workman



JM Workman provides bite sized tips on cleaning and related issues. Anyone can use these in blogs and social media. In fact, the light touch is perfect to grab attention on social pages and create links back to your website or blog.

HEADERS AND BANNERS

A Personal Message from J.M. WORKMAN,

Manager TIPOGRAPHICS Department

You need content for your websites, your blog and your social media pages. In fact, it's going to be harder and harder to succeed online without a stary from of It. Let's stora out by getting rid of some stupiding which will be suffered to the property from the first property from property ime content when presented in different geographic locations isn't cons zes into links back to your website and to add alt tags describing your content. (See how.)

AND REMEMBER FOR BEST RESOLUTION, ALWAYS ENLARGE

AUGUST, 2015 (Click to



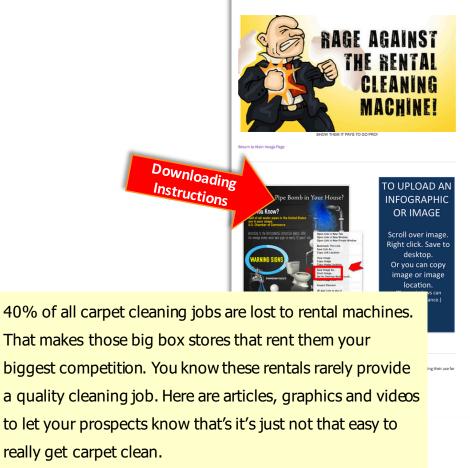
When I was a kid, my mother would get me dressed to go away, then let me go outside and play until we left. I'd run. Fall down. Get grass stain on my pants. I'd try to chew if out. Phewl Didn't work. Now I hear that sponging a little denatured alcohol on the stain before washing might help! Ok, Mom? "Hey...it just might work, man!" Cheers! J.M.



Do you remember that guy who said, "Don't sweat the small stuff?" I'll bet he didn't know that 100,000

#### **#18 Rental Machines**







## #19 Bait & Click



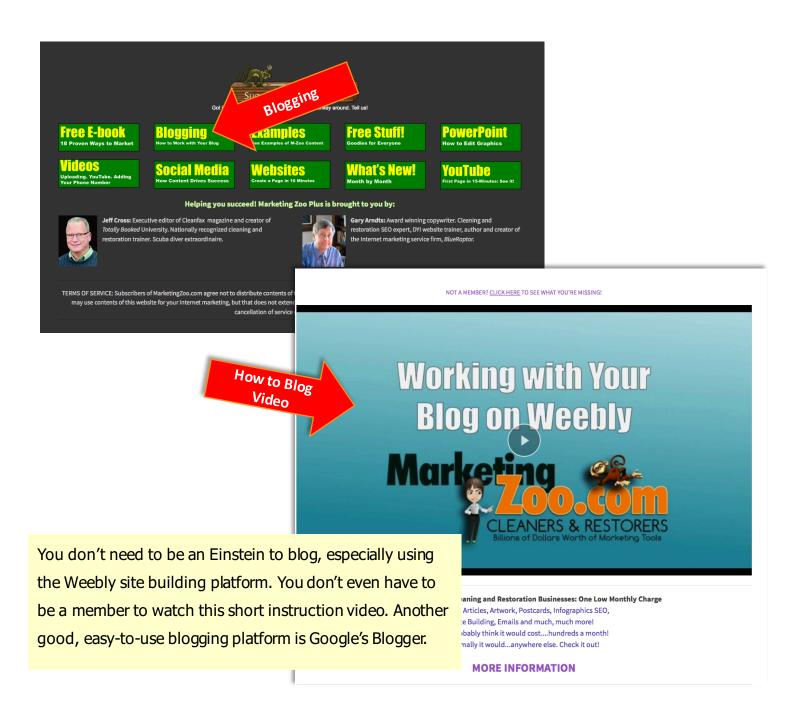


It's a simple concept that's been around forever. Ask a question on your social media or blog page, then have them click to your website for the answer. Builds traffic!

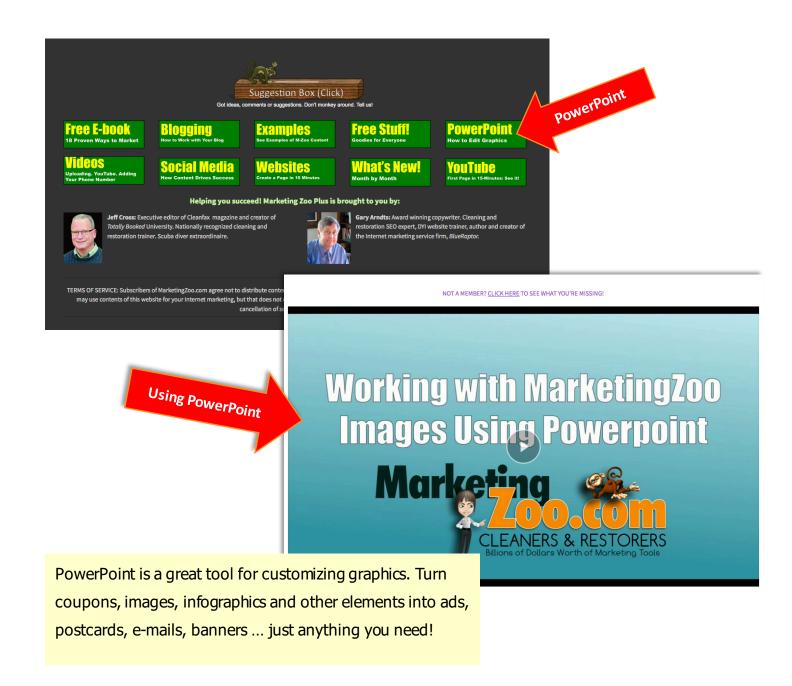
"I would love to see more bait and switch. The one you have made available has worked really well for our company." Sarah Doll



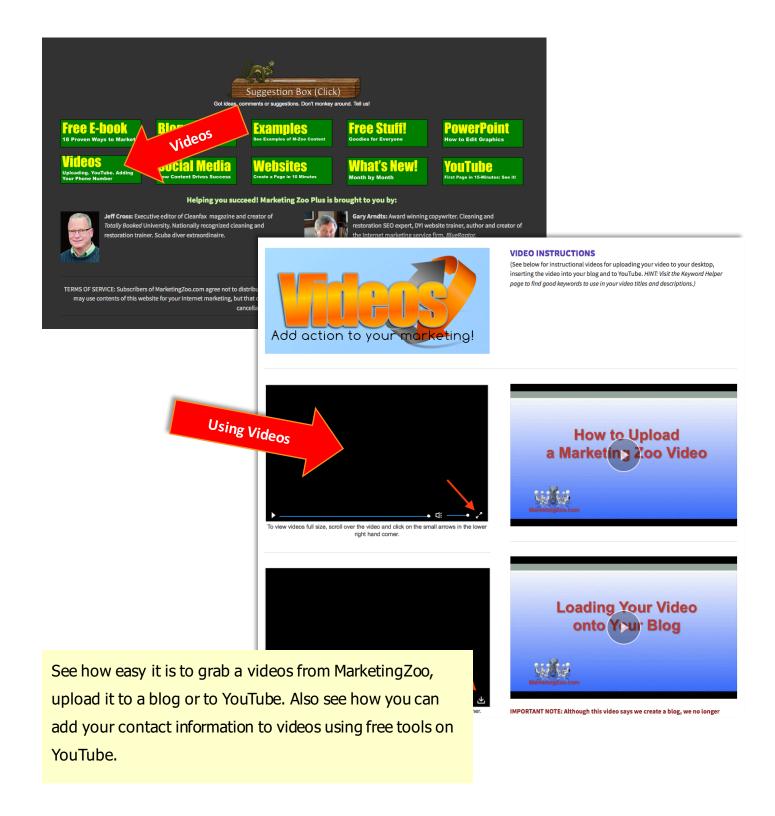
# #20 Blogging



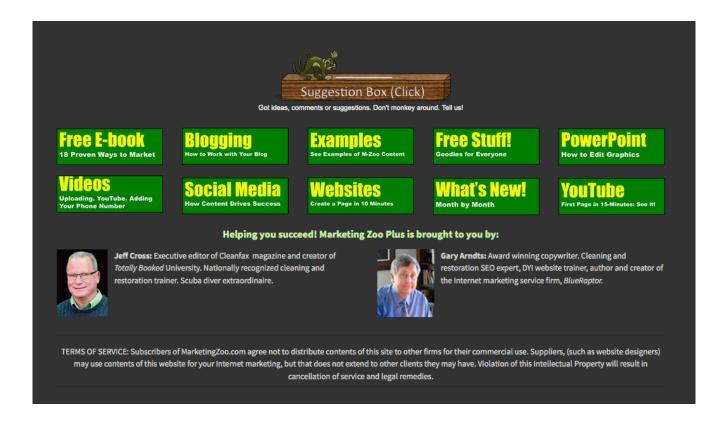
## **#21 Customize Content**



### #22 Videos & YouTube



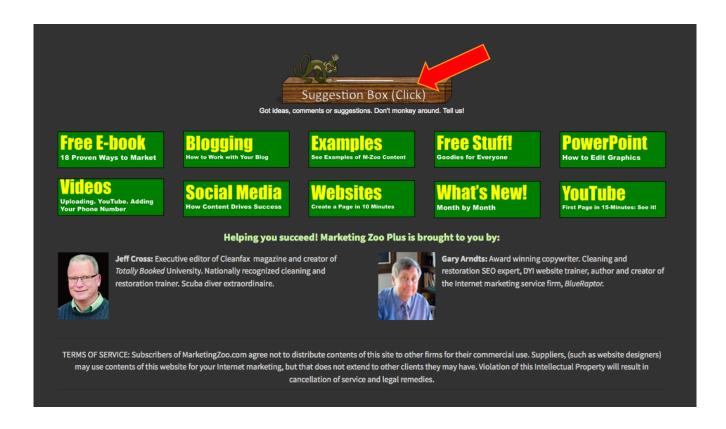
#### Even More...



The bottom of each MarketingZoo page leads you to even more neat stuff (available to anyone):

- See a web page build in 10 minutes.
- Watch how YouTube can get you on the first page in 15 minutes.
- See what's new at the zoo each month
- Is social media and content marketing really that important? See what these experts say.
- Grab free graphics, videos and free e-books

# What do you need?



Use the SUGGESTION BOX at the bottom of every page to give us feedback, alert us to issues and to let us know what types of content you'd like to see added to MarketingZoo.

