## 11 Things Your Website SHOULD Be Doing

In Your Absence

- 1. Tell people your customers <u>Love you</u>
- 2. Track how your visitors use your site:
  - What page do they come to first?
  - Why?
  - Where do they go <u>next</u>?
  - Why?

If it can, do you know if you're tracking others or yourself, too?

- 3. Guide current and potential customers through it strategically.
- 4. Collect usable contact data, so you can prescreen warmer contacts for a <a href="stronger message">stronger message</a>.
- 5. Allow you to post to a blog.
- 6. Enable visitors to connect with you on social media.
- 7. Protect visitors from vicious malware attacks THEIR computers.
- 8. Encourage search engine spiders to index it
- 9. Allow all visitors to access your material in <u>THEIR preferred method</u>, RSS, audio, video, newsletter, etc.
- 10. Convert visitors to 'buy-in' with your message.
- 11. Grow online legs that withstand search engine changes.