#### **30 DAYS TO GOOGLE ADS PROFITS**



#### **SEMINAR 3**

- Tracking and Measuring Conversions
- Bidding Options
- Remarketing
- Custom Intent
- In Market Audiences
- Dynamic Keyword Insertion
- Bing/Yahoo

#### MAIN COURSE PAGE AND MEMBERS' PRIVATE GROUP

All the course information, slides and Seminar recordings are here:

UK: https://www.cardellmedia.com/ultimate-google-mastery-hub/

**USA and Australia:** 

https://www.cardellmedia.com/ultimate-google-mastery-hub-gl/

The VIP Inner Circle Private Members Facebook Group is here:

https://www.facebook.com/groups/CardellVIP/

#### **2 NEW BONUS VIDEOS**

#### 1.The Complete Guide To Google Shopping And

## 2. How to set up a Remarketing Campaign and use Google's Responsive Display Ads

UK: https://www.cardellmedia.com/ultimate-google-mastery-hub/

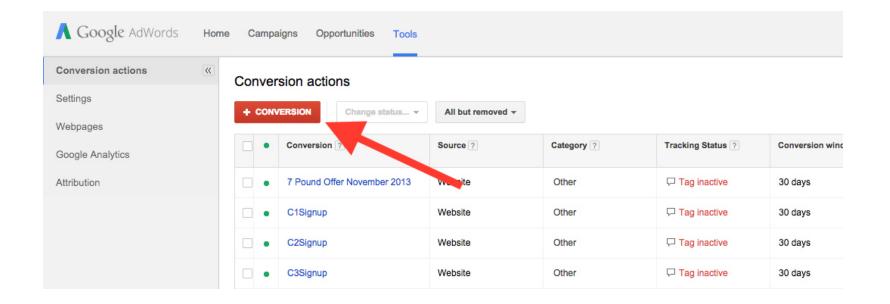
**USA and Australia:** 

https://www.cardellmedia.com/ultimate-google-mastery-hub-gl/



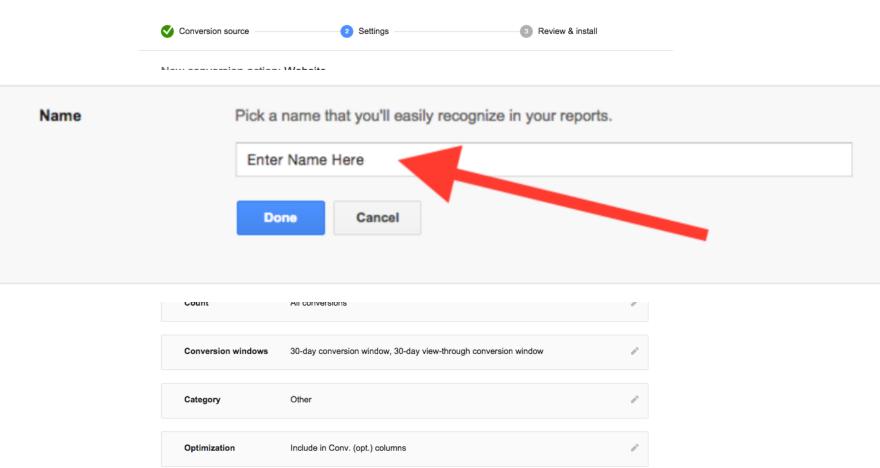
# MEASURING CONVERSIONS

Search Q «	All campaigns	Change History Conversions
All campaigns	Campaigns Ad groups Se	
Chris Ads	All enabled campaigns - S	
	Clicks VS None VS	Keyword Planner       Display Planner       Ad Preview and Diagnosis
	0	Sunday, June 21, 2015



A Google AdWords Home	Campaigns Opportunities	Fools	
Conversion source	2 Settings	3 Review & insta	all
Select the source of the conversi	ions you'd like to track.		
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Track purchases, form submissions, or other actions by adding a tag to your website. Learn more	Track app downloads or in- app actions of adding a code snippet reyour app. Learn me	Track calls to your business by using a Google forwarding number or by adding a tag to your website. Learn more	Track offline or online conversions by uploading data from another system. Learn more
Select	Select	Select	Select

Cancel



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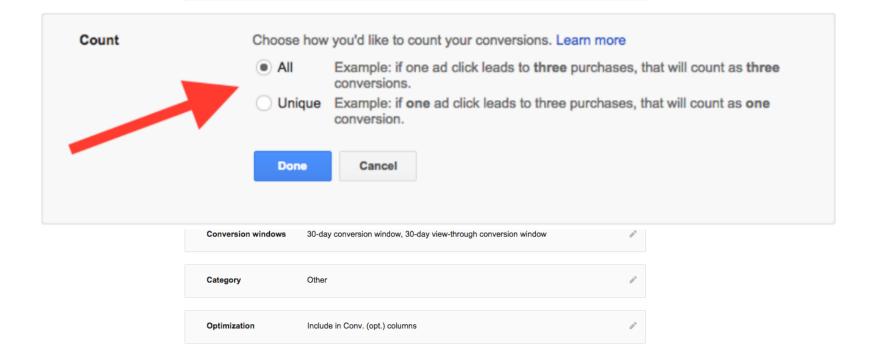
Conversion source	
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2 Settings \_\_\_\_\_\_

3 Review & install

New conversion action: Website

Let's start with some basic information about this conversion action, including how much it's worth to your business.

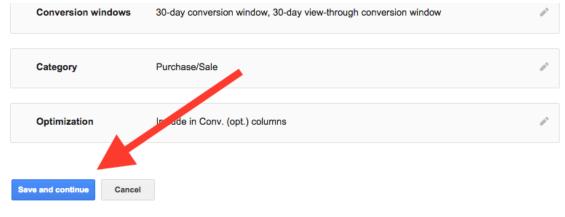


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gory	Other			<i>b</i> <sup>2</sup>	
	Include in Cor	nv. (opt.) columns		<i>b</i> <sup>2</sup>	
	ization	ization Include in Co	ization Include in Conv. (opt.) columns	ization Include in Conv. (opt.) columns	ization Include in Conv. (opt.) columns

Category	Choose a category that best fits this conversion action. This will help you evaluate simi conversions in your reports.
	Other
	Purchase/Sale
	Sign-up
	Lead
	View of a key page





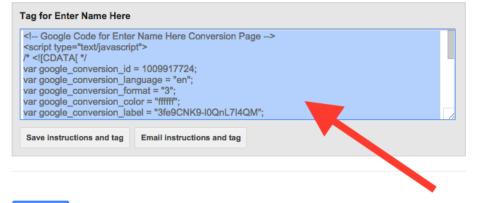
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Install your tag

To install, copy the code in the box below and paste it between the <body></body> tags of the page you'd like to track. You can then use Google Tag Assistant plugin on Chrome to ensure your code is correctly placed.

Click "Advanced tag settings" if you'd like to track button clicks as conversions, or if you'd like to track conversions on the mobile version of your website.

Advanced tag settings

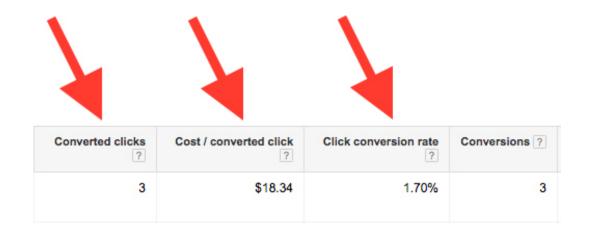


#### Done

Google recommends letting users know which pages you're tracking, either with "Google Site Stats" notification or in your site's privacy policy. Learn more

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+ KE	WORDS	Edit 👻	Details -	Bid strategy -	Automate	Labels	r										
	•	Keyword		Status ?	Max. CPC	Clicks ? 🗸	Impr. ?	CTR ?	Avg. CPC	Cost ?	Avg. Pos.	Converted clicks	Cost / converted click	Click conversion rate	Conversions ?	View-through conv.	Labels ?
	•	[cardell media]		,⊐ Eligible	\$1.00 2	176	380	46.32%	\$0.31	\$55.01	1.0	3	\$18.34	1.70%	3	0	-



# BIDDING OPTIONS AND PAYING FOR CONVERSIONS

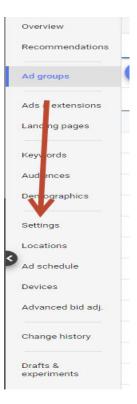
#### The most important trend in Google Ads is the move away from Pay per Click to paying for Conversions

When you pay for Conversions, Google uses its Artificial Intelligence to work out who is most likely to convert and chooses whether to serve your ads and how much to bid accordingly.

To do this, it uses:

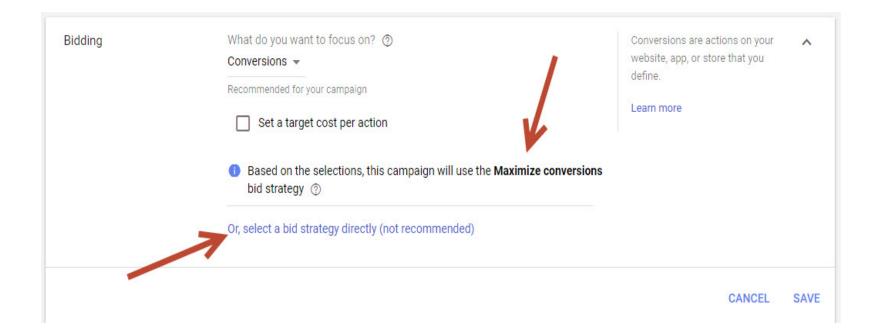
1 The information it has on its users

**2** Your conversion history



	Enabled Status: Limited by budget	Type: Search Budget: £30	0.00/day More details 🗸	
าร	Settings			
		Campaign name	UK Search Book	~
		Campaign status	Enabled	~
		Goal	No goal selected	~
		Networks	Google Search Network, Search partners	~
		Locations	United Kingdom (country)	~
		Languages	English	~
		Budget	£300.00/day Get more conversions by increasing your budget	× .
		Bidding	CPC (enhanced) Try Smart Bidding to optimize for conversions	Ť
		Start and end dates	Start date: May 23, 2019 End date: Not set	~
•		✓ Additional settings		

Campaign name	UK Search Book		~
Campaign status	• Enabled		~
Goal	No goal selected		~
Networks	Google Search Network, Search partners		~
Locations	United Kingdom (country)		~
Languages	English		~
Budget	£300.00/day Get more conversions by increasing your budget		~
Bidding	Manual CPC <ul> <li>Help increase conversions with Enhanced CPC ⑦</li> <li>Change bid strategy ⑦</li> </ul>	Edit your Manual CPC With "Manual CPC" bidding, you set your own maximum cost-per- click (CPC) for your ads. Learn more	^
		CANCEL	SAVE



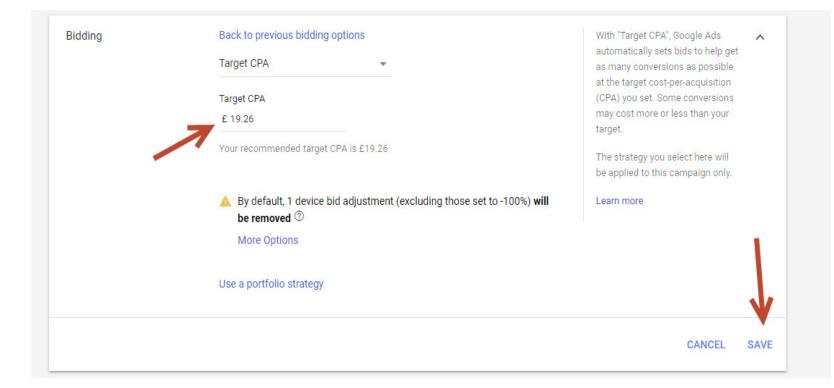
Bidding	Back to previous bidding options	Google Ads automatically sets your bids to help you get the most conversions within your budget.	^
	Automated bid strategies Target CPA Target ROAS Maximize clicks	The strategy you select here will be applied to this campaign only. Learn more	
	Maximize conversions Enhanced CPC	CANCEL	SAVE
Start and end dates	Target impression share	e: Not set	~
✓ Additional settings	Manual bid strategies Manual CPC		

<u>Target CPA</u> lets you set a cost per action and Google will optimise for that. This can be a cost per sale, lead or enquiry.

<u>Target ROAS</u> stands for Target Return on Ad Spend. It is used mostly in Google Shopping and lets you specify the percentage return on ad spend that you want. <u>Maximise Clicks</u> means that Google will aim to get you the largest number of clicks by targeting people likely to click, regardless of conversions.

<u>Maximise Conversions gets</u> you the most Conversions within your budget

Bidding	Back to previous bidding options	Google Ads automatically sets your bids to help you get the most conversions within your budget.	^
	Automated bid strategies Target CPA Target ROAS Maximize clicks	The strategy you select here will be applied to this campaign only. Learn more	
	Maximize conversions Enhanced CPC	CANCEL	SAVE
Start and end dates	Target impression share	e: Not set	~
✓ Additional settings	Manual bid strategies Manual CPC		



#### THE GOLDEN RULES OF COST PER CONVERSION BIDDING

1 Google needs 30 to 50 conversions to start learning properly. So use manual cost per click (with enhanced CPC enabled) until you get to that number of conversions

2 You can see fluctuating results in the first few weeks of CPA campaigns. Cash flow allowing, be patient.

3 CPA bidding is not perfect and is improving all the time. Some advertisers still prefer controlling the campaign with manual CPC and enhanced CPC and making the campaign changes themselves.

# REMARKETING

#### WHY REMARKETING?

- 1) Remarketing is the Only Way to Continue Communicating With Non-Customers Who Have Visited Your Website
  - With Remarketing, you can stay in front of them for up to 18 months

#### WHY REMARKETING?

# 2) Remarketing Gives the Impression That You're Everywhere

- This is particularly powerful for local businesses
- When people in your area go to a national website and see your ads, it gives the impression that you're everywhere

# WHY REMARKETING?

### 3) Remarketing Tracks Customers Based on Behaviour

- You can target people who have been to specific pages on your website
- You could have a separate Remarketing list for people who have bought from you

# WHY REMARKETING?

# 4) Remarketing is Great for Companies with a Long Lead Time

- Example: high-end bathroom company
  - It could be one to six months between someone visiting their website and actually doing business with them
  - With Remarketing, the company can keep serving them banner ads in the interim

# WHY REMARKETING?

# **5)** Remarketing Bypasses Email

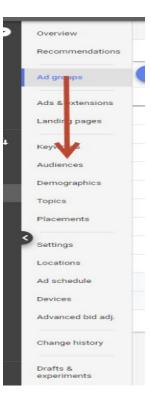
- The challenges of Email Marketing:
  - Delivery
  - Open Rates
    - Can be as low as 10% to 25%

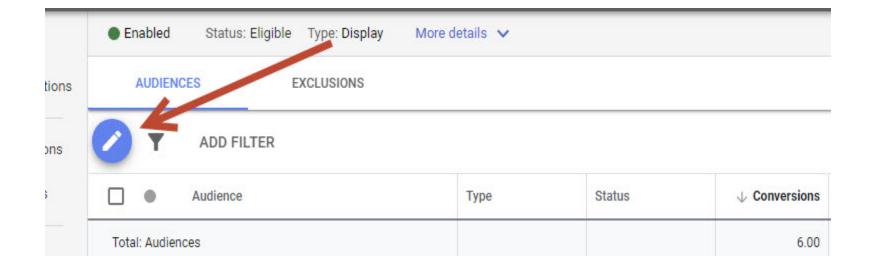
# There are Three Distinct Groups to Target with Remarketing Campaigns:

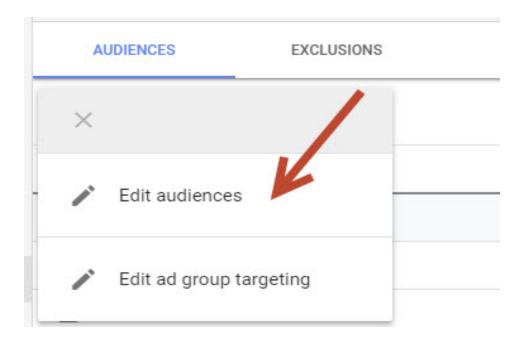
- Customers
- Google Ads Visitors
- Other Non-Customers

Watch the Bonus video for the full guide to creating Remarketing Ads.

Custom Intent audiences let you serve Display and You Tube Ads to people who have searched for your keywords and not clicked on your ads.







Edit audiences			
Select audiences t	o add to your ad g	roup ⑦	
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Custom intent audiences	~	im - b2
In-market audiences	~	im - ba
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NEW CUSTOM INTENT AUDIENCE     Use keywords and URLs to create a custom audience     im - ch		

	intent audience of people who are actively researching products and services	
	targeting must comply with the <b>Personalized advertising policy</b> . Sensitive keywords will serve contextually only, or may not serve at e ubject to the Google Advertising policies and may not contain any inappropriate content. Learn more	
Audience name		
Enter keywords and	d URLs released to products and services this audience is actively researching. Learn more	
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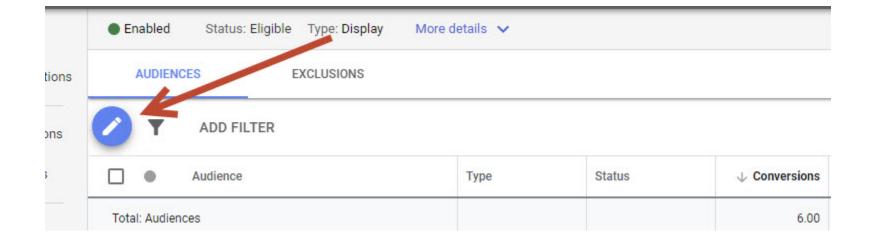
### **IN MARKET AUDIENCES – THEDISPLAYGRID.COM**

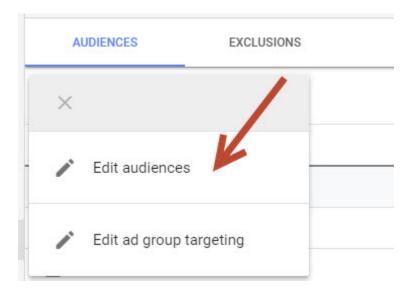
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K	A	
	~	Category (updated Oct 19, 2018)
2	80428	/Apparel & Accessories
	80429	/Apparel & Accessories/Activewear
	80430	/Apparel & Accessories/Costumes
5	80431	/Apparel & Accessories/Formal Wear
	80443	/Apparel & Accessories/Formal Wear/Bridal Wear
	80444	/Apparel & Accessories/Formal Wear/Suits & Business Attire
3	80432	/Apparel & Accessories/Handbags
	80433	/Apparel & Accessories/Jewelry & Watches
D	80445	/Apparel & Accessories/Jewelry & Watches/Fine Jewelry
1	80447	/Apparel & Accessories/Jewelry & Watches/Watches
2	80446	/Apparel & Accessories/Jewelry & Watches/Wedding & Engagement Rings
3	80434	/Apparel & Accessories/Lingerie
4	80435	/Apparel & Accessories/Luggage
5	80436	/Apparel & Accessories/Men's Apparel
5	80438	/Apparel & Accessories/Outerwear
7	80437	/Apparel & Accessories/Perfumes & Fragrances
8	80439	/Apparel & Accessories/Shoes
9	80448	/Apparel & Accessories/Shoes/Athletic Shoes
D	80449	/Apparel & Accessories/Shoes/Boots
1	80450	/Apparel & Accessories/Shoes/Dress Shoes







Edit audiences			
Select audiences t	o add to your ad g	roup 💿	
Narrow the rea		o to specific audiences, and	get reports. You'll
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Custom int	ent audiences			~
In-market a	audiences			~
	Vords and URLs to c		idience	
SAVE C	ANCEL			

Edit audiences

Select audiences to add to your ad group ③

### Targeting (recommended)

Narrow the reach of your ad group to specific audiences, and get reports. You'll have

### ) Observation ⑦

Get reports on additional items without narrowing the reach of your ad group. You'll

SEARCH	BROWSE	IDEAS (42)			
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	Autos & Vehicles		~	1	
	Baby & Children's Pro	oducts	~		
	CUSTOM INTENT AU ywords and URLs to cre	JDIENCE eate a custom audience		ļ	

If you have several keywords in an ad group (this is particularly useful if you have large numbers of keywords in an ad group) you can write your ad so that Google will serve up the keyword in the headline.

# Suppose you have an ad group where the main keyword is:

IT Jobs

## But you also have 20 related keywords such as:

- IT Jobs UK
- IT Jobs USA
- IT Jobs Canada

Dynamic Keyword Insertion will insert whichever keyword is searched for as the headline of your ad. This will make it more relevant and will normally increase CTR.

In this example, we would set up Dynamic Keyword Insertion by writing the headline in the following way:

• {KeyWord:Alt IT Jobs}

If the Keyword is too long for the headline, it will default to whatever you typed in originally (in this case, IT Jobs)

New text ad

Write your text ad below. Remember to be clear and specific. Learn how to write New! Customize your ad text to automatically update with info you want your customize your ad text to automatically update with info you want your customize your additional actions and the second second

Headline ?	{Keyword:Marketing}		
Description line 1 🥐	Free DVD for Business Owners.		
Description line 2 ?	77 Essential Marketing Strategies		
Display URL ?	www.CardellMedia.com		
Device preference ?	Mobile		
Final URL ?	http:// \$ www.cardellmedia.com/lp-marketing/		
URLs for mobile			

# **BING/YAHOO**

Once you have a successful campaign on Google, it is normally worth rolling it out on Bing/Yahoo.



28 100 000 Results Date -Language -

#### Compare The Market<sup>™</sup> Car Cover - Compare Cheap Insurance Deals

https://www.comparethemarket.com/car insurance/cheap deals -Ad 45% Of Our Customers Save Up To £287 On Their Insurance. Get A Free Quote Today! Insurance coverage: Young Driver's, Third Party, 4x4 Vehicles, Over 50's Fully Comprehensive - From £54.50/month · Third Party - From £149.00/month

### Car Insurance 🥝

Compare Car Insurance With Compare The Market

### Van Insurance

Region -

### Within Minutes You Can Compare &

Buy Van Insurance. Get a Quote. Home Insurance 🛛

#### Pet Insurance 🛛

Compare Pet Insurance Today With Compare The Market

#### Life Insurance

Compare Life Insurance With Compare The Market Compare Home Insurance Now With Compare The Market Start A Car Ouote 🥝

Get A Quote in Minutes and See How Much You Could Save.

#### GoCompare<sup>™</sup> Car Insurance - You Could Save Up To £279 ♥ https://www.gocompare.com/car-insurance/get\_a\_guote -

Ad Compare Car Insurance Deals Today! Now Easier With Defagto Star Rating. Mobile-friendly Website · DEFAQTO Star Ratings · Clear & Unbiased · Associate Member of BIBA

#### Car Insurance

#### Travel Insurance

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Compare prices for single trip & Annual travel insurance policies!

### Compare Our Best Quotes Online - Quick and Easy Comparison 🥝

https://www.moneysupermarket.com/compare/insurance -Ad Find and Compare Our Best Insurance Broker Quotes at MoneySuperMarket Insurance coverage: Car Insurance, Home Insurance, Travel Insurance, Pet Insurance

#### Compare Home Insurance

Save Money on Home Insurance. Compare Quotes at MoneySuperMarket. Car Insurance Ouotes Compare and Save on Car Insurance Get a Quote at MoneySuperMarket

## Key points on Advertising with Yahoo / Bing:

- Advertising on Yahoo and Bing is covered by Bing Ads (run by Microsoft)
- In the UK, Bing / Yahoo covers about 10% of the Market
- In the US, Yahoo and Bing have a higher share of the Market than the UK
- Yahoo and Bing same type of system as Google You are rewarded for a high click-through rate

## Key points on Advertising with Yahoo / Bing:

- All of the principles involving the use of keywords applies here, too
- They can be slower with updates, and some of it is done by people
- It is possible that Yahoo produces a higher quality lead for some markets in some countries

### Key points on Advertising with Yahoo / Bing:

 Bing / Yahoo tends to be less competitive than Google (it's smaller ,so less people use it.) So if you have an effective PPC and Website Conversion strategy, you should be able to significantly out perform the competition on Yahoo

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**USA and Australia:** 

https://www.cardellmedia.com/ultimate-google-mastery-hub-gl/

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# Internet@CardellMedia.com

(Course investment counts towards Management Fees)



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