

# SEO | Search Engine Optimization ~ Certificate ~

The most advance & independent SEO from the only web design company who has achieved 1st position on google SA.

Template version: 2nd of April 2015  
For Client name: Naomi Naidoo  
SA Online: WD & Q Ref: WD 19130117  
By Developer: Tencewill  
Overseen by Project Manager: Stephen Rawlins  
Of: websitedesign.co.za

Certificate added to domain on the: 08.05.2017  
URL of Certificate: <http://pinkafrica.co.za/WD2016SEOCertificate.pdf>  
Domain: <http://pinkafrica.co.za/>

## Notes:

**Search Engine Optimization** (otherwise referred to as S.E.O.) is when certain principles, tasks and actions are taken to influence search engines to understand and better rate a website and its pages for position/s on their search results.

SEO is one of three types of three main web marketing tools: PPC, SEO and Affiliate/Socail.

SEO can broadly be divided into two sections:  
Steps and tasks that can only be done once

**R.P.D.** (Research, Plan and Development) is our own acronym we give to broad variety of tasks / tools and software we use related to the processes we follow to analyze and research your website and its pages, its products and services, its content, structure and general quality in context of the current market as well as against primary competitors (websites and pages with better positions on search engines for primary search phrase). Based on data and research we then plan which SEO tools and tasks to use to actively target and actively achieve better positions This is a step missed by nearly all SEO and web design companies and is the reason SEO results can be slower than they need to be and more costly in the long run.

RPD can be implemented at different levels depending on the competitiveness of the market. It can also be repeated in part from time to time. We recommend at least every 2 years, or whenever a search engines make major changes to their algorithms.

**Setup.** This is the phase of steps and tasks that can broadly only be done once. This is the first phase SEO work is physically done. Not all set up steps and tasks need to be done on all websites and pages, and in fact can have a negative effect if done incorrectly. Setup steps and tasks are the foundation of good SEO. RPD is where the selection of Setup tasks and tools for this phase are decided.

**RCR&M** = Repeated checks, Reviews, Tasks and Maintenance. This phase of SEO are tasks can be repeated indefinitely, and where the majority of work is done. It is also the main reason why no company should claim to be able to sell a client once off SEO. While a complete RPD is recommended once a year, the **RCR&M** phase essentially uses the ground work completed during the Setup phase and builds on from it. This phase should be done no less than once a month for the simple reason that search engines review (in general) a site or parts of a site at least once a month, therefore your rankings and positions on search engines are reevaluated against any new competitor or current competitor website who has made changes since your websites last review. The more competitive the market, the more frequent RCR&M should be done.



| Phase | Task / Description / Detail   | Notes   History              | Completed   Date | Developer | Project Manager Sign off Date | Project Manager name |
|-------|---|------------------------------|------------------|-----------|-------------------------------|----------------------|
| Setup | Correct / change domain   | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Relocate site hosting based on requirements of clients  | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Correct responsive issues – based on RPD - design element   | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Ensure file names include search phrases.   | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Create more pages - based on RPD  | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Correct page titles - based on RPD  | Page titles added.           | 23.05.2017       | Tencewill |                               |                      |
| Setup | Correct download media speed if required by removing large images / media                                   | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Correct page description - based on RPD   | Meta descriptions added.     | 23.05.2017       | Tencewill |                               |                      |
| Setup | Correct / add more content - both text and images and media - based on RPD                                  | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Correct / remove poor / duplicate / negative content - based on RPD   | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Correct / add images names and titles - based on RPD  | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Correct / add media - based on RPD  | Social media links checked.  | 23.05.2017       | Tencewill |                               |                      |
| Setup | Correct / add social media – based on RPD   | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Correct / add incoming links - based on RPD - Anchor text - reputation                                      | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Correct broken links - based on RPD   | Broken links corrected.      | 23.05.2017       | Tencewill |                               |                      |
| Setup | Correct / reduce outgoing links - based on RPD - Anchor text  | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Improve on structure and flow. Design and development element - based on RPD                                | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Ensure forms are working and all contacts operations - ask client for confirmation and check actual fields  | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Add search engine GEO location information if required - based on RPD                                       | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Create internal site directory, back end of site, hidden page with 1 internal link to landing page          | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Setup of Webmaster tools with Google Setup  | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Setup Google analytics Registration   | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Setup for Google Statistics to Track Visitor – explain to client how to assess                              | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Setup Monthly Reporting for Client for next 12 months – explain to client how to review                     | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Add Robots.txt File   | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Add Favicon added to website  | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Google Site Map Added and linked to Webmaster Tools / XML sitemap   | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Submission of Website to Main Search Engines, (Yahoo   Bing   Google)                                       | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Google Maps Listing Added for the Business if core business is location specific                            | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Custom Google Search Engine Added to inner pages - hidden   | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Created internal website 3rd party directory page   | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Add social media platforms basic, facebook, twitter and google + . If no Social Media suggest to client our | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Set preferred domain view in Google Webmaster tools - www or non www  | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Improve on hierarchy for site navigation. (1-3 tiers only) - moving main files to index page                | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | If CMS system - intergrate the required plugin - example Wordpress - SEO Yoast                              | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Ensure any redirects are in order (301 and 302)   | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Keywords in headings (<H1> <H2> tags) : Very important  | Done during development.     | 23.05.2017       | Tencewill |                               |                      |
| Setup | Correct keyword density based on RPD  | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Keyword stemming: Applicable to non-English language pages. Check and action if required.                   | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Remove Cloaking   | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Remove hidden text  | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Remove I frames   | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Check and correct complex code such as Java, etc.   | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Correct Keyword stuffing  | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | If e-comm or site with sensitive data secure domain   | Not done yet: SEO recommend. |                  |           |                               |                      |
| Setup | Update SEO certificate  | Not done yet: SEO recommend. |                  |           |                               |                      |

| Phase | Task / Description / Detail  | Notes   History              | Developer | Date last actioned | URLs worked on | Project Manager check date | Project Manager name |
|-------|--|------------------------------|-----------|--------------------|----------------|----------------------------|----------------------|
| RCR&M | Review server traffic stats  | Not done yet: SEO recommend. |           |                    |                |                            |                      |
| RCR&M | Review google reports and stats  | Not done yet: SEO recommend. |           |                    |                |                            |                      |
| RCR&M | Do a primary search phrase real time test on google ( Pages Keyword tab) | Not done yet: SEO recommend. |           |                    |                |                            |                      |
| RCR&M | Check server down time   | Not done yet: SEO recommend. |           |                    |                |                            |                      |
| RCR&M | Refresh Page titles  | Not done yet: SEO recommend. |           |                    |                |                            |                      |
| RCR&M | Refresh Page descriptions  | Not done yet: SEO recommend. |           |                    |                |                            |                      |
| RCR&M | Refresh Page meta  | Not done yet: SEO recommend. |           |                    |                |                            |                      |
| RCR&M | Refresh content  | Not done yet: SEO recommend. |           |                    |                |                            |                      |
| RCR&M | Refresh images   | Not done yet: SEO recommend. |           |                    |                |                            |                      |
| RCR&M | Refresh media and check media  | Not done yet: SEO recommend. |           |                    |                |                            |                      |
| RCR&M | Remove backlinks with low performance or older than 2 years              | Not done yet: SEO recommend. |           |                    |                |                            |                      |
| RCR&M | Add extra content  | Not done yet: SEO recommend. |           |                    |                |                            |                      |
| RCR&M | Add extra images   | Not done yet: SEO recommend. |           |                    |                |                            |                      |
| RCR&M | Add extra media  | Not done yet: SEO recommend. |           |                    |                |                            |                      |
| RCR&M | Add extra pages  | Not done yet: SEO recommend. |           |                    |                |                            |                      |
| RCR&M | Add site to industry related search engines to increase incoming links   | Not done yet: SEO recommend. |           |                    |                |                            |                      |
| RCR&M | Update site map  | Not done yet: SEO recommend. |           |                    |                |                            |                      |
| RCR&M | Check 3rd Party Software and action                                      | Not done yet: SEO recommend. |           |                    |                |                            |                      |
| RCR&M | Correct reported errors  | Not done yet: SEO recommend. |           |                    |                |                            |                      |
| RCR&M | Check forms and contacts   | Not done yet: SEO recommend. |           |                    |                |                            |                      |
| RCR&M | Check social media links are working                                     | Not done yet: SEO recommend. |           |                    |                |                            |                      |
| RCR&M | Speed check  | Not done yet: SEO recommend. |           |                    |                |                            |                      |
| RCR&M | Send copy of RCR&M to Client and PM                                      | Not done yet: SEO recommend. |           |                    |                |                            |                      |
| RCR&M | Update SEO certificate   | Not done yet: SEO recommend. |           |                    |                |                            |                      |

**Primary Keyword** = a search phrase of two or more words that include the main product or service and often the location of operation. A Primary Keyword can also reference the main objective of a page on a website. For example: "car hire cape town"

We generally load the more important word first, for example, to a company that does car hire, the wording car hire is more important than the words cape town. This is not always obvious, but in some cases and services, search engines determine your location already and filter the search results.

**Primary Keyword Extension** = is an add on to a Primary Keyword. For example: "Car hire in Cape Town" the extension here is "in" and this in fact creates an entire new search phrase and results on search engines can change because of this.

Each web page (not website) should have no more than 1 Primary Keyword, and then its extensions.  
For example:

**Primary Keyword** = "car hire cape town"

Extensions = "car hire in cape town" "cheap car hire cape town" "car hire cape town reviews" "car hire cape town prices" "car hire cape town pictures"

| Engine & GEO | Page/URL   | Primary Keyword   | Extension 1                        | Extension 2   |
|--------------|--|---|------------------------------------|---|
| Google SA    | <a href="#">index</a>  | <a href="#">car hire</a>                                  | <a href="#">cape town car hire</a> | <a href="#">cape town airport car hire</a>  |
| Cape Town    | <b>Date check</b> 1stJan2015 <b>Position:</b><br>Previous date check 1st Dec201 Previous Position: | <b>1st Page   1st Position</b><br>1st Page   2nd Position | <b>1st Page   3rd Positior</b>     | <b>1st Page   8th Position</b><br>1st Page   4th Positior 2nd Page   1st Position |
| Developer    | XXXXXXXXXX   |   |                                    |   |

| Engine & GEO | Page/URL   | Primary Keyword   | Extension 1                        | Extension 2   |
|--------------|--|---|------------------------------------|---|
| Google SA    | <a href="#">index</a>  | <a href="#">car hire</a>                                  | <a href="#">cape town car hire</a> | <a href="#">cape town airport car hire</a>  |
| Cape Town    | <b>Date check</b> 1stJan2015 <b>Position:</b><br>Previous date check 1st Dec201 Previous Position: | <b>1st Page   1st Position</b><br>1st Page   2nd Position | <b>1st Page   3rd Positior</b>     | <b>1st Page   8th Position</b><br>1st Page   4th Positior 2nd Page   1st Position |
| Developer    | XXXXXXXXXX   |   |                                    |   |

| Engine & GEO | Page/URL   | Primary Keyword   | Extension 1                        | Extension 2   |
|--------------|--|---|------------------------------------|---|
| Google SA    | <a href="#">index</a>  | <a href="#">car hire</a>                                  | <a href="#">cape town car hire</a> | <a href="#">cape town airport car hire</a>  |
| Cape Town    | <b>Date check</b> 1stJan2015 <b>Position:</b><br>Previous date check 1st Dec201 Previous Position: | <b>1st Page   1st Position</b><br>1st Page   2nd Position | <b>1st Page   3rd Positior</b>     | <b>1st Page   8th Position</b><br>1st Page   4th Positior 2nd Page   1st Position |
| Developer    | XXXXXXXXXX   |   |                                    |   |