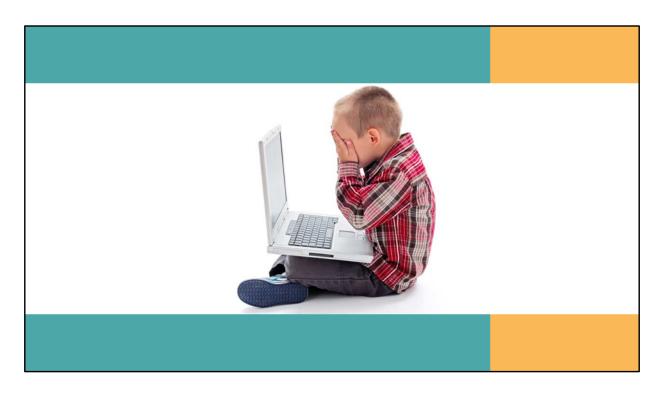
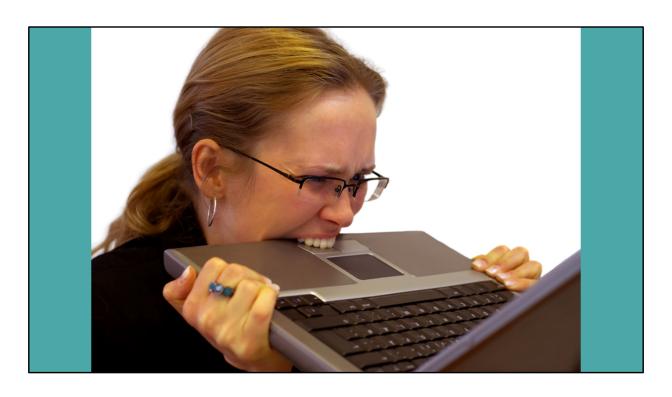




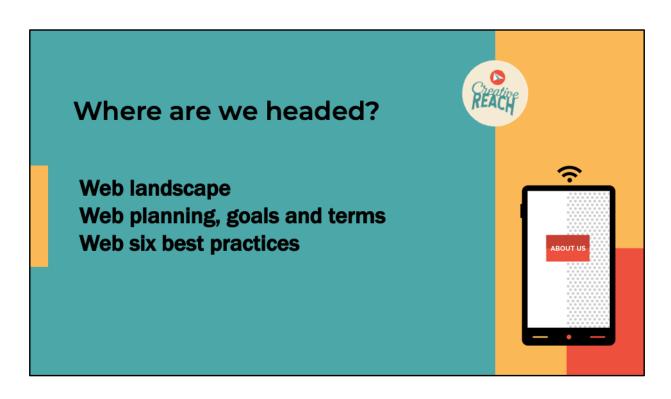
Commercial or professional procedures that are accepted or prescribed as being correct or most effective.



Do you feel like users cringe when they land on your website?



Do you feel like this when your working in the CMS (Content Management System) of your website's backend?



That's 0.05 seconds



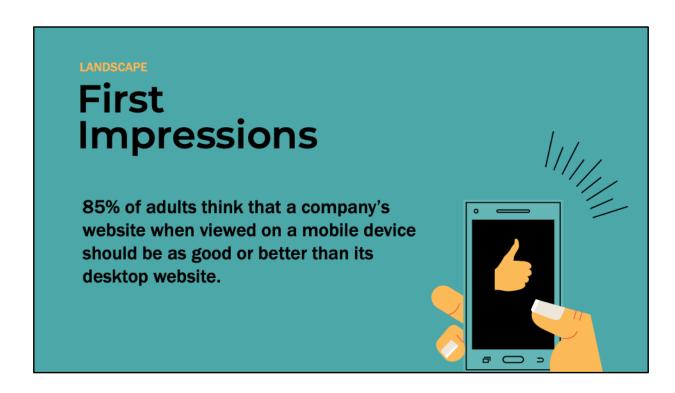
#### LANDSCAPE

### First Impressions

It takes about 50 milliseconds for users to form an opinion about your website that determines whether they like your site or not, whether they'll stay or leave.



# First Impressions 57% of internet users say they won't recommend a business with a poorly designed website on mobile

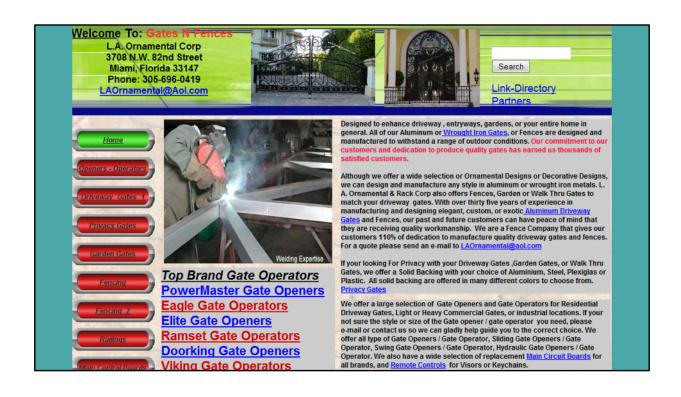


53% of web traffic is through mobile



We remember the bad sites of the 1990s.







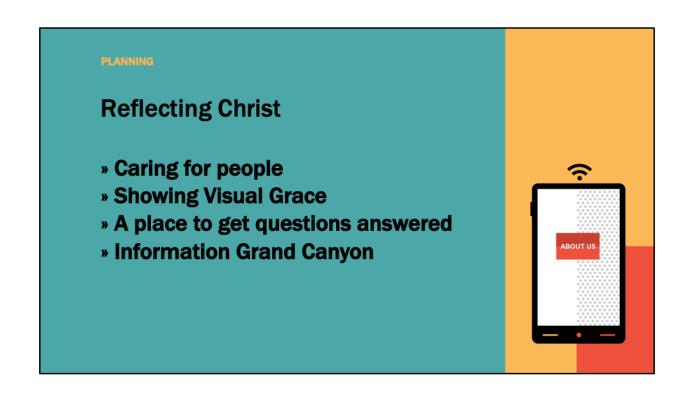
Then we saw sites updated but the planning lacked vision and direction.

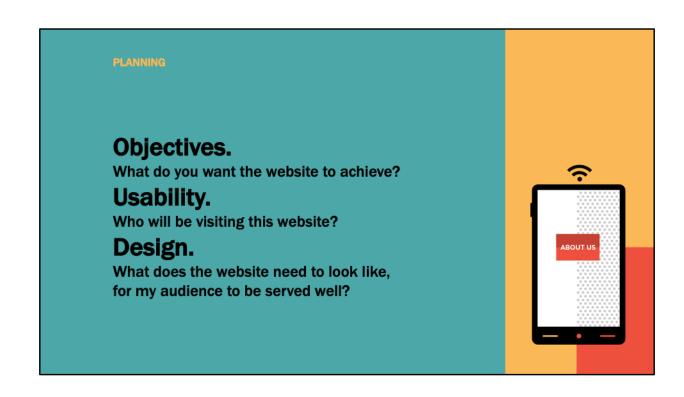


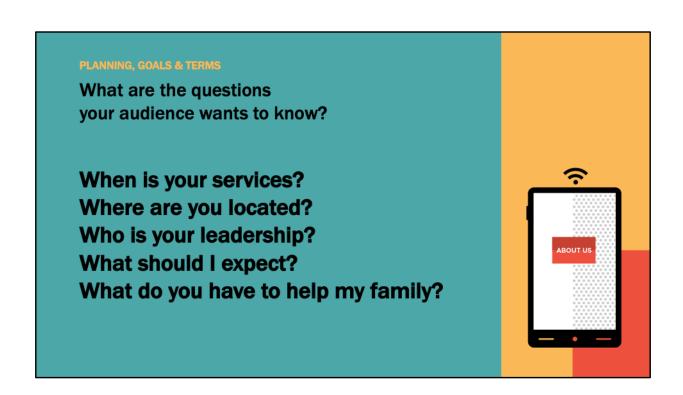


The thoughts (plans) of the diligent tend only to plenteousness; but of every one that is hasty only to want.









Church setting
Are these answers easy to find?
Is there a clear path to find them?



#### **SEO: Search Engine Optimization**

Techniques that help your website rank higher in organic search results, making your website more visible to people who are looking for your brand, product, or service via search engines like Google, Bing, and Yahoo.

There are a ton of components to improving the SEO of your site pages. Search engines look for elements including title tags, keywords, image tags, internal link structure, and inbound links -- and that's just to name a few. Search engines also look at site structure and design, visitor behavior, and other external, off-site factors to determine how highly ranked your site should be in the search engine results pages. Learn more about SEO here.

#### **ROI: Return On Investment**

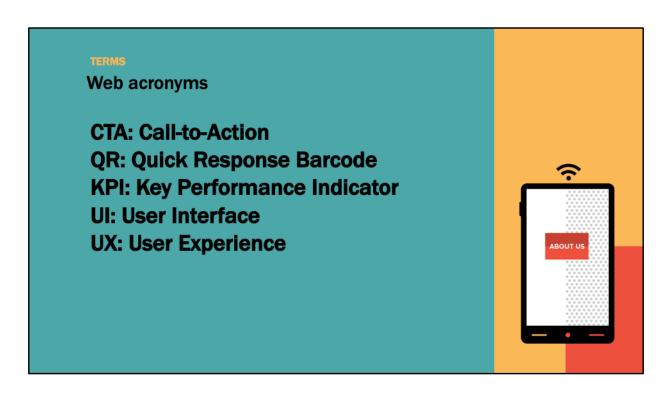
A performance measure used to evaluate the efficiency and profitability of an investment. The <u>formula</u> for ROI is: Gain from Investment minus Cost of Investment, divided by Cost of Investment. The result is expressed as a percentage or ratio. If ROI is negative, then that initiative is losing money. The calculation can vary depending on what you input for gains and costs.

Marketers should measure the ROI on every tactic and channel they use. Many facets of marketing have fairly straightforward ROI calculations (like PPC), but others are

more difficult (like content marketing).

#### **CMS: Content Management System**

A web application designed to make it easy for non-technical users to create, edit, and manage a website. Helps users with content editing and more "behind-thescenes" work like making content searchable and indexable, automatically generating navigation elements, keeping track of users and permissions, and more.



#### **CRM: Customer Relationship Management**

A set of software programs that lets companies keep track of everything they do with their existing and potential customers.

At the simplest level, <u>CRM software</u> lets you keep track of all the contact information for these customers. But CRM systems can do lots of other things, too, like tracking email, phone calls, and deals; sending personalized emails; scheduling appointments; and logging every instance of customer service and support. Some systems also incorporate feeds from social media such as Facebook, Twitter, LinkedIn, and others. The goal is to create a system in which Sales has lots of information at their fingertips and can quickly pull up everything about a prospect or existing customer.

#### **CPA: Cost-per-Action**

An internet advertising model where the advertiser pays for each specified action someone takes, like an impression, click, form submit, or sale. You can decide if a given action is a lead or a sale. Marketers use it to figure out spending for the desired action they are driving people toward.

#### **QR Code: Quick Response Barcode**

Scannable barcodes used by marketers to bridge offline and online marketing. When

people see them, they can take out their smartphone and scan the QR code using a QR barcode scanner app. The information encoded by QR codes can include text, a URL, or other data. Learn how to create a QR Code here.

#### **KPI: Key Performance Indicator**

A type of performance measurement companies use to evaluate an activity's success. While KPIs are used throughout a business, marketers look at KPIs to track progress toward marketing goals.

#### **UI:** User Interface

A type of interface that allows users to control a software application or hardware device. A good user interface provides a user-friendly experience by allowing the user to interact with the software or hardware in an intuitive way. It might include a menu bar, toolbar, windows, buttons, and so on. <u>Learn how to create a user-friendly website registration process here</u>.

#### **UX: User Experience**

The overall experience a customer has with a particular business, from their discovery and awareness of the brand all the way through their interaction, purchase, use, and potential advocacy. To deliver an excellent customer experience, you have to think like a customer, or better, think about *being* the customer. Learn more about this mindset here.







Consistent with colors, graphic elements and messaging across your whole site Being consistent with your visual elements, your logo and you messaging can help users remember you.

As you weave your identity, values and core mission into your site.

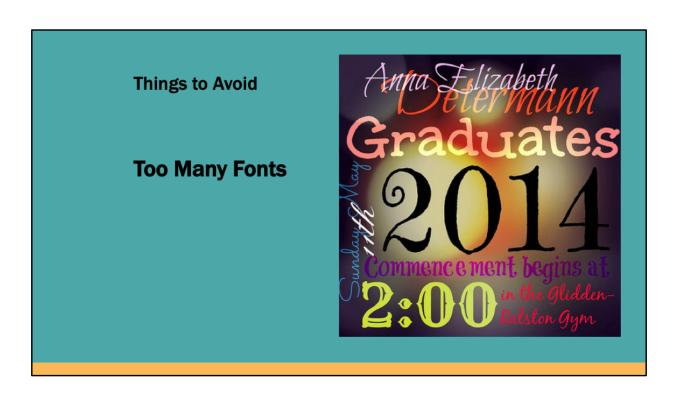
Brand is what people think and feel about you.

What they say about you when you're not in the room.

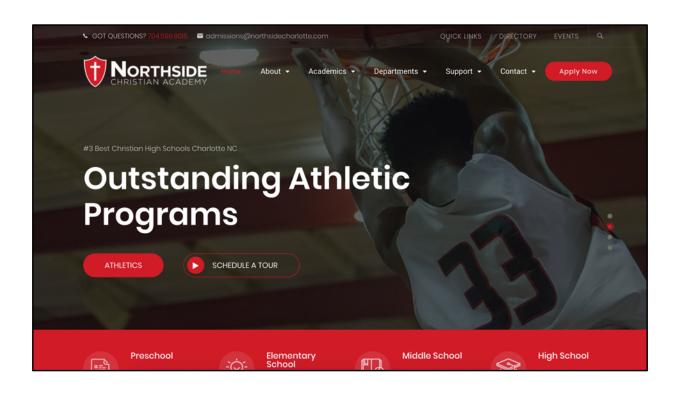


Balance Contrast Alignment Hierarchy Unity Color White Space





Fonts.google.com
Free and open source for the web



Thin // • Matteo is a family of geometric so

Extralight // The family includes 74 styles; there is

Light // italics have an extreme angle (15°), \cdot

Regular // use in editorial and corporate identity

Semibold // optimized to create a pleasant rea

Bold // construction, which is based on circ

Extrabold // full range of subscript and superscripts.

Family of fonts

## **Ensure High Contrast for Text Over Images**

Text that is not purely decorative or part of a logo should have a **contrast ratio** of at least 4.5:1

nngroup.com

NN/g

Family of fonts

Things to Avoid

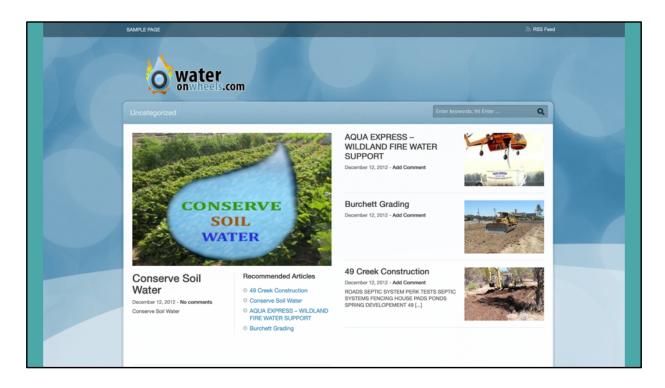
Too Many Fonts
Color Selection



Bad example

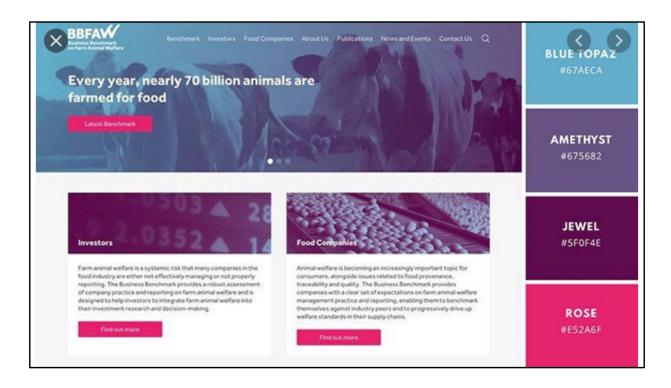


Bad example



Bad example



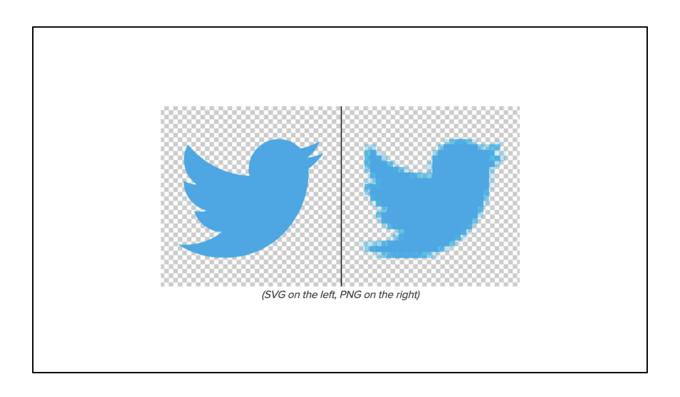




# Things to Avoid

Too Many Fonts
Color Selection
Use SVG format graphics

SVG allows got enlargement without losing quality on the web.



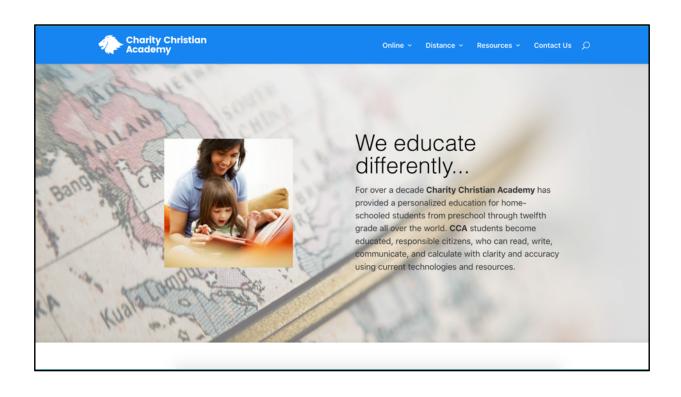
# Things to Avoid

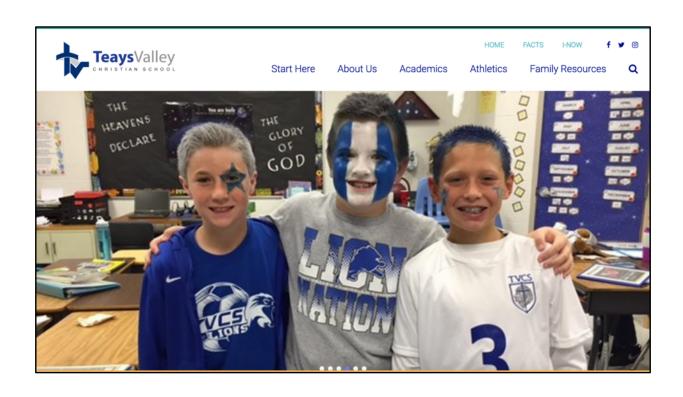
Too Many Fonts
Color Selection
Use SVG format graphics

**Bad Quality Images** 



Blurry image. Poor image quality.





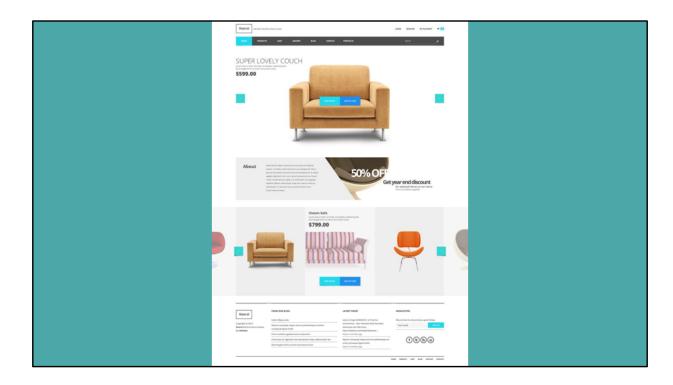
# Things to Avoid

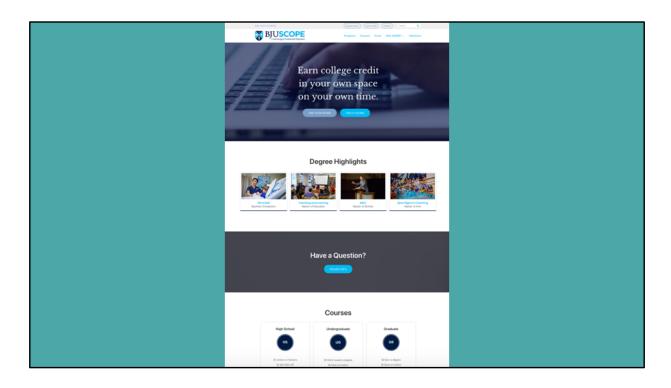
Too Many Fonts
Color Selection
Use SVG format graphics
Bad Quality Images

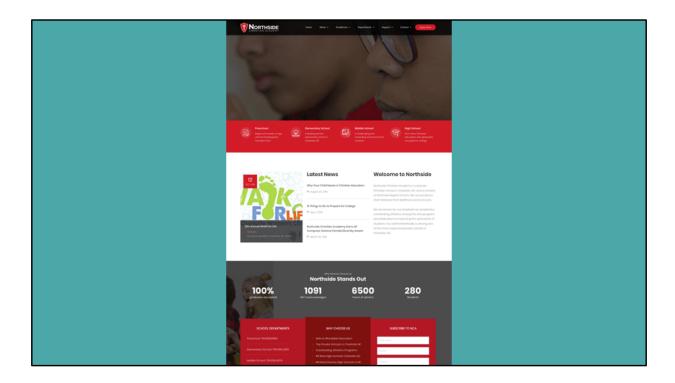
**Clutter on page** 











# Things to Avoid

Too Many Fonts
Color Selection
Use SVG format graphics
Bad Quality Images
Clutter on page

**Out-of-date Content** 

### CONTENT

# Redundant Outdates Trivial



# 3. Intuitive Navigation

Clear and obvious Leading user through your content Knowing how the user thinks Standardize clickable buttons



Candidate Resume Submission | Join Our Team



Company Practice Areas Jobs Contact Us

#### Company

SF&P is an experienced recruitment firm specializing as a creative search resource for early/mid stage companies as well as larger companies and financial firms where technology is key to the firm's growth. Our specialties include permanent placement and interim staffing/staff augmentation. We understand that acquiring the best talent is the key to building a successful business. With our combination of expertise, determination and passion for building the best teams, we take the Art of Search to a higher level.

The founders, Norm Shulman and Susan Fleming, are seasoned recruiters who have successfully worked together for more than 15 years. We understand that acquiring the best talent is the key to building a successful business.

Norm and Susan have worked with dozens of early stage companies, resulting in thousands of successful placements. With our combination of expertise, determination and passion for building the best teams, we take the Art of Search to a different level.

#### Philosophy

What makes us different?

What sets SF&P apart from its competitors is being hands-on with no layers of management, we provide you with the biggest "bang for your buck." Our clients are our partners. SF&P listens to its clients needs and creates a creative and strategic plan with workforce architecture in mind. We are an extension of your team. We rely upon you for guidance and input about your needs and you rely upon us for our expertise, experience and timely delivery. This collaborative process provides streamlined solutions.

With a lot of hard work, old fashioned know-how, a little magic and intuition, we deliver THE BEST.

### Bad example



Good example. Clear hierarchy.



# 4. Storytelling

Tell your audience what's important to them Break down barriers of engagement Lead with a story rather than facts



# 5. Mobile first-design

Optimize for greater impact Stick to essentials Smaller space Test



6. **SEO** 

Search Engines track sites
Looking for relevant search words
What will your users search?
Language site helps
A signal not a directive





Redesign or review every 3-4 years https://www.dialogfeed.com/what-is-evergreen-content/

