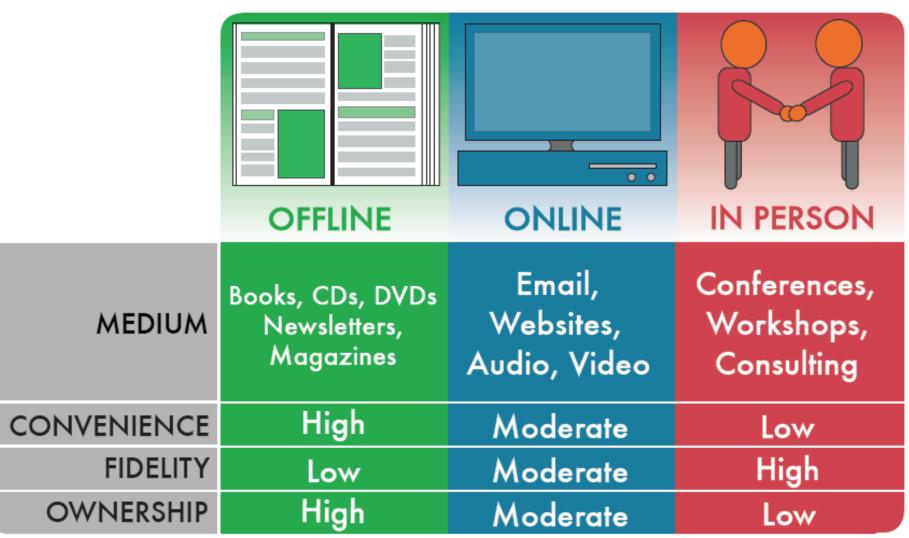
# Creating, Curating and Publishing Insanely Great Digital Content





#### SPECIAL-INTEREST MEDIA USER EXPERIENCE



## **Inventory of What You Sell**



**Google Visibility** 



**Affinity Content Calendar** 

# Inventory of What You Sell





#### **Gardens Daily Brand Wheel**

OFFLINE IN PERSON ONLINE



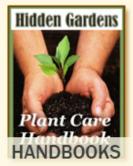




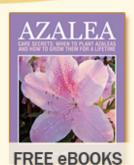














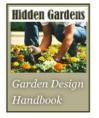


#### **About Gardens Daily: Product Sales Strategy**

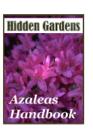
#### **Legacy Product = Magazine**



#### **Expansion Products = Books, Videos, Digital Magazine & Live Events**



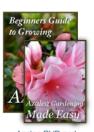
Hidden Gardens Garden Design Handbook \$47.00



Hidden Gardens Azaleas Handbook \$47.00



Orchid Gardening Made Easy DVD \$19.97



Azalea DVD and Beginner's Guide Bundle \$24.97









#### **About Gardens Daily: Sponsorship Strategy**

























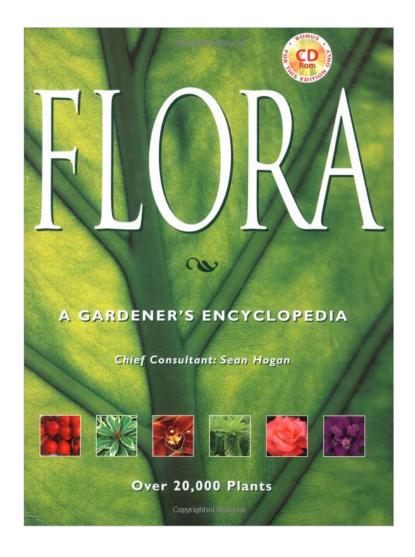


# Google Visibility Report





#### **Defining Your Online Taxonomy**













### **Keyword Architecture**

Perennials	Annuals	Bulbs /	Shrubs	<b>House Plants</b>	Gardening
Asters	Begonias	Alliums	Azaleas	African Violets	Plant Care
Chrysanthemums	Annual Salvia	Crocus	Hydrangeas	Amaryllis	Design
Clematis	Cosmos	Daffodils	Lilacs	Bromeliads	<b>Equipment &amp; Products</b>
Coneflowers	Geraniums	Dahlias	Rhododendrons	Cacti & Succulents	Pests & Diseases
Daylilies	Impatiens	Gladiolas	Viburnums	Christmas Cactus	Photography
Hardy Geraniums	Marigolds	Hyancinths	Weigelas	Cyclamen	
Hostas	Pansies	Narcissus	Forsythia	Kalanchoe	
Irises	Petunias	Tulips		Orchids	
<b>Ornamental Grasses</b>	Zinnias			Oxalis	
Peonies					
Phlox					
Roses					
Salvia					
Sedum					



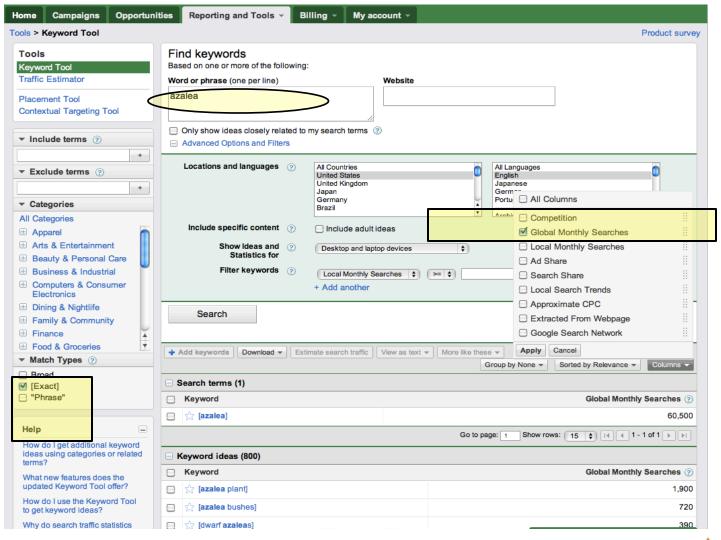








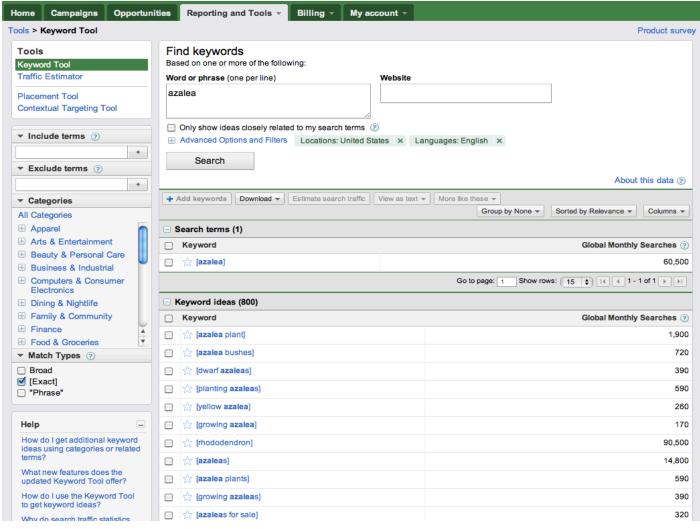
#### **Google Adwords Keyword Tool**







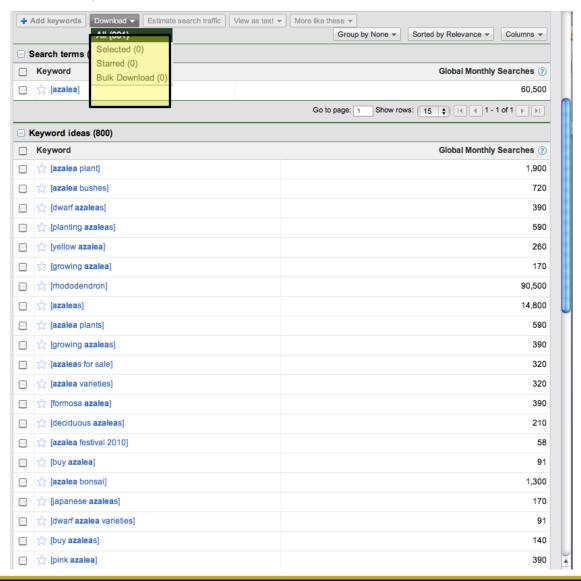
#### **Google Adwords Keyword Tool**







#### **Google Adwords Keyword Tool**







# **CSV file** in Excel

Keyword	<b>Global Monthly Searches</b>
[azalea]	60500
[azalea plant]	1900
[azalea bushes]	720
[dwarf azaleas]	390
[planting azaleas]	590
[yellow azalea]	260
[growing azalea]	170
[rhododendron]	90500
[azaleas]	14800
[azalea plants]	590
[growing azaleas]	390
[azaleas for sale]	320
[azalea varieties]	320
[formosa azalea]	390
[deciduous azaleas]	210
[azalea festival 2010]	58
[buy azalea]	91
[azalea bonsai]	1300
[japanese azaleas]	170
[dwarf azalea varieties]	91
[buy azaleas]	140
[pink azalea]	390
[orange azaleas]	140
[azaleas flowers]	170
[rhododendrons]	5400
[azalea festival]	3600



#### **Annual Searches = Monthly\*12**

<b>Keyword Universe</b>	<b>GKT Monthly</b>	<b>Annual Searches</b>	<b>Google Listing</b>	Google KCI
[azalea]	60,500	726,000		
[azalea plant]	1,900	22,800		
[azalea bushes]	720	8,640		
[dwarf azaleas]	390	4,680		
[planting azaleas]	590	7,080		
[yellow azalea]	260	3,120		
[growing azalea]	170	2,040		
[rhododendron]	90,500	1,086,000		
[azaleas]	14,800	177,600		
[azalea plants]	590	7,080		
[growing azaleas]	390	4,680		
[azaleas for sale]	320	3,840		
[azalea varieties]	320	3,840		
[formosa azalea]	390	4,680		
[deciduous azaleas]	210	2,520		
[azalea festival 2010]	58	696		
[buy azalea]	91	1,092		
[azalea bonsai]	1,300	15,600		
[japanese azaleas]	170	2,040		









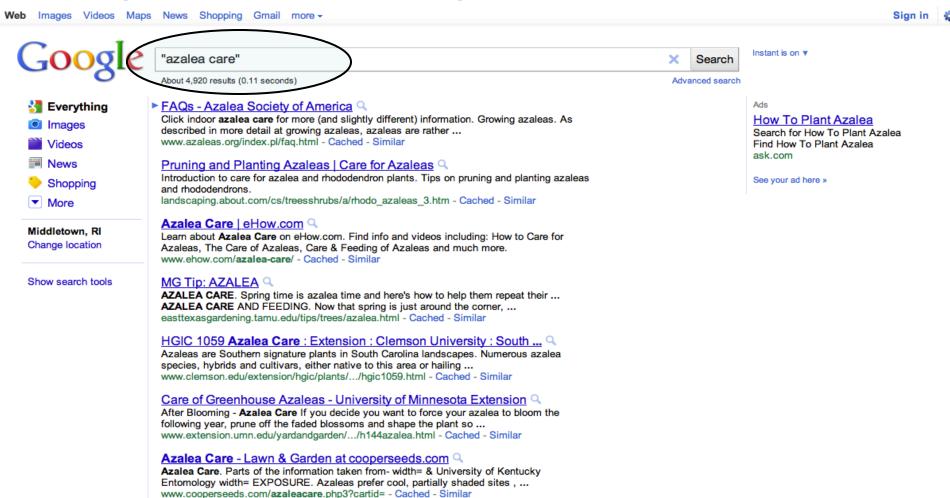


<b>GKT Monthly</b>	<b>Annual Searches</b>	<b>Google Listing</b>	Google KCI
60,500	726,000		
1,900	22,800		
720	8,640		
390	4,680		
590	7,080		
260	3,120		
170	2,040		
90,500	1,086,000		
14,800	177,600		
590	7,080		
390	4,680		
320	3,840		
320	3,840		
390	4,680		
210	2,520		
58	696		
91	1,092		
1,300	15,600		
170	2,040		
	60,500 1,900 720 390 590 260 170 90,500 14,800 590 390 320 320 320 320 390 210 58 91	60,500       726,000         1,900       22,800         720       8,640         390       4,680         590       7,080         260       3,120         170       2,040         90,500       1,086,000         14,800       177,600         590       7,080         390       4,680         320       3,840         390       4,680         210       2,520         58       696         91       1,092         1,300       15,600	1,900       22,800         720       8,640         390       4,680         590       7,080         260       3,120         170       2,040         90,500       1,086,000         14,800       177,600         590       7,080         390       4,680         320       3,840         390       4,680         210       2,520         58       696         91       1,092         1,300       15,600





#### Google.com Search Engine







#### Why Exact Match Counts are Best

"azalea care" 4,920



azalea care 1,450,000







#### **Indexing Supply and Demand**

<b>Keyword Universe</b>	<b>GKT Monthly</b>	<b>Annual Searches</b>	<b>Google Listing</b>	Google KCI
[azalea]	60,500	726,000	18,500,000	0.04
[azalea plant]	1,900	22,800	139,000	0.16
[azalea bushes]	720	8,640	243,000	0.04
[dwarf azaleas]	390	4,680	5,990	0.78
[planting azaleas]	590	7,080	12,000	0.59
[yellow azalea]	260	3,120	26,600	0.12
[growing azalea]	170	2,040	16,200	0.13
[rhododendron]	90,500	1,086,000	8,690,000	0.12
[azaleas]	14,800	177,600	3,520,000	0.05
[azalea plants]	590	7,080	57,500	0.12
[growing azaleas]	390	4,680	16,200	0.29
[azaleas for sale]	320	3,840	6,360	0.60
[azalea varieties]	320	3,840	9,360	0.41
[formosa azalea]	390	4,680	10,100	0.46
[deciduous azaleas]	210	2,520	49,700	0.05
[azalea festival 2010]	58	696	96,500	0.01
[buy azalea]	91	1,092	22,200	0.05
[azalea bonsai]	1,300	15,600	91,900	0.17
[japanese azaleas]	170	2,040	14,600	0.14

**Keyword Competitive Index = Annual Searches / Google Listing** 











#### **Defining your Keyword Clusters**

<b>GKT Monthly</b>	<b>Annual Searches</b>	<b>Google Listing</b>	Google KCI
60,500	726,000	18,500,000	0.04
1,900	22,800	139,000	0.16
720	8,640	243,000	0.04
390	4,680	5,990	0.78
590	7,080	12,000	0.59
260	3,120	26,600	0.12
170	2,040	16,200	0.13
90,500	1,086,000	8,690,000	0.12
14,800	177,600	3,520,000	0.05
590	7,080	57,500	0.12
390	4,680	16,200	0.29
320	3,840	6,360	0.60
320	3,840	9,360	0.41
390	4,680	10,100	0.46
210	2,520	49,700	0.05
58	696	96,500	0.01
91	1,092	22,200	0.05
1,300	15,600	91,900	0.17
170	2,040	14,600	0.14
	60,500 1,900 720 390 590 260 170 90,500 14,800 590 390 320 320 320 390 210 58 91	60,500       726,000         1,900       22,800         720       8,640         390       4,680         590       7,080         260       3,120         170       2,040         90,500       1,086,000         14,800       177,600         590       7,080         390       4,680         320       3,840         390       4,680         210       2,520         58       696         91       1,092         1,300       15,600	1,900       22,800       139,000         720       8,640       243,000         390       4,680       5,990         590       7,080       12,000         260       3,120       26,600         170       2,040       16,200         90,500       1,086,000       8,690,000         14,800       177,600       3,520,000         590       7,080       57,500         390       4,680       16,200         320       3,840       9,360         390       4,680       10,100         210       2,520       49,700         58       696       96,500         91       1,092       22,200         1,300       15,600       91,900





#### **Importing Keyword Clusters Into Keyword Universe**

Flora Daily Network								
Google Visibility Report								
3/28/11 10:04 PM								
Keyword Universe	Primary Keyword  Cluster	GKT Monthly \$	Google Listings \$	Annual Searches \$	Google KCI ‡	Google Positior \$	Annual Impressions ঽ	GVI ‡
gardening hydrangeas	Hydrangeas	58	5,260	696	0.13	1	696	100%
prune hydrangeas	Hydrangeas	110	5,500	1,320	0.24	2	1,320	100%
caring for hydrangea	Hydrangeas	110	7,930	1,320	0.17	3	1,320	100%
caring for hydrangeas	Hydrangeas	590	10,700	7,080	0.66	3	7,080	100%
drying hydrangeas	Hydrangeas	880	17,800	10,560	0.59	3	10,560	100%
how to dry hydrangeas	Hydrangeas	880	19,300	10,560	0.55	3	10,560	100%
hydrangeas color	Hydrangeas	22	1,100	264	0.24	3	264	100%
hydrangeas pruning	Hydrangeas	480	755	5,760	7.63	3	5,760	100%
prune hydrangea	Hydrangeas	320	11,000	3,840	0.35	3	3,840	100%
pruning hydrangea	Hydrangeas	590	4,840	7,080	1.46	3	7,080	100%
fall hydrangeas	Hydrangeas	16	4,110	192	0.05	4	192	100%
hydrangea fall	Hydrangeas	12	6,830	144	0.02	4	144	100%
hydrangeas winter	Hydrangeas	22	1,140	264	0.23	4	264	100%
lady red hydrangea	Hydrangeas	0	3	0	0.00	5	0	0%
hydrangea in winter	Hydrangeas	73	31,400	876	0.03	6	876	100%
hydrangea winter	Hydrangeas	91	7,490	1,092	0.15	6	1,092	100%
hydrangeas don t bloom	Hydrangeas	0	1,830	0	0.00	6	0	0%





#### Google **Google Position Visibility** Index Flora Daily Network Google Visibility Report 3/28/11 10:04 PM **Primary Keyword** Google Annual Google Annual Keyword Universe Cluster GKT Monthly + Google Listings Searches **‡ KCI** Positior \$ Impressions \$ GVI ‡ gardening hydrangeas Hydrangeas 58 5,260 696 0.13 1 696 100% 5,500 0.24 2 100% prune hydrangeas Hydrangeas 110 1,320 1,320 3 110 7,930 0.17 1,320 100% caring for hydrangea Hydrangeas 1,320 3 590 10,700 7,080 100% caring for hydrangeas Hydrangeas 7,080 0.66 880 17,800 10,560 0.59 3 10,560 100% drying hydrangeas Hydrangeas 3 880 19,300 10,560 0.55 10,560 100% how to dry hydrangeas Hydrangeas 3 100% hydrangeas color Hydrangeas 22 1,100 264 0.24 264 hydrangeas pruning Hydrangeas 480 755 5,760 7.63 3 5,760 100% 3 prune hydrangea Hydrangeas 320 11,000 3,840 0.35 3,840 100% pruning hydrangea Hydrangeas 590 4,840 7,080 1.46 3 7,080 100% fall hydrangeas 4,110 192 0.05 4 192 100% Hydrangeas 16 hydrangea fall Hydrangeas 12 6,830 144 0.02 4 144 100% hydrangeas winter 22 1,140 264 0.23 4 264 100% Hydrangeas lady red hydrangea 0 0 0.00 5 0 0% Hydrangeas 73 0.03 100% hydrangea in winter Hydrangeas 31,400 876 6 876 91 7,490 1,092 0.15 6 1.092 100% hydrangea winter Hydrangeas 0 0 0.00 hydrangeas don t bloom 1,830 0 0%

**Based on Ranking** 





Hydrangeas

How to Calculate GVI (Google Visibility Index)

Google Rank 1-10 (Page 1) = 100% visibility Google Rank 11-20 (Page 2) = 32% visibility Google Rank 21-30 (Page 3) = 7% visibility





#### Importing all keywords into the GVR - Ubers

Flora Daily						
Google Visibility Report						
5/31/11 6:40 PM						
Flora Daily Uber Topics	Uber Topic #	# of Primaries	Keyword Universe	Annual Searches	Annual Impressions	GVI
Perennials	1	14	2,671	20,861,712	1,522,181	7.30%
Annuals	2	9	1,098	9,063,372	2,042,152	22.53%
Bulbs	3	8	1,135	9,087,468	318,088	3.50%
Shrubs	4	7	1,959	8,754,972	929,039	10.61%
House Plants	5	9	991	12,401,448	1,231,058	9.93%
Gardening	6	5	939	9,579,072	2,722,044	28.42%
Brand	7	1	0	0	0	0.00%
Tota		53	8,793	69,748,044	8,764,562	12.57%



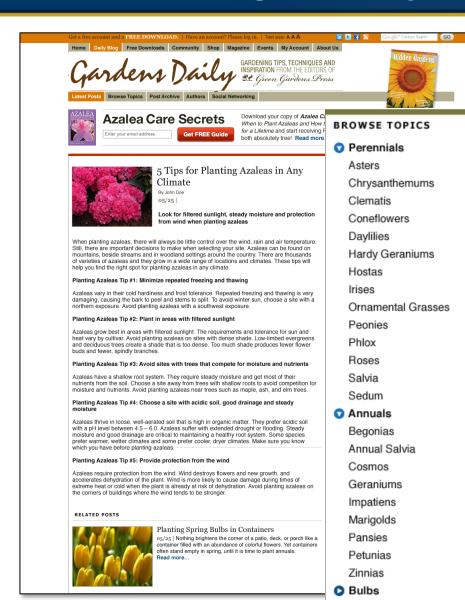


#### Importing all keywords into the GVR - Primaries

Flora Daily						
Google Visibility Report						
5/31/11 6:40 PM						
				Cu	rrent Data	
Flora Daily Topics (PKP)	Uber Summary	Topic #	Keyword Universe	Annual Searches	Annual Impressions	GVI
Azaleas	Shrubs	32	444	1,358,868	0	0.00%
Hydrangeas	Shrubs	33	397	3,026,844	458,604	15.15%
Lilacs	Shrubs	34	345	1,721,028	54,998	3.20%
Rhododendrons	Shrubs	35	267	584,748	О	0.00%
Viburnums	Shrubs	36	305	1,253,676	372,790	29.74%
Weigelas	Shrubs	37	107	361,296	42,648	11.80%
Forsythia	Shrubs	38	94	448,512	О	0.00%
African Violets	House Plants	39	69	479,112	1,092	0.23%
Amaryllis	House Plants	40	127	975,900	836,556	85.72%
Bromeliads	House Plants	41	114	967,740	20,198	2.09%
Cacti & Succulents	House Plants	42	116	2,944,680	2,196	0.07%
Christmas Cactus	House Plants	43	62	322,632	14,592	4.52%
Cyclamen	House Plants	44	63	422,568	349,344	82.67%
Kalanchoe	House Plants	45	62	557,700	0	0.00%
Orchids	House Plants	46	292	5,292,192	7,080	0.13%







Shrubs

Turning
Keywords
into Website
Architecture

Primary Keywords = Topic Pages





#### **Track Your Results**







#### **Track Your Results**

Flora Daily Network								
Google Visibility Report								
3/28/11 10:04 PM								
Keyword Universe	Primary Keyword Cluster	GKT Monthly \$	Google Listings \$	Annual Searches \$	Google KCI \$	Google Position \$	Annual Impressions \$	GVI \$
gardening hydrangeas	Hydrangeas	58	5,260	696	0.13	1	696	100%
prune hydrangeas	Hydrangeas	110	5,500	1,320	0.24	2	1,320	100%
caring for hydrangea	Hydrangeas	110	7,930	1,320	0.17	3	1,320	100%
caring for hydrangeas	Hydrangeas	590	10,700	7,080	0.66	3	7,080	100%
drying hydrangeas	Hydrangeas	880	17,800	10,560	0.59	3	10,560	100%
how to dry hydrangeas	Hydrangeas	880	19,300	10,560	0.55	3	10,560	100%
hydrangeas color	Hydrangeas	22	1,100	264	0.24	3	264	100%
hydrangeas pruning	Hydrangeas	480	755	5,760	7.63	3	5,760	100%
prune hydrangea	Hydrangeas	320	11,000	3,840	0.35	3	3,840	100%
pruning hydrangea	Hydrangeas	590	4,840	7,080	1.46	3	7,080	100%
fall hydrangeas	Hydrangeas	16	4,110	192	0.05	4	192	100%
hydrangea fall	Hydrangeas	12	6,830	144	0.02	4	144	100%
hydrangeas winter	Hydrangeas	22	1,140	264	0.23	4	264	100%
lady red hydrangea	Hydrangeas	0	3	0	0.00	5	0	0%
hydrangea in winter	Hydrangeas	73	31,400	876	0.03	6	876	100%
hydrangea winter	Hydrangeas	91	7,490	1,092	0.15	6	1,092	100%
hydrangeas don t bloom	Hydrangeas	0	1,830	0	0.00	6	0	0%



(E) @mequoda

## **Master Content Plan**





#### **Defining Your Master Content Plan**

Topics	Free Guides	Blog Posts	Books	Videos	Magazine Articles	Events
Begonias	1	8	2	1	2	1
Annual Salvia	1	8	2	1	2	0
Cosmos	1	8	2	1	2	0
Geraniums	1	8	2	1	2	0
Impatiens	1	8	2	1	2	0
Marigolds	1	8	2	1	2	0
Pansies	1	8	2	1	2	0
Petunias	1	8	2	1	2	1
Zinnias	1	8	2	1	2	0













# **Affinity Content Calendar**





#### **Creating Your Affinity Content Calendar**

	MONDAY	TUESD	AY	WEDNESDAY	THURS	DAY	FR	IDAY	SATURI	DAY	SUNE	DAY
platform and effort	Soft Sell	Soft Sell	Hard Sell	Soft Sell	Soft Sell	Hard Sell	Soft Sell	Hard Sell	Soft Sell	Hard Sell	Soft Sell	Hard Sell
WEEK 1												
email campaigns	azaleas tip	azaleas product review	azaleas spotlight	orchids tip	orchids product review	orchids spotlight	petunias tip		petunias product review	petunias spotlight		tulip tour
blog post	azaleas tip	azaleas product review		orchids tip	orchids product review		petunias tip		petunias product review			
seo post	african violets	daylilies		geraniums	peonies		orchids		roses		garden photography	
twitter post 1	azaleas tip	azaleas product review		orchids tip	orchids product review		petunias tip		petunias product review			
twitter post 2	african violets	daylillies		geraniums	peonies		orchids		roses		garden photography	
twitter spotlight			azaleas spotlight			orchids spotlight				petunias spotlight		tulip tour
facebook post 1	azaleas tip	azaleas product review		orchids tip	orchids product review		petunias tip		petunias product review			
facebook post 2	african violets	daylillies		geraniums	peonies		orchids		roses		garden photography	
facebook spotlight			azaleas spotlight			orchids spotlight				petunias spotlight		tulip tour
circ builders								tulips ebook				
week in review	1										week in review	

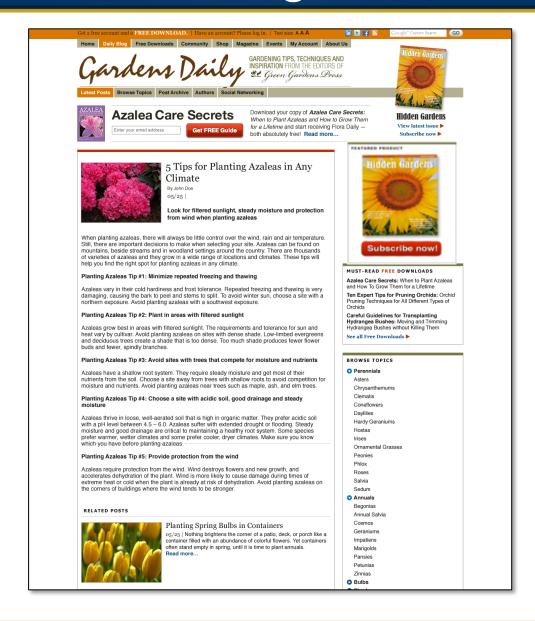
	MONDAY	TUESDAY	
platform and effort	Soft Sell	Soft Sell	Hard Sell
WEEK 1			
email campaigns	azaleas tip	azaleas product review	azaleas spotlight
blog post	azaleas tip	azaleas product review	
seo post	african violets	daylilies	
twitter post 1	azaleas tip	azaleas product review	
twitter post 2	african violets	daylillies	
twitter spotlight			azaleas spotlight
facebook post 1	azaleas tip	azaleas product review	
facebook post 2	african violets	daylillies	
facebook spotlight			azaleas spotlight
circ builders			
week in review			

product reviews
spotlights
seo posts
WIR
circ builders





## **Blog Article Promoting Premium Product**







## **Facebook Post Promoting Free Article**

#### Gardens Daily Gardens Daily



Look for filtered sunlight, steady moisture and protection from wind when planting azaleas!



#### 5 Tips for Planting Azaleas in Any Climate

When planting azaleas, there will always be little control over the wind, rain and air temperature. Still, there are important decisions to make when selecting your site. Azaleas can be found on mountains, beside streams and in woodland settings around the country.

Page: 9,458 like this

Like · Comment · Share · 🖒 120 🗐 50 · Yesterday at 9:32pm · 🚱





### Twitter Post Promoting Free Article



5 Tips for Planting #Azaleas in Any Climate bit.ly/KgMj48 (look for filtered sunlight, steady moisture & no wind!)



9:26 PM - 16 May 12 via web · Embed this Tweet





## **Email Newsletter Promoting Free Article**







#### **Thank You**

Don Nicholas	Kim Mateus
Chief Executive Officer Mequoda Group, LLC Don@Mequoda.com (508) 358-9689	Chief Content Officer Mequoda Group, LLC Kim@Mequoda.com (571) 313-8779

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