## Link Acquisition Tactics

That will still work tomorrow.



My job when I first started in SEO in 2009...

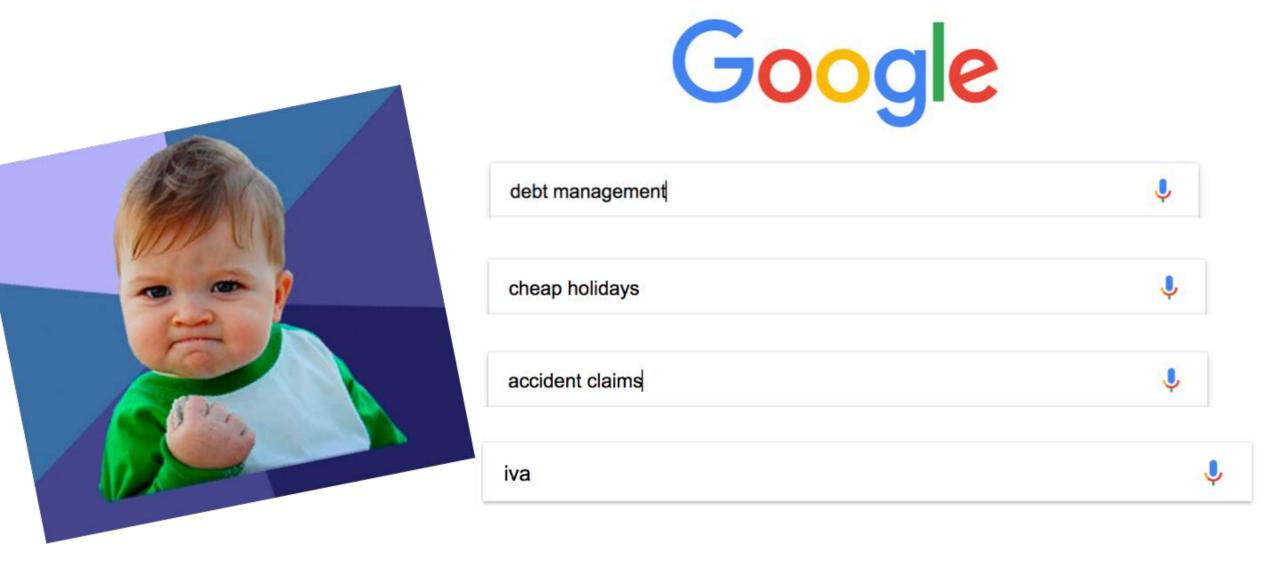




@staceycav







But, part of my remit was to start making a shift into more difficult sustainable link building methods.

It had its challenges back then...

# When everyone performing well is buying links, competing the clean way is bloody hard.



## And that is still the case today in some SERPs.



## But if you want sustainable link acquisition now, it needs to be clean.

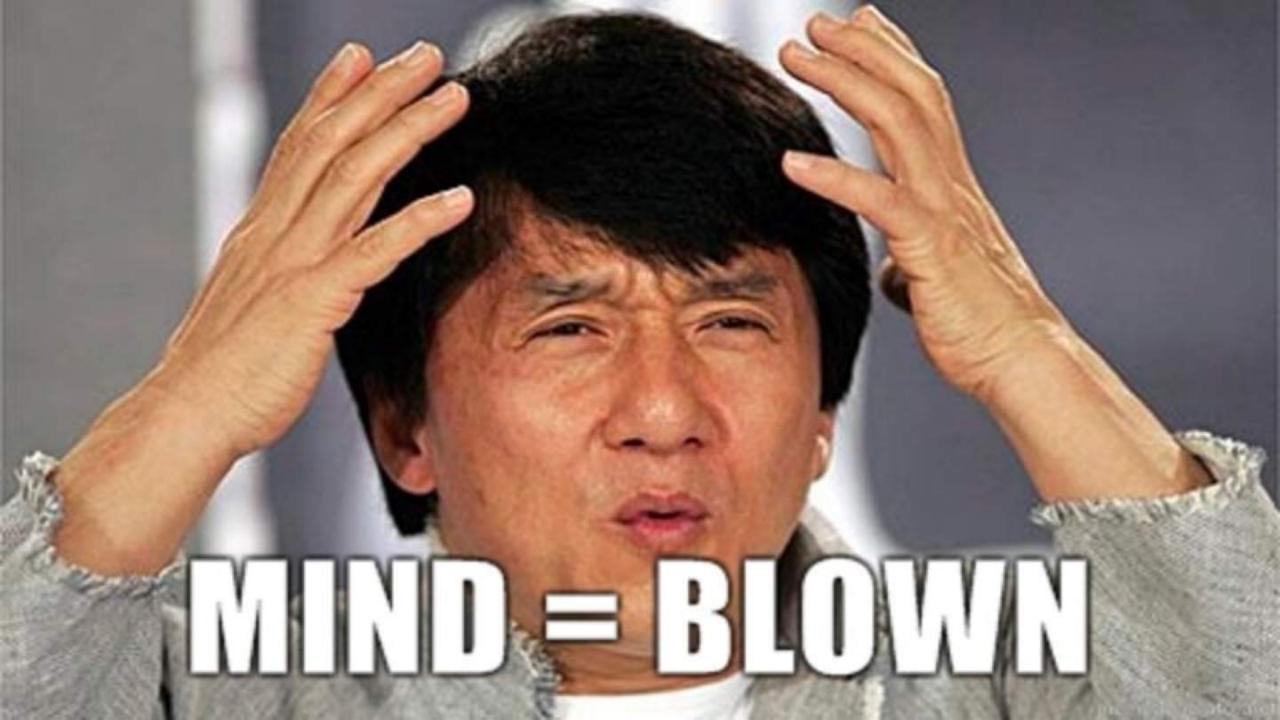


For the record, I have no fundamental issue with paid link building if your client/boss knows the risks.

But none of my clients engage in this these days.

## The single most effective link building stunt I've seen in recent years...





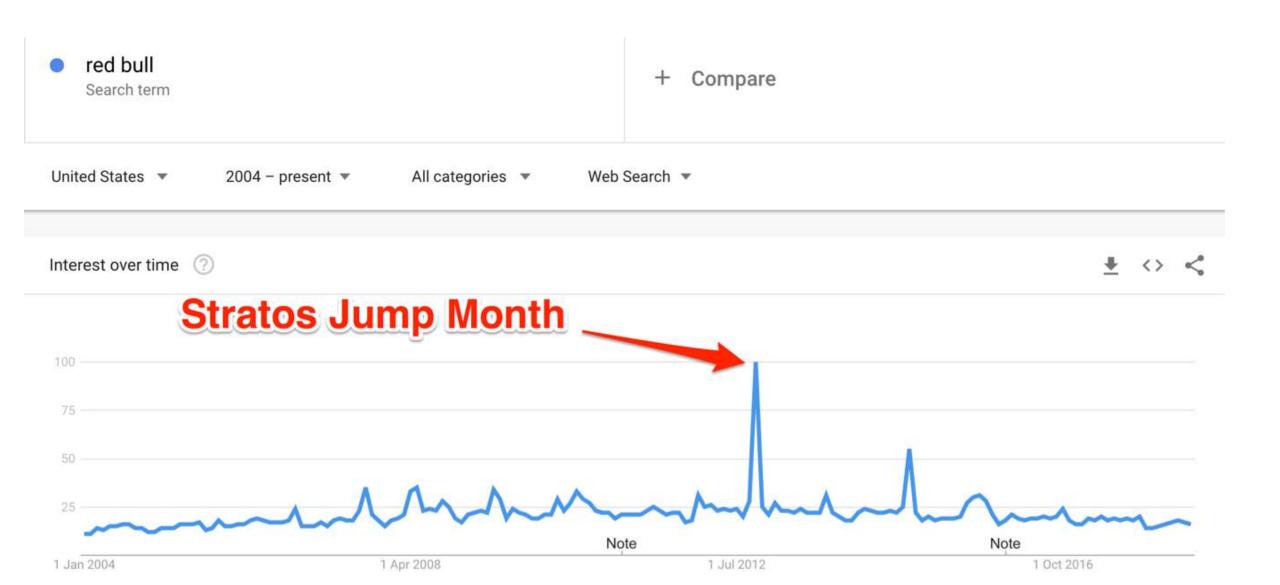
# 8 million

simultaneous live viewers on Youtube.

# 43 million

Views on the 90 second highlights video Redbull released later.

https://www.youtube.com/watch?v=FHtvDA0W34I



#### **EXTERNAL BACKLINKS**

REFERRING DOMAINS

**FRESH** 

72,039

**1** 2,133

HISTORIC

584,725

FRESH

9,306

**1** 307

HISTORIC

26,967

http://www.redbullstratos.com



The New York Times



The Telegraph

The Washington Post HUFFINGTON

Los Angeles Times

WIRED Mashable

engadget

TechCrunch



El País

Slate

Atlantic NewScientist



The Boston Globe

**VentureBeat** 



So, if we all want top tier links from thousands of publications, we just need to get someone to jump out of a balloon from space.

All you'll need...

### 50 million Euros.

https://www.sportsbusinessdaily.com/Global/Issues/2012/10/16/Marketing-and-Sponsorship/Red-Bull.aspx



Let's get real.

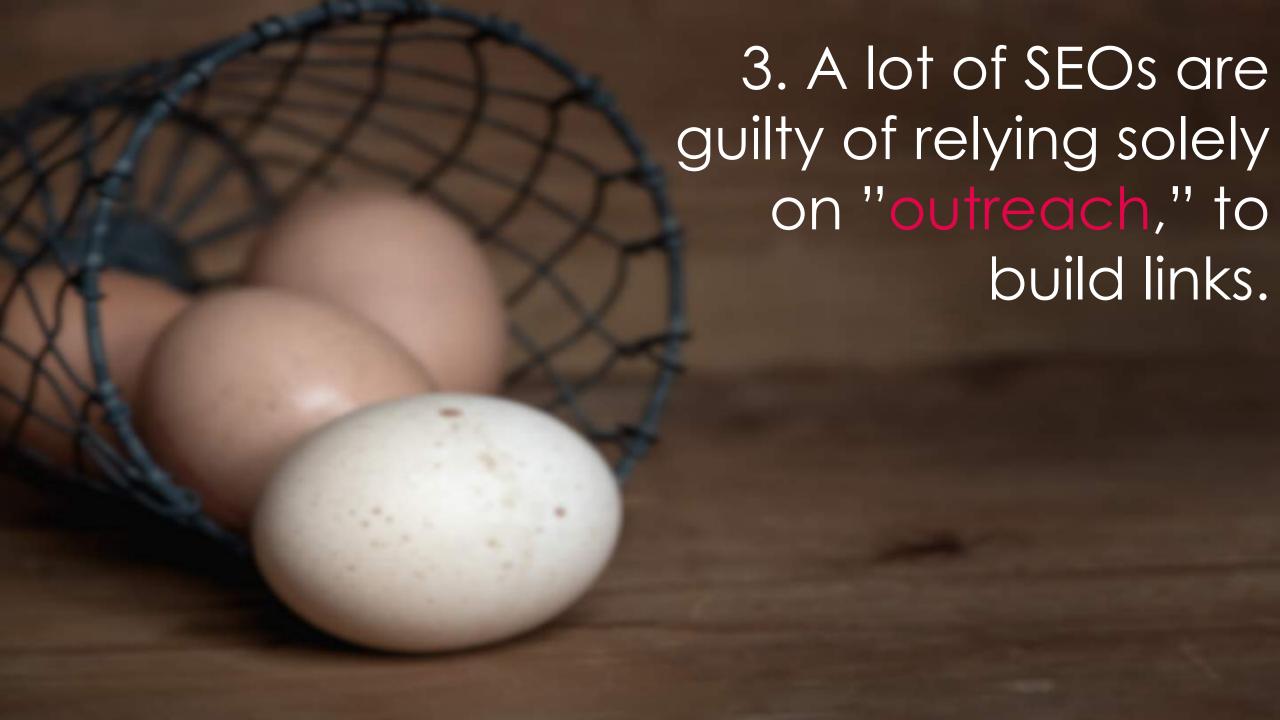
3 inconvenient truths about link building...

### 1. It's really f\*\*\*ing hard at times.



### 2. But it's still imperative in most niches.





A load has changed in the past 8 years in link building terms, for sure.

But there's stuff I was doing in 2010 and 2011 that works better than ever – albeit with an improved approach.

## Can You Really Afford a Social Life If You're In Debt?

# Will shoppers give in to temptation to borrow in run-up to Christmas? Like it or not, the festive season is fast approaching. With the economic picture looking less than merry, British consumers now like it or not, the festive season is fast approaching. With the economic picture looking less than merry, British consumers now like it or not, the festive season is fast approaching. With the economic picture looking less than merry, British consumers now like it or not, the festive season is fast approaching. With the economic picture looking less than merry, British consumers now like it or not, the festive season is fast approaching.

to find money for presents, parties and pies.



### Tecmark UK Mobile Internet Usage Research



Tecmark updated this research in August 2011. The most up to date version can be viewed here: Tecmark Mobile Internet Research August 2011.

We all know mobile Internet is growing. Many of you are a part of the growth, checking sports scores, browsing holidays, catching up on the news or even reading posts like this on your Smartphone. Whether you're sitting in your lounge, standing around a supermarket or commuting, mobile devices are proving more popular than many thought possible for accessing the Internet.

With that in mind, at Tecmark we carried out some

Same principles as lots of what we do now. We just got better at it.





## Let's get practical.

# Simple People Stories or Case Studies

### It works because

## journalists want stories for their readers

Every single business has people at its core and people have plenty of stories.

## Starting a company is a story interesting enough to win coverage and links





Bristol-based startup, Forth, is hoping

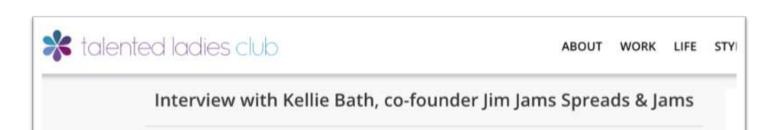
Interview: Sarah Bolt, Founder of Forth, the tracker that understands our health on the inside

We go beyond the surface with Sarah on internal biomarkers, advanced clinical testing



worldofzing.com; dalstoncola.co.uk

#optimisey





O O O O

I personally finish work when the kids get home from school as I want to help with homework, cook a decent meal and generally be available for them. My husband works much longer hours and travels a lot, which can be a struggle at times.

You can find out more about Jim Jams Spreads & Jams on their website.

Talk to the people in the company.

Find their stories.



are they in this business? What inspired them?

# Challenges

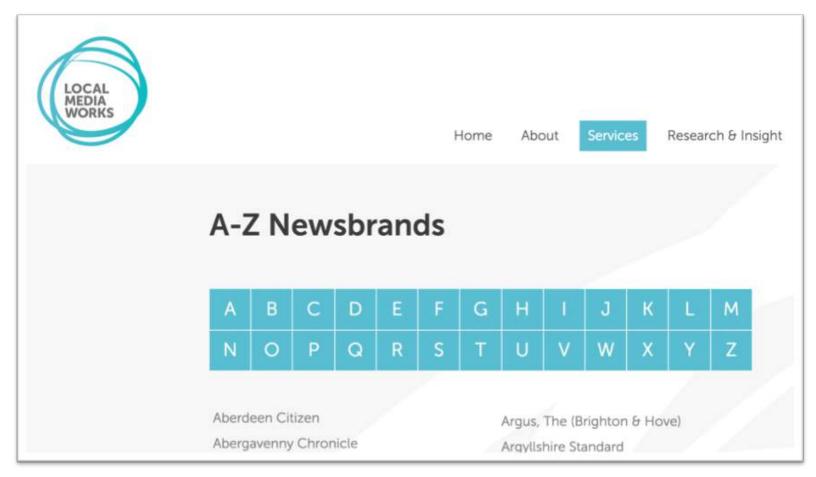
they have overcome to achieve what they've achieved so far

# Where

were they brought up and educated?

Get Googling and find the major press outlets that are frequently running these stories.

## Go to local and regional press



http://www.localmediauk.org/A-Z-Newsbrands

# And here are 20 business publications regularly running this stuff...

A	В	С
Publication	Column/Category	
http://www.bmmagazine.co.uk/	http://www.bmmagazine.co.uk/entrepreneur-interviews/entrepreneurs/	
https://realbusiness.co.uk/	Founder Diaries	
https://www.newbusiness.co.uk	"Entrepreneur Insight" https://www.newbusiness.co.uk/articles/entrepreneurs	
https://www.talk-business.co.uk/	"5 Minutes With" https://www.talk-business.co.uk/category/featured/	
http://www.growthbusiness.co.uk/	http://www.growthbusiness.co.uk/entrepreneur/	
https://www.groovehq.com/	https://www.groovehq.com/blog/startup-interviews	
https://www.uktech.news/	https://www.uktech.news/founder-interviews	
http://startupchronicle.com/	http://startupchronicle.com/interviews	
https://startups.co.uk/	https://startups.co.uk/just-started/	Start ups
https://startups.co.uk/	https://startups.co.uk/business-leaders/	More established
http://www.smeweb.com/entrepreneurship	http://www.smeweb.com/entrepreneurship/case-studies/	
https://entrepreneurhandbook.co.uk/	https://entrepreneurhandbook.co.uk/tag/interview/	
http://kellymolson.co.uk	http://kellymolson.co.uk/category/women-founder-interviews/	Female founders
https://www.talentedladiesclub.com/	https://www.talentedladiesclub.com/work/inspiration/	Female entrepreneurs
https://justentrepreneurs.co.uk	https://justentrepreneurs.co.uk/meet-the-entrepreneurs/	
https://justentrepreneurs.co.uk/	https://justentrepreneurs.co.uk/women-in-tech/	Women in tech roles
https://www.gq-magazine.co.uk/	https://www.gq-magazine.co.uk/article/best-entrepreneur-interviews	Male focussed, high profile brands
https://www.easyspace.com/	https://www.easyspace.com/startup-entrepreneur-blog	
http://theentrepreneurway.com/	Whole website dedicated to Podcasts with founders and entrepreneurs	
https://www.businessleader.co.uk/	https://www.businessleader.co.uk/interviews/	

https://bit.ly/founder-opps

## Press Features



It works because

Journalists are paid to produce content that inspires, informs, educates or provokes an emotional reaction from their readers.

## businessadvice

Expert advice for the engine room of the British economy

Aspiring female entrepreneurs: How to start your business



Here, Elsa Caleb, a business advisor from the Start Up Loans Company, talks about what aspiring female entrepreneurs need in order to make their business ideas take off.

A recent survey carried out on behalf of the Start Up Loans Company suggested that lack of confidence and fear of failure do play a big part when setting up a business.

compared to 17 per



EXCLUSIVE: Experts reveal the tricks and tips to get YOU an upgrade on your next flight

TRY these handy tips and tricks to upgrade your seat on your next flight.

By KAT ROMERO

@staceycav

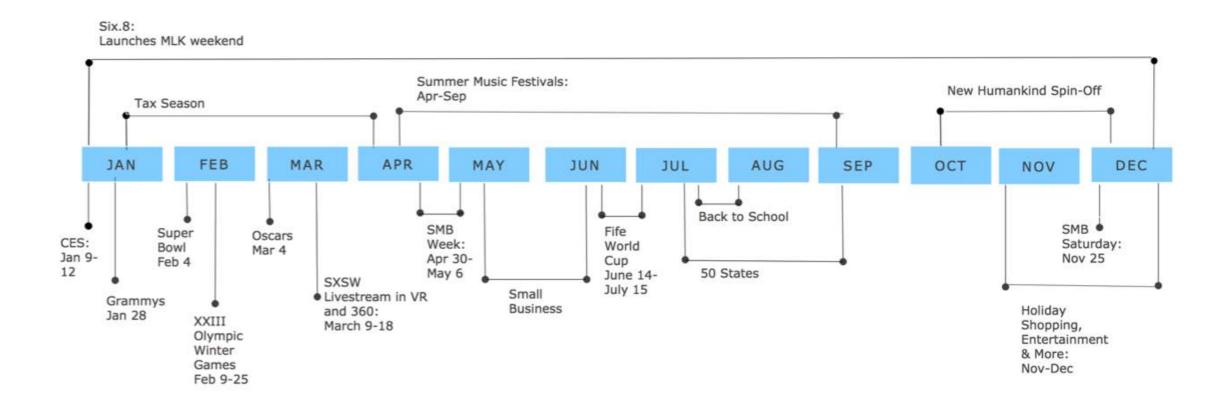
#optimisey

Top tier publications publish features day in, day out

## Find features calendars and Media Kits



## **2018 Editorial Calendar TENTPOLES**



February 22, 2018

http://marketing.usatoday.com/wp-content/uploads/2018/02/2018-editorial-calendar.pdf

2







Martin Luther King Jr. Day Jan 15

### LIFE

- Golden Globe Awards
- Sundance Film Festival
- Critics Choice Awards
- People's Choice Awards
- SAG Awards
- •Top 100 Books of 2017
- Grammy Awards

### NEWS

Six.8 series launches

### **TABLOID**

·Super Bowl Preview

### MONEY

- Tax Season
- North America International Auto Show
- \*Davos World Economic Forum

### TECH

·CES

### TRAVEL

Wave Season Cruise

### SPORTS

 College Football National Championship



### LIFE

- · Mardi Gras
- New York Fashion Week

### **NEWS**

\*Black History Month

### TECH

 Mobile World Congress

### **SPORTS**

- Super Bowl
- Winter Olympics

### **TABLOID**

Fantasy Baseball

### TRAVEL

Caribbean

### MONEY

Chicago Auto Show



### LIFE

- ·Oscars
- \*SXSW

### TECH

- SXSW Live Stream in VR and 360
- Gamer Development Conference

### **TABLOID**

- MLB Preview
- .Dept. of Agriculture
- •Masters/Golf & Gear

### **SPORTS**

- NCAA March Madness
- MLB Preview

### TRAVEL

River Cruising

http://marketing.usatoday.com/wp-content/uploads/2018/02/2018-editorial-calendar.pdf



https://cnda.condenast.co.uk/static/mediapack/tr\_media\_pack\_latest.pdf

### **FAST FACTS**

### **CORE BUYER**

Female 55% Male 45% Average age 45 years AB 79% London/SE 45% Average HHI £158,495

### **FREQUENT TRAVELLERS**

On average, Condé Nast Traveller readers take 6 trips abroad and 5 within the UK a year. The average AB adult takes 2 holidays abroad and 1 within the UK each year

### **BUSINESS TRAVELLERS**

**37%** of Condé Nast Traveller readers travel on business, taking, on average, 6 business trips abroad per year (average AB adult 8%)

Condé Nast Traveller readers are more than four times as likely than the average AB adult to travel for business

### **AESTHETIC TRAVELLERS**

**£7,943** total average spend on holidays and short breaks, per person including spending money

£4,453 on average on fashion, in the last 12 months (average AB adult £713) £22,776 on average on home improvements in the last 3 years (average AB adult £7,773)

£6,045 on average on luxury items

(fashion, accessories, watches & jewellery), in the last 12 months (average AB adult £1,259)

£74 on average per head on eating out (average AB adult £52)

On average, Condé Nast Traveller readers spend £20 on a bottle of wine (average AB adult £16)

96% of Condé Nast Traveller readers have travelled/taken a holiday abroad in the last 12 months (average AB adult 68%)

### DIGITAL STATS\*

Unique Users: 1,118,310

Page Impressions: 4million 97% of users would return to CNTraveller.com 81% of CNTraveller.com users would recommend the site 74% of users believe that 'the brands advertised on CNTraveller.com are quality brands'.

Average Age: 40

Female: 68% Male: 32%

Twitter: 693k Followers Instagram: 447k Followers Facebook: 148k Fans

\*Source: Google Analytics July-Sept 2017 / comScore Mar-Aug 2017



http://adage.com/images/bin/pdf/Ad\_Age\_Media\_Kit.pdf

Many media kits are set up to sell ads, but can still be very useful in pitching features.

They tell you...

### What a publication is writing about & when







Martin Luther King Jr. Day Jan 15

### LIFE

- Golden Globe Awards
- \*Sundance Film Festival
- Critics Choice Awards
- \*People's Choice Awards
- \*SAG Awards
- \*Top 100 Books of 2017
- Grammy Awards

### NEWS

·Six.8 series launches

### **TABLOID**

Super Bowl Preview

### MONEY

- Tax Season
- North America International Auto Show
- \*Davos World Economic Forum

### TECH

\*CES

### TRAVEL

Wave Season Cruise

### **SPORTS**

\*College Football National



### LIFE

- Mardi Gras
- New York Fashion
   Week

### NEWS

·Black History Month

### TECH

 Mobile World Congress

### **SPORTS**

- ·Super Bowl
- Winter Olympics

### TABLOID

Fantasy Baseball

### TRAVEL

·Caribbean

### MONEY

Chicago Auto Show



### LIFE

- Oscars
- SXSW

### TECH

- SXSW Live Stream in VR and 360
- Gamer Development Conference

### TABLOID

- MLB Preview
- Dept. of Agriculture
- ·Masters/Golf & Gear

### SPORTS

- NCAA March Madness
- MLB Preview

### TRAVEL

River Cruising

## Who they're writing for



### **AVERAGE AGE 57**

- 1 in 3 (37%) readers are Boomers and over 1 in 4 (27%) are pre-boomers
- · Majority are married (49%) and 11% are widowed. 10% are divorced
- Currently, the majority (36%) of readers live as couples (partners with no kids
- 16% live with their partner and kids
- Almost half are empty nesters with all their kids having left home and 13% have at least 1 child 18+ still at home
- 61% live in 1-2 people households and 1 in 3 (33%) live in 3-4 people households
- · 68% are grandparents already with 23% having 2-3 grandkids

### TRAVEL

- 64% have travelled in the last 12 months with almost a quarter (23%) being frequent travellers (i.e 4+ trips in the last 12 months)
- They also like holidays where everything is organised for you which includes cruising and escorted holidays

### PETS

 47% own a cat or a dog and 6% own both (more readers own a dog over a cat (36% vs 16%)

### SHOPPING

- 73% do value quality over price
- 79% prefer buying Australian made products
- Over 2 in 3 (69%) readers are brand loyal (stick to their favourite brands)
- Yet over half (53%) are interested in trying new and different products
- · Over half (53%) enjoy shopping for clothes
- · 2 in 5 (40%) are bargain hunters
- Average weekly supermarket spend per reader is \$176 (slightly above the population average of \$173)

### HEALTH

- · 71% want to lose weight while 76% are feeling well and in good health
- · Over a third (34%) watch their calorie intake
- · Well over a third (39%) favour natural medicines and therapies
- 42% of readers regularly participate in some sports/exercise (65% do the same when including walking as an exercise)

Don't contact media kit sales email addresses. Instead, look for a features desk/editor or the writer(s) of similar features

Many editorial calendars are not available online. ASK for them.

It's a much easier "in," than a cold pitch.

Pitch relevant feature ideas in keeping with planned topics, tying in how they'll appeal to the audience and what expertise you can supply.

# Creative Commons Image Distribution



It works because

writers need imagery to support digital content and want relevant imagery that looks good.

It's not always practical for writers to buy images, source the right Royalty Free ones or go and create their own.

So, millions of people every month look for Creative Commons imagery to support their own content.



Use this prototype to find images that you can use and remix across several open archives. Give us your feedback to help us design a front door to the commons.

#### Filters

FIND IMAGES I CAN...

☑ Use for commercial purposes ☑ Modify, adapt, or build upon

SEARCH WITHIN:

☑ Title ☑ Creator ☑ Tags

RESULTS PER PAGE:

20 50 100

Hide advanced filters.

SEARCH FROM THESE COLLECTIONS:

Photographs

500px Flickr

Cultural works

Europeana Metropolitan Museum of Art

New York Public Library Rijksmuseum



### manchester castlefield

canal











warehouse

Labeled for reuse with modification \*

bridge

View saved SafeSearch on ▼







photography



viaduct

house



dukes



industrial

















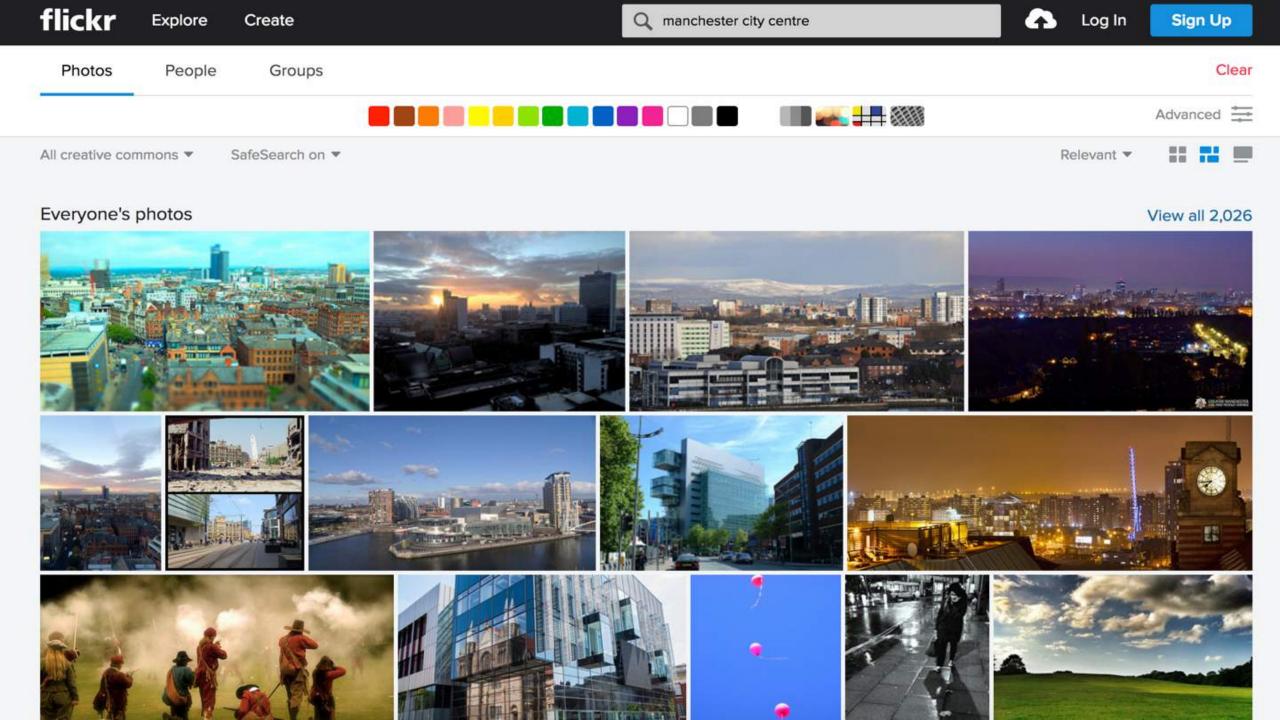




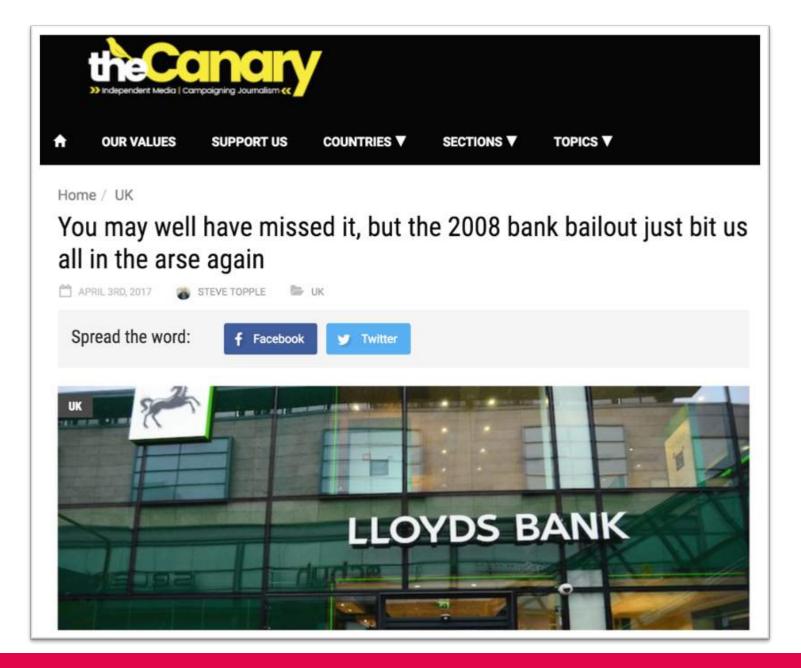








If they're writing about a topic relevant to your business and you can supply them with the images they need, you can claim attribution links.



Featured image via MoneyBright / Flickr



Photo © www.moneybright.co.uk (CC BY 2.0). Cropped.





(Image via **Dancewear Central**)

Yes, it is wicked, Playhouse. It is wicked what you did. (Image via Dancewear Central)



Home | Media | Newsroom | Mobile health applications put millions of users' privacy and security at risk

02 February 2018 | General

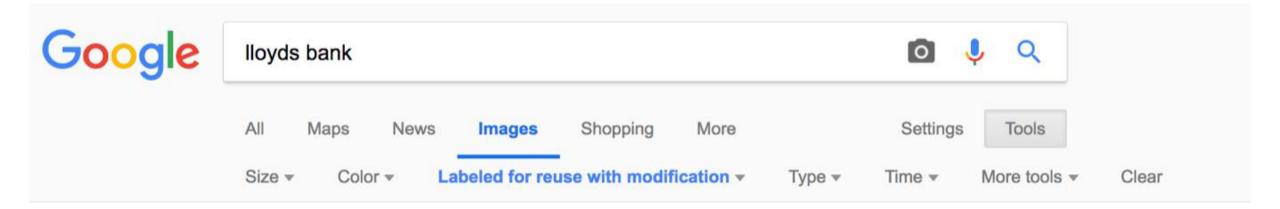
## Mobile health applications put millions of users' privacy and security at risk, researchers find

80% of the health apps evaluated in a <u>European study</u> transmitted health-related data to third-party companies, with only half doing so over secure (HTTPS) connections. Most of the apps did not meet legal requirements or standards meant to prevent users' inappropriate and uncontrolled data usage and disclosure to third-party companies.

Photo: www.forthwithlife.co.uk

In brief, you need to identify potential images people need and want, relevant to your website/niche

Is there demand for images of that type? Check how frequently similar ones have been used.

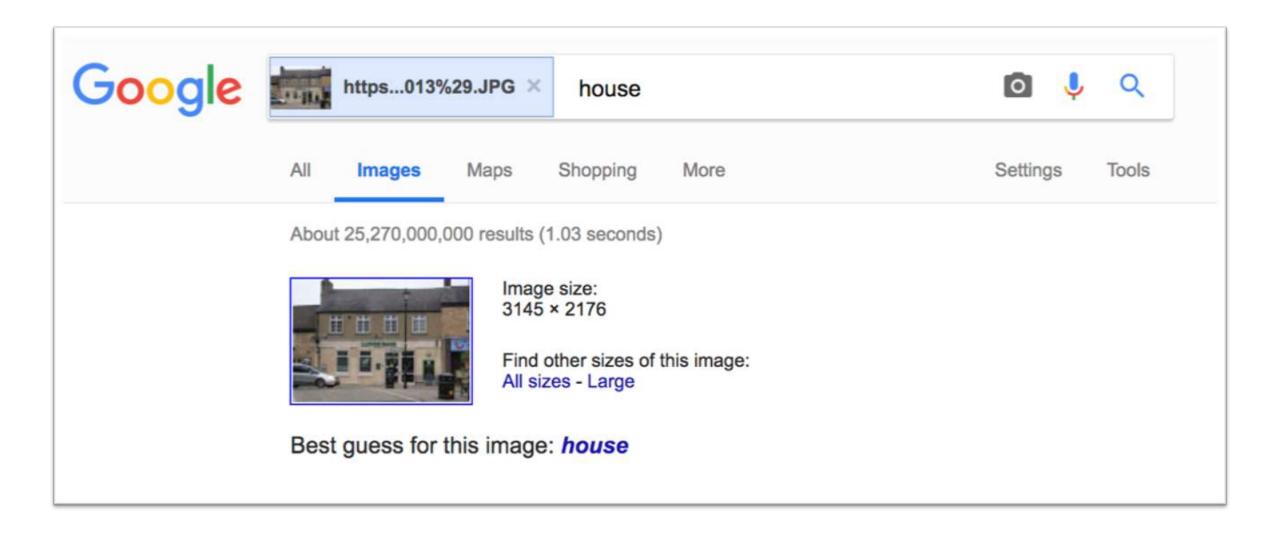












### Found 20+ instances of this in use

#### Pages that include matching images

#### London Capital Credit Union - WikiVisually



https://wikivisually.com/wiki/London\_Capital\_Credit\_Union ▼
300 × 208 - The Jeremy Hopgood Rooms, Caxton House, 129 St John's Way, London N19 .....
Mountview House Group London Capital Credit Union Association of British ...

#### 19 Officers Share Stories Of Ridiculously Genius Crimes Criminals ...



https://www.brainjet.com/.../19-officers-share-stories-of-ridiculously-genius... ▼
1280 × 886 - 20 Apr 2017 - He took police around dozens of houses, and each had a tiny drill hole... And every house owner thought they had lost wallets and credit cards, ...

#### 1925 in poetry - WikiVisually



https://wikivisually.com/wiki/1925\_in\_poetry ▼
300 × 208 - Auster, Paul, editor, The Random House Book of Twentieth-Century French
Poetry: with Translations by American and British Poets, New York: Random House, ...

#### File:Lloyds TSB, Market Place, Wetherby (12th October 2013).JPG ...



https://commons.wikimedia.org/.../File:Lloyds\_TSB,\_Market\_Place,\_Wethe... ▼
1280 × 886 - 12 Oct 2013 - English: Lloyds Bank (until recently Lloyds TSB; see File:Lloyds
TSB, Market Place, Wetherby (6th February 2013).JPG Wetherby, West ...

#### Unity Trust Bank - WikiVividly



https://wikivividly.com/wiki/Unity\_Trust\_Bank \*

300 × 208 - Also worthy of note is National Westminster House in Birmingham, the building was sold to British Land in 2007, the banks expansion strategy hit trouble with the ...

It told me there is demand and I felt able to create better images.

Then you create the bank of images

# Once you've produced the images, move into distribution

### Flickr makes this very easy.



直径接 雷 自 监禁



### Money Bright

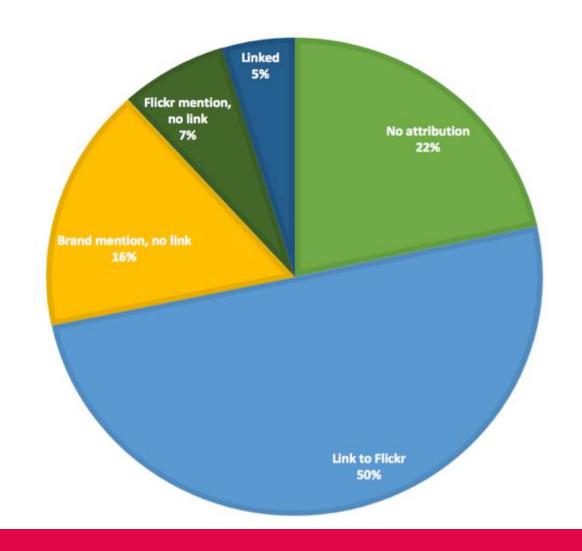


#### Lloyds Bank Branch Manchester Exterior

Photo of the exterior of Lloyds Bank branch on Market Street outside the Manchester Arndale, in Manchester City Centre. Lloyds, like many other banks, is also involved in the PPI mis-selling scandal. This image was taken by Moneybright and released under Creative Commons Attribution licensing. Please feel free to use either commercially or non commercial, but please do credit www.moneybright.co.uk

### People are crap at attributing...

ATTRIBUTION BREAKDOWN ON OVER 6,100 USAGES



### Track usage and Chase Attribution.



### Full guide on the process I use:

https://www.staceymacnaught.co.uk/image-link-building/



# How To Build Links (Quickly) Using Images

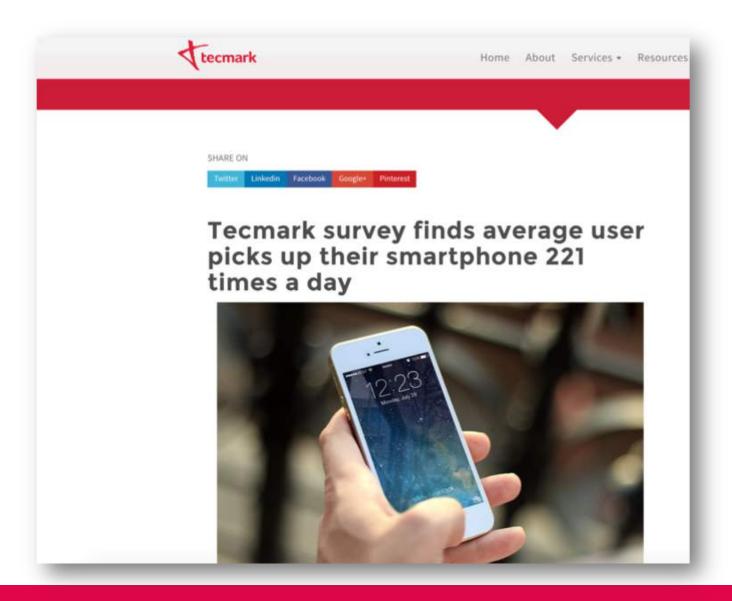
By stacey February 17, 2018 No Comments

### Rank for Stats Queries

It works because

writers and journalists need credible sources and statistics.

### Back in 2014, I did this:













theguardian

THE HUFFINGTON POST



GIZMODO



### One year (and no more work) later...





£10 off all of our tests. Enter 'JUNE10' at the checkout. (Excludes special offers)

### Great Britain and Stress - How bad is it and why is it happening?

February 4th, 2018

In January 2018, here at Forth we decided to conduct a survey in order to gather some hard facts about stress levels across the UK. As wellbeing specialists, we are all too aware of the impact a high-pressure lifestyle can have on mental and physical wellbeing, so we know this would be a vitally important project for us.

Stress is a widespread issue, so we based our survey on a 2000-strong study group from across Great Britain. The participants were from hugely diverse backgrounds, represented different age groups and hailed from various regions. The results we unearthed were worrying and reinforced our belief that we need to make drastic changes to our lifestyles to become a healthier nation.

According to our data, over a third (37%) of British residents feel stressed for at least one full day per week. That equates to four days in a month at minimum. However, it doesn't end there; when taking into account the entire study group, Brits feel stressed for an average of nine days per month.

Those who don't feel stressed at all are very much in the minority, coming in at around 15% of all participants. That means that the remaining 85% are experiencing a clearly recognisable level of worry regularly.

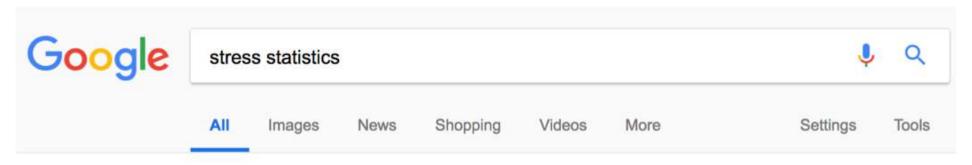


More recently...

Backlink profile Organic search Paid search



It works because they rank for stats queries around their topic.



About 561,000,000 results (0.33 seconds)

### Stress Statistics UK 2018 - Survey of 2,000 British People on Causes ...

https://www.forthwithlife.co.uk/blog/great-britain-and-stress/ \*

4 Feb 2018 - Great Britain and **Stress** - How bad is it and why is it happening? ... In January 2018, here at Forth we decided to conduct a survey in order to gather some hard facts about **stress** levels across the UK. ... **Stress** is a widespread issue, so we based our survey on a 2000-strong study group ...

### Statistics - Work related stress, depression or anxiety - HSE

www.hse.gov.uk/statistics/causdis/stress/ \*

13 Mar 2018 - 526,000 workers suffering from work-related **stress**, depression or anxiety (new or long-standing) in 2016/17. 12.5 million working days lost due to work-related **stress**, depression or anxiety in 2016/17. ... Source: Labour Force Survey (estimates of self-reported **stress**, depression or ...

About 558,000,000 results (0.22 seconds)

### Stress Statistics UK 2018 - Survey of 2,000 British People on Causes ...

https://www.forthwithlife.co.uk/blog/great-britain-and-stress/ \*

4 Feb 2018 - Stress statistics UK - we conducted a survey of 2000 adults in the UK to find out how many of us are stressed and what's causing it.

### Statistics - Work related stress, depression or anxiety - HSE

www.hse.gov.uk/statistics/causdis/stress/ \*

13 Mar 2018 - 526,000 workers suffering from work-related stress, depression or anxiety (new or long-standing) in 2016/17. 12.5 million working days lost due to work-related stress, depression or anxiety in 2016/17. ... Source: Labour Force Survey (estimates of self-reported stress, depression or ...

### [PDF] Work-related Stress, Depression or Anxiety Statistics in Great Britain ...

www.hse.gov.uk/statistics/causdis/stress/stress.pdf ▼

In the three year period 2014/15-2016/17 the average prevalence rate for work-related **stress**, depression or anxiety for males was 1,170 cases and 1,880 cases for females per 100,000 workers. ... The 35-44 years rate of 2,430 cases per 100,000 workers was statistically significantly higher than the all-female rate.

About 165,000,000 results (0.21 seconds)

### Stress Statistics UK 2018 - Survey of 2,000 British People on Causes ...

https://www.forthwithlife.co.uk/blog/great-britain-and-stress/ \*

4 Feb 2018 - Stress statistics UK - we conducted a survey of 2000 adults in the UK to find ... In January 2018, here at Forth we decided to conduct a survey in ...

### Mental health statistics: stress | Mental Health Foundation

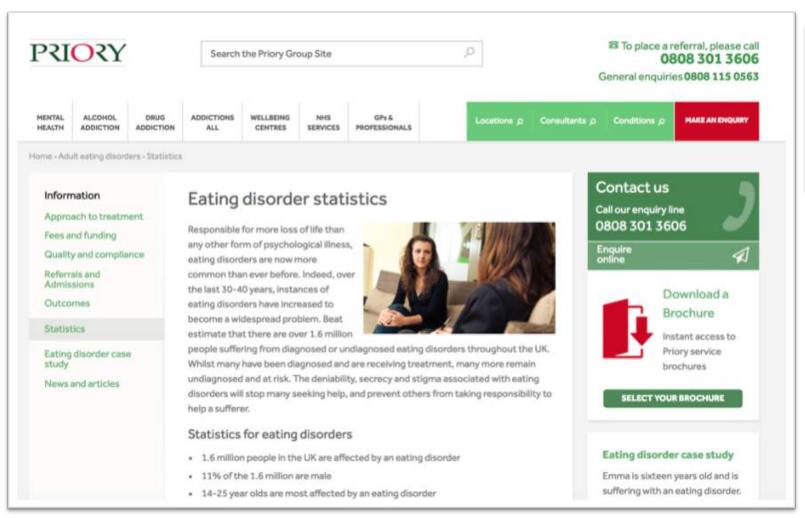
https://www.mentalhealth.org.uk/statistics/mental-health-statistics-stress ▼
Key findings from our study on stress for Mental Health Awareness Week 2018. This is the largest study on levels of stress in the UK.

### Statistics | Mental Health Foundation

https://www.mentalhealth.org.uk/statistics ▼

This section contains a selection of the key statistics on mental health. Want to know how rates of mental ill health differ between men and women or what the ...

This works even on non proprietary data pieces.



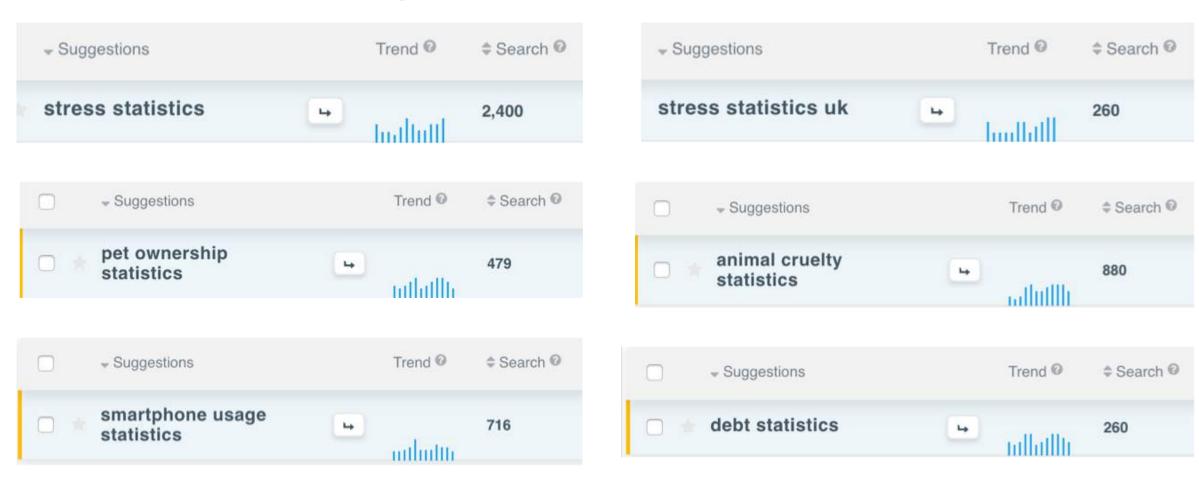


TOP 20 DOG POPULATIONS		TOP 20 CAT POPULATIONS	
ISA	69,929,000	USA	74,059,000
china	27,400,000	China	53,100,000
tussia	12,520,000	Russia	17,800,000
lapan	12,000,000	Brazil	12,466,000
Philippines	11,600,000	France	11,480,000
ndia	10,200,000	Germany	8,200,000
rgentina	9,200,000	UK	8,000,000
JK	9,000,000	Italy	7,400,000
France	7,570,000	Ukraine	7,350,000
South Africa	7,400,000	Japan	7,300,000
Poland	7,311,000	Poland	5,550,000
taly	7,000,000	Romania	3,891,000
Germany	5,300,000	Spain	3,385,000
Ethiopia	5,000,000	Argentina	3,000,000
Consis	4.720.000	\$1 + \$6 - + d d -	0.077.000

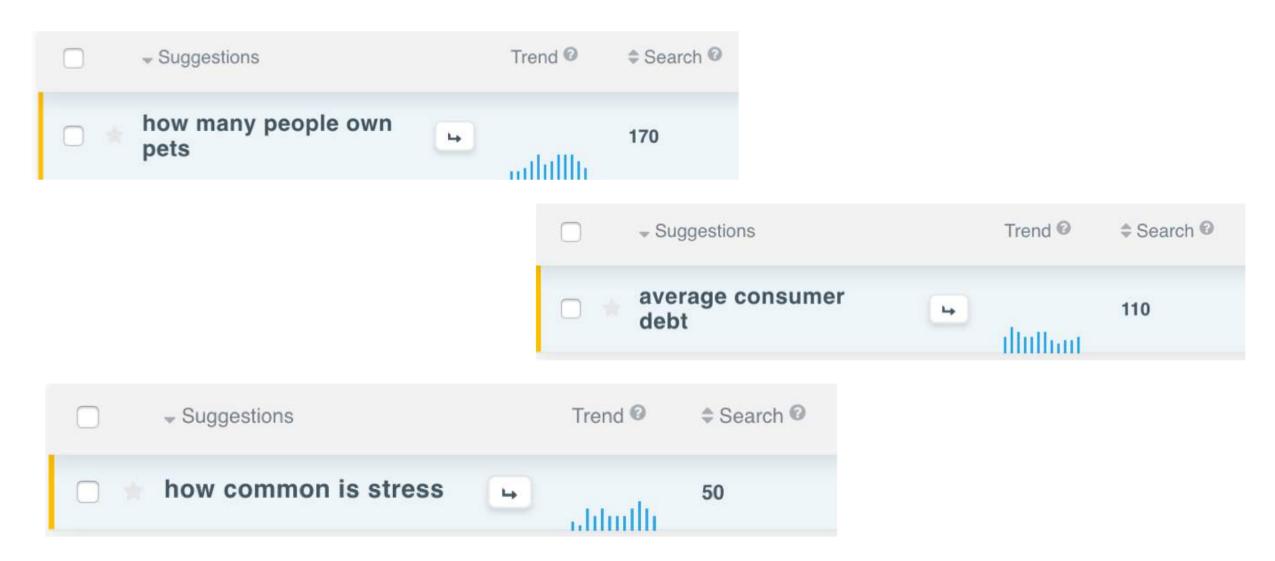
Backlinks i Referring domains i 179 66 +2



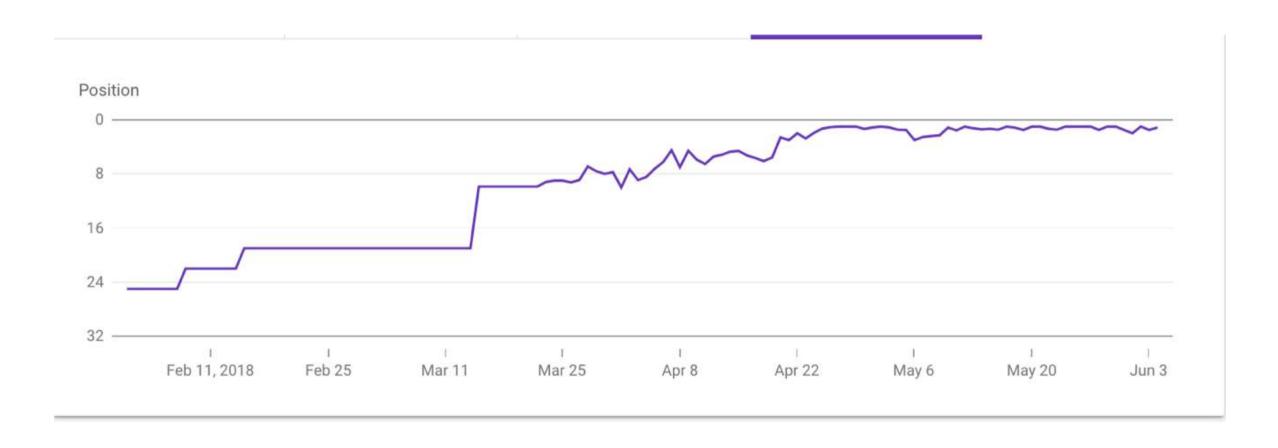
# Research the stats or numbers that writers in your niche need or want.



### And research other variant queries...



### You probably won't rank when you first launch...



# Build initial links through outreach efforts or...

### Google AdWords

Be sure to monitor unlinked brand mentions too for those using data without linking

### Survey Data Sources

onepoll.







# Also Consider Freedom of Information Data





# Offer your suppliers case studies or testimonials

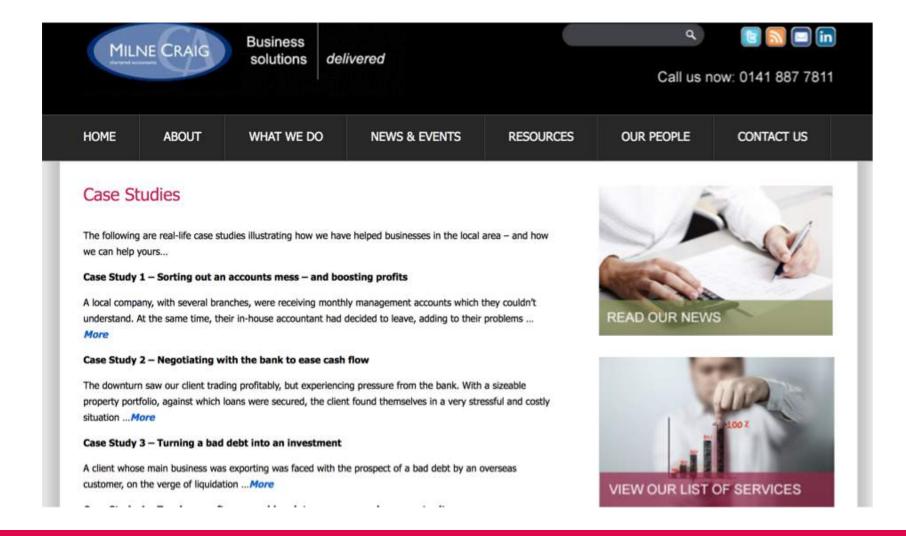


It works because

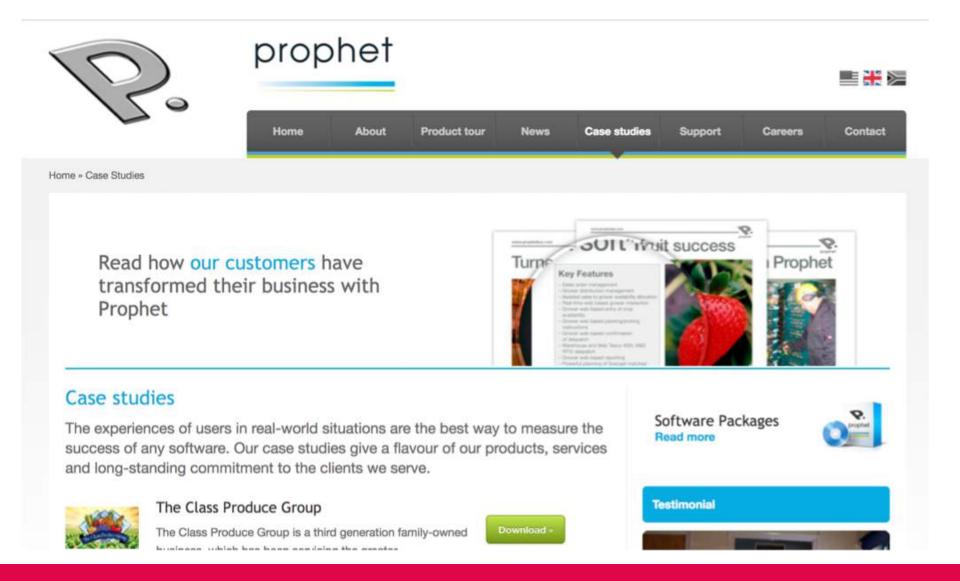
B2B companies want to build trust and credibility through testimonials

# Good B2B sites to use testimonials and case studies

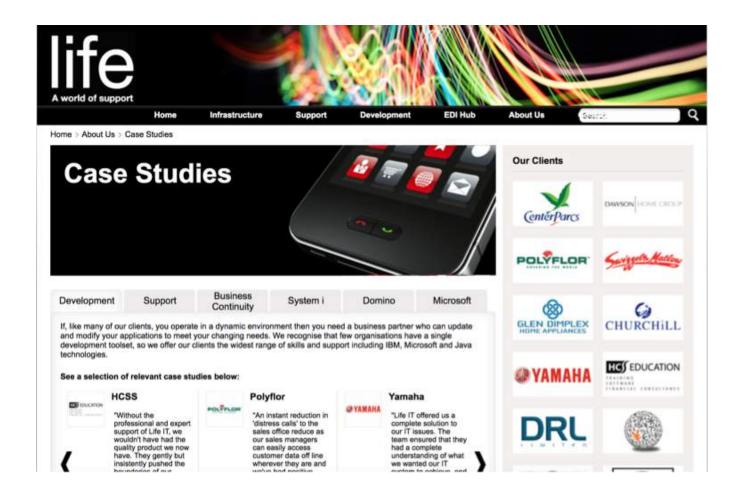
### Accountants...



### Supply Chain Software...



### IT Support



### Waste Management



#### **Testimonials**

We believe a successful business expects and depends on competitive pricing, quality service, reliability and trust, therefore, to ensure our customers needs are met, we take pride in achieving this every day. This philosophy has driven 1st Waste Management Consultants Ltd. to become one of the UK's premier consulting companies within the waste management industry.

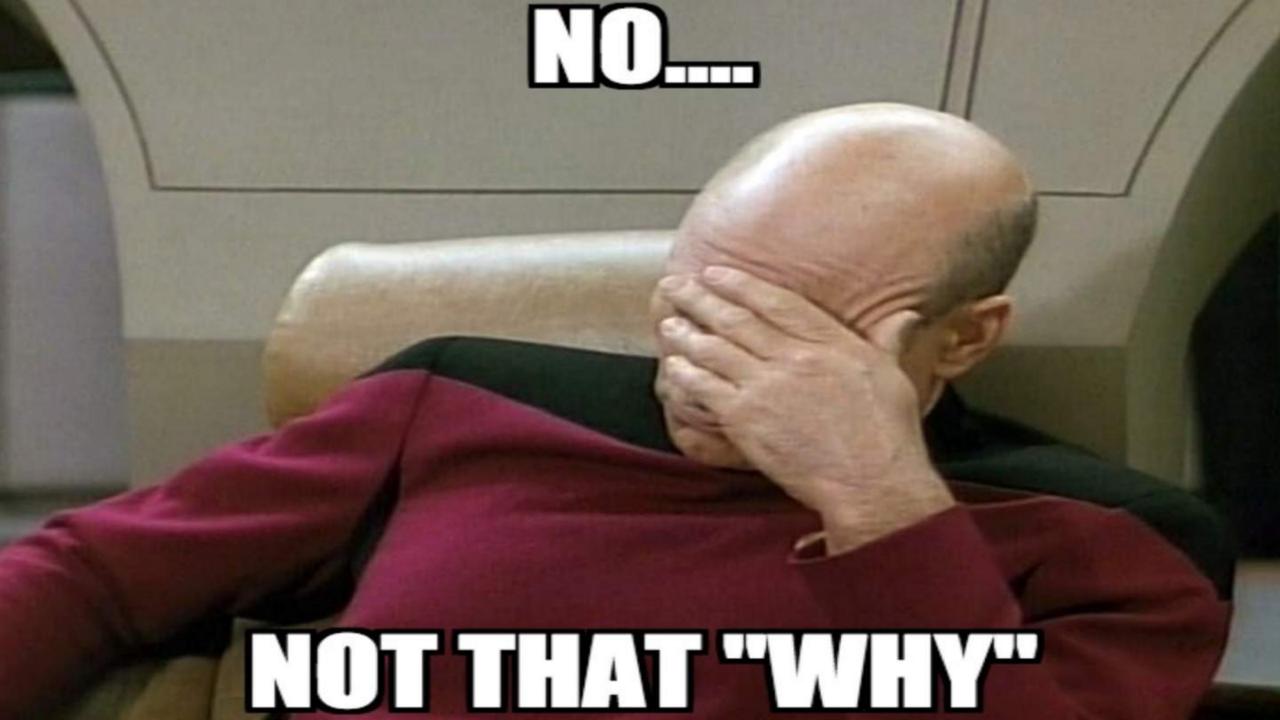
# Pull together a list of all of your suppliers.

Shortlist the ones you're happiest with and note the positive impact that product/service has had on your business

Don't wait to be asked.

Get in touch and tell them why you want to share your experiences...





Because you want to share your story and you're grateful for their service, right?

(Don't be the d\*\*k who gives a false testimonial just cos a crappy supplier has a high authority website).

# Don't rely on one single tactic alone.

