Authentic Communications





The Curve: Search Engine Optimisation — on-page SEO







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Køyword	Min Monthly Volume	Max Monthly Volume	Specific Monthly Volume	Difficulty	https:// www.forensicanalytics .co.uk/ en-GB Top Rank	https://www.forenaicanelytics.co.uk/ on-GB Top Ranking URL
ož spectrum refarm	11	50	11.11925081197870	19	1	https://www.forensicanalytics.co.uk//g-spectrum-refarming/
forensic analytics	11	50	11.11925081197870	33	1	https://www.forensicanalytics.co.uk/
rf surveys and cellsite	11	50	11.11925081197870	10	2	https://www.forensicanalytics.co.uk/wp-content/uploada/2018/09/0164-8RF-RFPS-scamers
diffence between ipa and ripa act	0	10	0	22	2	https://www.forensicanabilios.co.uk/the-investigatory-powers-act and-access-to-comms-de
difference between ips abd rips	0	10	0	23		https://www.foreneicanalytics.co.uk/the-investigatory-powers-act-and-access-to-comme-da
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gsm 900 in uk	0		0			https://www.forensicanalytics.co.uk/wp-content/uploada/2019/06/0166-0RIF_UK_Cellular_Pr
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o2 frequency bands uk	11	50	11.11925081197870	24	10	https://www.forensicanalytics.co.uk/wp-content/uploads/2019/06/0166-8RF_UK_Cellular_Fr
what is forward facing call data	11	50	11.11925081197870	24	10	https://www.forensicsnalytics.co.uk/odan-nexus/
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what network band is o2 uk	11	50	11.11925081197870	26	10	https://www.forensicanabrics.co.uk/wp-content/uploads/2019/06/0166-BRF_UK_Cellular_Pi
how to take out gprs	11	50	11.11925081197870	24	10	https://www.forensicanalytics.co.uk/wp-content/uploads/2020/01/0058-BRF_Briefing_Paper
how to take out gprs out of device	11	50	11.11925081197870	40		https://www.forensicanalytics.co.uk/wp-content/uploads/2020/01/0058-BRF_Briefing_Paper
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digital media investigations	0	10		12		https://www.forensicenahrtics.co.uk/national-digital-media-investigators-conference/
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murder nottingham 2018	0	10	0			https://www.forensicanalytics.co.uk/holts-police-rf-survey-widence-tyrico-steede-murder/
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cel site	0	10	0	24	12	https://www.forensicanalytics.co.uk/why-cell-site-analysis-alone-may-not-be-enough-witho
o2 4g bands	0	10	0	25	12	https://www.forensicanalytics.co.uk/wp-content/uploads/2019/06/0166-BRF_UK_Cellular_F
issues with gprs	0	10	0	27	12	https://www.forensicanalytics.co.uk/wp-content/uploada/2020/01/0058-BRF_Briefing_Paper
what frequencys do uk networjs use	0	10	0	30	12	https://www.forensicanalytics.co.uk/uk-cellular-frequency-allocations/
uk frequency	0	10	0	31	12	https://www.forensicanalytics.co.uk/uk-cellular-frequency-allocations/
opvernment approved supplier	0	10		28		https://www.forensicanalytics.co.uk/approved-uk-government-supplies/



Adam Driver <u>Authentic Comms</u> Pragmatic. Strategic. Authentic.

- Former account director at content marketing agency
- 15 years' experience across content, SEO, PR, social, digital marketing, internal comms, corporate communications & customer services.
- Background inc. hospitality, tourism, tech, education, FMCG, not-for-profit & placemaking
- Strong on ROI & measurement, consistent tone of voice, social advocacy & community engagement
- Oversharer, drinks too much coffee, MAMIL



Authentic Communications





What we're covering:

- What is SEO?
- Keyword research (KWR) and foundations
- **On-page**, off-page and technical
 - o Content
 - Title tag
 - Headers
 - Meta description
 - Alt text
 - Links





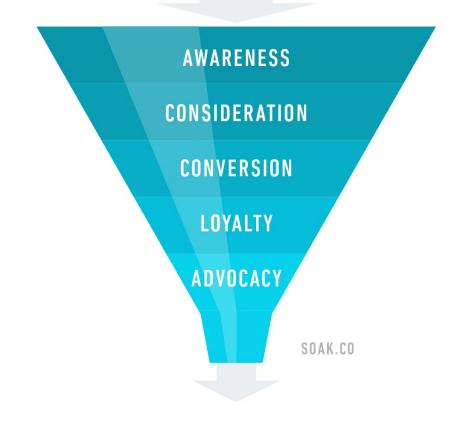
As with any project:

- **Audience(s)** who do you want to communicate with? More than likely will be multiple audiences.
- **Objectives** outcomes > outputs. What is urgent and needed?
 What is part of a longer term strategy?
- **Messaging** how do you want to be positioned? What would you like your audience(s) to Think, Feel, Do?
- **Measurement** what would success look like for you/the business? How can you measure and evaluate it?

Authentic Communications



DIGITAL MARKETING FUNNEL







What is SEO?

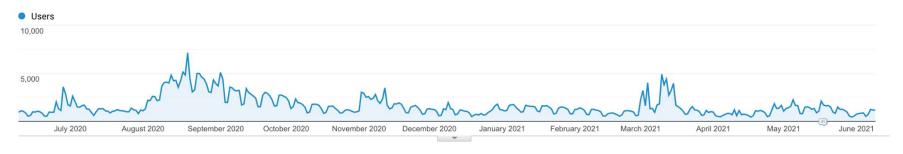
- 1) SEO stands for Search Engine Optimisation:
 - a) Keyword research terms and phrases that can generate qualified traffic to your website
 - **b)** Relevancy is key
 - **c)** Quality website 'friendly' to search engines
 - **d)** Building links and marketing the unique value of your site





Why should we care?

- c.¹∕₃ traffic to all sites is Search
- Average click through rate (CTR) first position ~20-40% more than double CTR for 2nd (18.7%), and nearly 4x the CTR for 3rd position, 10.2%.
- Searcher intent more 'valuable' inbound traffic
- Organic results
- Passively working for you



Primary Dimension: Default Channel Grouping Source/Medium Source Medium Other -

F	Plot Rows Secondary dimension 🔹 Sort Type: Default 🔹									
Default Channel Gr		Acquisition			Behaviour			Conversions All Goals 💌		
	Default Channel Grouping	Users 🤊 🦊	New Users	Sessions	Bounce Rate	Pages/Session	Avg. Session Duration	Goal Conversion Rate	Goal Completions	Goal Value 🕜
		467,551 % of Total: 100.00% (467,551)	466,745 % of Total: 100.07% (466,423)	703,236 % of Total: 100.00% (703,236)	62.91% Avg for View: 62.91% (0.00%)	2.32 Avg for View: 2.32 (0.00%)	00:01:53 Avg for View: 00:01:53 (0.00%)	4.52% Avg for View: 4.52% (0.00%)	31,777 % of Total: 100.00% (31,777)	£0.00 % of Total: 0.00% (£0.00)
	1. Organic Search	229,388 (45.81%)	216,832 (46.46%)	331,795 (47.18%)	57.49%	2.57	00:02:17	4.40%	14,601 (45.95%)	£0.00 (0.00%)
	2. Display	85,489 (17.07%)	85,053 (18.22%)	109,529 (15.57%)	90.05%	1.17	00:00:20	0.95%	1,041 (3.28%)	£0.00 (0.00%)
	3. Direct	61,214 (12.23%)	60,282 (12.92%)	82,436 (11.72%)	58.82%	2.33	00:02:07	5.28%	4,351 (13.69%)	£0.00 (0.00%)
	4. Paid Search	50,845 (10.15%)	43,926 (9.41%)	81,757 (11.63%)	47.66%	3.02	00:02:26	7.83%	6,402 (20.15%)	£0.00 (0.00%)
	5. (Other)	45,373 (9.06%)	44,406 (9.51%)	51,625 (7.34%)	86.61%	1.30	00:00:27	0.79%	410 (1.29%)	£0.00 (0.00%)
	6. Referral	23,728 (4.74%)	12,026 (2.58%)	40,334 (5.74%)	42.08%	3.29	00:03:13	11.16%	4,502 (14.17%)	£0.00 (0.00%)
	7. Social	4,340 (0.87%)	3,954 (0.85%)	5,324 (0.76%)	70.30%	2.02	00:01:17	3.94%	210 (0.66%)	£0.00 (0.00%)
	8. Email	319 (0.06%)	266 (0.06%)	436 (0.06%)	31.88%	1.67	00:02:24	59.63%	260 (0.82%)	£0.00 (0.00%)



Primary Dimension: Default Channel Grouping Source/Medium Source Medium Other *

ot Rows Secondary dimension •	Sort Type: Default 🔻						Q ac	Ivanced 🖽 🕒	E 2 6 50		
Default Channel Grouping	Acquisition	Acquisition			Behaviour			Conversions E-commerce 💌			
	Users 🤊 🌵	New Users	Sessions	Bounce Rate 📀	Pages/Session	Avg. Session Duration	E-commerce Conversion Rate	Transactions	Revenue		
	6,373 % of Total: 100.00% (6,373)	6,218 % of Total: 100.00% (6,218)	9,225 % of Total: 100.00% (9,225)	49.16% Avg for View: 49.16% (0.00%)	3.89 Avg for View: 3.89 (0.00%)	00:02:33 Avg for View: 00:02:33 (0.00%)	11.86% Avg for View: 11.86% (0.00%)	1,094 % of Total: 100.00% (1,094)	£44,322.8 % of Total: 100.00 (£44,322.8		
1. Direct	2,440 (37.08%)	2,390 (38.44%)	3,463 (37.54%)	50.65%	3.60	00:02:15	11.64%	403 (36.84%)	£16,426.96 (37.06		
2. Organic Search	2,235 (33.96%)	2,049 (32.95%)	3,369 (36.52%)	36.18%	5.08	00:03:35	15.97%	538 (49.18%)	£21,510.46 (48.53		
3. Display	727 (11.05%)	699 (11.24%)	897 (9.72%)	88.85%	1.17	00:00:15	0.00%	0 (0.00%)	£0.00 (0.00		
4. Paid Search	628 (9.54%)	561 (9.02%)	890 (9.65%)	42.81%	4.11	00:02:54	14.72%	131 (11.97%)	£5,374.14 (12.12		
5. (Other)	217 (3.30%)	214 (3.44%)	233 (2.53%)	72.53%	1.88	00:00:39	0.43%	1 (0.09%)	£20.75 (0.05		
6. Referral	184 (2.80%)	159 (2.56%)	218 (2.36%)	49.08%	3.95	00:02:39	7.80%	17 (1.55%)	£833.32 (1.88		
7. Social	149 (2.26%)	145 (2.33%)	153 (1.66%)	70.59%	1.95	00:00:43	1.31%	2 (0.18%)	£57.25 (0.13		
8. Email	1 (0.02%)	1 (0.02%)	2 (0.02%)	0.00%	7.00	00:06:06	100.00%	2 (0.18%)	£100.00 (0.23		





How can we 'do' SEO?

- More than 200 Google ranking factors authority, content, secure and fast site, mobile-friendly, links, user experience...
- The algorithm changes recently helpful content update (people first)
- Get the foundations and basics right
- Beware of apple vs Apple

















Authentic Communications

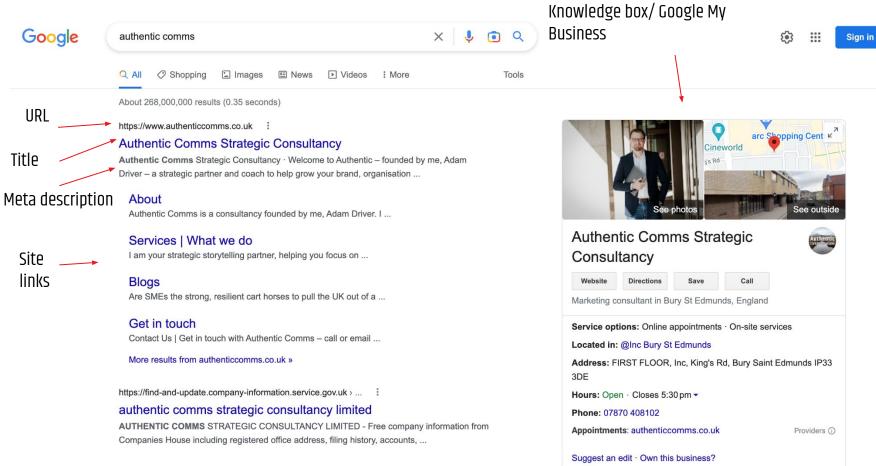
URL

Title

Site links

https://uk.linkedin.com > adamdriver1





Authentic Communications



View 10+ more

Strategy

Feedback

Google crm software x 🤳 Q Q Al
Videos
Images
Nevis
O Shopping 1 More Settings Tools About 195,000,000 results (0.55 seconds) **KNOWLEDGE BOX** Ad - www.capterra.com/ = Top 10 CRM Systems - Software Selection Simplified Customer No Matter Your Mission, Get The Right Customer Relationship Mamt Systems To Accomplish It. relationship PAID Easily Find The CRM Systems You're Looking For w/ Our Companison Grid. Trusted by Millions. Latest industry Research. 1.300.000+ User Reviews. 700+ Categories. management ADS Live Chat Help Desk Customer Service Call Center Ad - crmsystems expertmarket co.uk/crm/software + Customer relationship management is one of many different Top 5 CRM Software - What Are The Costs In 2020? approaches that allow a company to manage and analyse its own Interactions with its past, current and potential customers. Wikipedia Business-Aligned CRM Solutions. Free Quotes - Compare Online Now! Save Massively. Decrease Cost. Increase Revenue. Improve Profitability. Improve Customer Service. Streamline Marketing. Increase Productivity People also search for Which CRM Is Best For Me7 - Online Cloud Based CRM - CRM Products & Services Free - from £0.00 - Free 100% No Obligation More * Supply Marketing What is CRM software? Customer relationship management (CRM) software is **Business** Human chain intelligence resource FEATURED software that automates and manages the customer life cycle of an organization. It is manage. manage. usually used by the sales team, sales reps, and call center reps to maintain contact SNIPPET with customers and quickly respond to their needs. www.softwareadvice.com > crm Top CRM Software - 2020 Reviews, Pricing & Demos ... About Featured Shippets III Feedback. People also ask What is CRM software examples? PEOPLE ALSO ASK What are the top 5 CRM systems? Which is the best CRM software?





SERPs: Google has evolved

Not just ten blue links anymore - be clever with your SEO content

- Organic Google Search Console access will help
- Paid Google Ads (PPC)
- Images alt text and appropriately tagged images, optimised for size
- Shopping N/A
- Video use SEO'd YouTube or other links around keyword phrases
- Maps 'near me' (use Google My Business to own and optimise content)

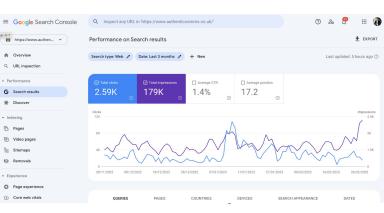


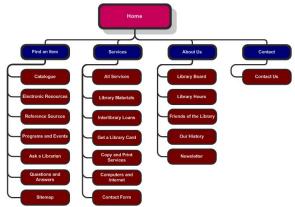




SEO basics – before you begin

- Set up <u>GSC</u> and Bing Webmaster
- Set up Google Analytics (GA4)
- *Consider* an SEO plugin (WordPress/Yoast)
- Generate and submit a sitemap







Keywordresearch





Searcher intent (searching for an answer)

- What people search for at that moment
- They are looking for a specific product or service, or answering a question
- Unlike email, social or other channels



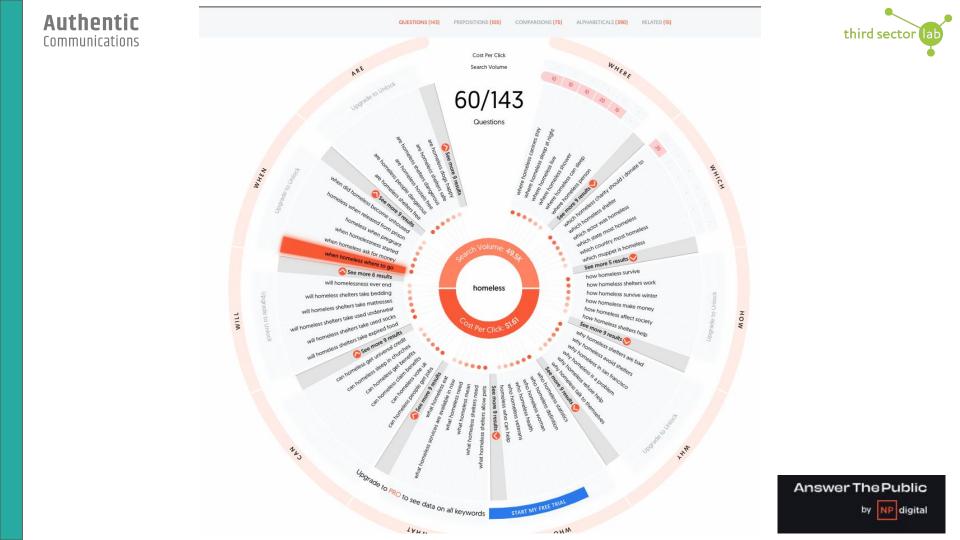




Keyword research

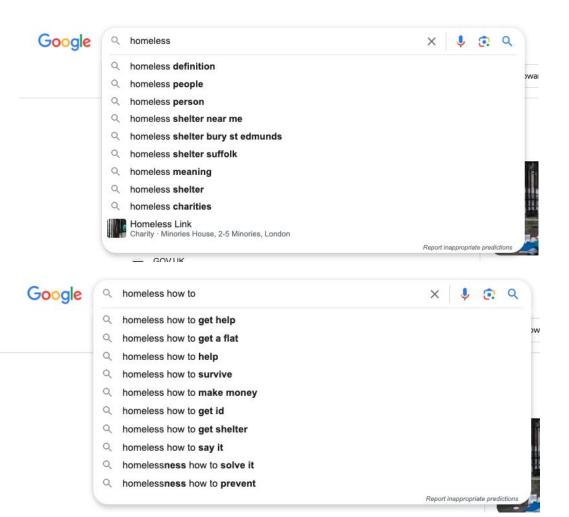
Objective: to find the most popular search phrases to influence messaging to drive people to your site.

- 1. **Do not discount keyword phrases with 'n/a' search volume.** It is the combination of phrases that might yield the greatest return
- Think of keyword extensions and answer questions go broad, cast the net wide
- 3. Create relevant landing pages to direct people



Authentic Communications







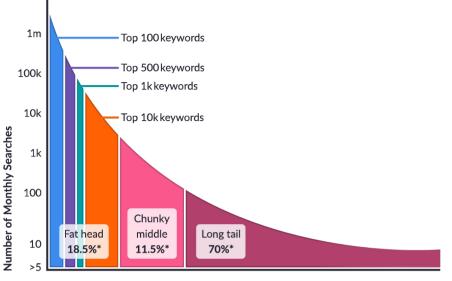


Don't underestimate less popular, longtail keywords

c.15% of all searches have <u>never</u> seen before (<u>Google's Danny Sullivan, 2020</u>)

- Consider lower competition, more specific intent
- Long tail keywords with lower search volume often convert better, because searchers are more specific and intentional in their searches.

The Search Demand Curve



Number of Keywords *% of search traffic

Authentic Communications

Keyword	Min Monthly Volume	Max Monthly Volume	Specific Monthly Volume	Diffi cult y
affordable housing for homeless	0	10	1.0	27
how hard is it for a homeless person to get a job	0	10	1.0	26
what are some organizations that help the homeless	0	10	3.0	49
homeless children charity	0	10	3.112248664279870	34
homeless charities list	0	10	5.0	44
homeless gender ratio	0	10	5.0	42
homeless blog	0	10	5.0	24
homeless charities london volunteer	0	10	5.5446780611975200	34
homeless london charity	11	50	14.16656006433350	42
homeless charity leaflet	11	50	14.16656006433350	31
homeless training courses	11	50	14.16656006433350	20
uk homeless shelters	11	50	17.350177428057000	35
homeless uk charities	11	50	24.058394655360500	53

Keyword	Min Monthly Volume	Max Monthly Volume	Specific Monthly Volume	Difficulty	third sector la
homeless shelter cost per night uk	11	50	37.0	37	
uk homeless charities	11	50	42.34183747650560	51	
london homeless charities	11	50	42.34183747650560	41	
homeless charities in the uk	11	50	50.126403379049600	50	
homeless stories	51	100	83.25220880654720	26	
charities that help the homeless in the uk	101	200	114.26137888470600	49	
best homeless charities uk	101	200	134.0	47	
homeless in london what to do	101	200	190.19012189979300	38	
homeless charities manchester	201	500	248.0	30	
homeless in london	201	500	440.0	39	
homeless charity london	201	500	442.0	42	
homeless charities london	201	500	442.0	41	
helping the homeless	501	850	845.0	35	
homelessness	2901	4300	3264.0	63	
homeless shelters	2901	4300	4005.0	41	



On-page SEO





Key elements & definitions

- **On-page SEO** the SEO elements you control on the webpage, or the code: I.e. content, headlines and headers, image optimisation, title tags, meta descriptions, structured data, and more.
- **Off-page SEO** generating exposure for a website through other channels website promotion, such as social media, backlinks, and PR efforts.
- **Technical SEO** specifically under the hood: more technical aspects such as crawling and indexing, reclaim lost links, site architecture.





Content

- Content audit:
 - Expertise, authoritativeness, and trustworthiness (EAT)
 - Update/change irrelevant/redirect
 - Build on skyscraper content
- Keyword cannibalisation
- URL structure



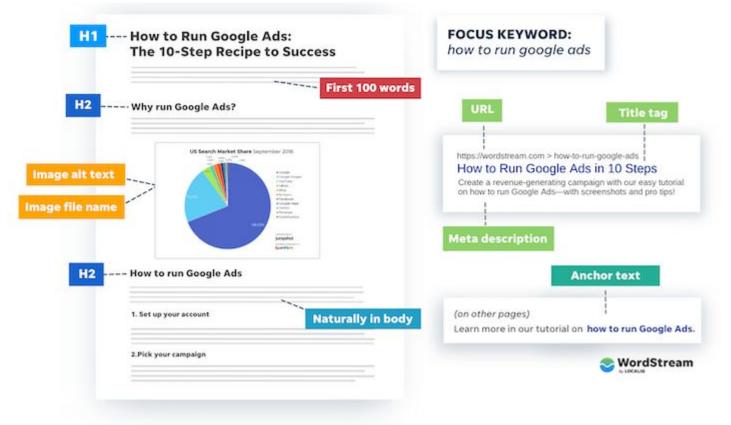








Content on-page







Title tags

- Key part of what Google searches first
- The most important thing to get across about this page

Royal National Lifeboat Institution https://rnli.org

RNLI - Royal National Lifeboat Institution - Saving Lives at Sea

The RNLI is the charity that saves lives at sea. We do this through lifeboat search and rescue, lifeguards, water safety education and flood rescue.

Shelter

https://www.shelter.org.uk

Shelter - The housing and homelessness charity

Shelter believes everyone should have a home. More than one million people a year come to us for advice and support via our website, helplines and national ...





Meta descriptions

- Are <u>not</u> a ranking factor
- Emotional hook
- The 'convincer'

Royal National Lifeboat Institution https://rnli.org

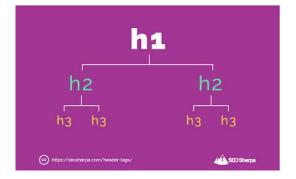
RNLI - Royal National Lifeboat Institution - Saving Lives at Sea

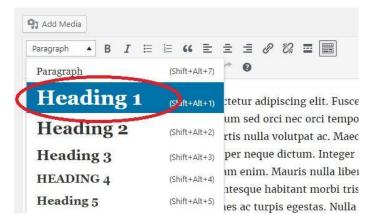
The **RNLI** is the charity that saves lives at sea. We do this through lifeboat search and rescue, lifeguards, water safety education and flood rescue.











Header tags

- H1: main keywords and subject matter, what the overall post is about.
 - H2: sub headings to break up content
- (H3: subcategories to further break up the content, making it easily scannable.)

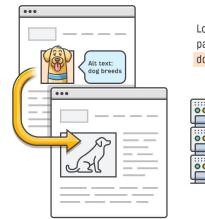




Optimise images (alt tag/text)

- The written copy that appears in place of an image on a webpage if the image fails to load on a user's screen.
 - Helps screen-reading tools describe images to visually impaired readers
 - Allows search engines to better crawl and rank your website.
- A better user experience for your visitors

With Image Links, Google Uses Alt Text to Understand More About the Linked Page



Looks like this page is about dog breeds .



(i) https://ahrefs.com/blog/alt-text

ahrefs





Linking

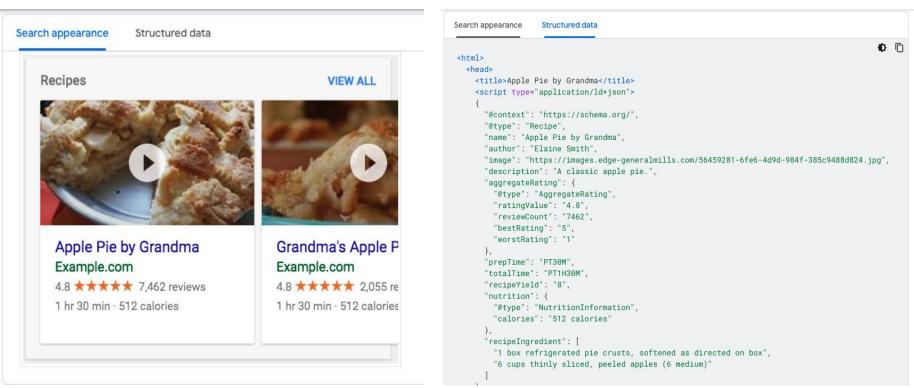
- External links (open in a new tab)
 - Show Google how your content relates to other pages
 - Value to your readers
 - Build (existing) relationships with other sites
- Internal (cross) links
 - Strengthens content and UX (onward journey)
- Avoid orphan pages







Structured data



Relevancy & UX examples

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More on this topic 📀	Money Team Updated 31 July 202	3		Share	e this guide <	
MSE weekly email	After many years of	low rates, savings have	made a signif	ficant comeback (over the last	
FREE weekly		on still soaring, in real t maximise every penny		~		
MoneySaving email		access, notice and fixe	-			

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Top-pick savings accounts

- Easy-access savings: allows withdrawals Beehive Money – 4.6%
- Notice savings: give notice to withdraw
 Dudley BS 5.45% for 120 days
 Dudley BS 5.35% for 90 days
- Fixed-term accounts: must lock cash away Secure Trust Bank – 5.5% for six months Hampshire Trust Bank – 5.64% for nine months Atom Bank – 6.05% for one year Melton BS – 6.1% for two years RCI Bank – 6% for three years

This is our main savings guide, but there are other options that can pay even more...

Lifetime ISA: 25% bonus for first-time buyers aged 18 to 39 Help to Save: 50% bonus on savings if you're on a low income Cash ISAs: The likely winner if you pay tax on savings interest Regular savings: Up to 7.5% interest if you can save monthly Children's savings: Earn up to 5.5% on kids' savings Current accounts: Earn up to 5.12% on smaller sums

What is a savings account?

A savings account is simply an account for you to put money in and earn interest.

Savings interest is paid tax-free and most won't pay any tax on it at all. Basic-rate taxpayers can earn £1,000/year tax-free

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and higher-rate taxpayers £500. Full info on this allowance and how it works is in our <u>Personal savings allowance</u> guide. As rates have risen, you'd need around £24,400 in easy-access savings at the best rates, or

£17,500 in top fixed rates to reach this, as a basic-rate taxpayer. If that's you, it's worth considering a <u>cash ISA</u> as interest on these is always tax-free (and doesn't count towards your personal savings allowance).

Your savings are safe – up to £85,000 is protected per bank or building society

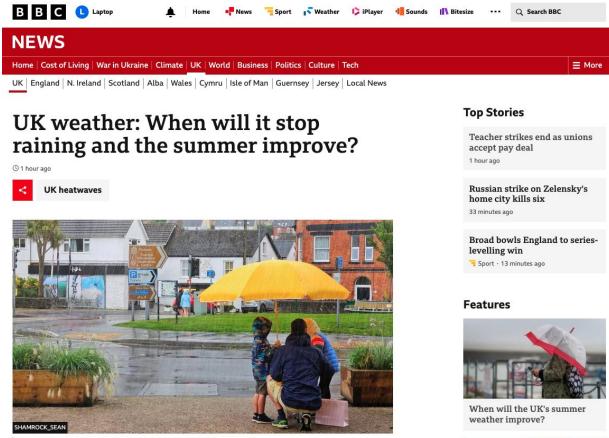
Every bank or building society we mention in this guide is fully UK-regulated, which means you get £85,000 per person protection in the event it goes bust (£170,000 for joint accounts). The only thing to watch out for is some banks are linked to others, meaning this protection is shared. See <u>Are your savings safe?</u> for full info.

How to choose the right savings account

There are many different types of savings account and if you're not sure what each one does, the choice can be confusing. This guide focuses on the top-pick 'standard' savings accounts, but there are other ways to boost your return. Here are our tips to decide where's best to put your money...

1.	If you've got debts or a mortgage, overpaying often beats saving	~
2.	Need instant access to your cash? Go for easy access	~
3.	Lock cash away in return for higher fixed rates	~
4.	Wannabe first-time buyer? A Lifetime ISA gives a 25% boost, so should be your first port of call	~

https://www.bbc.co.uk/news/uk-66362004



The scene in Braunton, Devon, on Monday, shared by a BBC Weather Watcher

By Francesca Gillett & Christy Cooney BBC News

https://www.bbc.co.uk/news/uk-66362004

What has happened to the jet stream and why has it made the weather so bad?

Gemma explains that the jet stream - which flows high overhead and brings in high pressure, meaning dry and sunny weather - is normally to the north of UK, but this year is sitting to the south.

"This has brought areas of low pressure and unsettled weather to the UK over the last few weeks and has brought the hot weather to southern Europe," she says.

Tracy Organ, campsite warden at Erwlon Caravan and Camping Park in Liandovery, said some people had been leaving early because of the unusual weather, but that she had actually seen an increase in visitors from the continent.

"I have been speaking to a Belgian couple, and they said a lot of the Europeans are coming here because of the heat out there," she says.



Those crossing London's Millennium Bridge had a tough time of it at the weekend

The record 40C heat seen in the UK last year was also down to the jet stream, which swept hotter air up from the Equator. "We just haven't been in that weather pattern this summer," says the Met Office's Graham Dixon.

Is this year's damp summer linked to climate change? The change in jet position does happen sometimes - but the extreme heat in the south is more than likely why it's out of place this time, says BBC Weather's Paul Goddard. Climate change makes extreme heat worse, scientists say.

"The atmosphere is one big balancing act. Just because it is raining here doesn't mean to say it isn't a product of climate change," says Paul.

When will it stop raining?

It looks as though the unsettled weather will continue through much of August, says Gemma.

"There are signs that more prolonged drier, and slightly warmer, weather is nossible later in the month, but more likely into September."

For weeks now, the UK's weather has been unsettled - with widespread rain, cooler temperatures and an autumnal feel.

This is all while much of southern Europe has been enduring dangerous heatwaves that have seen temperatures top 40C and large wildfires.

The two are linked - and crucially it's down to where the jet stream is. So how long will this weather last?

What's the forecast?

"This week and for much of next week it looks as though the unsettled weather will continue for the UK - so there will be further showers or longer spells of rain and at times strong winds," says Gemma Plumb, a BBC Weather forecaster.

Temperatures are set to fall below average for this time of year in many areas and remain between 15C and 20C for the coming week.

"Any drier periods of weather for the UK next week are likely to be shortlived," she adds.

This Wednesday is also set to be particularly windy across southern parts of the UK - with strong winds especially likely along the south coast and through the English Channel.

"It is quite unusual to get these types of storms in August," says Gemma.



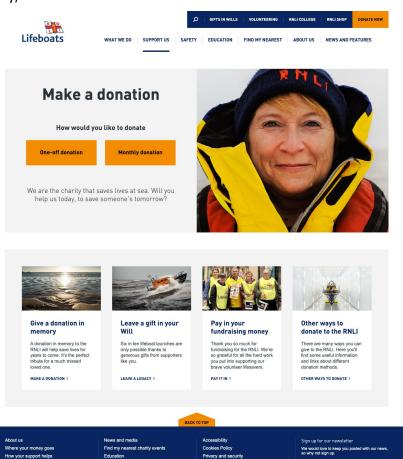
The deckchairs have been packed away, and there are no takers for the rides in Folkestone in this weather

Yasar Dalkilic, owner of the Captain's Table Cafe on Folkestone seafront, says the rain has meant trade has been very quiet, particularly compared to previous years.

"As soon as the schools are closed, we would get really busy, normally," he says. "At the weekends, it's a bit better. But today, it's been dead.

"We're very dependent on tourism and the weather, obviously. It's not looking like it's going to be great for the rest of this year."

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Further SEO thoughts





Things to note

SEO is also affected by Page & Domain Authority, number of other sites that link to your page/site

- Does not work overnight can see uplift quickly, but can take months to rank.
- Doesn't build a brand alone, but builds equity
- Helps grow authority: earn links and engagement with conversions, clicks and actions on your website
- Generic terms vs branded search
- Helps you answer the searcher's query do NOT give them an option to click the back button
- Ideas: research, FAQs and alternative routes to end customer











Thank you for your time.

Get in touch if you have any questions:

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- <u>https://www.linkedin.com/in/adamdriver1/</u>
- <u>https://twitter.com/adamdriver85</u>
- One hour course: <u>SEOhhh™: the sound when clients get SEO</u>

