

BLOG ARTICLES - WHY ARE THEY IMPORTANT & HOW TO CREATE THEM RIGHT?

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TECHTALK AGENDA:

- 1. What is Content Marketing?
- 2. Why blog articles are important in B2B?
- 3. How to find the idea for your blog article?
- 4. Tips & tricks on how to write an engaging article.
- 5. How to measure if your article is doing good?

WHAT IS CONTENT MARKETING?

a type of marketing that involves the creation and sharing of online material (such as videos, blogs, and social media posts) that does not explicitly promote a brand but is intended to stimulate interest in its products or services.

WHAT CONTENT MARKETING IS...



... AND WHAT IT IS NOT.



Advertising · www.ispot.pl/ ▼

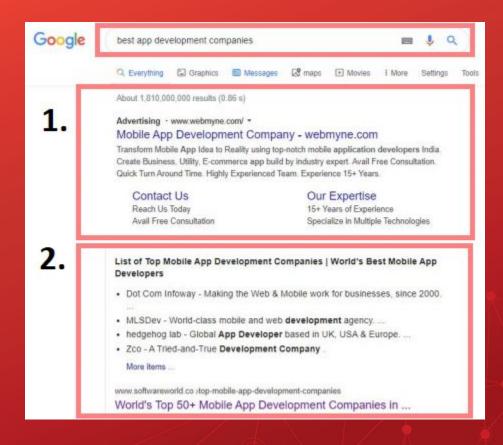
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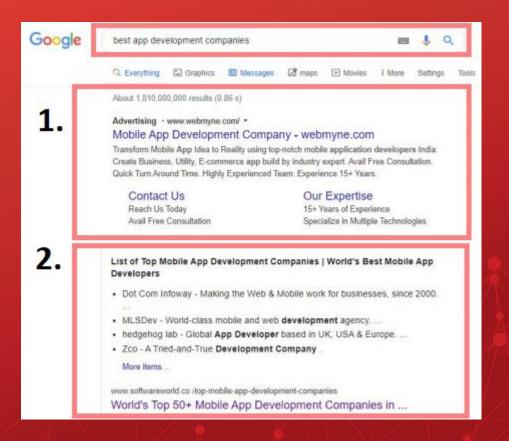


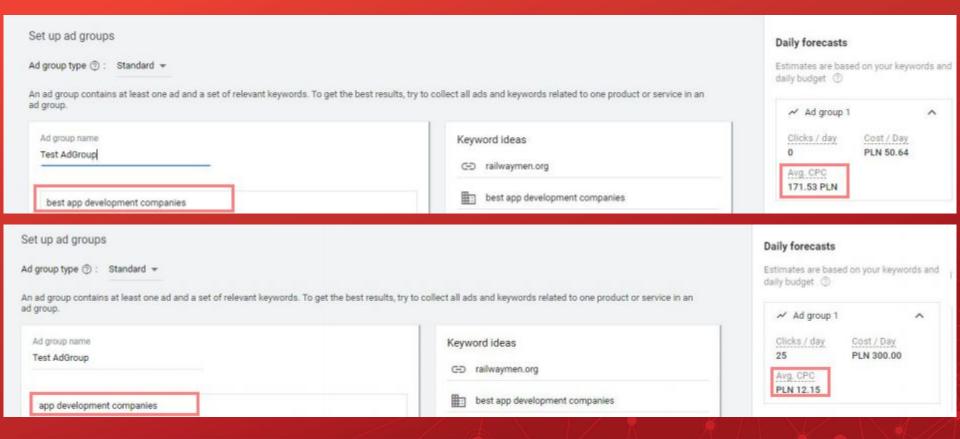
WHY BLOG ARTICLES ARE IMPORTANT IN B₂B?



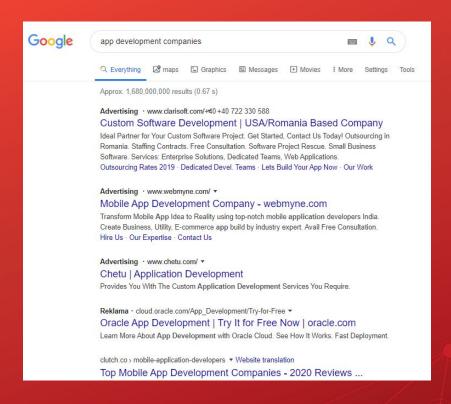
Reason 1:

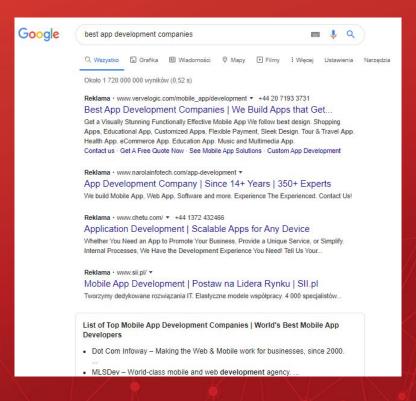
People are becoming more and more "immune" to the standard ads





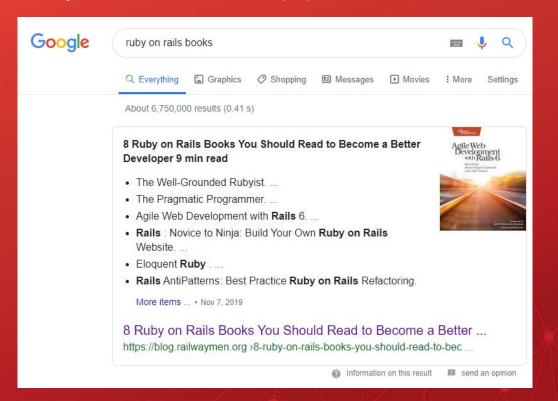
Reason 2: They are usually much "cheaper" source of traffic than standard Ads.



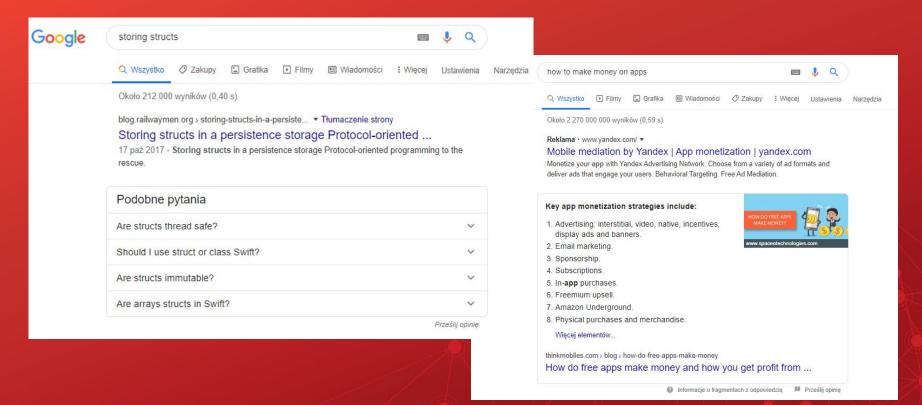


WHY BLOG ARTICLES ARE IMPORTANT IN B₂B?

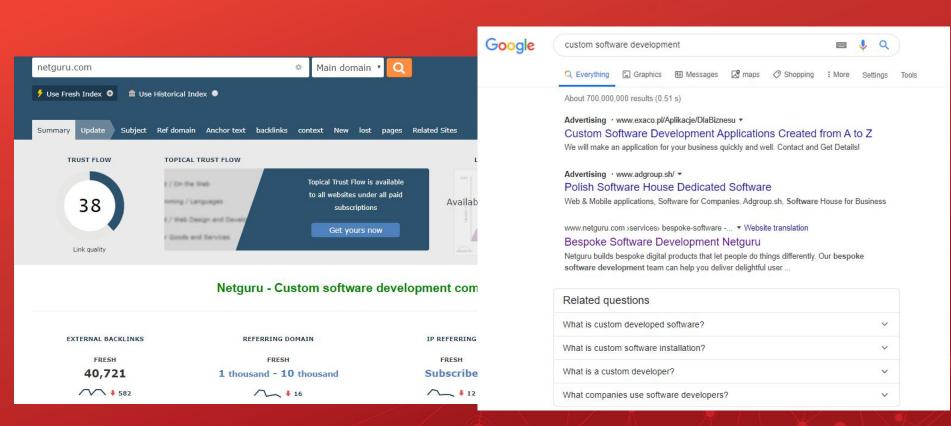
Reason 3: If your content quality is good, you can get to #1 place in Search Engines almost for free - and you don't have to be a popular website to achieve that!



Reason 4: You can attract potential clients who didn't even know, they need an app - and convince them, that they do!



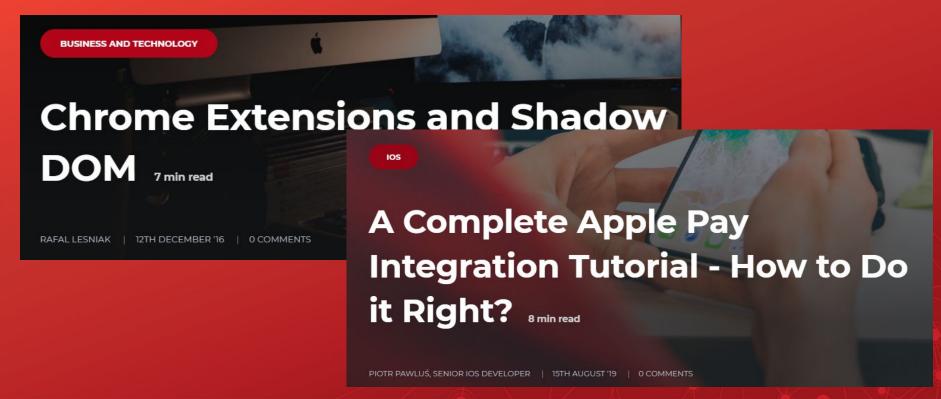
Reason 5: They build your company strength for Search Engines.



Reason 6: Articles and other content marketing actions brings you a lot of traffic!

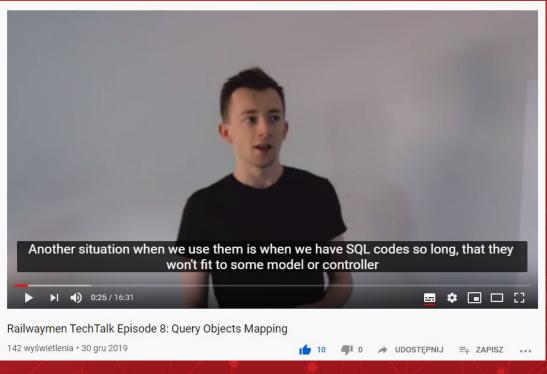


Reason 7: They are building your professional brand and are the proof, that you know what you're doing!



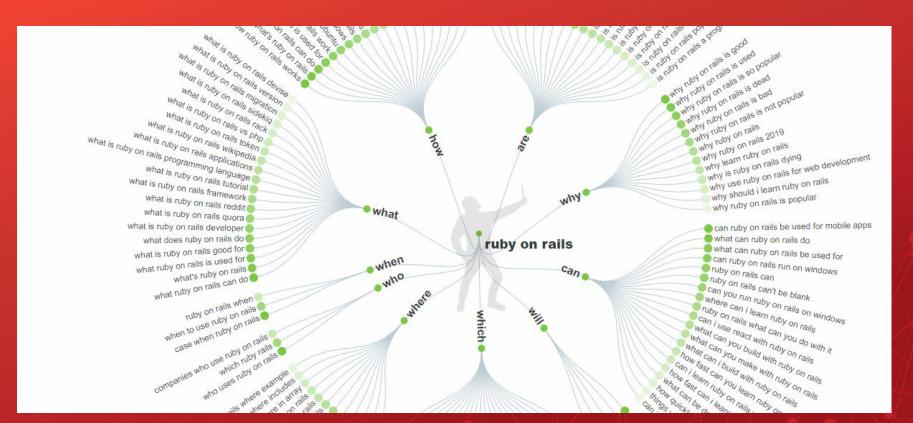
Reason 8: Content Marketing is just more subtle, informative and much more creative than traditional ads - and people can engage with it, which is awesome!



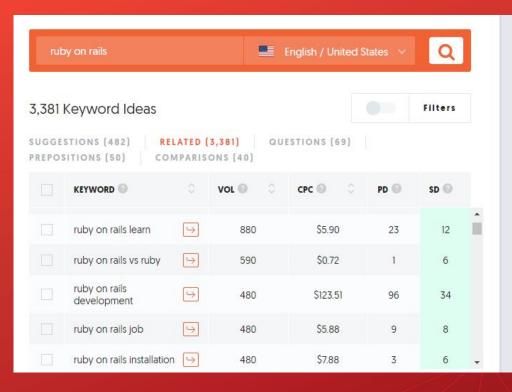


Let's use some tools for that!

.) <u>https://answerthepublic.com/</u>



2) https://neilpatel.com/



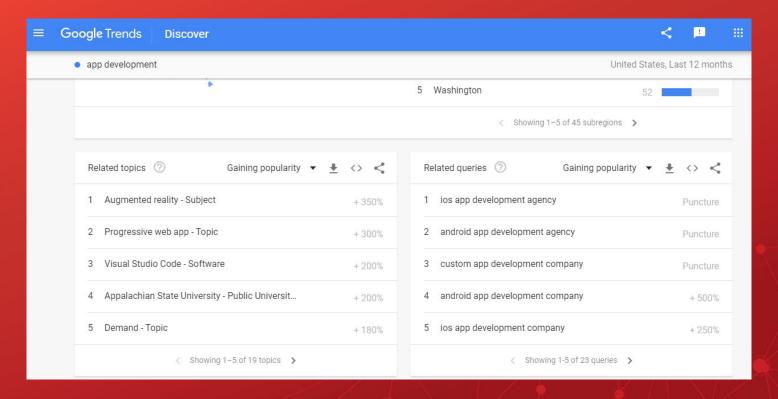
Keyword Overview: ruby on rails



The average web page that ranks in the top 10 has 2,119 backlinks and a domain score of 86.

	GOOGLE SERP	VISITS	LINKS	DS @	SHARES
1	rubyonrails.org/	6,748	15,905	90	4,523
2	guides.rubyonr	3,596	995	90	1,865
3	en.wikipedia.or	2,160	1,198	100	538
4	skillcrush.com/	1,462	27	81	588
5	qithub.com/rail 🖸	1,041	1,030	98	5,911

3) https://trends.google.com/



4) https://www.guora.com/

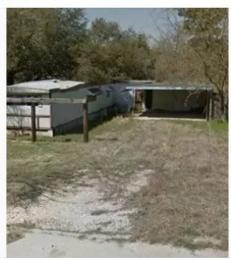
Answer · Recommended for you

How hard is it to get a job in web development?



Colton Colcleasure, Became an employable web developer in less than a year.

Updated Jun 25, 2017



From my experience, very easy. On December 17th, 2015 I sat down at a shitty laptop in a dark room and told myself I was going to become a web developer in 180 days. Unfortunately, it did not work o... (more)

♦ 100+



153



5) Your everyday life!

- Books you read
- News you heard
- Project you did
- Challenge, that you've overcomed
- You name it!

But remember to do a SEO research either way!

1) Use number or question in the title

How to Build Your Digital

Marketing Strategy Right?

5 Best Examples of Construction

Software for Estimating to Make

Your Business Grow Faster

2) Compare something to something

Ruby vs. PHP - Which One Is Right for Your Project? Il min read

3) Focus on the value, that the reader will get from your article - so many people wrote on that topic, why you should read MY piece?

- mention sources, statistics and interesting infos
- include as much personal opinions as possible
- keep the language casual like in a small talk
- if you can insert pieces of code do it!
- use real-life examples

4) "Speak" the language of value

"This app is great because it has nice functionalities" Vs

"Thanks to great functionalities, this app will save you tons of time and money spent on a repetitive tasks"

5) Keep the article structured

```
<Title>
Introduction
Elaboration
#1 section
#2 section
#3 section
Conclusion
```

5) Include photos, graphics, videos and other visuals

When it comes to technologies - 2019 was not able to surprise us. Thanks to an awesome team built of experienced Ruby on Rails & Mobile developers, we could deliver even the most complex priojects within the fixed time & budget. Example: Shawarmer app. Despite a completely different culture and some new payment options that needed to be implemented - we've made it.

Current projects going smoothly enabled us to experiment with some completely new technology stack - such as React Native.

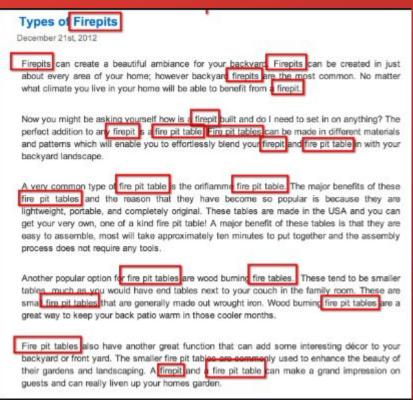


Kamil Baćkowski, CTO

From the technological point of view, the biggest innovation we've implemented last year is the wider usage of React Native. We had a chance to explore this technology on two projects developed for our clients and one open-source, that we're working on for our own marketing - sales purposes.

One of the biggest advantages of React Native that we see by now is that when it comes to quick prototyping & building mobile MVPs - it works very well! Another one is its rapid development, which it owes to a huge community and biggest brands using it on a daily basis.

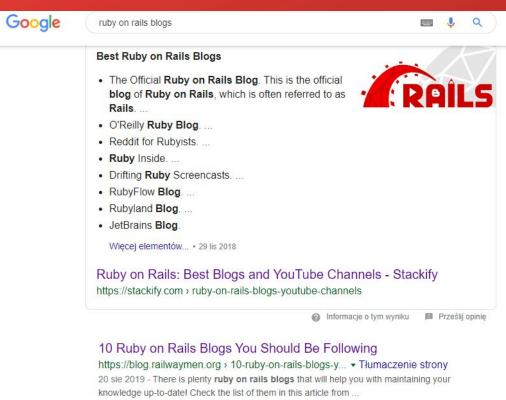
5) Keep the keywords in mind but don't overuse them



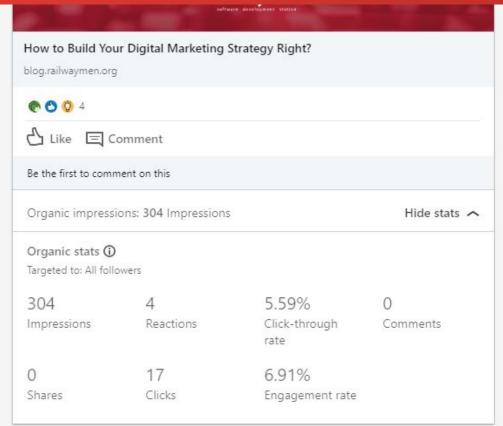
1. Google Analytics Data

Page ?	Page Views	Unique Page Views ?	Avg. Time on Page ?	Entrances ?	Bounce Rate	% Exit ?
	718 % of Total: 0.83% (86,749)	645 % of Total: 1.50% (43,027)	00:06:50 Avg for View: 00:00:51 (710.62%)	612 % of Total: 2.61% (23,449)	58.08% Avg for View: 21.76% (166.89%)	85.24% Avg for View: 27.03% (215.33%)
/what-do-basecamp-github-and-twitch-have-in-common - they-are-top-notch-ruby-on-rails-examples	687 (95.68%)	616 (95.50%)	00:07:19	593 (96.90%)	58.58%	86.46%

2. Google Position



3. Social Media popularity



4. CTA clicked

PREVIEW	NAME ÷	VIEWS ‡	CLICK RATE \$	CLICKS 🕏	LOCATIONS \$	LAST MODIFIED \$
This first active and over case and castles Service and	CTA Best articles 2019 ruby on rails Simple	159	38.99%	62	1	Jan 7, 2020 Iza Majocha
See all of them listed here.	CTA Best articles 2019 ror books Simple	159	23.9%	38	1	Jan 7, 2020 Iza Majocha

5. Contact forms filled thanks to blog articles - again, Google Analytics

6. Word of mouth - client says, he/she found you that way :)

BEST 5 ARTICLES PUBLISHED AT RAILWAYMEN BLOG IN 2019:

- 1. 10 Ruby on Rails Blogs You Should Be Following
- 2. What do Basecamp, Github and Twitch have in common? They Are Top-Notch Ruby on Rails Examples
- 8 Ruby on Rails Books You Should Read to Become a Better Developer
- 4. Ruby vs. PHP Which One Is Right for Your Project?
- 5. When Money Isn't Enough: the Most Expensive Apps that Failed

QUESTIONS?