LIVE CASE STUDY'S & SUCCESS STORY With Exec Producer DARREN AIKENS



Personal Website: https://darrenaikens.com
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Darren Aikens - Exec Producer VisionOnTv - LocalAd Connection

- 1. Master B2B Lead Generation Certified
- 2. Social Selling Expert
- 3. LinkedIn Marketing Authority
- 4. Executive Producer VisionOnTv
- 5. Sen Patchologist Breakthrough Products
- 6. GMB & Google Local Guides Expert
- 7. Owner DFY Email Blast 1.5% CTR

www.localtrafficmonster.com

Contact Darren @ 954-914-4129



For Antonio's Pizza Pizza Rant

13718 W State Rd 84 Davie, FL 33325 Phone: (954) 424-1640



Santos, it was a great pleasure to have spoken with you. We look forward working with you to position your company **Antonio's Pizza-Rant** to increase revenue, exposure & become a leader in your specific Italian restaurant market serving WESTON and DAVIE.

I have enclosed series of different documents, videos, and PDF'S which breaks down the different areas of marketing that I offer as I had discussed with you in our call.

1st Here's a few tips and stats we had discussed that can make or break a local business.

First to get an understanding what we do is to understand what your potential customers are viewing on the internet about your company's brand and reputation. This score is from all present & past customers that had visited your specific location.

Please visit: http://toplocal.co/antoniospizzarant this is your Reputation Graded Report Score Google gives your company based on the data that was received through all social media channels and other online local directories. With the growing population using cell phones to find a reputable local business their choices depends on what they have viewed on google.

Over **70** Percent of Consumers use and **TRUST** You-Tube and Online Reviews before using a service or making their purchases at a store or online...

Reputation is an ABSOLUTE MUST for local businesses...

88% (Of Consumers) Say They Trust Online Reviews As Much As Personal Recommendations. But here is the **REAL QUESTION?**...*"Do reviews affect consumer buying habit?"* ...**YES**, of course! **97%** (Of Consumers) Aged 18-34 Read Reviews to JUDGE a Local Business Online RATINGS

Your company's online presence is RATED through a unique process" called "POSITIVE PRIMING" "see below" Understanding this, and using this process as the one above ,and with a variety of the other different strategies that I will discuss later in this overview, alone will raise your customer visits by 20% to 30%

* **Positive Priming** is the psychological concept we developed during our various sales experiments, which essentially describes how the way a person experiences a service (e.g. a visit to the dentist, restaurant, or a car mechanic, or indeed a cosmetic surgery procedure) is largely influenced by how they EXPECT to experience the service.

(in terms of positive or negative).

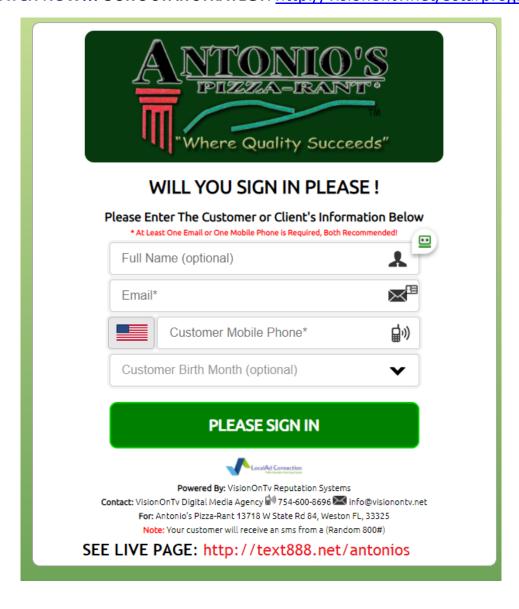
So in real terms... if a business has many positive reviews, a person is more likely to expect to have a good time, and will indeed enjoy a better time. Likewise, a person who has seen bad reviews will be on the lookout for things to complain about.

'Priming' is a very powerful, very unique and very compelling concept. You can directly improve the level of 'positive priming' for your customers, thus making the sale far easier. This is the marketing shift strategy that is happening right now...TODAY! about your business online 5 Star Reputation...

Are You Trusted Online? WHY REVIEWS?

And the reason why I do this is because **68%** of customers left a local business review when asked. **With 74% having been asked for their feedback**.

*WATCH NOW!!! OUR 5 STAR STRATEGY: http://visionontv.net/5starprogram



http://toplocal.co/ipadholder or http://toplocal.co/ipadholder1



Roll over image to zoom in

Mount-It! Anti-Theft iPad Pro Kiosk Mount -Secure iPad Pro POS Stand, Rotating Tablet Enclosure Stand, iPad Pro 12.9 Desk Mount, Tilting iPad Pro Counter Stand for iPad Pro 12.9 White MI-3771W-XL



About this item









PART 1 & 2 OF MY LOCAL GOOGLE DOMININATION CONSISTS OF GOOGLE REVIEWS AND VIDEO REVIEWS WHICH THEN LEADS TO PART 3 GOOGLE MY BUSINESS OR (GMB) GOOGLE MAPS OPTIMIZATION, VOICE SEARCH, AND THEN PART4 LIST BUILDING USING SMS MARKETING, & FINALLY PART5 THE ULTIMATE LIST BUILDING TECHINQUE FB MESSENGING

So, what are your Customer's Saying about your business online?

If you have not yet visited this link from the above page please do so before you continue. It's important that we can have a conversation about this, and how this will be the top foundational part of my process to improving your local presence, HELPING you succeed and dominate **GOOGLE** for long term, especially during these hard times we are all experiencing from the COVID-19 Pandemic... We will now move into Google My Business and Domination of the SERPS (Mobile, Desktop Local Search Engines)

Please visit: http://toplocal.co/antoniospizzarant I will go over this with you





*SAMPLE REVIEW & EXPOSE VIDEO...







Reputation Marketing

"Reputation
Marketing Has
Proven To Increase
Business By 19% By
Increasing ½ Star
Rating Online"

Positive Yelp Ratings Can Boost a Restaurant's Nightly Reservations by 19%

Economists at the University of California, Berkeley published the results of a study, examining the effects of Yelp's online ratings in this month's *Economic Journal*. The study shows a slight half-star improvement in ratings can increase a restaurant's business during peak dining hours by 19%.

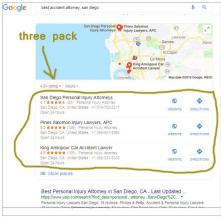
Berkeley professors Michael Anderson and Jeremy Magruder found that "Yelp ratings affect both customer flows and the probab reservation." The researchers compared the digit Yelp of 328 San Francisco eateries with the frequat each establishment.

"PART 3"

SO, WHAT IS THE GOOGLE THREE PACK?

The Google three pack (image below) is the Google approved recommendation of the three best businesses for a particular service in a given area. Also referred to as: "GMB" (Google my business)





WHY SHOULD YOU CARE?

Research has confirmed that 80% of all business leads from the first page of Google search are generated by the free 3 pack position.

http://www.localtrafficmonster.com

https://www.youtube.com/watch?v=kElwONndNa8



Part 3 Cont: Google My Business Local Ranking Factors

There are many different types of searches that Google recognizes, and one of these types is a local search. That means that the user isn't just looking for the best Italian restaurant in the world; they want the best Italian restaurant near them. They don't have to include the terms "near me;" in most cases, especially when searching from a mobile device. Google will automatically include a selection of the top local results, and these results will link directly to their Google My Business profiles.

There are **three main factors** which Google uses to determine which results are included in these local search results:

Relevance

Relevance refers to how well the business listing matches what Google thinks the user is looking for. It is the 1st step to overcome for a listing to be included in the returned local results. Relevance includes both geo-relevance and topical-relevance and we will show you exactly how and where to create relevant signals for a local business.

Distance

Proximity is obviously important in local search results. With the ubiquitous nature of mobile technology and GPS, users don't even have to add a location in many instances. Google will list local search results in a range that is determined by what the search engine knows about the user's location and show how far away each business is from them.

Prominence

Prominence is a complex factor. Essentially, it refers to how well-established or well-known the company is. A famous 4-star restaurant, a landmark hotel, a world-renowned art gallery would all be places that rank extremely high in terms of prominence. But smaller local businesses can benefit from improving their prominence as well.

There are actually two different aspects of prominence that the local **search engine algorithm** considers when ranking your business in local results: offline, and online. Our previous examples, of course, have exceptional offline prominence. They are household names, famous landmarks, and big players in the area.

Online prominence is determined by the information Google can gather about the company online. This can include links to the company from 3rd party sites, inclusion in relevant directories, and articles about the company. Also, your search engine rankings in relation to key terms are considered, which is why Google My Business best practices go hand in hand with solid SEO.

*One more factor in prominence is your business's review ranking, and the number of reviews it has. A higher score and more reviews, naturally, means that you're more likely to rise in the local rankings than not.

As with many different aspects of Google's search engines, it isn't possible to know precisely how prominence is calculated. However, our GMB experts have studied trends and analyzed their results to develop the best methods for improving your business's prominence in local search results.

The Benefits of Google My Business:

GMB is one of the professional resource on one of the greatest web indexes on the web today, putting your business before numerous potential clients. Your business will get ranked on **Google 3 Pack or GMB** with a very effective and optimized campaign.

Perceivability on Google Search and Maps:

One of greatest advantages of your profile on Google My Business is the prime real estate - land it can involve in query items. GMB profiles show up in the **Local "3-pack" zone** and in **Google Maps** comes about.



Grow your Business and Build Relations:

With Google My Business you're exposing yourself to Millions of people out there looking for businesses like yours. Show them why they should choose you. Your business will get an increased amount of foot traffic, bringing new customers and increased revenue. Most people do not go beyond the Google's first page when searching online, and in a local

inquiry, this first page is centered on the 3-Pack.

Be the reason to stand out and outshine your competitors by ranking on **Google 3 Pack**



Any local SEO strategy needs to have a good GMB (**Google My Business**) listing as the backbone. It doesn't matter if you're creating a location-based strategy for your own business or you're helping other businesses as a consultant - One of the first things to do is to create and optimize the GMB listing.

Now that we've established how important it is for you guys to create and tend to your GMB listing, it's time to get to the actual work.

Why GMAPS is Important?

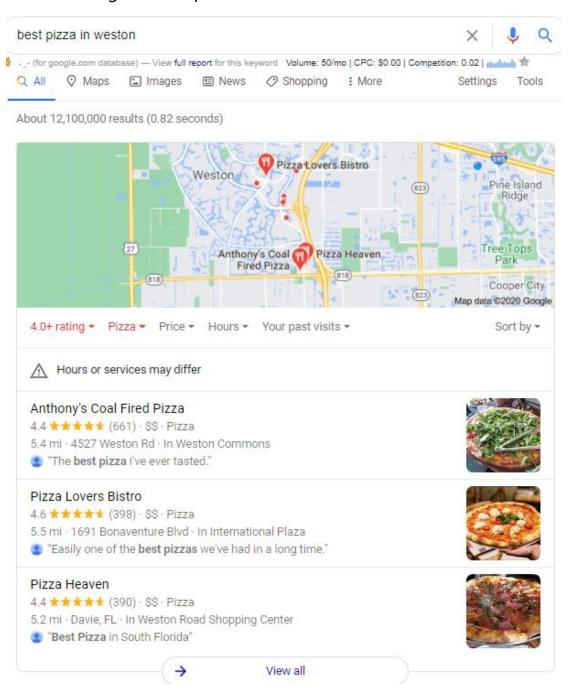
Here are the facts: Better Access to Your Target Audience: Customers find the best businesses in Google's "3 Pack". And these businesses get the lion's share of the clicks. Which means more calls and visitors to their location.

High Visibility:

You need to outrank your competitors and be seen in as many parts of town as possible, and there are many factors that play into your ability to achieve this.

Optimized Searches:

The Local 3-Pack appears in the #1 spot 93% of the time when a local search is performed – and 46% of all searches on Google are of this nature. This means that businesses that are listed on Google 3 Pack have a better chance of ranking at the top of the searches.



Google's Mobile-first Index THE #1 way of marketing 2021 & Beyond

As Google goes mobile-first, it likely means that future changes to it's algorithm will be based on mobile and apply to both mobile and desktop. It also means that the desktop index won't be as fresh as the mobile index (except perhaps for the "news" section?).

What does this have to do with AMP?

If AMP has an advantage in mobile, might that advantage also carry over into desktop? Could AMP become a default across all devices? If speeding up the web on mobile with AMP is a good thing, and Google clearly believes it to be, why would they not speed up the Web on desktops?

What is AMP?

AMP is a ghost website specifically designed for mobile devices. It is a stripped-down version of your main website. This leaner website loads faster on mobile, hence the name – "Accelerated Mobile Pages."

- Speed up their site on mobile (great for usability!);
- Improve mobile ranking (because the site would load faster).

Right now, your website is optimized for search engines. Even if you have a lighter version for mobile, such as an AMP version, the "full" version is in Google's default index. The lighter version (AMP) is served up in mobile.





PART 4 SMS LISTBUILDING: PLEASE PAY ATTENTION TO THESE TECHNIQUES:

*We can deliver consistent results that you simply can't turn away: In Just A Moment, I'm Going To Share Our "Secret" Technique Our team has been servicing small business clients for years. Imagine being able to send out a message from your phone that reaches <a href="https://www.nustomers.nuto.com/hundreds-building-nustomers-nuto.com/hundreds-building-nuto.com/hundreds

What if you could...

SEND OUT A TEXT FROM YOUR PHONE RIGHT NOW AND REACH ALL OF YOUR BEST CUSTOMERS AT ONCE?

We want to show you how to use your phone to never have a slow day again...





Call us at:

754-600-8696

Our team has been servicing small business clients for years

We've spent a lot of time refining key digital marketing techniques, and strategically applying them to local businesses. In doing so, we're able to help our clients attract a steady stream of customers and give their bottom lines a huge boost.



*NOTE: THERE WILL BE A SAMPLE BELOW ON HOW SMS WORKS?



HOW ALL RESTAURANTS MAKE MONEY AND GROW THEIR BOTTOM LINE.

#1 GENERATE NEW CUSTOMERS.

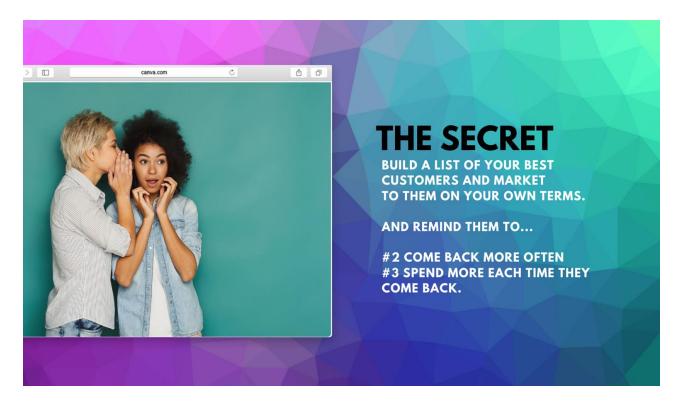
#2 EXISTING CUSTOMERS BUYS FROM YOUR MORE OFTEN.

#3 EXISTING CUSTOMER
BUYS MORE EACH TIME THE
COME BACK.

That's why our clients are so keen to pay for our service and as a result, it has been a lucrative opportunity for a long time. Especially since many local business owners either lack the time or experience to do this themselves. They need people like us!.

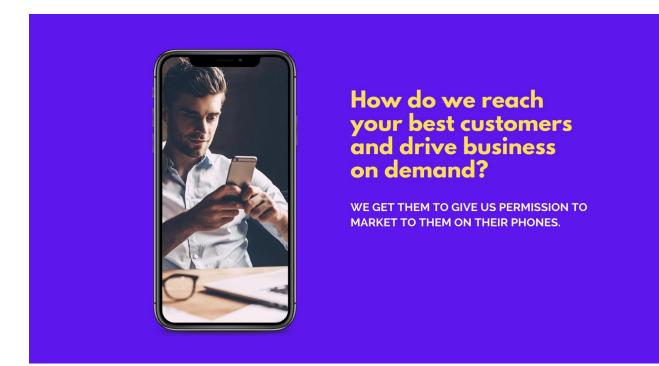


And it's not just us. With so many of our small business clients requiring this kind assistance, we've helped people just like you find clients, customers and build a substantial customer list for there businesses.



But a Global Pandemic Emerged Without Warning...

Forcing Lockdowns which Quickly Crippled Many Small Businesses and Left them Uncertain If They'd Be Able to Survive...



Except for a Group of Restaurant Owners that Were Absolutely Thriving and <u>Enjoying a Steady Flow of Customers</u> throughout the Lockdowns.... *SEE HOW IT WORKS BELOW!

HOW YOUR NEW TEXT MESSAGE MARKETING SYSTEM WILL WORK...

Step 1:

You'll offer a small discount or freebie to convince users to text a phrase to a phone number.

Step 2:

That person will text the number and get an immediate text back with a code to claim the deal in person or via phone.

Step 3:

That person is added to your marketing list.

Step 4:

Anytime you want to generate more business, you simply send out a text from your own cell phone with a special offer. It will be delivered to everyone who has ever opted in.

Call: 754-600-8696





TEST NOW!: Dial: 954-710-9125 from you cell phone and text the word "Pizza" You will be asked to "subscribe" Please do THIS TEST NOW! once you do you'll receive a Promo, Discount, or Offer you'll give to your VIP'S very best customers I will then show you simply when you have any Special or Slow Day how you can instantly text your customer list to come in for your special, PROMO for that day

OTHER Proven SMS Broadcasts (that generate business fast)
Scarcity Based: Below are just other SAMPLE IDEAS we can work on for you...

[Jack's Burgers] We just started cooking 25 of our special "duck fat burgers". Call us now at (555) 555-5555 to order before we run out.

Discount Based:

[Sal's Pizza] We just opened up our Tuesday 10% off deal. Call us now at (555) 555-5555 and use code "Jan20" to claim 10% off your order.

Event Based:

[Sam's Rock Bar] This Friday Night: "Jackson and the Jets" are playing live at 9PM. Call us now at (555) 555-5555 and reserve your table.

"Bait to Bigger Sale" Based:

[The S Lounge] We're offering a free dessert with the next 20 dinner orders. Call us now at (555) 555-5555 to claim your free dessert with your meal.

I've been doing some really effective marketing for my Local clients using a unique Text Message Broadcast tool we built. PART 5 CONTINUED BELOW!



PART 5 CONT: SAMPLE#1 Congratulation's 50% off Coupon SAMPLE

NEXT is our process for creating **Augmented Reality** in minutes with no code or experience. Where to get products order food, modify them with Augmented reality, to get them to YOUR customer creating in engaging and fun experience for them. Please go to: http://toplocal.co/zapapp and download this app to your cellphone. Once you've done that you will be able to see theses scan CODE offers







SAMPLE #2 Taco Tuesday **SAMPLE #3** Review Video **SAMPLE #4** Slideshow Offers

We'll be using the **QR Code** below to get store customers to the above download.

OR Just open you phones camera to scan this code it also brings you to the above download for you Apple store or Android Google store to download the **ZAP_APP**



What is Augmented Reality? (AR) is an interactive experience of a real-world environment where the objects that reside in the real world are enhanced by computer-generated perceptual information, sometimes across multiple sensory modalities, including visual, auditory, haptic, somatosensory and olfactory AR can be defined as a system that fulfills three basic features: a combination of real and virtual worlds, real-time interaction, and accurate 3D registration of virtual and real objects.

Thanks To Our "Secret" Marketing Techniques, Our Clients Have Successfully Attracted A Consistent Stream Of Customers... With No Signs Of Slowing Down...

*NOW WE'VE SAVED THE BEST FOR LAST...



The reason so many restaurants have suffered through the lockdowns is because they rely too heavily on location, location, location.

People have been staying home and without the usual foot traffic out and about, these businesses are failing to **attract customers**, especially NEW customers...

...unlike our clients.

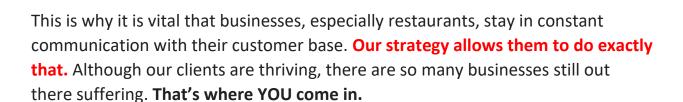
Here's the thing... People haven't stopped spending because of the lockdowns. But with people stuck at home, there's now a disconnect between businesses and their customer base. Consumers have a short attention span and are quick to do business with whoever grabs their attention.

Business #1

They start the way that most business owners start.

- They spend money building their store.
- They spend money taking courses learning how to build a store.
 - They spend money sourcing and finding products (guessing)
 - They spend money trying to buy traffic to their store
 - They spend A TON of time getting this setup

Yet when it comes time to launch, they have NO IDEA if people actually want that product and they have to pay Facebook a boatload of money to even TRY to get people to see it... Leading to failure for anyone who doesn't have a massive budget.



Business #2

This business starts by building a LIST

- They spend some money on software to be able to message people directly
- They make a simple sequence showing what products they will eventually sell
- They find out what products get clicked on the most, telling them what to sell
- They have a single page setup to "Pre sell" items they don't even have yet, and some of their new subscribers buy it
 - They now have a list of people they can reach out to when their store is ready

On Day 1 of their store opening they already made some money on pre sales and have an audience of people waiting to get that message that says "The day is finally here... shop our store" and they drive thousands to their store and they are profitable ON DAY 1!



Growing your email list is an essential piece of EVERY businesses marketing strategy... or at least it should be. The fact is, Email Marketing is the only FREE and ON DEMAND traffic source there is. Let's think about that...

SEO is free but it's not on demand because someone else (Google, Bing, Yahoo) dictates whether or not they will show your site to viewers AND you are limited to whether or not someone is searching for your keyword/ topic.

Social Media posts are also subject to a similar "over rule" from the social media channel you are publishing on, and often times posts aren't shown to their full audience due to some "algorithm". Without paying to "boost post", Facebook barely shows your content to more than 30% of your audience... if you're lucky.

Email marketing; however, is completely on demand. If you want to email your entire list 2, 3, 4, 5x a day... you can do that. No one will stop you from logging in and sending an email blast to your subscribers. Once you have the email address you can get traffic on a consistent basis. You do NOT want to be placed into a situation where, when you stop spending money on ads, you lose all of your traffic. **That's not how you build something long term, in our opinion.**

So building your list is obviously ESSENTIAL to the longevity of a business. So much so, in fact, we'd be willing to wager that businesses that focus on list building in their daily activity are less likely to fail in the long run by a significant margin that might help your marketing like statement printing and mailing services. How to Grow Your List Without Spending More On Ads.



Messenger is the ONLY platform where you have someones undivided attention

PAY ATTENTION AND READ THIS: When you are "messaging" someone, you can't be doing anything else on your phone right? It's completely undivided and unskippable. It's REAL ATTENTION. LET THAT SINK IN FOR A MINUTE...



HERE'S One Technique Number 1: Viral Content Posts :

This is probably the easiest one to get off the ground because it doesn't require, really, ANY spending what so ever. The idea is simple to understand and even more simple to execute. **SAMPLE VIRAL POST...**



Go to (or make) your Fanpage and post viral content. Maybe it's a picture, a link, a video... it literally doesn't matter. Anything viral and you don't have to create it... just repurpose someone else's content. In the description or "post text" make sure you as asking for comments. Don't just ASK for a comment... but tell someone what to say. If you don't tell people what to say, your comments will decrease by an average of 50%. Make people say something that you want other people to see, and that will help you get more done. This should be one or two words maximum. AS shown in example above from our Pugnation fan page:

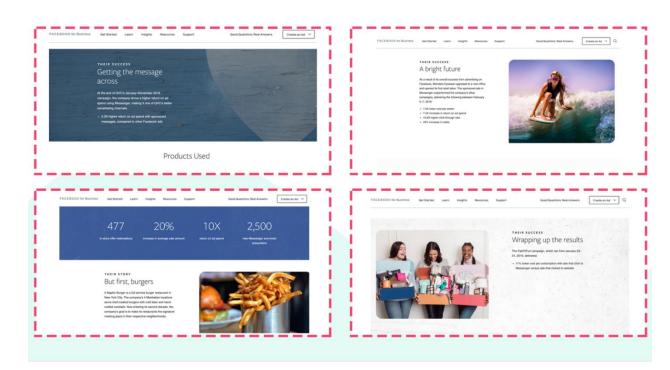
You can see here we are asking people to say a ONE WORD comment "Love". The science behind this is REALLY powerful because you are getting someone to VERBALLY say that they love whatever you're posting... that's a deep connection. You can have them say anything to create this connection, but try to use a "power" word and not just "Cool" or "nice".

THIS IS EXACTLY WHAT WE'LL BE DOING FOR YOU BUILDING THE CONNECTION



We'll be also Providing you with a series of LIVE EXAMPLES of this at work!

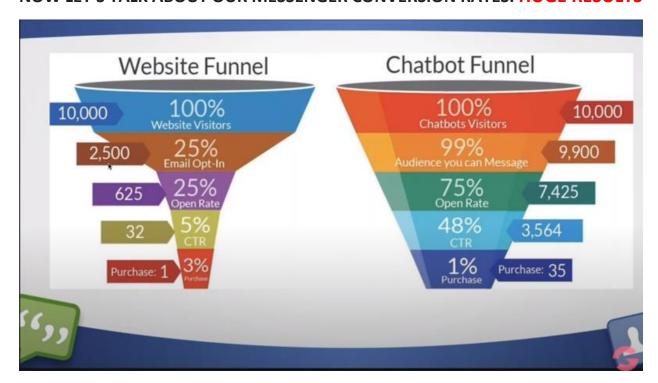
Once you've got a viral post that will generate comments, We use our Toplocal ChatBot and attach a "Trigger" to it. Our triggers allow you to instantly send a PRIVATE message to the commenter. The possibilities here are endless, but we are focusing on "List Building" so here's how we do it. FACEBOOK will ask them to allow us to capture their email. When they say "YES", we get their email directly from Facebook. Now, because they are currently ON Facebook our conversion rate is amazing! Think about it then redirecting to more viral content that Simple



You're on Facebook, Comment on a post, get an auto reply from that page saying to check out XYZ... you click that and Facebook asks "Continue as YOUR NAME HERE?"... you're more likely to click that because it is a consistent experience. Now we are list building...

So just post something viral EVERY day and make sure you set it up to get a lot of comments... set up post triggers... and send subscription links that redirect to more viral content. Simple as that.

NOW LET'S TALK ABOUT OUR MESSENGER CONVERSION RATES. HUGE RESULTS



90% Of Consumers agree they are more likely to shop with a company that customizes the purchase or shopping experience to them... and with Messenger + our chat-tool that allows anyone to build an automatic sequence that sells for them on autopilot... Building you company the most important thing to say in business for a very long time a Customer "LIST" of dedicated and loyal patrons...



HOW WE AUTOMATE LEADS



How To Maintain Your Customer Client-Base For Long-Term Success And Ongoing Monthly Income You Can Stack And Count On...



- 1 Generate more leads/customers without them typing ANYTHING!
- 2 Quickly SYNC that customer lead with multiple demographic insights!
- **3** Send a shot notification message via Facebook Messenger letting them know an email is coming (This will increase conversion on your first message!



- ✓ Now over 1.3 Billion active Messenger users
- √ 80% of Americans use Messenger regularly
- √ 56% prefer Messenger over phone with businesses
- ✓Business messages grew 4x in last 12 months

You're In Control Doing this INSTANTLY puts you in control of your audience... Normally when you send people to a landing page or website, if they do nothing... you lose the ability to reach them again. With Messenger funnels - everyone can be reached again, can be turned into an email lead, can be driven to your website funnels... Let's compare the two...



Loyalty Program: Customer reaches certain number of scans, gets free pizza slice

- Wifi Passcode: Gamify this. Offer it for \$1.00, OR if they answer 5 questions correctly/ subscribe/ tell a friend they get it free.
- **Reactive Messages:** Manage their normal Facebook Messenger inbox via keyword related replies (ie. direction, hours, locations, etc).
- Scan Code On Business Sign: Prompts people through a series of questions to figure out what they need.
- Messenger Shopping Cart: Customers can add products to a "virtual cart" and bring them to you at the end of their shopping experience. + many, many more...

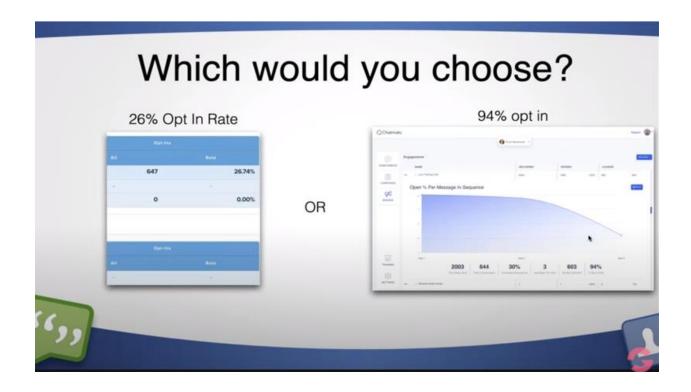


Now that you know how to get people into Messenger, you can start actually delivering content to them.

Messenger is NOT MEANT to be a plain text platform.

To keep things **engaging** and different you REALLY need to **understand the kinds of media** you can send through a Messenger conversation to further enhance the experience for the user





HERE IS MY sample DEMO... Restaurant Messenger Bot...

Click on Restaurant Demo Picture Below

or <u>Click Here</u>

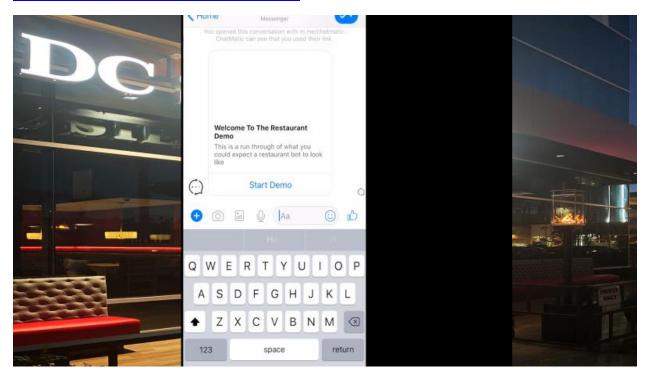
https://youtu.be/O5-8ELGe2BE



HERE IS MY sample... DEMO Brewery Messenger Bot

or Click Here

https://youtu.be/ohOOAXCaxMY



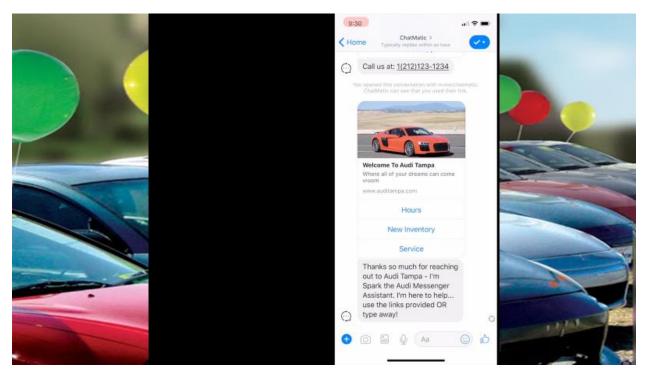
Video Message - Yep! You can send videos through Messenger that will play IN Messenger Also...



HERE IS MY sample... DEMO Audi CarDealership Bot

or Click Here

https://youtu.be/hPCTXEr18iE



Other BOT DEMO'S you can access...

SALON: https://youtu.be/khxogyL-NO8

COFFEE SHOP: https://youtu.be/3vBZwfhm9o0

NEXT "LIVE: FACEBOOK MESSENGER DEMOS IN RESOURCE SECTION BELOW...



OTHER RESOURCES: MESSENGER, SCAN CODE, BOTS VIDEOS, AND WEBSITES...

#1 Infinity Dental High Point Flats: http://toplocal.co/dentalcontest

#2 Infinity Dental US Retargeting Pixel: http://toplocal.co/dentalretargeting

#3 Infinity Dental US PPO Checklist Offer: http://toplocal.co/infinitychecklist

#4 Basements and Masons of Des Moines: http://toplocal.co/bamfbbot

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https://toplocalserviceexperts.com

https://wedeliverbroward.com

https://wedelivermiamidade.com

https://wedeliverftlauderdale.com

http://visionontv.net/maps

http://toplocal.co/bookappt *BOOK APPOINTMENT WITH DARREN TODAY



