# Stand apart from the crowd Five digital marketing strategies that work.

You're not average, so don't settle for average. Execute these five strategies proven to help advisors anchor a winning digital presence.

### 01. Build a prospect-focused website

Make it easy for your audience to get the information they need.

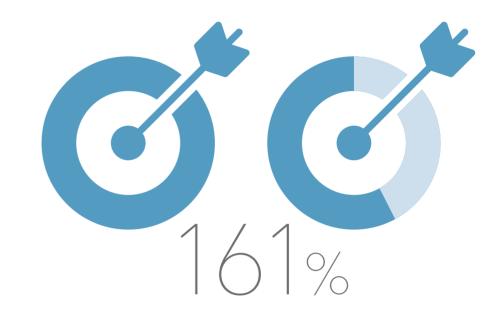
**Engaging** content

Easy navigation **Clear calls** to action

Dynamic forms with fewer fields

# 02. Practice retargeting

Retargeting banner ads will help bring visitors back. Advertisers have seen a 161% rise in conversion rates through the smart use of retargeting ads.1



<sup>1</sup> Creadits, July 2019, https://creadits.com/blog/8-remarketing-stats-make-you-look-twice/.

#### 03. Get social

Boost your social posts to local prospects who meet your target market criteria. LinkedIn, Facebook and Twitter allow you to target based on geography, demographics and more.







## 04. Optimize local search



93% of all website traffic runs through search engines.<sup>2</sup>

50% higher likelihood that a person will click if they see the same result in multiple searches.3

<sup>2</sup> Omnicore, Feb 2020, omnicoreagency.com/digital-marketing-statistics/

3 Ibid

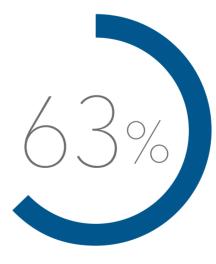
#### 05. Deliver valuable content

You're targeting the right people, now get their attention with engaging content.



76% of web visitors are willing to share their contact information for white papers.4

<sup>4</sup> Omnicore 2018



63% of web visitors are willing to share their contact information for eBooks.5

<sup>5</sup> Omnicore 2018

#### Attract new clients. Let us help.

Create a digital presence that sets you apart from average advisors. Broadridge combines unique industry perspective, proven best practices and intelligent digital marketing tools to help you distinguish your brand, strengthen relationships and attract more high-net-worth clients.

broadridge.com/advisor/StandOutFromTheCrowd



broadridge.com/advisor

WM\_00059\_IN\_20

© 2020 Broadridge Financial Solutions, Inc., Broadridge and the Broadridge logo are registered trademarks of Broadridge Financial Solutions, Inc.

Ready for Next

Communications Technology **Data and Analytics**