



UNLOCK YOUR GOOGLE ADS POTENTIAL

HVAC - Heat - Installation

Repair - Service

Case Study

GEO-TARGET: El Paso TX

TRUE BLUE COLLAR



CLIENT GOALS

HVAC Leads Between \$100-\$175 Per Lead



HOW WE HELPED

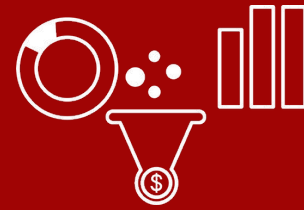
We Implemented High Converting Call-Only HVAC Landing Page & Campaigns.
We managed and fine tuned this campaigns for highest ROI

RESULTS



\$16.76

CPA



232

NO. OF CONVERSIONS



\$3.26

CPC



19.45%

CONVERSION RATE



45.80%

IMPRESSION SHARE



94.7%

MOBILE % OF TOTAL CONV



5/10

QUALITY SCORE



84%

% OF PHONE CALL CONV



76.61%

% TOP IMPR SHARE



3.28%

CTR

CAMPAIGN REVIEW

- GEO-Target was very competitive.
- We focused on achieving the highest possible share of impressions for our targeted keywords for our budget.
- Paired with a highly competitive offer, we managed to steadily increase the number of leads earned month over month without increasing our cost per lead.

ACCOUNT SNAPSHOT

Impressions : Google Ads

36392

▲ 89.24%

Clicks : Google Ads

1193

▲ 136.71%

CTR (%) : Google Ads

3.28

▲ 25.19%

Average CPC : Google Ads

3.26 USD

▼ -51.56%

Conversions : Google Ads

8

▲ 14.29%

Conversion Action: A_Online Lead_Form Submission,

Total Calls : Calltrackingmetrics

224

▲ 292.98%

Google Ads Forms + Calls : Custo...

232

▲ 2.25%

Google Ads: Conversion Action: A_Online Lead_Form Submission,

G Ads Conv Rate : Custom Widgets

19.45 %

▼ -0.63%

Google Ads: Conversion Action: A_Online Lead_Form Submission,

Cost per G Ads Conv : Custom Wi...

16.76 USD

▲ 80.82%

Google Ads: Conversion Action: A_Online Lead_Form Submission,

Cost : Google Ads

3888 USD

▲ 14.59%

Missed Calls : Calltrackingmetrics

12

▲ 200%

Average Duration : Calltrackingm...

01:07

▼ -33%

**NICHE
INSIGHTS**

PPC SMART NICHE	HVAC - Heat Installation/Repair/Service
Minimum Budget	\$1,000
Estimated CPA Range	\$100-\$175
Estimated Leads (Min Budget)	6-10
Remarketing Eligible	Yes
Recommended Offer	%off/New Customer Discount
What you need to know?	A competitive Offer is Key



We have stellar results for dozens of HVAC companies!

It is your turn now!!

Let us help YOU GROW your biz!!!



CPA: AKA COST PER CONVERSION. THIS IS A CRUCIAL METRIC THAT ESTIMATES THE EXPENSES TO ACQUIRE NEW CUSTOMERS AND MEASURES THE REVENUE IMPACT OF A MARKETING CAMPAIGN.



CPC - CPC IS THE MOST IMPORTANT FACTOR THAT DECIDES THE EARNINGS OF THE PUBLISHERS. AS FAR AS WE HAVE ANALYZED CPC DEPENDS ON THREE SIMPLE FACTORS – COUNTRY, KEYWORDS AND QUALITY/AGE OF THE SITE. IMPRESSION SHARE -



IMPRESSION SHARE - IMPRESSION SHARE AS AN IMPORTANT METRIC THAT SHOWS ADVERTISERS HOW MUCH MORE THEY COULD DO WITH THEIR CURRENT AD CAMPAIGNS. MOST OF THE OTHER METRICS SHOW ADVERTISERS CURRENT STATS ON ONGOING CAMPAIGNS, RATHER THAN POTENTIAL OPPORTUNITIES.

GLOSSARY



QUALITY SCORE - QUALITY SCORE IS GOOGLE'S RATING OF THE QUALITY AND RELEVANCE OF BOTH YOUR KEYWORDS AND PPC ADS. IT DEPENDS ON MULTIPLE FACTORS, INCLUDING:

- YOUR CLICK-THROUGH RATE (CTR).
- THE RELEVANCE OF EACH KEYWORD TO ITS AD GROUP.
- LANDING PAGE QUALITY AND RELEVANCE.
- THE RELEVANCE OF YOUR AD TEXT.
- YOUR HISTORICAL GOOGLE ADS ACCOUNT PERFORMANCE.



% TOP OF PAGE IMPR - THE PERCENTAGE OF TIME YOUR AD HAS BEEN SHOWN IN THE TOP POSITIONS OF THE SERP. THIS CAN OFTEN EFFECT IMPR, CLICK, CTR ETC.



NUMBER OF CONVERSIONS - NUMBER OF YOUR USERS THAT ARE COMPLETING THE SET CONVERSION ACTION ON THE LANDING PAGE. THIS ALLOWS YOU TO GAUGE THE SUCCESS OF YOUR SITE OR APP AND IDENTIFY AREAS FOR IMPROVEMENT. IMPROVING THE "CONVERSION RATE" REFERS TO GETTING MORE CONVERSIONS WITH THE SAME AMOUNT OF TRAFFIC.

GLOSSARY