

New Visitor II Insurance Insurance

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### **HIERARCHY BREAKDOWN**

- 1. Account: top-most level
- 2. Property: website, mobile application, or device. When you add a property analytics generates a unique tracking code for you.
- 3. Views: Access to reports. Within one property you may want to see:
  - one view of all the data for www.example.com
  - one view of only AdWords traffic to www.example.com
  - one view of only traffic to a subdomain like <u>www.sales.example.com</u>
- 4. Users and permissions: you can add users at the account, property, or view level and you can restrict access at each level



## **GETTING STARTED WITH GOOGLE ANALYTICS**

#### Start analyzing your site's traffic in 3 steps



All we need is some basic info about what site you'd like to monitor.

2 Add tracking code

You'll get a tracking code to paste onto your pages so Google knows when your site is visited. 3 Learn about your audience

In a few hours you'll be able to start seeing data about your site.



1. analytics.google.com

- 2. Sign up for your Google Analytics account
  - Name for your Account
  - Name for your website
  - Need your website URL
  - Time Zone
  - Industry

#### WHEREOWARE

3 🔇 📎

#### **GETTING STARTED WITH GOOGLE ANALYTICS**

#### Website Tracking

#### Global Site Tag (gtag.js)

This is the Global Site Tag (gtag.js) tracking code for this property. Copy and paste this code as the first item into the <HEAD> of every webpage you want to track. If you already have a Global Site Tag on your page, simply add the *config* line from the snippet below to your existing Global Site Tag.

```
<!-- Global site tag (gtag.js) - Google Analytics -->
<script async src="https://www.googletagmanager.com/gtag/js?id=UA-109465322-1"></script>
<script>
window.dataLayer = window.dataLayer || [];
function gtag(){dataLayer.push(arguments);}
gtag('js', new Date());
gtag('config', 'UA-109465322-1');
```

</script>

The Global Site Tag provides streamlined tagging across Google's site measurement, conversion tracking, and remarketing products – giving you better control while making implementation easier. By using gtag.js, you will be able to benefit from the latest dynamic features and integrations as they become available. Learn more



#### **STEP 1: READY YOUR WEBSITE**

- GA tracking code on all pages of your website (even checkout page!)
- Make sure you don't have two instances of the same code on the same page



Search Console

## Google Search Console

Google Search Console is a free service offered by Google that helps you monitor and maintain your site's presence in Google Search results.

It shows the **keywords folks are searching where your site shows** up in search results. It **tells your position** in the search results and clicks.

|    | Queries   | Clicks ▼ | Impressions | CTR    | Position | -  |
|----|---|----------|-------------|--------|----------|----|
| 1  | whereoware 🖾  | 533      | 840         | 63.45% | 1.0      | >> |
| 2  | whereoware careers 🖻                                  | 43       | 51          | 84.31% | 1.0      | >> |
| 3  | where o ware 🖻  | 34       | 55          | 61.82% | 1.0      | >> |
| 4  | whereowhere E <sup>a</sup>                            | 24       | 40          | 60%    | 1.0      | >> |
| 5  | where o where 🖻                                       | 13       | 138         | 9.42%  | 2.4      | >> |
| 6  | whereowear 🖾  | 10       | 19          | 52.63% | 1.0      | >> |
| 7  | whereoware IIc $\mathbb{C}^{2}$                       | 6        | 14          | 42.86% | 1.0      | >> |
| 8  | whereoware chantilly va $\mathbb{C}^n$                | 6        | 14          | 42.86% | 1.0      | >> |
| 9  | whereware 🖾   | 2        | 6           | 33.33% | 4.7      | >> |
| 10 | codeperfect 🖾   | 2        | 20          | 10%    | 6.9      | >> |
| 11 | digital sales consultant job description $\mathbb{P}$ | 2        | 26          | 7.69%  | 6.0      | »  |

Connecting Search Console with Google Analytics



**Connecting Search Console with Google Analytics** 



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Connecting Search Console with Google Analytics



Connecting Google Ads with Google Analytics



eo All Products



Google Ads

|                                |   | Acquisition   |   |   |  | Behavior                                       |  | Conversions                                    | eCommerce 🔻                                   |  |
|--------------------------------|---|---|---|---|--|--|--|--|---|--|
| Campaign / Campaign ID         |   | Clicks  | Cost 🕐  | CPC ?   | Sessions (?)                               | Bounce Rate                                    | Pages /<br>Session                           | Ecommerce<br>Conversion<br>Rate                | Transactions                                  | Revenue 3  |
|                                |   | <b>130,839</b><br>% of Total:<br>100.00%<br>(130,839) | \$31,087.51<br>% of Total: 100.00%<br>(\$31,087.51) | \$0.24<br>Avg for<br>View:<br>\$0.24<br>(0.00%) | 141,225<br>% of Total:<br>27.34% (516,482) | 26.84%<br>Avg for View:<br>33.17%<br>(-19.09%) | 7.82<br>Avg for<br>View:<br>6.79<br>(15.29%) | 1.41%<br>Avg for<br>View:<br>1.15%<br>(21.82%) | <b>1,987</b><br>% of Total:<br>33.31% (5,965) | \$130,017.90<br>% of Total: 32.78%<br>(\$396,627.38) |
| 1.                             | ٨ | 22,745 (17.38%)                                       | \$5,312.43 (17.09%)                                 | \$0.23  | <b>29,700</b> (21.03%)                     | 18.82%   | 8.87   | 1.68%  | <b>498</b> (25.06%)                           | \$35,087.82 (26.99%)                                 |
| 2.                             | ٨ | 31,909 (24.39%)                                       | \$8,422.32 (27.09%)                                 | \$0.26  | 38,438 (27.22%)                            | 21.00%   | 8.92   | 1.22%  | 470 (23.65%)                                  | \$30,862.29 (23.74%)                                 |
| 3.                             | ٨ | 11,457 (8.76%)  | \$3,526.08 (11.34%)                                 | \$0.31  | 14,576 (10.32%)                            | 16.77%   | 9.51   | 2.12%  | 309 (15.55%)                                  | \$21,125.14 (16.25%)                                 |
| 4. Shopping (B2C)<br>225433173 | Λ | 20,858 (15.94%)                                       | \$4,894.26 (15.74%)                                 | \$0.23  | 24,186 (17.13%)                            | 52.21%   | <mark>4.1</mark> 0                           | 1.75%  | 423 (21.29%)                                  | \$20,708.96 (15.93%)                                 |
| 5.                             | A | 11,175 (8.54%)  | \$2,270.96 (7.31%)                                  | \$0.20  | 13,563 (9.60%)                             | 22.89%   | 8.78   | 1.00%  | 136 (6.84%)                                   | \$10,512.66 (8.09%)                                  |

### **STEP 3: START TRACKING CAMPAIGNS**

- Track external traffic by appending
   UTM parameters to URLs (https://gadev-tools.appspot.com/campaign-urlbuilder/)
  - Email campaigns
  - 3<sup>rd</sup> party campaigns
  - Non-Google Ads

| * Wobsito UPI       |  |
|---------------------|--|
| Website OKL         | www.whereoware.com   |
|                     |  |
|                     | The full website URL (e.g. https://www.example.com )                     |
| Campaign Source     | Facebook   |
|                     | The referrer: (e.g. google , newsletter )                                |
| Campaign Medium     | Display  |
|                     | Marketing medium: (e.g. cpc , banner , email )                           |
| Campaign Name       | 170726-FacebookAd101   |
|                     | Product, promo code, or slogan (e.g. spring_sale )                       |
| Campaign Term       |  |
|                     | Identify the paid keywords   |
| Campaign Content    | SingleImage  |
|                     | Use to differentiate ads   |
|                     |  |
| Share the gen       | erated campaign URL  |
| Use this URL in any | promotional channels you want to be associated with this custom campaign |
|                     |  |

#### **STEP 3: TRACK CAMPAIGNS**

|   |                        |   | Acquisition                                      |   |   |  | Behavior   |  | Conversions eCommerce                    | *                                    |   |
|---|------------------------|---|--|---|---|--|--|--|--|--------------------------------------|---|
|   | Campaign / Campaign ID |   | Clicks 🕘 🤟                                       | Cost 🕐  | CPC 💿                                     | Sessions (2)                                     | Bounce Rate  | Pages / Session                        | Ecommerce Conversion<br>Rate             | Transactions                         | Revenue   |
|   |                        |   | <b>27,900</b><br>% of Total: 100.00%<br>(27,900) | \$6,589.97<br>% of Total: 100.00%<br>(\$6,589.97) | \$0.24<br>Avg for View: \$0.24<br>(0.00%) | <b>32,712</b><br>% of Total: 21.61%<br>(151,404) | <b>26.47%</b><br>Avg for View: 33.11%<br>(-20.05%) | 7.77<br>Avg for View: 6.57<br>(18.26%) | 1.90%<br>Avg for View: 1.32%<br>(43.84%) | 620<br>% of Total: 31.08%<br>(1,995) | \$47,099.82<br>% of Total: 32.08%<br>(\$146,804.64) |
|   | 1.                     | ٨ | 12,555 (45.00%)                                  | \$3,032.65 (46.02%)                               | \$0.24                                    | 16,491 (50.41%)                                  | 18.78%   | 9.06                                   | 1.87%                                    | 308 (49.68%)                         | \$24,221.50 (51.43%)                                |
| 0 | 2.                     | ٨ | 5,361 (19.22%)                                   | \$1,263.36 (19.17%)                               | \$0.24                                    | 6,466 (19.77%)                                   | 49.18%   | 4.47                                   | 2.29%                                    | 148 (23.87%)                         | \$9,367.85 (19.89%)                                 |
| D | 3.                     | ٨ | <b>1,667</b> (5.97%)                             | \$559.35 (8.49%)                                  | \$0.34                                    | 2,028 (6.20%)                                    | 24.65%   | 7.27                                   | 1.73%                                    | 35 (5.65%)                           | \$3,124.64 (6.63%)                                  |
|   | 4.                     | ٨ | <b>1,603</b> (5.75%)                             | \$469.34 (7.12%)                                  | \$0.29                                    | 1,915 (5.85%)                                    | 29.19%   | 8.12                                   | 0.78%                                    | 15 (2.42%)                           | \$995.16 (2.11%)                                    |
| ۵ | 5.                     | Λ | <b>1,567</b> (5.62%)                             | \$494.61 (7.51%)                                  | \$0.32                                    | 1,800 (5.50%)                                    | 27.22%   | 6.62                                   | 1.39%                                    | 25 (4.03%)                           | \$2,051.34 (4.36%)                                  |

|   | Administration   |   |                     |   |                            |   |  |
|---|------------------|---|---------------------|---|----------------------------|---|--|
|   | Test             |   |                     |   |                            |   |  |
| _ | ACCOUNT          |   | PROPERTY            |   | VIEW                       |   |  |
| + | Test             | • | Test -              | ۲ | All Web Site Data          | • |  |
|   | Account Settings |   | Property Settings   |   | View Settings              |   |  |
|   | User Management  |   | 😬 User Management   |   | user Management            |   |  |
|   | Y All Filters    |   | .jS Tracking Info   |   | Goals                      |   |  |
|   | Ohange History   |   | PRODUCT LINKING     |   | Content Grouping           |   |  |
|   | Trash Can        |   | AdWords Linking     |   | <b>T</b> Filters           |   |  |
|   |                  |   | AdSense Linking     |   | Channel Settings           |   |  |
|   |                  |   | Ad Exchange Linking |   | Ecommerce Settings         |   |  |
| ¢ |                  |   | All Products        |   | Dd Calculated Metrics BETA |   |  |

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- **Destination**: user reaches a specified web page or app screen
- **Duration**: user spends specified amount of time on site or app

- **Pages/Screens per session**: user views specified number of pages or screens
- **Event**: user conducts a specified action, like viewing a video

| Joal description  |   |  |
|---|---|--|
| lame  |   |  |
| Download Whitepaper A   |   |  |
| Goal slot ID  |   |  |
| Goal Id 1 / Goal Set 1 👻  |   |  |
| vne   |   |  |
| Destination ex: thanks.html                                     |   |  |
| Duration ex: 5 minutes or mo                                    | re  |  |
| Pages/Screens per session                                       | ex: 3 pages   |  |
| Event ex: played a video  |   |  |
| Smart Goal Smart Goal not a                                     | vailable.   |  |
| Measure the most engaged visits improve your AdWords bidding. L | to your website and automatically turn<br>earn more | those visits into Goals. Then use those Goals to |
| Continue  |   |  |
| joal details  |   |  |

- **Destination**: user reaches a specified web page or app screen
- **Duration**: user spends specified amount of time on site or app
- **Pages/Screens per session**: user views specified number of pages or screens
- **Event**: user conducts a specified action, like viewing a video



|                          | Acquisition                                       |  |  | Behavior                                     |   |  | Conversions                                | All Goals 💌                              |
|--------------------------|---|--|--|--|---|--|--|--|
| Default Channel Grouping | Sessions  | % New<br>Sessions                            | New Users                              | Bounce Rate                                  | Pages /<br>Session                              | Avg. Session<br>Duration                         | Goal<br>Conversion<br>Rate ⑦               | Goal<br>Completions                      |
|                          | <b>1,155</b><br>% of Total:<br>100.00%<br>(1,155) | 64.76%<br>Avg for View:<br>64.76%<br>(0.00%) | 748<br>% of Total:<br>100.00%<br>(748) | 64.59%<br>Avg for View:<br>64.59%<br>(0.00%) | <b>1.71</b><br>Avg for<br>View: 1.71<br>(0.00%) | 00:01:30<br>Avg for View:<br>00:01:30<br>(0.00%) | 3.90%<br>Avg for View:<br>3.90%<br>(0.00%) | <b>45</b><br>% of Total:<br>100.00% (45) |
| 1. Email                 | 301 (26.06%)                                      | 45.51%                                       | 137 (18.32%)                           | 44.85%                                       | 2.03  | 00:01:50   | 3.32%                                      | 10 (22.22%)                              |
| 2. Direct                | <b>298</b> (25.80%)                               | 87.92%                                       | 262 (35.03%)                           | 72.48%                                       | 1.48  | 00:00:39   | 3.02%                                      | 9 (20.00%)                               |
| 3. Organic Search        | 185 (16.02%)                                      | 82.16%                                       | 152 (20.32%)                           | 83.24%                                       | 1.28  | 00:00:48   | 1.62%                                      | 3 (6.67%)                                |
| 4. Paid Search           | 149 (12.90%)                                      | 88.59%                                       | 132 (17.65%)                           | 90.60%                                       | 1.17  | 00:00:49   | 10.74%                                     | 16 (35.56%)                              |
| 5. Referral              | 110 (9.52%)                                       | 16.36%                                       | 18 (2.41%)                             | 49.09%                                       | 2.43  | 00:03:41   | 3.64%                                      | 4 (8.89%)                                |
| 6. Social                | <b>62</b> (5.37%)                                 | 53.23%                                       | 33 (4.41%)                             | 79.03%                                       | 1.58  | 00:01:32   | 4.84%                                      | 3 (6.67%)                                |
| 7. (Other)               | 50 (4.33%)  | 28.00%                                       | <b>14</b> (1.87%)                      | 6.00%  | 2.84  | 00:04:12   | 0.00%                                      | 0 (0.00%)                                |





## **STEP 5: ENABLE ECOMMERCE**

Only relevant if you have an ecommerce site



## **STEP 5: ENABLE ECOMMERCE**

Only relevant if you have an ecommerce site

| Default Channel Grouping | Sessions 🕐 🤟  | % New<br>Sessions                            | New Users ?                                    | Bounce Rate   | Pages /<br>Session                          | Avg. Session<br>Duration                         | Ecommerce<br>Conversion<br>Rate                      | Transactions<br>?                              | Revenue ?   |
|--------------------------|---|--|--|---|---|--|--|--|---|
|                          | <b>182,876</b><br>% of Total:<br>100.00%<br>(182,876) | 59.75%<br>Avg for View:<br>59.63%<br>(0.19%) | 109,261<br>% of Total:<br>100.19%<br>(109,049) | <b>33.36%</b><br>Avg for View:<br>33.36%<br>(0.00%) | 6.45<br>Avg for<br>View:<br>6.45<br>(0.00%) | 00:03:44<br>Avg for View:<br>00:03:44<br>(0.00%) | <b>1.22%</b><br>Avg for<br>View:<br>1.22%<br>(0.00%) | <b>2,234</b><br>% of Total:<br>100.00% (2,234) | \$158,778.58<br>% of Total: 100.00%<br>(\$158,778.58) |
| 1. Organic Search        | 71,835 (39.28%)                                       | 62.99%                                       | 45,250 (41.41%)                                | 32.79%  | 6.13  | 00:03:26   | 1.05%  | 755 (33.80%)                                   | \$51,022.56 (32.13%)                                  |
| 2. Paid Search           | <b>45,047</b> (24.63%)                                | 51.94%                                       | 23,397 (21.41%)                                | 25.50%  | 7.79  | 00:04:15   | 1.62%  | <b>732</b> (32.77%)                            | \$53,908.17 (33.95%)                                  |
| 3. Direct                | 32,452 (17.75%)                                       | 71.84%                                       | 23,313 (21.34%)                                | 44.16%  | 6.05  | 00:04:11   | 1.16%  | 375 (16.79%)                                   | \$28,055.98 (17.67%)                                  |
| 4. Email                 | 19,251 (10.53%)                                       | 40.21%                                       | 7,741 (7.08%)                                  | 32.49%  | 6.07  | 00:03:31   | 1.01%  | 195 (8.73%)                                    | \$14,795.19 (9.32%)                                   |
| 5. Social                | <b>4,729</b> (2.59%)                                  | 69.63%                                       | <b>3,293</b> (3.01%)                           | 43.56%  | 5.20  | 00:02:39   | 1.37%  | 65 (2.91%)                                     | \$3,347.35 (2.11%)                                    |
| 6. (Other)               | 3,795 (2.08%)   | 79.16%                                       | 3,004 (2.75%)                                  | 40.37%  | 5.03  | 00:01:55   | 0.79%  | <b>30</b> (1.34%)                              | \$2,346.21 (1.48%)                                    |
| 7. Facebook Promoted     | <b>2,293</b> (1.25%)                                  | 51.50%                                       | 1,181 (1.08%)                                  | 26.82%  | 5.60  | 00:03:35   | 0.35%  | 8 (0.36%)                                      | \$660.74 (0.42%)                                      |
| 8. Referral              | 1,722 (0.94%)   | 44.72%                                       | 770 (0.70%)                                    | 32.52%  | 8.09  | 00:06:00   | 4.18%  | <b>72</b> (3.22%)                              | \$4,495.39 (2.83%)                                    |
| 9. Instagram             | <b>1,556</b> (0.85%)                                  | 77.12%                                       | <b>1,200</b> (1.10%)                           | 34.32%  | 2.06  | 00:01:12   | 0.06%  | 1 (0.04%)                                      | \$105.00 (0.07%)                                      |
| 0. Display               | <b>148</b> (0.08%)                                    | 53.38%                                       | <b>79</b> (0.07%)                              | 36.49%  | 6.75  | 00:04:05   | 0.68%  | 1 (0.04%)                                      | \$41.99 (0.03%)                                       |

Site Search

| • | Content Grouping     Filters     Chappel Sattings |               | you explicit information about the search terms users employ, providing insight into what they want to find on your site, the language they use to define your goods or services, as well as language you can use in your keyword lists. |
|---|---|---------------|--|
| 2 | Ecommerce Settings                                | View Settings | Copy view Move to trash can  |

Site Search





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Site Search

| Search Term     | Total Unique Searches                            | Results Pageviews /<br>Search      | % Search Exits                                   | % Search Refinements                             | Time after Search 🥐                           | Avg. Search Depth                            |
|-----------------|--|------------------------------------|--|--|---|--|
|                 | <b>35,897</b><br>% of Total: 100.00%<br>(35,897) | 1.16<br>Avg for View: 1.16 (0.00%) | <b>21.12%</b><br>Avg for View: 21.12%<br>(0.00%) | <b>40.99%</b><br>Avg for View: 40.99%<br>(0.00%) | 00:02:45<br>Avg for View: 00:02:45<br>(0.00%) | <b>3.00</b><br>Avg for View: 3.00<br>(0.00%) |
| 1. Christmas    | <b>326</b> (0.91%)                               | 1.16                               | 11.04%   | 24.80%   | 00:03:53                                      | 5.22   |
| 2.              | 319 (0.89%)                                      | 1.06                               | 44.51%   | 5.90%  | 00:02:46                                      | 3.21   |
| 3.              | <b>299</b> (0.83%)                               | 1.24                               | 44.48%   | 4.85%  | 00:02:19                                      | 3.00   |
| 4.              | 223 (0.62%)                                      | 1.15                               | 14.80%   | 17.12%   | 00:04:47                                      | 6.71   |
| 5. Thanksgiving | <b>180</b> (0.50%)                               | 1.12                               | 24.44%   | 30.69%   | 00:03:00                                      | 3.91   |
| 6.              | <b>142</b> (0.40%)                               | 1.11                               | 51.41%   | 3.82%  | 00:01:39                                      | 2.65   |
| 7. Stocking     | <b>134</b> (0.37%)                               | 1.08                               | 57.46%   | 9.66%  | 00:01:36                                      | 1.71   |
| 8. Turkey       | <b>110</b> (0.31%)                               | 1.15                               | 31.82%   | 13.49%   | 00:03:14                                      | 3.27   |
| 9. Halloween    | 108 (0.30%)                                      | 1.21                               | 38.89%   | 23.66%   | 00:02:35                                      | 3.06   |
| 10.             | <b>104</b> (0.29%)                               | 1.12                               | 34.62%   | 19.83%   | 00:03:04                                      | 3.53   |

Demographics



Demographics



Demographics





Demographics

|  | Acquisition                                      |   | Behavior                                  |  |  | Conversions eCommerce •                          |   |           |
|--|--|---|---|--|--|--|---|-----------|
| In-Market Segment 🕜  | Sessions 🧿 🎍                                     | % New<br>Sessions                             | New Users 🧿                               | Bounce Rate                                    | Pages /<br>Session                           | Avg. Session<br>Duration                         | Transactions                                  | Revenue 📀 |
|  | <b>89,479</b><br>% of Total:<br>48.93% (182,876) | 57.25%<br>Avg for View:<br>59.63%<br>(-4.00%) | 52,448<br>% of Total:<br>48.10% (109,049) | 28.07%<br>Avg for View:<br>33.36%<br>(-15.85%) | 7.16<br>Avg for<br>View:<br>6.45<br>(11.05%) | 00:03:56<br>Avg for View:<br>00:03:44<br>(5.28%) | <b>1,219</b><br>% of Total:<br>54.57% (2,234) |           |
| I. Home & Garden/Home Decor  | <b>51,825</b> (4.84%)                            | 56.31%  | 29,184 (4.76%)                            | 28.14%   | 7.17   | 00:03:58   | 685 (4.96%)                                   | \$        |
| 2. Home & Garden/Home Furnishings  | <b>39,347</b> (3.67%)                            | 55.45%  | 21,819 (3.56%)                            | 27.63%   | 7.34   | 00:04:03   | <b>531</b> (3.84%)                            | \$        |
| Apparel & Accessories/Women's<br>Apparel   | 31,377 (2.93%)                                   | 56.57%  | 17,749 (2.90%)                            | 26.98%   | 7.37   | 00:04:00   | 420 (3.04%)                                   | \$        |
| 4. Travel/Hotels & Accommodations  | <b>28,519</b> (2.66%)                            | 57.10%  | <b>16,283</b> (2.66%)                     | 26.88%   | 7.31   | 00:03:58   | 410 (2.97%)                                   | \$        |
| Real Estate/Residential<br>Properties/Residential Properties<br>(For Sale)/Houses (For<br>Sale)/Preowned Houses (For Sale) | <b>24,031</b> (2.24%)                            | 57.34%  | <b>13,780</b> (2.25%)                     | 25.38%   | 7.47   | 00:04:05   | 335 (2.42%)                                   | \$        |
| Gifts & Occasions/Party Supplies &   | <b>21,759</b> (2.03%)                            | 55.16%  | 12,002 (1.96%)                            | 27.13%   | 7.53   | 00:04:05   | <b>318</b> (2.30%)                            | S         |

# **QUESTIONS?**

#### We're here to help.

**Contact us:** 



14399 Penrose PI #450, Chantilly, VA 20151

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info@whereoware.com

#### WHEREOWARE

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y @whereoware