# **Keyword Discovery User Manual**

www.keyworddiscovery.com

**Help and Support at:** 

www.keyworddiscovery.com/support.html

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## Introduction

Keyword research is the foundation to successfully marketing your website on the Internet. Finding and implementing the most popular and relevant keywords is vital to driving traffic to your website.

Whether you are optimizing your website, maximizing your PPC campaigns, Keyword Discovery will help find your keyword gems to start taking traffic from your competitors. Keyword Discovery provides the most advanced keyword research and analysis tool with incomparable features. Multiple database options including Industry terms and language/regional databases and nearly 40 advanced features.

### With Keyword Discovery, you can:

- Optimize website content and meta tags
- Maximize your pay per click advertising campaigns
- Find and target niche audiences
- Take traffic away from your competitors

# An Overview of Keywords and Search Engine Ranking

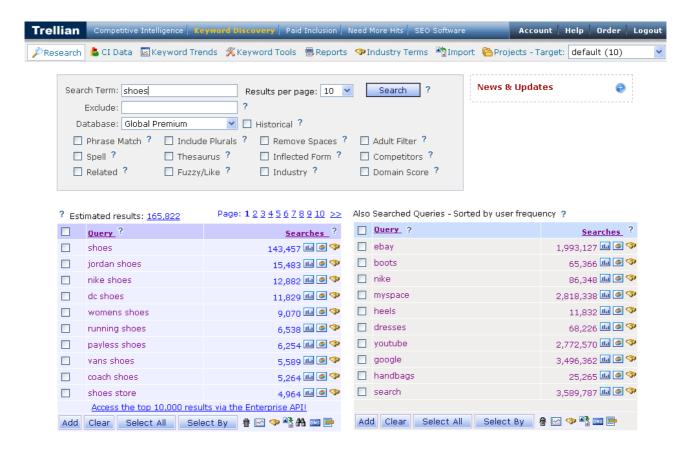
Keywords, also known as search terms, are the words or phrases that people enter into search engines to find websites about or related to that term. To attract more visitors to your page, you need to know which keywords people are using to find similar websites, and optimize your website for these keywords. If a key search phrase is not in at least one of your pages, the search engine will not rank your page highly for that phrase, therefore you are missing out on all the potential traffic the search phrase generates.

To help achieve high ranking on search engines, you need to optimize the keyword content of your web pages. There are several different areas in your webpages where keywords should be placed, not just in the META KEYWORD tag. The keywords need to be used effectively throughout the site, and good rankings can be obtained without resorting to spammy techniques such as listing keywords at the bottom of a page in a white font on a page with a white background.

Most search engines place a large emphasis on the actual text on a web page. As a result, the way that the text on a page is constructed plays an important role in determining the way engines index your site. When building a web site it is important to ensure that your pages contain as much relevant text as possible. Search engines gather keywords from your page contents, and rank your web page based on the keyword density. Keyword density is number of times a word or phrase is counted on a web page. The keywords can appear in the page title, links, content, descriptions and headings.

# **The Keyword Research Interface**

All the features of the Keyword Research tool are available on the main screen. The interface is easy to navigate and is designed to be user friendly. Features that apply to specific tools, such as Project manipulation are found under the relevant sections.



# **The Keyword Research Interface - Toolbar**

All primary tools in Keyword Discovery can be found on the main toolbar.



Rolling over **Keyword Tools** or **Reports** will display a drop-down menu. You can click on a tool in the drop-down menu to go straight to it or click on **Keyword Tools** to go to the main page with deatils on each tool.

#### The main tools are:

- **Research** The Research tool is where to start your keyword research. Enter one or more keywords and click search. From there, you can drill down, analyze or filter your keywords.
- CI Data From here you can manage your <u>Competitive Intelligence</u> subscriptions.
- **Keyword Trends** See trend data, market share, Search Demographics and Search Engine Market Share for upto 5 search terms at once.
- Keyword Tools
  - <u>Cross Reference Tool</u> Use the Cross Reference Tool to quick check if a list of keywords are used on a specific URL.
  - <u>Domain Researcher Tool</u> Use the DNS Researcher to quick check if a search phrase, either excluding spaces or split with a (hyphen) are available to be registered.
  - <u>Google Formatting Tool</u> Use the Formatting tool to generate keyword lists ready for Google AdWords<sup>TM</sup>.
  - **<u>Keyword Density Tool</u>** Use the Keyword Density to quickly check the keyword densities on any URL.
  - **Keyword Filter Tool** Use the Keyword Filter to manage, expand and build up your keyword lists. Run advanced search and replace strings and much more.
  - <u>Keyword Permutations</u> Run Keyword Permutations to quickly check what ordering of keywords in a phrase are most commonly used.

#### • Reports

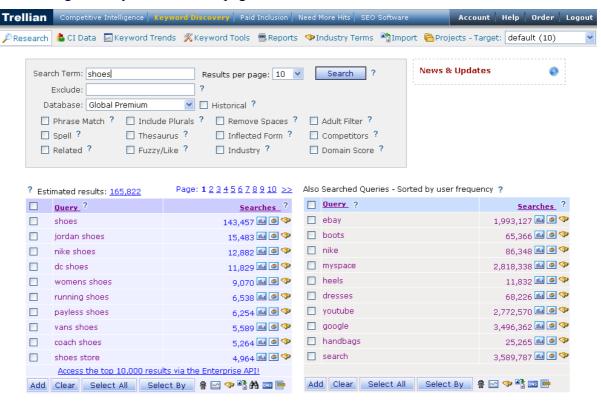
• <u>Top Search Term Lists</u> - Find out what keywords are searched for the most as a whole or in specific countries and even specific search engines, such as Google and Yahoo.

- Exhaustive Keyword Lists The long tail or tail end keyword data, are the gems that not many know about. Since many keywords have more than 1,000 related results, in some cases hundreds of thousands, with the exhaustive list you can have the complete set of results for a given keyword.
- Exhaustive Industry Keyword Lists Just like the "Exhaustive Keyword Lists" above, you can order the full list of keyword that are classified in the same industry or category. This is great for classifying keywords to a specific category.
- <u>Drop Domain Reports</u> If you buy domains via the SnapNames and NameJet drop domain services, then use our Drop Domain Reports to filter and fine tune the daily lists of expiring domains against our KeywordDiscovery database.
- **Keyword Statistics Query Size by Country** Quickly see search behavior trends and how the nature of search differs per country.
- <u>Industry Terms</u> The Industry terms tool provides lists of common search terms grouped by category. This makes it easy to discover some of the top searches for specific industries.
- Import You can import a list of keywords from a file, a URL or copy and paste it into the import field. (Importing is limited to 500 keywords per import, and 5000 keywords per day.)
- <u>Projects</u> From the Projects tool, you can manage your projects or keywords in your projects. The projects tool also includes a translator.
   Next to the Projects button on the toolbar, there is a drop down menu where you can select the Target project (the open project that keywords will be added to).
- <u>Account</u> All your account & subscription settings are available in the account section. See the <u>Account & Subscription</u> frequently asked questions for more information.
- **Help** Mouse over for quick links to the Keyword Discovery <u>frequently asked questions</u>, manual, news and updates, etc
- Order Order Trellian services including Keyword Reports, Competitive Intelligence and SEO Software.
- Logout Logs you out of your account.

# The Keyword Research Interface - Research Box

You intial search will generally be performed using the **Research** box. It allows you access to all databases and search options.

See the **Searching For Keywords** manual page for information on basic searches.



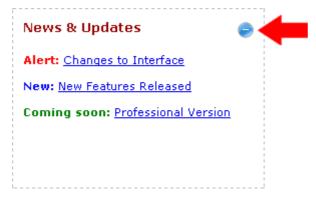
For information on advanced search types, see the <u>Search Types</u> manual page.

For detailed information on the different databases, see the <u>Databases</u> manual page.

# The Keyword Research Interface - News and <u>Updates</u>

The News and Updates box shows important news and updates, such as added features, tools, search types and databases as well as upcoming features.

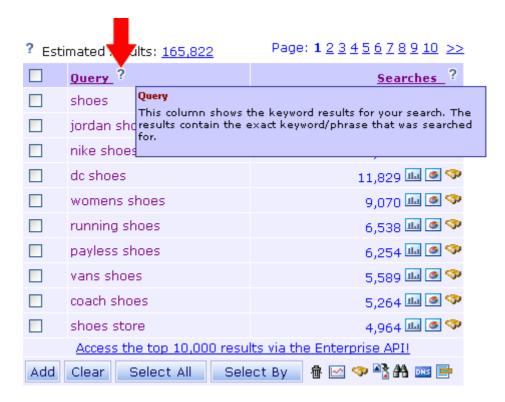
Click on one of the links will take you to the Keyword Discovery News and Updates page.



If you do not wish to see the News and Updates box, you can click the minimise button to hide it. Keyword Discovery will remember your selection.

# **The Keyword Research Interface - Help Icons**

Help icons are displayed for many items. Mouse over the icon to display help for a particular feature.



See the Quick-Start Guide at <a href="http://www.keyworddiscovery.com/quick-start-guide.html">http://www.keyworddiscovery.com/quick-start-guide.html</a>

Frequently Asked Questions are answered at <a href="http://www.keyworddiscovery.com/kd-faq.html">http://www.keyworddiscovery.com/kd-faq.html</a>

A Keyword Discovery tour is available at <a href="http://www.keyworddiscovery.com/tour-overview.html">http://www.keyworddiscovery.com/tour-overview.html</a>

# The Keyword Research Interface - Results Page

After performing a search, initially, you will see two sets of results.

The left set of results are the actual search results. The results are shown from highest number of searches to lowest.

On the right are "Also Searched Queries". These are search terms that people searching for your inital keyword also search for.

See the Also Search Queries manual page for more information.



#### What do the results mean?

The **Searches** colum number represents the actual number of times each keyword or phrase as been searched in the selected database.

These results should be viewed as a benchmark for relative popularity, or ranking by popularity as compared to other searched terms.

#### What do the icons mean?

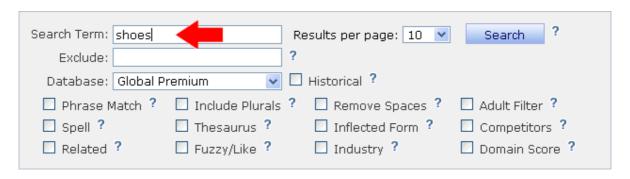
•	? - Help - See the Help Icon manual page.
•	- Trends - Shows a graph of trends for the search term.
•	- Market Share - Shows a pie graph of Search Engine Market share for the search term.

- • Find Industry Categories Shows a list Industry Categories related to the search term.
- **V** In Project Means that this search term is in your current project.
- Add to Project Add the selected keywords to the Target Project.
- Clear Selected Deselects any selected keywords in the results.
- Select All Selects all keywords in the results.
- Select By Selects keywords that match a string you enter.
- 🖶 Delete from Project Deletes the selected keywords from the Target Project.
- Analyze Keywords Analyzes the selected keywords. See the Analyzing Keywords manual page for more information.
- Export Keywords Exports the selected keywords. See the Exporting Keywords manual page for more information.
- A Search & Replace See the <u>Search & Replace</u> manual page.
- Search DNS Cross-references keywords with domains, and displays the availability of the domains. See the Domain Researcher Tool manual page for more information.
- E Cross reference Tool Check your competitor's web site to see which keywords they are using. See the Cross Reference Tool manual page for more information.

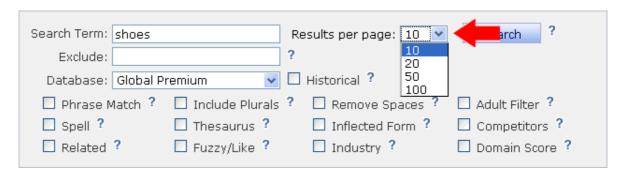
# **Searching For Keywords**

To begin searching for keywords, click on the **Research** button in the main toolbar, and follow these steps:

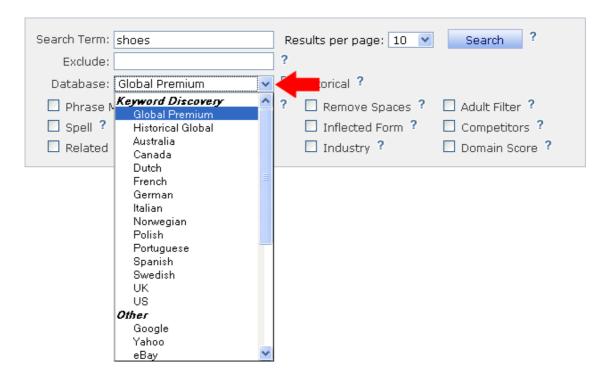
1. Enter a search term in the Search Term field.



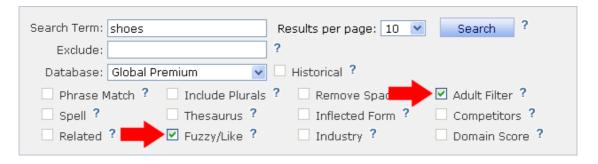
2. Select the number of results to be displayed per page.



3. Select a database. See the <u>Databases manual page</u> for details on database types.



4. Select search filters (optional). See the <u>Search types manual page</u> for details on advanced search types.



- 5. To begin the search, click the **Search** button.
- 6. The search results are displayed. The searches column displays the number of searches for the keyword over the last 12 months for Premium, Regional and Specialty databases (ebay, Shopping, News, Google, Yahoo). Respective historical databases, such as Premium Historical, Regional Historical and Specialty Historical databases are from August 2006 to present. We also have a Historical Global database that is compiled from searches collected since June 2005 to present.



7. To drill down (focus further) on a keyword, click on a keyword in the **Query** column. This image displays search phrases obtained by clicking on the "nike shoes" keyword.



## **Search Types**

By default, Keyword Discovery will search the Global premium database. To search on other databases such as shopping, news, regional, eBay etc. select the database from the list. To set a default database, click on the Account link, then click the Update details link.

An overview of each search type is provided below.

Also see the <u>Databases manual page</u>.

Note: The number of results returned is dependent on the subscription level.

## **Adult Filter**

This function removers search terms containing adult keywords from the result set.

Read More...

## **Competitors**

Based on Trellian Competitive Intelligence user path data, the Competitors feature lists upto the top 100 sites/domains that receive the most traffic for that keyword from Search Engines.

Read More...

## **Domain Score Search**

The Domain score feature is recommended when querying a domain name. It performs 4 separate queries for the keyword entered. The sum of all 4 results, if any, are then represented as the total search volume.

Read More...

## **Exclude terms**

Prevents specific keywords from being displayed in the results. Enter excluded keywords separated by commas.

## **Fuzzy/Like search**

A fuzzy (or "like") search performs a fuzzy string match on the keyword or phrase to return similar search terms. Ideal to find reverse misspellings.

Read More...

## **Include Plurals search**

This option includes plurals of the keyword entered.

Read More...

## **Industry Categories**

Industry Categories search queries the Industry Terms database to list the actual categories that the keyword(s) falls under. This option is useful in matching keywords to specific categories and also in locating related keywords from the same category or niche.

Read More...

## **Inflected Form**

Also searches different forms of the word.

For example: A search for the keyword "swim" will also include results containing the keywords "swam", "swum", "swimming" and "swims".

Read More...

## **Phrase match**

A phrase match search will return search terms containing the keywords in the EXACT order provided.

## **Project search**

To search within a project, select it from the "Database" drop-down box on the search form.

### Related search

A related search will find keywords related to the keyword(s) entered. This may help discover relevant keywords that you may not be targeting, helping you to broaden your keyword range.

Read More...

## **Remove Spaces Search**

This function returns search results with and without spaces of the searched phrase.

Read More...

## **Search and Replace**

Acts like a regular search and replace tool in text editors. Once clicked on, enter a string you wish to replace and then click on OK.

Read More...

## **Spell search**

A spell search will find keyword that are common misspellings for keywords entered. Targeting popular keyword misspellings can often increase traffic.

## **Thesaurus Search**

The Thesaurus search provides a set of keywords and phrases that have similar "word-sense" to keywords entered. This feature complements the Related search feature by looking at a broader spectrum of semantically similar keywords.

# **Search Types - Adult Filter**

This function removes search terms containing adult keywords from the results.

#### For example:

A search for the keyword *camel* will return the following unfiltered results below.



Enabling the adult filter will remove any adult words from being displayed within the results. In the example below, any phrase with *camel toe* will be omitted from the results.



Please report any Adult keywords not filtered to our support team

# **Search Types - Competitors**

Based on Trellian Competitive Intelligence user path data, the Competitors feature lists upto the top 100 sites/domains that receive the most traffic for that keyword from Search Engines. This is great to identify who your main competitors are for a give search term. It is also valuable as it highlights that fact that the #1 ranked sites are not always the ones that receive most of the search traffic.

To do a Competitors search, tick the Competitors option on the research box.

For example: A search for "shoes" will return the following results



The results are in order of traffic. That is, the more traffic the domain received from that keyword the higher up in the list it is. For example, if there were 10 searches done that resulted in clicks to 2 different domains, one had 7 clicks and the other 3 clicks, then we would show the one with 7 clicks first with 70% traffic score an the second domain would show 30% traffic score.

# **Search Types - Domain Score**

The Domain score feature is recommended when querying a domain name.

It performs 4 separate queries for the keyword entered. The sum of all 4 results, if any, are then represented as the total search volume.

To use this feature, enter a domain name and check the "Domain Score" checkbox from the search form.

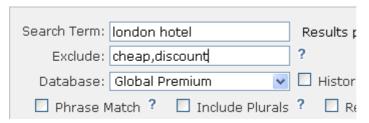
**For example:** A search for "domain" would retreive search counts for domain.com, www.domain.com, http://www.domain.com and http://www.domain.com/ and combine them to give you a total count.



# **Search Types - Exclude Terms**

Keyword exclusion prevents the specified keywords from being displayed in the results. Enter excluded keywords separated by commas.

**For example:** Entering the keywords **cheap,discount** in the "Exclude:" field, and performing a search on **london hotel** 



#### **Returns these results:**



But excludes terms such as: cheap hotel in london, discount london hotel, discount hotel london, etc.

# **Search Types - Fuzzy/Like**

A "like" search performs a fuzzy string match on the keyword or phrase to return similar search terms

To use this feature, enter a keyword and check the "Fuzzy/Like" checkbox from the search form.

**For example:** entering the keyword **"government"** and checking the "Fuzzy/Like" checkbox returns:



Outside of the research search page, a fuzzy/like search can be performed by entering **like:** as the prefix for the search term.

# **Search Types - Include Plurals Search**

This option includes plurals of the keyword in the search results.

To use this feature, enter a keyword and check the "Include Plurals" checkbox from the search form.

**For example:** A search for the keyword "cookie" will also include results containing the keyword "cookies".

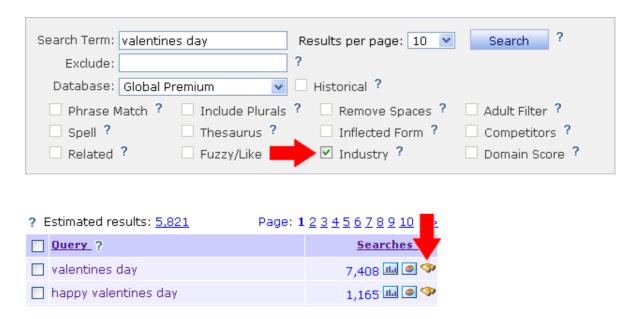


Note: This function is not available on the Historical Global database.

# **Search Types - Industry Categories Search**

Industry Categories search queries the Industry Terms database to list the actual categories that the keyword(s) falls under.

This option is useful in matching keywords to specific categories and also in locating related keywords from the same category or niche.



Enter a search term and click on the Industry button.

Alternatively you can click on the industry terms icon within an existing list of results.

Search Term: valentines day Results per page: 10 V Search ?			
Exclude: ?			
Database: Global Premium			
☐ Phrase Match ? ☐ Include Plurals ? ☐ Remove Spaces ? ☐ Adult Filter ?			
☐ Spell ? ☐ Thesaurus ? ☐ Inflected Form ? ☐ Competitors ?			
☐ Related ? ☐ Fuzzy/Like ? ☑ Industry ? ☐ Domain Score ?			
These are the top categories that receive the most traffic from the search term: <b>valentines day</b> Click on the links below to navigate to the actual Industry Terms category to view other keywords.  See the <u>Industry Terms Methodology</u> page for a detailed explanation of how this unique keyword day  Results: <b>29</b> Results/Page: 10  Regional Categories: Hide Hide			
Industry ? Show			
/Kids_and_Teens/People_and_Society/Holidays_and_Special_Days/Valentine's_Day/History			
/Society/Holidays/Valentine's_Day/Classroom			

To include regional categories such as /Regional/North\_America/United\_States:, click on "Show" within the "Regional Categories:" drop down list.

/Kids\_and\_Teens/People\_and\_Society/Holidays\_and\_Special\_Days/Valentine's\_Day

/Kids\_and\_Teens/People\_and\_Society/Holidays\_and\_Special\_Days

/Society/Holidays/Valentine's\_Day

Top Society	/ Top / Society / Holidays / Val	entine's Day	
Holidays			
Valentine's Day Classroom	These are the top searches driving traffic to sites in this category.  See the <u>Industry Terms Methodology</u> page for a detailed explanation of how this unique keyword database is created.		
Graphics History Opinions  Opinions  Graphics  If you need to know the top searches driving traffic to a splease see the advanced Competitive Intelligence solutions			
	Results: <u>4,513</u>	Page	12345678910
	Ouery	Searches ?	Volume ?
	love quizzes	2,295 📠 🧿 🦠	2.33%
	dance moves	854 🕮 🥥 🤝	1.06%
	love letters	4,795 🛍 🧿 🦠	0.84%
	love calculator	11,710 🛍 🧔 🦠	0.54%
	wedding bouquets	2,518 📠 🧿 🦠	0.49%
	☐ dance stens	၁၄၁ 👊 🧔 🨘	0.48%

love horoscope

build me up buttercup lyrics

0.40%

0.36%

1,758 📠 🍮 🧇

Results represent the categories that the selected keyword fall under. You can drill down further to the specific Industry Terms page to view other keywords that also fall under the same Industry category. In the above example, clicking on /Society/Holidays/Valentine's\_Day displays the top keywords and the volume of traffic being driven to that particular category.

? Estimated results: 5,821	Page: $12345678910 >>$	
Ouery ?	Searches ?	
valentines day	7,408 📠 🥥 🧇	
✓ happy valentines day	1,165 📠 🥥 🧇	
valentines day poems	659 📠 🥥 🧇	
✓ valentines day cards	589 📠 🧿 🧇	
valentines day hearts	466 🕮 🥥 🧇	
✓ valentines day ideas	461 🕮 🥥 🧇	
✓ valentines day gifts	372 📠 🥥 🧇	
valentines day coloring pages	311 📠 🥥 🧇	
valentines day crafts	225 📠 🥥 🧇	
history of valentines day	223 📠 🥥 🧇	
Access the top 10,000 results via the Interprise API!		
Add Clear Select All Select By	k 🖂 😽 👫 🖴 🔤	

You can either search for Industry categories for a single keyword, or a group of keywords. For a group of keywords, simply tick the keywords within an existing list of results you would like to check and click on the Industry Icon at the bottom of the results.

See the <u>Industry Terms Methodology</u> page for a detailed explanation of how the Industry Terms database is created.

## **Search Types - Inflected Form Search**

**Inflected Form Definition:** An alteration of the form of a word by the addition of an affix, as in English *dogs* from *dog*, or by changing the form of a base, as in English *spoke* from *speak*, that indicates grammatical features such as number, person, mood, or tense.

To use this feature, enter a keyword and check the "Inflected Form" checkbox from the search form. In other words, this option includes the inflected form of the keyword in the search results.

For example: A search for the keyword *run* will also include results containing the keywords *ran*, *runs* and *running*.

As a result Keyword Discovery will perform a search for every Inflected Form type and provide the a list of the top searched for results, and in this case would include search terms such as:



#### **NOTES:**

Keep in mind that in English only some words have inflected forms, where keyword *run* has an inflected form but keywords *running* or *ran* do not.

This function is not available on Historical databases.

# **Search Types - Phrase Match Search**

A phrase match search performs a broad match search, which only returns the keyword phrases that match the order of the keywords provided.

To use this feature, enter a keyword and check the "Phrase Match" checkbox from the search form.

For example: "free hosting" will return only the keyword phrases that match the order of the keywords. The keyword "free web hosting" would not be included in the results.



Outside of the research search page a phrase search can be performed by surrounding the keyword with quotes - "

## **Search Types - Related**

There may be keywords that are closely related to your web site's purpose that you are not targeting. There could also be different words or names that have the same meaning as other words due to regional or cultural differences.

To use this feature, enter a keyword and check the "Related" checkbox from the search form.

**For Example:** Consider an online store selling shoes. To find related terms, you would enter "shoes"

The results will include words such as:



Outside of the research search page a related search can be performed by prefixing your search term with **related:** 

# **Search Types - Remove Spaces**

This feature allows the option to search for keywords with and without spaces.

To use this feature, enter a keyword and check the "Remove spaces" checkbox from the search form.

For example: A search for the keyword *motor bike* will also include results containing the keywords *motor bike* and *motorbike*.



# **Search Types - Search and Replace**

Acts like a regular search and replace tool in text editors. Once clicked on, enter a string you wish to replace and then click on OK. You will be prompted again for the string you wish to replace it with. In this example, shoes has been replaced with slippers. "Mens shoes" will be replaced by "Mens slippers" and returned with the relevant search counts. Results are in descending order from the most search counts to lowest. Terms with no search counts will not be displayed.



# <u>Search Types - Spell Search - (Fetch terms that</u> <u>are also misspellings)</u>

Many people have difficulty spelling, make typing mistakes when entering keywords or simply write words in a different way, for example, the word "color" in the US is written as "Colour" in Australia.

To use this feature, enter a keyword and check the "Spell" checkbox from the search form.

You can take advantage of this by targeting commonly misspelled keywords. These keywords are often far less competitive than the correctly spelled keyword.

**For Example:** You are running a hotel business, lets try and find the different ways people spell the word accommodation.

Enter the keyword **accommodation** and check the "Spell" checkbox.

? Estimated results: 823		Page: 1 2 3 4 5 6 7 8 9 10 >>	
■ Word	Similarity ?	Searches ?	Queries ?
accommodation	100%	280,428 🕮 🥌 🧇	48,024
accomodation	75%	95,769 🌆 🥌 🧇	25,166
accomodations	50%	43,259 🛍 🥌 🧇	12,284
accommodations	75%	31,723 🌆 🥌 🧇	6,525
accomadation	50%	21,380 🕮 🥌 🧇	6,738
accomadations	25%	4,902 🕮 🥌 🧇	2,322
accomidation	50%	3,381 🍱 🥌 🧇	1,504
accommadation	75%	2,820 🌆 🍮 🧇	1,028
accommodate	25%	2,512 🍱 🥌 🧇	400
accomidations	25%	1,867 🍱 🥌 🧇	1,002
Access the top 10,000 results via the Enterprise API!			
Add Clear Select All Select By 🖀 🗠 🤝 👫 🚥 🚍			

Note, the different ways in which people misspelled "accommodation".

If you target the common keyword misspellings in your PPC campaigns and even in organic SEO, you can get a real edge over your competition.

Outside of the research search page a spell search can be performed by prefixing your search term with **spell:** 

# **Search Types - Thesaurus Search**

The Thesaurus search allows you to find search terms that have similar 'word-sense' to the keyword entered. This feature complements the *Related Search* feature by looking at a broader spectrum of semantically similar keywords.

To use this feature, enter a keyword and check the "Thesaurus" checkbox from the search form.

For example: a search for the keyword "translator" will return the following words:

Results: 15		Page: 1 <u>2</u> <u>&gt;&gt;</u>
	Query ?	Searches ?
	translator	28,933 🍱 🥥 🧇
	program	7,106 🕮 🥥 🧇
	interpreter	1,811 🍱 🥥 🧇
	programme	1,782 🍱 🥥 🧇
	linguist	513 📠 🥥 🧇
	mediator	471 🕮 🥥 🧇
	transcriber	399 📠 🧔 🧇
	polyglot	241 🕮 🥥 🧇
	computer program	112 🕮 🥥 🧇
	intercessor	99 📠 🧔 🧇
Access the top 10,000 results via the Enterprise API!		
Ad	d Clear Select All Select By 1	) 🗠 🧇 👫 👫 🔤 🚍

### **Databases**

By default, Keyword Discovery will search the Global premium database. To search on other databases such as shopping, news, regional, eBay etc. select the database from the list. To set a default database, click on the Account link, then click the Update details link.

An overview of each database is provided below.

Also see the <u>Search Types manual page</u>.

*Note: The number of results returned is dependent on the subscription level.* 

### **Global Premium**

The Global Premium database contains over 4.4 billion keyword searches based purely on user panel data, which is is less prone to skew caused by automated agents.

Read More...

### Regional

The regional databases contains searches performed by users in that region, and searches on engines in that region. eg. The UK database contains searches made by UK users, and searches on UK search engines by users in ANY region.

### **Also Searched**

The keywords listed in the **Also Searched** column are the most commonly searched keywords, searched for by the same users that also searched for the supplied search term. To qualify, the also searched keywords had to be searched for in the same session on the same day as the supplied search term.

Read More...

### **Historical**

By checking the Historical checkbox, you will see results from August 2006 to present. **Note:** Avaliable for the Global Premium and Regional databases only.

Read More...

### **Historical Global**

The Historical Global Database (can be found in the drop down list of keyword databases) contains over 36 billion keyword searches performed worldwide from over 200 different sources. Based on data from June 2005 to present.

Read More...

#### Adult database

The adult database returns search terms containing adult keywords.

For example: A search for the keyword "wear" returns "sexy club wear" and "erotic wear".

### eBay database

The eBay database contains searches performed at eBay. It provides the ability to find what eBay buyers are looking for, potential opportunities and high conversion keywords for use in PPC campaigns.

### Google database

The Google database contains searches performed at Google.com and localized Google sites such as google.es, google.fr etc. Data is collected from our user panel.

### **Industry Keywords**

The Industry terms tool provides lists of common search terms grouped by category. This makes it easy to discover some of the top searches for specific industries. To display the Industry terms, click on the Industry terms button in the toolbar.

Read More...

#### News database

The news database contains searches performed at major news sites and news portals such as Google news. It provides the ability to identify and monitor current news trends.

### **Question Phrases database**

Question phrases will help you find search terms in which the user is asking a question. **For example:** A search for the keyword "tyre" returns "how to fix a bycycle tyre puncture" and "where can i find a tyre fitting job".

### **Shopping database**

The shopping database contains searches performed at major ecommerce and shopping sites such as Amazon, Buy, Bizrate, Froogle, shopping, Yahoo shopping and many others. This data can show you how customers search for products on major shopping sites, how they think about products, which search phrases they use, what specific SKUs that are most searched for etc.

#### Yahoo database

The Yahoo database contains searches performed at Yahoo.com and localized Yahoo sites such as au.yahoo.com, fr.yahoo.com etc. Data is collected from our user panel.

### **Databases - Global Premium**

Skew is a major problem that has traditionally faced all keyword suggestion services. Typically search statistics reported on popular queries are impacted by various automated agents such as search engine crawlers, rank and bid checkers. These inflate the true search numbers making it difficult to accurately estimate available traffic.

To overcome this problem, the Global Premium database contains over 4.4 billion keyword searches based purely on user panel data. This data is is less prone to skew caused by automated agents.

The Global Premium Database is the default database and can be changed by selecting another database from the "Database" drop-down menu on the search form.

Keyword Discovery is currently the only keyword research service with this level of data quality.

Below is an example on the search term "ipod" from both our Global Premium and Historical Global databases.

Global Premium Database		Historical Global Database	
P Estimated results: 116,844	Page: 1 <u>2 3 4 5 6 7 8 9 10</u> ≥>	? Estimated results: 438,009	Page: 1 2 3 4 5 6 7 8 9 10 >>
Ouery ?	<u>Searches</u> ?	Ouery ?	<u>Searches</u> ?
ipod ipod	188,639 🌆 🥥 🤝	ipod ipod	4,002,517 📠 🥌 🧇
ipod touch	53,274 🌆 🥥 🧇	apple ipod	595,733 📠 🧿 🧇
ipod nano	38,734 📠 🥥 🧇	ipod accessories	489,591 🌆 🥥 🧇
ipod shuffle	9,974 📠 🥌 🧇	free ipod	449,195 🕮 🥑 🧇
apple ipod	9,956 📠 🗿 🧇	free ipod nano	328,527 📠 🥑 🧇
ipod classic	6,130 📠 🗿 🧇	apple ipod mini	265,653 📠 🧿 🧇
ipod accessories	4,198 📠 🥥 🧇	ipod nano	252,613 📠 🥥 🧇
ipod video	4,009 📠 🥥 🧇	ipod mini	233,863 📠 🥥 🧇
ipod firmware 1.3	3,381 📠 🥥 🧇	ipod case	161,870 📠 🥥 🧇
ipod firmware 1.3 features	3,380 📠 🥥 🧇	ipod shuffle	142,451 🕮 🥥 🧇
Access the top 10,000 results via the Enterprise API!		Access the top 10,000 results via the Enterprise API!	
Add Clear Select All Select By & 😭 😂 🥎 👫 🕮 🚍		Add Clear Select All Select By 😝 🤝 👫 🔤 📑	

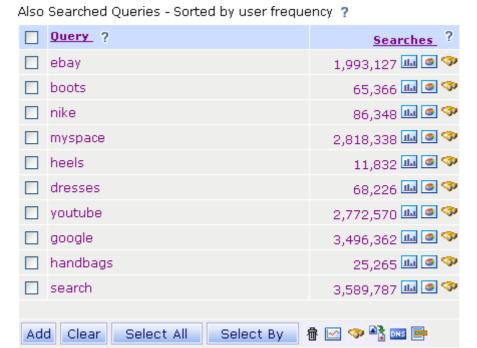
## **Databases - Also Searched Queries**

The keywords listed in the **Also Searched** column are the most commonly searched keywords, searched for by the same users that also searched for the supplied search term. To qualify, the also searched keywords had to be searched for in the same session on the same day as the supplied search term.

The order of the results is based **User Frequency**. That is, the more users that did the same search, the higher that term is in the results.

Also search queries are automatically displayed in the right set of results when performing a normal search.

For example: Searching for "shoes" would return this in the right set of results.



**Also Searched** results are great for brain storming and identifying new potential trends, paths and niche terms that others users have performed in the past.

NOTE: For very popular terms, we recommend to use the Adult filter.

### **Databases - Historical**

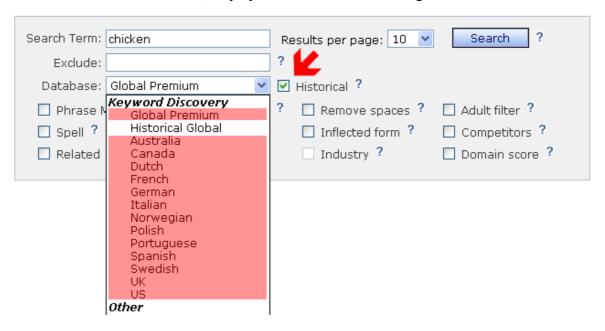
There are now 2 types of historical keyword databases:

- 1. Historical Databases
- **2. Historical Global Database** (the original keyword database)

#### **Historical Databases**

By ticking the **Historical** checkbox, reasults displayed are from August 2006 onwards for selected databases, including Global Premium, Australian, Canadian, Dutch, French, German, Italian, Norwegian, Polish, Portuguese, Spanish, Swedish, UK and US.

If the Historical box is left un-ticked, displayed results will be a rolling 12 months of data.



#### This feature is not avaliable when using the Historical Global database.

The search counts are collected from a user panel of around 3 million users, and are thus real searches performed and not estimates. This is the reason why the search volumes reported will be smaller than what they would be if we did have all internet users in our panel.

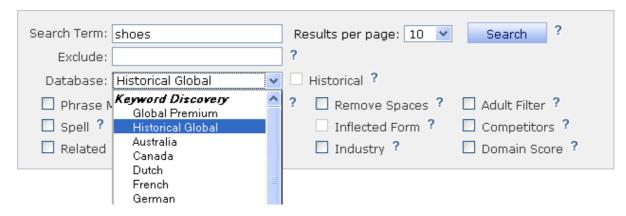
Search numbers should be used relative to other terms, but more importantly the common skews generated by rank checkers and other automated scripts found in other tools are minimized.

### **Databases - Historical Global**

There are now 2 types of historical keyword databases:

- 1. Historical Databases
- **2. Historical Global Database** (the original keyword database)

#### **Historical Global Database**



The Historical Global Database (can be found in the drop down list of keyword databases) includes data from all data sources since June 2005 onwards. This includes data from search engine logs themselves that include unfortunately a lot of "spam" and "automated" searches that artificially inflate the search counts.

Keep in mind that the Historical Global Database includes data from a longer period of time. That is why the numbers in Historical Global Database should not be used or relied upon, especially those in the top of the lists.

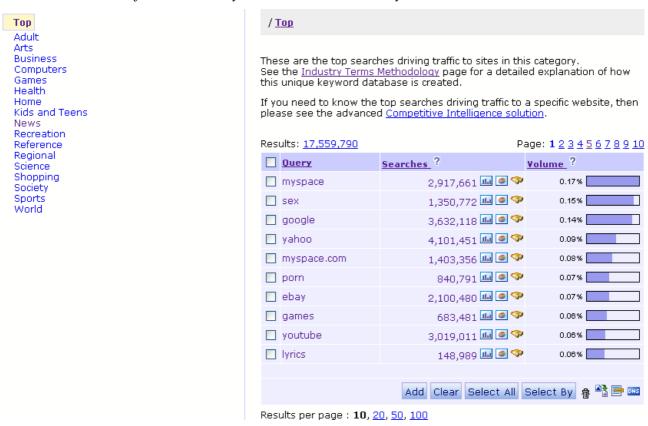
However the Historical Global database is very useful and servers 2 great objectives:

- 1. Ideal for tail end and niche research. As we have included all the keywords that we have collected to date, it is great at finding those relevant, yet not so frequently searched for terms. So great at finding those elusive keywords.
- 2. Great to build up **stop word** lists for PPC campaigns... If we have any search term in our database, it is because a search by real human or not was done for them, it means that if you are running PPC campaigns, your ads will also be displayed in such cases... So by removing them from your campaigns, or adding them into your campaigns but at a much lower CPC rate, you are then making your primary ads perform better and are not penalized for ads that have a poor click through ratio. Which can make a huge difference to your ads rank.

# **Databases - Industry Terms**

The Industry terms tool provides lists of common search terms grouped by category. This makes it easy to discover some of the top searches for specific industries. To display the Industry terms, click on the Industry terms button in the toolbar.

Note: This list is not filtered and may contain adult related keywords



Select a category from the list on the left to drill down to more specific categories. Keywords from this list can be added to a project, analysed, cross referenced and exported.

# **Analyzing Keywords**

A keyword search returns a list of keywords sorted in descending order. Further analysis can be performed to help qualify keywords.

#### **Keyword Analysis**

To display further information about the keywords, click the **Analyze** button (graph icon) underneath the results.

Analysis is only currently available on the Global premium database.



If the KEI/occurrence value for a keyword is cached (another user has fetched it in the last 90 days), Keyword Discovery will display the cached data immediately. A small graph image is shown for keywords with no cached results available.

**Note:** Cached results do not use analysis credits.



To retrieve the occurrences and KEI in real time, select the keywords you wish to analyze, then click the Analyze button to retrieve the results in real time. An analysis credit will be used for each keyword selected.



The occurrence/KEI columns will show the text 'working' while the data is being fetched, and will display the data once it has been retrieved.

Keyword Discovery will also display your remaining credits for the day.

Once you have used all your credits, you will no longer be able to fetch Occurrences & KEI for keywords until the next day. Your analysis credits will reset at midnight Australian EST (GMT +10).



The occurrence figures (an estimate of the number of pages in which each search term appears) are obtained from Google. Each plan includes a different amount of analysis credits. You can check what each plan includes at the <u>Subscription plans comparison</u> page.

#### What do these figures mean?

#### **Searches**

This column contains the number of times that each keyword or phrase has been searched for over the last 12 months.

#### **Successful Search**

See the Successful Search manual page.

#### **Occurrences**

This column contains an estimate of the number of pages in which each search term appears. If there are a large number of pages for a keyword, it will be more difficult to achieve good rankings due to the number of competitors.

If the occurrence value for a keyword is not cached (ie. Has not been recently fetched), Keyword Discovery will display the other available data immediately, while fetching the occurrence data in the background. The occurrences and KEI columns will initially show 'working' for these keywords, which will gradually be replaced with the data as it is retrieved.

**KEI** (Keyword Effectiveness Indicator) See the KEI manual page.

#### **Predicted Daily**

See the **Predicted Daily manual page**.

# <u>Analyzing Keywords - KEI (Keyword</u> <u>Effectiveness Indicator)</u>

**KEI** stands for **Keyword Effectiveness Indicator** and designed to measure the effectiveness, or the value of a given search term. KEI is a value between 0 and 10.

The value of each keyword is calculated by correlating a number of factors including the popularity of the keyword and the number of pages on which it occurs. The most effective keywords will be those with a high KEI value. Such terms are typically searched for often, but appear on a small number of pages, and are therefore less competitive.

When using KEI, keep in mind that KEI is only an indicator and should not be the sole reason for choosing particular keywords.

You can use <u>SEO Toolkit</u> to check the other more important criteria, such as in-links, Google Page Rank, Alexa Rank, PI Rank and the number of competing PPC ads on both Google and Yahoo.

# **Analyzing Keywords - Successful Search**

This column contains the percentage of searches that generated a click on one of the search results.

That is, what percent of people that did that search for the same keyword, actually found and clicked on a result returned by the search engines.

The % is rather insightful as it provides a very clear indication on search terms that generate clicks.

It also provides a great way to find search terms that are currently not optimized for. If the results returned do not generate clicks, then obviously vast majority of users do not see any relevant results, so spending time optimizing on these low Successful Search Score terms could be a valuable exercise.

And finally it also highlights search terms that have very high Successful Search Score percentages as ones that will be optimized and will be harder to compete against. So closers to 100% will mean that users tend to find what they are looking for in the results returned by the search engines.

### **Analyzing Keywords - Predicted Daily**

Figures in this column provide an estimate of the total number of daily searches, for Global Premium, or the number of daily searches in that country for Regional databases, for each given search term.

The predicted daily figure is calculated by determining how many searches Keyword Discovery captures, compared to the total searches performed in that country for the selected Regional database (or the world for the Global Premium database).

#### For example:

Assume that the search volume, in our Australian database, for the keyword **womens shoes** is 3,000 and that we have captured searches from 5% of users in Australia. From this, we calculate the predicted total searches for this keyword in Australia, then divide it by 365 to get the average Daily predicted searches.

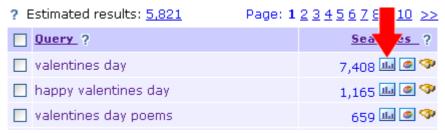
Of course, the actual formula is a little more complex and allows for keywords that only started to be searched for on a paticular date, and seasonality.

This is also the reason why when you multiply the daily prediction figure by 365, you will get a much larger number than the number of actual searches recorded in our database.

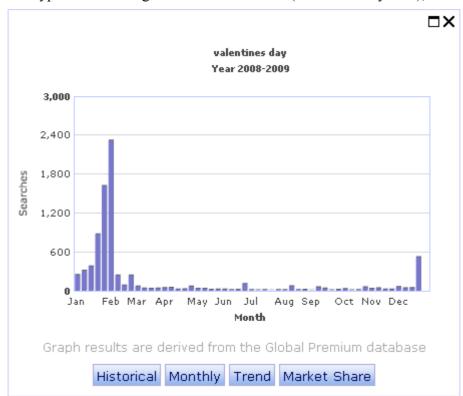
### **Analyzing Keywords - Historical Trends**

You can now obtain Historical Trends graphs from two places. The first is avaliable from most result sets, by clicking the **Trends** icon, the second is avaliable by clicking **Keyword Trends** on the toolbar. The Keyword Trends tool allows you to compare upto 5 search terms at once and see trends for specific countries.

• To obtain Trend information, you can click the Trends icon on a result set.



A few moments later, the trend graph will load, showing you result from the last 12 months. The chart type can be changed between historical (shows weekly data), monthly and trend.



**NOTE:** All chart data is from the global premium database.

• The second way allows you to compare upto 5 search terms at once and see trends for specific countries. It can be accessed by clicking **Keyword Trends** on the toolbar.



- 1. Enter upto 5 search terms into the **Keywords** field, seperated by commas
- 2. Select a Database
- 3. Choose from Trend or Monthly Graph
- 4. Click Search Trends



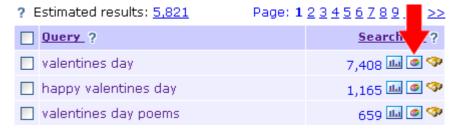
The Keyword Trends tool will also display **Search Engine Market Share** and **Search Demographics**. For more information, see their manual pages:

- Search Market Share
- Search Demographics

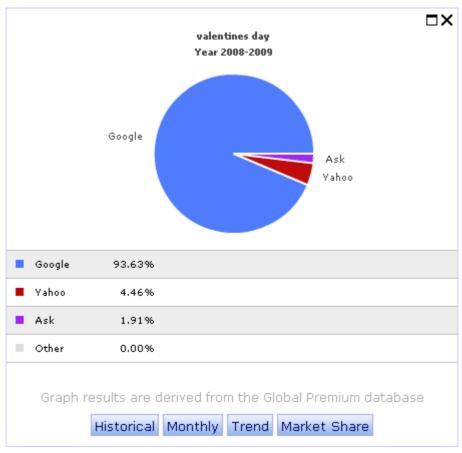
# **Analyzing Keywords - Search Engine Market Share**

You can now obtain Search Engine Market Share graphs from two places. The first is avaliable from most result sets, by clicking the **Market Share** icon, the second is avaliable by clicking **Keyword Trends** on the toolbar. The Keyword Trends tool allows you to compare upto 5 search terms at once and see Search Engine Market Share for specific countries.

• To obtain Search Engine Market Share information, you can click the Market Share icon on a result set.



A few moments later, the trend graph will load, showing you result from the last 12 months. The chart type can be changed between historical (shows weekly data), monthly and trend.



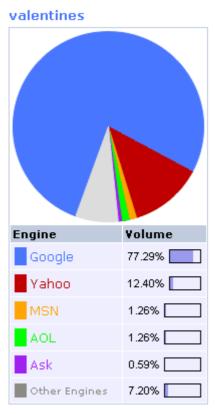
**NOTE:** All chart data is from the global premium database.

The second way allows you to compare upto 5 search terms at once and see Search Engine
Market Share for specific countries. It can be accessed by clicking **Keyword Trends** on the
toolbar.



- 1. Enter upto 5 search terms into the **Keywords** field, seperated by commas
- 2. Select a **Database**
- 3. Click Search Trends
- 4. Scroll down to the Search Engine Market Share section

#### Search Engine Market Share



The Keyword Trends tool will also display **Historical Trends** and **Search Demographics**. For more information, see their manual pages:

- Historical Trends
- Search Demographics

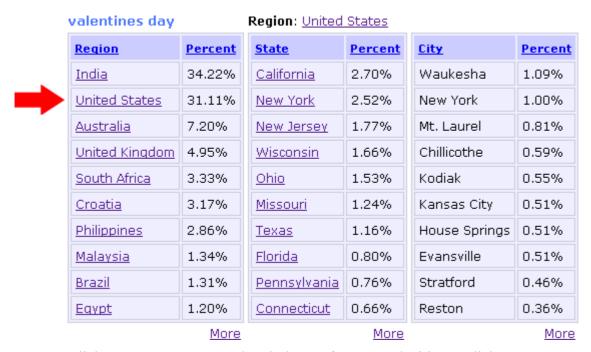
# **Analyzing Keywords - Search Demographics**

The Keyword Trends tool allows you to compare upto 5 search terms at once and see a Search Demographic break down. It can be accessed by clicking **Keyword Trends** on the toolbar.



- 1. Enter upto 5 search terms into the **Keywords** field, seperated by commas
- 2. Select a **Database**
- 3. Click Search Trends
- 4. Scroll down to the **Search Demographics** section

Search Demographics - (Click on Country to view State and City GEO data)



You can click on a country to get a break down of States and Cities or click more to get a full list.

The Keyword Trends tool will also display **Search Trends** and **Search Market Share**. For more information, see their manual pages:

- Historical Trends
- <u>Search Market Share</u>

# **Projects**

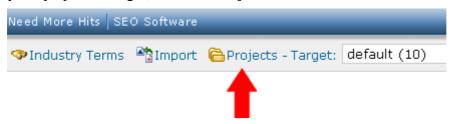
Projects are lists of keywords that can be saved for later use, analyzed, translated or export. To display the project manager, click the **Projects** button in the toolbar.



For information of how many projects you get with your subscriptions and how many keywords you can store per project, see the <u>Subscription Plans Comparison</u> page.

# **Projects - Working with Projects**

Projects are lists of keywords that can be saved for later use, analyzed, translated or export. To display the project manager, click the **Projects** button in the toolbar.



A default project exists for each user and cannot be deleted. For information of how many projects you get with your subscriptions and how many keywords you can store per project, see the <u>Subscription Plans Comparison</u> page.



#### Creating a new project

To create a new project, click the New button. Alternatively select "New Project" in the project drop down box located at the far right of the navigation toolbar. Enter a name for the project in the popup window then click OK. Follow the instructions below to add keywords.



#### Selecting an existing project to work with

To view or select a project, click the project's name. The currently selected project name and the number of keywords in the project are displayed at the top right of the page.

#### Adding and removing keywords from a project

To add keywords and their associated data to a project, you will first need to perform a search. Then select the keywords you would like added to the project by ticking the checkboxes next to the keywords in the search results. Alternatively, the Select All button can be used to select all keywords from the current page. Click the Add to Project button to add the selected keywords to the project.



Once added, the background color of the added keywords will be darkened and a green tick is displayed in the query column. To remove the keyword, tick the checkboxes and click the trash can button. Repeat the process to add or remove keywords from the project.

#### Renaming a project

To rename a project, click on the project name, then click the rename button.

#### Loading a project

See the **Loading Projects** manual page.

#### Deleting a project

To delete a project, tick the checkbox next to the project, then click the Delete button.

#### Exporting a project

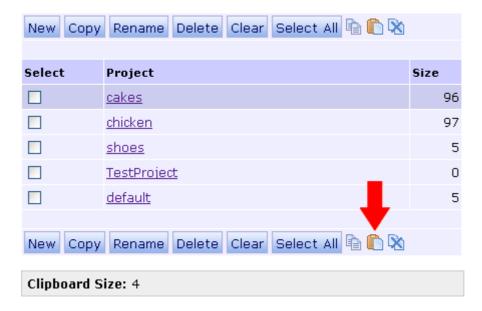
See the **Exporting Projects** manual page.

#### **Clipboard**

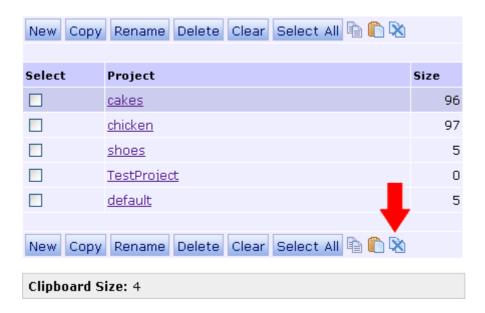
Clipboard allows you to copy and paste selected keywords from one project to another. In the Project tool, select the project to copy keywords from. Next select the keywords and click on the copy to clipboard icon.



To paste, simply click on another project and click the clipboard paste icon. Note: Ensure the project you wish to paste to is highlighted by a darker shade of color.



Clearing the clipboard is achieved by clicking the clear clipboard icon.



Clipboard size is displayed at the bottom of the menu. In this example, five keywords are currently stored in the clipboard.

# **Projects - Loading Projects**

To load a Project (or "Open" it), select the project from the **Projects - Target** drop-down menu, found on the toolbar.



Wait for a moment for the project to load, then you will be able to add, analyze, export keywords from the target project.

For information on working with your project, see the Working with Projects manual page.

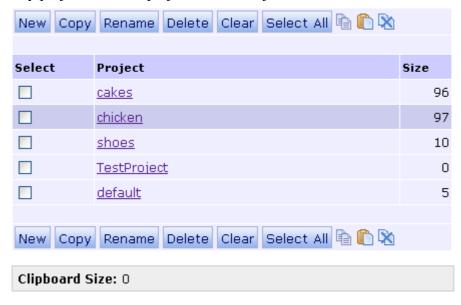
# **Projects - Exporting Projects**

Projects can be exported to Microsoft Excel or CSV formats and can include analyze data as well as search volumes.

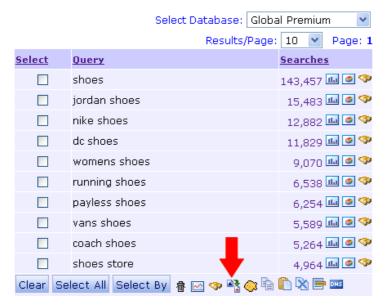
1. To export a project, first click **Projects** from the toolbar.



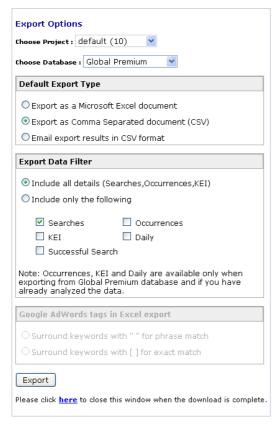
2. Click any project from the projects list in Projects view.



3. Click the **Export** icon.



4. The project that you wish to export can be selected from the **Choose Project** drop-down menu. You can also choose which database to get search volumes from, export format, and what data to export.



5. Click the **Export** and download the exported data.

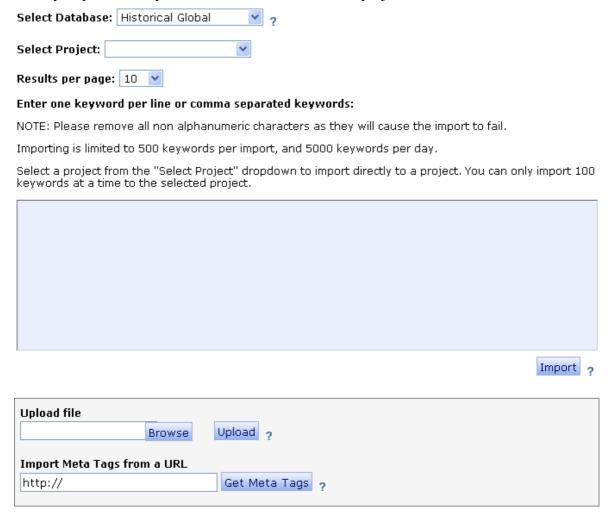
# **Projects - Importing to Projects**

To import a text list of keywords or keywords from a website's meta tags, click the **Import** button on the toolbar.



Select a project from the "Select Project" dropdown to import directly to a project. You must remove all non-alphanumeric characters or the import will fail.

You can only import 100 keywords at a time to the selected project.



NOTE: Importing is limited 5,000 keywords per day.

# **Projects - Translating Keywords**

Keywords in projects can be translated from English to French, German, Italian and Spanish, and vice versa. To translate a project, load the project then click on the translate button (yellow fish).



The translation link

Select a translation option from the list and click the translate button.

**Translation Options** 



*The translation options* 

The translated keywords are then displayed in the chosen language, and can be used in any way. Eg. added to a new project. The original keywords in the project are not modified.

The translation tool should only be used with 50 or fewer keywords.

# **Keyword Tools**

Keyword Discovery includes many powerful keyword tools, which can be found in the **Keyword Tools** menu on the toolbar.



### Go to the manual page:

**Cross Reference Tool** 

Domain Researcher Tool

**Google Formatting** 

**Keyword Density** 

**Keyword Manager** 

**Keyword Permutation** 

**Keyword Trends** 

# **Keyword Tools - The Cross Reference (XREF) Tool**

Use the Cross Reference Tool to quickly check if a list of keywords are used on a specific URL. On top of this, the Xref tool also works like a Density Tool and checks these data points: Meta Title, Meta Description, Meta Keywords, Body Content, Heading Tags, In Links, ALT Tags, Href Title Tags and also provides the Keyword Discovery search volumes.

There are 2 different Cross Reference tools avaliable.

• You can use the Cross Reference tool from results.



This will cross reference the provided URL against the keywords displayed in the results.

#### To use cross reference tool:

- 1. Click the cross reference icon in any set of results.
- 2. Enter a URL to cross reference your keywords with.
- 3. Click **Ok** to perform the cross reference.



The results page will now be shown. Keywords already in your project will show a green tick next to them. You can add keywords to your project by selecting them and clicking the **Add** button.

You can change the URL to cross reference against by clicking the Change URL button.

For explanations of the columns in the results, <u>click here</u>.

• The second way is to use the stand alone Cross Reference tool which is avaliable from the **Keyword Tools** menu.



Whith the stand alone tool, you can provide your own keyword list to cross reference with the provided URL.



#### To use the stand alone cross reference tool:

- 1. Select the database to retreive search volumes from.
- 2. Enter a URL to cross reference your keywords with.
- 3. Enter a list of keywords (upto 100 at a time).
- 4. Click **Get Cross Reference Results** to perform the cross reference.



The results page will now be shown. Keywords already in your project will show a green tick next to them. You can add keywords to your project by selecting them and clicking the **Add** button.

You can change the URL to cross reference against by clicking the **Change URL** button.

For explanations of the columns in the results, see below.

#### The X-Ref Columns

The following explains the meaning of each column in the results:

#### Searches

Displays keyword's search volume in the selected database.

#### Matches

Displays the number of times the search term was found on the web site outside of the Meta tags. These keywords are shown in red.

#### **Title**

Number of times the search term appears in the title tag of the page.

#### **Description**

Displays the number of times the search term appears in the meta description tag of the page.

#### Keywords

Displays the number of times the search term appears in the keywords meta tag of the

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web site. Keywords are shown in black if they are found in the meta tags only.

#### **Body**

The total number of times the search term appears between the <body> tags, excluding anything that is counted elsewhere.

#### Links

The number of times the search term appears in link text. Eg. <a href="">here</a>

#### Heading

The number of times the search term appears in heading tags. Eg. <h1>,<h2>,<h3>, etc.

#### Alt

The number of times the search term appears in the alternative text for images. Eg. <img src="image.gif" alt="here">.

#### Href

The number of times the search term appreas in the title or name attributes of a hyperlink tag. Eg. <a href="" title="here" name="or here" >a link</a>

For an in depth analysis of your website, including a competitor analysis, have a look at SEO Reports at

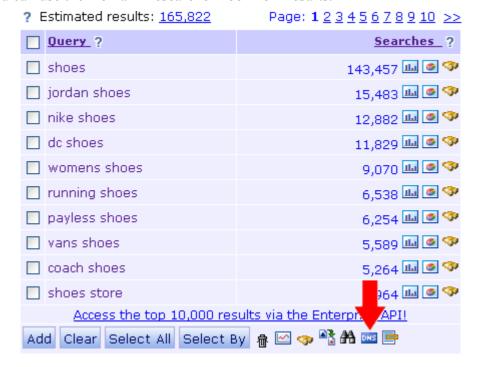
http://www.trellian.com/seoreport/

# **Keyword Tools - Domain Researcher Tool**

The DNS tool cross references keywords with domains, and displays the availability of the domains.

There are now two ways to use this tool.

• You can use the Domain Researcher Tool from results.



This will check avalibility of the displayed keywords as domains in the .com and .net namespace.

#### To use DNS tool:

- 1. Click the DNS icon in any set of results.
- 2. The results will appear in the right table

Please note the full use of this tool is available for Enterprise subscriptions only. Standard subscriptions will return the top 3 results. The DNS tool is limited to 1000 queries per day.



Available domain names in either the .com or .net TLD are marked as **Avaliable** and domains for sale are marked as **For Sale**. You can click the icons to buy the domains.

Spaces in keywords are removed by default. The domain names can also be displayed with a

hyphen instead of a space. Click the [- separator] button to perform the search using hypens.



• Alternativly, the Domain Researcher Tool is avaliable from the Keyword Tools menu.



Whith the stand alone tool, you can provide your own keyword list to check for avaliable domains. (**NOTE:** Not avaliable to Free or Standard users).

#### Domain Researcher Tool (DNS Tool) ?

Use the Domain Researcher to quick check upto 100 search phrases, are available to be registered as either a .com or .net domain once all the spaces are stripped out. <u>Click here for more info.</u>

#### NOTE:

#### Enter upto 100 search phrases, one search phrase per line.

Please remove all non alphanumeric characters as they will cause this tool to fail. This tool currently does not support IDN based domains.



Get DNS results

#### To use the stand alone DNS tool:

- 1. Enter a list of keywords (upto 100 at a time).
- 2. Click **Get DNS Results** to perform the domain search.



Search volumes will be retrieved from the Global Premium database and displayed next to the table of domain availability.

Available domain names in either the .com or .net TLD are marked as **Avaliable** and domains for sale are marked as **For Sale**. You can click theses icons to buy the domains.

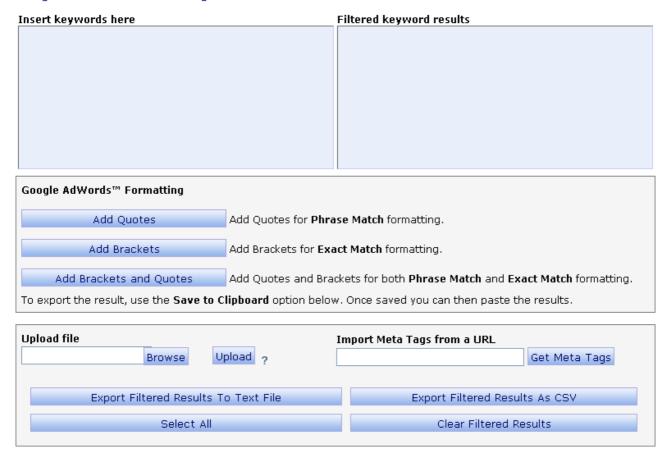
# **Keyword Tools - Google Formatting Tool**

The Google Formatting Tool is avaliable from the Keyword Tools menu.



You can use the Google Formatting tool to generate keyword lists ready for use with Google AdWords<sup>TM</sup> Campaigns.

#### Google AdWords™ Formatting



#### To use the Google Formatting tool:

- 1. Insert keywords in the **Insert keywords here** field by:
  - Copy & pasting keywords into the field
  - Importing keywords from a text file
  - Importing keywords from a URL
- 2. Choose from Add Quotes, Add Brackets or Add Brackets and Quotes

#### Google AdWords™ Formatting

Insert keywords here		Filtered keyword results			
shoes		"shoes" [shoes]			
Google AdWords™ Formatting					
Add Quotes Add Quotes for Phra		se Match formatting.			
Add Brackets	Add Brackets for Exact Match formatting.				
Add Brackets and Quotes	Add Quotes and Brackets for both <b>Phrase Match</b> and <b>Exact Match</b> formatting.				
To export the result, use the <b>Save to Clipboard</b> option below. Once saved you can then paste the results.					
Upload file  Browse Upload ?		(mport Meta Tags from a URL Get Meta Tags			
Export Filtered Results To Text File		Export Filtered Results As CSV			
Select All		Clear Filtered Results			

- 3. Export your formatted keywords by:
  - Clicking the **Select All** button and copying the keywords to your clipboard
  - Exporting to keywords to a text file by clicking the **Export Filtered Results To Text File** button
  - Exporting to keywords to a CSV file by clicking the Export Filtered Results As CSV button

## **Keyword Tools - Keyword Density Tool**

Most search engines place a large amount of importance on the actual text that is placed on a web page. As a result, the way that the text on a page is constructed plays an important role in determining the way engines index your site. When building a web site it is important to ensure that your pages contain as much relevant text as possible. Search engines gather keywords from your page contents, and rank your web page based on the keyword density. Keyword density is number of times a word or phrase is counted on a web page. The keywords can appear in the page title, links and headings, as well as text in the page body. Ideally the keyword density should be around 3% for your major keywords.

The keyword density tool checks a webpage and returns a list of keywords from the webpage, along with the density data. To display the keyword density tool, click the Density button in the toolbar.

The Keyword Density Tool is avaliable from the Keyword Tools menu.

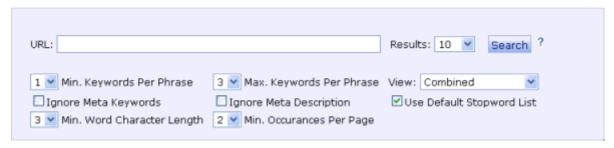


To start the analysis process, follow these steps:

- 1. Enter a webpage URL in the URL field. The density tool only searches the webpage specified, not the entire website.
- 2. Select either 1 or 2 from the Minimum Keywords Per Phrase
- 3. Select the number of Maximum Keywords Per Phrase, values are from 1 to 4
- 4. Select the Minimum Word Character Length, values are 1 to 5
- 5. Select the number of Minimum Occurences Per Page, values are 1 to 5
- 6. Select Ignore Meta Keywords if you wish to filter out Meta Keywords from the results.
- 7. Select Ignore Meta Description if you wish to filter out Meta Description from the results.
- 8. Select Use Default Stopword list if you wish to filter out stopwords.
- 9. Select the View: option. Combined lists all keywords within one single column. By Keyword Count lists each column by the number of words in the phrase. For example, 1st column will display 1 word phrases, 2nd column will include 2 word phrases and 3rd column, 3 word phrases.

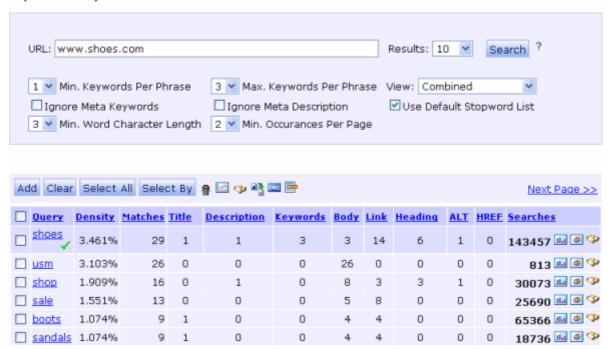
10. Select the number of results to return from the Results drop down menu 11. Click the Search button

#### **Keyword Density**



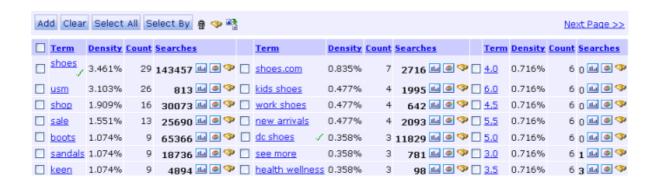
#### The keyword density tool

#### Keyword Density



Combined view

# URL: www.shoes.com Results: 10 Search ? 1 Min. Keywords Per Phrase 3 Max. Keywords Per Phrase View: By Keyword Count VIgnore Meta Keywords Ignore Meta Description VIse Default Stopword List 3 Min. Word Character Length 2 Min. Occurances Per Page



View by keyword count

#### Term:

The search terms / keywords from the webpage

#### Density:

The density of the keyword from the webpage (shown as a percentage).

#### Count:

The number of times the keyword/search term appears on the webpage.

#### Title.

The number of times the keyword appears in the html title tags.

#### Keywords:

The number of times the keyword appears in the meta tags keywords.

#### Description:

The number of times the keyword appears in the meta tags description.

#### Link:

The number of times the keyword appears in link anchor text. For example, <a href="http://www.keyworddiscovery.com">Keyword Research</a> will include Keyword Research under the link column.

#### Heading:

The number of times the keyword appears in html heading tags.

#### Searches:

The number of times the keyword has been searched for, click on a column heading to order the results by the column data

#### Graphs:

Trend graphs display seasonal data in weekly or monthly increments for the selected keyword. Market Share Graph displays the search engine market share for the selected keyword.

## **Keyword Tools - Keyword Manager**

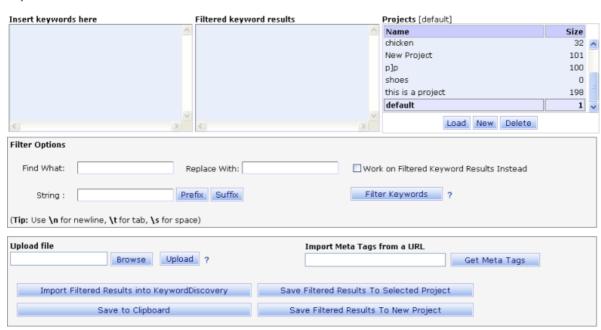
Keywords in projects can be filtered to replace substrings. The keyword search and replace function works similarly to a search and replace function in a text editor application.

The Keyword Manager Tool is avaliable from the Keyword Tools menu.



Keywords can be entered manually (separated by new line), loaded from a text file, imported from a website, or imported from a saved project. The Get Meta Tags function retrieves keywords from a website's meta tags and displays them, ready for filtering.

Keyword Filter



#### To filter keywords:

- 1. Enter the keywords to filter. Each keyword should be on a separate line.
- 2. Enter the character or string to search for in the "Find What:" box
- 3. Enter the character or string to replace the search string with in the "Replace With:" box
- 4. To filter keywords from the already filtered results, select the "Work on Filtered Keyword Results Instead" option.
- 5. Click on the "Filter Keywords" button

Note: Single character keywords and keywords that are prepositions, articles or conjunctions will be filtered out.

After filtering, the keywords can be saved into current loaded project, clipboard, a new project, or imported to the keyword discovery results page.

*Up to 5000 keywords can be imported into Keyword Discovery per day. The limit also takes into account keywords imported via the filter tool.* 

## **Keyword Tools - Keyword Permutations Tool**

Permutation search is a useful tool that searches for terms that contain the set of keywords ordered in different sequences. This is a more restricted and targeted search, and is particularly useful when you are trying to target a specific group of keywords.

To use this feature, click Keyword Tools from the toolbar, then click Keyword Permutation.



Keywords must be separated by commas. If "N/a" is shown in the resulting search column, the keyword has no searches registered in the Keyword Discovery database. A Permutation search can be performed by selecting "Permutation" from the database selector.

For example: entering the keywords "low,interest,loan" returns:

#### **Keyword Permutation Tool**

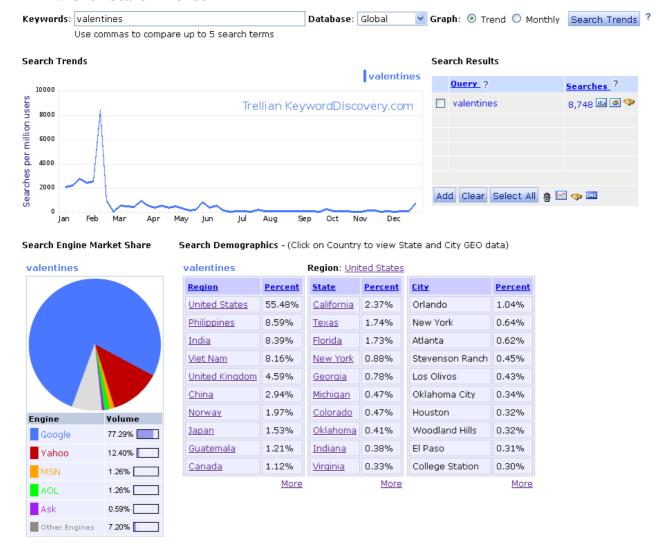
Use commas to compare upto 5 single phrase keywords. eg. low,interest,loan



## **Keyword Tools - Keyword Trends Tool**

The Keyword Trends tool allows you to compare upto 5 search terms at once and see trends for specific countries. It can be accessed by clicking **Keyword Trends** on the toolbar.

- 1. Enter upto 5 search terms into the **Keywords** field, seperated by commas
- 2. Select a Database
- 3. Choose from Trend or Monthly Graph
- 4. Click Search Trends



The Search Trends graph is based on the last 12 months of data.

The Keyword Trends tool will also display **Search Engine Market Share** and **Search Demographics**. Yo can click a Country or State, in Search Demographics to show a detailed break down.

## **Keyword Reports**

Keyword Discovery offers these advanced keyword reports for those that simply need more keyword data.

For detailed information of each report please see the <u>Keyword Reports Information Page</u>



### Go to the manual page:

Drop Domain Report
Exhaustive Report
Keyword Statistics
Top Search Term List

## **Keyword Reports - Drop Domain Report**

Every day a new list of expired domains becomes available at <u>Snap Names</u>. We run this list through our KeywordDiscovery Global Premium database and extract the search volumes for any matching domains.

For detailed information on the Drop Domain Report, see the <u>Keyword Discovery Drop Domain Report - For Domainers</u> page.

## **Keyword Reports - Exhaustive Report**

The **long tail** or **tail end** keyword data, are the gems that not many know about. Since many keywords have more than 1,000 related results, in some cases hundreds of thousands, with the exhaustive list you can have the complete set of results for a given keyword.

For detailed information on the Drop Domain Report, see the Search Phrase Exhaustive Lists page.

Just like the "Exhaustive Keyword Lists" above, you can order the full list of keyword that are classified in the same industry or category. This is great for classifying keywords to a specific category.

For detailed information on the Drop Domain Report, see the <u>Industry Keyword Report</u> page.

## **Keyword Reports - Keyword Statistics - Query Size by Country**

The Keyword Statistics Report is avaliable from **Keyword Reports** on the toolbar.



The Keyword Statistics Report allows you to quickly see search behavior trends and how the nature of search differs per country. Since the average number of terms per search phrase varies substantially from country to country, gain some useful insights into search behavior in the markets you are active in.

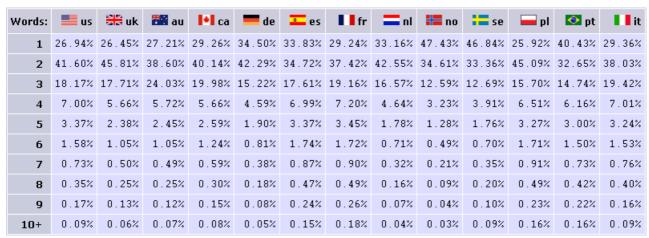
For example, English users predominantly use 2 and 3 word search terms, with single keyword searches becoming less common. This information can help you target your keywords to the searching audience more effectively.

#### Words:

This column displays the number of words in the search.

#### en, de, fr, es etc.

These columns display the data for each language eg. en is English, de is German, fr is French etc. Note: All figures are given as percentages. The data is compiled from searches done in the previous month and is updated monthly.



Word Statistics

## **Keyword Reports - Top Search Term List**

The Top Search Term List Report allows you to find out what keywords are searched for the most as a whole or in specific countries and even specific search engines, such as Google and Yahoo.

For detailed information on the Top Search Term Lists, see the <u>Keyword Discovery Top Search Term Reports</u> page.

## Importing Keywords From An External Source

To import a text list of keywords or keywords from a website's meta tags, click the **Import** button on the toolbar.

Select Database: Historical Global ?				
Select Project:				
Results per page: 10 💌				
Enter one keyword per line or comma separated keywords:				
NOTE: Please remove all non alphanumeric characters as they will cause the import to fail.				
Importing is limited to 500 keywords per import, and 5000 keywords per day.				
Select a project from the "Select Project" dropdown to import directly to a project. You can only import 100 keywords at a time to the selected project.				
Import 2				
Upload file				
Browse Upload ?				
Import Meta Tags from a URL				
http:// Get Meta Tags ?				

The keyword import page

The import tool is limited to importing 500 keywords/phrases at a time. Up to 5000 keywords can be imported per day. The limit also takes into account keywords imported via the filter tool.

To import, enter the data to import, using one search term per line, or separating each keyword by

commas. Select a database to fetch the search figures from, then click the Import button.

To import directly into a project, select a project name from 'the select project' list. Note: only 100 keywords at a time can be imported directly into a project.

To import meta tag keywords, enter the URL in the bottom field and click the Get Meta Tags button.

To import from a CSV or text file, click on the browse button, locate your file and click the Upload button.

The keywords will be imported then displayed. The imported keywords can then be used in the same manner as the search keywords.

Note: Please remove all non alphanumeric characters as they will cause the import to fail.

## **Exporting Keywords and Their Data**

To export the list of keywords and their associated data from a search, you can click the export button on a result set.

See the Exporting Projects manual page for information on exporting projects.

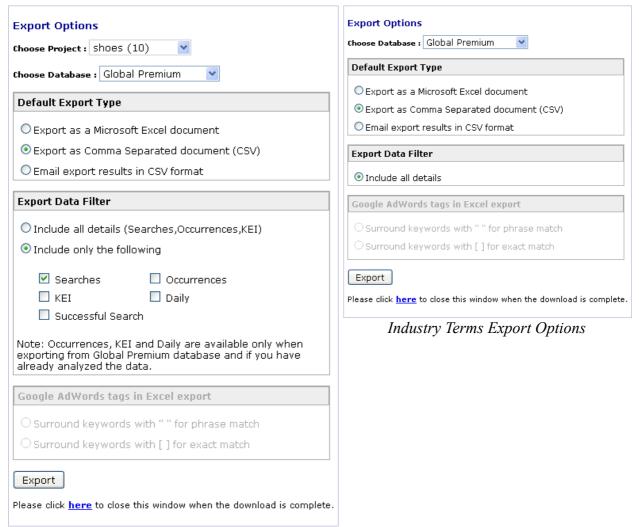


#### The export options are as follows:

- Choose database Select the database to export results from
- Export as a Microsoft Excel document exports the data in a format specifically for Excel
- Export as Comma Separated document (CSV) exports the data in CSV format
- Email export results in CSV format emails the data in CSV format to the email address on record for the Keyword Discovery account.
- Include all details (Searches, Occurrences, KEI) Includes the analysis data (only if the data has been previously analyzed)
- Include only the following allows for selection of specific details.
- Surround keywords with " " for phrase match used for Google Adwords phrase match (Available for Excel format exports only)
- Surround keywords with [] for exact match used for Google Adwords exact match (Available for Excel format exports only)

NOTE: The export function is avaliable in many different results and not all of these options will always be avaliable.

For email export, the keyword data will be emailed instantly and a confirmation message is shown. Otherwise you will be prompted to save the data as a csv (Comma Separated Values) file, which can be opened with Microsoft Excel or any text application such as Notepad.



**Export Options** 

### **Implementing Keywords Into a Website**

Now you have compiled a list of keywords to use, you need to integrate them into your site. Not all search engines will read all of these tags, and some indexing algorithms place more emphasis on specific tags. No one except the algorithm authors know exactly how they work, so it is good practice to use all of the techniques described below.

#### Title tag

The title tags appear in the HEAD section of the page code and the title is displayed in the title bar of the browser window when the site is viewed. The title tags appear as the name of the website in search results, and is often where you need to make your first impression. The title is a good place to display your company name and a few relevant keywords. You can also add locality descriptors to let your visitors know where your business is located. An example of a title tag:

```
<HEAD>
<TITLE> Dress shoes, sneakers, runners, sandals and much more - John's Fine Shoes, Australia </TITLE>
</HEAD>
```

The title tag should be slightly different for each page, reflecting the content for that particular page. For example, the shoe store may have a different page for running shoes, so the title tag may change to:

```
<HEAD>
<TITLE> Running and athletic shoes - John's Fine Shoes, Australia </TITLE> </HEAD>
```

A bad example of a title tag is shown below. The title does not explain where the company is located or what type of shoes it sells.

```
<HEAD>
<TITLE> Johns shoes home page </TITLE>
</HEAD>
```

#### Description tag

The description tag appears in the HEAD section of each page's code. The description tag should be used to expand on the title, as the text in this tag often appears as the description of the website in search results. For example:

```
<HEAD>
<TITLE> John's Fine Shoes Australia - dress shoes, sneakers, runners, sandals and much more
</TITLE>
<META NAME="Description" CONTENT="John's Fine Shoes stock all types of shoes from running shoes to dress shoes, in large range of sizes. You can even order online">
</HEAD>
```

Generally 250 characters is sufficient for the description as most search engines display only a short part of the description.

#### Keyword tag

The keyword tag appears in the HEAD section of each page, and contains a list of keywords and phrases that are relevant to your site. The keyword tag used to be a highly influential tag used by search engines to index websites, however due to abuse by search engine spammers adding irrelevant repeated keywords, the tag now carries less influence.

Adding irrelevant keywords may attract more traffic to your site, however it's likely to be untargeted traffic and the visitors probably wont be interested in your site anyway. The keywords in the META tag should be separated by commas, NOT spaces, and keywords should not be repeated. A list of 8-12 keywords or phrases is generally considered sufficient. The keyword tag should be different for each webpage.

```
<HEAD>
```

<TITLE> John's Fine Shoes Australia - dress shoes, sneakers, runners, sandals and much more </TITLE>

<META NAME="Description" CONTENT="John's Fine Shoes stock all types of shoes from running shoes to dress shoes, in large range of sizes. You can even order online">

<META NAME="KEYWORDS"</pre>

CONTENT="shoes,boots,running,nike,athletic,netball,womens,mens,kids,basketball,Jordan,buy online">

</HEAD>

#### Link text

Link tags, also known as Anchors, are usually found many times throughout websites between the BODY tags. The description text used for the link should ideally contain any relevant keywords, and describe the purpose or destination of the link. For example:

```
<A HREF="nikeshoes.htm">Our new range of Nike running shoes</A> <A HREF="http://www.nike.com">The official Nike website</A>
```

#### rather than

Click <A HREF="nikeshoes.htm">here</A> to see our new range of nike running shoes. <A HREF="http://www.nike.com">http://www.nike.com</A>

#### *Images*

Alt tags are used in conjunction with image tags <IMG> to provide a textual description of the image. The alt tag is useful for the visually impaired visitors who are using software to read out the page contents, and for people who have images turned off in their browser. All image tags should have an alt section. For example:

<IMG SRC="/images/leatherboots.jpg" alt="Black leather ankle high boots">

However do not create images solely for the purpose of adding alt tags unless the images add value

to your website. The technique of creating 1 x 1 pixel images with alt tags stuffed with keywords is regarded as spamming by some search engines, and is not recommended.

#### Headings

Heading tags such as <H1> <H2> etc. are often given extra standing by search engines. The heading tag should contain one or two important keywords. For example:

<H1>Running and Athletic shoes </H1>

#### Text

The text on the webpage should contain sentences and paragraphs that integrate the keywords in a logical manner. To test the text for readability, read it out aloud, ensuring that it makes sense and is relevant to your visitors. The sentences should flow naturally and provide visitors with useful information about your products or services.

## **Account Management**

Your Keyword Discovery / Trellian account can be managed by clicking the **Account** link at the top-right of the page, whenever you are logged in.



### Go to the manual page:

**Accounts** 

**Subscriptions** 

**Credits** 

**Seats** 

**Billing Details** 

**Transaction History** 

## **Account Management - Accounts**

Your Keyword Discovery / Trellian account can be managed by clicking the **Account** link at the top-right of the page, whenever you are logged in.



Account details, such as name, address, password and your default database can be chanaged from the **Accoun Details** section.

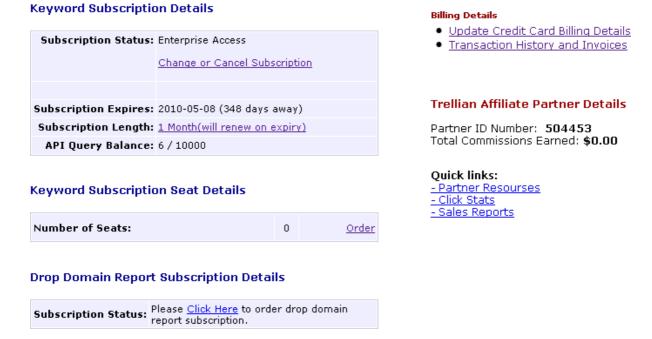
#### **Account Details**



## **Account Management - Subscriptions**

All account related information, such as the status, expiry date and length of your subscription can be viewed from the account management section.

You can also renew your subscription, Update Credit Card Billing Details and view Transaction History and Invoices.



You can also order additional services, such as the Drop Domain Report or additional user seats. For other Keyword Services, see the <u>Keyword Reports</u> page (also accessable by clicking **Reports** on the toolbar

## **Account Management - Credits**

Included credits between Keyword Discovery subscriptions differ. For details of what your subscription includes, see the Keyword Discovery Subscription Plans Comparison page.

You can find out how many Search credits you have for the day by clicking the **Account** link in the top-right of the page. The number is under **Query Balance Remaining**.

#### **Keyword Subscription Details**



Once you have used all your credits, you will no longer be able to perform searches until the next day.

You will be told how many **Analyze** credits you have remaining for the day, whenever you **Analyze** a keyword.



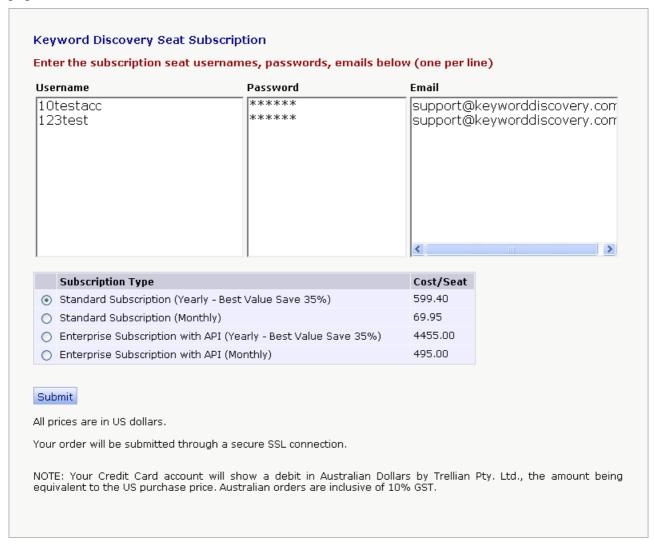
Once you have used all your analysis credits, you will no longer be able to fetch Occurrences & KEI for keywords until the next day. However, if the Occurrences & KEI has been fetched by another Keyword Discovery user within the last 90 days, the cached figure will be displayed for that keyword.

Your daily analysis credits reset every 24 hours (at midnight Australian EST - GMT +10).

## **Account Management - Seats**

Existing users are able to purchase additional logins, known as seats, at a discounted price.

If you already have an account, you can login and go to the <u>Keyword Discovery Seat Subscription</u> page, to order additional seats.



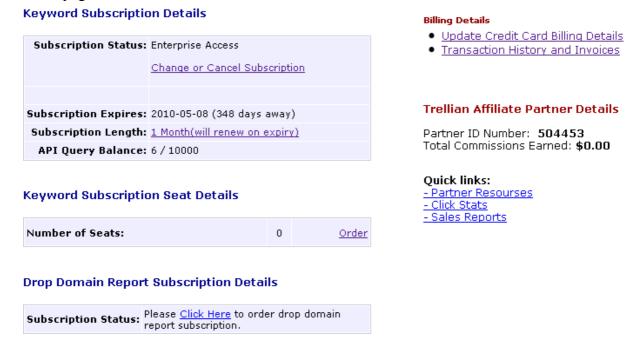
Enter the usernames, passwords and e-mail addresses of the user seats you wish to purchase.

## **Account Management - Billing Details**

Your Keyword Discovery / Trellian account can be managed by clicking the **Account** link at the top-right of the page, whenever you are logged in.



You can upgrade your billing details by clicking the **Update Credit Card Billing Details** link on the account page.



Enter you new card details in the form and click the Save new Card details button.

Your stored Credit Card Details					
Card Type		VISA			
Card Name		STORESTANDA			
Card Number					
Card Expiry	02/2015	Card CVC	***		

Enter new card details				
Card Type	VISA *			
Name on Card	*			
Card Number	*			
Card Expiry	Select Month 2009 * Card CVC *			
	If you are not the cardholder, please tick this box			

Clear	mν	Card	details
0,00,	,	00.0	00.00

Save new Card details

\* Represents a required item.

NOTE: Deleting credit card details does not cancel active subscriptions or recurring charges.

## **Account Management - Transaction History**

Your Keyword Discovery / Trellian account can be managed by clicking the **Account** link at the top-right of the page, whenever you are logged in.



You can upgrade view your transaction history by clicking the **Transaction History and Invoices** link on the account page.

#### **Keyword Subscription Details Billing Details** • Update Credit Card Billing Details Subscription Status: Enterprise Access Transaction History and Invoices Change or Cancel Subscription Trellian Affiliate Partner Details Subscription Expires: 2010-05-08 (348 days away) Subscription Length: 1 Month(will renew on expiry) Partner ID Number: 504453 Total Commissions Earned: \$0.00 API Query Balance: 6 / 10000 Quick links: - Partner Resourses **Keyword Subscription Seat Details** - Click Stats Sales Reports Number of Seats: Order **Drop Domain Report Subscription Details** Subscription Status: Please Click Here to order drop domain report subscription.

You can click Order Details or Invoice for futher details on each order.

## Transaction History Date Submitted Charge Status Payment Method Details Invoice 2009-05-08 13:34 US\$599.40 OK Order Details Invoice Total: US\$599.40

## **Keyword Discovery Support**

Please check the <u>Keyword Discovery FAQ</u> before contacting support as 90% of all support questions we receive are the same and the fastest way to get an answer, is to check our FAQ.

All support links can be found at <a href="http://www.keyworddiscovery.com/support.html">http://www.keyworddiscovery.com/support.html</a>

To contact the Keyword Discovery team, please complete the contact form at <a href="http://www.keyworddiscovery.com/contact.html">http://www.keyworddiscovery.com/contact.html</a>

Or you can chat live with our customer support staff between 9am-5pm Monday to Friday Australian EST (GMT +10).