# How To Build Conversion Rate Optimized Landing Pages

If you want to sell products or services on your website and use Google Ads or Facebook Ads to drive visitors to your website or landing page, this landing page should be highly optimized to increase your conversion rate and not waste your ad budget.



### Conversion Rate Optimization (CRO) with A.I.D.A.

Conversion rate optimization (CRO) is the process of enhancing your landing page to increase the percentage of visitors who complete a desired action, such as making a purchase, filling out a form, or signing up for a newsletter.

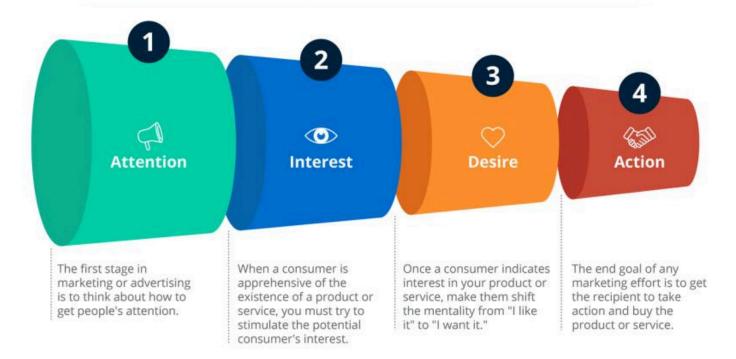
The goal is to create a seamless and persuasive user experience that guides visitors toward taking action.

This is important if you want to sell products or services through your website.

Don't waste Ad Campaign money with bad landing pages!

The A.I.D.A. Model

# THE AIDA MODEL HIERARCHY



The A.I.D.A. model is a powerful framework used in marketing and advertising to describe the stages a potential customer goes through before making a purchase. Let's break down each element of the A.I.D.A. model and see how it applies to building optimized landing pages:

#### 1. Attention

The first step in the A.I.D.A. model is to capture the visitor's attention. This is crucial because you only have a few seconds to make a strong impression and prevent visitors from bouncing off your page.

#### 2. Interest

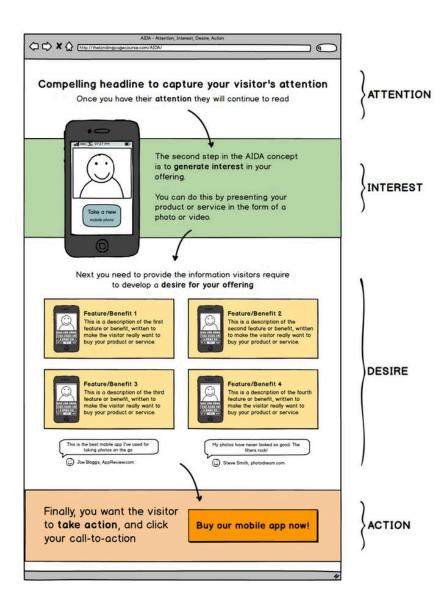
Once you have captured the visitor's attention, the next step is to maintain their interest by providing valuable information that is relevant to their needs or desires.

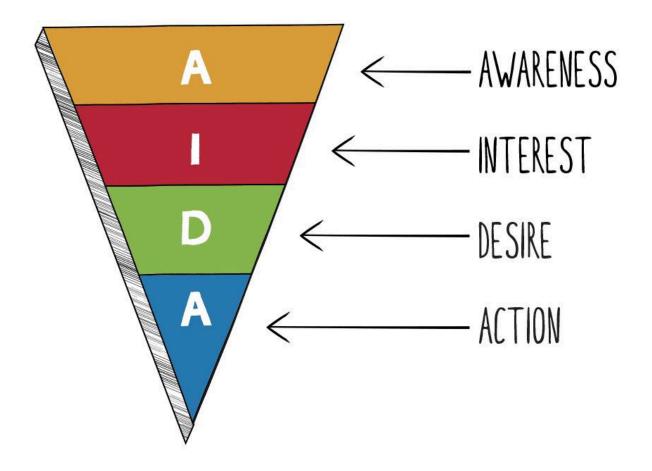
#### 3. Desire

After capturing attention and maintaining interest, the next step is to build desire for your offer. This involves convincing the visitor that your product or service is the best solution for their needs.

#### 4. Action

The final step in the A.I.D.A. model is to prompt the visitor to take action. This is the ultimate goal of your landing page, whether it's making a purchase, filling out a form, or signing up for a newsletter.





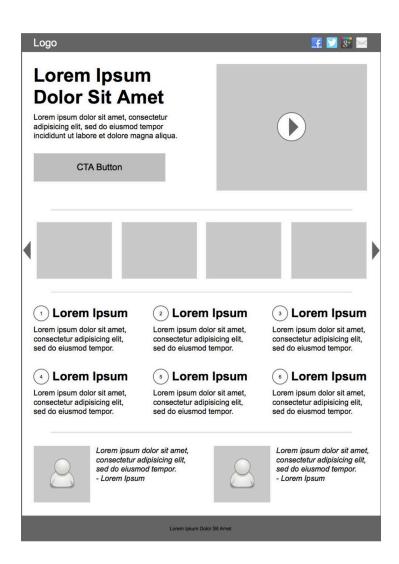
Building a conversion rate-optimized landing page in WordPress is a crucial step in maximizing your online marketing efforts. By following the A.I.D.A. model and focusing on each stage—Attention, Interest, Desire, and Action—you can create compelling and effective landing pages that drive results.

### Use WordPress to build optimized landing pages!

WordPress offers you different solutions to build great landing pages for your products or services.

In this demonstration, we're using a free plugin that helps us create optimized landing pages and helps us design optimized checkout processes.

Let me show you...



Thank you for watching this tutorial. Don't forget to like, comment, and subscribe for more tips on digital marketing and website optimization!

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If you need help with your CRO, contact me on YouTube, or LinkedIn, or <u>visit our website!</u>