

DataDive Amazon Listing Optimization - Complete Training Manual

Source: DataDive Office Hours Certification Training Series (5+ Hours) **Videos:** 4 Training Sessions covering SEO, CTR, CVR Optimization **Created:** 2026-01-21 **Version:** 3.0 - Comprehensive Edition from Full Video Transcripts

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1. Amazon's Ranking Algorithm - The Master Formula

The Core Equation

This is the single most important concept in all of Amazon selling:

$$\text{ORGANIC RANK} = \text{RELEVANCY} \times \text{PERFORMANCE}$$

Breaking this down:

Component	What It Is	What It Measures
Relevancy	SEO	Does Amazon understand what your product is?
Performance	$\text{CTR} \times \text{CVR} \times \text{Revenue}$	How well do you perform when shown?

The Multiplication Effect

This is multiplication, NOT addition. This matters because:

- If Relevancy = 0.5 (50% optimized) and Performance = 1.0 (perfect)
 - Organic Rank potential = $0.5 \times 1.0 = \mathbf{0.5}$ (limited!)
- If Relevancy = 1.0 (100% optimized) and Performance = 0.5 (average)
 - Organic Rank potential = $1.0 \times 0.5 = \mathbf{0.5}$ (room to grow!)

Key Insight: No matter how good your performance is, poor relevancy caps your potential.

How Amazon Determines Rank Movement

For EVERY keyword, Amazon constantly evaluates sellers:

Your Performance vs. Niche Average	What Happens
Significantly Overperforming	Organic rank goes UP quickly
Slightly Overperforming	Organic rank goes UP slowly
At Average	Organic rank stays FLAT
Slightly Underperforming	Organic rank goes DOWN slowly
Significantly Underperforming	Organic rank goes DOWN quickly

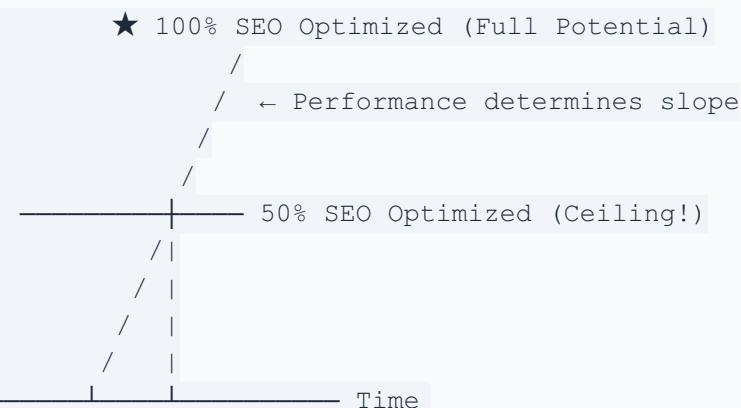
The question Amazon asks: "Who deserves to rank higher for this search term?"

2. The Rocket Ship Analogy

Understanding SEO as Your Ceiling

"Think of SEO as the cap - the maximum height your rocket can reach. Performance is the slope - how quickly you accelerate to that maximum."

Visual Representation:



The Ceiling Effect in Practice

Scenario 1: Poor SEO (25% Optimized) - Only indexed for 25% of relevant keywords - Even with PERFECT performance... - You can only rank for keywords Amazon knows about - Result: Hit ceiling at 25% of potential

Scenario 2: Moderate SEO (50% Optimized) - Indexed for half of relevant keywords - Great performance helps you climb faster - But you still hit a wall at 50% - Missing half of potential search traffic

Scenario 3: Full SEO (100%+ Optimized) - Indexed for ALL core keywords - Also capturing outlier keywords (the "+") - Performance improvements translate to rank improvements - No artificial ceiling on growth

Why the Order Matters

This is why SEO MUST come first:

1. If you optimize CTR first → Might not be shown for key searches anyway
2. If you optimize CVR first → People can't convert if they can't find you
3. If you optimize PPC first → Paying for traffic that could be organic

The correct order is always: SEO → CTR → CVR → Revenue

3. The Complete 4-Part Optimization Framework

Overview of All Four Parts

Part	Focus	Primary Goal	Time Investment
Part 1: SEO	Relevancy	Get indexed for all keywords	15-30 min/week
Part 2: CTR	Main Image	Get more clicks from search	90 min - 4 hrs
Part 3: CVR	Secondary Images/A+	Convert viewers to buyers	4-6 hrs initial
Part 4: Revenue	PPC/Velocity	Drive sales and velocity	Ongoing

Why This Order Is Non-Negotiable

From the training:

"If you try to optimize CTR, CVR, and Revenue without solving relevancy first, all those efforts will be greatly diminished."

The Logic Chain:

```
Can't be SHOWN if not INDEXED (SEO must be first)
  ↓
Can't be CLICKED if not SHOWN (CTR needs SEO)
  ↓
Can't CONVERT if not CLICKED (CVR needs CTR)
  ↓
Can't have REVENUE without CONVERSIONS (Revenue needs CVR)
```

Time Investment Reality

Workflow	Manual (No DataDive)	First Time	After 5+ Times
SEO	2+ hours	~30 minutes	~15 minutes
CTR	Days/weeks	~4 hours	~90 minutes
CVR	Weeks/months	4-6 hours	~4 hours

Context from the training:

"When we were an agency, just getting clients' assets ready within 30 days was often a struggle. The goal of these workflows is to reduce the amount of time you're spending on conceiving and creating assets."

4. SEO Overview and Time Investment

Why SEO Is the Easiest First Step

From the training:

"SEO optimization is the easiest thing to do, the fastest to execute, and the most important foundation."

Key characteristics: - Primarily involves text changes - Results often visible within 1 day to 1 week - Low/no cost beyond time - Foundational to everything else

What SEO Optimization Involves

1. **Cleaning the Master Keyword List** - Remove branded/irrelevant terms
2. **Identifying Gaps** - Find keywords where you rank poorly
3. **Checking Listing Builder** - Verify keyword placement
4. **Rewriting the Listing** - Add keywords strategically
5. **Tracking with Rank Radar** - Monitor changes

The SEO Optimization Mindset

"SEO won't necessarily 2x your business, but it raises the ceiling and increases the effectiveness of all your other efforts."

Think of it as: Removing blockers before adding accelerators.

5. Step-by-Step SEO Workflow

Complete Workflow Overview

```
Step 1: Clean the MKL
        ↓
Step 2: Sort by Search Volume (Descending)
        ↓
Step 3: Identify Gaps (Green cells, low ranks)
        ↓
Step 4: Check Listing Builder for Match Type
        ↓
Step 5: Rewrite Listing (Title → Bullets → Description)
        ↓
Step 6: Upload to Amazon
        ↓
Step 7: Set Rank Radar Highlight
        ↓
Step 8: Monitor Results (1 day - 1 week)
        ↓
Step 9: Repeat Weekly Until 100%+ Optimized
```

Step 1: Clean the Master Keyword List

What makes an MKL “dirty”:

Issue	Example	Why It's a Problem
Branded terms	"LeapFrog binoculars"	Can't add to listing legally
Competitor brands	"Bushnell scope"	Irrelevant to your product
Wrong product type	"telescope" (for binoculars)	Would hurt relevancy
Misspellings	"binocualrs"	Clutters analysis

How to clean in DataDive:

1. Click checkbox next to keyword to exclude
2. Use the "**B**" button to auto-identify brand names
3. Click "**I with slash**" icon to view/manage excluded keywords
4. Can bulk-exclude by selecting multiple

From the training:

"If you write listings with branded or irrelevant keywords mixed in, it messes up all optimization efforts downstream."

Step 2: Sort by Search Volume

Why descending order: - Highest impact keywords at top - Focus attention on what matters most - Easy to see if high-volume keywords have gaps

The column to look for: Search Volume (monthly estimates)

Step 3: Identify Gaps

Color Coding System:

Color	Meaning	Your Product	Competitors
Red with number	Ranked in position X	Good!	Competition
Green with number	Low rank (e.g., 50+)	Gap!	Opportunity
Green, no number	Not indexed top 101	Major Gap!	N/A

What is a Gap?

From the training:

"A gap is where your organic rank doesn't fall in line with your other ranks."

Example - Living Squad Brand:

Keyword	Rank	Analysis
kids binoculars	5	✓ Good
binoculars for kids	8	✓ Good
toy binoculars	55	⚠ GAP! (2,000 searches/mo)
outdoor binoculars kids	3	✓ Good

The "toy binoculars" at rank 55 stands out when everything else is in top 10.

6. Understanding Key SEO Terms

Organic Rank

Definition: Your natural position in Amazon search results for a keyword.

Interpretation: - Position 1-10 = Page 1 (best) - Position 11-20 = Page 2 - Position 21-50 = Page 3-5 - Position 50+ = Rarely seen - Position 101+ or blank = Not indexed

Goal: All red cells with low numbers (1-10)

Search Volume

Definition: Estimated monthly searches for a keyword on Amazon.

Usage: - Sort descending to prioritize - High volume + poor rank = High priority gap - Low volume keywords matter less

From the training:

"Sort by largest search volume at the top. This helps you focus on the keywords that actually drive traffic."

Relevancy Score

Important clarification from the training:

"Relevancy is NOT about how relevant a keyword is to YOUR product. It's a math equation showing what percentage of sellers in this niche are indexed on page one for this keyword."

Interpretation:

Relevancy %	What It Means
90%+	Almost everyone uses this keyword
50-90%	Common but not universal
25-50%	Less common, potential opportunity
<25%	Either niche opportunity OR irrelevant

Example: - "kids binoculars" = 95% relevancy (everyone uses it) - "STEM toy binoculars" = 30% relevancy (opportunity or irrelevant?)

Ranking Juice

DataDive's proprietary metric estimating the SEO strength of your listing.

Calculation factors: 1. Which keywords you include 2. WHERE you place them (location multiplier) 3. HOW you write them (match type) 4. Search volume of those keywords

Higher ranking juice = Better SEO optimization

Remaining Ranking Juice

Found in Listing Builder

Definition: The potential ranking juice gain if you add specific keywords.

Usage: 1. Sort by largest remaining ranking juice 2. See which keywords would have biggest impact if added 3. Shows "hits counter" for title, bullets, description

Outlier Keywords

Definition: Keywords OUTSIDE the Master Keyword List.

From the training:

"Outlier keywords are usually more general keywords, sometimes with very large search volume. Gift keywords and variation keywords are common here."

When to focus on outliers: 1. After you're indexed for 80%+ of MKL 2. After organic ranks are high for core keywords 3. When looking to expand reach beyond the niche

Caution:

"Sometimes outliers contain gold nuggets that competitors miss!"

7. The Critical Concept of Keyword Roots

What Is a Keyword Root?

Definition from the training:

"A keyword root is two or more words that represent a unique way of describing a product."

Why Word Order Matters

Critical insight:

```
"binoculars kids" = ROOT 1  
"kids binoculars" = ROOT 2 (COMPLETELY DIFFERENT!)
```

Even though they contain the same words, Amazon treats these as different roots with different ranking signals.

Example Breakdown

Root 1: "binoculars kids" | Keyword | Monthly Searches | |----|-----| | binoculars kids | 15,000 | | binoculars kids outdoor | 8,000 | | binoculars kids ages 3-5 | 12,000 | | binoculars kids educational | 5,000 | | binoculars kids compact | 4,000 | | **Total Root Volume** | **44,000** |

Root 2: "kids binoculars" | Keyword | Monthly Searches | |----|-----| | kids binoculars | 18,000 | | kids binoculars for boys | 7,000 | | kids binoculars ages 8-12 | 5,000 | | **Total Root Volume** | **30,000** |

Strategic Application

To capture ranking juice for BOTH roots:

```
TITLE: "Anthony's Binoculars Kids - Kids Binoculars for Outdoor Exploration"  
└ Root 1 └ Root 2 └
```

With just 4 words strategically placed, you capture majority of ranking juice for: - 44,000 searches/month (Root 1) - 30,000 searches/month (Root 2) - **Total: 74,000 searches/month**

Checking Roots in Listing Builder

1. Go to Listing Builder
2. Click "Populate" with your product
3. Look at "Roots Usage and Hits" section
4. See which roots you have and their match types

8. Finding and Fixing Gaps

The Gap Analysis Process

Step 1: Identify the Gap in MKL

Look for: - Keywords where your rank is significantly worse than average - Green cells where you should have red - Missing indexes (blank or 101+)

Step 2: Verify in Listing Builder

1. Copy the gap keyword from MKL
2. Paste into Listing Builder search
3. Check current placement and match type

Step 3: Determine the Fix

Current Status	Problem	Solution
Not in listing at all	Missing keyword	Add to title or bullets
In bullets (broad match)	Weak placement	Move to title as exact match
In title (broad match)	Weak match type	Rewrite for exact match
In description only	Very weak	Move to title or bullets

Real Example: Toy Binoculars Gap

Situation: - Keyword: "toy binoculars" - Search Volume: 2,000/month - Current Rank: 55 (Gap!) - All other keywords: Ranked 3-15

Investigation in Listing Builder: - Found in bullets as BROAD match - Words separated: "toy...for kids...binoculars"

Fix: - Added "toy binoculars" to END of title as EXACT match - Preserved existing title structure

Result: - Indexed higher within days - Organic rank improved to top 20 within 2 weeks

The Weekly Iteration Cadence

From the training:

"The ideal cadence is one meaningful listing change per week until you're 100%+ optimized."

Weekly Cycle:

Monday: Review MKL, identify top gap
Tuesday: Check Listing Builder, plan fix
Wednesday: Rewrite and upload to Amazon
Thursday: Set Rank Radar highlight
Friday: Begin monitoring
Weekend: Rest
Next Monday: Check results, identify next gap

9. Ranking Juice Deep Dive

The Ranking Juice Formula

Ranking Juice = Σ (Root Search Volume \times Location Multiplier \times Match Type Bonus)

Location Multipliers

Listing Position	Multiplier	Why
Title	3x	Highest weight in Amazon's algorithm
Bullet Points	2x	Second highest weight
Description	1x	Base weight
Backend Search Terms	0.5x	Lower but still counts

Strategic Implication:

A keyword in your title with 10,000 search volume:
- In Title: $10,000 \times 3 = 30,000$ ranking juice
- In Bullets: $10,000 \times 2 = 20,000$ ranking juice
- In Description: $10,000 \times 1 = 10,000$ ranking juice

Same keyword, 3x difference based on placement!

Match Type Bonuses

Match Type	Strength	Example (for "kids binoculars")
Exact Match	Highest	"...these kids binoculars are..."
Phrase Match	High	"...kids outdoor binoculars for..."
Broad Match	Medium	"...kids love these toy binoculars..."
Not Present	Zero	Keyword not in listing at all

From the training:

"Exact match means the words appear in that exact order with no interruptions. Broad match means all words are present but may be separated."

Maximizing Ranking Juice

The Priority Stack:

1. **Highest Volume Roots** → Put in Title as Exact Match
2. **Medium Volume Roots** → Put in Bullets as Exact Match
3. **Lower Volume Keywords** → Put in Description
4. **Leftover Keywords** → Backend Search Terms

Title Optimization Example

Before (Low Ranking Juice):

"Radio Flyer 2-in-1 Kid's Trampoline Ages 3-6 Years, Red"

Problems: - "2-in-1" = No search volume - "Red" = Visible in image, no searches - Poor keyword placement

After (High Ranking Juice):

"Radio Flyer Toddler Trampoline Indoor Mini Trampoline for Kids Ages 3-6"

Improvements: - High-volume "toddler trampoline" in title - "Indoor" and "mini" are searched terms - "Kids" and age range included - No wasted characters

10. When SEO Is "Done"

Signs of Complete SEO Optimization

Indicator	Status
Indexed for 100% of MKL keywords	✓
High organic ranks across the board	✓
Ranking juice close to top competitor	✓
Gaps only for very low search volume	✓
Only branded terms missing (expected)	✓

The Scott Malone Example

From the training:

Situation: - Brand: Scott Malone (binoculars) - Almost all MKL keywords showing RED (indexed) - Only gaps: Branded terms like "LeapFrog binoculars" - Title optimization: 16/26 (some room)

Diagnosis: > "This brand is well-indexed for almost all keywords. The only gaps are branded terms they cannot control. SEO is essentially done. The problem is PERFORMANCE, not relevancy."

What Happens Next

When SEO is optimized but sales are low:

From the training example:

Listing: Scoar Binoculars
Ranking Juice Position: #10 out of 30 (Top 33%)
Gap to #1: Only 8,778 juice below leader
Monthly Sales: \$1,600
Top Seller Sales: \$38,000

Root Cause Investigation:
- Scoar price: \$27.90
- Niche median: \$17.39
- Some competitors: \$6-10

Conclusion: Price is 2-5x higher = killed CTR and CVR

The lesson: Once SEO is optimized, focus shifts to PERFORMANCE (CTR, CVR, Revenue).

Branded Keywords - What You Can and Cannot Do

What you CANNOT do: - Write competitor brand names into your listing - Get organic rank through listing optimization for branded terms

What you CAN do: - Run PPC ads on competitor branded keywords - Run Sponsored Brand videos targeting their keywords - Run product targeting ads on their detail pages

From the training:

"If you're showing position 9 for 'LeapFrog binoculars' despite not being LeapFrog, that's an opportunity for PPC advertising, NOT a listing rewrite."

11. CTR Overview - The Math of Small Gains

Why CTR Matters So Much

The Seemingly Small Number: - Current CTR: 2% - New CTR: 3% - Looks like "just 1%" improvement

The Actual Impact: - 1% → 2% = 100% more clicks - 2% → 3% = 50% more clicks - Same impressions, dramatically more visitors

From the training:

"If you can improve your CTR from 2% to 3%, that looks like just 1% but it's actually 50% more clicks - 50% more people entering your listing from the same number of impressions."

The CTR Math Example

Scenario	Impressions	CTR	Clicks	Listing Views
Before	10,000	2%	200	200
After	10,000	3%	300	300
Difference	0	+1%	+100	+50%

That's **100 additional potential customers** from the same search volume.

Why CTR Optimization Is Cost-Effective

1. **One-time upfront work** (create images)
2. **Continuous benefit** (works forever once uploaded)
3. **Relatively low cost** compared to CVR
4. **High likelihood of improvement** within 6 months
5. **Directly impacts organic rank** for ALL keywords

Time Investment

Experience	Time Required
Before DataDive/workflow	Days to weeks
First time with workflow	~4 hours
After 5+ executions	~90 minutes
Ongoing monthly tests	Variable

12. The Main Image Matrix Framework

Understanding Main Image Categories

Every main image on Amazon falls into one or more of these categories:

Category	Description	Best For
Product Only	Just product on white background	Compliance, simplicity
Product + Packaging	Product with box visible	Premium/gift perception
Product + Inclusions	Product with accessories/parts	Value bundles, kits
Product + Model	Person using/holding product	Scale reference, lifestyle
Product + Variations	Color swatches, size options	Showing selection
Product + Eye Candy	Decals, badges, callouts	Feature highlights

Combinations Are Common

Most effective main images combine elements:

- Product + Model + Packaging

- Product + Inclusions + Eye Candy
- Product + Model + Variations

Categorization Example - Kids Toy Niche

From the training analysis:

Competitor	Position	Main Image Category
Comp 1	#1	Product + Inclusions (bag top left)
Comp 2	#2	Product + Inclusions (bag top left)
Comp 3	#3	Product + Inclusions (bag top left)
Comp 4	#5	Product + Inclusions (bag top RIGHT)
Comp 5	#7	Product + Different Inclusion (center)
Your Product	#9	Product + Inclusions (bag top left)

Pattern Identified: - 8 of 10 competitors use same format - Bag placement is almost always top left - This is the "standard" for the niche

Opportunity: - Match the standard OR - Differentiate strategically

What to Track During Analysis

Create a spreadsheet with:

Field	Example
Competitor #	Comp 1
Organic Position	#1
Main Image Type	Product + Inclusions
Specific Elements	Bag, cloth, strap
Placement	Upper left quadrant
Colors Used	Blue product, white bag
Text/Badges	"16x Zoom" badge
Notes	Very clean, lots of whitespace

13. Deep Dive Analysis Process

Setting Up the Analysis

Step 1: Navigate to Deep Dive - Click Deep Dive in left menu - Select your niche/MKL

Step 2: Collapse All Galleries - Click the arrows pointing inward - All competitor main images now visible together - Makes comparison much easier

Step 3: Document What You See - Use spreadsheet - Go competitor by competitor - Note patterns and outliers

What to Look For

Question	Why It Matters
What are the top 3 doing?	Likely working well
What do 80%+ do the same?	Niche standard
What is NO ONE doing?	Differentiation opportunity
What elements appear repeatedly?	Expected by shoppers
What makes #1 different from #10?	Success factors

The Pattern Recognition Process

From the training:

"After categorizing 15 competitors, you'll start to see the same thing over and over. This is the point - pattern recognition demystifies what's going on in the niche."

Common Patterns Found: - Same inclusions featured - Same angle/orientation - Same placement of elements - Similar color schemes - Consistent badge styles

Using AI Product Brief for Context

How to generate: 1. Go to AI Product Brief in left menu 2. Select up to 10 competitors 3. Click "Analyze the Selected Niche"

What you get: - What customers like about products - What customers dislike - Important features - Customer avatars

Connecting to Main Image:

If AI Product Brief says: - "Customers love the included carrying case" - → Feature carrying case prominently in main image

If AI Product Brief says: - "Customers wish they knew the actual size" - → Show product with scale reference

14. Market Research Testing

Why Test Before Uploading

From the training:

"Don't just upload your new image and hope. Test it first with market research to understand WHY people prefer certain images."

The Two-Stage Testing Process

Stage 1: Base Test (Test Against Yourself)

Purpose	Find your best variation
Method	Current image vs. all new variations
Winner determines	Which of YOUR concepts is strongest

Stage 2: Competitive Test (Test Against Market)

Purpose	See how you compare to market
Method	Your winner vs. top 3 competitors
Winner determines	If you can compete

Market Research Tools Overview

Pik Fu - Original market research tool - Well-established, reliable - Use code "sellersystems" for discount

Intelly - Similar functionality to Pik Fu - Good for split testing

Product Pinion - Has unique "Variation-iser" AI tool - Good for concepting AND testing - 3-second and 5-second tests built in

Poll Configuration Best Practices

Poll Size: | Size | Best For | |---|----| | 15 responses | Quick directional feedback | | 25 responses | Standard testing | | 50 responses | Conclusive results |

Audience Targeting: - Parents (for kids' products) - Amazon Prime shoppers - Age-appropriate demographics - Gender if relevant

Question Types: - Rank choice voting (shows 1st, 2nd, 3rd preferences) - Simple preference (which do you prefer?) - Open feedback (why did you choose this?)

Interpreting Results

Quantitative Results:

Your Score	Interpretation
1-5/25 (4-20%)	Clear loss - major revision needed
6-10/25 (24-40%)	Underperforming - iteration needed
11-15/25 (44-60%)	Competitive - minor tweaks
16+/25 (64%+)	Winning - ready for Amazon

Qualitative Results (THE MOST IMPORTANT):

"Just because something wins in market research doesn't mean it will win on Amazon.
Focus on understanding WHY it won, not just which one won."

Read ALL feedback looking for: - Patterns in reasoning - What specifically attracted people
- What specifically concerned people - Unexpected reactions

Example Poll Feedback Analysis

Poll Question: "Which main image would make you most likely to click?"

Sample Feedback:

"I chose #3 because the product looks bigger and more substantial"
"#1 seems too cluttered, hard to see the actual product"

"#2 shows everything included which is helpful"
"I like #3 because I can see the zoom feature clearly"

Patterns Identified: - Clutter is negative - Showing inclusions is positive - Product size/visibility matters - Feature callouts (zoom) resonate

Action: Iterate #3 with cleaner layout while keeping feature callout

15. Manage Your Experiments (MYE) Setup

What Is MYE?

Amazon's official A/B testing tool for: - Main images - A+ Content - Product titles - Bullet points

Setting Up an MYE Test

Step 1: Navigate to MYE 1. Go to Amazon Seller Central 2. Click Brands → Manage Experiments 3. Select "Create New Experiment"

Step 2: Select Test Type - Choose "Main Image" for CTR testing

Step 3: Upload Your Variant - Upload the winning image from market research

Step 4: Write the Hypothesis

Bad Hypothesis (Business-Centric): > "Adding model to increase CTR and dominate our niche"

Good Hypothesis (Customer-Centric): > "Adding a child model helps parents assess if this product is appropriate size for their child's age, improving the shopping experience"

Why this matters:

"A human reviews and approves these experiments. Customer-centric hypotheses get approved more often, especially for boundary-pushing images."

Step 5: Set Duration - Minimum: 4 weeks - Recommended: 6-8 weeks - Can end early if 90%+ confidence achieved

Tracking MYE Results

Set up Rank Radar highlight:

Highlight: "Started MYE test - Model + Product main image"

Date: [Start date]

Metrics to monitor: - MYE dashboard (Amazon provides confidence level) - Organic CTR (Search Query Report) - PPC CTR (if running ads) - Overall sessions - Organic rank for hero keywords

16. CTR Testing Roadmap

The Monthly Testing Approach

From the training:

"You don't need to get it right on the first shot. The power is in iteration. Small gains compound over time."

6-Month Example Roadmap

Month	Test	Focus
Month 1	V2 vs. Original	Model + Product
Month 2	V3 vs. Winner	Model + Product + Packaging
Month 3	V4 vs. Winner	Product + Eye Candy
Month 4	V5 vs. Winner	All Inclusions Layout
Month 5	V6 vs. Winner	Refined V1 (based on feedback)
Month 6	V7 vs. Winner	New concept from research

Target Setting

From the training:

"Goal: 1% CTR increase over 6 months. Monthly target: ~0.17% improvement per month. Even if Month 3 goes DOWN, Month 4 breakthrough can recover."

Realistic Expectations: - Not every test will win - Some months will be flat or negative - Long-term trend matters most - By month 6, you've tested 7+ variations

Other CTR Factors to Consider

While main image is primary, also test:

Factor	Impact on CTR	How to Test
Price	Major	Repricing tools, MYE for price testing
Reviews	Major	Can't test directly
Title	Moderate	MYE title testing
Badges	Moderate	Earn through performance

Portfolio Application

From the training:

"If adding a kid model wins for this product, test that pattern across all kids' products. Learnings compound across dozens or hundreds of products."

Process: 1. Test concept on one product 2. Identify winning pattern 3. Apply pattern across similar products 4. Track portfolio-wide improvement

17. CVR Overview - Hacking the Brain

The Psychological Foundation

From the training:

"I call this whole process of conversion optimization 'hacking the brain.' We have a direct feed straight into someone's decision-maker, and we're able to influence the outcome."

The Brain as Graphics Processor

Key Statistics: - 90% of all information transmitted to the brain is **visual** - Brain processes images **70,000x faster** than text - This happens **before you consciously realize it**

Implication:

When someone views your listing, their brain is processing visuals at incredible speed. Before they even read your bullets, they've formed impressions from your images.

The Two Outcomes

From the training:

"When someone's looking at your listing, they're either going to buy your product or they're going to bounce and buy someone else's product."

There are only two paths: 1. **Buy your product** (Conversion) 2. **Bounce and buy competitor's product** (Loss)

Amazon's High Buyer Intent

Key statistic from training:

"The average conversion rate of a Prime shopper is 74%. More than 70% of the time, they're going to buy a product."

What this means: - If someone searches on Amazon, they're almost certainly buying SOMETHING - The question is: Will they buy YOUR product or someone else's? - Your job: Make sure they choose you

The Distracted Shopping Reality

From the training:

"We have this expectation that someone's sitting there with credit card out, ready to buy, reading every detail. But the reality is different."

Reality:

EXPECTATION:	REALITY:
Focused attention	Kids running around
Reading every detail	Dogs barking
Watching all videos	Multitasking
Reviewing specs carefully	Wants to get in and out

Design Implication:

Images must communicate FAST and CLEARLY for distracted shoppers.

18. The Psychology of Visual Shopping

The Checkbox Mental Model

From the training:

"Think of every image in your gallery as an opportunity to check off boxes in the shopper's head about whether they should buy your product."

The boxes shoppers need checked: - Does this solve my problem? - Is this good quality? - Is this the right size for me? - Does this include what I need? - Can I trust this brand/product? - Is this a good value?

What happens: - Box checked ✓ → Move to next consideration - Box NOT checked → Risk of bounce

Goal: 6/6 boxes checked = high probability of conversion

The Bounce Risk

From the training:

"If the first image doesn't resonate, there's a chance they bounce. If they give you a second chance and image two doesn't resonate, image three doesn't... the probability of them sticking around goes down dramatically."

Visual:

Image 1: ✓ Resonates	→ Continues viewing
Image 2: ✓ Resonates	→ Continues viewing
Image 3: ✗ Confusing	→ Risk increases
Image 4: ✗ Boring	→ Risk increases
Image 5: Might not see	→ Bounce likely

Information Priority

From the training:

"Put your most important information FIRST because view rates decline as shoppers scroll."

Strategic Priority: 1. **Image 1:** Main image (CTR) 2. **Image 2:** Most important differentiator 3. **Image 3:** Second most important message 4. **Image 4-7:** Supporting information 5. **A+ Content:** Detailed info for engaged shoppers

19. View Rate Drop-Off and Image Priority

The View Rate Reality

From the training:

"We don't get this data from Amazon, but we can estimate: as you get further down in your image gallery, the percentage of people viewing goes down."

Estimated View Rates:

Image Position	Est. View Rate	Impact Weight
Image 1 (Main)	~90%	Highest
Image 2	~70%	Very High
Image 3	~55%	High
Image 4	~40%	Medium
Image 5	~30%	Medium-Low
Image 6	~25%	Low
Image 7	~20%	Lowest

The Math of Effective Impact

From the training:

"If Image 5 has 20% of your 'message weight' but only 20% view rate... multiply 20% by 20% and you get only 4% actual impact."

Calculation:

Image	Message Weight	View Rate	Actual Impact
1	20%	90%	18%
2	20%	70%	14%
3	20%	50%	10%
4	20%	35%	7%
5	20%	20%	4%

Image 1 has 4.5x more actual impact than Image 5!

Strategic Implications

1. **Front-load important messages** - Put critical info in Images 1-3
 2. **Don't save the best for last** - Most won't see Image 7
 3. **Prioritize ruthlessly** - What MUST shoppers know?
 4. **A+ content** is for those who are ALREADY engaged enough to scroll down
-

20. The Secondary Image Matrix (15 Categories)

Overview

From the training:

"I had a VA categorize several hundred products, and we found that 80% of all secondary images fell into one of these 15 categories."

The 15 Categories

#	Category	Description	Best For
1	Product Anatomy	Labeled diagram showing parts/features	Technical products
2	Metrics	Numbers, statistics, data	Performance claims
3	How-To	Step-by-step usage instructions	Complex products
4	Applications	Different use cases/scenarios	Versatile products
5	Single Feature	One benefit highlighted	Key differentiator
6	Multi-Feature	3-5 features combined	Overview/summary
7	Testimonial	Customer quotes, UGC	Social proof
8	Safety	Materials, certifications, compatibility	Kids/food/health
9	Sizing	Dimensions, scale reference	Size-sensitive items
10	Inclusions	What's in the box	Bundles, kits
11	Comparison	Us vs. competitors	Differentiation
12	Seasonal	Holiday/occasion context	Gifting
13	Lifestyle	Product in use (minimal/no text)	Emotional appeal
14	Brand/Reputation	Trust signals, company story	Brand building
15	Guarantee	Warranty, satisfaction promise	Risk reduction

Category Overlaps

From the training:

"There's going to be overlapping between groups. If you're spending time categorizing and you're like 'it's this category but also this one,' it doesn't really matter. This is just to help you wrap your head around what's going on."

Common Overlaps: - Lifestyle + Single Feature = Lifestyle image WITH feature callout text - How-To + Anatomy = Instructional diagram - Multi-Feature + Inclusions = Feature list of included items

Rule: Categorize based on PRIMARY purpose of the image

When to Use Each Category

Almost Always Include: - Inclusions (what's in the box) - Sizing (how big is it) - Applications (what can I use it for)

Include When Relevant: - Safety (kids/food/health products) - How-To (complex products) - Comparison (commodity markets)

Use Sparingly: - Brand/Reputation (unless brand is a major factor) - Testimonial (reviews do this already) - Guarantee (unless exceptional)

21. Image Categorization Workflow

The Complete Process

From the training:

"This is going to take you probably an hour to go through and categorize all of your images. If you're finding it's getting redundant after the third competitor, stick with the process because it'll make conceiving much easier."

Step-by-Step Process

Step 1: Set Up Your Workspace - Open Deep Dive in one window - Open spreadsheet in another - Collapse all galleries in Deep Dive

Step 2: Create Spreadsheet Template

Competitor	Image 2	Image 3	Image 4	Image 5	Image 6	Image 7
Comp 1						
Comp 2						
...						
Comp 15						

Step 3: Work Through Each Competitor - Look at each secondary image - Identify the primary category - Note subcategory if relevant - Add brief description

Step 4: Categorize A+ Content Too - Click ASIN to open listing - Scroll to A+ content - Categorize each module

Example Categorization

Kids Binoculars Niche:

Competitor	Img 2	Img 3	Img 4	Img 5	Img 6	Img 7
Comp 1	Anatomy (lens)	How-To (adjust)	Applications	Sizing	Inclusions	Lifestyle
Comp 2	MF (lens)	Sizing	Applications	Inclusions	Safety	Brand
Comp 3	Anatomy	SF (zoom)	Applications	Sizing	Inclusions	Lifestyle

Patterns Emerging: - Everyone has Applications graphic - Everyone shows Inclusions - Lens/zoom features are prominent - Sizing is standard

A+ Content Categorization

From the training:

"For A+ content, you have to leave DataDive and actually open the listing. Scroll down and categorize each module."

Example:

Competitor	Module 1	Module 2	Module 3	Module 4	Module 5
Comp 2	Brand/Logo	Lifestyle	Scrollable Anatomy	Scrollable Apps	CTA
Comp 4	Brand Story	Video	Adjustable	Scrollable Anatomy	Scrollable Apps

22. The 3-Point Scoring System

Purpose

From the training:

"Image scoring lets us objectively evaluate images using a system anyone can use with yourself or a small team. They don't cost anything to run."

The Three Questions

For each image, ask:

1. **Do I understand the purpose of this image?** (0 or 1 point)
2. **Are all items in the image related and cohesive?** (0 or 1 point)
3. **Is the image visually impressive?** (0 or 1 point)

Scoring Example

From the training - Neck Pillow Head Position Graphics:

Image A: - Shows 360 support - BUT also talks about fabric, foam thickness, other features - Not visually impressive

Question	Score	Reason
Understand purpose?	1	Yes, head positions
Related/cohesive?	0	Too many unrelated concepts
Visually impressive?	0	Basic design
Total	1	

Image B: - Clear head position message - No extra information - Looks okay but not impressive

Question	Score	Reason
Understand purpose?	1	Yes, clear
Related/cohesive?	1	All about head positions
Visually impressive?	0	Just okay
Total	2	

Image C: - Clear head position message - Cohesive - Uses 70% of space for demonstrations
- Best looking in niche

Question	Score	Reason
Understand purpose?	1	Yes, very clear
Related/cohesive?	1	Focused entirely on head positions
Visually impressive?	1	Best in niche for this concept
Total	3	

Scoring Best Practices

From the training:

"Don't overthink it. Don't spend too much time deciding. Air on the side of being hypercritical."

Guidelines: 1. **Use half points** (0.5) if you're on the edge 2. **Be harsh** rather than generous 3. **Compare within category** (all sizing vs. all sizing) 4. **Group mentally** to establish benchmarks 5. **Quick judgments** are usually right

Filling Out the Scoring Sheet

Competitor	Image	Category	Quality (0-3)
Comp 1	Img 2	Anatomy	2.5
Comp 1	Img 3	How-To	1.5
Comp 1	Img 4	Apps	3
Comp 2	Img 2	Anatomy	2
...

Calculate averages per competitor to see who has the strongest overall gallery.

23. Comprehension Testing (5-Second Test)

What Is a Comprehension Test?

From the training:

"Show each image to someone for exactly 5 seconds, then take it away and ask 'What was the point of that image?' If their answer doesn't match your intended purpose, the image fails."

Setup Requirements

Find testers with LIMITED knowledge: - Friends or family who don't know your product - Internal team members NOT working on that product - Anyone who can give fresh perspective

The Test Process

1. Prepare list of images to test
2. Note your INTENDED purpose for each
3. Show image for exactly 5 seconds (count it out)
4. Remove the image
5. Ask: "What was the point of that image?"
6. Record response
7. Compare to intended purpose

Pass/Fail Examples

From the training:

Example 1: Cooling Towel - Intended: "Works because it's made with advanced materials" - Response: "High-quality fabric" - Result: **PASS** (close enough)

Example 2: Cooling Towel Applications - Intended: "Can be used when sick, hiking, exercise" - Response: "You can use this product outdoors" - Result: **FAIL** (missed key use cases)

Recording Results

Competitor	Image	Intended Purpose	Response	Pass/Fail
Comp 1	Img 2	Show lens quality	"Good lenses"	Pass
Comp 1	Img 3	Show adjustability	"Something about zooming"	Fail
Comp 1	Img 4	Show use cases	"Outdoor activities"	Pass

Why Failures Are Red Flags

From the training:

"If your image fails the 5-second test, distracted shoppers on Amazon won't understand it either. They're not going to try to figure out what the purpose is - they'll just bounce."

What failure means: - Image is confusing - Too much information - Wrong visual hierarchy - Needs redesign

Sample Size Recommendation

From the training:

"If you're doing this with more people, I recommend 3-5 testers. Get your family around, call over some friends, order some pizza."

24. Concept Creation Process

The Three Columns Approach

From the training:

"We have three different columns: (1) Everything you could potentially say, (2) What's most important for the shopper, and (3) What actually fits in the listing."

Column 1: Everything You COULD Say

This should be a LONG list (20-50+ items):

- Every feature
- Every benefit
- Every use case
- Brand story and history
- Materials and construction
- Sizing and dimensions
- Colors and variations
- What's included
- Certifications
- Warranties

- Customer testimonials
- Competitive advantages
- Technical specifications
- Care instructions
- etc.

Example for Kids Binoculars:

1. 16x magnification
2. How to adjust zoom
3. Easy to focus
4. Perfect for ages 3+
5. Durable construction
6. Shockproof design
7. Soft rubber eyepieces
8. Compact foldable design
9. Includes carrying case
10. Includes cleaning cloth
11. Includes neck strap
12. USA company
13. Made in China (quality controlled)
14. 5 color variations
15. Wide field of vision
16. Real optics (not toy)
17. Great for bird watching
18. Perfect for road trips
19. Sporting events
20. Camping
21. STEM learning
22. Stimulates curiosity
23. Perfect gift
24. Lightweight
25. ...

Column 2: What Shoppers NEED to Know

Distill Column 1 to ~10-15 items:

Based on: - AI Product Brief insights - Competitor image patterns - What appears in reviews

Example:

1. Level of magnification (key buying factor)
2. How to adjust (ease of use)

3. Perfect for kids (age appropriate)
4. Durability (parents worry about breaking)
5. What's included (value proposition)
6. Sizing (will it fit small hands?)
7. Lens quality (real optics)
8. Applications (use cases)
9. STEM benefits (educational angle)
10. Gift context (many buying as gifts)

Column 3: What Goes in the Listing (Prioritized)

Map to available slots:

Priority	Concept	Image Type	Position
1	16x Magnification	Single Feature	Image 2
2	Easy to Adjust	How-To	Image 3
3	Perfect for Kids	Lifestyle + SF	Image 4
4	Shockproof/Durable	Single Feature	Image 5
5	What's Included	Inclusions	Image 6
6	Compact/Folds Small	Sizing	Image 7
7	Applications	Scrollable Gallery	A+ Module 1
8	STEM Learning	Multi-Feature	A+ Module 2

Writing Concept Descriptions

For each image, document:

```

PLACEMENT: Secondary Image 2
CONCEPT: Single Feature - Magnification
TYPE: SF (Single Feature)
DESCRIPTION:
- Zoomed shot of bird in center
- Text: "16x Zoom - See Every Detail"
- Kid lifestyle in background (using product)

```

- Clean, simple layout

VERSION: V1

TEAM: Internal / Natasha

STATUS: Concepted

Creating Multiple Versions

From the training:

"Create multiple versions - V1, V2, V3 for each concept. You'll test them over time."

For Magnification image: - V1: Bird zoom with lifestyle background - V2: Before/after view comparison - V3: Technical callouts with lens diagram

25. Market Research for Secondary Images

Base Test vs. Competitive Test

Base Test (Test Against Yourself): - Your V1 magnification vs. V2 vs. V3 - Find which of YOUR images is strongest

Competitive Test (Test Against Market): - Your best magnification vs. competitor magnification images - See if you can compete

Apples to Apples Testing

From the training:

"For CVR, test category by category. Your magnification image vs. their magnification images. Your sizing vs. their sizing."

This is different from CTR (where you test full main images).

Setting Up Tests

For each concept (e.g., Magnification):

1. Download your image
2. Download 3-4 competitor versions of SAME concept

3. Run image split test
4. Compare specifically on that concept

Example Test Configuration

Test: Magnification Graphics

Context written: > "Testing graphic intended to highlight magnification abilities of kids' binoculars. Which image best shows this feature?"

Images uploaded: 1. Your V1 magnification 2. Competitor 1 magnification graphic 3. Competitor 2 magnification graphic 4. Competitor 3 magnification graphic 5. Competitor 4 magnification graphic

Audience: 25 people

Interpreting CVR Test Results

Your Score	Interpretation	Action
1-5/25 (4-20%)	Clear loss	Major revision needed
6-10/25 (24-40%)	Underperforming	Iteration needed
11-15/25 (44-60%)	Competitive	Minor refinements
16+/25 (64%+)	Winning	Ready for Amazon

26. Product Pinion Detailed Walkthrough

Overview

From the training (Part 2: CVR Market Research):

The video provides a real-time walkthrough of using Product Pinion for image testing.

Setting Up an Image Split Test

Step 1: Create New Test - Click "Opinion Polls" - Click "New Test" - Select "Image Split Test"

Step 2: Write Context

From the training example: > "Testing graphics intended to highlight magnification abilities of this kids' binoculars. Which image do you prefer for showing this feature?"

Key elements: - What you're testing - What the image is supposed to show - Clear question for respondents

Step 3: Name Your Test - Use descriptive name - Example: "Kids Binoculars - Magnification V1"

Step 4: Upload Images - Upload one at a time - Include your image AND competitor examples - 4-5 total images ideal

Step 5: Set Question - Default: "Which image do you prefer?" - Can customize: "Which image best communicates [FEATURE]?"

Step 6: Configure Audience

Options available: - Audience size (15, 25, 50, etc.) - Demographics (age, gender) - Has children - Amazon Prime shoppers - Previous poll participants

Step 7: Submit

Credit Usage

From the training:

"I had 1,000 credits and used about 165 credits for 7 tests. So roughly 25 credits per 25-person poll."

Running Multiple Tests

From the training, the tester ran: 1. Magnification test 2. Adjustability test 3. Perfect for Kids test 4. Durability test 5. Inclusions test 6. STEM Learning test 7. Sizing test

Total time: ~48 minutes for all 7 tests

Reviewing Results

From the training examples:

Image Concept	Score	Result
Magnification V1	1/15	Loss
Adjustability V1	5/25	Loss
Perfect for Kids V1	2/25	Loss
Durability V1	5/25	Loss
Inclusions V1	7/25	Pending
STEM Learning V1	3/25	Loss
Sizing V1	7/25	Potential win

Key Learning from Results

From the training:

"These results show V1 needs work - that's expected. The goal is iteration. These competitors have likely refined their images over years. We spent 3 hours on V1."

Action Plan: 1. Read ALL feedback comments 2. Identify WHY images lost 3. Create V2 addressing feedback 4. Test V2 5. Iterate until winning

27. Upload and Continuous Optimization

Uploading to Amazon

Once you have winning images:

1. Go to Seller Central
2. Navigate to product listing

3. Upload new secondary images
4. Upload new A+ content modules
5. Save changes

Setting Up Tracking

Rank Radar Highlight:

Description: "Uploaded V2 secondary images + V1 A+ content"
 Date: [Upload date]

Metrics to Track

Timeframe	Conversion Rate
90 days before	Baseline
60 days before	Trend
30 days before	Recent baseline
1 week after	Early signal
2 weeks after	Developing
30 days after	Medium-term
60 days after	Solid trend
90 days after	Confirmed impact

Three Ways to Optimize

From the training:

"Once you've gone from zero to one, there are three ways to optimize your image gallery."

1. Order Optimization - Same images, different sequence - Move high-impact images earlier

- Test Image 2 vs. Image 5 positions

2. Information Density - Same concept, different complexity - V1: 3 words, simple image -

V2: 10 concepts, 50 words, multiple images - Find optimal density for your audience

3. Design Optimization - Same concept, different visual execution - New colors, layouts, styles - Keep message, change presentation

Monthly Testing Roadmap

From the training:

Month	Secondary Images	A+ Content
1	V1 Order A	V1
2	V1 Order B	V1
3	V1 Order C (keep winner)	V1
4	Winner	V2
5	V2	Winner
6	Winner	V3
7	V3	Winner
...	Continue iterating	Continue iterating

28. Case Study: Six Deck Card Shuffler

The Situation

From the training:

"I met this seller at Kevin King's event. They had a six-deck card shuffler that was well-indexed for 'six deck' keywords."

Initial state: - Strong organic ranks for “six deck” terms - Good reviews - Stable but plateaued sales

The Discovery

The insight:

“A six-deck shuffler can also shuffle 4 decks and 2 decks.”

Gap identified: - Not indexed for “two deck card shuffler” - Not indexed for “four deck card shuffler” - Missing entire keyword families

The Fix

Simple listing rewrite: - Added “two deck” and “four deck” keywords to title - Maintained existing high-performing keywords - No product changes required

The Results

From the training:

“Indexed for all new keywords within 24 hours. High organic ranks achieved almost immediately.”

Financial Impact:

Metric	Before	After
Keywords indexed	“6 deck” only	“2 deck”, “4 deck”, “6 deck”
Search volume captured	Partial	Full
Estimated additional revenue	-	\$100,000/year

The Lesson

From the training:

“SEO won’t necessarily 2x your business, but it raises the ceiling and increases the effectiveness of all your other efforts.”

Key takeaways: 1. Look for natural extensions of your product 2. One product often serves multiple search intents 3. Simple SEO fixes can have massive revenue impact 4. The fix took minutes; the research took longer

29. Case Study: Visual Optimization Transformation

Background

From the training:

"I was doing office hours and kept using the same product example. Someone in office hours was affiliated with the company and reached out."

The Brand: - Category leader in their niche - Tens of thousands of reviews - #1 seller for years

The Problem: - Outdated main image - Only 3 secondary images (all lifestyle) - No A+ content - No video - No sponsored brand video

The Trend: - Market share declining monthly - Competitors improving their visual assets - Every month, sales dropping as competition grew

The Partnership

From the training:

"I linked them up with Shere It Studio and said let's turn this into a 'god mode' case study. If we hit hard on CTR, CVR, and revenue optimization, what could we achieve?"

Implementation Timeline

Phase	Timeframe	Focus
Phase 1	July-August	Main image testing
Phase 2	October	Secondary images + A+ content launch
Phase 3	Nov-Feb	Continuous testing of variations

The Results

Revenue Transformation:

Period	Monthly Revenue	Notes
Before (low point)	~\$250,000	Declining trend
Before (historical high)	~\$400,000	Previous peak
After (August)	\$600,000	First big jump
After (September)	\$663,000	Continued growth
After (October)	\$700,000+	Highest ever

Key Metrics:

Metric	Before	After	Change
Unit Session %	21.5%	25%	+3.5 points
Click-Through Rate	3.25%	2%*	Testing
ACOS	45%	40%	-5 points
Market Share	25%	35%	+10 points

*CTR dropped during testing phase; plan to revert to winning main image

The 6-Month Target

From the training:

Metric	Current	Target (6 mo)	Stretch
CTR	2%	3.5%	5%
CVR	25%	27.5%	30%
ACOS	40%	35%	30%
Market Share	35%	60%	-
Monthly Revenue	\$700K	\$1.2M	-

Key Insights

From the training:

"This is a brand that was the #1 seller with tens of thousands of reviews, but their visuals were outdated. Visual optimization allowed them to go from 25% market share to now targeting 60%."

Lessons: 1. Even #1 sellers can dramatically improve 2. Visual optimization has compound effects 3. The investment was worth it for a brand this size 4. Continuous testing drives continuous improvement

30. Case Study: Catalog Crisis

The Situation

From the training:

"A brand had great organic ranks, then suddenly got de-indexed for almost everything. Sessions dropped dramatically around September 8th."

Diagnosis Process

Step 1: Notice the Problem - Lower sales in Seller App - Sessions dropped dramatically - Happened suddenly

Step 2: Check DataDive - MKL showed de-indexing - Keywords showing 101+ position - Previously all red, now all green

Step 3: Check Keepa - Browse node had changed - Amazon changed product type without notification

Root Cause

From the training:

"Amazon changed the product type without notifying the seller. The browse node automatically switched. For example, from 'Kitchen Accessories' to 'Garage Equipment.'"

What happened: - Amazon's automatic classification changed - Product appeared in wrong category - Relevancy for original keywords destroyed - Impressions and sales dropped

Resolution Process

From the training:

"It took 28 days total, 10-15 hours of work, multiple emails with Seller Support, multiple phone calls, and finally uploading a flat file to change the product type."

Timeline: 1. Day 1: Noticed problem 2. Days 2-7: Investigation, first Seller Support contacts 3. Days 8-14: Multiple escalations, documentation 4. Days 15-21: Flat file attempts, more calls 5. Days 22-28: Finally resolved for parent ASIN 6. Ongoing: Child ASINs still being fixed

Current Status

From the training:

"Product type fixed for parent (not children yet). Impressions recovering. Organic rank improving. PPC campaigns not fully performing yet."

Key Lessons

1. **Monitor browse nodes regularly** (use Keepa)
2. **Act FAST when de-indexing occurs** - Every day costs money
3. **Don't let issues sit** - Performance degrades daily
4. **Document everything** for Seller Support

5. **Be persistent** - May need multiple contacts
6. **Use flat files** - Sometimes the only solution

Prevention

Regular monitoring checklist: - Check Keepa for browse node changes weekly - Monitor organic ranks in Rank Radar daily - Set up alerts for significant rank drops - Review product type in Seller Central monthly

31. Case Study: Kids Binoculars Image Testing

Overview

From the training (CVR Part 2):

Real-time walkthrough of testing secondary images for kids' binoculars product.

Initial Creation

Time invested: - 3 hours of designer time - Created 7 secondary images - Started A+ content (not finished)

Images Created

Image	Concept	Description
1	Magnification	Zoomed bird shot, "16x Zoom"
2	Adjustability	Clear/blurry comparison
3	Perfect for Kids	Child using, soft materials
4	Durability	"Survives every adventure"
5	Inclusions	All items with labels
6	STEM Learning	Educational benefits
7	Sizing	Folds into pocket

Testing Results (V1)

Concept	Score	Votes	Result
Magnification	7%	1/15	Loss
Adjustability	20%	5/25	Loss
Perfect for Kids	8%	2/25	Loss
Durability	20%	5/25	Loss
Inclusions	28%	7/25	Pending
STEM Learning	12%	3/25	Loss
Sizing	28%	7/25	Potential win

Analysis

From the training:

"These results show V1 needs work - that's expected. Competitors have likely refined their images over years. We spent 3 hours."

Key observations: - Most images lost to competitors - Sizing showed promise (potential win)
- Inclusions performed better than others - Need significant iteration

Next Steps Identified

From the training:

1. Read all feedback comments carefully
2. Identify specific improvements needed
3. Create V2 for each concept
4. Test V2 against competitors again
5. Iterate until winning

Realistic Expectations

From the training:

"Realistically, if we were doing this in a sprint over a day, it would be possible to get pretty good assets within an 8-hour day, certainly within a week."

Timeline expectation: - 3 hours = First draft (V1) - Another 2-3 hours = Polished V1 - Testing = 1-2 hours - V2 creation = 2-3 hours - V2 testing = 1-2 hours - Total for competitive images: ~12-15 hours over 1-2 weeks

32. DataDive Tools Reference Guide

Master Keyword List (MKL)

Purpose: Central repository of all relevant keywords for your niche

Key Features: - Organic rank tracking - Search volume data - Relevancy scores - Competitor comparison - Keyword exclusion

How to use: 1. Clean (remove branded/irrelevant) 2. Sort by search volume 3. Identify gaps (green cells) 4. Compare to competitors

Listing Builder

Purpose: Optimize listing copy for maximum ranking juice

Key Features: - Roots usage and hits - Remaining ranking juice calculator - Title/Bullet/Description tracking - AI writing assistance - AI Bullets generator

How to use: 1. Click "Populate" with your product 2. Check keyword placement 3. Identify gaps 4. Use AI Bullets for integration 5. Rewrite for better match type/position

Deep Dive

Purpose: Visual analysis of competitor images and galleries

Key Features: - All competitor galleries in one view - Collapse/expand functionality - Click-through to full listings - Main image comparison

Best Practice: Use two monitors - Deep Dive on one, spreadsheet on other

AI Product Brief

Purpose: Analyze competitor reviews and listings for insights

What it provides: - What customers like - What customers dislike - Important features - Customer avatars - Ways to improve

How to use: 1. Select up to 10 competitors 2. Click "Analyze the Selected Niche" 3. Cross-reference with image analysis

Rank Radar

Purpose: Track organic rank changes over time

Key Features: - Keyword-specific highlights - Date-specific highlights - Historical tracking - Custom keyword addition

Setting Highlights: - Keyword-specific: Click checkbox next to keyword - Date-specific: Click on date marker - Add description of what changed

Niche Compare

Purpose: Compare MKL at different points in time

Use cases: - Before/after listing changes - Seasonal trend analysis - Competitor movement tracking

Auto Dives

Purpose: Automatically refresh MKL data

Configuration: - Set refresh frequency - Select which ASINs to track - Review changes automatically

33. Implementation Timelines

SEO Optimization Timeline

Cadence: One meaningful change per week

Week	Action
Week 1	Clean MKL, identify top 3 gaps
Week 2	Fix gap #1, set highlight
Week 3	Fix gap #2, set highlight
Week 4	Fix gap #3, set highlight
Week 5+	Continue until 100%+ optimized

Results timing: - Some changes visible within 1 day - Most changes visible within 1 week - Full impact may take 2-4 weeks

CTR Optimization Timeline

Phase 1: Research & Concepting (1-2 days) - Analyze Deep Dive - Categorize competitor images - Create concept list

Phase 2: Creation (1-2 weeks) - Create 5-8 image variations - Internal team or agency

Phase 3: Market Research (1 week) - Run base tests - Run competitor tests - Analyze feedback

Phase 4: Testing on Amazon (Ongoing) - Upload to MYE - 4-week minimum per test - Continue iterating monthly

CVR Optimization Timeline

Phase 1: Analysis (4-6 hours) - Deep Dive analysis: 1 hour - Image categorization: 1-2 hours - Scoring: 1-2 hours - AI Product Brief: 30 minutes

Phase 2: Concepting (1-2 hours) - Create all three columns - Prioritize for listing - Write descriptions

Phase 3: Creation (1-3 weeks) - Design time varies - Multiple versions per concept

Phase 4: Testing (2-4 weeks) - Market research polls - Iterate based on feedback

Phase 5: Implementation (Continuous) - Upload to Amazon - Set up tracking - Monthly testing

Full Sprint Example

Day 1: SEO + CTR Setup - Morning: Clean MKL, identify gaps - Afternoon: Deep Dive analysis, main image concepts

Day 2: CVR Analysis - Morning: Secondary image categorization - Afternoon: Image scoring, AI Product Brief

Day 3: Concepting - All day: Create concept lists, descriptions

Day 4-5: Creation - Work with team/agency on image creation

Week 2: Testing - Run market research - Iterate concepts

Week 3+: Implementation - Upload to Amazon - Set up tracking - Begin MYE tests

34. Certification Exam Preparation

Sample Question 1: SEO Gap Analysis

Scenario: Scott Malone brand has: - Indexed for almost all MKL keywords (all red) - Only exceptions are Leap Frog branded terms - Title optimization: 16/26

Question: What are the next optimization steps?

Options: A. Add more exact match keywords for low performing keywords in title B. Build new title from scratch with outlier keywords C. Diagnose performance of the listing (CTR, CVR, PPC) D. Go top of search for all keywords currently shown

Correct Answer: C

Why other answers are wrong:

- **A:** They're already indexed well. Rewriting won't help much when ranks are already high.
- **B:** Terrible idea - would lose current indexing for core keywords.
- **D:** Could be helpful but not "best" answer. Not all keywords need top of search.

Key Insight: When SEO is already optimized, focus shifts to PERFORMANCE.

Sample Question 2: Branded Keywords

Scenario: Seller wants to compete with Leap Frog (branded term). How to improve rank for these keywords?

Options: A. Analyze secondary images and A+ content for optimization B. Rewrite "leap frog" into title as exact match C. It's not possible to rank for branded search terms D. Research Leap Frog offering for variation launch opportunity E. Analyze PPC performance for Leap Frog related keywords

Correct Answers: A, D, E

Eliminations: - **B:** WRONG - Cannot write competitor brand names into listing - **C:** WRONG - The data shows they ARE ranked position 9 for Leap Frog

Why A, D, E are correct: - **A:** Improve performance to compete better when shown - **D:** Consider if product could actually compete with Leap Frog offering - **E:** PPC is the way to target competitor keywords (paid route)

Key Concepts to Memorize

1. Organic Rank = Relevancy × Performance

2. Ranking Juice Multipliers:

- Title: 3x
- Bullets: 2x
- Description: 1x
- Exact match: Highest bonus

3. Keyword Root Definition: Two or more words that represent a unique way of describing a product

4. What determines rank movement:

- Overperform = Ranks up
- Underperform = Ranks down
- Average = Ranks flat

5. CTR vs. CVR Impact:

- 1% CTR increase = 50% more listing views
- 1% CVR increase = 1% more sales (per view)

6. Brain Processing:

- 90% of info is visual
- 70,000x faster than text

7. Prime Shopper CVR:

- ~74% average

8. View Rate Drop-Off:

- Image 1: 90%
- Image 7: ~20%

9. 15 Secondary Image Categories

10. 3-Point Scoring Questions:

- Understand purpose?

- Related/cohesive?
 - Visually impressive?
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35. Troubleshooting Common Issues

Problem: Sudden De-indexing

Symptoms: - Green cells appearing where you had red - Sessions/sales dropping dramatically - Keywords showing 101+ position

Diagnostic Steps: 1. Check Keepa for browse node changes 2. Review recent catalog changes 3. Check for Amazon listing edits 4. Verify product type in Seller Central

Solutions: - Contact Seller Support immediately - Document the correct browse node/product type - May need flat file upload - Persistence required (expect 2-4 weeks)

Problem: Listing Changes Not Impacting Rank

Possible Causes: 1. Change too small to matter 2. Not enough time elapsed 3. Performance issues overriding SEO 4. Catalog issues in backend

Solutions: - Wait 1-2 weeks for full impact - Make larger, more meaningful changes - Check performance metrics - Verify backend catalog data

Problem: MYE Test Not Showing Results

Possible Causes: 1. Not enough traffic 2. Test period too short 3. Variants too similar 4. External factors (seasonality, competition)

Solutions: - Run test for minimum 4 weeks - Ensure enough daily sessions - Test more dramatically different variants - Control for external factors

Problem: Market Research Doesn't Match Amazon Results

From the training:

"Just because something wins in market research doesn't mean it will win on Amazon."

Why this happens: - Poll respondents ≠ Amazon shoppers - Context is different - Price/reviews/ranking not visible in polls

Solution: - Use market research for direction, not final decision - Always validate with MYE on Amazon - Focus on WHY feedback, not just which won

Rufus and Cosmo Considerations

What's Happening: - Amazon rolling out AI-driven ranking factors - Rufus (customer-facing AI) - Cosmo (backend recognition)

Current State: - Already active in some categories - Effect will increase over time - Current SEO methods STILL WORK

Recommendation: - Continue current SEO optimization - Watch for updates on Rufus/Cosmo strategies - Consider catalog optimization as additional layer

36. Complete Glossary

Term	Definition
A+ Content	Enhanced brand content below the bullet points
ACOS	Advertising Cost of Sale (ad spend / ad revenue)
Auto Dive	Automatic MKL refresh feature in DataDive
Base Test	Market research testing your images against each other
Browse Node	Amazon's category classification for products
Broad Match	Keyword appears in listing but not in exact order
Checkbox Mental Model	Each image checks a box in shopper's decision process
Comprehension Test	5-second test to verify image communication
Competitive Test	Market research testing against competitors
CTR	Click-Through Rate (clicks / impressions)
CVR	Conversion Rate (sales / sessions)
Deep Dive	DataDive tool for analyzing competitor images
Distracted Shopping	Reality that shoppers are multitasking
Exact Match	Keyword appears in listing in exact order
Eye Candy	Badges, decals, visual callouts on images
Gap	Keyword where organic rank is low or not indexed
Highlight	Rank Radar annotation marking changes
Information Density	Amount of text/concepts per image
Inclusions	What's included in the product package

Term	Definition
Keyword Root	2+ words representing unique product description
Listing Builder	DataDive tool for optimizing listing copy
Main Image Matrix	Framework categorizing main image types
MKL	Master Keyword List
MYE	Manage Your Experiments (Amazon split testing)
Niche Compare	DataDive feature comparing MKL over time
Organic Rank	Natural search position (not paid)
Outlier Keywords	Keywords outside the MKL
Performance	$CTR \times CVR \times Revenue$
Product Type	Amazon backend classification
Ranking Juice	DataDive metric for keyword ranking potential
Rank Radar	DataDive tool for tracking rank changes
Relevancy	SEO component of ranking equation
Relevancy Score	% of niche indexed for a keyword
Remaining Ranking Juice	Potential gain from adding keywords
Rocket Ship Analogy	SEO as ceiling, performance as slope
Secondary Image Matrix	15 categories for secondary images
TACOS	Total Advertising Cost of Sale
3-Point Scoring	Purpose, cohesion, visual appeal scoring

Term	Definition
Unit Session %	Amazon's conversion rate metric
Variation-iser	Product Pinion AI tool for image enhancement
View Rate	Estimated % of shoppers viewing each image position
View Rate Drop-Off	Declining views for later image positions

37. Quick Reference Checklists

SEO Optimization Checklist

- Clean MKL (remove branded terms, irrelevant keywords)
- Sort MKL by search volume (descending)
- Identify gaps (green cells, low ranks)
- Check gaps in Listing Builder
- Verify match type (exact vs. broad)
- Identify placement (title, bullets, description)
- Rewrite listing (prioritize title exact match)
- Upload changes to Amazon
- Set Rank Radar highlight
- Monitor results (1 day to 1 week)
- Repeat weekly until 100%+ optimized

CTR Optimization Checklist

- Analyze Deep Dive (collapse galleries)
- Categorize competitor main images
- Note patterns and outliers
- Review AI Product Brief
- Create 5-10 concept variations
- Create/commission image variations
- Run base test (your images vs. each other)
- Run competitor test (your best vs. top 3)
- Read all feedback (understand WHY)
- Upload winner to MYE
- Write customer-centric hypothesis

- Set Rank Radar highlight
- Track CTR 30/60/90 days
- Continue monthly testing

CVR Optimization Checklist

- Analyze Deep Dive galleries (15+ competitors)
- Categorize all secondary images (spreadsheet)
- Categorize A+ content modules
- Run AI Product Brief
- Score images (3-point system)
- Run comprehension tests (5-second test)
- Create Column 1 (everything you could say)
- Create Column 2 (what shoppers need)
- Create Column 3 (prioritized for listing)
- Write concept descriptions for each image
- Create image variations (V1, V2, V3)
- Run base tests (your V1 vs. V2 vs. V3)
- Run competitor tests (your best vs. competitors)
- Read all feedback
- Iterate until winning
- Upload to Amazon
- Set Rank Radar highlight
- Track CVR 30/60/90 days
- Create monthly testing roadmap
- Test order variations
- Test information density
- Test design variations

The 10 Commandments of Listing Optimization

1. **Relevancy × Performance** - Both matter, but relevancy first
2. **SEO is the ceiling** - Performance is how fast you climb
3. **Word order matters** - "kids binoculars" ≠ "binoculars kids"
4. **CTR optimization is fastest/cheapest** - Do before CVR
5. **Market research reveals WHY** - Focus on feedback
6. **Iterate monthly** - V1 is never perfect
7. **Track everything** - Rank Radar highlights are essential
8. **View rate drops** - Put important content early
9. **Distracted shoppers** - Make info clear and fast
10. **5 hours of training → Months of execution** - Apply consistently

Video Sources

1. **SEO Optimization:** <https://www.youtube.com/watch?v=UxJ7EGlj7Zs>
 2. **CTR Optimization:** <https://www.youtube.com/watch?v=QiM8zPNRxIo>
 3. **CVR Optimization Part 1:** https://www.youtube.com/watch?v=_ppAiMUNfAU
 4. **CVR Optimization Part 2:** <https://www.youtube.com/watch?v=p9SYoMNBe3c>
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