

### DIGITAL PERFORMANCE MARKETING

Helium 10 Listing Guide



#### The 3 main areas to look at when creating a listing are Cerebro, Frankenstien & Scribbles



When optimising a listing you want to see what keywords the listing already has. You can use the helium 10 extention to have a look.



## This is the page you should be directed to. You can see the product ASIN and how many keywords are associated with that listing.



You should set the organic rank between 1 and 6 (1 and 10 if there are a small number of keywords)

A list of top organic keywords will show. These are the keywords you want to focus on as they will help when looking at organic rank.

Filtere	d keyw	ords:	39 Rows Selected: 0							+ Add Keywords to My List Sort by	r: Default	÷
#			Phrase	Cerebro IQ Score	Search Volume	Sponsored ASINs	Competing Products	CPR 8-Day Giveaways	Match Type	Amazon Recommended Rank	Sponsored Rank	Organic Rank
1	×		dog identity tag 🗹	18	54 🗠	0	>3,000	8	٥	-		1
2	×		brass dog tag 🗹	894	101 🗠	151	113	8	000	10	20	1
3	×		brass dog tags engraved for pets 🗹	-	7.	0	>1,000	-	0	-		2
4	×		id tags for dogs 🗹	29,746	8,299 🗠	359	>279	160	60	-	11	2
5	×		brass dog tags 🖄		÷	0	>4,000		60	- <b>H</b>	7	2
6	×		pet id tags for dogs 🗹	1,019	275 🗠	248	>270	8	60	ан. С	10	2
7	×		dog tags 🗹	14,443	4,333 🗠	403	>300	96	60		11	3
8	×		dog tags engraved for pets large 🗹	-	-	0	>8,000	7421	0	120	20	3
9	×		engraved pet tag 🗹	×	*	0	>20,000	-	60	-	15	3
10	×		id tag 🗹 Amazon's Choice	1	21 🗠	0	>50,000	8	880	76	5	3
11	×		brass pet tag 🗹	-	-	150	652		000	130	2	3
12	×		pet id tags 🗹 Amazon's Choice	62	62 🗠	147	>1,000	8	60	-	9	3
13	×		name tag for dogs 🗹	9	88 🗠	0	>10,000	8	60		46	3
14	×		brass dog tags engraved 🗹	511	72 🗠	o	141	8	0 0	104	127) #1	3
15	×		dog id tags personalised 🗹	1,140	261 🗠	248	>229	8	60	*	47	3
16	×		dog tags for pets 🗹 Amazon's titulica	2,551	722 🗠	266	>283	16	00	-	11	4
17	×		dog id 🗹	146	104 🗠	144	>714	8	00	65	÷.	4
18	×		dog id tag 🗹	5,560	1,540 🗠	385	>277	32	60	-	7	4
19	×		dog tag id 🖍	5	90 🗠	0	>20,000	8	000	11	11	4
20	×		dog tag 🖄	37,403	10,585 🗠	441	>283	200	890	17	10	
21	×		engraved dog tag 🗹	2,266	528 🗠	274	>233	8	00	4	-	

■ Learn ﷺ www.amazon.co.uk ~ Mathematical Methods ■ De	leted words	🛃 Export 🔻
	L CSV	el –
	● To F ① Copy	rankenstein y to Clipboard

### Once you have your keywords, export hem over to Frankenstein.

FRANKENSTEIN Keyword Processor			📑 Learn 🗠 History
Original keywords		Result	ASIS ABC AU LENGTH AU FI
	Total characters: 628 Total phrases: 39 Total we	ords: 134	Total characters: 628 Tota
dog identity tag		dog identity tag	
brass dog tag		brass dog tag	
brass dog tags eng	raved for pets	brass dog tags engraved for pets	
id tags for dogs		id tags for dogs	
brass dog tags		brass dog tags	
pet id tags for dogs	3	pet id tags for dogs	
dog tags		dog tags	
dog tags engraved	for pets large	dog tags engraved for pets large	
engraved pet tag		engraved pet tag	
id tag		id tag	
brace not tag		brass pet tag	
Dpload Keywords	from My List	pet id tags	
	Output settings	name tag for dogs	
Add only spaces	Remove dunlicates	brass dog tags engraved	
		dog id tags personalised	
One word/phrase per	line Maintain phrases	dog tags for pets	
Add commas no spar	ce Protect numbers	dog id	
<u> </u>		dog id tag	
Add commas with sp	ace Convert to lowercase	dog tag id	
Include word frequen	cy count Remove common words	dog tag	
	Remove single words	engraved dog tag	
	Tentore single roots	engraved dog tags	
	Remove single letters	engraved dog tags for pets	
		dog id tag	
Replace Enter wor	d/phrase to replac with word/phrase	dog to tags	
Pamaua provid share	Enter metarted along store	puppy id tag	
Remove special chara	Enter protected characters	dog collar tags engraved	
Remove all words str	arting with: Enter comma-separated or	dog tags for pets engraved	
	a magnetic second construction and the second	dog tags in persengraved	
Domails all abragas		dug tags engraved for pers	

Once on Frankenstein you will be met with this page.

Here you want to select "One word/phrase per line".

You then want to make sure that the following have a green tick box next to it -"remove duplicates", "maintain phrases", "protect numbers", "convert to lowercase" and "remove single words"



It is then a good idea to go through and look at the Best Sellers within your chosen category.

Pick out a variety of products but ensuring you include the number 1 Best Seller and enter their ASINS into Cerebro.

Repeat the steps of cerebro to see what organic keywords they are using.

From this add any keywords that you find to your list in Frankenstein. Frankenstein remove any duplicate keywords so do not worry if you accidently add the same ones twice.



Once you have gone through and added all the top organic keywords from your competitor you should click "process" and then click "scribbles"

SCRIBBLES Listing Optimizer			■•Learn  ③Save	")History	lear <b>a</b> Import Listing	<u>≵</u> Export
www.amazon.com 🗸	Title			0/2	00 bytes, 0 characters, 0 words	Ignore 🕥
+ www.amazon.ca	AB ab Ab 🐂 🏳 🙂 🔂 Copy					
www.amazon.com.mx						
www.amazon.com						4
www.amazon.de	Bullet Point #1	🖉 0/100 bytes. 0 characters. 0 words Ignore 🕥 Subject Matter #1		<u>e</u> 0	/50 bytes. 0 characters. 0 words	Ignore 🕥
www.amazon.es	AB ab Ab 😋 🏳 🙂 🔓 Copy	AB ab Ab ۲۰ ۲۰ ۱	Copy			
www.amazon.fr						
📕 📕 www.amazon.it						
💥 www.amazon.co.uk						
www.amazon.nl brass dog tags engraved dog id tags personalised dog tags for pets dog id		*				4
dog id tag dog tag id	Bullet Point #2	2 0/100 bytes, 0 characters, 0 words Ignore 🕥 Subject Matter #2		0	50 bytes, 0 characters, 0 words	Ignore 🕥
dog tag engraved dog tag engraved dog tags engraved dog tags for pets dog tag engraved dog id tags dog tags engraved puppy id tag dog collar tags engraved dog tags for pets engraved dog tags engraved for pets	A8 ab Ab 🌱 🏲 😋 주습Copy	AB ab Ab איז ריי ע	ြေ Сору			
dog tags engraved for pets uk engraved pet tags		4				11
dog name tag pet id tag	Bullet Point #3	2 0/100 bytes, 0 characters, 0 words Ignore 🕥 Subject Matter #3		0	50 bytes, 0 characters, 0 words	Ignore 🕥
Apply	AB ab Ab 👈 🏲 😅 🕤 Copy	AB ab Ab ↔ (	ГЪ Сору			C

# You will then be taken to Scribbles. You want to make sure that the country is correct. In this example we are looking at the UK

Then click on "Apply"

### A top tip would be to split your screen so you can see the listing as well as scribbles





To the left you will see the list of the keywords. As you type through the listing, the keywords will be crossed off so you know which ones youve used and which ones you havent.

You do not need to use them all!



### The title should include a maximum of 200 charachers.

You want to make sure all the features of the product are included but also that it makes sense

If youre working with a brand, it is also useful to add their name into the title for brand recognition.

208/100 bytes, 208 characters, 37 Bullet Ignore Point #1 ab Ab 😙 🖻 😃 🔓 Copy AB PERSONALISED ENGRAVED MESSAGE - You can add your pet's name, your number, your postcode & the 1st line of your address. Engravings are made on both sides and a paw print can be included for finishing touches. 1, 207/100 bytes, Bullet Ignore 207 characters, 3 Point #2 G Copy Ab ab AB SUPPORT A SMALL BUSINESS - Our solid brass ID tags are engraved using our state of the art laser engraving machine at our workshop in West Sussex. The tags are handmade and polished odd with a brush finish.

205/100 bytes, Bullet 205 characters Ignore Point #3 G Copy ab Ab AB THE PERFECT SIZE - Our identity tags have an outer diameter of 24mm and a 14 millimetre inner diameter. It has a thickness of 3 mm and also includes a 20mm keyring that can be attached to all pet collars. 1, 262/100 bytes, Bullet 262 characters, 50 lanore Point #4 G Copy ab Ab AB AB MADE TO ORDER - All our orders are made to order and are carried out personally by a member of our team. We pride ourselves on quality and ensuring we make the perfect tag for your beloved pet. Once orders are completed they are shipped 2nd Class via Royal Mail. 1,

The bullet points should include 500 characters.

You want to make sure the first sentence is capitalised to attract attention

You want to make sure you cover features and benefits within the listing

### make sure theyre all roughly the same length

Bullet Point #5

180/100 bytes,
 180 characters, 31
 Ignore

AB ab Ab **1 P O** Copy 100% MONEY BACK GUARANTEE - In the unlikely event that you are unsatisfied with our <u>Personalised Pet ID Tags</u>, then in line with Amazon's guidelines, we will provide a full refund.

1

### Description

482/2000 bytes, 482 characters, 88 words

Ignore

AB ab Ab T Copy Our Personalised Pet Tag ideal for pet owners who want a more modern and personal touch for their furry friends. Have your pets name, your number, your post code and the first line of your address engraved via out state of the art laser engraving machine. Know you're supporting a small business when you buy one of out Pet ID Tags. We pride ourselves in the quality of our tags and provide a 100% money back guarantee to those who feel unsatisfied with the tags they have received

The description should have a maximum of 2000 characters.

This should either summerise the bullet points or provide more information on the brand and other products they may offer.

this can also be replaced by A+ content for brand registered sellers.

The search terms are for the keywords that you havent yet used. It is useful to use phrases first.

You have a maximum of 250 words and it is good to focus on all the top organic keyterms before lookinh at high search volume key terms.



Title		Once you have the OK from the client, you can copy and paste them into the edit section or the spreadsheet, depending on you are uploading the listing.			
AB ab Ab ᠳ r	🔸 😃 🕞 Сору				
	■•Learn 🗟 Save	History Clear a Import Listing Lexport			
03/08/2021 12:17 2 Restore	History ×				
Title	03/08/2021 12:17				
Personalised Pet ID TAG - Engraved Pet Tag - Perfect For Dogs, Cats, Rabbits & Other Pets - Solid Brass Round Pet Tag - Handmade In The UK - Ideal Pet Supplies	03/08/2021 07:51	You can also re-visit old listings that			
Bullet Point #1	03/08/2021 05:23	may editorial changes by going to			
PERSONALISED ENGRAVED MESSAGE - You can add your pet's name, your number, your postcode & the 1st line of your address. Engravings are made on both sides and a paw print can be included for finishing touches.	03/08/2021 05:18	the last time you created that listing.			
Subject Matter #1	03/08/2021 05:08				
	03/08/2021 04:08	both keywords and the listing will			
	03/08/2021 04:08	appear so you can pick up where you left off			
Bullet Point #2	03/08/2021.03:34				
SUPPORT A SMALL BUSINESS - Our solid brass ID tags are engraved using our state of the art laser engraving machine at our workshop in West Sussex. The tags are handmade and polished odd with a brush finish.	03/08/2021 03:30				
Subject Matter #2	03/02/2021 04:09				
	02/25/2021 08:21				
	02/24/2021				