

LANDING PAGE CHECKLIST

For more information and a detailed description visit <u>DoneForYou.com</u>

1. Use your customer's language
2. Craft a compelling headline
3. Use a complimentary sub-headline
4. Write professional, solid, landing page copy
5. Attention-grabbing hero image
6. Your hero image needs to direct people towards the registration form
7. Keep the number of required form fields to the minimum
8. Only one call to action (CTA) per page
9. Benefit-driven CTA text
10. Above-the-fold CTA
11. Striking CTA button
12. Stripped out navigation
13. Avoid content clutter
14. Clear offer and benefit
15. Landing page copy should be a continuation of the ad copy
16. Understand buyers' emotions that drive sales
17. Social proof
18. Trust elements
19. Links to "privacy policy" and "terms of service"
20. Eliminate risk
21. Give prospects a way to contact you
22. Offer bonuses
23. Keep it simple
24. Brand congruence
25. First impression and design
26. Mobile responsiveness
27. Loading time