WHAT IS Yellowtom

Yellow tom is a local search engine with an integrated local marketing system containing many unique features that combine all advertiser needs. You do not see all these features on an ordinary business directory or basic community website.

We don't give you a little we give you a lot for very little! -

WHY IS Yellowtom DIFFERENT TO AN ONLINE BUSINESS DIRECTORY OR COMMUNITY WEB SITE?

Search Engines (Yellowtom)

Search engines use computer programmes called Robots to automatically go from page to page through the web, reading content and adding it to their databases. To speed up the process of getting your site indexed, they usually have a way for you to submit your site for indexing. You usually only have to tell a Search Engine the URL (address) of your site and it takes care of the rest.

On Line Directories (others)

Directories are run by humans who review web sites and categories them within their directories. This leads to a more restricted set of sites which can be good or bad depending on what you're searching for.

. We don't give you a little we give you a lot for very little! ____

GROWTH MARKET – SEARCH ENGINES

UK Users Make Record-High Visits To Search Engines In Dec 2012 Internet users made 400 million more visits to search engines in December 2012 compared to the same month of the prior year. Online visits to retail websites also hit a record number - 2.8 billion - in December 2012, with over a third (35%) of visits coming from search engines.

. We don't give you a little we give you a lot for very little! ___

LONG TAIL SEARCH = KEY WORD SEARCH

Are you ignoring most of your potential traffic?

If you wanted a manicure or pedicure you wouldn't search the internet for beauty salons! This is an old paper-based directory myth. These days people want faster results.

- People search for more specific items than many of us realise
- We cannot control the public searching for different phrases, so the long tail goes on indefinitely
- Including your key words, tailored to your business products and services ,is essential
- 80% of searches are made up of long tail searches e.g. 'manicure', 'pedicure'
- 20% of searches are made up of main category searches e.g. 'beauty salon'

Example on how to fill in the form *with your business key words* online under 'list my business'....

at www.yellowtom.com.

We are a beauty salon and also offer nail treatments, tanning and hair extensions and sell a wide range of treatments. We have a pedicure room and also offer full body and shoulder massages as well as Indian head massage. You may want a manicure or even a facial and our nail technician is always on hand.

Simple demonstration: in an example for the main category caterers

It is easy to see how this caterer category example will cover 100% of its product services as the key word long tail search phrases are covered extensively in this written editorial for search engine optimisation purposes:

20% of searches	80% searches
main category	key words
caterers	dinner parties, buffets corporate lunches and conferences, birthday, anniversary, wedding, christening or bar mitzvah, special mobile bars, food for weddings corporate events and social functions, garden parties and barbecues, outside catering, spit roasts, buffets, medieval banquets, barbeques, hot plated food or cold finger buffets, halal, vegetarian, gluten free and allergy considerate options, waitresses, funeral buffets, canape parties

Everyone needs Key words when describing their business on line.

The technical term that Search Engines us is 'Long Tail Search' but we don't use jargon when explaining the benefits to you because we have a professional and common sense approach so we simply term it 'Keywords' and on that basis it is clear for us all to understand :

Long Tail Search = Keywords and they mean exactly the same thing. Every business needs them when advertising on line otherwise it is a futile exercise.

Effective coupon offers

We see it every day - wherever we go - whatever we are doing: National companies - Costcutter

Sainsbury's

Total Garage

Farm Foods

Argos

... are all using effective coupon promotions

now tailored to local businesses by your local business 'friend'

Yellowtom

give people a reason to buy

the real purpose is to create visitors or footfall to a business and to increase the number of actual customers buying the product or service of that business and, of course, any extra products outside of the offer

Coupon Offers Drive business! We don't ask for anything like 50%!!

A Reason to buy

We do not ask for any percentages from you from redeemed vouchers!!

- As a business you control the offer and the amount of vouchers
- Offers must not destroy profits
- Offers should be aimed at quieter times or specific products of your choice
- Create a sense of urgency in people's minds giving a purchaser a reason to buy

Call to action advertising for local businesses

We see offers every day on TV and on leaflets through our doors and what we see are reasons to buy now. This is what is commonly known as 'call to action' advertising (directional advertising). It can be a coupon or an offer of any kind to make someone want to do something now about a product or service they have been thinking about.

Examples:

- Butchers 25% off brisket or silverside
- Computers £50 off any built system
- Electrical buy any widescreen tv & get a free dvd player & free delivery worth £50
- Travel 15% off all advertised holidays
- Beauty £5 off all manicures & pedicures
- Cycles free squire lock with any adult bike purchased
- Takeaways spend over £15 and get any starter free
- Tourist attractions two for one admission
- Fitness club free day trial and £20 off joining fee when joining for a year
- Furniture £100 off when you buy furniture above a value of £500



Your Profits are your business

- Your Prices are your business
- We do not ask for commission from successful Promotion of your business.

Coupon Offers Drive business! We don't ask for anything like 50%!!

THE ULTIMATE IN SHOWCASE PACKAGES

OPTION 1

Full page advertorial with

Your Business showcase contains

Long tail keyword organic search facility

A4 - Full colour page with all the features

Email a Friend recommendation facility

Customer enquires direct to advertiser

Weekly offer newsletters to local customers

Your Yellow tom Advert - How it Should be on the Web

per day

Automated Social Media Marketing

YOUR LOGO

Priority position keyword summary

Coupon customer controlled offer

Unique identification address

Opening Times

Photo slide show

massive benefits

SHOWCASE HUB

OPTION 2

ADD A VIDEO

Add a video and increase results whilst bringing your business alive

Your Business showcase contains

- Priority position keyword summary
- Long tail keyword organic search facility
- A4 Full colour page with all the features
- Coupon customer controlled offer
- Unique identification address
- Opening Times
- Email a Friend recommendation facility
- Customer enquires direct to advertiser
- Photo slide show
- Automated Social Media Marketing
- Weekly offer newsletters to local customers

tristo Lutaut Airmonitages from £1.36

OPTION 3

ADD A WEBSITE

£1.09

per day

Add a website and link three powerful promotional packages together

Your Business showcase contains
Priority position keyword summary

- Long tail keyword organic search facility
- A4 Full colour page with all the features
- Coupon customer controlled offer
- Unique identification address
- Opening Times
- Email a Friend recommendation facility
- Customer enquires direct to advertiser
- Photo slide show
- Automated Social Media Marketing
- Weekly offer newsletters to local customers



per day

• We don't give you a little we give you a lot for very little! -

per da

YOUR Yellowtom ADVERT

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HOW IT SHOULD BE ON THE WEB





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MANY FREE EXTRAS

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WE INCLUDE MANY GREAT FREE EXTRAS FOR ALL PACKAGE CLIENTS



OPTIONAL PAID FOR EXTRAS



YOUR UNIQUE ADDRESS



You can market on any social media by adding the link

Send to friends and family and Customers with a new latest offer if business goes quiet

Use on your business cards or company stationery





PROOF IT WORKS IS ALL YOU NEED

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CUSTOMERS ASKING FOR QUOTES AND PLACING ORDERS

Your Na me Your Em ail			
Veux Maureau			
Your Message			
	in au vivian and Ordana		
Collect E	inquiries and Orders		
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lord] Contact form - from: « stevemillers@i	ve.co.ik> Steve	30-09-2013 19:14	1 KB
1] Contact form - from: «Darren@gbouk	com> Darren	28-09-2013 10:42	1 KB
 [Yelldord] Contact form = from: «AaronkormesQ 	hotmail.co.uk > Aaron	27-09-2013 15:37	1 KB
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Actual Customer Email Responses

The following details were submitted via the contact form on Yellowtom advert. http://www.yellowtom.co.uk/166321 Date submitted: 03 Oct 2013 14:15

: AMS Gas Ltd

.essage:

ni could you give me a price for replacing an inset gas fire with a new inset gas fire the same size please

The following details were submitted via the contact form on Yellowtom advert. http://www.yellowtom.co.uk/53123 Date submitted: 30 Sep 2013 19:14 Title: Firth Cycles Message:

Hi

I'm after a rough price on a repair to a carrera Vulcan

It needs a new bracket which holds the derailler to the frame and the hydraulic brakes bleeding or refilling also a service to the bike itself Please could you let me how long you would need the bike for and also when I could bring the bike up to you I only live a mile down the road

Many Thanks

Steve

The following details were submitted via the contact form on Yellowtom advert. http://www.yellowtom.co.uk/53821 Date submitted: 24 Aug 2013 10:05 Title: Ashley Timber Message:

Please could you quote me for 16 Omega fence panels 1.8m x 1.8m with trellis ? Thank you

The following details were submitted via the contact form on Yellowtom advert. http://www.yellowtom.co.uk/53123 Date submitted: 15 Jul 2013 16:39

Title: Firth Cycles Message: Have you any Land Rover City Elite Folding Mountain Bikes in. If so, are they any good, and how much do they weigh. REGARDS JOE

The following details were submitted via the contact form on Yellowtom advert. http://www.yellowtom.co.uk/121983 Date submitted: 17 Jun 2013 10:06 Title: Northern Stone Sales Ltd

Message:

Hi there, I just called you regarding stone gateposts. I'm after a pair suitable for holding up 6'x5' gates, roughly 12"x12"x8'. I may also need a little walling stone and a few flags. I'm after yorkstone and would consider reclaimed, redressed or new. You can call me on 07968161646. I need the posts asap. Regards

Steve

WE MONITOR IT ALL FOR YOU

OUR COMPREHENSIVE MONITORING SYSTEM PROVIDES PERSONALISED RESULTS FOR YOUR BUSINESS

You need to be satisfied that it works.

You will receive a personal graph monitoring enquiries to your business. This is exclusive to your business and not a generic graph.



POWERFUL SEARCH RESULTS



LOCAL SEARCH RESULTS

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Local

首件前 2%

Google	car valeting thirsk	Google	tilers west lothian	
	Web Images Maps Shopping More - Search tools		Web Images Maps Shopping More - Search tools	
	About 28,600 results (0.70 seconds)		About 15,000 results (0.35 seconds)	
	Cookies help us deliver our services. By using our services, you agree to our use of cookies.		Cookies help us deliver our services. By using our services, you agree to our use on the services of the servi	of cookies.
	Car Valeting in Thirsk Reviews - Yell www.yell.com/s/car+valeting-thirsk.html Find Car Valeting in Thirsk on Yell. Get reviews and contact details for each business including photos, opening hours and more.		Tilers in West Lothian Reviews - Yell www.yell.com/s/tilers-west+lothian.html * Find Tilers in West Lothian on Yell. Get reviews and contact details for each busin including online reservations, directions and more.	ness
	Autogleam Car Valeting, Thirsk CAR & VEHICLE VALETING - Yell www.yell.com/biz/autogleam-car-valeting-thirsk-6703613/ ~ Find Autogleam Car Valeting in Thirsk on Yell. Get directions or leave a review about this business.		West Lothian Tilers - Find Recommendations on MyBuilder.com www.mybuilder.com > Find Tradesmen > UK > Scotland ~ Find a Trusted Local Tiler. Read real feedback by local people and compare quotes Over 22558 expert Tilers signed up. MyBuilder, the better way to find trusted	5.
	Car Valeting in Dalton, Thirsk Reviews - Yell www.yell.com/s/car+valeting-dalton-thirsk.html Find Car Valeting in Dalton, Thirsk on Yell. Get reviews and contact details for each business including photos, opening hours and more.	~	Tilers West Lothian - Find Tilers in West Lothian with www.yellowto www.yellowtom.co.uk/west-lothian/local-tradesmen,tilers/ - Ceramic tiling which is professionally done by the tilers at All In 1 Property Solutio Broxburn completely transforms your homes and businesses in the area.	39547031
	Shine Valet www.shinevalet.co.uk/ At Shine Valet you are guaranteed a professional service and your car leaving us	ch Results	RJS Plastering & Tiling www.rjsplasteringtiling.co.uk 4.9 * * * * * 9 Google reviews - Google+ page 07841 745763	
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	We have our own valet bay where we use only the best products on your vehicle, care and attention is paid to all the little details like your car boot, bodykits and		See results for tilers west lothian on a map »	
ch Results	Car Valeting Thirsk - UK www.yellowtom.co.uk/thirsk/motoring-transport.car-valeting/ ~ Shine are based just outside the town centre and offer various different car valeting services including full, half and mini to just a hand wash and dry. Friendly		tilers in West Lothian Gumtree Plastering & Tiling www.gumtree.com/plastering-tiling-services/west-lothian/tilers * Find a tilers on Gumtree West Lothian, the #1 site for Plastering & Tiling classifie ads in the UK. Boom! Success!	ds
	Find car valet services in thirsk The Sun Business Directory Online directory.thesun.co.uk/find/thirsk/car-valet-services * 20+ items - Search for car valet services in thirsk in the Sun Business Lukas Pokomy Address: Labumum Cottage - Town: THIRSK YO7 4NS GR VALETING Address: 35 Rutland Close - Town: CATTERICK DL9 3HJ		West Lothian Tilers - Find a local Tiler on RatedPeople.com www.ratedpeople.com → Tilers - ***** Rating: 4.5 - 13 reviews Find Recommended tiling companies in West Lothian. Rated People has connecte 21814 people with tilers in the UK.	ъd
	Shine Valet www.shinevalet.co.uk/ - At Shine Valet you are guaranteed a professional service and your car leaving us looking like new. We are based on the one way system around Thirsk and		Tilers in Livingston, West Lothian - RatedPeople.com www.ratedpeople.com > Tilers > West Lothian → ★★★★ Rating: 4.5 - 11 reviews Find Recommended tiling companies in Livingston. Rated People has connected 2 people with tilers in the UK.	1814
	Car Valeting in Thirsk - Reviews - thomsonlocal.com www.thomsonlocal.com/Car%20Valeting/in/Thirsk/ -		HK Tiling: Tilers, Tiling Services - Bathgate, Edinburgh www.hktiling.co.uk/ -	

OPTION 2 - ADD A VIDEO

VIDEO IN FOUR EASY STEPS

Create a Powerful Interactive Video in Four Easy Steps

Easily create an engaging video for your business that includes pictures, video clips, text, voiceover, music, coupons & more!



Select from ready made templates



Upload Pictures, Text and or Video Clips



Voiceover and Background Music STEP 4

Review and Publish

View our Latest Videos



The Owl and Trout Restaurant



Hunter Tiling



High Spec Metal Polishers



Anytime Couriers

Facts about Videos

Experian Hitwise report: UK online video exceeds one billion visits a month (client) March 27, 2013

The latest white paper from Experian Hitwise explores the growth of online video and social media, highlighting the vast opportunities available to businesses that seek to monetise social media and raise their brand awareness online.

Key Findings:

- 86% of the UK Internet population visit a video site at least once a month.
- In September 2011 there were 785 million visits to video sites from the UK.
- The average Internet user makes 18 visits to video websites a month

OPTION 3 - ADD A WEBSITE





Welcome To Yellowtom websites...

At last a web site that you own with no copyright issues.
 Change photographs and text when it suits you.
 Simple editing system.
 Fabulous designs personalised to your business.

Domain name of your choice registered in your name.

Local technical support if and when needed

Our Latest Designs





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EASY ON LINE ORDER FORMS

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前前的名

Create an advert	Create a video	Create a website
Yourful name:	Your full name:	Yourfulframe
Enal address	Email address:	Enel admus
Name of business:		Name of Dusiness
Type of business:	Name of business:	Tipe of host was
Land line contact phone number:	Type of business:	Land line contact phone number:
Mobile number.	Land line contact phone number:	Mobile number:
SKYPE name (we will send request to speak on Skype)	Mobile number:	SKYPE name (we will send request to speak on Skype)
Business street address:	SKYPE name (we will send request to speak on Skype):	Business street address
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Write business description OR call us at 01904557655 OR email us info@yellowtom.com	Short business description key words EXAMPLE:	Chosene File) No Sile chosen Rusiness Address
	We are a <u>besury salen</u> and also offer <u>nail treatments</u> , tanning and <u>hair extensions</u> and sell a wide range of treatments. We have a predicury from and also other full body and shoulder massages as well as <u>indian head massage</u> . You may want a <u>manicury</u> or even a facial and our <u>nail technician</u> is always on hand.	Certited Number:
Logo Upload	Write business description OR call us at 01904557655 OR email us info@yellowtom.com	Email Address
Choose File) No file chosen Opening times Montay Tuesday Wedneiday Thursday Friday Saturday Sunday		Dumain name request choices
Ceasing Times		
	Up load photos:	
Would you like to place an offer to attract more customers? Some examples: PREE foolar and head massage worth £30 when booking best and shoulder massage, PREE solers up to a value of £10 when 5 ar more shorts order 4 main mesh. £10 of accessories when specific [109]	Upked Image1 : Upked Image2 : Upked Image3 : Upked Image4 : Upked Image5 : Choose File) No file chosen (Choose File) No file cho	2./
Effort accessories when spending £102 Prace your disk here. Title	Marketing Video name:	Home Page - Landing Page Full Business Description Including meta tag keywords
Coupon expiry date:	Marketing video description:	Attach word document (Crosser File) No file chosen
Ofertee	Link video to your web site un:	Page
	Comments instructions	PageTite
		Promopage Video Link
Website domain:		Page borners: upload 3 images Overer File / No Bis chases Croose File / No Bis chases
Advert video urt(should be youtube link) :		Extra images for page: Upload 4 mages Oncease File (No Bo choser: Croceas File (No Bo choser: Croceas File (No Bo choser: Croceas File (No Bo choser)
Capithal C 0 X F	Captona 0 b u j	Capetra e a d 2 Crange
(Send) (Bark)	(Sens) (Back)	(md (bd)

NORMAL ADVERTISING COSTS!!

Representative prices for old traditional methods of advertising your business locally, so that you can easily compare the value of our system.

> Yellow Pages



ENTRY .	Yellow	Premium		Premium	Premium	Premium	Premium
Final Booking Date †	02/01/2009	61			-		1
Minimum circulation '090	287						
Quarter Col	352	+ 107	142	178	178	214	267
Three Eighths Col	530	+ 161	214	268	268	321	401
Half Col	706	+ 214	205	256	356	427	524
Double Quarter Col	706	+ 214	265	356	356	427	534
Eight: Col	1058	+ 320	427	534	534	641	801
Double Half Col	1410	+ 427	570	712	712	854	1068
Quarter Page	1057	+ 320	427	534	534	640	800
Half Page	2116	+ 641	054	1060	1060	1202	1602
Three Quarter Page	3171	+ 961	1201	1601	1601	1921	2402
Whole Page	4230	+ 1281	1708	2136	2136	2563	3203
Double Page Spread	8455	+ 2561	3415	4269	4269	5122	6403

White 1 colour Knock 2 or 3 colours os

White

Process

colours onKnoc

on White 2 or 3 Knock colours

Local Newspapers - Daily rates

	Daily rates		Daily rates
Support feature	270 - 280	Full page	£1721
1/16 page ad	002	Half page	£1000
1/8 page ad	£120	Quarter page	£400
Quarter page ad	£150	1/8 page	£250
Half page profile ad	£220	1/16 page	£200
Credit Card size	£120	Credit Card size	£110

	REPAIRS
MOBILE COMPUTER REPAIRS	NO FIX - NO FEE
No Fix No Fee	call 0783 2299730
no call out charge www.icompuk.com Tel 07832299730	www.icompuit.com



£301 £381 £103 £135 B&W Colour £321 £401 £123 £155

B&W

Colour

Local direct marketing

A5 x 5,000	£185 + Distribution costs
A5 x 10,000	£300 + Distribution costs
A4 x 5,000	£330 + Distribution costs
A4 x 10,000	£440 + Distribution costs

There is just NO COMPARISON when the facts are laid out because we have invested heavily in all of this development work to bring an extremely cost effective system to YOU. Just compare one month's paper advertising against what we can supply for a YEAR?

Large (56 x 40)

Small (27 x 30)

Large (56 x 40)

Small (27 x 30)