



## Why SEO is Essential for Your Small Business

eCommerce adoption and the need for online engagement have been and will continue to accelerate in 2022. People want to socialize with brands on their terms and are looking for unique and streamlined online experiences to do it.

In order to stay competitive, businesses will need to adjust their digital presence to be more visible, valuable, and available to their customers. One crucial way to do that? Focusing on SEO for your business website.

Now, you may be asking, what's the real value in SEO? Why is it important? Well, let's take a look at what implementing it could do for your business and how it can become one of your most effective marketing strategies.

### What is SEO?

SEO stands for search engine optimization, which is the process of improving your site to increase organic visibility for specific search queries. The goal of SEO is to improve the quality and quantity of traffic to your website through onsite changes. This doesn't mean just stuffing pages with relevant keywords, but focusing on core web vitals such as site speed, mobile-friendliness, interactivity, and the content of web pages.

Experts agree that successful optimization is just as much about serving customer needs as it is adhering to the guidelines and best practices of search engines like Google and Bing.

Anticipating customer intent, understanding what type of content they'd like to see, and providing the best answers are the heart of good SEO. It's simultaneously a customer research method and sales channel for your business, and it allows you to get to know your customers and their habits.

The key is being able to put both the technical and strategic elements together. To simultaneously serve your customer's needs and deliver it in a way that is attractive to search engines.

### Why Is SEO Important?

Despite the acronym, SEO is as much about people as it is about search engines.

Increased visibility, which means making it simpler for consumers to find you when they search for what you have to offer, is one of the most essential aspects of SEO. Your rating is closely connected to your visibility.

According to an SEO company in Mumbai, "You need to have an understanding of what people are searching for online, the answers they want, the keywords they're using, and the content they need."

If you know all this, you will be able to connect to the people who are searching on the internet for the solutions you offer.

Take the example of Zomato. It has put in a lot of effort to get organic ranks in search engines. Here are some of the top organic search phrases for which it ranks:



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