



# Landing Page Optimization: The Definitive Guide to Testing and Tuning for Conversions

*Tim Ash*

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## **Landing Page Optimization: The Definitive Guide to Testing and Tuning for Conversions** Tim Ash

How much money are you losing because of poor landing page design? In this comprehensive, step-by-step guide, you'll learn all the skills necessary to dramatically improve your bottom line, including identifying mission critical parts of your website and their true economic value, defining important visitor classes and key conversion tasks, gaining insight on customer decision-making, uncovering problems with your page and deciding which elements to test, developing an action plan, and avoiding common pitfalls. Includes a companion website and a detailed review of the Google Website Optimizer tool.

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