



The 2021 Digital Marketing Playbook

For Consultants



The internet has revolutionized the way that people interact, and by extension their businesses too. For this reason, we believe that it's never been more important for consulting firms to explore digital marketing.

Marketing consulting firms is both imperative and difficult. In a saturated marketplace, it's essential to stand out from the crowd, but it's difficult to find the time to maintain your digital presence and give your clients the attention that they deserve – and pay for. You wouldn't leave your phone unattended, and sometimes off the hook altogether; the same should be true of your digital channels. After all, that's how the modern customer will contact you. If they can't contact you, they'll simply contact someone else – someone with a well-maintained site, good Google reviews and active social channels.

We've built a digital marketing strategy playbook for the consulting industry to give you the tools and techniques to launch your brand, grow your userbase and become a huge success.

— THINGS TO KNOW ABOUT US

We're a team of passionate innovators who love all-things digital. We are incredibly hands-on with our clients as execution partners for brands that have strategy in place and need help executing, or taking the lead for clients building from the ground up. Every stage of our client engagement has multiple levels of approval and control so everyone is always aware of what's going on. Our goal is results based. Understanding your business goals, how you define success and how to deliver the highest ROI for your brand.

01

Strategic Thinkers

We're not a paint by numbers agency. We work with you intimately to craft solutions that will propel your business to new heights.

02

Process Driven

We always start an engagement with upfront discovery, and draft detailed strategy that ensures a successful outcome.

03

Engaging Creative

Design is really an act of communication, which means having a deep understanding of the customer we're helping you engage and connect with.

04

Tech Innovators

We're relentless problem solvers, delivering cutting-edge technology solutions to serve as the foundational growth elements to our clients' businesses.

01

Brand Identity + Creative

Memorable, captivating and cohesive branding in the consulting industry (Think McKinsey) is necessary when trying to build a loyal base of customers and clients that will hire you for your expertise and turn to you to help them solve big challenges. Of course there's no experience for your customers quite like being served a world-class a world-class strategy. But before you even get to an engagement you must figure out how to stand out in a sea of competitors, to leads and prospects that are inundated with search results and 9,389,485,958 companies that all claim to do the same thing.

Click on an item for a full definition page with tools and helpful links.

- ☐ [Brand Design](#)
- ☐ [Brand Naming](#)
- ☐ [Full Identity Development](#)

02

Web Design + Development

Web design for consulting firms not only has to be engaging, but it also needs to be functional and effective. Many factors play into the design of a website including how easily you can communicate your services and solutions, to potential pain points your customers are experiencing, how easy it is to get in touch with your firm (via a form or even better, Live Chat) and most importantly, how clearly you can communicate value to potential customers. Color, easy to read content, and the ability to capture leads and new customers with your website are just a few crucial items that cannot be overlooked when focusing on consulting web design.

Click on an item for a full definition page with tools and helpful links.

- | | |
|--|--|
| <input type="checkbox"/> <u>Website Development</u> | <input type="checkbox"/> <u>Martech Integration</u> |
| <input type="checkbox"/> <u>Online Bookings</u> | <input type="checkbox"/> <u>Schema Markup Development</u> |
| <input type="checkbox"/> <u>Lead Generation/Lead Capture</u> | <input type="checkbox"/> <u>301 Redirect Mapping</u> |
| <input type="checkbox"/> <u>Landing Pages</u> | <input type="checkbox"/> <u>Technical SEO</u> |
| <input type="checkbox"/> <u>Mobile App Development</u> | <input type="checkbox"/> <u>ADA Accessibility Compliance</u> |
| <input type="checkbox"/> <u>CRM Integration</u> | <input type="checkbox"/> <u>Performance Optimization</u> |

03

Digital Marketing

Whether you're a single consultant with unique expertise, or a global consulting juggernaut, digital marketing is absolutely essential to your growth, staying power and success. Reaching customers and leads via email, maxing out your visibility in search engines, and connecting with potential new customers (as well as existing ones) on various social channels are just a small sampling of tactics consulting firms should be considering, to continuously develop and expand on their revenue and operations, extend their thought leadership and develop new high yield leads.

Click on an item for a full definition page with tools and helpful links.

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|--|--|--|
| <input type="checkbox"/> Organic SEO | <input type="checkbox"/> Paid Social | <input type="checkbox"/> Google Tag Manager |
| <input type="checkbox"/> Social Media Management | <input type="checkbox"/> Lead Generation | <input type="checkbox"/> Retargeting |
| <input type="checkbox"/> Content Marketing | <input type="checkbox"/> PPC / Display Ads | <input type="checkbox"/> Database List Acquisition |
| <input type="checkbox"/> Email Marketing | <input type="checkbox"/> Integrated Marketing Stacks | <input type="checkbox"/> Lookalike Audiences |
| <input type="checkbox"/> Account Based Marketing | <input type="checkbox"/> eCommerce Feed Management | <input type="checkbox"/> Channel Development |
| | | <input type="checkbox"/> Blogging |

04

Strategy + Analytics

The ability to process every data point related to your marketing efforts is and will continue to be the driving factor of success. Are you able to track customers from the second they've clicked on your google listing, all the way to the moment they submitted an inquiry on your website, through to when they've hired you? CRM integration and tracking + analytics platforms may all feel like overkill, but they paint an important view of how you're being found, how customers are interacting with your business, and how successful your marketing efforts really are.

Click on an item for full definition pages with tools and helpful links.

- | | |
|---|--|
| <input type="checkbox"/> Strategy Development | <input type="checkbox"/> Capabilities Assessment |
| <input type="checkbox"/> Analytics + Tracking | <input type="checkbox"/> ROI Tracking + Reporting |
| <input type="checkbox"/> Customer Profiling | <input type="checkbox"/> Webmaster Tools |
| <input type="checkbox"/> Competitive Research | <input type="checkbox"/> Data Studios + Dashboards |

— SO HOW'S IT GOING?

Check your digital marketing health for 2021

Based on the above playbook we invite you to check your health and see how well you're positioned to succeed. In just a few clicks you'll know just how well your company's marketing is setup for the year ahead.

[Click here to check your score](#)

— SERVICES

Helping ambitious brands move at the speed of the internet with award winning creative, ground breaking technology + unsurpassed strategy.

01

Brand Identity + Creative

Tired of the same ol' same ol' cookie cutter brands that play it safe and try to walk a delicate path of being for everyone, while standing for nothing, consumers are demanding a voice, a stance, a personality, accessibility and most importantly authenticity from the companies they do business with.

- Brand Strategy
- Brand Naming
- Brand Messaging
- Visual Identity
- Creative Services

[Learn More](#)

02

Web Design + Development

Our award-winning web design and development produces highly visual web solutions that offer best-in-class user experience on desktop, mobile, and tablet devices.

- Strategy
- UX + UI Design
- Full Stack Integrations
- Technical Planning + Testing
- Development
- Quality Assurance
- Ongoing Maintenance

[Learn More](#)

03

Digital Marketing + Advertising

The days of "If you build it, they will come" are over. Transmyt produces category-defining advertising and marketing solutions that connects brands with their customers. We take your messages, products and services to the platforms where your consumers are spending their time and most likely to engage.

- Social Media Campaigns
- Content Marketing
- Email Marketing
- SEO / PPC / Display Ads
- Customer Acquisition
- B2B Lead Generation
- Account Based Marketing

[Learn More](#)

04

Strategy + Analytics

In today's internet driven economy, all companies need to have a plan to succeed along with ongoing tools and systems in place to ensure your efforts are successful towards driving growth and protecting budget.

- Martech Stack Auditing
- Strategy + Planning
- Benchmarking
- Ongoing Analysis + Reporting
- Advisory + Adjustments
- Interim CMO Services

[Learn More](#)