

Review of [Rainsalestraining.com](https://rainsalestraining.com)

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Introduction

This report provides a review of the key factors that influence the SEO and usability of your website.

The homepage rank is a grade on a 100-point scale that represents your Internet Marketing Effectiveness. The algorithm is based on 70 criteria including search engine data, website structure, site performance and others. A rank lower than 40 means that there are a lot of areas to improve. A rank above 70 is a good mark and means that your website is probably well optimized.

Internal pages are ranked on a scale of A+ through E and are based on an analysis of nearly 30 criteria.

Our reports provide actionable advice to improve a site's business objectives.

Please contact us for more information.

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Search Engine Optimization

Mobile

Visitors

Link Analysis

Usability

Technologies

Social

Iconography



Good



To Improve



Errors



Not Important



Hard to solve



Little tough to solve



Easy to solve



No action necessary



Title Tag



Global Sales Training and Performance Improvement Firm

Length: 54 character(s)

Ideally, your title tag should contain between 10 and 70 characters (spaces included).

Make sure your title is explicit and contains your most important keywords.

Be sure that each page has a unique title.



Meta Description



RAIN Group is a global sales training and consulting org that transforms teams through modern, flexible in-person and virtual training that drives results.

Length: 155 character(s)

Meta descriptions contains between 100 and 300 characters (spaces included).

It allow you to influence how your web pages are described and displayed in search results.

Ensure that all of your web pages have a unique meta description that is explicit and contains your most important keywords (these appear in bold when they match part or all of the user's search query).

A good meta description acts as an organic advertisement, so use enticing messaging with a clear call to action to maximize click-through rate.



Meta Keywords



No Keywords

Meta Keywords are a specific type of meta tag that appear in the HTML code of a Web page and help tell search engines what the topic of the page is.

However, google can't use meta keywords.



Google Preview



[Global Sales Training and Performance Improvement Firm](#)

[rainsalestraining.com/](#)

RAIN Group is a global sales training and consulting org that transforms teams through modern, flexible in-person and virtual training that drives results.

This is an example of what your Title Tag and Meta Description will look like in Google search results.

While Title Tags & Meta Descriptions are used to build the search result listings, the search engines may create their own if they are missing, not well written, or not relevant to the content on the page.

Title Tags and Meta Descriptions are cut short if they are too long, so it's important to stay within the suggested character limits.

<H1> TRANSFORM YOUR SALES RESULTS </H1>
 <H2> Drive Change and Results on Your Sales Team </H2>
 <H2> Top Sales Organizations Choose RAIN Group </H2>
 <H2> Achieve Your Growth Goals </H2>
 <H2> Our Subject Areas of Expertise </H2>
 <H2> Revolutionizing Sales Training Delivery </H2>
 <H2> Latest Sales Insights & Ideas </H2>
 <H2> Award-Winning Results </H2>
 <H2> Transform Your Sales Results Today </H2>
 <H2> Get the latest in sales research and content directly to your inbox. </H2>
 <H3> Sales Training </H3>
 <H3> Total Access </H3>
 <H3> Our Approach </H3>
 <H3> Core Consultative Selling </H3>
 <H3> Advanced Consultative Selling </H3>
 <H3> Strategic Account Management </H3>
 <H3> Winning Major Sales </H3>
 <H3> Virtual Selling </H3>
 <H3> Sales Prospecting </H3>
 <H3> Sales Negotiation </H3>
 <H3> Sales Productivity </H3>
 <H3> Sales Management </H3>
 <H3> Sales Coaching </H3>
 <H3> Modern, modular, and multi-modal training, purpose built for the adult learner. </H3>
 <H3> What Is Sales Training? </H3>
 <H3> 50 Powerful Sales Questions </H3>
 <H3> How to Change the Buyer Conversation with Insight </H3>
 <H3> 30 Must-Know Sales Prospecting Stats </H3>
 <H3> Goal Setting Worksheet </H3>
 <H3> 15 Sales Training Techniques for Building Elite Sales Teams </H3>
 <H3> Contact Us </H3>

Use your keywords in the headings and make sure the first level (H1) includes your most important keywords. Never duplicate your title tag content in your header tag.

While it is important to ensure every page has an H1 tag, never include more than one per page. Instead, use multiple H2 - H6 tags.

Keywords Cloud

sales 113 training 31 virtual 13 group 12 account 9
 rain 8 selling 7 major 6 services 6 research 6
 consultative 5 complex 5 top-performing 5 strategic 5 learning 5

This Keyword Cloud provides an insight into the frequency of keyword usage within the page.

It's important to carry out keyword research to get an understanding of the keywords that your audience is using. There are a number of keyword research tools available online to help you choose which keywords to target.

Keyword Consistency

Keywords	Freq	Title	Desc	<H>
sales	113	✓	✓	✓
training	31	✓	✓	✓
virtual	13	✗	✓	✓
group	12	✗	✓	✓
account	9	✗	✗	✓
rain	8	✓	✓	✓
selling	7	✗	✗	✓
major	6	✗	✗	✓
services	6	✗	✗	✗
research	6	✗	✗	✓
consultative	5	✗	✗	✓
complex	5	✗	✗	✗
top-performing	5	✗	✗	✗
strategic	5	✗	✗	✓
learning	5	✗	✗	✗

This table highlights the importance of being consistent with your use of keywords.

To improve the chance of ranking well in search results for a specific keyword, make sure you include it in some or all of the following: page URL, page content, title tag, meta description, header tags, image alt attributes, internal link anchor text and backlink anchor text.



Alt Attribute



We found 69 images on this web page

✓ No ALT attributes are empty or missing.

Alternative text is used to describe images to give the search engine crawlers (and the visually impaired).

Also, more information to help them understand images, which can help them to appear in Google Images search results.



Text/HTML Ratio



HTML to Text Ratio is: **5.34%**

Text content size 10231 bytes

Total HTML size 191643 bytes

Code to text ratio represents the percentage of actual text on a web page compared to the percentage of HTML code, and it is used by search engines to calculate the relevancy of a web page.

A higher code to text ratio will increase your chances of getting a better rank in search engine results.



GZIP compression







Wow! It's GZIP Enabled.

✓ Your webpage is compressed from 187 KB to 23 KB (87.6 % size savings)

Gzip is a method of compressing files (making them smaller) for faster network transfers.

It allows to reduce the size of web pages and any other typical web files to about 30% or less of its original size before it transfer.

 **IP Canonicalization** No your domain IP 199.60.103.162 does not redirect to rainsalestraining.com
  

To check this for your website, enter your IP address in the browser and see if your site loads with the IP address.
Ideally, the IP should redirect to your website's URL or to a page from your website hosting provider.
If it does not redirect, you should do an htaccess 301 redirect to make sure the IP does not get indexed.

 **URL Rewrite** Good, all URLs look clean and friendly
  

Your site's URLs contain unnecessary elements that make them look complicated.
A URL must be easy to read and remember for users. Search engines need URLs to be clean and include your page's most important keywords.
Clean URLs are also useful when shared on social media as they explain the page's content.

 **Underscores in the URLs** Great, you are not using underscores (these_are_underscores) in your URLs
  

Great, you are not using ?underscores (these_are_underscores) in your URLs.
While Google treats hyphens as word separators, it does not for underscores.

✓ **WWW Resolve** Great, a redirect is in place to redirect traffic from your non-preferred domain.



Redirecting requests from a non-preferred domain is important because search engines consider URLs with and without "www" as two different websites.

✓ **XML Sitemap** Good, you have XML Sitemap file!



<http://rainsalestraining.com/sitemap.xml>

A robots.txt file allows you to restrict the access of search engine robots that crawl the web and it can prevent these robots from accessing specific directories and pages. It also specifies where the XML sitemap file is located.

You can check for errors in your robots.txt file using Google Search Console (formerly Webmaster Tools) by selecting 'Robots.txt Tester' under 'Crawl'. This also allows you to test individual pages to make sure that Googlebot has the appropriate access.

✓ **Robots.txt** Good, you have Robots.txt file!



<http://rainsalestraining.com/robots.txt>

A sitemap lists URLs that are available for crawling and can include additional information like your site's latest updates, frequency of changes and importance of the URLs. This allows search engines to crawl the site more intelligently.

We recommend that you generate an XML sitemap for your website and submit it to both Google Search Console and Bing Webmaster Tools. It is also good practice to specify your sitemap's location in your robots.txt file.



Embedded Objects

Perfect, no embedded objects has been detected on this page



Embedded Objects such as Flash. It should only be used for specific enhancements.
Although Flash content often looks nicer, it cannot be properly indexed by search engines.
Avoid full Flash websites to maximize SEO.



Iframe

Oh no, iframe content has been detected on this page



Frames can cause problems on your web page because search engines will not crawl or index the content within them.
Avoid frames whenever possible and use a NoFrames tag if you must use them.



Domain Registration

Exactly how many years and months



Domain Age: 14 Years, 363 Days

Created Date: 26th-Apr-2010

Updated Date: 27th-Apr-2024

Expiry Date: 26th-Apr-2025

Domain age matters to a certain extent and newer domains generally struggle to get indexed and rank high in search results for their first few months (depending on other associated ranking factors). Consider buying a second-hand domain name.
Do you know that you can register your domain for up to 10 years? By doing so, you will show the world that you are serious about your business.



Indexed Pages



Indexed pages in search engines

0 Page(s)

This is the number of pages that we have discovered on your website.

A low number can indicate that bots are unable to discover your webpages, which is a common cause of a bad site architecture & internal linking, or you're unknowingly preventing bots and search engines from crawling & indexing your pages.



Backlinks Counter



Number of backlinks to your website

925 Backlink(s)

Backlinks are links that point to your website from other websites. They are like letters of recommendation for your site.

Since this factor is crucial to SEO, you should have a strategy to improve the quantity and quality of backlinks.



URL

<http://rainsalestraining.com>

Length: 17 characters

Keep your URLs short and avoid long domain names when possible.

A descriptive URL is better recognized by search engines.

A user should be able to look at the address bar and make an accurate guess about the content of the page before reaching it (e.g., <http://www.mysite.com/en/products>).



Favicon

Great, your website has a favicon.

Favicons improve a brand's visibility.

As a favicon is especially important for users bookmarking your website, make sure it is consistent with your brand.



Custom 404 Page

Great, your website has a custom 404 error page.

When a visitor encounters a 404 File Not Found error on your site, you're on the verge of losing the visitor that you've worked so hard to obtain through the search engines and third party links.

Creating your custom 404 error page allows you to minimize the number of visitors lost that way.



Page Size



187 KB (World Wide Web average is 320 Kb)

Two of the main reasons for an increase in page size are images and JavaScript files.

Page size affects the speed of your website; try to keep your page size below 2 Mb.

Tip: Use images with a small size and optimize their download with gzip.



Load Time



0.17 second(s)

Site speed is an important factor for ranking high in Google search results and enriching the user experience.

Resources: Check out Google's developer tutorials for tips on how to make your website run faster.



Language



Good, you have declared your language
Declared Language: English

Make sure your declared language is the same as the language detected by Google

Also, define the language of the content in each page's HTML code.

Domain Availability

Domains (TLD)	Status
rainsalestraining.net	Available
rainsalestraining.org	Already Registered
rainsalestraining.biz	Already Registered
rainsalestraining.us	Available
rainsalestraining.info	Already Registered

Register the various extensions of your domain to protect your brand from cybersquatters.

Typo Availability

Domains (TLD)	Status
eainsalestraining.com	Available
dainsalestraining.com	Available
fainsalestraining.com	Available
gainsalestraining.com	Available
tainsalestraining.com	Available

Register the various typos of your domain to protect your brand from cybersquatters.



Email Privacy



Good, no email address has been found in plain text.

We don't recommend adding plain text/linked email addresses to your webpages.

As malicious bots scrape the web in search of email addresses to spam. Instead, consider using a contact form.



Safe Browsing



The website is not blacklisted and looks safe to use.

Safe Browsing to identify unsafe websites and notify users and webmasters so they can protect themselves from harm.



Mobile Friendliness



Oh No! This page is not mobile-friendly.
Your mobile friendly score is 0/100

Mobile Friendliness refers to the usability aspects of your mobile website, which Google uses as a ranking signal in mobile search results.



Mobile Compatibility



Bad, embedded objects detected.

Embedded Objects such as Flash, Silverlight or Java. It should only be used for specific enhancements.

But avoid using Embedded Objects, so your content can be accessed on all devices.



Mobile View



The number of people using the Mobile Web is huge; over 75 percent of consumers have access to smartphones. ??

Your website should look nice on the most popular mobile devices.

Tip: Use an analytics tool to track mobile usage of your website.

Server IP

Server IP	Server Location	Service Provider
199.60.103.62	Not Available	Not Available

Your server's IP address has little impact on your SEO. Nevertheless, try to host your website on a server which is geographically close to your visitors.

Search engines take the geolocation of a server into account as well as the server speed.

Speed Tips

Tips for authoring fast-loading HTML pages:

-  Too bad, your website has too many CSS files.
-  Too bad, your website has too many JavaScript files.
-  Perfect, your website doesn't use nested tables.
-  Too bad, your website is using inline styles.

Website speed has a huge impact on performance, affecting user experience, conversion rates and even rankings.

By reducing page load-times, users are less likely to get distracted and the search engines are more likely to reward you by ranking your pages higher in the SERPs.

Conversion rates are far higher for websites that load faster than their slower competitors.

Analytics

Perfect, We detect an analytics tool installed on this website.

Web analytics let you measure visitor activity on your website.

You should have at least one analytics tool installed, but It can also be good to install a second in order to cross-check the data.



Doc Type

Your Web Page doctype is HTML 5



The Doctype is used to instruct web browsers about the document type being used.

For example, what version of HTML the page is written in.

Declaring a doctype helps web browsers to render content correctly.



W3C Validity

W3C not validated



W3C is a consortium that sets web standards.

Using valid markup that contains no errors is important because syntax errors can make your page difficult for search engines to index.

Run the W3C validation service whenever changes are made to your website's code.



Encoding

Great, language/character encoding is specified: UTF-8



Specifying language/character encoding can prevent problems with the rendering of special characters.

Social Data

Your social media status

-  Facebook:  RAINGroup
-  Twitter:  Rainselling
-  Instagram:  Raingroupsalestraining

Social data refers to data individuals create that is knowingly and voluntarily shared by them.

Cost and overhead previously rendered this semi-public form of communication unfeasible.

But advances in social networking technology from 2004-2010 has made broader concepts of sharing possible.

Traffic Rank

No Global Rank

A low rank means that your website gets a lot of visitors.

Your Alexa Rank is a good estimate of the worldwide traffic to your website, although it is not 100 percent accurate.

Visitors Localization

Your website is popular on following countries:

Popularity at	None
Regional Rank	None

We recommend that you book the domain names for the countries where your website is popular.

This will prevent potential competitors from registering these domains and taking advantage of your reputation in such countries.

Estimated Worth

\$60 USD

Just a estimated worth of your website based on Alexa Rank.

In-Page Links

We found a total of 170 links including both internal & external links of your site

Anchor	Type	Follow
No Anchor Text	Internal Links	Dofollow
SOLUTIONS	Internal Links	Dofollow
Sales Training	Internal Links	Dofollow
Sales Consulting	Internal Links	Dofollow
Sales Coaching	Internal Links	Dofollow
Subscription-Based Sales Training	Internal Links	Dofollow
RAIN Group Self-Study+	Internal Links	Dofollow
Sales Assessment	Internal Links	Dofollow
Fill the Pipeline	Internal Links	Dofollow
Lead Sales Conversations	Internal Links	Dofollow
Transition to Insight-based Selling	Internal Links	Dofollow
Increase Win Rate	Internal Links	Dofollow
Succeed Selling Virtually	Internal Links	Dofollow
Develop Sales Managers	Internal Links	Dofollow
Coach Sales Reps	Internal Links	Dofollow
Grow Your Accounts	Internal Links	Dofollow
Improve Sales Margins	Internal Links	Dofollow
Increase Sales Productivity	Internal Links	Dofollow
Reach Executive-Level Buyers	Internal Links	Dofollow
Coaching for Action & Accountability	Internal Links	Dofollow
Sales Transformation	Internal Links	Dofollow
Revolutionizing Training Delivery	Internal Links	Dofollow
Sales Training Reinforcement	Internal Links	Dofollow
Train the Trainer	Internal Links	Dofollow
Online Training for Individuals & Small Teams	Internal Links	Dofollow
INDUSTRIES	Internal Links	Dofollow
Accounting	Internal Links	Dofollow
Consulting	Internal Links	Dofollow
Engineering & Architecture	Internal Links	Dofollow
Law	Internal Links	Dofollow
Banking	Internal Links	Dofollow
Financial Services	Internal Links	Dofollow
Insurance	Internal Links	Dofollow
IT Services	Internal Links	Dofollow
Software	Internal Links	Dofollow
Telecommunications	Internal Links	Dofollow
Biotechnology	Internal Links	Dofollow
Medical Devices	Internal Links	Dofollow
Pharmaceutical	Internal Links	Dofollow
Industrial & Manufacturing	Internal Links	Dofollow
Oil & Energy	Internal Links	Dofollow
RESEARCH	Internal Links	Dofollow
The Top-Performing Seller	Internal Links	Dofollow
Sales Management	Internal Links	Dofollow
Top-Performing Sales Organizations	Internal Links	Dofollow
Sales Prospecting	Internal Links	Dofollow
What Sales Winners Do Differently	Internal Links	Dofollow

Strategic Account Management	Internal Links	Dofollow
Virtual Selling	Internal Links	Dofollow
Extreme Productivity	Internal Links	Dofollow
Sales Negotiation	Internal Links	Dofollow
LEARNING LIBRARY	Internal Links	Dofollow
Blog	Internal Links	Dofollow
White Papers	Internal Links	Dofollow
Books	Internal Links	Dofollow
Sales Tools	Internal Links	Dofollow
Videos	Internal Links	Dofollow
Webinars	Internal Links	Dofollow
Assess Your Sales Skills	Internal Links	Dofollow
Consultative Selling	Internal Links	Dofollow
Insight Selling	Internal Links	Dofollow
Productivity	Internal Links	Dofollow
Opportunity Management	Internal Links	Dofollow
Sales Management	Internal Links	Dofollow
Sales Negotiation	Internal Links	Dofollow
Sales Prospecting	Internal Links	Dofollow
Strategic Account Management	Internal Links	Dofollow
Executive Sales	Internal Links	Dofollow
Virtual Selling	Internal Links	Dofollow
Sales Training	Internal Links	Dofollow
No Anchor Text	Internal Links	Dofollow
ABOUT	Internal Links	Dofollow
Client Success Stories	Internal Links	Dofollow
Global Locations	Internal Links	Dofollow
Leadership Team	Internal Links	Dofollow
Media Coverage	Internal Links	Dofollow
Careers	Internal Links	Dofollow
Contact Us	Internal Links	Dofollow
Browse Programs	Internal Links	Dofollow
No Anchor Text	Internal Links	Dofollow
No Anchor Text	Internal Links	Dofollow
Increase Conversion Rates 30% Bright Horizons	Internal Links	Dofollow
Grow strategic accounts 110% Woodard & Curran	Internal Links	Dofollow
Increase referrals 40% Toyota	Internal Links	Dofollow
Improve sales cycle time 20% RQM+	Internal Links	Dofollow
Find out how other companies in your industry have exceeded their growth goals. east	Internal Links	Dofollow
Core Consultative Selling Lead masterful sales conversations from beginning to end.	Internal Links	Dofollow
Advanced Consultative Selling Inspire buyers with new ideas and differentiate from the competition.	Internal Links	Dofollow
Strategic Account Management Expand, penetrate, and protect your most important accounts.	Internal Links	Dofollow
Winning Major Sales Maximize sales wins and ensure a consistent sales process across your team.	Internal Links	Dofollow
Virtual Selling Transition to virtual selling and lead exceptional virtual sales meetings.	Internal Links	Dofollow
Sales Prospecting Generate leads and keep your pipeline full of qualified opportunities.	Internal Links	Dofollow
Sales Negotiation Create agreements that keep margin, profitability, and satisfaction high.	Internal Links	Dofollow
Sales Productivity Maximize motivation, control your time, and execute in the zone.	Internal Links	Dofollow

Sales Management Develop managers that drive and inspire top sales performance with their teams.	Internal Links	Dofollow
Sales Coaching Teach managers to maximize seller motivation, action, and wins.	Internal Links	Dofollow
No Anchor Text	Internal Links	Dofollow
No Anchor Text	Internal Links	Dofollow
No Anchor Text	Internal Links	Dofollow
No Anchor Text	Internal Links	Dofollow
No Anchor Text	Internal Links	Dofollow
No Anchor Text	Internal Links	Dofollow
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Revolutionizing Training Delivery	Internal Links	Dofollow
Sales Training Reinforcement	Internal Links	Dofollow
Train the Trainer	Internal Links	Dofollow
Training for Individuals & Small Teams	Internal Links	Dofollow
Industries	Internal Links	Dofollow
Accounting	Internal Links	Dofollow
Consulting	Internal Links	Dofollow
Engineering & Architecture	Internal Links	Dofollow
Law	Internal Links	Dofollow
Banking	Internal Links	Dofollow
Financial Services	Internal Links	Dofollow
Insurance	Internal Links	Dofollow
IT Services	Internal Links	Dofollow
Software	Internal Links	Dofollow
Telecommunications	Internal Links	Dofollow
Biotechnology	Internal Links	Dofollow
Medical Devices	Internal Links	Dofollow
Pharmaceutical	Internal Links	Dofollow
Industrial & Manufacturing	Internal Links	Dofollow
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Strategic Account Management	Internal Links	Dofollow
Virtual Selling	Internal Links	Dofollow
Extreme Productivity	Internal Links	Dofollow
Sales Negotiation	Internal Links	Dofollow
Solutions	Internal Links	Dofollow
Sales Consulting	Internal Links	Dofollow
Sales Coaching	Internal Links	Dofollow
Learning Library	Internal Links	Dofollow
Blog	Internal Links	Dofollow
White Papers	Internal Links	Dofollow
Books	Internal Links	Dofollow
Webinars	Internal Links	Dofollow
About	Internal Links	Dofollow
Global Locations	Internal Links	Dofollow
Leadership Team	Internal Links	Dofollow
Media Coverage	Internal Links	Dofollow
Careers	Internal Links	Dofollow

+1 508-405-0438	Internal Links	Dofollow
Bogotá:	Internal Links	Dofollow
+57 1-739-5413	Internal Links	Dofollow
Geneva:	Internal Links	Dofollow
+351 96 23 45 090	Internal Links	Dofollow
Johannesburg:	Internal Links	Dofollow
London:	Internal Links	Dofollow
Mumbai:	Internal Links	Dofollow
+91 8882887733	Internal Links	Dofollow
+52-55-1084-4100 -04	Internal Links	Dofollow
+569 77073027	Internal Links	Dofollow
+55-11-98472-2470	Internal Links	Dofollow
Sydney:	Internal Links	Dofollow
+61 2 8004 2044	Internal Links	Dofollow
Toronto:	Internal Links	Dofollow
Search	Internal Links	Dofollow
Privacy & Cookies	Internal Links	Dofollow
Subscribe	Internal Links	Dofollow
Login	External Links	Dofollow
Watch the Video	External Links	Dofollow
No Anchor Text	External Links	Dofollow
No Anchor Text	External Links	Dofollow
No Anchor Text	External Links	Dofollow
No Anchor Text	External Links	Dofollow

While there's no exact limit to the number of links you should include on a page, best practice is to avoid exceeding 200 links. Links pass value from one page to another, but the amount of value that can be passed is split between all of the links on a page. This means that adding unnecessary links will dilute the potential value attributed to your other links.

Using the Nofollow attribute prevents value from being passed to the linking page, but it's worth noting that these links are still taken into account when calculating the value that is passed through each link, so Nofollow links can also dilute pagerank.



Broken Links



No broken links were found on this web page

Broken links send users to non-existing web pages. They are bad for your site's usability, reputation and SEO. If you find broken links in the future, take the time to replace or remove each one.