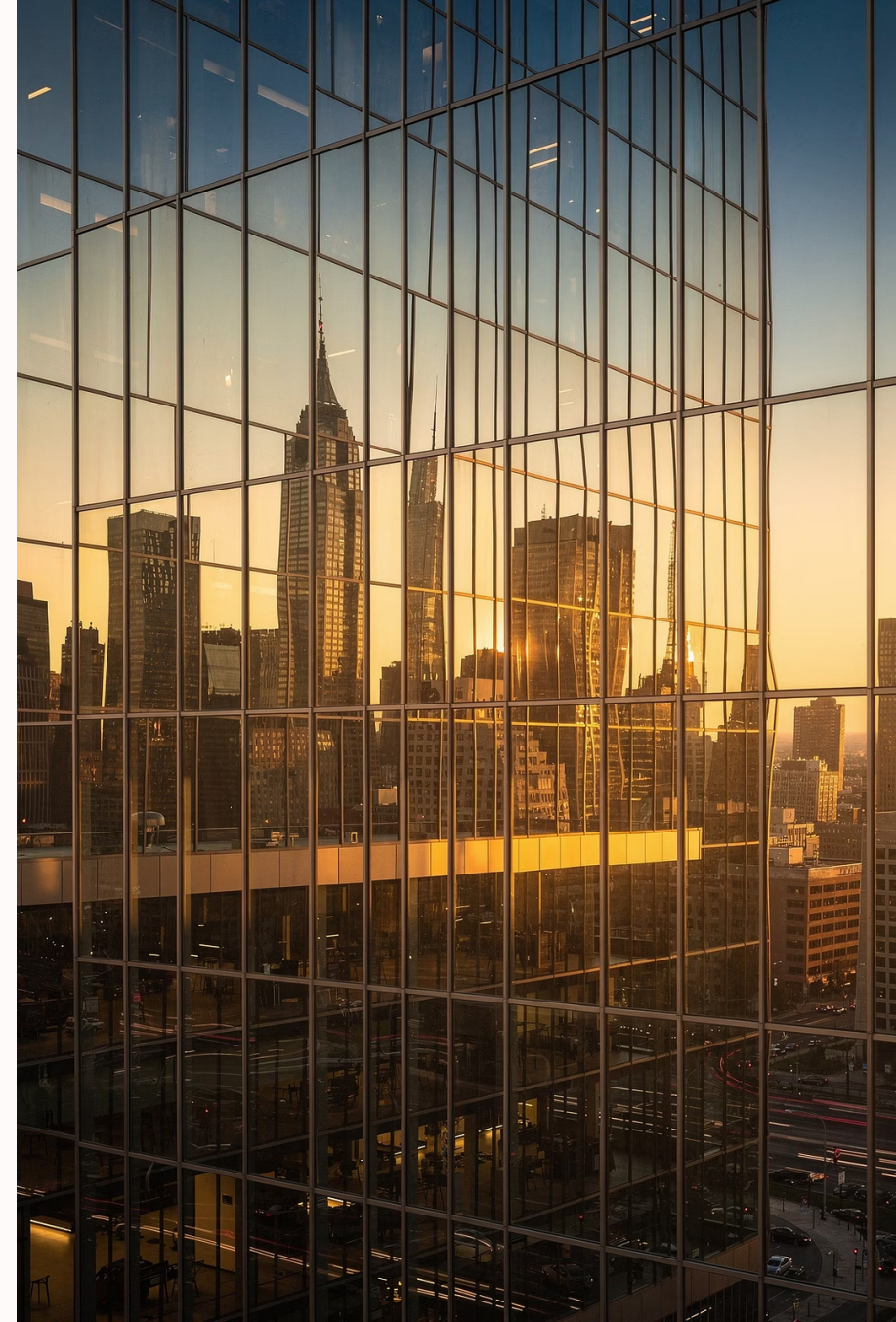


Blade Glazing LLC: A Client Success Story

How Advanced Integrated Marketing Inc. (AIM) transformed a decade-old glazing business from struggling visibility to **1,000% growth** — through strategic SEO, website rebuilding, and relentless execution.

CLIENT SUCCESS STORY

ADVANCED INTEGRATED MARKETING INC.



About the Client

Meet Blade Glazing LLC

Blade Glazing LLC is a commercial and residential glazing company specializing in **glass, mirrors, windows, and doors**. Founded and operated by owner **Tahana Sparks**, the business has served its community for approximately 10 years with a clear mission: deliver quality craftsmanship while building a sustainable, community-rooted company.

With a dedicated team and a strong reputation for hands-on service, Blade Glazing had the skills and the work ethic — what they needed was the digital presence to match.

-  A trusted local glazing contractor with 10 years of community service — held back only by limited online visibility.

Services Offered

- Commercial glazing installations
- Residential windows & doors
- Custom glass & mirrors
- Glass repair & replacement

Business Profile

- Owner: Tahana Sparks
- ~10 years in operation
- Serves commercial & residential clients
- Community-focused mission



The Challenge

Invisible Online, Despite Investing in Marketing

Tahana Sparks was doing everything right on the ground — but the digital side of the business was failing to deliver. Despite investing time and money into multiple marketing channels, Blade Glazing struggled to generate consistent leads or rank where customers could find them.

Channels Tried

- Yelp & Angie's List
- Networking & direct outreach
- Business cards & local sponsorships

Core Problems

- Website not generating leads
- Poor Google visibility
- Weak local search presence

Business Impact

- Stalled growth despite experience
- Heavy reliance on manual outreach
- Inconsistent lead flow

The AIM Solution

A Complete Digital Overhaul Built for Growth

AIM didn't apply a one-size-fits-all fix. Instead, they built a comprehensive, integrated strategy tailored specifically to Blade Glazing's market, service area, and business goals — addressing every layer of their digital presence.



Website Rebuild & Optimization

Redesigned and rebuilt the website from the ground up to convert visitors into leads, with improved structure, speed, and user experience.



Targeted Landing Pages

Created service-specific and geo-targeted landing pages to capture high-intent search traffic and drive qualified local leads.



Google Visibility & Local SEO

Strengthened Google Business Profile, improved local search rankings, and secured over 102 front-page placements for relevant keywords.



Simplified Reporting

Delivered clear, easy-to-understand reporting so the client could see exactly where leads came from and how the investment was performing.

Measured Results

The Numbers Speak for Themselves

Within the first year of partnering with AIM, Blade Glazing experienced transformational growth across every key performance indicator — from search rankings to revenue.

1000%

Business Growth

Reported revenue and business volume increase since engaging AIM.

5000%

Estimated ROI

Return on marketing investment — a dramatic multiplier on every dollar spent.

102+

Front-Page Rankings

Placements on page one of Google for targeted, high-value search terms.

82.94%

Engagement Rate

Website visitor engagement rate — far exceeding industry benchmarks.

Timeline to Success

Growth Built Month Over Month

AIM's strategy was designed for compounding momentum — laying the technical foundation first, then accelerating rankings and lead flow as the site gained authority and traction in local search.





Business Impact

More Than Leads – A Business Transformed

The impact of AIM's work went well beyond traffic and rankings. By creating a reliable, self-sustaining pipeline of inbound leads, Blade Glazing's leadership was freed from the constant grind of manual marketing — and able to redirect energy where it matters most.

Less Time on Advertising

Reduced dependence on paid directories and manual outreach, lowering cost and effort of customer acquisition.

Focus on Operations

Leadership redirected time toward estimating, overhead management, customer service, and delivery quality.

Always-On Lead Flow

The website now works 24/7 — capturing inquiries from customers who prefer digital contact over phone calls.

Client Perspective

In Tahana's Own Words

Sometimes the most powerful proof isn't in the metrics — it's in what the client says when the cameras aren't rolling. Here's how Blade Glazing owner Tahana Sparks describes the partnership with AIM:

“

"AIM helped us get our business turned around into the right direction and **tremendously boosted sales.**"

”

“

"Customers are able to reach out through the website. **Not everybody wants to pick up the phone anymore.**"

”

“

"I don't trust anyone else but **Brig and his team.**"

”

Key Takeaway

The right strategy doesn't just generate leads – it changes how a business operates.

What Made It Work

- A rebuilt, conversion-focused website
- Consistent, expert-led SEO execution
- Targeted local search strategy
- Clear, transparent reporting
- An ongoing management partnership

What Blade Glazing Gained

- 1,000% reported business growth
- ~5,000% estimated ROI
- 102+ front-page Google placements
- 82.94% website engagement rate
- A dependable, scalable lead pipeline

Ready to Grow?

Your Business Could Be the Next Success Story

Blade Glazing's transformation proves that the right website, the right SEO strategy, and the right partner can turn digital visibility into real, measurable business growth — regardless of your industry or company size.

Advanced Integrated Marketing Inc. specializes in helping small and mid-size businesses build the digital foundations they need to compete, convert, and grow sustainably.



Free Visibility Audit

Find out exactly where your digital presence stands today.



Custom Growth Strategy

Receive a tailored SEO and marketing plan built for your market.



Measurable Results

Track every dollar and every lead with simplified, transparent reporting.

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