

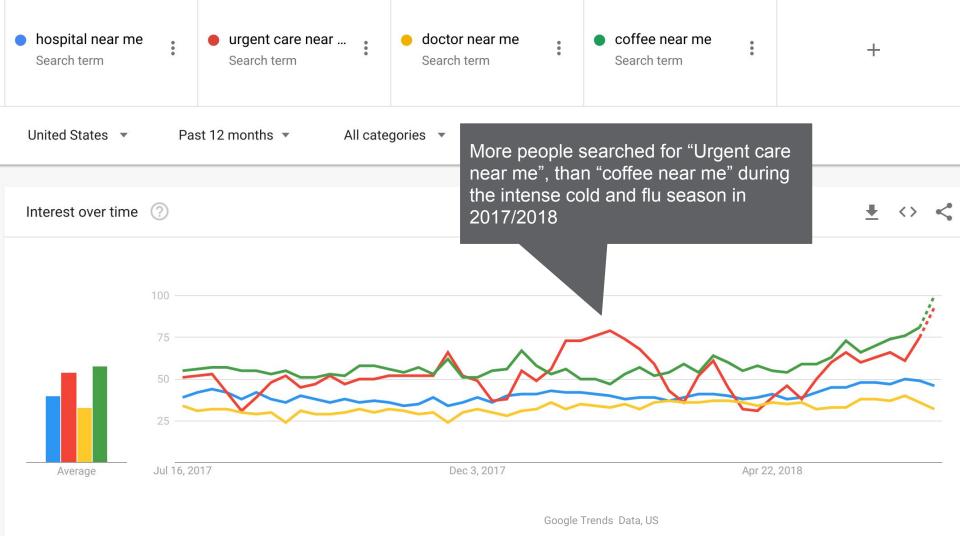
# UX Playbook for Healthcare

Collection of best practices to delight your users



## 65% of searches for health terms happen on mobile







### Design with Empathy

- Websites are more than digital brochures, designing the UX requires empathy
- Many of healthcare website visitors are already under high amount of stress
- Additional frustration can be added by bad user experiences

### Creating frictionless experiences across the user journey

After looking at several hundred sites, we realized that there were certain universal UX elements that helped create a frictionless user experience. This list aims to expand on the 25 Mobile Design Principles and provide a checklist for improving your mobile site experience across 6 key site areas for Healthcare websites:



### Creating frictionless experiences across the user journey

1. HOME/LANDING PAGE	2. MENU & NAVIGATION	3. SEARCH	4. LOCATION / DOCTOR	5. CALLS TO ACTION	6. FORM OPTIMIZATION
Clear CTA above the fold	Show consolidated menu	Include search	Use maps AND lists to let users find locations or	Have descriptive CTAs	Reduce the number of fields
Clear benefit-oriented value prop above the fold	Keep menu options on one page	Make search visible at all times	providers	Fill out a form, call or chat - decide which one is a	Label and name inputs
Don't use full page	For main categories, order	Use auto-suggestions	Allow sorting / filtering	priority	properly
interstitials	by traffic volume. If using subcategories, organize	Implement spelling	Use real estate efficiently:	Have a value prop at every point in the conversion	Use placeholders
Remove automatic carousels	alphabetically	correction	use visual icons, show concise info, make it easy	flow	Use autofill
Display top categories on	Include post lead capture activities in the menu	Always return results	to compare	Allow users to continue on another device by	Use in-line validation
homepage Use legible font sizes		Include previous or top searches	Add reviews and testimonials	emailing or saving for later	Use the correct keypads
Use social proof			Use photos and trust	Have secondary CTAs that facilitate x-device, like email or call	Use pagination or a progress bar
Label the main menu			signals		Show the security of your site
If calls are important,			Use geo info meaningfully		Explain why personal info
include click-to-call at the top of every page					is needed
					Forms can be fun

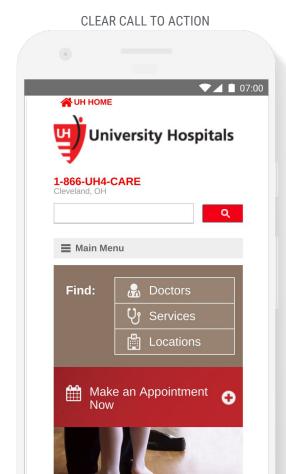


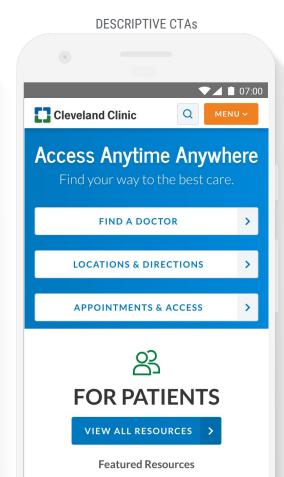
# All recommendations should be A/B tested!

# Homepage/Landing Page

SECTION	Homepage/Landing Page	Ease of implementation	Impact	Key Metric
KEY SUGGESTION	Clear CTA above the fold	Easy	High	Clicks on CTA, Bounce rate
	Have descriptive CTAs	Easy	Medium	Clicks on CTA, Bounce rate
	Clear benefit-oriented value prop above the fold	Easy	High	Bounce Rate, CVR
	Don't use full page interstitials	Easy	High	Bounce Rate
	Remove automatic carousels	Easy	High	Bounce Rate
	Display top categories on homepage	Medium	High	Bounce Rate, Clicks on category
	Include accolades and awards	Medium	Medium	CVR
	Use legible font sizes (16px+)	Easy	High	Time on site

### Best in Class Home Pages



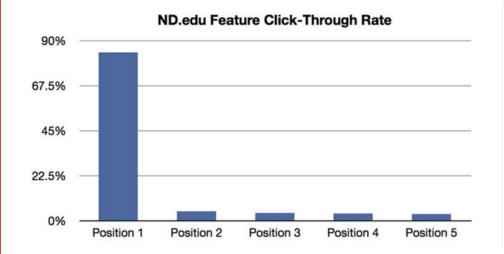


#### CLEAN, EASY TO NAVIGATE HOMEPAGE



ogle

### Research shows that carrousels rarely work





Carousels can be perceived as banners and therefore will be ignored. The user should always be in control.

Automatic image sliders or carousels on homepage should be avoided or the frequency should be decreased.

- Reason #1: Human eye reacts to movement (and will miss the important stuff)
- Reason #2: Too many messages equals no message
- Reason #3: Banner blindness

RESEARCH:

Conversion XL

ClickZ

Widerfunnel

NN Group

Erik Runyon

### Homepage best-in-class: Cleveland Clinic



**UX Approach:** Deliver the most popular user intents in a clean, organized way. Leads into audience segments on scroll.

- ✓ Top categories on homepage
- ✓ Legible font sizes
- ✓ No revolving carousels
- ✓ No full page interstitials
- ✓ Clearly labeled Menu

### **Further optimizations:**

- Test value propositions
- Test one dominant CTA

Google

### Homepage best-in-class: Brigham and Women's



**UX Approach:** Hero image led design with priority to the different audiences and quick links to most popular intents.

- ✓ Top categories on homepage
- ✓ Legible font sizes
- ✓ No revolving carousels
- ✓ No full page interstitials
- ✓ Clearly labeled Menu and Search Icon

#### **Further optimizations:**

- Test value propositions
- Test one dominant CTA

Google

### Homepage best-in-class: Mayo Clinic



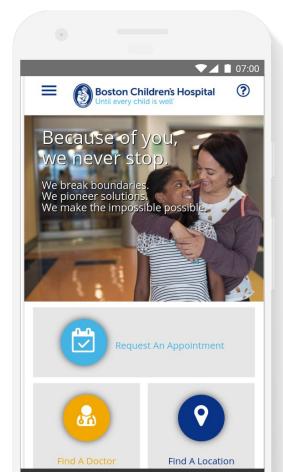
**UX Approach:** Minimalist design with comfortable thumb-sized buttons. Patient centered approach.

- ✓ Top categories on homepage
- ✓ Legible font sizes
- ✓ No revolving carousels
- ✓ No full page interstitials
- ✓ Clearly labeled Menu and Search Icon

#### **Further optimizations:**

- Test value propositions
- Test one dominant CTA

### Homepage best-in-class : Boston Children's Hospital



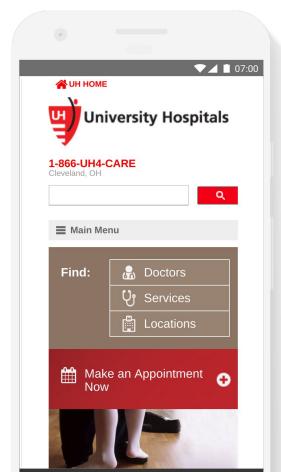
**UX Approach:** Hero image with a strong value prop followed by a dominant CTA.

- ✓ One dominant CTA
- ✓ Top categories on homepage
- ✓ No full page interstitials
- ✓ No revolving carousels
- ✓ Clear value propositions

#### **Further optimizations:**

Legible font sizes

### Homepage best-in-class: University Hospitals



**UX Approach:** Design centered around very prominent CTA

- ✓ Clear CTA above the fold: Make an Appointment Now
- ✓ Top categories on homepage
- ✓ Legible font sizes
- ✓ No full page interstitials
- ✓ Clearly labeled Menu and Search Icon

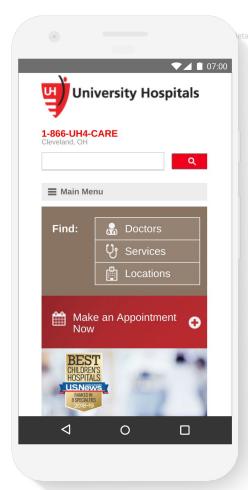
#### **Further optimizations:**

- Add value propositions
- Remove revolving carousel
- Make phone number clickable

Google

# Include accolades and awards





### Focusing on the Homepage

On average less than 20% of visits\* ever see the homepage, but how the homepage is organized usually dictates the priorities of the organization.

Here are some of the best practices when designing (or redesigning the home page)

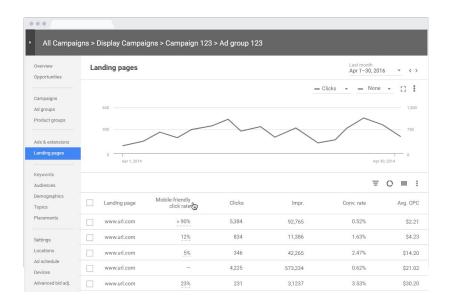
- Design mobile first
- Decide on the most important call to action and make sure that it is visually clear
- Adding personalization can be very powerful if done right, but it has many pitfalls
- Remember, designing for speed is essential to the overall website UX

### Focus your landing page on one goal

- Sending visitors from a specific ad to a generic website leads to high bounce rates and low conversion rates.
- The more targeted and specific the landing page, the better it performs.
- Make sure your landing page focuses on a single goal. It should:
  - Have a single CTA
  - Have no distracting navigation links
  - Match the visitor's search intent and ad message
  - Be personalized based on the visitor's stage in the funnel, demographics, and interests

### Use the "Landing Pages" page in Google Ads to identify low performing landing pages to prioritize your efforts

- See which landing pages are converting well and which are not, and improve the poor performing ones
- Measure key page KPIs like clicks, conversion rate and CPC
- Analyze mobile friendliness of landing pages (portion of traffic that goes to mobile-friendly page)



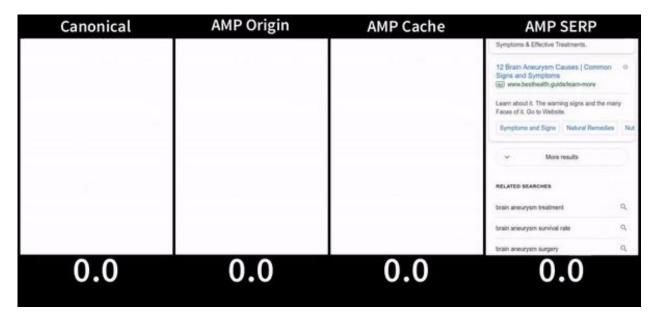
# Continuously test and improve the design and content of your landing pages

- Optimized landing pages with targeted, relevant messaging generally drive more conversions and provide higher return on ad-spend
- Optimize for conversions with A/B testing. Optimize is a free tool that integrates with Google Ads for robust landing page testing.
- Build a test plan, create variations accordingly, then test them to optimize for conversion.



### Consider creating and using AMP versions of your pages for the fastest experience

- Research shows conversions fall by 12% for every extra second a webpage takes to load.
- AMP pages load faster than all but the most highly optimized HTML pages.



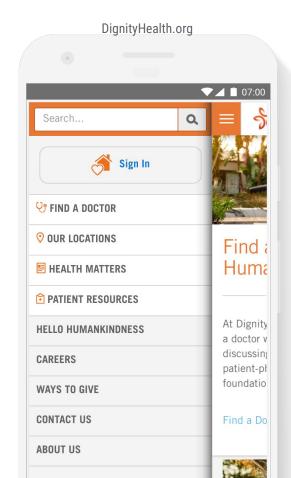
<1 second average load time

10x less data
Used compared to non-AMP page

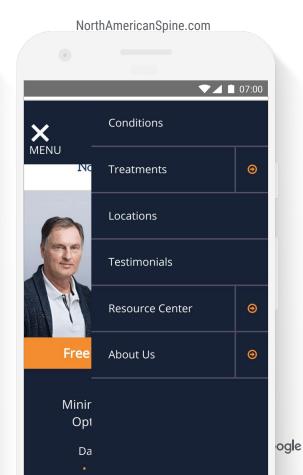
# Navigation

SECTION	Menu & Navigation	Ease of implementation	Impact	Key Metric
KEY SUGGESTION	Show consolidated menu	Medium	High	Pages/visit increase
	Keep menu options on one page	Medium	Medium	Pages per visit
	If calls are important, include click-to-call at the top of every page	Easy	High	Clicks on icon
	If foot traffic is important, include a location button in the menu	Easy	High	Clicks on icon
	For main service lines, order by traffic volume	Easy	Medium	Pages per visit
	If using subcategories, organize alphabetically	Easy	Medium	Pages per visit
	Include educational content links in the menu	Easy	Medium	Pages per visit
	Allow users to continue on another device by emailing, calling or saving for later	Medium	Medium	CVR

### Keep menu options on one page







### If calls are important include click-to-call on every

page, artnersUrgentCare.org







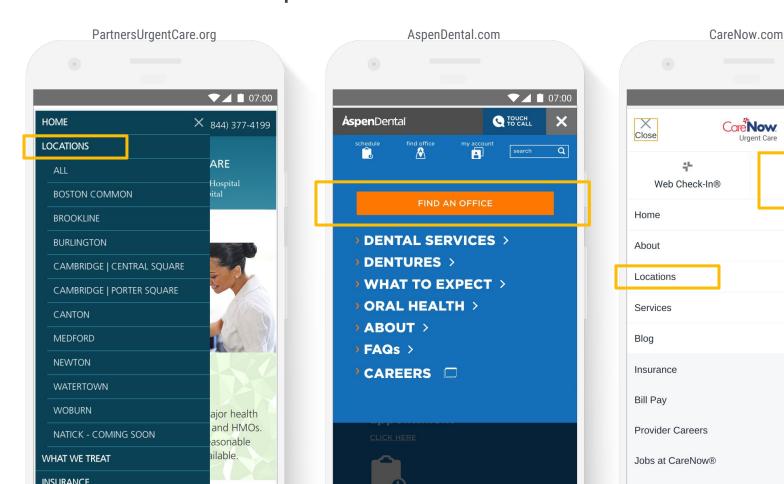
LaserSpineInstitute.com

07:00

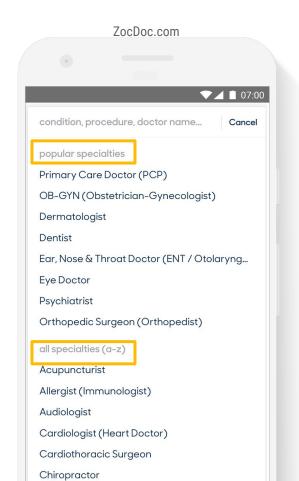
ogle

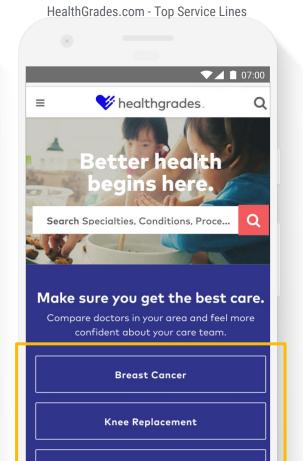
Directions

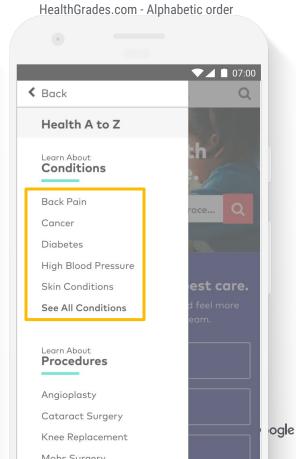
### If foot traffic is important include a location button



### Order service lines by traffic volume, then alphabetically and the service lines by traffic volume, then alphabetically and the service lines by traffic volume, then alphabetically and the service lines by traffic volume, then alphabetically and the service lines by traffic volume, then alphabetically and the service lines by traffic volume, the service lines are serviced by the service lines by traffic volume, the service lines are serviced by the servi

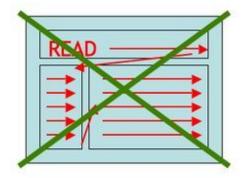


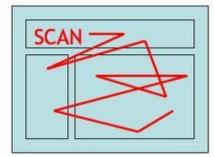




### People don't read they skim

- 79% of people don't read, they just skim
- The main thing they DO read is the headline
- Keep the focus on value propositions





# Ensure detailed information is readable by using bullets, headlines and mobile specific formatting



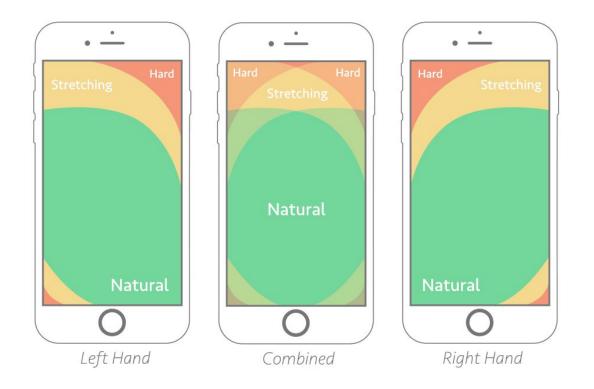




Google

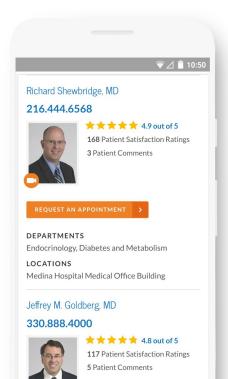
2014 2017 43% OF ACTIVE OF ACTIVE 7.5% **SMARTPHONES HAVE SMARTPHONES HAVE** 5.5"-6" SCREENS 5.5"-6" SCREENS

### Avoid dead ends in the user experience

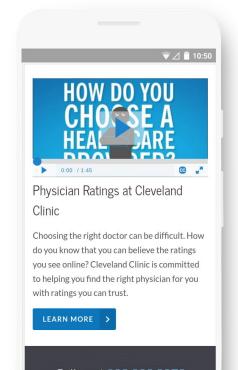


### Use video as a way to educate users

30 second video is equivalent of half a page of text





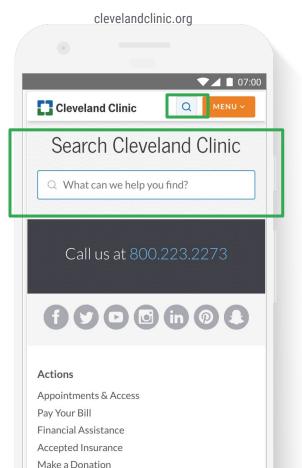


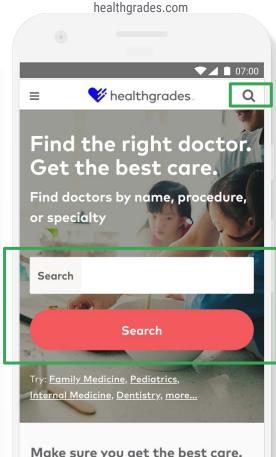


# Search

SECTION	Search	Ease of implementation	Impact	Key Metric
KEY SUGGESTION	Include Search	Medium	High	Bounce rate, engagement
	Make Search visible at all times	Easy	Medium	Bounce rate
	Use auto-suggestions	Difficult	High	Bounce Rate
	Include spelling correction	Medium	High	Bounce Rate
	Always return results	Medium	High	Bounce Rate
	Show recently searched terms	Medium	High	Bounce Rate, engagement

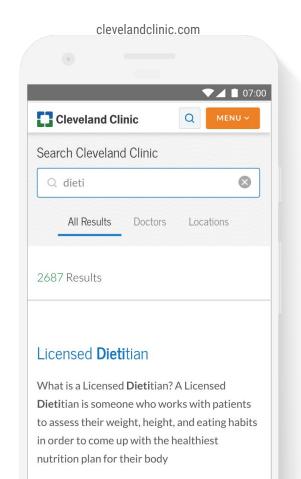
### Include Search functionality and make it visible at all times of the search functionality and make it visible at all times of the search functionality and make it visible at all times of the search functionality and make it visible at all times of the search functionality and make it visible at all times of the search functionality and make it visible at all times of the search functionality and make it visible at all times of the search functionality and make it visible at all times of the search functionality and make it visible at all times of the search functionality and make it visible at all times of the search functionality and make it visible at all times of the search functionality and make it visible at all times of the search functionality and make it visible at all times of the search functionality and make it visible at all times of the search functionality and make it visible at all times of the search functionality and make it visible at all times of the search functionality and make it visible at all times of the search functionality and the search functionality at all times of the search functionality and the search functionality at all times of the

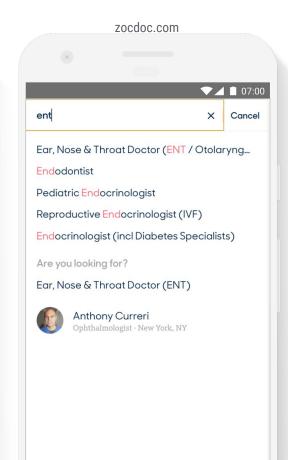


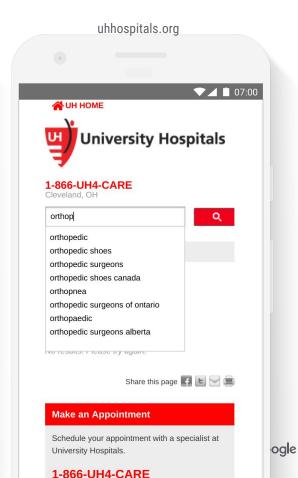


Make it easier for users to find content on your website and help them express their specific intent. By helping them navigate faster you bring them closer to converting at a higher rate.

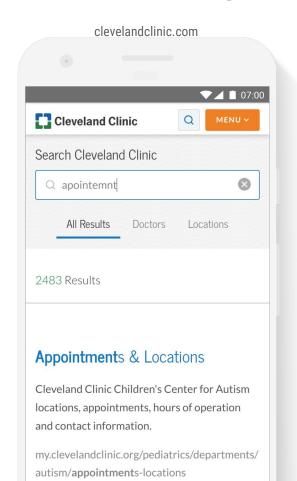
#### Use auto suggestions and recently searched terms

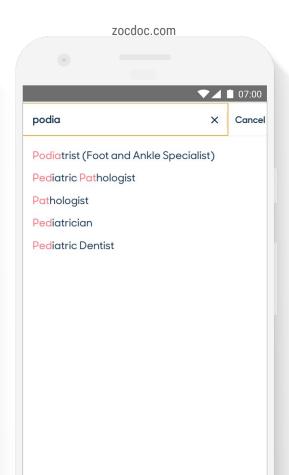


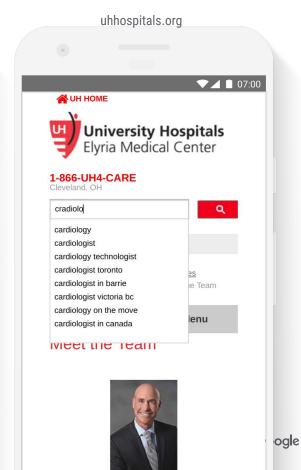




## Include spelling correction







#### Always return results

clevelandclinic.org ▼⊿ 🛮 07:00 Cleveland Clinic Search Cleveland Clinic Q dancing All Results Doctors Locations 76 Results About Arts & Medicine Institute > **Partners** Community Collaborations Alzheimer's Association Beck Center for the Arts Cleveland Arts Prize Cleveland Museum of Art Credo Dancing Classrooms NE Ohio Dancing Wheels Company and School Enilopsy Association

If not used correctly site search can lead to bad user experience

- 22% of searches give zero results
- 85% of searches don't return what the user is looking for
- 80% will abandon the website



#### Case studies:

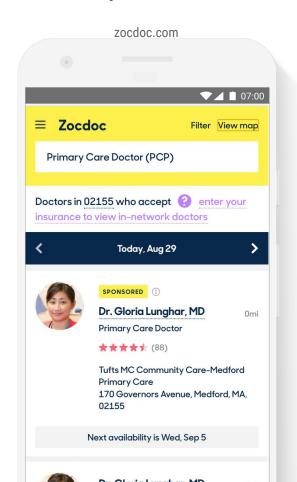
- Lyst
- Mango
- <u>Luisaviaroma</u>

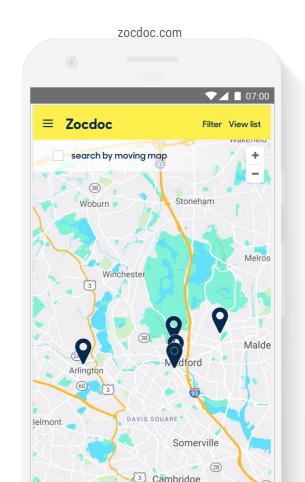
Google

## Locations / Doctors

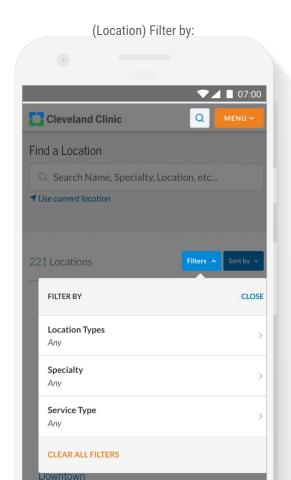
SECTION	Locations / Doctors	Ease of implementation	Impact	<b>Key Metric</b>
KEY SUGGESTION	Use maps AND lists to let users find locations and providers	Medium	High	Bounce rate
	Allow sorting and filtering	Hard	Very high	CvR, Bounce rate
	Use page real estate efficiently	Medium	High	Bounce rate
	Use social proof: Add reviews and testimonials	Medium	High	CvR, Bounce rate
	Use photos and trust signals	Easy	High	CVR, Bounce rate

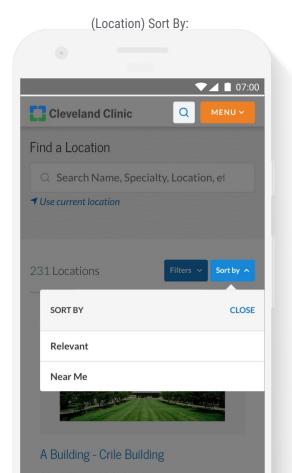
## Use lists AND maps to show locations



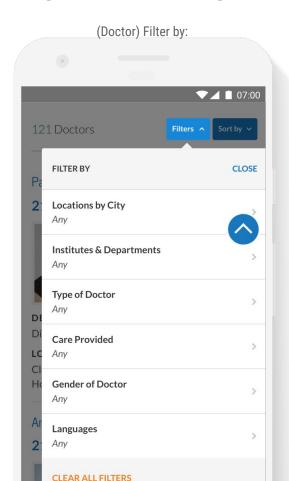


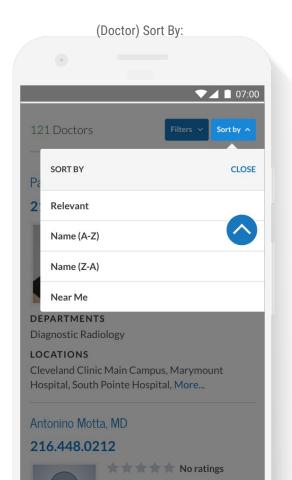
## Allow filtering and sorting





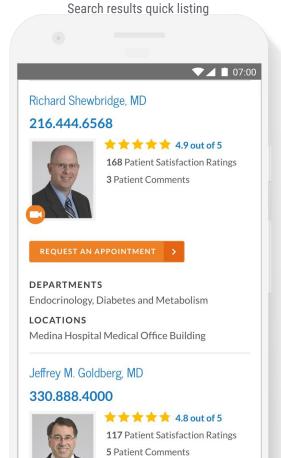
## Allow filtering and sorting

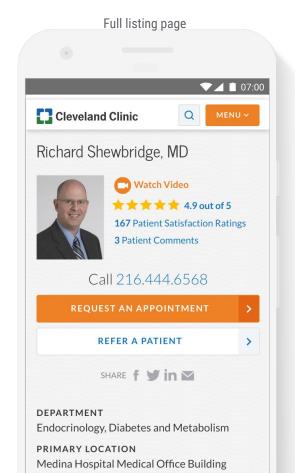




## Doctor listings best practices - use page real estate

efficiently





#### Social proof works

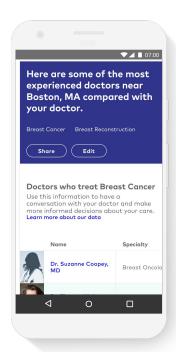
Social-psychology studies have repeatedly indicated our conscious and unconscious reliance on each other for cues in almost all decisions that we make.

According to a Nielsen report 70% of consumers trust consumer opinions online

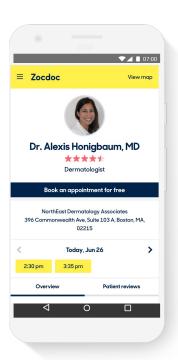
63% of consumers say they are more likely to buy from a website that displays reviews

Social proof can be displayed with:

- Testimonials
- Number of people using your services/products
- User or independent ratings





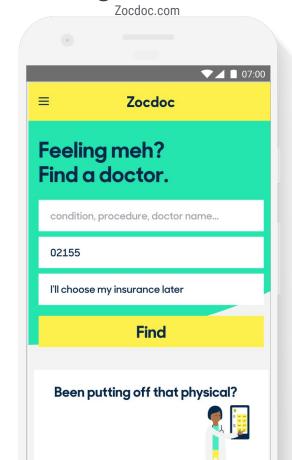


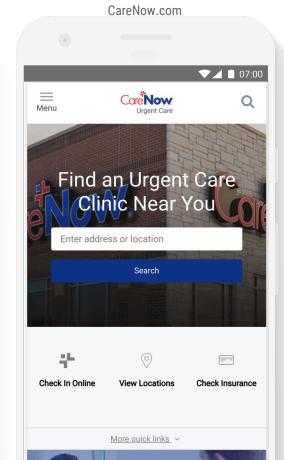
Zocdoc.com

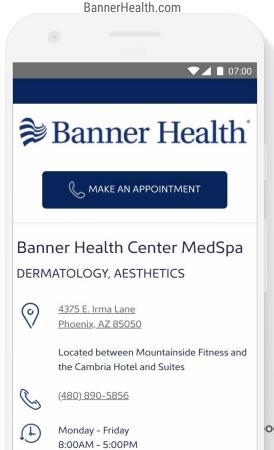
## Calls to Action

SECTION	Calls to Action	Ease of implementation	Impact	Key Metric
KEY SUGGESTION	Clear CTA above the fold - fill out a form, call or chat - decide on a priority	Easy	High	Clicks on CTA, Bounce rate
	Have descriptive CTAs - show the user what to expect after they execute the CTA and be consistent	Easy	Medium	Clicks on CTA, Bounce rate
	Have a clear benefit-oriented value prop above the fold at every point in the conversion flow	Easy	High	Bounce Rate, CVR
	Allow users to continue on another device by emailing, calling or saving for later	Medium	Medium	CVR

# Prioritize the most important CTA (though contrast, color, boldness

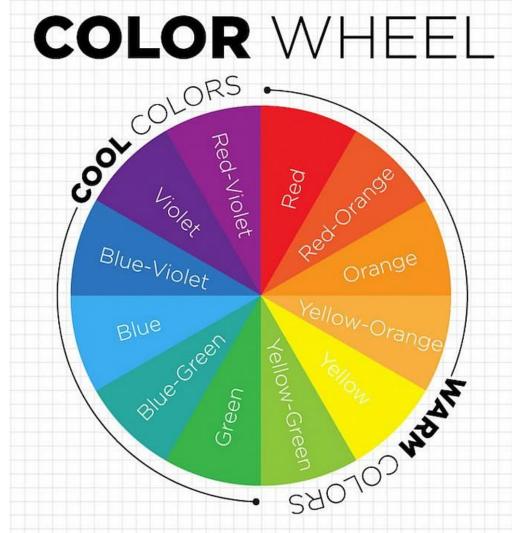






The color that contrasts best with the web page's background color is the one that will make your call-to-action button stand out on the page

Simply pick the color shown opposite to your site's background color from the color wheel and test it out



## Use "encapsulation" and "color contrast" to make the call-to-action stand out



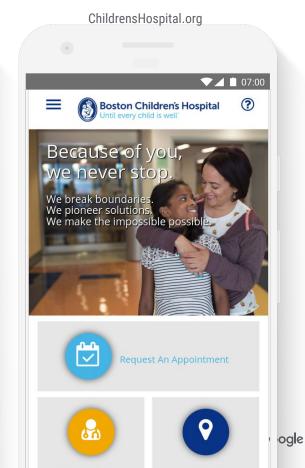




### Design CTA buttons that are easy to click on







# akska act

# Test making 'Get sarted' and 'Learn more' CTAs more specific

"Get Started links are no better than <u>login walls</u> [...] <u>Don't ask for too much too soon</u>, or you risk losing people's trust."

"Like its relative <u>Learn More</u>, the link text *Get Started* is too generic to stand on its own and can be interpreted in many ways. If you want to provide an entry point into a process, whether it's a quiz or sales funnel, **avoid a generic call-to-action and increase the information scent by stating precisely what users should expect." 1** 

Benefits of making CTAs more decriptive<sup>2</sup>

- Links will be more accessible
- Links will be more enticing to users and potentially more persuasive.
- Users will feel more confident as they click from page to page.
- More keywords on the page will help search-engine optimization.
- Meaningful links will stand alone and help users who are scanning the page.

#### Benefit oriented calls to action

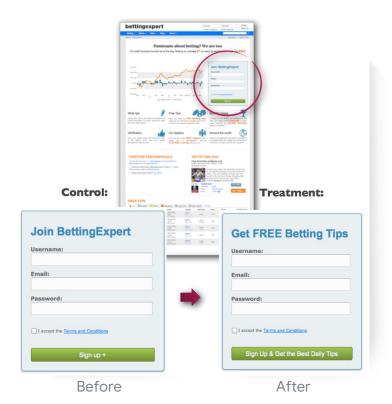
**Highlighted urgency** - BettingExpert.com tweaked the form copy (headline & button text)

Original: Sign Up

Test: Sign Up & Get the Best Daily Tips

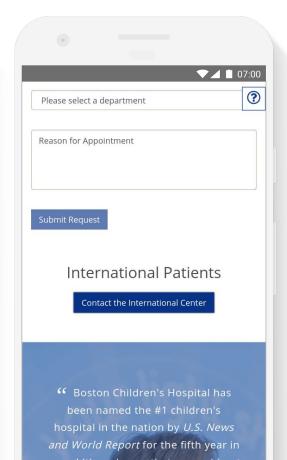
Result: 33% increase in membership signups

Case study link



### Display a value prop at every stage of the funnel





Value proposition is a clear statement that:

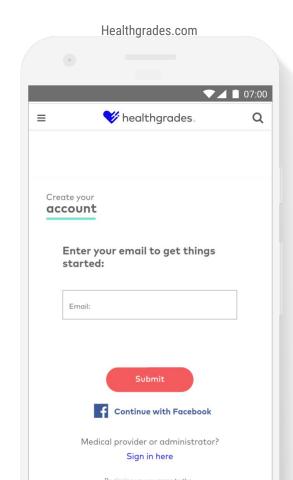
- explains your approach to healthcare
- delivers specific benefits
- tells the ideal patient or caregiver why they should use your service and not from the competition

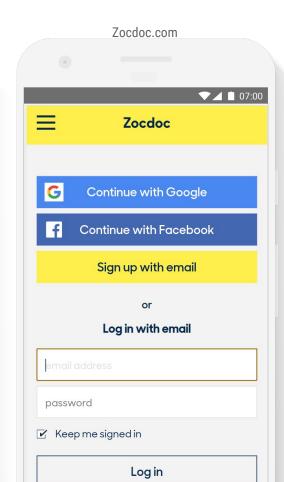
## Form Optimization

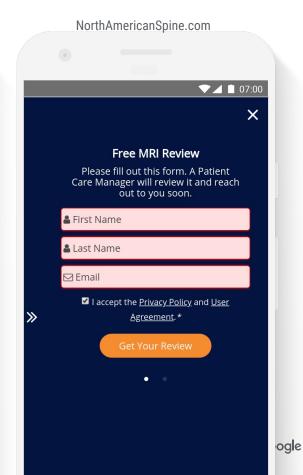
SECTION	Homepage/Landing Page	Ease of implementation	Impact	Key Metric	
KEY SUGGESTION	Reduce the number of fields	Hard	High	CVR, Bounce rate	
	Label and name inputs properly	Easy	Medium	CVR, Bounce rate	
	Use placeholders	Easy	High	Bounce Rate, CVR	
	Use autofill	Medium	High	Bounce Rate	
	Use in-line validation	Easy	High	Bounce Rate	
	Use the correct keypads	Medium	Medium	Bounce Rate, Clicks on category	1
	Use a progress bar or pagination	Easy	Medium	CVR	
	Limit exit points	Easy	High	Time on site	
	Show the security of your site	Easy	Low		
	Explain why personal info is needed	Easy			
	Forms can be fun				G

## Typing on mobile is hard

#### Reduce the number of fields





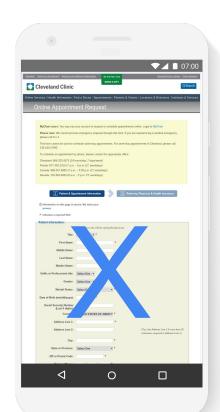


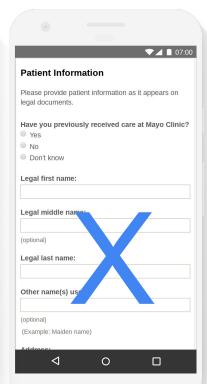
#### Reduce the number of fields

Fewer fields mean fewer opportunities for a mistakes on mobile devices.

In a recent study done on finance websites we found that mobile sites that require consumers to fill in 0-10 fields to complete an application had a 72% higher conversion rate than the average Finance mobile site (on average, Finance mobile sites require consumers to fill in 26 fields to convert).

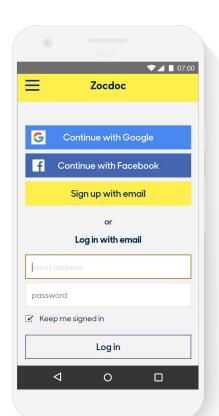
- Remove all optional fields
- Consider using full name instead of first and last
- Use zip code to populate city and state

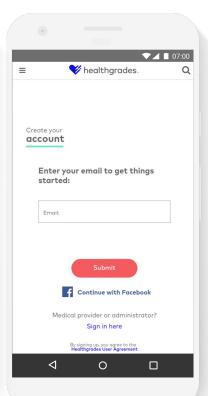




#### Allow Social Sign-in

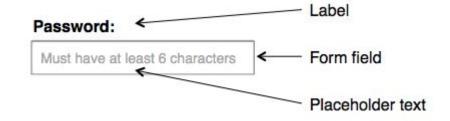
Websites with <u>a Google or Facebook login</u> have a 23% higher conversion rate than the average mobile site.





### Label and name inputs properly

- Always use labels on form inputs, and ensure they're visible when the field is in focus.
- Use placeholders to provide guidance about what you expect.
- To help the browser auto-complete the form, use established name's for elements and include the autocomplete attribute.

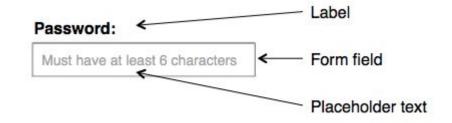


#### Use placeholders

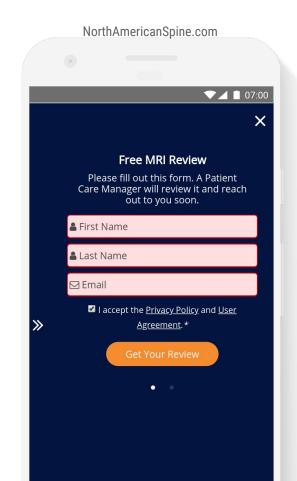
The placeholder attribute provides a hint to the user about what's expected in the input, typically by displaying the value as light text until the the user starts typing in the element.

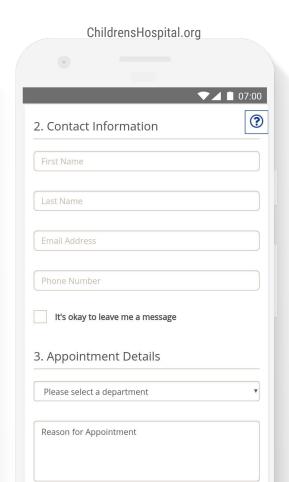
<input type="text" placeholder="MM-YYYY" ...>

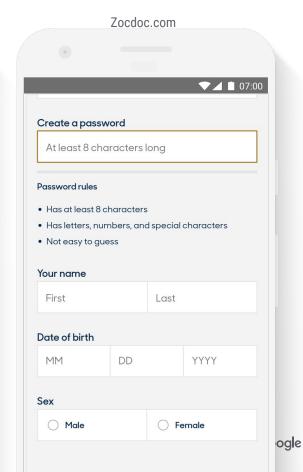
**Caution:** Placeholders disappear as soon as the user starts typing in an element, thus they are not a replacement for labels. They should be used as an aid to help guide users on the required format and content.



## Use placeholders







#### Use autofill

Users appreciate when websites save them time by automatically filling common fields like names, email addresses and other frequently used fields, plus it helps to reduce potential input errors.

Browsers use many heuristics to determine which fields they can <u>auto-populate based on previously specified data</u> by the user, and you can give hints to the browser by providing both the name attribute and the autocomplete attribute on each input element.

**Note:** Chrome requires **input** elements to be wrapped in a **<form>** tag to enable auto-complete. If they're not wrapped in a **form** tag, Chrome will offer suggestions, but will **not** complete the form.



#### Use autofill

For example, to hint to the browser that it should auto-complete the form with the users name, email address and phone number, you should use:

```
<label for="frmNameA">Name</label>
<input type="text" name="name" id="frmNameA"</pre>
  placeholder="Full name" required autocomplete="name">
<label for="frmEmailA">Email</label>
<input type="email" name="email" id="frmEmailA"</pre>
  placeholder="name@example.com" required autocomplete="email">
<label for="frmEmailC">Confirm Email</label>
<input type="email" name="emailC" id="frmEmailC"</pre>
  placeholder="name@example.com" required autocomplete="email">
<label for="frmPhoneNumA">Phone</label>
<input type="tel" name="phone" id="frmPhoneNumA"</pre>
  placeholder="+1-555-555-1212" required autocomplete="tel">
```

## Use autofill: Autocomplete attributes

# **Autocomplete** attributes

g.co/pay/autofill

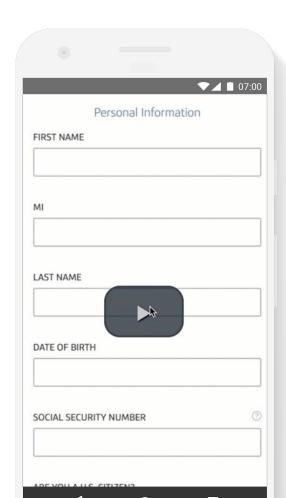
Content type	name attribute	autocomplete attribute
Name	name fname mname Iname	<ul> <li>name (full name)</li> <li>given-name (first name)</li> <li>additional-name (middle name)</li> <li>family-name (last name)</li> </ul>
Email	Email <b>email</b> e <b>mail</b>	
Address	address city region province state zip zip2 postal country	<ul> <li>For one address input:</li> <li>street-address</li> <li>For two address inputs:</li> <li>address-line1</li> <li>address-line2</li> <li>address-level1 (state or province)</li> <li>address-level2 (city)</li> <li>postal-code (zip code)</li> <li>country</li> </ul>
Phone	phone mobile country-code area-code exchange suffix ext	tel

#### Use in-line validation

Modern browsers have several built-in tools to help provide real-time data validation and may prevent the user from submitting an invalid form. Visual cues should be used to indicate whether a form has been completed properly.

#### TL;DR

- Leverage the browser's built-in validation attributes like pattern, required, min, max, etc.
- Use JavaScript and the Constraints Validation API for more complex validation requirements.
- Show validation errors in real time, and if the user tries to submit an invalid form, show all fields they need to fix.



Did not implement error messaging in real-time

#### Use in-line validation

#### Use these attributes to validate input

- The pattern attribute
- The required attribute
- The min, max, and step attributes
- The maxlength attribute
- The minlength attribute
- The non-validate attribute

Learn more here

#### You can also

- Use JS for more complex real time validation
- Set custom validation methods
- Prevent submission on invalid forms
- Show feedback in real time

Learn more here

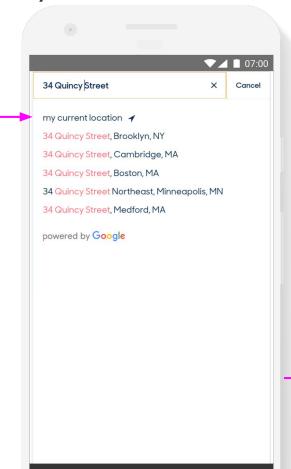
#### Make location entry easy

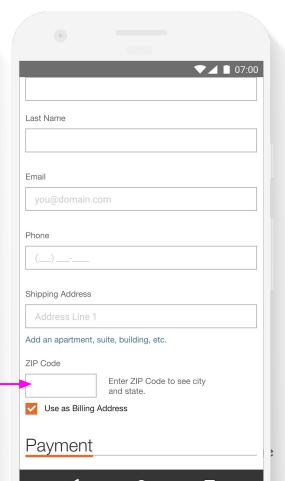
Consider the Google Places API for address input.

Learn More.

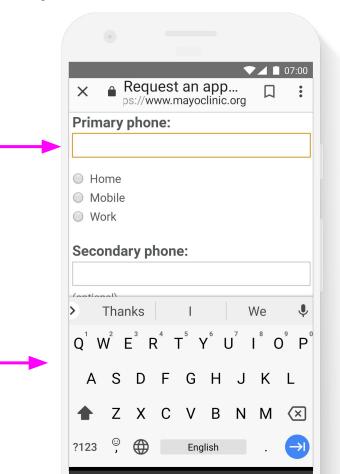
Or use zip or postal code to populate city and state.

Example: <u>HomeDepot</u>

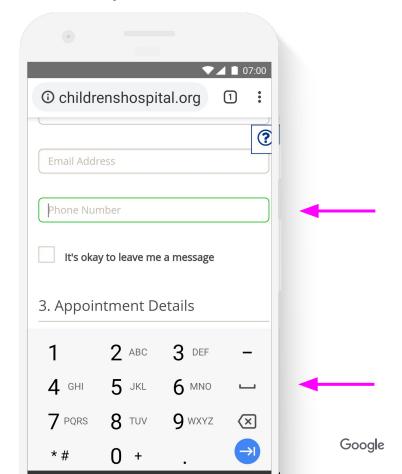




## Always use the correct keypads (phone, zip, card)



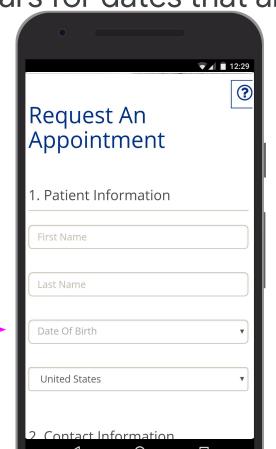
VS.



## Ensure that the correct input type is used

Input Type	HTML			
number	<pre><input max="10" min="2" step="2" type="number" value="6"/></pre>	Daytime Phone Number  Another Number		
email	<pre><input type="email"/></pre>			
url	<pre><input type="url"/></pre>		ext	Done
date	<pre><input type="date"/></pre>	1	<b>2</b> ABC	3 DEF
range	<pre><input max="10" min="2" step="2" type="range" value="6"/></pre>	4 GHI 7 PQRS	5 JKL 8 TUV	6 MNO 9 WXYZ
		+*#	0	X

Always use the easiest date input (but be careful with calendars for dates that are not recent)





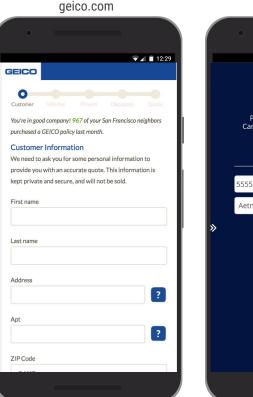
29%

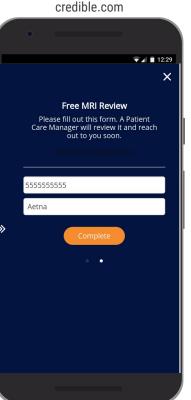
Do not allow users to navigate back and forth in a form without losing information

#### Show progress/pagination to guide the user

Label each step to help prime the user for what data is next.

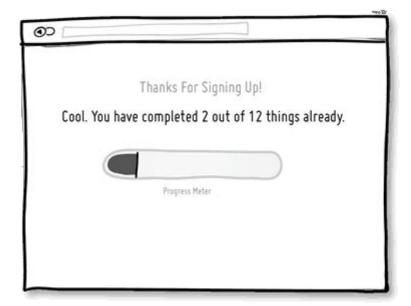
If a large number of steps, used a progress bar that moves forward toward completion.

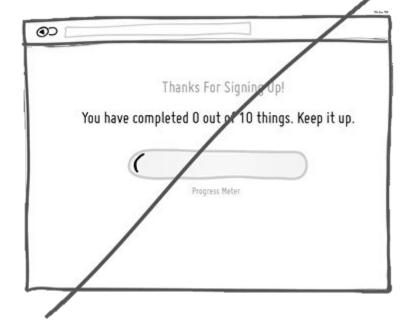




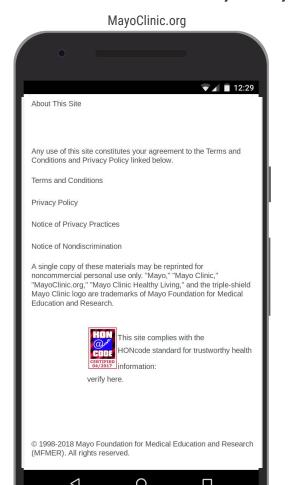
### Research: Use upfront progress instead of starting at zero

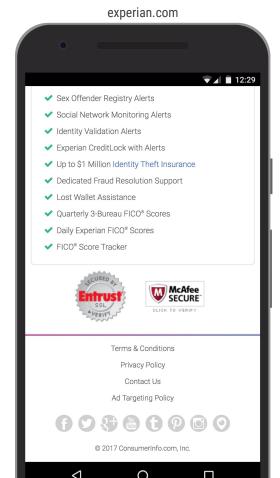
There is more motivation for getting things done the closer we are to completion

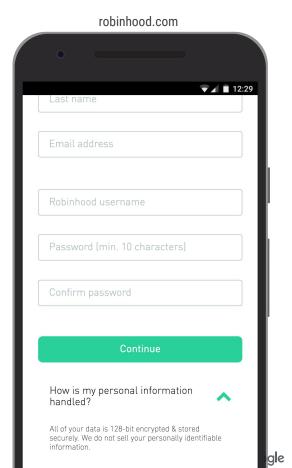




#### Show the security of your site to gain user trust



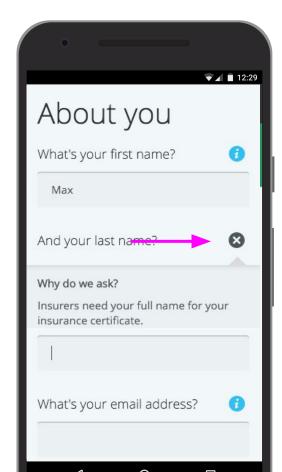


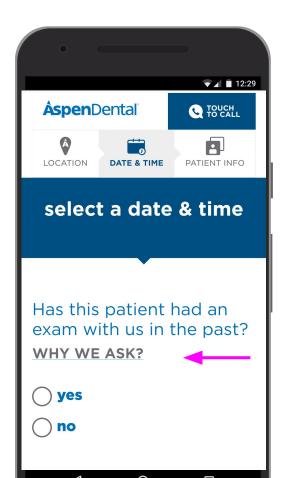


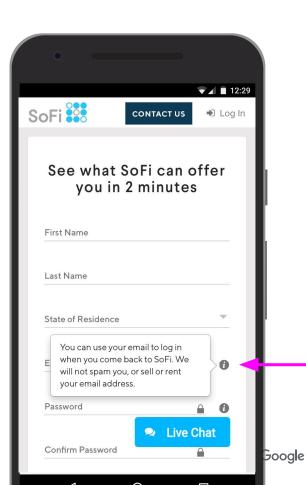
 $\circ$ 

1

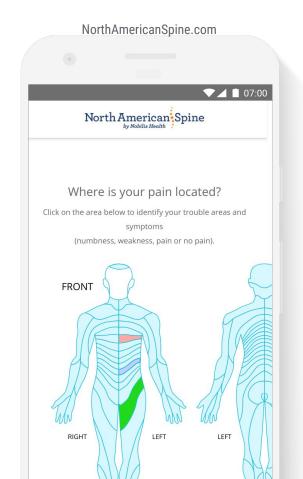
#### Clarify why personal information is needed



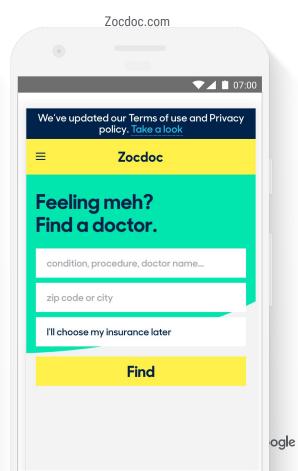




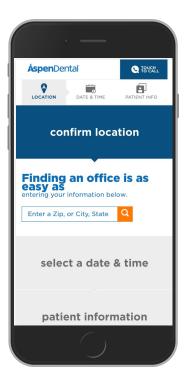
#### Forms can be fun







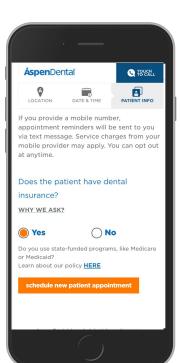
#### Conversational form













## Thank You