MONO & LOCAL SEO GUIDE

# WEBINAR: LOCAL SEO

With guest speaker - Andrew Shotland



**TODAY'S HOSTS** 

# MEET THE PRESENTERS

We're excited to welcome a guest speaker to this Mono webinar.



Jillian Als
Head of Marketing &
Communication



Andrew Shotland

CEO at

LocalSEOGuide

# "WHAT IS GOOGLE DOING NEXT?"









# what is Google doing?



what is Google doing to my business

what is Google doing with my customers

what is Google doing with my data

what is Google doing with voice search

what is Google doing with home service ads

what is Google doing with artificial intelligence

what is Google doing to our brains

what is Google doing next

Andrew Shotland
CEO, localseoguide.com
@localseoguide









### Used to be ten blue links



#### Home Moving Services | TWO MEN AND A TRUCK

https://twomenandatruck.com/local-moving/home-services \*

A moving company equipped to handle local moves of any size. We began with two men and a truck literally. We started by moving homes locally, and while much has changed over the past 30 years, our mission to exceed customers' expectations by customizing our moving services to fit each unique need

Moving Tips - Free Quote - Two men and a truck - Professional Packing Services

#### Moving Company | Home Movers | Atlas Van Lines

https://www.atlasvanlines.com/moving-companies \*

Now, you've already found one of the top rated moving companies nationwide and internationally, and the world's best place to make your move simpler. Regardless of size or distance, Atlas home movers are at work every day, moving people and belongings.

#### Affordable Household Moving Company - Allied Van Lines

https://www.allied.com/household-moving-company/household-moving \* Allied Moving Companies has been providing affordable household moving services since 1928. Our Certified movers provide the very best delivery and care.

#### United Van Lines: Moving Companies - America's #1 Movers

https://www.unitedvanlines.com/ \*

If you are searching for moving companies, trust America's #1 movers, United Van Lines. We offer nationwide, full-service moving services. Request your quote!

#### Student Movers: Best Moving Company in California

https://www.thestudentmovers.com/ \*

Hire the top movers in California to handle moving needs. The Student Movers Inc offers professional, reliable moving services throughout all of California.

#### San Francisco Movers | Gentle Giant Moving Company

https://www.gentlegiant.com/locations/california/ \*









# Used to be easy to game



# Choose a Removal Company

Choosing an international moving company in Toronto which suits all your needs might not be an easy task, especially since it is so expensive to hire a company which will move your furniture to the other end of the world. Bite the bullet and pay the extra cash to get your items delivered to you securely, since the last thing you need is your items turning up in a damaged condition.

# You can't Take Everything

Well, you could take everything if you really wanted to, but it's certainly not advisable. Remember that you can always buy things when you arrive at your new destination, so there's no need to take along cheap dishes, knives, forks, kitchenware, bedding and furniture. Only take the things which are irreplaceable or valuable to you.

# Make Some Money before you Leave

Don't just toss your things away before you leave – you could make enough money to cover the cost of the **moving company** if you're very smart. You can post furniture items, cars, clothing, toys, garden items and many more things on eBay or Craigslist and people will get in touch if they're interested. If you have a lot of things that you need to get rid of, you could find yourself earning an extra few hundred dollars.

http://medvatonva.com/2015/01/tips-for-moving-to-another-country/



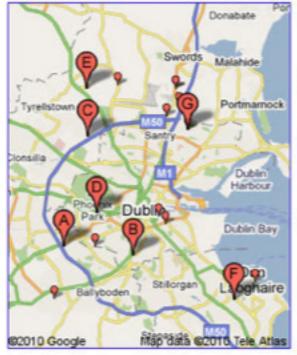




# Local used to be easy







The old 7 Pack



www.celticcampervans.com - 11 - 087 279 4927 6 -

www.networkvanrental.com - 11 - 087 691 9664 0 -

Enterprise Rent-A-Car X
www.enterprise.ie - 11 - 01 284 7204 - More

More results near Dublin, Co. Fingal >

Celtic Campervans X

Networkvan Rental

review

More







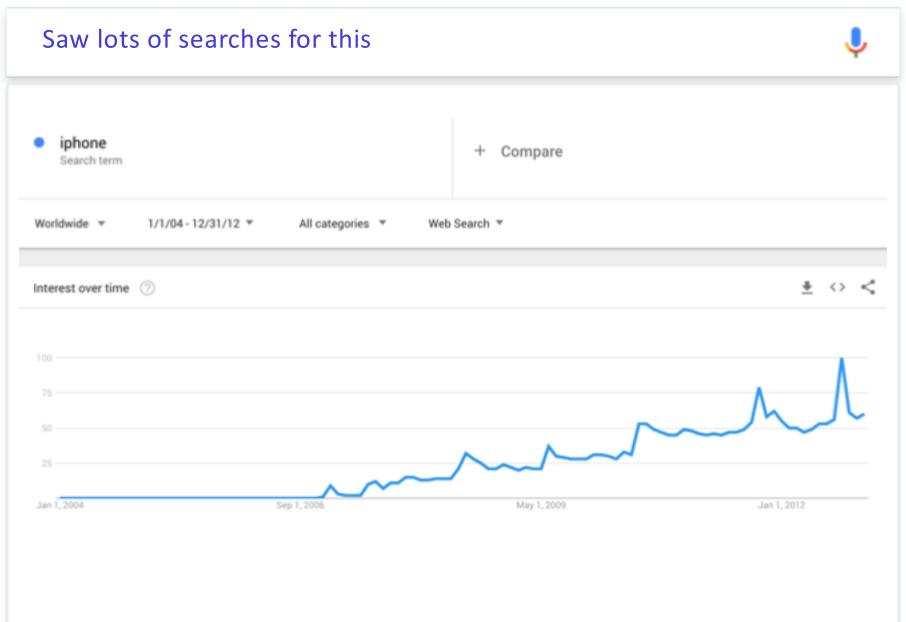
# How we used to do SEO



- **#1** Uncomplicated website
- **#2** Pages that target search queries
- **#3** Links from other sites with keywords in link text
- **#4** Local "citations" (listings on Yelp, YP.com, etc.)
- **#5** More links
- #6 Rinse
- **#7** Repeat











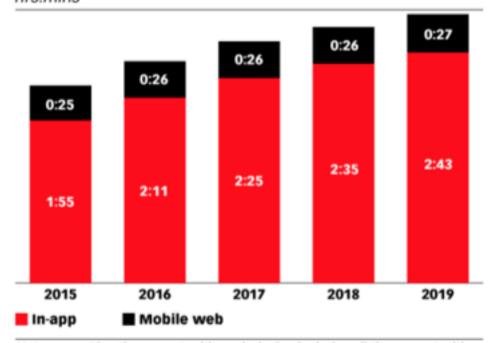




# Was losing out to apps



# Average Time Spent per Day with Mobile Internet Among US Adults, In-App vs. Mobile Web, 2015-2019 hrs:mins



Note: ages 18+; time spent with each device includes all time spent with that device, regardless of multitasking; for example, 1 hour of multitasking on an app while on the mobile web is counted as 1 hour for apps and 1 hour for mobile web

Source: eMarketer, April 2017

225369

www.eMarketer.com











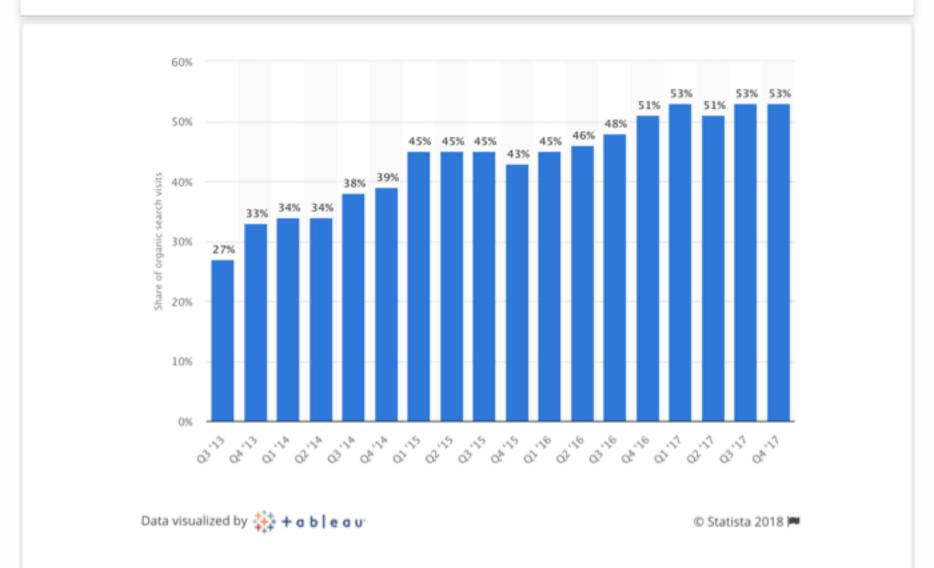






# Mobile share of organic search engine visits



















### Thinks ads are content





https://www.edwords.nl/2014/04/27/steeds-meer-ruimte-adwords-ten-koste-van-\_seo/









# Moving boxes



All Shopping Maps Images News More Settings Tools

About 30,200,000 results (1.10 seconds)

#### Moving Boxes | In Stock. Ships Today | ULINE.com

Ad www.uline.com/Moving-Boxes \*

★★★★ Rating for uline.com: 5.0

Huge Catalog! Over 1,700 Box Sizes. Same Day Shipping From 11 Locations

Fast Delivery - 34,000+ Products

#### 70% Off Moving Boxes - Free 1-2 Day Delivery

Ad www.cheapcheapmovingboxes.com/ \*

\*\*\* Rating for cheapcheapmovingboxes.com: 4.8 - 753 reviews

We R Cheapest Or It's Free

Highlights: Free Shipping, No Sales Tax

Free Next Day Delivery · We R Cheapest Or Its Free · 100% Buy Backs of Boxes

#### Low Cost Moving Boxes - Uboxes.com

Ad www.uboxes.com/ ▼

Moving Boxes Direct from Factory Fast Free Shipping - Save Money!

Types: Bubble Wrap, Packing Tape, Moving Blankets, Mattress Bags, Stretch Wrap, Packing Paper Moving Boxes for \$29.95 · Kits Loaded with Supplies · H U G E Moving Selection · Best Price Match Moving Boxes · from \$26.50 · Small, Medium, Large, XL · More \*

#### Moving Boxes at Amazon® | Amazon Official Site

Ad www.amazon.com/Moving+Boxes \*

Shop Devices, Apparel, Books, Music & More. Free Shipping on Qualified Orders.

#### Shop for moving bo... on Google Sponsored (1)



Storage Boxes -Economy Stora... \$38.75

ULINE



Boxes -Corrugated... \$27.25 ULINE



Cardboard Boxes 24 x 18 x 18" -... \$39.15 ULINE



Moving Boxes -Cardboard Boxe... \$36.80 ULINE



Corrugated Boxes 20 x 20 x... \$29.70 ULINE



Moving Boxes 1 Room Bigger... \$49.95 Uboxes Moving... Free shipping







increased ...



# Product listings ad impressions growth



# Google PLA Impressions Rise 42% YoY 12/04/2017 - MediaPost

https://www.mediapost.com/publications/.../google-pla-impressions-rise-42-yoy.html ▼
Dec 4, 2017 - Product Listing Ads rose 42% year-over-year from Thanksgiving Day through to Cyber
Monday. PLA-sourced sales rose 27% YoY, while revenue rose 35% and return on ad spend (ROAS)
increased nearly 8%. Those recent numbers from Adlucent demonstrate the growth of Google
Shopping campaigns in ...

# Google PLA Impressions Rise 42% YoY 12/04/2017 - MediaPost

https://www.mediapost.com/publications/.../google-pla-impressions-rise-42-yoy.html?...

Dec 4, 2017 - Google PLA Impressions Rise 42% YoY. by Laurie Sullivan, Staff Writer @lauriesullivan, 6 hours ago. Product Listing Ads rose 42% year-over-year from Thanksgiving Day through to Cyber Monday. PLA-sourced sales rose 27% YoY, while revenue rose 35% and return on ad spend (ROAS)

# Google Shopping ads so hot right now: the meteoric rise of PLAs

https://searchengineland.com/google-shopping-ads-so-hot-right-now-the-meteoric-rise... ▼
Apr 28, 2016 - But Google didn't just stop at upgrading the size of these ad units − it also appears they increased the frequency with which they appear on phone SERPs. Beginning in July 2015, PLA impressions on Google.com began to grow significantly for phones.

google\_pla\_device\_impression\_growth. During the ...









### Positive reinforcement



Tools

All News Images Videos Shopping More Settings

About 8,680,000 results (0.40 seconds)

# Google's ad revenue jumps nearly 25% in 2017 - Digital Commerce 360

https://www.digitalcommerce360.com/2018/.../googles-ad-revenue-jumps-nearly-25-i... ▼
Zak Stambor | Feb 1, 2018 ... Google's advertising revenue grew nearly 25% in 2017, a 7.2 percentage point acceleration from 17.8% growth in 2016, the company's parent company, Alphabet Inc., reported Thursday. ... PLA spending grew 32% during the quarter, and Google text ad spending jumped 15%, the report found.

# Google's ad revenue soars in Q4 - Digital Commerce 360

https://www.digitalcommerce360.com/2018/.../googles-ad-revenue-jumps-nearly.../sh... ▼ Feb 1, 2018 - All the latest news, analysis, research reports, charts, data and webinars on Google's ad revenue soars in Q4 across DigitalCommerce360.

# Google parent's profit climbs as mobile ad revenue growth | ABS-CBN ... news.abs-cbn.com → Business ▼

Oct 27, 2017 - Google's parent company Alphabet on Thursday reported profit in the recently-ended quarter leapt as money poured in from ads delivered to mobile devices ... on the Nasdaq exchange before concerns about growing expenses apparently caused them to settle back a bit to be up nearly 3 percent to \$1,021.



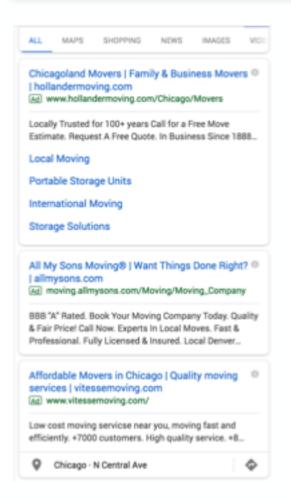


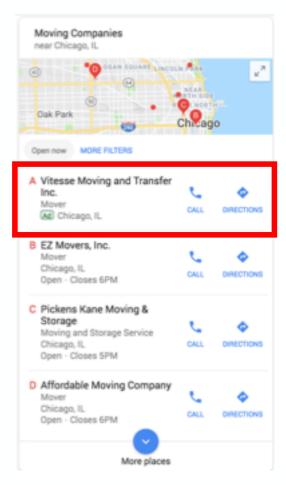


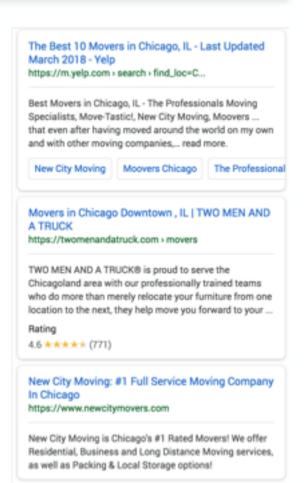


# Moving companies Chicago







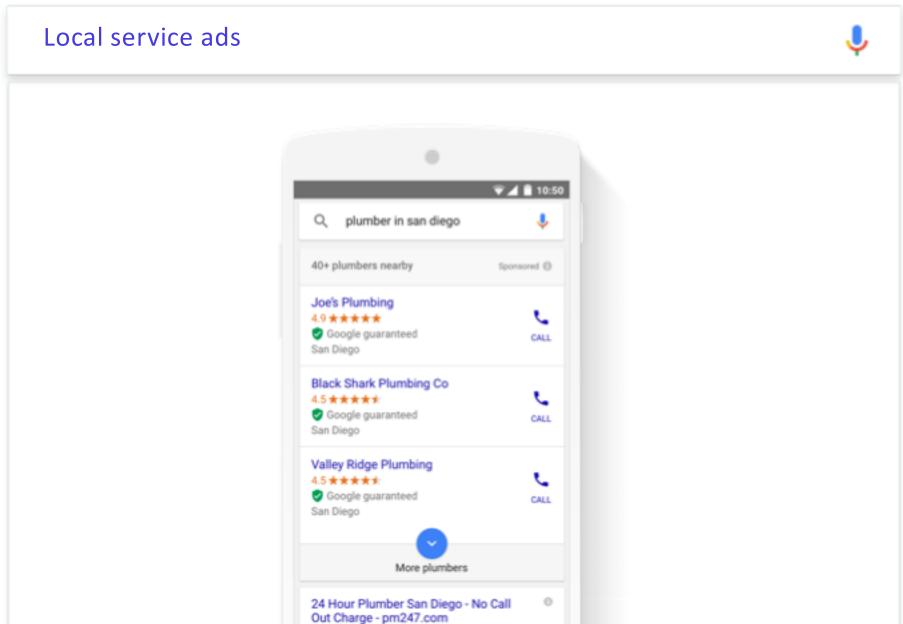










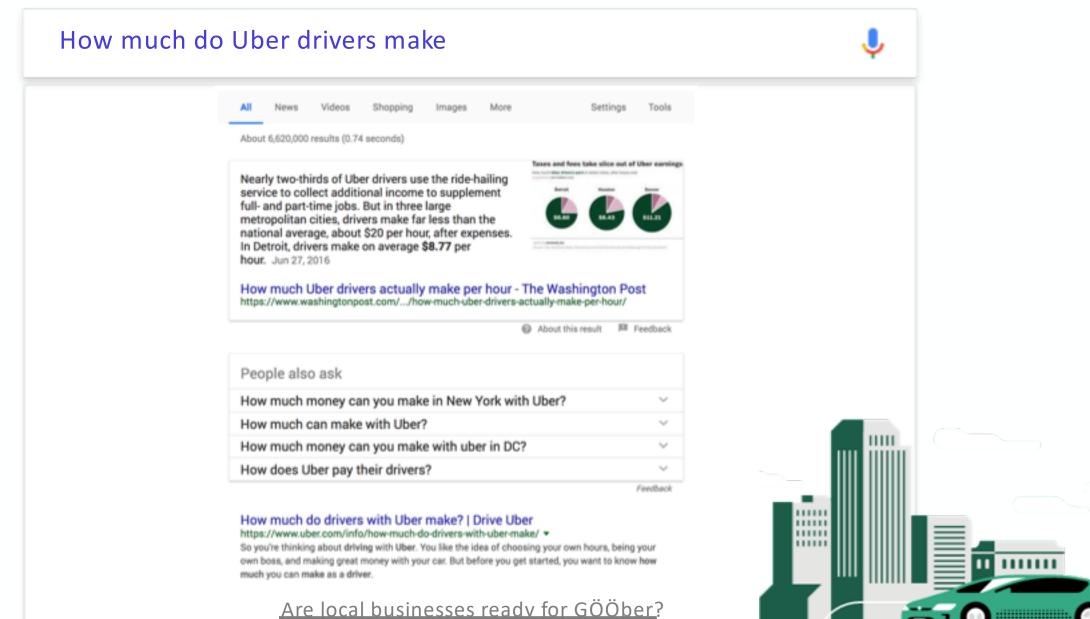




















## How to find a mover



# Here are 11 ways to hire the right team for your move:

- 1. Moving inventory. ...
- 2. Get a thorough walk-through. ...
- 3. Don't pay a large deposit. ...
- 4. Avoid moving companies with a name switch. ...
- 5. Get references on movers. ...
- 6. Avoid packing costs. ...
- 7. Beware of extra fees. ...
- 8. Avoid a blank moving contract.

More items...

#### 11 Tips for Hiring Quality Movers | Moving.com

https://www.moving.com/tips/hiring-quality-movers/



#### About this result | | Feedbar

#### 12 Steps to Hiring a Mover - Real Simple

https://www.realsimple.com/home-organizing/organizing/.../12-steps-hiring-mover 
Find the mover yourself and avoid the numerous scams associated with some of these sites. And don't use household-goods brokerage services that find a moving company for you—they are not regulated by the laws that movers must follow. 2. Do an initial screening.

#### 11 Tips for Hiring Quality Movers | Moving.com

https://www.moving.com/tips/hiring-quality-movers/ \*

Feb 28, 2014 - Here are 11 ways to hire the right team for your move: Moving inventory. Get a thorough walk-through. Don't pay a large deposit. Avoid moving companies with a name switch. Get references on movers. Avoid packing costs. Beware of extra fees. Avoid a blank moving contract.









# How much do movers cost



Local moving companies charge around \$25 per hour per mover. It should take 3 movers roughly 6 hours to move a 2 bedroom apartment locally, so about \$450 for labor alone. When moving long distance, the price can reach around \$3500 for an average weight of 5000 lbs. Aug 16, 2016  How Much Does It Cost To Hire Movers - Complete Guide https://www.mymovingreviews.com/move/how-much-does-it-cost-to-hire-movers	
About this result	Feedback
People also ask	
How much does it cost to have movers pack your stuff?	~
How much does it cost to have movers move you across country?	~
How much does it cost for local movers?	~
How much do you need to move into an apartment?	~
	Enadhach

#### How Much Does a Moving Company Cost? | Moving.com

https://www.moving.com/tips/how-much-does-a-moving-company-cost/ ▼
4 days ago - According to the American Moving and Storage Association, the average cost of an intrastate household move is \$2,300 for four movers at \$200 per hour — based on an average weight of 7,400 pounds.

#### Moving Cost Calculator for Moving Estimates | Moving.com

https://www.moving.com/movers/moving-cost-calculator.asp 
In our suite of tools, we also offer a packing calculator to estimate the cost of packing your home

based on its size; a move planner with customizable to do lists, weekly email alerts and coupons and other special offers to save during your move; and a utility finder to help you decide on the best TV, internet, and phone deals ...

10 Moving Mistakes to Avoid - Packing Calculator - Moving Planner



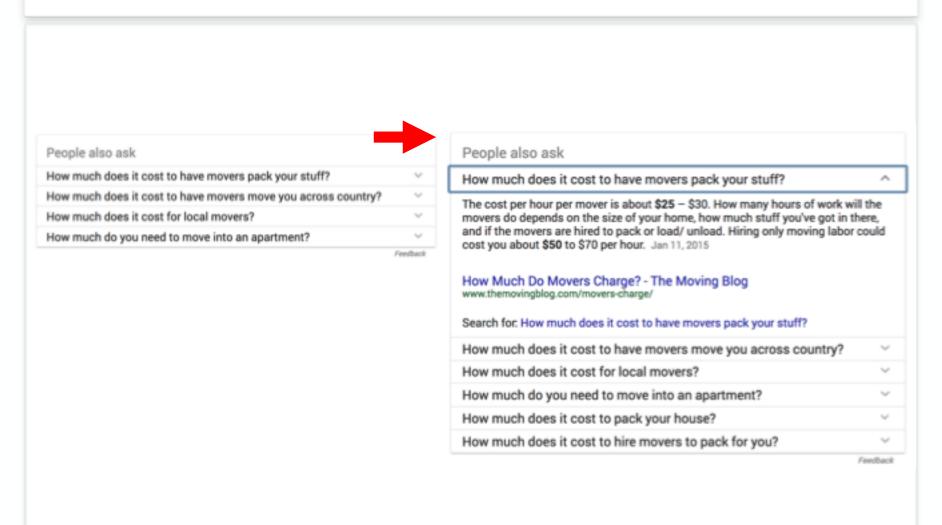






# How much does it cost to have movers pack your stuff













# Local knowledge panel



All Maps Images News Videos More Settings Tools

About 538,000 results (1.02 seconds)

#### Grant Park Archives - The World-Famous Billy Goat Tavern

www.billygoattavern.com/tag/grant-park/

EventsBy admin August 28, 2012 Leave a comment. Don't miss the Billy Goat Tavern at the 34th Annual Chicago Jazz Festival! Billy Goat will be available September 1-2 in Grant Park! Enjoy some real Chicago music with a real Chicago Cheezborger! Click here for a link to some helpful information to plan your visit.

#### Home - The World-Famous Billy Goat Tavern

www.billygoattavern.com/ \*

... O'Hare Airport · Washington, D.C. · Yorktown · Retail · Billy Goat Beer · Billy Goat Burgers · Souvenirs · Blog · NEWS EVENTS REWARDS · CAREERS · ORDER TAKEOUT. slider-bg. logo. October 6, 1945 to November 2, 2016. The Billy Goat Curse is broken! Congratulations, Cubs! G. O. A. T. (Greatest of All Time) ...

Locations · Our History · The Cheezborger · Where to Buy

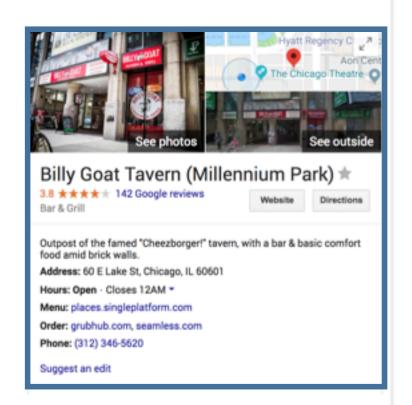
#### Locations - The World-Famous Billy Goat Tavern

www.billygoattavern.com/locations/ \*

View location information. logo. 700 E. Grand Ave Chicago, IL 60611. Phone: (312) 670-8789. View Map · View location information · logo. 1535 W. Madison St. Chicago, IL 60607. Phone: (312) 733-9132. View Map · View location information. logo. 222 Merchandise Mart # Fc-2. Chicago, IL 60654-1285 (312) 464-1045

#### Billy Goat Tavern, Chicago - 430 N Michigan Ave, Magnificent Mile ...

https://www.tripadvisor.com > ... > Illinois (IL) > Chicago > Chicago Restaurants \*





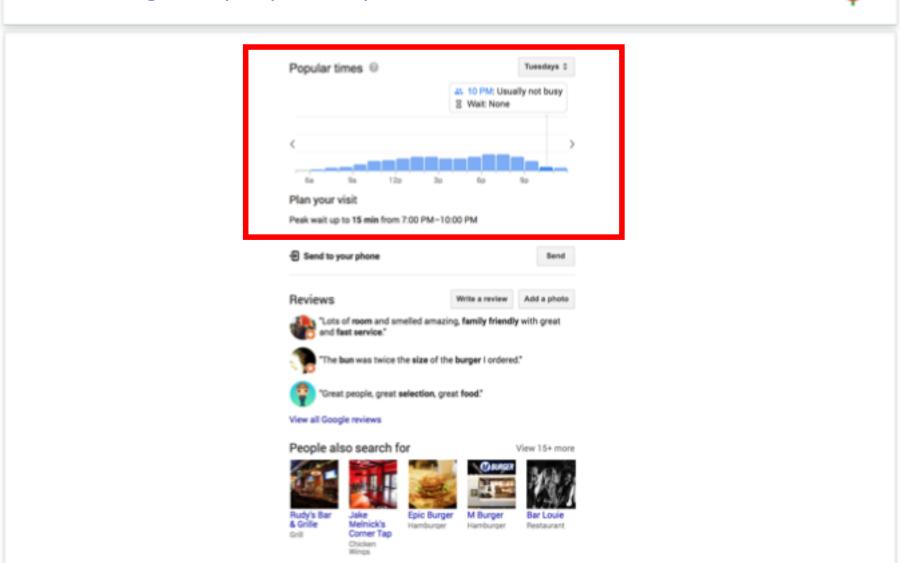






# Is tracking how people use your biz













# Mobile-first indexing



# Google begins mobile-first indexing, using mobile content for all search rankings

While called an 'experiment,' it's actually the first move in Google's planned shift to looking primarily at mobile content, rather than desktop, when deciding how to rank results.

https://twitter.com/bestofnextdoor

Barry Schwartz on November 4, 2016 at 12:00 pm







# What is Mobile First Indexing?



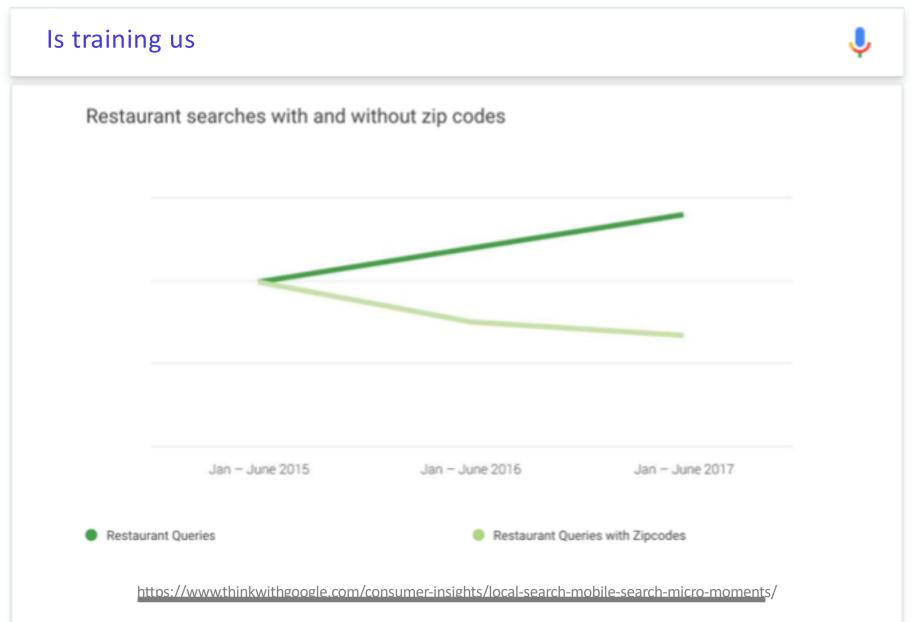
- Google now looks at sites' mobile versions first to index content
- Google claims this is change to how it indexes, not how it ranks content
- Sites will be notified via Google Search Console when they are migrated to MFI









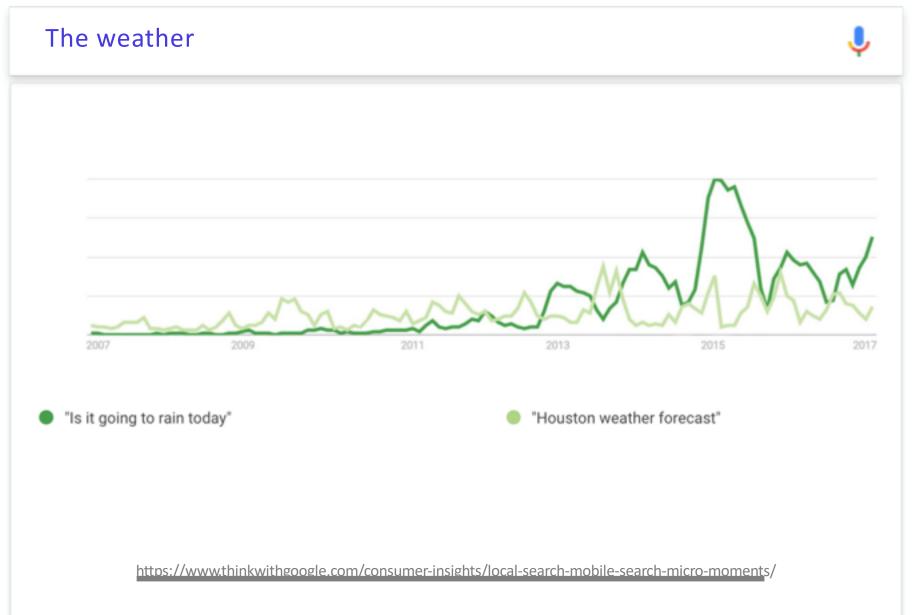




















### Home



All News Shopping Videos Images More Settings Tools

About 83,200,000 results (0.54 seconds)

#### Google Home Mini | Buy now | google.com

[Ad] store.google.com/home \*

Get answers, play music and control your smart home. Starting at \$49.

Auto-updates · Get answers from Google · Control devices at home · Variety of base colors

#### Connects to your devices

Get answers, stream music, and manage everyday tasks.

#### Learn how to use it

Google Home Mini is easy and convenient to use. Learn more.

#### Google Home - Smart Speaker & Home Assistant - Google Store

https://store.google.com/product/google\_home \*

\$129.00 - In stock

Google Home is a powerful speaker and voice Assistant. Play your music. Call your friends. Ask it questions. Control your home. It's your own Google, always ready to help.

Apps & Partners · Learn · Base for Google Home · Google Home Mini

#### Google Home - Android Apps on Google Play

https://play.google.com/store/apps/details?id=com.google.android.apps...app... ▼

\*\* \* \* Rating: 4.1 - 459,266 votes - Free

With the Google Home app, you can set up and control your Chromecast, Google Home and other Assistant speakers.\* Discover Get the most out of your devices with the latest features, tips and offers. Browse One place to browse and play your available music, TV shows, and movies from the services you love. Control

#### Google Home White Google Home - Best Buy

https://www.bestbuy.com > Smart Home > Voice Assistants ▼

\*\*\*\* Rating: 4.5 - 9,991 reviews - \$129.00 - In stock

Simplify your everyday life with the Google Home, a voice-activated speaker powered by the Google Assistant. Use voice commands to enjoy music, get answers from Google and manage everyday tasks. Google Home is compatible with Android and iOS operating systems, and can control compatible smart devices such as ...

#### Google Home

4.5 ★★★★ 12,273 user reviews

Google - Home - White/Slate fabric

View all sellers and prices



4/5 CNET	3.5/5 TechRadar	8/10 Trusted Reviews
Shop now		Sponsored ()
\$129.00 - Google Sto Google Home	re	Free shipping
\$89.99 - Newegg.con Google Home	n	Free shipping, no tax
\$99.99 - Monoprice.o Google Home Wireles	som s Speaker & Home Assistant	Free shipping, no tax
\$89.99 - eBay Google Home Hands-	free Personal Assistant Whit	Free shipping, no tax e/slate Fabric
\$129.00 - Best Buy		9 Store pickup









# What are you doing next



what are you doing next weekend

what are you doing next weekend in spanish

what are you doing next weekend in french

what are you doing next week

what are you doing next **year** 

what are you doing next summer

what are you doing next sunday

what are you doing next saturday

what are you doing next friday

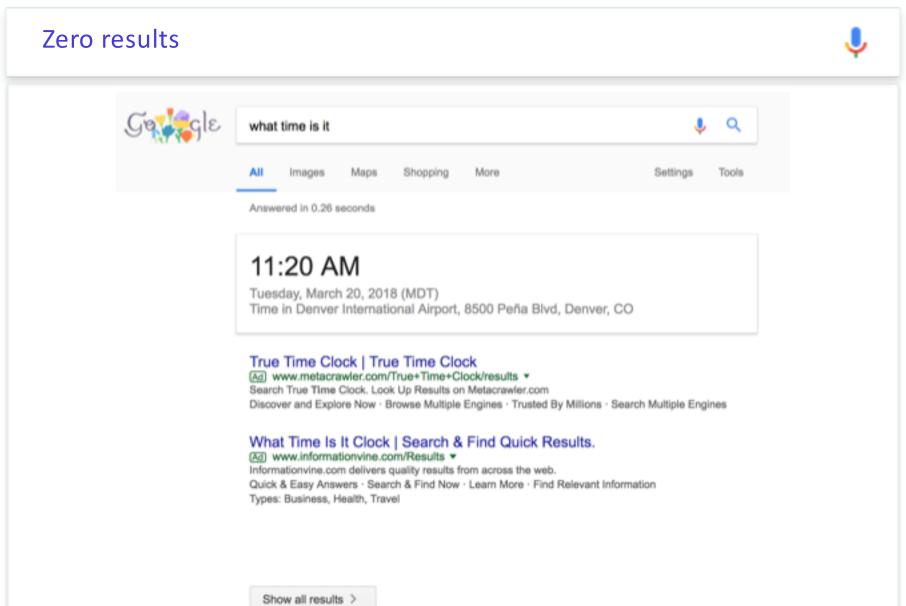
what are you doing next weekend in german





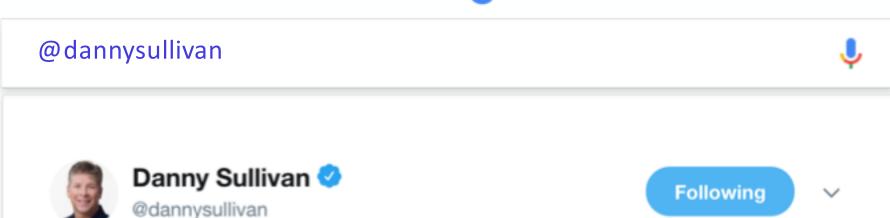












Replying to @dannysullivan @rustybrick

Update! We have enough data and feedback -- which is appreciated -- to conclude that the condensed view experiment should stop for now. The team will look at improving when and how it appears.

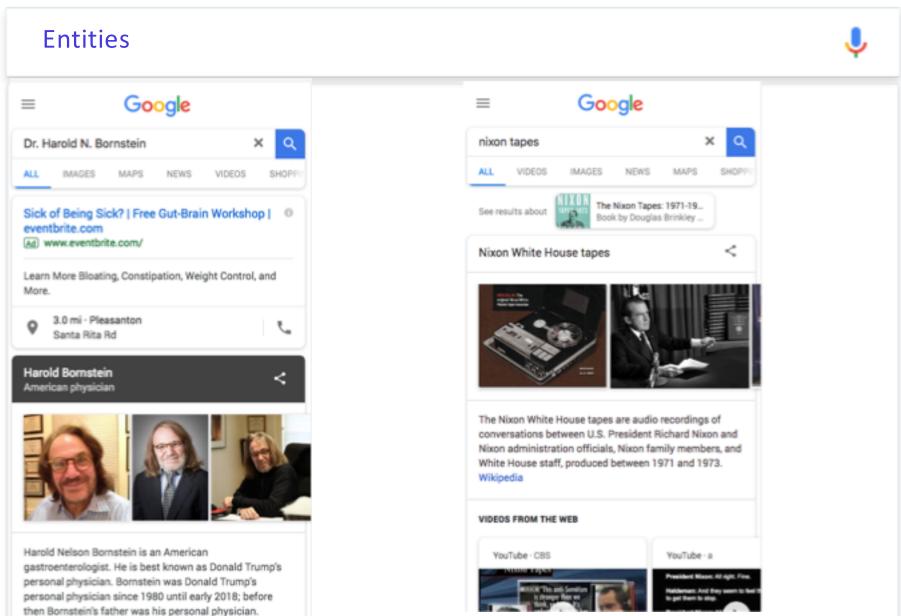
11:39 PM - 20 Mar 2018









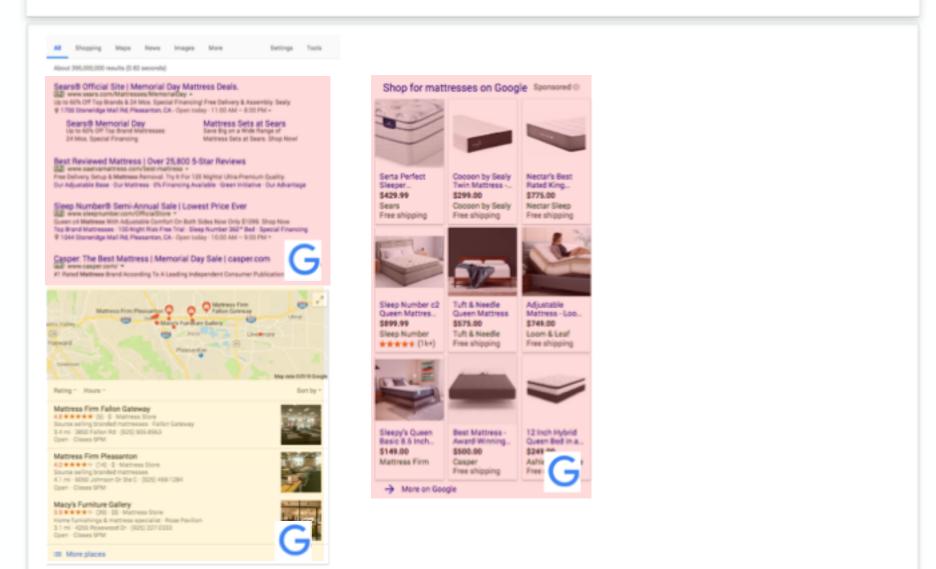






# mattresses (above the fold)







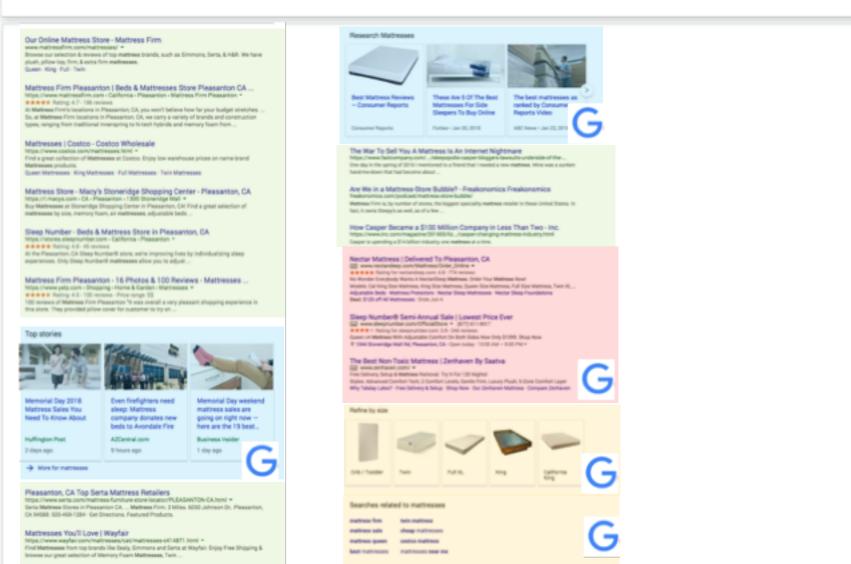






# mattresses (below the fold)











#### **PWAs**



#### Showing results for progressive web apps

#### Turns











## What can PWAs do?



- Speed
- No app install needed
- Cross-device
- Enable home screen Icons
- Push notifications
- Deep linking
- Good for slow connections/less data needed

What SEOs Need to Know About PWAs





## The big mobile seo picture



## SERPs moving from list of links to:

- Instant Answers
- Google "Entities":
- Google My Business
- Brand/Product/Fact Knowledge Panels
- AMP Results
- Videos/Media files
- Transactional Widgets (e.g. Google Hotels)
- People Also Search Widgets
- And then lists of links



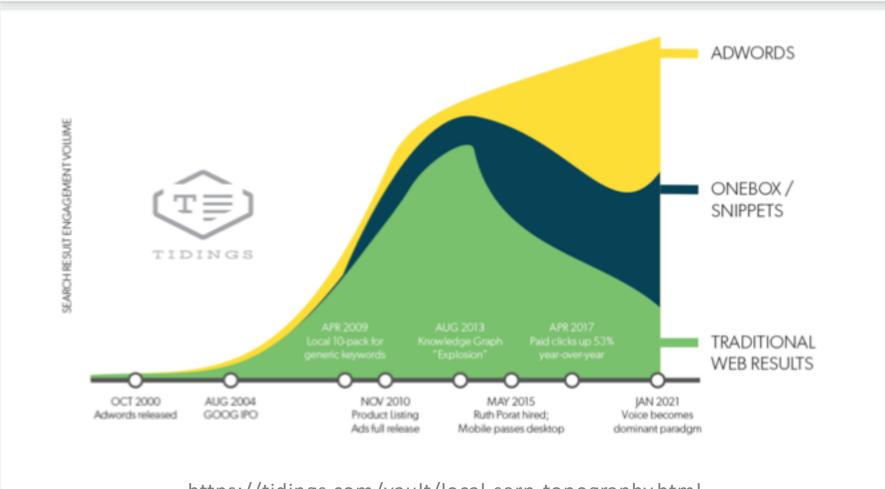












https://tidings.com/vault/local-serp-topographv.html

**Tidings. Send Better Newsletters. Fast.** 



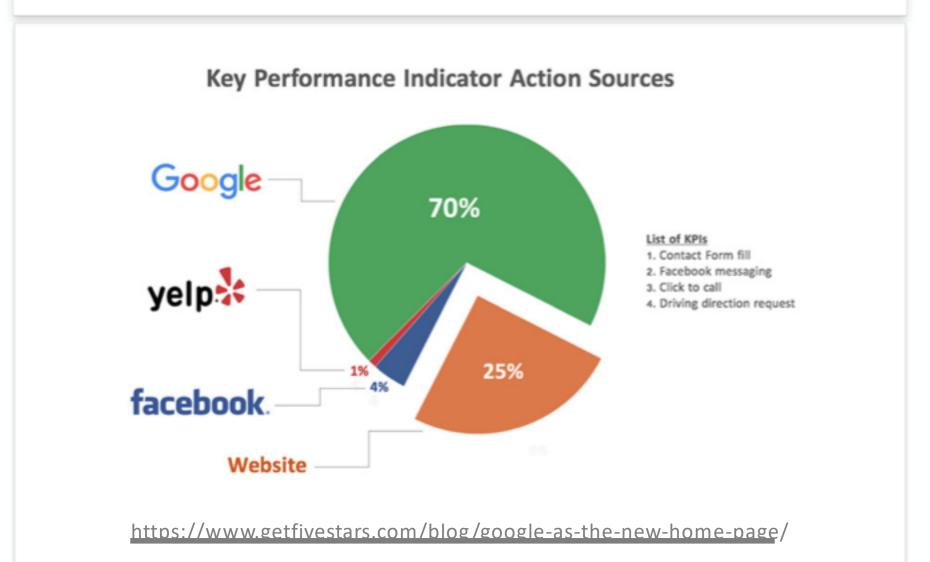






## Is your new homepage







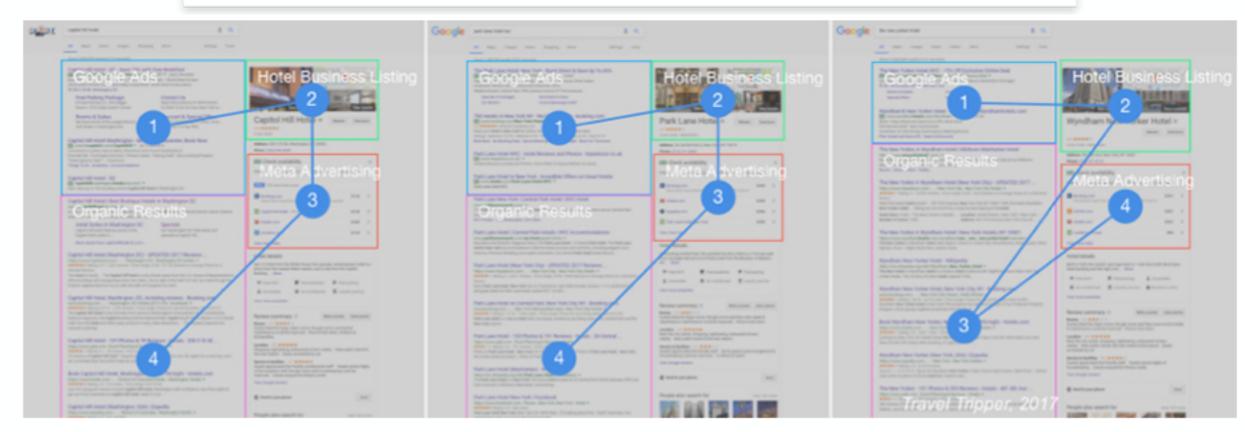






## What do people look at



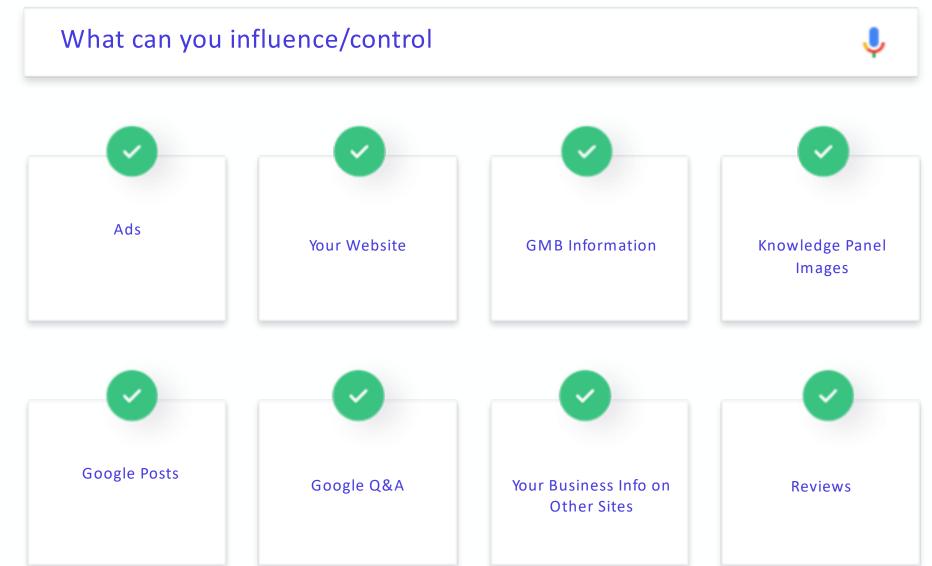










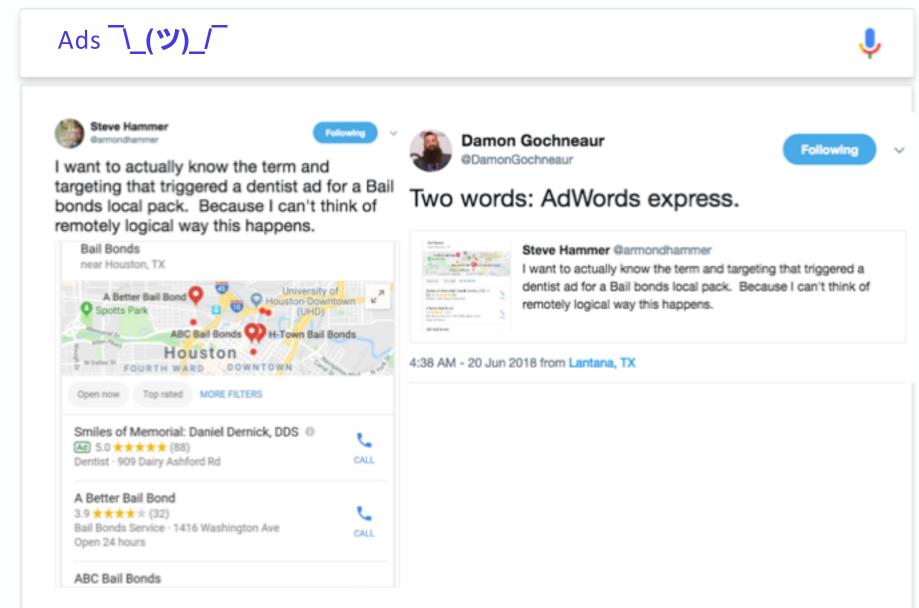












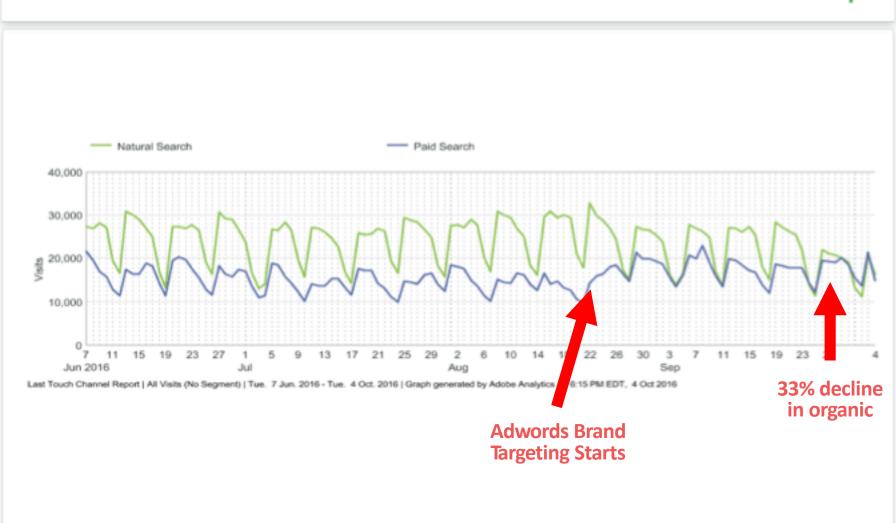
https://twitter.com/DamonGochneaur/status/1009226553971167234





## Brand traffic cannibalization







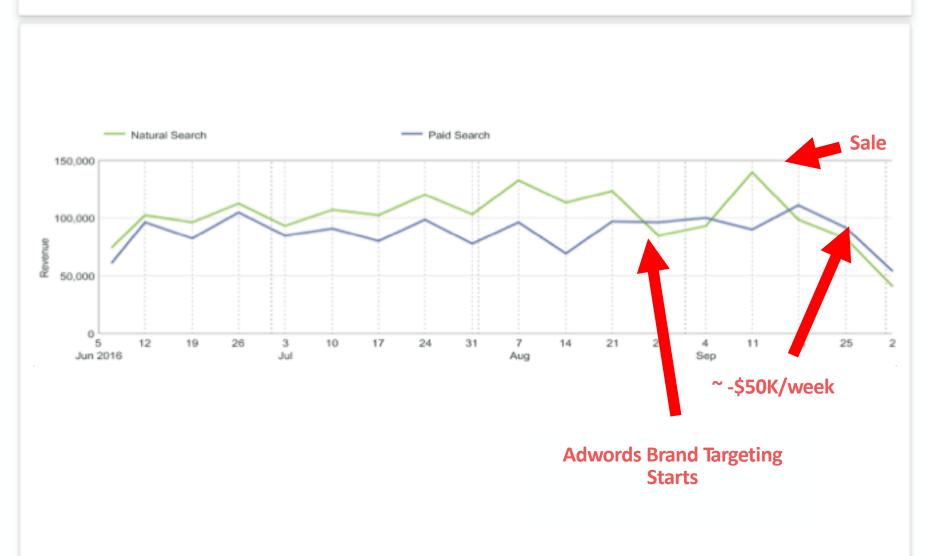






## Brand revenue cannibalization













### Your website



#### Allied Van Lines: Moving and storage services

local,allied.com/ \*

Allied makes moving and storage easier than ever. If you're looking for moving and storage services where your needs are always the top priority — and solutions can be tailored to fit your particular situation — then it's time to talk to your local Allied agent. Whether you're moving to a new home across town or relocating your …

#### Florida Moving Companies - Allied Van Lines

https://www.allied.com/moving-companies/florida \*

Looking for a moving company in Florida? See why thousands have chosen Allied over other movers since 1928. Request a quote today!

#### Maine Moving Companies - Allied Van Lines

https://www.allied.com/moving-companies/maine \*

Looking for a moving company in Maine? See why thousands have chosen Allied over other movers since 1928. Request a quote today!

#### Affordable Idaho Movers - Certified Allied Moving Company

https://www.allied.com/moving-companies/idaho \*

Looking for a moving company in Idaho? See why thousands have chosen Allied over other movers since 1928. Request a quote today!

#### Affordable Ohio Movers - Certified Allied Moving Company

https://www.allied.com/moving-companies/ohio \*

Looking for a moving company in Ohio? See why thousands have chosen Allied over other movers since 1928. Request a quote today!

#### Affordable Oregon Movers - Certified Allied Moving Company

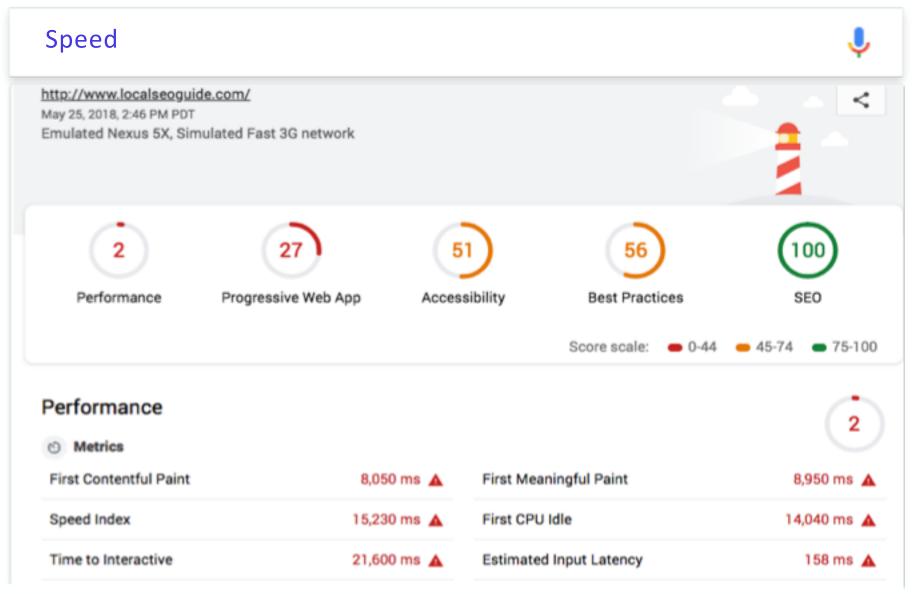
https://www.allied.com/moving-companies/oregon \*

Looking for a moving company in Oregon? See why thousands have chosen Allied over other movers since 1928. Request a quote today!









Chrome Lighthouse Extension







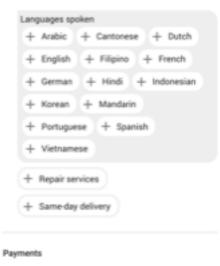


## My business



#### Attributes





Attribute	Percentage change associated with each attribute	
	Directions requests (%)	Homepage clicks (%)
Photos	42	35
Phone number	-9	41
Website/URL	58	n/a
Opening hours	13	42
User reviews	144	360

Source: Oxera analysis of Google My Business data.



CANCEL APPLY



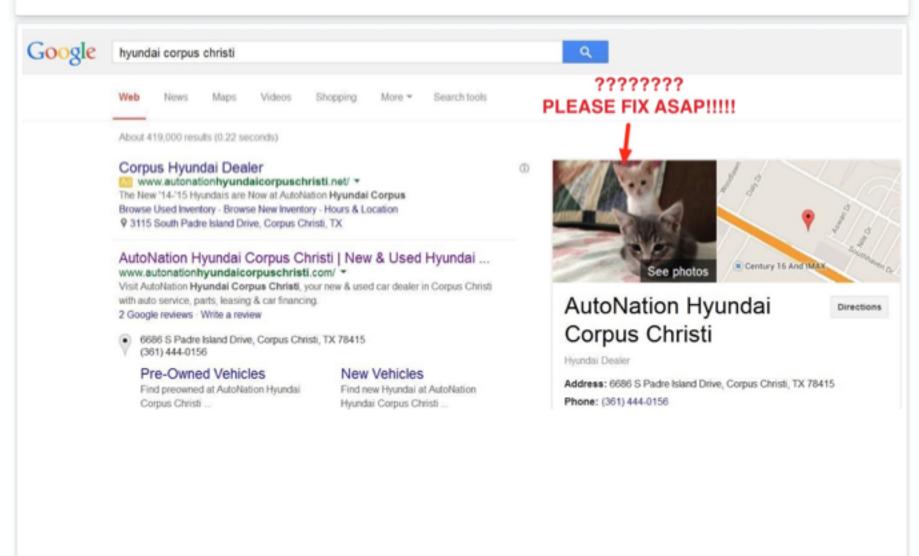






## Knowledge panel images







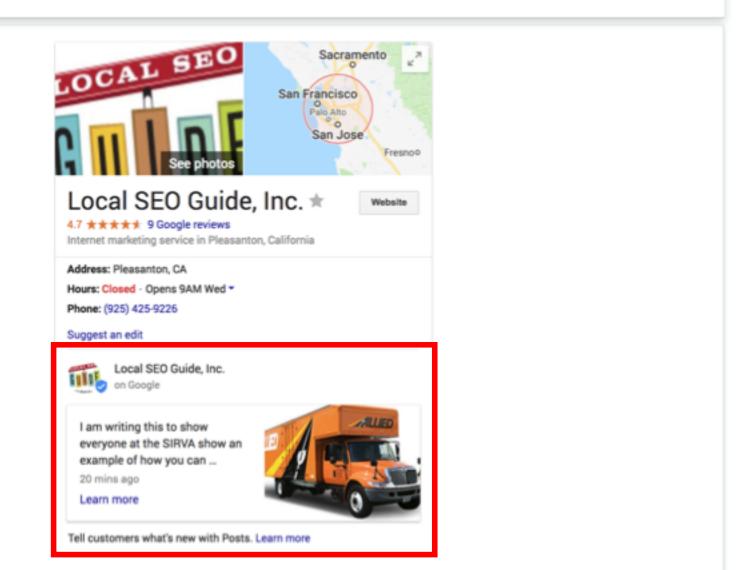






#### **Posts**







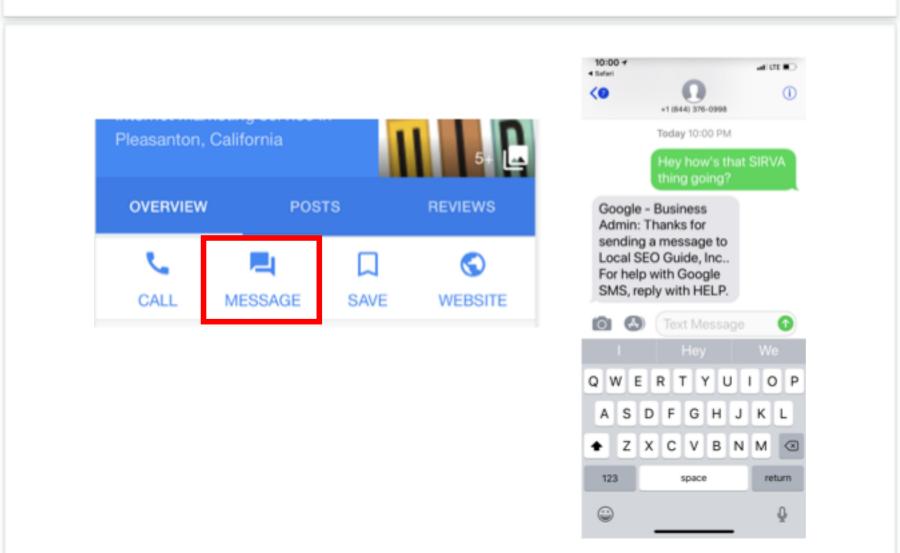






## **Business messaging**

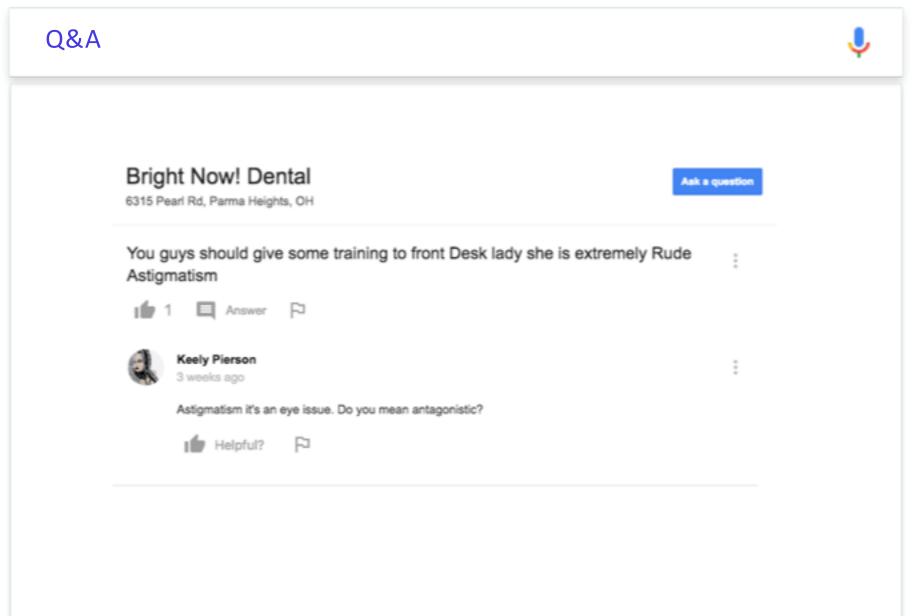




















#### Your business info on other sites













#### Reviews



#### Reviews

Write a review Add a photo



"Took good care of our furniture and personal belongings."



"The office staff in Chicago was friendly and helpful with all of



"Everyone was so helpful and not one thing was broken."

View all Google reviews

#### Chicago Suburbs Movers | Chicago Area Moving Company ...

www.blackhawkmoving.com/areas-served/ \*

★★★★ Rating: 4.9 - 102 reviews

Mar 8, 2018 - Get in touch with one of the best Chicago suburbs movers today by giving Blackhawk Moving & Storage a call. We are your moving company in the Chicago area that can provide moving services to downtown Chicago, its Northwest and Western suburbs, as well as the cities of DeKalb and Rockford.

#### Reviews from the web

1/5 Yellow Pages - 1 review









How to rank well in Google



What happens when you take:

# 100,000 Local Businesses

3,000+ Queries

100+ Factors





2 PhDs...









## Correlates with good local rankings





#### **GMB "AUTHORITY"**

- GMB Reviews
- GMB Photos
- Keyword in Business Name

#### **WEBSITE FACTORS**

- # Words on GMB Landing Page
- # Images on GMB Landing Page



#### **BACKLINKS**

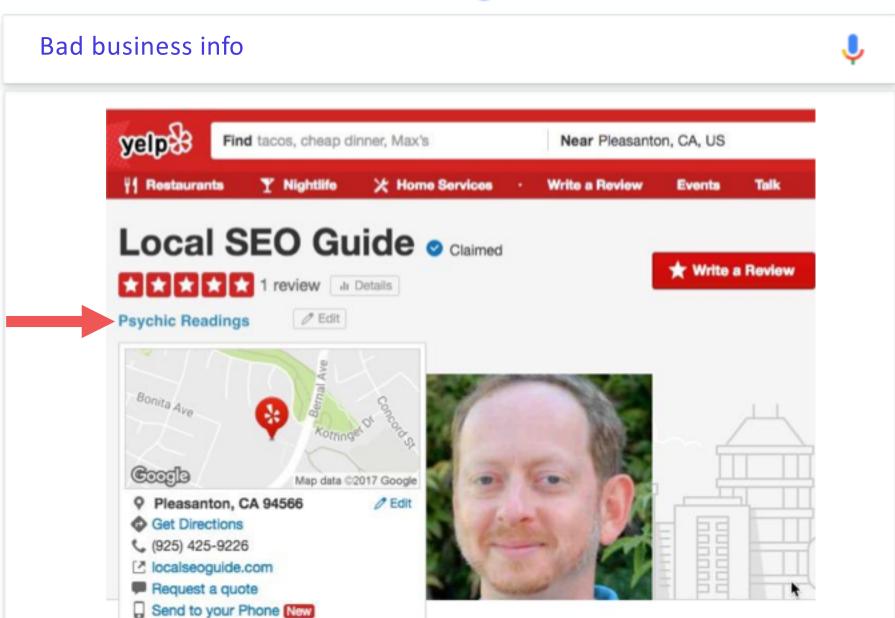
- Majestic AC Rank, Trust Flow, etc.
- Google Toolbar PageRank
- #/% Backlinks w City in Anchor Text
- #/% Backlinks w Keyword in Anchor Text















## 1300 location test





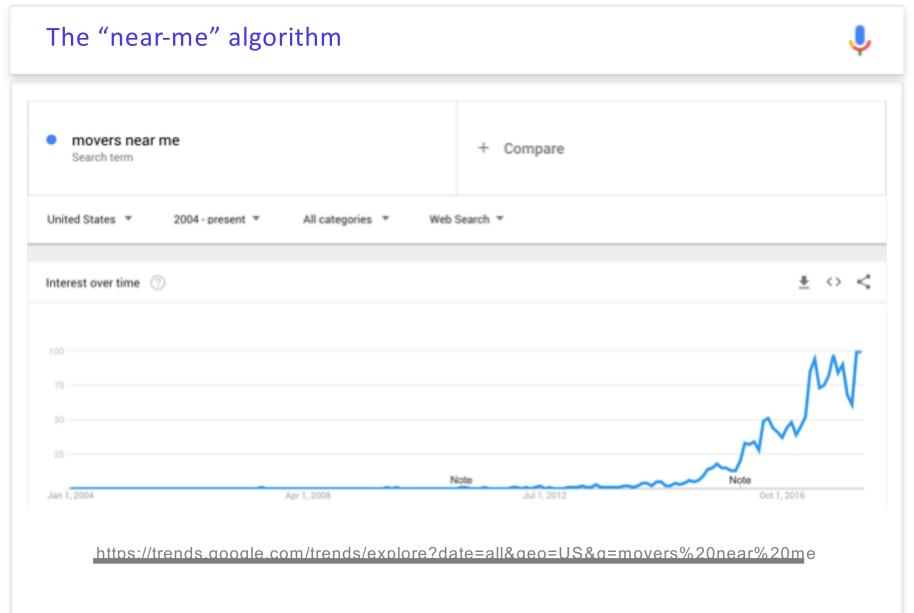




















#### How to rank for near me searches



## The 10 Best Cheap Movers Near Me (with Free Estimates) - Thumbtack

https://www.thumbtack.com/k/cheap-moving/near-me/ ▼

Where do you need the cheap moving company? ... Thumbtack helps thousands of people asking, "How do I connect with the best cheap moving companies in my area?". We offer free custom quotes from cheap moving companies near you, ready to help you move.

## Best Movers Near Me - March 2018: Find Nearby Movers Reviews - Yelp

https://www.yelp.com/nearme/movers •

Find the best Movers near you on Yelp - see all Movers open now. Explore other popular Home Services near you from over 7 million businesses with over 142 million reviews and opinions from Yelpers.

http://www.localseoguide.com/near-local-seo-ranking-factors/









## What do tactics do we invest in



Get It Right & Move On	Ongoing
Website	Content
Google My Business	Links
Local Citations	Reviews
	Engagement









## Stuff you can do this week





Make sure local citations link to the right page



Make sure your NAP is consistent throughout the web



Check if you are the only one buying ads for your brand queries



Update <title> on GMB landing pages



Add a GMB Post



Check if there are questions on your GMB Q&A



Near Me strategy



Think about how you can get links and how you can get more engagement with your customers







## SEO for mobile in 2018













## Some handy tools



- Chrome Lighthouse Extension
- Google Mobile Friendly Test
- Google Page Speed Insights
- Gooale Rich Results Test
- Locadium
- NAP Hunter
- Text-Only Cache Checker
   My SEO Tool Bookmarks

Complete List of Local SEO Software & Tools

## Thank you!

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www.localseoguide.com/contact

## MONO FOR BEST-IN-CLASS SEO

The Mono Platform offers best-in-class SEO management for local & voice search



#### **INTEGRATED SEO CHECK**

Alert site owners if pages are not 100% optimized for pagelevel SFO



#### PAGE LEVEL FEATURES

Manage page-level meta data, 301 redirects, H tag hierarchy & alt tags



#### MICRODATA TAGGING

Aligned with schema.org standards



#### **TECHNICAL FEATURES**

SEO-friendly, W3C-validated HTML and lightening fast performance

# Q&A



# THANK YOU



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