LOCAL SEO IN 2019

Andrew Shotland CEO, LOCALSEOGUIDE.COM

MONO SOLUTIONS WEBINAR 03.13.19



Agenda

- Google Local Search in 2019
- Evolution of Local SEO
- Local SEO Ranking Factors Study
- How You Can Do It





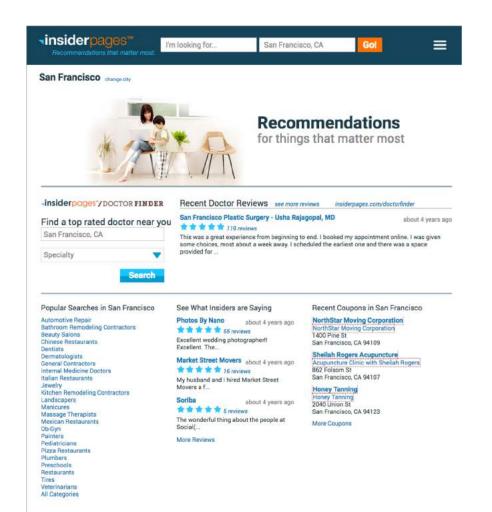
LOCAL SEO IN 2019 - Mono Solutions Webinar 03.13.19

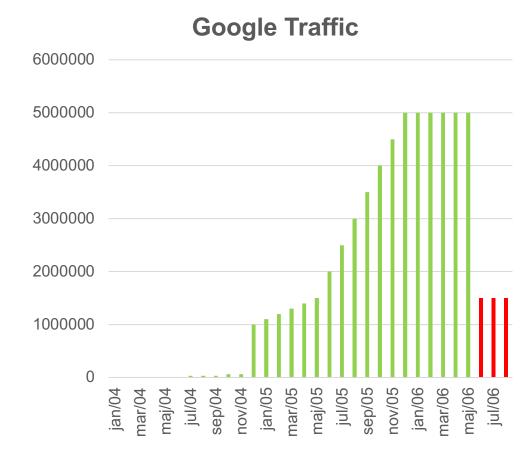






GOOGLE GIVETH & GOOGLE TAKETH...







http://web.archive.org/web/20170622144022/http://www.insiderpages.com/





WHERE DO CUSTOMERS COME FROM?

Channel	Fortune 500 "Brands"	"Who?" Media	"Who?" eCommerce	B2B
SEO	41%	77%	20%	13%
Direct	33%	12%	16%	31%
Paid	14%	5%	46%	53%
Email	11%	4%	17%	2%
Social	1%	2%	1%	1%

Source: LocalSEOGuide.com Channel Study 2017



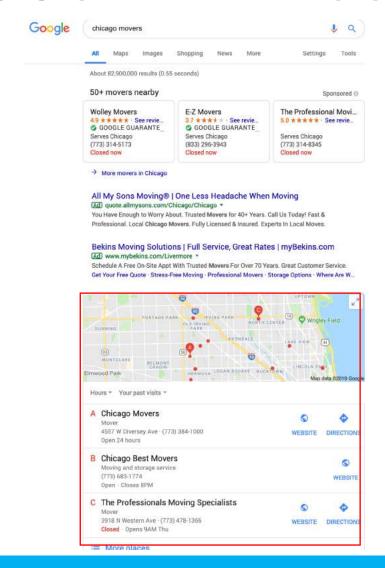
SO WHERE DO WE INVEST?

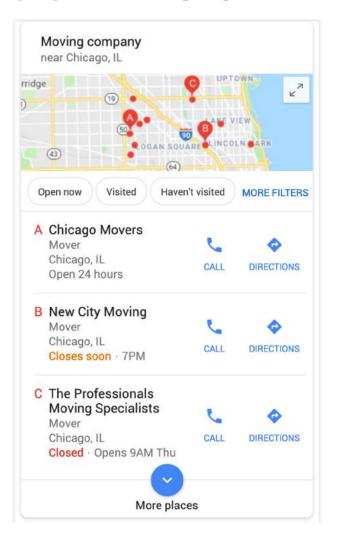
Channel	Fortune 500 "Brands"	"Who?" Media	"Who?" eCommerce	B2B
SEO	\$	\$\$	\$\$	\$
Direct	\$\$\$\$	\$	\$\$	\$\$\$
Paid	\$\$\$\$	\$\$\$\$	\$\$\$\$	\$\$\$\$
Email	\$\$\$\$	\$\$\$\$	\$\$\$\$	\$\$\$\$
Social	\$\$\$	\$\$\$	\$\$	\$\$



Source: LocalSEOGuide.com Conversations w Cheap Clients 2006-2017

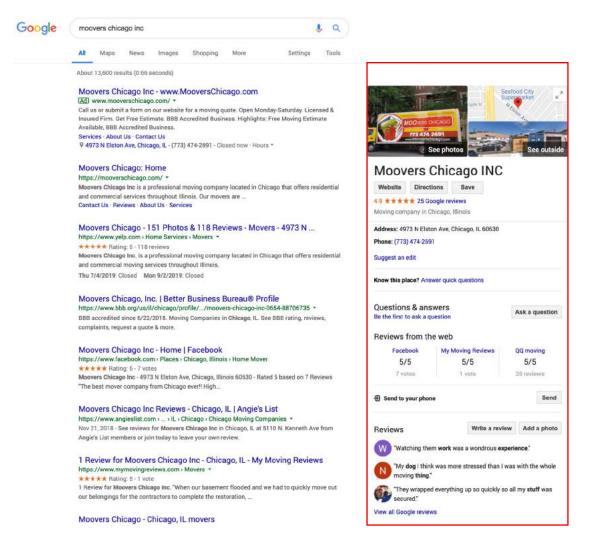
GOOGLE MY BUSINESS – LOCAL PACKS

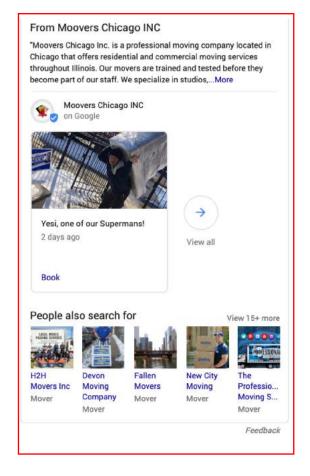






GOOGLE MY BUSINESS KNOWLEDGE PANEL

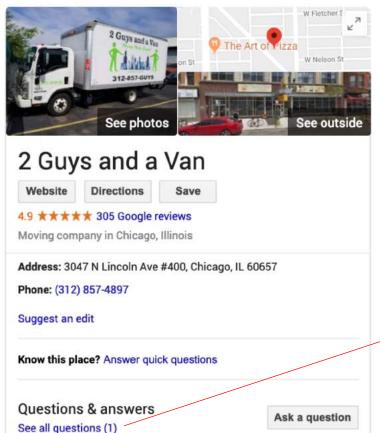






GOOGLE MY BUSINESS KNOWLEDGE PANEL

You can try to control these

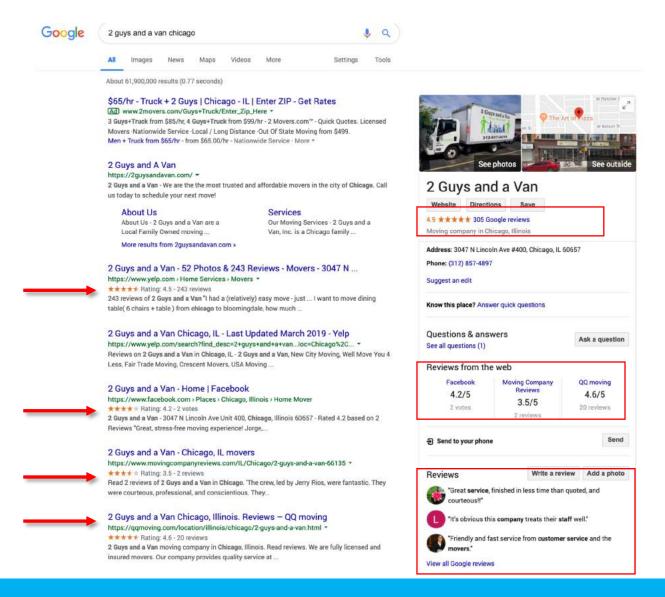




You can answer these (so can anyone else!)

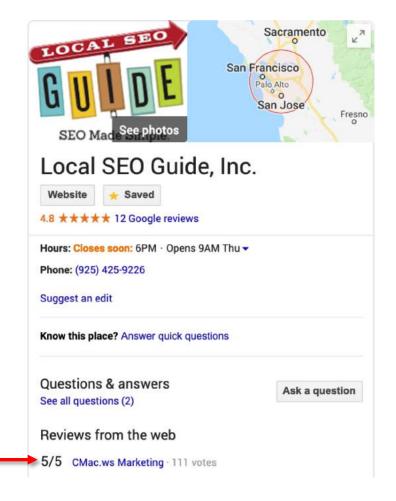


REVIEWS



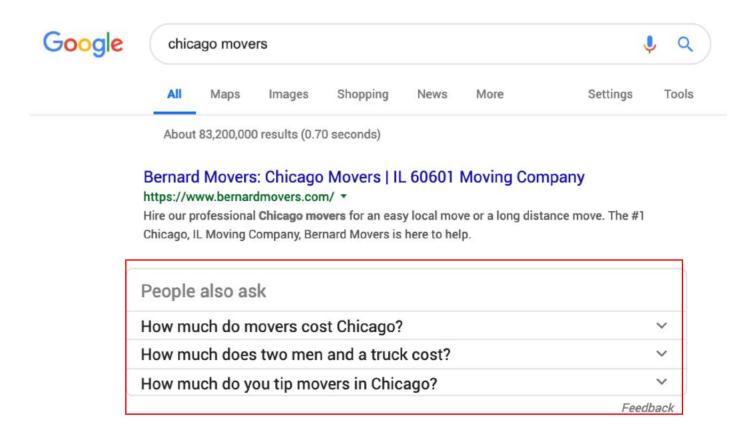


"REVIEWS"





RELATED QUESTIONS



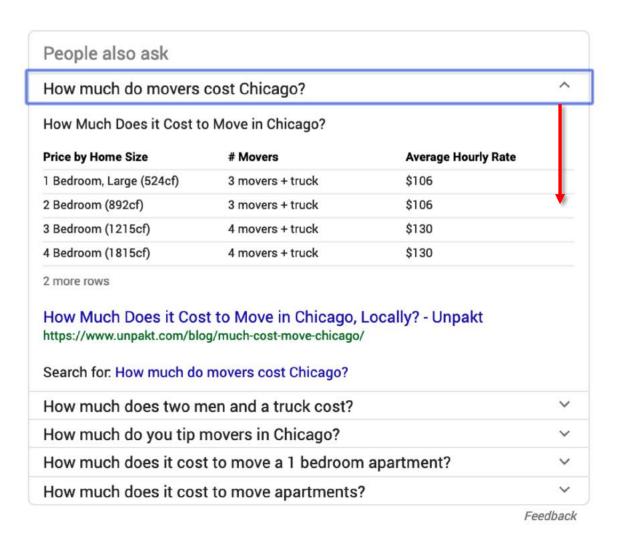
Chicago Movers, Moving in Chicago, Chicago Moving Company

https://smithmoversinc.com/ *

Smith Movers - Chicago local movers, we make moving easy for you, movers in Chicago and commercial moving Chicago.

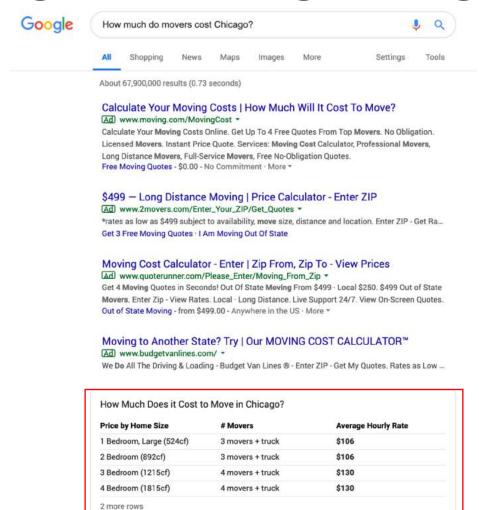


RELATED QUESTIONS





INSTANT ANSWERS



How Much Does it Cost to Move in Chicago, Locally? - Unpakt

About this result

Feedback

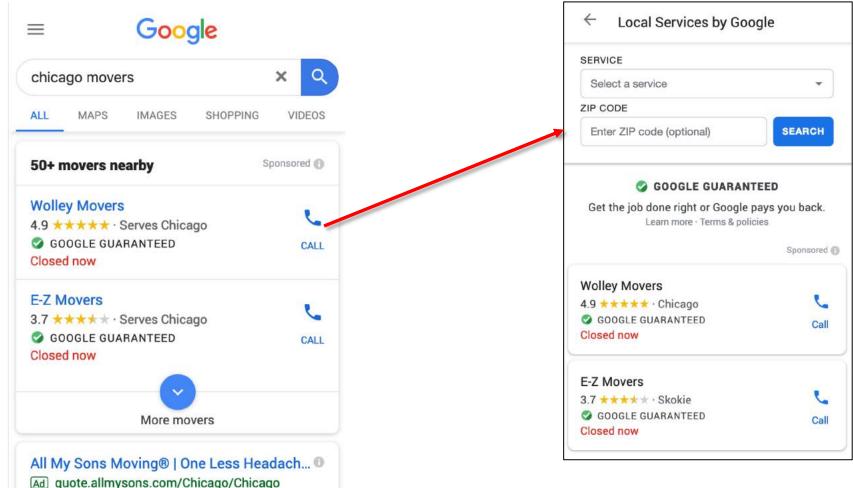
https://www.unpakt.com/blog/much-cost-move-chicago/



LOCAL SERVICE ADS

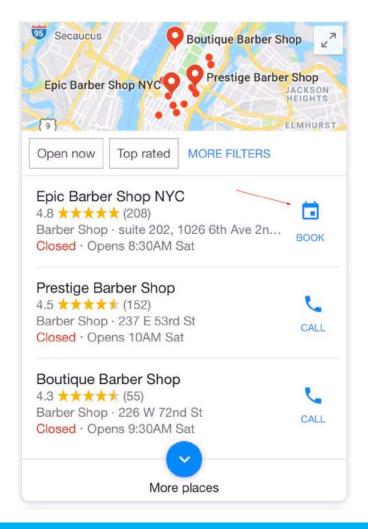
You Have Enough to Worry About. Trusted Movers

for 40+ Years. Call Us Today! Experts In Local...



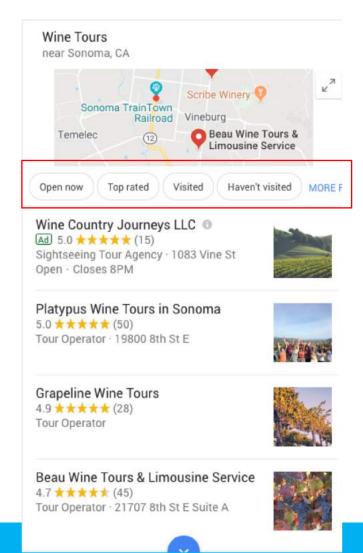


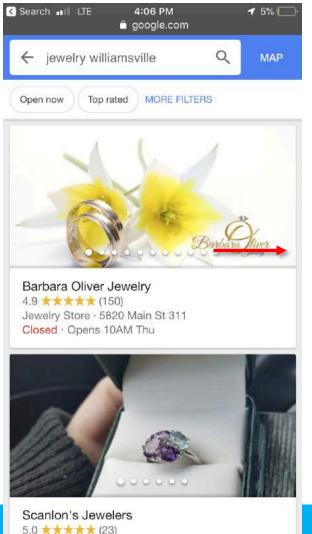
TRANSACTIONS





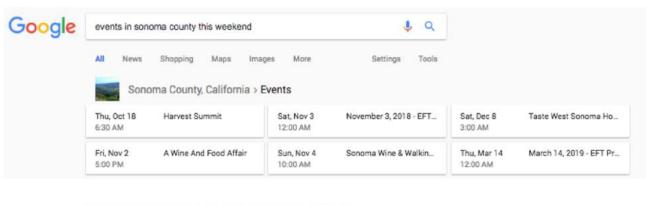
FILTERS/MOBILE IMAGES







EVENTS



Calendar of Events - County of Sonoma, California

https://sonomacounty.ca.gov/Calendar/ *

Meeting Location: Guerneville. The County of Sonoma is updating County regulations for septic systems in order to meet state mandated regulations that protect ...

Thu, Oct 18 Project Review and Advisory ...

Thu, Oct 18 Civil Service Commission ...

Thu, Oct 18 Dry Creek Valley Citizens ...

Upcoming Events - Sonoma Family Life Magazine

www.sonomafamilylife.com/search/event/upcoming-events/ *

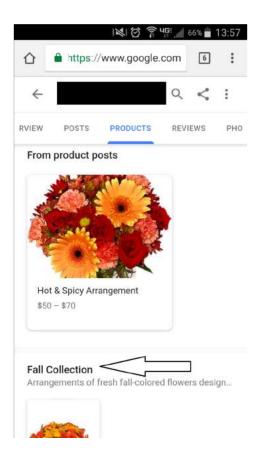
Results 1 - 10 - Find events for your family. Move the map or adjust the zoom to find more events.

Search View Map. Reset Date. Previous. Page 1 (Results 1-10).

Fri, Oct 19 Preschool Story Time Rohnert Park-Cotati Regional ...
Fri, Oct 19 Bodega Marine Laboratory Tours Bodega Marine Laboratory
Fri, Oct 19 Crazy, Awesome Science ... Children's Museum of Sonoma ...



PRODUCTS





GMB FEATURES LAUNCHED IN PAST 2 YEARS

- Posts
- Offers
- Services
- Description

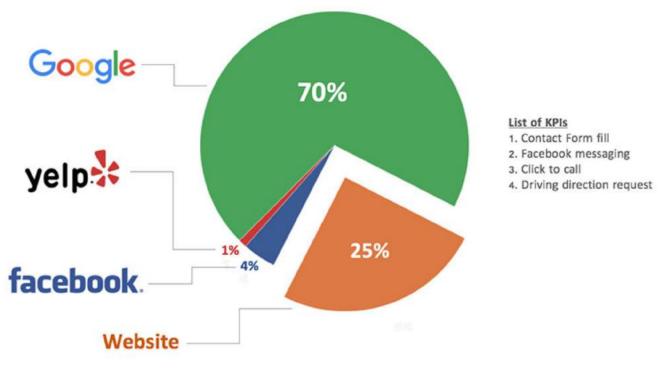
- Q&A
- Websites
- Videos
- Messaging

- Local Service
 Ads
- Products



THESE FEATURES DRIVE LEADS

Key Performance Indicator Action Sources



In this case study, 70% of KPIs happened on Google!

https://www.getfivestars.com/blog/google-as-the-new-home-page/







LOCAL SEO 101 BACK IN THE DAY

CONTENT + TECH + LINKS

= RANKINGS



LOCAL CITATIONS









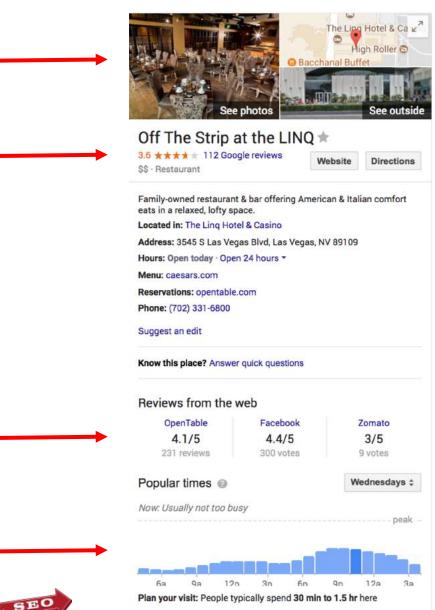


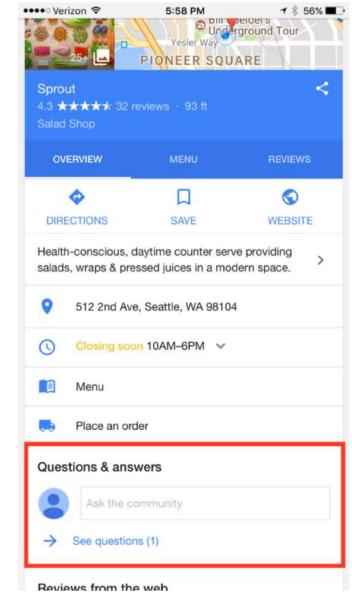














HOW DO YOU RANK IN GOOGLE'S LOCAL PACK?

(2017 Data)

GMB "AUTHORITY"

- GMB Reviews
- GMB Photos
- Keyword in Business Name

WEBSITE FACTORS

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

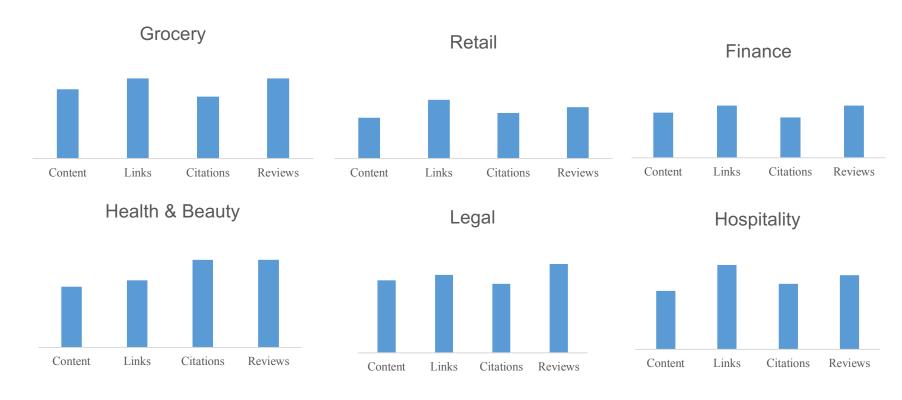
BACKLINKS

- Quality
- Quantity
- #/% Backlinks w City in Anchor Text
- #/% Backlinks w Keyword in Anchor Text



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

These Days, Rankings Vary By Vertical!





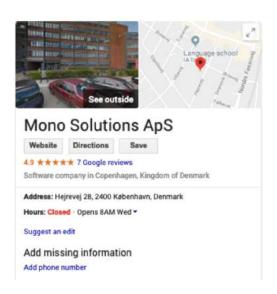
Source: LSG Local Search Ranking Factors Study 2019

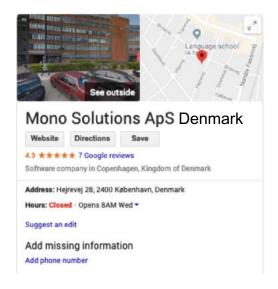
HOW TO OPTIMIZE YOUR GOOGLE MY BUSINESS PAGE

- Claim and make sure info is correct
- 2. Pick the correct categories
- 3. Add photos, descriptions, hours and anything else relevant
- 4. Link your GMB page <u>directly</u> to your most relevant website page
- 5. Find and delete duplicate listings
- Find and delete old business names.
- 7. Encourage your customers to leave reviews on Google and ask questions via GMB
- 8. Make sure you local citations data is consistent with your GMB data and the info on your website
- 9. Check your listings regularly-make sure Google hasn't changed them!



GMB BUSINESS NAMES





Guess which one typically works better?

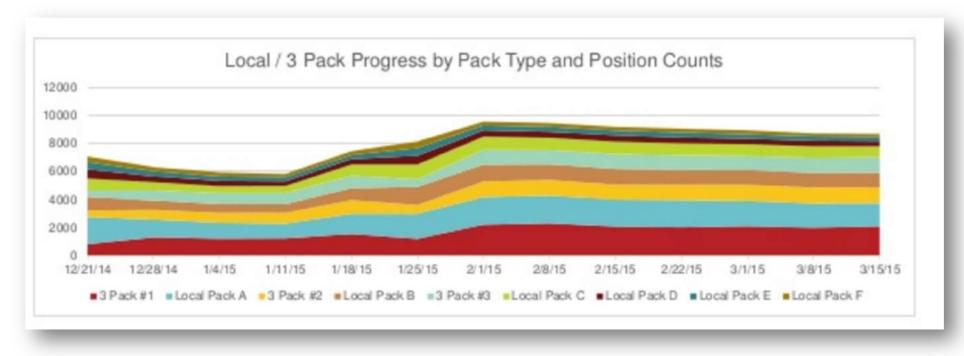


BUT YOU'LL WANT TO DO THIS





WHAT CAN HAPPEN WHEN YOU FIX YOUR LOCAL CITATIONS



http://www.localseoguide.com/enforced-nap-consistency-scale-happened/



CONTENT: PUBLISH OR PERISH!



LOGIN SIGN UP

STATES

DISPENSARIES

DEALS

TRAVEL

STRAIN PROFILES / REVIEWS

MARIJUANA NEWS & CULTURE

GUIDES

Travel Guides

Home > Travel Guides

Our complete travel guides will show you "where to buy, where to stay, and what to do" in various regions and cities in Colorado -- all with a cannabis twist. Whether you are looking for general information, nearby dispensaries, 420 friendly lodging, suggestions for dining or the next big adventure, we're here to give you a local's perspective.



Summer Guides



Aspen
Including Snowmass and the Roaring
Fork Valley



Summit County
Including Breckenridge, Frisco,
Keystone & Dillon



Vail Valley
Including Vail, Avon, Eagle & Beaver
Creek





FAQs



http://www.localseoguide.com/how-to-update-vour-internet-yellow-pages-listings-for-free/

OPTIMIZE CONTENT THAT ALREADY RANKS WELL



General Information

Taxi Latino Of Long Island, taxi service, listed under "Taxi Services" category, is located at 35 Brooklyn Rd Hempstead NY, 11550 and can be reached by 5164892222 phone number. Taxi Latino Of Long Island has currently 2 reviews.

Hire a town car from the Taxi Latino Of Long Island car service. Their friendly drivers will take you to any zip codes in the NYC/Long Island area. Taxi Latino Of Long Island Is your official cab company of Hempstead.

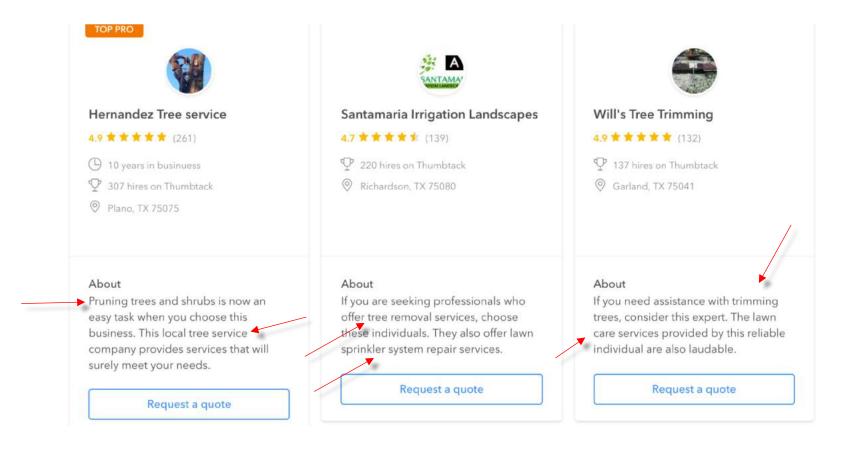
This business listing is not yet claimed, and if you are the owner, claim your business listing for free.

Browse all Taxi Services in Hempstead NY. Discover census data for Hempstead, NY.



http://www.showmelocal.com/profile.aspx?bid=365755

USE YOUR WORDS...



https://www.thumbtack.com/tx/dallas/tree-trimming/



ARE YOUR TITLES THE BEST?

25 Best Tree Services - Dallas TX | Tree Removal - HomeAdvisor.com

www.homeadvisor.com > Pro Ratings & Reviews > Texas > Dallas >

This does not mean you can use a chainsaw and a strong push to fell a tree, though. Plus, any tree on the parkway requires a permit for removal. Although to fell a tree is no simple task, it's often what happens once the tree is on the ground that causes problems between homeowners and Dallas tree service contractors.

Best Tree trimming service in Dallas, TX - Yelp

https://www.yelp.com/search?find_desc=Tree+Trimming+Service...Dallas%2C+TX TReviews on Tree trimming service in Dallas, TX - Castro's Tree Service, Chippers Tree Service, Dallas Tree Surgeons, White Rock Tree Wizards, Affordable Tree ...

Tree Service | Dallas, TX | Tree Trimming, Tree Removal | Arborist

dallastreesurgeons.com/ *

Dallas Tree Surgeons is the premier tree service in Dallas, Texas providing tree trimming, tree removal, stump grinding, tree sales, cabling and bracing, tree care and complete arborist services such as tree treatment and fertilization.

The 10 Best Tree Trimming Services in Dallas, TX 2017 - Thumbtack

https://www.thumbtack.com > TX > Dallas ▼

Here is the definitive list of **Dallas's tree trimming** services as rated by the Dallas, TX community. Want to see who made the cut?

Removal - City of Dallas

dallascityhall.com/departments/sustainabledevelopment/arborist/Pages/removal.aspx ▼ 51A-10.130, a tree removal permit is required for the removal of protected trees ... TAXES FOR MAINTENANCE AND OPERATIONS ON A \$100,000 HOME BY ...

Best Dallas Tree Services | Guide to Tree & Stump Removal Costs in ...



ARE YOU SELLING ME IN THE SERPS?

Dallas Bed Bug Treatment | ABC Home & Commercial

https://www.abchomeandcommercial.com/dallas/pest-control/bed-bugs *
Dallas Bed Bug Treatment and Extermination. We've all been told to "sleep tight, don't let the bed
bugs bite" at one time or another, but unfortunately the ...

Best Bed bug exterminator in Dallas, TX - Yelp

https://www.yelp.com/search?find_desc=Bed+Bug+Exterminator...loc=Dallas%2C... ▼
Reviews on Bed bug exterminator in Dallas, TX - Dynasty Pest Control, Bug Head Pest Control,
Protex Service, Xpert Pest Solutions, Texas Pest Solutions, Heat ...

The 10 Best Bed Bug Treatments in Dallas, TX 2017 (Free Estimates)

https://www.thumbtack.com > TX > Dallas ▼

Worth area and throughout East Texas. We offer a variety of services: Pre and post construction termite treatments, Termite Inspections, WDI reports, Mosquito Control, Rodent Control, Preventative Pest Control services, Bed Bugs, Fire Ants, Ants, Fleas, Ticks, Spiders, Roaches, etc.

The 10 Best Bed Bug Exterminators in Dallas, TX 2017 (Free Estimates)

https://www.thumbtack.com > TX > Dallas *

Here is the definitive list of Dallas's bed bug exterminators as rated by the Dallas, TX community. Want to see who made the cut?

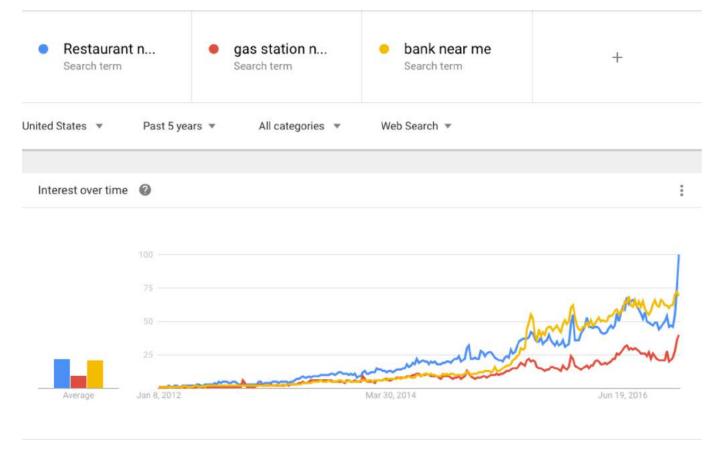
Bed Bug Treatment Dallas

bedbugtreatmentdallas.com/ -

Liquid pesticide is applied at all cracks and crevices where the pests may be hiding. The **bed bug**'s eggs are not eliminated by the liquid, hindering its effectiveness. It takes up to 30 days for all **bed bugs** to come in contact with the pesticide and succumb. 6 month **bed bug** warranty is included with this option.



ARE YOU "NEAR ME?"



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

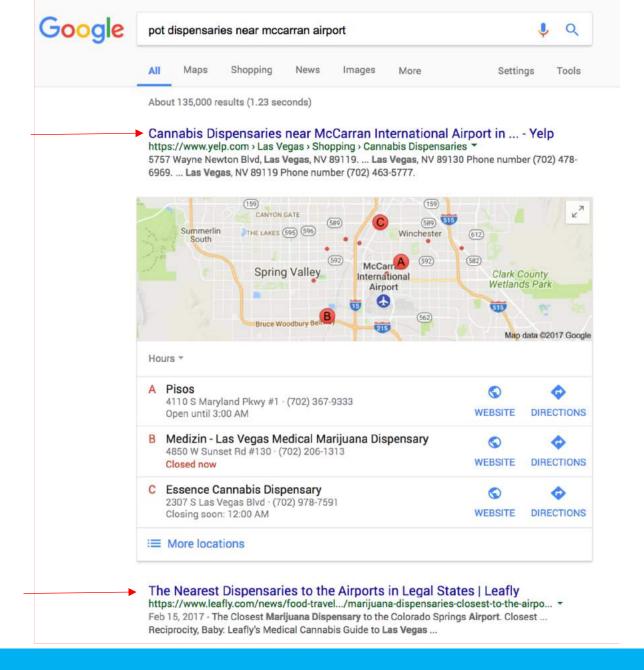




Best restaurants near me

Popular types of food & restaurants near you

POPULAR CUISINES	Mediterranean Food Near Me	Steakhouse Restaurants Near Me
African Food Near Me	Mexican Food Near Me	
British Food Near Me	South American Food Near Me	OTHER FOOD & DRINK NEARBY
Cajun Food Near Me	Spanish Food Near Me	Cafe Near Me
Caribbean Food Near Me	Thai Food Near Me	Deli Near Me
Chinese Food Near Me	Vietnamese Food Near Me	Pizza Near Me
Eastern European Food Near Me	, , , , , , , , , , , , , , , , , , ,	Soup Near Me
French Food Near Me	POPULAR RESTAURANTS	Sushi Near Me
German Food Near Me	American Restaurants Near Me	
Greek Food Near Me	Asian Restaurants Near Me	
Indian Food Near Me	BBQ Restaurants Near Me	
International Food Near Me	European Restaurants Near Me	
Irish Food Near Me	Fusion Restaurants Near Me	
Italian Food Near Me	Middle Eastern Restaurants Near Me	
Japanese Food Near Me	Seafood Restaurants Near Me	





NEED A LIFT?

Best 30 Taxis in Dallas, Texas with Reviews - YP.com

https://www.yellowpages.com/dallas-tx/taxis *

122 results - Dallas Superior Transportation Service/limo/taxi ... reliable transportation to and from all major local airports including Dallas Forth Worth International ...

Best Cheap Taxi Service in Dallas, Texas with Reviews - YP.com

https://www.yellowpages.com/dallas-tx/cheap-taxi-service >

133 results - Find 133 listings related to Cheap Taxi Service in Dallas on YP.com. See reviews, photos ... DFW Quick Airport Taxi Service. 4439 N O Connor Rd, ...

Best 30 Cab Service in Dallas (75243) with Reviews - YP.com

https://www.yellowpages.com/dallas-tx-75243/cab-service *

206 results - Find 206 listings related to Cab Service in Dallas (75243) on YP.com. See reviews ... Dallas, TX Cab Service ... DFW Quick Airport Taxi Service.

Cheap Cab in Dallas, TX with Reviews - YP.com

https://www.yellowpages.com/dallas-tx/cheap-cab +

687 results - Dallas Airport Cab has very comfortable and extremely clean luxury cars. My mom needed transportation to DFW at 03:30 AM. I called Dallas Airport ...

Affordable Airport Transportation Service in Dallas, Texas with ...

https://www.yellowpages.com/dallas-tx/affordable-airport-transportation-service
Results 1 - 30 of 378 - Find 378 listings related to Affordable Airport Transportation Service in
Dallas on YP.com. See reviews, photos, directions, phone numbers ...

Yellow Cab Locations & Hours Near Dallas, Texas - YP.com

https://www.yellowpages.com/dallas-tx/yellow-cab >

2515 Irving BlvdDallas, TX 75207. (214) 841-1900. Airport Transportation · Website. My flight arrived early into DFW and I called the company as instructed ...

Best 30 Long Distance Taxi Service in Dallas, Texas with Reviews ... www.yellowpages.com > Dallas, TX *

185 results - Find 185 listings related to Long Distance Taxi Service in Dallas on YP.com ... transportation to and from all major local airports including Dallas Forth ...

Best 30 Wheelchair Accessible Taxi in Dallas, Texas with Reviews ...

www.yellowpages.com > Dallas, TX *

151 results - Find 151 listings related to Wheelchair Accessible Taxi in Dallas on YP.com. See reviews ... DFW Quick Airport Taxi Service. 4439 N O Connor Rd, ...

Best Taxi Service For Disabled in Dallas, Texas with Reviews - YP.com

https://www.yellowpages.com/dallas-tx/taxi-service-for-disabled *

Results 1 - 30 of 210 - Find 210 listings related to Taxi Service For Disabled in Dallas on YP.com. See reviews, photos, directions, ... DFW Airport Taxi Service · (1).

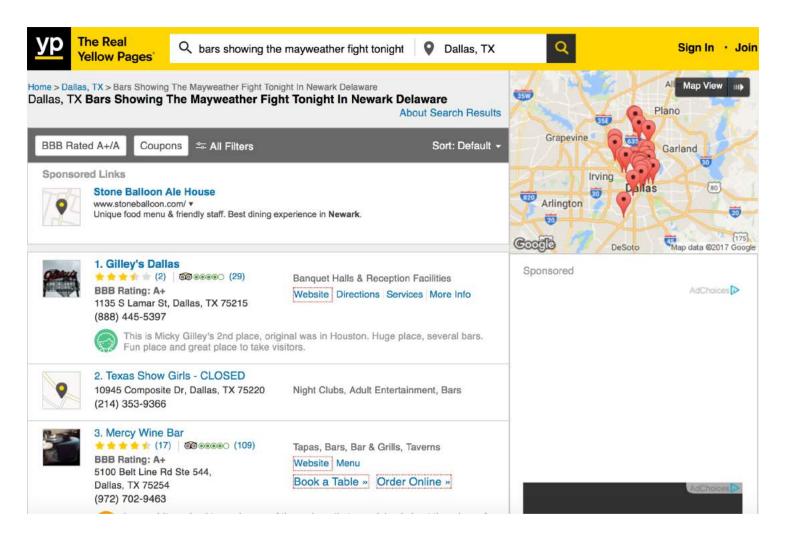
Best 30 Shuttle Service in Dallas, Texas with Reviews - YP.com

https://www.yellowpages.com/dallas-tx/shuttle-service >

81 results - Find 81 listings related to Shuttle Service in Dallas on YP.com. ... Our specialties include Weddings, Special Occasions, & Airport Transportation.



ARE YOU FIGHTING FOR YOUR FAIR SHARE?





https://www.yellowpages.com/dallas-tx/bars-showing-the-mayweather-fight-tonight-in-newark-delaware

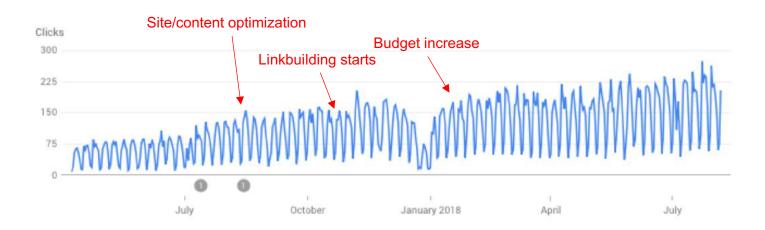
GET LINKS!

- Make News
- Ask Partners/Vendors
- Publish Interesting Stuff
- Ask Local Organizations
- Host Local Events





LINKBUILDING + CONTENT WORKS



- Client site non-branded organic traffic
- Goal is to book leads from organic traffic
- Site/content optimized in August
- Linkbuilding starting in October
- Increased LB & content budget in January
- In June, client set a record for organic bookings



MULTI-LOCATION SEO

- Started in December 2018
- 5 Locations
- 3x week GMB Posts
- Improve Internal Linking to Service Area & Long-Tail Pages
- Rewrote 11 Pages/Site w Optimized Content



ORGANIC TRAFFIC PERFORMANCE



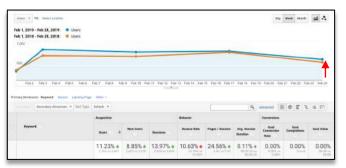




Location 1

Location 2

Location 3



A stood HOTLOT

Location 6

Location 5



Feb 1, 2019 - Feb 28, 2819: • Users PIO 1, 2018 - PIO 28, 2018: 9 Users

PAGE REWRITES CAN WORK





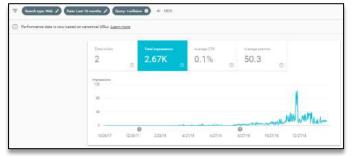


Location 1

Location 2

Location 3





Location 6

Location 5

CULDE
SEO Made Simple.

Within a month of rewriting, these pages started ranking for a wider variety of keywords





THINGS TO DO...

- 1. Get Attention
- 2. Answer Questions on Your Site, On Google, On Everywhere
- 3. Understand What Your Customers (Consumers *and* Advertisers)

 Are Searching For
- 4. Always Be Testing & Tweaking
- 5. Don't Just Rely On Your Website, or a Single SEO Tactic
- 6. Go Mobile!



THE BEST SEO INVESTMENT IS CREATING A PRODUCT/SERVICE YOUR CUSTOMERS WANT...

...and then knowing how to squeeze every last drop of SEO out of it.



THANK YOU!

andrew@localseoguide.com

Presentation at www.localseoguide.com/sirva2019

<u>@localseoguide</u>

