

SERP's Up, Dude! Riding the Wave of AI-Driven Search & AI Tools for Actionable Success

Presented by Justin Gibbs, Director of Strategy & Insights, SEO
April 28th, 2025

miles
PARTNERSHIP

With You



Justin Gibbs

Director of Strategy & Insights, SEO

10 years at Miles

15 years of professional experience
(38 years of acting unprofessionally)

Maybe an AI





A group of people are seated in a wooden boat, observing several alligators in a swampy environment. The alligators are in the foreground, partially submerged in the water, with their heads and backs visible. The background is filled with dense, green foliage and trees, creating a lush, natural setting. The lighting suggests it might be late afternoon or early morning, with warm tones. The text 'AI: the Good, the Bad & the Unknown' is overlaid on the left side, with 'Unknown' crossed out by a red line. The word 'Scaley' is written in a large, white, cursive font across the middle of the image.

AI: the Good, the Bad & ~~the Unknown~~ Scaley

Presented by Justin Gibbs, Director of Strategy & Insights, SEO
April 24th, 2024

Today

1. Survey Results
2. Research Roundup
3. What to do about it



The Robotic Cat That Cools Your Hot Beverages

Yukai Engineering unveiled Nékojita FuFu, a small robotic cat that **attaches to cups and bowls, blowing air to cool down hot drinks and food.**

This adorable gadget mimics the human action of blowing on hot items, adding a touch of whimsy to mealtime.

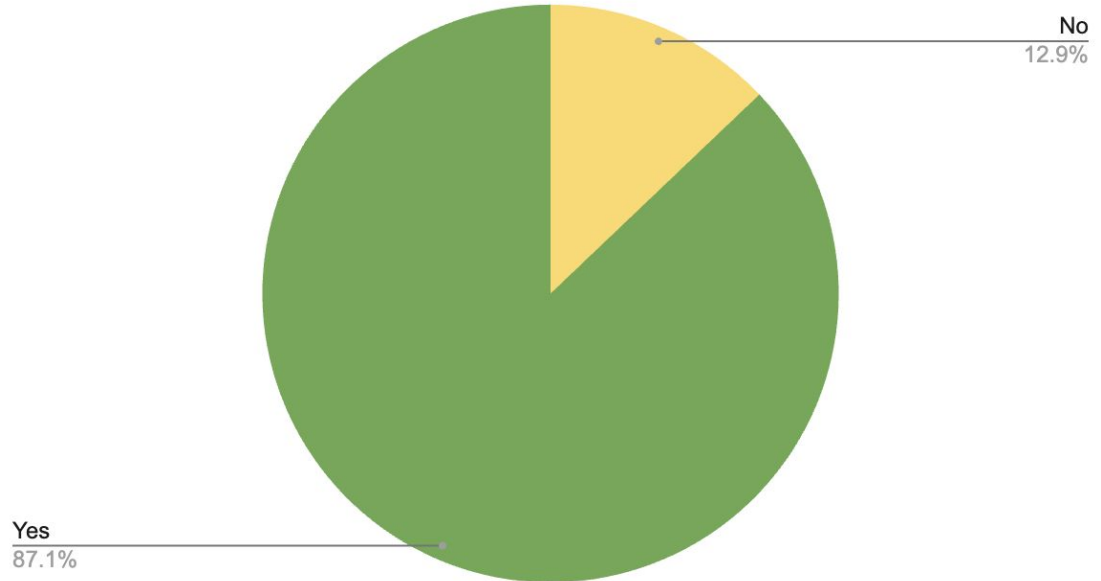


Survey Results



We
Asked..

Have you used any AI tools in the past



We
Asked..

Those who said 'yes'

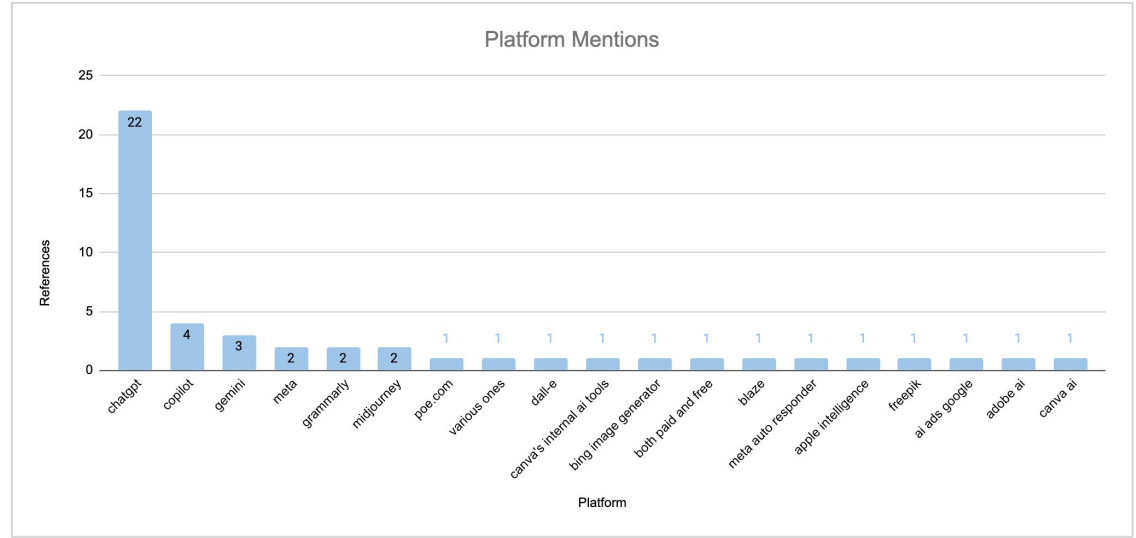
Common uses include:

- Drafting and editing emails
- Rewriting formal documents
- Creating captions
- Social Media posts
- Summarizing lengthy texts
- Generating ideas for events or marketing.
- **Generating beer names**

Other applications involve data analysis, coding, image creation, and simplifying complex ideas into actionable steps or concise reports.



We
Asked..



63% Use ChatGPT

11% Use Copilot

9% Use Gemini



We
Asked..

What are you interested in using AI for?

People are interested in using AI for various purposes:

- Improving efficiency
- Enhancing communication
- Simplifying time-consuming tasks
- Generating ideas.

It is commonly used for work-related support such as writing, document creation, marketing, event planning, and meeting notes.

AI also serves as a tool for personal development, quick access to information, creating professional communication, and assisting with creative projects like art and content generation.



Tools To help you

Writing, Editing & Communication

- Any of the **foundational LLMs** are great for this. (Chat GPT, Claude, Gemini, etc...)
- **Jasper** is a tool that is specifically tailored for marketing “The AI your marketing deserves”. Starts at \$49/mo/seat
- **Grammarly** is an AI-powered tool that helps with spelling, grammar, tone, and clarity



Tools To help you

Content & Idea Generation

- Any of the **foundational LLMs** are great for this. (Chat GPT, Claude, Gemini, etc...)
- **Copy.ai** is a writing assistant focused on creating marketing copy, social media captions, blogs and ads
- **Notion AI** is AI built into the Notion workspace for idea generation, summarizing text, and quick content creation
- **Midjourney/Dall-E** are image generators that can create custom images from text prompts.



We
Asked..

What is the most monotonous part of your job?

The most monotonous parts of people's jobs often involve repetitive tasks such as:

- Managing and responding to emails
- Data entry
- Writing or re-wording content (e.g., proposals, policies, reports)
- Attending unnecessary meetings
- Maintaining records like meeting minutes or spreadsheets.

Other tedious activities include social media management, updating websites, and administrative planning for events or board meetings.



We
Asked..

Is there anything you do day-to-day that you'd like to streamline with AI tools?

Many respondents expressed interest in using AI to streamline tasks like data tracking, record keeping, research, task management, and creating summaries.

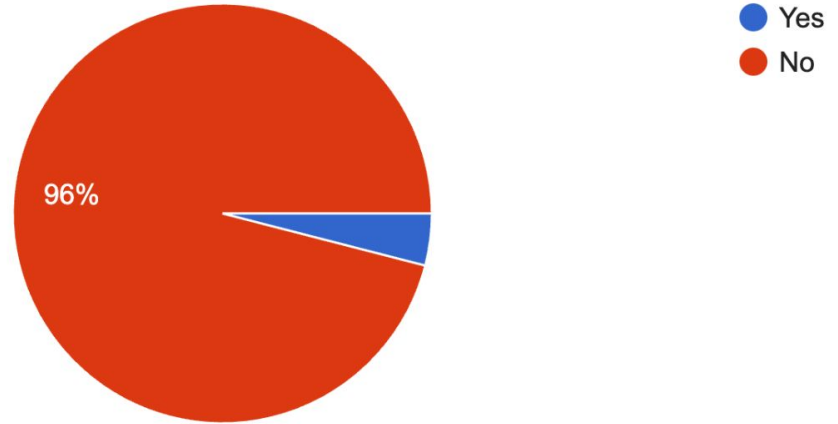
Some mentioned potential uses for organizing contacts in a CRM, managing board agendas and meeting minutes, and simplifying time-consuming, low-creativity processes. However, many were unsure about specific applications, indicating a lack of awareness of AI's possibilities.



We Asked...

Are you afraid that AI will take your job?

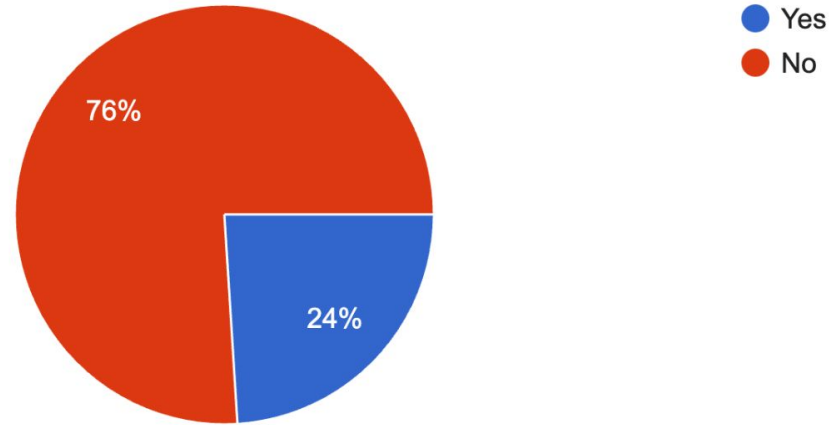
25 responses



We Asked...

Are you afraid of AI taking over the world?

25 responses



AI-Powered Spice Dispenser Tailors Seasoning to Your Taste

Spicerr is an **AI-driven spice dispenser** that customizes seasoning blends based on user preferences. By learning individual taste profiles, it aims to enhance home cooking experiences with precise and personalized spice combinations.



Tools
To help you

Meeting Notes, Summaries & Transcriptions

- **Otter.ai** is a transcription service that records audio and creates a real-time or post-meeting transcripts
- **Fathom** is a meeting assistant that summarizes Zoom calls and actions items in real time.
- **Zoom's AI Companion**



Tools
To help you

Research, Summaries & Quick Information Access

- **Any of the foundational models** are great for this
- **Feedly** is a news aggregator that uses AI (called Leo) to filter and summarize relevant articles
- **Notebook ML** allows you to upload up to 50 sources (pasted text, links, YouTube videos, slides decks) and can help summarize the content, extract details, and even create a podcast.



Tools
To help you

Marketing & Social Media Management

- **Hootsuite** is a social media scheduling platform that integrates AI-based writing and optimization tools
- **Buffer** helps to generate ideas and repurpose your existing content
- **Canva Magic Write** is AI text generation within Canva for captions, short posts, or presentation content



Tools
To help you

Getting Started

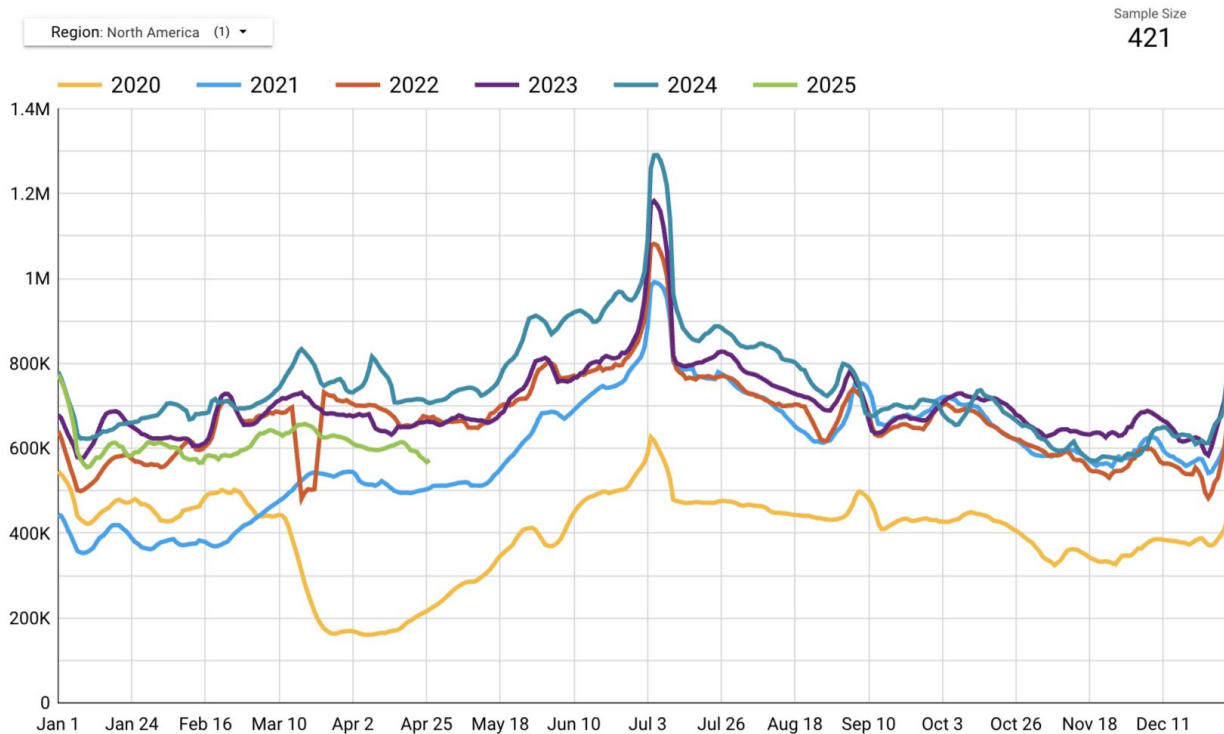
- **Pick One Use Case**
- **Test a Freemium Tool**
- **Practice Prompting**
- **Refine & Iterate**
- **Integrate Into Your Workflow**



Research Roundup

The background is a solid blue color. In the bottom right corner, there is a white line-art map of a city grid, showing streets and building footprints. A large, light blue arrow shape points from the bottom left towards the top right, partially overlapping the city map.

SimpleView
reports a
16% YoY
decrease in
Organic
Search
traffic over
the last
week



Source: **simpleview**  STRATEGY & INSIGHTS TEAM



SparkToro Research (Mar 2025)

- AI “search” volume is microscopic compared to (traditional) Google search
- Huge increase in search volume
- But balanced with huge increases in zero-click searches

New Research: Google Search Grew 20%+ in 2024; receives ~373X more searches than ChatGPT



By Rand Fishkin March 10, 2025

For years, two questions have dominated both marketers' interest and the media's coverage of Google Search:

1. **Are AI Tools taking market share away from Google?**
2. **Is Google search growing, flatlining, or declining?**

I've seen wild speculation that Google's market share is down 5-10% since ChatGPT's launch, and heard anecdotes across my feeds from people claiming that they never use Google and have entirely switched to AI tools. But, there's been no comprehensive, well-structured analysis to show the AI tools' share of search, nor any data to back up the claims of Google's supposed search decline.

Today, thanks to our partners at [Datos \(a Semrush company\)](#) and this latest research we've done together, I believe we can put these questions to rest.



Search Engine Land Report (April 2025)

- Overall top organic content is LESS likely to be cited in AI Overviews after March 25 core update
- BUT within the travel sector the likelihood actually goes up by 6 percentage points

Google AI Overview-organic ranking overlap drops after core update

Content that ranks in the top 10 of Google organic search is less likely to be cited today than it was before the March 2025 core update.

Danny Goodwin on April 14, 2025 at 12:52 pm | Reading time: 2 minutes

[NEWS](#)

AI Overviews are now less likely to cite pages that rank in Google's top 10 organic positions, according to new BrightEdge data. This change was observed following [Google's March 2025 core update](#).

By the numbers. The overlap between AI Overview citations and Google's top 10 organic positions dropped from 16% to 15% following the March 2025 core update. Shift by industry:

- **Travel industry:** 6.6 percentage point increase in regular result citations (from 12.9% to 19.5%).
- **Entertainment:** 4.9 percentage point increase (from 8.8% to 13.7%) for movie queries.
- **Restaurants:** 4.6 percentage point increase (from 9.5% to 14.1%) for dining content.

Why we care. Tens of millions of searches per day now feature AI-generated summaries that don't cite the highest-ranked results from organic search. The good news? Pages ranking outside Google's top 10 positions now have a better shot at being cited in AI Overviews.



Search Engine Land Report (Feb 2025)

- Notes CTR declines on organic and paid
- The biggest drops are observed where AI Overviews are shown vs. SERPs where they are not shown

[Search Engine Land](#) » [SEO](#) » [Google organic and paid CTRs hit new lows: Report](#)

Google organic and paid CTRs hit new lows: Report

Google AI Overviews are contributing to the organic decline. But paid ad CTRs are down with or without AI Overviews shown.

Danny Goodwin on February 5, 2025 at 11:12 am | Reading time: 2 minutes



Chat with SearchBot

NEWS

Organic and paid click-through rates (CTRs) are down – and Google AI Overviews are partially to blame. However, paid CTR declined regardless of whether AI Overviews were present.

The new analysis of ~10,000 informational intent keywords ranking in the top 20 positions was conducted by digital marketing agency Seer Interactive.

Paid & Organic CTR Trends – 12 months				
DATE (YEAR MONTH)	ORGANIC CTR– AIO NOT SHOWN	ORGANIC CTR– AIO SHOWN	PAID CTR– AIO NOT SHOWN	PAID CTR– AIO SHOWN
Jan 2025	3.97%	0.64%	17.24%	6.56%
Dec 2024	4.71%	0.71%	13.57%	6.95%
Nov 2024	3.35%	0.76%	15.05%	8.21%
Oct 2024	2.97%	0.84%	20.11%	9.15%
Sept 2024	3.13%	0.97%	20.23%	9.53%
Aug 2024	2.78%	0.89%	21.06%	8.92%
Jul 2024	2.03%	0.91%	22.33%	8.16%
Jun 2024	2.29%	0.91%	23.93%	8.19%

Bain & Company Report (Feb 2025)

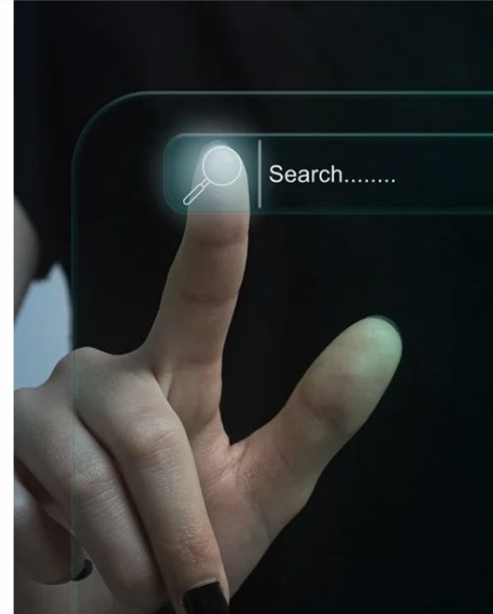
- Notes dramatic rise in Zero-Click search
- Suggests some actions for marketers to consider including diversifying formats and redefining metrics
- Notes that 80% of search users rely on AI summaries 40% of the time...

Brief

Goodbye Clicks, Hello AI: Zero-Click Search Redefines Marketing

As consumers rely more on AI-based search and summaries, how will brands adapt their strategies?

By Natasha Sommerfeld, Megan McCurry, and Doug Harrington
5 min read



Authors



Natasha Sommerfeld
Partner, Boston



Megan McCurry

▶ Listen to this article 5 minutes

At a Glance

- ▶ Marketing executives tailor their customer strategies around search engine results, but search is changing quickly.
- ▶ AI search engines and AI summaries on results pages are taking a bite out of clickthrough traffic.
- ▶ Bain's research finds that 80% of consumers rely on

Related Industries

[Technology](#)

Related Consulting Services

[AI, Insights, and Solutions](#)

[Vector™](#)

How We Can Help

[Artificial Intelligence](#)



60% of the time,
it works every time.



Previsible Report (Dec 2024)

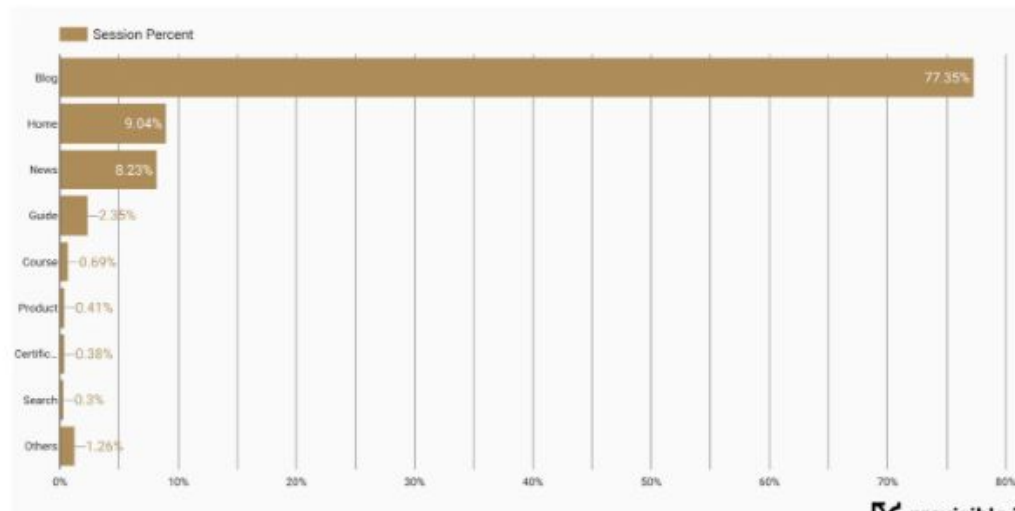
77.35%
of LLM referral
traffic goes to
blog posts

SEO Strategy

The Rise of LLM Traffic: An AI SEO Study About

LLM traffic by page type

Informational content will be **crucial** in 2025



Ahrefs report (April 2025)

34.5%

lower average CTR
for the top ranking
page, compared to
similar informational
keywords without an
AI Overview.



DATA & STUDIES

AI Overviews Reduce Clicks by 34.5%

By [Ryan Law](#), [XibeiJia Guan](#)

April 17, 2025 ■ 3 min read

Google says AI Overviews increase clicks. Cold, hard logic disagrees, and so does our research.

We analyzed 300,000 keywords and found that the presence of an AI Overview in the search results correlated with a **34.5% lower average clickthrough rate (CTR)** for the top-ranking page, compared to similar informational keywords without an AI Overview.

Thanks to our data scientist, [XibeiJia Guan](#), for pulling the data for this analysis.



"In fact, if you put content and links within AI Overviews, they get higher clickthrough rates than if you put it outside of AI Overviews."



Sundar Pichai, CEO, Google



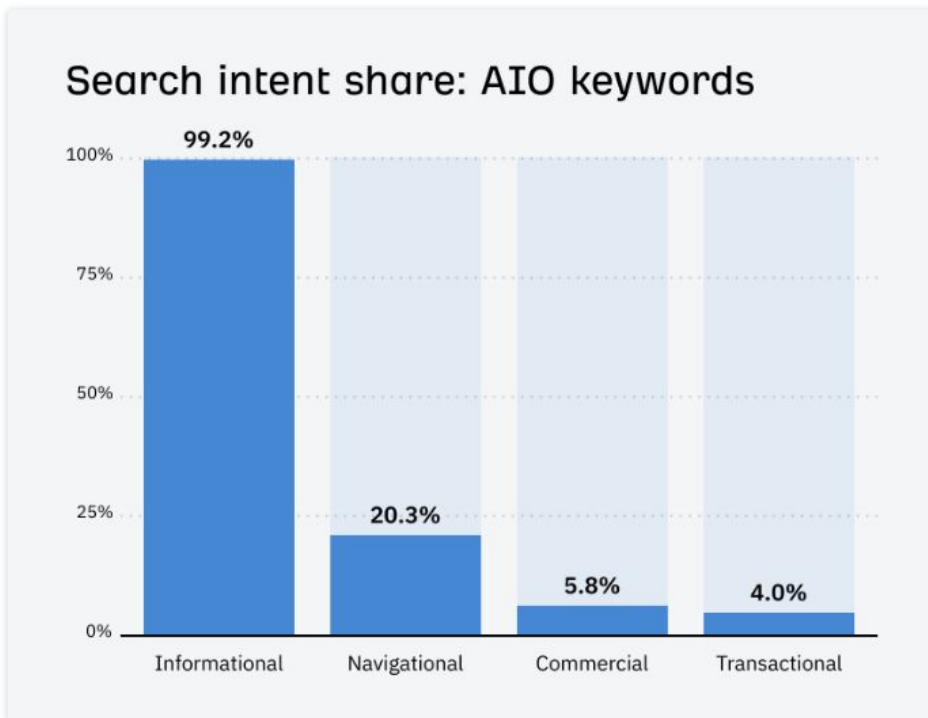
Ahrefs report
(October 2024)

99%

of all AI Overview
keywords are
informational

3. Almost all AIO keywords target informational intent

As it stands, 99.2% of all AI Overview keywords are informational.



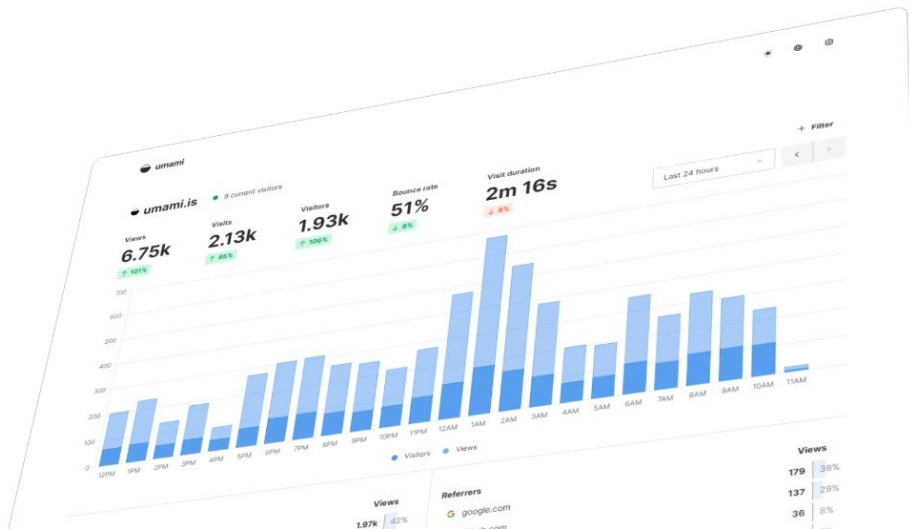
Kirin's Electric Spoon Enhances Saltiness Without Extra Sodium

Kirin Holdings introduced an innovative electric spoon that **uses a mild electrical current to amplify the salty and umami flavors in low-sodium foods**. This technology aims to help individuals reduce their sodium intake without compromising taste.



The modern analytics platform for effortless insights.

Umami makes it easy to collect, analyze, and understand your website data — so you can focus on **growth**

[Get started](#)[View demo](#)



Audience Quiz:

What does GPT stand for?



Generative Pre-trained Transformer.

Pre-trained on large datasets

Learning the patterns and structures of human language. Once trained, they can generate text, answer questions, complete prompts, and perform various natural language processing tasks.

GPT models have been influential in advancing the capabilities of AI in understanding and generating human-like text.



BERT

Bidirectional Encoder Representations of **Transformers**

BERT helps Google **understand the meaning of what you're searching for**, not just the words you typed.

Before BERT, Google mostly looked at your search words one by one, almost like picking out puzzle pieces without fully knowing what the picture is supposed to be.

With BERT, Google reads your whole sentence at once, both left to right and right to left, kind of like how a human reads. It tries to understand the context — what you *really* mean — not just match keywords.



BERT



For example:

If you searched for **"Can you get medicine for someone else at a pharmacy?"**,

before BERT, Google might focus heavily on "medicine" and "pharmacy" and miss the real question about "someone else."

With BERT, Google realizes you're asking about helping another person, and gives you better answers.



Why does AI 'hallucinate'?

AI hallucinations happen when models (especially large language models, or LLMs) confidently generate plausible-sounding but factually incorrect information, typically due to gaps in training data, lack of context, or the statistical nature of language prediction.





Confabulation

Confabulation is a psychological phenomenon where a person unknowingly creates false or distorted memories, typically to fill gaps in recall. It's not intentional lying but rather an unconscious fabrication that the individual genuinely believes to be true.

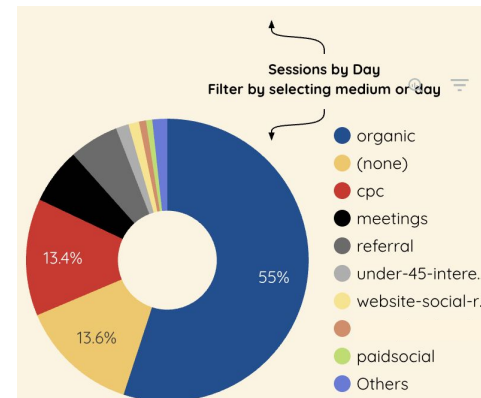
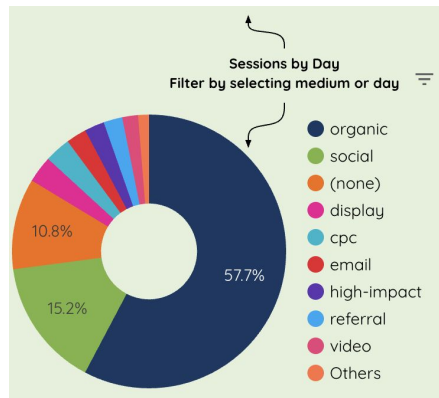
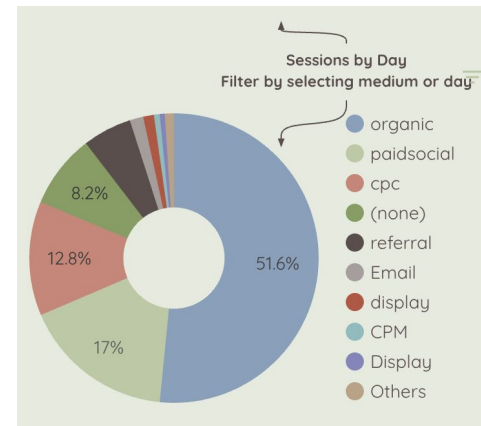
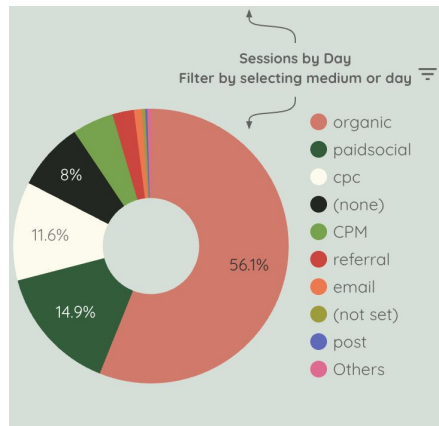
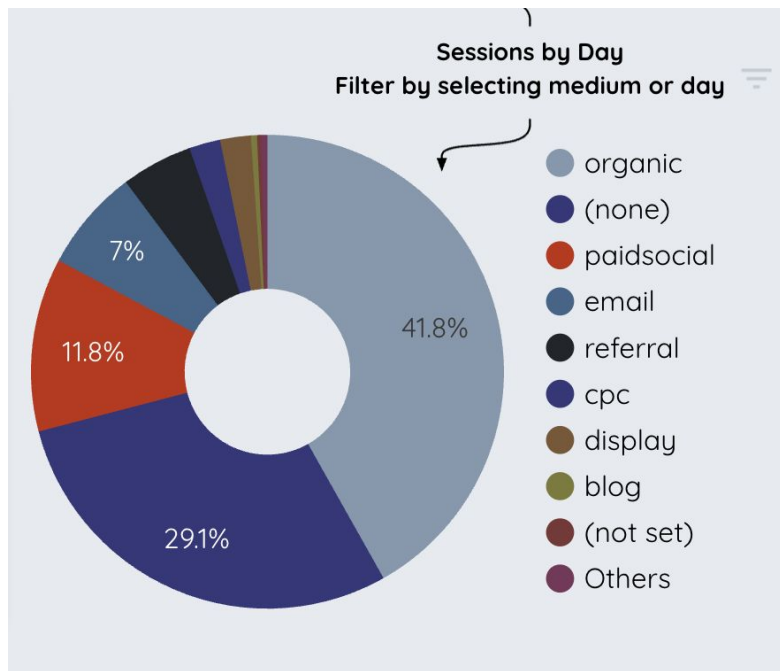


Do we want to be cited, or
recommended?

Probably both

Fundamentals

Despite organic traffic being down, more often than not, it's still the number #1 source of website traffic.



SEO fundamentals are still completely viable

- Keyword research still **provides a measure of interest**
 - AI changes that a bit since the prompts differ from Keyword Searches
- Content still needs to be created that aligns with those interests
- **Websites still have to be crawled** by bots
 - Those bots still have to be able to access the content on your website
 - AI bots aren't as good at parsing JavaScript.
 - Google is better at this because they're a highly mature indexer.

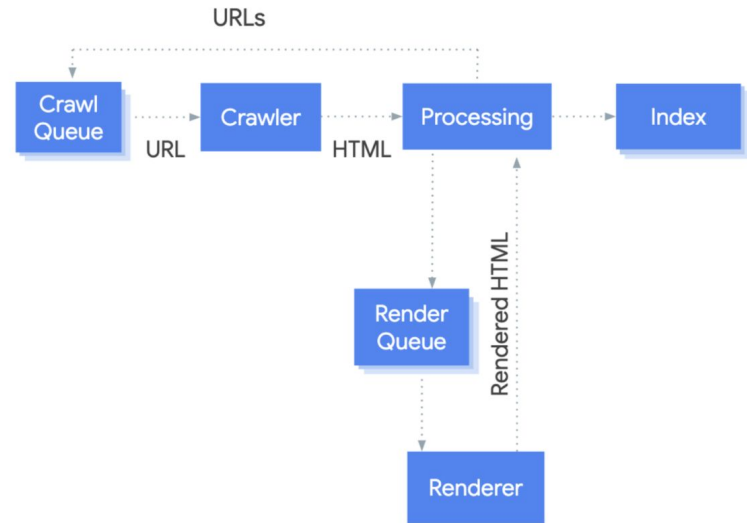


SEO fundamentals are still completely viable

- AI models are trained on static data
- LLMs don't execute code like browsers do
- Rendering is resource-intensive

For JavaScript-heavy websites there are a few solutions:

- Server-side rendering
- Opt for a dynamic rendering solution



Blocking Chat GPT

- » Chat GPT and other bots can be blocked using your sites robots.txt file
- » Mozilla/5.0 AppleWebKit/537.36 (KHTML, like Gecko; compatible; GPTBot/1.0; +https://openai.com/gptbot)
- » User-agent: GPTBot
Allow: /directory-1/
Disallow: /directory-2/

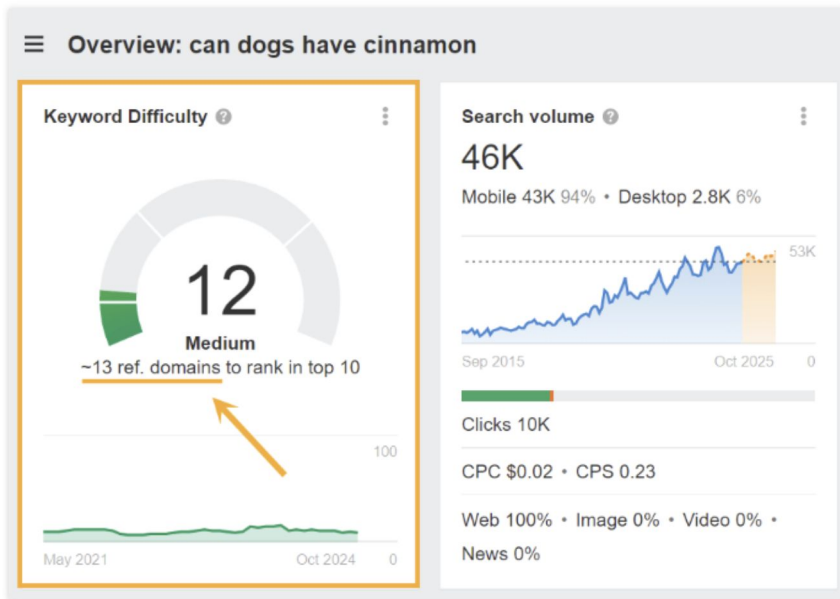


SEO fundamentals are still completely viable

SparkToro Research showed that, in order to rank for AI Overviews a domain needed a minimum of 13 referring domains where it needs 41 referring domains for non-AIO results.

This means there's a good opportunity for smaller sites (your partners) to rank in AI Overviews.

To rank in the SERP for many AIO keywords in the study, you would only need a minimum of 13 referring domains, vs. 41 for non-AIO SERPs.




While they drive lower volumes and traffic, AIO topped SERPs require fewer backlinks to enter into.



Local Brick and Mortar business have less to worry about

coffe shop near me

Places




Be Known Coffee Company

4.9 ★★★★★ (175) · \$1–10 · Coffee shop

Little River, SC

"Their specialty coffee is knowledgeable staff!"




Salty Brews Cafe

4.7 ★★★★★ (171) · \$10–20 · Coffee shop

223 Sea Mountain Hwy

Closed · Opens 9 AM

"Great coffee and sugar!"



Barefoot Market & Cafe

4.5 ★★★★★ (35) · Concessions

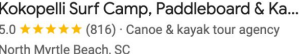
4920 Vlg Hl Dr

"This is a great little shop with great drinks."

More places →

paddle board rental near me

Businesses




Kokopelli Surf Camp, Paddleboard & Kayak

5.0 ★★★★★ (816) · Canoe & kayak tour agency

North Myrtle Beach, SC

Open · Closes 8 PM · (843) 340-9565

"Also used to rent paddle boards which was a really easy and fun experience."




Myrtle Beach Paddle Board & Kayak Adv...

5.0 ★★★★★ (711) · Canoe & kayak rental service

Myrtle Beach, SC

Open · Closes 9 PM · (843) 833-3345

"My son and I have never paddle boarded, the instructions were very thorough."



Great Escapes Kayaking Tours

4.9 ★★★★★ (322) · Canoe & kayak tour agency

North Myrtle Beach, SC

Open · Closes 7 PM · (843) 241-4588

"I had a great time and the water was Peaceful."

More businesses →

vacation rentals north myrtle beach

Vacation Rentals | North Myrtle Beach, SC

Showing average nightly prices

Check-in


Check-out

2

Top-rated

Budget options

This weekend




Oceanfront Escape at Famous

4.6 ★★★★★ (68)

... at Top Rated Ocean Creek Resort ...

3 bedrooms · Sleeps 10

\$103

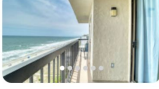


Beautifully decorated oceanfront

4.7 ★★★★★ (134)

3 bedrooms · Sleeps 6

\$91



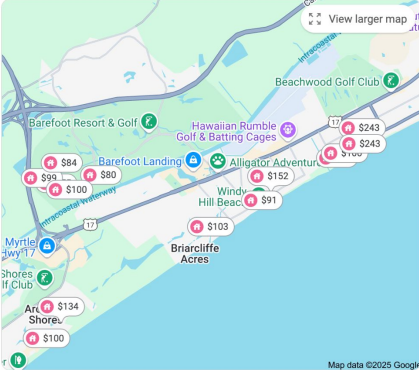
Waterpointe II 1006 | Oceanfront

4.8 ★★★★★ (205)

3 bedrooms · Sleeps 6

\$152

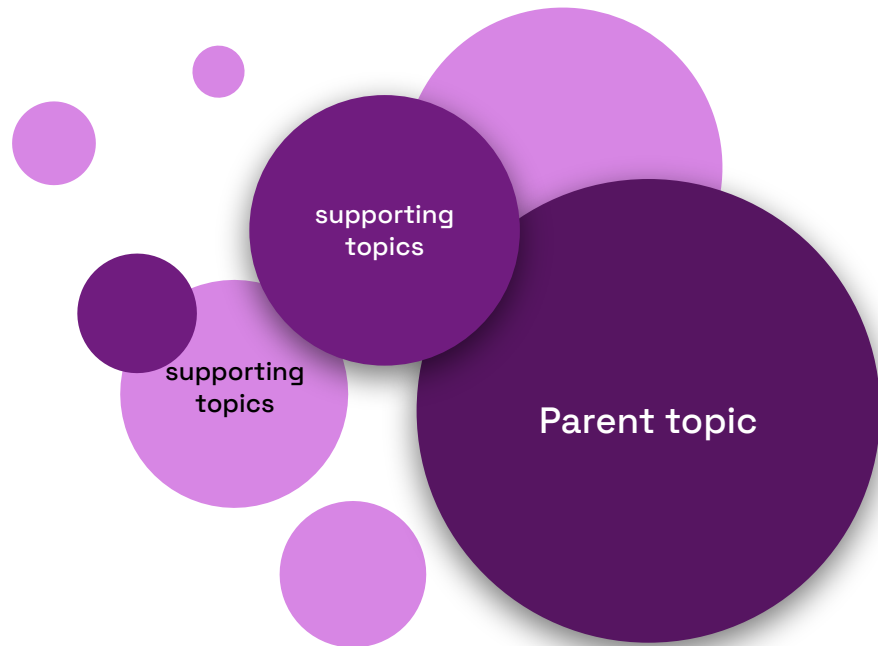
View all properties →



Map data ©2025 Google

But we need to shift our focus from optimizing for keywords to optimizing for topics or themes

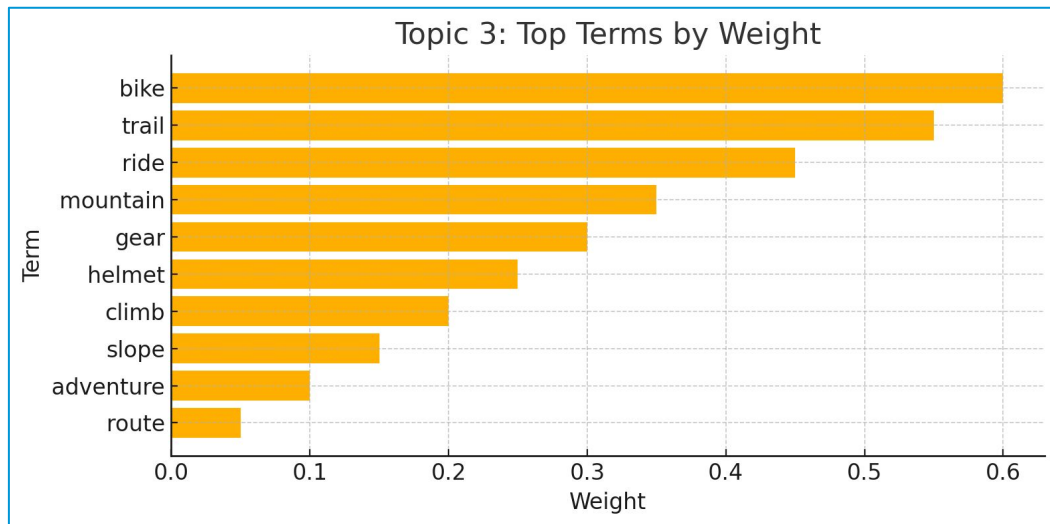
...and we should have been doing this for a while now. So this is nothing new.



Latent Semantic Analysis

Latent Semantic Analysis is a technique in natural language processing (part of machine learning) that identifies relationships between words and documents by analyzing patterns of co-occurrence across a text corpus. TF-IDF.

It uses Singular Value Decomposition (SVD) to reduce dimensionality, uncovering underlying semantic meaning even if exact words differ, enabling tasks like document similarity assessment and information retrieval.



```
import requests
from bs4 import BeautifulSoup
import re

def extract_text_from_url(url):
    headers = {
        "User-Agent": (
            "Mozilla/5.0 (Windows NT 10.0; Win64; x64) (+milespartnership.bot) "
            "AppleWebKit/537.36 (KHTML, like Gecko) (+milespartnership.bot)"
            "Chrome/113.0.0.0 Safari/537.36 (+milespartnership.bot)"
        )
    }

    response = requests.get(url, headers=headers)
    soup = BeautifulSoup(response.content, 'html.parser')

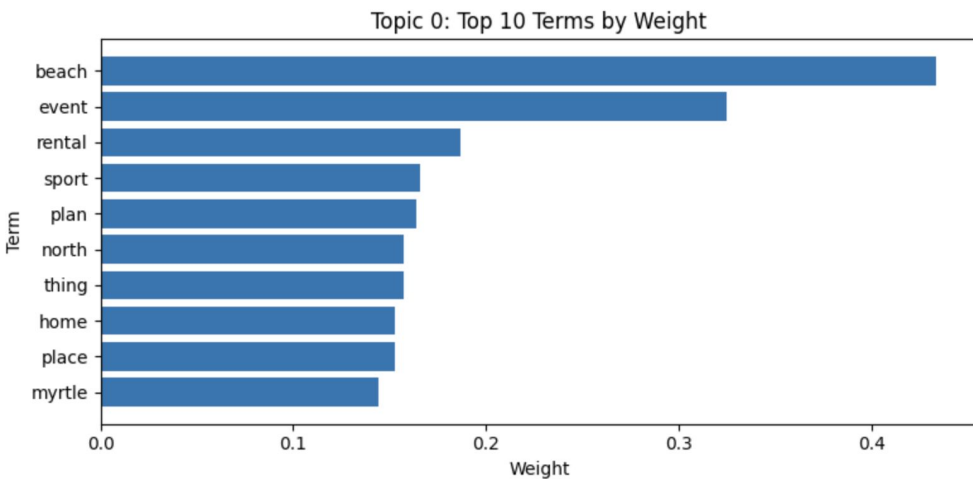
    for script in soup(['script', 'style']):
        script.decompose()

    text = soup.get_text()
    text = re.sub(r'\s+', ' ', text)
    return text.strip()

def preprocess_with_spacy(text):
    doc = nlp(text.lower())
    tokens = [
        token.lemma_ for token in doc
        if token.is_alpha and not token.is_stop
    ]
    return ' '.join(tokens)

url = "examplewebsite.com" # Replace with your URL
raw_text = extract_text_from_url(url)
clean_text = preprocess_with_spacy(raw_text)
```





=== CONTENT DRIFT ANALYSIS ===
Primary topic detected: north myrtle beach oceanfront hotels (Score: 0.2831)
Drift severity: High
Content focus score: 1.00 (Higher is better)

On-target topics:

Drifting topics (below threshold):
• north myrtle beach oceanfront hotels: 0.2831

RECOMMENDATIONS:
- Content requires significant revision to align with intended topics

I need information about north myrtle beach oceanfront hotels

oceanfront hotels catering to different preferences and budgets.
Consider:

North Myrtle Beach

Hotels.com
Compare Top 10 Hotels in North Myrtle Beach, SC
Where to stay in North Myrtle Beach? · Ocean Drive Beach & Golf Resort · Ocean Drive Beach & Golf...

North Myrtle Beach Hotels
North Myrtle Beach Oceanfront Hotels - NorthMyrtleBeach.com

Avista Resort
The Avista Resort Hotel in North Myrtle Beach | Official Site
A family friendly, oceanfront resort with sparkling pools, miles of beautiful shoreline, and courteous...

expedia
Find Oceanfront Hotels in North Myrtle Beach, SC - Expedia
Looking for the shortest distance between you and the ocean? Look for an oceanfront room in one of ou...

CondoLux Vacation Rentals
Prince Resort North Myrtle Beach - Stunning Oceanfront Condo Rentals

Expedia AARP
North Myrtle Beach Oceanfront hotels with AARP Discounts
Featured North Myrtle Beach Oceanfront Hotels · Ocean Drive Beach & Golf Resort · Bay Watch Resort...

North Myrtle Beach Guide
North Myrtle Beach Hotels & Motels | Beachfront Lodging
Best Western Ocean Sands Beach Resort offers all oceanfront rooms, along with free breakfast to get...

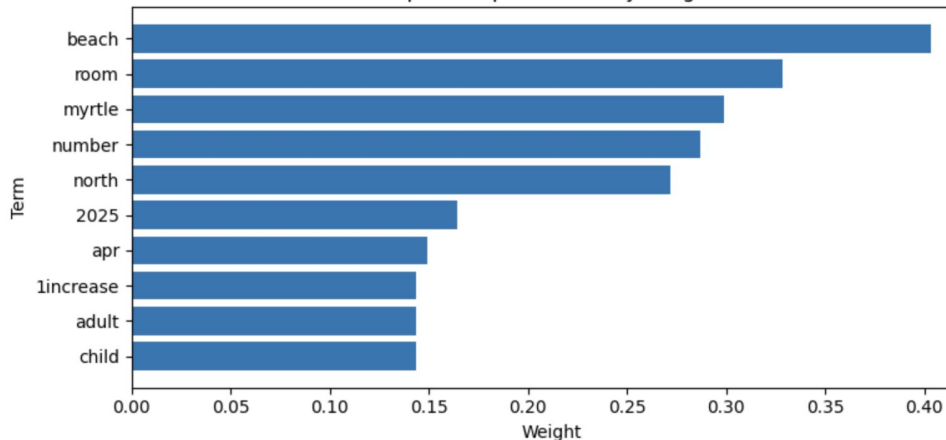
Booking.com
Search hotels in North Myrtle Beach - Booking.com
Boasting a beachfront location, Best Western Ocean Sands Beach Resort provides guests with panoramic...

ChatGPT can make mistakes. Check important info.

Position 7 in Chat GPT
Position 4 in Google



Topic 0: Top 10 Terms by Weight



=== CONTENT DRIFT ANALYSIS ===

Primary topic detected: north myrtle beach oceanfront hotels (Score: 0.3397)

Drift severity: Low

Content focus score: 1.00 (Higher is better)

On-target topics:

- north myrtle beach oceanfront hotels: 0.3397

Drifting topics (below threshold):

RECOMMENDATIONS:

- Content is well-aligned with intended topics
- Consider minor refinements to strengthen topical associations

I need information about north myrtle beach oceanfront hotels



oceanfront hotels catering to different preferences and budgets.
Consider:

North Myrtle Beach

ocean Drive section

spacious one- to three-bedroom condos with full kitchens and private balconies.

include indoor and outdoor pools, a lazy river, hot tubs, and the on-site restaurant, Just Off

North Myrtle Beach Hotels Avista Resort

at Cherry Grove Pier

Cherry Grove Beach

located adjacent to the Cherry Grove Pier, this resort offers oceanfront condos with

Hotels.com

Compare Top 10 Hotels in North Myrtle Beach, SC
Where to stay in North Myrtle Beach? · Ocean Drive Beach & Golf Resort · Ocean Drive Beach & Golf...

North Myrtle Beach Hotels

North Myrtle Beach Oceanfront Hotels - NorthMyrtleBeach.com

Avista Resort

The Avista Resort Hotel in North Myrtle Beach | Official Site

A family friendly, oceanfront resort with sparkling pools, miles of beautiful shoreline, and courteous...

expedia

Find Oceanfront Hotels in North Myrtle Beach, SC - Expedia

Looking for the shortest distance between you and the ocean? Look for an oceanfront room in one of ou...

CondoLux Vacation Rentals

Prince Resort North Myrtle Beach - Stunning Oceanfront Condo Rentals

Expedia AARP

North Myrtle Beach Oceanfront hotels with AARP Discounts

Featured North Myrtle Beach Oceanfront Hotels · Ocean Drive Beach & Golf Resort · Bay Watch Resort...

North Myrtle Beach Guide

North Myrtle Beach Hotels & Motels | Beachfront Lodging

Best Western Ocean Sands Beach Resort offers all oceanfront rooms, along with free breakfast to get...

Booking.com

Search hotels in North Myrtle Beach - Booking.com
Boasting a beachfront location, Best Western Ocean Sands Beach Resort provides guests with panoramic...

ChatGPT can make mistakes. Check important info.

<https://www.explorenorthmyrtlebeach.com/places-to-stay/rental-companies/>

Real summary

North Myrtle Beach has thousands of great rental properties with lots of options to make your vacation memorable . Dozens of companies have expert employees who know NMB backward and forward . From a quiet, small two-bedroom home off the beaten path to a four-bedroom condo nestled in an oceanfront resort.

Sample (poor summary). A lot of pages do resolve this way (on other sites)

North Myrtle Beach Rental Companies | Vacation & Luxury Properties Chamber Meetings & Groups Planning Guide Venues Weddings Wedding Venues Request Info Sports Facilities North Myrtle Beach Recreation & Sports Park RFP Sports Calendar of Events Blog Chamber Meetings & Groups Sports Blog Chamber Meetings & Groups Sports.



Re-aligning KPIs

Establish new KPIs or at least set new expectations

Move away from:

- Views
- Sessions

And towards:

- Impressions
- Awareness
- Conversions

We cannot expect to continually grow organic search traffic year after year after year. Eventually we will hit a ceiling.

But that doesn't mean that every site has hit theirs

Knowing that LLMs may be hurting traffic for informational queries, we should realign our site traffic expectations

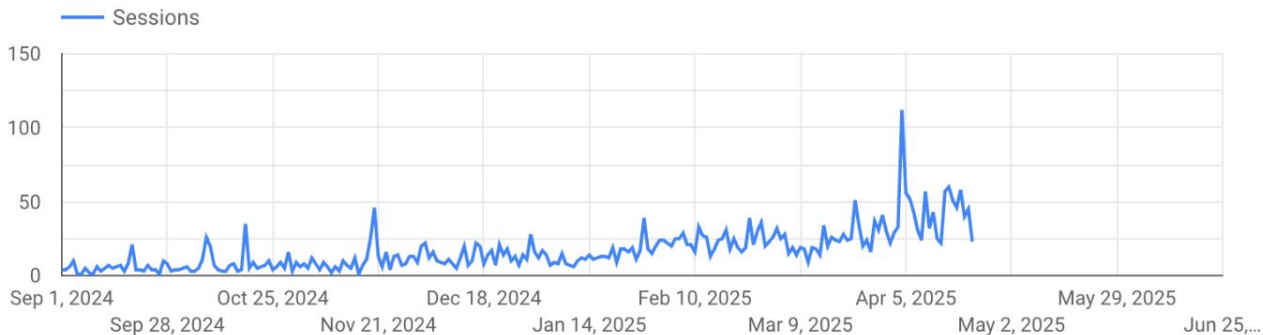
Ultimately the DMO exists to drive visitation to the destination, not to drive visits to the website.

The website is only a tool.



Monitor Traffic from LLMs

LLM Traffic
(from Google Analytics)

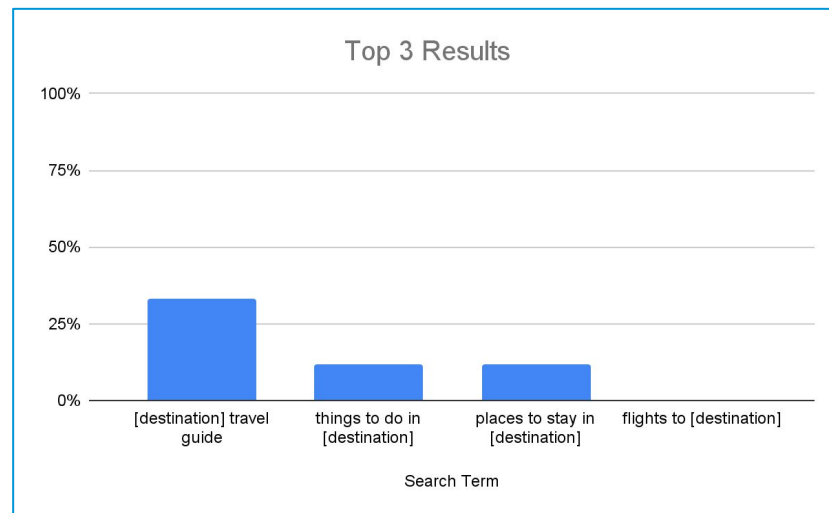


Session source	Sessions ▾	Δ
chatgpt.com	<div></div>	3,655 ↑
perplexity	<div></div>	193 ↑
perplexity.ai	<div></div>	78 ↑
gagpt.app	<div></div>	-
Grand total	3,982	3,918 ↑

1 - 4 / 4 < >



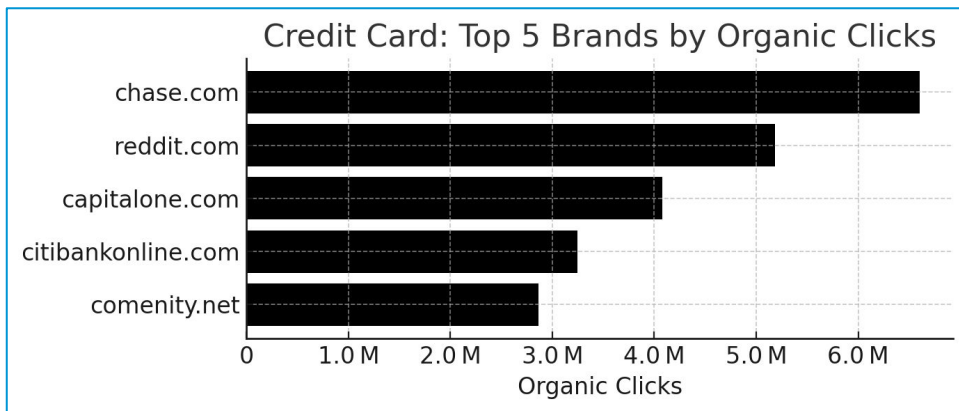
Monitor AI Presence



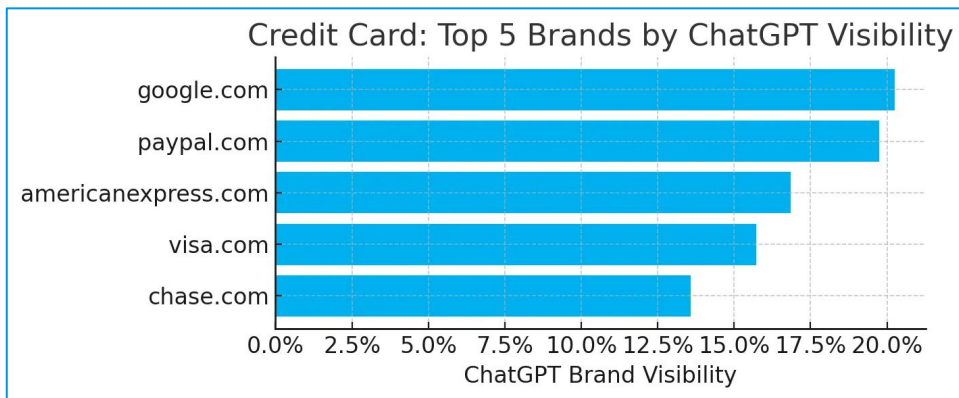
**this tool does not take personas into account, nor does it account for the context of previous chats.*



Google Search visibility does not guarantee LLM Visibility



<https://www.growth-memo.com/p/is-geoaeo-the-same-as-seo>



E.E.A.T. your content





Proving Expertise

The first-hand *experience* of the creator

The *expertise* of the creator

The *authoritativeness* of the creator, the content itself, and their site

The *trustworthiness* of the creator

Query and User Intent	Result Block and LP, Needs Met Rating	Explanation
<p>Query: [rainbow]</p> <p>User Intent: This is a broad query. Users could be looking for many things, including images of rainbows, brands or local stores/organizations with "rainbow" in their name, etc.</p>	<p>Merriam-Webster - dictionary - rail...</p> <p>Rainbow Definition of Rainbow by Merriam-Webster</p> <p>Rainbow definition is - an arc or circle that exhibits in concentric bands the colors of the spectrum and that is formed opposite the sun by the refraction and ...</p> 	<p>Most users probably already know what a rainbow is and would not be looking for a definition. Even if the user needs help understanding the word, images or a simple description would be more helpful than this dictionary result.</p>
<p>Query: [cafeteria]</p> <p>User Location: Eugene, Oregon</p> <p>User Intent: Most English-speaking users in the US are familiar with cafeterias. Users are most likely looking for a place to eat.</p>	<p>W Wikipedia - wiki - Cafeteria</p> <p>Cafeteria - Wikipedia</p> <p>A cafeteria, sometimes called a canteen outside the U.S., is a type of food service location in which there is little or no waiting staff table service, whether a restaurant or within an institution such as a large office building or school; a school dining location is also referred to as a dining hall or lunchroom (in ...</p>  <p>History Other names College cafeteria</p> 	<p>Most users are looking for a place to eat rather than general information about cafeterias. Even though this is an in-depth encyclopedia article that matches the topic of the query, it would be helpful for few users.</p>
<p>Query: [history of ATM machines]</p> <p>User Intent: Find information about the history of ATM machines (e.g., the inventor, when it was invented, its evolution, etc.).</p>	<p>W Wikipedia - wiki - Automated_telle...</p> <p>Automated teller machine - Wikipedia</p> <p>Jump to History - On September 2, 1969, Chemical Bank installed the first ATM in the U.S. at its branch in Rockville Centre, New York. The first ATMs were designed to dispense a fixed amount of cash when a user inserted a specially coded card.</p> <p>Location Financial networks Global use Hardware</p> 	<p>The user wants to learn more information about the history of ATM machines. This encyclopedia article includes an extensive section on ATM machine history. This result would be very helpful for users looking to learn more about the history of ATM machines.</p>

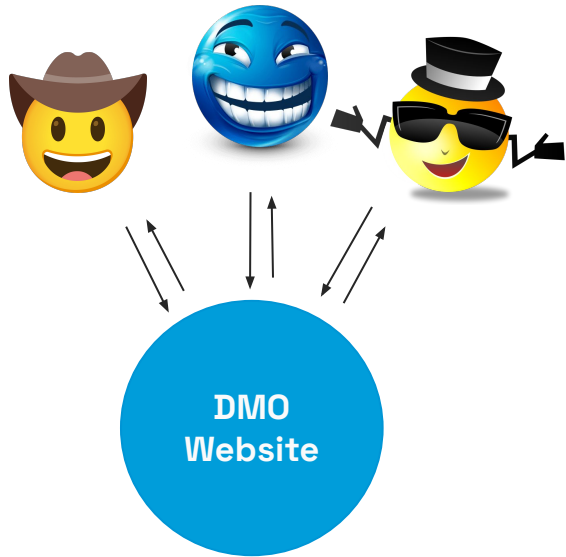


Common DMO Content Problems

1. Tied to the DMO instead of the experts
2. No author cited in editorial content at all.
 - a. Author is often “Visit [destination] staff writer”.
 - b. This removes a layer of connection between the user and the content,
 - c. Hard to demonstrate “**experience**”
3. Politics and membership-based organizations can lose sight of objectivity



Proving Expertise



- Build out an Author pages that can be linked from editorial content. Pages should contain profile photos, bios, article cards, and links to website/social.
- Contract with local experts and local guides to help generate “expert content”



Inspiration → **Information**

Controlling the Message / Resource hub

- Why does starbucks or nike have a website?
- You are still a valid source of truth.
- It's the only place that you control the story from end to end.



The Expert Halo



A phenomenon where an individual is perceived as an expert in one area, and this perception extends to other areas where their expertise may not be as strong.

This leads to several issues:

- Perception of Competence
- Authority Bias
- Overconfidence
- Risks to Decision Making
- Influence on Public Opinion
- Reduced Diversity of Thought
- Risk of Misinformation



Focus on what AI isn't good at

It's good at:

General travel information

Comparing different destinations

Broad stroke truths

One-size-fits-all responses

It's not-so-great at:

Local flavor

Hours of operation

Ground truth

Events/what's happening now

Individualized information

**at least without additional context from the prompter*



Use Search Console to mine for detailed / long-tail queries

Top queries
who is featured on i am music
who owns chateau elan
celebrities who live in serenbe
who has the biggest st patrick's day parade
who is laney walker
who owns the trap museum
who is buried in bonaventure cemetery
who lives in elena gilbert's house in real life
who is still alive from the allman brothers band
who lives on cumberland island

Top queries
what to do in vail
what to do in vail colorado
what to wear skiing
what to wear in vail
what to do in vail if not skiing
what to do in vail in the summer
what to do in vail besides ski
what to do in vail this weekend
what's happening in vail this weekend
vail what to do

Top queries
when does pearl street farmers market open
when is wildflower season in colorado
when do farmers markets open in denver
when do farmers markets open
when do wildflowers bloom in colorado
when is denver march powwow 2025
when do aspens change in colorado
when do flowers bloom in colorado
when is denver restaurant week
when is the best time to visit colorado

Top queries
why is it called the grammys
why is mardi gras celebrated in new orleans
why is mardi gras celebrated
why is louisiana called louisiana
why is absinthe illegal
why are they called the grammys
why were the grammys created
why was absinthe banned
why is new orleans called the big easy
why do the swamp people kill alligators



The background of the slide is a solid blue color with a white topographic map pattern. The pattern consists of numerous concentric, irregular lines that create a sense of depth and texture, resembling a contour map of a mountainous or hilly landscape.

Getting Recommended

Real Example: What Ranks Closest to “Scuba Diving”?

USVI Among Top Semantic Matches

- **Principal Component Analysis**, compresses the 1536 vectors for each **destination** and **“Scuba Diving”** into summary dimensions
- **PCA Component 1** is the biggest thematic difference among destination responses (ie. hard-core dive spots vs. general beach spots).
- **PCA Component 2** is the second biggest difference (e.g., rustic/adventurous vs. luxury/cultural).
- **Color shows relevance** — how strongly AI thinks this destination is a match for scuba diving.



Interactive PCA Map for 'Scuba diving'



Correlation not Causation



But it's not just what you are saying about your destination...

saintcroixsailingschool.org 8m
Registration By Program Type – Saint Croix **Sailing** Sch...
Saint Croix **Sailing** ...Saint Croix **Sailing** ... community **sailing** ...
...
sailing
Neutral

piadvance.com 4h
Elden William Brega
... after **sailing** the ... (Stephanie) ... 10, 1941. ...
sailing
Sadness

carrells.com 4h
Dr. Georgie Chalker – Carnell's Funeral Home, Providing...
... St.... St. ... **St. Thomas**'s ...
sailing
Sadness

rrecord.com 7h
John D. McConico III
Sailing became a ... in **sailing**, which ... in **sailing**, which ...
sailing
Sadness

cometosea.us 12h
Fleetwoods Circumnavigation » Blog Archive » Returnin...
... on the St.... on the St. ... the **St. John**'s ...
sailing
Neutral

cruiseindustrynews.com 12h
Seabourn Unveils 2026–27 Fall, Winter and Spring Season
... offer sailings ... offer sailings ... St.
beach sailing
Joy

thecutoffnews.com 48 22 Apr
Skip the Crowds, Not the Fun: Affordable Spring Escape...
... beautiful Colonial ... **Colonial Parkway** ... beautiful Colonial ...
hiking biking kayaking
Joy

thebostondaybook.com 22 Apr
25 Tourist Attractions Americans Adore: Must-See Spot...
... come for **hiking**, ... for **hiking**, ... endless **shopping**, ...
hiking biking shopping museums hopping
Joy

edenvirtualtravel.blogspot.com 21 Apr
Brooklyn, New York: Unstoppable Energy, Your Gateway...
... jogging, **biking**, ... in **Williamsburg** : ... in **Williamsburg** : ...
biking museums hopping
Joy

averyfriedman.bandcamp.com 18 Apr
New Thing | Avery Friedman
I was **biking**, I was standing ... of sad indie bands in **Williamsburg** ...
biking
Joy

biotechnologymeetings.com 17 Apr
Additional list of conferences in October 2009
... 2009 USA / Virginia / **Williamsburg** ... Email: **biking**@emupdate.ca ...
biking
Neutral

wtop.com 17 Apr
The 51 Best Tourist Attractions in the U.S.
... superb **hiking** ... superb **hiking** ... superb **hiking** ...
hiking biking shopping museums hopping
Joy

SUMMARY OF YOUR MENTIONS

The mentions cover a wide range of topics, primarily focusing on **Maine** and its various attractions, events, and issues. Key highlights include the Autism Awareness Walk-a-thon, the Autism Awareness Walk-a-thon in **Ellsworth, Maine**, raising nearly \$5,000 for families and challenging misconceptions about autism. Additionally, there are discussions about the economic impact of immigration crackdowns on **Maine** businesses, the reopening of scallop **fishing** in the Northern Gulf of **Maine**, and the impact of Trump's executive order on the commercial **fishing** industry. Other notable mentions include the opening of new **restaurants** and **hotels** in **Maine**, the popularity of **Maine** as a travel destination, and various events and activities in the state. The mentions also touch on broader national and international topics such as climate action by youth, the state of the **fishing** industry, and the impact of Trump's policies on various sectors.

If your core offerings are never mentioned alongside your destination, don't expect to get recommended by LLMs when people are looking for those offerings



Destinations & local businesses will have to start really looking in the mirror and become all the things they claim to be in order to get recommended in LLMs.

Just because a destination or business has an offering (activities/attractions), it doesn't mean that they are inherently the "best" place to partake in said offering.

The "best" can often times be subjective and the best for you may not be the best for me.



miles
PARTNERSHIP