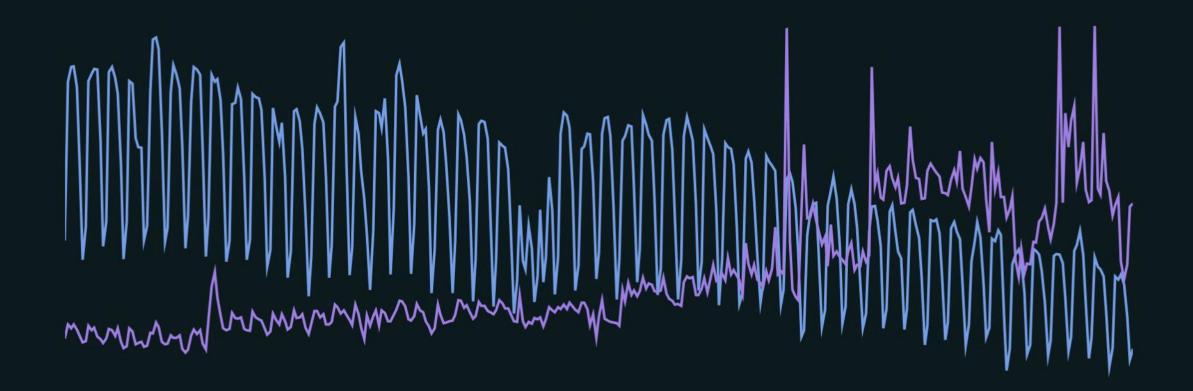
U-SERPed - Al features & how to appear in them

**Tom Capper** 

Senior Search Scientist, Moz

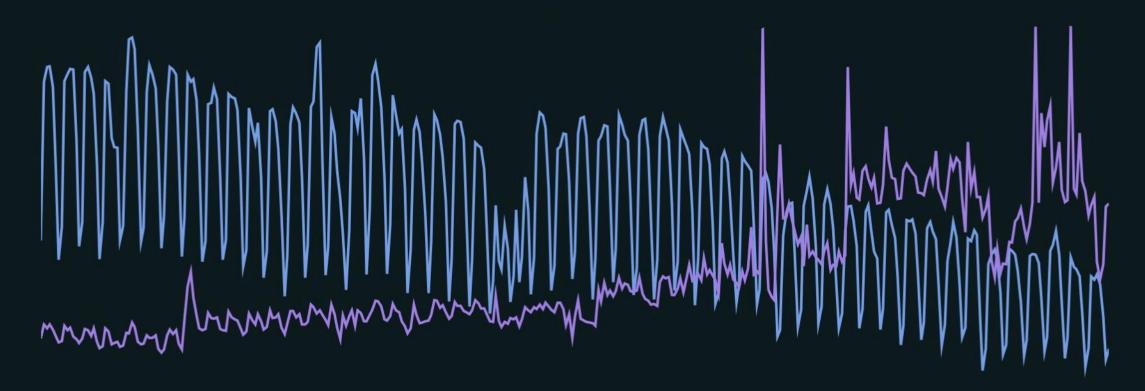


**MOZCON ON THE ROAD** 





### CLICKS – IMPRESSIONS





## CAVEAT: WE SHOULD CARE ABOUT IMPRESSIONS.

### **Tom Capper**

Search Science @ Moz

Presentations Posts Videos Hiking

t-cap 2019-09-02 Posts

Analytics, SEO

## "Impressions" is an Undervalued SEO KPI





# TOP OF FUNNEL DOES NOT HAVE TO INVOLVE A CLICK.

Think billboards, TV, and print advertising,



## OTHER CHANNELS HAVE HUGE BUDGETS, JUST TO ACHIEVE IMPRESSIONS.



# IMPRESSIONS, IN SEO, ARE HIGHLY MEASURABLE.

Unlike billboards.



# IMPRESSIONS, INDIRECTLY, ARE GOOD FOR RANKINGS.





"...either people convert later in the customer journey, without search involved ... no search click, but still a conversion...'

- Martin Splitt, on a LinkedIn post

# THIS IS UNREALISTIC FOR MANY BUSINESSES.

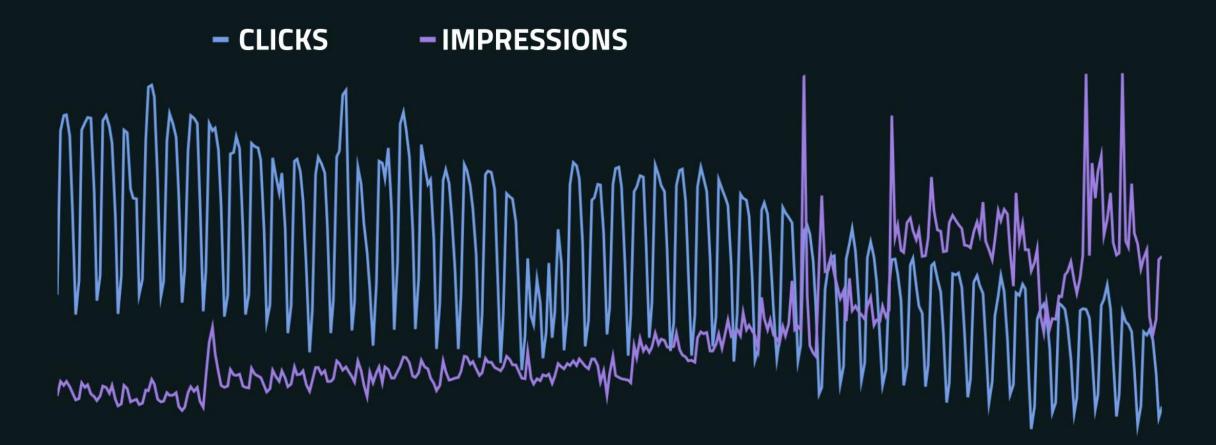
Publishers, affiliates, marketplaces... basically anyone who isn't an OEM.



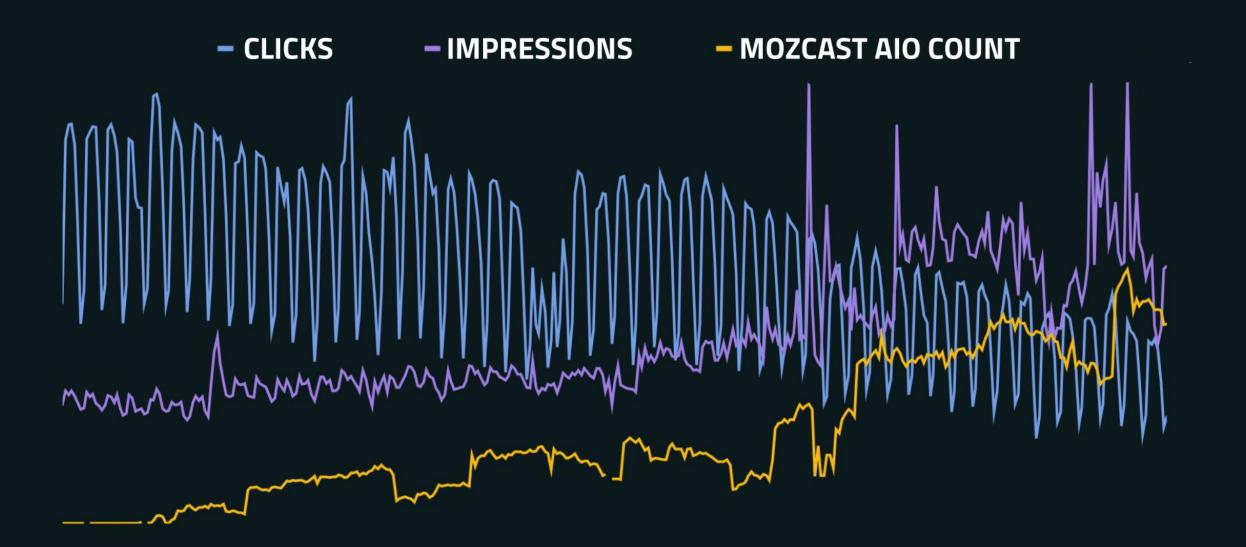
# FOR MANY SITES, THE CLICKS ARE THE CONVERSION.

And these sites are important to the web, and to society.

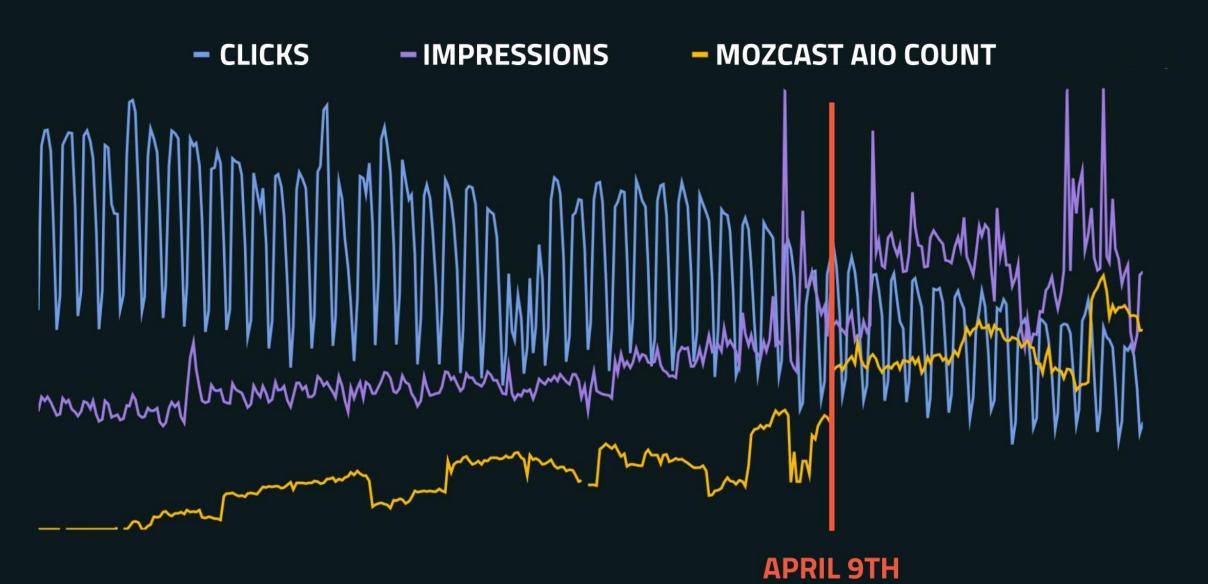






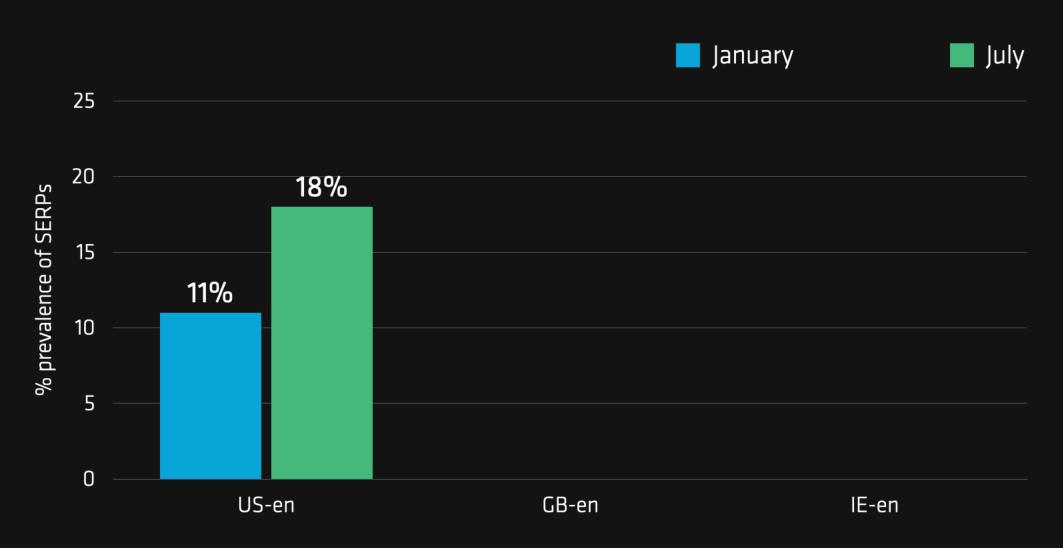




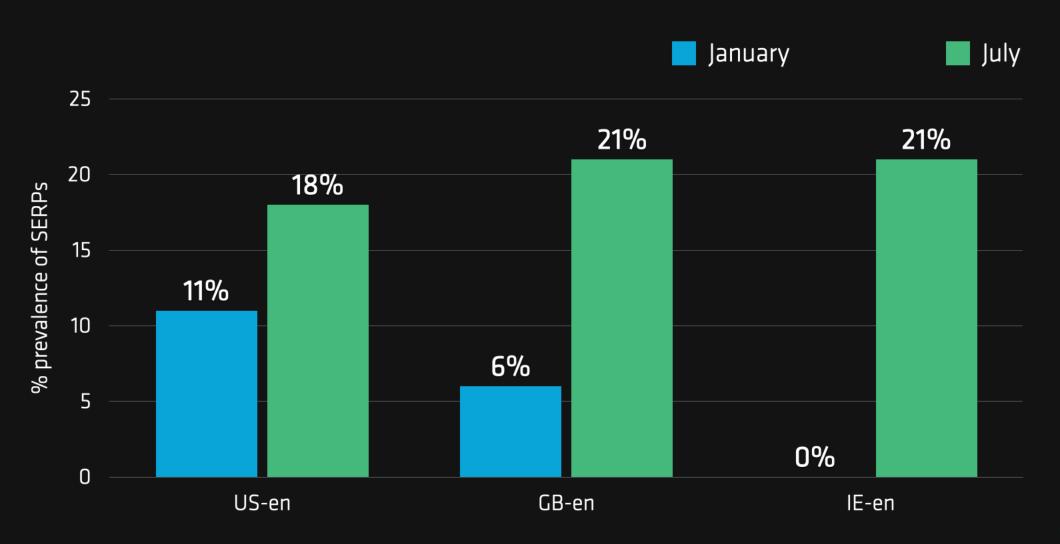




## AI OVERVIEW PREVALENCE BY MARKET.



### AI OVERVIEW PREVALENCE BY MARKET.



# THE GREAT DECOUPLING IS ABOUT CHANGES ON THE SERP.

@tcapper.co.uk 😾

## ON THE AGENDA:

- SERP changes in 2025
- Is anywhere safe?
- How to appear in new features
- What happens next
- What to do next

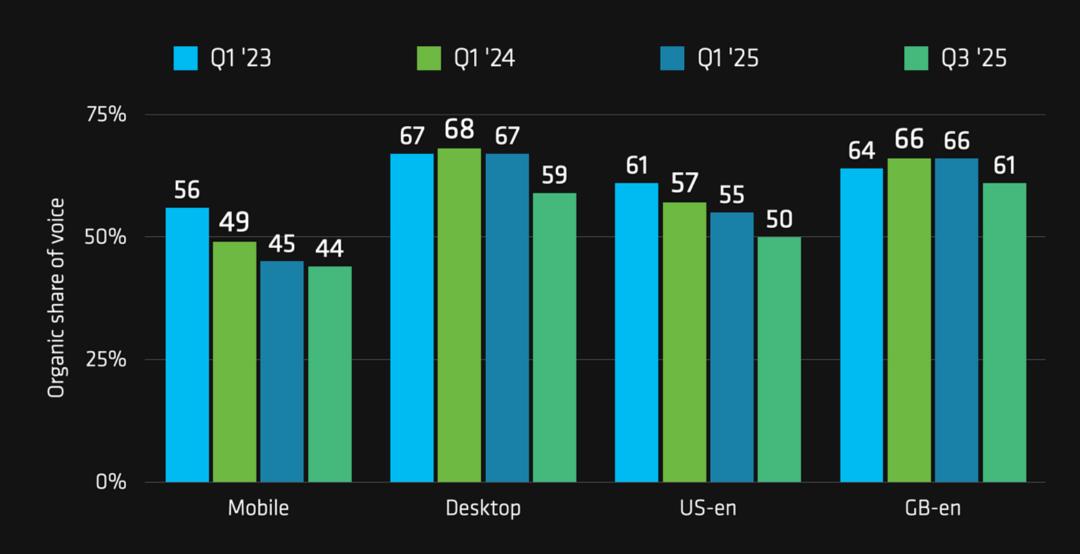
## ON THE AGENDA:

- SERP changes in 2025
- Is anywhere safe?
- How to appear in new features
- What happens next
- What to do next

# SPOILER: TOP OF FUNNEL HAS CHANGED FOREVER.

@tcapper.co.uk 😾

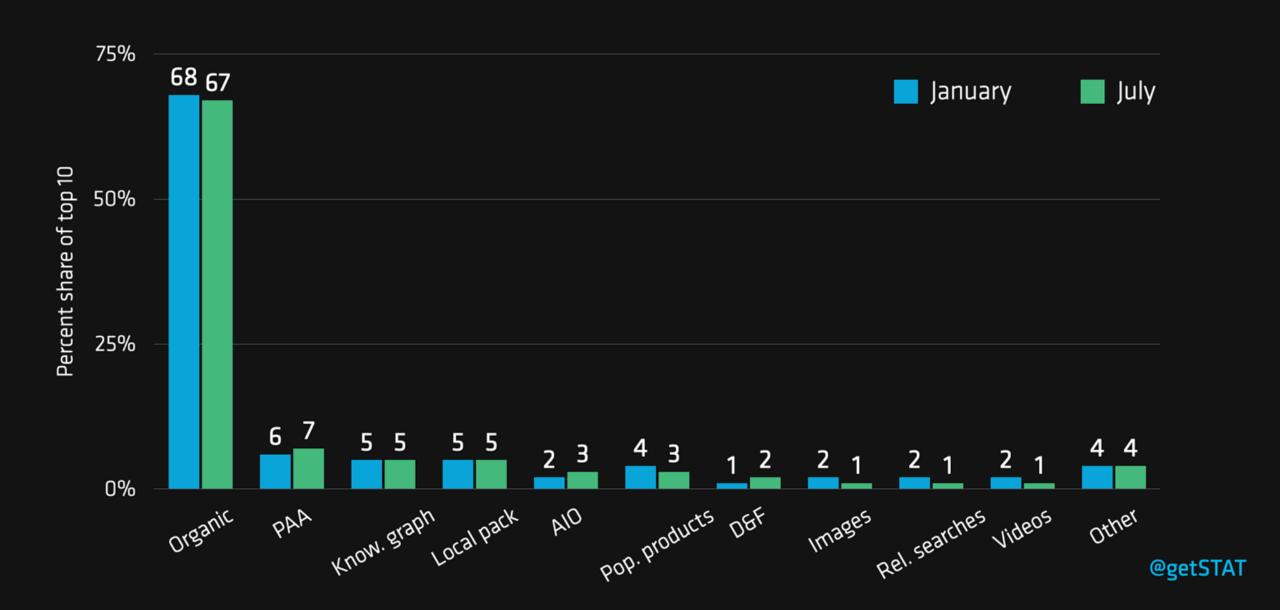
## AT A GLANCE, 2025 IS JUST MORE OF THE SAME.



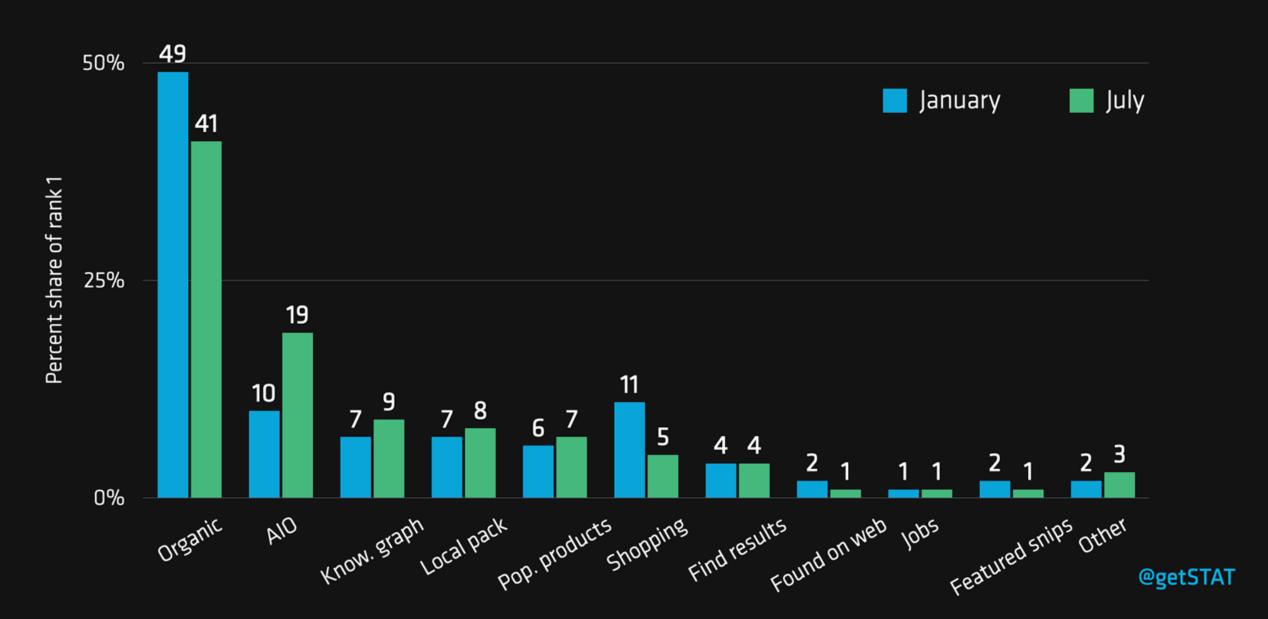


# THE ELEPHANT IN THE ROOM IS POSITION 1. @tcapper.co.uk 😾

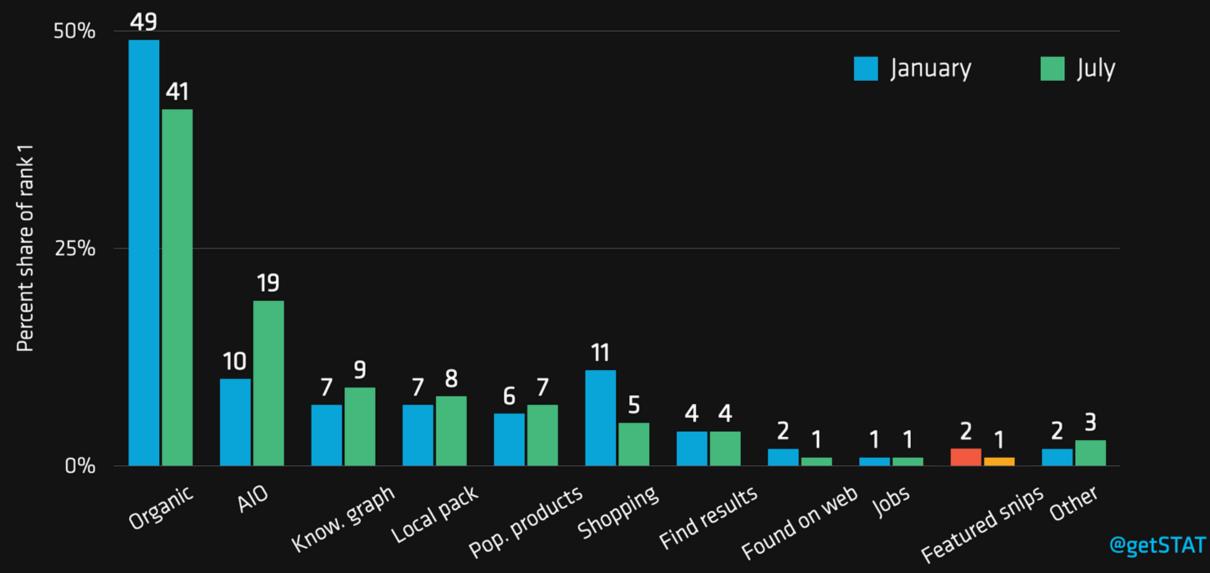
## ORGANIC SHARE OF TOP 10 HAS BARELY MOVED.



### RANK 1 HAS SEEN MUCH MORE MOVEMENT.

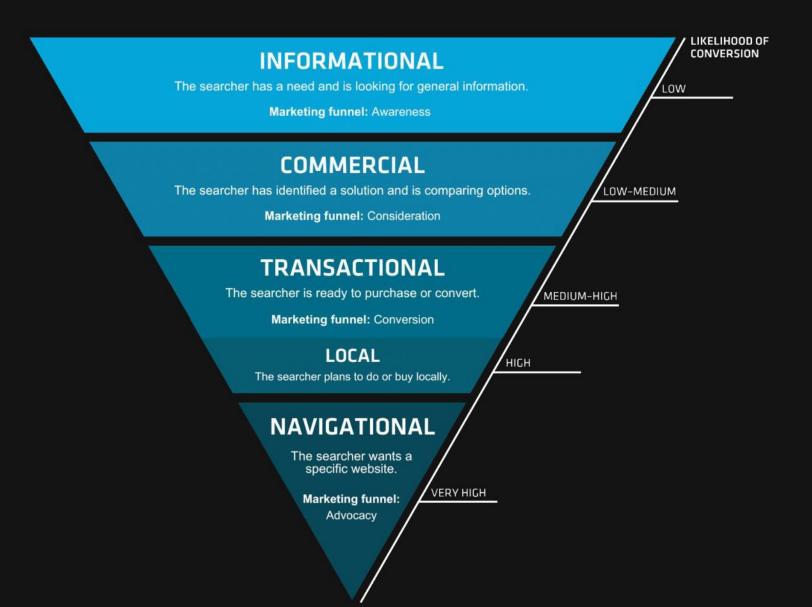


## SINCE WHEN HAS THERE EVER BEEN SO FEW FEATURED SNIPPETS?



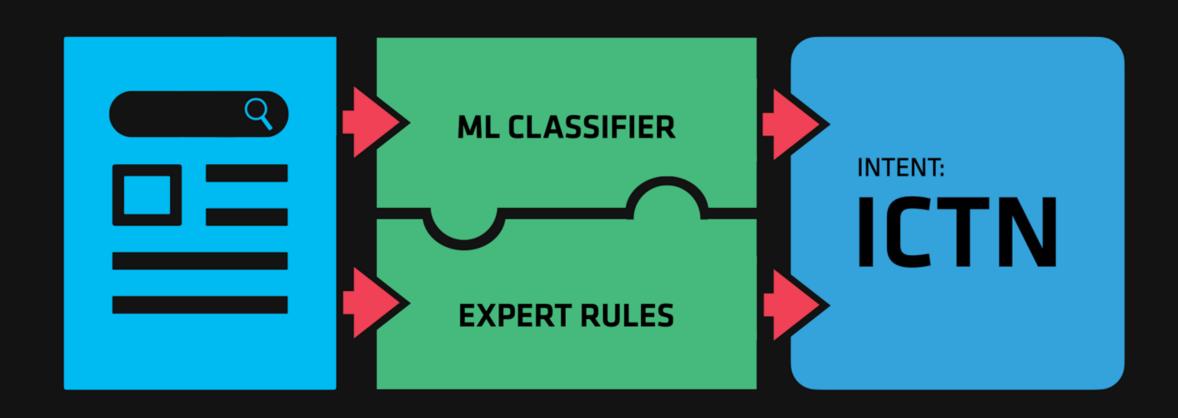
# BUT THE PICTURE IS EVEN WORSE THAN THIS. @tcapper.co.uk 😾

## REMINDER: THE SEARCH INTENT FUNNEL.

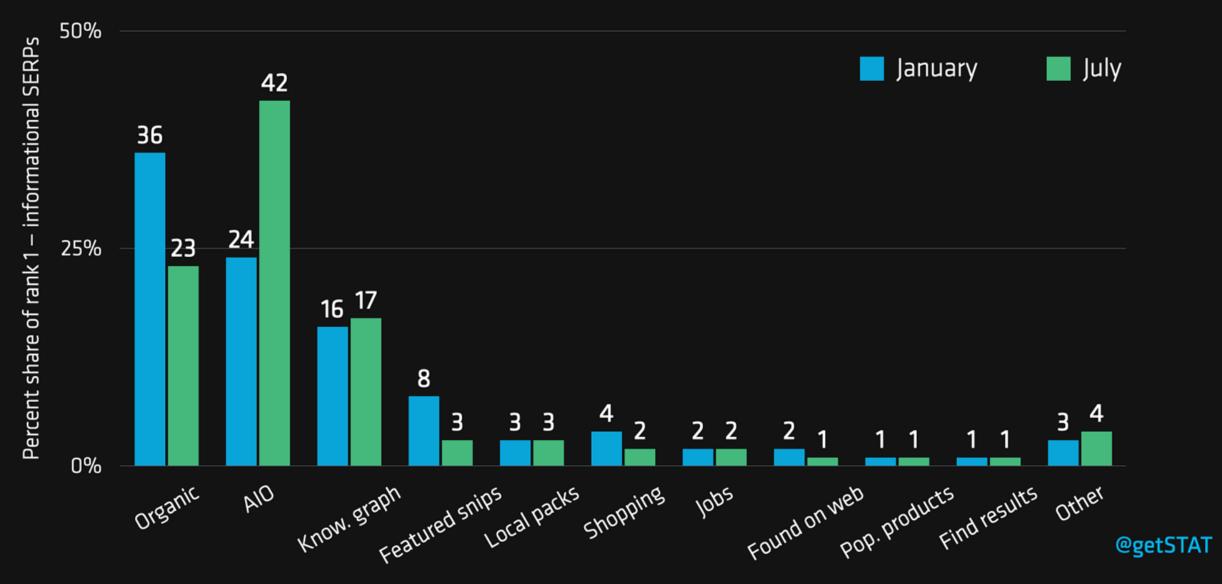




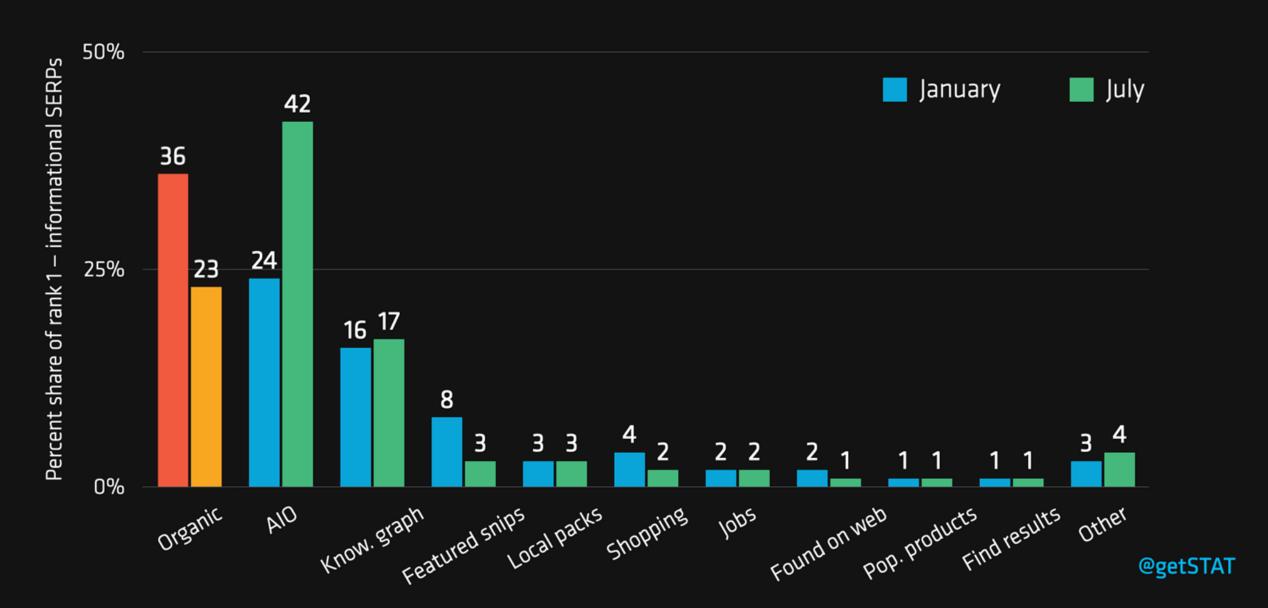
## THE MOZ SEARCH INTENT MODEL.



## AI OVERVIEWS HAVE OVERTAKEN ORGANIC FOR INFORMATIONAL SERPS.



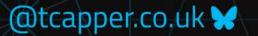
## 6 MONTHS!



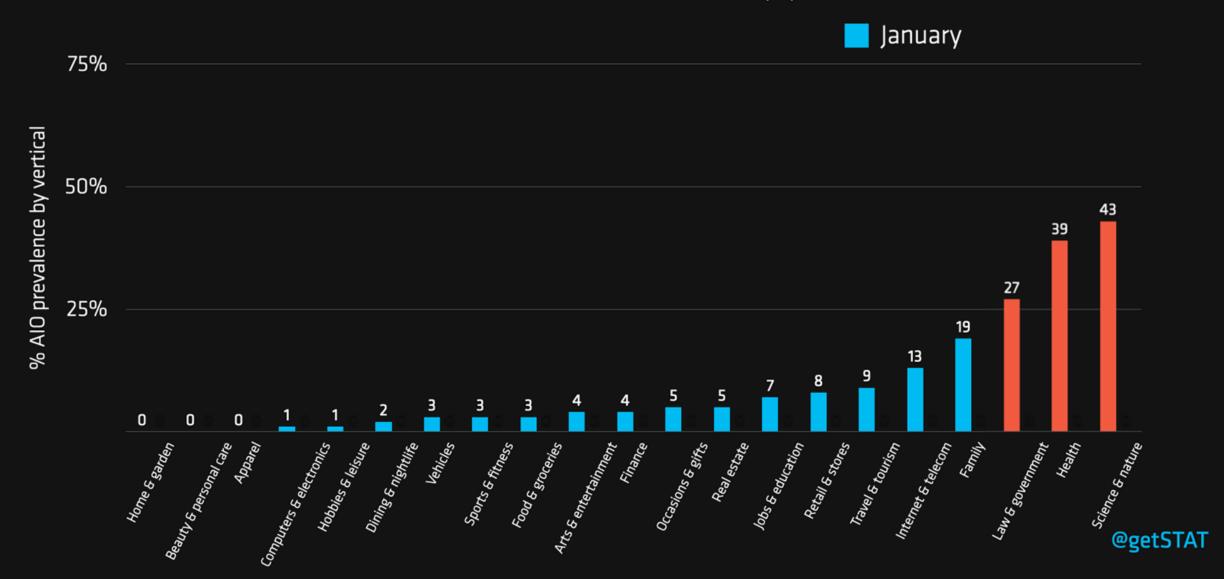
## ON THE AGENDA:

- SERP changes in 2025
- Is anywhere safe?
- How to appear in new features
- What happens next
- What to do next

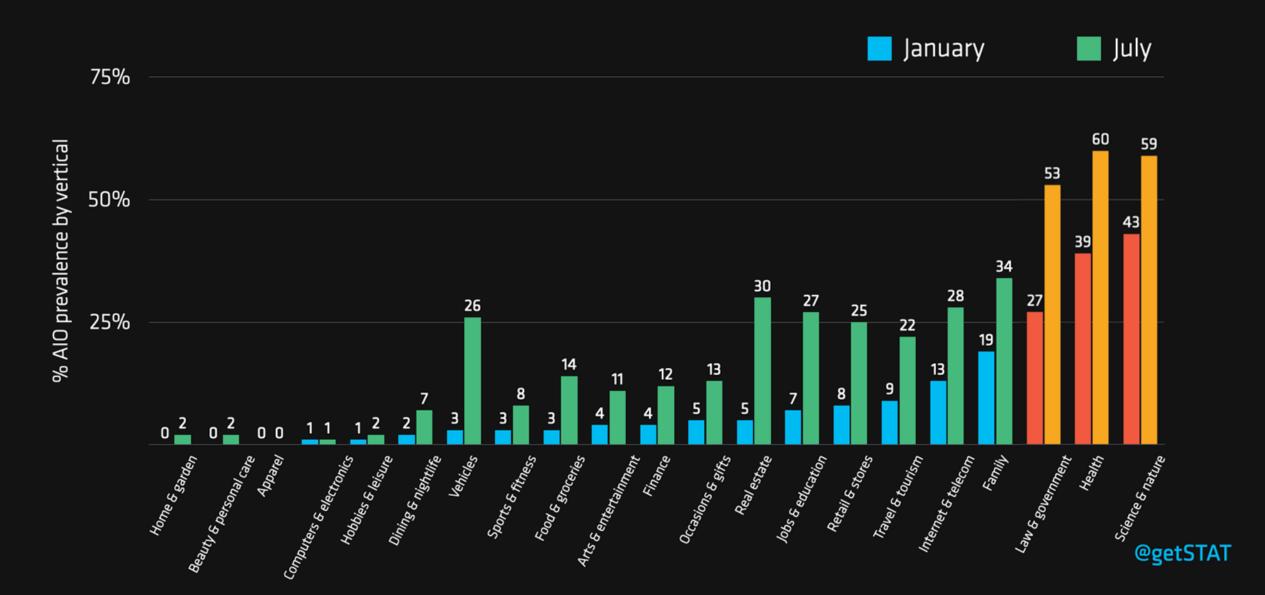
# THIS HAS MAINLY BEEN A STORY OF AIOS EXPANDING INTO NEW AREAS.



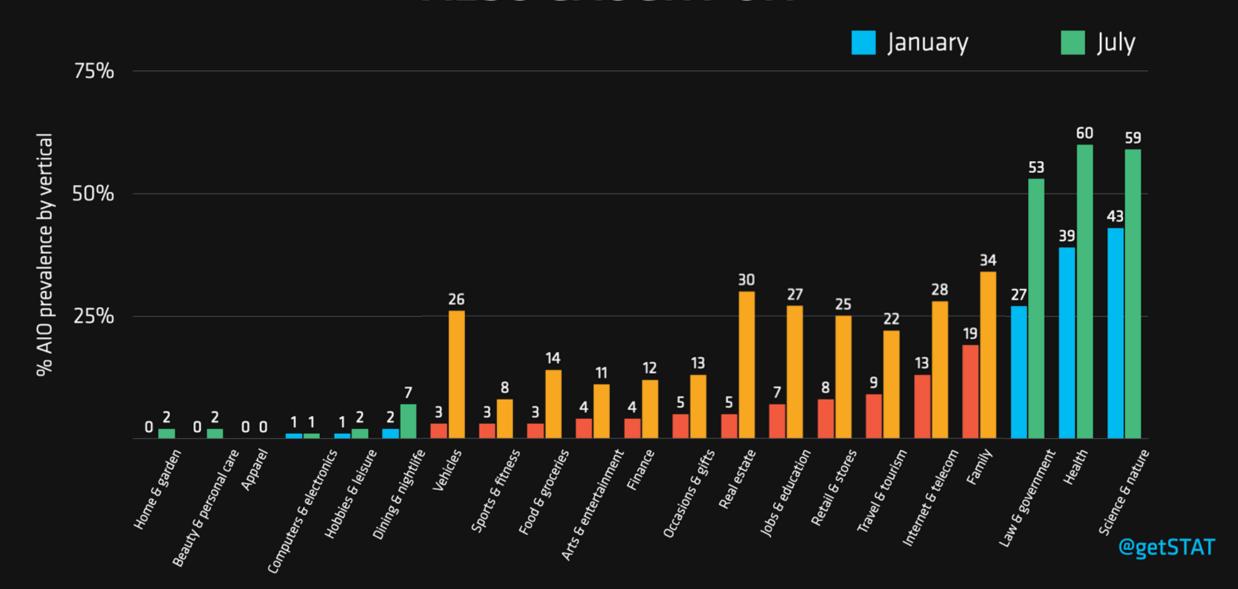
## IN JANUARY, LAW, HEALTH, & SCIENCE WERE PEAK AIO (!)



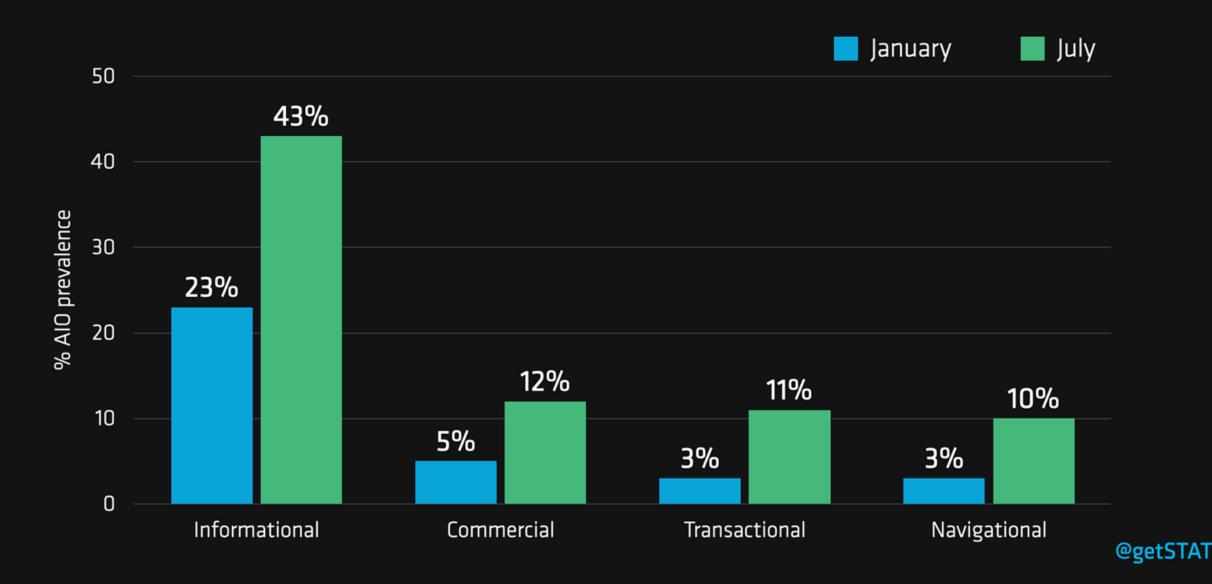
## THEY STILL ARE (!)



## AND PREVIOUSLY "SAFE" VERTICALS HAVE ALSO CAUGHT UP.

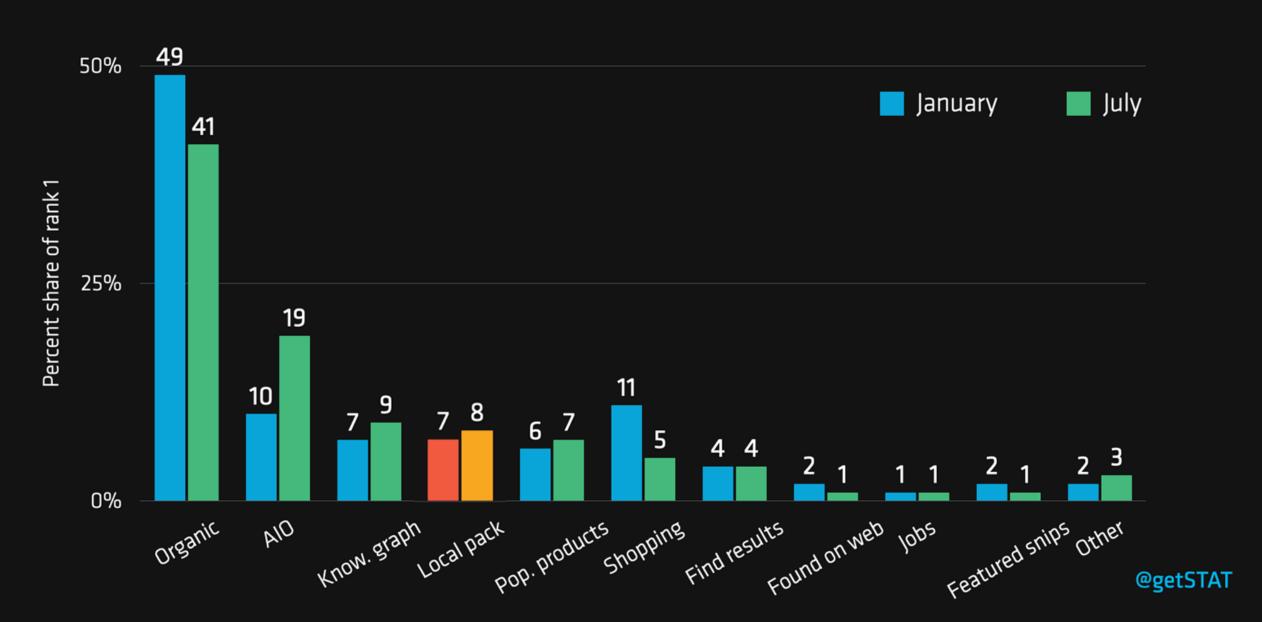


## INTENTS SHOW A SIMILAR STORY.

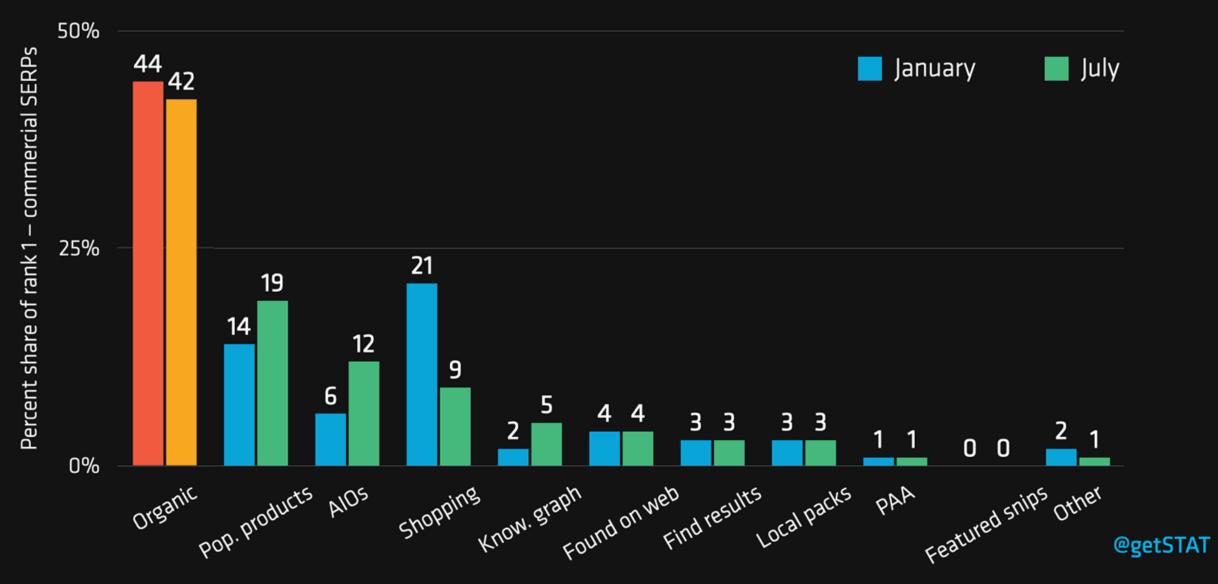




#### LOCAL PACKS ARE HOLDING STEADY.



## SAME WITH ORGANIC P1 RANKINGS ON COMMERCIAL SERPS.



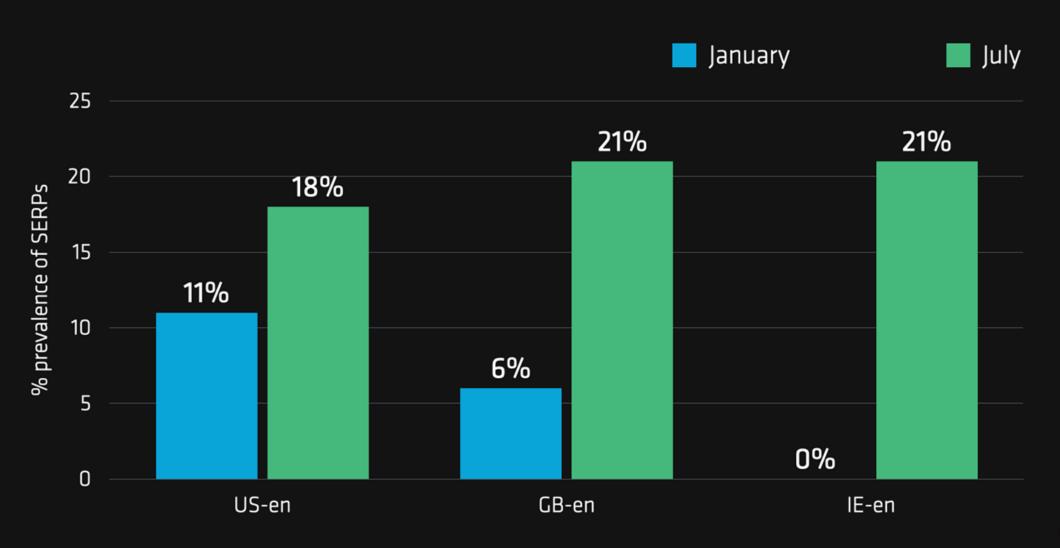
# TOP OF FUNNEL SEO IS GOING FROM BAD TO WORSE.

@tcapper.co.uk 😾

# AND WE HAVEN'T EVEN TALKED ABOUT EU MARKETS YET.

@tcapper.co.uk 😾

## IRISH SERPS HAVE CAUGHT UP AT BREAKNECK SPEED.



# ON THE AGENDA: SERP changes in 2025 Is anywhere safe? How to appear in new features What happens next What to do next

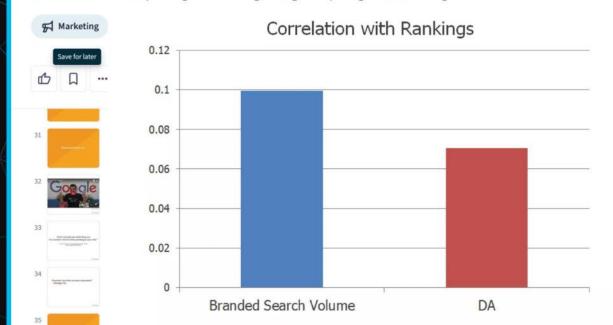
## IN 2017, BRAND WAS BECOMING MORE IMPORTANT THAN LINKS.

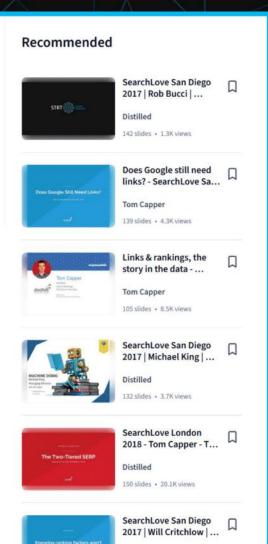
#### SearchLove San Diego 2017 | Tom Capper | Does Google Still Need Links?

Feb 23, 2017 • Download as PPTX, PDF • 2 likes • 4,964 views ♣ Al-enhanced description

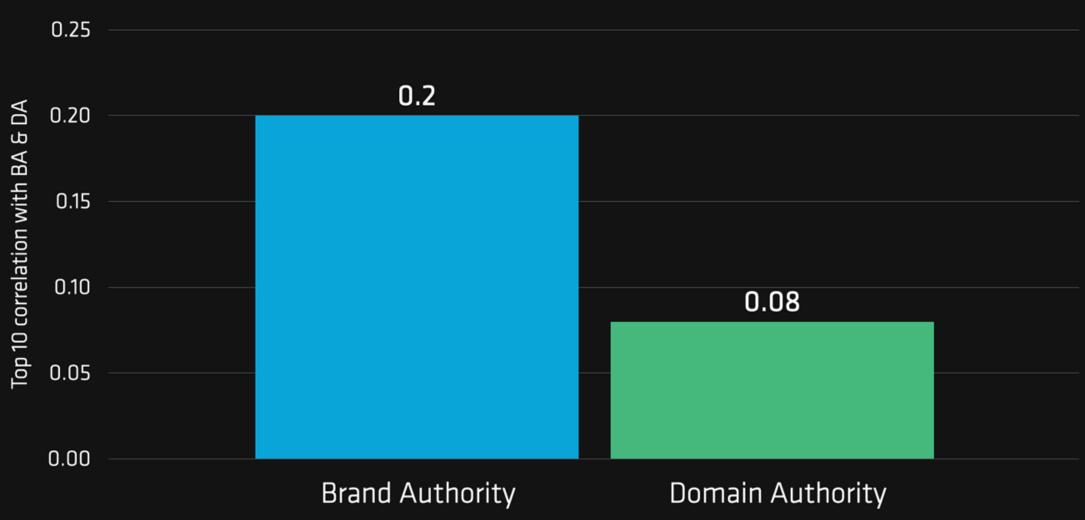


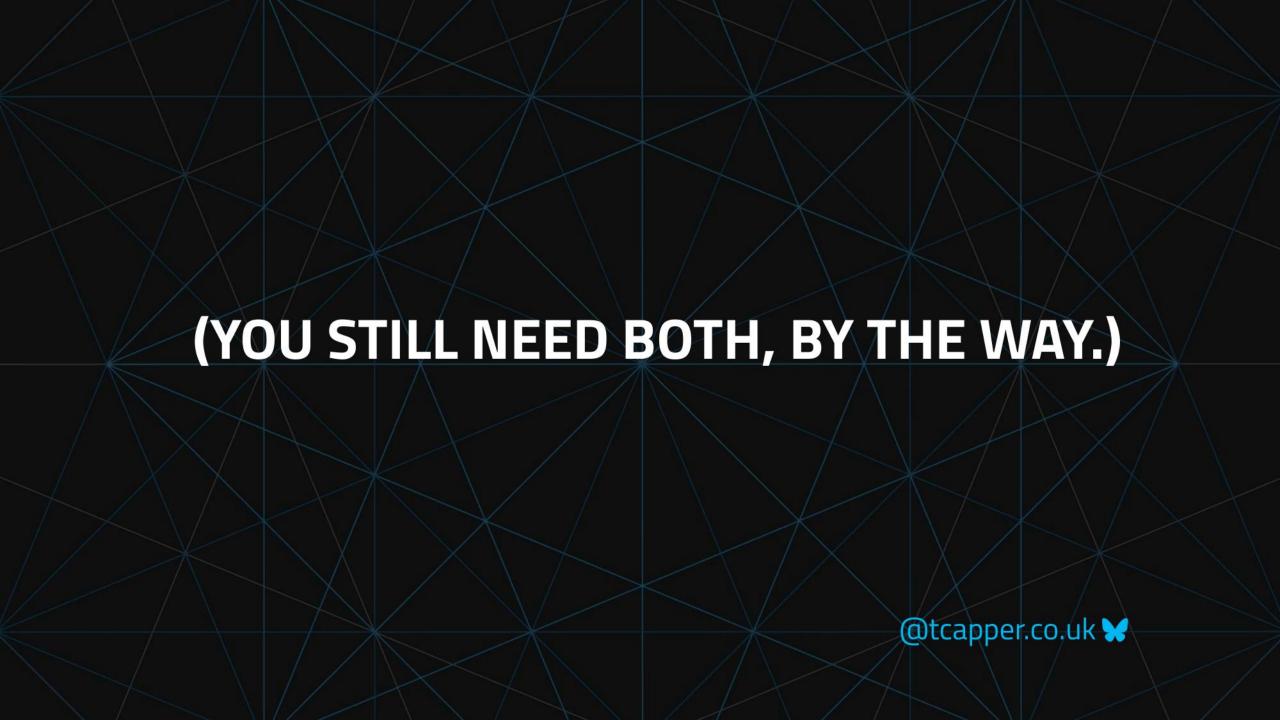
This document summarizes a presentation on whether links are still important ranking factors for Google search. It discusses both sides of the argument. On one hand, Google says links are still important, but correlation studies on the relationship between links and rankings have been inconclusive. The document also presents data showing branded search volume may explain rankings more than domain authority from links. It concludes that while links may still help sites reach the top competitive tier, other factors like content, user experience, and brand awareness are increasingly important for determining search rankings. The key things SEOs should focus on next are optimizing for users through testing and improving content marketing to build their brand.



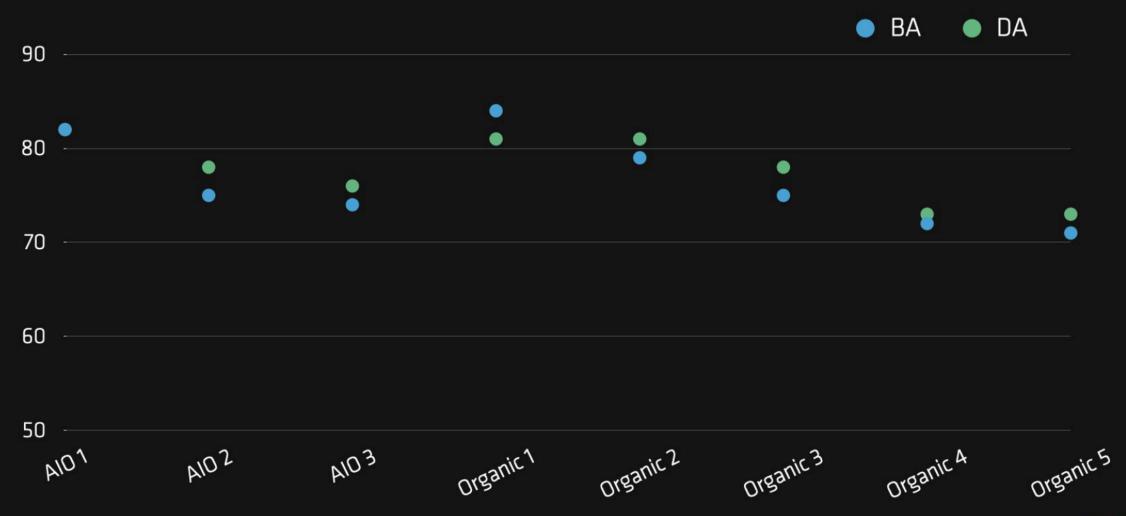


#### IN 2025, BRAND IS A SLAM DUNK.

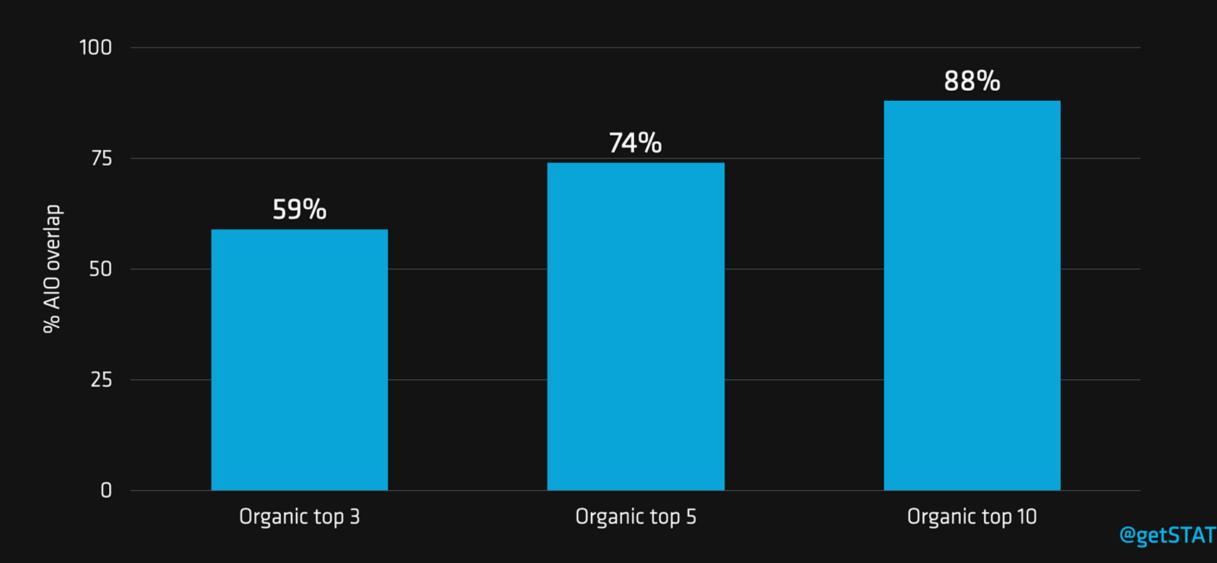




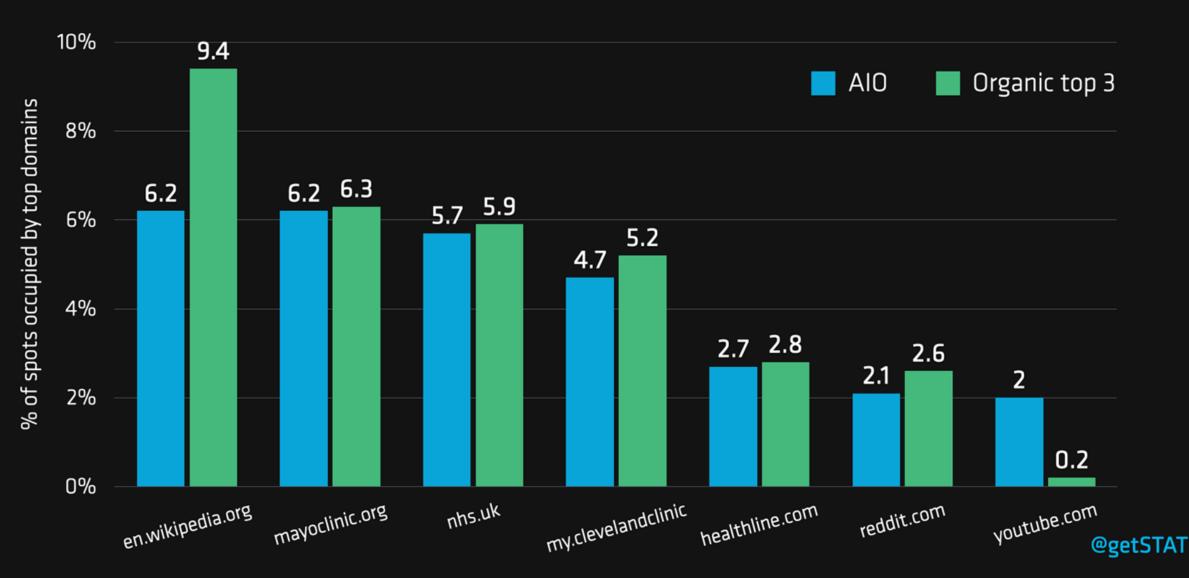
#### AIOS MIRROR TOP ORGANIC POSITIONS CLOSELY.



## AIOS OVERLAP HEAVILY WITH THE ORGANIC TOP 10.



#### HEALTH IS DOMINATED BY THE SAME FEW DOMAINS.



### OF COURSE, THESE ARE ALSO EXTREMELY AUTHORITATIVE SITES.



Is this helpful?





Domain Authority™

88



Brand Authority™

Page Authority



#### **Health Information**

The dominant search theme derived from the most frequently searched keywords associated with this site.

View Keyword Overview →

Is this helpful?



Domain Authority™



Brand Authority™



Page Authority



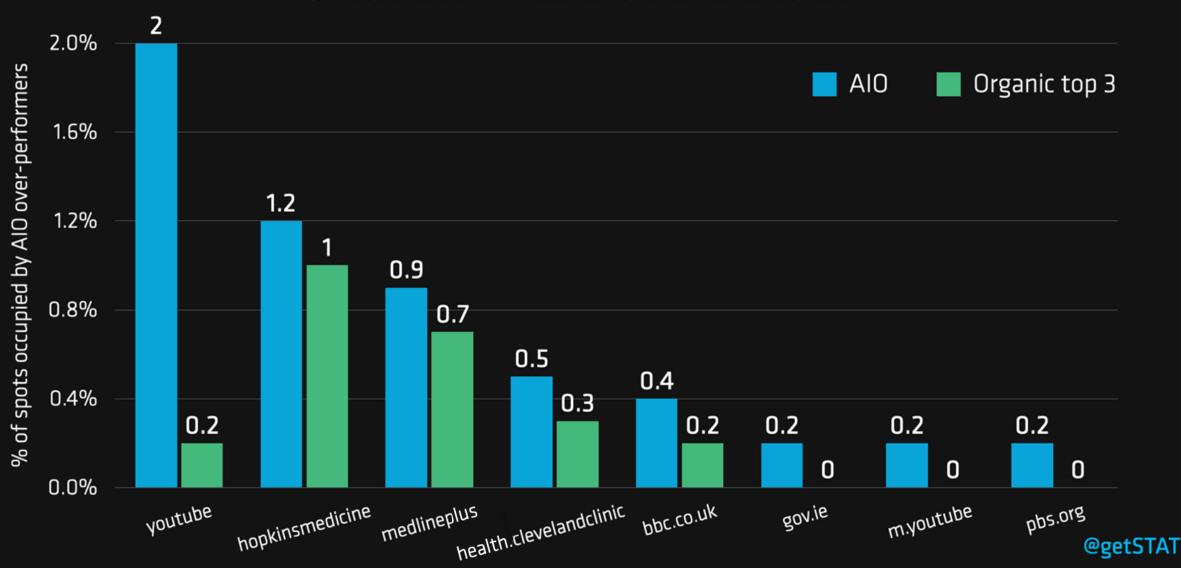
#### **Health Conditions**

Domain Search Theme \*\*

The dominant search theme derived from the most frequently searched keywords associated with this site.

View Keyword Overview →

## FEW SITES OUTDO THEIR REGULAR ORGANIC PERFORMANCE.



#### ON THE AGENDA:

- SERP changes in 2025
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- What happens next
- What to do next

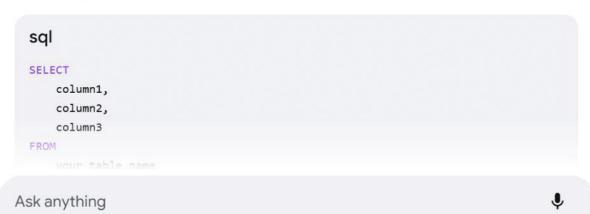


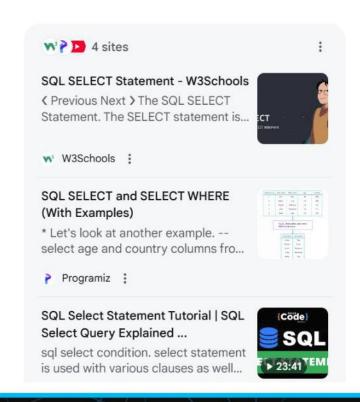
## AI MODE IS THE RIGHT GOOGLE ANSWER TO CHATGPT.

Al Mode All Images Shopping News More -

#### write me an SQL snippet that doesn't invade france

Understood. Here is an SQL snippet that performs a common database operation, specifically selecting data from a table, without involving any actions related to invading any country:





#### **BUT CAN IT REALLY REPLACE SEARCH?**

SEARCH ENGINE ROUNDTABLE



**Bing** 

చిఁ Algorithm Updates

Home / Google News / Pichai: Google Al Mode Will Be Incorporated Into The Main Search

## Pichai: Google Al Mode Will Be Incorporated Into The Main Search

Filed Under Google



## CHATGPT HAS NOT REPLACED GOOGLE; IT'S A DIFFERENT USE CASE.



Product

Plans

About

Resources



Try It Free

Log In

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



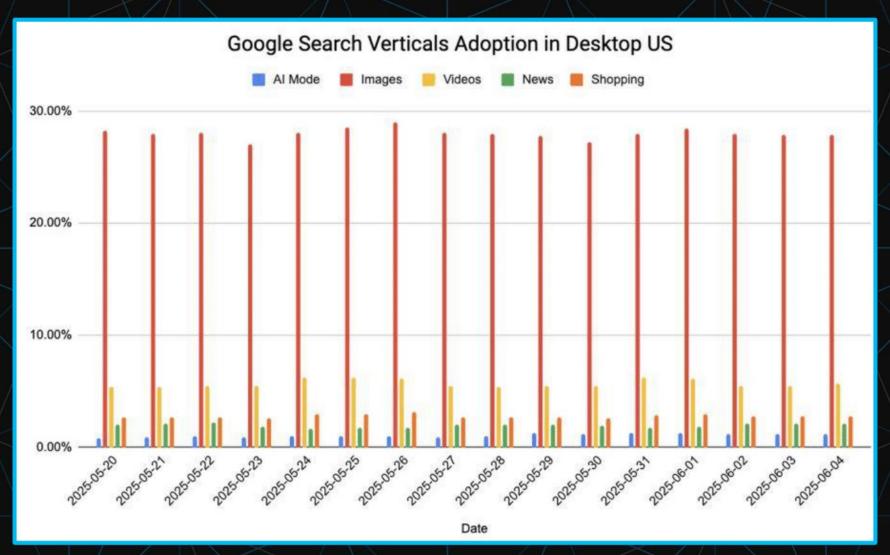
By Rand Fishkin March 10, 2025

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

### AI MODE IS SURELY AN EXPERIMENT.

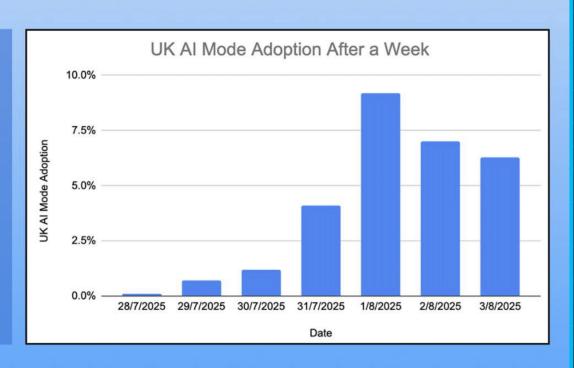


#### THE UK ROLLOUT.

#### The UK Google Al Mode Adoption After a Week

Date	UK AI Mode Adoption
28/7/2025	0.1%
29/7/2025	0.7%
30/7/2025	1.2%
31/7/2025	4.1%
1/8/2025	9.2%
2/8/2025	7.0%
3/8/2025	6.3%

Percentage of Desktop users in The UK



Data by Similarweb

# IT DOES NOT LOOK LIKE AI MODE IS A SUITABLE REPLACEMENT FOR SEARCH.



# IT DOES NOT LOOK LIKE AI MODE IS A SUITABLE REPLACEMENT FOR SEARCH.\*



# IT DOES NOT LOOK LIKE AI MODE IS A SUITABLE REPLACEMENT FOR SEARCH.\*

\*But Google is a lot less sane than it used to be.



# IMPORTANTLY, AI MODE IS POWERED BY WEB SEARCH.



# FINAL RAY OF HOPE: AIOS MAY NOT ALWAYS BE IN POSITION 1.





#### Amtrak: Train Tickets, Schedules & Routes

Book your Amtrak train and bus tickets today by choosing from over 30 U.S. train routes and 500 destinations in North America.



https://www.amtrak.com PDF

#### Amtrak National Route Map

Amtrak Train Routes. Thruway Connecting Services. Depending on route, connecting services may be provided by train, bus, van, taxi or ferry. Separate...





Amtrak ofrece diversas rutas de tren que conectan ciudades y regiones de Estados Unidos. Entre las más populares se encuen-



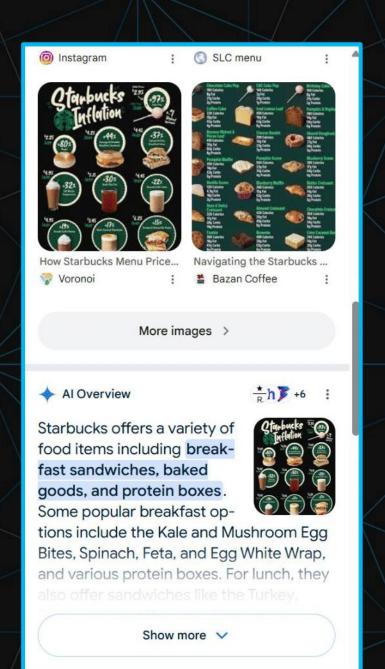
tran el Coast Starlight, que va de Los Ángeles a Seattle, y el California Zephyr, que conecta Chicago con California.

Show more V

## [AMTRAK ROUTES] : AIO IN P6 BENEATH ORGANIC.

And for some reason in Spanish?

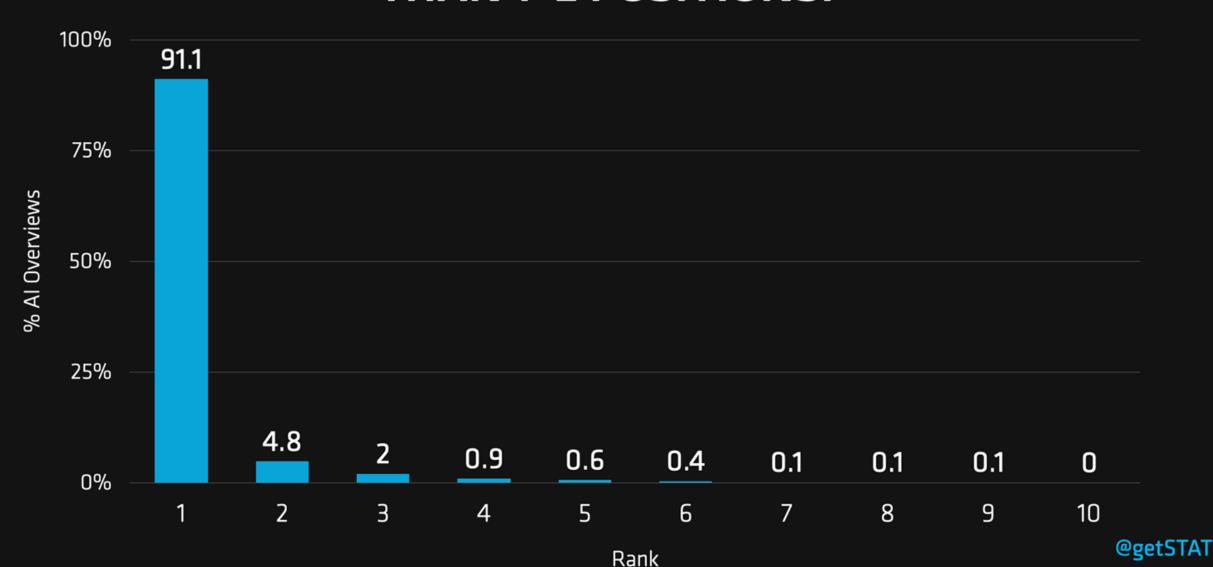
@tcapper.co.uk 😾



## [STARBUCKS FOOD MENU]: AIO IN P3 BENEATH IMAGES.

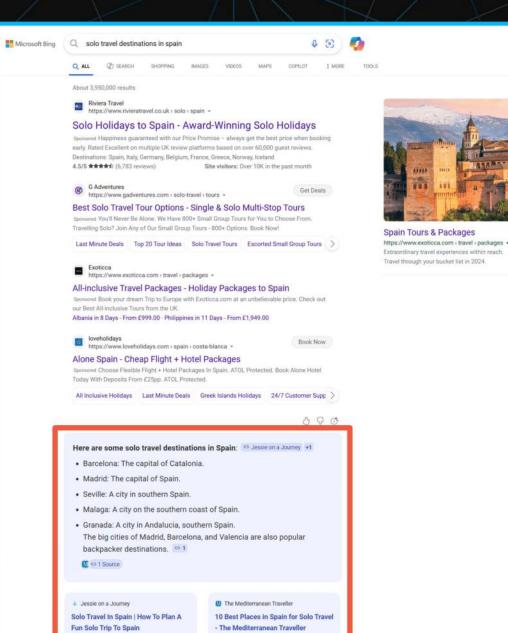
@tcapper.co.uk 😾

## AIOS ARE RARELY DISPLACED BY MORE THAN 1-2 POSITIONS.



# ANECDOTALLY, LOWER POSITION AIOS ARE FAR MORE COMMON ON SEARCH LABS.







Extraordinary travel experiences within reach.

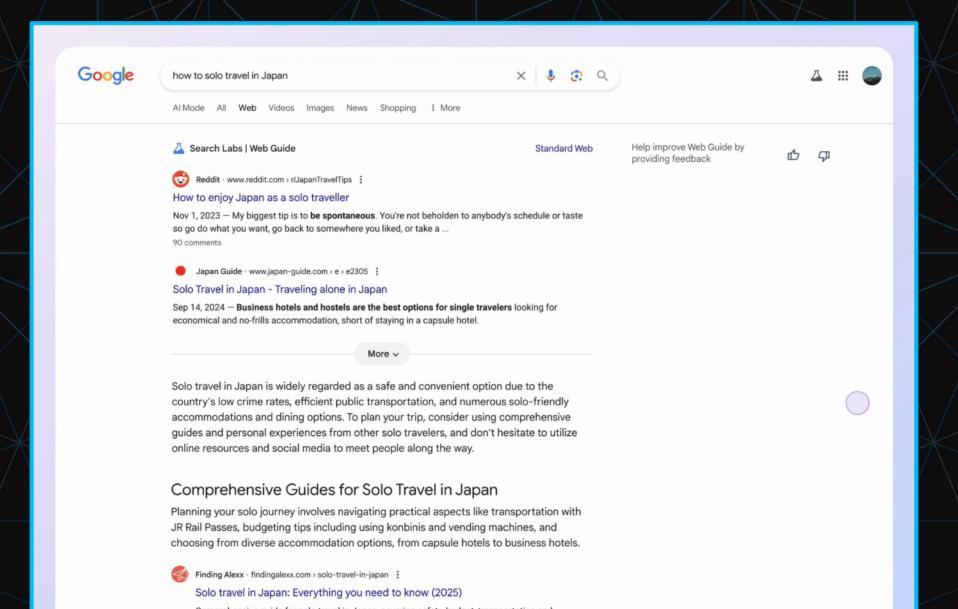


## THIS MIRRORS THE HISTORY OF AI RESULTS IN BING.

Which now rarely shows Al results at all...

@tcapper.co.uk 😾

#### PERHAPS "WEB GUIDES" ARE THE FUTURE.



# What to do next

#### ON THE AGENDA:

- SERP changes in 2025
- Is anywhere safe?
- How to appear in new features
- What happens next







### EMAIL & YOUTUBE REMAIN STRONG TOP OF FUNNEL CHANNELS.

(Which can be monetised, unlike AlOs.)





# THE NEXT CHAPTER OF SEARCH

YouTube Keyword Research 2.0

feat. Phil Nottingham

Founder & Producer at Organic Video





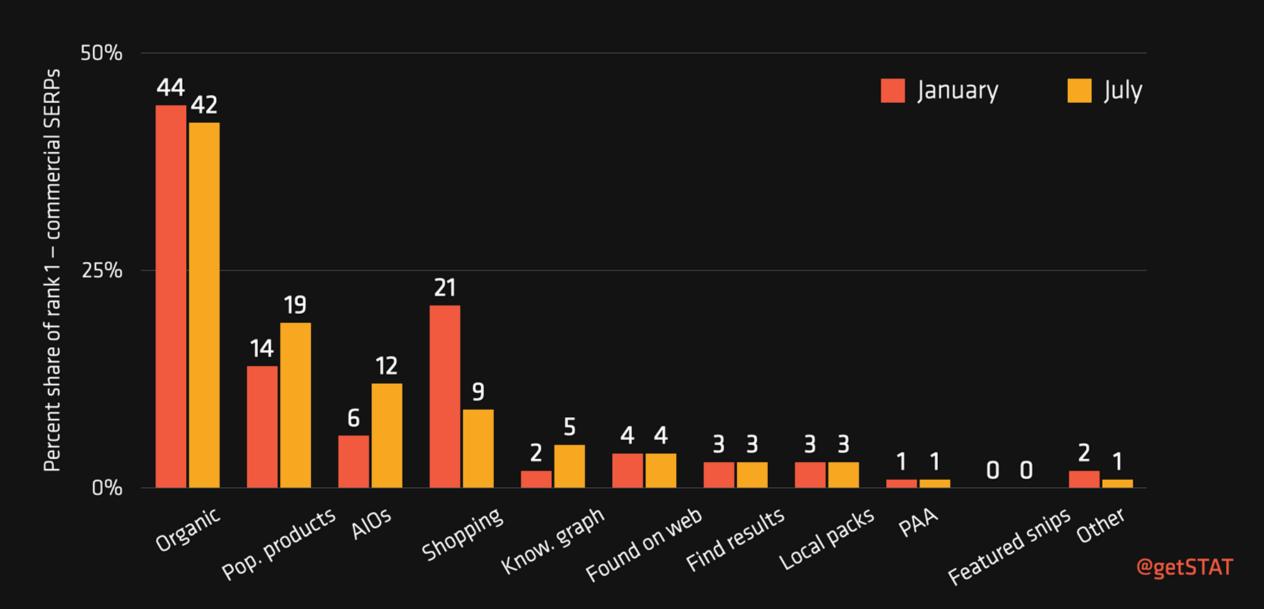


0:00 / 9:40



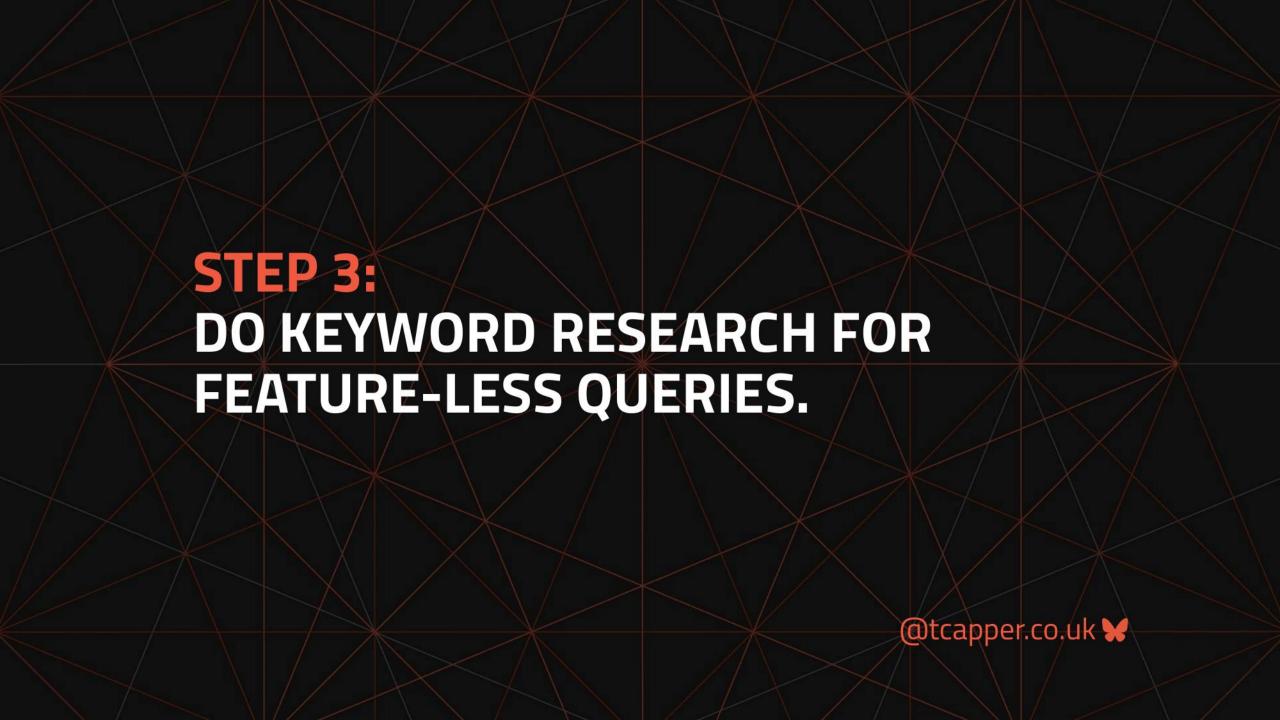


#### ORGANIC P1 RANKINGS ON COMMERCIAL SERPS.





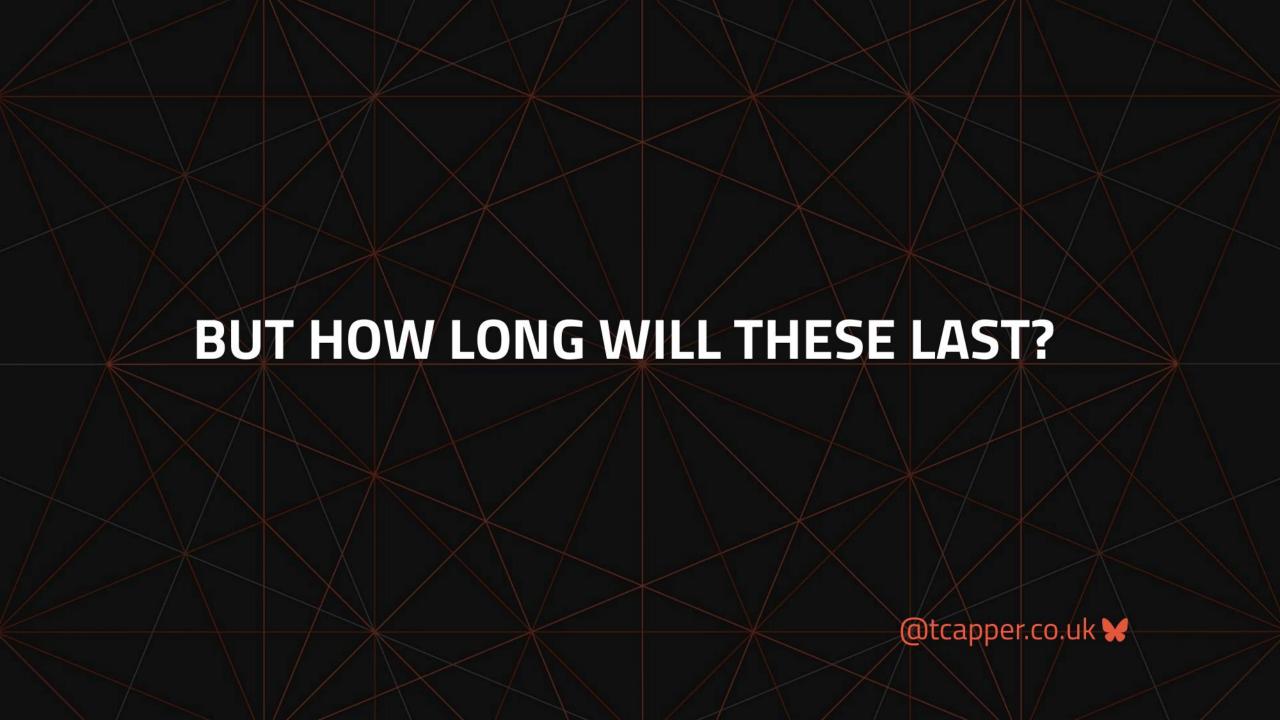
# BUT AI IS COMING FOR COMMERCIAL SEARCH, TOO. @tcapper.co.uk 😾



### YOU CAN FIND TOFU KEYWORDS WITHOUT DOMINANT FEATURES.

_		
явс А	II Keywords (68892)	
DO	Intagged Keywords (0)	
0	ie-en smartphone (2518)	
$\Diamond$	ie-en smartphone n (55)	
$\Diamond$	ie-en smartphone (2919)	
$\Diamond$	informational (19526)	
$\Diamond$	internet & telecom (3000)	
$\Diamond$	internet & telecom (482)	
0	internet & teleco (1035)	
$\Diamond$	internet & teleco (1095)	
0	internet & telecom no (7)	
0	internet & telecom (380)	

eywords ▼ 1 Filter Applied × 128, 2025			↑ Tag Keywords Rec More Keywords Actions ↑ Filters			
eyword	Market	Location	Device ▼	Rank	Base Rank	URL
ound to dollar	GB-en	brighton	<u>_</u>	32	30	www.go
ound to euro	GB-en	brighton	<u>_</u>	45	43	www.go
occer games today	US-en	45.503131, -122.629	<u>_</u>	9	non-ranking	www.go
fi speed test	US-en	45.503131, -122.629	<u>_</u>	1	3	www.go
nkees game today	US-en	45.503131, -122.629	<u>_</u>	1	non-ranking	www.g
ai bowl	US-en	45.503131, -122.629	<u>_</u>	1	non-ranking	www.g
otanical gardens	US-en	45.503131, -122.629	<u>_</u>	1	non-ranking	www.g
xing	US-en	45.503131, -122.629	<u>_</u>	13	non-ranking	www.g
icken near me	US-en	45.503131, -122.629	<u>_</u>	1	non-ranking	www.g
ocolate chip cookie recipe	US-en	45.503131, -122.629	<u>_</u>	10	non-ranking	www.g
olorado avalanche	US-en	45.503131, -122.629	<u>_</u>	86	non-ranking	www.g
ohn's disease	US-en	45.503131, -122.629	<u>_</u>	4	non-ranking	www.g
rrency converter	GB-en	brighton	<u>_</u>	41	40	play.go
ctor meals	US-en	45.503131, -122.629	<u>_</u>	2	4	www.g
obal entry	US-en	45.503131, -122.629	<u> </u>	3	3	www.g





#### STEP 1: STILL DIVERSIFY, BUT NOW YOU'RE DOING IT TO BUILD BRAND AUTHORITY, NOT CLICKS.

#### STEP 2: EXPAND OFF-SITE & PR EFFORTS.

If SEO is about impressions, these tactics go up in priority.



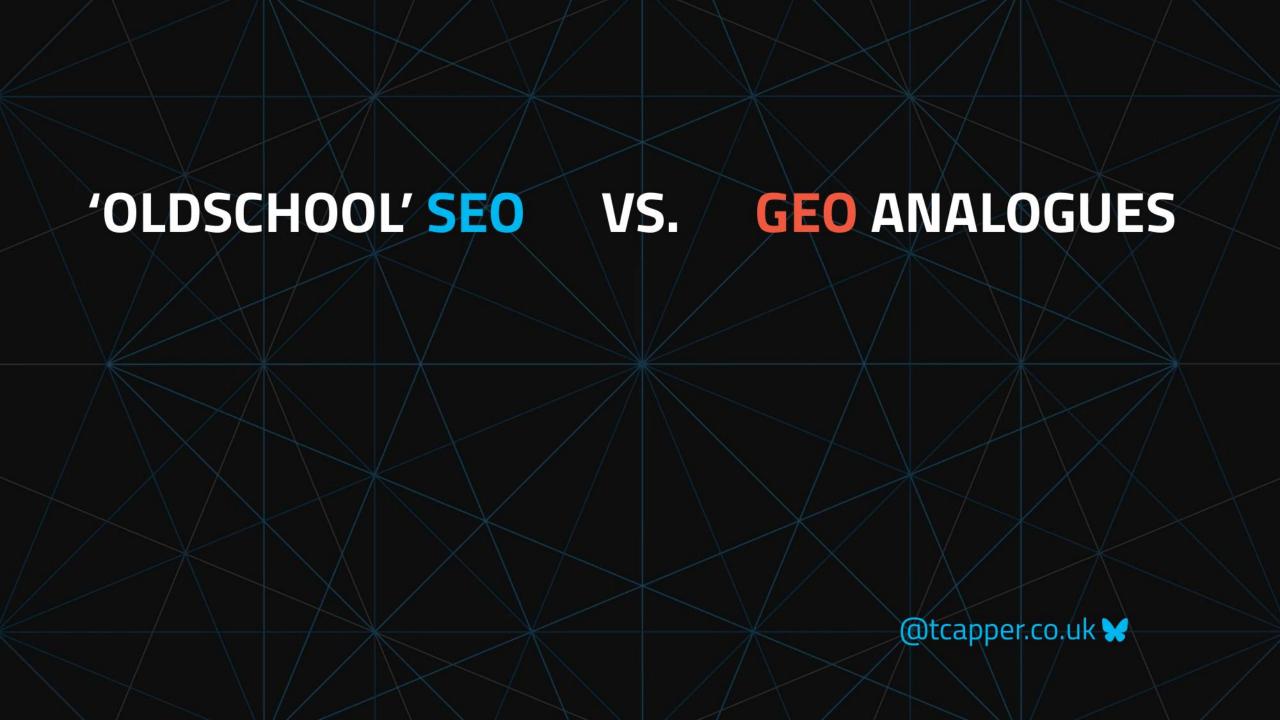


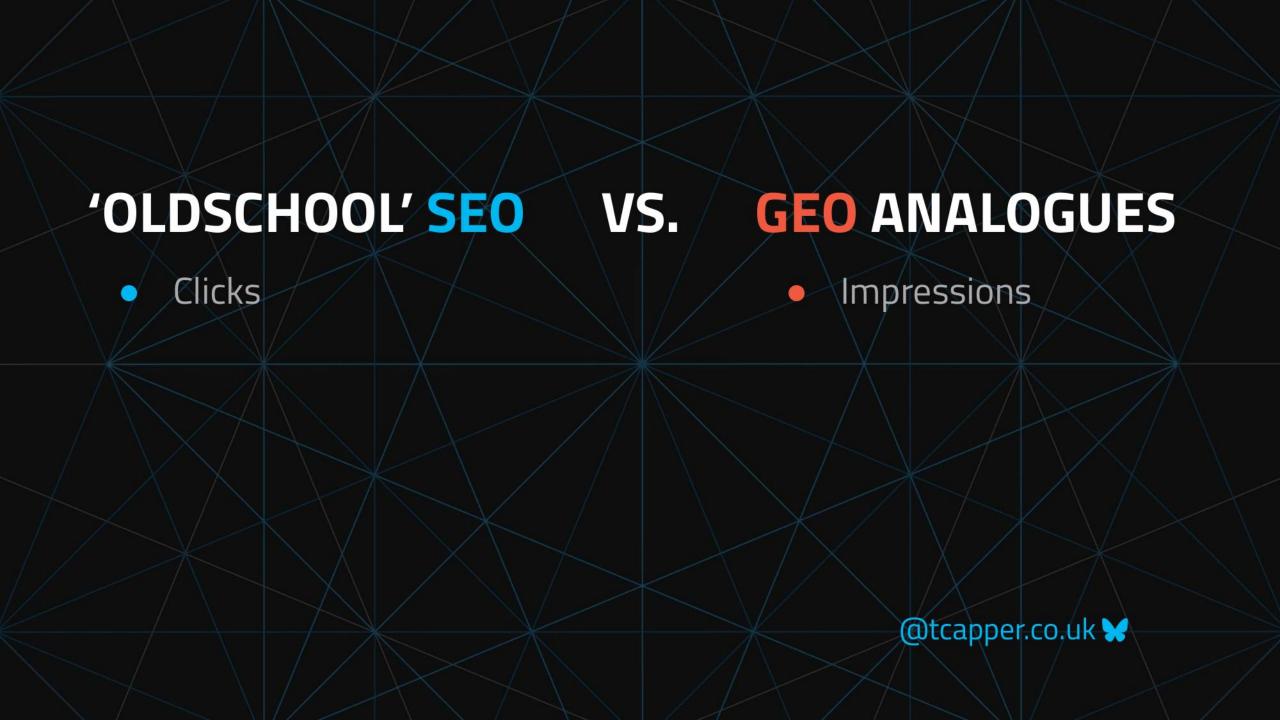
# SO FAR, YOU WERE PROBABLY ALREADY DOING ALL THIS.











#### 'OLDSCHOOL' SEO

- Clicks
- Domain Authority

#### **GEO ANALOGUES**

Impressions

VS.

Brand Authority

#### 'OLDSCHOOL' SEO VS.

- Clicks
- Domain Authority
- Rankings

#### **GEO ANALOGUES**

- Impressions
- Brand Authority
- Visibility



# AIVISIBILITY TRACKING IN STAT. SEARCH **ANALYTICS**

# IT'S IMPORTANT TO APPROACH AI TRACKING DIFFERENTLY.



#### **KEY CHALLENGES FOR AITRACKING:**

- Primarily interested in mentions not domain names
- Keywords cannot be the same as in SEO
- What is a ranking?



#### Settings

#### **Brand**

Enter your brand name and the terms you want to analyze. You can save up to ten terms.

Terms should be unique, and can only be in one Brand/Competitor.

```
Brand Name:

Salomon

Brand Terms (optional):

Outpulse X Predict Trail X S/Lab Sense X Sense Ride X

Speedcross X Supercross X Thundercross X Ultra Glide X

X Ultra X XA Pro 3D X
```

#### Competitor (optional)

Enter your competitor names and the terms you want to analyze. You can add up to three competitors, each with up to ten terms.

Terms should be unique, and can only be in one Brand/Competitor.

Hoka	
Competitor 1 Terms :	
Arahi 8 X Clifton X	
	2/10 t
Competitor 2 Name :	
New Balance	
Competitor 2 Terms :	
Fresh Foam X 1080 X 990 Series X	
	2/10 t
Competitor 3 Name :	
ASICS	
Competitor 3 Terms :	

# TRACK YOUR BRAND & BRAND TERMS, NOT DOMAINS.

And compare against competitor brands and their brand terms.

# MOST SEOS ARE FAMILIAR WITH KEYWORD RESEARCH.

### MOST SEOS ARE FAMILIAR WITH KEYWORD RESEARCH.

Less so, prompt research.



#### **Prompts**

Prompts are generated based on the Topics you've set. Each topic will generate 25 prompts. You can set up to four topics and generate new prompts. Select up to 100 prompts to save and create your dashboard.

Manual prompt entry will be available in a future release.



rom	pt List		▼ Filters	
	Prompt	Status	Generated	
<b>~</b>	Show me the best trail running shoes for beginners.	New	Aug 12, 2025	
<b>~</b>	What are the top-rated running shoes for marathon training?	New	Aug 12, 2025	
<b>~</b>	Find affordable trail running shoes for rocky terrain.	New	Aug 12, 2025	
~	Which running shoes have the best cushioning for long distances?	New	Aug 12, 2025	
~	What's the difference between trail running shoes and regular running shoes?	New	Aug 12, 2025	
~	Are trail running shoes good for road running?	New	Aug 12, 2025	
~	Compare trail running shoes vs road running shoes for durability and grip."	New	Aug 12, 2025	
<b>~</b>	How do trail running shoes differ from regular running shoes?	New	Aug 12, 2025	
<b>~</b>	Top running shoes for marathon training in 2025?	New	Aug 12, 2025	
~	Are trail running shoes suitable for everyday use?	New	Aug 12, 2025	
	Which running shoes offer the best cushioning for long-distance runners?	New	Aug 12, 2025	
	Best waterproof trail running shoes for wet conditions	New	Aug 12, 2025	
_ sele	ected		1-50 of 5	

### BUILT-IN PROMPT SUGGESTIONS.

Powered by our own query fan-out method (like what drives Google's Al Mode).

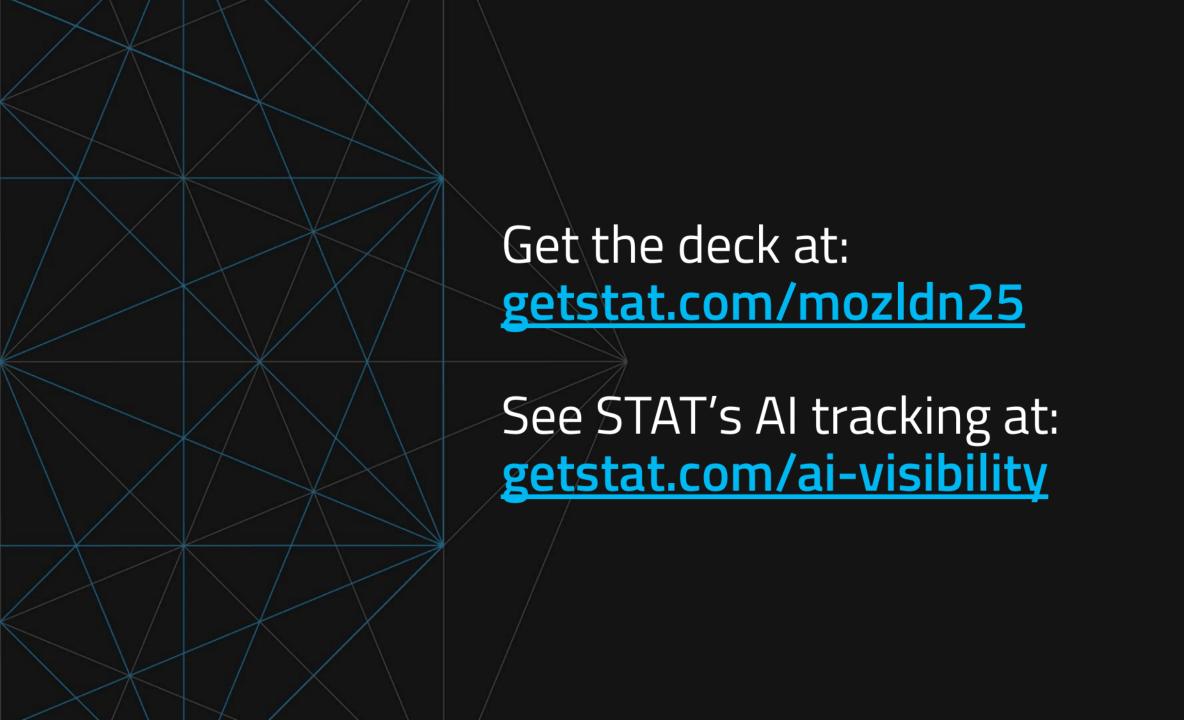
# SUCCESS IS SUBJECTIVE IN AI SEARCH. @tcapper.co.uk 😾

#### PRESENCE, DEPTH, & BRAND TERM DETAILS.



#### FREE BETA FOR GPT-4 & GEMINI.

For existing and new STAT clients.



## Thank you

#### **Tom Capper**

Senior Search Scientist, Moz

**MOZCON ON THE ROAD** 

