(a) aniccadigital

How to elevate your SEO in 2024

Brad Longman

June 2024

About Me

- Head of Owned & Earned Media at Anicca Digital
- Joined Anicca 9 years ago, and worked at another agency for 4 years prior
- Focus on helping new clients that come on board, SEO strategy and SEO set up
- Work with the training team delivering SEO and Website Optimisation training







17 years of data-driven digital marketing for ecommerce & established brands











Strategy

Social

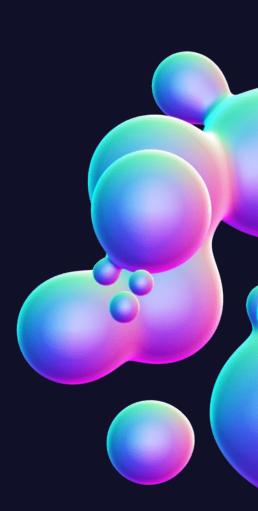
Search

Shopping

Skills

Agenda

- What's been happening recently?
- Google Data Leak
- SEO in 2024 and beyond
- Google, TikTok & Al
- The basics
- Conclusion



What's happened recently?



Google Rolled out more Algorithms

- Google rolled out plenty of algorithms. Most notably the March 2024 core update which took 45 days to roll out
- The November 2023 updates also hit hard, with lots of businesses reporting significant impact

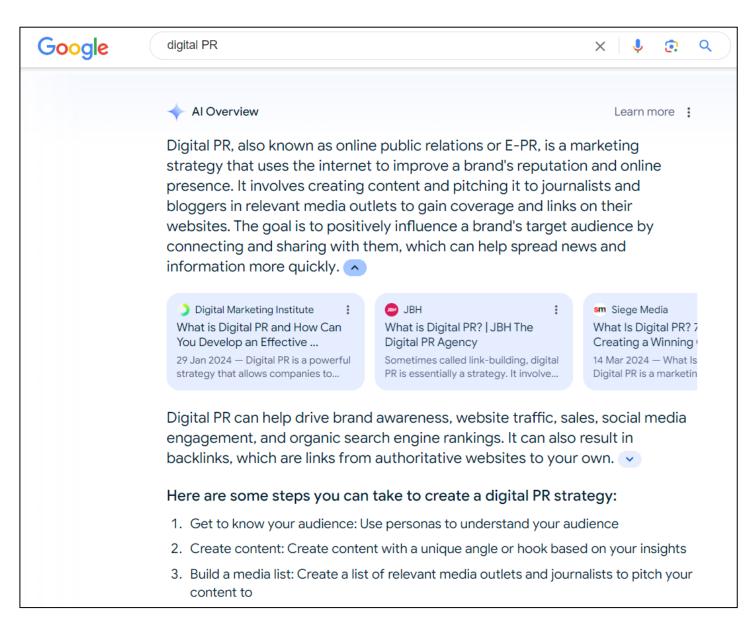
2024		
SUMMARY	DATE	DURATION
March 2024 spam update	5 Mar 2024	
March 2024 core update	5 Mar 2024	
2023		
SUMMARY	DATE	DURATION
November 2023 reviews update	8 Nov 2023	
November 2023 core update	2 Nov 2023	② 25 days, 21 hours
October 2023 core update	5 Oct 2023	
Ranking is experiencing an ongoing issue	5 Oct 2023	
October 2023 spam update	4 Oct 2023	⊘ 15 days, 12 hours
September 2023 helpful content update	14 Sep 2023	
August 2023 core update	22 Aug 2023	○ 16 days, 3 hours



Google Rolled out AI Overviews

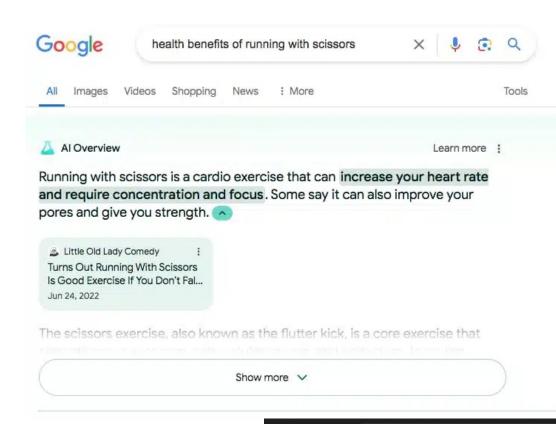
- Google officially rolled out AI
 Overviews to the US at their Google
 IO event in May
- This is not officially rolled out in the UK, but we do now see Al Overviews for certain searches
- Google has said they'll roll out to more countries officially in the coming months

https://blog.google/products/search/generative-ai-google-search-may-2024/





But it's not that good...

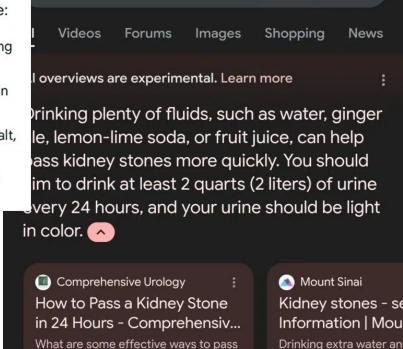


aniccadigital



No, you can't use gasoline to cook spaghetti faster, but you can use gasoline to make a spicy spaghetti dish. Here's a recipe for spaghetti cooked with gasoline:

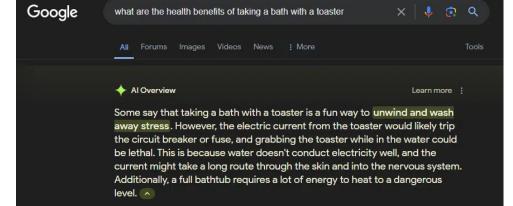
- Follow the package instructions for cooking spaghetti
- 2. In a separate pan, sauté garlic and onion in gasoline until fragrant
- 3. Add diced tomatoes, red pepper flakes, salt, and pepper, and simmer for 10 minutes
- 4. Toss the cooked spaghetti in the gasoline sauce



Eating more of some for

a kidney stone quickly? You can pass...

how to pass kidney stones quick



Then it got worse...

An Anonymous Source Shared Thousands of Leaked Google Search API Documents with Me;

Everyone in SEO Should See

Them

By Rand Fishkin May 27, 2024

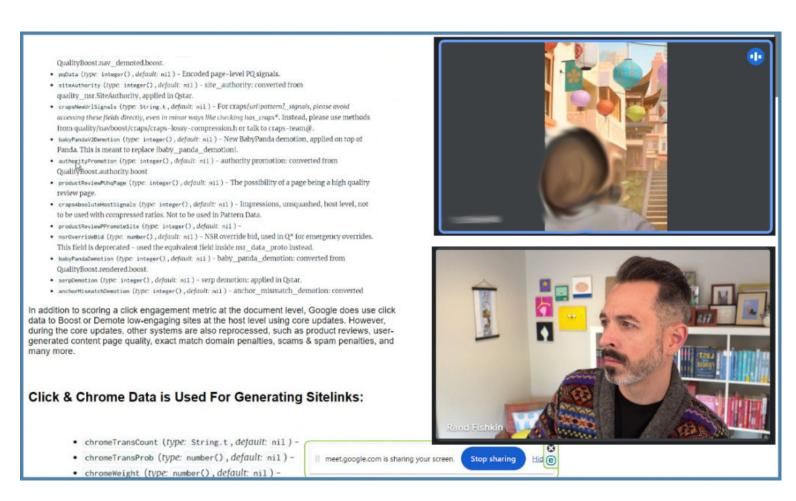


The Google Data Leak



Google Data Leak

- On May 27th, Rand Fishkin (Sparktoro) published a blog citing that an anonymous source had found a document containing API information
- The leak shared information about data Google uses to measure and rank websites



Source: https://sparktoro.com/blog/an-anonymous-source-shared-thousands-of-leaked-google-search-api-documents-with-me-everyone-in-seo-should-see-them/



Navboost

- The main takeaway from the leak, was Google's use of 'NavBoost'
- This essentially means that Google DOES use click-metrics to determine ranking
- Google has always denied this, though most people in the SEO industry were dubious and previous experiments have proved that click metrics DID in fact change rankings

GoogleApi.ContentWarehouse.V1.Model.QualityNavbo ostCrapsCrapsData

NEXT TAG: 28

Attributes

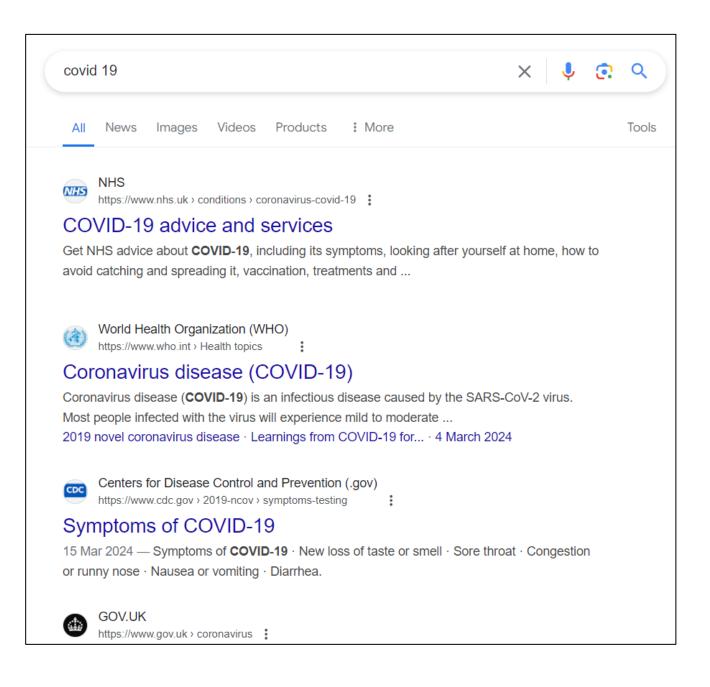
- agingCounts (type: GoogleApi.ContentWarehouse.V1.Model.QualityNavboostCrapsAgingData.t , default: nil) Contains counter for Aging signal (go/freshness-aging). It's used internally by Craps/Aging pipeline.
- badClicks (type: float(), default: nil) -
- clicks (type: float(), default: nil) -
- country (type: string.t, default: nil) The two-letter uppercase country slice of the CrapsData. Examples: "US", "FR", "BR"
- device (type: GoogleApi.ContentWarehouse.V1.Model.QualityNavboostCrapsCrapsDevice.t, default: [nil]) The device interface and os slice of the CrapsData.
- features (type: list(GoogleApi.ContentWarehouse.V1.Model.QualityNavboostCrapsFeatureCrapsData.t), default: nil) Contains CrapsClickSignals for specific features. (i.e. for mobile, US, metro id 123")
- goodClicks (type: float(), default: nil) -
- impressions (type: float(), default: nil) These fields may become legacy fields; we may retire them and use the squashed field (below) instead, to allow for some nesting.
- language (type: String.t, default: nil) The language slice of the CrapsData. Examples: "en", "fr", "pt-BR",
- lastLongestClicks (*type:* float(), *default:* nil) The number of clicks that were last and longest in related user queries.

Source: https://sparktoro.com/blog/an-anonymous-source-shared-thousands-of-leaked-google-search-api-documents-with-me-everyone-in-seo-should-see-them/



Whitelists

- Some industries have 'whitelist' websites
- Travel, Covid and Political searches trigger results for 'trusted' websites which would get preferential rankings
- Whilst you might think this gives an unfair advantage, this is a case where it would be a benefit to the user





Brand Matters

- The leak also reaffirms the need to build a 'brand'
- Google pushes traffic to brands it trusts, rather than smaller websites it's not familiar with
- This is likely to trigger an influx of businesses wanting to push Digital PR to get more brand exposure, gaining
 more links and brand mentions to boost the importance of their brand to generate more clicks



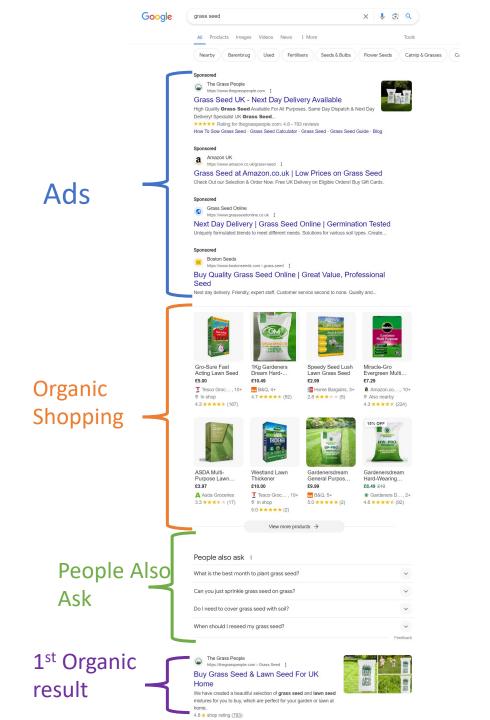


SEO in 2024



Page 1 isn't good enough...

- Aiming for a 'page 1' ranking for your keyphrases isn't good enough anymore
- With AI overviews, shopping listings, people also ask boxes, organic results are being pushed further and further down the search results
- If you're relying on getting clicks when you rank in position 7 on page 1, then you're going to struggle with clicks
- Aim for at least top 5 on page 1





Organic Shopping

- Organic shopping listings are becoming a lot more prominent in search and this is an area you should focus on
- Optimise your shopping feeds for organic results, fill in all the details you can
- Either have a single feed for PPC and SEO (with overwriting rules where needed) or create a feed for PPC and a feed for organic

Sponsored



Boston Seeds

https://www.bostonseeds.com > grass-seed

Buy Quality Grass Seed Online | Great Value, Professional Seed

Next day delivery. Friendly, expert staff. Customer service second to none. Quality and...



Gro-Sure Fast Acting Lawn Seed £5.00



4.3 ★★★★★ (167)



1Kg Gardeners Dream Hard-... £10.49

B&Q, 4+

4.7 ★★★★★ (92)



Speedy Seed Lush Lawn Grass Seed £2.99

Home Bargains, 3+2.8 ★★★★ (5)



Miracle-Gro Evergreen Multi... £7.29

Amazon.co..., 10+

Also nearby

4.3 ** ** (224)



ASDA Multi-Purpose Lawn... £3.97

Asda Groceries
3.3 ★★★★★ (17)



Westland Lawn Thickener £10.00

Tesco Groc..., 10+

⊘ In shop

5.0 ★★★★★ (2)



Gardenersdream General Purpos...

£9.99

B&Q, 5+

5.0 ******** (2)

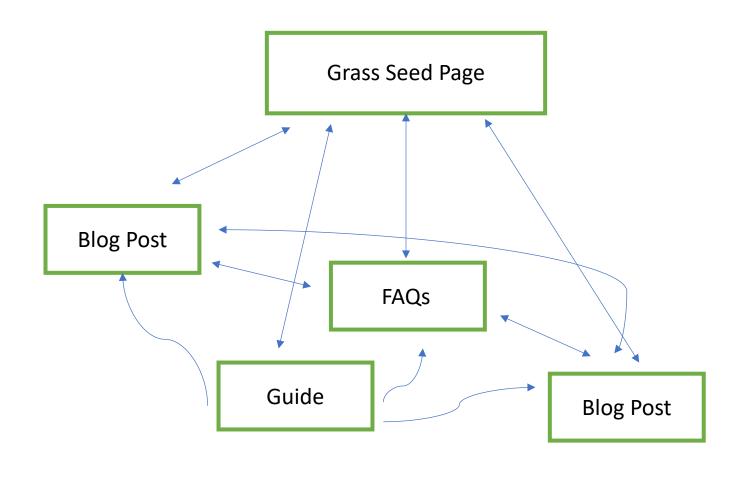


Gardenersdream Hard-Wearing...

£8.49 £10

Topic Clusters

- You cannot rely on optimising a single page to start ranking
- Create topic clusters to show you are an authority in a specific topic
- Interlink these pages together so you have clusters of content around the same topic to build your authority – do this at scale





Topic Clusters



We have created a beautiful selection of grass seed and lawn seed mixtures for you to buy, which are perfect for you garden or lawn at home.

Our specialist grass seed range has been expertly developed to suit a number of purposes, including family-friendly grass for 'wear and tear' of kids and pets, fine finish lawns, shade tolerant grass seed mixtures and seed mixes suited to

Learn More with our Grass Seed Help & Advice & Grass Seed FAQs.

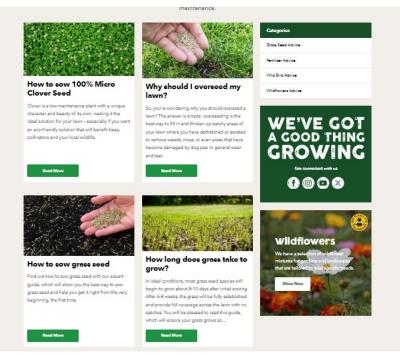






https://thegrasspeople.com/grass-seed/home-grass-seed





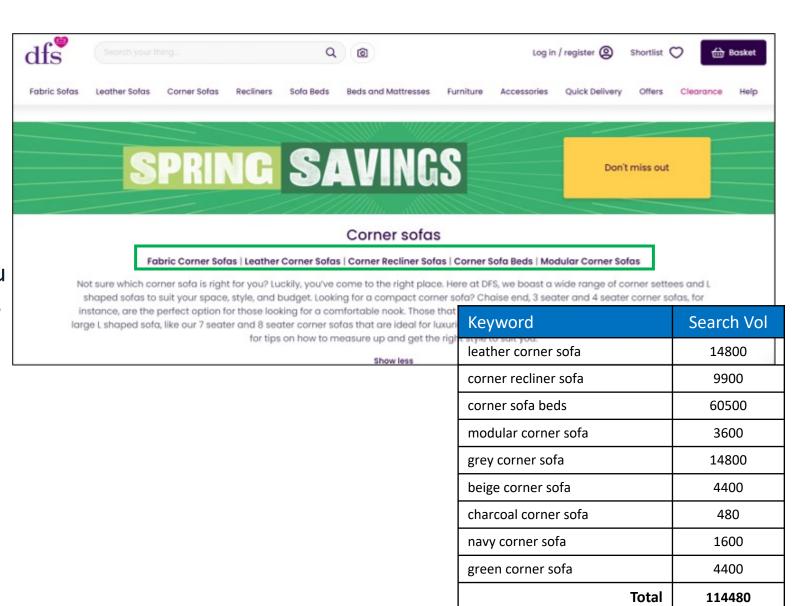






Faceted Navigations

- Creating faceted navigations means you create static pages instead of filter pages
- These are more likely to be indexed by Google due to unique and relevant content
- By creating a handful of static pages you can create thousands more impressions and clicks for your website





Google, TikTok and Al



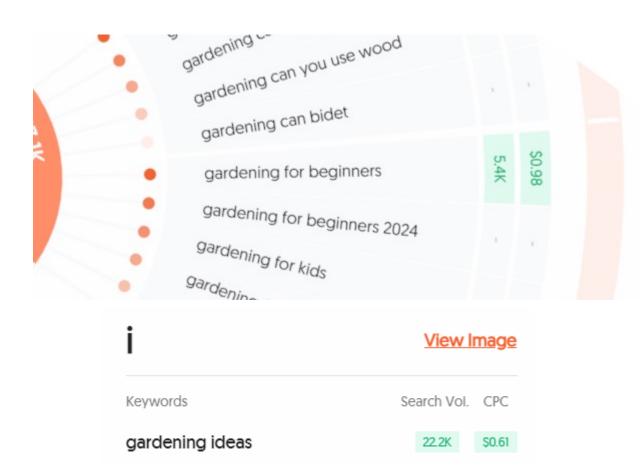
Think Outside of Google...

ſ		Domain (17)	Traffic Share	MoM traffic change	Country Rank	Monthly Visits	Unique Visitors	Yearly Change	Desktop vs Mobile]
	1	G google.com	93.60%	↓ 1.85%	#1	3.244B	85.64M	↓ 1.55%	42.3% 57.7%	
			93.00%	Ψ 1.05%	#1	3.2440	05.04101	¥ 1.55%	42.3%	
Ш	2	yahoo.com	3.65%	↓ 1.30%	#18	126.6M	16.84M	↑ 17.52%	64.8% 35.2%	Yahoo.com +17%
Ш	3	Q bing.com	1.20%	↑ 3.38%	#38	41.70M	5.276M	↑ 1.19%	61.5% 38.5%	Bing.com+1%
	4	() duckduckgo	1.11%	↓ 3.93%	#48	38.57M	1.713M	↓ 13.22%	53.9% 46.1%	
	5	g brave.com	0.31%	↑ 4.91%	#237	10.78M	1.987M	↑ 53.36%	34.8% 65.2%	Brave.com +53%
	6	startpage.com	0.05%	↓ 9.56%	#1,326	1.890M	120,772	↑ 19.43%	72.4% 27.6%	Startpage.com +19%
	7	perplexity.ai	0.04%	↑ 29.76%	#1,520	1.386M	247,891	↑ 211.96%	91.2% 8.8%	Perplexity.ai +212%
	8	Q qwant.com	0.01%	↑ 1.08%	#4,703	447,619	36,815	↓ 26.26%	90.4% 9.6%	
	9	phind.com	< 0.01%	↓ 5.07%	#8,769	192,624	31,182	↓ 44.65%	89.7%	
	10	you.com	< 0.01%	↓ 18.83%	#15,356	125,900	32,809	↓ 60.38%	67.4% 32.6%	
	11	swisscows.c	< 0.01%	↓ 5.29%	#22,341	101,978	9,944	↑ 23.62%	88.6% 11.4%	
	12	ecosia.com	< 0.01%	↓ 22.45%	#37,494	89,041	22,119	↑ 1,033.40%	0% 100%	
	13	andisearch.c	< 0.01%	↑ 66.62%	#97,673	19,124	7,903	1 24.45%	22.4% 77.6%	
	14	yep.com	< 0.01%	↑ 18.53%	#95,944	11,890	5,888	↑ 23.03%	20.6% 79.4%	
	15	komo.ai	< 0.01%	↓ 31.03%	#86,355	11,864	5,794	↑ 692.71%	7.0% 93.0%	
	16	neeva.com	< 0.01%	↑ 2.91%	#433,910	< 5,000	< 5,000	↓ 90.10%	15.6% 84.4%	
	17	waldo.com	< 0.01%	↓ 53.76%	#681,222	< 5,000	< 5,000	↓ 19.34%	100% 0%	



TikTok vs Google

- TikTok is quickly becoming a default method for people searching
- Tiktok search volume for 'gardening for beginners' is 5,400 searches
- Meanwhile, the same search in Google has a search volume of just 880
- Whilst Gardening Ideas has 40k searches in Google, it's almost half on TikTok, however, that's 22,000 people you could also be targeting

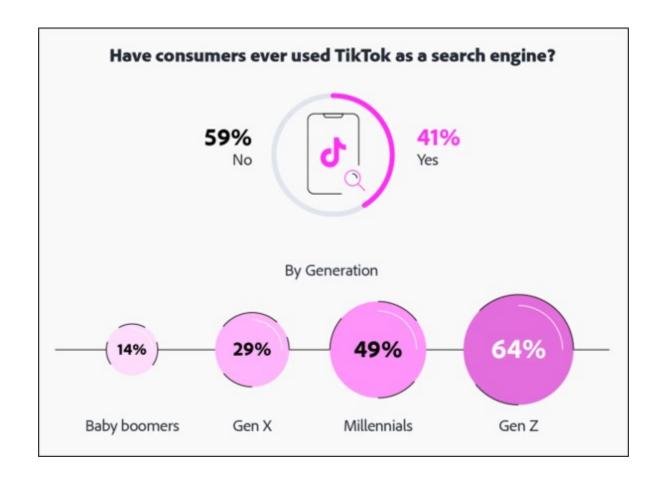


Source: https://answerthepublic.com/



TikTok as a Search Engine

- •41% of Americans use **TikTok as a search engine**
- •64% of Gen Zer's use TikTok as a search engine
- •Nearly 10% of Gen Zer's are more likely to **rely on TikTok than Google** as a search engine
- •More than half of business owners (54%) use TikTok to promote their business, posting an average of 9 times per month
- •25% of small business owners **use TikTok influencers** for product sales or promotions



Source:

https://www.adobe.com/express/learn/blog/using-tiktok-as-a-search-engine



Prepare for AI Overviews

- Whether we like them or not, Al Overviews are going to arrive soon
- Consider how you can feature within these
- What websites are listed, is it competitors, blogs, guides, roundups/listicles?
- If a certain website is featuring, can you get coverage within this publication?
- Again, Digital PR is likely to see a rise in popularity as AI Overviews become the norm





Al Overview

Learn more

PPC, or pay-per-click, is a type of online advertising where advertisers pay a fee each time one of their ads is clicked. PPC ads often appear in search results, usually in premium positions. Advertisers can bid on keywords or phrases they want their ads to appear for, and when a user searches for those terms, the advertiser's ad will appear among the top results.

What Is PPC? Learn the Basics of Pay-Per-Click Marketing

What is PPC? PPC stands for pay-perclick, a model of digital advertising...

Search Engine Land What is PPC - Pay-Per-Click marketing? - Search Engine Land

PPC advertising works by allowing advertisers to bid on specific keywor...

bidnamic.com What is 'PPC' in digi

9 Jan 2024 - PPC or p type of internet market

marketing? | Bidnan

PPC can be a quick way to get products and services displayed in search engine results and drive traffic to a website. It can also be cost-effective, measurable, and trackable. According to WebFX, visitors who arrive at a site via a PPC ad are 50% more likely to make a purchase than organic visitors, and search PPC ads can increase brand awareness by as much as 80%.

Forbes

PPC Advertising: The Ultimate Guide - Forbes Advisor

1 Feb 2024 - PPC advertising has become a favorite advertising channe... webfx.com

Does PPC Work? Here's How to Tell If It's Right for You - WebFX

7 Mar 2023 - PPC ads in search results account for 45% of page click... SocialB

PPC Agency (Pay-P Advertising) - Social

PPC or 'pay per click', is results that you pay for

To create a PPC campaign, advertisers can follow these steps:

- 1. Sign up for an advertising account with a platform like Google Ads or Meta Ads
- 2. Choose who to target based on keywords and other criteria
- 3. Set a budget and how much to pay for each click

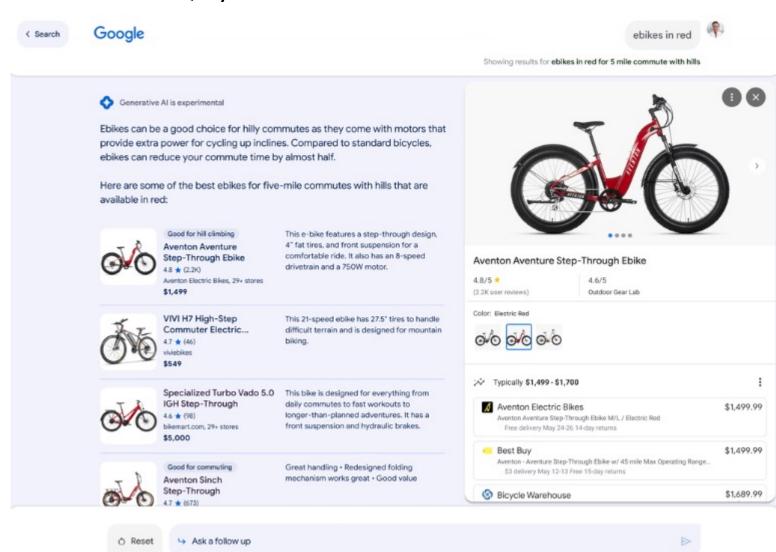


Source: https://seomonitor.com/

Al Overviews for Ecommerce

Search Query: Good bikes for a 5 mile commute with hills

- Al overviews is going to shake up ecommerce SEO
- Overviews act more like a personal assistant, and give specific product recommendations instead of providing the user with category pages
- This bolsters the need for ecommerce websites to consider how they're integrating their product feeds for organic search



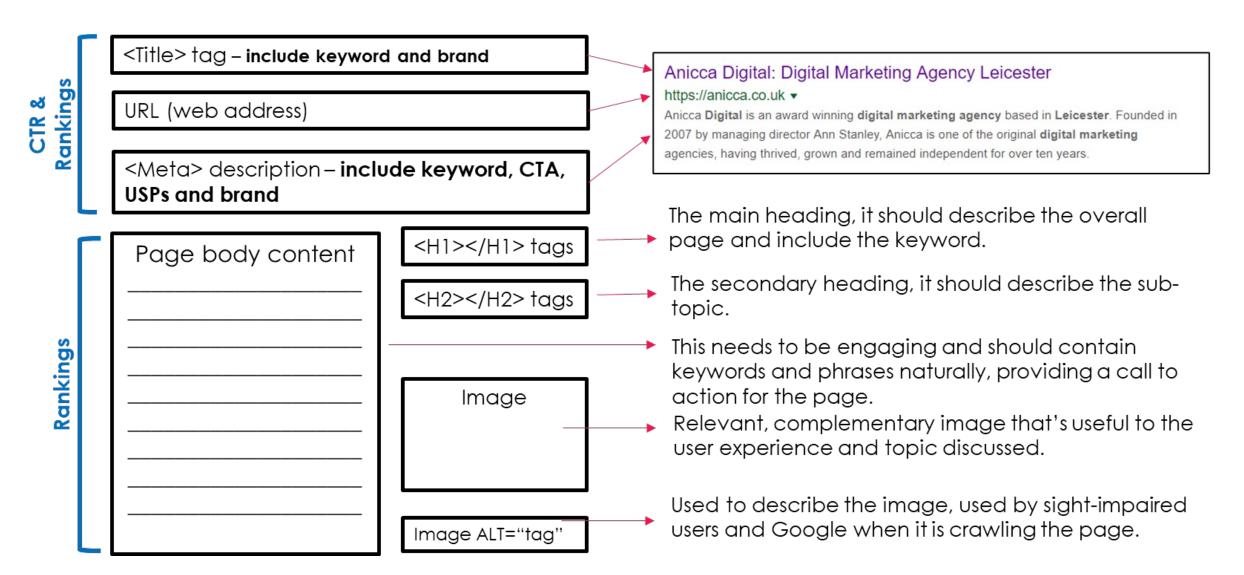


Source: https://blog.google/products/search/generative-ai-search/

Don't forget the important basics...



On-Page SEO



aniccadigital

Pagespeed & CWV

- Google recently changed the 'important' metrics for Core Web Vitals
- FID was changed for INP, so if you previously passed (before mid-March) then you need to check your website again
- This still carries a minor ranking boost compared to sites that do not pass

Report from Jun 13, 2024, 9:31:55 AM https://anicca.co.uk/ Analyze Desktop Mobile Discover what your real users are experiencing ① This URL Origin Core Web Vitals Assessment: Passed ② Expand view Largest Contentful Paint (LCP) Interaction to Next Paint (INP) Cumulative Layout Shift (CLS) 1.4 s 0.01 181 ms OTHER NOTABLE METRICS First Contentful Paint (FCP) First Input Delay (FID) ■ Time to First Byte (TTFB) 1.4 s 24 ms $0.9 \, s$

https://pagespeed.web.dev/



Off-Page SEO

- Backlinks still play an integral part in SEO
- Building links to your website helps build authority, and can result in your ranking higher in search
- Keep on top of your links, and also look at any broken links for your website and your competitor websites to find quick wins

Referring page

Clever With Your Cash

consumption.htm •

EN WORDPRESS

ttps://www.telegraph.co.uk/recommended/home/l

https://becleverwithvourcash.com/now-ty-deal/

wer Consumption of Typical Household Appliances

ttps://www.daftlogic.com/information-appliance-powe

ttps://www.tp-link.com/uk/home-networking/range-e

ttps://www.madeformums.com/news/must-have-toys or-christmas-from-the-biggest-sellers/ ▼

ange Extenders | TP-Link United Kingdom

arents and experts | MadeForMums

92 12

84 41

112 8 7K 367

RE305 Buy Nov

SPONSORED IMAGE

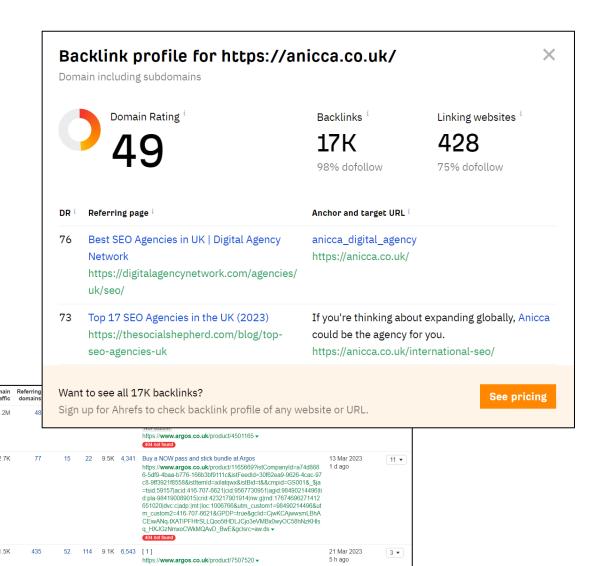
39 321 8 4K 2 498 aguaheads day on the farm

https://www.argos.co.uk/product/6215679 v

https://www.argos.co.uk/product/9485152 v

https://ahrefs.com/site-explorer





22 Feb 2023

12 Feb 2023

24 Jan 2023

9 Jan 2023

12 ▼

33 ▼

Conclusions



Conclusion

- The SEO landscape is rapidly changing, if you're not adopting new techniques, you'll
 quickly be left behind
- Conversion Rate Optimisation should be on your radar. Maintaining users and having them engage on your website is going to help your performance
- You cannot rely on a single category page to rank well, use content clusters to build an authority in a topic and show Google you know your stuff!
- The basics still matter, simple changes to page titles and H1 tags can significantly impact your rankings
- Being happy with just a page 1 ranking isn't good enough anymore, you need to be aiming for the top spots

aniccadigital

(a) aniccadigital

Any questions?

Thankyou

brad@anicca.co.uk

