



Maximizing Your Website's Visibility with SEO, AEO, and GEO: A Beginner-Friendly Guide

Introduction

In today's digital world, just having a website isn't enough – you want **people to actually find it**. This guide will walk you through how to boost your website's visibility using three key strategies: **Search Engine Optimization (SEO)**, **Answer Engine Optimization (AEO)**, and **Generative Engine Optimization (GEO)**. Don't worry if these terms sound technical – we'll explain everything in plain English. By following the steps in this guide, you'll turn your website into a visibility powerhouse, demonstrating the same best practices you can offer to your clients. We'll clearly mark each task as a **one-time setup** or a **recurring task**, and give you simple instructions, free tool suggestions, and important tips on staying within Quebec's privacy law (*Loi 25*) for each step.

What do these terms mean? In brief:

- **SEO (Search Engine Optimization)** is about making your site show up higher in **Google's** (and other search engines') regular results – those familiar blue links. It involves optimizing keywords, content, and site structure so that search engines rank you at the top when people search for services like yours. Ranking higher is crucial because many people never click beyond the first page of results [1](#) [2](#).
- **AEO (Answer Engine Optimization)** focuses on getting your content picked up as direct answers by modern AI-powered “answer engines” like Google's AI search results, **ChatGPT**, **Bing Chat**, etc. Instead of just links, these engines give users direct answers – and AEO makes sure *your site's answers* are the ones they give [3](#) [4](#). For example, when someone asks an AI “How do I improve my local business website?”, you want the AI to pull the answer from *your content*. AEO is about structuring information in Q&A formats, using schema (special code) and clarity so that AI can easily understand and cite it [5](#) [6](#).
- **GEO (Generative Engine Optimization)** is the newest layer. It's about establishing your website as a **trusted source** that generative AI platforms *cite* in their answers [7](#) [8](#). When AI tools provide an answer with sources, you want your site to be listed as a source. GEO techniques include publishing authoritative, well-structured content and building your brand's online reputation so AI models recognize and trust it [9](#) [10](#). In short, GEO ensures your content not only helps form AI-generated answers but also gets **credited** for it.

By combining advanced SEO with AEO and GEO, you cover all bases: you attract regular search traffic, appear in voice and AI assistant answers, and even get cited as an authority. Throughout this guide, we'll also highlight **Loi 25 compliance** tips – these are simple privacy and data protection measures required in Quebec (similar to GDPR). For example, Loi 25 mandates explicit user consent for tracking cookies and a clear privacy policy [11](#) [12](#). We'll make sure you implement these legal best practices as you improve your site. Let's get started!

Premium SEO Strategy (Advanced SEO Tasks)

Premium SEO means going beyond the basics to fully optimize your site's content, structure, and reputation. The following tasks will help search engines like Google rank your site higher for relevant searches. Each task is labeled as a one-time setup or recurring action, with a suggested frequency for

recurring tasks. We've also included step-by-step instructions, recommended tools (mostly free or low-cost), and privacy compliance notes for Quebec's Loi 25 where applicable.

1. Keyword Research (*One-time setup; revisit every 6-12 months*)

What & Why: *Keywords* are the words or phrases people type into search engines. Keyword research means figuring out what terms your potential customers are searching for (e.g., "affordable web design Montreal" or "local SEO services Québec"). Identifying the right keywords is a foundational step – it guides all your content creation and optimization. By targeting the same phrases that people are actively searching, you increase the chances that your site will show up in those search results. This is crucial because if you optimize for the wrong keywords, you might rank for terms nobody uses or attract visitors who aren't looking for your services.

Steps to follow:

1. Brainstorm core topics: List the main services you offer and their variations. For example, if your business builds websites and offers SEO for local businesses, core topics might be "*website design for small business*", "*local SEO Montreal*", "*affordable web development Québec*", etc. Think of what a customer might search for to find a business like yours.

2. Use Google's suggestions: Go to Google and start typing one of your core topics (e.g., "web design Montreal"). Notice the autocomplete suggestions that appear – these are actual popular searches. Also scroll to the bottom of the Google results page to see "related searches". Jot down any relevant phrases you discover.

3. Try free keyword tools: Leverage free tools to expand your list:

- **Google Keyword Planner** (free with a Google Ads account, which you can create without running ads)
- input a couple of your ideas and it will show related keywords and an approximate search volume (how many people search it monthly).
- **Google Trends** (free) – check the popularity of certain searches over time and by region. This is useful for seasonal terms or comparing two phrases.
- **AnswerThePublic** (free limited searches) – enter a keyword and it generates a visual map of questions people ask around that term. This can give you question-format keywords (great for AEO later).
- **Ubersuggest** (offers a free tier with limited daily searches) – plug in your topic to get keyword ideas with volume and SEO difficulty estimates.

4. Choose 15-20 primary keywords: From all these sources, pick a set of target keywords. Focus on **local keywords** where applicable (e.g. include your city or region if you serve local clients). For example, instead of just "SEO services", a local keyword would be "SEO services in Montreal". Local terms help you attract nearby customers and face less global competition. Include a mix of:

- **"Head" terms:** Short, general terms (e.g., "web design", "SEO agency"). These have high search volume but also high competition.
- **"Long-tail" terms:** Longer, specific phrases (e.g., "affordable web design for small businesses", "how to improve website SEO Québec"). These have lower search volume but often indicate a searcher with specific intent – and they're easier to rank for.
- **Questions:** Phrases framed as questions (e.g., "How to choose a web designer in Montreal?"). These will be useful for AEO, as many people type questions and expect direct answers.

5. Document your keywords: Create a simple spreadsheet or list of your chosen keywords. This will be your reference for content creation and on-page optimization. You can group them by theme (for instance, group all "web design" related terms, all "SEO" related terms, etc.). Also note the "intent" if possible – are they looking to *hire someone* (transactional intent) or just *learn something* (informational intent)? Understanding this helps you create appropriate content.

Tools: Google Keyword Planner (free), Google Trends (free), AnswerThePublic (free limited), Ubersuggest (free limited), Moz Keyword Explorer (offers some free queries), and good old Google search itself. These require no technical skills – just enter words and record results.

Loi 25 Compliance: There are no personal data concerns in brainstorming keywords, so no direct privacy issues here. Just ensure that any tools you use that require login (like Google's tools) are reputable. If you later store any customer-related search data, keep it confidential. Generally, keyword research is about understanding user behavior in aggregate, so it doesn't involve collecting personal information – it's privacy-safe.

2. Competitor Research (*One-time setup; revisit quarterly or yearly*)

What & Why: Competitor research means taking a peek at what other businesses like yours are doing online. Why? Because it can reveal opportunities and gaps. If a competitor ranks high on Google, analyzing their site can teach you what keywords they focus on or how their content is structured. The goal isn't to copy them, but to learn from them and find ways to do it better. For example, you might discover a competitor wrote a popular blog post "Top 10 Web Design Tips for Small Businesses" – you could then write an even more up-to-date, thorough version of that, or cover a niche they missed. Competitor research also prevents reinventing the wheel. It's a one-time major effort, but doing a quick re-check every few months is wise (since competitors can change tactics).

Steps to follow:

1. **Identify your competitors:** Think of 3–5 businesses offering similar services in your area. Also, perform a Google search for your main keywords (from the previous task) and see who appears on page 1. Some might be direct competitors; others might be directories or bigger companies. Make a list of true competitors whose sites you can analyze.
2. **Survey their websites:** Visit each competitor's website. Note down things like: What services do they highlight? Do they have a blog or resource section? How is their site organized? Are they doing something you aren't (e.g., offering free downloads, running a newsletter, showcasing testimonials prominently)? For SEO specifically, note if they have lots of content pages targeting different keywords (e.g., separate landing pages for each service or location).
3. **See what keywords they rank for:** You can use some free online tools to check this. For example, **Ahrefs Free Site Explorer** (free for limited data) – enter the competitor's domain and it will show their top 5–10 keywords and top pages. Similarly, **Similarweb** or **Semrush** have free versions that show a sneak peek of top traffic sources and keywords for a domain. This can reveal keywords you hadn't thought of. If a competitor is ranking for "ecommerce website design Montreal" and you hadn't considered that niche, now you know!
4. **Examine their content strategy:** How many blog posts or pages do they have? What topics do they cover? If they have a blog, check a few posts – are they basic or in-depth? Do they seem optimized for certain phrases? A competitor focusing on "SEO tips for restaurants in Quebec" might indicate a strategy targeting specific industries – something you could emulate or counter.
5. **Check their site performance:** You can also gauge technical aspects – for instance, does their site load quickly? (You can plug their URL into Google's PageSpeed Insights as well, out of curiosity.) Do they have any obvious errors or broken links? This helps you understand the industry standard; if all competitor sites are slow and yours is fast, that's a potential advantage.
6. **Look at their Google Business Profile and reviews:** (This blurs into local SEO rather than on-site SEO, but it's useful.) Search their business name on Google and see what comes up. Do they have many Google reviews? Are they posting updates on their Google Business listing? High review counts or active profiles might correlate with better local visibility. This could inspire you to bolster your own Google Business presence (addressed later in this guide).
7. **Summarize opportunities:** Identify 2–3 key takeaways from each competitor. For example:

"Competitor A is blogging bi-weekly about SEO tips and getting engagement – we should ramp up our blog." Or "Competitor B has a page targeting 'Laval web design' which we don't – let's create content for nearby locales too." Or maybe you find "Their site is missing a FAQ section – we can outdo them by adding one." These insights will feed into your content and SEO strategy.

Tools: Direct visits to competitor websites (free). Ahrefs Webmaster Tools / Site Explorer (free for basic info on competitors' keywords/backlinks). Similarweb (free version for traffic overview). Google search itself (to manually see their search snippets or if they have rich results). All these are point-and-click tools – no technical integration needed.

Loi 25 Compliance: When researching competitors, you're using publicly available info – no privacy issues there. Just ensure any data you gather is used ethically. (For instance, don't scrape or store personal data from competitor sites. We're only interested in their content and SEO strategy, not any personal info they might have exposed.) As an aside, if you ever do competitive analysis involving personal data (like downloading a list of their customers – which you **shouldn't**), that would be a breach. But sticking to public website content keeps you safe and compliant.

3. Website SEO Audit & Technical Fixes (*One-time setup; revisit every 6 months*)

What & Why: An **SEO audit** is like a full health check-up for your website. It finds technical issues that might hurt your search ranking or give visitors a bad experience. This includes things like broken links (pages that lead nowhere), missing meta tags, slow-loading pages, or poor mobile display. Fixing technical issues is a one-time project upfront, but it's wise to do periodic check-ups (say, twice a year) to catch new issues. Why bother? Because even great content can be held back by technical problems – for example, Google might not rank a page well if it loads very slowly or if its images have no descriptive text. Also, a smooth-running site keeps visitors happy (improving your credibility and conversion rates). Google has confirmed that user experience signals like site speed and stability (**Core Web Vitals**) are part of its ranking factors ¹³, so a technically optimized site can give you an SEO edge.

Steps to follow:

1. **Crawl your site:** Use a free tool to scan your website for common issues. A great option is **Ahrefs Webmaster Tools** (free) which includes a site audit feature – you sign up, verify your site, and it will crawl it and report problems (like broken links, missing tags, etc.). Another simple tool is **Screaming Frog SEO Spider** (free for up to 500 URLs) – it's a program you run on your computer: enter your website URL and it will list all pages, their status, and SEO elements. If you're not comfortable with that, there are online checkers like **SEO Site Checkup** or **Neil Patel's SEO Analyzer** – just enter your URL and they provide a report. These tools will highlight things like: pages returning error codes (404 not found), duplicate content, missing `<title>` or `<meta description>` tags, large image files, etc. Don't be overwhelmed by long reports – focus on key errors and warnings first.

2. **Fix broken links and pages:** If the crawl found any broken links (maybe you had a typo in a link or a page was deleted without a redirect), address those first. Edit your pages to correct any broken internal links. If a URL on your site no longer exists, set up a redirect to a relevant page (if possible) so that both users and search engines don't hit a dead end. If you're not sure how to do a redirect – many website platforms allow it via settings or plugins (e.g., WordPress has redirect plugins).

3. **Optimize page titles and meta descriptions:** Make sure every important page has a unique and descriptive **title tag** and **meta description**. The **title tag** is the clickable headline that appears in Google results, and the meta description is the snippet underneath. They should include relevant keywords and be written to encourage clicks ¹⁴ ¹⁵. For example, your homepage title might be "ABC Web Solutions – Web Design & SEO for Local Businesses in Montreal" (clear and keyword-rich but still readable). The meta description might be "ABC Web Solutions creates affordable websites for Montreal small businesses and offers SEO services to boost your Google ranking. Get a beautiful, search-optimized site

that wins customers.” – about 155 characters giving a reason to click. Most site builders or CMS (Content Management Systems) let you edit these easily. In WordPress, you can use a free plugin like **Yoast SEO** or **Rank Math** which adds fields for title and meta description for each page/post and even analysis to guide you. **Why this matters:** Not only do search engines use the title to understand your page, but compelling titles/descriptions can increase your click-through rate – which indirectly can improve your rankings because Google notices when more people click your result ¹⁶ ¹⁷.

4. Add alt text to images: Ensure all important images on your site have **alt attributes** (alternative text). Alt text is a short description of the image for accessibility (visually impaired users) and for search engines (which can't “see” images). For example, if you have a photo of your team, alt text could be “Our web design team at ABC Web Solutions in Montreal”. This not only helps with SEO (images can rank in Google Images search, and alt text adds context to your page) but is also a compliance and accessibility best practice. It's usually easy to add alt text via your site editor or media library.

5. Improve site speed: A fast site makes users happy and is favored by Google ¹³. Test your website speed using **Google PageSpeed Insights** (free) or **GTmetrix** (free). These tools give you a performance score and suggestions. Common easy fixes for non-developers include:

- **Compress images:** Large image files are the #1 cause of slow pages for small sites. Use a free tool (like TinyPNG or an image optimizer plugin) to compress images without visible quality loss. If your site platform has an option to serve “next-gen” formats like WebP, enable that.

- **Enable browser caching:** Many platforms do this automatically. If you're on WordPress, a plugin like **WP Fastest Cache** or **W3 Total Cache** (both have free versions) can do wonders – they make pages load quicker for repeat visitors by storing parts of the page.

- **Minimize heavy scripts:** If your audit reports render-blocking scripts or too many HTTP requests, see if you can disable unnecessary plugins or third-party scripts. For instance, if you had a bunch of analytics or social media embed scripts you don't use, remove them.

- **Use a CDN:** If possible, a Content Delivery Network (like Cloudflare's free plan) can speed up content delivery and also improve security. This might be a bit advanced, but services like Cloudflare guide you through changing a couple of domain settings to route through their servers for faster loads.

- **Mobile optimization:** Ensure your site is mobile-friendly. PageSpeed or Google's Mobile-Friendly Test will flag issues if text is too small or elements are misaligned on mobile. Most modern templates are responsive, but double-check key pages on a smartphone.

Each improvement can shave seconds off load time. Aim for a PageSpeed score in the green (90+), but even moving from, say, 50 to 80 is a big improvement. Faster loading not only helps SEO but reduces bounce rate (visitors leaving early).

6. Check Core Web Vitals: In Google Search Console (which we'll set up next if you haven't already), there's a “Core Web Vitals” report. This shows if any pages are failing Google's user experience metrics (like loading too slow, or shifting content). If your earlier speed optimizations are done, you might find most issues resolved. If some pages still “need improvement” per Core Web Vitals, those tools will specify which pages and what to fix (often it's again images or script delays). Focus on fixing “Poor” ones first if any.

7. Ensure site is indexable: This is critical – make sure search engines can crawl your site. In your CMS, check that you have not accidentally set the site to “noindex” (there's usually a setting for search visibility). The audit tools or Google Search Console will tell you if any important page is blocked from indexing. Also, create and submit an XML **sitemap** (a file listing all your pages) to Google Search Console; many SEO plugins can generate one or there are free sitemap generators online. This helps Google discover all pages.

8. Review privacy compliance items: As part of your audit, verify that you have a visible **Privacy Policy page**, and if you use cookies (like for analytics or login sessions), you have a **cookie consent banner** active. Under Quebec's Loi 25, if you're using tracking tools like Google Analytics, you *must* inform users and get their **explicit consent** before collecting data ¹¹ ¹². This means cookies for analytics should be initially off. If you don't have a cookie consent mechanism, implement one now (there are free solutions like **CookieYes** or **Complianz** for WordPress that handle this). The banner should let users accept or

refuse, and default to no tracking until consent is given ¹⁸. Also ensure your Privacy Policy (and Terms of Service if applicable) is easily accessible from the site footer and written in clear language (preferably available in both French and English for Quebec compliance). It should mention what tools you use (e.g., “We use Google Analytics to collect anonymized traffic data...”), how you collect and use personal info, and how users can contact you to exercise their rights (like requesting data deletion) ¹⁹ ²⁰. Double-check that any contact forms have an opt-in or statement about consenting to submit info. Lastly, verify there’s a way for users to request deletion of their data – usually providing an email contact in the privacy policy suffices (Loi 25 gives individuals the right to access or ask deletion of their personal data).

Tools: Ahrefs Webmaster Tools (free site audit and link checker), Screaming Frog (free up to 500 URLs), Google PageSpeed Insights (free), GTmetrix (free), SEO plugins (Yoast SEO, etc., for meta tags and sitemap), Cookie consent banner solutions (many have free plans). Google Search Console (free) for index and Core Web Vitals info – we’ll set this up in the next task if not already. Don’t be intimidated by these tools – many present info with red/yellow/green indicators and have help articles if you click on an issue. Tackle one issue at a time.

Loi 25 Compliance: This task itself is about making your site compliant as well as optimized. Key compliance checklist from above:

- **Privacy Policy:** Must be clearly posted, in plain language ²¹ ²² (French is mandatory in Quebec; English recommended bilingual). It should outline what personal info you collect (e.g., through forms, cookies) and what you do with it ²³ ²⁴.
- **Cookie Consent:** Any tracking cookies (analytics, Facebook pixel, etc.) should be off until consent. Provide an “Accept All” and “Refuse All” option at first layer of the banner, equally visible ¹⁸. Users should be informed about cookies and able to opt in/out easily ²⁵ ²⁶. Also, keep a record of consents (many cookie tools handle this) in case you need to prove it ²⁷.
- **Data access/deletion:** Loi 25 grants users the right to access info you have on them and request corrections or deletion ¹⁹. Make sure your policy gives a contact for such requests (e.g., “Email us at privacy@yourdomain.com to request data removal”). Have a process (even if it’s just you manually deleting their email from your list) to honor such requests promptly.
- **Logs and security:** If you’re keeping site visitor logs or form submissions, ensure they’re stored securely and, as recommended, keep them at least 1 year. Loi 25 doesn’t explicitly say you must keep logs for 1 year, but it’s mentioned as a best practice for accountability (our Module doc recommended it).

By conducting the audit and implementing fixes, you’re not only improving SEO but also aligning your site with user expectations and legal requirements – a win-win that builds trust with both search engines and visitors.

4. Content Creation & Optimization (*Recurring task: monthly*)

What & Why: Content is the heart of SEO (and AEO/GEO). Regularly adding high-quality, **useful content** to your site (like blog articles, tutorials, FAQs, case studies) will dramatically improve your visibility. Each piece of content is another opportunity to target new keywords and engage your audience. For instance, writing a blog post on “5 Tips to Improve Your Google Rank in Montreal” could draw in local business owners searching for SEO advice, some of whom may become clients. Search engines also love fresh content – updating your site frequently signals that it’s active and relevant. This is a recurring effort: ideally, you produce content consistently (e.g., one new post per week or at least a few per month). This not only helps SEO but also establishes you as an authority in your field. Additionally, rich content (especially in Q&A form) will feed into AEO strategies – helping you appear as direct answers in

AI results ²⁸ ₆. In short: *Great content = better rankings, more trust, and more ways for customers to find you.*

Steps to follow:

1. **Create a content plan:** Based on your keyword research and competitor analysis, map out content topics for the next few months. Aim for a mix of topics: some targeting your services ("How Our Web Design Process Works"), some answering common questions ("What is SEO and why does my small business need it?"), some local interest pieces ("Top 5 Website Features for Montréal Boutiques"). If you serve a bilingual audience, consider creating content in both English and French (could be separate posts or bilingual versions) – this doubles your reach and caters to Quebec's audience preferences. You might plan, for example, 4 posts a month: 2 in English, 2 in French, covering different topics or translating each other. Keep the schedule realistic for you – consistency is more important than quantity at first. Even one quality post a month is better than five rushed ones and then silence.
2. **Write useful, keyword-optimized articles:** When writing each piece, use a natural, **conversational tone** (professional but accessible). You want beginners (your potential clients) to understand. Incorporate your target keyword for that post in the title, in the first paragraph, and a few times throughout (where it fits naturally). Also use related terms and synonyms. For example, if the keyword is "small business website SEO", related phrases could be "optimize your site for search engines", "improve Google ranking for small business site", etc. This helps search engines understand context without "keyword stuffing" (overusing the exact phrase). Keep paragraphs short (as we do in this guide) and use subheadings (H2, H3) to break up sections – maybe even phrasing some subheads as questions. A clear structure not only aids readers but also AEO (AI prefers well-structured content) ²⁹.
3. **Use AI writing tools wisely:** If you're not a confident writer, you can use free AI tools like **ChatGPT** to help generate a draft. For instance, you could prompt: *"Write a 600-word blog post explaining what SEO is for a non-technical small business owner. Include tips for local businesses. Use a friendly tone."* The AI can give you a solid starting point ³⁰. **Important:** Always review and edit AI-generated content. Make sure facts are correct (AI can sometimes fabricate or be outdated) and the advice aligns with your expertise. Add your own voice, examples, or case studies to make it original. Google's position on AI content is evolving, but the key is that the content should be *helpful and accurate*. If AI helps you write faster, great – just don't publish raw AI text without human review.
4. **Add visuals and examples:** Enrich your content with images or even short videos if possible. Images can be photos, charts, or infographics. Free image sources like Unsplash or Pexels can provide stock photos (but be careful to choose images that resonate with your text). If you discuss a concept, include a simple graphic or screenshot for clarity. Every image should have alt text (as mentioned earlier). Visuals make content more engaging and shareable, and images themselves can rank (good for SEO). Additionally, consider adding examples or mini case studies to your content. For instance, "We improved Client X's website loading time by 50%, which boosted their SEO" – real stories resonate.
5. **Optimize on-page elements for each article:** After writing, double-check SEO elements: Does the page have a catchy, keyword-inclusive title (H1 and the meta title)? Did you write a meta description that would make you want to click? Did you use headings (H2/H3) logically and include keywords in some of them? Are there internal links (links from this article to other relevant pages on your site)? Always add 1–3 internal links – e.g., if you mention "web design", link it to your Web Design service page; if you reference a past blog post, link to it. This internal linking helps Google understand site structure and keeps visitors browsing your site. Also, link out to credible external sources if appropriate (like a stat or a definition on a reputable site) – it shows you've done your research and can slightly boost SEO trust signals. Just don't overdo external links, and have them open in a new tab so you don't lose the reader.
6. **Include a clear call-to-action (CTA):** Every piece of content should ideally guide the reader on what to do next. At the end of a blog post, for example, have a CTA like "**Need help with your own website? Contact us for a free consultation.**" or "**Check out our Web Solutions** page to see how we can improve your online presence." This converts your increased visibility into potential leads or at least keeps them engaging with your site. CTAs can be a button or just hyperlinked text – make it stand out (bold or a

larger font).

7. Review for Loi 25 compliance (if needed): Content itself usually doesn't pose privacy issues, but be mindful: if you include any personal data (like a client's full name or testimonial), ensure you have permission. If you want to share a success story, maybe anonymize it or use only first names (unless the client gave explicit consent to be featured – which you should obtain in writing ideally). Also, if you allow comments on blog posts, you should have a notice that by commenting, users consent to having their comment and name displayed. Many sites now just avoid comments to skip moderation hassle and potential privacy issues. If you do include a comments section, use a platform like Disqus or built-in WordPress comments which handle basic consent (and give you ability to moderate/delete upon request).

Tools: Your chosen website CMS for blogging (WordPress, Wix, etc., all have blog capabilities). AI writing assistant like ChatGPT (free) – great for drafts or even brainstorming topics. Grammarly or Hemingway Editor (free versions) to proofread and ensure readability (remember, simple language is key). Canva (free tier) to create quick custom graphics or edit images (for example, to make an infographic or quote image). Yoast SEO or similar plugin to guide on keyword usage (it gives a red/green light for things like keyword in title, meta description length, etc. – useful training wheels for SEO writing). These tools are friendly for beginners: mostly copy-paste or clicking interfaces.

Loi 25 Compliance: Generally, writing and publishing informational content doesn't involve collecting personal data, so privacy law isn't directly triggered. The main things to watch: if you mention or showcase any individual (client, employee) in your content, ensure it's okay with them. In Quebec, using someone's personal information (even a name or photo) for business purposes requires consent. A testimonial is fine if the person provided it knowing it will be published. If you have any kind of "subscribe to newsletter" forms in or around your content (we'll cover email lists later), make sure those forms follow consent best practices (explicit opt-in). Summarily: stick to sharing insights and advice, not personal data, and you're on safe ground.

Lastly, keep an eye on content quality. Under privacy and consumer protection laws, you should avoid misleading information. Always strive for honesty and accuracy – it builds trust with readers and keeps you compliant with broader ethical guidelines (misrepresentation in marketing could have legal consequences, though that's beyond Loi 25's scope).

5. Advanced On-Page SEO: Schema Markup & Structured Data (*One-time setup; update as needed*)

What & Why: "Schema markup" or structured data is a way to add extra info to your site's code that search engines and AI can easily parse. It doesn't visibly change your page for users, but it gives context to machines. For example, you can mark up your business name, address, phone as a **Local Business** schema, or mark a page content as an **FAQ** with question and answer pairs. Why bother? Because schema can lead to rich results (like star ratings, FAQ dropdowns on Google) and it helps AI engines understand and trust your content. For AEO and GEO, schema is especially powerful – **FAQ schema** in particular is a quick win: if you publish Q&A content and mark it up, Google might feature it prominently, and AI answer engines can ingest it more directly ³¹ ³². Also, adding organization schema with your company details establishes your entity in knowledge graphs, which can improve how you're referenced by AI. This task is often one-time for each type of content you create, with occasional updates when you add new content or if standards change.

Steps to follow (common schema implementations):

1. Add Organization/LocalBusiness schema: You want to mark up your site with your business's key details (name, address, phone, website, etc.). If you're primarily local, use the **LocalBusiness** schema

type; otherwise **Organization**. Easiest way: use a free **Schema Markup Generator** online. For example, Google has a codelab for JSON-LD, or tools like **Merkle's Schema Generator**. Choose Local Business, enter your info (business name, description, address, phone, business hours, coordinates if you know them, etc.). It will generate a snippet of JSON-LD code. This code looks like a bunch of keys and values in braces – don't worry, you don't have to fully understand it. Copy that code. Now, you need to put it on your website, typically in the `<head>` section or somewhere on the homepage. Many CMSs allow adding code to the header (in WordPress, you might use a plugin like Insert Headers and Footers or some SEO plugins do this). This schema code is not visible on the page but will be read by search engines. Once added, test it with **Google's Rich Results Test** (another free tool: input your page URL and it will tell you what schema is detected and if it's valid). A valid LocalBusiness schema helps you potentially show up in knowledge panels and confirms to Google your NAP (Name/Address/Phone) – consistency with your Google Business Profile is important here (more on that profile later).

2. Implement FAQ schema for Q&A content: If you have an FAQ page or any page that has a list of questions and answers (which you likely will create for AEO), you should mark it up so Google knows it's an FAQ list. The approach: if using WordPress and the Yoast SEO plugin, you can simply use Yoast's "FAQ" content block for each question – it will automatically add proper schema. If not, you can manually generate JSON-LD for FAQ. Each Q&A pair needs to be structured in the code. A generator tool can help here too (some generators have an FAQ template: you input a question and answer text and it outputs JSON-LD). If you have multiple Q&A, you combine them in one code block. Insert this on the page (often you can just put it in a `<script type="application/ld+json">` tag in the HTML of that page). Again, test with the Rich Results Test to ensure Google sees it as "FAQPage" with no errors. The benefit: properly marked FAQs can earn a special accordion display in Google's search results (where users see questions and can expand answers right on the results page). This increases your result's visibility and click-through rate. And importantly for AEO, your concise answers are machine-readable, meaning **ChatGPT-like models can easily incorporate them**. This is a direct implementation of the AEO advice "structure the pages with FAQ schema (JSON-LD)" 31 33.

3. Consider other relevant schema types: Depending on your content, you might add other schema. For example: **Article schema** on blog posts (it's often auto-added by SEO plugins and includes the headline, author, publish date – improving how your articles appear in search). **Breadcrumb schema** if your site uses breadcrumb navigation (helps Google display breadcrumbs in results instead of long URLs). **Review schema** if you publish any reviews or ratings on your site (though avoid marking up testimonials that aren't actual product/service "reviews" – misuse can lead to penalties). For a web solutions business, one useful type could be **Service schema** to mark up details about each service you offer. But that gets more complex – focus on Organization and FAQ first which have the biggest payoff.

4. Keep schema updated: If your business info changes (address, phone, hours), update the schema code promptly so it stays accurate. Similarly, when you add a new Q&A to your FAQ page, regenerate or manually update the FAQ schema to include the new question. If you redesign your site and remove or change those sections, make sure to adjust or remove outdated schema. Incorrect schema (like broken links in it, or mentioning a service you no longer offer) can confuse search engines.

5. Monitor results: After implementing schema, keep an eye on Google Search Console's **Enhancements** section – it will show if your FAQ or other schema are indexed and any errors. Also, within a few weeks, try searching a question from your FAQ – you might be pleasantly surprised to see your Q&A showing directly on Google in an expanded format. Also test prompts in ChatGPT or Bing (e.g., "According to ABC Web Solutions, how to do X?") to see if the AI picks up your content – that's a bit experimental, but interesting to monitor.

Tools: Google Rich Results Test and Schema Markup Validator (free) to test your structured data. Online JSON-LD generators (just search "FAQ schema generator" or "Local business schema generator"). SEO plugins often handle certain schema automatically (Yoast covers organization, article, FAQ, etc., in many cases – check their features, you may just need to fill in your organization details in the plugin settings and it will output schema for you). If you're not on a platform that supports easy code injection, you

might need to edit the HTML of your site template – consider getting a developer's help for 10 minutes to paste the code if you're uncomfortable (though this guide assumes no developer support, so in that case, rely on plugin solutions or simpler integrations).

Loi 25 Compliance: Schema markup is generally about publicly available business info or content you have on the site. There's no additional personal data being collected or exposed beyond what you're already showing to users. Just ensure that any personal info you include in schema (say, if you have an "author" with a name in Article schema or an "employee" in Organization schema) is something you have consent to publish. For example, if you list an employee as the CEO with a name and maybe a LinkedIn profile link in schema, that should be information they're okay being public (most likely yes if it's on your about page, but just be mindful). Since Loi 25 emphasizes not sharing personal data without consent, treat any named individual's information in schema the same as you would on the visible site – with permission. Also, the privacy policy can mention that you utilize structured data on your site (though that level of detail isn't typically required; it's more about how you handle user data, whereas schema is for search engines). In summary, implementing schema doesn't conflict with privacy compliance – it's a behind-the-scenes SEO technique that doesn't track or gather user info, so you can proceed without worry.

6. Link Building & Off-Site SEO (*Recurring task: ongoing monthly*)

What & Why: Backlinks – links from other websites to your site – are like votes of confidence in the eyes of search engines. If many reputable sites link to yours, Google interprets your site as trustworthy and relevant, boosting your rankings. Off-site SEO, which includes link building and citations, is often the differentiator in competitive niches. For a local web solutions business, the *quality* of links matters more than sheer quantity. A single link from a well-regarded site (say a local chamber of commerce or a mention in a news article) can outperform 100 links from random directories. Besides SEO, being present around the web increases direct referral traffic and brand visibility. This is a recurring effort because building relationships and links takes time – think of doing a bit of link outreach or promotion each month. Also, regularly ensure your **NAP (Name, Address, Phone)** is consistent on all platforms (Google Business Profile, Facebook, directories) – that consistency helps local SEO. Ultimately, backlink building will strengthen your Premium SEO and also contributes to GEO (brand mentions help AI recognize your authority ³⁴ ³⁵).

Steps to follow:

- 1. Ensure local listings and directories:** Start with the easy wins. List your business on reputable **directories and listings** that are relevant: Google Business Profile (covered in the next section) is #1. After that, consider sites like Yelp, Bing Places, Apple Maps, Yellow Pages, BBB, or any local business directories in Quebec/Canada (e.g., Montréal's local business directory, Chamber of Commerce member directory). Many of these allow a free listing for basic info and a link to your site. Even if some links are "no-follow" (meaning they don't pass SEO authority), it's still good to be present where customers look. Always ensure your business name, address, phone, and website URL are identical across all listings (even commas/spaces – consistency helps avoid confusion).
- 2. Leverage partnerships and associations:** Think about your network – do you partner with any agencies, vendors, or community organizations? If you build sites for a local graphic design agency's clients, perhaps they can put a "Partners" page on their site listing you. If you're part of a professional association (say, a Web Professionals group or a local entrepreneur club), see if they have a member directory or will let you contribute a guest article on their site with a link. Local sponsorships count too: sponsoring a community event or charity often gets you a mention on their website (with a link). These links are highly relevant if they're local and in the business space.
- 3. Create shareable content (link bait):** One way to attract links naturally is to produce an especially valuable piece of content. For example, an **infographic** about "The State of Small Business Websites in

2025 (Statistics)" or a **free tool** (like a simple SEO checklist PDF or a website readiness quiz). If you create something truly useful, you can reach out to industry blogs or local news sites letting them know – they might reference it and link to you. Even a well-researched blog post like "Top 10 Free Resources for Quebec Startups Online" could get backlinks if shared around. You can then promote this content on forums or social media groups where your target audience hangs out (without being spammy – present it as, "Hey, I compiled this guide, hope it helps others"). The more eyeballs on it, the higher the chance someone will link to it from their own site.

4. Guest blogging or guest appearances: Identify a few blogs or publications that your target audience reads. For instance, a marketing blog that occasionally features web design topics, or a small business blog in Canada. Pitch them an idea for a guest article (something informative, not a sales pitch). Many sites accept guest posts in exchange for an "about the author" box where you can link to your site. Alternatively, appear on a relevant **podcast** or **webinar**; when they post the episode on their site, ask if they can link to your site in the show notes. The key is to contribute genuine value in your guest appearances so that the link back to you is earned and natural.

5. Use Google Alerts for unlinked mentions: Set up a Google Alert for your brand name (and maybe your personal name if you are the face of the company). This way, if someone mentions you on a blog or news and doesn't link, you'll know. You can then politely reach out and say, "Thank you for mentioning us! Would you mind adding a link to our site for readers who might want to learn more?" Often, they will if the mention was positive. This is a way to catch some easy backlinks from people already talking about you.

6. Engage in Q&A and forums (carefully): Participating in online forums like Reddit (e.g., r/smallbusiness or r/techsupport) or Q&A sites like Quora can indirectly help. The primary aim is to build credibility by answering questions in your domain. If someone asks, "How do I improve my site's SEO on my own?", you can give a helpful answer. If appropriate, you might reference an article you wrote ("I actually wrote a guide on this – [Title] – you can find it on our blog for more details"). Make sure to follow community rules (some forums disallow blatant self-promotion). By being genuinely helpful, you might drive a little traffic and occasionally earn a link if others quote your advice. It's more of a long-term brand building play than a quick SEO boost, but it contributes to your overall online presence.

7. Monitor your backlink profile: Use Search Console's "Links" report or a free tool like Ahrefs Backlink Checker periodically to see new sites linking to you. This helps you gauge if your efforts are working. Also, disavow spammy links if any weird ones show up (hopefully not, but occasionally sites might scrape content or auto-link – Google is good at ignoring bad links, but you have an option in Search Console to disavow if something concerning appears). If you see a great link came in, consider sending a thank-you note to the site (relationship-building!).

8. Avoid black-hat schemes: A quick warning – never be tempted to buy links from shady networks or do link exchanges in an artificial way ("I link you if you link me" extensively). These violate Google's guidelines and can do more harm than good. Focus on **earning** links with good content and relationships. A handful of high-quality, relevant backlinks beat hundreds of low-quality ones.

Tools: Google Alerts (free) for brand mentions. Search Console (free) for seeing who links to you. Ahrefs or Moz have free versions that show top backlinks (Ahrefs offers a free backlink checker for one-off checks). HARO (**Help A Reporter Out**, free to sign up) – this is an interesting one: journalists post queries for sources, and if you respond as an expert, you might get quoted in an article with a backlink. It takes daily effort to monitor HARO emails, but one link from a news site can be gold. Social media platforms (free) – to share content that could attract links.

Loi 25 Compliance: Link building itself doesn't involve collecting personal data, but when engaging in outreach or partnerships, be mindful of privacy:

- If you're emailing someone to request a link or guest post, that's B2B communication initiated by you, generally fine under anti-spam laws if done individually (just don't spam a mass list without permission). Keep such communications professional and one-on-one.

- If you gather directory listings, use data that's publicly provided by those businesses (as they consented to list it).
- When contributing content on external sites, ensure you don't share any personal data that you shouldn't. Also, if you ever end up managing someone's personal data during collaborations (e.g., you run a joint webinar and collect sign-ups), ensure consent and proper handling – but that's beyond simple link building.
- A note: If you sponsor an event or partner up, and they put your *logo* or *company name* on their site, that's fine. If they want to list a *contact person* with name/email, consider whether that person (maybe you) is okay having their details online. Under privacy principles, personal contact info can be shared in a business context with consent. So just coordinate with any individual before publishing their direct email or phone. For example, use a generic contact email for links if possible (like info@yourdomain) to avoid exposing a person's email to spam.

By steadily building links and citations, you're not only boosting SEO but also amplifying your brand's presence across the web – which in turn helps prospective clients find and trust you. It's like networking: each link is a handshake in the digital community.

7. Monitoring & Analytics (*Recurring task: monthly review*)

What & Why: "You can't improve what you don't measure," the saying goes. After implementing all these SEO/AEO/GEO efforts, you need to track how your site is performing. Monitoring means regularly looking at traffic, rankings, and other key metrics to see what's working and what's not. It also means catching problems early – for instance, if your traffic drops suddenly, monitoring helps you notice and troubleshoot (maybe a page went down or Google changed something). As a business owner, you don't need to drown in data, but a simple monthly check-in and report can be immensely insightful. Over time, these reports show trends (e.g., "We gained 50% more organic traffic in 6 months!" which is great to show clients as proof of concept). **Analytics** tools like Google Analytics and Search Console are free and incredibly powerful – they tell you how visitors find you, which pages are popular, and if any errors occurred crawling your site. Monitoring is recurring (do it at least once a month; some metrics like leads or conversions you might peek at weekly). This task also includes creating a simple **report or checklist** for yourself to ensure all tasks are being done – which doubles as a template you might use for client reporting in the future. Remember, as per our planning, you've set up Google Search Console and Google Analytics in earlier steps (if not, do refer to Task 6 for setup instructions). Now we use them.

Steps to follow:

- 1. Check Google Search Console (GSC):** GSC is your direct line to Google's view of your site. Once a month, log in to your Search Console property. Look at:
 - **Performance report:** This shows clicks, impressions, click-through rate (CTR), and average position for your site's pages and queries. See which queries (search terms) are bringing you traffic. Are they the keywords you expected? Any new surprising ones? For example, you might discover people are finding you with the query "DIY SEO tips Quebec" – if you have a blog post on that, great. If not, maybe it's an idea to write about. Check your top pages in the performance tab – which pages got the most clicks from Google? If a particular blog post is doing well, consider updating it or creating a follow-up. Also note the CTR: if a page has a high impression count but low CTR, perhaps the title/meta in search results isn't compelling enough; you could tweak it and see next month if CTR improves ¹⁶.
 - **Coverage (Indexing) report:** Ensure there are no new errors. Ideally, it says all your important pages are indexed successfully. If you see errors like "Submitted URL has crawl issue" or "Mobile usability issues", click to get details and fix them. (Sometimes a slight template change can trigger issues; GSC will alert you.)
 - **Experience/Core Web Vitals:** See if the number of "Good" URLs improved after your site speed fixes. If some URLs are flagged "Needs Improvement" or "Poor", perhaps those pages need attention (maybe

they were ones you didn't test before – GSC uses real user data, so it might highlight an issue on a page you overlooked).

- **Enhancements (FAQ or other Rich results):** If you implemented FAQ schema, you should see an "FAQ" section telling how many FAQ items are valid or if any errors. Fix any errors if listed (like a missing field in schema).

- **Security & Manual Actions:** Just glance to ensure no issues (if you follow best practices, this should always be clear; manual actions happen if Google penalized you for something like bad links or spammy content – unlikely if you're doing white-hat SEO as in this guide).

GSC also shows backlink count and internal link count in the Links report – interesting to see growth there. Spend maybe 15-30 minutes reviewing GSC metrics, and note down any significant changes or things to address.

2. Check Google Analytics (GA4): Google Analytics 4 is the current version. On your GA dashboard (or via the mobile app if you prefer), look at key metrics over the past month:

- **Users and Sessions:** How many visitors did you get? Is it up or down from last month? (GA4 can compare periods if you select two date ranges). If you see a spike or drop, correlate it with your activities or external events. For example, a spike could be from a social media post that went well, or a drop could be holiday season (if B2B clients aren't searching then).

- **Traffic sources:** See the breakdown – what percentage came from Organic Search vs Direct vs Social vs Referral. Ideally, with your SEO efforts, Organic Search should be growing. Referral can show if some new site linked to you and is sending traffic (click on Referral to see sources). Social tells you if your social media promotion is bringing people (we'll discuss social more in the next section). Direct often means people typing your URL or coming from bookmarks (could also be some untracked sources).

- **Top pages:** GA4's Engagement > Pages report shows which pages got the most views and engagement time. This often mirrors Search Console's top pages, but also includes other traffic like direct and referral. See if people are actually spending time on the pages you worked on (a healthy Average Engagement Time maybe 30 seconds to a minute or more for a blog page). If a page has a very high bounce rate or very low engagement time, perhaps it's not giving users what they expected – consider improving that content.

- **Conversions (if set up):** If you have any goals (like "Contact form submitted" or "Click on email link"), check if any conversions happened. If not set up, at least monitor if people are visiting your Contact page or clicking your phone number (GA4 can track phone link clicks as events). It's good to know if the increased traffic is translating to inquiries.

- **Audience info:** GA4 gives some basic geo and tech info – e.g., majority of your users are in Quebec (hopefully for a local business), and what devices they use. If you see, for instance, 80% mobile visitors, then you know mobile optimization is absolutely critical (if it wasn't already). If you see a chunk from outside your service area (maybe random other countries), that could just be bot traffic or irrelevant – not to worry unless significant.

Summarize the key analytics in your report: e.g., "500 users visited in Oct (up 20% from Sep). 60% from Google search. Top page: Services (100 views). 5 contact form fills (up from 2)." This kind of summary shows progress and areas to focus (maybe low contact conversion means maybe the CTA could be stronger or more traffic needs to hit that page).

3. Rank tracking (optional): If you want to keep an eye on specific keyword rankings, you can use a free rank tracking tool like **WhatsMySERP** (allows a few keywords to track in a free account) or **SerpRobot** (also free for limited use). Enter your top keywords (especially your home page target and a couple of blog targets) and see what position you rank in Google. Do this once a month and note the changes. It's motivating to see a keyword move from, say, #30 to #10 over a few months. Keep in mind local search results can be influenced by personalization and location, so use a tool that simulates a neutral search from your target city. Don't obsess over every rank fluctuation (they can bounce around), but a general upward trend or hitting the first page for some terms is great feedback.

4. Adjust your strategy based on data: Use what you learn to refine your efforts. If Search Console shows you getting impressions (but not clicks) for a keyword you hadn't explicitly targeted, maybe

create content for it. If a certain blog post is very successful, consider expanding that topic into a series or updating it to keep it fresh. If an FAQ you added isn't getting any traction, maybe the question isn't what people are asking – find a new one. This continuous improvement cycle is what makes SEO a long-term game. The data essentially tells you your customers' interests and how well you're meeting them.

5. Compile a simple monthly report/checklist: For your own record (and as a template for showing clients later), format a one-page report each month. It can be as simple as: "**Month X Overview** – Visits: X, Top Traffic Sources: A, B, C. Best performing content: ___. New backlinks: (if any notable). Tasks done this month: (list what you did – e.g., published 2 posts, added schema, etc.). Tasks for next month: (e.g., plan 2 more posts, improve page Y SEO, run speed test again). Issues encountered: (e.g., fixed broken link, or GA4 tracking fixed)." Having this record not only keeps you accountable but also highlights how your efforts translate into results over time. This checklist approach was even suggested in your Module plan (remember the "*Checklist finale – Module SEO/AEO/GEO*" which includes items like keywords defined, meta tags in place, schema published, etc.). You can adapt that list here to ensure you've covered everything ³⁶ ³⁷. In fact, let's create a comprehensive checklist in the next section for your implementation.

Tools: Google Search Console (free) – absolutely use it. Google Analytics (free). Looker Studio (formerly Data Studio – free) if you ever want to create a nice visual dashboard combining GSC and GA data (not required, but some like pretty charts). Simple spreadsheets or docs to record monthly metrics. Rank tracking tools like WhatsMySERP (free) or the paid ones if you ever invest (SEMrush, Ahrefs, etc., but not necessary for a small scale). Even just manually Googling your keywords in incognito can give a sense (but use a VPN or location setting to mimic local search if needed). Also consider setting up **Google Business Profile insights** (from your GBP dashboard) which shows how many calls or views you got on your listing – add that to your monitoring routine (we'll touch on GBP more soon).

Loi 25 Compliance: When using analytics and monitoring tools, always ensure they are configured with privacy in mind:

- **Google Analytics consent:** We've mentioned it before, but as a reminder – by the time you're looking at GA data, you should have obtained user consent for tracking. Make sure GA is not logging personal data like exact IP addresses or any form submissions without consent. GA4 by default IP-anonymizes data (which is good for privacy). Just ensure your cookie banner is working so you're only seeing data from users who opted in. If someone refuses cookies, their visits just won't show in GA – which is okay. Don't try to secretly track them; compliance is more important than a bit of lost data. Your GA data might not be 100% of all visitors due to refusals, but it's still directionally useful.

- **Data retention and access:** Google products have settings for data retention. GA4 retains aggregated data indefinitely by default, but you can choose how long to keep user-level data. Make sure those settings align with privacy norms (keeping data only as long as needed). Also, if a user ever somehow asked "What data do you have on me?", you should be able to export or explain that – typically small businesses never get such requests, but legally you should be prepared (e.g., GA data is aggregate and not personally identifiable by design if used properly, which is fine).

- **Reporting to others:** If you eventually share these reports with clients or a team, avoid including any personal data. For instance, never include someone's full form submission details in a general report without reason. Stick to numbers and broad metrics. This way, even if the report is seen by someone else, it doesn't leak any personal info.

- **Third-party tools:** If you use any third-party monitoring or tracking (like some rank trackers or heatmap tools), ensure they are reputable and compliant. For example, avoid using user session recording tools without explicit consent, as those can capture personal inputs. The tools listed in this guide (Google's suite, etc.) are widely used and have privacy options enabled as long as you configure them right.

By staying on top of monitoring, you'll keep your SEO/AEO/GEO efforts on track and continuously improve. It's like a monthly review of your "online storefront" performance – absolutely essential for maximizing visibility in a controlled, data-driven way.

Additional Web Visibility Strategies (Beyond SEO/AEO/GEO)

Optimizing your website is crucial, but visibility can be supercharged by establishing a presence on other platforms and channels. Think of it this way: SEO, AEO, and GEO get people to find your website, but **not everyone will come through search**. Some might discover you on social media, through an email you sent, or via word-of-mouth. In this section, we cover supplementary tactics that work hand-in-hand with your SEO efforts to increase your brand's reach and credibility online. These include leveraging **Google Business Profile**, harnessing **social media**, building an **email list**, and other outreach methods. These strategies will not only bring direct leads but also indirectly boost your SEO (for example, social content can generate links, and a well-maintained Google Business Profile can enhance your local search rankings ³⁸ ³⁹). Let's dive into these additional methods, all explained for a beginner with minimal resources.

Google Business Profile (*One-time setup; update monthly*)

What & Why: **Google Business Profile (GBP)** (formerly Google My Business) is a free listing on Google that's *vital* for any local business. It's what powers the Google Maps results and the sidebar info box when someone searches your business name. By creating or claiming your profile, you ensure that when people search for "<your company>" or even just services in your area ("web designer near me"), your business information is displayed prominently. A well-optimized GBP can dramatically increase calls, website clicks, and foot traffic if you had a physical office ³⁸ ³⁹. Even if most of your work is remote/digital, having a local Google listing builds trust – it shows you are a real entity, and happy clients can leave reviews there. In local SEO, GBP is often considered **the #1 factor** for showing up in the "*Map Pack*" (the top 3 map results) ⁴⁰. So this is a must-do one-time setup, with recurring upkeep like posts and review management.

Steps to follow:

- 1. Claim or create your profile:** Go to [google.com/business](https://www.google.com/business) and sign in with a Google account. Search for your business name – if it exists (maybe Google auto-generated one or a previous owner made it), you can request to claim it. If not, add your business. You'll need to enter details: business name (make sure it exactly matches your real-world name – don't stuff keywords into the name as that violates guidelines), business category (choose the best fit, e.g., "Website Designer", you can add secondary categories too like "Marketing Consultant" if applicable), address (if you work from home and don't want the address shown, you can choose a "Service Area Business" option – you provide an address for Google's verification but set your service areas instead of displaying the location), phone number, website URL, and service areas (cities/regions you serve).

- 2. Verify your business:** Google usually requires verification to ensure you're legit. Often they'll mail a postcard to the address with a code (this takes 5 days to 2 weeks). Sometimes they allow phone or email verification, but not always. Follow the steps and input the verification code when you get it. This step is necessary for your changes to go live.

- 3. Complete every section:** Once verified, fill out your profile completely:

- Description:** Write a concise description of your business (up to 750 characters, but only first ~250 show without expand). Mention your services and what makes you unique. E.g., "ABC Web Solutions is a Montreal-based agency offering website creation, search engine optimization (SEO), and web marketing for local businesses. We build beautiful, mobile-friendly sites and help entrepreneurs be found online. Serving Montreal, Laval, and the Greater Quebec area since 2020." This helps with relevance for search.

- Hours:** Set your business hours (when people can contact you). If you don't have a storefront, you

might still set typical office hours for calls. Keep these updated for holidays, etc.

- **Photos:** Add several high-quality photos. Include your logo, a cover image (maybe a nice banner or team photo), and additional images such as screenshots of websites you made (as portfolio), your team at work, maybe your office setup (even if it's home, a neat desk pic adds a personal touch). Profiles with photos get more engagement. Also add an image of your building exterior if you ever meet clients there - helps people recognize it.

- **Services:** There's a section to list out services with descriptions and pricing (optional). Use it. For example, add "Website Design – We create custom websites... [details]", "SEO Optimization – Improve your Google ranking...", etc. This can improve your profile's chances of showing up for those services.

- **Attributes:** You can add attributes like women-owned, LGBTQ+ friendly, etc., if applicable, and also ones like "Offers online appointments" or "Speaks French" etc. These appear on your profile and can matter to some searchers (and might be filters they use).

- **Q&A:** There's a community Q&A feature where anyone can ask questions on your profile and you (or the public) can answer. It's proactive to seed a few Q&As yourself (you can log in with a personal account and ask a question like "Do you offer free consultations?" and then answer it). This populates helpful info and prevents misinformation. Only do a few that are genuinely relevant.

4. **Encourage and manage reviews:** Reviews on GBP are *gold*. They influence ranking and obviously affect whether people will contact you (social proof) ³⁹ ⁴¹ . Start by reaching out to a few happy clients to give you a Google review. Send them a direct link to your GBP review form (you can get this from your dashboard's "Get more reviews" share link). Aim for quality reviews that mention what service you provided. E.g., a client might write, "ABC Web Solutions built our new site and we love it. The team was responsive and our traffic has grown. Highly recommend for SEO and web design in Montreal!" – such a review contains keywords and location which is even better for SEO (though you can't dictate what they write, of course). Make it easy for clients: politely ask soon after you finish a project or get positive feedback. Perhaps say it helps your small business a lot.

Respond to every review – both good and bad. For good ones, a simple thank you and you're glad you could help is fine (it shows you're active). If you ever get a negative review, respond professionally and try to address the issue or offer to resolve it offline. A measured response can actually impress readers more than a perfect 5-star record (though aim for 5-stars!). Note: Under Loi 25, a review is the user's own data they chose to post, so privacy isn't your issue there – but don't respond revealing any personal info about them beyond what they wrote.

5. **Make regular posts on GBP:** Google allows you to create posts (similar to social media updates) that show up on your profile. These can announce promotions, blog articles, events, or just general updates. For example, when you publish a new blog post, make a Google Post about it: "New Blog: 5 DIY SEO Tips for Local Businesses – [brief detail] – Check it out on our site." Add an image and a link. Or post an offer, like "Free consultation in July for new clients" with a call-to-action button. Posts last for a week or so on the main view, but remain visible under the Updates tab. Posting once every week or two keeps your profile fresh and might slightly improve engagement. It certainly gives more info to people who find you.

6. **Monitor and update:** Every month (or more often), check your GBP Insights (the dashboard shows how many searches you appeared in, how many people clicked to your site, called, or requested directions). It will even show search queries people used to find you. This data is useful (for instance, if "Montreal web design" is a common query leading to your profile, great – if you see weird unrelated queries, maybe adjust your categories or description). Update your profile whenever things change – new phone number, new services, holiday hours, etc. An outdated profile (like wrong phone) can not only lose customers but also frustrate them. Also, Google sometimes auto-updates info or allows public user edits – keep an eye out for "Google updates" notifications in your dashboard and review them. You have the ability to accept or fix those suggested changes.

7. **Loi 25 note:** On your GBP, make sure the **website link goes to a site with your privacy policy easily accessible**, since potentially people can navigate to you and then any data collection on site (like cookies) falls under Loi 25 compliance. Also, **don't add any personal staff info** in the profile that isn't

necessary. The profile is about the business, and Google itself handles the privacy of user interactions with it (like if someone messages you through GBP, that's on Google's platform – but be mindful if you enable messaging, to answer promptly and not misuse any contact details they provide).

Why it matters (recap): A complete, active Google Business Profile helps you rank in local searches and lends legitimacy. According to Google, businesses with complete listings are **50% more likely** to get considered by customers for a purchase ⁴². It's free advertising on the biggest platform in the world – so take full advantage of it.

Social Media Presence (*Recurring task: 1-2 posts per week*)

What & Why: Social media platforms are where your potential clients spend time, so having a presence there increases the chances they'll come across your business. While social signals (likes, shares) are not a direct major ranking factor for SEO, social media **indirectly** contributes to visibility – it drives traffic to your site, can result in backlinks when people share your content elsewhere, and builds brand recognition (users may search your brand on Google after seeing it on social, boosting your search traffic). Also, content ideas often get tested on social – a question someone asks you on Facebook could inspire a blog post (feeding back into SEO). For a web solutions business, the most relevant platforms might be **LinkedIn** (to connect with other businesses/professionals), **Facebook** (lots of local small business owners network there, often in Groups), possibly **Instagram** if you have visual portfolio pieces or want to humanize your brand, and maybe **Twitter/X** for tech and marketing conversations. Choose the platforms where your target local business owners are likely to be. You don't have to be on all – it's better to have one or two well-maintained profiles than five that are barren. Social media is a recurring commitment: aim to post at least once a week on each active platform, engage with any comments, and spend a little time building your network (following, commenting on others). Over time, this can generate a community and referral traffic. Plus, an active social profile often ranks on Google for your brand name too, giving you more real estate on the results page.

Steps to follow:

1. Set up business pages: If you haven't already, create a **Facebook Page** for your business and a **LinkedIn Company Page**. Use your branding (same logo, similar cover image as on your website for consistency). Fill in all info – about, contact details, website, services. On Facebook, pick the right category (probably "Business Service" or "Web Designer"). On LinkedIn, you need to have a personal LinkedIn and then add a Company via the Work menu. Also, ensure your personal LinkedIn profile lists you as owner of that company (it'll then show your logo on your profile experience section – good for credibility).

If using Instagram, you could convert a personal to a business account or create a new one – since web design can be visual (show before/after of sites, team events, etc.), Insta can work. Twitter (now X) might be optional – if you like sharing quick tips or industry news, it can help network with the tech community.

2. Plan content themes: Don't overthink it – you can repurpose a lot of what you're doing elsewhere. Some content ideas for posts:

- Share your **blog posts**: "We just published a new article on our blog: *5 Ways to Speed Up Your Website* – check it out [link]." Maybe include a quick tip from the article as a teaser.

- Share **client success stories**: "Just launched a new website for [Client Name]! [Brief detail: e.g. a boutique in Laval]. Take a peek: [perhaps a link or screenshot]." (Get the client's okay to tag them or mention them – they'll likely appreciate the shoutout and may share it themselves, extending reach).

- **Educational tips**: "Quick SEO Tip: Make sure your site's title tag includes your city name for local SEO. We see many local sites missing out on this simple tweak!" These position you as helpful and knowledgeable. Canva is great for making a simple graphic with a tip to accompany the text.

- **Behind-the-scenes or team posts**: "Meet our founder, [Your Name] – pictured here hard at work on a new design. Did you know we started ABC Web Solutions in a garage in 2019? Fun fact: our first client

was a coffee shop down the street." These humanize your brand.

- **Community/Local posts:** "Proud to be part of Montreal's small business community! We'll be at the local startup meetup this Friday, come say hi if you're around." or even congratulating a client or local partner on something. It shows you're engaged locally, which clients like to see.

- **Promotions or offers:** "Summer Special: 20% off a website revamp package for businesses that sign up in July!" Use sparingly, but if you have a slow period, an offer can drum up inquiries.

- **Questions & engagement:** Post a question to your audience: "What's one thing you wish your website could do better?" Even if you don't get many responses initially, it signals you care about their input (and any answers you get are market research gold).

The key is mix **value (educational, informative)** with **personality (stories, behind scenes)** and a bit of **promotion**. And always use an image or graphic with posts on Facebook and LinkedIn – they catch eyes. On Twitter, you could mostly do text with occasional images.

3. Engage with others: Social media is not a one-way broadcast. Find and follow other local businesses, entrepreneurs, or relevant pages/groups. On Facebook, join a couple of local business groups or industry groups (if allowed, share your relevant posts there occasionally or answer questions people have about websites/SEO in the group). On LinkedIn, connect with local business owners or join groups for small business networking. When you see a post asking for web advice or someone complaining about their site, you can gently offer help in comments (not a hard sell, maybe like "These are great points – having a fast site is indeed crucial. We recently helped a client improve speed by 50%. Happy to share tips if anyone needs." – sometimes that yields a direct message inquiry). Also support others – like or share posts from complementary businesses (they often reciprocate). Social algorithms favor those who engage consistently. Even 10 minutes a day scanning your feed and interacting can grow your visibility.

4. Use scheduling tools (if needed): If it's hard to manually post often, consider free scheduling tools like **Buffer** or **Hootsuite** (both have free plans for a few social accounts). You can dedicate an hour to queue up next week's posts. For example, prepare 4 posts and schedule them to go out two per week. This ensures regularity. But also be spontaneous when you have something timely (like an event or a thought of the day).

5. Keep branding consistent: Use the same or similar profile pictures, cover images, and handle name (if available) across networks. This way, if someone finds you on Twitter and then on Facebook, they immediately recognize it's the same company. Also, cross-link: your website should link to your social profiles (perhaps in the footer or contact page), and your social profiles should list your website. This cross-linking not only drives curious clicks but also is good for SEO as Google sees those entity connections (it's part of building your brand's entity presence online).

6. Be mindful of compliance and etiquette: From a Loi 25 perspective, social media content is public, so don't post personal info of others without consent. For example, if you have a photo from a client's site launch party, make sure those in the photo are okay with being on your social. Or if a client emailed you praise, ask if you can quote them publicly (or anonymize it). Also, abide by platform rules – e.g., some Facebook groups disallow promotion, so focus on being helpful rather than salesy in those contexts. **Privacy tip:** If someone reaches out via social (DM on Facebook or LinkedIn asking about your service), that's personal data in a way – treat it with confidentiality. Don't share their queries publicly without permission. If you collect any info from leads on social (like their email to send them more info), handle it as you would any lead (don't sign them up to newsletters without consent, etc.).

By consistently maintaining social media presence, you'll build a community around your brand. People might not need your service the moment they see a post, but when they do need a website or SEO, you'll be top-of-mind because they've seen your helpful content regularly. And that's the payoff – when social connections turn into clients or referrals.

Email List Building & Marketing (*Recurring task: collect emails ongoing; send newsletters monthly*)

What & Why: **Email marketing** remains one of the highest ROI channels. Building an email list of prospects and past clients allows you to reach them directly in their inbox with updates, tips, and offers. Unlike social media, you're not at the mercy of an algorithm – if someone subscribed, you know your message will land in their inbox. For a small web solutions business, a simple monthly newsletter can keep you on the radar of leads who aren't ready to buy yet and remind past clients of other services you offer. It's also an opportunity to demonstrate expertise (by sharing your latest blog posts or a quick SEO tip of the month) which can lead to referrals ("Oh, I get these useful emails from my web guy – you should talk to him"). We will approach this in a very beginner-friendly way: using free or cheap email marketing tools and ensuring all is done legally (especially relevant in Canada's anti-spam law and privacy law context, which Loi 25 touches upon as well regarding consent). List building is an ongoing activity – you'll add sign-up forms to your site and possibly collect contacts at events, with explicit permission. Sending out emails is recurring, but even if it's just once a month or quarter, consistency matters more than frequency.

Steps to follow:

1. **Choose an email service provider:** Don't send bulk emails through your regular Gmail – not only is it unprofessional, it may get flagged as spam. Use a dedicated email marketing service which handles subscriptions and compliance. Good free-tier options: **Mailchimp** (free up to 500 contacts now), **MailerLite** (free up to 1,000 contacts and quite user-friendly), or **Sendinblue** (free up to certain emails per day). Let's say we pick Mailchimp as an example – you'd sign up for a free account, create an audience list (your subscribers list), and design a basic email template. These services also provide hosted signup forms and code to embed forms on your site.

2. **Add a newsletter sign-up form on your site:** People visiting your site might be interested in updates. Place a **signup form** prominently – for instance, embed a form in your blog sidebar or at the end of blog posts ("Enjoying these tips? Subscribe to our monthly Web Success newsletter for more."). Also, a simple form on your Contact or Homepage like "Subscribe to get free web marketing tips each month:" with name and email fields. Make sure there's a clear statement like "By subscribing, you agree to receive our newsletter. You can unsubscribe anytime." This covers consent. The email tool will handle the double opt-in if you enable it (double opt-in means they get a confirmation email to click and verify they want to subscribe – this is good practice for quality and legally, in Canada it's highly recommended to prove consent).

If you're not sure how to embed a form, Mailchimp, for example, gives you a snippet of code or a link to a hosted sign-up page. Many website builders also have built-in newsletter forms that integrate with Mailchimp etc. If that's complex, at least have a simple call-to-action like "Email us at info@yourdomain to be added to our mailing list" – though manual, it's something. But try to use the forms to automate it.

3. **Offer an incentive to subscribe (optional):** People are more willing to give their email if they get something in return beyond just "news". You could offer a small **lead magnet**: for example, a free PDF checklist "10 Easy SEO Wins for Local Businesses" or a short email course. Creating a PDF might take a bit of time, but you can repurpose a blog post or compile tips. Promote this on your site: "Subscribe and get our free SEO Checklist for Small Businesses." When they sign up, the email service can automatically send them the file or a link (Mailchimp lets you include a download link in the welcome email). This not only increases sign-ups, but also positions you as generous and knowledgeable.

4. **Collect emails offline or through other means:** If you attend a local business event or give a talk, you can ask attendees if they'd like to join your newsletter. Perhaps have a sign-up sheet or fishbowl for business cards – but **remember** you need explicit permission to add someone, so make it clear ("Drop your card to join our mailing list and get free tips – we won't spam, promise."). If someone just gives you a card not specifically for that purpose, do **not** add them without asking via email. Also, on social media you can occasionally invite followers to join your list for exclusive content. Over time, this multi-channel

approach slowly grows your list. Even 50 targeted subscribers can be very valuable (it's better than 500 random ones who don't care).

5. Plan your email content: Now that you have (or will have) subscribers, decide what you'll send and how often. A **monthly newsletter** is a good cadence to start – not too frequent to annoy, but regular enough. Content ideas for a newsletter:

- Highlight your recent **blog posts** (e.g., "In case you missed it, we wrote about DIY SEO tips this month – [summary and link]").
- Share a quick **pro tip** exclusively in the email ("Email-Only Tip: Did you know including a FAQ section on your website can boost your chances of appearing in voice search answers? It's a quick win we implement for clients.").
- Feature a **client success story** or testimonial ("Client Spotlight: See how we helped XYZ Co increase sales by 30% with a new website." Short blurb and link to a case study or your portfolio page).
- List any **upcoming events or offers** ("We'll be at the Montreal Small Biz Expo – come meet us at Booth 5! Also, special summer offer inside.").
- **Curate relevant news:** If there's something notable like "Google released a big update" or "New Quebec privacy regulation in effect" – interpret what that means for your readers. They appreciate being kept informed.

Keep it concise and scannable: people get many emails, so a few short sections with clear headings is good. Include a nice header image or your logo at top for branding, maybe a footer with your contact info and social links. Always have an **unsubscribe link** (the email services add this automatically). Also include a line like "You're receiving this email because you opted in via our website" as a reminder of consent.

6. Send and refine: When sending your first email, send a test to yourself to proofread and check formatting. The email service will handle the heavy lifting of actually delivering to everyone and managing bounces/unsubscribes. After you send, you can see reports: open rates, click rates, etc. Don't be discouraged if early numbers are small – typical open rates might be 20-30% in marketing emails (higher if the list is very well-targeted). If you see certain content got more clicks (say lots of people clicked the blog post link but not many looked at the case study), that informs what your audience cares about. Use these insights to adjust future content.

7. Legal compliance (CASL & Loi 25): Canada's Anti-Spam Law (CASL) requires explicit consent for marketing emails and identification of the sender, and an unsubscribe mechanism ²⁰. By following the steps above (getting opt-in, using Mailchimp which auto-includes your address and unsubscribe link), you're compliant. Do not add people without clear permission and do not hide the unsubscribe. Under Loi 25 (which dovetails with CASL on consent), keep a record of consent – the email service logs sign-up dates and IPs which is helpful. If someone unsubscribes or asks to be removed, do so promptly (the tools do it automatically when they click "unsubscribe"). Also, safeguard your email list – it's considered personal information (names, emails) that you hold. Store it securely (which is another benefit of using a reputable service provider). Don't share that list with anyone without consent. If your list is small and you ever move to another email service, ensure you transfer it securely.

By building an email list, you create a loyal following that you can nurture over time. Even if a subscriber doesn't need your service today, regular helpful emails mean when they or their friend do need it, you'll likely be top-of-mind ("Oh, I get emails from a web specialist – let me find that info."). It's a long-term play with potentially huge payoff. Just remember: **quality over quantity** – better to have 100 engaged subscribers than 1000 who don't remember signing up. With clear consent and valuable content, you'll keep your open rates healthy and your audience happy to hear from you.

Other Visibility Tips

Before we wrap up, here are a few additional quick-hit methods to enhance your web presence even further, beyond the core we've covered:

- **Leverage Online Communities:** Platforms like **Reddit** (e.g., subreddits like r/SmallBusiness, r/Quebec, r/TechSEO) or **Stack Exchange** (webmasters section) can be places to gently showcase your expertise. By helping people with questions, you indirectly market yourself. Do this only if you enjoy Q&A style interaction; it can be time-consuming, but one highly upvoted answer linking to your blog can bring traffic for years. Just always abide by community rules (usually no blatant self-promo; share link only if it truly adds value to the answer).
- **Local Networking & Press:** Don't underestimate traditional networking – attend local business meetups, offer free workshops or webinars on "How to improve your website" for local entrepreneurs. This often results in others mentioning or linking to you (e.g., an event recap in a local newsletter might mention your business). If you can get a story in a local news site or a mention in a popular blog (perhaps a roundup of local service providers), those are great for both SEO and direct referral. Press releases for notable milestones (like launching a new service) can sometimes get picked up by news sites – use sparingly and ensure it's actually newsworthy.
- **Maintain Consistent NAP everywhere:** Besides Google, ensure your Name, Address, Phone are the same on your website footer, Facebook page, LinkedIn, Yelp, etc. Consistency helps search engines trust the data. Consider also adding your business to **Apple Maps** (through Apple Business Register) and **Bing Places** – fewer people use these than Google, but it covers all bases (and who knows, Siri uses Apple Maps, etc., so it's good for voice search on iPhones).
- **Ask for Website Testimonials and Case Studies:** Feature client testimonials on your site (with permission). When prospects see real quotes, it builds trust – and those clients might link to your site from theirs ("As featured on ABC Web Solutions") or at least talk about you online. A structured case study on your site can also rank for that client's name plus "website" if people search them, indirectly showcasing your work.
- **Use YouTube or Video (if feasible):** Creating a YouTube channel with a few helpful videos (e.g., a 5-minute "Beginner SEO Tips" video, or a walkthrough of how to update WordPress plugins safely) can capture an audience that prefers video. YouTube videos can also appear in Google search results. If you do this, optimize the video title/description with relevant keywords and link back to your site. Even one or two well-made videos can look professional (don't fret about production – smartphone and screen-recordings with clear audio can suffice).
- **Monitor your online reputation:** Set up alerts not just for links but for your business name so you can respond to any mention. Tools like Google Alerts we did, or even social listening (some free tools can catch mentions on Twitter). Quickly addressing any negative feedback or thanking those who mention you can turn conversations in your favor.
- **Keep an eye on competitors' new moves:** Once or twice a year, do a light competitor scan again. See if they launched new content or services so you're aware. It might inspire you to differentiate further. Also watch the industry trends (SEO is evolving fast, as you know with AEO/GEO). Perhaps join a couple of SEO newsletters or follow SEO news sites to catch major changes that could affect visibility (like if Google releases a new feature, you'll want to capitalize).

Each of these are optional add-ons, and you don't have to do them all at once. The idea is to gradually build a **multi-channel presence**: your website is the hub, and all these other platforms are spokes leading people to that hub. The more touchpoints a potential client has with your brand (seeing you on search, on social, in an email, on a community forum), the more likely they are to trust and remember you when it's decision time.

Finally, keep **learning and adapting**. Web visibility is not a one-and-done project; it's ongoing. But by following this guide, you've set up a strong foundation that many small businesses lack. You're showing by example what you can do – which itself is a fantastic marketing pitch to clients ("Our site ranks #1 locally and appears in voice searches – we can do the same for you!").

In the next section, we'll summarize all these tasks in a handy **checklist** to help you track implementation and ensure nothing slips through the cracks.

Implementation Checklist

Use this checklist to track your progress on all the strategies discussed. It's divided into key areas (SEO, AEO, GEO, and additional tactics) and notes whether each item is a one-time setup or a recurring task. Checking off these items will ensure you haven't missed any opportunity to boost your website's visibility and that you remain compliant with relevant laws. You can also reuse this list as a template when working on clients' sites to make sure you deliver comprehensive service.

- [] **Keyword Research completed** (One-time, update semi-annually) – You have a list of target keywords (including local terms) relevant to your business's services.
- [] **Competitor Analysis done** (One-time, update annually) – You reviewed competitor websites/keywords and identified content and optimization opportunities for your site.
- [] **Technical SEO Audit passed** (One-time, periodic check) – All critical technical issues fixed: no broken links, no 404 errors, meta tags in place, images optimized with alt text, site is mobile-friendly and fast (green Core Web Vitals)¹³. Cookie consent banner implemented (One-time) and **Privacy Policy** page up to date (One-time, review yearly)¹²²².
- [] **Google Search Console set up** (One-time) – Site is verified in GSC, sitemap submitted. No unresolved crawl errors or penalties. (Recurring: check GSC monthly for new issues or performance trends).
- [] **Google Analytics (GA4) set up** (One-time) – GA tracking code installed via consent manager. (Recurring: monitor traffic monthly). GA is configured to respect Loi 25 (no tracking without consent)⁴³¹⁸.
- [] **Content Plan created** (One-time) – You have an editorial calendar of content topics (blog posts, FAQs, etc.) mapped to your keywords.
- [] **Regular Content Publishing** (Recurring: e.g., 2–4 posts per month) – Writing and posting new content consistently. Each content piece is optimized (keywords in title, meta description written, internal links added, etc.). Bilingual content provided where appropriate (if targeting French and English audience).
- [] **Meta Tags & On-Page SEO** (Recurring: for each new page/post) – Unique, descriptive Title Tags and Meta Descriptions are set for every page¹⁴¹⁵. Headers (H1/H2) used properly, content formatted for readability. All images have alt text.
- [] **Schema Markup added** (One-time per type) – Organization/LocalBusiness schema on site with accurate business info. FAQ schema implemented on Q&A sections³¹⁶. Tested with Rich Results Test (no errors). Updated when content changes.
- [] **Backlink/ Citation Building ongoing** (Recurring: aim a few new links per month) – Your business is listed on major directories (Google, Yelp, etc.) with consistent NAP info. You're actively seeking quality backlinks (through partnerships, guest posts, local sponsorships). Monitor backlinks quarterly via GSC or tools.
- [] **Google Business Profile claimed & optimized** (One-time) – All profile sections filled (description, services, hours, photos)³⁹. Verified by Google. Category chosen. (Recurring: respond to Q&A and reviews, post updates weekly, update for changes).

- [] **At least 5 Google Reviews with responses** (Recurring: always gather) – You've asked happy clients for reviews, and they've posted on your GBP. You replied to each review. Have a process to request new reviews from each client going forward.
- [] **Social Media profiles active** (One-time setup, recurring posts) – Facebook, LinkedIn (and others relevant) pages created with branding and website link. (Recurring: posting content or tips ~weekly, engaging with followers, and updating profile if any info changes).
- [] **Email Marketing set up** (One-time) – Chosen an email service (e.g., Mailchimp) and created a subscription form on your site. Welcome email / double opt-in enabled to comply with consent.
- [] **Email Newsletter schedule** (Recurring: monthly or as decided) – You have sent at least one newsletter to subscribers with useful content. Plan in place for future emails. Unsubscribes managed automatically. (Make sure to include the unsubscribe link and business address in emails to comply with anti-spam laws ²⁰).
- [] **Monitoring & Reporting routine** (Recurring: monthly) – Each month you review Search Console, Analytics, and other metrics. Key performance indicators (traffic, rankings, conversions) are logged. Use insights to tweak strategy (e.g., identify new content opportunities or pages to improve).
- [] **Loi 25 Compliance verified** (Recurring: annually or after major changes) – Privacy Policy is updated (clear, covers data collected like analytics, contact forms, etc., and available in French) ⁴⁴ ²³. Consent mechanisms (cookie banner, form opt-ins) are functioning. Data security measures in place for personal data (e.g., email list stored securely). Staff/partners are briefed on handling personal information responsibly.
- [] **Presence in AI/Answer Engines checked** (Recurring: quarterly) – Test queries on ChatGPT, Bing, etc., relevant to your business ("Who are the top web design agencies in Montreal?" or "How to improve local SEO?"). See if your content is being referenced. (This is more observational; if not, consider if you need to add more Q&A content or authority signals in content).
- [] **Additional channels leveraged** – (Optional tasks as applicable) You've listed business on Bing Places/Apple Maps; created any relevant YouTube videos (with site link); engaged in online forums or communities; attended local networking events or webinars; and cross-promoted your content across platforms. All these help broaden your reach beyond just your website.

Feel free to add any other custom items specific to your situation. Once you've checked off most of the above, you can be confident you're doing a comprehensive job at maximizing your web visibility. Remember that digital marketing is iterative – keep this checklist handy and revisit it periodically to ensure you stay on track, especially with recurring tasks.

Conclusion: By following this strategy guide, you've transformed your website into a multi-faceted marketing engine. You're covering traditional SEO to capture Google traffic, pioneering in AEO to answer questions on emerging AI platforms, and investing in GEO so that future AI-driven search experiences credit your brand ⁹ ⁸. At the same time, you're complementing those efforts with social media engagement, email follow-ups, and a strong presence on Google's local ecosystem. Importantly, you've done all this in a way that's compliant with privacy laws and respectful of user trust – which in itself is a competitive advantage (clients will appreciate a web provider who takes their data privacy seriously).

Building visibility is an ongoing journey, but now you have a clear roadmap. As you maintain these practices, you should start to see the payoff: higher search rankings, more inquiries from various channels, and recognition as a go-to web solutions provider in your community. Keep analyzing results and refining your tactics – digital trends will evolve (for instance, new search generative experiences or voice assistants may gain ground), but the foundation you've built will help you adapt quickly.

This guide was designed to be beginner-friendly and action-oriented. If you ever feel overwhelmed, remember you can tackle these steps one at a time. Even implementing a few key changes (like improving page titles, adding an FAQ section, and engaging on GBP) can yield noticeable improvements. You can always come back for the rest. And each improvement you make on your own site not only benefits you directly but also becomes a **showcase to potential clients**: you can say, "We practice what we preach – search for X and you'll find our site, check out our reviews and active social presence – we'll do the same for your business."

Good luck, and here's to seeing your company's website rise through the ranks and set an example of web excellence for all your clients!

Sources: (as you have implemented changes, you might not need to cite sources in an internal strategy – but if needed for reference or further reading, below are sources that informed this guide and can provide more depth on certain topics):

- Newspeed – *AEO vs GEO overview* 4 7 .
 - Writesonic – *Guide on Answer Engine Optimization (AEO)* 3 5 .
 - Search Engine Land – *Meta descriptions importance for CTR* 15 .
 - Search Engine Journal – *Core Web Vitals as a ranking factor* 13 .
 - RCGT (Raymond Chabot) – *Summary of Law 25 cookie consent requirements* 43 12 .
 - Didomi & MillerThomson – *Privacy policy and consent guidelines under Law 25* 23 22 .
 - SeoProfy – *Local SEO stats (Google Business Profile leads to trust and actions)* 38 39 .
-

1 2 14 15 16 17 SEO for page titles and meta descriptions: How to win more clicks
<https://searchengineland.com/seo-page-titles-meta-descriptions-clicks-448381>

3 5 6 28 What Is Answer Engine Optimization (AEO)?
<https://writesonic.com/blog/answer-engine-optimization>

4 7 8 9 10 29 34 35 AEO Vs GEO: Are Answer Engine Optimization And Generative Engine Optimization The Same? | Newspeed
<https://newspeed.com/blog/aeo-vs-geo-are-answer-engine-optimization-and-generative-engine-optimization-the-same/>

11 12 18 19 20 25 26 27 43 44 Law 25 and Cookie Management: How Can You Ensure Compliance?
<https://www.rcgt.com/en/insights/expert-advice/loi-25-cookie-management-how-ensure-compliance/>

13 Are Core Web Vitals A Ranking Factor?
<https://www.searchenginejournal.com/ranking-factors/core-web-vitals/>

21 22 23 24 New guidelines on Québec privacy policies | Miller Thomson
<https://www.millerthomson.com/en/insights/cybersecurity/new-guidelines-on-quebec-privacy-policies/>

30 31 32 33 36 37 Module3 Seo Updated.docx
<file:///file-4txWPBZegvBwHYzmpqmQmn>

38 39 40 41 42 76 Local SEO Statistics for 2025 | SeoProfy
<https://seoprofy.com/blog/local-seo-statistics/>