JP MARKETING

EBOOK

The Complete SEO & AI Search Visibility Blueprint

How home service contractors can show up on Google, Maps, ChatGPT, and other AI tools

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Search changed. Here's what's going on.

A few years ago, people typed "ac repair cypress tx" into Google and clicked a blue link.

Now they do that **and** a lot more:

Where people search	What they see
Google search	AI answer at the top (AI Overview), then the map, then links
Google Maps	The Map Pack, reviews, and a new AI 'Ask' button
ChatGPT	A written answer that often names businesses and links to sites
Gemini, Perplexity, Copilot	Same idea: AI answers that pull from websites, directories, and reviews
Apple Maps / Siri	Business info from Apple Business Connect
Social and video	TikTok, YouTube, Instagram searches

The good news: AI tools don't make things up out of nowhere (most of the time). They read the web. They read **your website, your Google profile, your reviews, and other sites that mention you.**

So the same basics that win on Google also help you show up in AI answers. You just need to do them really well, and make your info super clear.

> **Honest note:** Nobody can promise you'll show up in ChatGPT or Google's AI. Anyone who guarantees that is not being straight with you. What you CAN do is make it easy for these tools to find, understand, and trust you. That's what this blueprint covers.

Words to know

Word	What it means
SEO	Search Engine Optimization: doing things so Google shows you more.

Word	What it means
Map Pack	The 3 businesses on the map at the top of a local Google search.
Service page	A page about ONE thing you do.
Backlink	A link from another website to yours. Like a vote of trust.
AI search	Tools like ChatGPT, Gemini, Perplexity, and Google's AI answers.
Schema	Hidden code that labels your info for computers.
AI Overview	Google's AI answer at the top of some searches.
Entity	A 'thing' Google knows about, like your business. Clear, matching info helps Google know you.
Referral	A visit that came from another website, like chatgpt.com.

How AI tools decide who to mention

Think of an AI tool like a smart new neighbor who just moved to Cypress. Someone asks them, "Who's a good contractor around here?" They'd look around for clues:

1. **Is this business real and clear?** (Same name, address, phone everywhere. Clear pages about what they do.)
2. **Do other people talk about them?** (Reviews, directories, news, local sites, partners.)
3. **Do they answer my exact question?** (Pages about the exact service, place, price, or problem.)
4. **Can I trust them?** (Licenses, experience, real people, real photos.)
5. **Is the info fresh?** (Recent reviews, updated pages, active profile.)

The 9 building blocks

1. A complete Google Business Profile

This is still the #1 thing for local search, and Google's AI uses it too. Get the right category, every service, real photos, posts, and lots of reviews. (See our GBP Setup guide.)

2. A website built the right way

Your site needs a clear page for every important thing. For home service companies, that means:

- Home
- One page per service
- Service area hub page
- City pages (one per real service area)
- City + service pages for your top money services
- Financing
- Maintenance Plan
- Reviews
- About + Team + Licenses
- Emergency Service
- Blog
- Contact

3. Service pages that answer real questions

Each service page should answer: What is it? Who is it for? How does it work? How much does it cost? Why you? What do people ask? Short, clear answers are what AI tools like to use.

4. Clear facts about your business

AI tools love facts they can compare. Put these on your site in plain words:

- State license numbers
- Insurance
- Manufacturer certifications (e.g., Trane Comfort Specialist)
- NATE-certified techs
- Years in business
- Warranties
- Hours, areas served, and how to call or book a service visit

5. Reviews, reviews, reviews

Reviews are proof. AI answers often say things like "known for friendly staff" because that's what reviews say. Get reviews on Google first, then on the other big sites for home service companies.

6. Mentions on other sites

The sites that matter most for Home Service Contractors:

- **Manufacturer dealer locators (Carrier, Trane, Lennox, Rheem, Goodman, Rinnai, Navien)** (Brand directory)
- **BBB** (Trust directory)
- **Angi / HomeAdvisor** (Lead site)
- **Thumbtack / Houzz / Porch** (Home service directories)
- **Nextdoor business page** (Local)
- **Supply houses (Ferguson, Johnstone, etc.)** (Partners)
- **State trade associations (ACCA chapter, PHCC, state plumbing association)** (Association)
- **Local home builders and realtors** (Partners)

7. Helpful content (blogs and guides)

Write posts that answer the questions customers really ask. Examples:

- How long does a tankless water heater last?
- Can a plumber fix a slab leak without breaking the floor?
- Why does my house smell like sewer?
- What temperature should I set my thermostat in winter?
- Do I need a permit to replace an AC in Texas?
- Is duct cleaning worth it?

8. Technical basics

You don't need to be a tech expert. Just make sure:

- Your site loads fast and works great on phones
- Google can see your pages (check Google Search Console)

- Your site isn't blocking search and AI crawlers by mistake (ask your web person to check your robots.txt file)
- Every page has a clear title and heading
- You use schema markup (hidden code that labels your info). For you: HVACBusiness, Plumber, RoofingContractor, Electrician, or HomeAndConstructionBusiness (pick your trade), with areaServed listing your real cities, plus question-and-answer sections on service pages.
- Your important info is written in text, not only inside pictures

9. Tracking

You can't grow what you don't measure. Set up:

- Google Analytics 4 (watch for visits from chatgpt.com, perplexity.ai, gemini.google.com and similar sites under 'referrals')
- Google Search Console
- Call tracking
- A simple monthly check where you ask AI tools your top questions

The AI visibility test (do this every month)

Open ChatGPT, Gemini, Perplexity, and Google. Ask these questions (change the city to yours):

1. Who is the best AC repair company in Cypress, TX?
2. Which plumbers in Katy offer 24/7 emergency service?
3. Who installs tankless water heaters near Tomball?
4. What HVAC companies near Cypress offer financing?
5. Find a licensed plumber for a slab leak in NW Houston

Write down the answers in a simple sheet:

Question	Tool	Did we show up?	Who showed up?	Sites the AI mentioned
Who is the best AC repair company in Cyp...	ChatGPT			
	Gemini			

Question	Tool	Did we show up?	Who showed up?	Sites the AI mentioned
	Google AI			
	Perplexity			

If competitors show up and you don't, look at the sites the AI mentions. That's your to-do list. Get listed there, get reviews there, or make a better page than theirs.

Top moves for Home Service Contractors

1. Build real city pages with local proof: jobs done there, neighborhoods, local issues (like hard water or old homes).
2. Collect lots of reviews that mention the service and city.
3. Get listed with manufacturer dealer locators and the BBB. AI tools trust these.
4. Show prices or price ranges for common jobs.
5. Make your license number, hours, and service areas easy to find.

Your 30-day starter plan

Week	Do this
1	Fix Google profile + start reviews + set up tracking
2	Rewrite your top 3 service pages with FAQs and prices
3	Make your info match on the top directories for contractors
4	Write 2 question-style blog posts + run the AI visibility test

What NOT to do

- Don't buy fake reviews or fake links
- Don't make tons of thin AI-written pages that all say the same thing

- Don't hide prices and key facts if you can share them
- Don't stuff city names into every sentence
- Don't trust anyone who guarantees AI rankings

Sources used for the platform facts in this guide (checked November 2026):

- Google Maps Q&A replaced by AI "Ask" feature: Search Engine Roundtable
- What Ask Maps reads (website FAQs, reviews, profile): Whitespark

Common questions

Is SEO dead because of AI?

No. AI tools read websites, profiles, and reviews to answer. Good SEO is how you get into those answers.

Can I pay to show up in ChatGPT?

Some AI tools are testing ads, but you can't pay to be the 'recommended' answer. Earn it with the steps in this guide.

Which AI tool matters most?

Google's AI answers reach the most people today. ChatGPT, Gemini, and Perplexity are growing. The same steps help with all of them.

Want us to do this for you?

JP Marketing helps local businesses show up on Google, Google Maps, and AI search tools like ChatGPT. We build the websites, write the pages, run the ads, and set up the follow-up.

Book a free strategy call at jpmarketing.co. We'll look at your site and your Google profile, and show you the 3 fastest wins for your business.

Rules on Google, Meta, and AI tools change a lot. This guide was last updated November 2026. It is general marketing info, not legal advice.