## Cracking the Code:

AI, Search, and How Customers Really Find You



Setting the Table:

# Traditional SEO Easy Button\*

- HTML Title
- Meta Description
- H1-H6 Headings
- Cross-links
- Keyword Density
- Image Alt Text

\*This hasn't changed significantly since **1999** 



protek watch review

Short videos

Shopping

Forums

Images

es Other

Other



Al Mode

https://joescuba.com > 2024/11 > protek-dive-watch-re...

#### Protek Dive Watch Review | Series 1000 Carbon Tritium Quartz

Nov 29, 2024 — The Protek Series 1000 Carbon dive watch is **rated water resistant to 300M**, vs 200M for the Luminox. Realistically, no one is going that deep, but it does speak ...

Pros and cons: Light and comfortable to wear · Best looking dive watch · View full list

#### People also ask :

Is ProTek a good brand?

Where are ProTek watches made?

Who makes ProTek?

Who makes the most reliable watch?



Tech Writer EDC

https://techwriteredc.com > protek-dive-series-1005-wat...

#### ProTek Dive Series 1005 Watch Review

This is a beautiful watch that really makes an impression as soon as it's unboxed. **Beautiful in a rugged** way. It has a sturdy, tactical look to it, but is also ...

Pros and cons: Feels great on my wrist  $\cdot$  Well laid-out and easy to read at a glance  $\cdot$  Soft, supple  $\cdot$  View full list



aBlogtoWatch

https://www.ablogtowatch.com > hands-on-protek-series-...

#### Hands-On: ProTek Series 3000 Field Watch

May 3, 2023 — **Pretty good watches for the money!** The choice of the Miyota movement was the correct one at this price point. Not really sure that any Swiss ...

Pros and cons: Incredibly clear display of the time in complete darkness · View full list

#### Videos :



#### ProTek 1004O watch review

YouTube · Skyler Santana :
Aug 17, 2024

**Protek** PEK 104 series watches are excellent value for money. They have a sapphire crystal, tridium tubes, and a reliable Citizen Miyota movement.



ProTek Official United States Marine Corps (USMC) Series ...

YouTube · aBlogtoWatch : Feb 2, 2024

Protek USMC watch review: stylish, well-made dive watch with tridium gas tubes and 10-year battery life for \$450.



I LOVE this TITANIUM FIELD WATCH - Protek 3000 Series

YouTube · Moorlander EDC:

Sponsor

Sponso

Protek Carbor

**\$695.0** Armed



ProTek Carbor \$318.9

CampS ☐ Free

**⊟** Payn

ProTek W designate accuracy features collection

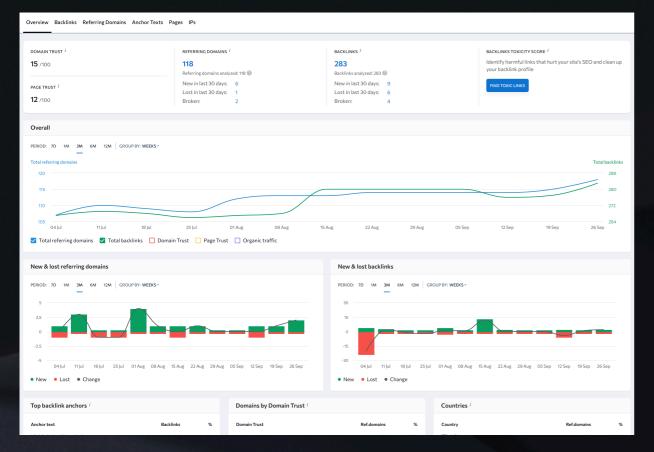
Source:

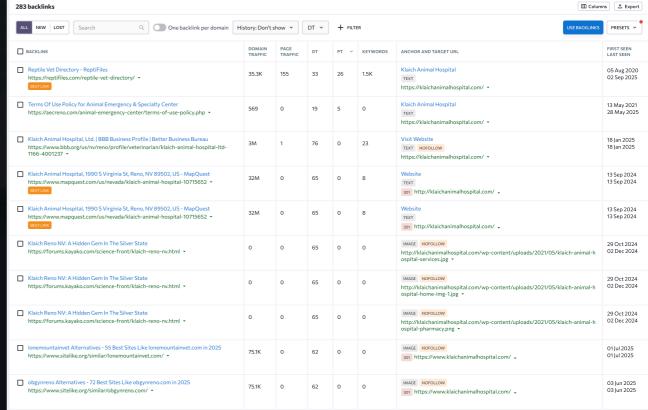
Ratings

Setting the Table:

### Backlinks

Relies HEAVILY on backlinks, but **obtaining backlinks is nearly impossible**, because nobody wants *your* links on *their* website\* (no offense).





\*Still, get high quality backlinks if you can!

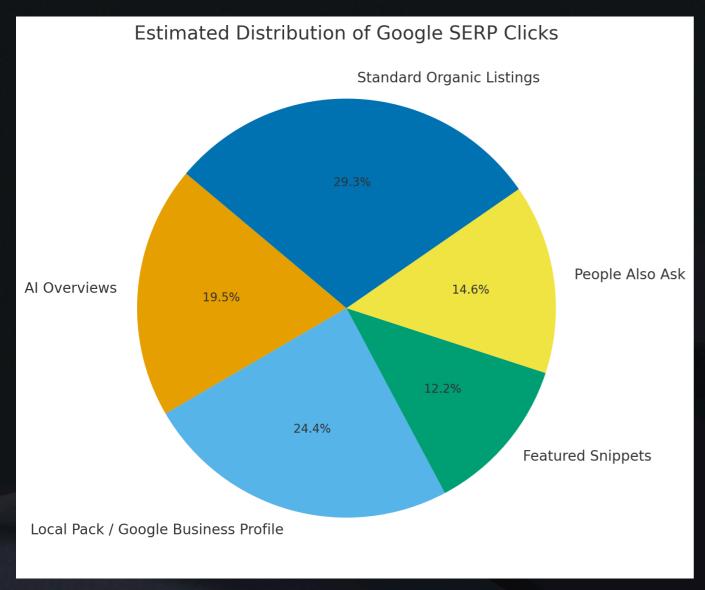
# Traditional SEO Extinction Burst

### Website Traffic

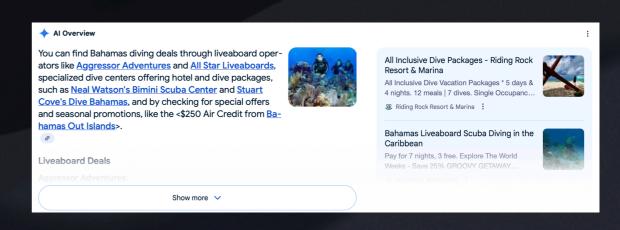
### By Source

- Organic Search 40–55% (This looks ok, but it really isn't.)
- Direct 15–25%
- Referral 5–15%
- Paid Search (PPC/SEM) 10–20%
- Social Media 5–10%
- Email Marketing 5–10%
- Other (Display Ads, Affiliates, etc.) 1–5%

### Organic Traffic Breakdown



- Al Overviews: ~15–25%: These siphon off clicks by answering the query on the page. Your #1 listing that used to grab a third of clicks may now only get 10–15%.
- Local Pack / Google Business Profile: ~20–30%
- Featured Snippets: ~10-15%
- People Also Ask: ~10–20%
- Standard Organic Listings: ~25-35%



Tools +







Al Mode Images Videos Shopping

These are results for choosing a backplate and wing Search instead for choosing a bacplate and wing

Al Overview

Choose a recreational wing between 20-30 lbs for single tank, warm water diving, and an aluminum backplate for travel. For drysuit, cold-water, or twin-tank diving, select a 40-50 lb wing with a stainless steel backplate for greater lift and durability. Consider a complete, pre-assembled set for your first system for assured component compatibility.



More ▼

#### Choosing a Backplate and Wing for Recreational Diving

Dec 14, 2024 - If you look around, you'll find carbon fiber backplates, composite backplate...



JoeScuba LLC -

Best Entry-Level Backplate & Wing? #askmark #scuba ...

May 8, 2023 — systems. so Dr...

#### For Travel & Warm Water Diving

#### **Aluminum Backplate:**

· Pros: Lighter weight, making it ideal for air travel and reducing the need for extra

Short videos

Forums

Show more V

#### Sponsored :



**Dive Rite** Backplate & Harness Set...

\$1,402.40 Dive Right I... □ Free by 10/... 60-day returns



Apeks WTX-D30 + Stainless St...

\$949.00 Scuba.com Free

Free 30-day re...



**XDEEP Deluxe ZEOS Single** Tank Set -...

\$699.00 Paragon Div... Free by 10/... 30-day returns



**HOG Gear** Wing System & Single Tan...

\$404.95 Dive Right I... **★★★★★** (19)

☐ Free by 10/...



Open Box Zeagle 30 LB Backplate...

**\$407.97** \$480 DiveCatalog... Used

Price at check...

#### Videos :



Best Backplate and Wings - Which BPW Setup is the Best?

YouTube · DIVEIN : Oct 8, 2024

9 key moments in this video ^



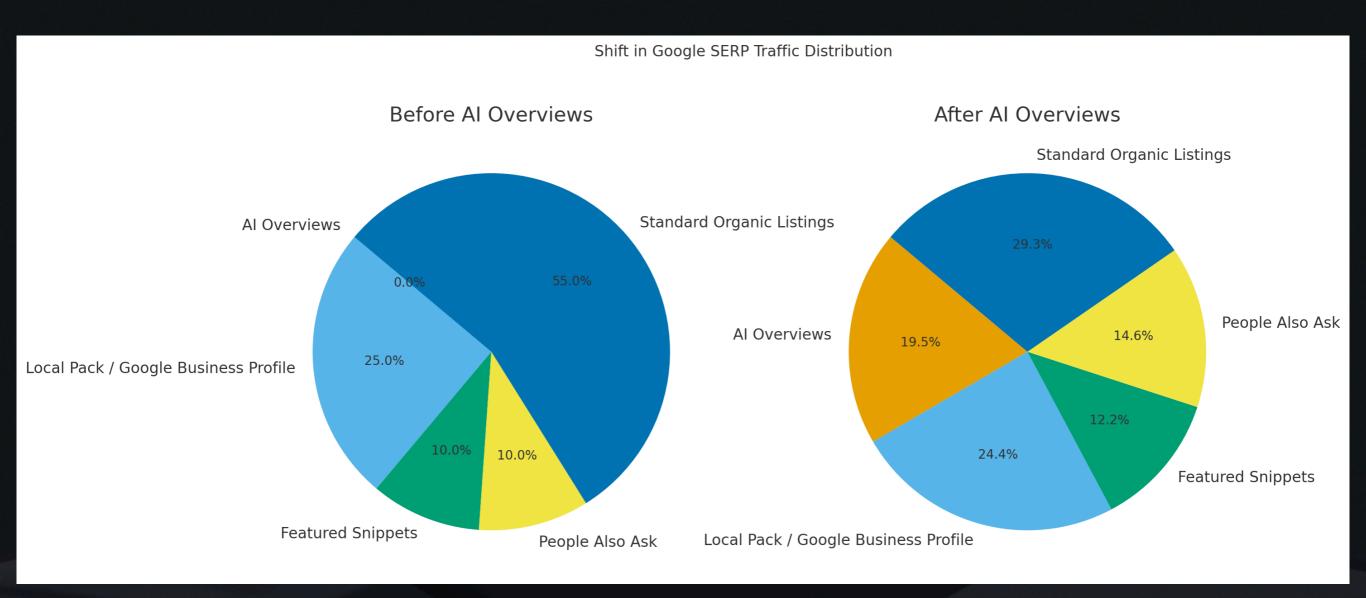






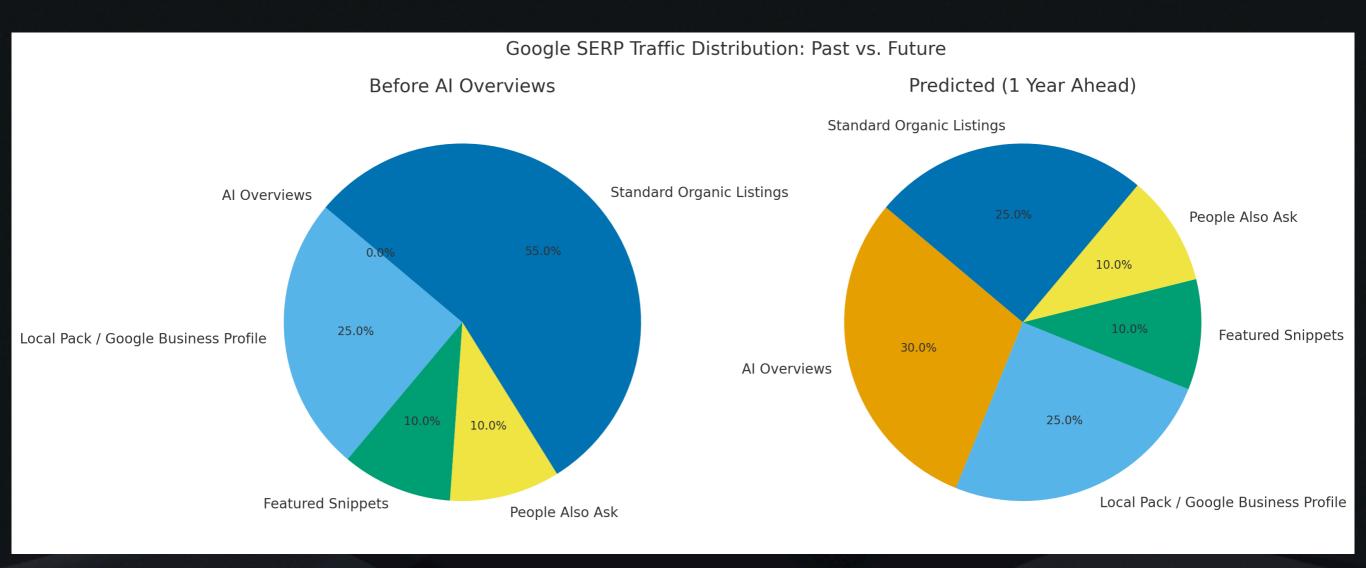


### Before/After AI Overviews



Since March 2025, the number of AIO appearances has grown by 115%. This surge aligns with Google's broader integration of generative AI following its core update.

### Before AI Overviews vs Next Year



**AIO keyword share has doubled** since **March 2025**, expanding the range of queries that trigger AI responses. Monitoring which keywords activate AIOs helps shape smarter optimization strategies.

### If this doesn't freak you out...

### 1. Before AI Overviews (Baseline)

- Standard organic listings captured ~55% of clicks.
- Other SERP features (Local Pack, Snippets, PAA) had smaller but stable shares.

### 2. Today (After AI Emerged)

- Standard organic listings now only get **~30%** (down from ~55%).
- 45% traffic loss.
- Al Overviews absorb ~20% (users that no longer click through).
- Local Pack, Snippets, and PAA slightly reduced.

### 3. One Year From Now (Forecast)

- Standard organic listings predicted to fall to ~25%.
- 55% traffic loss.
- Al Overviews predicted to rise to ~30% (lost visits).
- Local Pack remains steady at ~25%, meaning local SEO still critical.



### ...Maybe this will.

Real Example: 11,500 visits/mo | \$750 Avg. Sale | 3% Conv. Rate)

#### Before Al

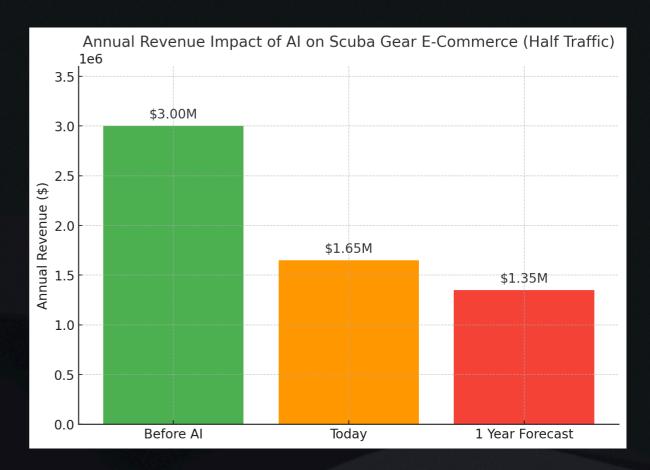
- 11,500 visits → ~345 conversions/mo
- ~\$250K monthly revenue → \$3M annually

### Today

- 6,325 visits → ~190 conversions/mo
- ~\$138K monthly revenue → \$1.65M annually
- \$1.35M annual lost revenue

#### • 1 Year Forecast

- 5,175 visits → ~155 conversions/mo
- ~\$113K monthly revenue → \$1.35M annually
- \$1.65M annual lost revenue





### Reality, Right This Minute...

- **Al Overviews: From 0% to 30% in a Year**
- Google's AI is now the biggest traffic thief on the page.
- Organic Listings Cut in Half
- The #1 spot no longer guarantees clicks.
- Snippets + PAA Fading Fast
- Once prime real estate, now losing ground to AI.
- ⚠ SEO is No Longer "Rank #1 or Bust"
- Survival means optimizing for AI answers and local.
- **▼** Local Pack: The Last Stronghold
- Local visibility is holding steady while others sink.

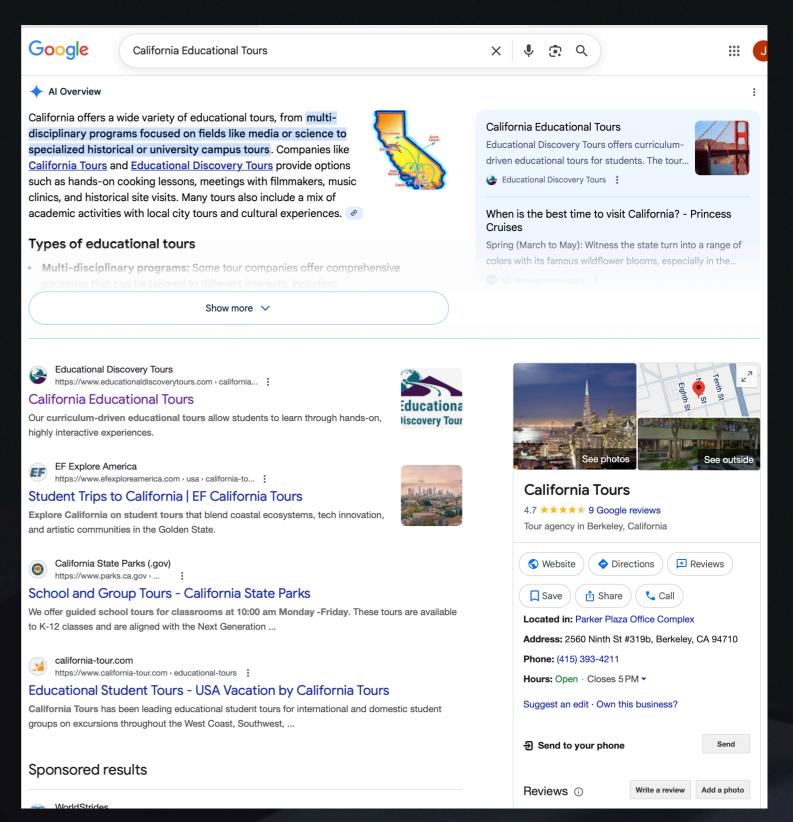
By 2026, organic CTRs are projected to **fall another 25%**, though brands featured in AlOs often see higher engagement thanks to name recognition.

# You're a Real Downer, **Joe**. Got any good news?

# AI Overview: Entry Point?

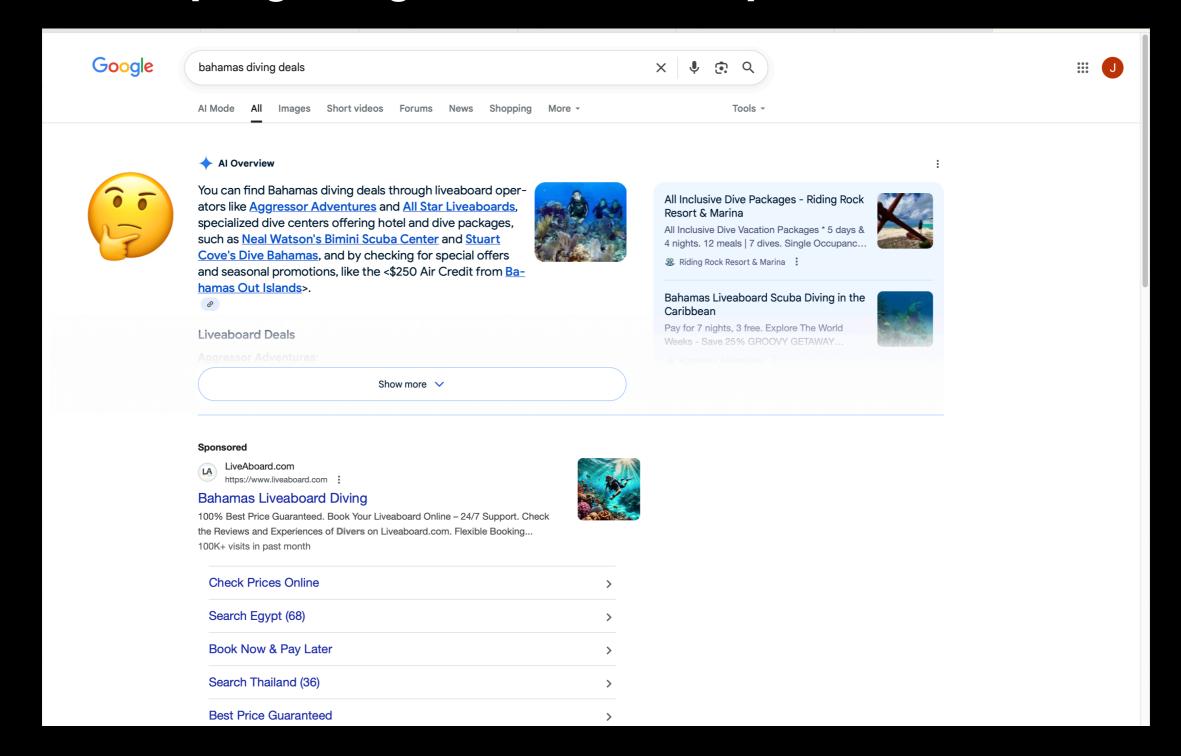
- Al overviews and summaries pull from top sources, reviews, and structured data.
- Being cited means exposure without the click, but also drives credibility + brand recognition.
- 63% of businesses report positive outcomes from AIO visibility

That doesn't sound like "good news," Joe



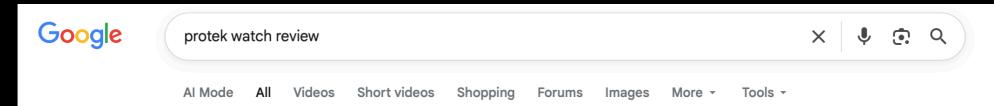
**58% of Google searches** now result in **zero clicks**, as users often find their answer directly on the search results page.

### Al can "leapfrog" Google Ads with links to your website



**Around 40% of AIO sources come from sites ranked between positions 11–20.** That means you don't have to be on the first page to appear in AI-generated summaries — quality and relevance can elevate mid-tier content.

### You CAN beat the AI Overview's Rankings





joescuba.com

https://joescuba.com > 2024/11 > protek-dive-watch-re...

#### Protek Dive Watch Review | Series 1000 Carbon Tritium Quartz

Nov 29, 2024 — The Protek Series 1000 Carbon dive watch **is rated water resistant to 300M**, vs 200M for the Luminox. Realistically, no one is going that deep, but it does speak ...

Pros and cons: Light and comfortable to wear  $\cdot$  Best looking dive watch  $\cdot$  <u>View full list</u>







ProTek watches are generally well-received, praised for their durable build, reliable

Japanese Miyota quartz movements (or automatic movements in some series), and,
most notably, their self-powered Tritium illumination, which glows continuously for up
to 25 years. They are designed as "no-compromise tool watches" for professionals like
military personnel, first responders, and outdoor enthusiasts, offering strong value
compared to similar Swiss-made watches. Key strengths include excellent low-light
visibility, practical designs, robust construction from materials like carbon composite or
titanium, and an accessible price point for the quality offered.

This video reviews the Protek 1000 series, highlighting its design, construction, and unique features like tritium illumination:

Show more V

#### Sponsored :



ProTek USMC Carbon... \$525.00

Armed Forc...

□ Free by 10...



ProTek USMC Carbon... \$525.00 Marines Gear

Free by 10...



ProTek Steel
Dive Watch ...

\$525.00 Officers' Eq... → Free by 10/9 ProTek Steel
Dive Watch ...

**\$525.00**Brigade QM

□ Free by 10/9

More on Google

### Use Your Words ... Your Words

**EEAT**, but mostly **E** (...uh, the 1st one)

### **E – Experience**

Show firsthand knowledge or practical involvement. Use real examples, case studies, or insights that prove **you've done** what you're writing about.

### **E - Expertise**

Demonstrate depth of understanding. Cite credentials, specialized knowledge, or detailed explanations that go beyond surface-level information.

### **A** – Authoritativeness

Build credibility through reputation and trust signals — expert authorship, quality backlinks, mentions, and consistent brand recognition.

#### **T – Trustworthiness**

The foundation of all content. Ensure accuracy, transparency, and ethical presentation. Cite reliable sources, provide clear authorship, and maintain honest intent.

### Using AI to Write for AI is Stupid



# Yay! Structured Data!

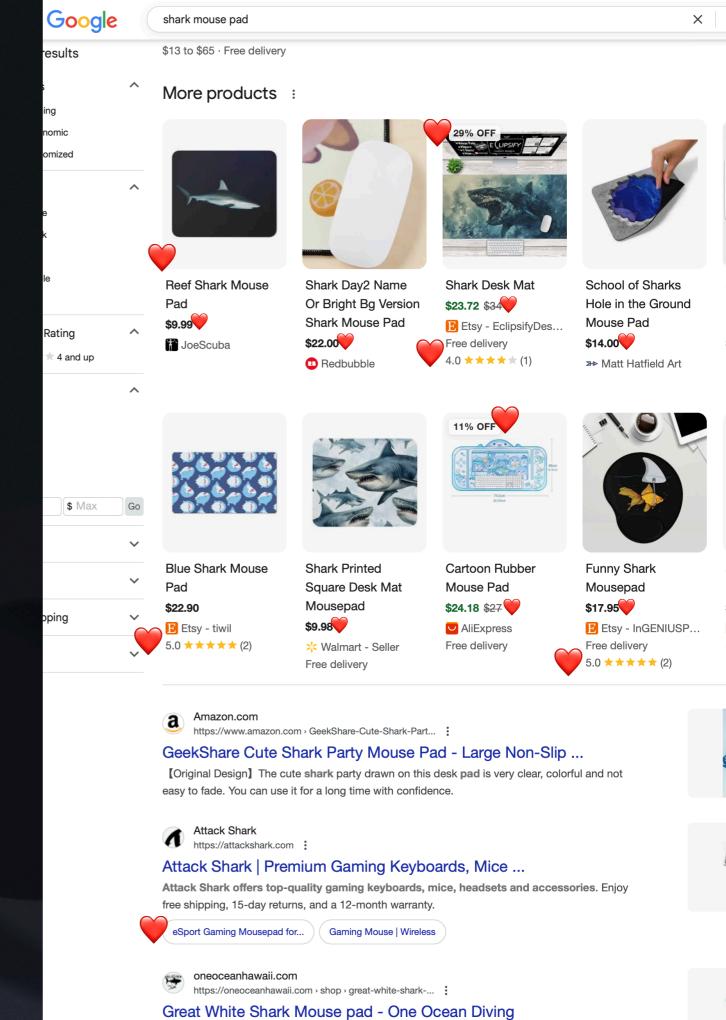
# WTF is Schema Markup?

- A behind-the-scenes language (code) that helps search engines understand your content.
- Think of it as labeling your website: "This is a dive trip," "This is our location," "These are reviews."
- Powers AI summaries, rich results, and local visibility so customers find and trust you faster.

```
"sku": "AUR-DC-PRO-2025",
"qtin13": "0123456789012",
"category": "SportingGoods > Outdoor Recreation > Scuba > Dive Computers",
 "@type": "PeopleAudience",
 "audienceType": "Certified Divers",
 "requiredMinAge": 12
"isAccessoryOrSparePartFor": [
 "https://examplediveshop.com/products/aurora-transmitter/"
"hasMerchantReturnPolicy": {
 "@type": "MerchantReturnPolicy",
 "returnPolicyCategory": "https://schema.org/MerchantReturnFiniteReturnWindow",
 "merchantReturnDays": 30,
 "returnFees": "https://schema.org/FreeReturn",
 "returnMethod": "https://schema.org/ReturnByMail"
"aggregateRating": {
 "@type": "AggregateRating",
 "ratingValue": "4.7",
 "reviewCount": "312"
"review": [
  "@type": "Review",
  "author": { "@type": "Person", "name": "S. Nguyen" },
  "datePublished": "2025-08-12",
  "reviewBody": "Excellent readability at depth and reliable gas switching.",
  "name": "Solid technical features without the bulk",
  "@type": "AggregateOffer",
 "priceCurrency": "USD",
 "lowPrice": "699.00",
 "highPrice": "899.00",
 "offerCount": "3",
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 "shippingDetails": [
   "@type": "OfferShippingDetails",
   "shippingRate": {
    "@type": "MonetaryAmount",
    "currency": "USD",
    "value": "0.00"
   "shippingDestination": {
    "@type": "DefinedRegion",
    "addressCountry": ["US"]
   "deliveryTime": {
    "@type": "ShippingDeliveryTime",
```

### Schema Markup: Your [totally not] Secret Weapon

- Tells search engines exactly what your business, trips, and services are.
- Increases visibility in AI summaries, rich snippets, and local results.
- Drives higher-quality clicks by matching your site to natural language searches.



### Structured Data / Schema Markup

- Improves content disambiguation helps Google understand complex or niche products and services.
- Enables voice search optimization structured answers are more likely to surface in voice assistants.
- Strengthens entity associations ties your brand to topics, locations, and people in the knowledge graph.
- Enhances crawl efficiency reduces ambiguity for bots, leading to more accurate indexing.
- Future-proofs\* content for AI Overviews structured data feeds into generative search models. [\*In what alternate reality?]
- Increases chances of rich display beyond snippets e.g., carousels, FAQs, How-Tos, and product availability.

### The FAQ Schema Gold Rush

### Everyone's Doing It — And That's the Problem.

Digital marketers everywhere are racing to inject FAQ Schema into every page imaginable, hoping to "schema spam" their way into AI Overviews and featured snippets.

### Yes, it works... for now.

When done right, FAQ Schema can improve visibility and earn valuable AI-generated mentions.

#### But here's the catch:

As more sites flood search results with near-identical structured data, its **effectiveness is rapidly declining**. Search engines are learning to filter out low-value schema — rewarding only genuinely helpful, original, and context-rich answers.

### Key takeaway:

Don't "schema spam."

Build useful, human-first content that earns its spot — even when the gold rush fades.

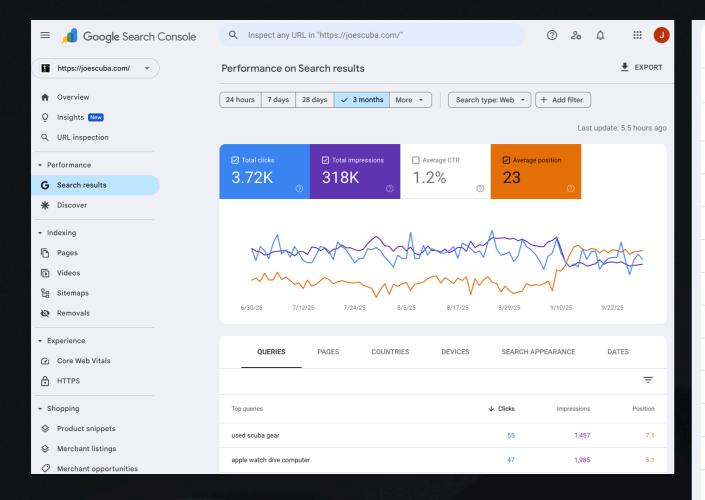
### Tracking & Data\*

The buyer journey & online lead generation

\*AI has f@cked this up, too.

### Google Search Console

A Search Traffic History Lesson



QUERIES	PAGES	COUNTRIES	DEVICES	SEARCH APPEARANCE		DATES
	-					Ŧ
Top queries				↓ Clicks	Impressions	Position
used scuba gear				55	1,457	7.1
apple watch dive comp	uter			47	1,985	5.1
black diamond bcd				35	163	1.0
apple watch ultra dive computer 31 1,012					5.4	
who buys used scuba g	ear near me			28	294	3.3
sell scuba gear				28	179	2.3
scubapro go sport fins	review			27	276	1.4
scubapro go travel fins	review			24	249	1.1
sell used scuba gear				24	131	1.8
apple dive watch				22	1,545	5.7
sell scuba gear near me	2			21	153	4.3
seaquest black diamon	d bcd			20	191	1.4
aqualung balance bcd				20	188	3.1
apple watch as dive cor	mputer			19	307	4.3
protek watch review				17	127	2.1
best backplate and wing	9			15	287	5.3
scubapro seawing nova	review			14	275	4.4
best backplate and win	g bcd			14	221	5.9
aqualung black diamon	d bcd			13	68	1.5
where to sell used scub	a gear near me			12	124	3.2

### Search Console: Queries

·	QUERIES	PAGES	COUNTRIES	DEVICES	SEARCH APPEARANCE	DATES
						=
Top querie	es				↓ Clicks	Impressions
apple wat	ch dive computer				39	1,718
apple wat	ch ultra dive computer				30	940
apple wat	ch as dive computer				19	300
apple dive	e watch				11	905
apple wat	ch ultra 3 dive comput	er			10	366
apple wat	ch ultra as dive compu	uter			9	186
apple wat	ch as a dive computer				9	89
apple wat	ch diving				6	1,003
apple wat	ch for diving				6	688
apple wat	ch scuba diving				6	543
					Rows per page: 10 ▼ 1-10 c	of 629 <b>&gt;</b>

### Search Console: Pages

QUERIES	PAGES	COUNTRIES	DEVICES	SEARCH APPEARANCE	DA	ATES
						÷
Top pages				<b>\</b>	Clicks	Impressions
https://joescuba.com/2024/10/v	where-to-sell-used-dive-gear	-/			283	6,823
https://joescuba.com/2022/10/a	https://joescuba.com/2022/10/apple-watch-dive-computer-im-not-so-sure/					13,002
https://joescuba.com/2024/12/0	choosing-a-backplate-wing-	for-recreational-diving/			78	5,493
https://joescuba.com/2024/11/s	scubapro-go-fins-review/				74	8,300
https://joescuba.com/2025/04/shearwater-dive-computers-model-comparison/					45	3,656
https://joescuba.com/2025/03/technical-diving-are-doubles-dead/					28	1,034
https://joescuba.com/2011/05/aqualung-black-diamond-bcd-review/					27	687
https://joescuba.com/selling-used-dive-gear-to-joescuba-llc/					20	1,528
https://joescuba.com/2022/01/0	dive-planning-apps-for-techr	nical-divers/			19	1,508
https://joescuba.com/2011/04/a	aqualung-balance-bcd-revie	w/			18	487
				Rows per page: 10 ▼	1-10 of 442	< >

### Search Console: Pages

#### Page titles







PAGE TITLE	▼ PAGEVIEWS	UNIQUE PAGEVIEWS	BOUNCE RATE	AVG. TIME ON PAGE	EXIT RATE	AVG. PAGE LOAD TIME
Where to Sell Used Dive Gear   I Buy Scuba Gear	738	356	15%	00:00:31	85%	4.9s
Apple Watch Dive Computer - Not for This Diver - Here's Why	361	192	18%	00:00:06	100%	23.54s
JoeScuba LLC -	268	129	27%	00:00:18	75%	2.52s
Choosing a Backplate and Wing for Recreational Diving	249	143	29%	00:00:29	94%	2.52s
Scubapro Go Fins (Travel Go Fins) - Review	194	102	19%	00:00:46	97%	1.02s
Shop – JoeScuba LLC	176	70	18%	00:00:17	31%	0.6s
Shearwater Dive Computers - Model Comparison	126	66	21%	00:00:14	91%	1.08s
Selling Used Dive Gear to JoeScuba LLC	110	56	40%	00:00:36	77%	1.43s
Choose Between DIN vs Yoke for your Scuba Regulator	84	42	5%	00:00:06	95%	1.89s
Aqualung Black Diamond BCD Review - JoeScuba LLC	72	35	11%	00:00:27	97%	2.18s
Dive Planning Apps For Technical Divers	66	28	7%	00:00:52	93%	1.55s
Page not found – JoeScuba LLC	65	35	36%	00:00:21	86%	4.16s
Technical Diving: Are Doubles Dead?	64	32	7%	00:00:15	91%	1.52s
Dive Rite 12 lb QR Weight Pockets Review   Dive Gear Reviews	58	33	29%	00:00:20	91%	1.29s
What's the Most Reliable Scuba Regulator?   JoeScuba Advice	55	30	19%	00:00:08	90%	1.3s
The Best Wing-Style BCD   TransPac or Backplate?	52	29	32%	00:00:03	90%	1.49s
Dive Gear – JoeScuba LLC	51	23	50%	00:00:11	30%	1.03s
OMS Trieste 60lb Wing - Used Excellent Condition	50	27	40%	00:00:11	81%	5.7s
Kona Beach Dives - JoeScuba LLC	48	26	42%	00:01:19	96%	0.87s

### Matomo Analytics: Pages

6



#### From internal pages

JoeScuba LLC -

29%

Selling Used Dive Gear to JoeScuba LLC

27%

Shop - JoeScuba LLC

22%

Joe Ross, Diver, Author, Underwater Photographer

6.7%

6.7%

8.9%

Used Dive Gear – JoeScuba

LLC

Others

From internal search

From search engines

From campaigns

Direct entries

Where to Sell Used Dive Gear | I Buy Scuba Gear

738 pageviews

#### Incoming traffic

45 from internal pages

2 from internal searches

294 from search engines

0 from social networks

0 from websites

4 from campaigns

51 direct entries

#### Outgoing traffic

115 to internal pages

0 internal searches

0 downloads

8 outlinks

**281** exits

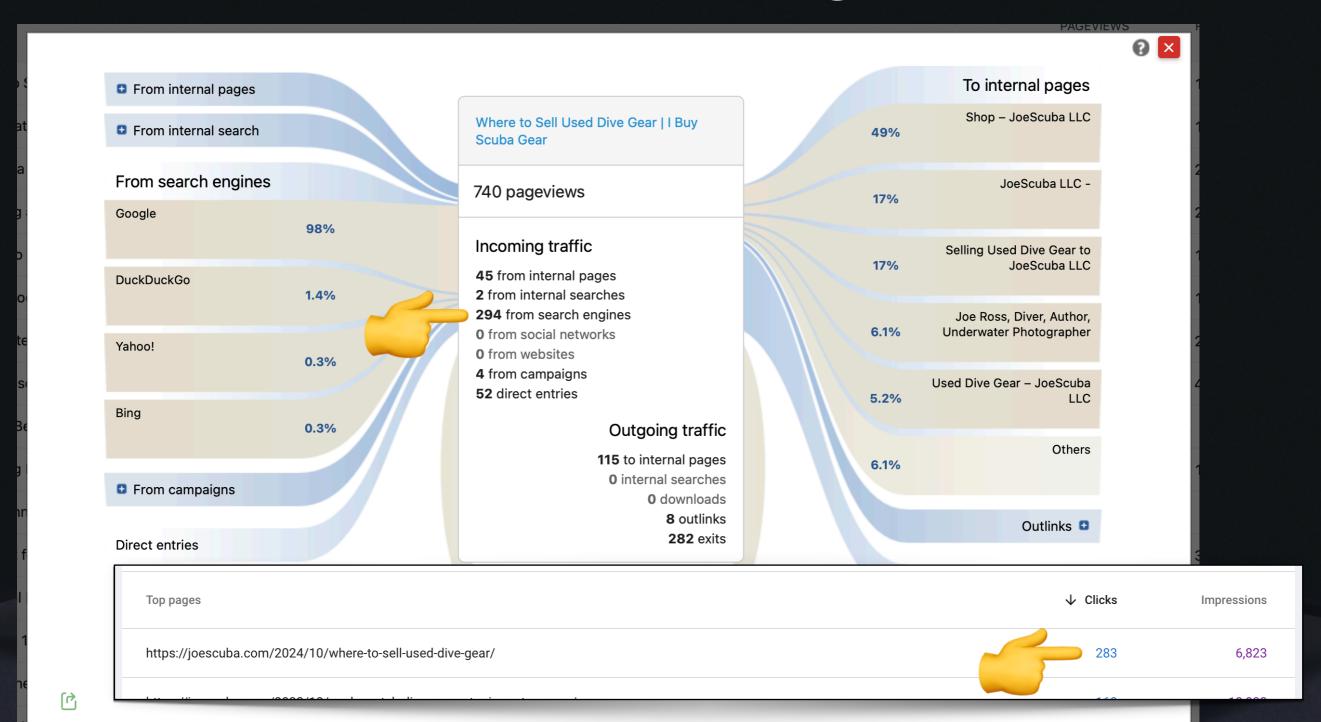
342 page reloads

	To internal pages
49%	Shop – JoeScuba LLC
17%	JoeScuba LLC -
17%	Selling Used Dive Gear to JoeScuba LLC
6.1%	Joe Ross, Diver, Author, Underwater Photographer
5.2%	Used Dive Gear – JoeScuba LLC
6.1%	Others

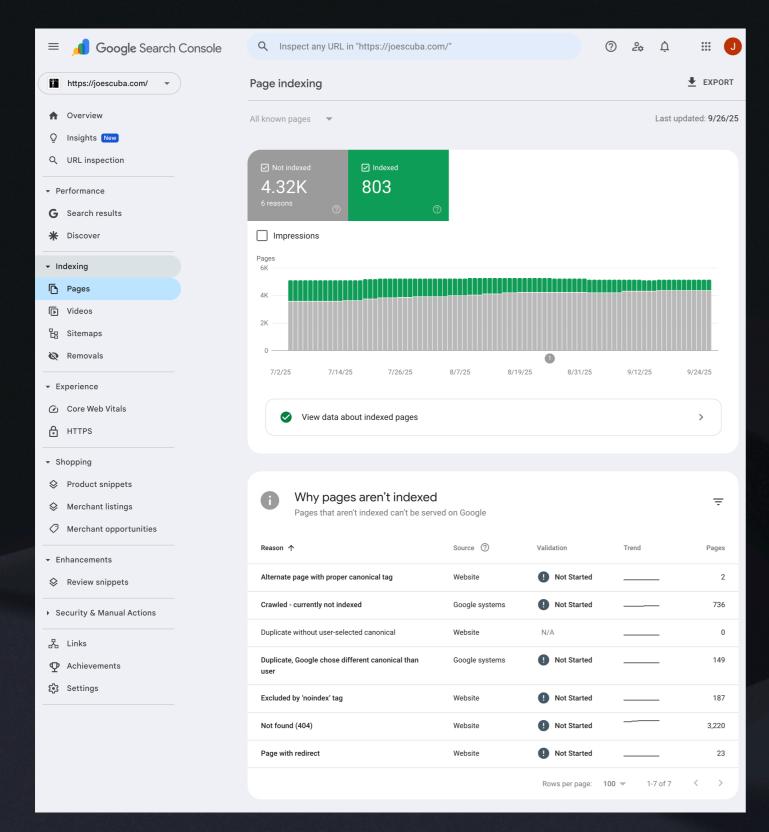
**Exits** 

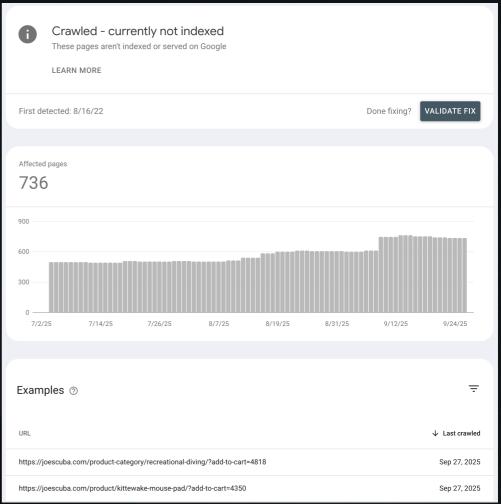
Outlinks 🚨

### Search Console vs Page Visits



# Google Search Console The Problem Solver





### Summing Up

- Traditional SEO is woefully inadequate (Except GBP)
- Everything is different now and your traffic is gravely at risk
- AI Overviews are Red Hot Real Estate [for about 10 more minutes]
- Schema Markup is NOT optional
- You MUST Understand Your Website Traffic Patterns



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AI, Search, and How Customers Really Find You