

GEOLOCAL Research Brief

Date: 2026-10-01

Branch: planning-selfserve-audit

North Star: Agent-era local SMB discoverability — discovered and recommended by AI assistants — scored as Presence + Recommendability.

Relationship: Append-only evidence layer for *Alternate business proposal: North Star via accurate AI presence*. Does not replace the product architecture SoT (`SELF_SERVE_AI_DISCOVERABILITY_CONCEPT.md`). Labels: practitioner-reported · vendor · primary study · UNVERIFIED.

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RESEARCH BRIEF

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North Star (how to read this brief)

The North Star for GEOLOCAL is **agent-era local SMB discoverability**: local businesses **discovered and recommended by AI assistants**. That intent (from `BUSINESS_PLAN.md`) is scored on this branch as two outcomes:

- **Presence** — being present and accurately represented wherever a local business is discovered (majors, umbrellas, directories, and the copies assistants lean on).
- **Recommendability** — would an AI pick you for a real buyer ask, and would it **get you right** (not just mention you)?

Everything below is evidence gathered **in service of that North Star** — what practitioners and vendors say moves Maps/calls vs what actually bears on AI Presence and Recommendability, what is waste, and where the

proof is thin. It is not a general local-SEO encyclopedia; read every finding against “does this help an owner become discoverable and accurately recommended by agents?”

Pain

Local owners and agencies are stuck between two scoreboards that do not agree.

1. **Maps / pack pain is familiar and call-dense.** Practitioners report large call and pack swings from GBP completeness, primary category, review velocity, and citation cleanup — but those wins are often Maps-lane attributions, not proof that ChatGPT / Perplexity / Gemini will name the shop correctly.
2. **AI pain is selective and accuracy-fragile.** Primary studies (SOCi LVI 2026, Insites Jul 2026, BrightLocal Local AI Visibility Study Sep 2026) show assistants recommend far fewer locations than the 3-Pack, disagree with each other, persist only ~half the time on re-prompt, and frequently misstate NAP even when they “know” the business.
3. **Owners cannot see the gap.** Localeze Completeness, citation-count tools, and vibe-check prompt grids do not measure Presence (are you on the claim surfaces assistants lean on?) or Recommendability (would an assistant pick you *and* describe you accurately?). Selling “cleanup ROI” as if aggregator correction alone moves AI answers lacks published pack/call studies.

Practitioner snapshot (r/localseo; full thread fetch often blocked — treat as **practitioner-reported**, not replicated):

Claim (label)	Source thread (reddit)	Notes
~73% of shops invisible to 4+ of 6 AI engines (50-business observational audit)	1slake5	Practitioner-reported observational audit; small n; methodology not independently reviewed
15+ consistent listings claimed ~3× more likely to be recommended	same cluster / community commentary around 1slake5	Practitioner-reported ; correlation ≠ causation
GBP completeness 82 → 100% → calls 14 → 26/mo (~86%), visibility 40 → 70% in ~12 days	1r23zji	Practitioner-reported ; community pushback: may be reclassification / seasonality, not pure completeness lift
Primary category swap: page 2 → top 3 in ~3 weeks	1viqf8z	Practitioner-reported Maps/pack outcome
Delete ~40 bad citations: accuracy 74 → 98%, calls doubled ~6 weeks	1v7s2ae	Practitioner-reported ; no controlled AI re-prompt evidence in thread
GBP opt ~70% calls ~2 months; AI mentions stayed flat (comment)	1o08abp	Practitioner-reported ; useful as “Maps ≠ AI” anecdote
Reviews 11 → 34, page 2 → pack, calls doubled ~6 weeks; attribution fight (~80% reviews?)	1vn7vjv	Practitioner-reported ; heavy confounding
HVAC: review velocity as biggest lever	1vtlpki	Practitioner-reported vertical anecdote
Citations-only → top 8–15, not top 3	1m4woes	Practitioner-reported ; citations help floor, not crown

Claim (label)	Source thread (reddit)	Notes
Yext “data hostage” / listings vanish when stop paying; Synup cancel fee ~\$1,980; Uberall enterprise-only	community threads (vendor pricing folklore)	Practitioner-reported / vendor-commercial; verify contracts case-by-case
DIY gets RESULT credit; paid pipes for scale past ~30 locations / 100+	community consensus	Product implication: ownership & tickets > hostage syndication
AI evidence thin vs Maps call evidence dense; ListingsAPI: no win case study	community meta	Aligns with BrightLocal / Insites gaps below

Pain for this proposal: the North Star fails when (a) the shop is missing from AI answers, (b) the shop is named but facts are wrong, or (c) the owner has no accuracy-aware audit + ticket path across Lane A umbrellas and Lane B majors.

What works (with evidence)

Maps / GBP / reviews (dense call evidence — mostly practitioner + expert surveys)

Lever	Evidence	Label	URL / cite
Primary GBP category, proximity, keywords in GBP title, address in city, open-now	Whitespark LSRF 2026 “pack kings” (survey posted ~Nov 6, 2025)	Vendor / expert survey (47 experts, 187 factors)	whitespark.ca/local-search-ranking-factors
GBP completeness / category / reviews → pack & calls	Multiple r/localseo case posts (table above)	Practitioner-reported	reddit threads linked above
Review volume & recency	Insites dual-surfaced avg 133.4 Google reviews vs 10.7 for neither; Whitespark: review recency underrated	Primary study + expert survey	Insites benchmark ; Whitespark LSRF 2026
Dedicated service pages, best-of lists, industry domains, unstructured citation <i>quality</i> , review-site authority	Whitespark LSRF 2026 AI-factor discussion	Vendor / expert survey	same LSRF page
DIY ownership of GBP + majors	Community: DIY gets RESULT credit	Practitioner-reported	r/localseo meta

AI visibility (thinner causal evidence; stronger descriptive studies)

Finding	Evidence	Label	URL
AIO ~68% vs local packs ~39% on Whitespark local-business query set (540 queries; May 12, 2025)	Whitespark / Miriam Ellis prevalence study	Primary study (vendor-affiliated)	whitespark.ca case study
Maps mention 66% vs AI surfaces 32–38%; ChatGPT ∩ Google AIs ~19–20%; persistence ~50%; top citations GBP 28.6%, Yelp 9.5%, Facebook 2.2%	BrightLocal Local AI Visibility Study, Sep 16, 2026 (~200k prompts)	Primary study (vendor)	brightlocal.com/research/local-ai-visibility-study

Finding	Evidence	Label	URL
Consumer AI local recs 6% → 45% YoY; 23% used AI in last local search; of AI users ~18% contact direct, ~75% check Google/Maps	BrightLocal LCRS 2026 / related AI-trust cuts	Primary study (survey)	LCRS ; LCRS AI trust
ChatGPT recommends 1.2% of brand locations vs 35.9% in 3-Pack (~30× selective); ~45% retail overlap traditional vs AI	SOCi LVI 2026 (~350k locations / 2,751 brands)	Primary study (vendor)	soci.ai news ; LVI PDF
GBP detail match ChatGPT ~55.58% / Perplexity ~48.05%; never recommended unbranded 40.88% / 68.79%; “corroboration, not optimisation”; schema/llms.txt barely correlate	Insites 10k US locals (Jul 2026)	Primary study (vendor platform)	Insites benchmark ; schema piece

What “works” for North Star Presence + Recommendability (synthesis, not a causal claim):

- **GBP excellence remains mandatory** — proof hub, Maps call volume, and the strongest public corroboration signal assistants echo.
- **Consistent, high-quality presence on majors + umbrellas** supports corroboration (Insites framing) more than vanity citation spam.
- **Review velocity and volume** correlate with both pack and dual-AI surfacing; still confound-heavy for AI alone.
- **Measuring AI separately from Maps** is itself a “what works” practice (BrightLocal Maps 66% vs AI 32–38%; SOCi selectivity).

What doesn't / waste

Anti-pattern	Why it fails / is waste	Label
Recurring listing fees for ≤~10 locations	Whitespark commentary: prefer one-time / DIY at small scale	Vendor / practitioner
Mass low-DA citation blasts	Expert consensus: noise; citations-only stalls at ~top 8–15	Expert survey + practitioner
Selling citation-cleanup-only as pack/AI ROI	No clean published cleanup-only → +X% pack/calls study (Whitespark: no clean citation-cleanup-only ROI study; BrightLocal: no published aggregator-correction → +X% pack/calls study)	Gap — do not sell
Yext-like ongoing pipe as the product	“Data hostage” / listings vanish when stop paying; Synup cancel-fee folklore (~\$1,980); Uberall enterprise-only	Practitioner-reported commercial risk
Assuming Uberall breadth / older directory studies = cleanup ROI	Older breadth studies ≠ correction ROI	Vendor historical — not cleanup ROI
Treating Localeze Completeness Score as an AI audit	Completeness = hub fill-in (Primary / Discovery / Connect / Hours), not web AI Presence/Recommendability	Product fact (Lane A)
Schema / llms.txt as the AI lever	Insites: barely correlate with recommendation	Primary study

Anti-pattern	Why it fails / is waste	Label
Citations-only strategy for top 3	Practitioner: top 8–15 ceiling without GBP/reviews/on-page	Practitioner-reported
ListingsAPI as proven win path	Community: no win case study found	Practitioner-reported / UNVERIFIED absence
Equating OpenAI ↔ Foursquare partnership with ranking lift	Partnership / Places adjacency ≠ proven ranking lever	Architecture caveat
Foursquare “60–70% of ChatGPT local”	Often phrased as “reports suggest”	UNVERIFIED — do not treat as fact

BrightLocal framing remains useful commercially: **Google first, LLMs second** — not because AI doesn’t matter (LCRS 6% → 45%), but because Maps still mentions tracked businesses more often and most AI users still verify on Google/Maps.

AI visibility vs classic local SEO framing

Dimension	Classic local SEO (Maps / pack)	AI visibility (assistants / AIO)
Unit of success	Rank in 3-Pack / Maps; calls from GBP	Named in answer; facts correct; re-prompt persistence
Selectivity	3-Pack ~35.9% brand appearance (SOCi)	ChatGPT ~1.2% recommended (SOCi) — ~30× tighter
Overlap	Pack ranking helps but does not guarantee AI mention	BrightLocal: Maps 66% vs AI 32–38%; intersection ChatGPT ∩ Google AIs ~19–20%
Stability	Rankings move; calls are measurable	Persistence ~50% on re-prompt (BrightLocal)
Top “citations” / sources	GBP, site, reviews, citations	GBP still top among directories (~28.6%), but business sites dominate unique domains; Yelp/Facebook trail
Expert factor mix (Whitespark LSRF 2026)	Pack kings: primary category, proximity, GBP title keywords, in-city address, open-now	AI lean: best-of lists, service pages, industry domains, unstructured citation <i>quality</i> , review-site authority
Consumer behavior	Call / direction intent	LCRS: AI recs mainstream (45%); many still verify on Google/Maps
Accuracy failure mode	Wrong hours on GBP hurt conversion	Assistants misstate NAP ~half the time even when “aware” (Insites)
Product scoreboard	Rank + calls	Presence + Recommendability (this proposal's North Star)

Framing rule for GEOLocal: classic local SEO is necessary infrastructure and the densest call evidence; AI visibility is a **separate, more selective** surface that needs its own audit (mentioned vs recommended vs **misstated**). Do not collapse them into one vanity “AI SEO” score.

Gaps and caveats

1. **Causal AI ROI from cleanup is unpublished.** No BrightLocal / Whitespark / SOCi paper cleanly shows “aggregator correction alone → +X% AI mentions or pack.” Do not invent one.
2. **r/localseo numbers are observational.** Threads like 1slake5 (73% invisible...), 1r23zji (completeness → calls), etc. are **practitioner-reported**; n is small; confounders (season, category change, ads) are real. Community already flags reclassification risk on completeness wins.
3. **Vendor studies have incentives.** BrightLocal, Whitespark, SOCi, Insites sell adjacent products. Still useful as **primary study** descriptive baselines — cite methodology, don’t treat as gospel.
4. **Foursquare 60–70% of ChatGPT local = UNVERIFIED** when phrased as “reports suggest.” OpenAI partnership ≠ ranking lever. Managed Users timing remains an open question in the proposal.
5. **Localeze Lane A mechanics:** ~\$99/year per location paywall; **no free suggest-edit**; Completeness Score = hub sections (Primary / Discovery / Connect / Hours), not a web AI audit; monthly partners often **30–90 days** — set owner expectations.
6. **Uberall / Yext / Synup commercial caveats** are practitioner folklore until contract-checked; still inform “don’t build a hostage pipe.”
7. **ListingsAPI:** no community win case study located — treat as non-proof, not proof of failure.
8. **Insites “corroboration, not optimisation”** undercuts schema/llms.txt-first GEO pitches; aligns with ticketed accuracy across real claim surfaces.
9. **SOCi sample is multi-location brands** (~350k locations). SMB single-shop dynamics may differ; still the clearest public selectivity ratio (~30×).
10. **BrightLocal citation mix** (GBP 28.6% / Yelp 9.5% / Facebook 2.2%) is study-specific; website citations dominate unique domains — own site still matters.

Implications for this proposal (North Star Presence + Recommendability; Lane A/B)

Architecture already in this file / concept SoT:

- **Two-lane:** Lane A umbrellas (Data Axle, Localeze, Foursquare) + Lane B majors (GBP, Apple Business Connect, Bing Places, Yelp).
- **North Star:** Presence + Recommendability; [BUSINESS_PLAN.md](#) intent = discover + recommend by AI.

Build toward:

1. **Accuracy-aware AI audit** — fixed buyer prompts; score Presence (found on claim surfaces / stomped copies) and Recommendability (named when it matters; facts match claimed truth). Prefer mentioned vs recommended vs **misstated** over vanity mention counts.
2. **One-click tickets for Lane A and Lane B** — field / wrong / right / GBP-or-claimed-truth as proof. Umbrella-only leaves Core majors wrong; majors-only leaves Layer-1 feeds stomping the claim.
3. **GBP excellence still required** — densest call evidence; strongest corroboration signal; proof hub for tickets. Do not market AI audit as a GBP substitute.
4. **Don’t sell fake cleanup ROI** — no published aggregator-correction → +X% pack/calls or AI-mention study. Sell measurable re-prompt improvement and accurate tickets, not guaranteed pack jumps.

5. **Measure AI separately from Maps** — BrightLocal / SOCi / Insites all show divergence. Product dashboards must not blend pack rank into an “AI score.”
6. **DIY result credit ⇒ product posture** — make tickets and ownership easy; avoid Yext-like hostage pipes where Presence evaporates when the subscription stops. Paid pipes remain relevant for scale (~30+ / 100+ locations per practitioner consensus), as optional scale lanes — not the identity of the product.
7. **Localeze / Foursquare honesty** — charge/time expectations (Localeze paywall, 30–90 day partners); Foursquare Placemaker suggest-edit is real; OpenAI adjacency is not a ranking claim; Managed Users later.
8. **Evidence hygiene in GTM** — label practitioner vs primary study; flag UNVERIFIED (e.g. Foursquare 60–70%); keep this brief as the evidence appendix so the commercial ladder stays North-Star-tight.

Success check (unchanged intent): re-prompt the same asks; Presence and Recommendability improve (found, recommended, facts correct) — not “Localeze score went up,” not “we submitted 400 citations.”