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RISE ABOVE THE DIGITAL NOISE.

WHITE PAPER

# Search Everywhere Optimization

and the Benefits  
of Hiring an Agency  
in a Fragmented  
Digital Landscape

Q Search |



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# SEARCH EVERYWHERE OPTIMIZATION AND THE BENEFITS OF HIRING AN AGENCY IN A FRAGMENTED DIGITAL LANDSCAPE

## Executive Summary

**Search has changed. So has the way brands grow.**

There was a time when Search Engine Optimization meant improving your rankings on Google by chasing keywords, backlinks, and metadata. But this approach is long gone. Today's audiences no longer search exclusively on Google. They discover products on TikTok, research reviews on Amazon, get inspiration from Pinterest, ask ChatGPT for suggestions, and make purchasing decisions based on YouTube videos and Instagram posts. In other words: search is no longer a singular channel—it's a multi-platform ecosystem.

At FPW Media, we've evolved our strategies to match this reality. We call our approach Search Everywhere Optimization. It's a comprehensive, cross-channel methodology that ensures your brand is discoverable wherever your customers are looking. It's not just about ranking on a single search engine, but about showing up across the entire digital landscape.

Companies that fail to adopt this new approach risk becoming invisible during key stages of the buyer journey. Meanwhile, those that integrate Search Everywhere Optimization unlock higher visibility, more relevant traffic, improved engagement, and ultimately, greater revenue.

This white paper explores how SEO has transformed, why traditional SEO tactics are no longer sufficient or even relevant, and how our framework helps brands:

- Increase visibility across the most-used discovery platforms
- Generate more qualified traffic through aligned content and intent
- Improve technical performance for better user experience and rankings
- Convert audience attention into measurable business outcomes

Most importantly, we'll show why now is the time to act and why choosing an expert SEO agency is the most strategic move a growth-focused brand can make.

# Rethinking SEO: From Search Engines to Search Ecosystems

Search is no longer a linear process that begins with a Google query and ends with a purchase. It's now a distributed, discovery-driven experience that occurs across countless digital platforms.

## The Shift in Searcher Behavior

According to Google's own internal data, almost 40% of Gen Z users use TikTok or Instagram instead of Google Search when looking for a place to eat or learn more about products (source). And this shift in searcher behavior isn't limited to Gen Z. A 2024 Forrester report found that 57% of U.S. consumers between 25 and 34 discover products at least weekly on social media (source).

Indeed, search now takes many forms:

- **Visual Search** – Users take screenshots or photos to search using Google Lens, Pinterest, or native smartphone tools. According to Google, 20 billion visual searches happen each month using Lens alone (source).
- **Voice Search** – Around 71% of consumers prefer to ask questions via voice than type them when using a smartphone (source).
- **AI Discovery** – Tools like ChatGPT, Bing Chat, CoPilot, and Perplexity AI are increasingly used in lieu of traditional browsing to research products and services.
- **Commerce-Driven Search** – 61% of product searches now begin on Amazon, not Google (source).

These platforms aren't just influencing decisions—they're replacing traditional search entry points. If your SEO strategy only addresses Google rankings, you're invisible in most of the places where real discovery is happening.



“  
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## The Fragmented Search Journey in Action

Let's take an example and play out how the search journey might play out. Perhaps someone is evaluating CRM software for their small business. Their journey might look something like this:

1. They see a YouTube ad for HubSpot or Salesforce.
2. They ask ChatGPT, "What's the best CRM for small businesses?"
3. They explore comparison blogs.
4. They read user reviews on G2 and Capterra.
5. They search for "HubSpot onboarding cost" on Google.
6. They engage with a Reddit thread about switching CRMs.

This journey includes seven different platforms, each with different search algorithms, content formats, and user expectations and intents. Brands that don't optimize across all these platforms are missing out on opportunities to engage potential customers at critical stages of the buyer journey.

# Why In-House Alone Doesn't Cut It

As in-house marketing teams struggle to keep up with content calendars, paid campaigns, social engagement, and product messaging, many attempt to squeeze SEO in where possible. But the growing complexity of today's Search Everywhere landscape demands far more than part-time, generalized digital marketing support.

## 1. Skillset Gaps and Strategic Bandwidth

In-house marketing teams are often talented but spread thin. They might have a content writer, a designer, and a digital generalist. But modern SEO requires more:

- **Technical SEO Specialists** who understand JavaScript rendering, schema markup, Core Web Vitals, and more.
- **Content Strategists** with experience in YouTube SEO, TikTok caption optimization, and Amazon A+ content.
- **Analysts** who can synthesize GA4, TikTok Pixel, Shopify data, and SEO tool insights into actionable strategies and communicate them effectively with a variety of stakeholders.
- **Developers** who can implement sitewide UX and speed fixes with minimal business disruption or website downtime.

Hiring and retaining this level of expertise internally is prohibitively expensive for most organizations. According to Glassdoor, a single senior SEO strategist can command a salary of more than \$100k (source), and that doesn't include the ancillary costs of specialized software or supporting staff positions.

## 2. Constant Platform Evolution

SEO in the second half of the 2020s will continue to be a moving target. Google alone makes thousands of small updates to its algorithm annually, with major core updates every few months. In 2024, one such update deindexed more than 800 sites for what it deemed AI spam (source).

Meanwhile:

- **TikTok's** algorithm now favors "search intent" terms in captions, making traditional keyword strategies relevant again (source).
- **YouTube Shorts** are discoverable via both search and suggestion engines, requiring distinct metadata and tagging (source).
- **Amazon** prioritizes user-generated content (UGC) and AI-driven summaries in search rankings (source).
- **ChatGPT** and **Perplexity** now return sources and citations, creating opportunities for brand-owned content to be surfaced as trusted references (source).

Keeping up with these changes—and developing content and technical fixes accordingly—is more than a full-time job: it's a cross-functional effort.

## 3. Tooling and Operational Efficiency

Modern SEO requires access to a wide range of software and web platforms, including:

- **SEO Suite** – Backlink analysis, keyword research, and rank tracking
- **Website Crawler** – Comprehensive crawls and technical audits
- **Content Scorer** – AI-generated content scoring for optimization and accessibility
- **Analytics Platforms** – Customized performance monitoring
- **Data Visualization** – Dashboard creation and custom reporting
- **Social Listening** – Social engagement and reputation management
- **Audience Research** – Market research





The total cost of licenses for a complete SEO toolset can reach tens of thousands of dollars per year—not including the hidden costs of things like software training, setup, and proper configuration. At FPW Media, we already invest in these tools and build them into our workflows, giving you immediate access to insights without the added cost or startup lag.

## The Benefits of Hiring a Dedicated SEO Agency

Choosing the right partner for Search Everywhere Optimization is a strategic decision that directly impacts your business outcomes. While some companies attempt a DIY approach or delegate SEO to generalist teams, dedicated agencies offer five key advantages that in-house teams, freelancers, or ad hoc solutions can't match.

### 1. Business-Aligned Strategy, Not Just Rankings

Effective SEO is about more than getting to the top of a search engine results page (SERP)—it's about driving qualified, converting traffic that aligns with your business objectives.

A dedicated SEO agency begins not with keywords, but with a discovery process that maps digital tactics to core KPIs: revenue, leads, retention, customer acquisition cost (CAC), and lifetime value LTV). At FPW Media, we use this data to create a strategic plan that connects search performance to actual business performance.

By aligning keyword and content strategies with your top-performing products, seasonal trends, and sales funnel data, a specialized agency ensures your SEO efforts are outcome-driven—not just activity-driven.

### 2. Platform-Specific Content Engineering

Each platform has its own unique discovery algorithm, user behavior pattern, and content format. A generic blog post won't rank on TikTok. A product listing that performs well on your Shopify site may struggle on Amazon without the right enhancements.

Agencies trained in cross-platform optimization tailor content for each environment. For example:

- **YouTube SEO** – Includes detailed, time-stamped descriptions, playlist strategy, transcript uploads, thumbnail A/B testing, and keyword clustering.
- **AI SEO** – Leverages semantic and content structures, llms.txt file, FAQ schemas, and authoritative signals to surface in tools like ChatGPT and Perplexity.
- **TikTok SEO** – Involves dynamic captions, use of search intent terms, keyword overlays on screen, and participation in trends favored by the algorithm.
- **Pinterest SEO** – Uses vertical image aspect ratios, visual tagging, keyword-rich pin descriptions, and alt text to surface in searches.

Agencies like FPW Media craft content that is not just optimized, but engineered for each unique digital environment.



### 3. Deep Technical SEO Expertise

Technical SEO is the foundation upon which content and search visibility are built. Site speed, schema, crawlability, and mobile responsiveness directly affect ranking potential across platforms.

- A dedicated agency can:
- Audit and resolve JavaScript rendering issues
- Implement structured data for rich snippets and AI parsing
- Fix orphan pages, broken internal links, and redirect chains
- Optimize for Core Web Vitals—a Google ranking factor since 2021
- Ensure mobile-first indexing readiness and responsive design

Agencies can also optimize for platform-specific nuances—such as Shopify's Liquid templates or WordPress plugin bloat—ensuring your tech stack never limits your visibility.

### 4. Data, Testing, and Continuous Improvement

Search Everywhere Optimization is not a one-time task—it's a living system that requires iterative testing and analytics analysis.

A top-tier SEO agency brings:

- **A/B testing** of title tags, CTA placement and copy, and meta descriptions
- **Attribution modeling** across multiple platforms (GA4, TikTok Pixel, Meta Business Suite, LinkedIn Campaign Manager)
- **Cross-channel dashboards** with real-time performance insights
- **Scroll-depth and click heatmaps** to evaluate UX bottlenecks

At FPW Media, we combine GA4 data with platform-native insights like YouTube Watch Time, TikTok Audience Retention, and Amazon Conversion Rate to make informed refinements in real-time, not quarterly.

### 5. Competitive Intelligence and Market Agility

SEO isn't done in a vacuum. Every platform is a battleground where competitors are trying to win the same customers. The best agencies conduct ongoing audits of competitive presence across:

- Keyword position on Google and Bing
- Social content performance on Instagram, TikTok, and YouTube
- Product reviews, star ratings, and Q&A content on Amazon
- Voice query results on Google Assistant and Siri
- AI-generated visibility from ChatGPT, Claude, and Perplexity

By identifying gaps in your competitors' strategies—or emerging trends they haven't yet adopted—we help you gain a first-mover advantage that translates into visibility and conversions.



# More than a Vendor: What Makes a Great Agency Partnership

Successful SEO engagements are not transactional—they're deeply collaborative. When selecting an agency, look for these key partnership traits.

## 1. Transparent, KPI-Based Reporting

Your agency should measure what matters: visibility, engagement, conversions, and revenue impact. At FPW Media, we build custom dashboards using Looker Studio, combining:

- Google Search Console
- SEMRush Keyword Position Tracking and AI Search Visibility
- GA4 events and ecommerce data
- Shopify, HubSpot, or CRM performance
- YouTube and TikTok analytics
- Amazon Seller Central data

This lets stakeholders view performance in one unified, real-time dashboard.

## 2. Seamless Cross-Team Integration

- Your SEO agency should be able to work directly with:
- Your web development team on page speed and technical fixes
- Your brand team to ensure on-voice messaging across platforms
- Your social media team to coordinate short-form content strategy
- Your analytics team for data validation and attribution alignment

## 3. Strategic Customization

Every SEO strategy must be tailored specifically to an organization's target audience, industry, business model, and objectives. A B2B industrial brand doesn't need the same tactics as a DTC beauty brand. A law firm optimizing for local discovery will use different tools than an ecommerce brand targeting national voice search queries.

We develop platform-weighted strategies tailored to:

- Industry type and competitive landscape
- Resource availability
- Target audience behavior (e.g., visual-first, voice-reliant, or mobile-dependent)





# FPW Media's Unique Search Everywhere Optimization Model

We've developed our SEO approach through years of multi-platform experimentation, iteration, and client collaboration. It's built on five core principles:



## 1. Intent-Based Strategy

Every piece of content, keyword, and technical adjustment is aligned with specific stages in the buyer journey—from discovery to decision.



## 2. Platform-Specific Execution

We don't recycle content; we repurpose concepts with platform-native designs and formats: short-form videos, carousels, AI-ready snippets, and platform-optimized product pages.



## 3. Real-Time Optimization

Ongoing reporting, rapid testing, and KPI dashboards allow us to course-correct quickly when data reveals opportunities or drop-offs.



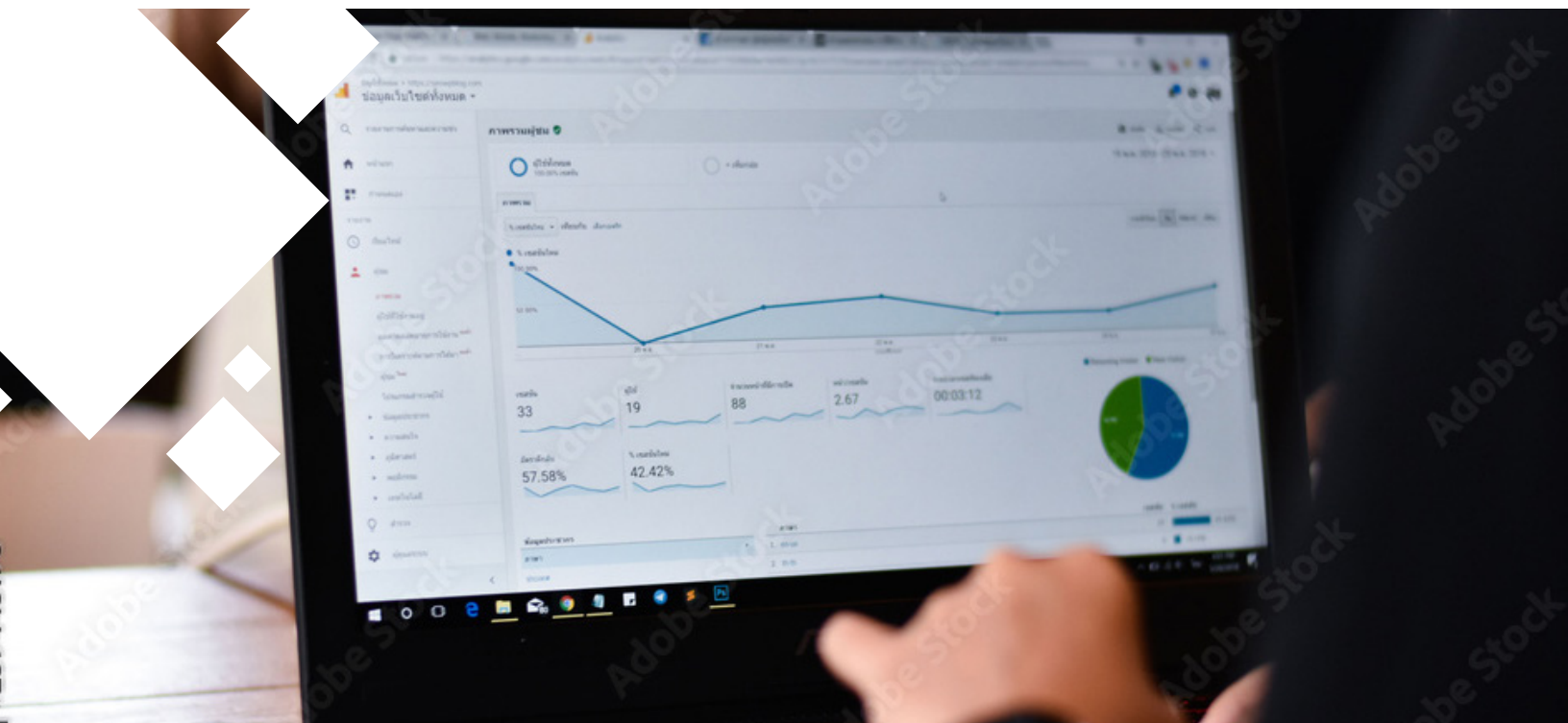
## 4. Integrated Delivery

Our strategists, copywriters, designers, developers, and analysts collaborate as a single, unified team. This eliminates handoff delays and ensures faster testing, iteration, and refinement.



## 5. Performance Benchmarking

We compare performance not just against your past campaigns, but against platform-wide averages, competitor benchmarks, and top-decile performers.



# The Cost of Inaction

Brands that delay or deprioritize omnichannel search visibility are not standing still—they're falling behind. In today's fragmented digital environment, failure to invest in Search Everywhere Optimization leads to compounding strategic and financial losses on multiple fronts.

## 1. SEO Debt Accumulates Over Time

"SEO debt" is the buildup of technical errors, outdated content, and missed optimization opportunities that create friction in your discoverability. Just like financial debt, the longer it goes unaddressed, the more expensive and time-consuming it becomes to fix.

Some common examples of SEO debt include:

- Legacy page structures without semantic HTML
- Bloated plugins that slow page speed on WordPress and Shopify
- Poor mobile responsiveness, which now has a direct impact on Google rankings
- Disconnected internal linking and duplicate content
- Failure to implement schema markup for products, reviews, FAQs, and videos

Over time, these hidden inefficiencies reduce crawl budget, lower authority, and make your content increasingly invisible. Fixing it later often requires sitewide restructuring, re-indexation, and content overhaul—far more costly than proactive optimization.

## 2. Discoverability Gaps = Revenue Gaps

If your competitors are showing up across YouTube, Amazon, TikTok, Google, and AI search, and you're not, your brand is likely excluded from major stages of the buyer journey.

For example:

- A shopper comparing water heaters may never visit your site if they can't find your brand on Amazon or in ChatGPT's suggestions.
- A buyer researching tax services may favor a firm with well-optimized "Ask Me Anything" TikToks or helpful, voice-friendly FAQ content.
- A Gen Z consumer looking for new skincare won't scroll past the first page of Instagram results or search past TikTok's top three videos.

## 3. AI Search Is Rapidly Disrupting Traditional Traffic Patterns

AI-assisted search interfaces are no longer experimental—they're becoming mainstream. ChatGPT plugins, Perplexity.ai, Bing Copilot, and Google's Generative Search Experience (GSE) are already returning answers directly in chat interfaces, often bypassing traditional search result pages altogether.

Brands that fail to structure their content for AI discoverability—via clear semantic formatting, schema, FAQ markup, and authoritative trust signals—may completely miss the opportunity to appear in these new "answer engines."



## Conclusion: The Future of Brand Visibility Is Omnichannel

The rules of search have changed. Where consumers go to discover, evaluate, and decide has expanded into dozens of platforms, each with its own structure, audience expectations, and algorithmic logic. Being visible on Google alone is no longer sufficient. Nor is treating SEO as a "check-the-box" function within a larger digital strategy.

Search Everywhere Optimization is the next evolution of search strategy—one that understands buyers move fluidly across YouTube, TikTok, Amazon, AI chatbots, and traditional search engines. Winning visibility today requires meeting customers where they already are—not waiting for them to stumble across you.

SEO is not a trend—it is a structural necessity for any brand that wants to:

- Compete for attention and trust in a crowded marketplace
- Scale their content to new audiences efficiently
- Future-proof their digital infrastructure for AI-powered search
- Turn discoverability into measurable pipelines, revenue, and retention

Brands that invest in omnichannel discoverability today will own tomorrow's decision moments.



## Partner with FPW Media and Rise Above the Digital Noise

At FPW Media, we don't just talk about Search Everywhere Optimization. We've built the team, tools, and systems to deliver results at scale. Our clients range from capital equipment enterprises to financial services firms to e-commerce apparel brands and everything in between.

### We're ready to help you:

- Audit your current search presence across platforms
- Identify discoverability gaps and revenue opportunities
- Build a cross-platform SEO roadmap tied to your business goals
- Integrate performance dashboards for real-time optimization
- Turn every search experience into a sales opportunity

**Your audience is already searching everywhere.**

**Let's make sure they find you everywhere.**





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