

GOOGLE'S NEW AI MODE: WHAT OUR EARLY TESTING REVEALS FOR CONTRACTORS

Peter Troast, Founder & CEO Energy Circle Webinar Series

June 25, 2025

Current Bill Status

- House Passed Budget Bill ends 25C (insulation, heat pumps) and 25D (residential solar) at the end of 2025.
- Senate Finance Bill: ends tax credits 180 days after enactment.
- Stated goal is final bill by July 4th.
- Weigh in with your Congressional delegation!



Tax Credit
Urgency
Messaging

ACT NOW BEFORE TAX CREDITS EXPIRE

An excellent conversation starter/catalyst



What We'll Discuss

- Big Changes in How Homeowners Find Contractors: Google's Al Overviews and Al Mode
- 2 What We've Learned from Our Testing So Far
- The Beginnings of a Path Forward in the new Al World



THE RISE OF AI IN SEARCH

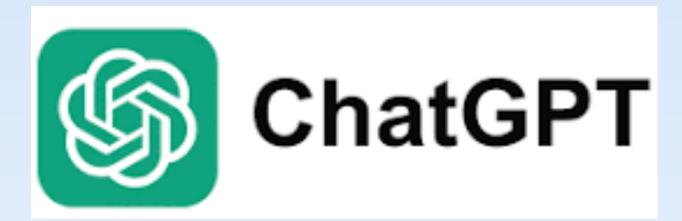


Changes in How Homeowners Find Contractors









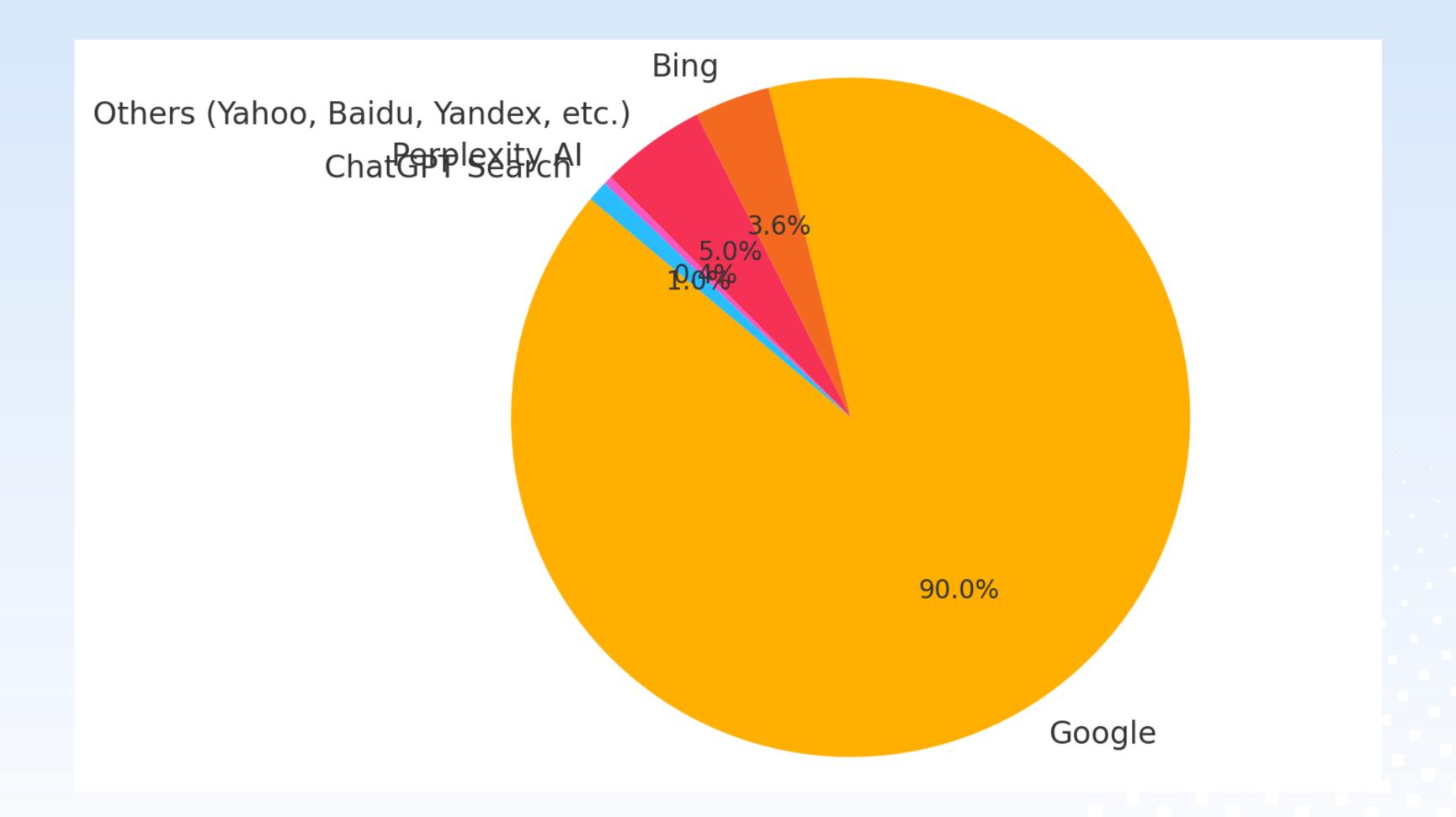




Apple Intelligence



Global Search Engine Market Share





As Google Embraces
Al in Search

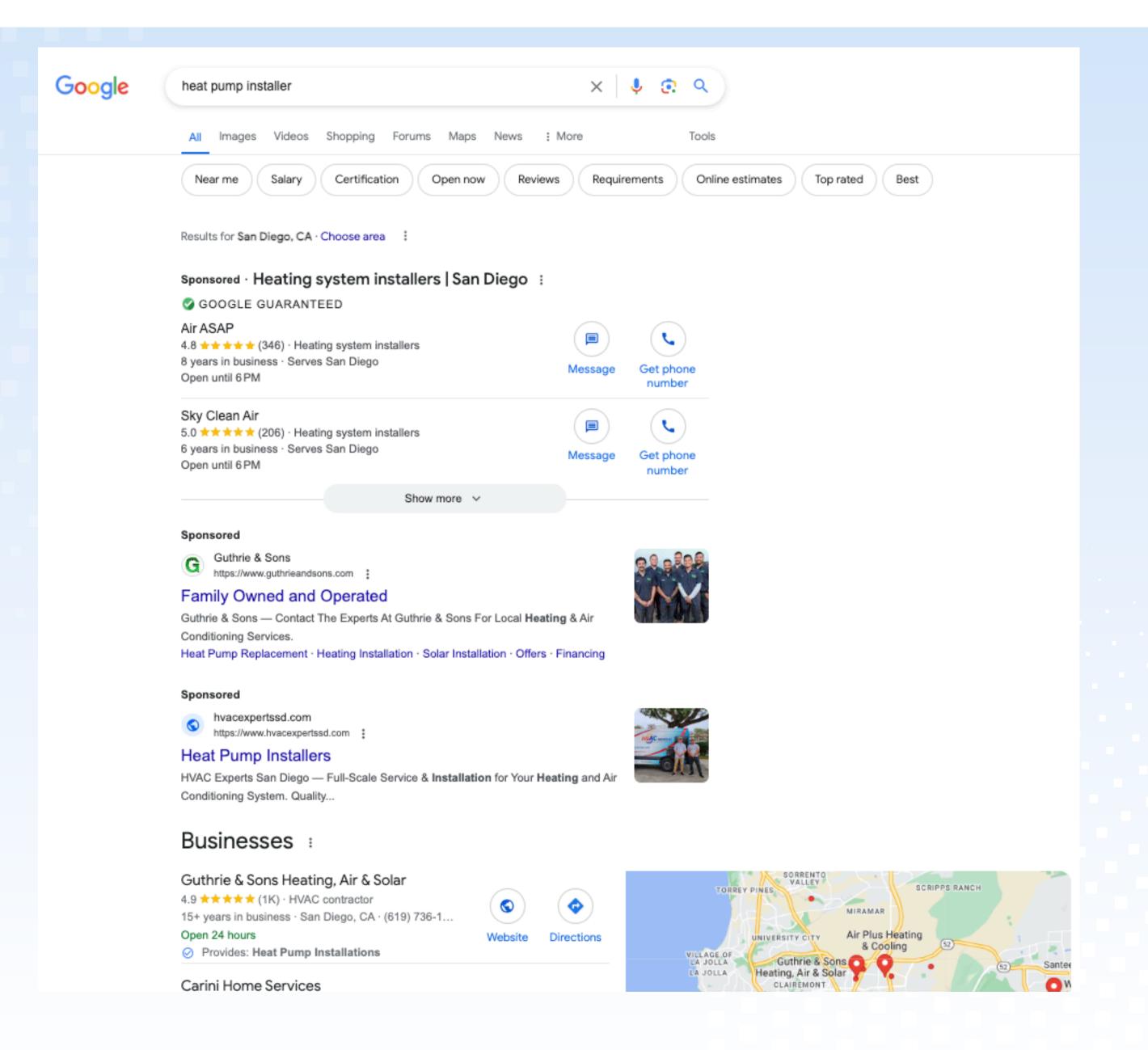
Al Overviews Al Mode



Local Services Ads

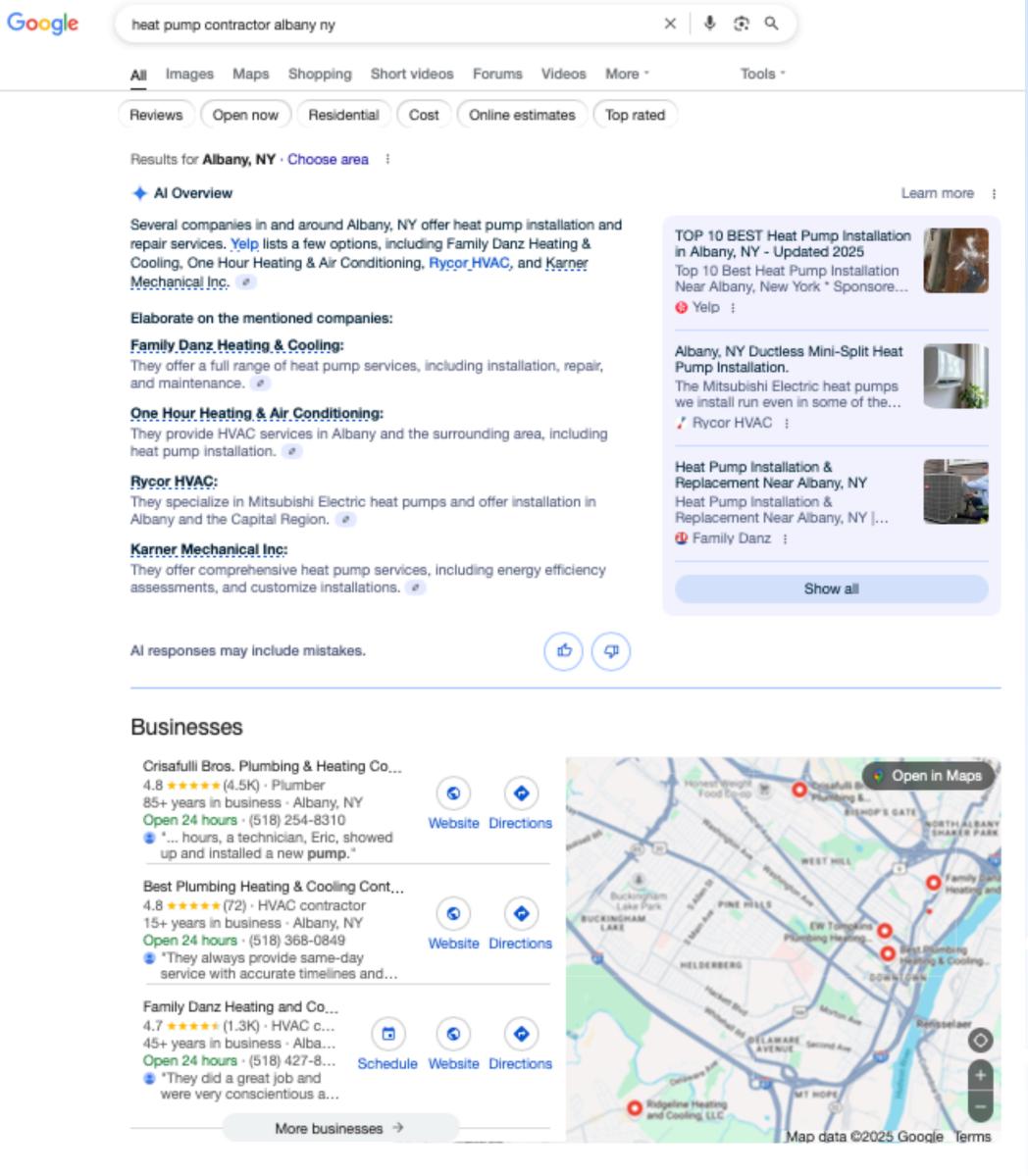
Paid Search Ads

Google Business
Profile





Contractor
Search—High
Intent to Buy
Al Overview



Sponsored

ReVision Energy https://www.revisionenergy.com

Expert Heat Pump Installers



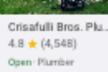
Google Al Mode

Images Short videos Videos More + heat pump installer albany ny

Here are some highly-rated heat pump installers in Albany, NY, based on customer reviews and ratings:

- Crisafulli Bros.: This company has been in business for over 86 years and is familyowned and operated. They offer heat pump installation and repair services and are known for their quality of work, professionalism, and reliable service.
- Family Danz Heating and Cooling: A full-service heat pump contractor that offers professional installation by certified technicians. They emphasize energy efficiency and treating customers like family.
- Northeast Heating, Cooling & Refrigeration: They provide new installation, replacement, seasonal maintenance, and repair of all makes and models of heat pumps. They offer a 100% satisfaction guarantee and the owner visits every job site.
- Rycor HVAC: Specializes in ductless mini-split heat pumps and offers same-day installation. They focus on energy efficiency and quick installation.
- Superior Co-Op HVAC: A Mitsubishi Diamond Contractor Elite that provides heat pump installation, repair, and maintenance. They highlight their extensive training, industry knowledge, and strong partnerships with leading HVAC manufacturers.





25 Industrial Park Rd



Family Danz Heatin... 4.7 (1,338) Open: HVAC contractor 404 N Pearl St



Northeast Heating, .. $4.4 \pm (34)$ 27 Railroad Ave



RYCOR HVAC 5.0 🛨 (14) Open: HVAC contractor 8 Blue Lupine la

Other well-regarded companies:

- Roland J. Down Service Experts: Offers heat pump installation and replacement and can help you choose the right model while securing rebates.
- Albany Mechanical Services, Inc.: Offers free estimates for residential HVAC replacements, including heat pumps. They install Daikin heat pumps.
- Ridgeline Heating and Cooling: Specializes in Mitsubishi Electric heat pump systems and heat pump water heaters.







 $4.7 \div (323)$ Open: Air conditionin...

Factors to Consider When Choosing a Heat Pump Installer:

- Experience and Expertise: Look for a company with a proven track record and experienced technicians, especially with the type of heat pump you are considering.
- Customer Reviews and Testimonials: Check online reviews on platforms like Yelp, Google, and HomeAdvisor to gauge customer satisfaction.



Heat Pump Installation & Repair in Upstate NY | Crisafulli Bros.

I have used Crisafulli Bros three times in the past two years, one was an...



Crisafulii Bros. Plumbing & Heatin...

Heat Pumps - Albany

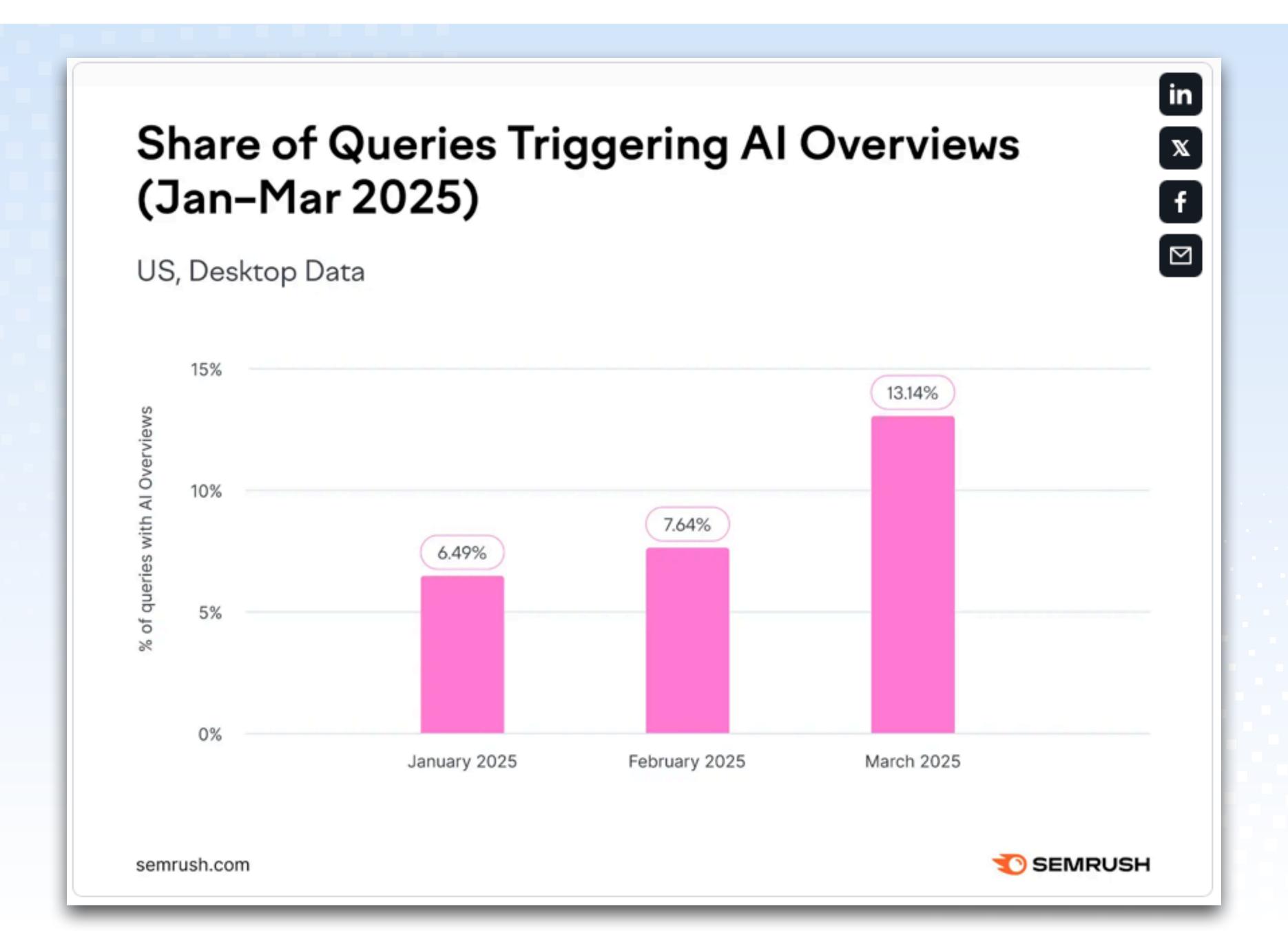
May 19, 2025 - Call our team for your heat pump service needs! Northeas...



Northeast Heating, Cooling & Refri...

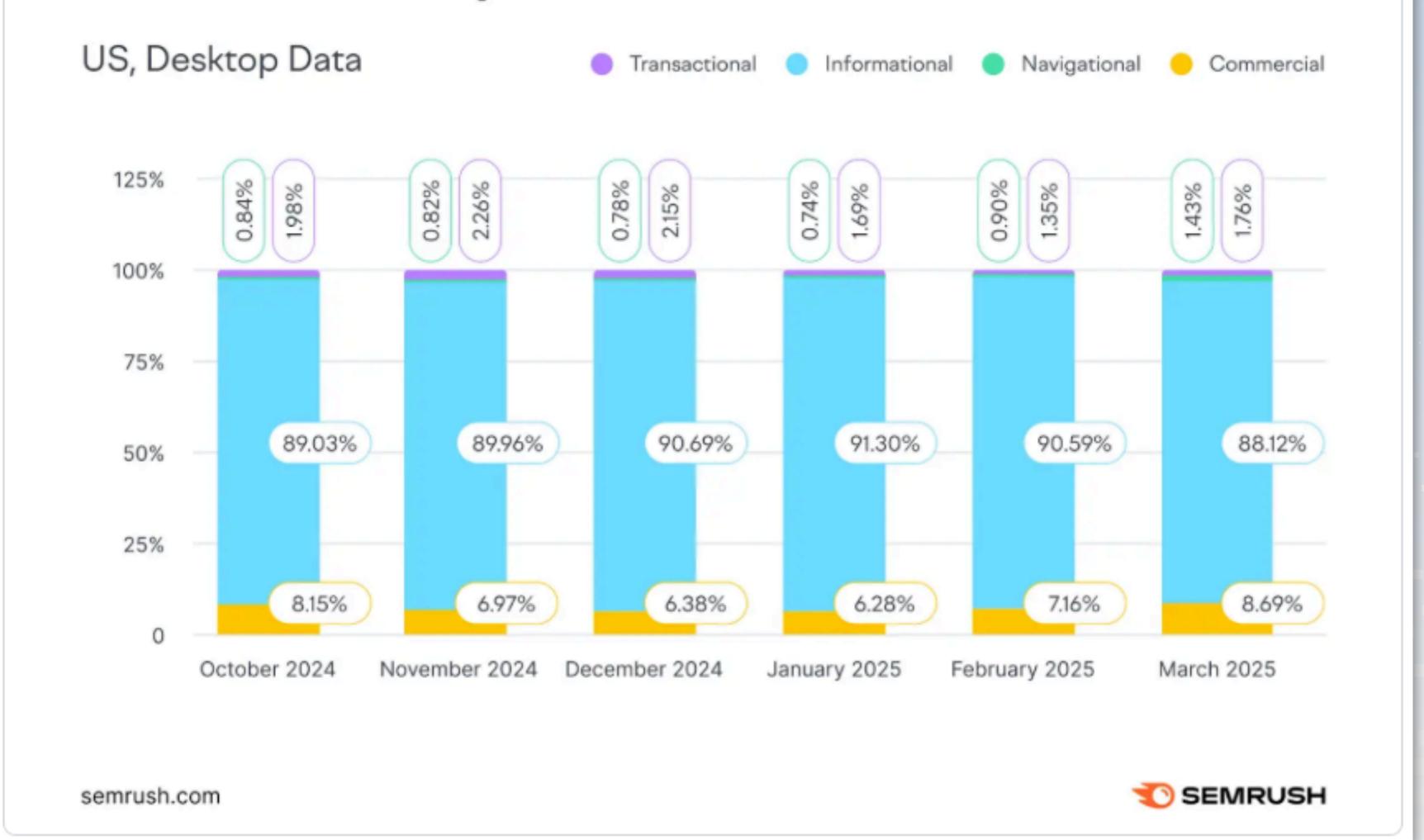
Show all







Share of Keywords That Triggered Al Overviews by Intents





THE IMPACT OF AI OVERVIEWS & AI MODE IN HOME PERFORMANCE



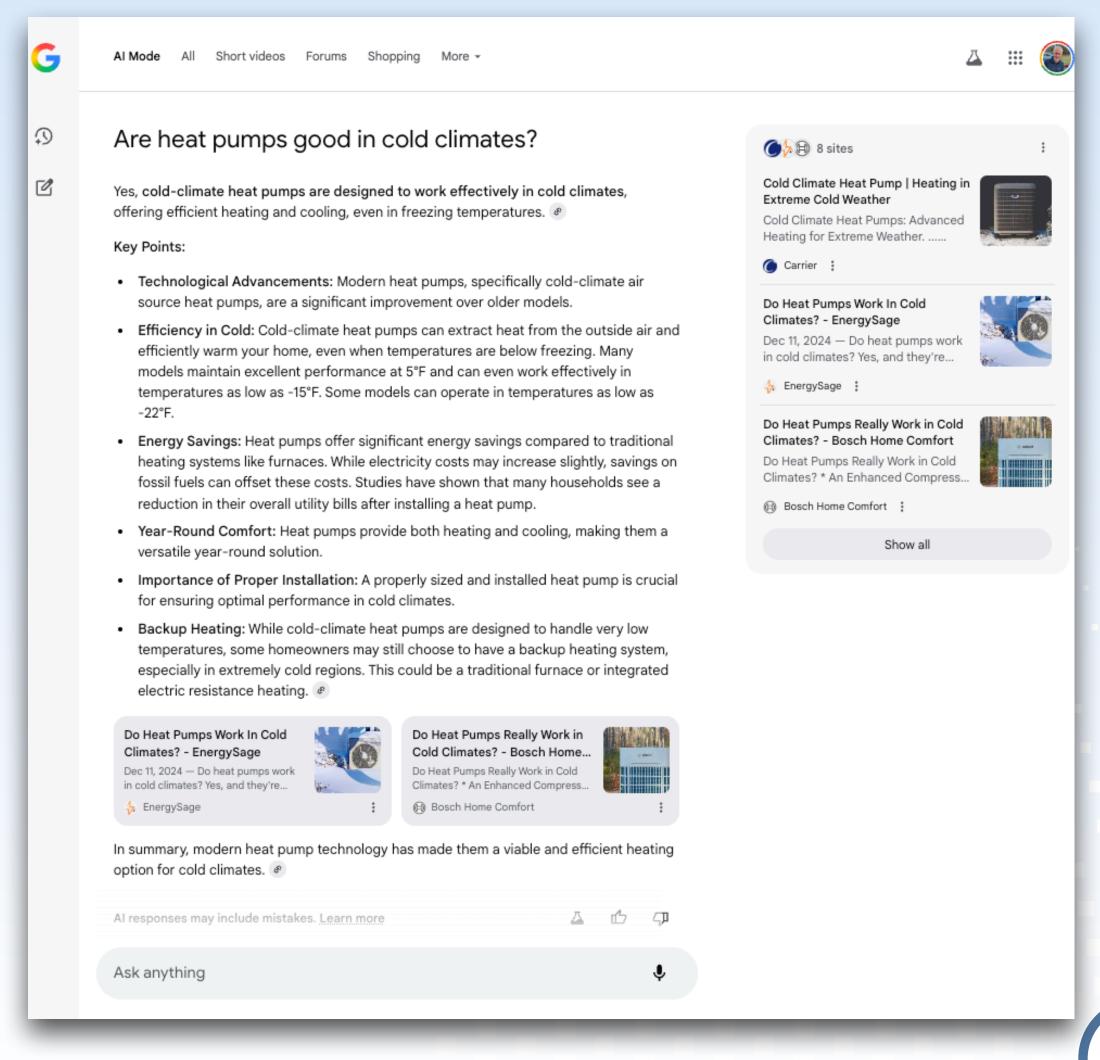
Benefits of switching to a heat pump Is a heat pump better than a furnace? Educational, Exploratory, Pros and cons of home electrification Top of Funnel **Broad Awareness** How can I reduce my home's carbon footprint? How much energy does a heat pump use? Are heat pumps good in cold climates? Best heat pump installer near me High Buying Intent, Request heat pump installation quote **Bottom of** Schedule a home electrification audit **Funnel** Transactional, Top-rated heat pump companies in [city] Ready to Act Apply for heat pump rebate [state program name] Financing options for heat pump installation

Benefits of switching to a heat pump Is a heat pump better than a furnace? Educational, Exploratory, Pros and cons of home electrification Top of **Broad Awareness** How can I reduce my home's carbon footprint? **Funnel** How much energy does a heat pump use? Are heat pumps good in cold climates? Heat pump vs. gas furnace cost comparison Best type of heat pump for my home Mid *Is it worth installing a heat pump?* Consideration, Comparison, **Funnel** Incentives for heat pumps in [my state/region] Project Research Rebates for home electrification Ductless vs. ducted heat pump What types of contractors do heat pump installation? How long does heat pump installation take? Lower Solution Discovery, Planning, Can I use my existing ducts with a heat pump? Mid Home electrification checklist **Funnel** Readiness Signals What separates a good heat pump contractor from a bad one? What size electrical panel do I need for home electrification? Best heat pump installer near me High Buying Intent, Request heat pump installation quote **Bottom of** Schedule a home electrification audit **Funnel** Transactional, Top-rated heat pump companies in [city] Ready to Act Apply for heat pump rebate [state program name]

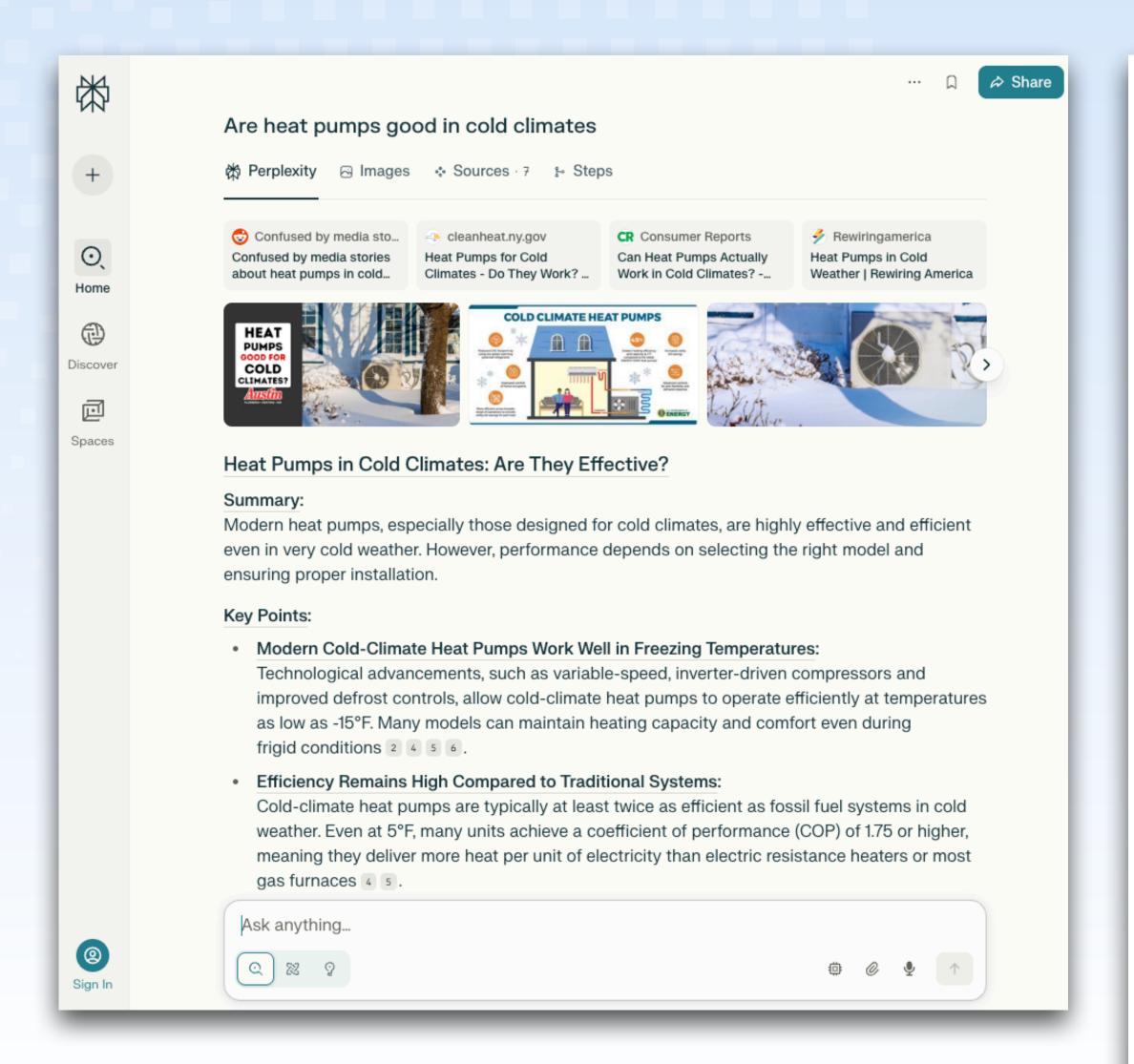
Financing options for heat pump installation

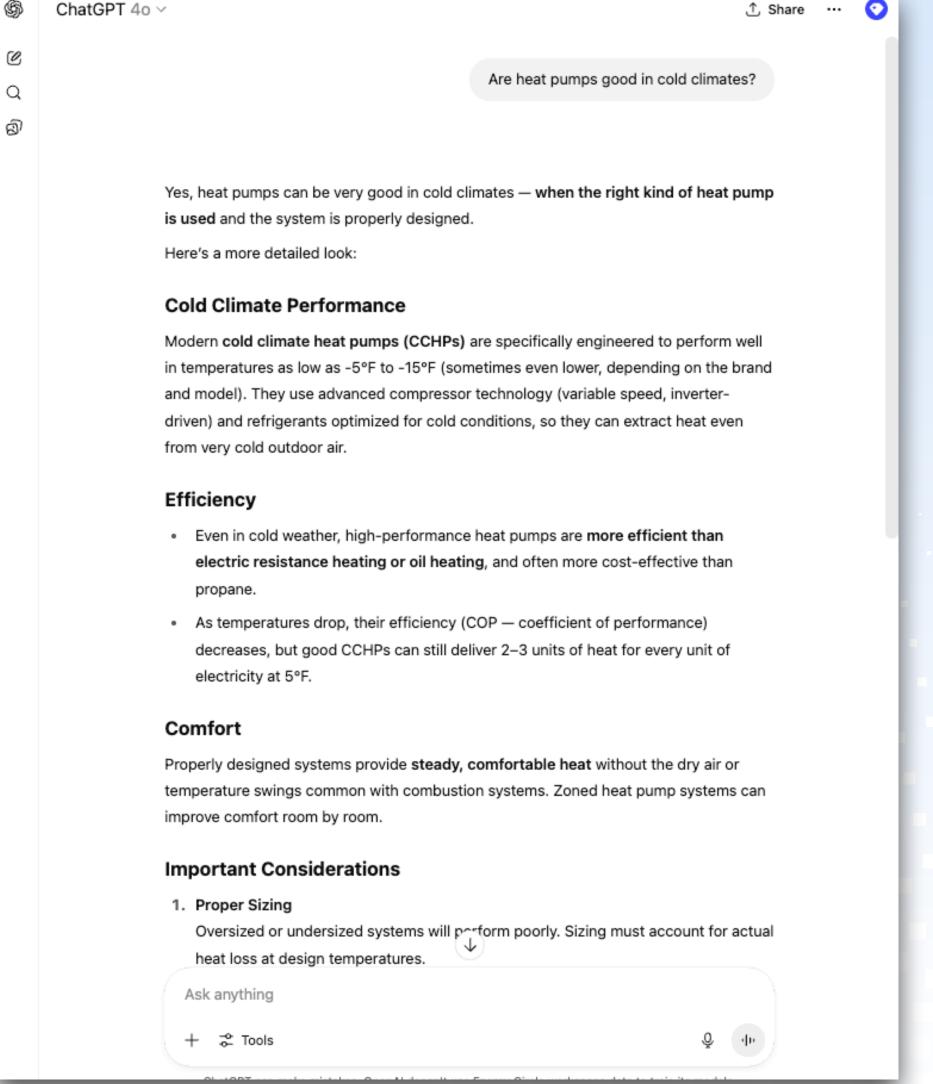
Top of Funnel: "Are heat pumps good in cold climates?"





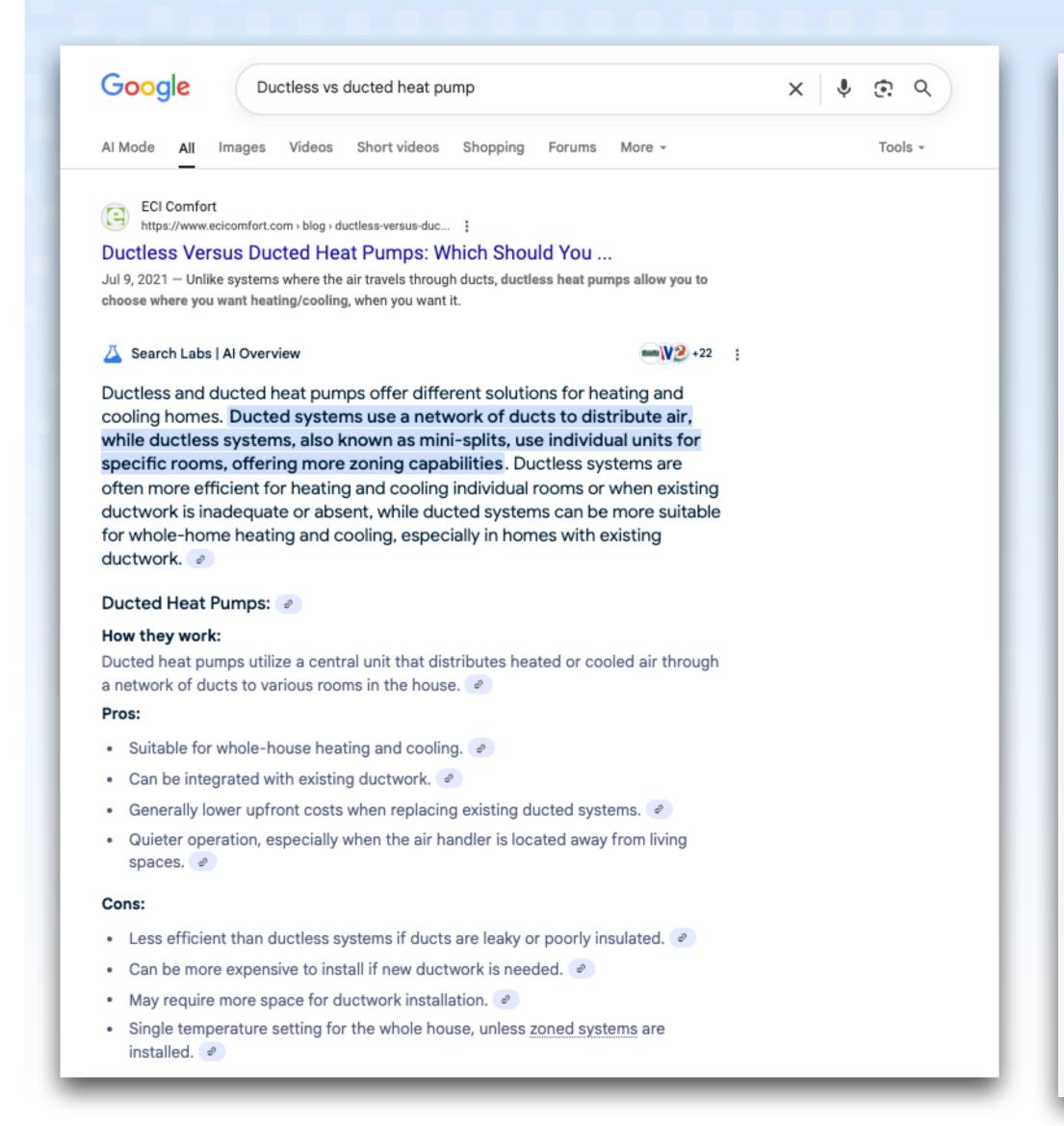
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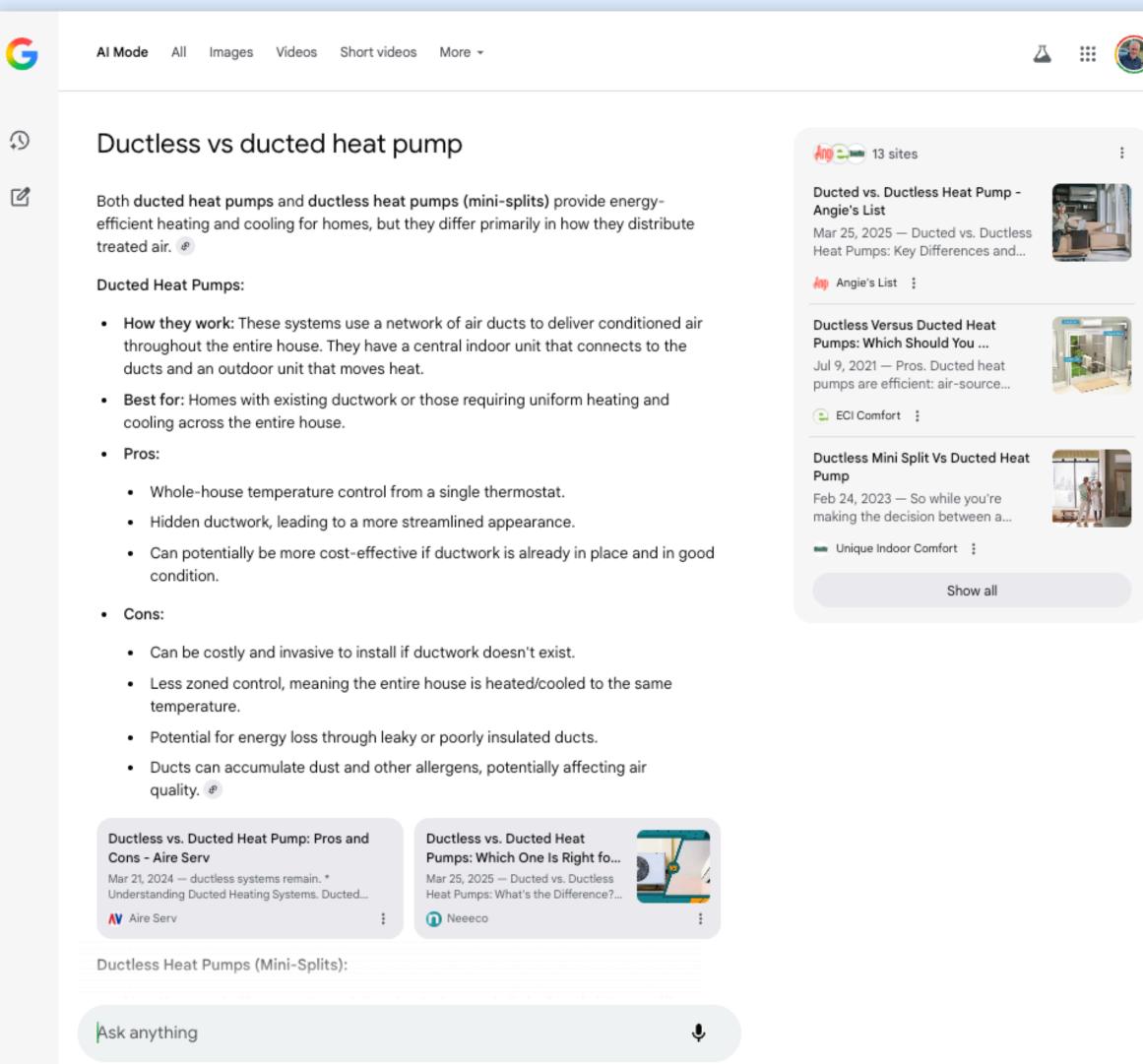






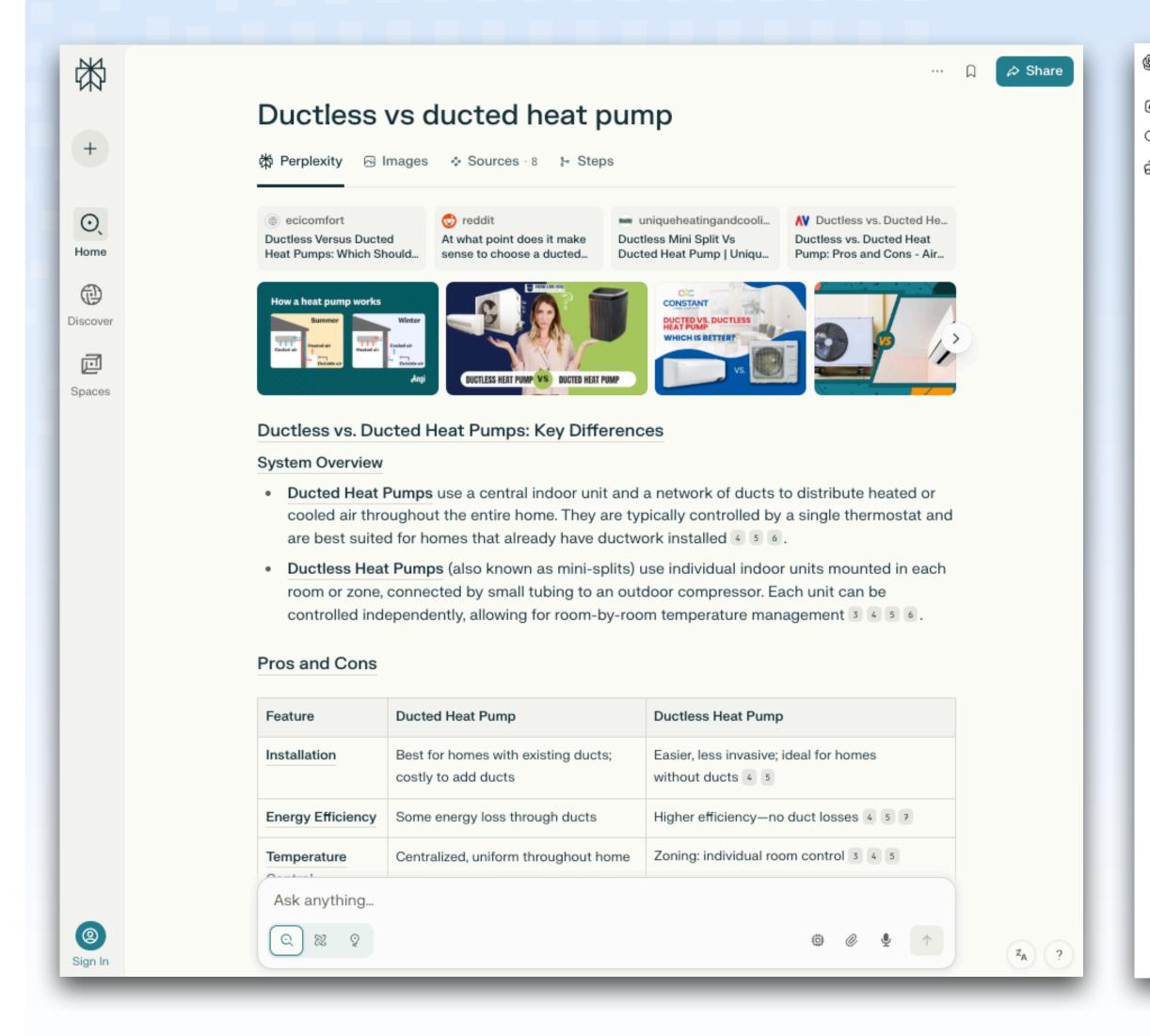
Mid Funnel: "Ductless vs ducted heat pump?"

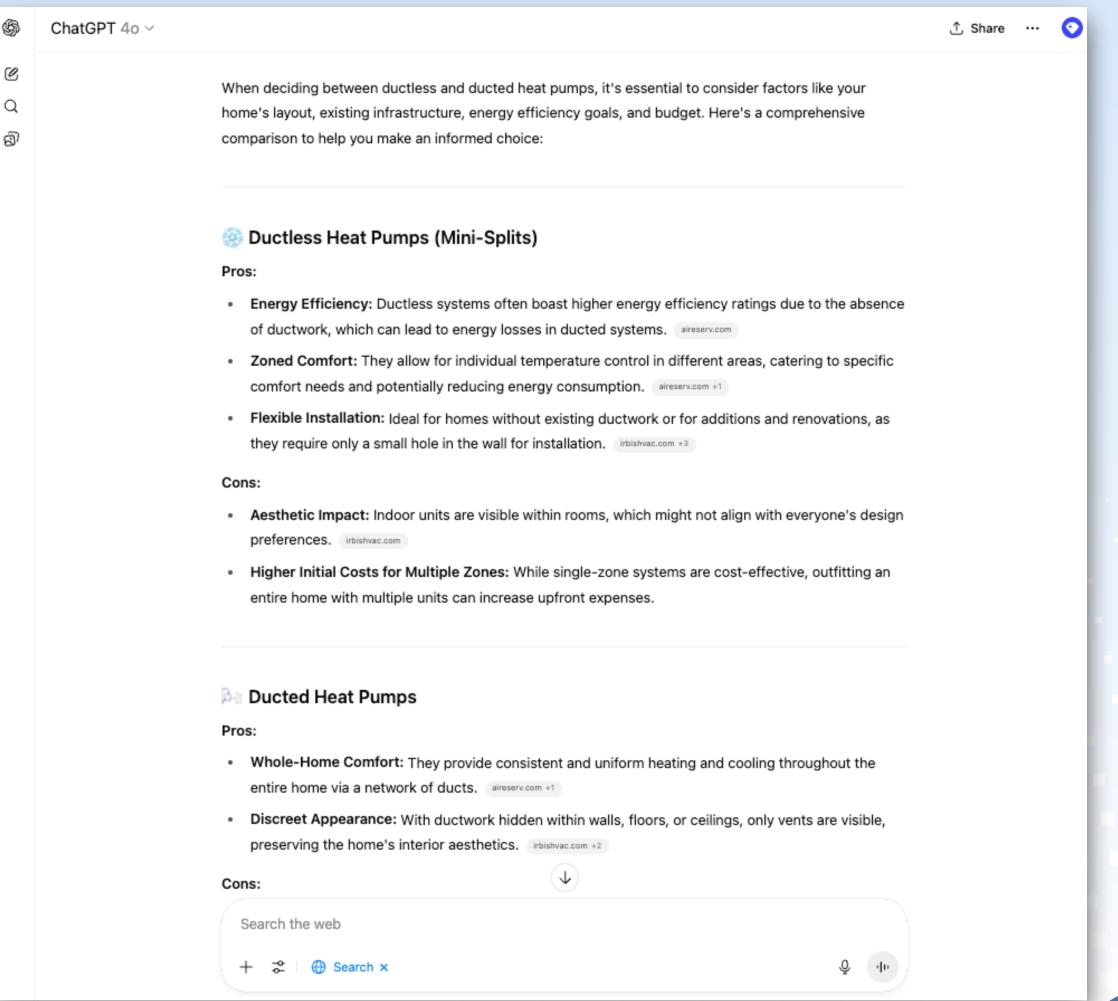




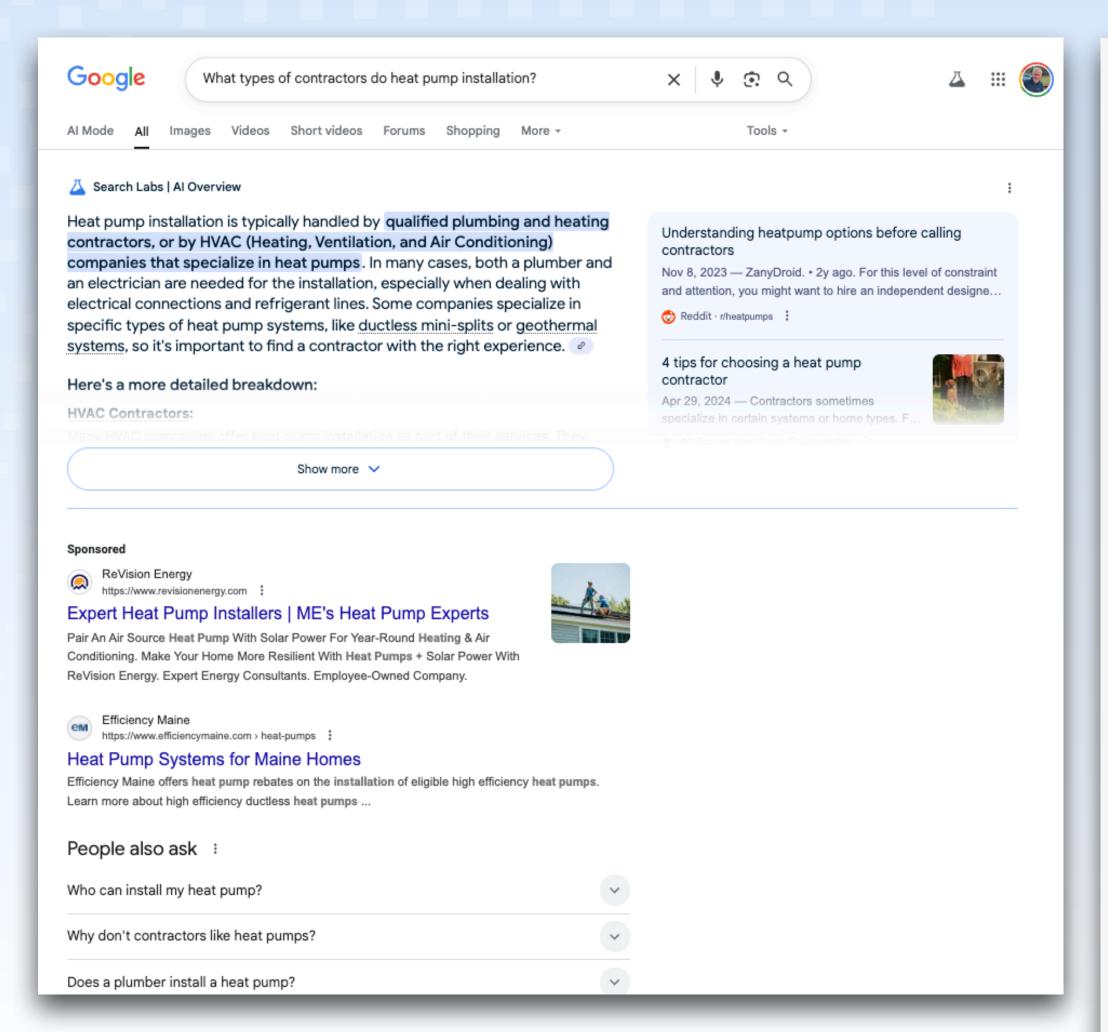


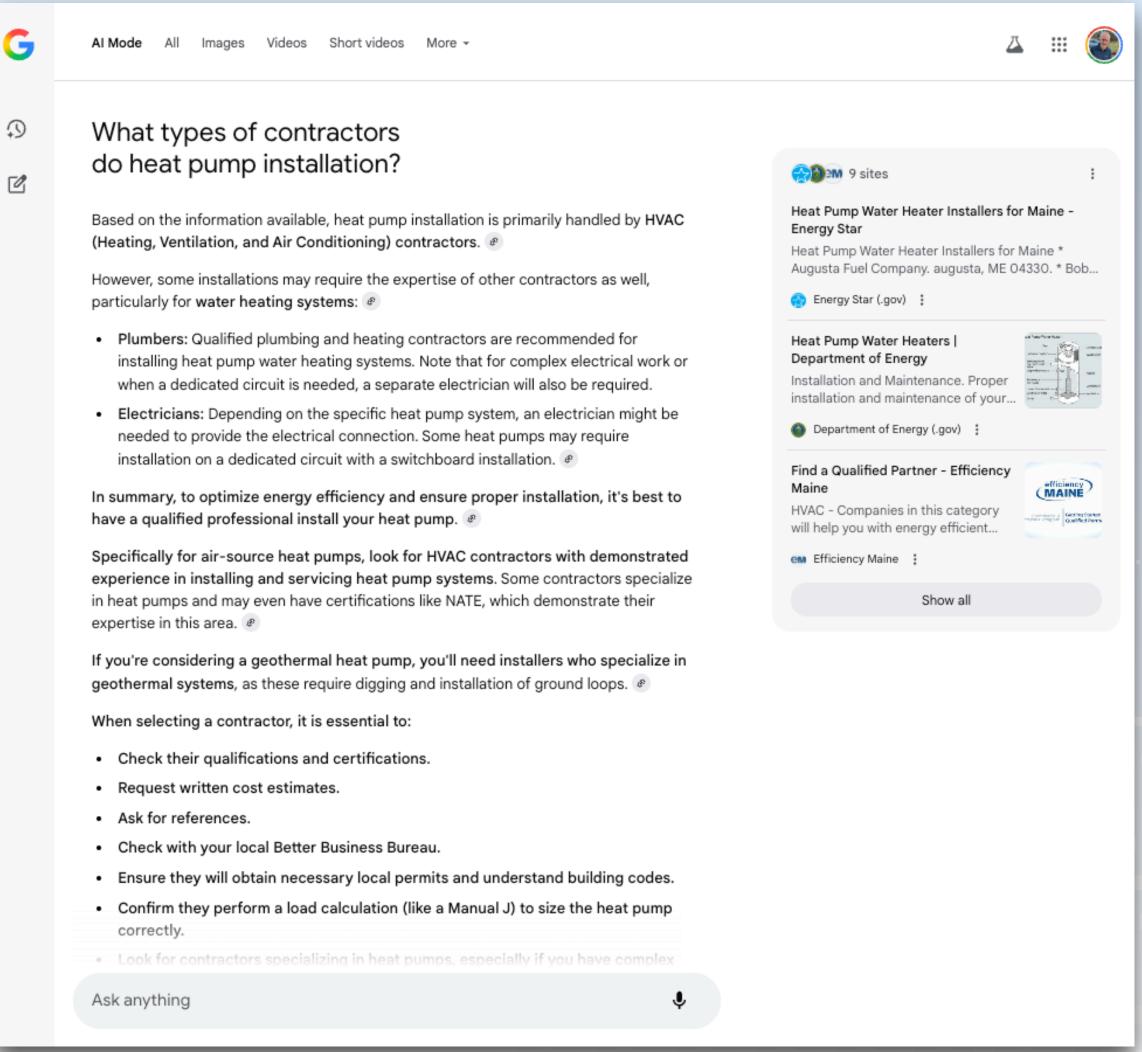
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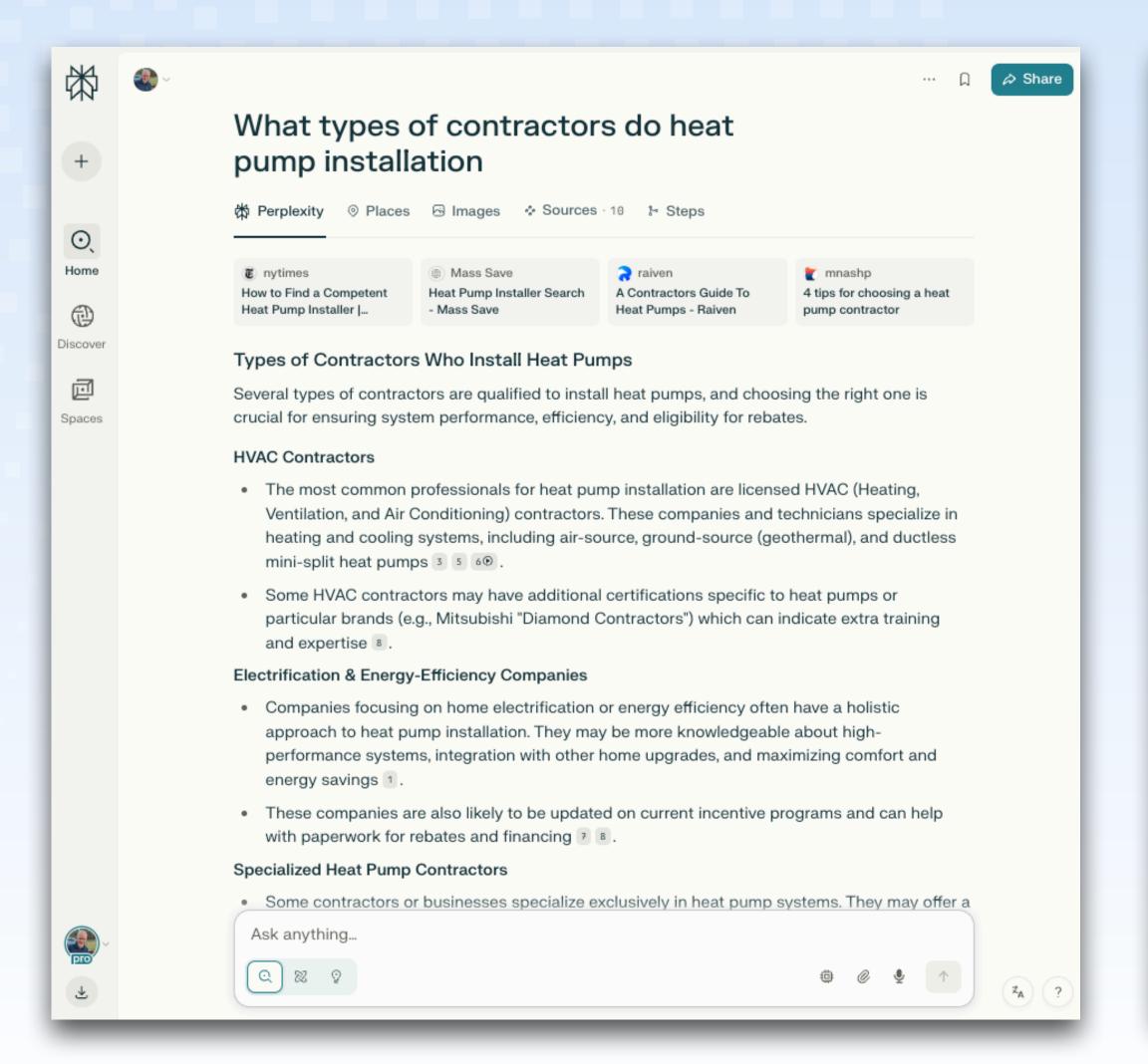


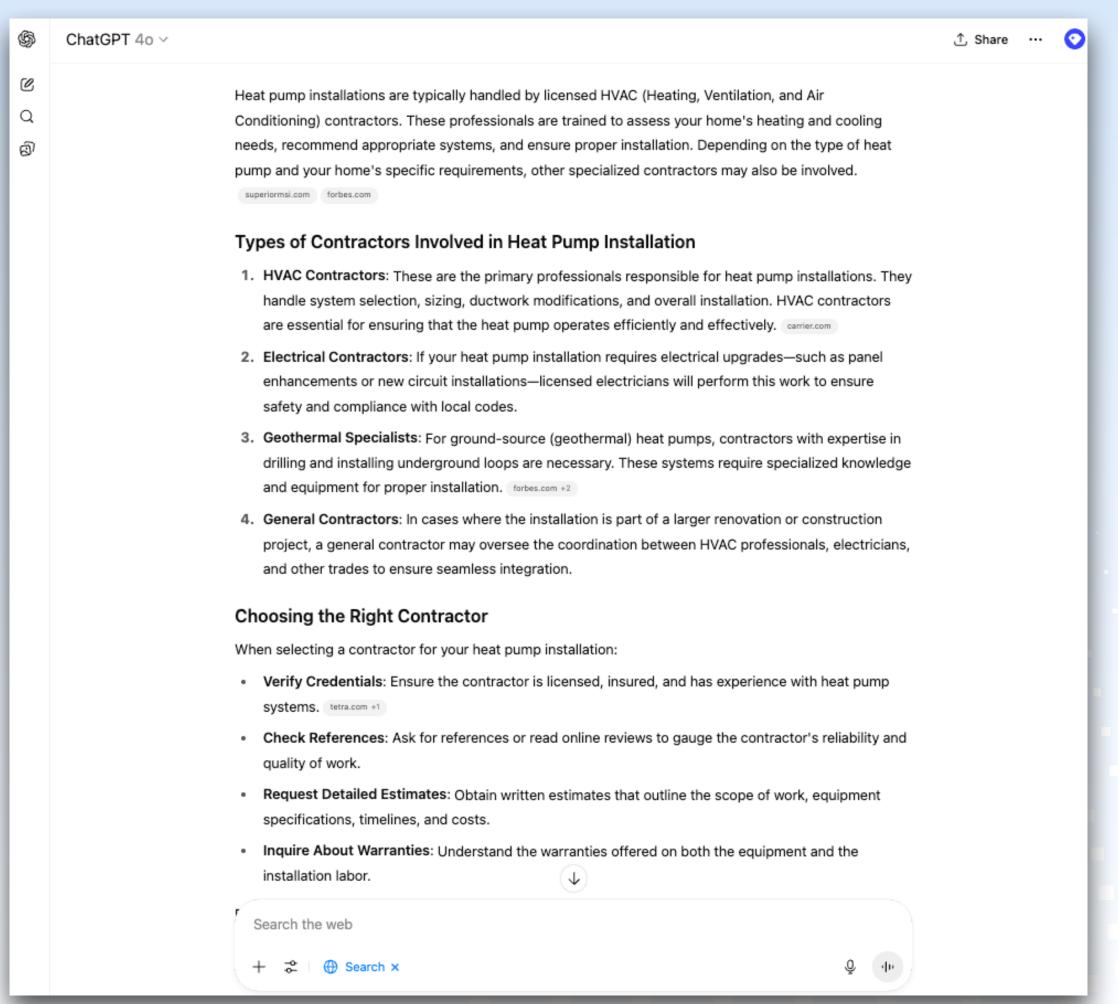
Lower Mid Funnel: "What types of contractors do heat pump installation?"





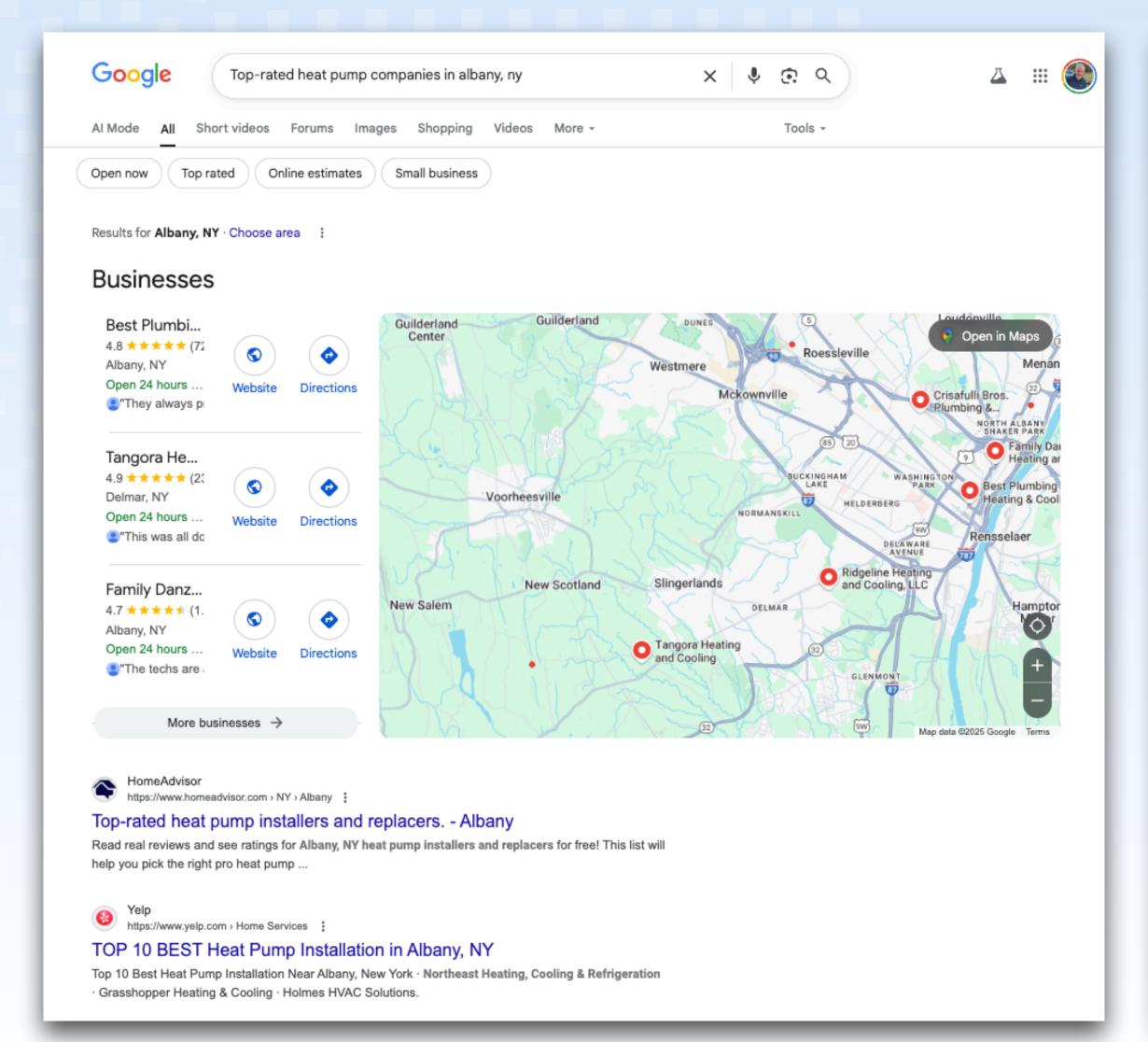
Lower Mid Funnel: "What types of contractors do heat pump installation?"

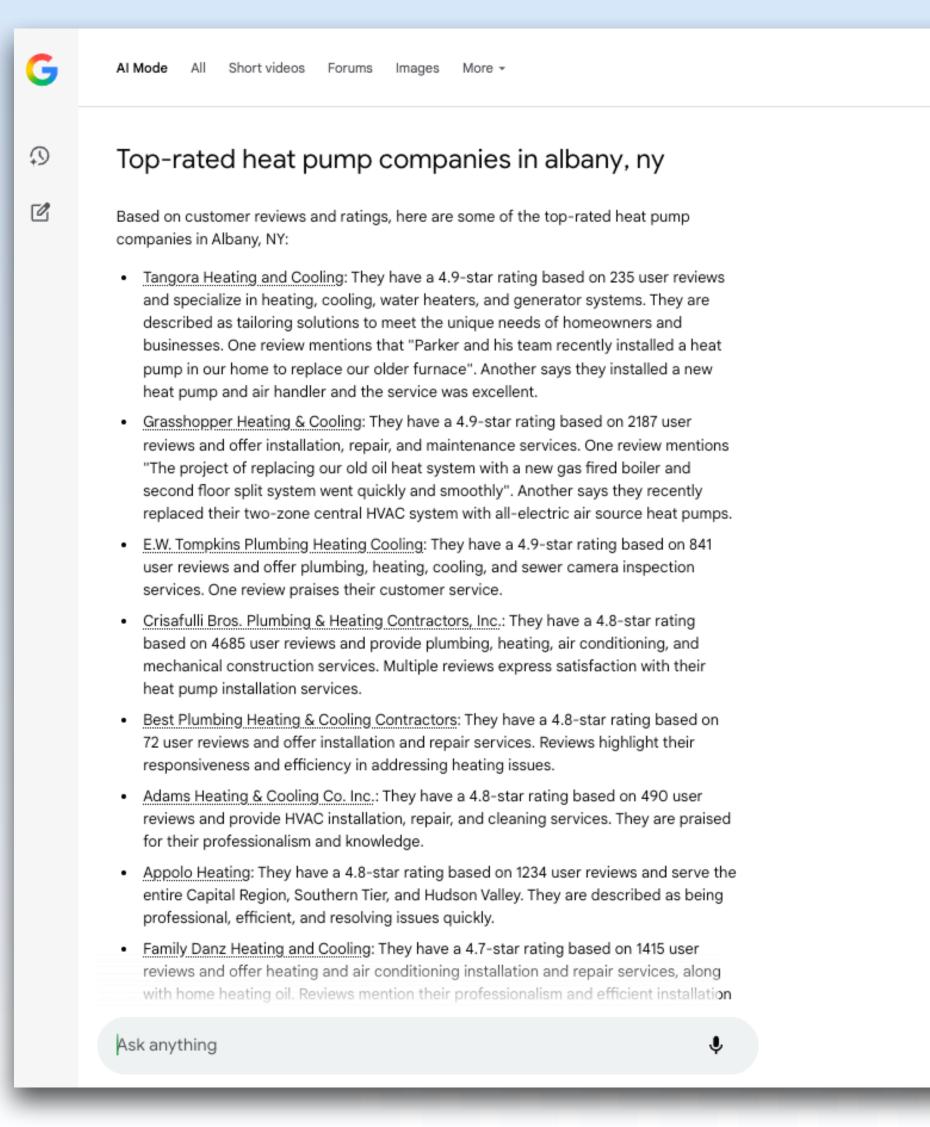




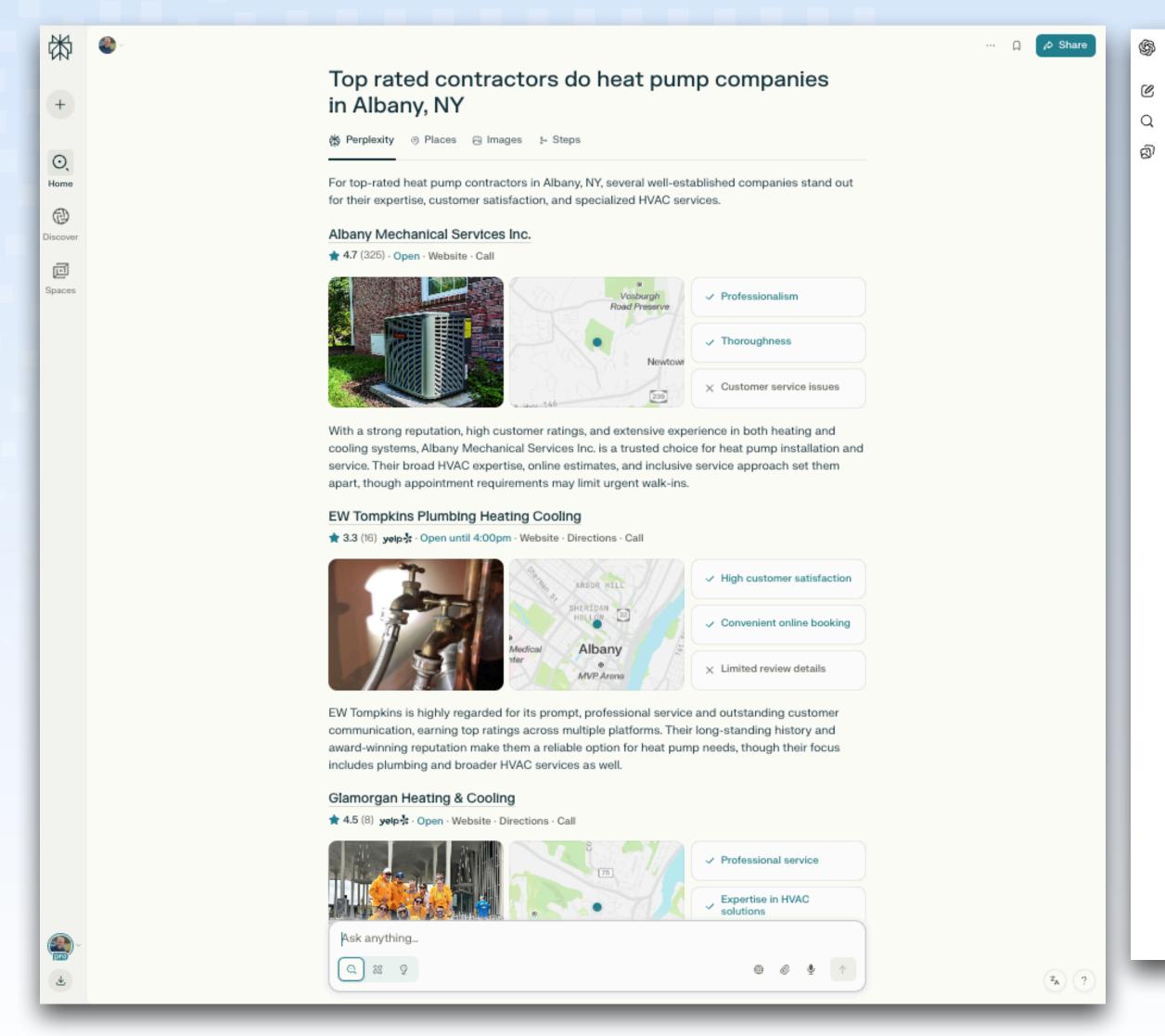


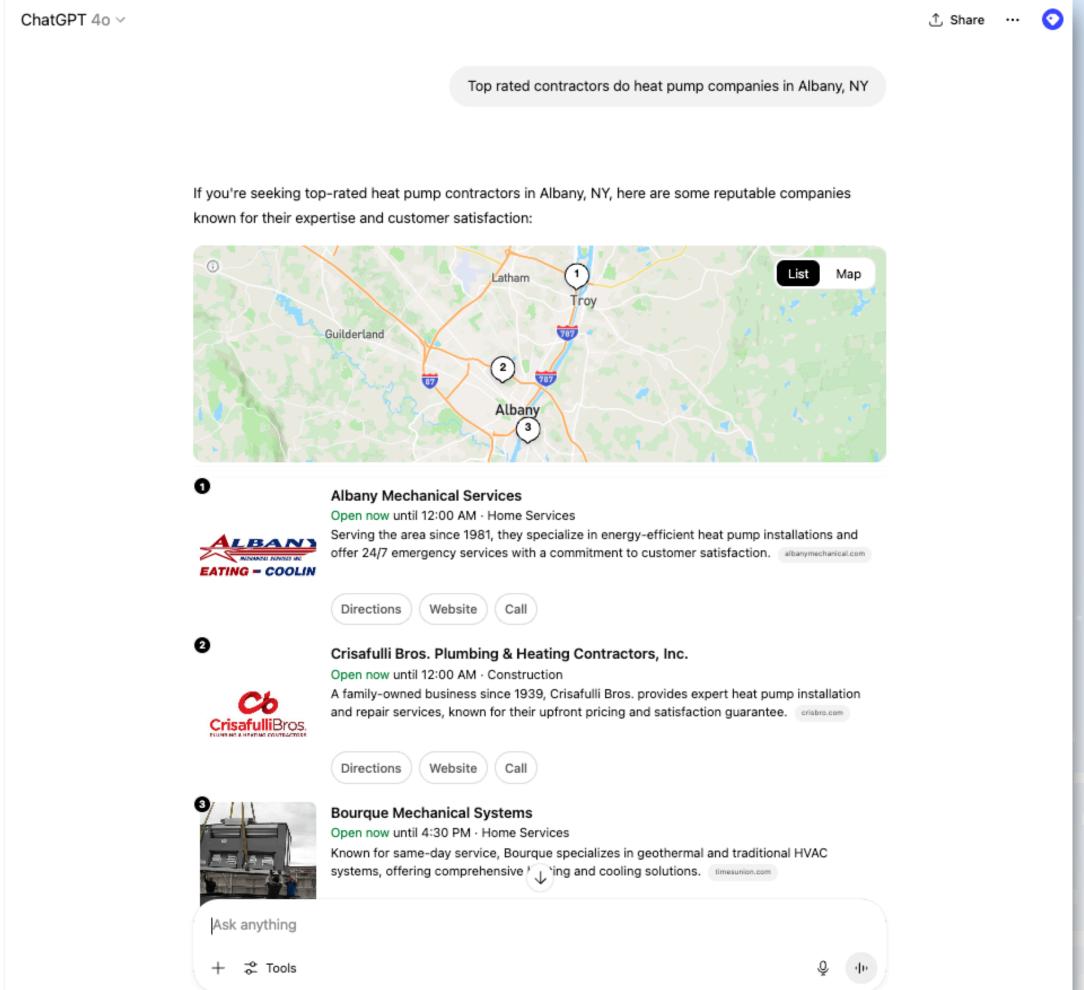
Bottom of Funnel: "Top rated contractors do heat pump companies in Albany, NY"





Bottom of Funnel: "Top rated contractors do heat pump companies in Albany, NY"









Who We Serve

Marketing Services

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About Us



We Tested Google's New Al Mode vs Traditional Search—Here's What Contractors Need to Know



By Emily Silverman | June 4, 2025

Al is changing everything, including how your customers search for your services online.

Google launched Bard (now Gemini) in 2023, followed by Al Overviews (AIO) in 2024. Now, they're rolling out a brand-new feature, called Al Mode.

What Is Al Mode?

Al Mode is a new feature from Google that completely alters the search experience. It allows you to ask complex, multi-step questions and receive a customized, Al-generated response instead of a list of links. You can even ask follow-up questions, turning search into a conversation. It's very similar to ChatGPT, but lives right within the Google ecosystem.

Here's what it looks like in action:

How Al Mode Compares to Traditional Google Search

We ran a series of test searches related to insulation, HVAC, and solar to see how results in Google's new Al Mode compare to traditional search results.



Energy Circle Ongoing Testing

Test Search: "Residential solar companies"

Organic results displaced in Al Mode: 6 of 12 (50%)

Traditional Google Search		Al Mode	
Map Pack	Top Organic Results	Response	Resources
Smart House Solar	Solar Reviews	Florida Solar LLC	Solar Reviews
Evolve Solar	Energy Sage	Smart House Solar	Consumer Affairs
Affordable Solar Roof & Air	Brilliant Harvest	Affordable Solar Roof & Air	ESD Solar
	Solaria Energy Solutions	Evolve Solar	Brilliant Harvest
	SunVena	Lunex Power Inc	Velocity Solar Energy
	Consumer Affairs	Florida Power Services	
	Tampa Bay Solar	SolarGlow Energy	
	Reddit	ERA Energy	
	Sunnova Energy	Sunrun	
		SunPower	
		Brilliant Harvest	
		Freedom Solar	
		Velocity Solar Energy	
		ESD Solar	

Test Search: "AC repair St Pete, FL"

Organic results displaced in Al Mode: 3 of 12 (25%)

Traditional Google Search		Al Mode	
Map Pack	Top Organic Results	Response	Resources
Phillips AC & Heating	St Pete AC & Heating	Phillips AC & Heating	FAST of Florida
Value Air & Heat	Reddit	The Service Pros	Forest AC & Heating
The Service Pros	Forest AC & Heating	Total Air Inc	Angi
	Phillips AC & Heating	Air Bros	Yelp
	Total Air Inc	Value Air & Heat	Yelp
	Air Bros	Scott's One Hour Air	ABC Plumbing
	Yelp	FAST of Florida	One Hour Heat & AC
	Acree Plumbing	Hern Heating & AC	Reddit
	Cool Today	Liberty Air	
		Forest AC & Heating	
		Blue Bear Heating & AC	
		Weathermakers AC	



SO WHAT'S THE PATH FORWARD?



E-E-A-T

Google

AND

Al





New World Order

Search Engine
Optimization (SEO)

AND

Generative Engine
Optimization (GEO)

- EEAT: Experience, Expertise,
 Authoritativeness, Trust (Website ++)
- Google Reviews—High Star Average
 + Volume
- Question Oriented Content, Concise Answers



E-E-A-T in the Real World

Expertise	Experience	Authoritativeness	Trust
Certifications	# of Installs	Citing Experts	BPI
Trainings	Years in Business	Department of Energy	Other Trust Symbols
Credentials	Awards	Building Science Detail	Energy Star
Case Studies	Staff Bios	Using Diagnostics (Audit)	Industry Associations
Emphasis on Building	Longevity of Team		Local Involvement
Science			Review Depth & Quantity



END

