THE 10-POINT AI AGENT READINESS SCORECARD

Are You Invisible to the Machines?

The definitive self-audit for automotive dealerships to determine if they are being "silently excluded" from Google Maps AI and Generative Search results.

Includes Exclusive Bonus Section: The "Real-World Validation" Protocol

THE LOCAL AI ADVANTAGE Powered by ELOTS.ai

THE "PAGE 2" JOKE IS DEAD.

For years, dealers joked that the best place to hide a dead body was page 2 of Google search results. If you weren't in the top ranks, you didn't exist.

In 2026, the joke has changed. There is no Page 2.

In the era of AI Search and Google Maps Agents, there is only the **Verified Answer** and **The Void.**

Google is no longer just "ranking" your dealership based on keywords; it is **reading** your entire business as a structured dataset. AI agents now act as a pre-filter, extracting meaning from your images, your sitemap, your schema, and your operational data.

If the AI agent finds a "Logic Gap"—like your Service department using the same phone number as Sales, or your photos not matching your claimed expertise—it doesn't downrank you.

It silently excludes you.

You won't drop in rankings. You will simply be omitted from the AI's recommendation. You will never know the lead existed.

HOW TO USE THIS SCORECARD

This audit is designed to test the structural integrity of your dealership's digital "Entity."

Go through the 10 points on the following pages. Be honest. For every "Yes," give yourself **10 points**. For every "No" or "I Don't Know," give yourself **0 points**.

At the end, tally your score to see your AI Readiness Level.

THE 10-POINT AUDIT

Score 10 points for every "YES". Score 0 for "NO".

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1. The "Unique Fingerprint" Test (Departmental Separation)

THE CHECK: Do your Service Department and Parts Department have unique, dedicated phone lines and a distinct entity ID that is 100% separate from the Sales Department?

- *Why AI Cares:* Overlapping contact data creates a **"Data Fracture."** If an AI agent is even 1% uncertain which number to call for a repair, it will skip you to avoid a "failed task" for the user. **SCORE (0 or 10): _____**

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2. Visual Semantic Evidence

THE CHECK: Do your Google Business Profile (GBP) photos contain clear visual "Service Evidence" (lifts, diagnostic tools, EV chargers) that match your listed business categories?

- *Why AI Cares:* Google's Computer Vision "reads" your environment. If your category says "EV Repair" but your photos only show gas engines, the AI flags a semantic mismatch and lowers trust. **SCORE (0 or 10): _____**

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3. The "Digital Handshake" (Schema Alignment)

THE CHECK: Does the JSON-LD Schema code on your website's Service, Sales and Parts pages exactly match the attributes (e.g., hours, amenities) on your Google Business Profile?

- *Why AI Cares:* Discrepancies between your website (The Anchor) and your GBP (The Ocean) trigger a low confidence score. **AI agents only recommend entities with high data consensus**. **SCORE (0 or 10): _____**

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4. Elastic 'AreaServed' Verification

THE CHECK: Is your Service department's service area explicitly defined in your data as a hyper-local radius (e.g., 10-15 miles) compared to a wider Sales radius (e.g., 50 miles)?

- *Why AI Cares:* If you claim a 50-mile radius for an oil change, the AI knows it's a behavioral lie. It will downweight your entire entity for lack of relevance and honesty. **SCORE (0 or 10): _____**

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5. Entity-Linked Media Metadata

THE CHECK: Are your website images tagged with schema that links them to specific `knowsAbout` topics (e.g., tagging an image with the "Ford F-150" entity rather than just standard alt-text)?

- *Why AI Cares:* Agents use metadata to build a conceptual map of your business expertise. Unlabeled images are essentially "dark data" to an AI. **SCORE (0 or 10): _____**

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6. Structure-Data Sitemap

THE CHECK: Does your website's XML sitemap clearly differentiate between `/sales/` and `/service/` silos to help bots extract the hierarchy?

- *Why AI Cares:* AI agents don't crawl like old bots; they "Extract." A clean sitemap helps them build your Knowledge Graph without hallucinations. **SCORE (0 or 10): _____**

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7. The "Review Pulse" & Trust Threshold

THE CHECK: Is your GBP receiving a consistent flow of new reviews (velocity) without long gaps, and is your aggregate star rating maintained above 4.0?

- *Why AI Cares:* Agents prioritize active entities. Long gaps between reviews signal a dormant business. Furthermore, AI models treat sub-4.0 scores as "high-risk" recommendations and often filter them out completely. **SCORE (0 or 10): _____**

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8. Authority Handshaking (Wikidata)

THE CHECK: Does your Website Schema link your dealership directly to the official Wikidata or DBpedia URI for your manufacturer (e.g., Ford Motor Co)?

- *Why AI Cares:* This proves you are an "Authorized Entity" in a global context, instantly elevating your status from a local business to a "Certified Expert." **SCORE (0 or 10): _____**

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9. Engagement Velocity Signals

THE CHECK: Is your GBP receiving regular, contextual updates (posts/photos/Q&A) that match current seasonal search trends?

- *Why AI Cares:* Agents prioritize "Living Data." A static profile that hasn't been updated in months looks like a "Dead Body" in the Knowledge Graph. **SCORE (0 or 10): _____**

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10. The "Live Signal" (Social Media Connectivity)

THE CHECK: Are your primary social media profiles (Facebook, Instagram, LinkedIn, TikTok) correctly linked within your Google Business Profile settings, and are they active with recent, relevant content?

- *Why AI Cares:* Google now actively links your social profiles and pulls recent posts directly into search results. AI agents monitor these feeds as a "living signal" to verify business activity and brand consistency. A disconnected or dormant social profile is a red flag that the business may be inactive. **SCORE (0 or 10): _____**

BONUS SECTION: THE MISSING LINK

The "Real-World Validation" Signal

Most agencies miss this point entirely. It is the difference between ranking and dominating.

THE CHECK: Does your entity have mentions from high-authority, non-paid community sources (charity foundations, local news, civic awards) that are digitally linked to your entity ID?

- *Why AI Cares:* AI agents filter out "cheap" SEO signals (like directory spam) and prioritize signals that prove real-world fame and community standing. If you are validated offline, the AI trusts your data online.

FINAL SCORING

TOTAL SCORE: _____ / 100

0 – 50 POINTS: THE INVISIBLE ZONE Your dealership is likely already being silently excluded from high-intent AI searches. Your data fragmentation is viewed as a "risk" by the algorithms. Immediate architectural triage is required.

60 – 80 POINTS: THE AT-RISK ZONE You have some basics covered, but significant logic gaps exist. You are losing traffic to competitors with cleaner data footprints. You are confusing the AI.

90 – 100 POINTS: THE AI-READY ZONE Your entity architecture is sound. You are positioned to capture the lion's share of voice in the agent era.

FAILED THE AUDIT? FIX IT FOR GOOD.

If you scored below an 80, your current SEO strategy is obsolete. You cannot "keyword" your way out of a structural data problem.

You need **Entity Architecture**. You need **ELOTS.ai**.

2026 EXCLUSIVE INVITATION: THE "FOUNDING 100"

We are opening the ELOTS platform to a select group of 100 dealerships ready to transition from "Local SEO" to "Local AI Dominance."

This is not another retainer for blog posts. This is complete Entity Architecture, Data Cleaning, and "Real-World Validation" Engineering.

The Founding 100 Offer Includes:

- Full Entity Ontology Reconstruction (Fixing the 10 points above).
- Advanced JSON-LD Schema Deployment.
- GBP Watchdog 24/7 Data Protection.
- Complete Data Engineering for all 3 GBPs and ongoing updates
- **LIFETIME Price Lock: $900/Month.**

This pricing is reserved strictly for the first 100 founding members. Once these spots are filled, standard enterprise pricing applies.

Don't stay invisible. Claim your territory in the AI era.

Learn More about the "Founding 100" Spots at ELOTS.ai

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