



**CLAIM YOUR SPACES** 

## Who the heck is this guy?

Tourism & Hospitality Industry Since 2003

Speaker at National, Regional & State Conferences

Director of Education & Strategy at TwoSix Digital

Connect on LinkedIn:











#### **WHO WE ARE**



100% Digital Agency Focused on the Travel, Tourism & Hospitality Industry

60+ Years of combined tourism industry experience





Headquartered in Brighton, Michigan

#### WHO WE WORK WITH







































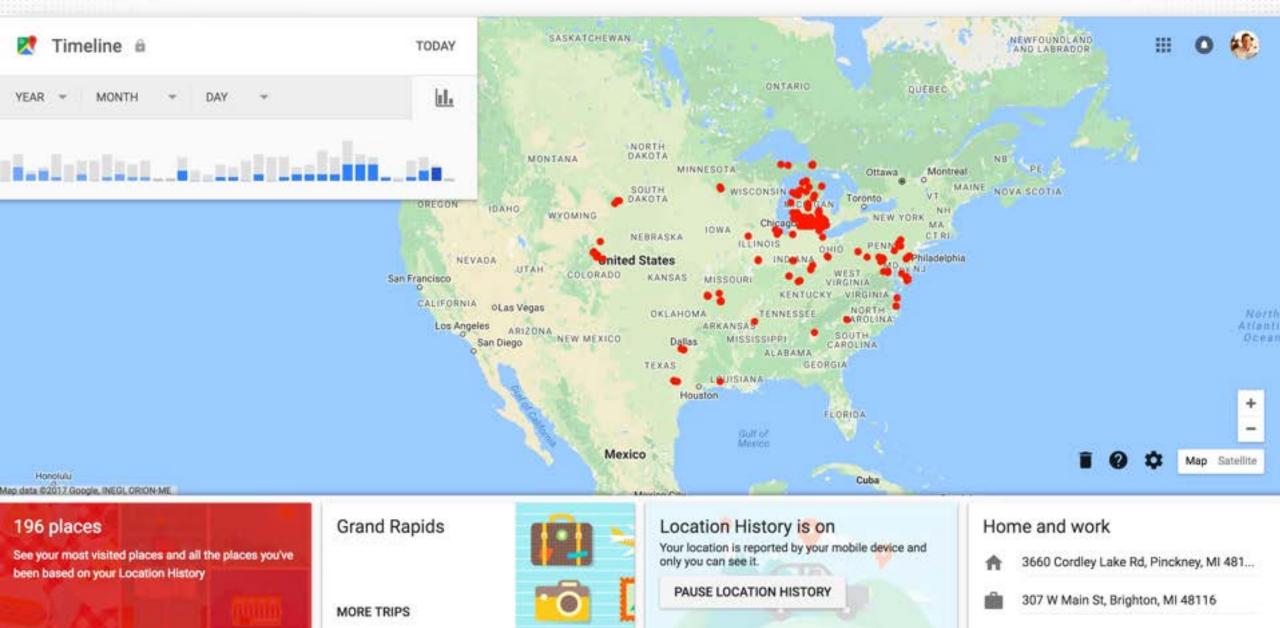


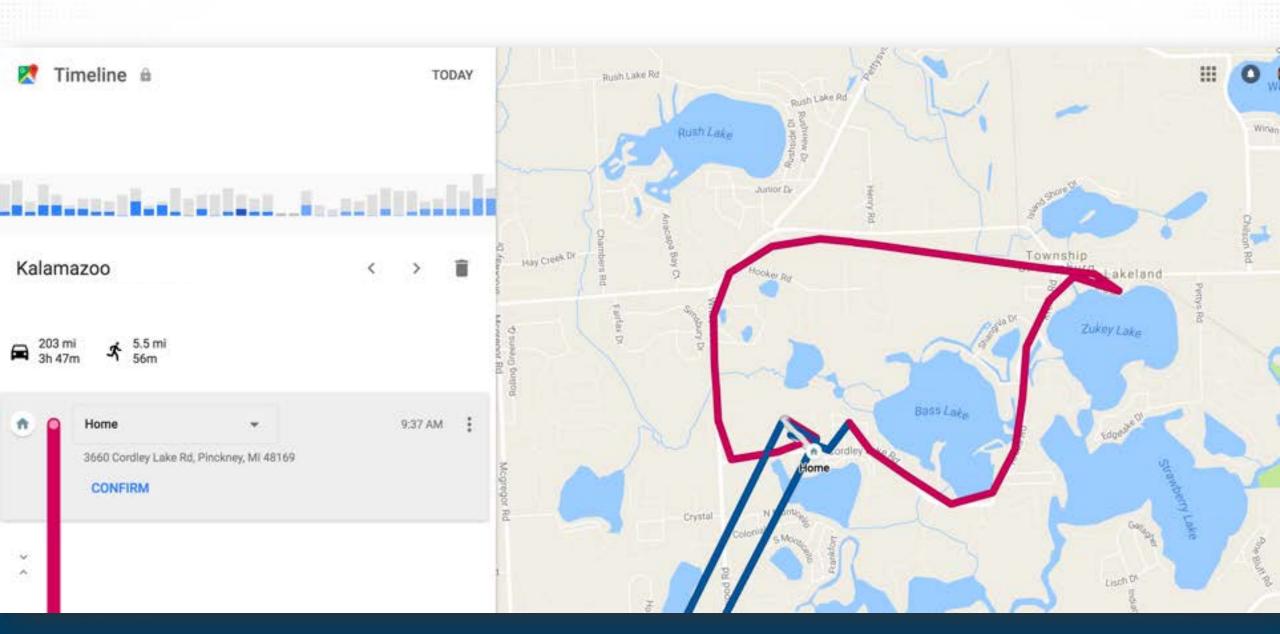


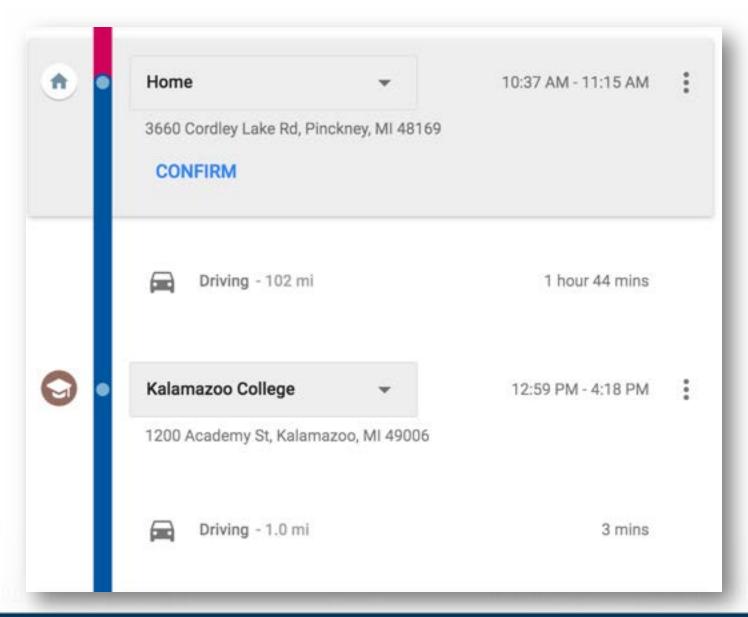
# DIGITAL FOOTPRINT



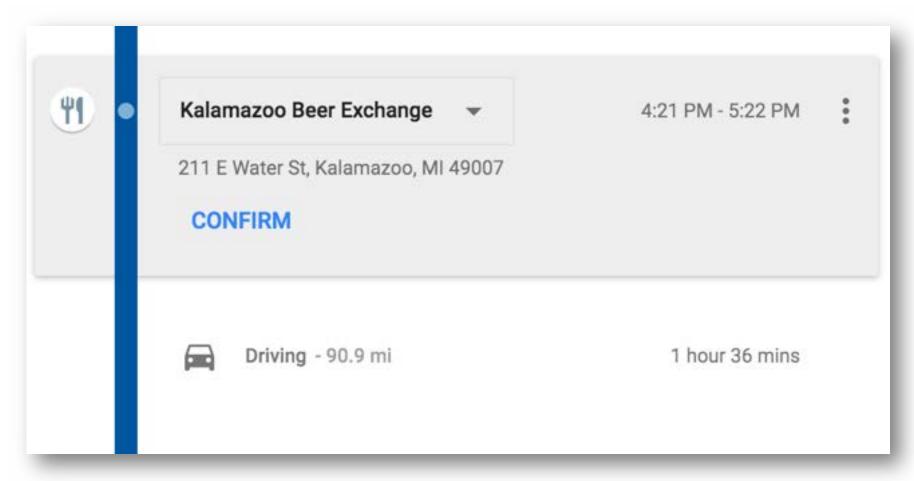
#### THE CREEPY SIDE OF GOOGLE



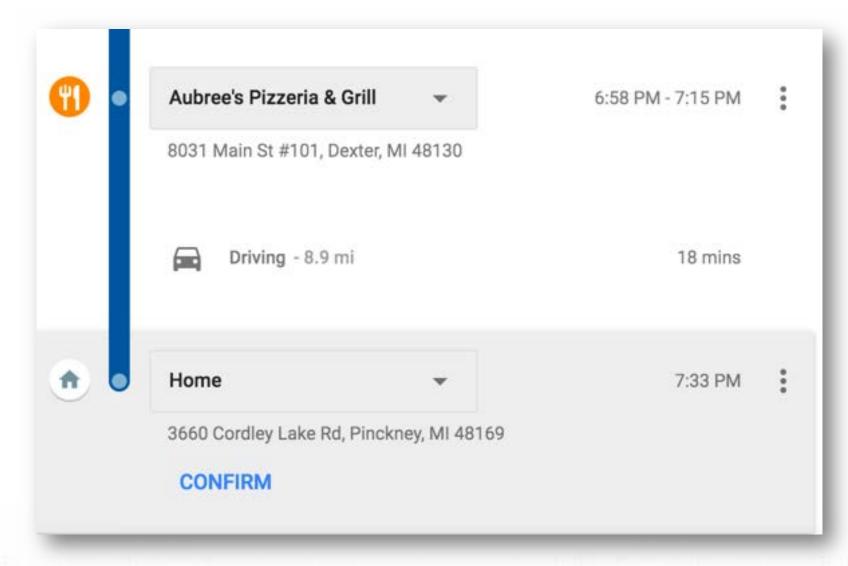




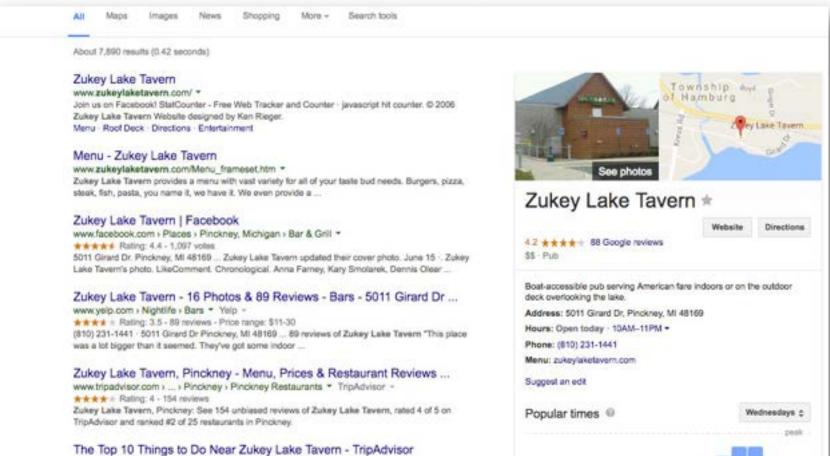






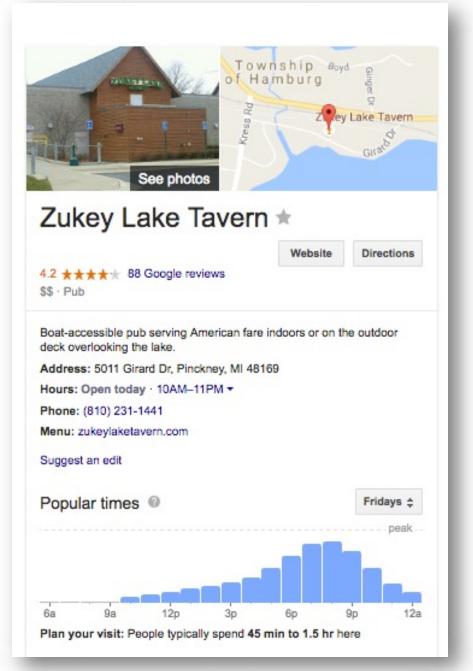






www.tripadvisor.com > ... > Pinokney > Things to Do in Pinckney \* TripAdvisor =

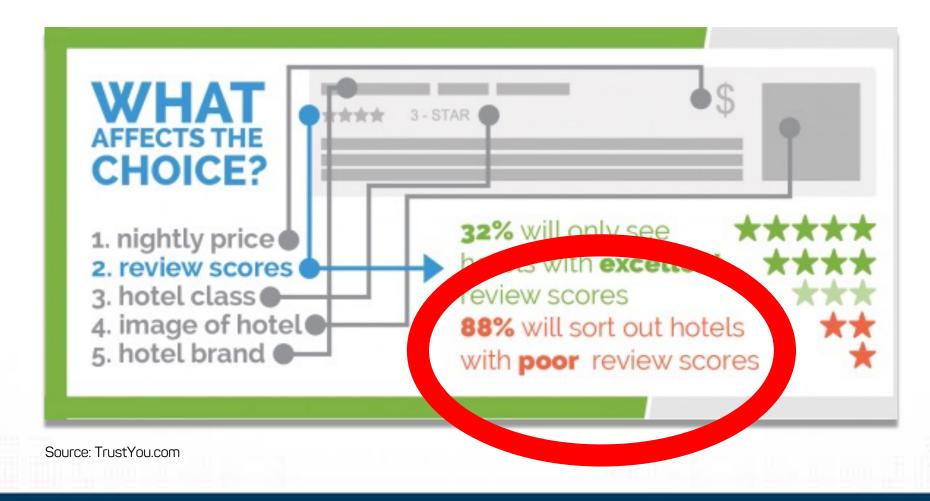






## CHOICE

### TRAVEL





#### YOU'RE BEING JUDGED



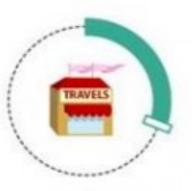


of travelers book their accommodation directly through property provider



53%
will not book an
accommodation without
TripAdvisor review





of travelers book their accommodation through OTA (Online Travel Agency)



90%
of travelers take into account
other travelers' reviews
when booking hotel



#### **Impact of Travel Reviews**

#### USE RATINGS AND REVIEWS TO ACHIEVE HIGHER BOOKING RATES



70% of Americans say they read reviews before taking the next step toward conversion.



61% refer to traveler-submitted user reviews.



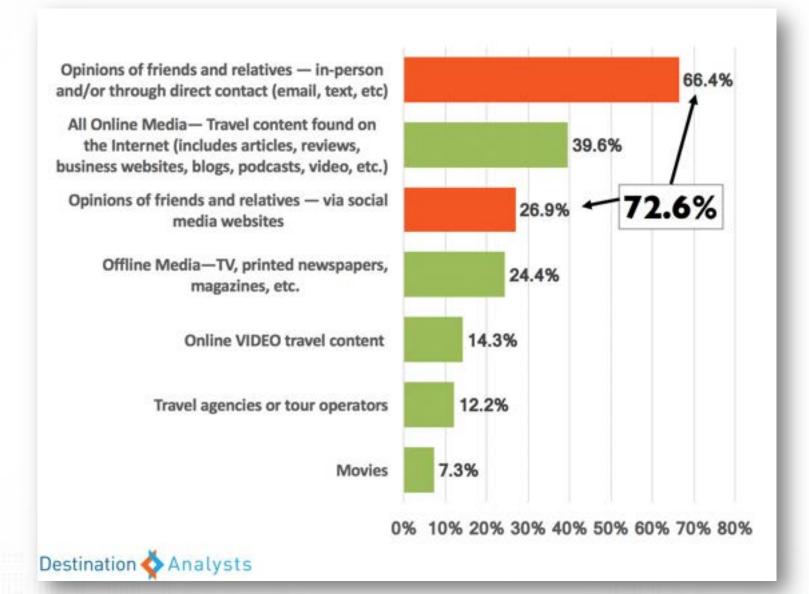
52% read reviews from travel professionals.



32% post reviews of places they've visited after traveling for business.



#### TRAVEL PLANNING INSPIRATION





# YUUR SPACES









## SELECTIVE ENABLER



### AWARENESS

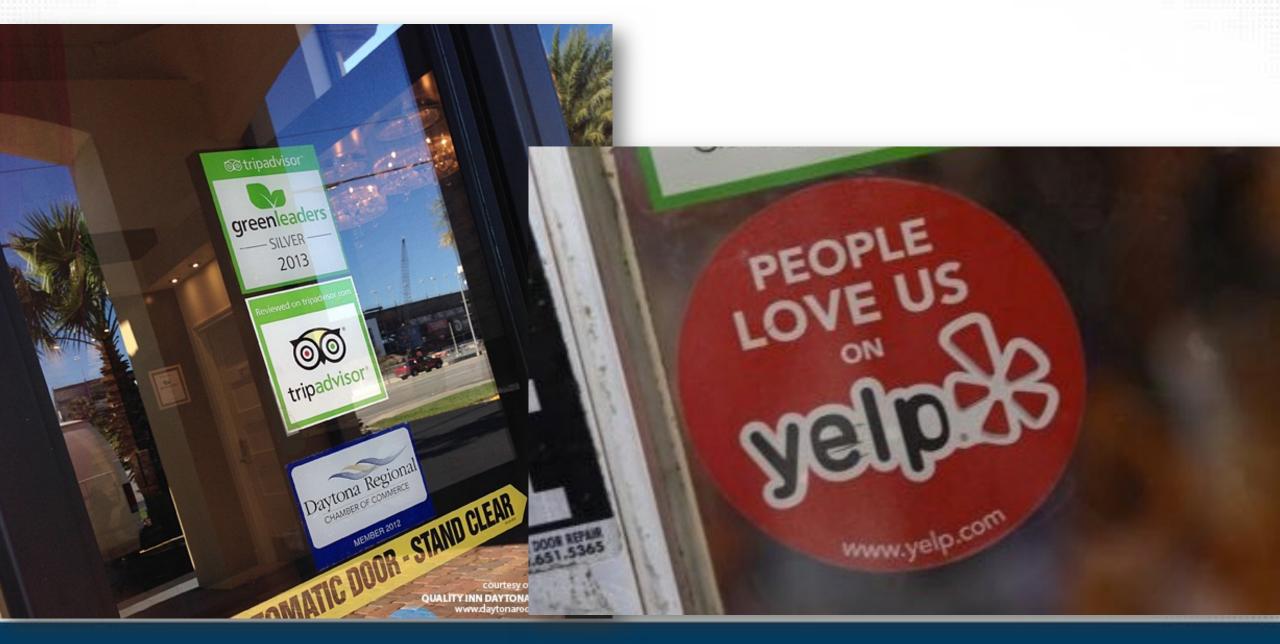


#### **AWARENESS**





#### **AWARENESS**



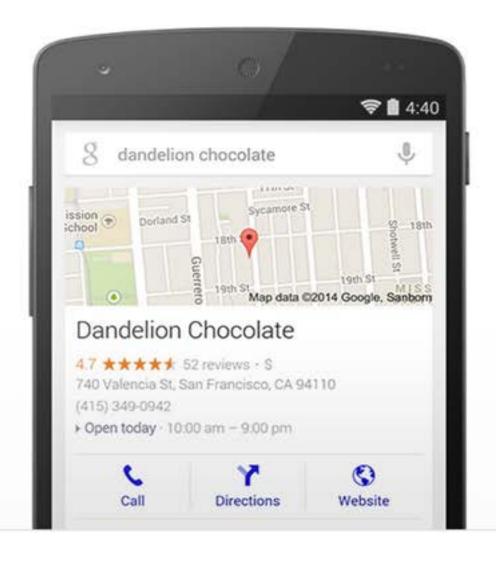




# The best 10 minutes you can spend on your business today

New - It only takes 3 steps to get your business on Google Search, Maps and Google+ for free.

**Get on Google** 



1 Tell us which business is yours

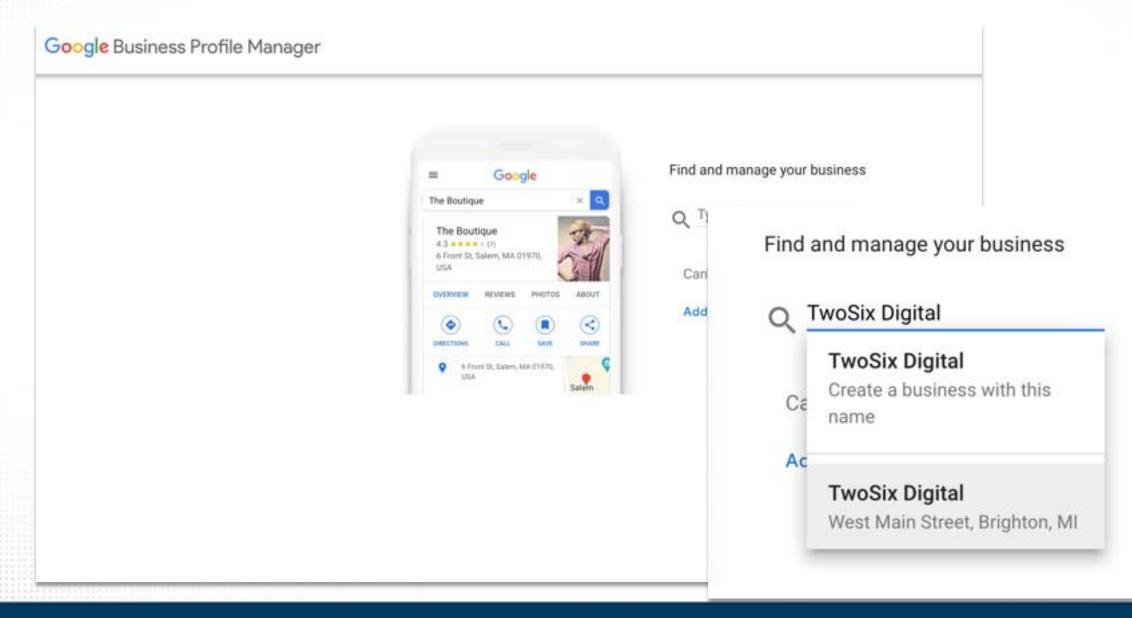
- Verify we're talking to the right person
- Help customers get in touch

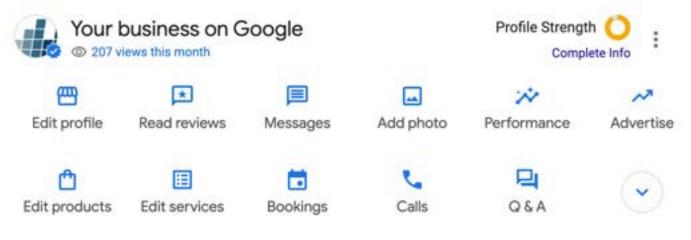
**Tip:** If you would like to receive one-on-one guidance and tailored recommendations about your profile, consider booking an appointment with Small Business Advisors.

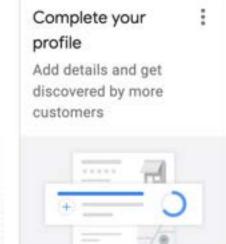
Check your verification status

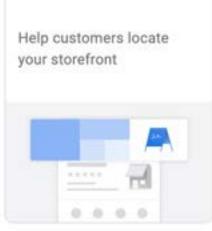


#### STEP ONE: https://business.google.com/create/new

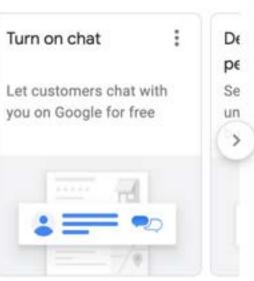








Add exterior photo



Only managers of this profile can see this







Website

Directions

Save

Call

Marketing agency in Brighton, Michigan



You manage this Business Profile @



Service options: Onsite services · No online appointments

Address: 209 W Main St #107, Brighton, MI 48116

Hours: Open · Closes 5PM -

Phone: (810) 623-1505

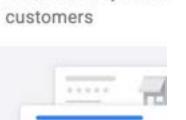
Edit your business information

Questions & answers Be the first to ask a question

Ask a question

#### Complete your profile

Add details and get discovered by more customers



#### Add exterior photo

Help customers locate your storefront

#### Turn on chat

Let customers chat with you on Google for free

:

#### December performance...

:

See new interactions and understand how your usiness is performing

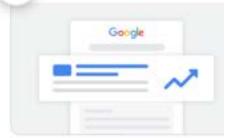
#### Create an offer

Let customers know about your sales and discounts

#### Get your first reviews

Share your review form with past customers CI

Mo



#### Claim your credit

More customers could be reached with your \$500 Ads credit



#### Set up booking

Let customers book appointments and classes directly from your profile



#### Add update

Share the latest from your business





×

#### Photo

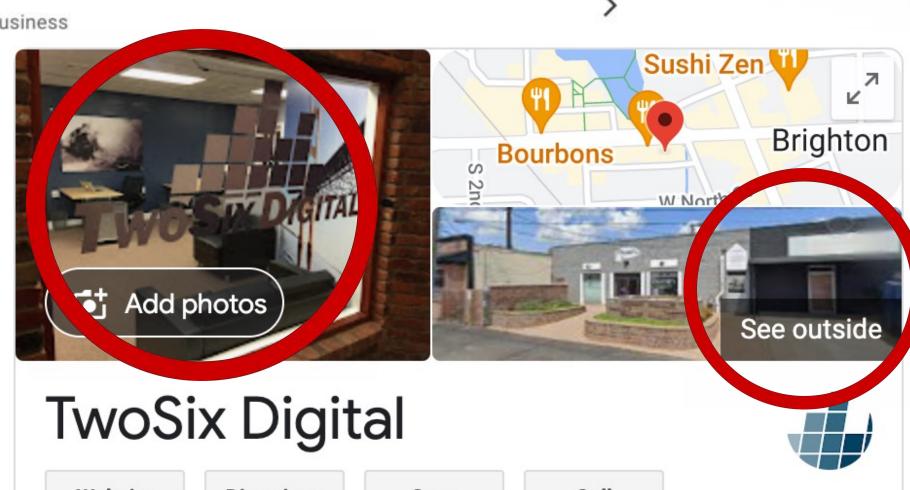
Let customers peek inside your business

#### Logo

Let customers see your business

#### Cover photo

Showcase your business to custo



Website

**Directions** 

Save

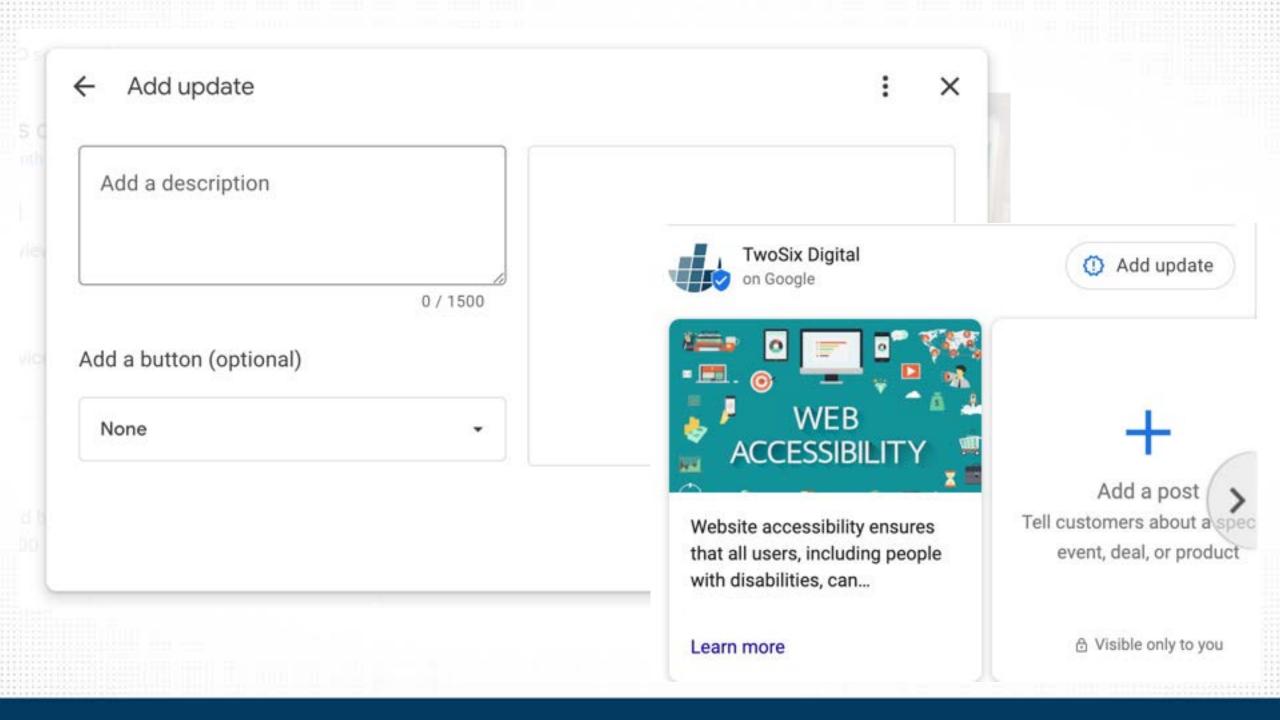
Call

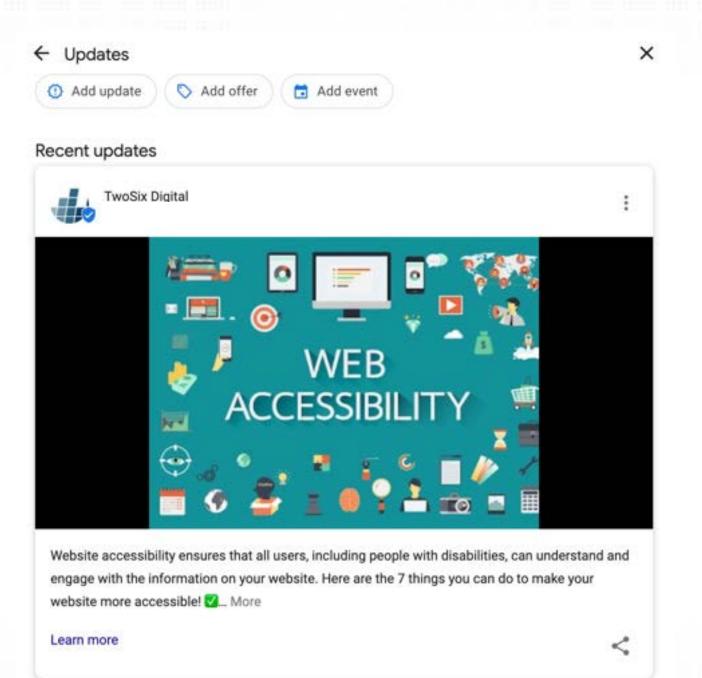
#### Edit incorrect Street View imagery

- Go to your Business Profile. Learn how to find your profile.
- 2. Select Edit profile > Business information.
  - Tip: On your desktop, with Google Search, select Edit profile.
- Near the top, select the Location tab.
- 4. Next to "Business location," select the pencil icon ...
- To adjust your location, select Adjust.
- 6. Drag the pin to the correct business location.
- Select Done > Save.

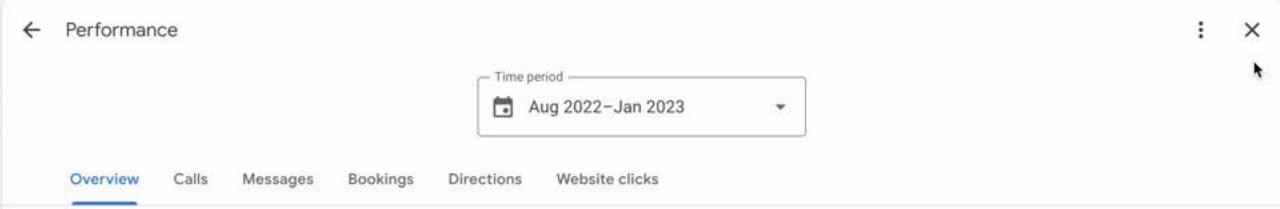
You can't preview the new Street View imagery from your Business Profile, but you can return to Google Maps to find how your change affected the imagery.







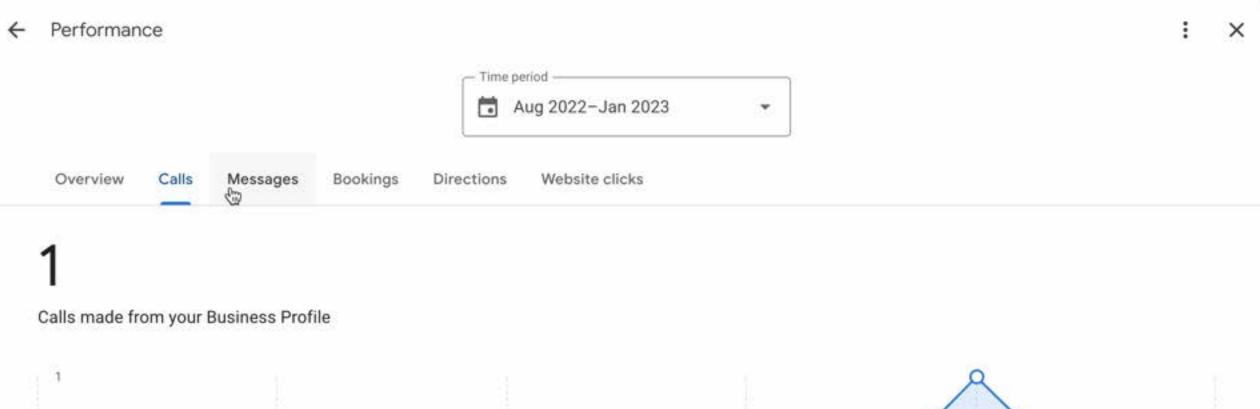


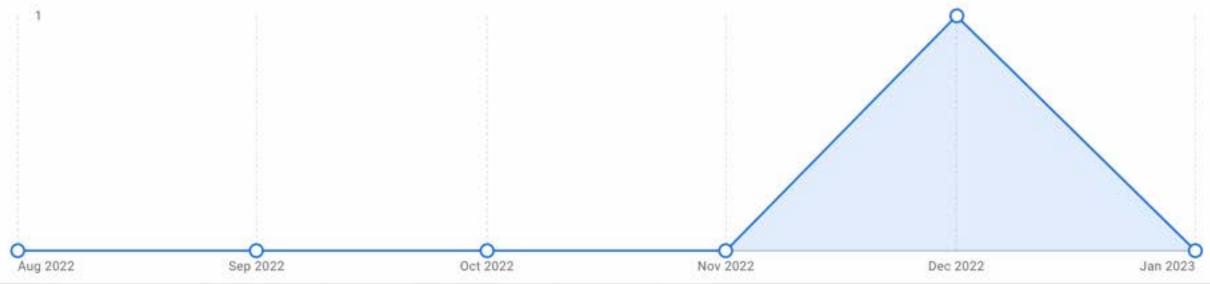


# 368

#### Business Profile interactions ①









# 375 Zmillion

unique monthly visitors\*

# 250 million reviews and opinions

# 84 million

TripAdvisor members

160+

user contributions every minute



# THE POWER OF REVIEWS



89% of global travelers say reviews are influential when choosing where to book



96% of global hoteliers say reviews are influential in generating bookings



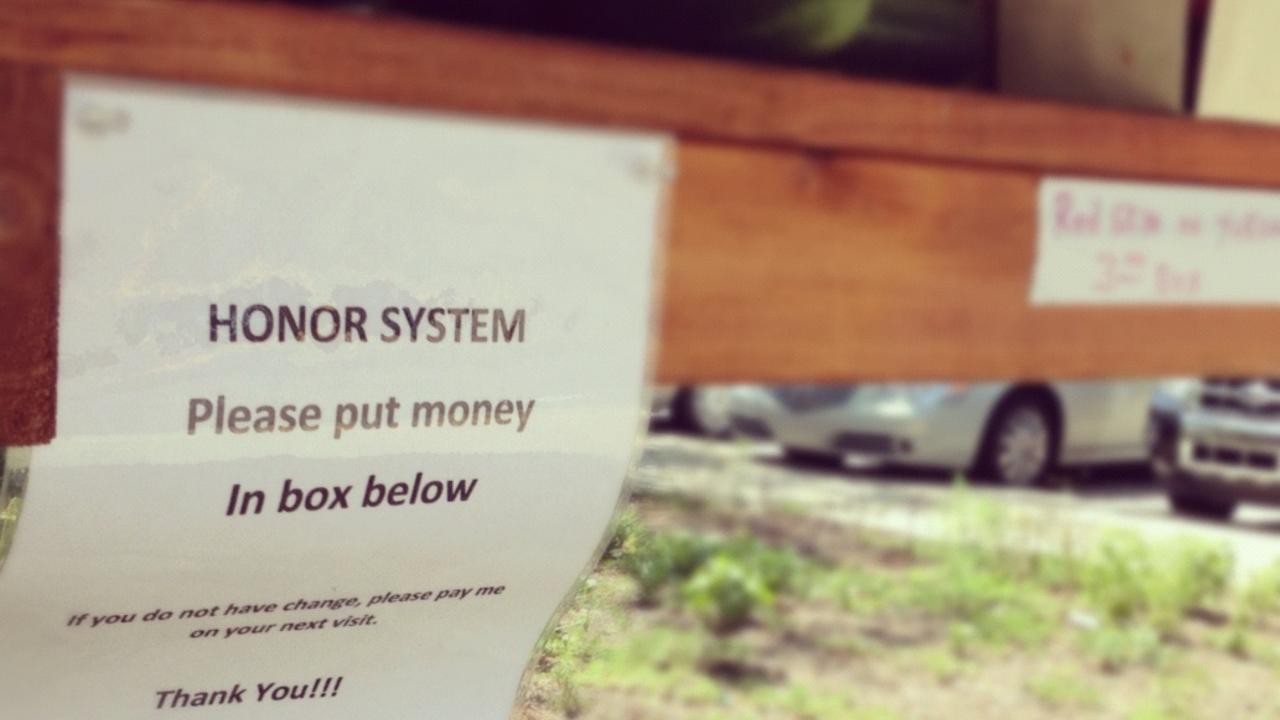
# **CONSUMER TRUST**



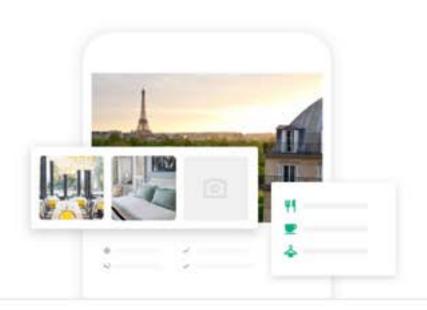
trust recommendations from people they know







take
Control



#### MANAGE

#### Take control of your listing

Customize your listing details, upload photos, and more to show customers what makes your business special.



#### CONNECT

#### Respond to reviews

Join the conversation – respond to reviews and access free tools to generate more feedback for your business.



GROW

## Track your performance

Access key insights to help you analyze – and build on – your performance.



# TripAdvisor.com/Owners

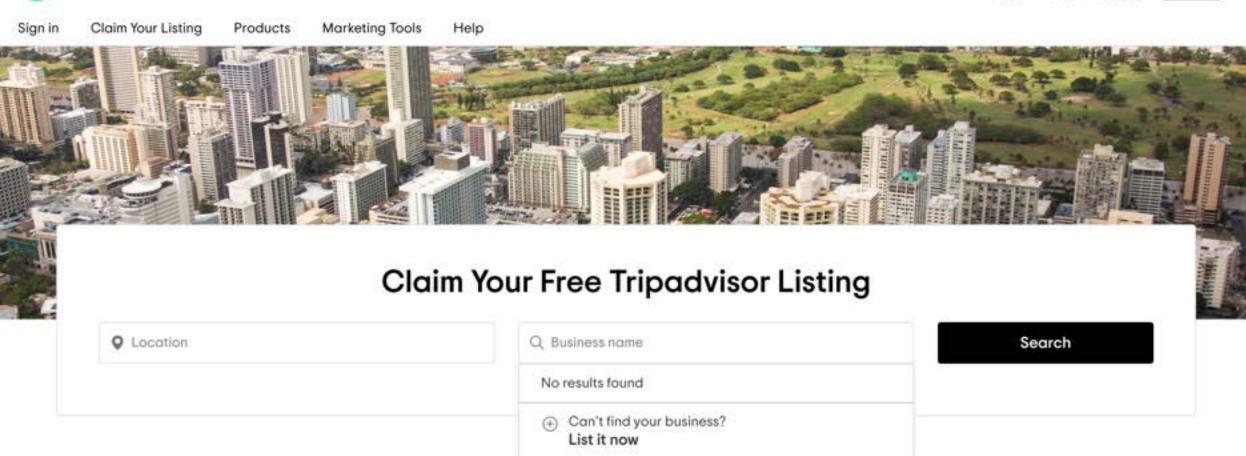












Grow your business with free tools from Tripadvisor



Go to the TripAdvisor for Business page and choose the kind of business that you own or manage: accommodation, vacation rental, restaurant, or attraction.

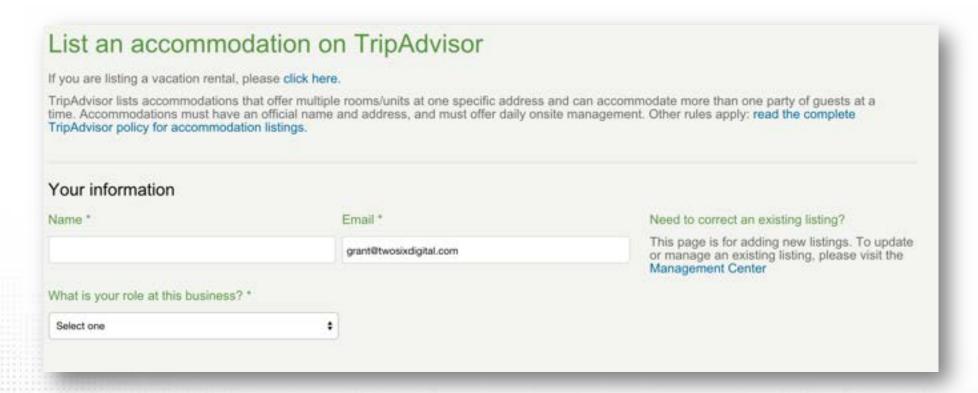


Be sure to look at the policies for the different listings to make sure you fall in line with policy.



Once the correct business type is selected, fill out the form with the correct information about your business listing.

From here you may also update or correct an existing listing.





Once you enter all the details and submit you will get the below message from TripAdvisor and if everything goes fine your business will appear within 5 days in TripAdvisor.

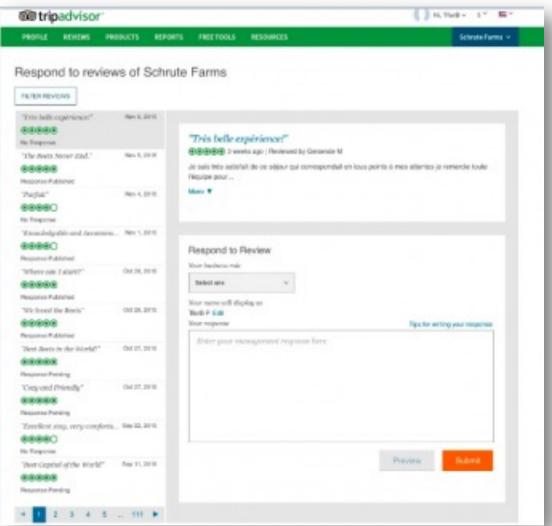
Once you get official communication that your business has been approved for listing in TripAdvisor, you can access your management center page.





You may sign up to receive an email notification every time a new review is published for your business. This will help bring new reviews to your attention and help identify which reviews to address.

Once you find a review you want to respond to you may do so from the TripAdvisor Management Center.





# Tripadvisor Widgets

Want to enhance your website with valuable reviews, ratings, photos and more from Tripadvisor? Our free widgets make it easy.

https://www.tripadvisor.com/Widgets

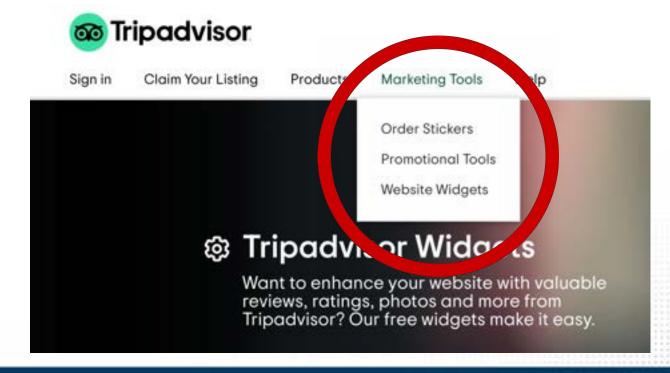


Search for your business to see available widgets for your website:

# TRIP ADVISOR: OPTIMIZATION TIPS

- Be sure to update all of your amenities and full descriptions with keyword rich content
- Upload photos and videos. Be sure to choose the best photo for the "primary" photo and use a high resolution image
- Don't forget to label each photo and video with keyword rich descriptions of the images/video
- Add in the widget into your website:





# TRIP ADVISOR: TRACKING

#### **Tracking Performance**

In the Management Center, TripAdvisor provides basic information to help hotels track review performance. You can track your rating, ranking, review volume, page views and the number of travelers who have viewed your photos. Subscribers to Business Listings receive more detailed information, including mobile and desktop search hits and appearance volume for Special Offers.

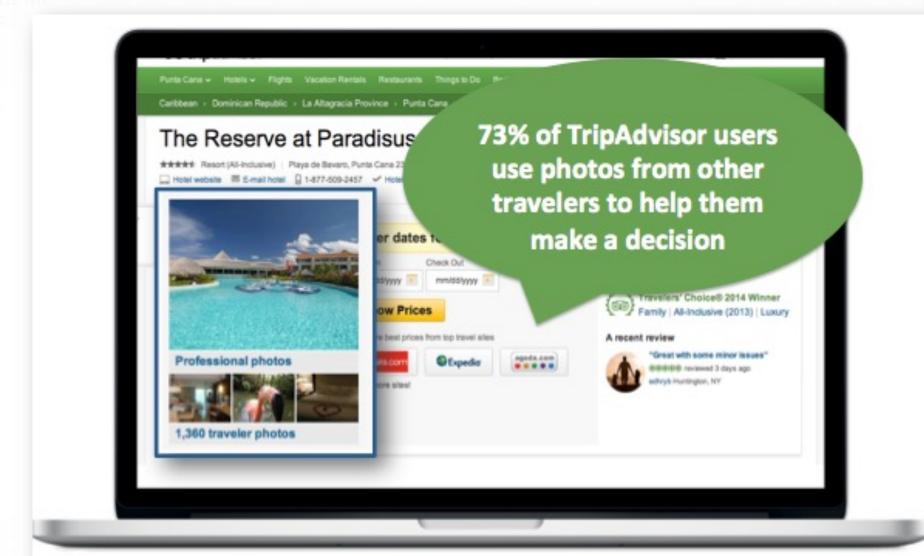
"Every property has its own Management Center on TripAdvisor, a resource opportunity to see property performance, with information about free and paid parts of your listing", said Brian Payea during the TripAdvisor webinar.

#### ReviewPro Tip

For deeper insight, ReviewPro's Online Reputation Management tool will help you track reviews and ratings on all review sources including TripAdvisor, as well as facilitating review responses, sentiment analysis, and performance comparisons with competitors.









#### Residence Inn Ann Arbor Downtown

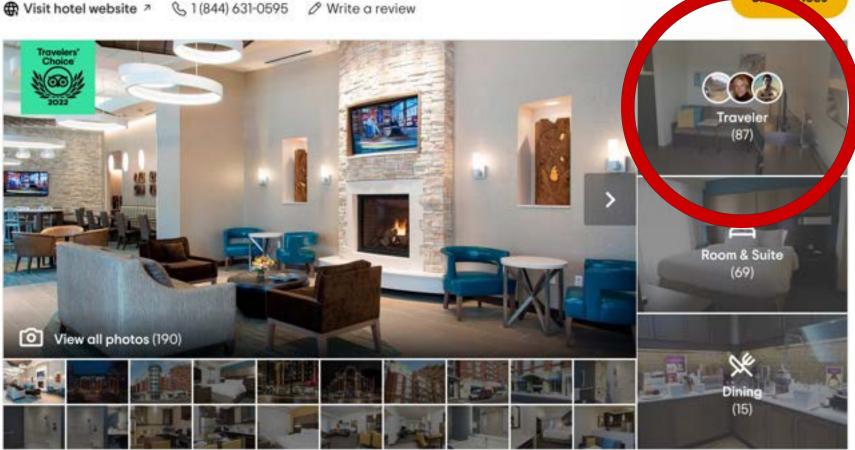


Enter dates to see prices



**8888** 786 reviews #1 of 36 hotels in Ann Arbor

120 W Huron St, Ann Arbor, MI 48104-1318



View prices for your travel dates



# https://biz.yelp.com/claim

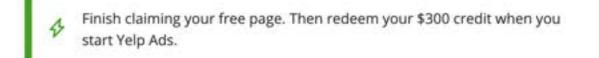


Continue

(877) 767-9357

Log In

Sign Up

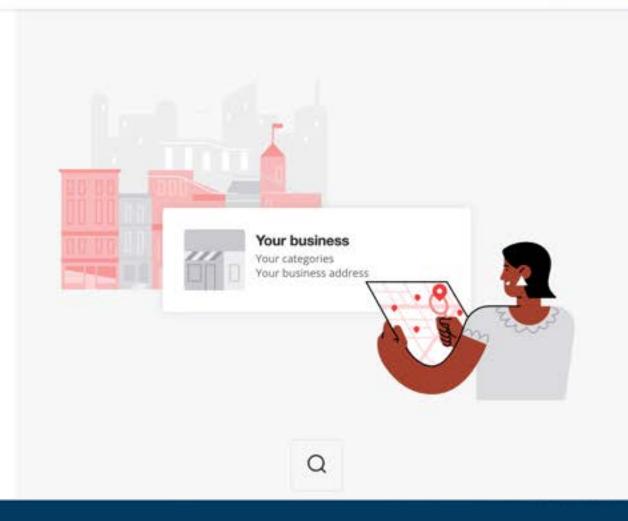




#### Hello! Let's start with your business name

We'll use this information to help you claim your Yelp page. Your business will come up automatically if it is already listed.

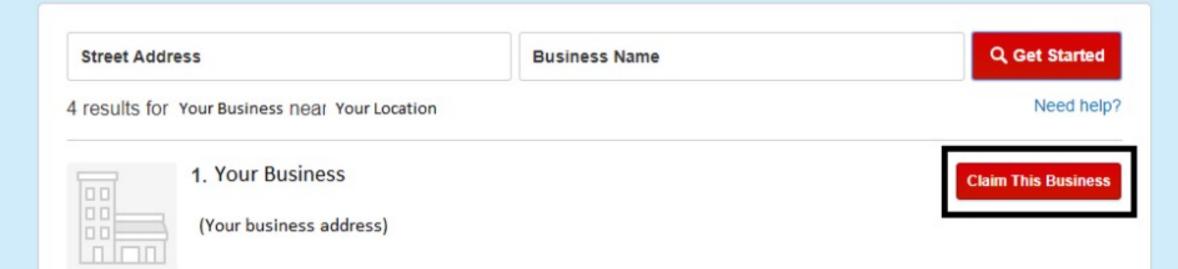




# YELP SET UP

Log In

## Find and Claim your Yelp Business Page





Find harrisonburg high school

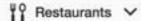
Near virginia

Q

Log In

Sign Up



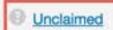




More V

Write a Review

#### Harrisonburg High School Junclaimed







Middle Schools & High Schools # Edit







Harrisonburg, VA 22801



Get Directions

**(**540) 433-2651

web.harrisonburg.k12.va.us/hhs

Send to your Phone

This business has not yet been claimed by the owner or a representative.

Claim this business to view business statistics, receive messages from prospective customers, and respond to reviews.



Add Photos





Hey there trendsetter! You could be the first review for Harrisonburg High School.



Today 7:00 am - 3:30 pm Closed now



# **VERIFICATION**

# yelp for Business Owners

#### Enter the code we sent to

(Your business phone number)

We just sent you an SMS with a 4-digit code. Enter it below to verify your phone number.

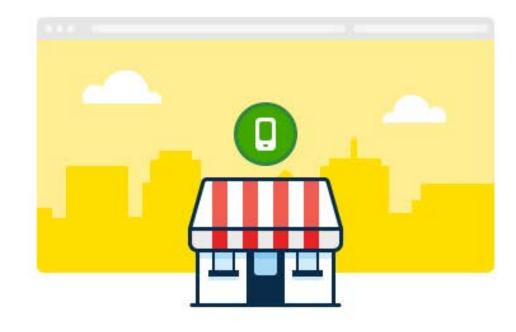
The code may take a few moments to arrive. Code never arrived? Send another text message.

#### Verification code

Your code

Continue

Problems? Start over



# YELP SET UP

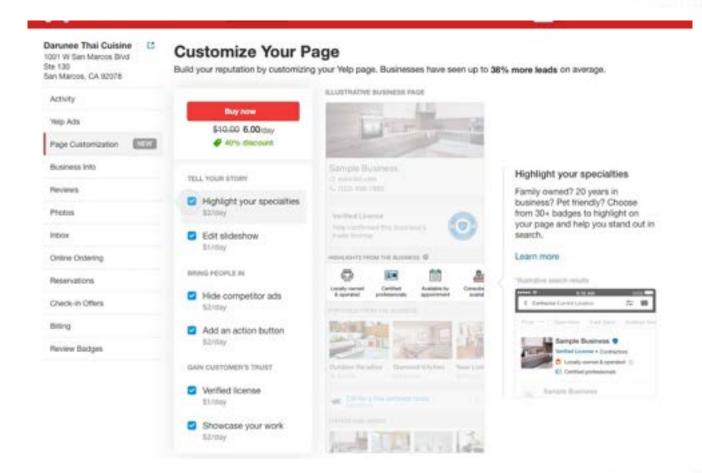
Adding your business to Yelp is easy if it does not already appear. Make sure you are signed up for a Yelp account and then select the option to Add Your Business.

From here, it's just a matter of filling out the information and then verifying everything. You will receive an email with instructions on how to officially claim the business once it has been added.



## YELP SET UP

Once your account is set up and verified you'll be able to customize and edit the information about your business - including adding photos to show off your business. You will also be able to respond to reviews. Once you log in to your Yelp account you'll be able to visit "Reviews" to see what is being said about your business and will be able to respond publicly or through private message.









## DO RESPONSES MATTER TO THE CONSUMER?

# YES:



HOW A BUSINESS RESPONDS TO CRITICISM OFTEN HAS MORE INFLUENCE ON BOOKING OR VISITATION DECISIONS THAN THE CRITICISM ITSELF.



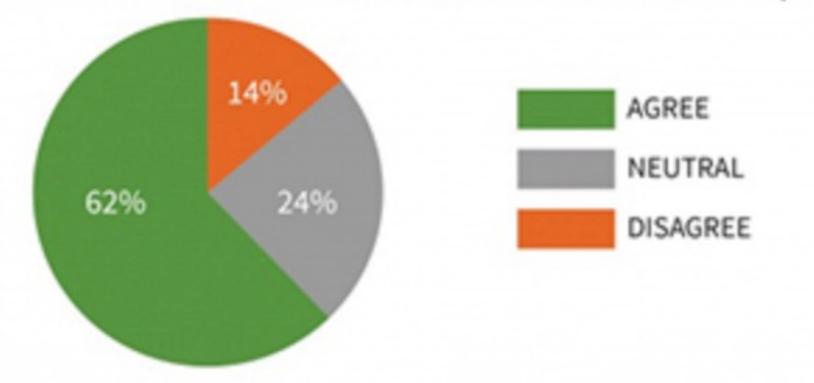
## WHICH REVIEWS SHOULD YOU RESPOND TO?



# ALL OF THEM

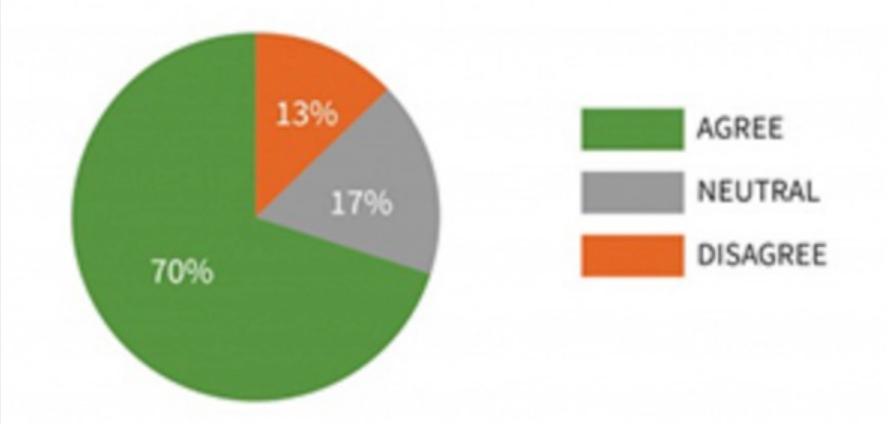


# SEEING HOTEL MANAGEMENT RESPONSES TO REVIEWS GENERALLY MAKES ME MORE LIKELY TO BOOK (VERSUS A COMPARABLE HOTEL THAT DIDN'T RESPOND TO TRAVELERS).



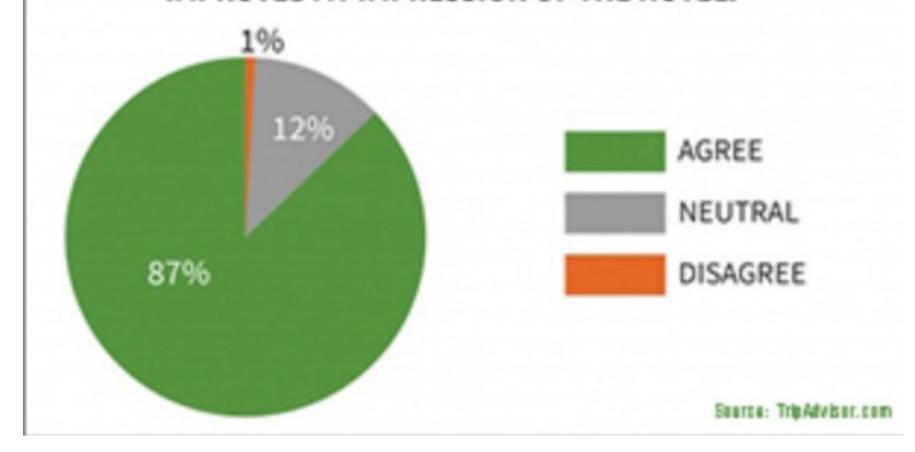


#### AN AGGRESSIVE/DEFENSIVE MANAGEMENT RESPONSE TO A BAD REVIEW MAKES ME LESS LIKEY TO BOOK THAT HOTEL.



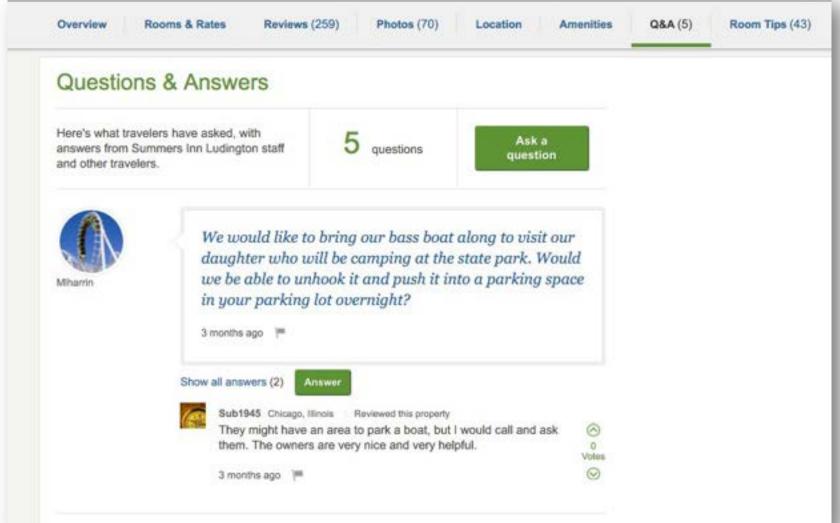


# AN APPROPRIATE MANAGEMENT RESPONSE TO A BAD REVIEW IMPROVES MY IMPRESSION OF THE HOTEL.



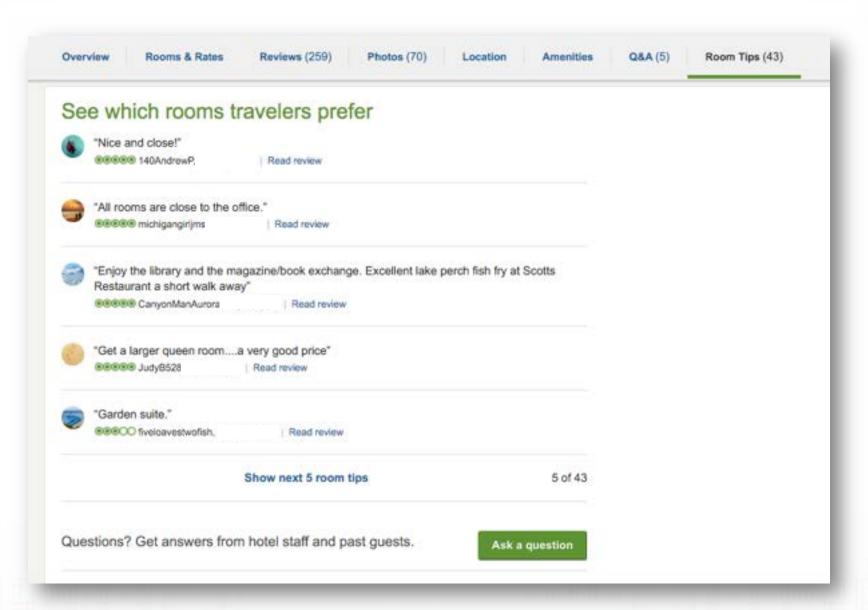


# **MONITOR FOR INSIGHT**





# **MONITOR FOR INSIGHT**





# **MONITOR FOR INSIGHT**

Browse forums ▼ All | United States forums | Alaska forums

### 1,593 topics from our community

Ask a question

20 of 1,593 topics	« 1 2 3 4 5 6 7	8 9 80 »
Торіс	Replies	Last post
Aurora 27 day outlook	4	yesterday
by jmsvss	4	by Maple_Marshm.
Fairbanks in March	16	Jan 19, 2021
by DWC	10	by Alaska4life
September expectations needed	4	Jan 18, 2021
by pymeistrel	4	by pymeistrel
Hotels/cabins/b&b best chance at Northern Lights	7	Jan 18, 2021
by orangeskittler	-/	by pymeistrel
Any opportunities in Fairbanks to do a "Polar Plunge"	? 9	Jan 14, 2021
by bruce p	y	by AKStafford
Arctic circle tour.	4	Jan 10, 2021
by Mejustme90	4	by Maple_Marshm.



## "Great staff and Hotel"



Front desk staff Renee, Jose, and Enrique went out of their way to be very helpful and extended a corporate discount for an additional night.

Rooms are clean, comfortable and some even have water views. I would highly reco



Dear D. Kincaid,

Thank you for the nice comments about our team. While we are currently working hard to renovate the lobby and lounge of the hotel, it's really the staff that make or break your stay experience. Our guys work hard to make sure your needs are met and you have everything you need to enjoy Oakland.

Thank you and we look forward to your next stay.



#### "Over priced and beware nearby construction"



unlim

We stayed here for four nights part of town but beware there next to the hotel and if your ro prepared for noise. In addition day plus tips. This is very expensame care

Ashrafi\_Matcheswala, General Manager at Taj Campton Place, responded to this review

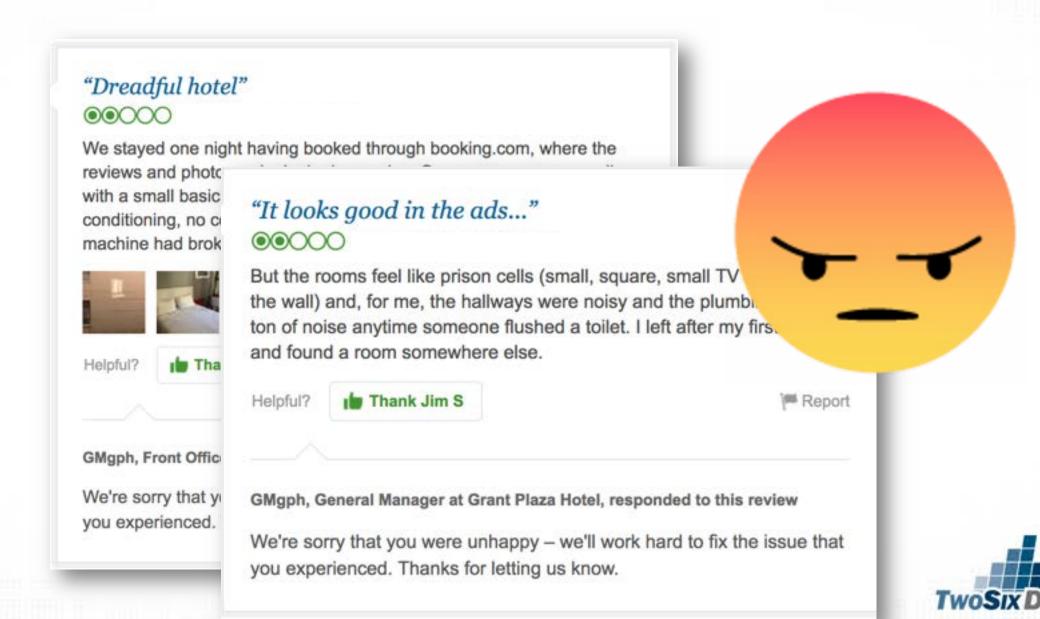
Dear David E,

We try very hard to make our guests stays as pleasant as possible and it is always a disappointment when we learn one of them has left with a less than first-rate experience. I am so very sorry that you were disappointed in our hotel, but not knowing when you were here I cannot comment on what you paid as it may have een a very busy time in the city when rates are at their highest. As for the instruction, Apple is building a flagship store across the street, but now that the old ilding has been demolished, construction is confined to daytime hours and we we had no noise complaints in a long time. The city is also building a central ubway station by Union Square, but that is a block away and has not impacted our hotel greatly. You are correct that valet parking is expensive, but you are NOT correct that the same garage where our valet parks your car allows for unlimited exit and entry—none of the public garages allows that. In-and-out privilege comes only with our valet service—and without the convenience of door to door service.









### "What has happened? Will not be returning..."



Arrived at 18.00 to find nobody at 'home' and stood on the doorstep for an hour waiting for the manager to return... Then given a twin room instead of the double booked... The room in the base any windows, they were blocked by shutters which pen. The bathroom was unclean and the towel like sandpa

CO

an

rec

georgianhouse1000, Owner at The Georgian House, re

Honestly what do you expect. You pay little you get cheap.

We are a Budget hotel. Get real.

Report response as inappropriate

This response is the subjective opinion of the man

TripAdvisor LLC





service is our main goal and it is unfortunate you were not treated with the respect you deserve. Given the opportunity, I would like to learn more details about your case and to be able to make things right. Please contact me at your convenience.

Sincerely,

Austin Hyde, Customer Relations Manager 623-934-5211

ahyde@earnhardt.com Read less



### "Yay! Tripadvisor is right again!"



On a trip to the upper peninsula of Michigan I knew I we near the Gaylord area for the night. Pulled over and us than I am" phone to use Tripadvisor and find a hotel. the top of the list? A small mom and pop type place, jupath...

#### More ▼

Was this review helpful?

Yes



#### Scott B, Owner at Waters Inn, responded to this review

WOW, I love it when we both Win! It sounds like you got a good deal and we got a new customer. Thanks for taking time to write a review and thanks for taking a chance on our little family owned Inn, a lot of folks pass us by to stay at the big name chains. Our resident manager Bob...

More -



# "Clean, friendly but lacks amenities"



г

By amenities I mean a blow dryer! The owners, who live on property, didn't even have a loaner blow dryer. I advise a trip to Wal-mart to pick up a couple cheap blow dryers. Otherwise nice. Rooms and bathroom especially are small. But was quite, very clean and well priced.

#### Scott B, Owner at Waters Inn, responded to this review

Thanks for your kind words and suggestion about the hair dryer! We've had lots of

requests for all from and froming bears over the jeans so the have those of hard.

Now (thanks to your input) we've been to Walmart, bought a couple of blow dryers and we are ready for your next visit. If you let us know when...









# #1 Thing You MUST Do

# STRIVE to THRIVE

Power your health from the inside with Meta













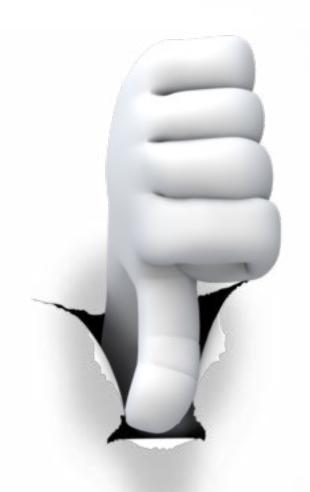
- Keep your listing fresh
- Review traveler photos for accuracy
- Show regular activity
- Set up Email Alerts
- Setup post-visit emails with TA links
- Create widgets for the site
- Encourage staff
- Curate stories/reviews
- Learn from Reviews





# DON'T:

- Don't forget to respond
- Take things personally
- Post fake reviews
- Pretend it doesn't exist
- Harass people about reviews





# **RE-USE THE GOOD ONES**

### "Interesting exhibits"



Great exhibits on the history of and life in Elizabeth City. Loved the layout from colonization until modern day. Objects from each Era were well-chosen and my teenagers were fascinated (you know how hard it is to keep their attention). Ended up spending the morning there.

Helpful?

Thank KarenTP16

Report

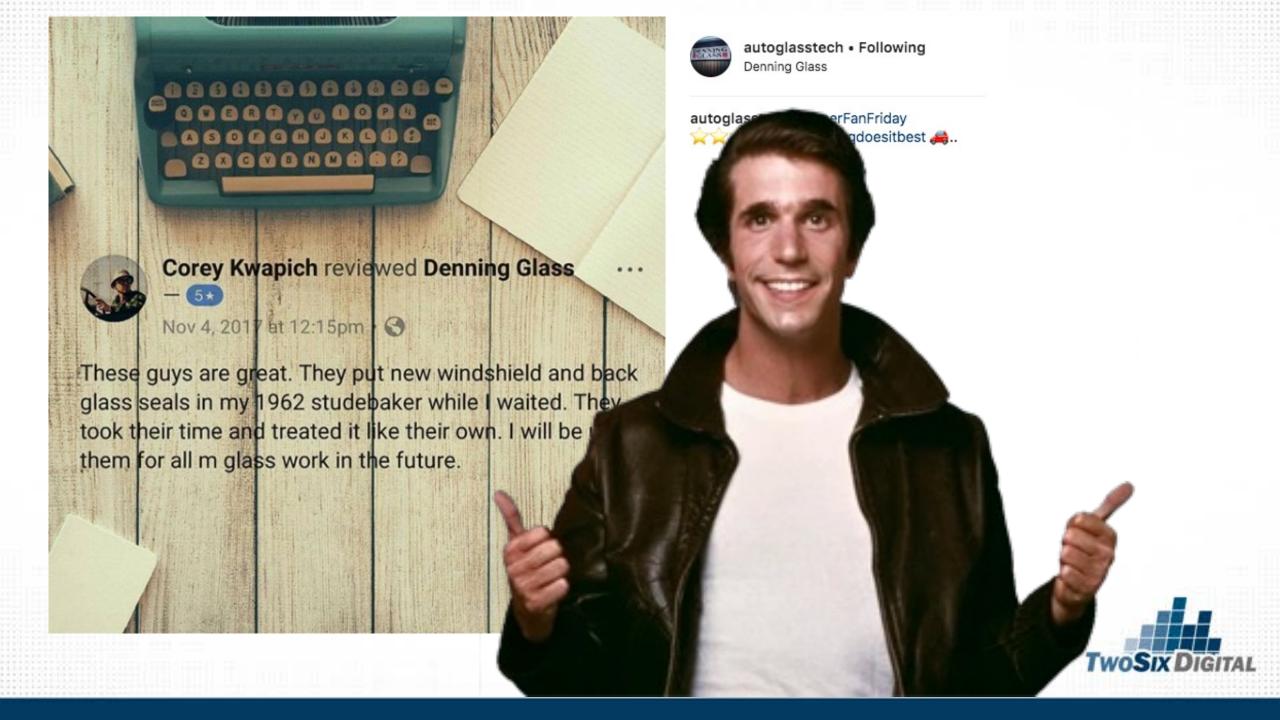


# USE THEM!









# THE KEY TAKEAWAYS

- Claim your spaces
- Customize the information shown
- Respond to reviews
- Learn from feedback
- Be passionate about social media
- Be professional with negativity
- Always engage
- Think outside 9-5
- Just ASK
- Use Reviews to promote your business



# SHOULD YOU PAY FOR ENHANCED LISTINGS?





# IT DEPENDS.





# HOPE ISNOTA STRATEGY





# SIGN UP TO THE E-NEWSLETTER

Here's how to play the long game with your digital campaign!

View this email in your browser











This Month in the TwoSix E-Newsletter:

www.TwoSixDigital.com/E-News



# LEARN MORE.....Socially



@TwoSixDigital & Facebook/TwoSixDigital



# IIII-TWOSIX DIGITAL

Brian V. Matson brian@twosixdigital.com



