



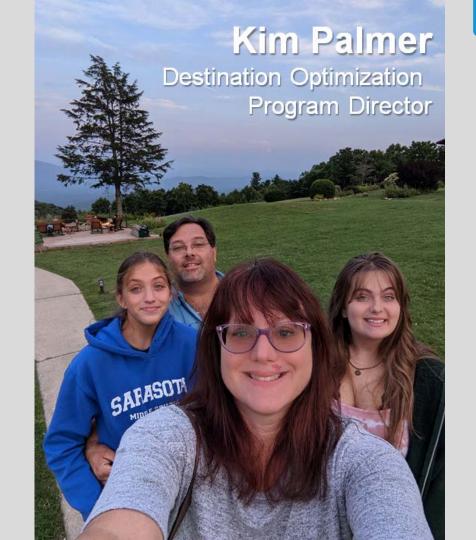
# GOOGLE BUSINESS PROFILE FUNDAMENTALS

June 2022



Miles is a strategic marketing company focused exclusively on travel and tourism.

We've worked with hundreds of destinations and hospitality businesses around the world to create forward-thinking content marketing solutions.





In addition to more traditional agency services, we provide support across a wide variety of Google Products

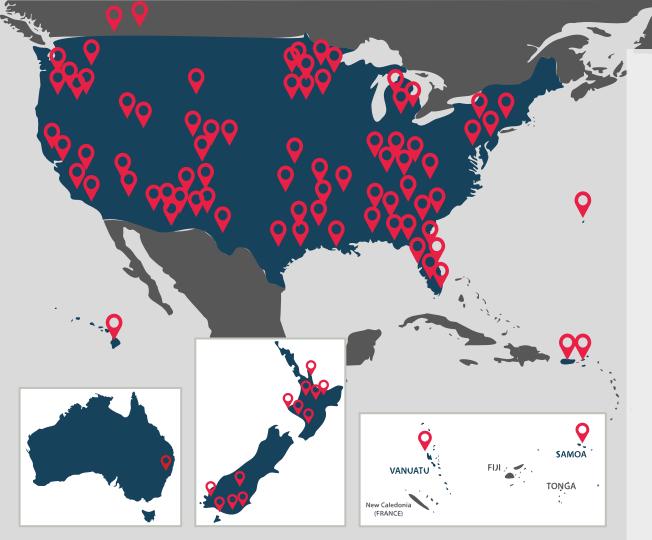
to to improve exposure, conversion, quality and accuracy of information about the destination and businesses.











# 230+

Destinations have participated in some version of our program

92,000+

Businesses and POI have been audited and analyzed

8,000+

Business owners and managers received in-person or virtual training



Google Business Profiles

# Why Is This Important?

Your Google Business Profile is the single most significant source of organic exposure for your business online.

#### **Wait... what's a Business Profile?**

Adler House Museum - Travel Oregon

The completely renovated and restored 1889 Italianate home was the residence baker City

## Business Profile in SERP (Search Engine Results Page)

Example of a Google Business Profile "card" for a local business. mer of Baker

of Baker City

riginal condition.

um, Baker ... id photos, and great



#### Oregon Film Museum

<u>SER</u>

Website Directions Save
4.1 ★★★★ 635 Google reviews

Museum in Astoria, Oregon

The Oregon Film Museum is a museum highlighting and celebrating movies that were made in the U.S. state of Oregon. The museum is housed in the old Clatsop County Jail in Astoria, Oregon, which is on the National Register of Historic Places. Wikipedia

Address: 732 Duane St. Astoria, OR 97103

Hours: Opens soon · 10AM ▼

Phone: (503) 325-2203

Added to NRHP: May 19, 1983

NRHP Reference Number: 83002145

Suggest an edit · Own this business?

& 2

\$199

sinute walk from

ie ... MORE ~

& Accessible

\$ Smoke-free

Add a photo

enities and a nice

hly recommend.

extremely rude"



#### The Freakybuttrue Peculiarium and Museum

Website Directions 4.2 \*\*\* 741 Google reviews Art gallery in Portland, Oregon

Museum featuring strange & creepy exhibits, artwork & merchandise (not recommended for children).

Address: 2234 NW Thurman St. Portland, OR 97210

Hours: Open - Closes 6PM -Tickets: \$5.00 - peculiarium.com

Phone: (503) 227-3164

Suggest an edit

#### Events

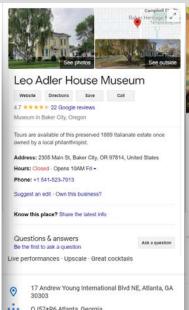
Fri, Aug 2 A Night With Ghosts 8:00 PM Fri. Oct 18 A Night With Ghosts in Portland 7:30 PM Sat, Oct 26 A Night With Ghosts in Portland 7:30 PM View 4+ more Know this place? Answer quick questions **Ouestions & answers** Ask a question Q: Do they accept credit cards for the entrance fee?

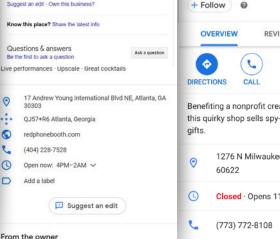
A: Yes. But why not wear an amazing costume and get in free...

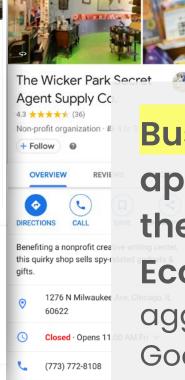
See all questions (5)

Popular times @ Thursdays \$ 3 PM: Usually not too busy

Looking for the code? Apr 1 - Dec 31 To keep with the. May 23, 2019 LEARN MORE





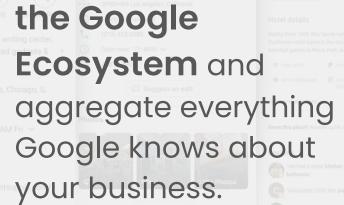


http://www.secret

W83J+W9 Chicago

Suggest an edit



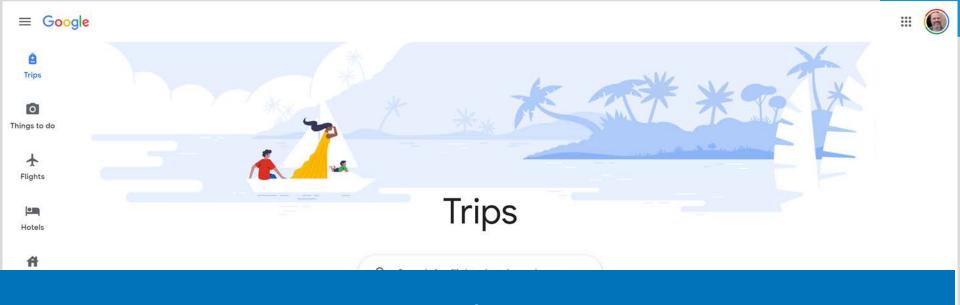




Google reports local search delivers over

### 4 BILLION

direct connections for businesses every month.

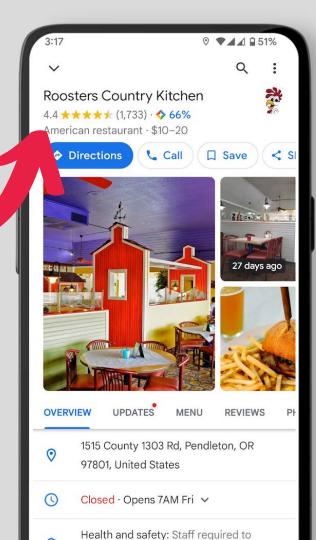


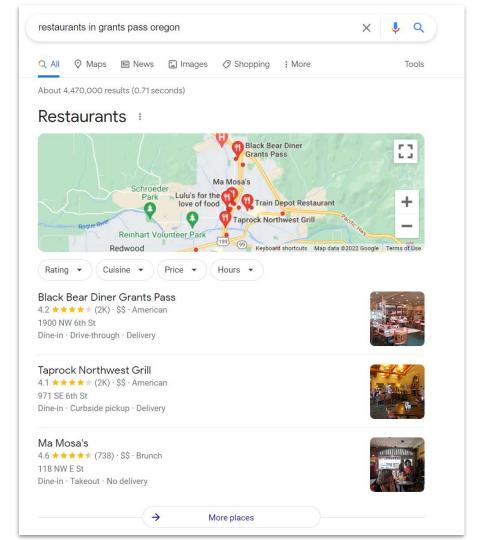
Google is the world's most important online travel platform

90%+
of travelers

Use Google at some point in their trip planning process\*

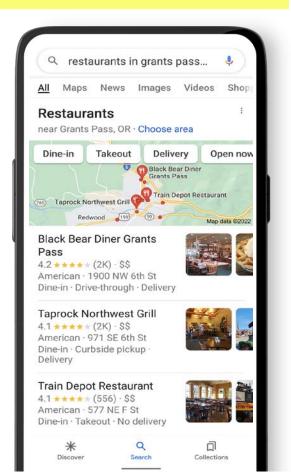
**Your Google Business Profile is** the first thing people see about your business when they search



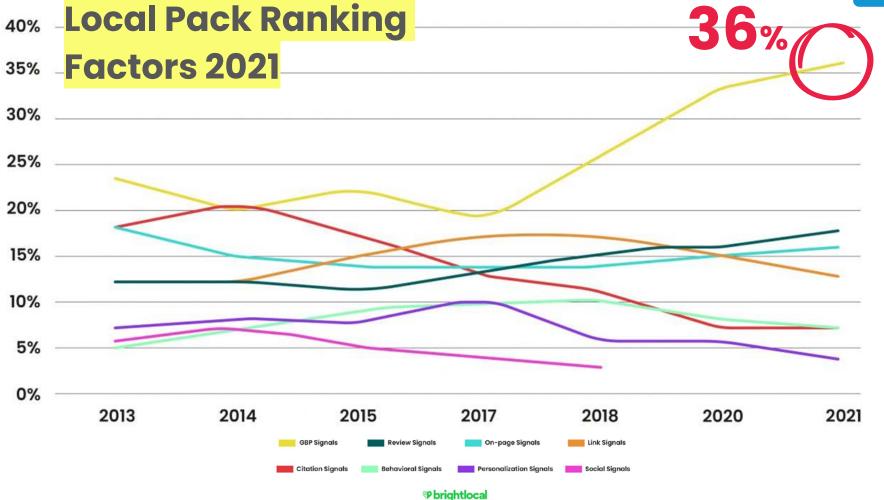




#### The "Local Pack"





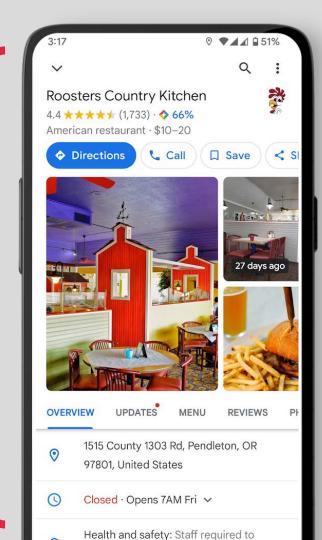


Up-to-date profiles are:

**2.7X** more likely to be considered reputable.<sup>1</sup>

**70%** more likely to attract location visits.<sup>1</sup>

**50%** more likely to lead to a purchase.<sup>1</sup>



Google Business Profiles

# What's New



## Name Change

Google is retiring the name "Google My Business" and rebranding everything as "Google Business Profile"







# The Google My Business app is being replaced

Start using Google Maps and Search to keep your Business Profile up to date and connect with customers.

Try it on Google Maps:



Holy Sheets, update the way you interact with your customers. Soon, Google Maps and Search will replace the Google My Business app as the way to manage your profile. Millions of merchants already use either Google Maps or Search to connect with their customers.

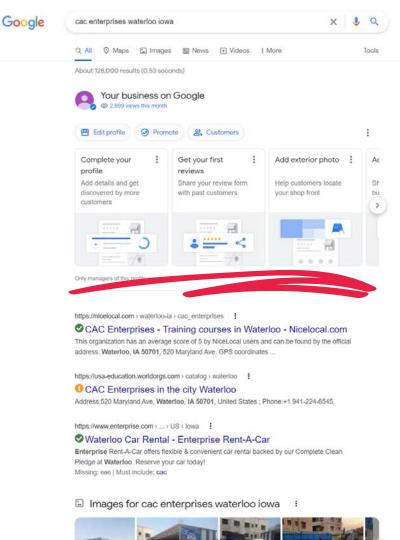


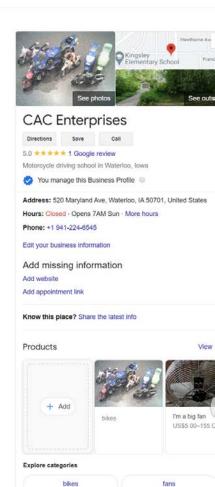
## **GMB App**

The Google My
Business App will
be removed from
Google Play and
Apple app store
later this year.

# Two new edit options

Editing your
Google Business
Profile will now
be done in **SERP**or in the **maps app**.









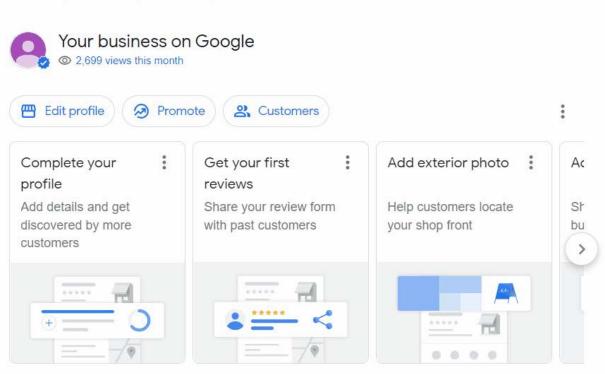








About 128,000 results (0.53 seconds)





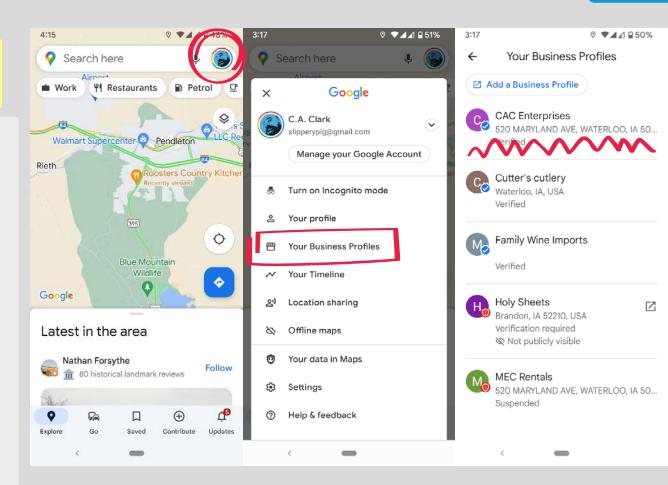
Hours: Closed · Opens 7AM Sun · More hours

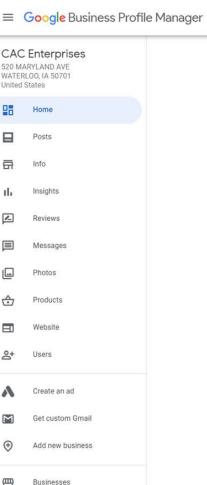
Only managers of this profile can see this



# Two new edit options

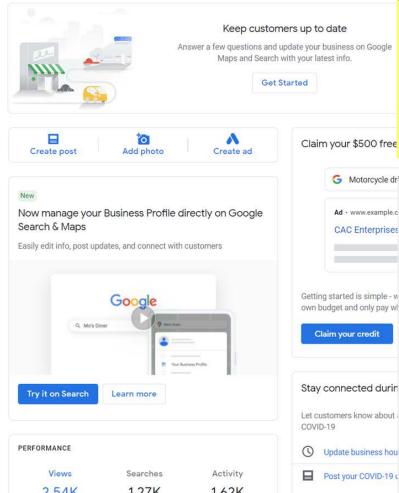
Editing your
Google Business
Profile will now
be done in **SERP**or in the **maps app**.





Link to ads

Settings



251K

# "Desktop" profile Claim your \$500 free manager

G Motorcycle driving school in WATERLOO

Ad · www.example.c

**CAC Enterprises** 

Claim your credit

Update business hou

Post your COVID-19 t

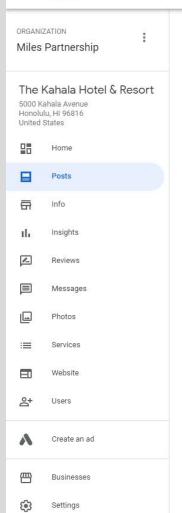
The "desktop" profile manager interface at business.google.com will continue to exist for agency and multibusiness accounts

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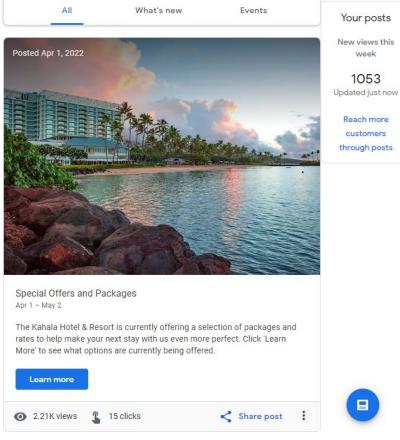
## **Hotels** get Posts!

#### Accommodation business types (finally!) get access to posts!

But, not all the types of posts - only announcements and events - no offers.



Google Business Profile Manager



Posted Mar 2, 2022

week

1053



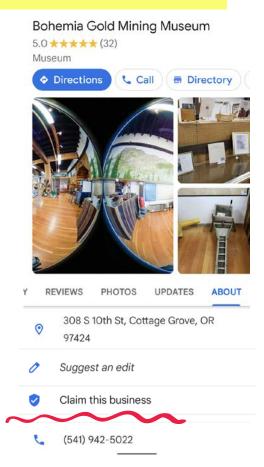
Google Business Profiles

# Five Fundamentals



#### **But First - Claim Your Business**

In Google Maps look for the "Claim this Business" button to begin the process of claiming and verifying your business.

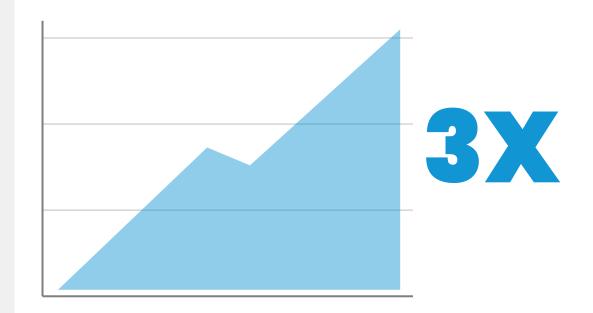




### 1. Hours are critical

Searches for "open now" have skyrocketed over the last 2 years

300% increase in search for "open now" and 200% increase in searches for "open now near me"



# Hours last updated.



**DIRECTIONS** 

START

CALL

SAVE

Eclectic gift shop offering an array of vintage & fair-trade wares, plus goods from local artisans.





Closed · Opens 11 AM
Updated by business 8 days ago



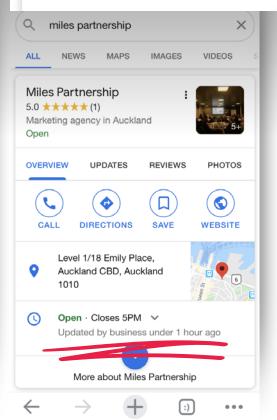
shop-tri.com

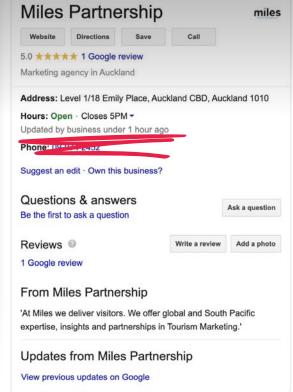




#### Open · Closes 5PM ✓

Updated by business under 1 hour ago

















Images







Tools

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About 651,000 results (0.62 seconds)



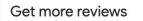












Share your review form with past customers



#### Turn more views to customers

Complete your profile to convert your 1029 monthly views into customers



#### Add exterior photo

Help customers locate your storefront



### **Edit Hours**

In the SERP, search for your business and go to edit profile.

Only managers of this profile can see this



#### Let customers learn more about your business

Edit profile

**Business** information

Hours



**Business information** About

Contact Location

More

**Business hours** 

Service area

bbA

Hours

Sunday

Monday

Thursday

Open with main hours

Closed

8:30 AM-5:00 PM

Tuesday 8:30 AM-5:00 PM Wednesday

8:30 AM-5:00 PM 8:30 AM-5:00 PM

X

X

## **Edit Hours**

Hours and "open now" are the most frequent customer searches for a business.

Keep regular daily hours up-to-date under Business hours.



### Let customers know your holiday hours for April

When your business has an irregular schedule, like holidays or special events, you can enter special hours in advance to let customers know when you're open. Here's what customers see when they view your business on Google.

	April holiday hours:	
Easter	7:00 - 7:30 AM	1
Sunday 4/17		

If you haven't updated your hours, we recommend that you do. We may call you to make sure they're accurate. We'll never ask for payments over the phone.



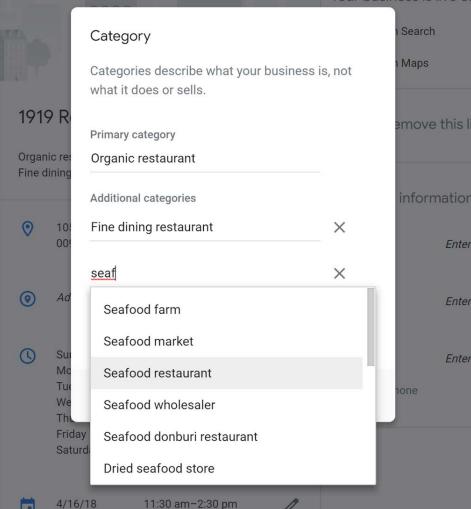
## **Special Hours**

Don't ignore hours update reminders like these. If you don't positively confirm your hours, (even if they're the same!) Google will show a warning in your listing.



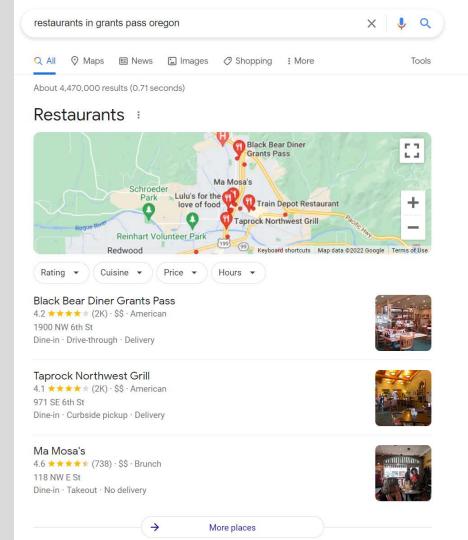
## 2. Categories Matter

Adding relevant categories can significantly expand where a business shows up because it matches more searches



### 2. Categories Matter

Categories can also influence your opportunities to appear in the local pack.



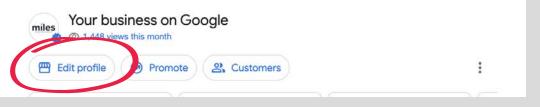
1
miles

hungarian_restaurant	Hungarian restaurant	Related Categories
hunting_and_fishing_store	Hunting and fishing store	Related Categories
hunting_area	Hunting Area	Related Categories
hunting_club	Hunting club	Related Categories
hunting_preserve	Hunting Preserve	Related Categories
hunting_store	Hunting store	Related Categories
hvac_contractor	HVAC Contractor	Related Categories
hydraulic_engineer	Hydraulic engineer	Related Categories
hydraulic_equipment_supplier	Hydraulic equipment supplier	Related Categories
hydraulic_repair_service	Hydraulic repair service	Related Categories
hydroelectric_power_plant	Hydroelectric power plant	Related Categories
hydroponics_equipment_supplier	Hydroponics equipment supplier	Related Categories
hygiene_articles_wholesaler	Hygiene articles wholesaler	Related Categories
hygiene_station	Hygiene station	Related Categories
hypermarket	Hypermarket	Related Categories
hypnotherapy_service	Hypnotherapy service	Related Categories
hyundai_dealer	Hyundai dealer	Related Categories
ice_cream_equipment_supplier	Ice cream equipment supplier	Related Categories
ice_cream_shop	Ice cream shop	Related Categories
ice_hockey_club	Ice hockey club	Related Categories
ice_skating_club	Ice skating club	Related Categories
ice_skating_instructor	Ice Skating Instructor	Related Categories

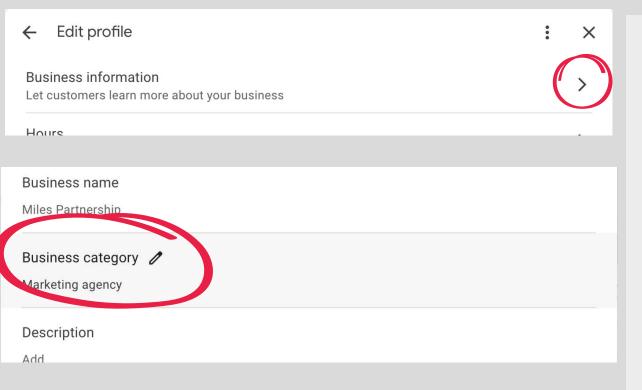
# Edit Categories

There are over 4000 categories to choose from - and they fluctuate by +/-30 or so each year, but you're limited to what's available.





# Edit Categories



Look for
"Business
information"
then "Business
category"

#### Category

Help customers find your business by industry.

Primary category

Restaurant

Additional categories

Lunch restaurant

Brunch restaurant

Breakfast restaurant

×

Cancel Apply

X

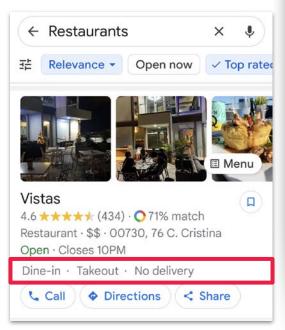
# Edit Categories

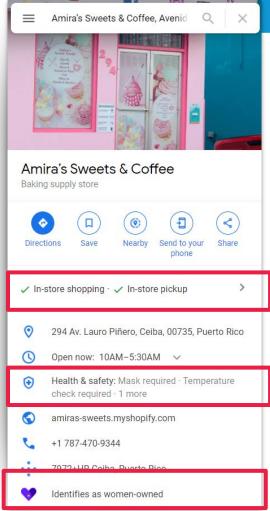
míles

After choosing a primary category you are allowed to select 9 more additional categories to support the listing.

#### 3. Monitor Attributes

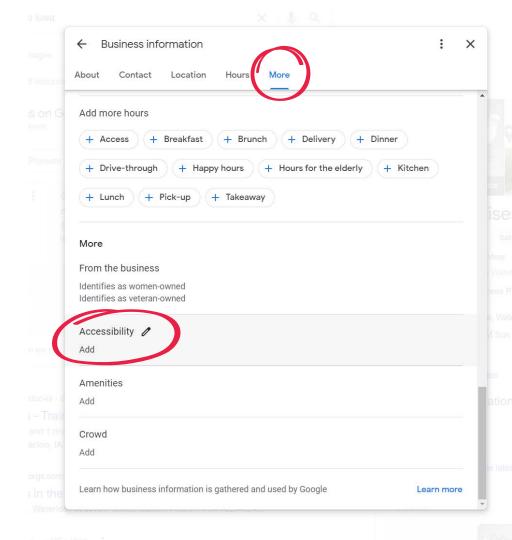
Adding attributes creates customer confidence that a business will meet their needs





#### **Edit Attributes**

Search for your business, go to "Edit profile" then "Business information" then "More"



### **Edit Attributes**

Attributes

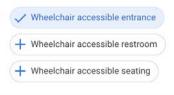
Search these attributes

Let customers know more about your business by showing attributes on your Business Profile. These may appear publicly on Search, Maps, and other Google services. Learn more

#### From the business

+ Identifies as Black-owned + Identifies as Latino-owned + Identifies as veteran-owned + Identifies as women-owned

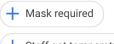
### Accessibility



#### Amenities

Gender-neutral restroom

Let customers know more about your business by showing attributes on your Business Profile. These may appear publicly on Search, Maps, and other Google services. Learn more

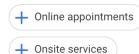








### Service options



#### Attributes

Search these attributes



Let customers know more about your business by showing attributes on your Business Profile. These may appear publicly on Search, Maps, and other Google services. Learn more

#### **Amenities**

→ Gender-neutral restroom

### Crowd

→ LGBTO+ friendly + Transgender safespace

#### Health & safety

+ Appointment required Mask required

Apply

### 4. Respond to Reviews (reuther York, NY



Customer reviews are posted by users directly to your Google Business Profile. They appear wherever your profile appears, and are the source of your "star rating"



Sort by: Newest ▼



#### Jean Philippe Guy

Local Guide · 119 reviews · 642 photos

\*\*\* 2 months ago

Very disappointing experience. High dollar with sub par food and very average service. Not worthy of a Michelin Star.



#### Response from the owner 2 months ago

Dear Mr. Guv.

Thank you so much for taking the time to share your feedback about your experience at Gabriel Kreuther. We are very regretful to hear that we did not meet your expectations. If you would allow, I would love to be in touch with you to further discuss your experience. I can be reached at jean@oknyc.com. Thank you in advance for your time and I look forward to speaking with you.

Best Regards, Jean Lee

Guest Relations Manager



#### Felipe Archondo

Local Guide · 1 photo

\*\*\*\* 2 months ago



#### Ready2 Retire

Local Guide · 32 reviews · 1 photo





Kenny Yuen



### 4. Respond to Reviews

Respond to 30% of your reviews for an 80% boost in conversions. Responses show you are attentive to customers.

### The Average Conversion Rate of Business Locations by Their Average Reply Rate



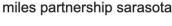
























Tools

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About 651,000 results (0.62 seconds)



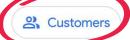


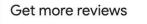
Edit profile



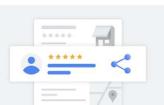
Promote

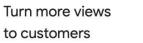
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Share your review form with past customers





Complete your profile to convert your 1029 monthly views into customers



### Add exterior photo

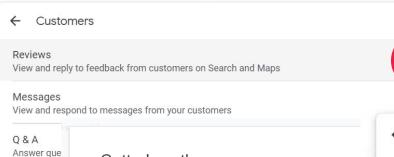
Help customers locate your storefront



### Responding to reviews

Instead of "Edit profile" select "Customers" on the SERP profile edit box.

Only managers of this profile can see this



Cutter's cutlery

Michelle Clark

Reply

Claude Clark

Sort by

Most relevant

5.0 \*\*\*\* 2 reviews @

Newest

Local Guide · 90 reviews · 991 photos

★★★★ 2 years ago

1

Local Guide - 1 review - 73 photos

\*\*\*\* 2 years ago

this place is the best

Reply

Reply

1 1

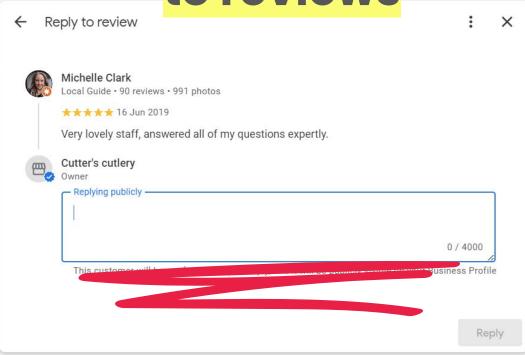
Highest

staff, answered all of my questions expertly.

Lowest

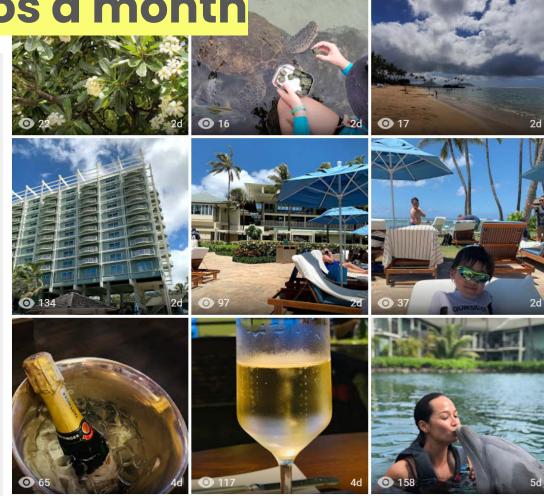
×

# Responding to reviews



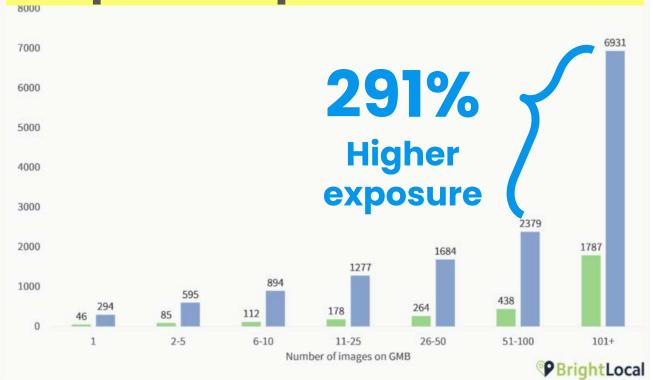
5. Upload 4 photos a month

Photos are a key part of how potential customers make decisions about your business.





### 5. Upload 4 photos a month



**Businesses** with more than 100 images have significantly higher exposure rates.



### 5. Upload 4 photos a month



**Businesses** with more than 100 images have significantly higher exposure rates.





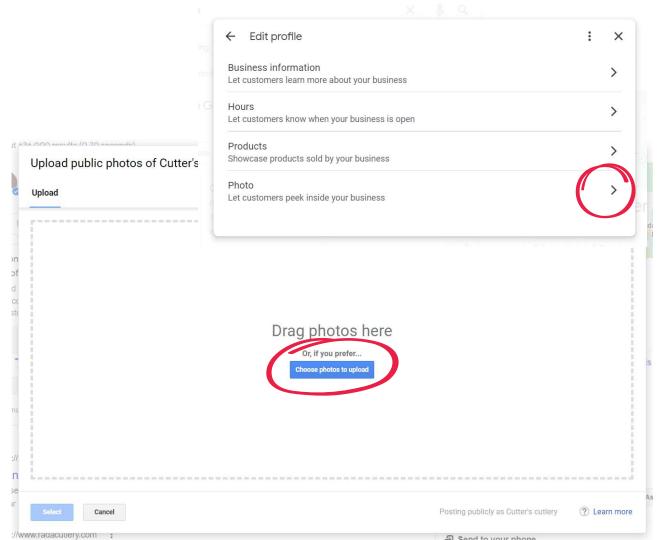
This photo is good! It's both informative and attractive. Easy to understand what it is, where it's taken from, bright colors good contrast, good framing.

**This photo is bad.** It isn't attractive - off-kilter horizon, muddy colors, and it isn't particularly informative - unreadable signs/context.





Back to "Edit Profile" but select "Photo" option this time. Drag and drop or upload images.



### **Five Fundamentals**



Up to date **hours** are critical



Categories influence where your business can appear



Attributes support customer confidence



Respond to 30% of your **reviews** for an 80% lift in conversions

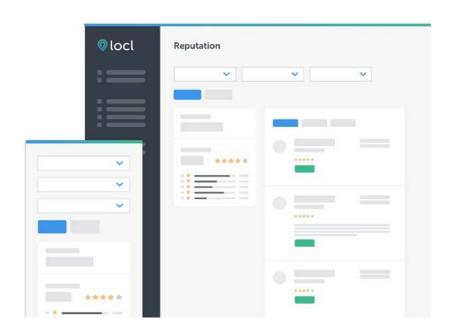


Post 4 **photos** a month for a 30% lift in exposure



Google Business Profiles

# Free Management Tools





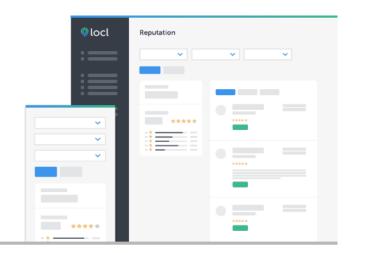
If you're thinking that this sounds like a lot to manage - you're right!

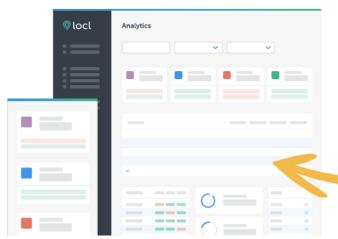
That's why Travel Oregon has teamed up with Oregon-based company, Locl, to offer you a free way to manage and maximize your Google Business Profile without all the clutter.



Manage your business reputation with customer reviews notifications, quick replies and insights







instant **18+ months of analytics data** vs Google's
3 or 6 month limitations







Locl cuts the amount of time I spend managing and optimizing my Google My Business listing by at least 75%. Locl is a must-have for any business and any business owner.



Corey Rust, Owner Envi Air Tours and Adventures





Access Locl here

# Thanks for joining us today

Travel Oregon has oneon-one support available free to Oregon Tourism businesses if you have specific questions or you need help with verification, editing your listing or access to Lock

- Questions? Office hours are free. Sign up for a time that is convenient for you to discuss GBP or Locl.
   calendly.com/traveloregonlocl/support
- Attend a training:
   June 23:
   industry.traveloregon.com/locl-june
- Visit the Business Listings Toolkit industry.traveloregon.com/listings





## **Questions & Discussion**



# Thanks for joining us today!