

### TRAVEL OREGON

## Travel Oregon GOOGLE BUSINESS PROFILE FUNDAMENTALS

August 2022



### Miles is a <mark>strategic</mark> marketing company focused exclusively on travel and tourism.

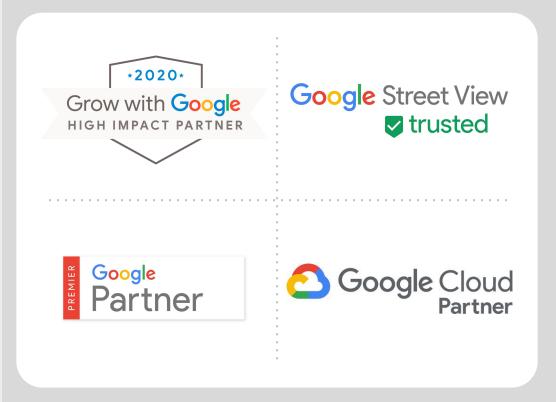
We've worked with hundreds of destinations and hospitality businesses around the world to create forward-thinking content marketing solutions.



**miles** 

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+

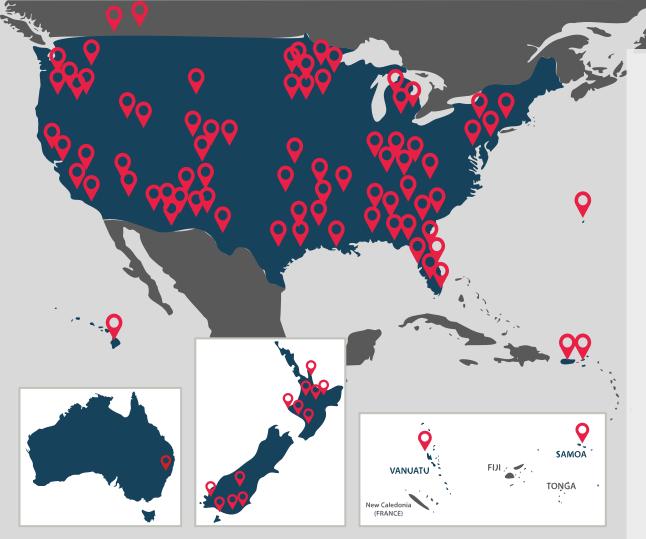
Destinations have participated in some version of our program

# 92,000+

Businesses and POI have been audited and analyzed



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.

#### ADLER HOUSE MUSEUM

Google

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

ner of Baker

About 7,600,000 results (0.54 seconds)

https://traveloregon.com > ... > Attractions > Museums

#### Adler House Museum - Travel Oregon

The completely renovated and restored 1889 Italianate home was the residence Laker

philanthropist, Leo Adler, for 94 years.Listen to his story and.

### **Business Profile**

### in SERP (Search

# Engine Results

# Page)Example of a Google BusinessProfile "card" for a local

#### business.nadvar.com/ showlensedences.

Gorgeous home - Review of Leo Adler House Museum, Baker ... Leo Adler House Museum: gorgeous home - See 29 traveller reviews, cancild photos, and great deals for Baker City, OR, at Tripadvisor.

\*\*\* \* \* Rating: 5 · Review by a Tripadvisor user



#### Oregon Film Museum



 Website
 Directions
 Save
 Call

 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?





#### The Freakybuttrue Peculiarium and Museum

Website Directions Save

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<br>8:00 PM  | A Night With Ghosts             |
|------------------------|---------------------------------|
| Fri, Oct 18<br>7:30 PM | A Night With Ghosts in Portland |
| Sat, Oct 26            | A Night With Ghosts in Portland |

Know this place? Answer quick questions

Questions & answers Q: Do they accept credit cards for the entrance fee?
Ac Yes, But why not wear an amazing costume and get in free...
(5 more answers)

See all questions (5)

Popular times @

3 PM: Usually not too busy



#### Leo Adler House Museum

 Website
 Directions
 Save

 4.7 ★★★★ 22 Google reviews

 Museum in Baker City, Oregon

about in parter only, oregon

Tours are available of this preserved 1889 Italianate estate once owned by a local philanthropist.

Call

Address: 2305 Main St, Baker City, OR 97814, United States

Hours: Closed · Opens 10AM Fri -

Phone: +1 541-523-7913

Suggest an edit  $\cdot$  Own this business?

Know this place? Share the latest info

Questions & answers Be the first to ask a question

Live performances · Upscale · Great cocktails

17 Andrew Young International Blvd NE, Atlanta, GA 30303

QJ57+R6 Atlanta, Georgia

redphonebooth.com

...

0

Thursdays 2

(404) 228-7528

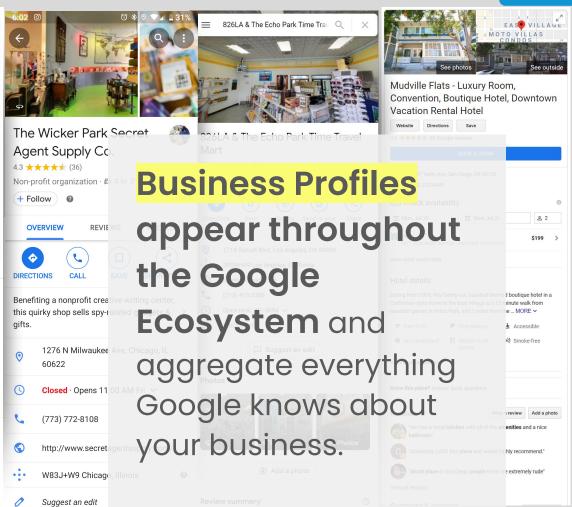
Open now: 4PM−2AM ∨

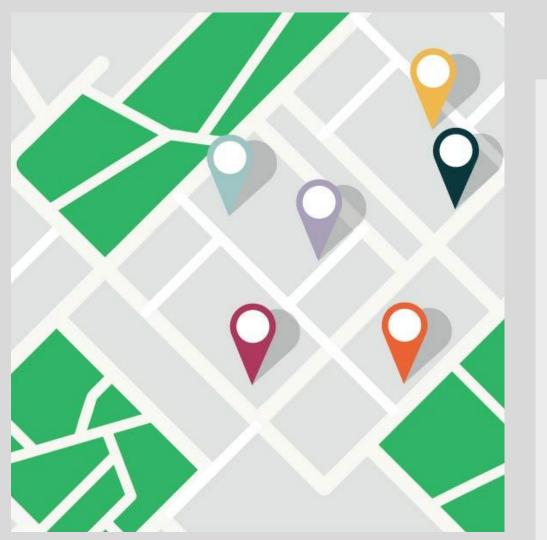
Add a label

💷 Suggest an edit

From the owner





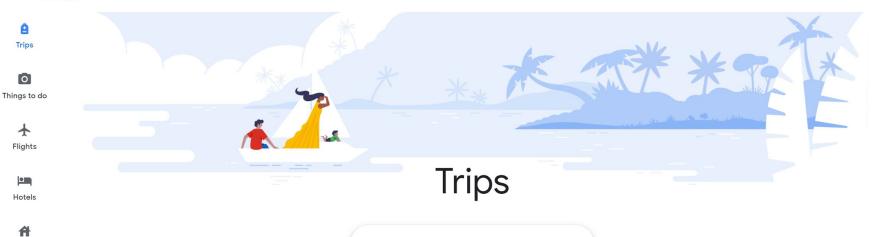


Google reports local search delivers over **4 BILLION** direct connections

direct connections for businesses every month.

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 $\equiv$  Google



### Google is the world's most important online travel platform

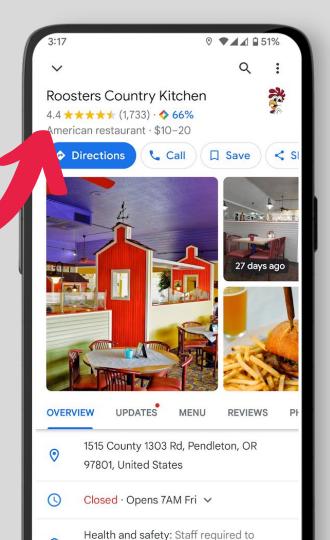


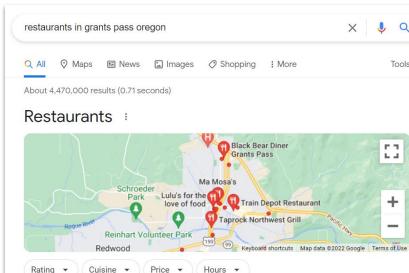
Use Google at some point in their trip planning process\*

\*2019 Consumer Travel Research, Phocuswright. Research of US, Canada, Australia, New Zealand & key Western European travel markets

**míles** 

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





Black Bear Diner Grants Pass

4.2 ★ ★ ★ ★ ★ (2K) · \$\$ · American 1900 NW 6th St Dine-in · Drive-through · Delivery

Taprock Northwest Grill 4.1 ★ ★ ★ ★ (2K) · \$\$ · American 971 SE 6th St Dine-in · Curbside pickup · Delivery

Ma Mosa's

4.6 ★ ★ ★ ★ ★ (738) · \$\$ · Brunch 118 NW E St Dine-in · Takeout · No delivery



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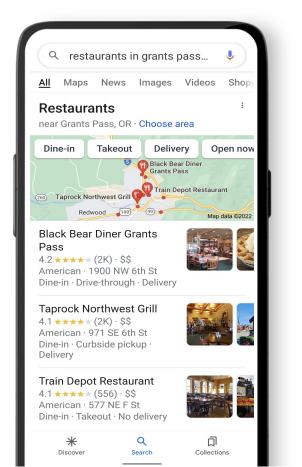
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Tools

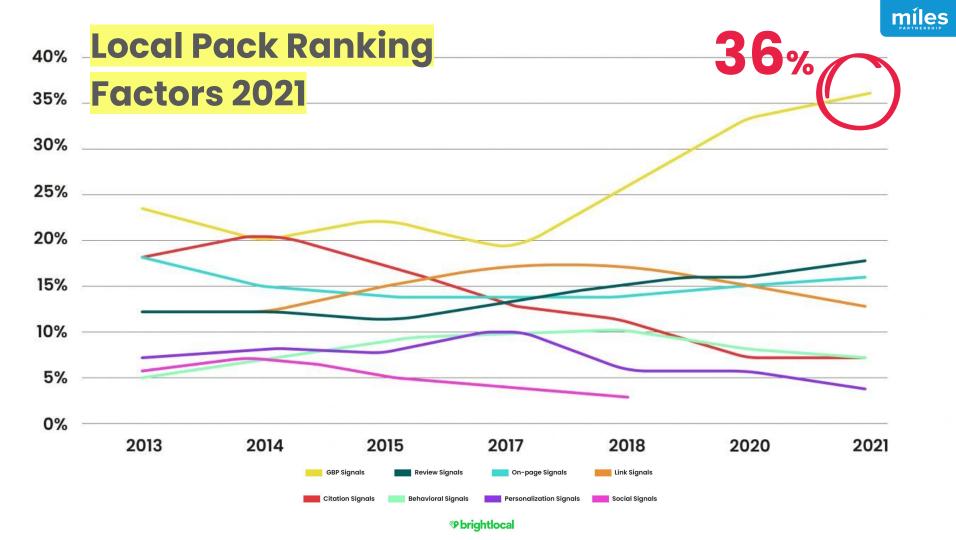
X



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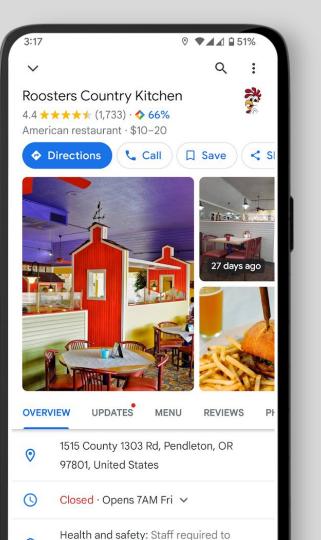
*Up-to-date profiles are:* 

**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>

<sup>(1)</sup> Ipsos research: Benefits of a complete listing 2017





# Google Business Profiles What's New



### Name Change

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



Google

#### miles PARTNERSHIP

### 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.



The Google My Business App **has been removed** from Google Play and Apple app store.

## Two new edit options

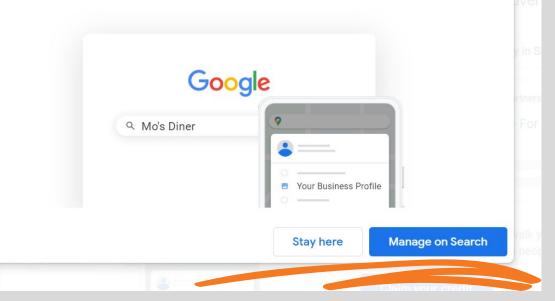
Editing your **Google Business** Profile will now be done in **SERP** or in the **maps** app. Once you switch, you can't go back.

#### It's getting easier to manage your business on Google

#### Managing individual Business Profiles will be moving to Search and Maps

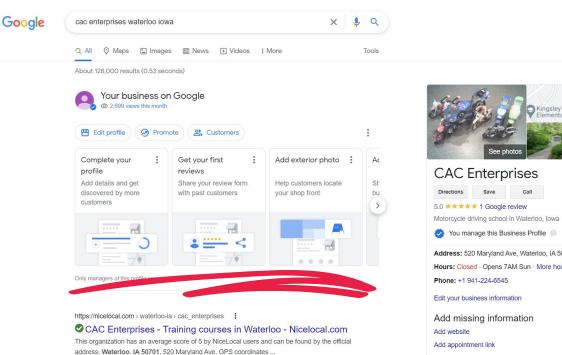
To manage individual profiles, you'll soon be directed to Search. Managing profiles in bulk will still be available on Business Profile Manager. Learn

#### more



# Two new edit options

To edit in **SERP** log in to your Google account and search for you business by name + city.



https://usa-education.worldorgs.com > catalog > waterloo

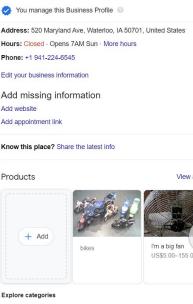
OCAC Enterprises in the city Waterloo Address:520 Maryland Ave, Waterloo, IA 50701, United States ; Phone:+1 941-224-6545.

https://www.enterprise.com > ... > US > Iowa

Waterloo Car Rental - Enterprise Rent-A-Car Enterprise Rent-A-Car offers flexible & convenient car rental backed by our Complete Clean Pledge at Waterloo. Reserve your car today! Missing: eee| Must include: cac

Images for cac enterprises waterloo iowa

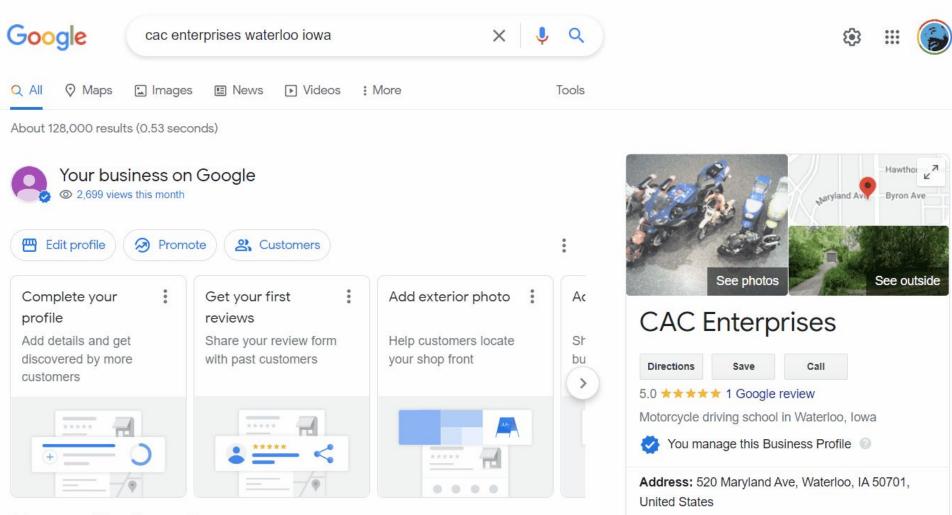




Hawthorne Ave

See out





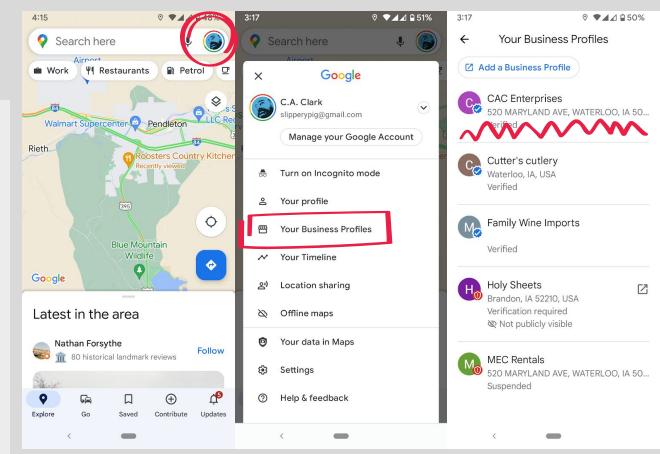
Only managers of this profile can see this

Hours: Closed · Opens 7AM Sun · More hours



## Two new edit options

To edit in the **maps app**, click on the menu and select "Your Business Profiles"



Q



#### "Desktop" **CAC** Enterprises 520 MARYLAND AVE Keep customers up to date WATERLOO, IA 50701 United States Answer a few questions and update your business on Google profile Maps and Search with your latest info. 2.7 Home Get Started Posts Claim your \$500 free -Info 0 Λ the Insights Create post Add photo Create ad Reviews G Motorcycle driving school in WATER OO 0 New Messages Now manage your Business Profile directly on Google Ad · www.example.c The "desktop" profile Search & Maps Photos CAC Enterprises Easily edit info, post updates, and connect with customers manager interface at Ꮿ Products FI Website business.google.com Getting started is simple - v Google own budget and only pay w 8+ Users will continue to exist O Mora Datas Q. Mo's Diner Claim your credit 2 Create an ad for agency and Tour Business Profile Get custom Gmail Stay connected durir multi-business Try it on Search Learn more $\oplus$ Add new business Let customers know about COVID-19 accounts Businesses PERFORMANCE $\bigcirc$ Update business hou Link to ads Ð Views Searches Activity Post your COVID-19 ( 1 27K 1624 502 Settings 251K

## **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 Busine  | ess Profile | Mana     |
|------------------|--|-------------|----------|
| organ<br>Miles   | Partnership  | :           |          |
| 5000 k<br>Honolu | Kahala Hotel & F<br>Kahala Avenue<br>JIU, HI 96816<br>States | Resort      | Po       |
|                  | Home   |             |          |
|                  | Posts  |             |          |
| 릅                | Info   |             |          |
| ւհ               | Insights   |             |          |
| <u>_</u>         | Reviews  |             |          |
|                  | Messages   |             |          |
|                  | Photos   |             | S        |
| =                | Services   |             | Ap       |
|                  | Website  |             | Tł<br>ra |
| å                | Users  |             | M        |
| ۸                | Create an ad   |             | 0        |
| 四                | Businesses   |             |          |
| ŝ                | Settings   | _           | Po       |

ager Q All What's new Events Your posts New views this sted Apr 1, 2022 week 1053 Updated just now Reach more customers through posts Special Offers and Packages pr1 - May 2 The Kahala Hotel & Resort is currently offering a selection of packages and rates to help make your next stay with us even more perfect. Click 'Learn More' to see what options are currently being offered. Learn more 15 clicks Share post 2.21K views sted Mar 2, 2022

:::



# 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.

**Bohemia Gold Mining Museum**  $5.0 \pm \pm \pm \pm (32)$ Museum Directions Call Directory REVIEWS PHOTOS UPDATES ABOUT 308 S 10th St, Cottage Grove, OR 0 97424 Suggest an edit Claim this business (541) 942-5022

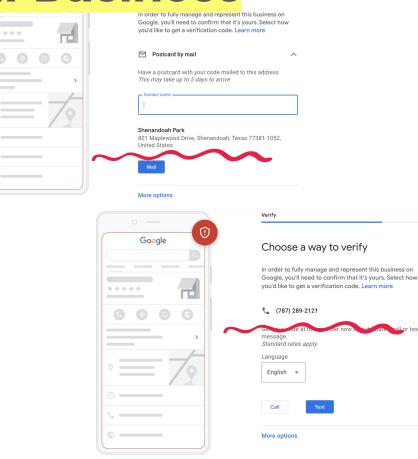
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### But First - Claim Your Business

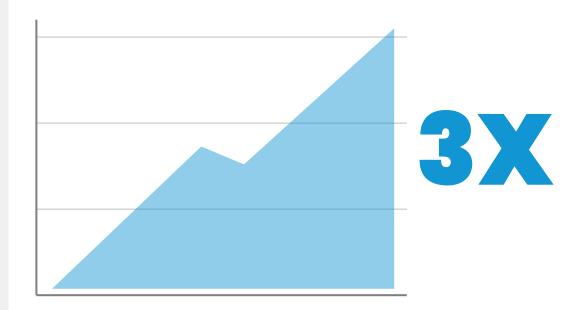
Availability of specific verification methods will vary by business type. Choose whichever works best for the business.

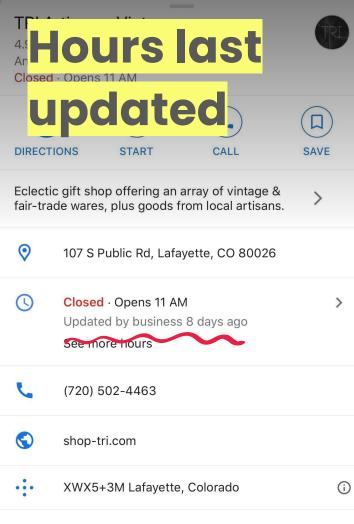




### 1. Hours are critical

### **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"





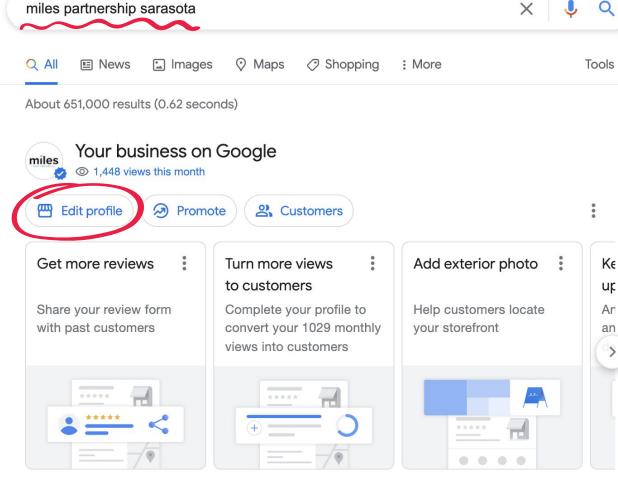
#### Open · Closes 5PM V Updated by business under 1 hour ago Q miles partnership X ALL NEWS MAPS IMAGES VIDEOS Miles Partnership $5.0 \pm \pm \pm \pm (1)$ Marketing agency in Auckland Open UPDATES REVIEWS PHOTOS $\bigcirc$ WEBSITE CALL DIRECTIONS SAVE Level 1/18 Emily Place. Auckland CBD, Auckland 6 1010 Open · Closes 5PM 🗸 Updated by business under 1 hour ago More about Miles Partnership ...

#### **Miles Partnership** miles Website Directions Save Call 5.0 \*\*\*\*\* 1 Google review Marketing agency in Auckland Address: Level 1/18 Emily Place, Auckland CBD, Auckland 1010 Hours: Open · Closes 5PM -Updated by business under 1 hour ago Phone: 0000000 Suggest an edit · Own this business? Questions & answers Ask a question Be the first to ask a question Reviews 0 Write a review Add a photo 1 Google review From Miles Partnership 'At Miles we deliver visitors. We offer global and South Pacific expertise, insights and partnerships in Tourism Marketing.'

Updates from Miles Partnership

View previous updates on Google







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

Only managers of this profile can see this

#### ← Edit profile

Business information Let customers learn more about your business

Hours **Business information** : X ← About Contact Location More Hours Service area Add **Business hours** Hours Open with main hours Closed Sunday Monday 8:30 AM-5:00 PM Tuesday 8:30 AM-5:00 PM Wednesday 8:30 AM-5:00 PM Thursday 8:30 AM-5:00 PM



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

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

#### **Business Profile**

Google



### 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.

|             | Update my holiday hours |   |
|-------------|-------------------------|---|
|             | April holiday hours:    |   |
| Easter      | 7:00 – 7:30 AM          | 1 |
| Sunday 4/17 |                         |   |

Update my holiday hours

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

|        |                  | 0.000  |          |                |
|--------|------------------|--|----------|----------------|
|        |                  | Category   |          | n Search       |
|        |                  | Categories describe what your business is what it does or sells. | s, not   | n Maps         |
| 1919   | R                |  |          | emove this l   |
|        |                  | Primary category   |          | ernove triis i |
| Organ  |                  | Organic restaurant   |          |                |
| Fine d | Ining            | Additional categories  |          | information    |
| 0      | 10               | Fine dining restaurant   | ×        |                |
|        | 009              |  |          | Enter          |
|        |                  | seaf   | $\times$ |                |
| 0      | Ad               | Seafood farm   |          | Enter          |
|        |                  | Seafood market   | _        |                |
| U      | Sui<br>Mc<br>Tué | Seafood restaurant Enter   |          |                |
|        | We               | Seafood wholesaler   |          | none           |
|        | Friday           |  |          |                |
|        |                  | Dried seafood store  |          |                |
|        | 4/16/            | 18 11:30 am-2:30 pm 🧷  |          |                |

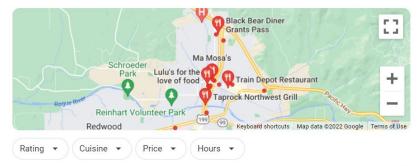
### **2. Categories Matter**

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

| restaurants in grants pass oregon |        |        |          | ×        | <b>e</b> a |  |       |
|-----------------------------------|--------|--------|----------|----------|------------|--|-------|
| Q All                             | ⊘ Maps | 🗉 News | 🖬 Images | Shopping | : More     |  | Tools |

About 4,470,000 results (0.71 seconds)

#### Restaurants :



Black Bear Diner Grants Pass 4.2 \* \* \* \* \* (2K) · \$\$ · American

1900 NW 6th St Dine-in · Drive-through · Delivery



Taprock Northwest Grill 4.1 ★★★★ (2K) · \$\$ · American 971 SE 6th St Dine-in · Curbside pickup · Delivery

Ma Mosa's 4.6 ★★★★★ (738) · \$\$ · Brunch 118 NW E St Dine-in · Takeout · No delivery





More places

 $\rightarrow$ 

| 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 Categorie  |
| nydraulic_repair_service       | Hydraulic repair service       | Related Categorie  |
| nydroelectric_power_plant      | Hydroelectric power plant      | Related Categorie  |
| hydroponics_equipment_supplier | Hydroponics equipment supplier | Related Categorie  |
| nygiene_articles_wholesaler    | Hygiene articles wholesaler    | Related Categorie  |
| nygiene_station                | Hygiene station                | Related Categorie  |
| nypermarket                    | Hypermarket                    | Related Categorie  |
| hypnotherapy_service           | Hypnotherapy service           | Related Categorie  |
| nyundai_dealer                 | Hyundai dealer                 | Related Categorie  |
| ce_cream_equipment_supplier    | Ice cream equipment supplier   | Related Categorie  |
| ce_cream_shop                  | Ice cream shop                 | Related Categorie  |
| ce_hockey_club                 | Ice hockey club                | Related Categorie  |
| ce_skating_club                | Ice skating club               | Related Categories |
| ice_skating_instructor         | Ice Skating Instructor         | Related Categorie  |
|                                |                                |                    |

Edit



míles

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 profile Х ← **Business information** Let customers learn more about your business Hours **Business** name Miles Partnership Business category 🧷 Marketing agency Description **b**hA

**Categories** 

Edit

...

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

X X Х



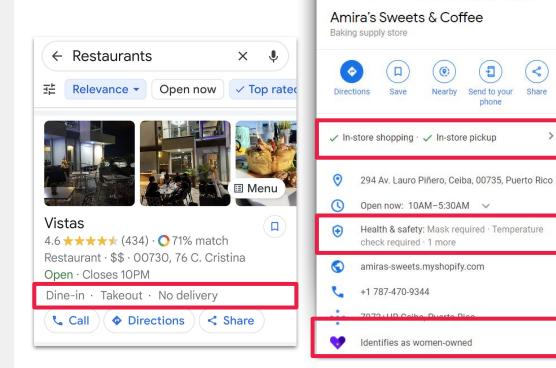
**Categories** 

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



Amira's Sweets & Coffee, Avenid

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## **Edit Attributes**

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

| ← Business information                                   |                             | :              |
|--|-----------------------------|----------------|
| bout Contact Location                                    | Hours More                  |                |
| Add more hours   |                             |                |
| + Access + Breakfast                                     | + Brunch + Delivery         | + Dinner       |
| + Drive-through + Happy                                  | y hours + Hours for the eld | erly + Kitchen |
| + Lunch + Pick-up +                                      | - Takeaway                  |                |
| More   |                             |                |
| From the business  |                             |                |
| Identifies as women-owned<br>Identifies as veteran-owned |                             |                |
| Accessibility 🌈  |                             |                |
| Add  |                             |                |
| Amenities  |                             |                |
| Add  |                             |                |
| Crowd  |                             |                |
| Add  |                             |                |
|  |                             |                |

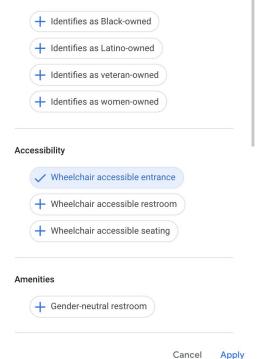
A CHEVY DATABASE

Attributoo

#### Attributes **Edit Attributes** Q

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



Search these attributes

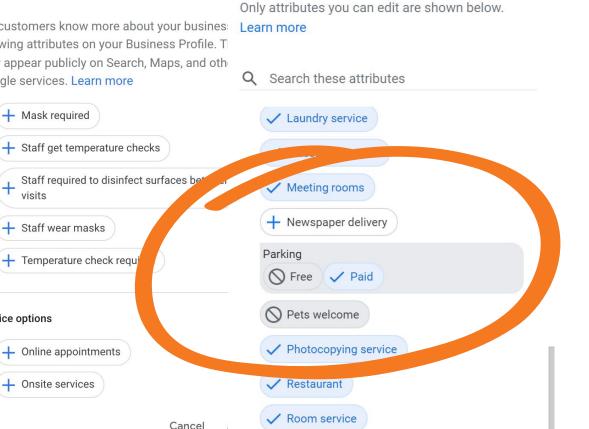
+

Service options

visits

Let customers know more about your busines: showing attributes on your Business Profile. T may appear publicly on Search, Maps, and oth Google services. Learn more

#### Attributes





## 4. Respond to Reviews

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"

4.6 ★★★★★ 393 reviews @



Write a review



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.

1

Response from the owner 2 months ago Dear Mr. Guy,

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@gknyc.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



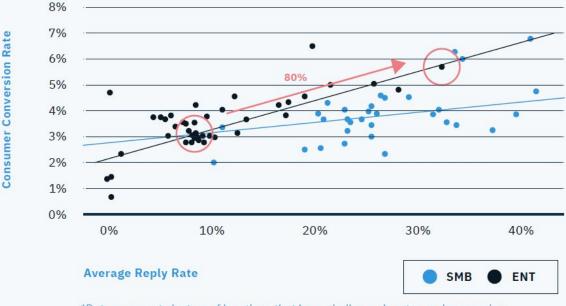
Ready2 Retire Local Guide · 32 reviews · 1 photo



## **4. Respond to Reviews**

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

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



uberall

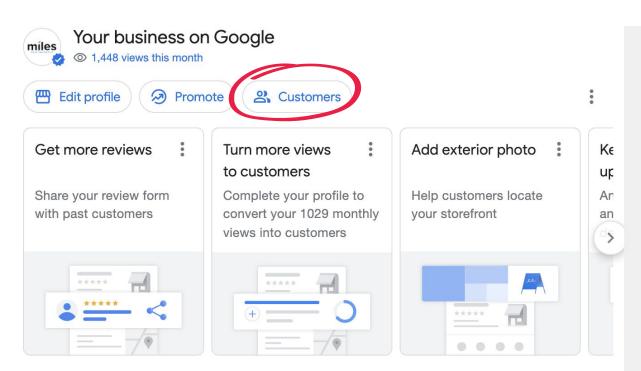
\*Dots represent clusters of locations that have similar reply rates and conversion rates and the line represents the trend of conversion rate increase.

https://uberall.com/en-us/company/press-releases/study-brick-and-mortar-businesses-small-increase-in-online-ratings-boosts-conversion-by-25-percent

#### miles partnership sarasota

Q All 🗉 News 🗔 Images 🛇 Maps 🔗 Shopping 🗄 More

About 651,000 results (0.62 seconds)



X

Tools

niles

Responding

to reviews

Instead of "Edit

SERP profile edit

box.

"Customers" on the

profile" select

Only managers of this profile can see this

#### míles Customers × $\leftarrow$ : Responding Reviews View and reply to feedback from customers on Search and Maps to reviews Messages View and respond to messages from your customers Reply to review X $\leftarrow$ 0 & A Answer que Cutter's cutlery $5.0 \pm \pm \pm \pm 2$ reviews @ Michelle Clark Local Guide • 90 reviews • 991 photos Sort by ★ ★ ★ ★ ★ 16 Jun 2019 Most relevant Highest Lowest Newest Very lovely staff, answered all of my questions expertly. Cutter's cutlery Michelle Clark Local Guide · 90 reviews · 991 photos Owner \*\*\*\* 2 years ago - Replying publicly staff, answered all of my questions expertly. Reply 0 / 4000 usiness Profile Claude Clark This customer Local Guide · 1 review · 73 photos \*\*\*\* 2 years ago this place is the best Reply I 1 Reply

5 Send to your phone

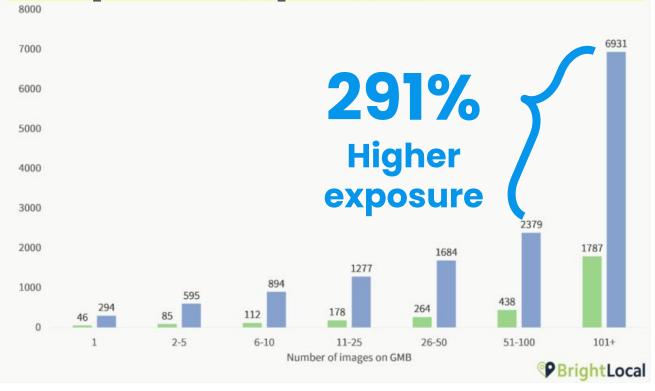
## 5. Upload 4 photos a month

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.

https://searchengineland.com/new-research-shows-strong-link-between-google-my-business-photo-quantity-and -search-performance-320199



### 5. Upload 4 photos a month

8000



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

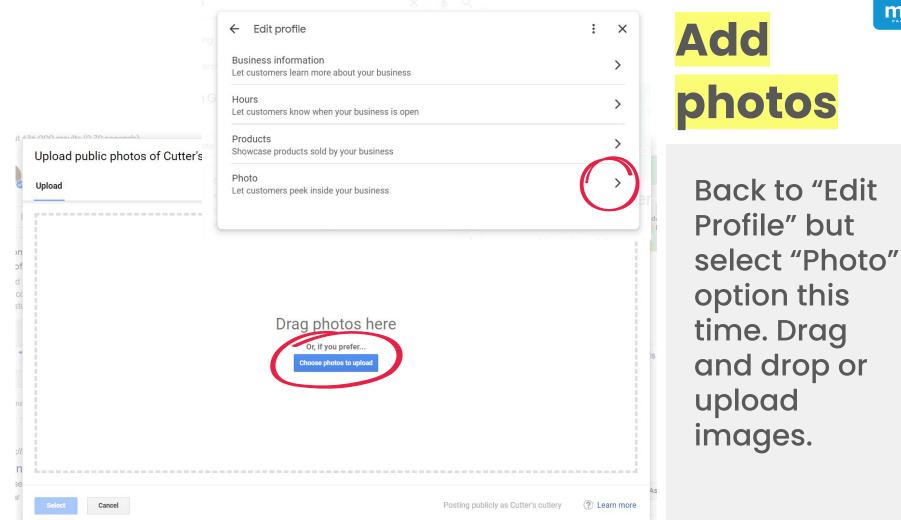
https://searchengineland.com/new-research-shows-strong-link-between-google-my-business-photo-quantity-and -search-performance-320199





**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.



/www.radacutiery

Cond to your phone

míles



## **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



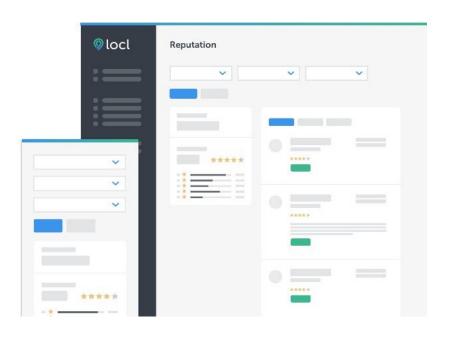
Post 4 **photos** a month for a 30% lift in exposure



#### Google Business Profiles

# Free Management Tools

**miles** 



Soloci + Cravel Oregon

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.

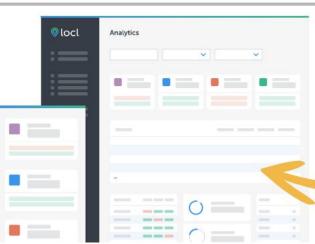


Manage your business reputation with customer reviews notifications, quick replies and insights

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| © locl | Reputation |
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Ølocl exclusive access for Oregon tourism businesses



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



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#### 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









#### Thanks for joining us today

Travel Oregon has one-on-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 Locl.

• 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: *August 25: https://industry.traveloregon.com/opport unities/event/locl-fundamentals-august-2022/*
- Visit the Business Listings Toolkit industry.traveloregon.com/listings







## **Questions & Discussion**



# Thanks for joining us today!