



Travel Oregon

GOOGLE BUSINESS PROFILE FUNDAMENTALS

April 2023



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.

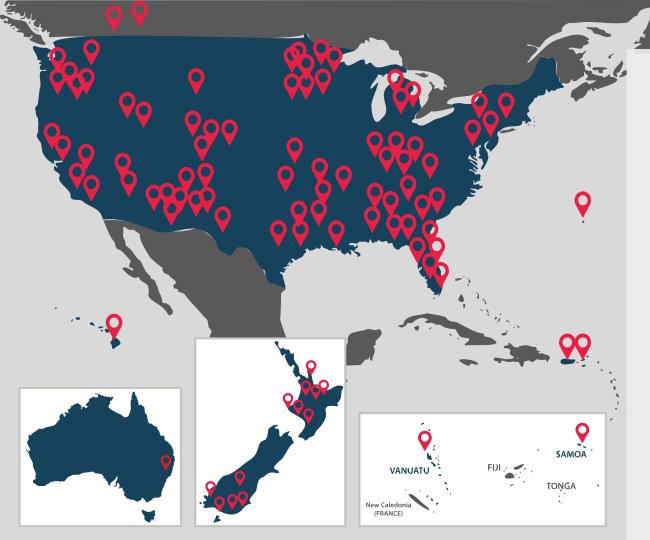












270+

Destinations have participated in some version of our program

150,000+

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?

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 paker 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

original condition.

um, Baker ... id photos, and great



Oregon Film Museum

<u>OF</u>

| 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?



ے 2

\$199

inute walk from

ie ... MORE V

Accessible

Smoke-free



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

View 4+ more

Events

Fri, Aug 2 A Night With Ghosts

Fri. Oct 18 A Night With Ghosts in Portland 7:30 PM

Sat. Oct 26 A Night With Ghosts in Portland 7:30 PM

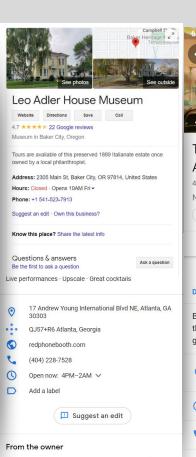
Know this place? Answer quick questions

Ouestions & answers Ask a question O: 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 @ 3 PM: Usually not too busy



Looking for the code?

Apr 1 - Dec 31 To keep with the.

May 23, 2019 LEARN MORE

Thursdays \$



aggregate everything Google knows about

your business.

Closed · Opens 11

(773) 772-8108

http://www.secret

W83J+W9 Chicago

Suggest an edit

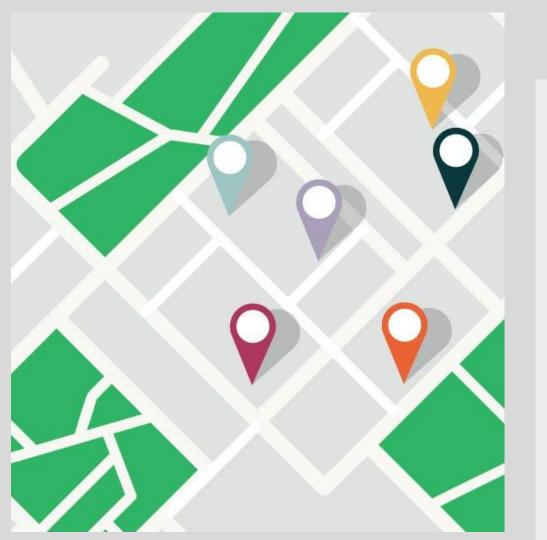
hly recommend."

enities and a nice

Add a photo

extremely rude

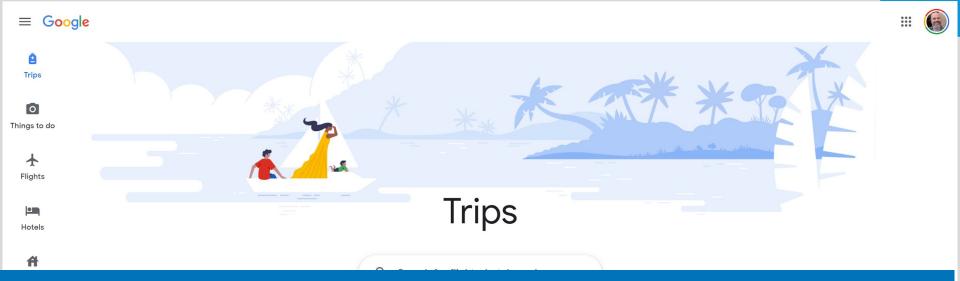




Google reports local search delivers over

4 BILLION

direct connections for businesses every month.



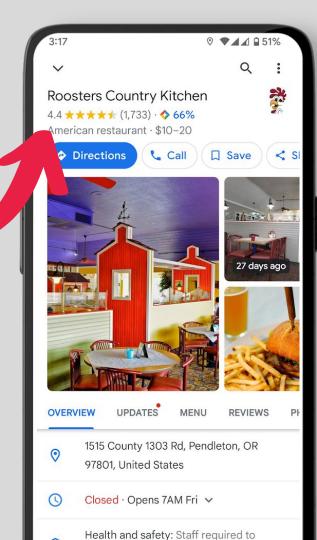
Google is the world's most important online travel platform

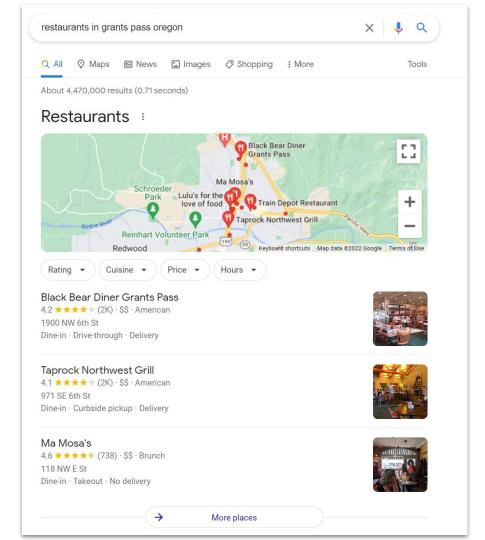
90%+
of travelers

Use Google at some point in their trip planning process*



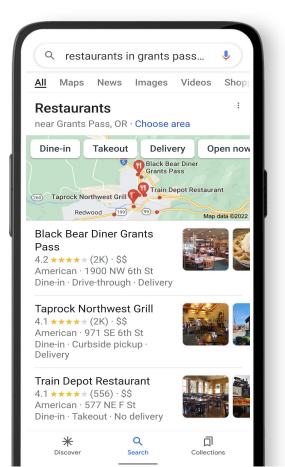
Your Google Business Profile is the first thing people see about your business when they search

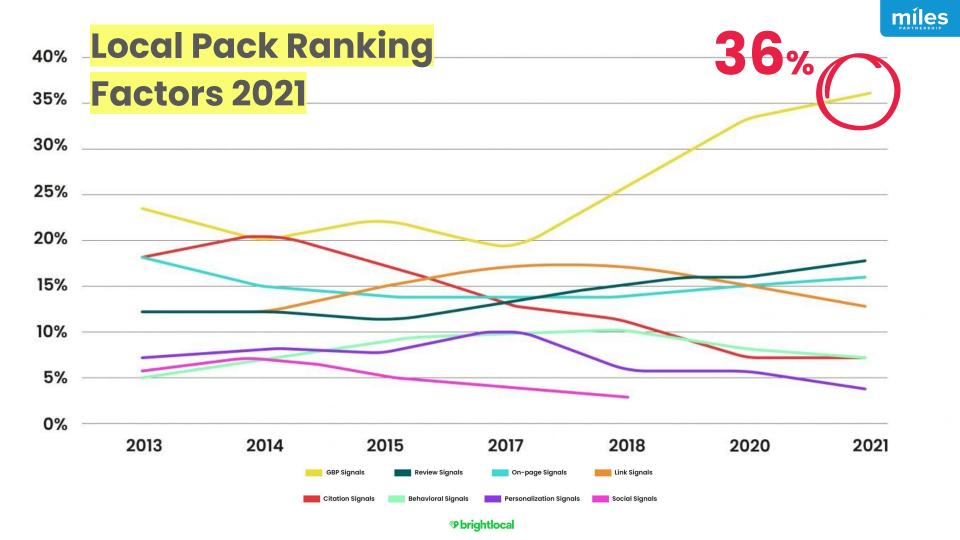






The "Local Pack"





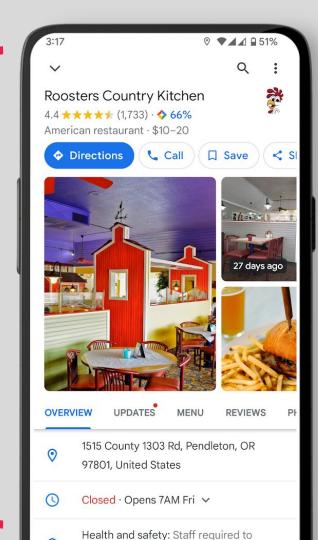


Up-to-date profiles are:

2.7X more likely to be considered reputable.¹

70% more likely to attract location visits.¹

50% more likely to lead to a purchase.¹





Google Business Profiles

What's New



Name Change

Google retired the name "Google My Business" and rebranded everything as "Google Business Profile"



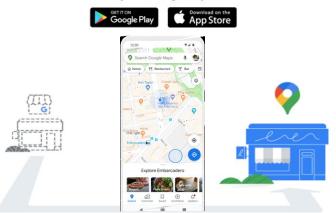




The Google My Business app is being replaced

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.

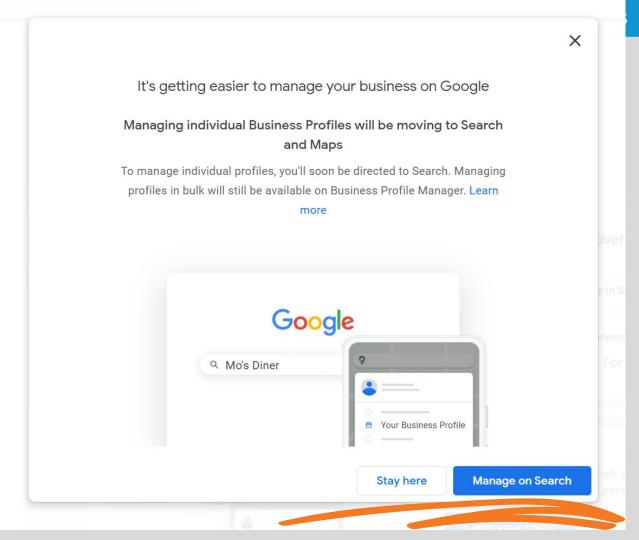


GMB App

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

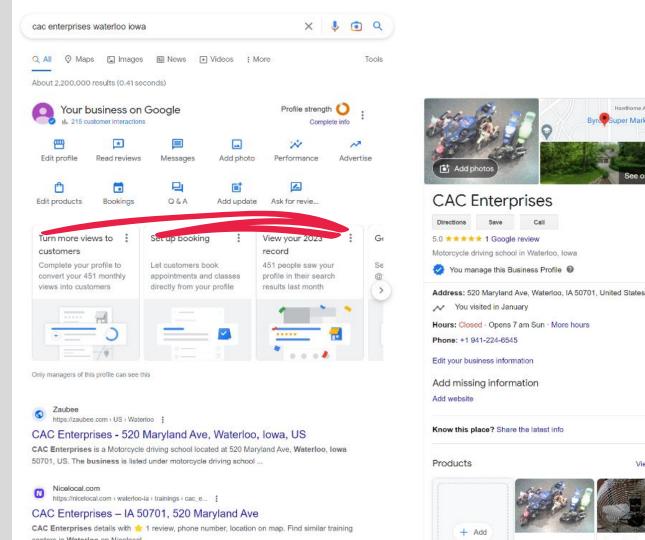
Two edit options

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



Two new edit options

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



+ Add









































About 128,000 results (0.53 seconds)





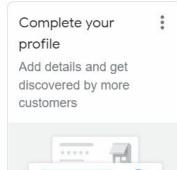


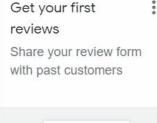


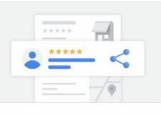


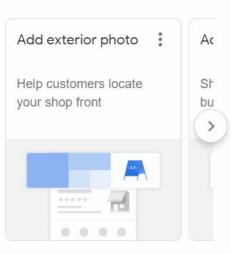


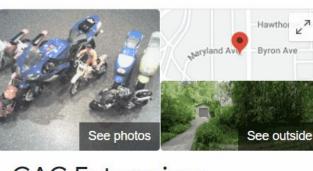














Directions Call Save 5.0 ★★★★★ 1 Google review

Motorcycle driving school in Waterloo, Iowa



Address: 520 Maryland Ave, Waterloo, IA 50701,

United States

Hours: Closed · Opens 7AM Sun · More hours

Only managers of this profile can see this



Two edit options

To edit in the

Google Maps

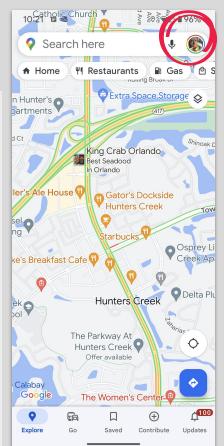
app, click on the

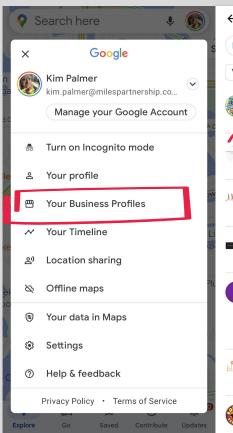
menu and

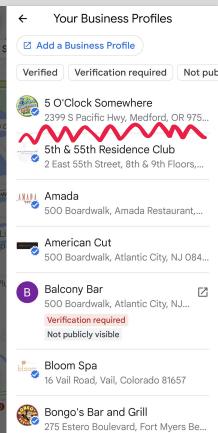
select "Your

Business

Profiles"



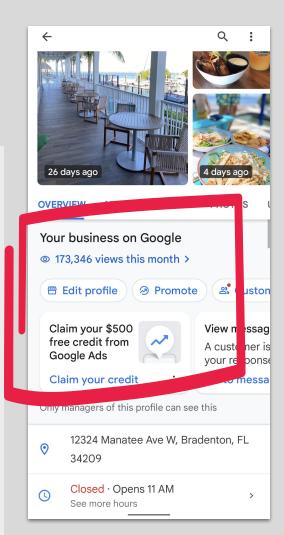


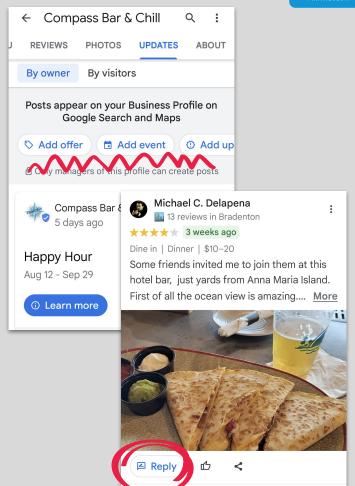


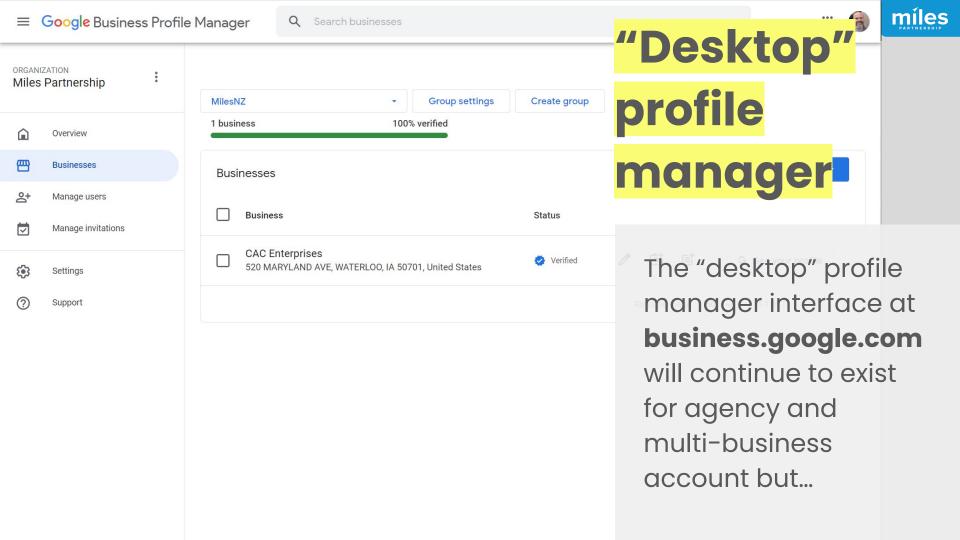


Two edit options

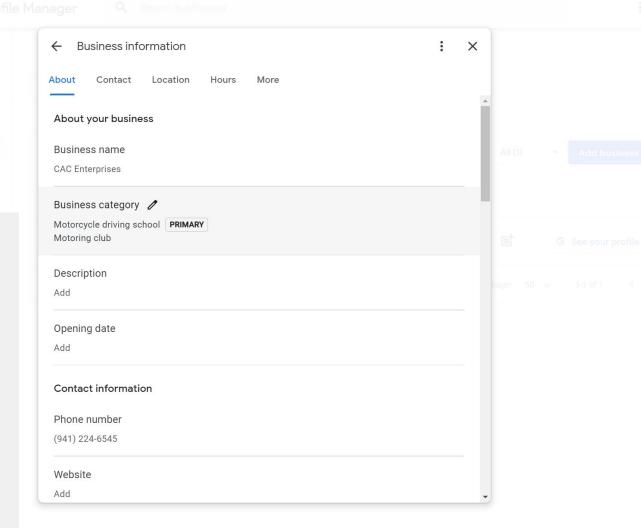
To edit in the maps app, click on the menu and select "Your Business Profiles"

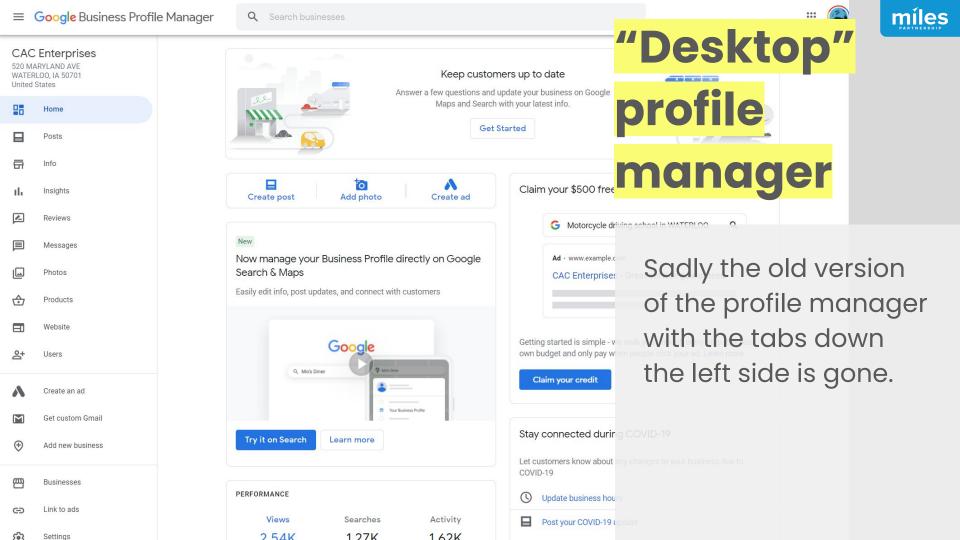






It's just a series of shortcuts to the same overlay interface that you get in SERP.

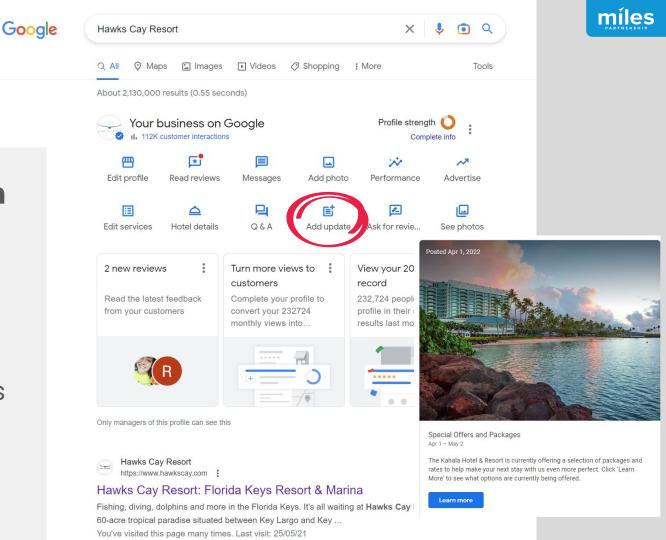






Accommodation business types (finally!) got access to posts last year.

But, not all the types of posts - no offers.





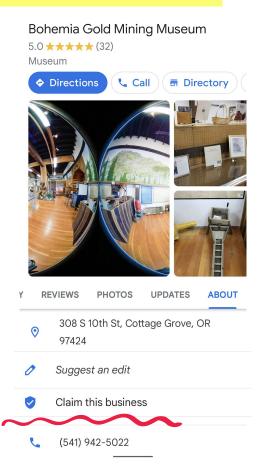
Google Business Profiles

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.

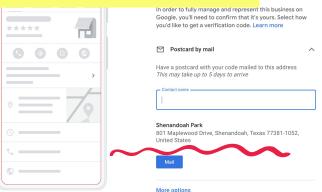


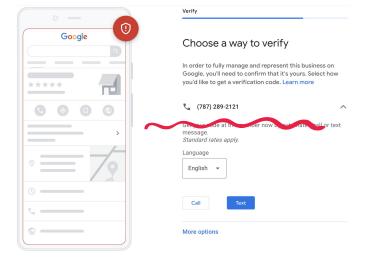


But First - Claim Your Business

Availability of specific verification methods will vary by business type.

Choose whichever works best for the business.



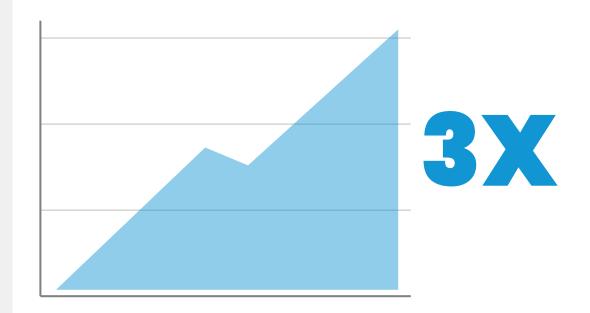




1. Hours are critical

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"





Closed · Opens 11 AM

updated



DIRECTIONS

START

CALL

SAVE

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













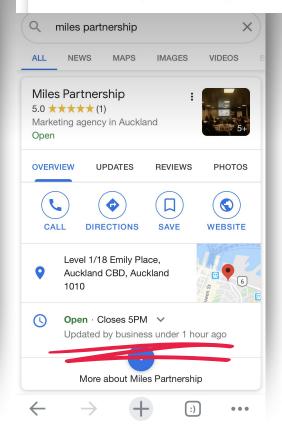


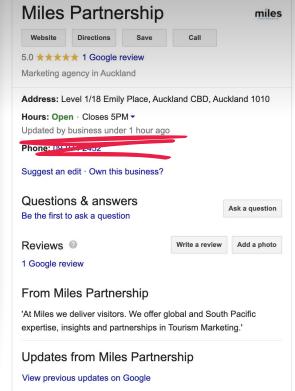




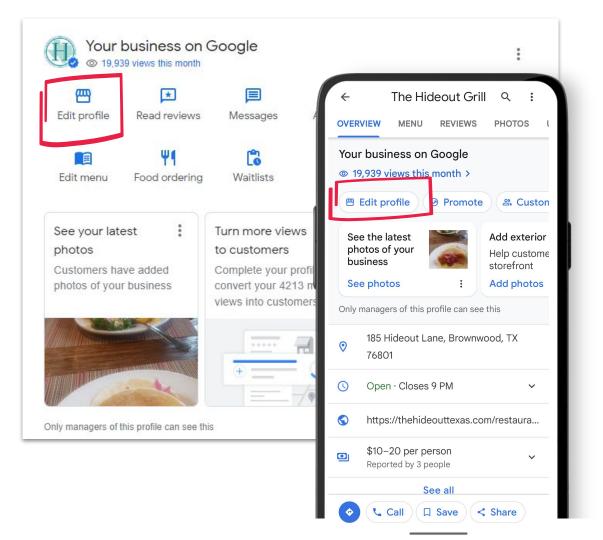
Open · Closes 5PM ✓

Updated by business under 1 hour ago









Edit Hours

Search for your business and go to *Edit* profile.



Business information Let customers learn more about your business

Edit profile

Hours

More

Business information

About Contact Location

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

X

X



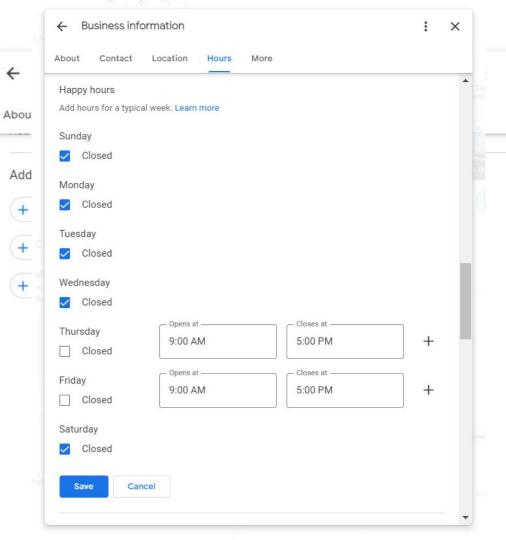
Keep regular daily

hours up-to-date under Business hours.

Edit Hours

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





Detailed Hours

×

Set detailed hours for speciality services & meals offered







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.

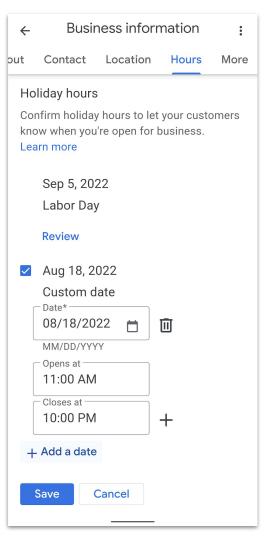
| | April holiday hours: | |
|-------------|----------------------|--|
| Easter | 7:00 - 7:30 AM | |
| Sunday 4/17 | | |

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

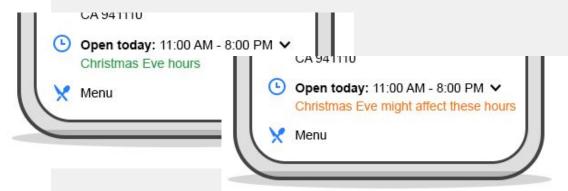
Don't ignore hours update reminders like these. If you don't positively confirm your hours, (even if they're the same!)



Special Hours

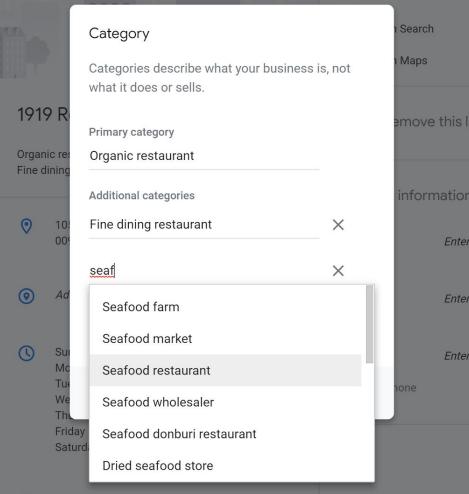
Google will show a warning in your listing if holiday hours are not confirmed.

Use this tool for **other special circumstances** impacting hours. (even if they're the same!)



2. Categories Matter

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

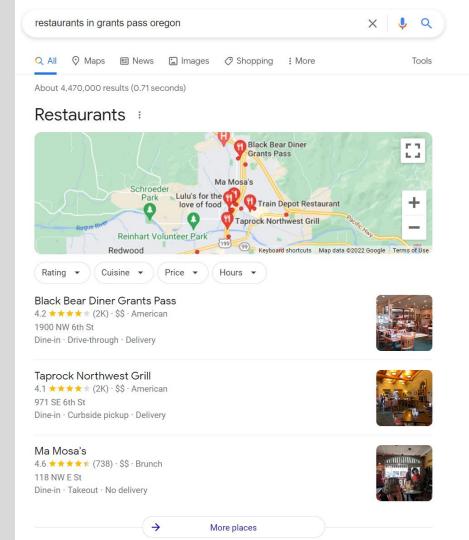


11:30 am-2:30 pm

4/16/18

2. Categories Matter

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



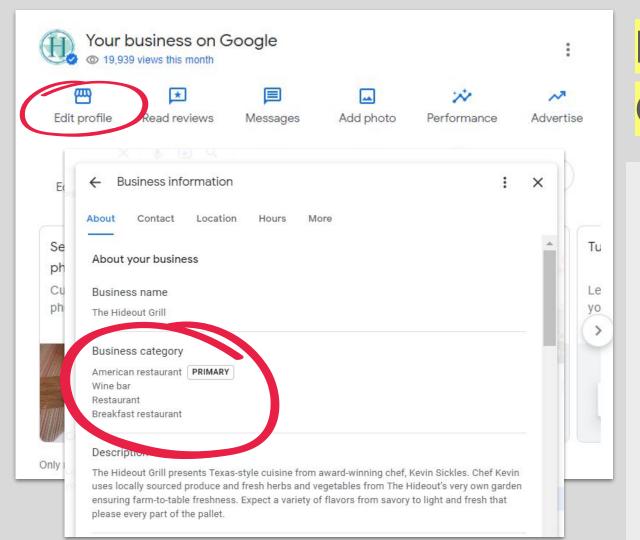
| miles |
|-------|
| |

| 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 Cates ories |

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 "Edit profile" then "Business category" under "About"



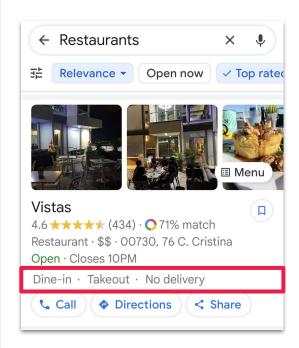
Business category Help customers find your business by industry. Learn more Primary category – American restaurant Additional category -Wine bar X Additional category -Restaurant X Additional category -X Breakfast restaurant + Add another category Cancel Save

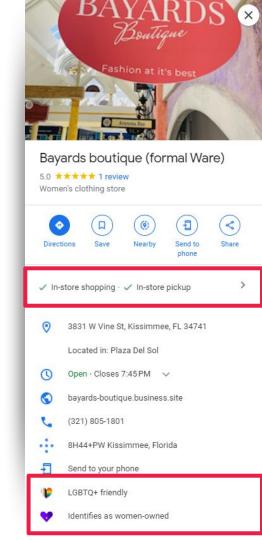
Edit Categories

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

3. Monitor Attributes

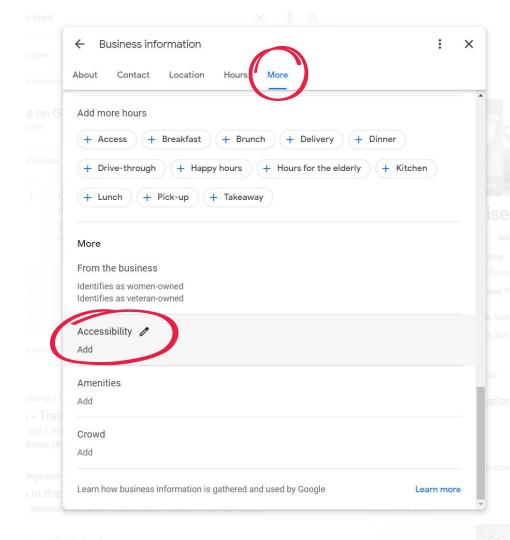
Adding attributes creates customer confidence that a business will meet their needs





Edit Attributes

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



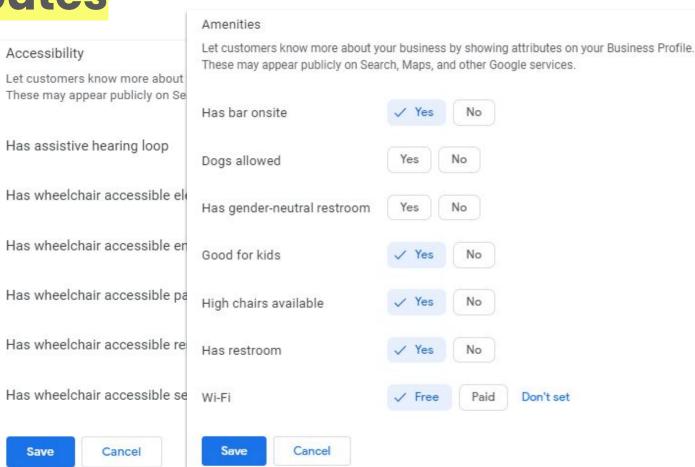


Don't set

Edit Attributes

← Business information Location Accessibility Has wheelchair accessible parking lot Has wheelchair accessible seating Has wheelchair accessible restroom Has wheelchair accessible entrance Amenities High chairs available Good for kids Has bar onsite Has restroom Free Wi-Fi Crowd Family-friendly Dining options Serves lunch Has seating Serves breakfast Serves dinner Serves dessert Highlights Has fireplace Has live music Good for watching sports Offerings Serves alcohol Has kids' menu Serves beer Serves comfort food Serves hard liquor Serves cocktails

Doesn't offer all you can eat



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 iean@qknvc.com. Thank you in advance for your time and I look forward to speaking with you.

Best Regards, Jean Lee Guest Relations Manager









4. Respond to Reviews

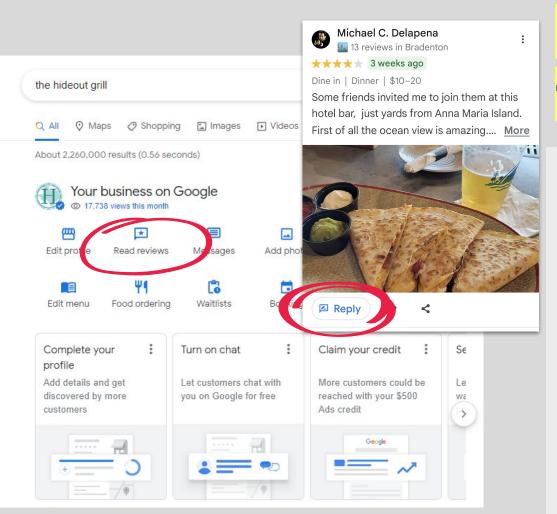
Respond to 30% of your reviews for an 80% boost in conversions.
Responses show you are attentive

to customers.

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



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

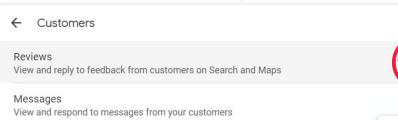


Google

Responding to reviews

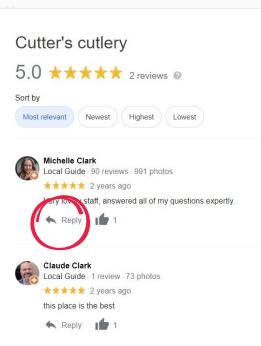
Select "Read reviews" or use the "Reply" button integrated in the Maps app

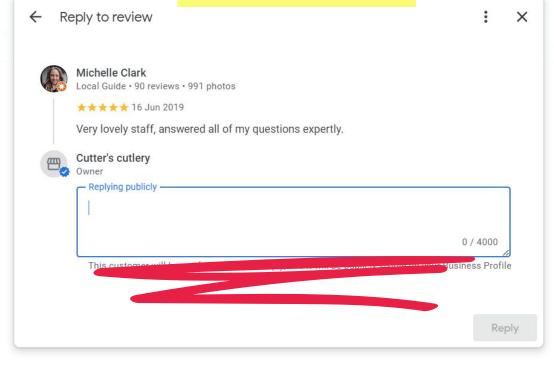




Q & A Answer que ×

Responding to reviews





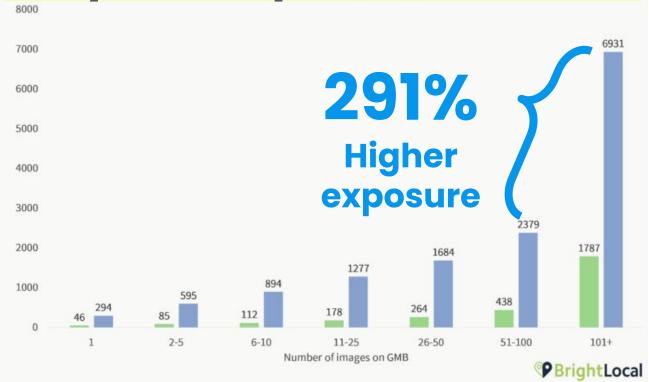
5. Upload 4 photos a month

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.

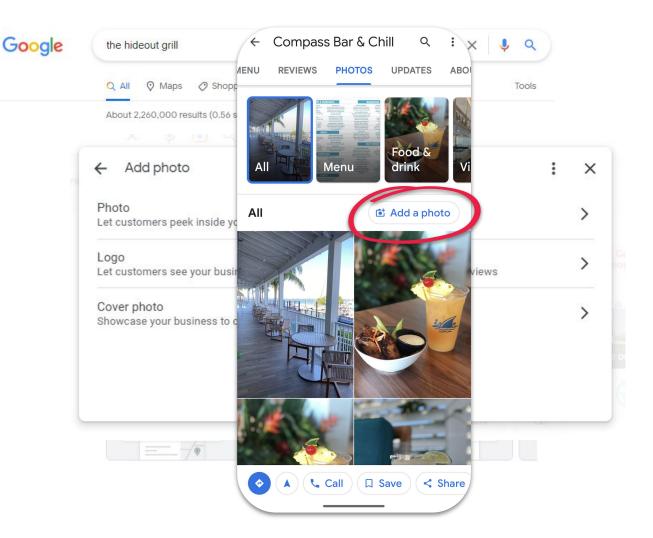




This photo is good! It's both informative and attractive. Easy to understand what it is, where it's taken from, bright colors good contrast, good framing.

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





Add photos

Select "Add photo" to add photos, logo or designate cover photo.

Photos tab on Maps app



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



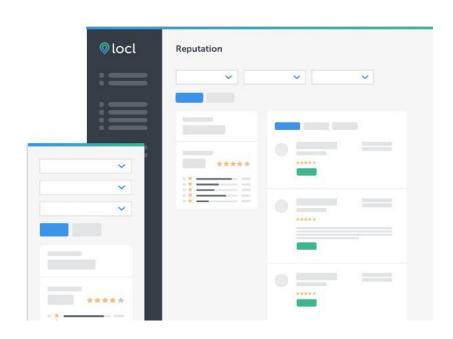
Post 4 **photos** a month for a 30% lift in exposure



Google Business Profiles

Free Management Tools







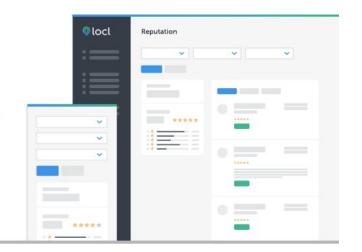
If you're thinking that this sounds like a lot to manage - you're right!

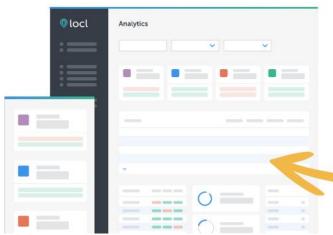
That's why Travel Oregon has teamed up with Oregon-based company, Locl, to offer you a free way to manage and maximize your Google Business Profile without all the clutter.



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 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 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
- Visit the Business Listings Toolkit industry.traveloregon.com/listings







Questions & Discussion





Thanks for joining us today!

For additional resources and support, visit the Travel Oregon Business Listings Toolkit industry.traveloregon.com/listings