# Optimizing Your Google Presence



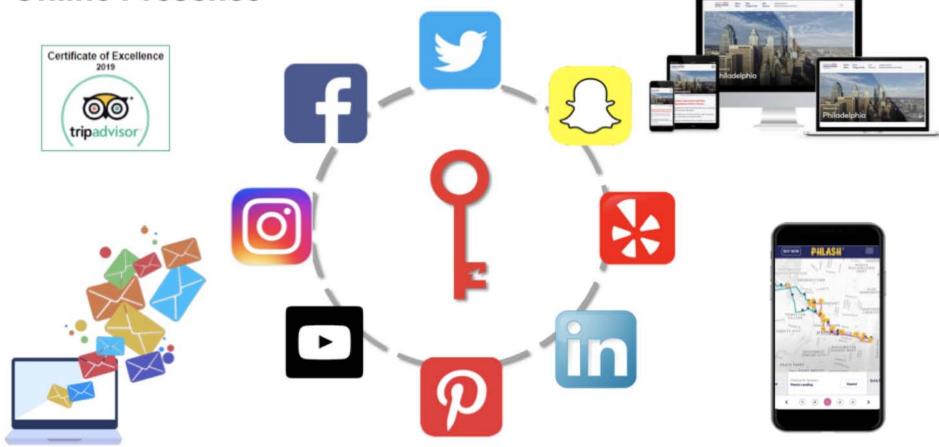
## Using Google MyBusiness: Drive Marketing Strategies and Measure Impactful Results

Nicole Woods
Director, Digital Strategy + Communications





## **Online Presence**



# Google

Google Search I'm Feeling Lucky

92.74% market share



**4,500,000,000** monthly active users



Q Search locations



#### Independence Visitor Center

599 Marfort Street Philadelphia, PA 19106

Home

Posts

info.

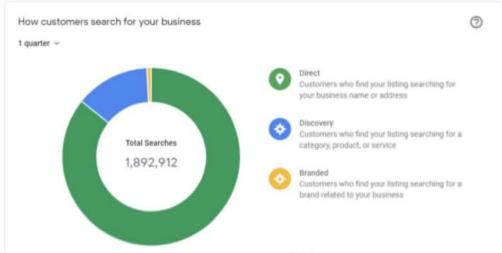
busights.

Reviews

Messaging

Photos

Website



4.116

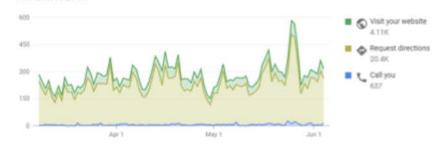
20.4K

#### Customer actions

The most common actions that customers take on your listing:

#### 1 quarter -

#### Total actions 25.1K



#### Directions requests

The areas where customers request directions to your business from

#### 1 querter -

19106	2,333	Σ
19107	1,079	
19104	796	
19103	550	
19147	808	н
19130	353	
19153	251	
19123	210	
19146	157	
19124	130	
08054	122	
19148	101	
19131	84	
08002	63	
19122	69	
19125	68	*



Total Views

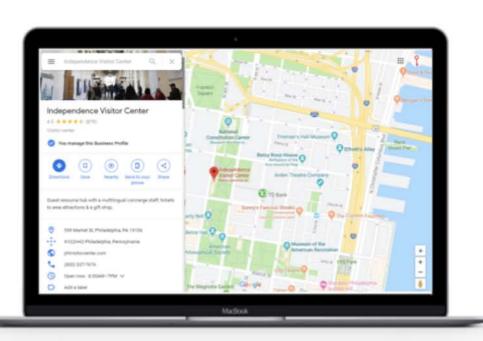
85%

22,542,336

Google My Business

Total Online Audience

## Independence Visitor Center





126,229

Directions Requested

20,815

Website Clicks

2,428

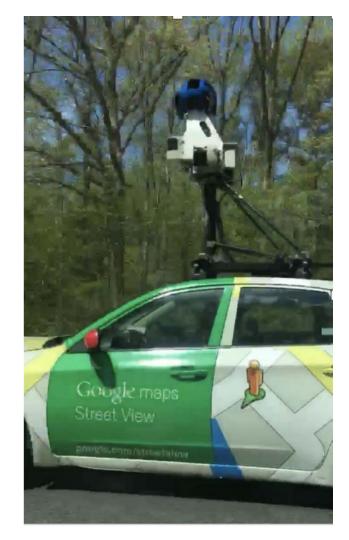
Phone Calls



# Google

is everywhere

- ✓ Stay current
- ✓ Look for new opportunities
- ✓ Be willing to innovate



## Thank you!

Nicole Woods
Director, Digital Strategy + Communications







Grow with Google
HIGH IMPACT PARTNER

Josh Wray
Google Program Specialist
Miles Partnership



Visit Philly is participating in a program called the Google DMO Partnership, which gives destinations the tools to improve the quality and accuracy of information available within Google's products.

We want to understand how people search for *Philadelphia* and *The*Countryside when they're planning a trip and what they see when they do.

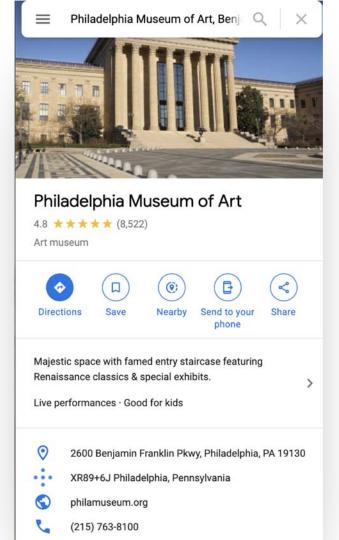


Sometimes we find things that look great!

Sometimes we find things that are a little weird.

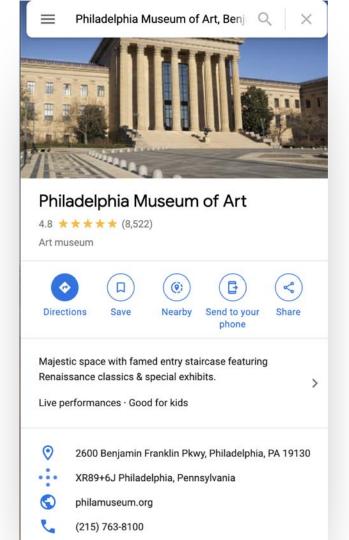


We want to help you maximize and optimize your exposure in Google's products because it benefits your business, the visitor and your destination.



# This is your **Business Profile**

It contains everything Google knows about your business.

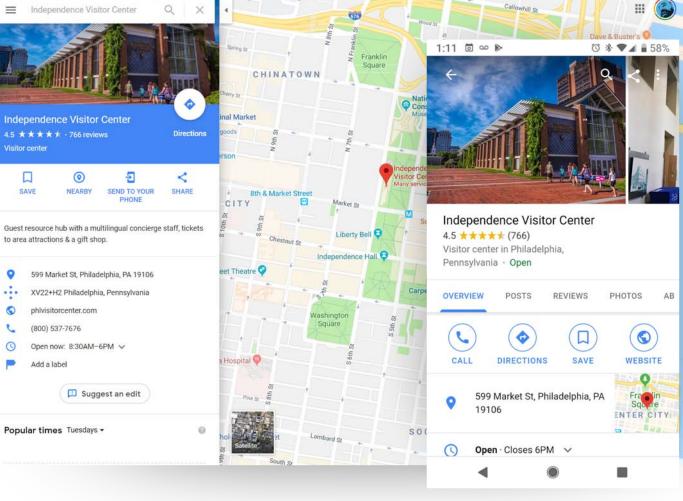


## **Three**

Things you should know about your business profile.

1

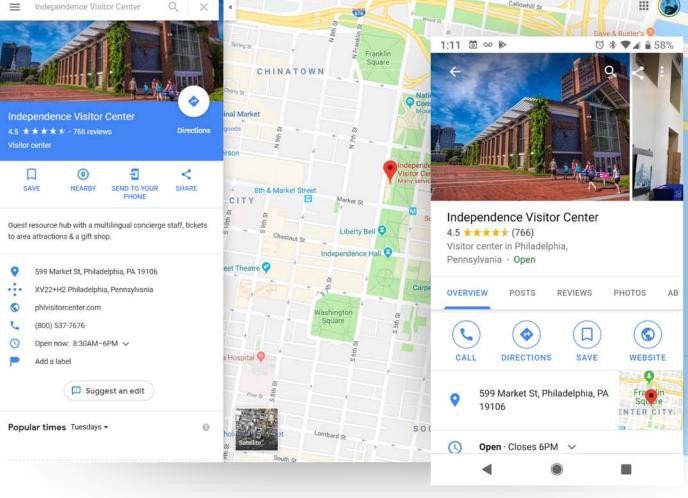
# Your Business Profile is an **enormous source of exposure** for your business



**Website Visits** 

11,585

Information provided by Nicole Woods for Independence Visitor Center Corp.



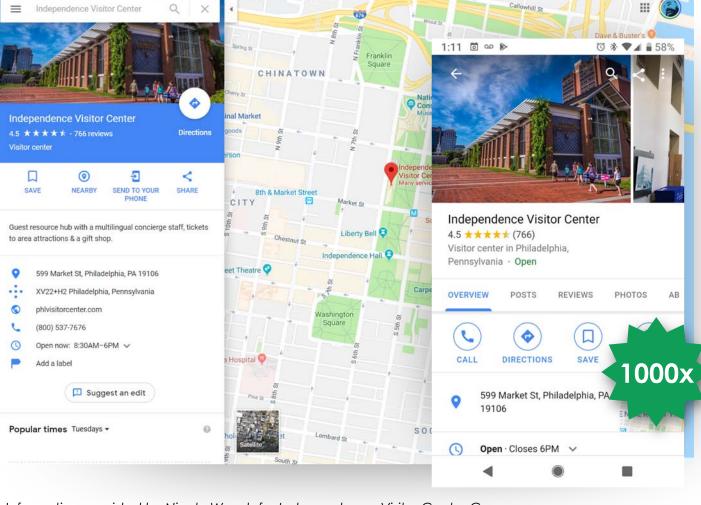
**Website Visits** 

11,585

Views on Google Search:

252,397

Information provided by Nicole Woods for Independence Visitor Center Corp.



**Website Visits** 

11,585

Views on Google Search:

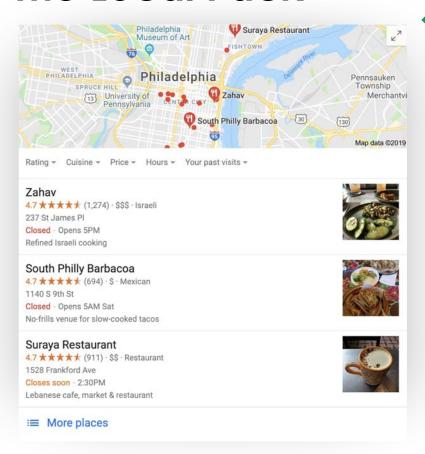
252,397

Views on Google Maps:

1000x 11,082,365

Information provided by Nicole Woods for Independence Visitor Center Corp.

#### The Local Pack

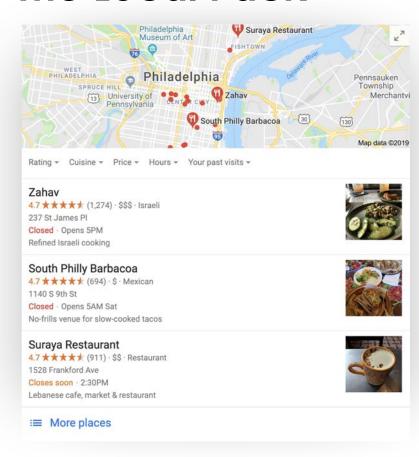


#### Key source of organic exposure!

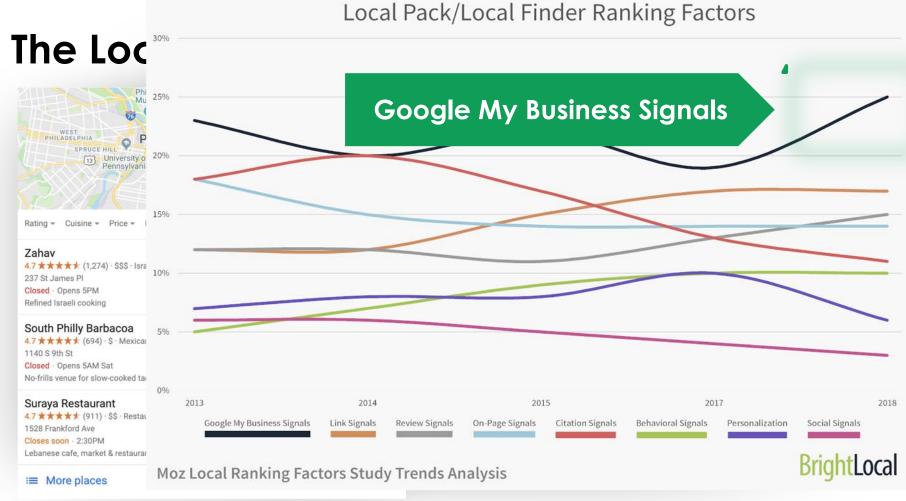
Result of a search for a **keyword** + a **location** 

(Restaurant + Philadelphia)

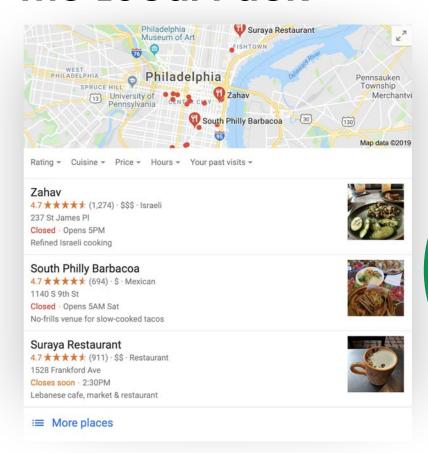
## The Local Pack

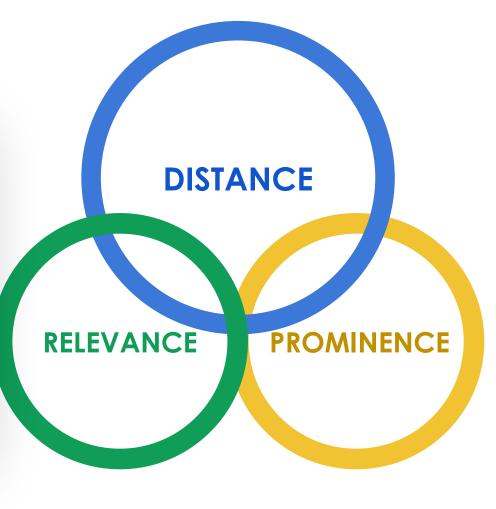


But why these three business profiles?

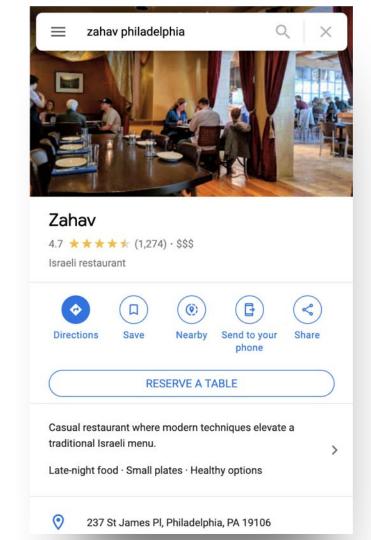


## The Local Pack



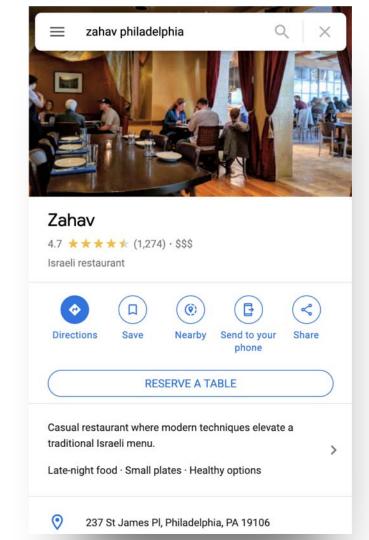


# 2 Maximized profiles engage customers.



Up-to-date profiles are:

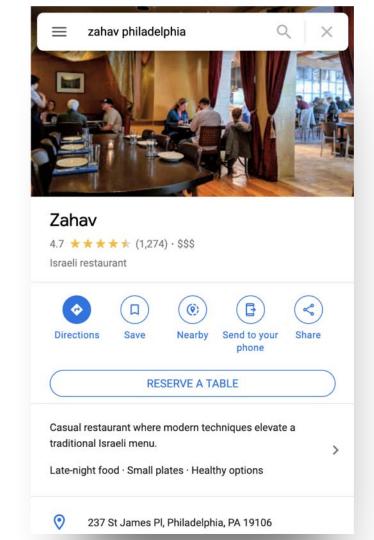
**2.7X** more likely to be considered reputable.<sup>1</sup>



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>



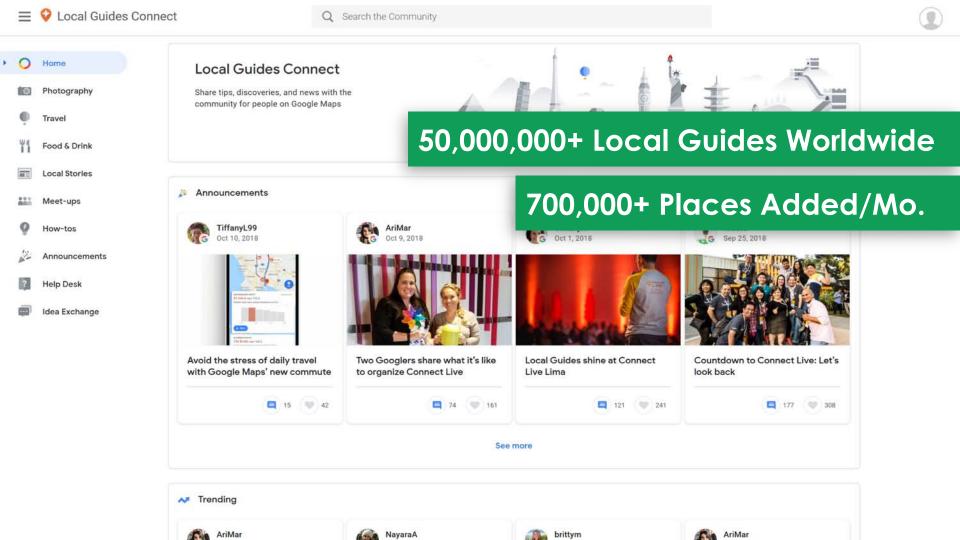
Up-to-date profiles are:

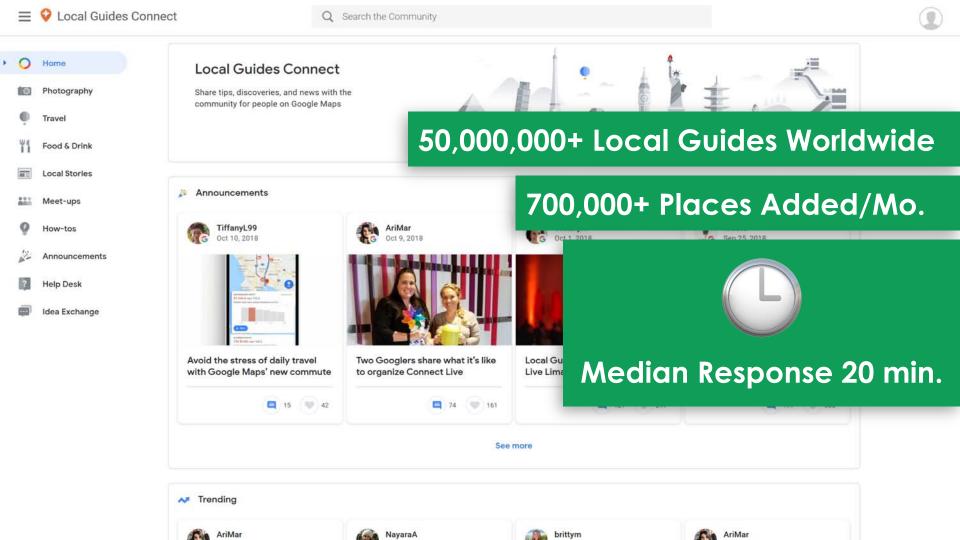
**2.7X** more likely to be considered reputable.<sup>1</sup>

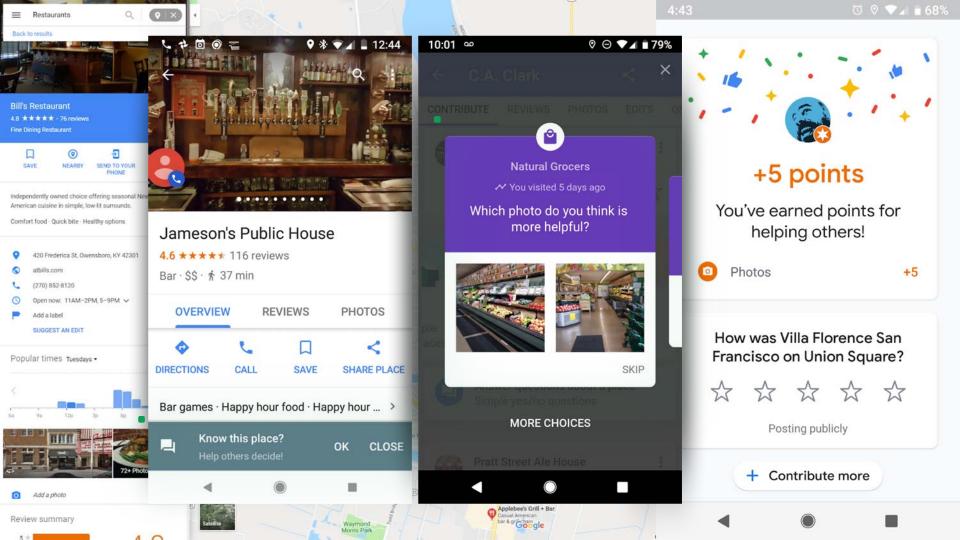
**70%** more likely to attract location visits.<sup>1</sup>

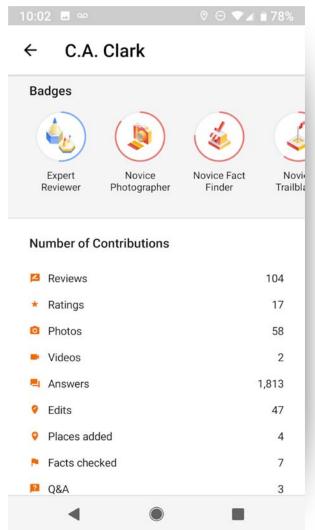
**50%** more likely to lead to a purchase.<sup>1</sup>

Your Customers are creating much of the content.









## Contributions to your Business Information including:

- Reviews
- Ratings
- Photos
- Videos
- 360s
- Answers
- Edits
- Places
- Facts
- Questions & Answers

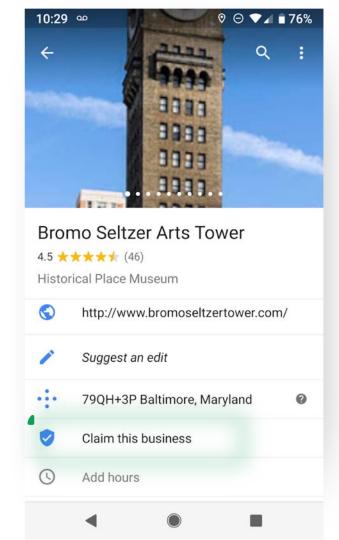
We want to help you **maximize** your exposure in Google's products through **Google My Business** because it benefits **your business**, the **visitor** and your **destination**.

## 10 ways to **maximize** your **exposure** in Google products.



Plus look out for six bonus tips!

Make sure your business is verified and your basic info is up to date



## Make sure you've claimed your business:

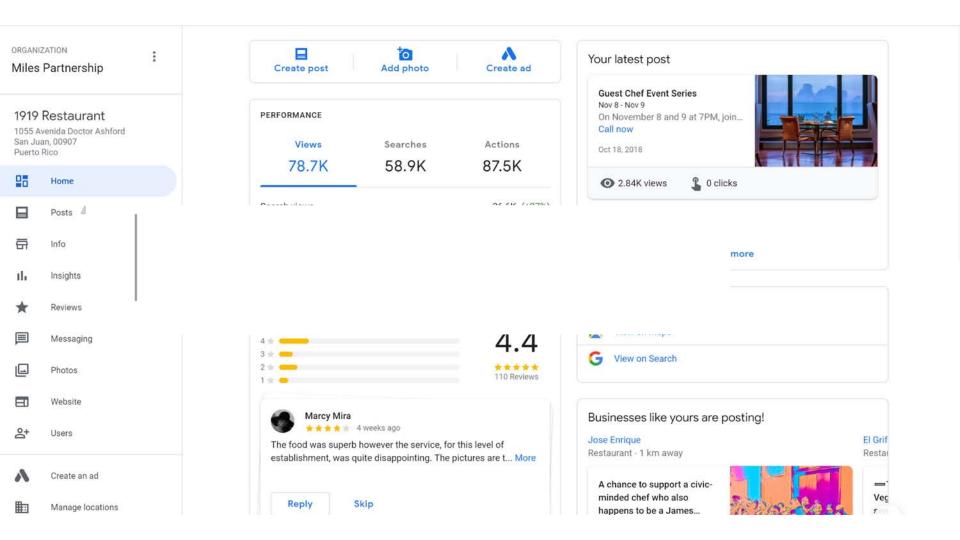
Search for your business name and look for this icon.

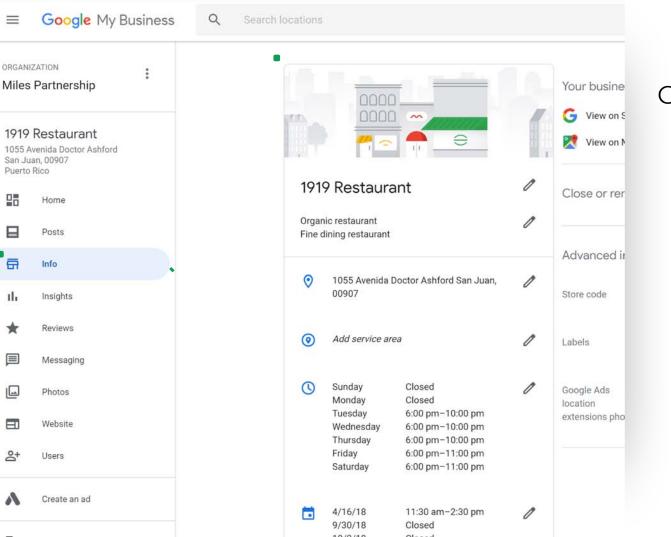
If you see it - you'll need to claim your business listing to get access to many of the features.



Claim this business

\* Do not click on this right now.



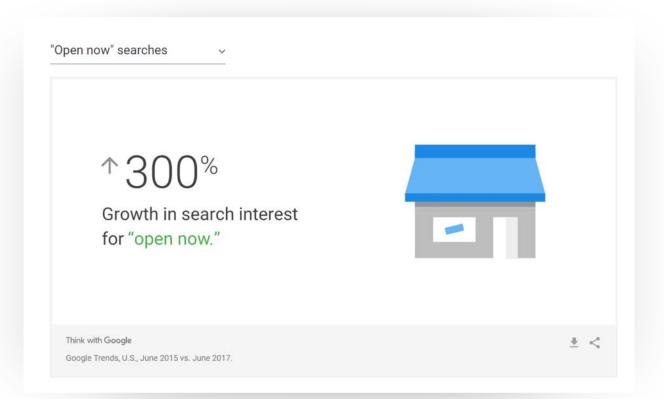


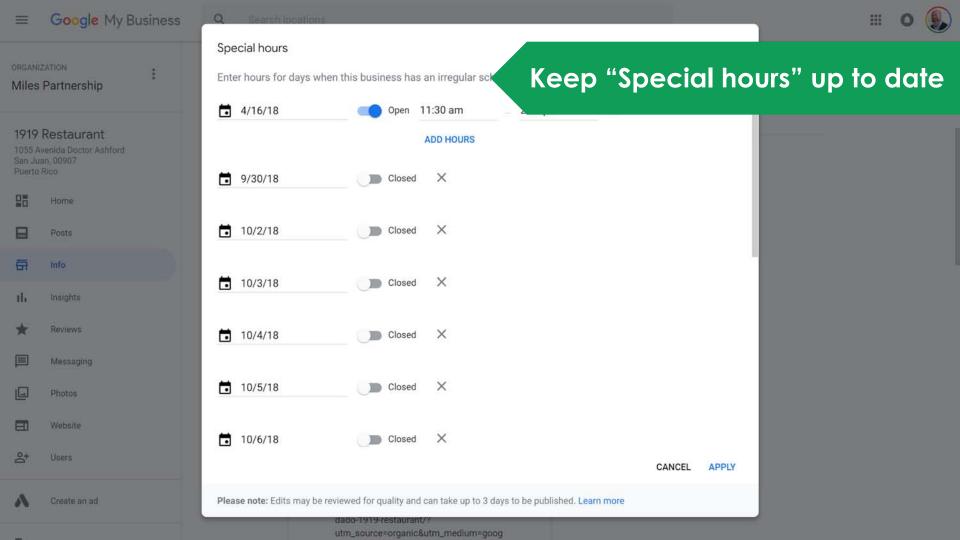
**6** 

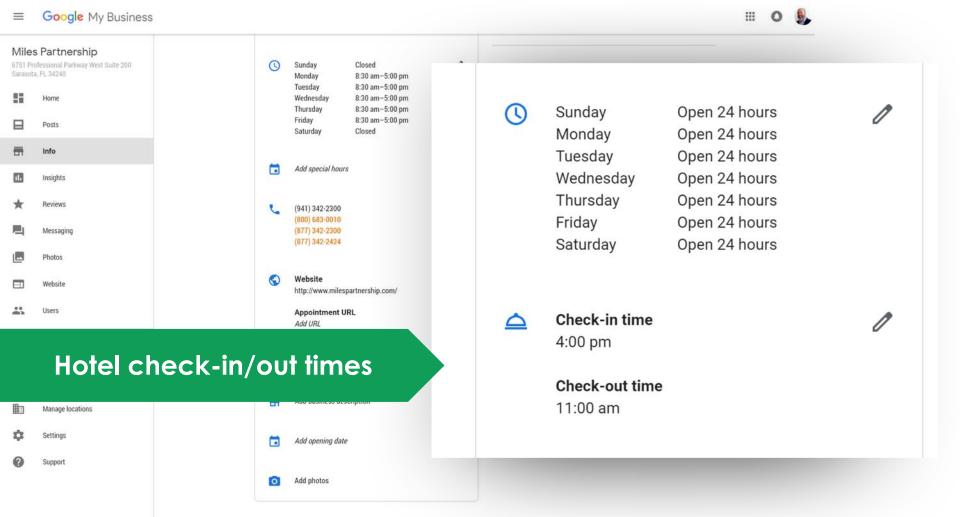
#### Check Your:

- **Business Name**
- Address
- ☐ Phone Number(s)
- Website(s)
- Hours
- **Description**

Hours are critically important to consumers

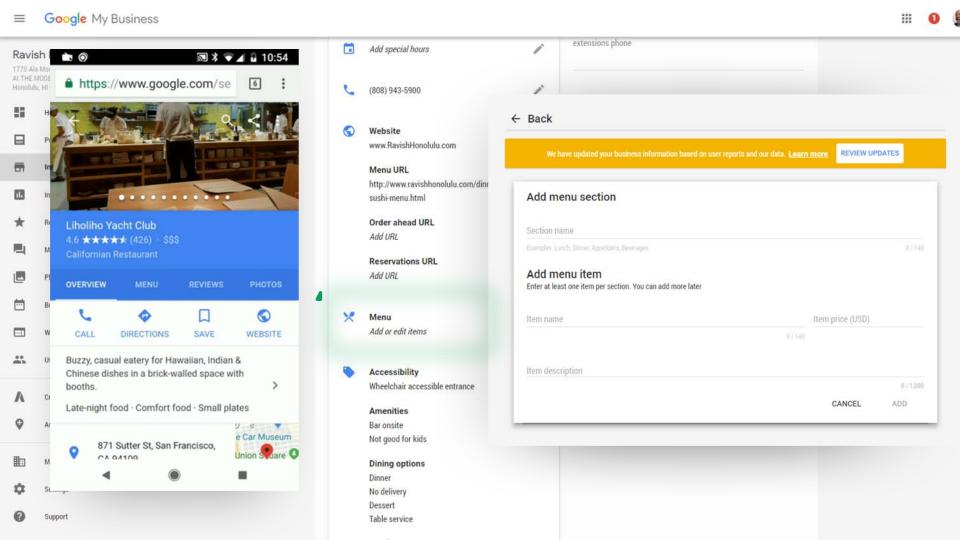


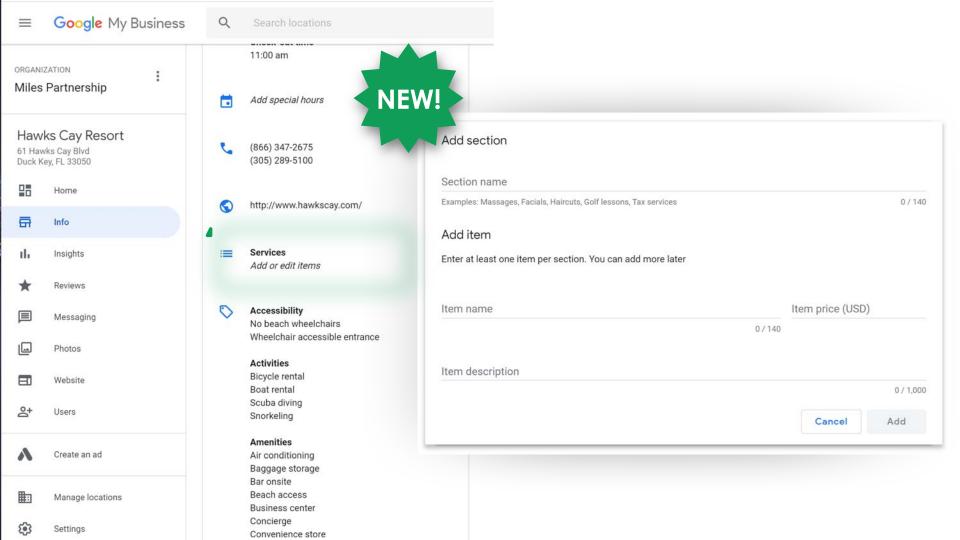


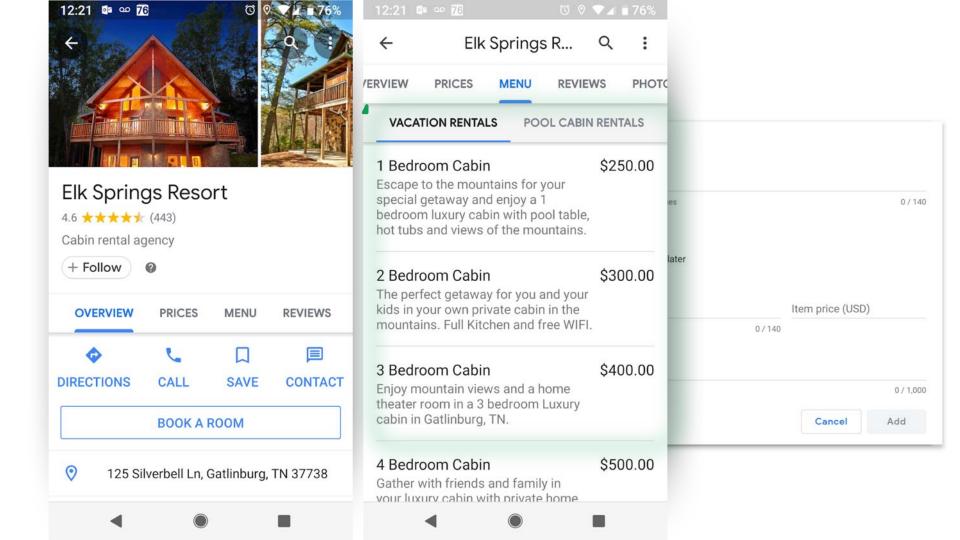


BONUS C

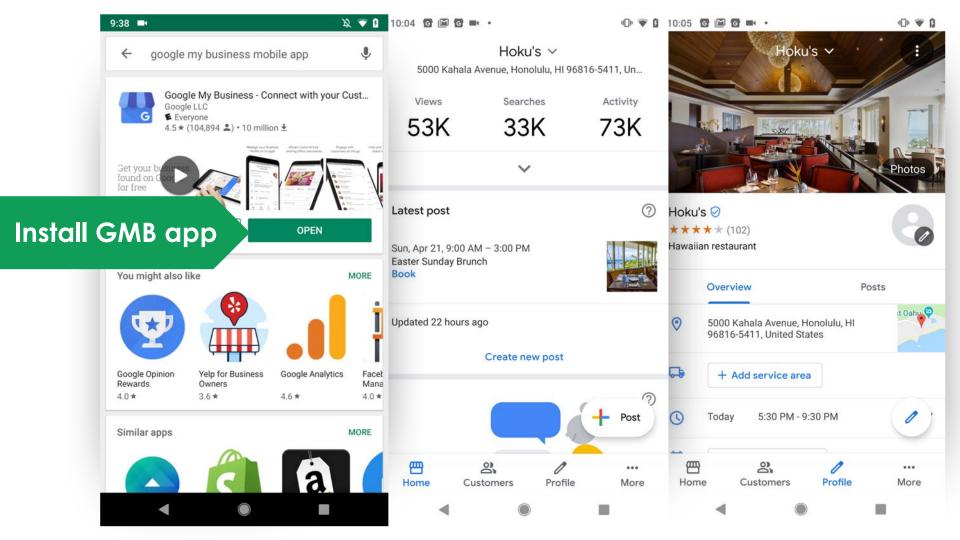
## Create Menus & services

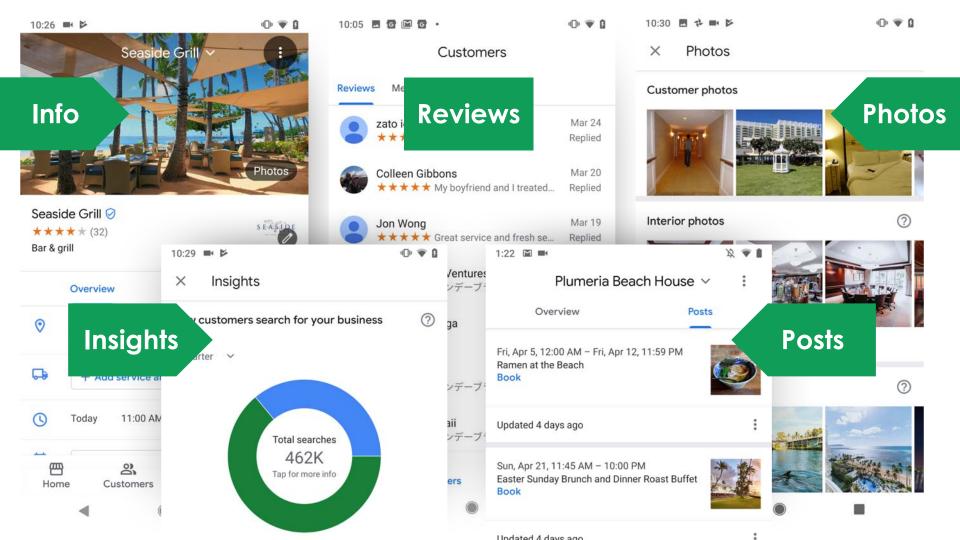


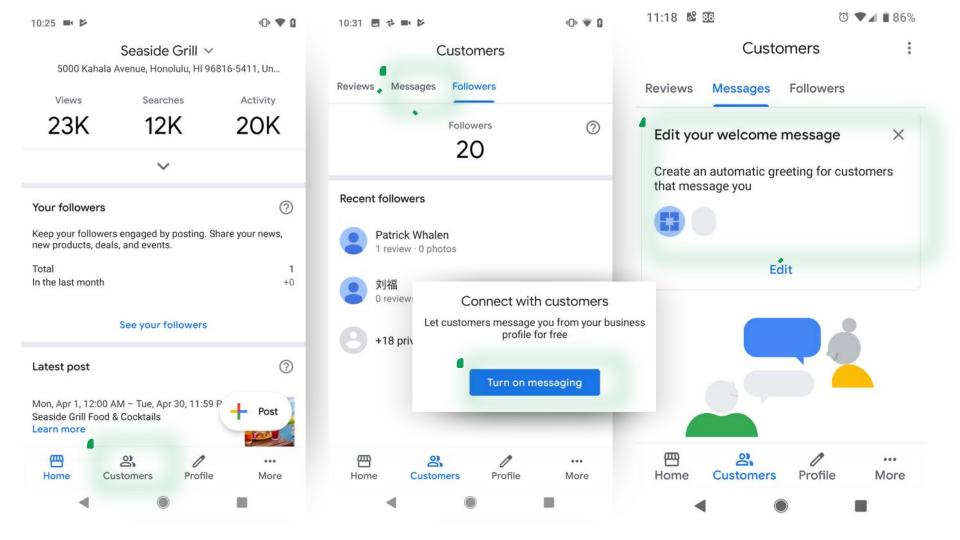




## 2 Download the Google My Business app

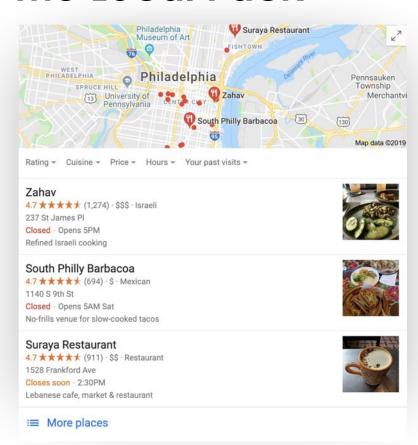






# 3 Apply categories and attributes

#### The Local Pack





**RELEVANCE** 

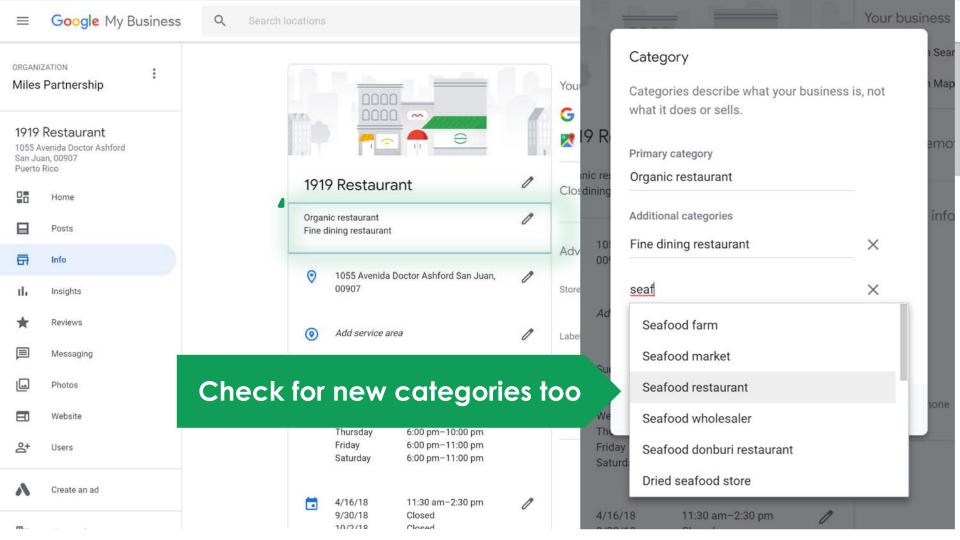
**PROMINENCE** 

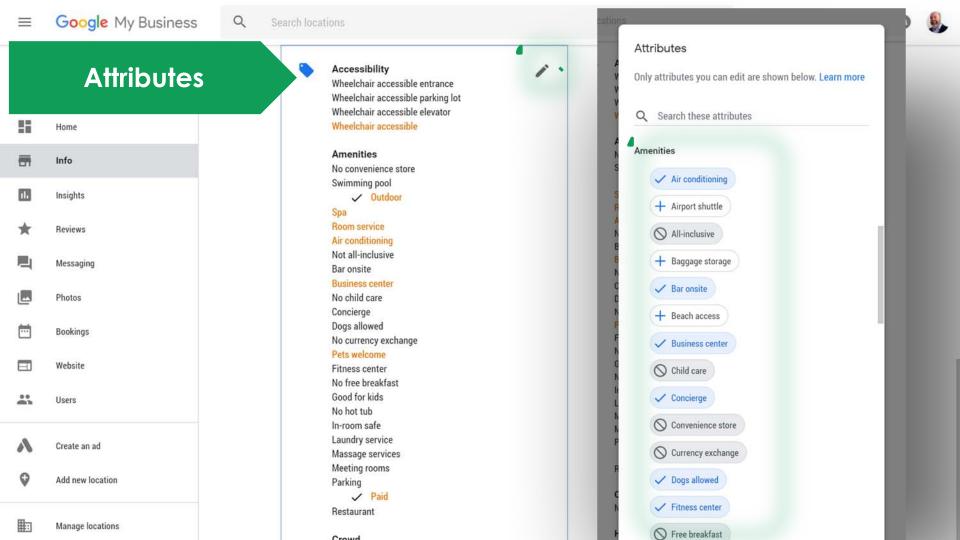
hungarian_restaurant	Hungarian restaurant	Related Categories
hunting_and_fishing_store	Hunting and fishing store	Related Categories
hunting_area	Hunting Area	Related Categories
hunting_club	Hunting club	Related Categories
hunting_preserve	Hunting Preserve	Related Categories
hunting_store	Hunting store	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

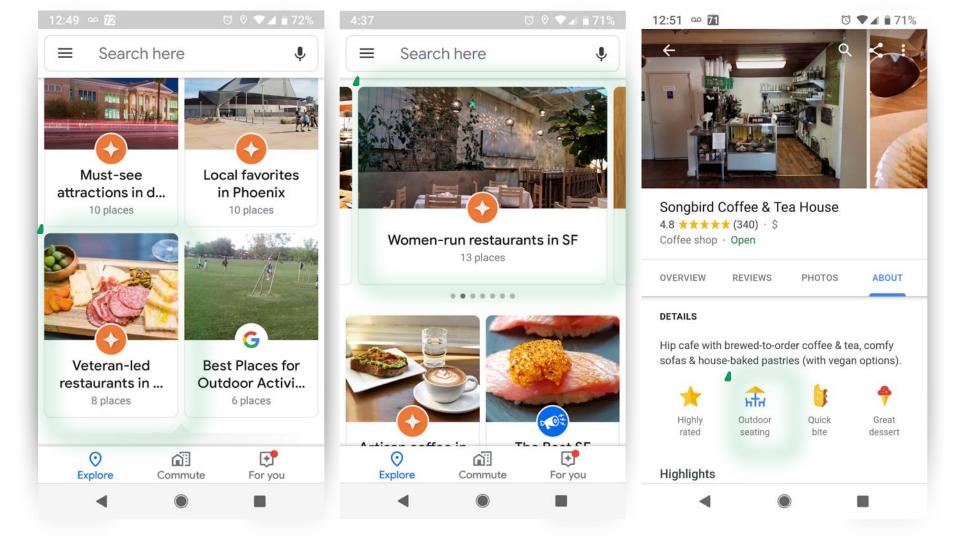
# 3,929 US English categories currently

#### **Example Categories**

- Badminton complex
- Balloon ride tour agency
- Basket supplier
- Bird control service
- Boatel
- Bouncy Castle Hire
- Box lunch supplier
- ...



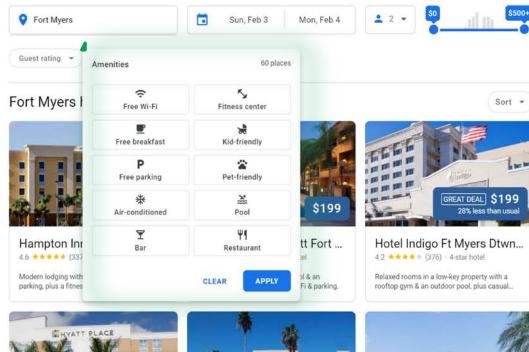














Straightforward hotel with free Wi-Fi, plus a bar,

a 24/7 market, an outdoor pool & a gym.

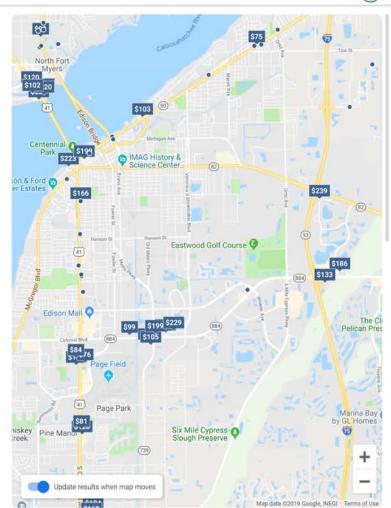




Contemporary hotel offering subdued rooms with free WiFi, breakfast & parking, plus a pool.

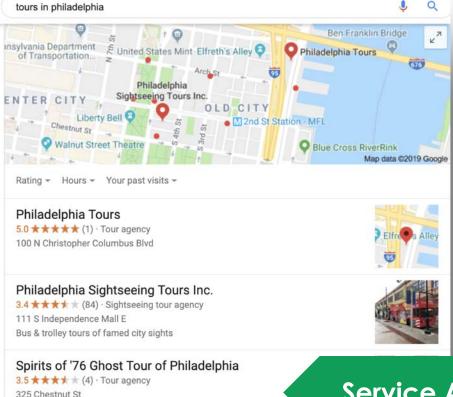
#### Travelodge by Wyndham F...

Straightforward lodging with an outdoor pool, plus free WiFi & continental breakfast.



## Add service areas







3.5 ★★★ ★ 4 Google reviews

#### **BUY TICKETS**

Hours: Open · Closes 9:30PM ▼

Suggest an edit

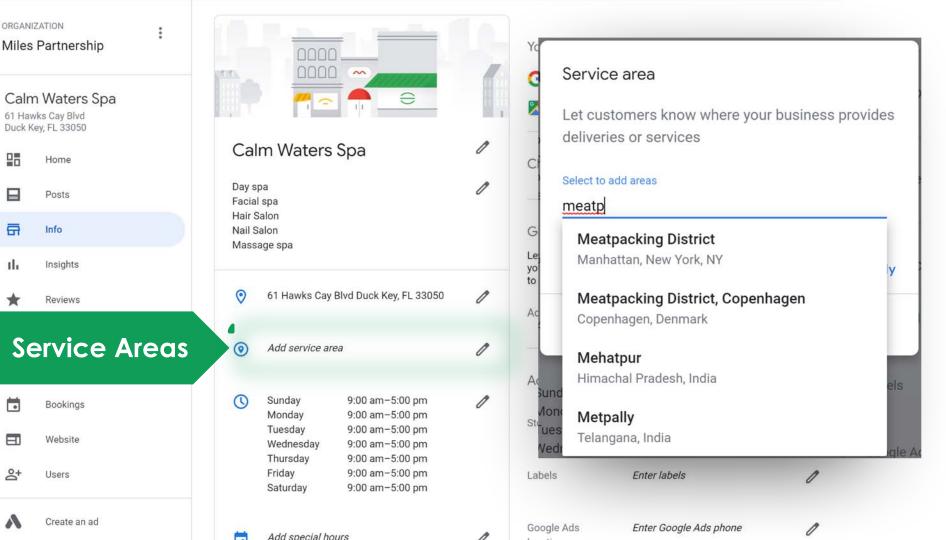
Phone: (215) 525-1776

Know this place? Answer quick questions

**Service Area Businesses** 

Ask a question

More places

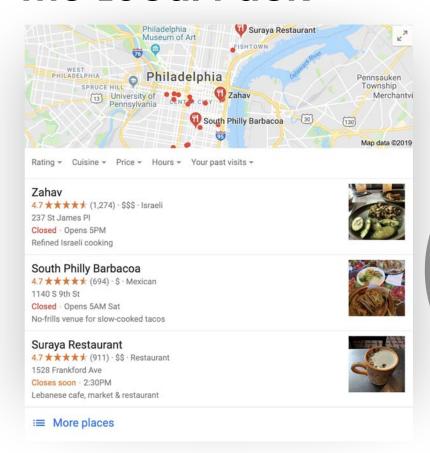


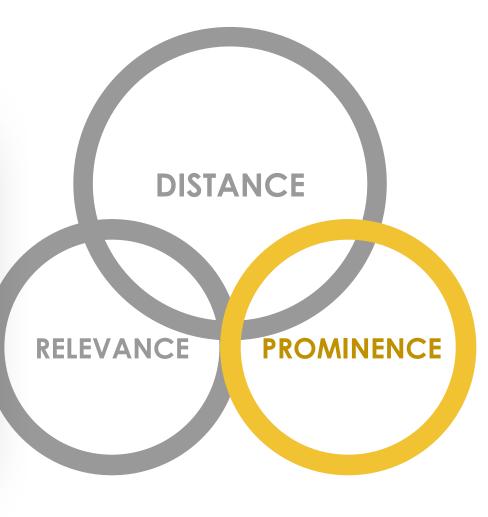
먦

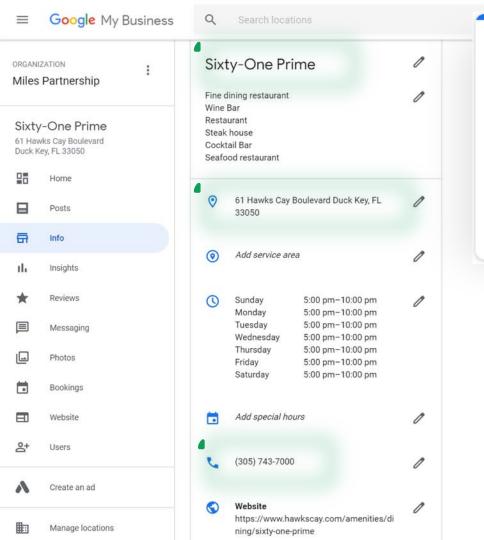
品

## A Make sure your information is consistent

#### The Local Pack







#### Updates from Google

This location has updated information from Google users or other sources. Review these published updates to make sure that they're accurate. Learn more

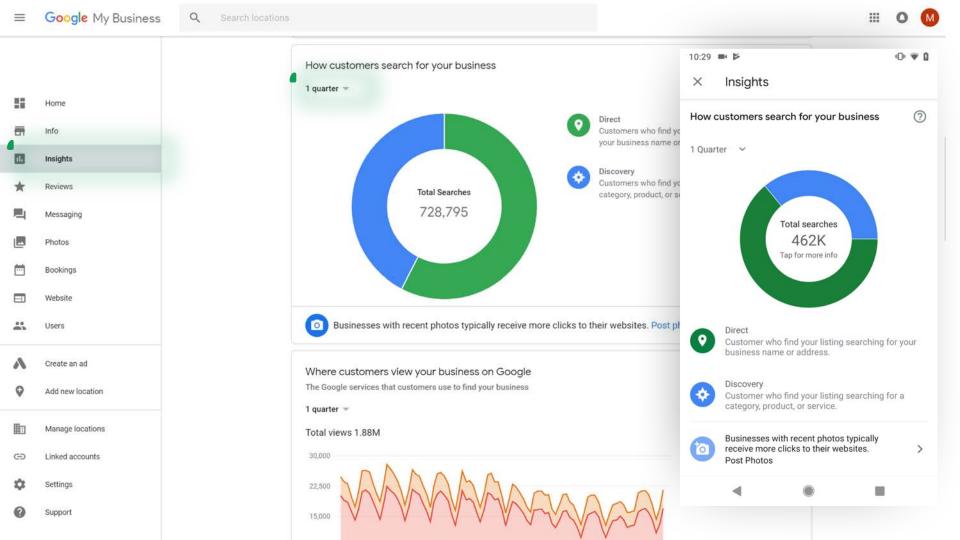
Accept all for this location

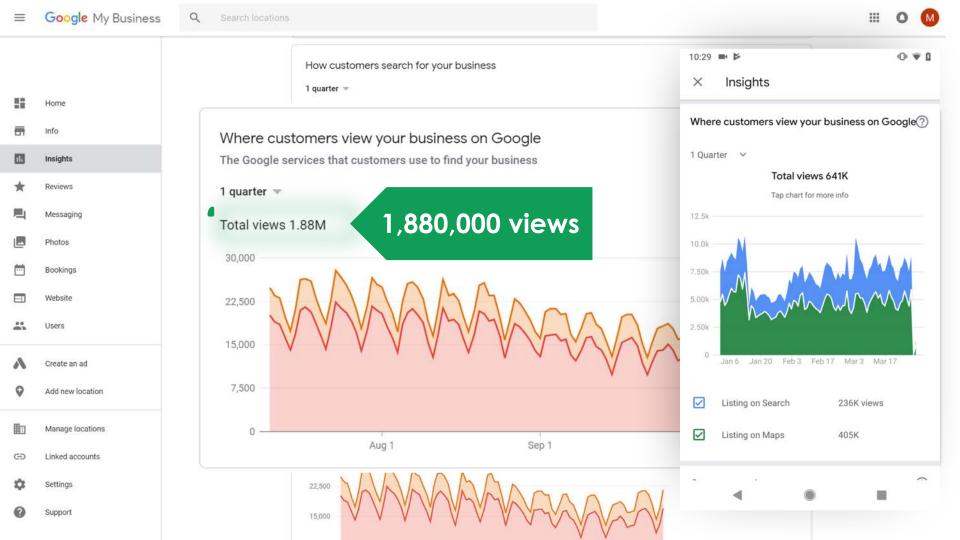
Name Address Phone

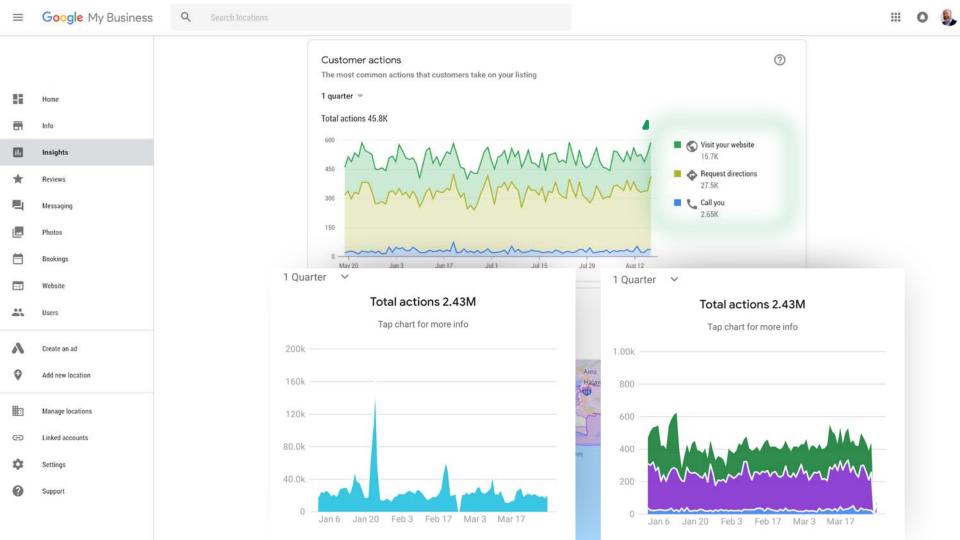


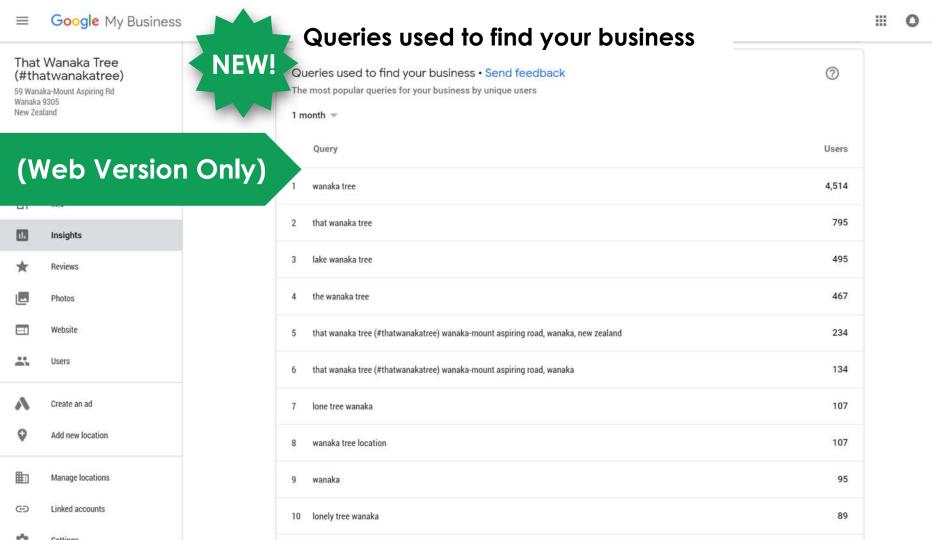
Google

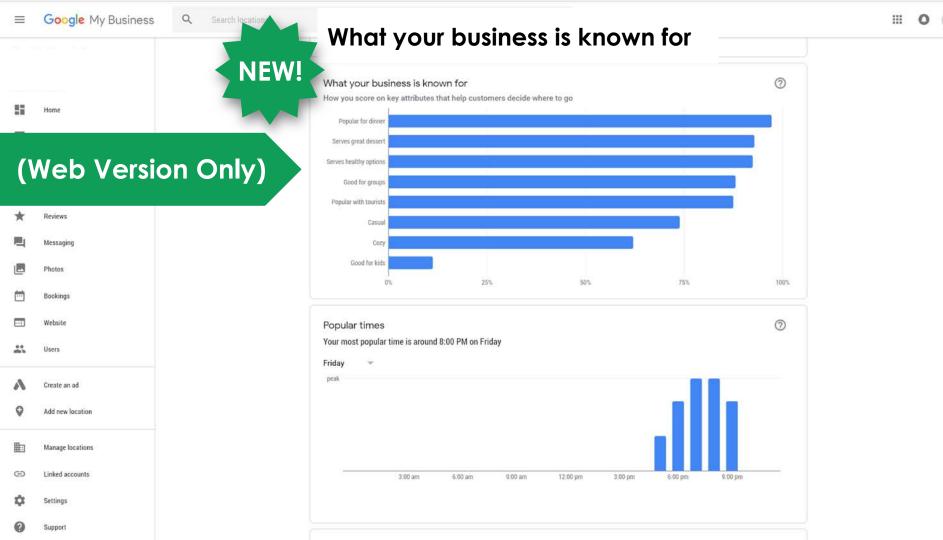
Get valuable data about your business from "Insights"





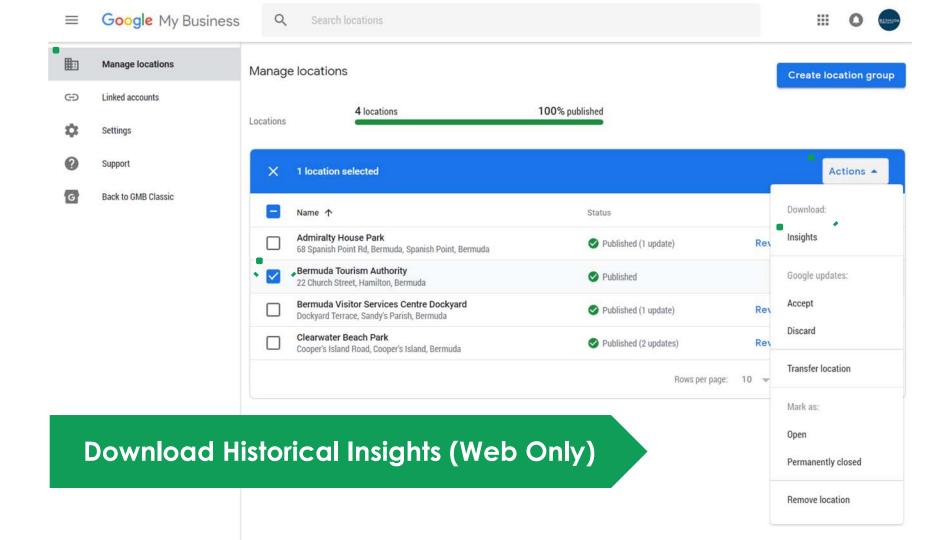


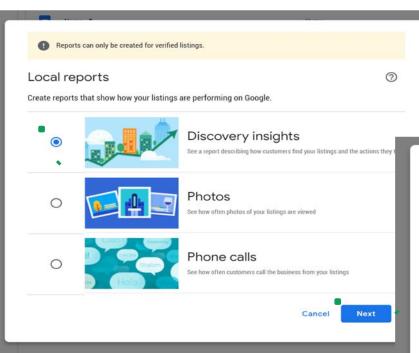


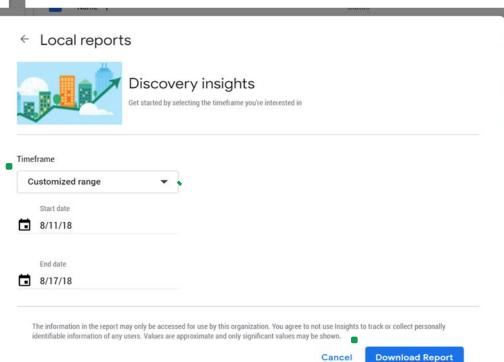


BONUS Download historical insights data

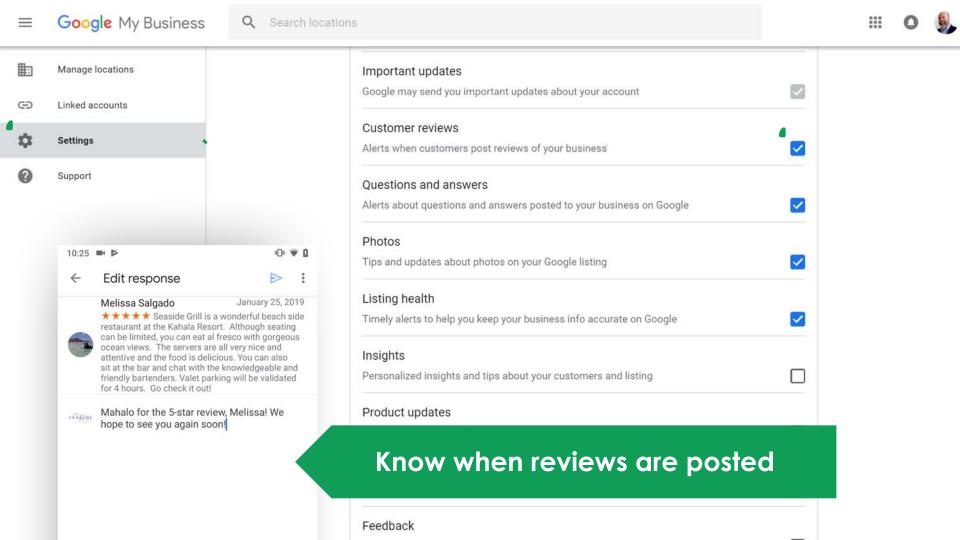
A	R	S	T	U	٧	W	X	Υ	Z	AA	AB	AC	AD	AE	
Kahala Hotel & Resort	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec					
Discovery															
Total Searches	162086	116701	110110	77955	73902	156731	171948	142470	106185						
Direct Searches	53846	50241	51571	40660	41792	81501	84075	78263	70714						
Discovery Searches	108240	66460	58539	37295	32110	75230	87873	64207	35471						
Total Views	351845	276898	287360	196408	197005	267842	231637	192728	142798			Total Sea	chac		
Search Views	194396	135302	128426	84950	83596	109985	106413	85170	58870			iotai sea	cnes		
Maps Views	157449	141596	158934	111458	113409	157857	125224	107558	83928	200000					
Total Actions	14560	13211	13435	10533	10608	11997	11082	11105	10539	180000					
Website Actions	7217	5669	5136	3485	3510	3793	3461	3585	3781	160000	6			71948	
Directions Actions	6669	6862	7570	6489	6491	7552	7075	6951	6041	140000			156731	142470	
Phone Call Actions	674	680	729	559	607	652	546	569	717	120000	100				
										100000	116701 110	110			106185
YoY %Changes										80000		77955 720			
Total Searches	490.80	762.98	609.20	377.08	49.61	0.22	32.84	4.24	(17.76	60000		//955 739	102		
Direct Searches	255.94	2157.01	2251.62	1745.67	235.92	73.44	90.74	71.30	75.26	40000					
Discovery Searches	779.50	488.30	339.05	163.81	(13.12)	(31.23)	2.94	(29.43)	(60.04	20000					
Total Views	352.65	406.78	395.20	221.13	76.16	(6.24)	(7.85)	(29.38)	(43.48)	0 -	2	3 4 5	6	7 8	91
Search Views	494.72	593.54	497.89	265.38	52.14	(38.43)	(29.73)	(48.88)	(61.69)	(300.00)					
Maps Views	249.55	303.06	334.85	193.99	99.37	47.50	25.30	1.19	(15.19)	(100.00)					
Total Actions	256.08	938.60	812.08	536.05	143.02	(2.95)	(4.04)	(1.10)	3.49	(100.00)					
Website Actions	238.51	1834.81	1406.16	805.19	130.01	(27.61)	(26.58)	(20.30)	(4.33)	(100.00)					
Directions Actions	303.94	617.78	580.76	416.64	137.33	15.79	11.28	12.46	7.45	(100.00)					
Phone Call Actions	120.26	2856.52	3545.00	3626.67	483.65	8.67	14.71	3.64	17.54	(100.00)					
Photos															
Total Owner Photos	49	49	49	49	49	49	56	87							
Owner Photo Views	337482	281588	293712	242944	266550	324321	250004	215048							
Total Customer Photos	2055	2819	3093	3613	3762	3762	4300	4676							
Customer Photo Views	162021	149739	169236	143244	167444	210349	536645	395834							

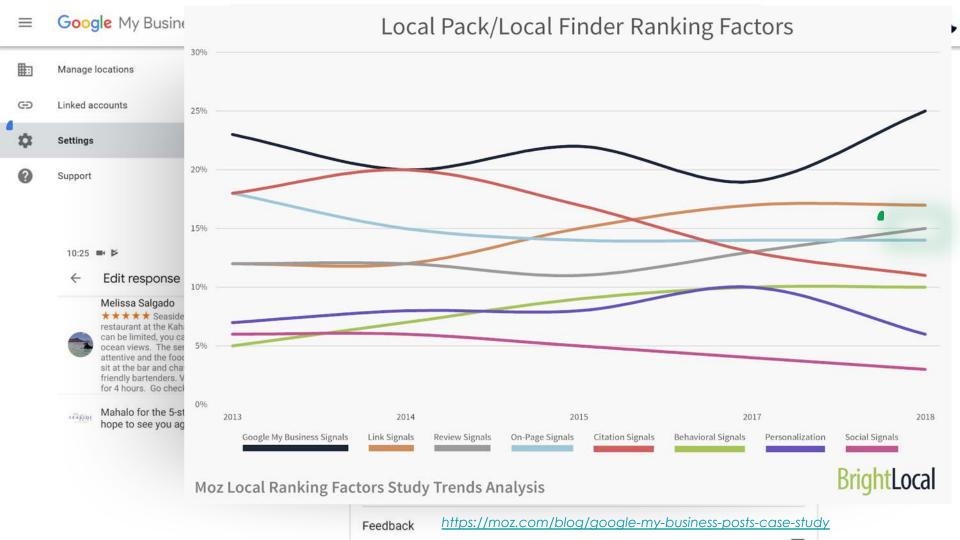


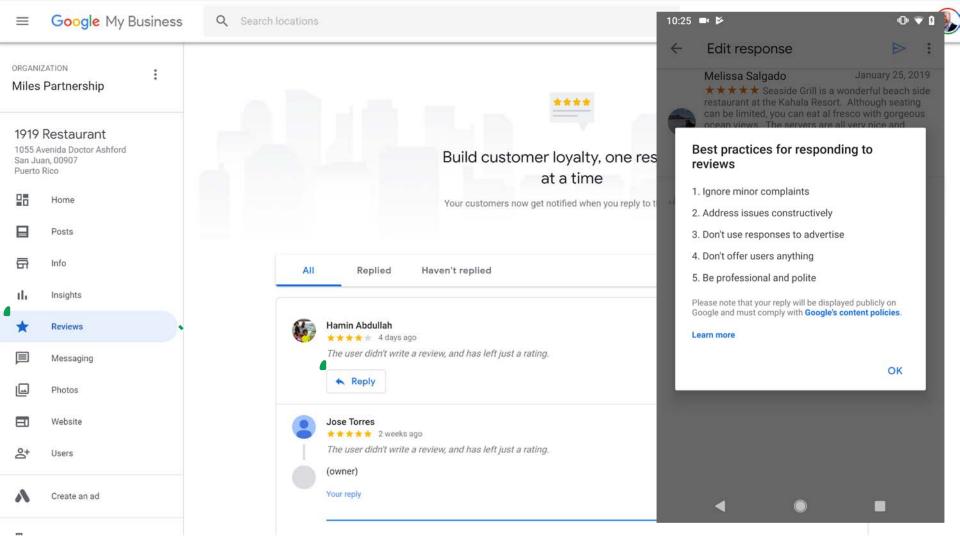


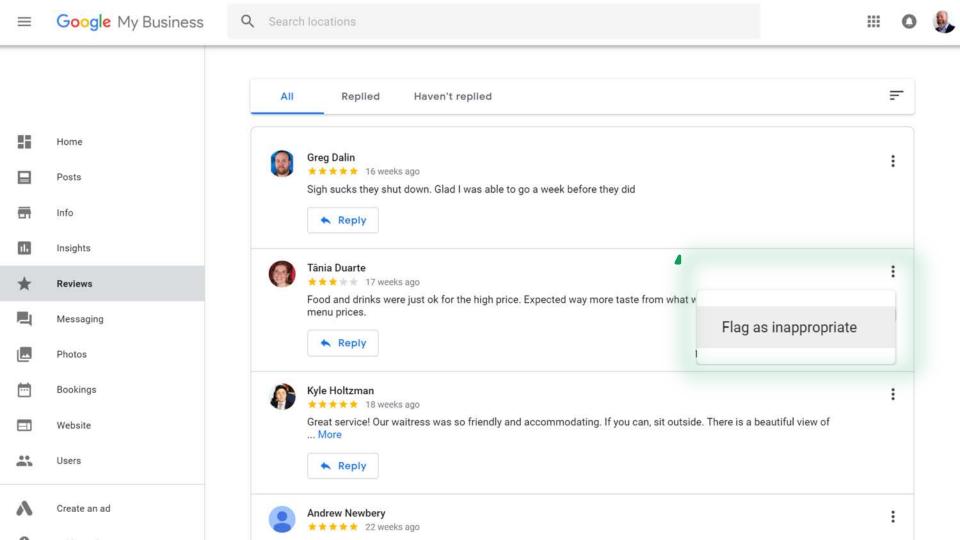


# 6 Monitor and respond to reviews









### Flagging Reviews as Inappropriate

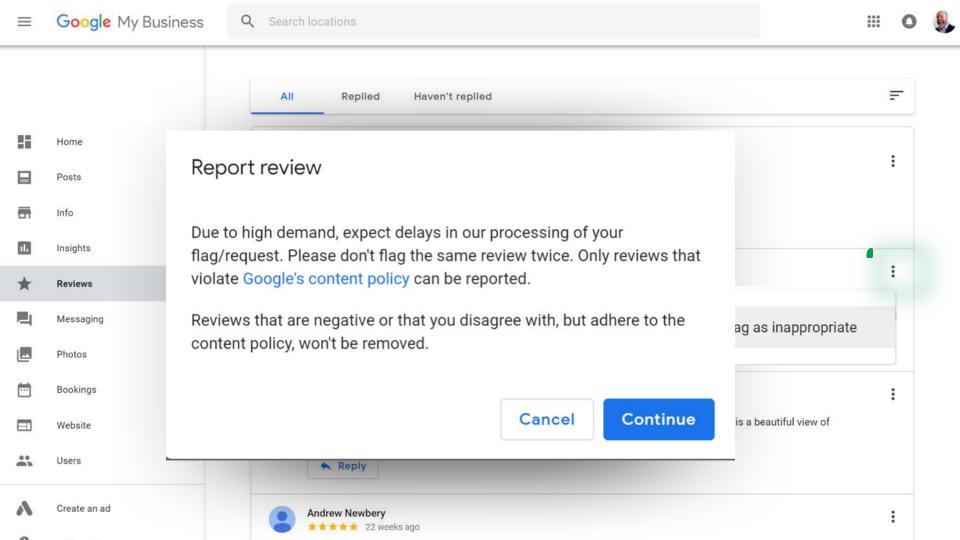
- Spam and fake content
- Off-topic
- Restricted content
- Illegal content
- Sexually explicit content
- Offensive content
- Hate speech
- Harassment and bullying
- Impersonation
- Conflict of Interest

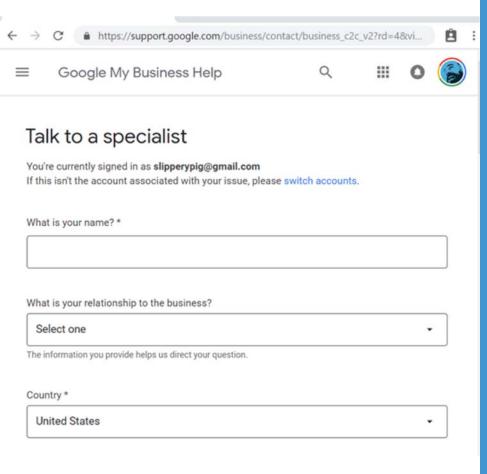
Maps user contributed content is most valuable when it is honest and unbiased. Examples of disallowed practices include, but are not limited to:

Reviewing your own business.

Posting content about a current or former employment experience.

Posting content about a competitor to manipulate their ratings.





Google Specialist Access

Bit.ly/GMBGo



BONUS Create a "review my business" link

ore, Baltimore, MD. 205K likes. The Maryland Zoo is a nonprofit organization ople with the wonder of ...

timore - 265 Photos & 135 Reviews - Zoos - 1876 ... ctive Life > Zoos \*

reviews

o in Baltimore "Pretty Sweet Place to walk to from Remington. Free Parking They do sell BEER CLEAN ...

#### 1 Baltimore - Buy Discount Tickets, Tours, and ... 1/attraction/single/2193/1503 ▼

and Zoo in Baltimore is the third oldest Zoo in the United States and is contributions in conservation and ...





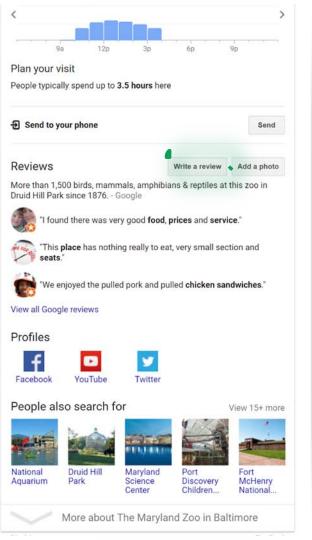
Plumpton



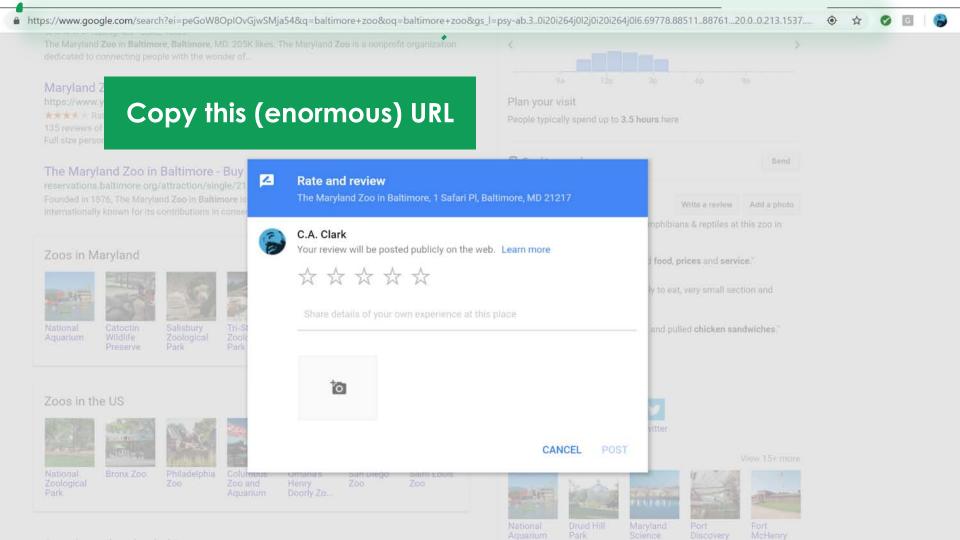


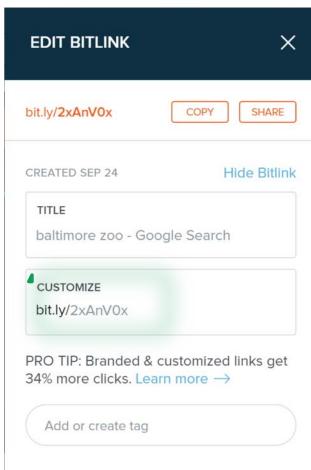
baltimore zoo map baltimore 700 coupons

Tri-State Zoological Park Zoo Park View 15+ more San Diego Saint Louis Zoo Aguarium Doorly Zo ...



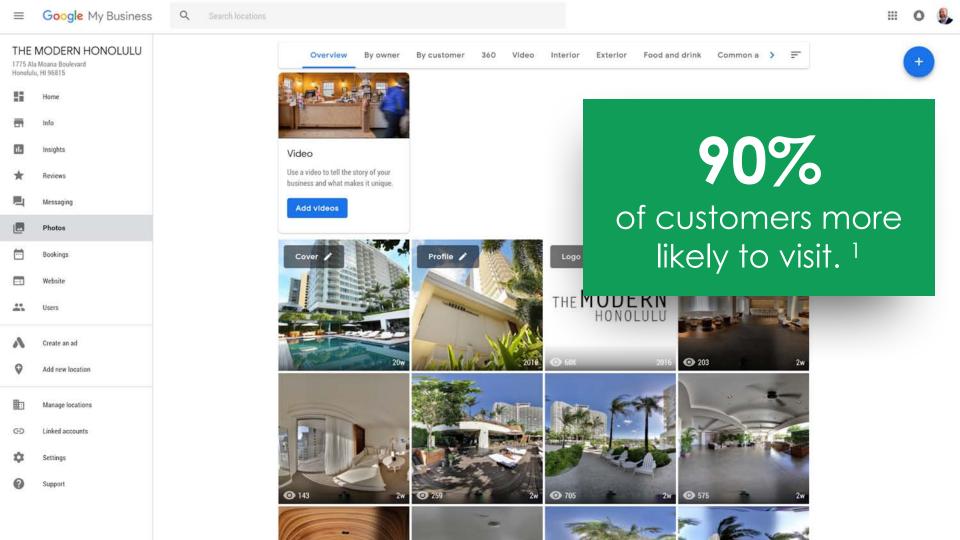
Find your business profile, click "Write a review" button.





Paste the URL into a URL shortener, like **TinyURL** or **Bit.ly**. You can customize your link to something like **bit.ly/yourbusinessname** 

### Adding **photos** and **videos**



#### 1. INFORMATIVE

What would a potential visitor want to know or see about this place? Consider the **scope**, the **scale** and the **context** of the place you're capturing.

#### 2. ATTRACTIVE

What makes this photo eyecatching? Consider color, contrast, saturation, lighting, focus and leading lines.



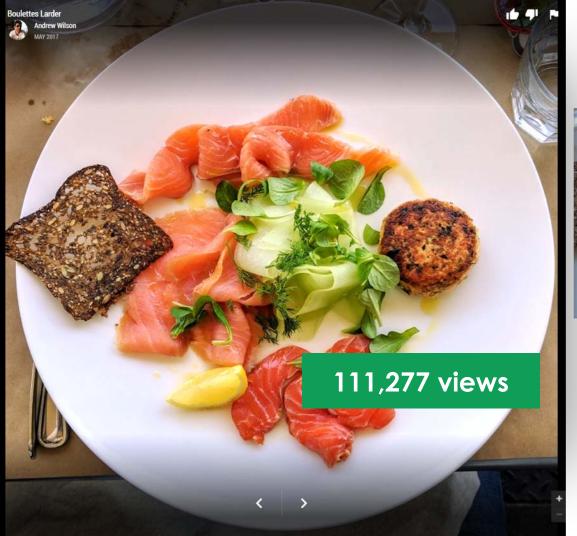
### 3. REPRESENTATIVE

Represents what the place would typically look like. Avoid featuring specific events, seasons or conditions.



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.





10,757 views

10X

### **Photo Best Practices**

- Only upload photos you created or own the complete rights to.
- Upload at least 4K images (3840x2160).
- Don't use filters limit your edits to brightness, color, contrast & saturation.
- Don't composite images.
- You are allowed to add caption/credit/logo to the images, as long as they occupy less than 10% of the total area along one side.
- Shoot **mostly horizontal** images.
- Interiors without people are preferred to those with people. Avoid identifiable faces & PII, or have release forms.





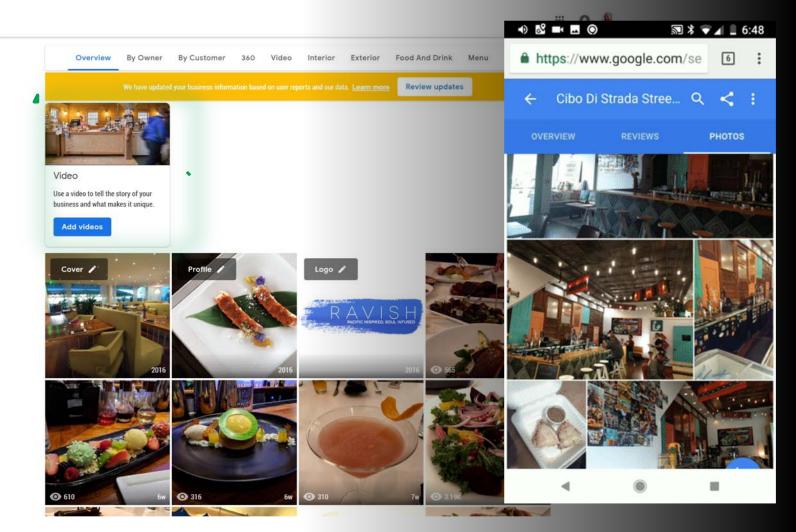


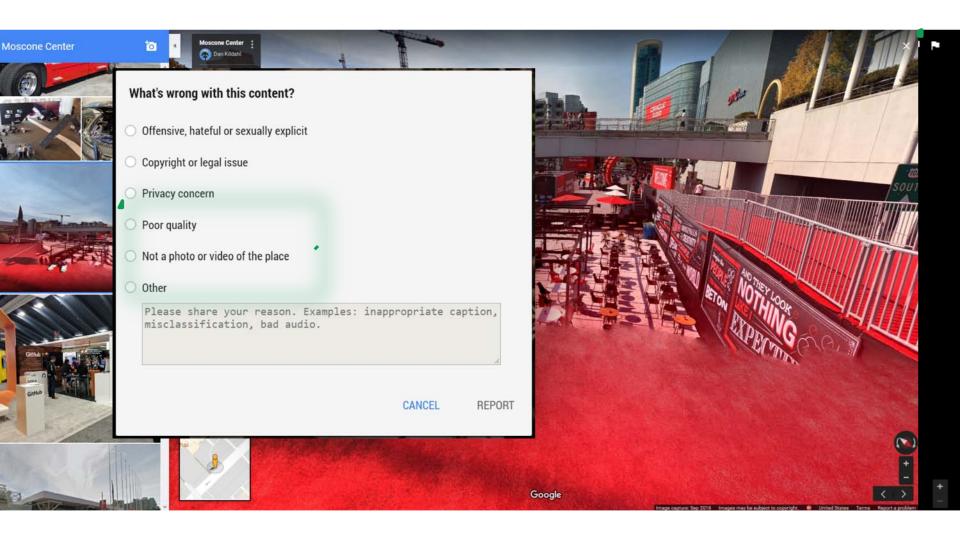
At THE MODERN HONOLULU Honolulu, HI 96815

Photos

Add new location

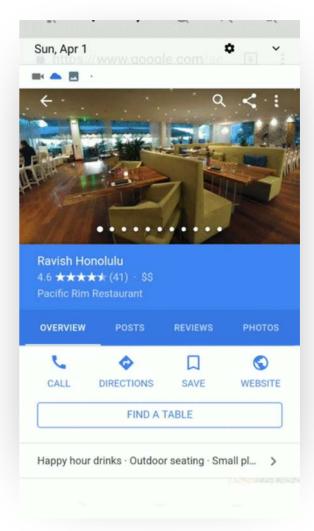
Manage locations

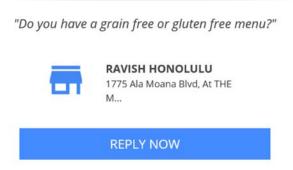


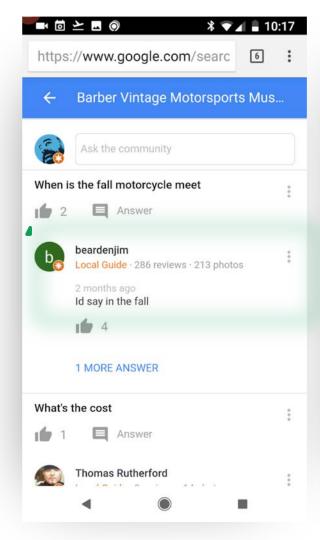


# Pay attention to "Questions & Answers"

Questions & Answers are a great way to interact with customers.

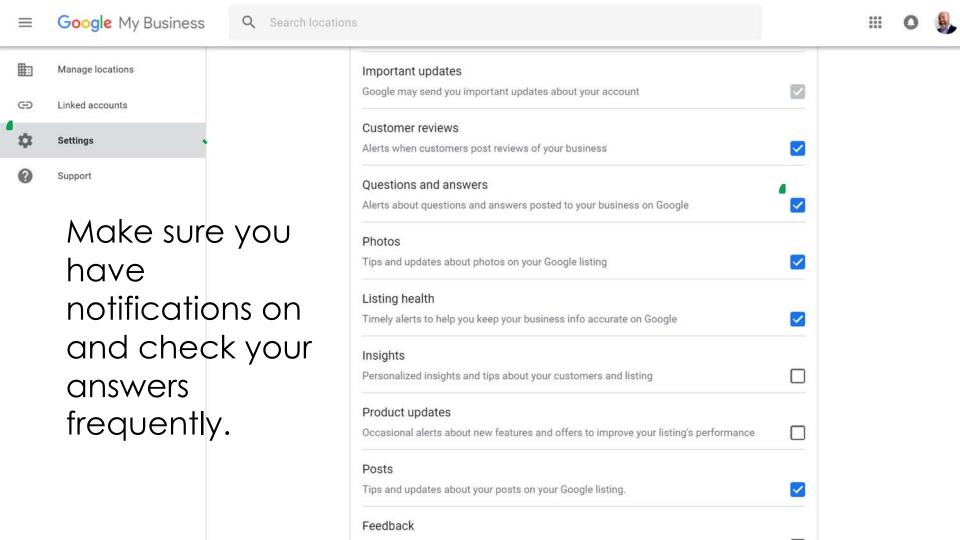


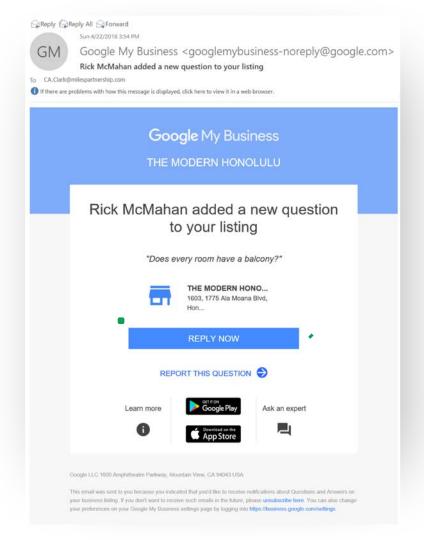






But... they often get answered faster by Local **Guides** than they do by the businesses, and the Guides aren't always right.

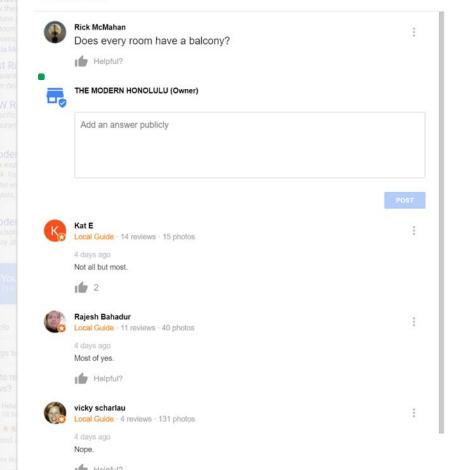


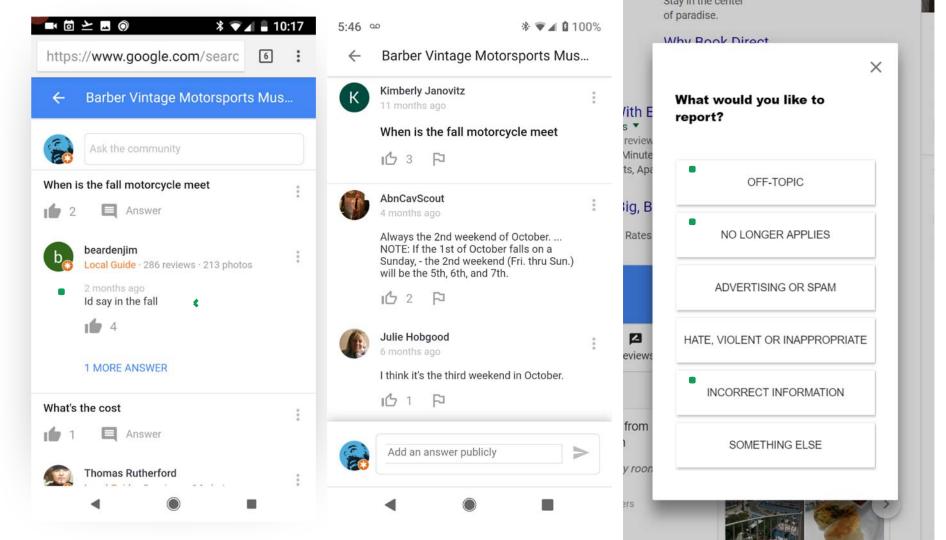


#### THE MODERN HONOLULU

1603, 1775 Ala Moana Blvd, Honolulu, HI

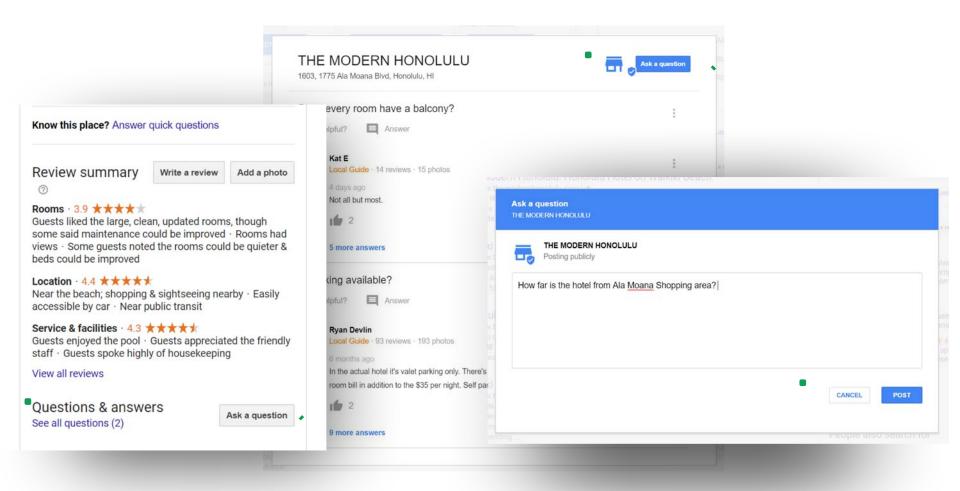
← All questions



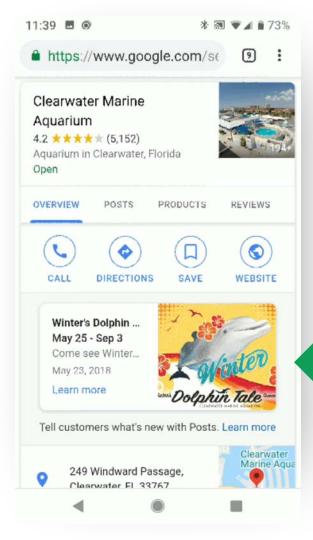


BONUS TIP

# Answer your own frequently asked questions

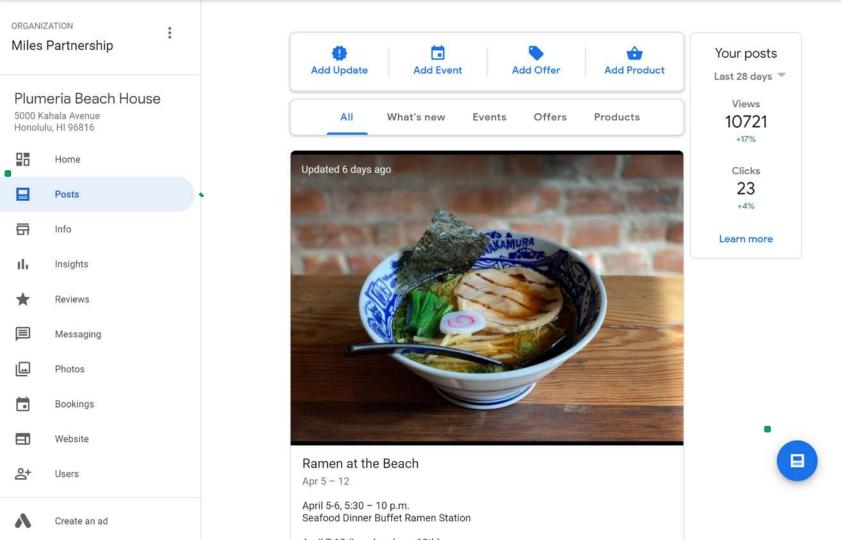


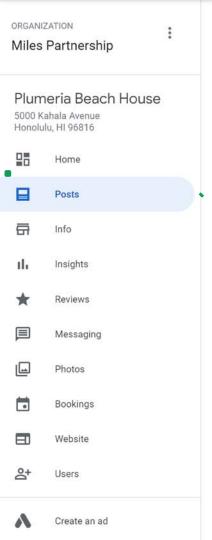
## Maximize organic visibility with Posts

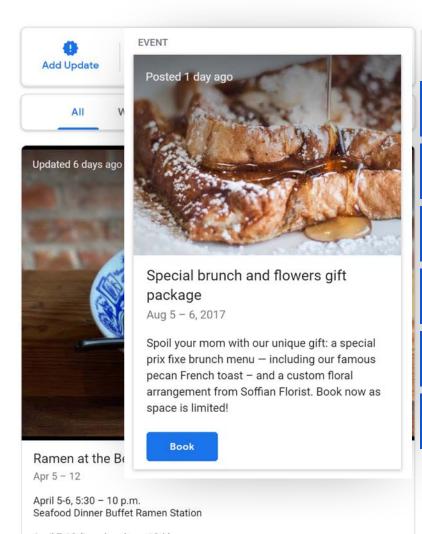


Posts appear in your knowledge panel and provide a huge amount of organic visibility for your business.

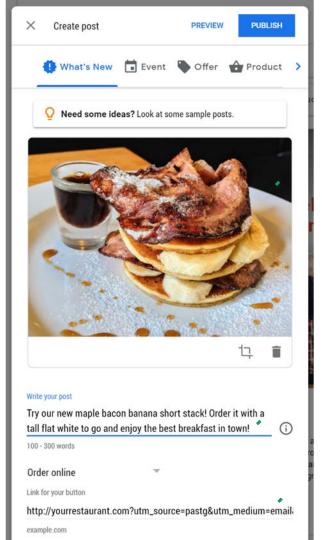
< 26% of businesses have EVER used posts



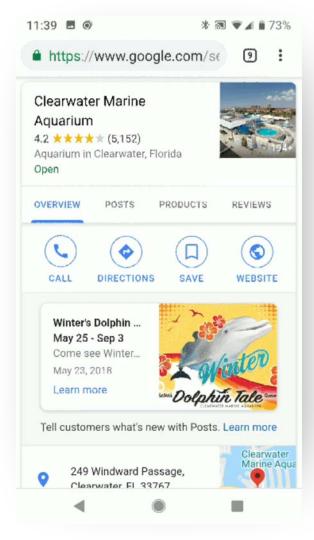




Your posts Last 28 days ▼ **BOOK ORDER ONLINE BUY LEARN MORE** SIGN UP **GET OFFER** 



- Use an attention grabbing photo bright colors, simple, single subject.
- Focus your message on the first 100 characters.
- Add your own tracking codes to your call-to-action button.



## Best Practices for using GMB Posts:

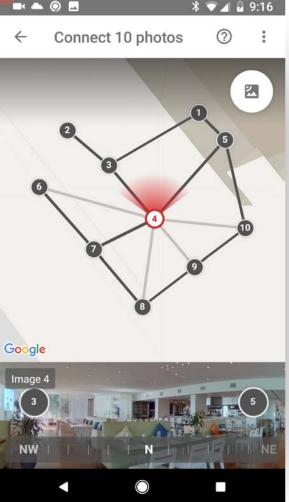
- Keep two posts live at a time to maximize view rate for your content. More than two will reduce viewability of your oldest post.
- Posts are live for a max of 7 days repost each week.
- Post early in the week if you're promoting something the following weekend.

## Add 360 images and virtual tours

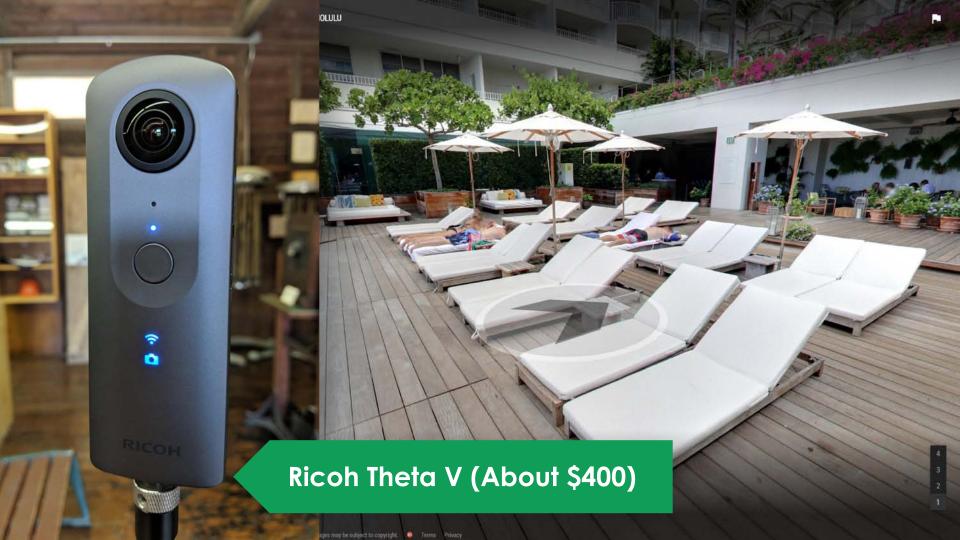


360 degree photospheres are a great way to **engage potential customers**.





You can also connect your 360s into "virtual tours" that allow customers to take a look around your business.

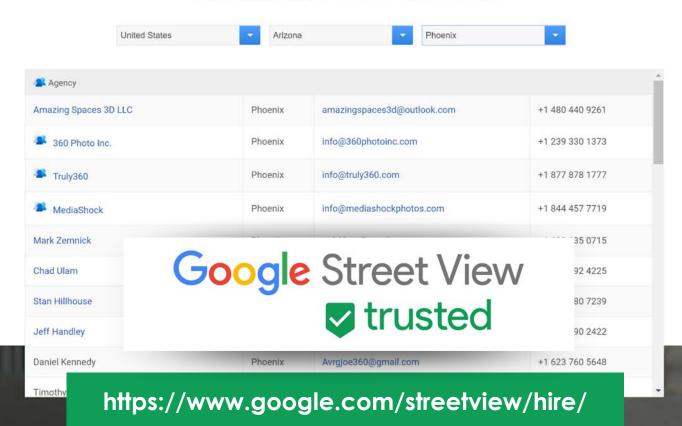






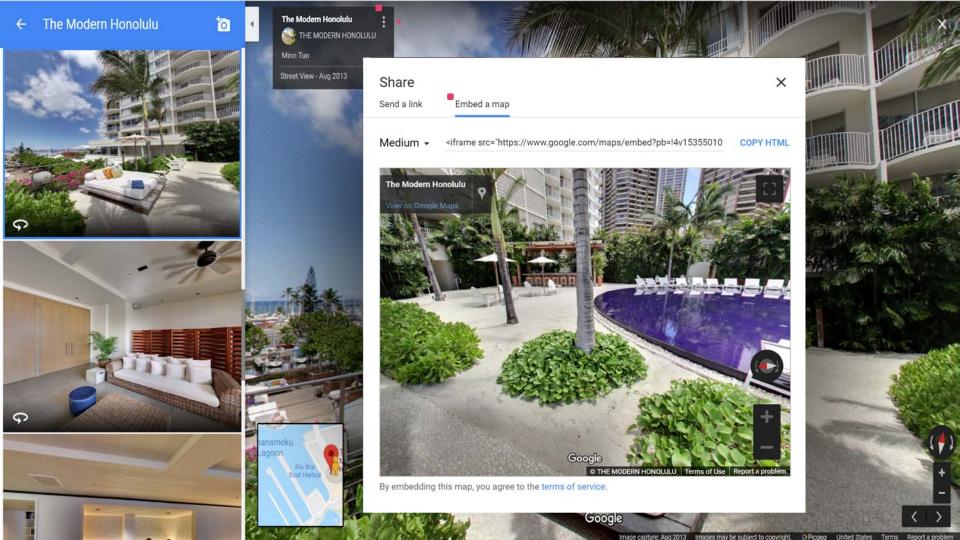
## FIND A TRUSTED PRO IN YOUR AREA

Get started by searching for a trusted professional near you.



BONUS

Embed 360s in Your Website



1. Make sure you're **verified** and **up to date** 

6. Monitor and respond to reviews

2. Download the GMB app

7. Adding **photos** and **videos** 

3. Apply **categories** and **attributes** 

8. Pay attention to "Questions & Answers"

4. Make sure your **NAP** is **consistent** 

9. Maximize organic visibility with **Posts** 

5. Get valuable data from "Insights"

10. Add **360 images** and virtual tours

## Google Resource Link: visitphilly.com/googledmo

