Uncovering the

Secrets

of the most successful business profiles on Google

A best-practices study of over 50,000 business profiles on Google.







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.





One of the solutions we provide is support for a program called the **Google DMO Partnership**, which gives organisations like CEDA the tools to improve the quality and accuracy of information available within Google's products.







Over 300,000 images contributed





ONTARIO

WASHINGTON

MONTANA

NORTH DAKOTA

MIN CO A

SOUTH
DAKOTA

WISCONSIN

MIN THE CO

WYOMING

NEWADA

WYOMING

NEWADA

WYOMING

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NEW ABASSA

ILLINOIS

ROLAUZ

WISCONSIN

WIS

150+
Destinations in our support program

70,000+

Businesses and POIs audited and optimized

100+
Directly Managed
GMB Profiles





Audit & Analysis



Education



Content Collection



Suppor

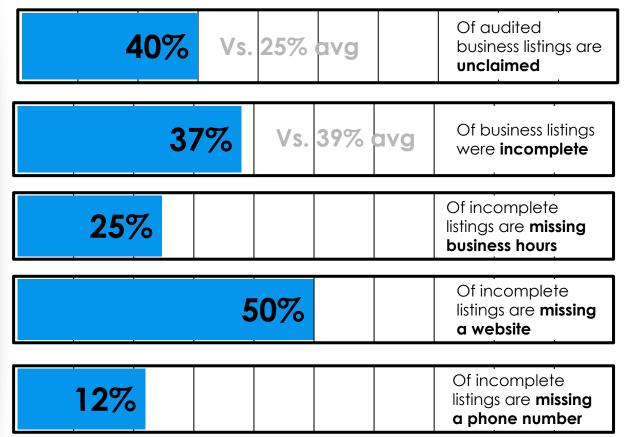
Understanding how visitors search for the destination, and what they see when they do.



GMB Audit

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335 business listings evaluated in Manawatū for completeness and verification status.





What do the best performing business profiles look like?



But first...

What's a business profile?





The Freakybuttrue Peculiarium and Museum



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 8:00 PM	A Night With Ghosts	
Fri, Oct 18 7:30 PM	A Night With Ghosts in Portland	
Sat, Oct 26 7:30 PM	A Night With Ghosts in Portland	
View 4+ more		

Know this place? Answer quick questions

Ouestions & answers 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





New Zealand Rugby Museum

4.5 ***** (195) Museum









Facility with historical artifacts, a research library & an area for visitors to try rugby skills.







06-358 6947

JJR5+P7 Palmerston North

D Add a label

Ask a question

Thursdays 2

Suggest an edit

From the owner









Non-profit organization

(213) 413-3388

Add a label

Directions

D

Photos

Business Profiles







_	_	
6	(2)	

OVERVIEW

DIRECTIONS

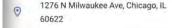


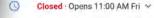


PHOTOS

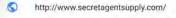


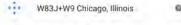
REVIEWS







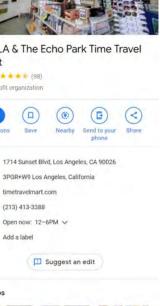


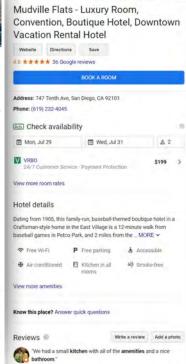


Suggest an edit

Review summary

Add a photo





"Absolutely LOVE this place and would highly recommend."

"Worst place in San Diego people there are extremely rude"

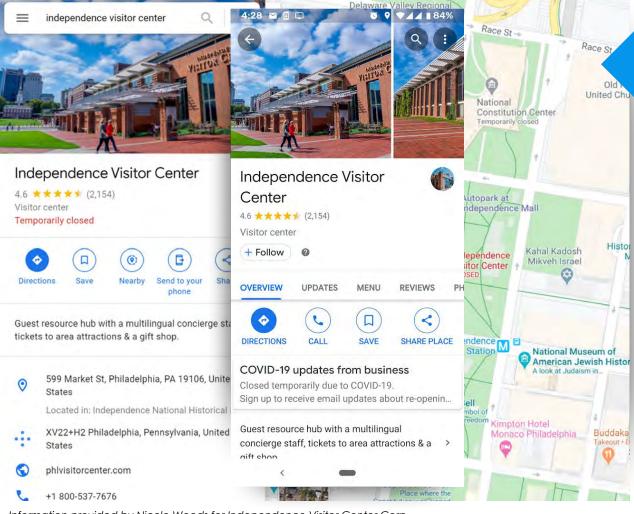
View all reviews

Quartiana 9 annuara

(7)

Your business profile is the single largest source of organic exposure for your business online.





Case Study

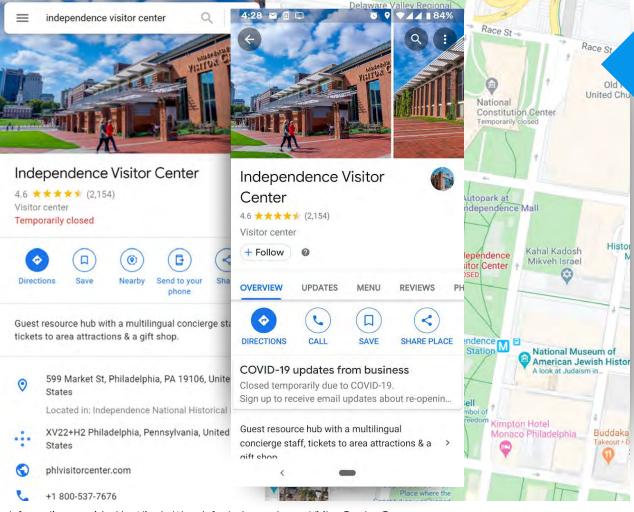
25,518,074

Annual Online Audience

Including:

Website visits, social media views, search exposures and maps exposures





Case Study

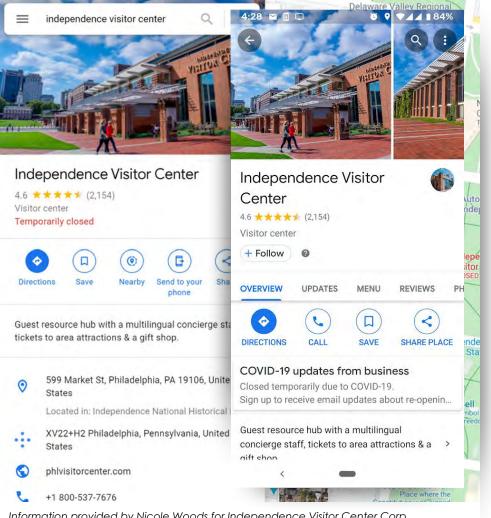
25,518,074

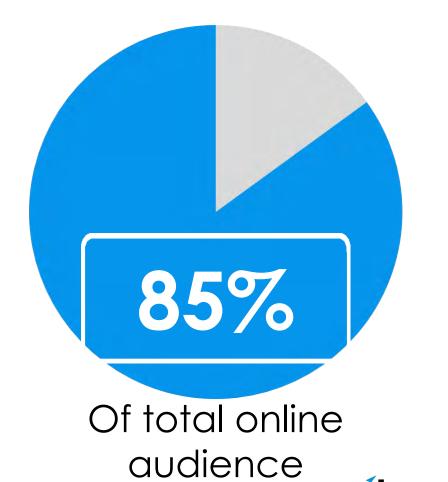
Annual Online Audience

22,542,336

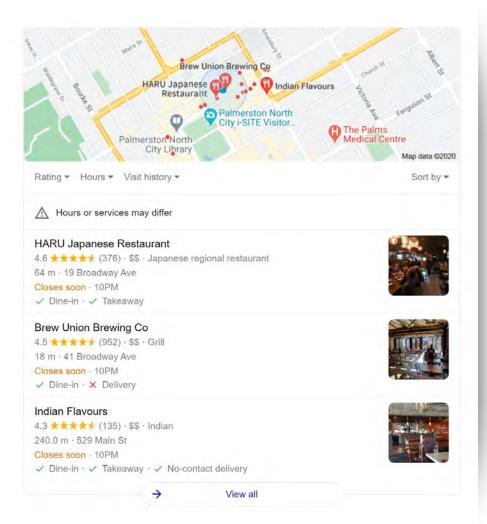
Came from Google products and services, directly related to the business profile







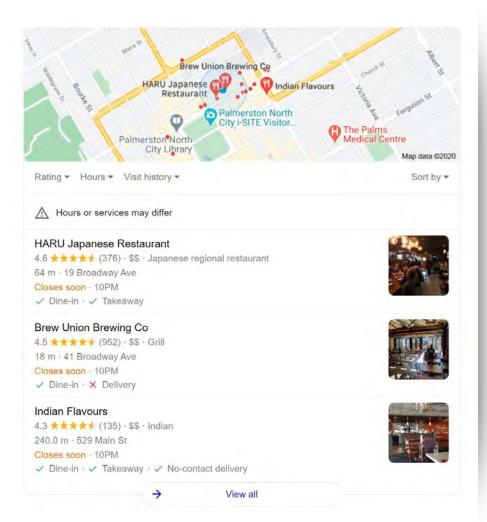
Information provided by Nicole Woods for Independence Visitor Center Corp.



The Local Pack

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

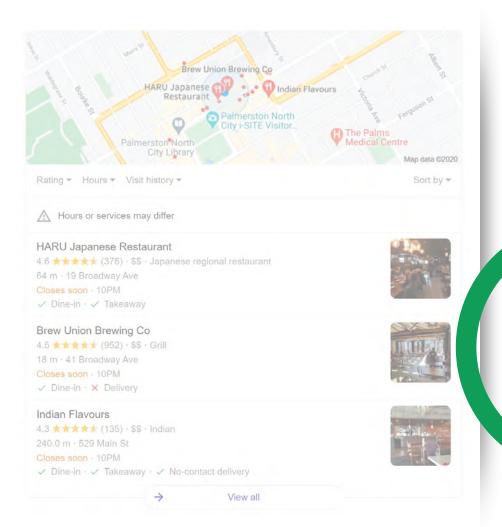


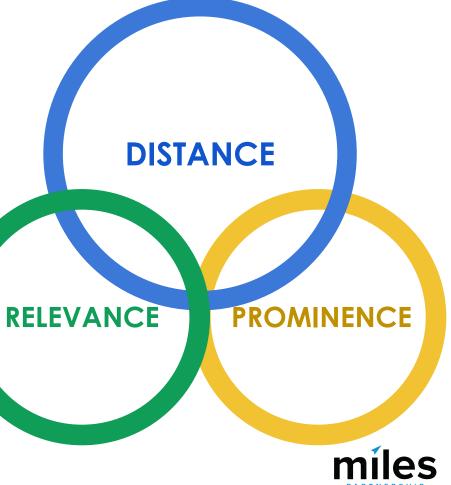


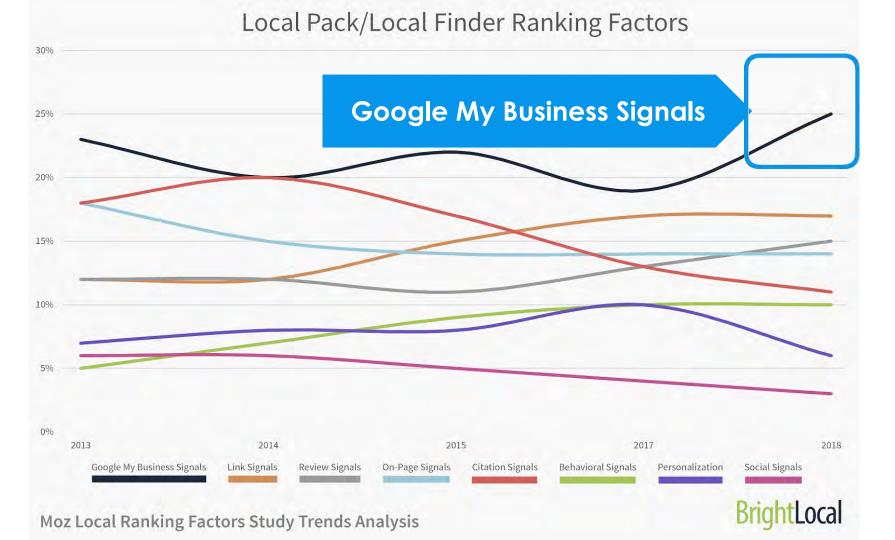
The Local Pack

But why these three business profiles?







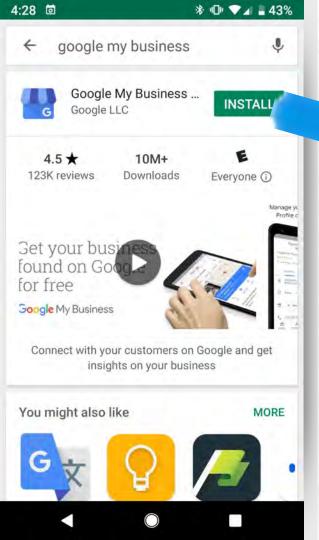


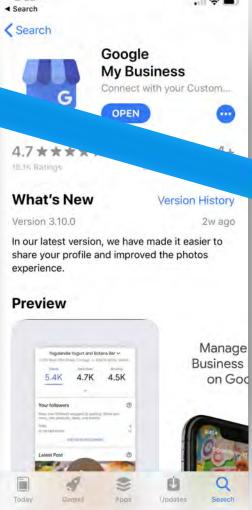
Better business profiles drive more exposure and more engagement



We want to help you maximise exposure and engagement for your business profile because it benefits everyone: your business, locals, visitors and your destination.



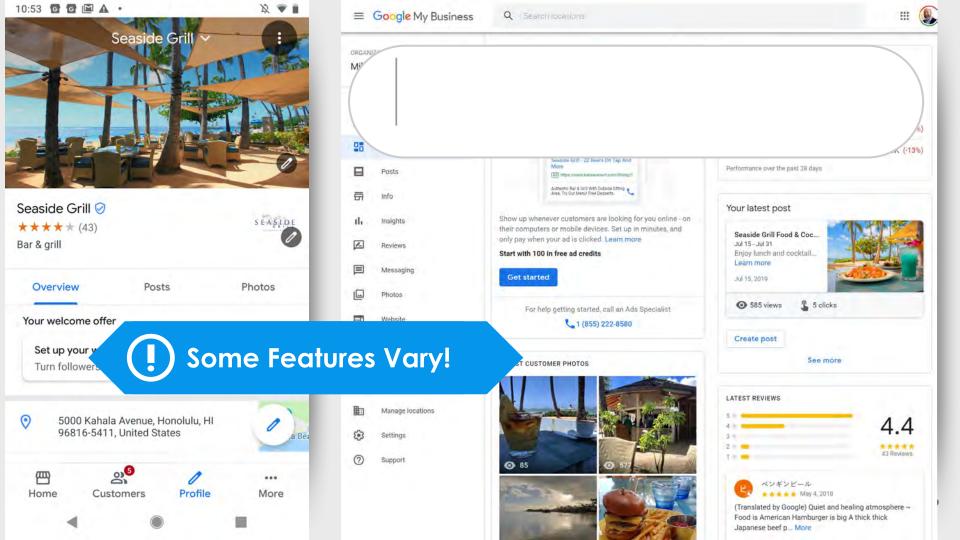




2:22 7

Download the Google My Business App

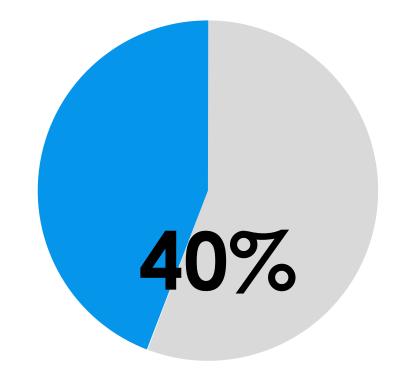




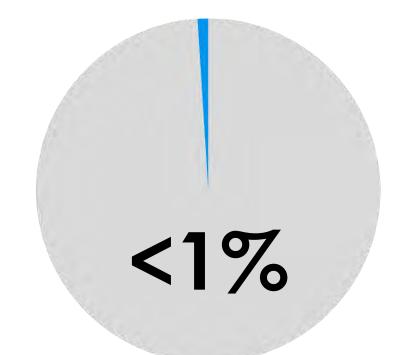


Verification and Completeness



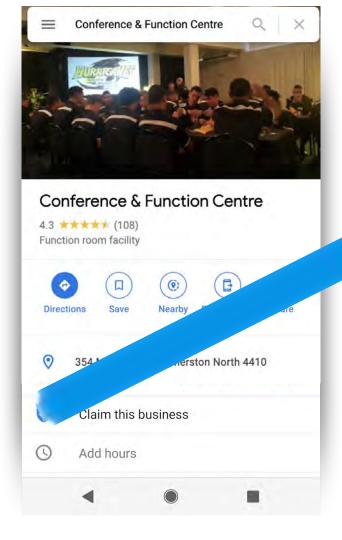


Of Manawatu listings are **unverified**, and (therefore) unmanaged by the owner



Of top performing business profiles are **unverified**

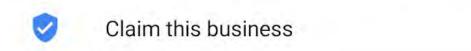




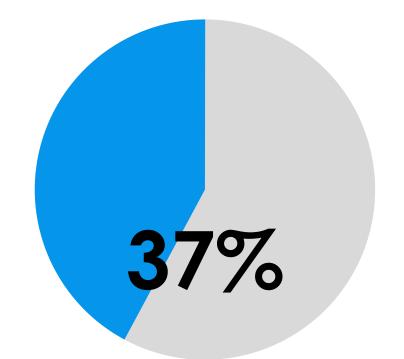
Make Sure You've Claimed Your Business

Search for your business in maps 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.



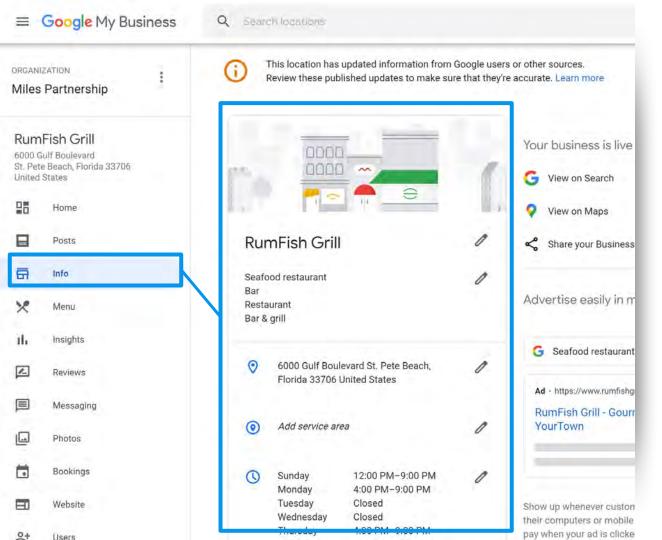




Of Manawatū listings are incomplete, missing basic information

0%

Of top performing business profiles have **incomplete** information

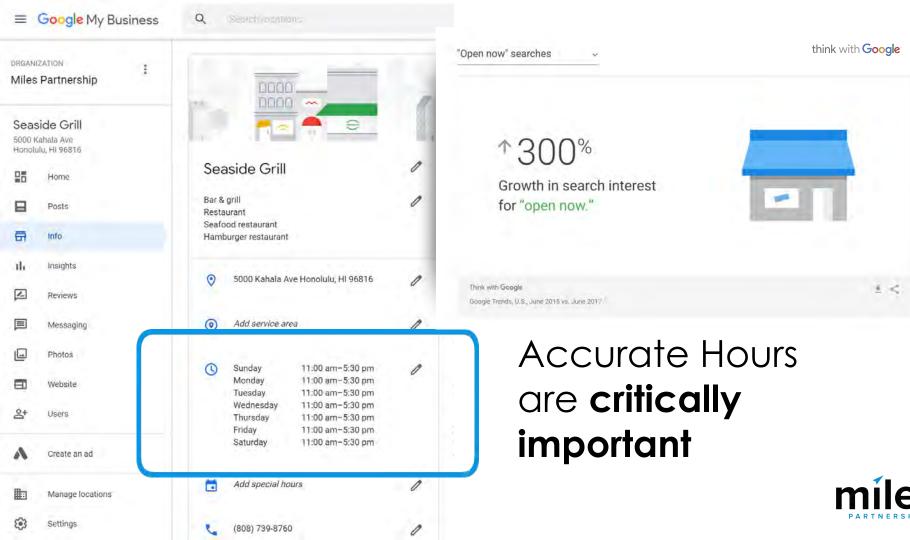


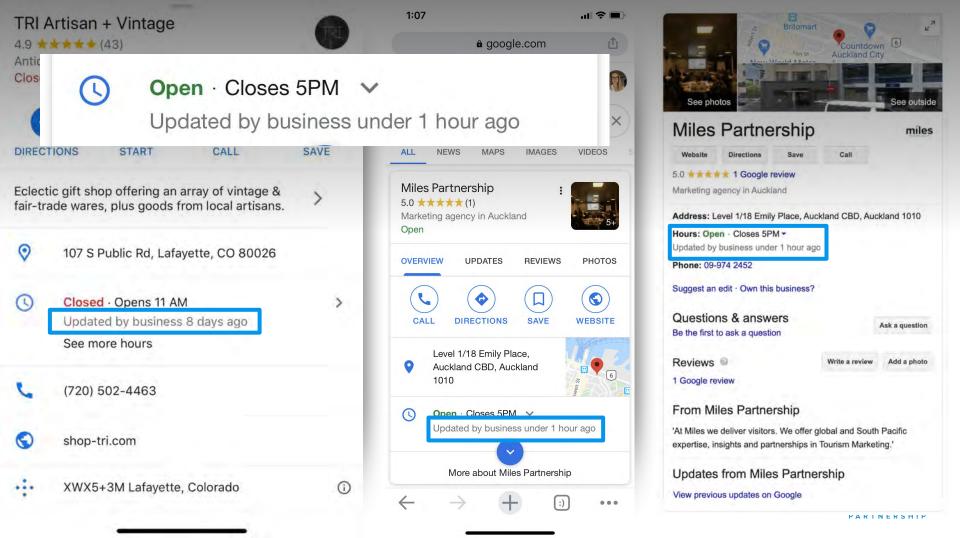
Make sure your information complete and accurate.

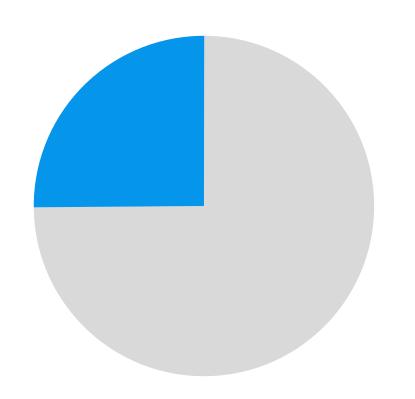
Check Your:

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









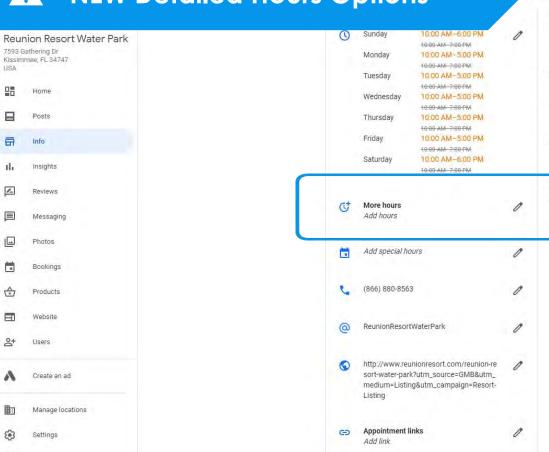
25%

Of Manawatū incomplete listings are missing hours.





NEW Detailed Hours Options

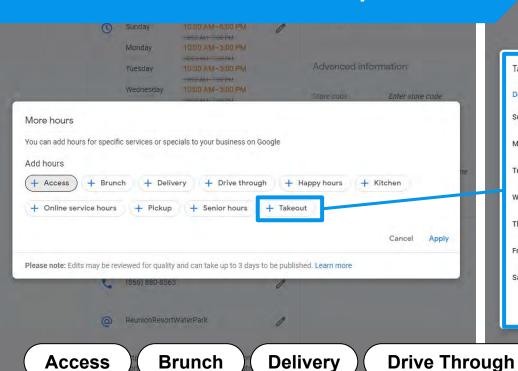


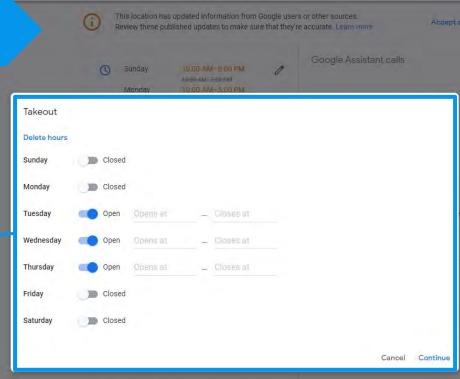
Accept all for this location

le users or other sources.

A

NEW Detailed Hours Options





Kitchen

Online service hours

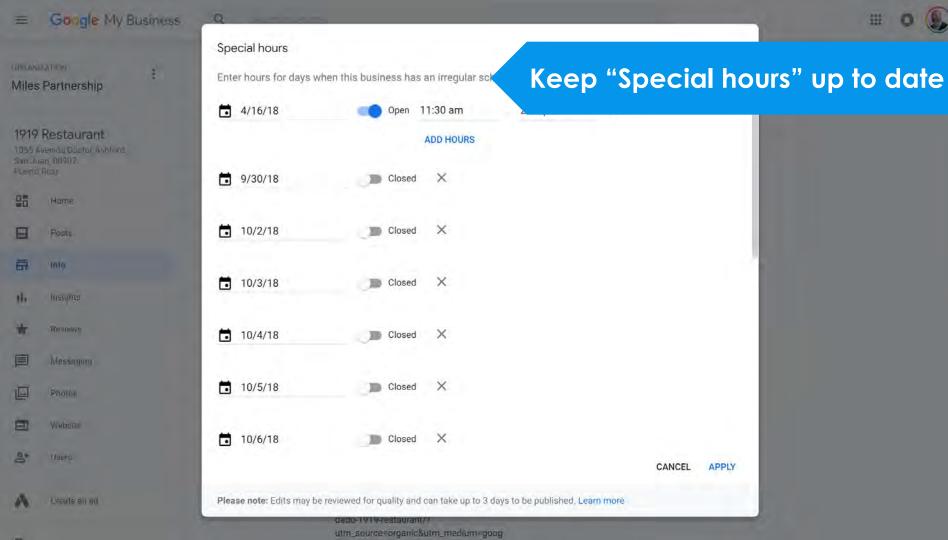
Pickup

Senior hours

Takeout

add link

Happy hours





Home

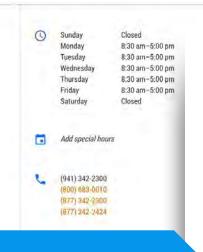
Posts

Insights

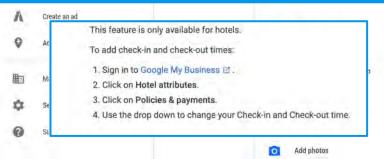
Reviews

Messaging





Hotel check-in/out times







Check-in time 4:00 pm

Check-out time

11:00 am



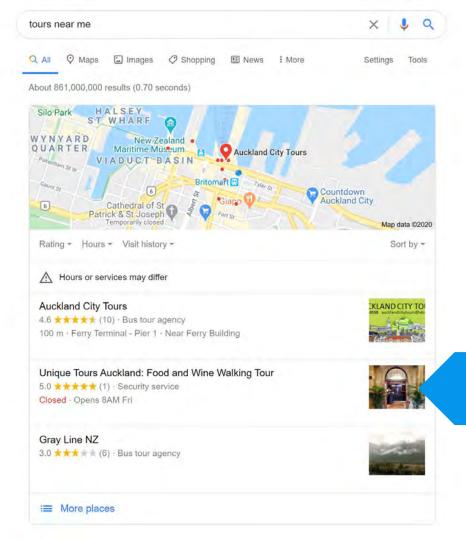
Top Performer Secrets

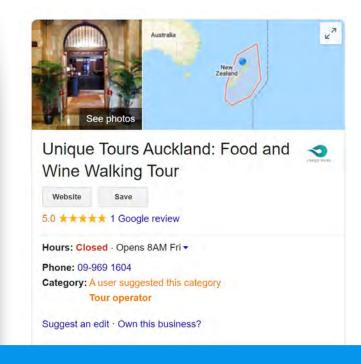


Service Areas

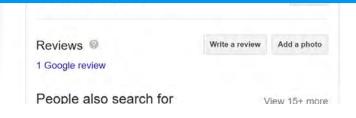


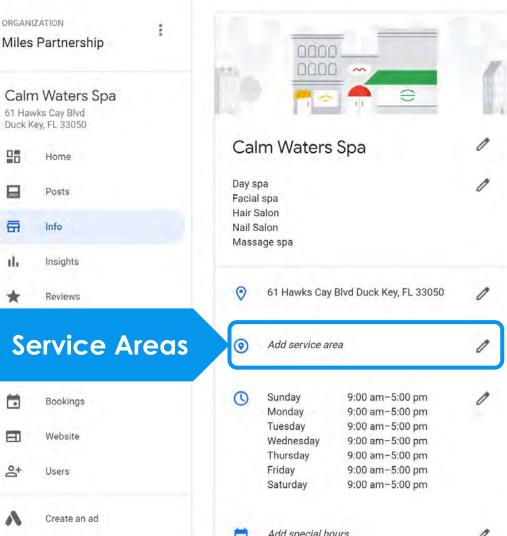


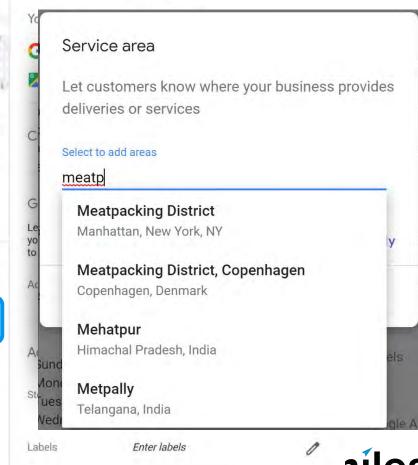




Service Area Businesses







Enter Google Ads phone

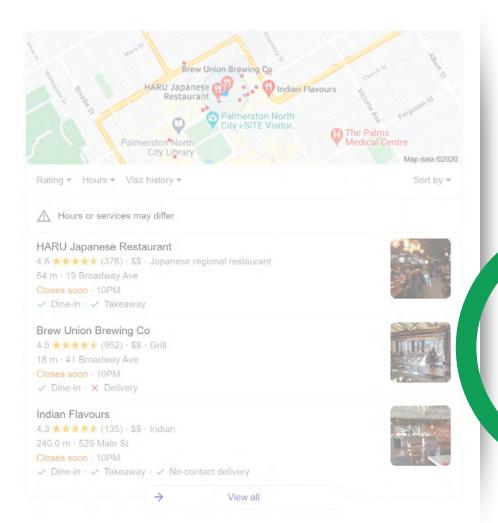
Google Ads

Top Performer Secrets



Categories & Attributes





DISTANCE

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

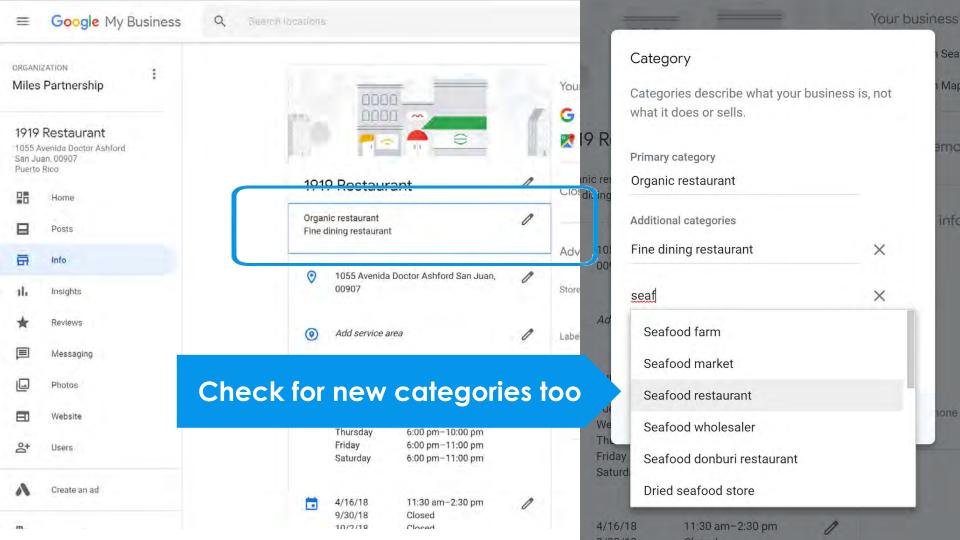
3,951
English
categories
currently
+15 vs. 2019



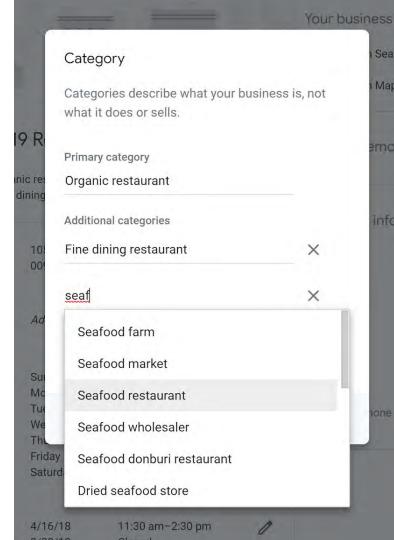
- Basket supplier
- Bird control service
- Bouncy Castle Hire
- Cat Hostel
- Gravel Pit
- Goldfish Store
- Hubcap Supplier
- ...



Example Categories



Adding relevant categories can significantly expand where your business shows up, and provide access to additional features.





Search locations

Attributes



Accessibility

Wheelchair accessible restroom





Q

1919 Restaurant

1055 Avenida Doctor Ashford San Juan, 00907 Puerto Rico





















Users

Amenities

Booster seats Not good for kids Restroom

Dining options

Dinner Dessert

Highlights No fireplace

No live music No outdoor seating No rooftop seating

Offerings Alcohol

Cocktails

Coffee Hard liquor No kids' menu

Organic dishes

Daymonto

Local ingredients OK to order just drinks

Tasting menu Vegetarian options Wine



Attributes

Only attributes you can edit are shown below. Learn more

Search these attributes

Q

Accessibility

+ Wheelchair accessible elevator

+ Wheelchair accessible entrance + Wheelchair accessible parking lot

✓ Wheelchair accessible restroom

+ Wheelchair accessible seating

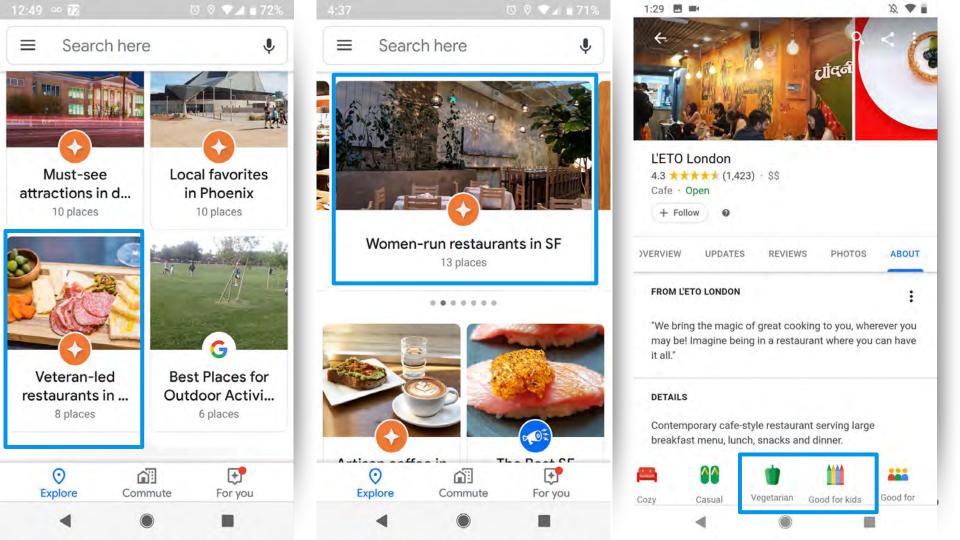
Amenities

+ Bar onsite

✓ Booster seats

O Good for kids

+ High chairs



Attributes

Attributes

es you can edit are shown below.

Hotels have the most

ese attributes



✓ Wheelchair accessible elevator

✓ Wheelchair accessible entrance

✓ Wheelchair accessible parking lot

Activities

✓ Bicycle rental

+ Boat rental

+ Game room

+ Horseback riding

+ Indoor jogging track

+ Scuba diving

+ Snorkeling

+ Water skiing

Amenities

✓ Air conditioning

Airport shuttle

All-inclusive

✓ Baggage storage

✓ Bar onsite

✓ Beach access

✓ Business center

✓ Child care

✓ Concierge

✓ Convenience store

O Currency exchange

O Dogs allowed

✓ Fitness center

Free breakfast

✓ Golf course

Attributes

Only attributes you can edit are shown below.

Learn more

Q Search these attributes

✓ Laundry service

✓ Massage services

Meeting rooms + Newspaper delivery

Parking

○ Free ✓ Paid

O Pets welcome

✓ Photocopying service

✓ Restaurant

✓ Room service

✓ Smoke-free property

✓ Spa

Swimming pool ✓ Indoor ✓ Outdoor

Wi-Fi

+ Free V Paid

Only attributes you can edit a Learn more

Attributes

Q Search these attributes

Crowd

✓ Family-friendly

+ LGBT

Highlights

+ Active military discount

+ Casino

+ Fireplace

Nightclub ✓ Private beach

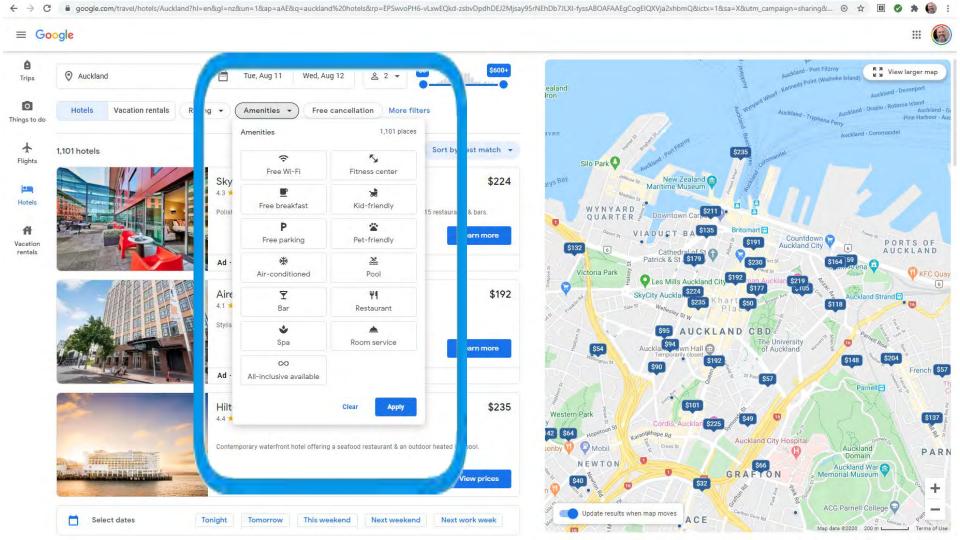
+ Veteran-Led

+ Women-Led

Lodging options

Family rooms

Amenities



A NEW attributes

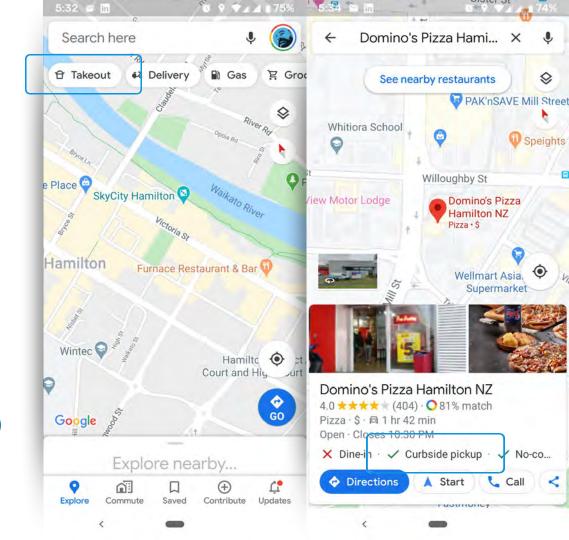
Recent changes as a result of COVID-19 have introduced new tags for restaurant and retail which directly affect whether businesses appear in map searches. Look for:

Dine-in

Takeout

Delivery or (No contact delivery

Pickup or Curbside pickup





NEW health & safety attributes

Even more recently very specific health and safety attributes have been added, including:

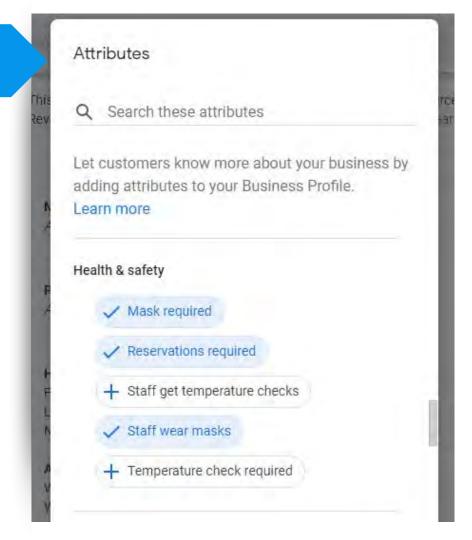
Mask required

Reservations required

Staff get temperature checks

Staff wear marks

Temperature check required

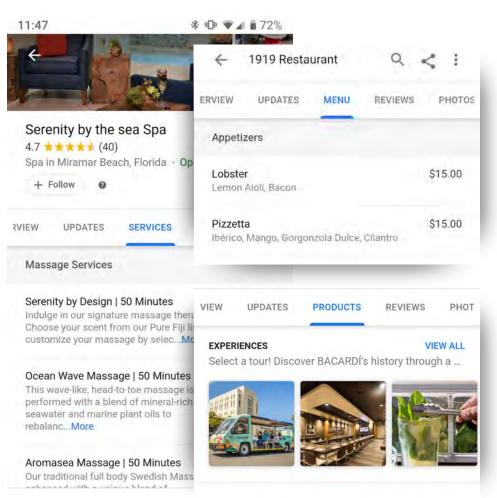


Top Performer Secrets



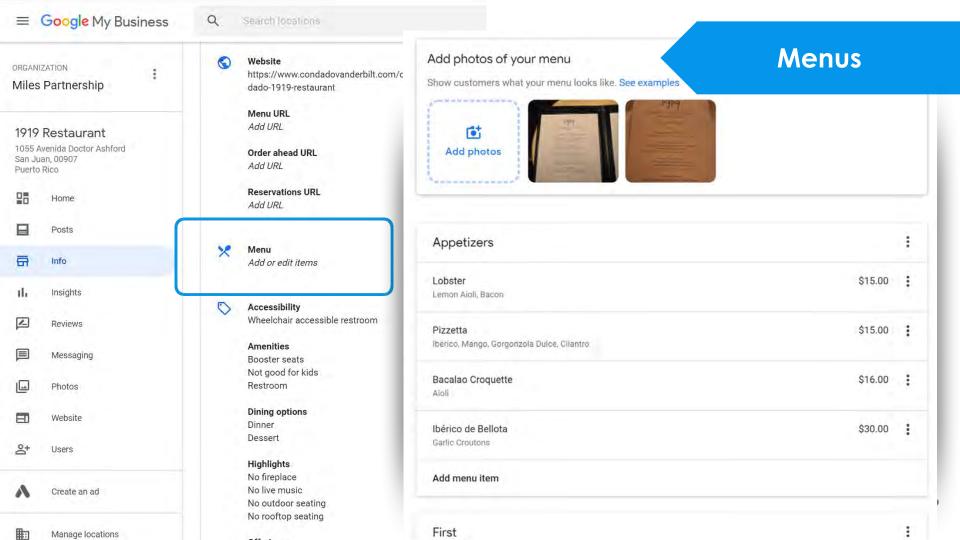
Menus, Services & Products

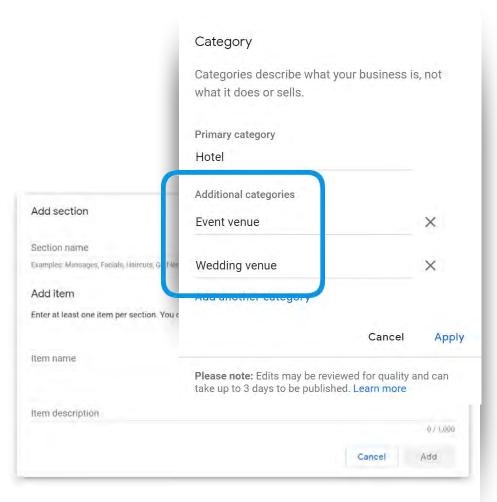




Depending on your business category, you can use **menus**, **services** or **products** to expand the content in your business profile.







Accommodations have limited access to some of these features - but, if you are also an event or wedding venue, you can add those categories to get access to "services"





Casa BACARDÍ Puerto Rico

Carretera 165 Cataño, 00949 Puerto Rico

먦 Home

Posts

Info

Menu

Insights

Reviews

Messaging

Photos

0 Products

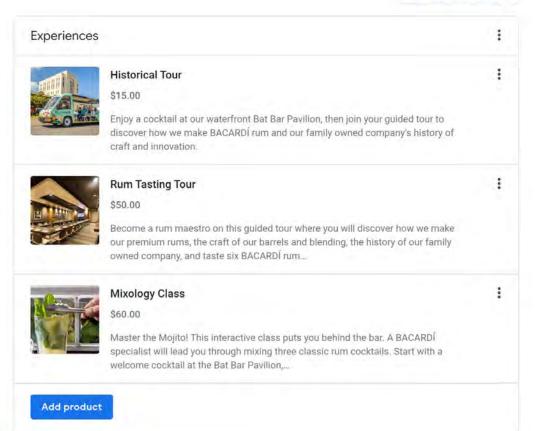
Services

Website

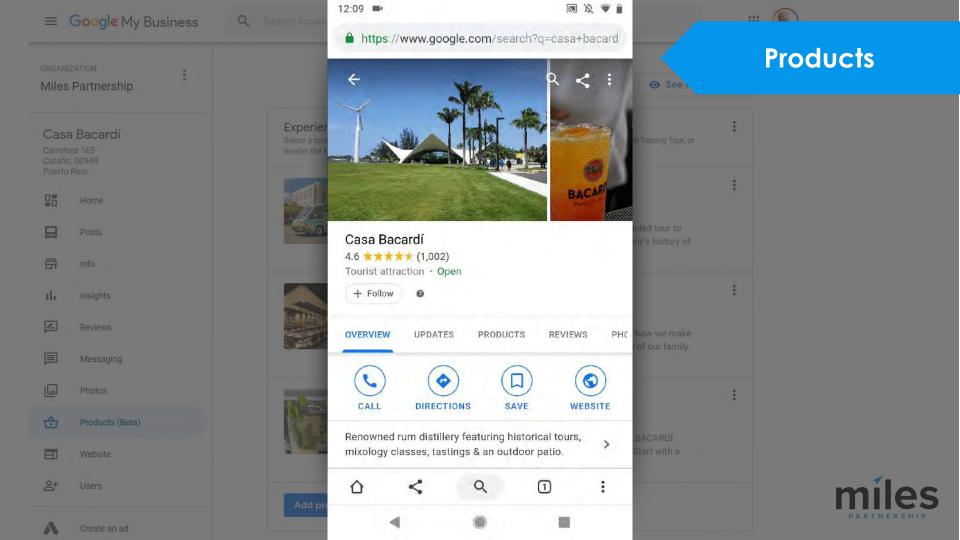
Users

Products

See it on Google











Manage products

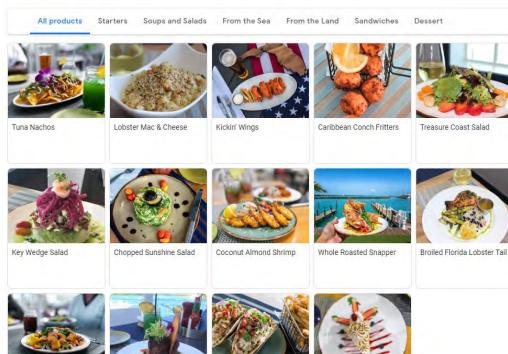
Island Catch Special

Skirt Steak

Let customers discover your business by adding products to your Business Profile on Google Search and Maps



Add product See it on Google







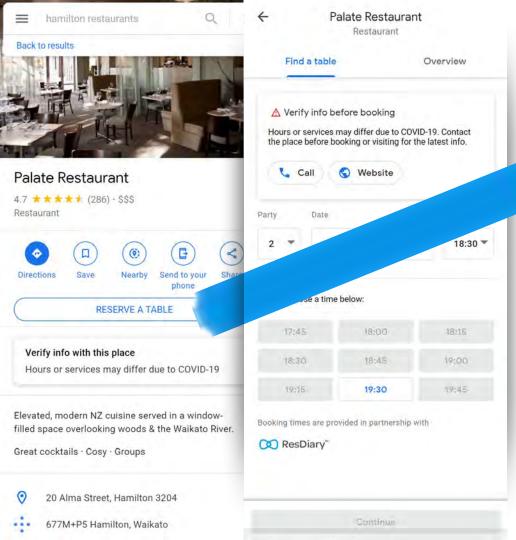
Key Lime Pie

Bookings Tab



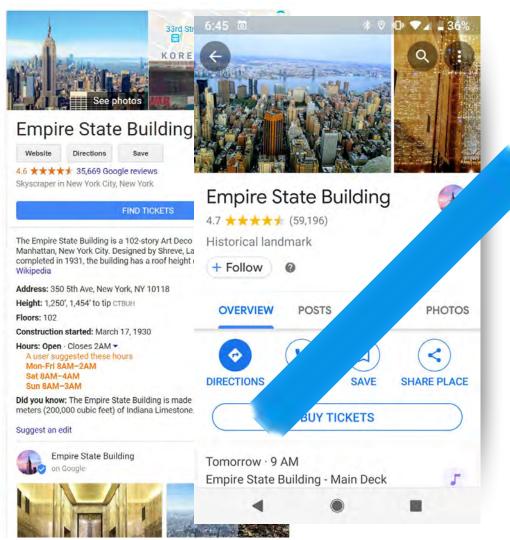
Booking & Reservations Options





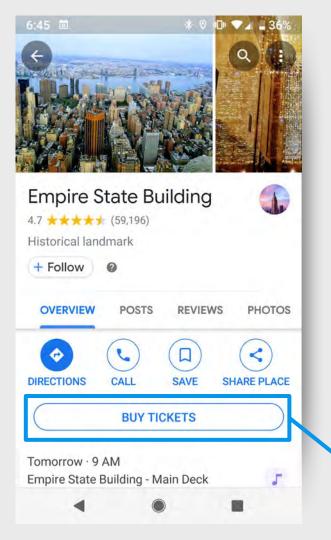
Now is a really good time to enable online booking and purchases through your GMB profile.

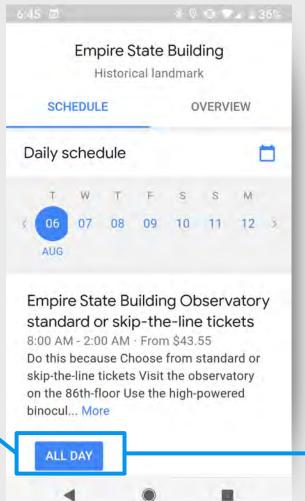


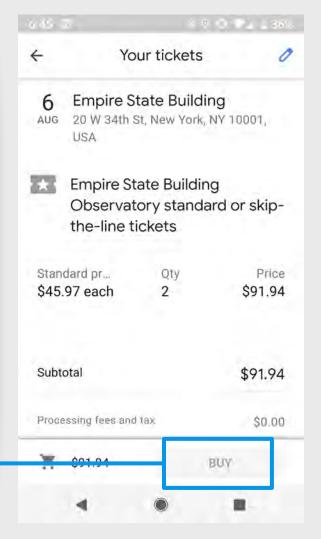


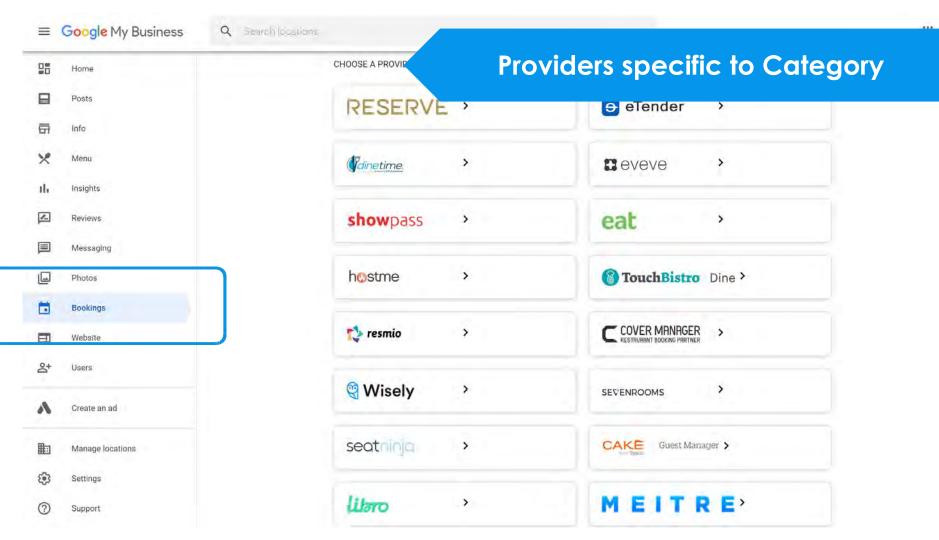
The "Reserve With Google" platform enables customers to book tickets and tours directly inside your business profile.







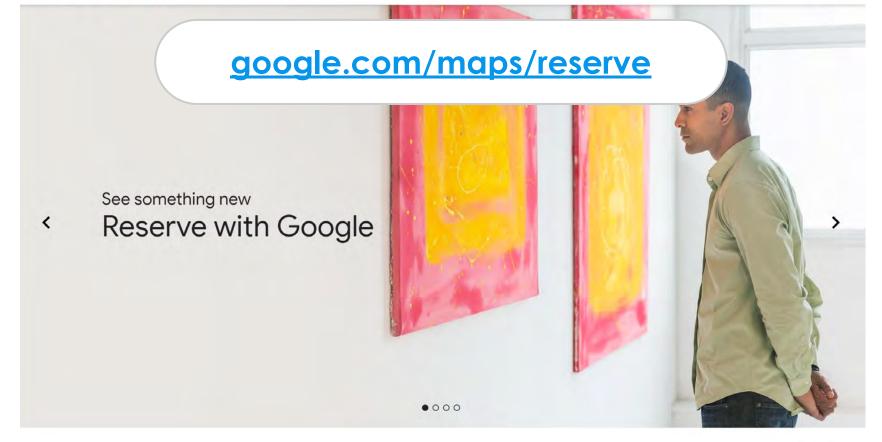


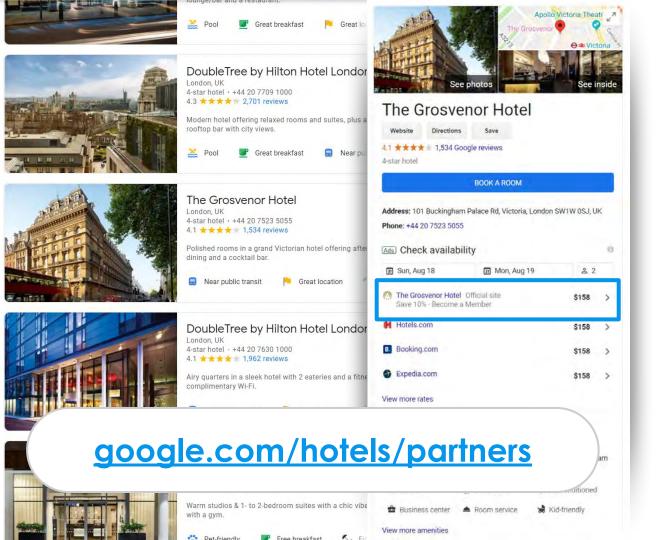


Coming Soon

There are many more tourism specific platforms on the way, talk to your provider, or consult the partners list before you implement a new one.

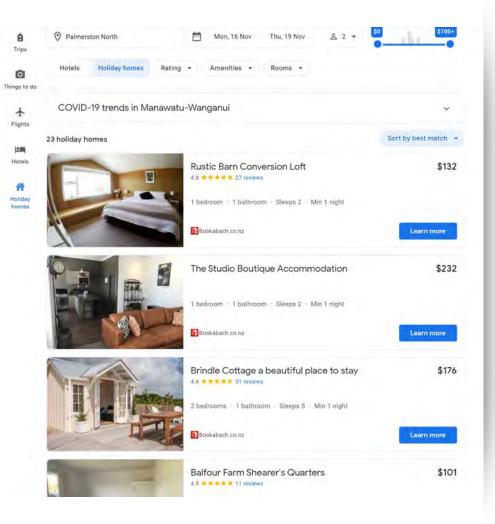






Hotel integrations are handled through OTA platforms, but you can now integrate your own direct booking platform.





Holiday Homes are now integrated into hotel search - but only through a limited set of providers including Bookabach, Holiday Lettings, Rentals United, or TripAdvisor.



Reviews Tab



Ratings, Reviews and Replies



Gabriel Kreuther #1 W 42nd St. New York, NY

Write a mylew

4.6 **** 393 reviews 10

Sort by: Newest -



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 ages 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 fime and I look forward to speaking with you.

Best Regards. Jean Lee

Guest Relations Manager



Felipe Archondo

ocal Guide - Luholo **** 2 months ago



ocal Guide 32 reviews | photo

🕶 🕶 🐲 2 mionths ago – 🎮

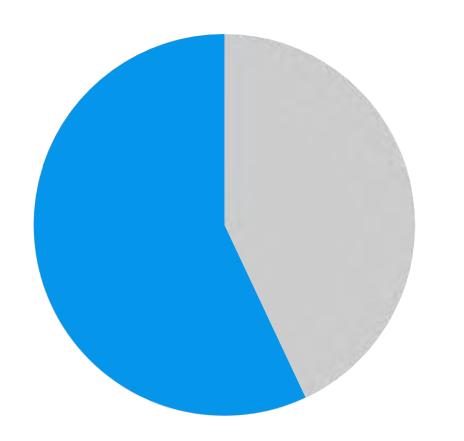


*** 2 months rigo



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







57%

Of consumers would only consider using a business if it has 4 or more stars.



Consumer Conversion Rate Increase by Average Review Star Rating

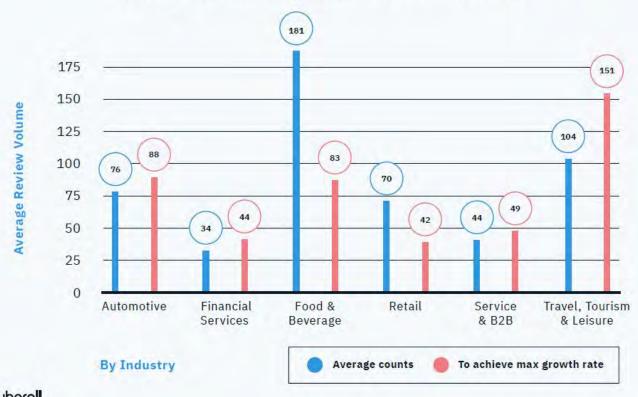


You should be targeting an average rating of 4.4 or higher to maximise conversion.





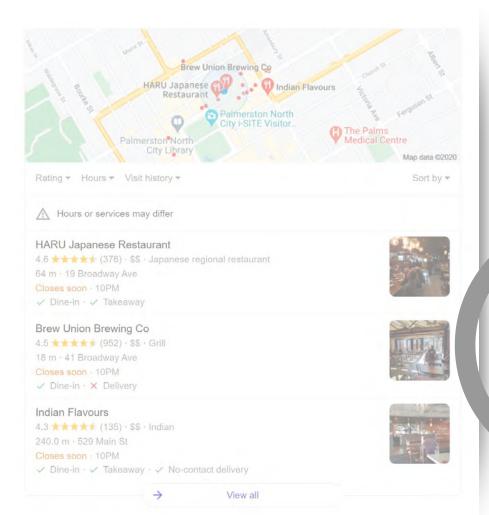
Average Review Volume by Industry Measured Against the Average Review Volume Achieving Maximum Growth

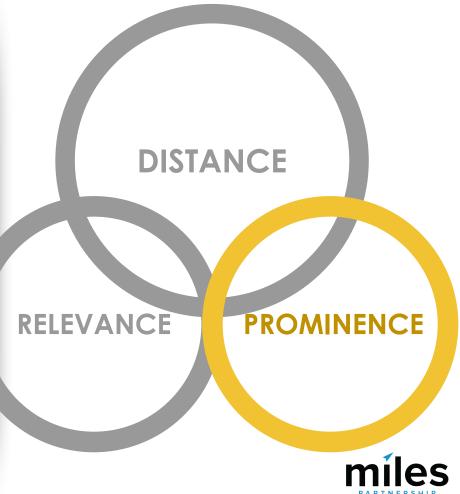


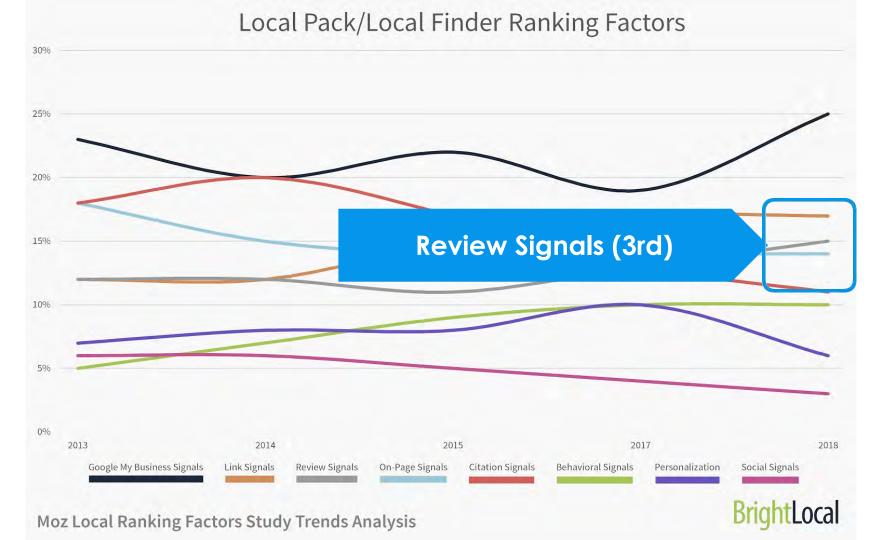
You should be targeting a review volume of 100+ to maximise growth



uberall







Top Performer Secrets



Calculating your rating "vector"



4.4 4.53 On the rise Great!

Rating "Vector"

Calculate the average score for your last 15 reviews and compare it to your overall average.



Rating "Vector"

Calculate the average score for your last 15 reviews and compare it to your overall average.

4.4 Overall
4.4 Last 15

Holding Steady
No Worries



4.4 4.10 Downward trend Better find out why!

Rating "Vector"

Calculate the average score for your last 15 reviews and compare it to your overall average.



Top Performer Secrets



Responding To Reviews



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

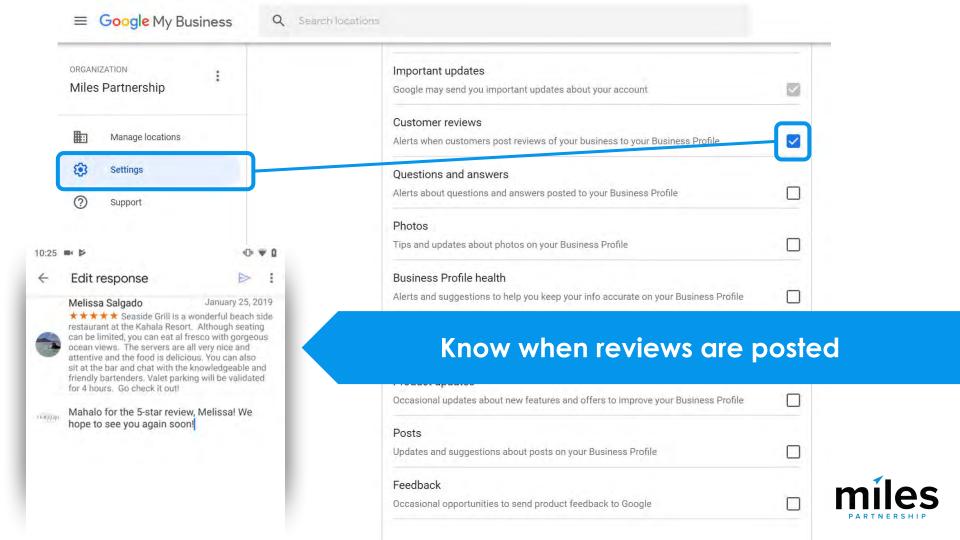


Reply to 30% of reviews to achieve 80% higher conversion rates than businesses than businesses that reply to 10%

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

uberall







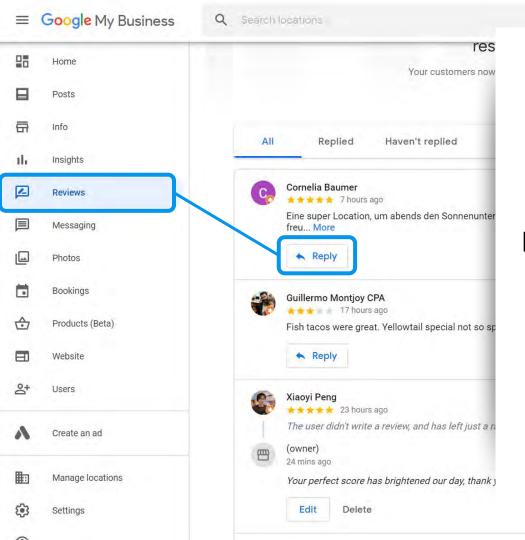
Best practices for responding to reviews

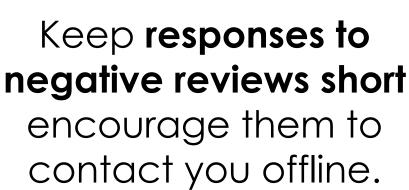
- 1. Ignore minor complaints
- 2. Address issues constructively
- 3. Don't use responses to advertise
- 4. Don't offer users anything
- 5. Be professional and polite

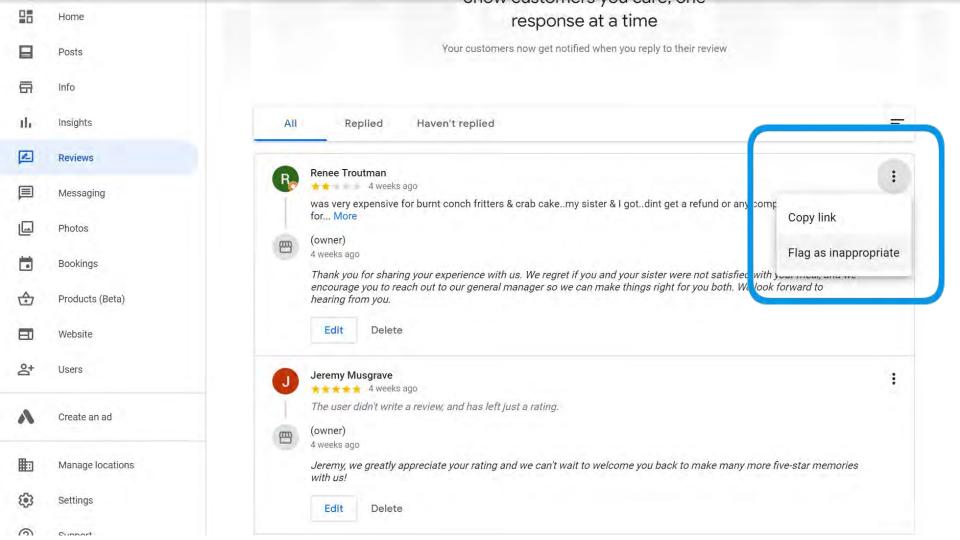
Please note that your reply will be displayed publicly on Google and must comply with **Google's content policies**.

Learn more

OK







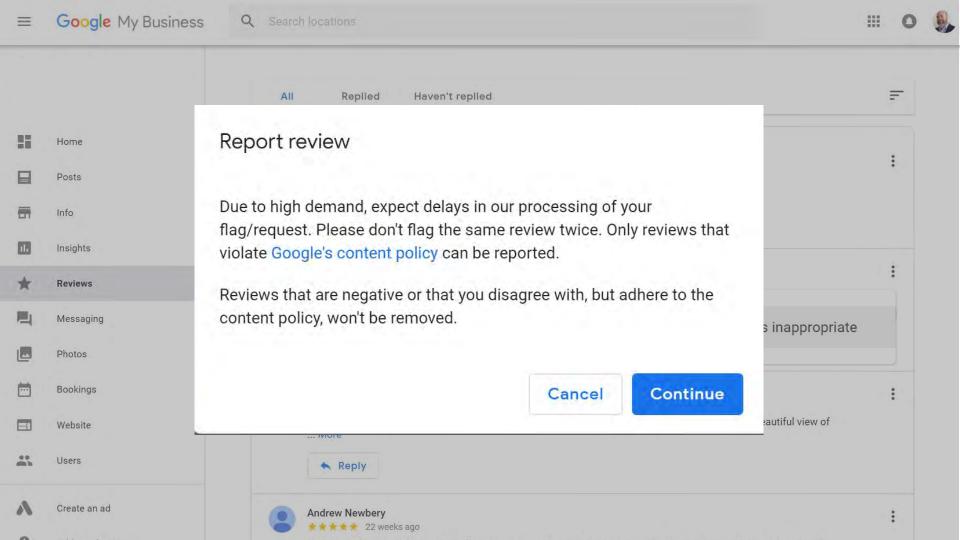
Flagging Reviews

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

Ocontent attributed to another individual, company or organization.

- Reviewing your own business
- Current or former employment experience
- Competitors trying to manipulate your ratings





Getting Help with Reviews

There are ways to get help through GMB support, but manage expectations, particularly right now.

Requi	red field
	currently signed in as ca.clark@milespartnership.com on't the account associated with your issue, please switch accounts 🗷 .
A	If your business is affected by COVID-19, update your profile to provide the most accurate info. Learn more $\ensuremath{\mathbb{Z}}$.
What is	your email address? *
ca.cla	ark@millespartnership.com
What is t	he official email address used to manage your business on Google My Business?
Select y	rour issue type *
Selec	t one •
Describ	e your issue. *
What is y	rour issue?

support.google.com/business/gethelp



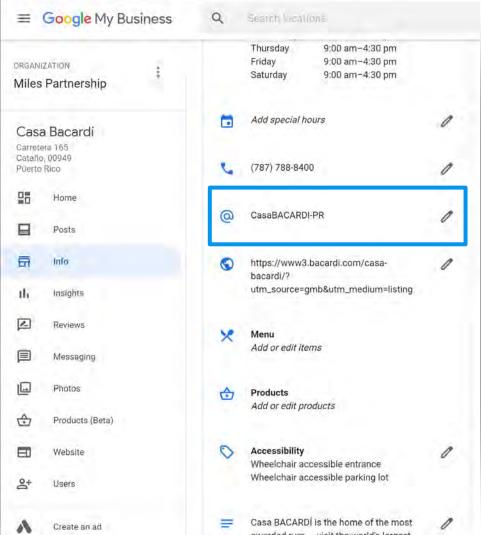
Top Performer Secrets



Encouraging Positive Reviews





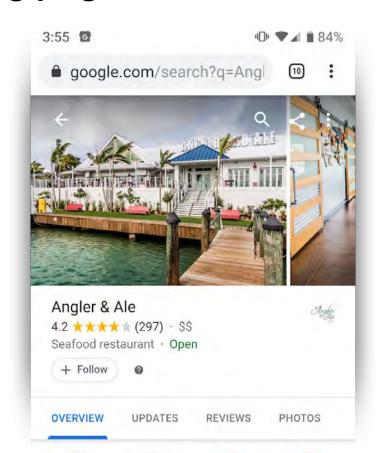


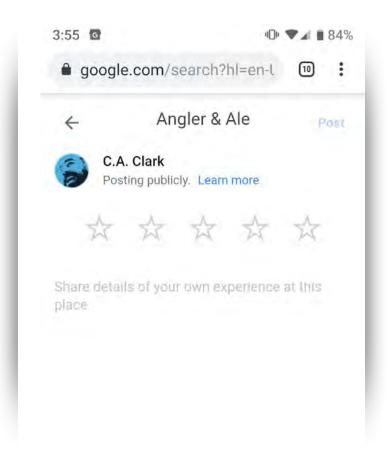
Set up a "short name" for your business. Short names are unique, and have to be based off:

- display name
- existing branding
- current custom URLs
- name of your linked website



<u>g.page/YourShortname</u> <u>g.page/YourShortname/review</u>





marketingkit.withgoogle.com

Free stickers, posters, social posts, and more – from your Business Profile on Google

Enter business name



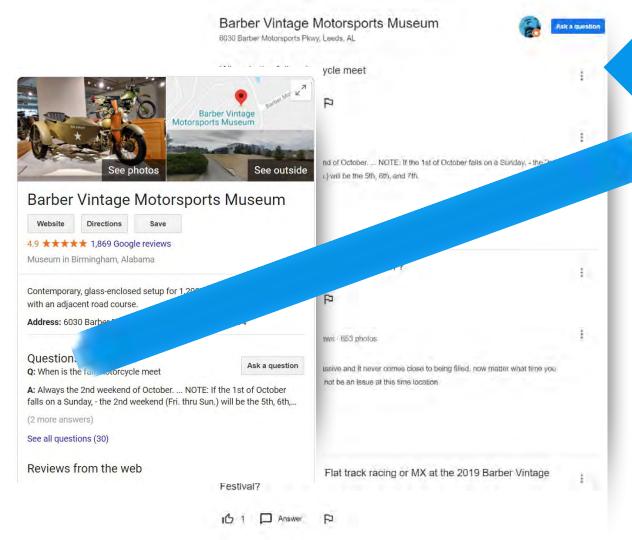


Top Performer Secrets



Monitoring Questions & Answers

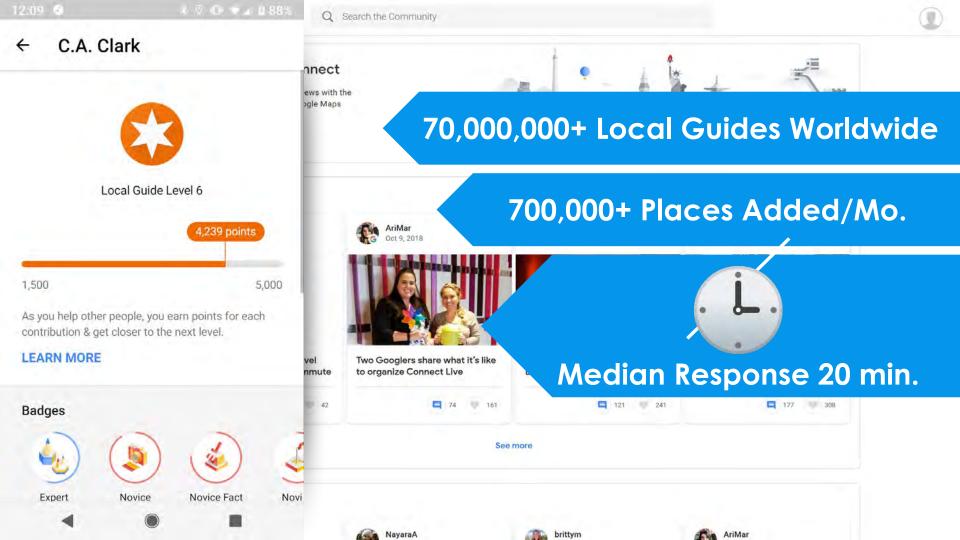


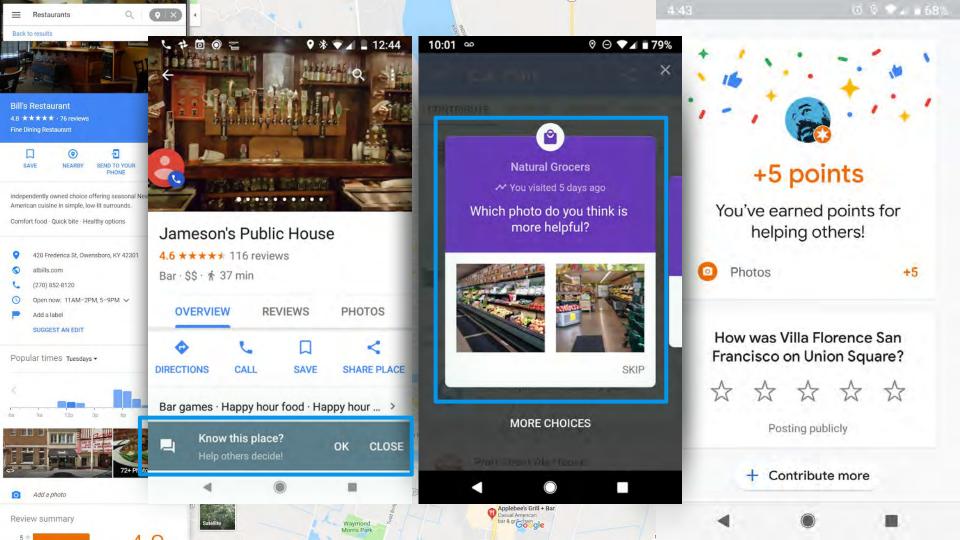


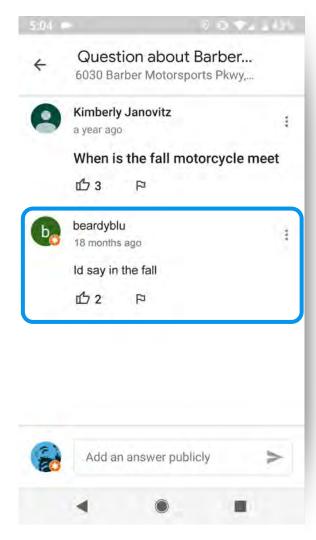
(Not even in GMB!)

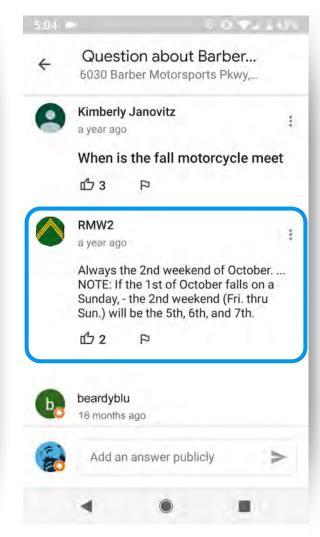
Questions & Answers is a public feature which appears as part of your Business Profile. Anyone can ask, and answer questions about your business.









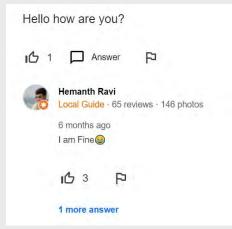


But... they often get answered faster by Local **Guides** than they do by the businesses, and the Guides aren't always right.











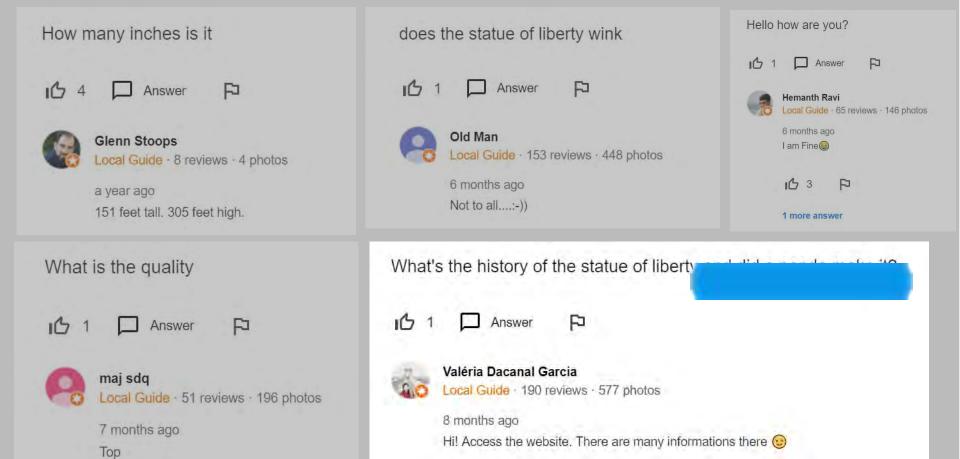
Questions & Answers is also generally full of some **pretty crazy stuff** - so it's worth checking your listing.

What possible penalty does she face?

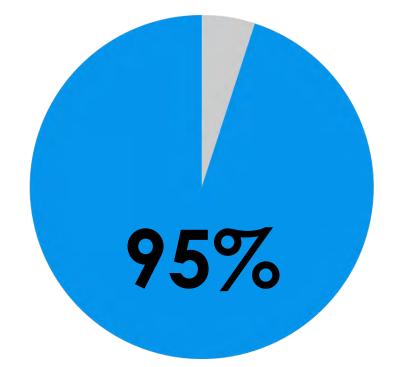
7 months ago

Top

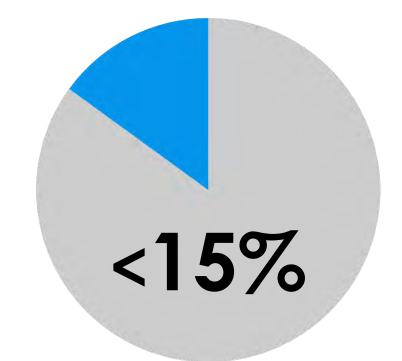




What possible penalty does she face?

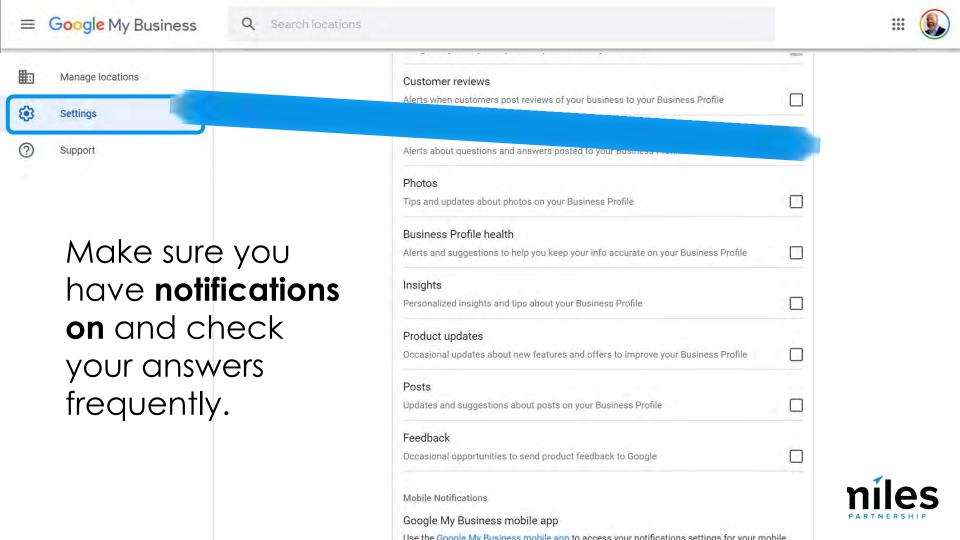


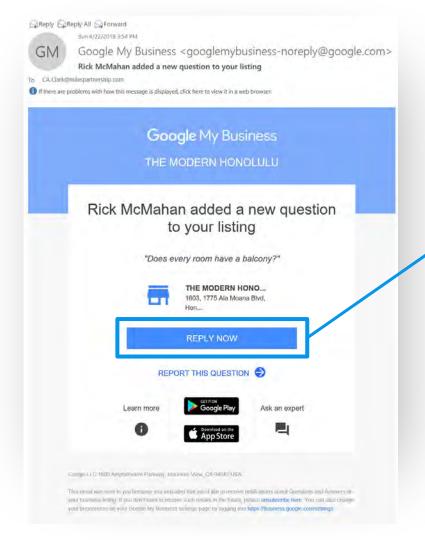
Of our 50,000 audited listings had **questions** from **customers**

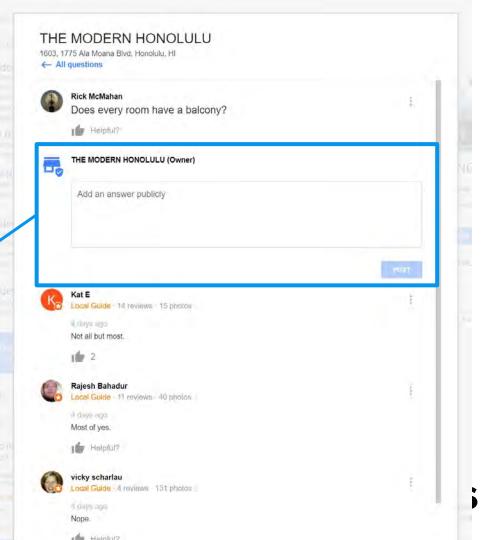


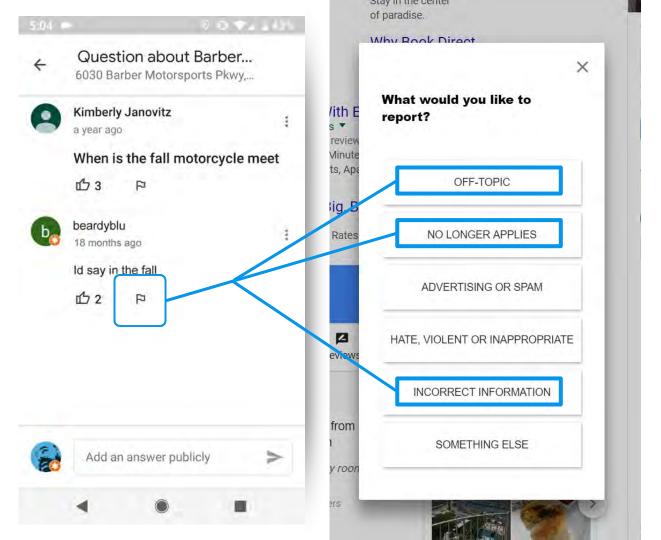
Have **answers** from the business **owner**





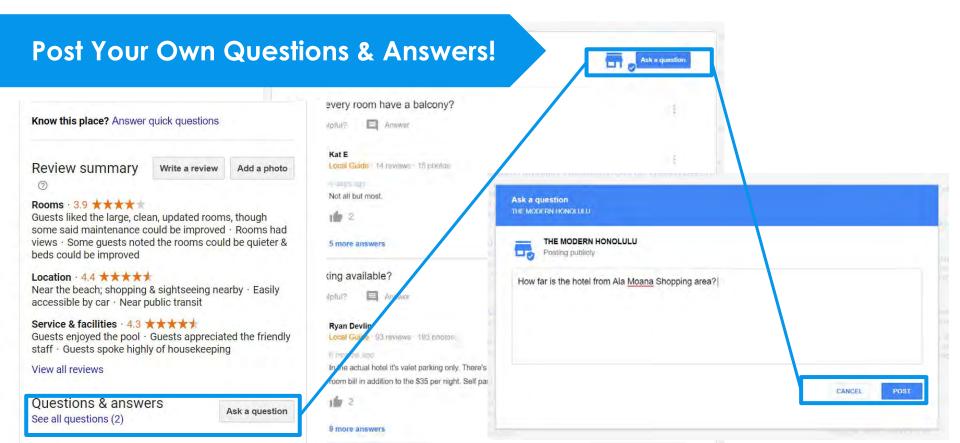




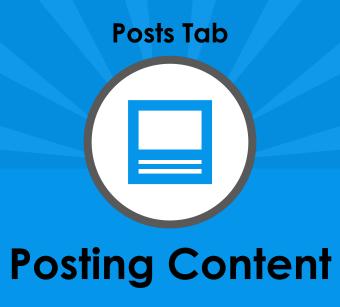


After you've provided your own answers, report the bad answers in your profile.

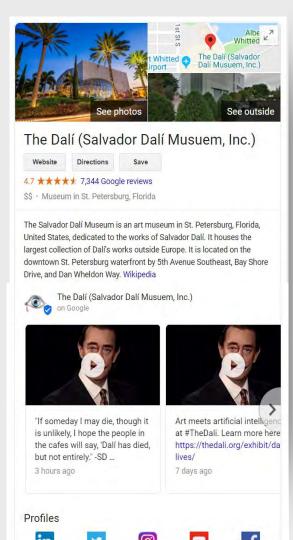


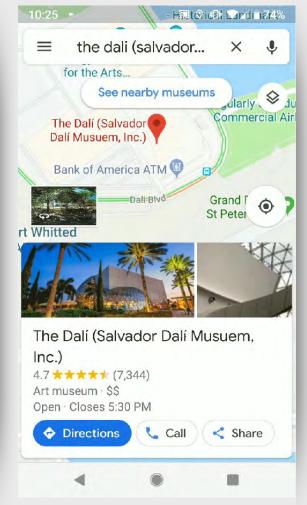






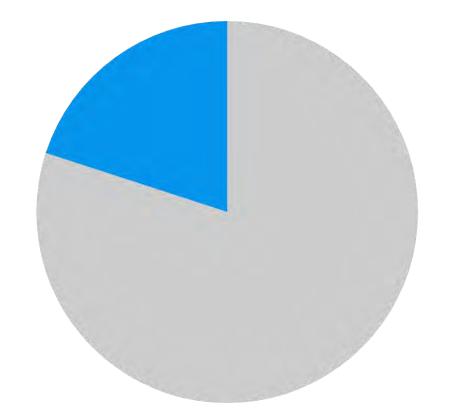






Posts appear with your business profile and provide a huge amount of organic (that means free!) visibility for your business.



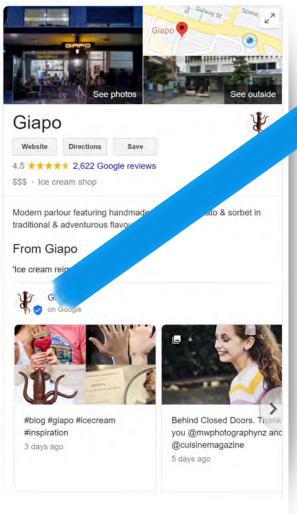


Audit Benchmark

<18%

Of our 50,000 audited listings listings were actively using posts, and less than 50% have used a post ever.





Posts are:

- Free: no cost per click
- **Trackable:** with views and clicks or with your own analytics codes
- Visual: include images or videos
- Engaging: include direct links to your website or buttons





Miles Partnership

Plumeria Beach House

5000 Kahala Avenue Honolulu, HI 96816

Home

Posts

☐ Info

II. Insights

Reviews

Messaging

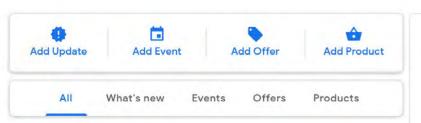
Photos

Bookings

■ Website

2+ Users

Create an ad





Your posts

Last 28 days 🔻

Views 10721

+17%

Clicks

23

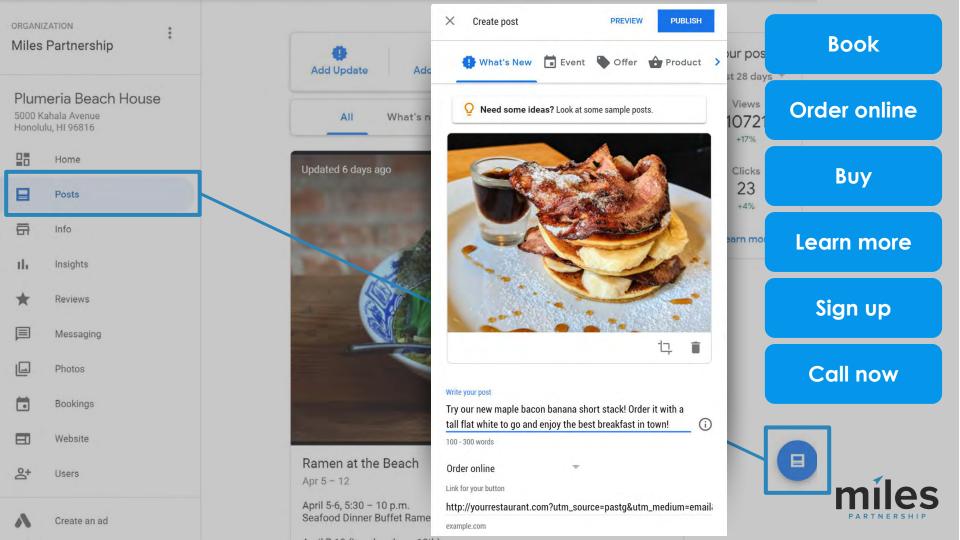
Learn more

Ramen at the Beach

Apr 5 - 12

April 5-6, 5:30 – 10 p.m. Seafood Dinner Buffet Ramen Station







Famous Sunday Brunch at Hoku's

Dec 30, 2018

Sunday Brunch at its best in the Honolulu and Waikiki area featuring Maine Lobster, Poke Bar, rolled sushi, King Crab legs, hand carved Rack of Lamb, and an assortment of the finest desserts. In addition enjoy made-to-order French toast, Avocado toast, famous Hoku's Ahi Poke Musubi, fried soft shell crab, eggs any style and omelets. Last seating at 2:00 pm.

Book

3.95K views





Median views per week is about 3,000. Average interaction rate is about 1%.

This is between a banner ad at .5% and a PPC ad at 2%

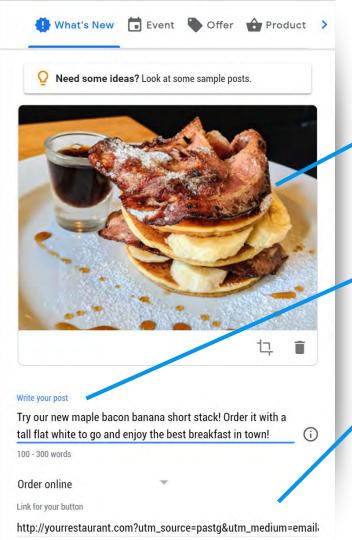


Top Performer Secrets



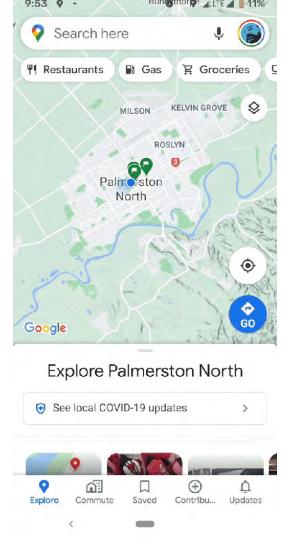
Using Posts Effectively





- 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.

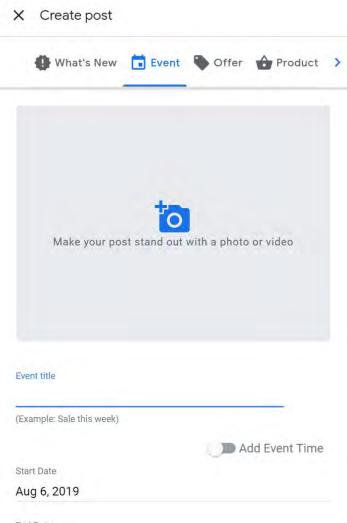




Best Practices for using GMB Posts:

- 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.
- Posts also appear as part of the explore panel (see left)





Event-type posts have the best overall performance* for our directly-managed profiles. Events have the greatest number of available options and are presumably viewed as more timely.

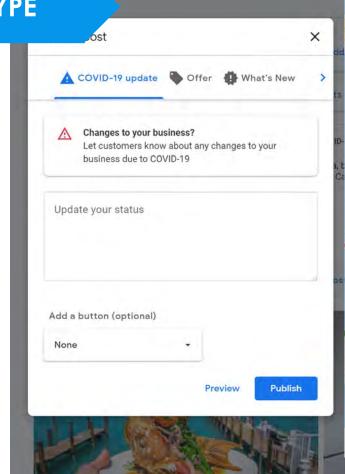
*ymmv

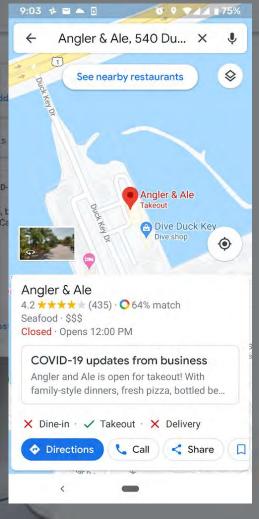


A NEW COVID-19 POST TYPE

New COVID-19 update post type, which has limited options but is pinned to the top of your profile, allowing other posts below as normal.

This is a great place to reassure customers about safety.



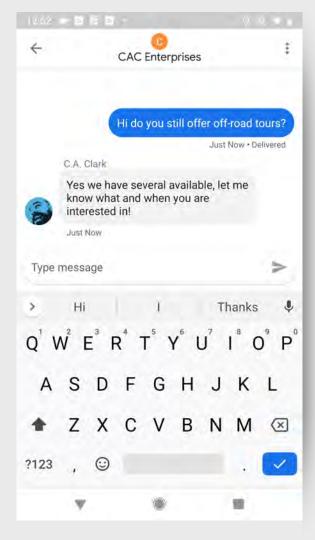


Messaging Tab



Communicating directly with customers

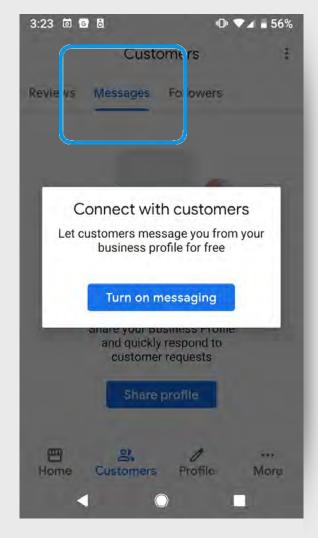


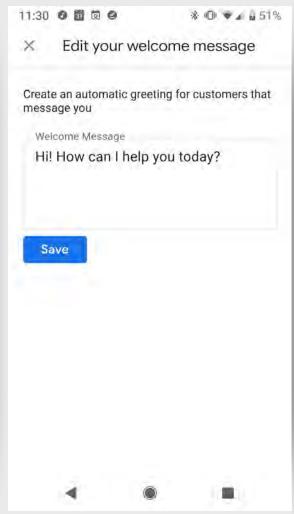


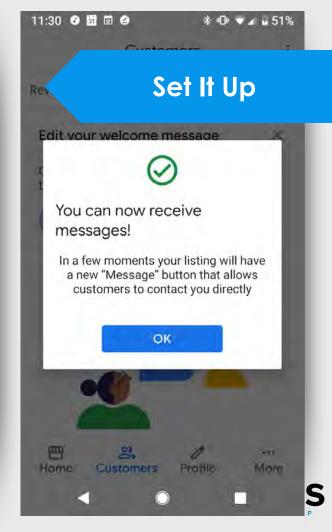
(Mobile Only)

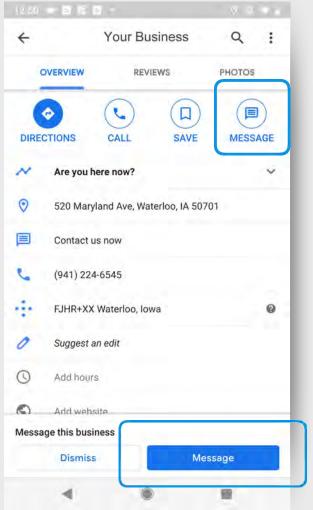
Messaging allows customers to connect with you directly (and privately) through your business profile with questions and concerns.

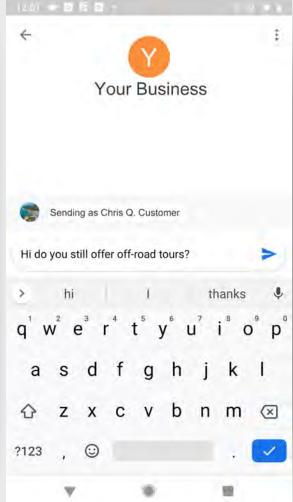


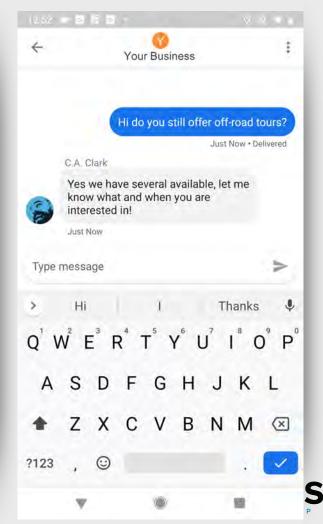










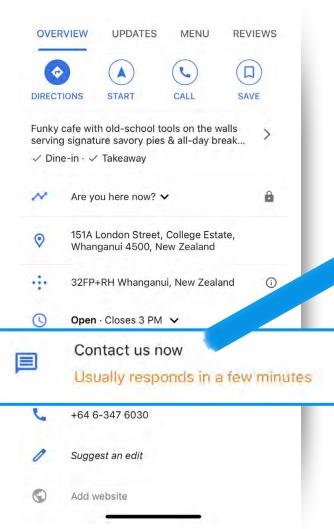


Top Performer Secrets



Messaging Best Practices





Messaging is a great way to connect directly with customers, but before you commit consider these things:

- Make sure you or someone you designate is
 prepared to answer quickly. You don't need to
 answer after hours, but how quickly you respond
 can be important NOTE: If you don't respond within
 24 hours you risk having the feature disabled.
- Because it's now part of the app you can have multiple users/devices assigned to answer questions
- Conversations aren't public but remember they can be screen-captured





Partners

u heyday

Contact one of our partners to enable messaging and to optimize your program. Or contact us for partnership opportunities.



IMImobile[©]

Khoros

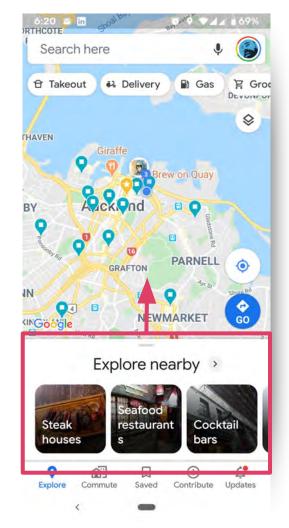
Market

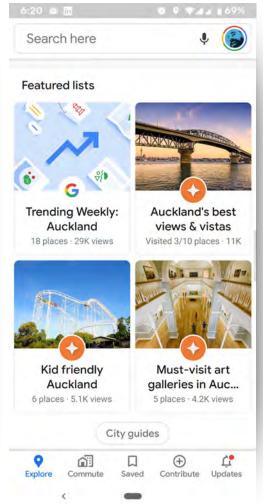
Top Performer Secrets



Followers & Welcome Offers

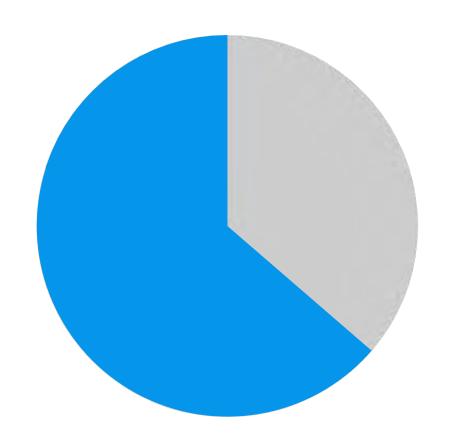






The Explore tab in the Maps app has emerged as a major source of business visibility.

When a user searches for a location, they can swipe up to access business category searches, themed lists and more inside of the app.

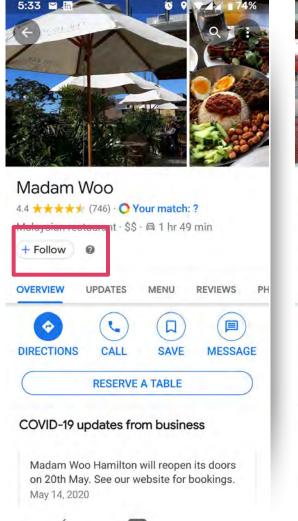


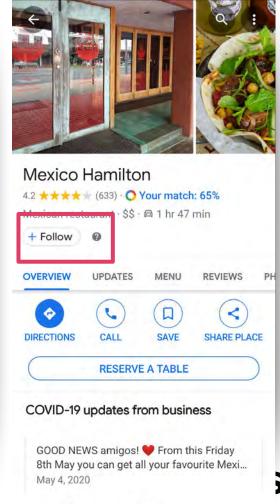
67%

Of online travelers use Google's "**Explore nearby**" as a research or booking tool.

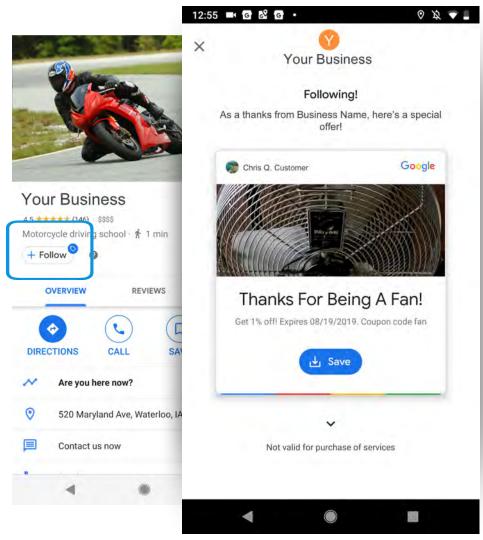


Users inside of Maps can opt to follow a business. This allows them to get updates and special offers inside of Maps.





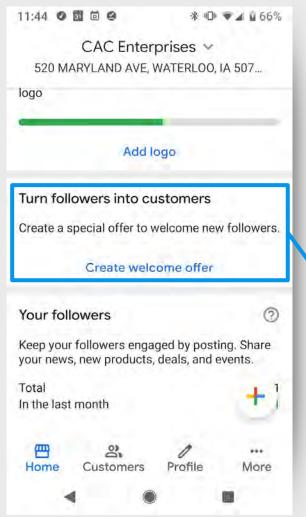
5:34 ≥ in

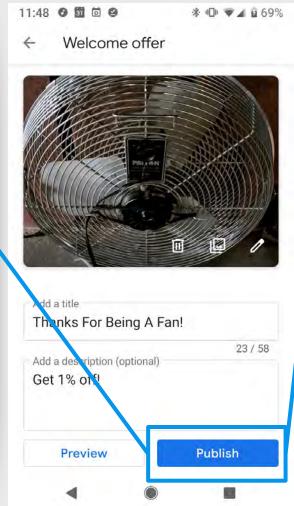


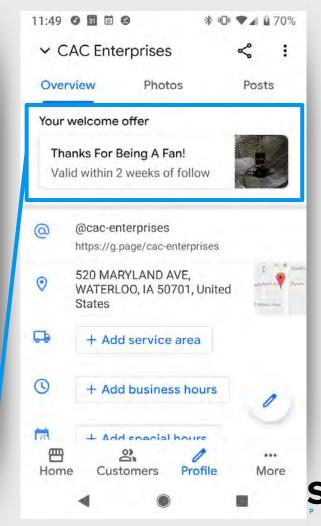
GMB App Only

You can send customers exclusive offers and updates from your business.









Photos Tab



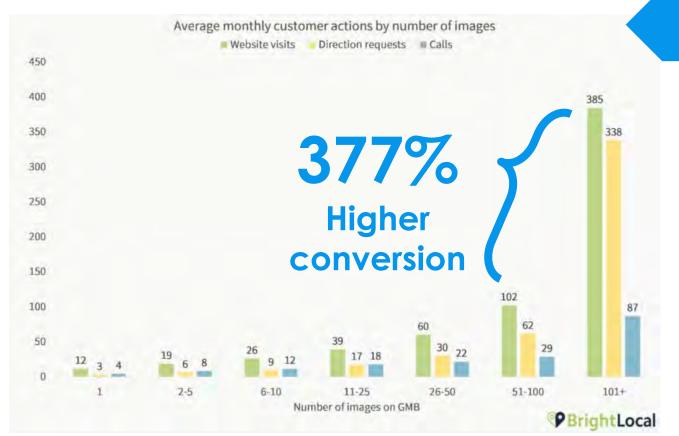
Managing Your Visual Representation





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

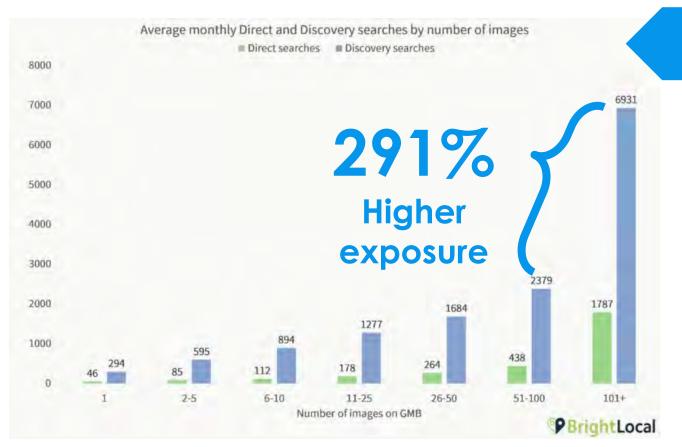




Images

Businesses with more than 100 images have significantly higher conversion rates.



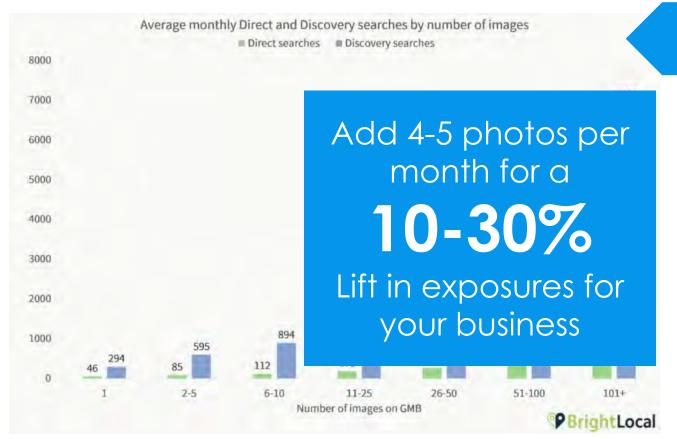


Images

They also have higher exposure rates

suggesting that photo volume (and frequency) is an important ranking signal.





Images

They also have higher exposure rates - suggesting that photo volume (and frequency) is an important ranking signal.



Top Performer Secrets



Photo Best Practices



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.



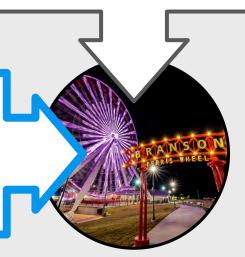


1. INFORMATIVE

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 eye-catching? Consider color, contrast, saturation, lighting, focus and leading lines.



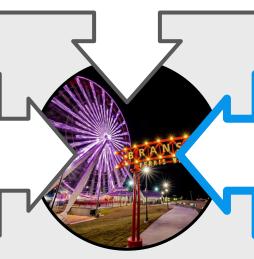


1. INFORMATIVE

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 eye-catching? Consider color, contrast, saturation, lighting, focus and leading lines.



3. RECENT

Customers want to know what things look like right now, the're looking for reassurance - yes, this place is open, yes it's safe, etc.

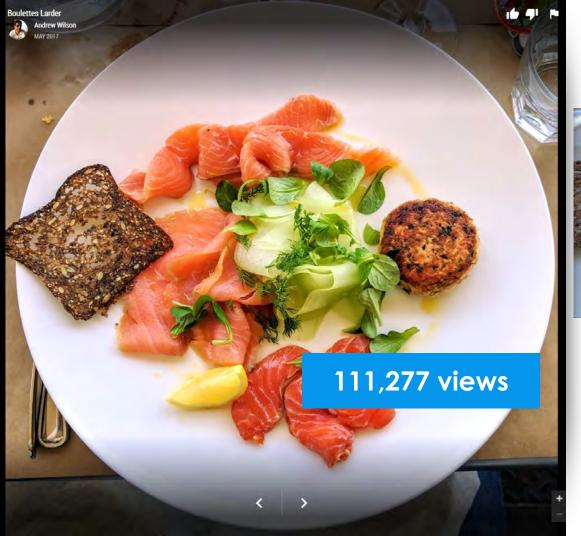






This photo is good! It's both informative and attractive. Easy to understand what it is, where it's taken from, bright colors good contrast, good framing.

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





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.
- Avoid seasonal images, unless that's relevant to the location you're shooting.



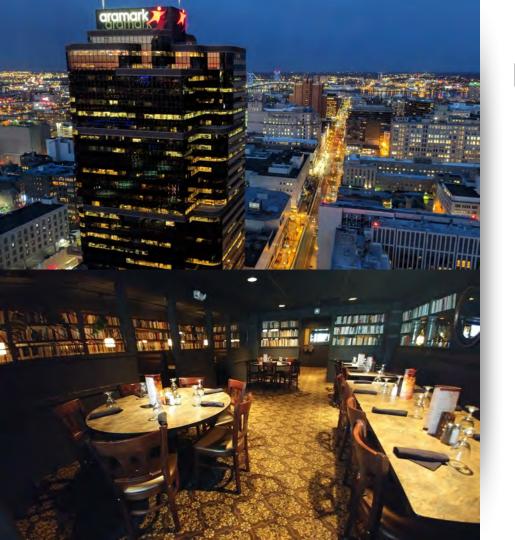


Photo Best Practices

- Keep your vertical and horizontal lines as straight as possible.
- Shoot mostly horizontal images

 the products make much
 better use of them than portrait
 images.
- Interiors without people are preferred to those with people.
 Avoid identifiable faces & PII, or have release forms.

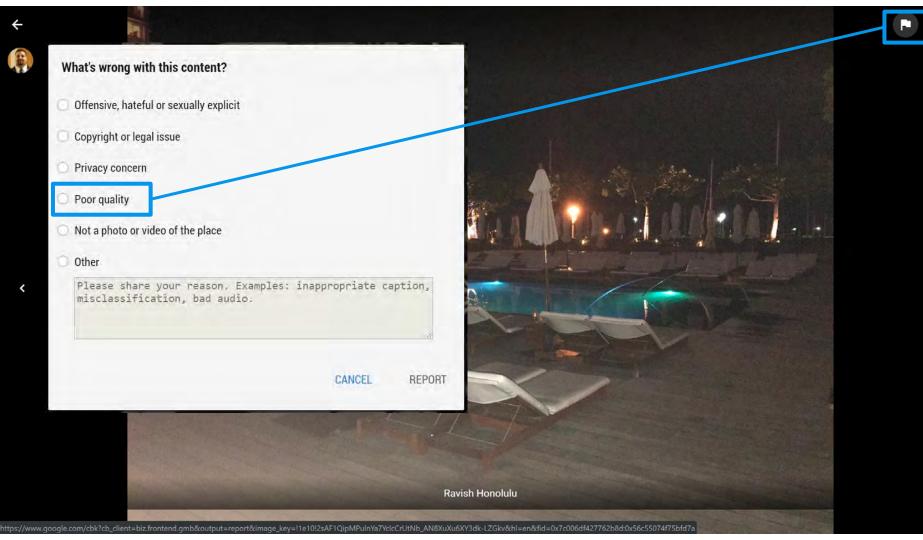


Top Performer Secrets



Flag poor quality & irrelevant images for removal





Top Performer Secrets



Use 360s and Virtual Tours To Attract Customers





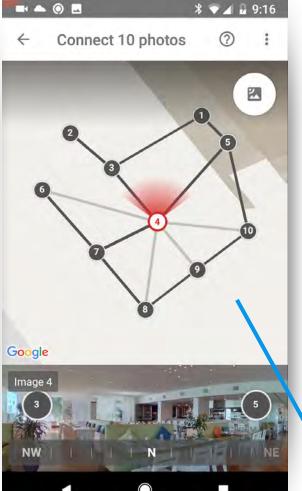
360 degree imagery via Google Street View is an **important tool for businesses**, **travelers** and **destinations**. Increasingly customers are expecting to be able to "look around" your business before they decide to visit.



Especially true in 2020!

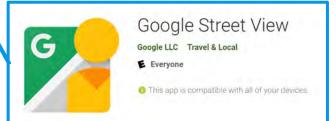


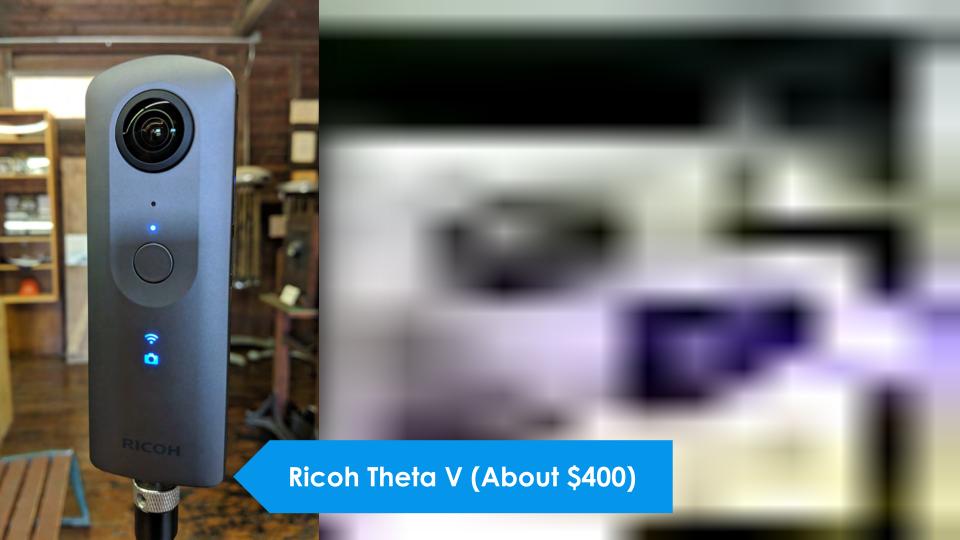




Free App

You can also connect your 360s into virtual tours that allow customers to take a walk through your business.



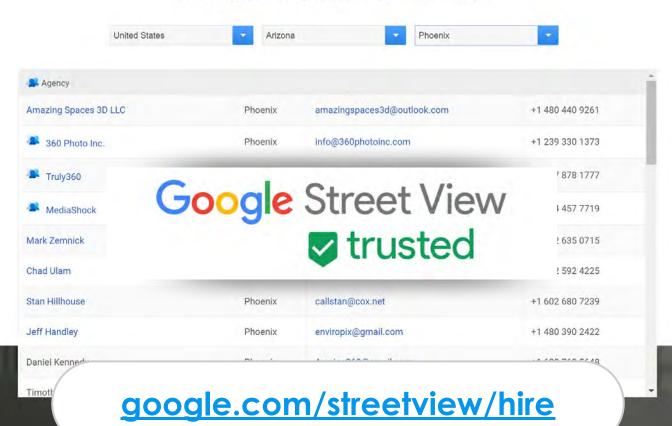


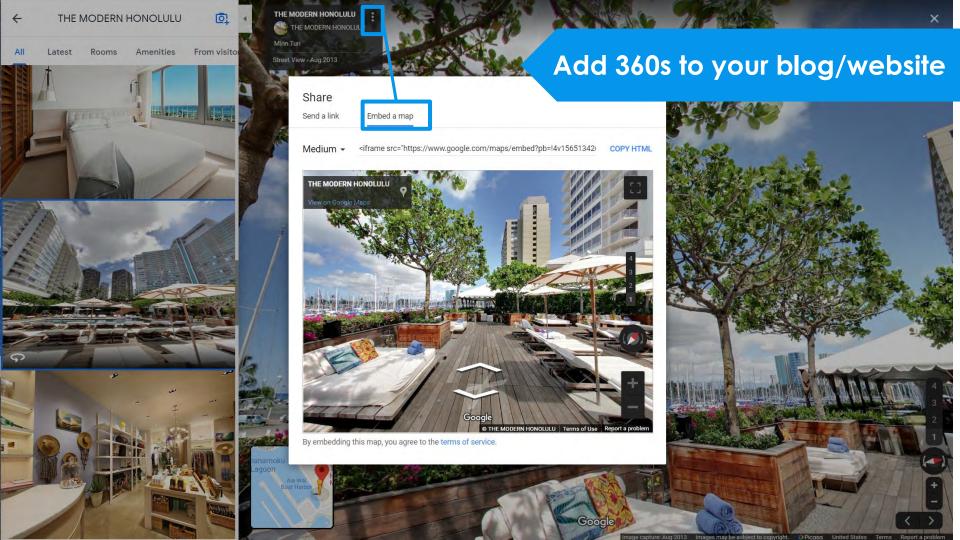




FIND A TRUSTED PRO IN YOUR AREA

Get started by searching for a trusted professional near you.



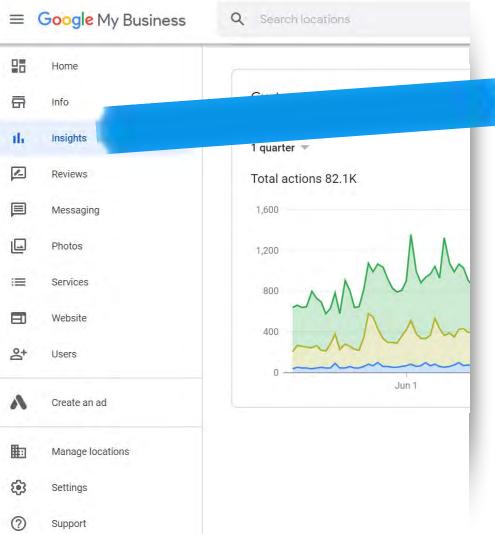


Insights Tab



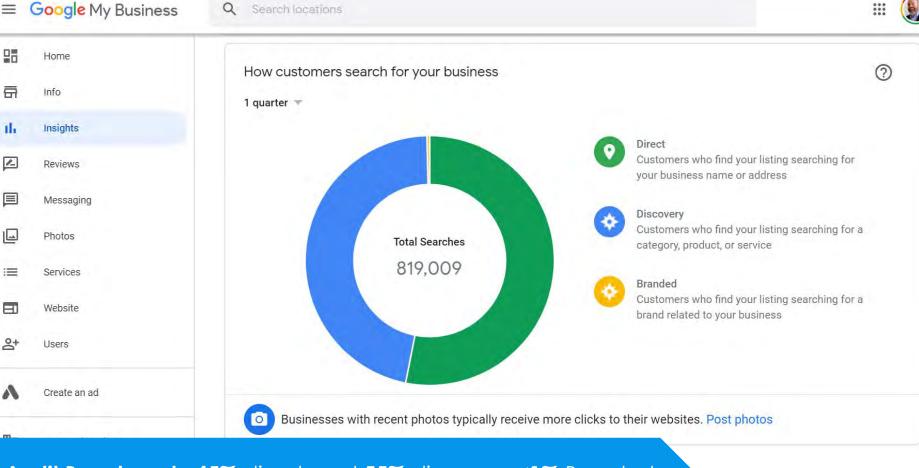
Measuring Exposure & Engagement





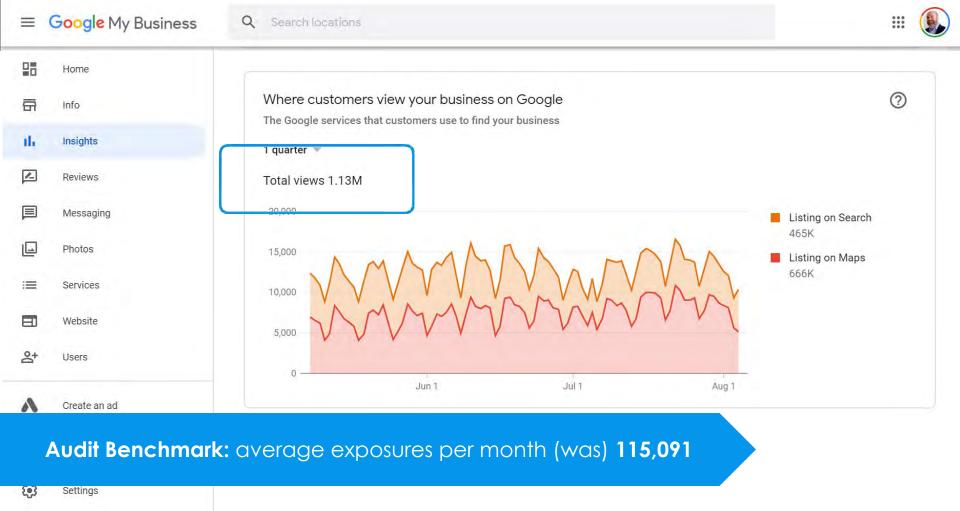
Insights reporting tracks customer exposures and engagement inside Google's platform - you can't get these numbers anywhere else.



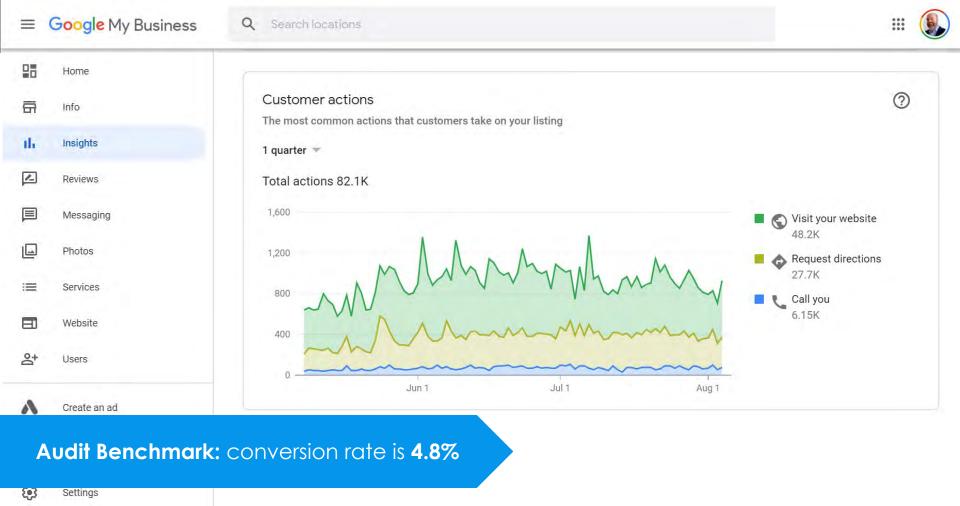


Audit Benchmark: 45% direct, and 55% discovery <1% Branded



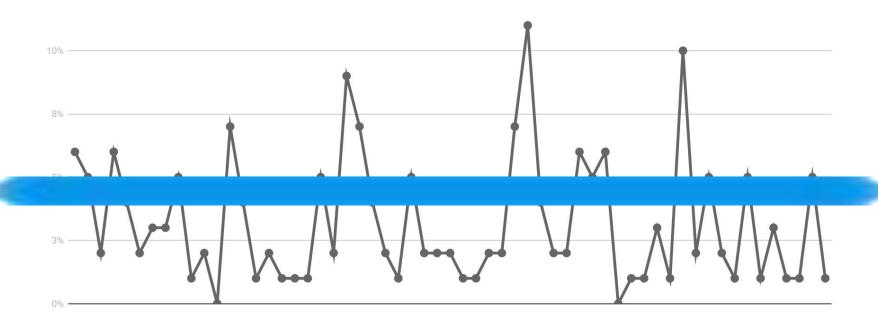


Support



Support

Average conversion rate (views vs. customer actions) is **just below 5%**. High performers are up to 10%, low performers are 3% or below.

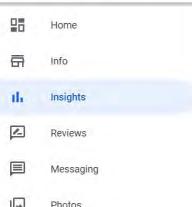








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Services

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0+	Users
	users

Users

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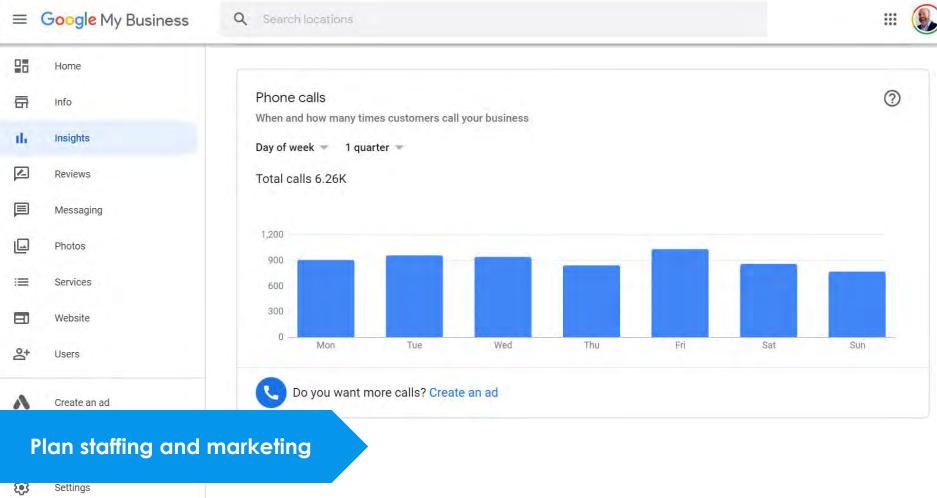
Directions requests			
The areas where customers request directions to you			
1 quarter 💌			
United States	11,073		
Canada	40		
United Kingdom	33		
Puerto Rico	28		
South Africa	20		
Switzerland	14		
Mexico	12		
Argentina	11		
Pakistan	10		
Denmark	<10		
France	<10		
Germany	<10		
Norway	<10		
Panama	<10		
	<10		



Good indicator of intent!

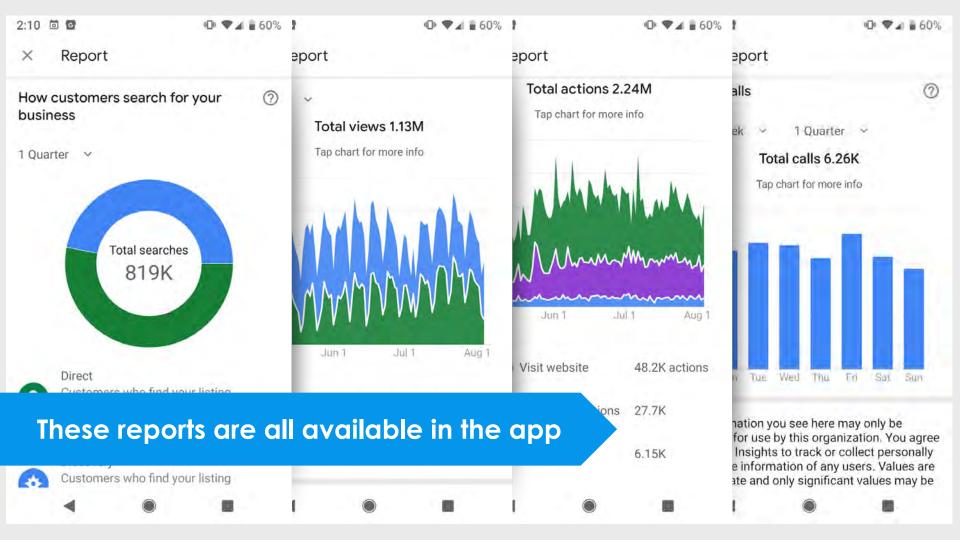


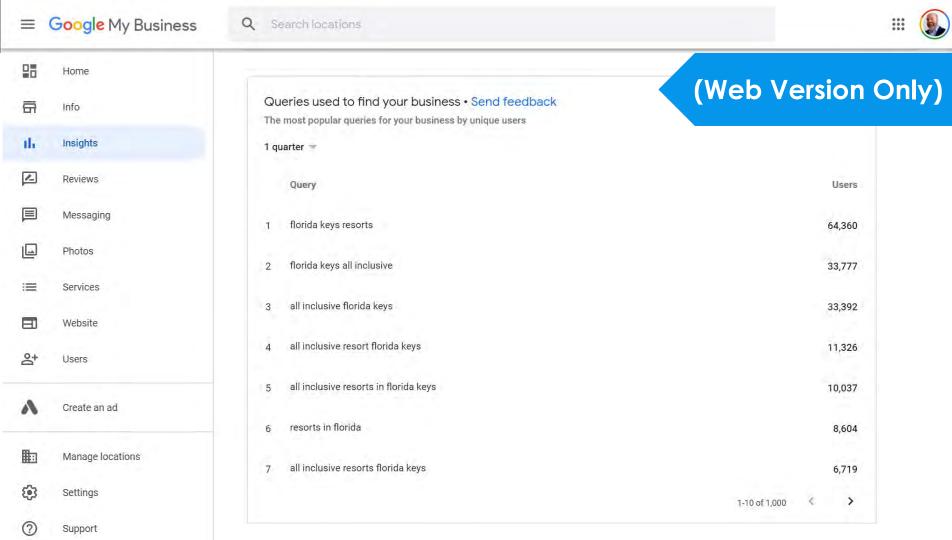
Support

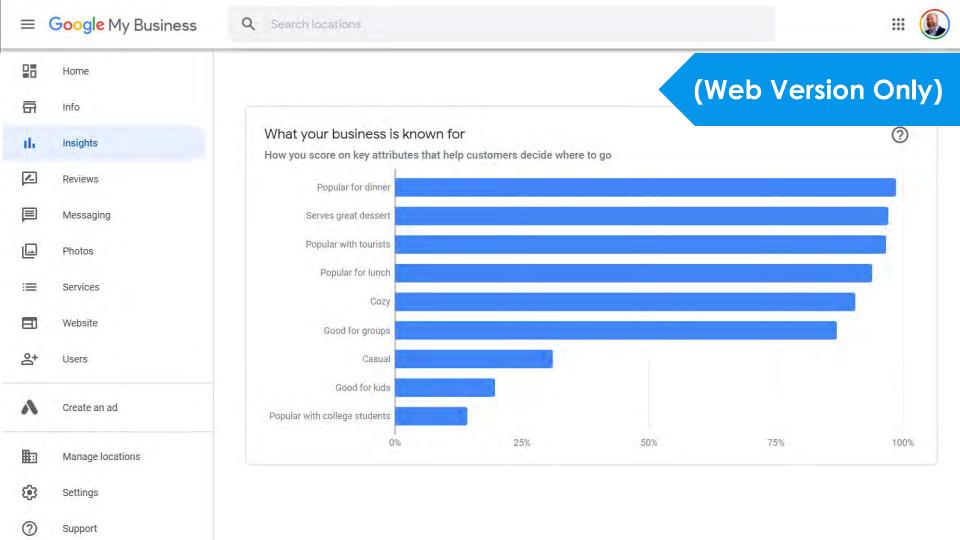


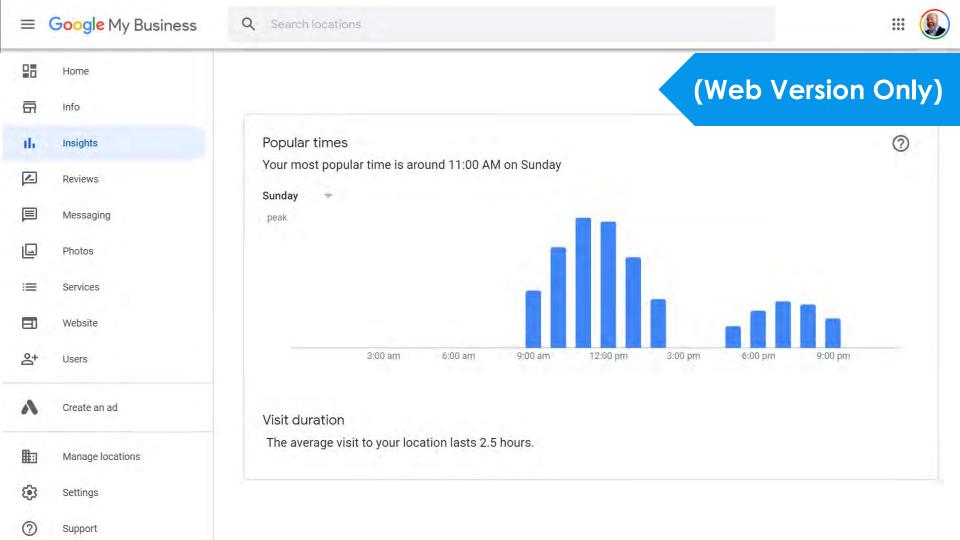
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Support







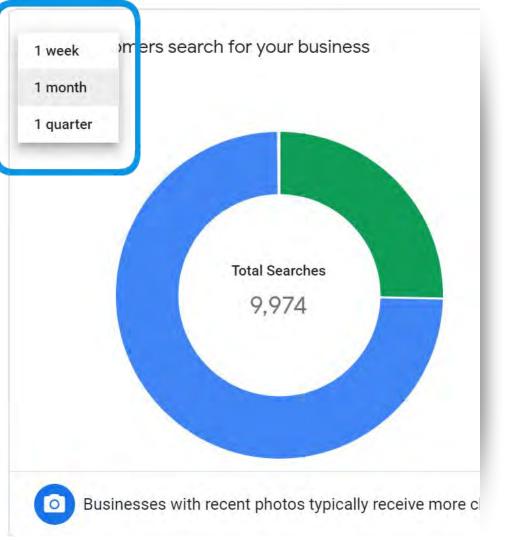


Top Performer Secrets



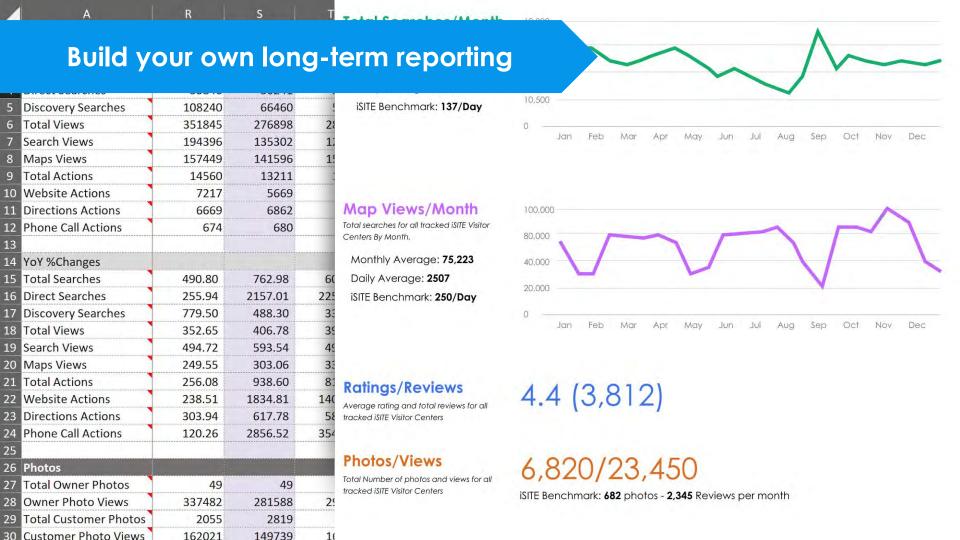
Download Historical Insights

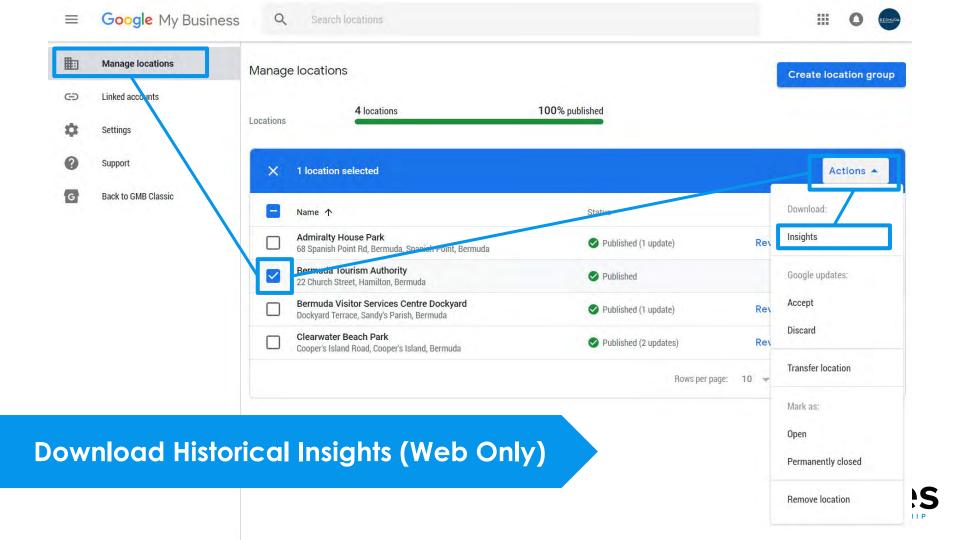


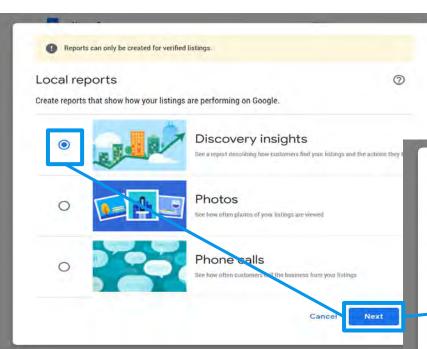


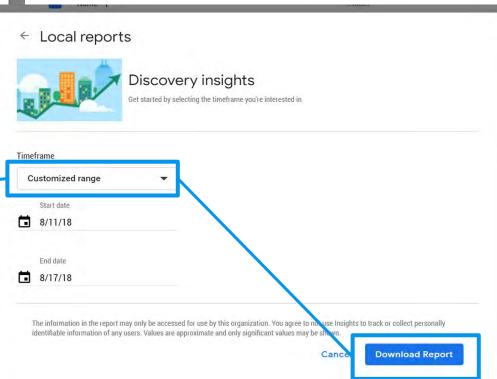
Date range options for insights are limited to a rolling week, month or quarter. Which means, you can't compare any data older than 90 days.











Further resources available to you from CEDA



Search

















Mastermind Read 100

Articles

Articles

Articles

Read 50 Articles

Articles

Welcome to the Local Marketing Academy, brought to you by CEDA.

In an effort to help you effectively market your business, we've created this online library of educational and how-to materials specifically for businesses and organizations like yours. The library contains a collection of how-to documents, resources, reference materials, and tools to help you maximize your visibility and results across a range of digital marketing platforms.

Account

Google My Business ♥

Inspiring Confidence: Tools for Businesses Re-Opening in the Time of COVID-19

Accessing GMB

Posts

Insights

Leveraging Followers in Google My Business

Reviews

Understanding Service Area Businesses

Menus, Services and Products

Photos

Understanding Basic

Reports in Google Analytics

SEO 101: Keyword Research & Optimization

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Leveraging Followers in Google My Business

SUMMARY:

One of the recent updates that was made for businesses who have verified their listings in Google My Business is the ability to gain followers inside of Google's products.



This feature allows businesses to send updates and special offers to potential customers, which they receive in the "For You" tab inside of the Maps app. When a user follows a business, they will receive updates in the form of Posts from the business. Businesses can add or edit Posts content via Google My Business.

The Posts interface will allow you to add images, create events, promote special offers or coupons, and much more. Once you've published a post

Essential Strategies for Digital Advertising Success

SUMMARY:

ts and

2019 was a major milestone in the rise of digital advertising, it was the first year that digital advertising spend in the United States curpossed spend in "realthrout" reside such as TV radio and print. Here are four essential stateges that con their makin your digital advertising more effective.

With more than \$129 billion in annual spend (\$4% of total U.S. ad spending), the convenantion is no longer "should you allocate some of your budget to digital" but rather "how can you ensure that spend is effective. Read on to discover three essential strategies to ensure your spend is delivering strong ROI.

1. Identify Messaging and Goals Along the Path to Purchase

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Google My Business app. This information is only available in the mobile





Optimization tool for local business marketing

The tool is FREE for you to use, In return, we ask that you elect to share your anonymous insights data with us. We'll use this information to create community specific benchmarks and to evaluate the overall health of the businesses we support.



Get My Check-Up and Share My Insights

Your individual insight data won't be visible to us or associated with your business name and nothing will be modified or changed within your business listing.

No thanks, just show me my check-up.

This app requires access to your GMB listing, By accessing this check-up report, you agree to our <u>terms of service</u>. You can change these parmissions at any time by loggice and of the arrange to the parmissions at any time by loggice and of the arrange to the parmissions at any time by loggice and of the arrange to the parmissions at any time by loggice and of the arrange to the parmissions at any time by loggice and of the arrange to the parmissions at any time by loggice and of the arrange to the parmissions at any time by loggice and of the arrange to the parmissions at any time by loggice and of the arrange to the parmissions at any time by loggice and of the arrange to the parmissions at any time by loggice and of the arrange to the parmissions at any time by loggice and of the arrange to the parmissions at any time by loggice and of the arrange to the parmissions at any time by loggice and of the arrange to the arra

b.link/CEDA-Checkup





A quick analysis of your Google My Business profile.



Choose which bussiness	The Coffee Shop	7.
profile to check	4000 Sandestin Boulevard South	
Change group	· ·	

PROFILE COMPLETENESS



NEW! DELIVERY, PICKUP AND TAKEOUT ATTRIBUTES

GMB recently expanded the delivery, takeout and pickup attributes available to most businesses. Check to make sure that you're taking advantage of all of the attributes applicable to your business. These attributes are now featured at the top of map search screens, and if you haven't confirmed them for your business you won't show up in that search. In particular look for these attributes: Delivery, Takeout, Curbside Pickup, No-Contact Delivery, In-store Pickup, Same-day delivery.



CATEGORIES

Primary: Coffee shop

Looks like you only have one category assigned. You should consider using multiple categories which can greatly increase exposure options for your business. Make sure your secondary categories are relevant and eview them once per quarter. Keep in mind that some GMB functionality is enabled or disabled depending on category.



SERVICE AREAS

Your Business doesn't have any service areas assigned. If your business provides any services outside your physical location you should consider adding one or more service areas. You can add neighborhoods, cities, counties, and regions as service areas.



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need to



2 PROFILE PERFORMANCE

Searches per month

16,375 -

Average: 35,702

Average number of **search** exposures for your business per month, based on the last 90 days of your data. *

Map Views per month

15,690 -

Average: 79,389

Average number of **maps** exposures for your business per month, based on the last 90 days of your data. *

Customer Actions per month

157 -

Average: 4,862

Average number of **customer actions** for your business per month, based on the last 90 days of your data. **

Direct vs. Discovery

9%/91%

Average: 45%/55%

Percentage of **direct** searches (knew your business name) vs. **discovery** searches (found your by category or keyword) based on the last 90 days of your data. ** Photo Views per month

78,367 -

Average: 105,108

Average number of **photo** views for your business per month, based on the last 90 days of your data. *

Conversion Rate

0.96% -

Average: 4%

Conversion rate for your business based on average customer actions divided by average search exposures. **

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3 CUSTOMER SENTIMENT

Rating

4.5 (3386) -

Average: 4.2

Your all-time review rating average, and the number of total reviews for your business.

Responses

3282 / 3386 (97%) -

Average: < 10%

Number of owner responses you've posted vs. the number of reviews for your business.

Rating Vector

4.3 -

Rating Vector shows the average rating for your last 15 reviews. If your vector is the same or higher than your total average, great! If it's lower, you should find out why!

4 CONTENT



PHOTOS

26 Owner photos uploaded

Most recent photo: 1 year ago

You should plan to upload 2 or more photos to your business each month. Our best practices research indicates that fresh photos are a strong ranking signal for your business and can increase your exposure by 10% to 30%, just by adding photos once per month. Don't forget to check your customer photos and flag the ones that are poor quality or irrelevant.



POSTS 7 Posts

Most Recent: 5

Great! looks like posts!

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ates, try it with your own



Questions...



Yes, A panda made this.





Links available here:

https://milespartnership.co.nz/cedagdmo/

