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.





Google Street View ▼ trusted





In addition to more traditional agency services, we provide support across a wide variety of **Google Products**, to to improve exposure, conversion, quality and accuracy of information about the destination and the businesses within.





238+
Destinations in our support program

74,500+

Businesses and POI audited and analyzed

5,000+

Businesses have attended in person workshops



Over

50,000

Google My Business listings audited and analysed globally.

More than

120

Google My Business listings directly managed by Miles across hospitality, restaurant and retail.



What do the best performing business profiles look like?



But first...

What's a business profile?





civic theater invercargill















Business Profile in SERP

Tue, 23 Mar Transfigured Night

Sun, 28 Mar Celtica - A New Era of Irish ...

Mon, 29 Mar Yesterday

www.eventfinda.co.nz , whatson , civic-theatre-invercargill

Civic Theatre Events - What's On at Civic Theatre - Eventfinda

Civic Theatre, Invercargill, Southland, Tomorrow 7:30pm / Dance, Award-winning choreographer Loughlan Prior fuses dance with music in his visceral adaption ...

Tue, 23 Mar Transfigured Night

Sun, 28 Mar Celtica - A New Era of Irish ...

Mon, 29 Mar Yesterday

icc.govt.nz > civic-theatre *

Civic Theatre - Invercargill City Council

The theatre was built in 1906 and underwent a \$15.8 million upgrade in 2004-2005. That project turned the complex into a much-applauded performing arts and ...

www.livenation.co.nz > venue > civic-theatre-invercarg... *

Civic Theatre Invercargill Events & Tickets | Map, Travel ...

Buy Civic Theatre Invercargill tickets with confidence from co.nz. Browse all events and schedules. We have location, travel, parking and seating plan details.

Thu, 13 May Ben Elton



Civic Theatre

Website Directions Save Call 4.6 * * * * * 206 Google reviews

Theatre in Invercargill

The Civic Theatre is a theatrical venue in the southern New Zealand city of Invercargill. The theatre is located in Tay Street, in the centre of the city. It is a major landmark in Invercargill, and holds a Heritage New Zealand Category I listing, indicating a building of national significance. Wikipedia

Address: 88 Tay Street, Invercargill 9810

Capacity: 1,015

Phone: 03-211 1777

Suggest an edit · Own this business?

Events

Tue, 23 Mar Transfigured Night



The Freakybuttrue Peculiarium and Museum

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

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

Address: 2234 NW Thurman St. Portland, OR 97210

Hours: Open - Closes 6PM -

Tickets: \$5.00 - peculiarium.com

Phone: (503) 227-3164

Suggest an edit

Events

Fri, Aug 2 A Night With Ghosts 8:00 PM

A Night With Ghosts in Portland Fri. Oct 18 7:30 PM Sat. Oct 26 A Night With Ghosts in Portland

7:30 PM View 4+ more

Know this place? Answer quick questions

Ouestions & answers

Ask a question 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)

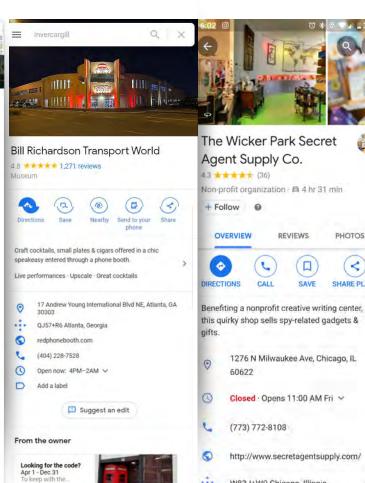
Popular times @

3 PM: Usually not too busy

Thursdays 2

May 23, 2019

LEARN MORE





REVIEWS

1276 N Milwaukee Ave, Chicago, IL

Closed · Opens 11:00 AM Fri →

http://www.secretagentsupply.com/

W83J+W9 Chicago, Illinois

CALL

OVERVIEW

60622

(773) 772-8108

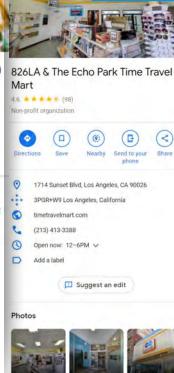
Suggest an edit



PHOTOS

SHARE PLACE

Business Profiles 826LA &

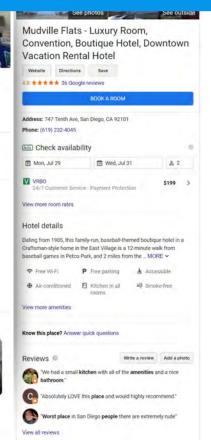


Add a photo

(7)

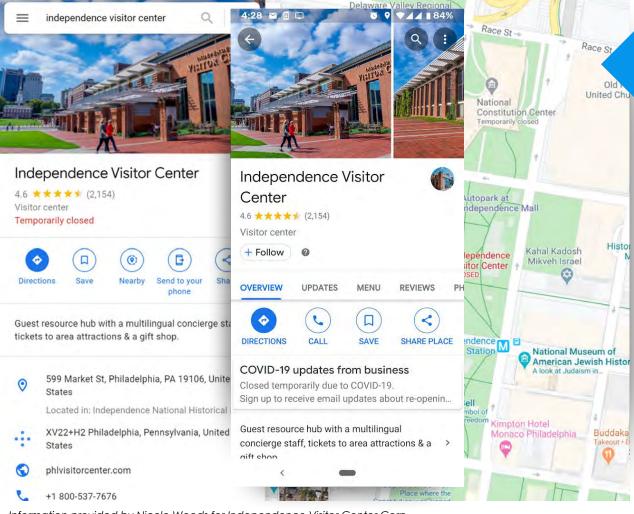
Augetione 9 annuare

Review summary



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





Case Study

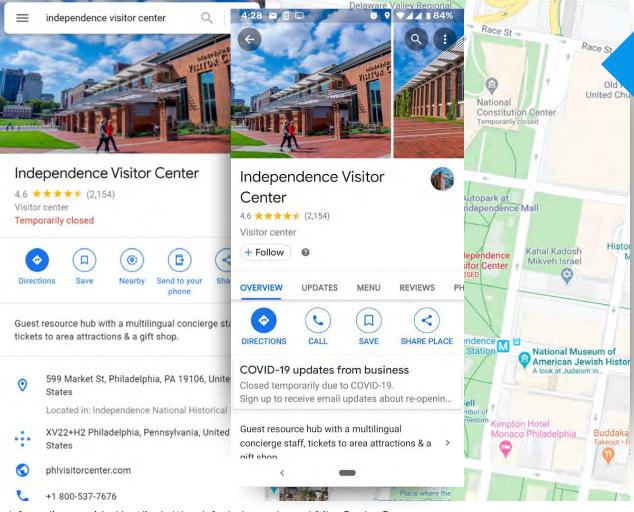
25,518,074

Annual Online Audience

Including:

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





Case Study

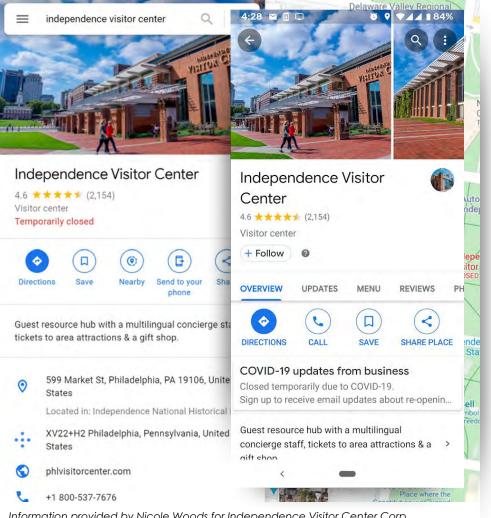
25,518,074

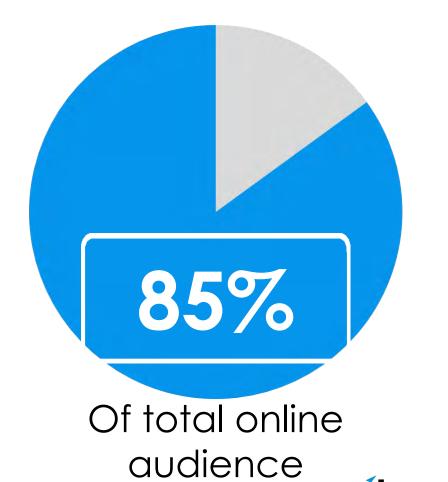
Annual Online Audience

22,542,336

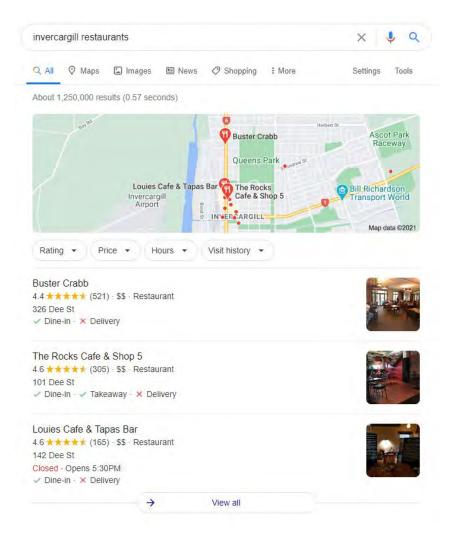
Came from Google products and services, directly related to the business profile







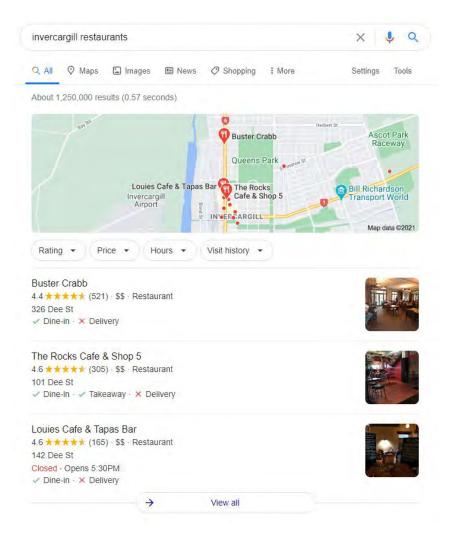
Information provided by Nicole Woods for Independence Visitor Center Corp.



The Local Pack

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

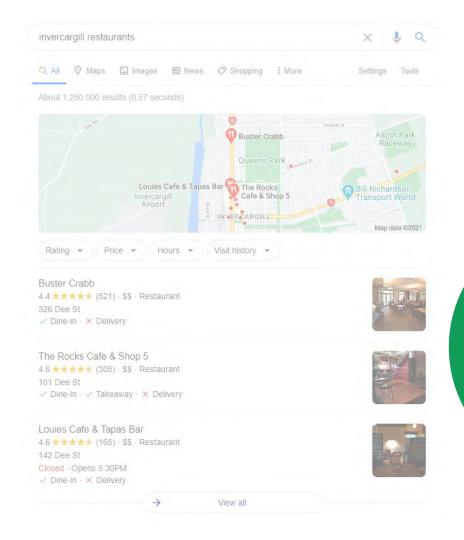


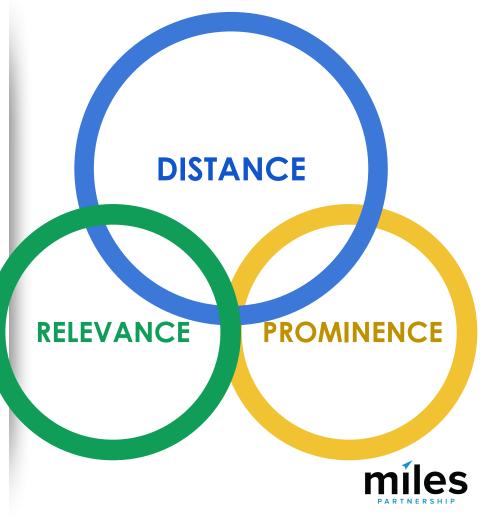


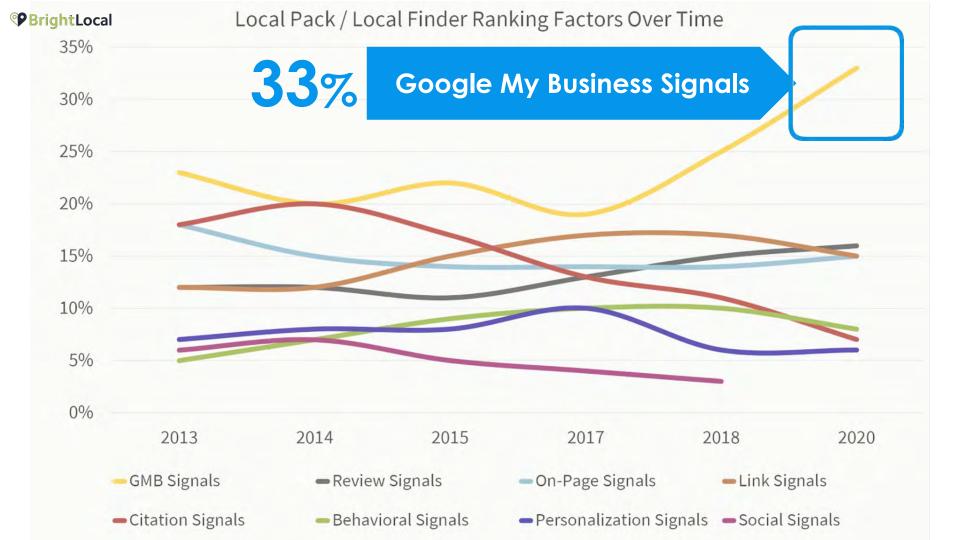
The Local Pack

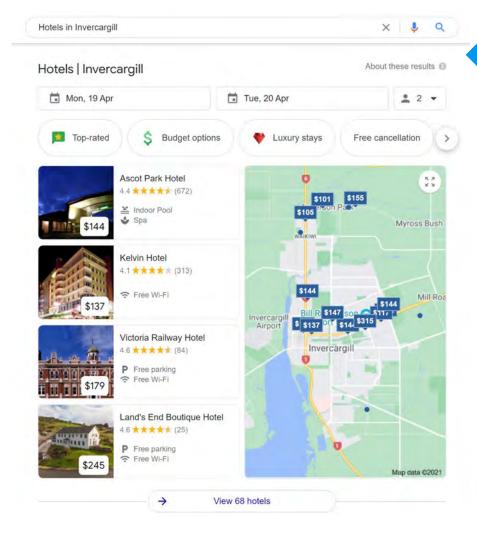
But why these three business profiles?







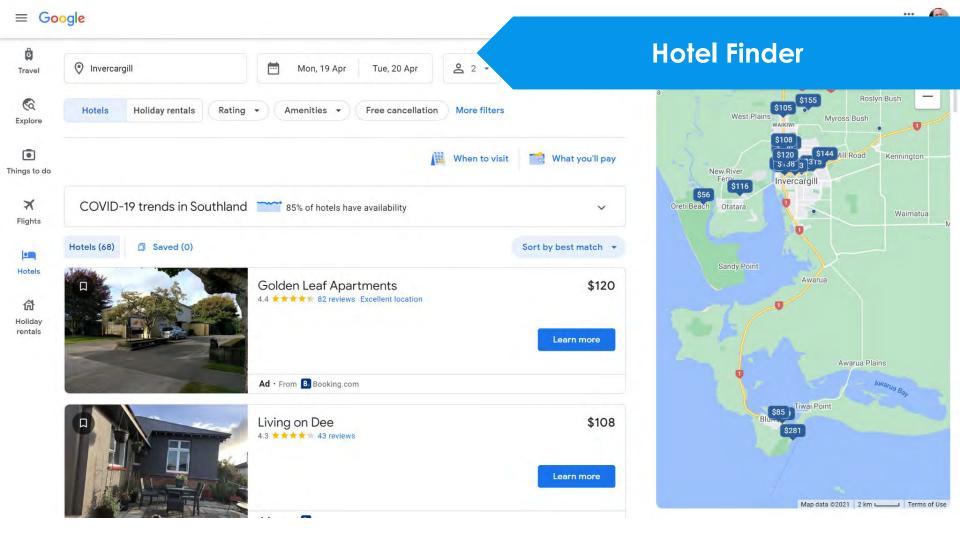




Hotel Finder

Hotel finder takes the place of the local pack when the search terms include stay, hotel, accommodation, etc.

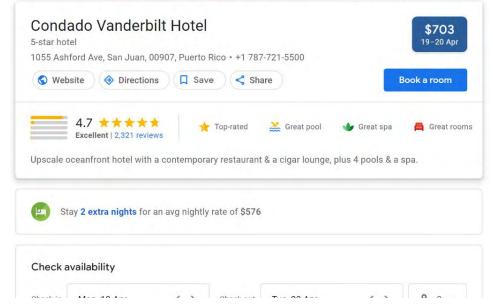
*We've also seen tests where this layout is applied to other categories





Hotel Page



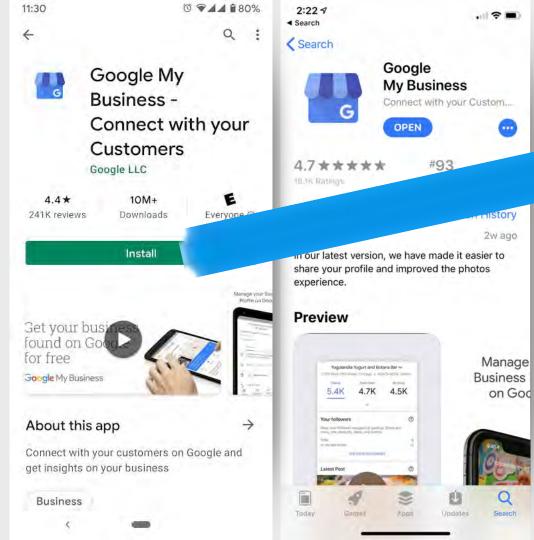


Better business profiles drive more exposure and more engagement



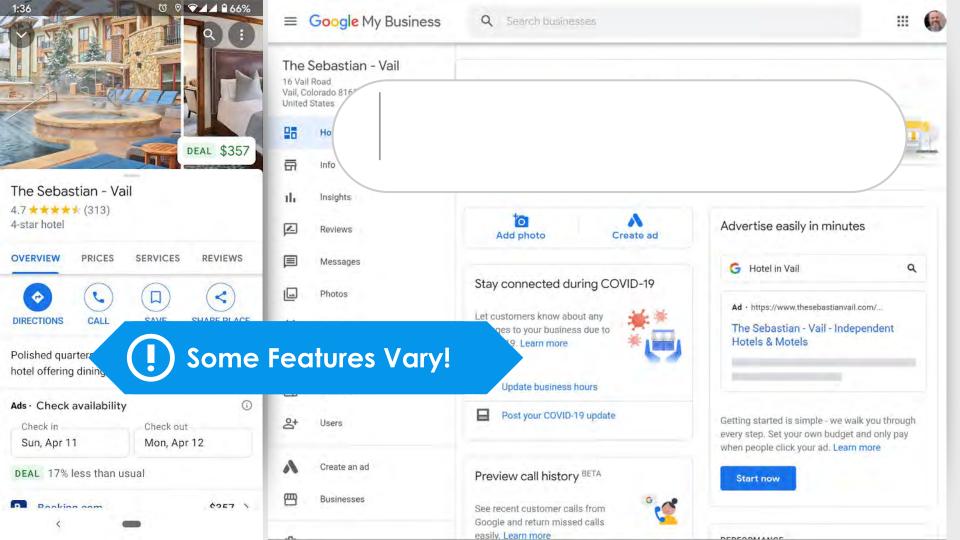
We want to help you maximise exposure and engagement for your business profile because it benefits everyone: your business, locals, visitors and your destination.





Download the Google My Business App

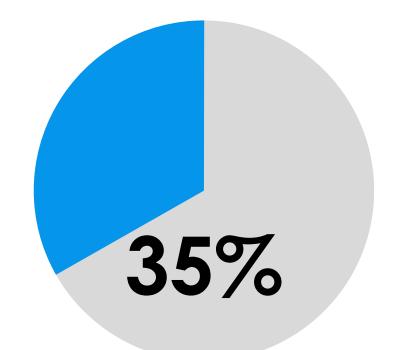




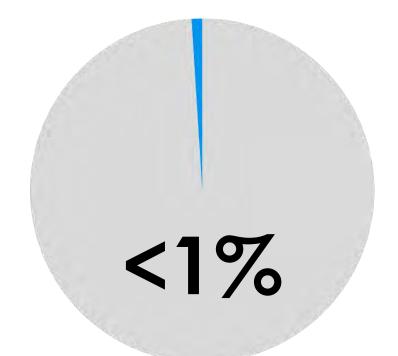


Verification and Completeness



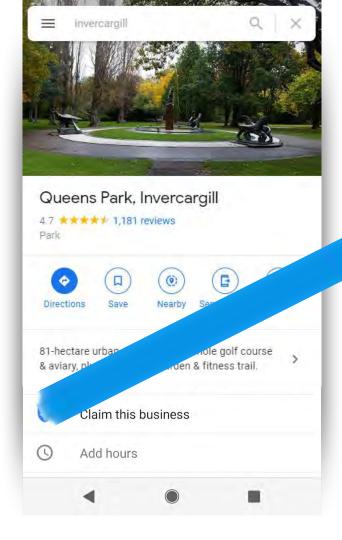


Of the listings audited, 35% were **unverified**, and (therefore) unmanaged.



But less than 1% of top performing listings are unverified.

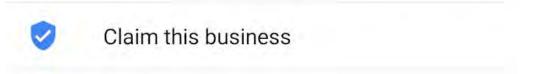




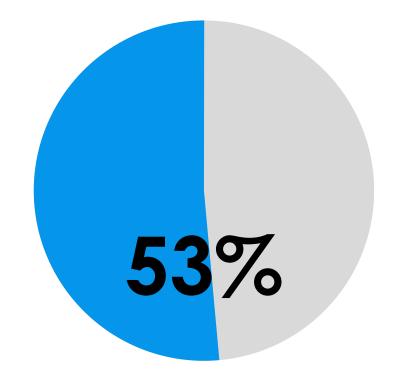
Make Sure You've Claimed Your Business

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 audited listings are incomplete, missing some basic information

0%

No top performing business profiles have **incomplete** information



business.google.com/create/pvp

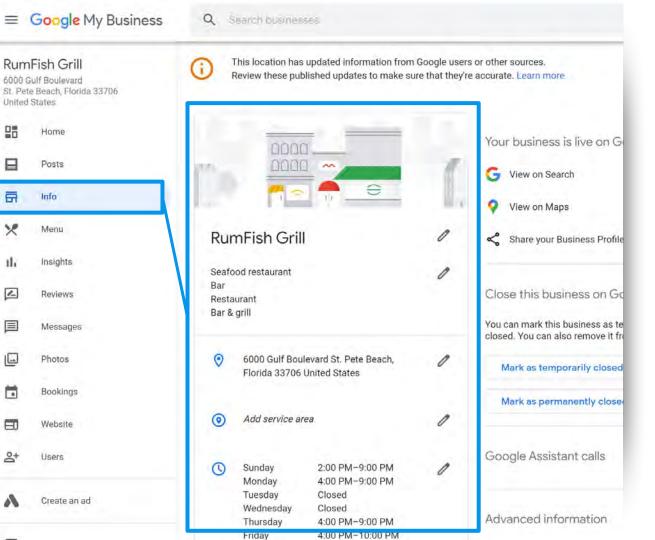
Start with this link: https://business.google.com/create/pvp

Sign in with account which will "own" the listing.

Enters the unique verification code provided to you, process is completed.

If you need help getting verified Great South can help you!





Make sure your information complete and accurate.

Check Your:

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

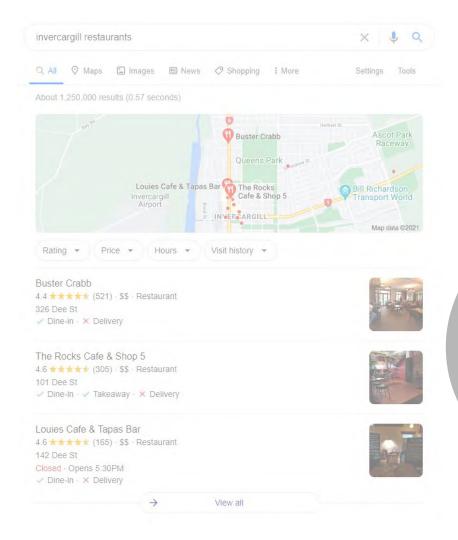


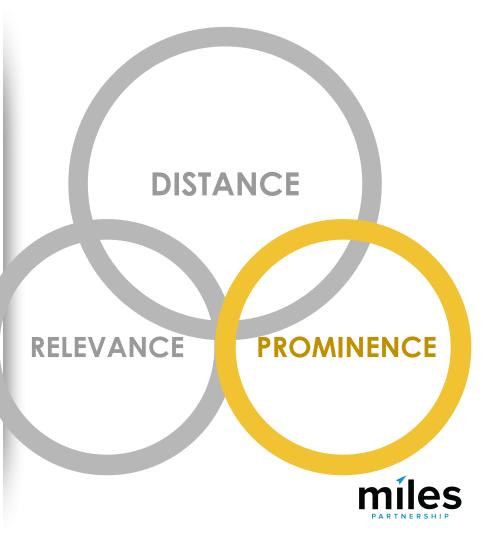
Top Performer Secrets

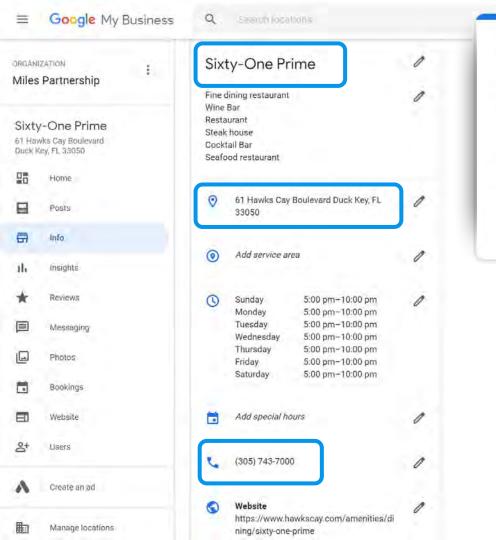


NAP Consistency









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 Indexer







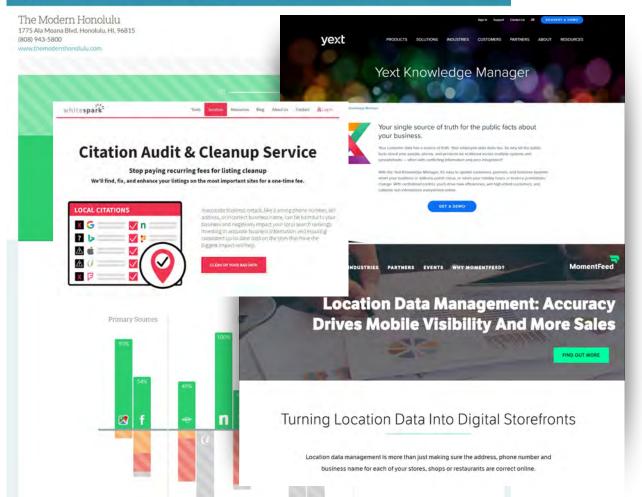








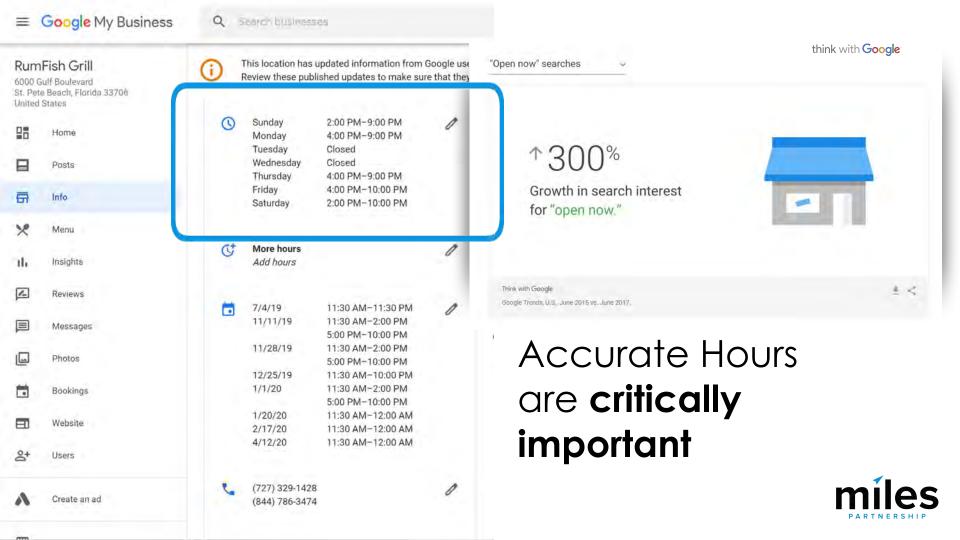


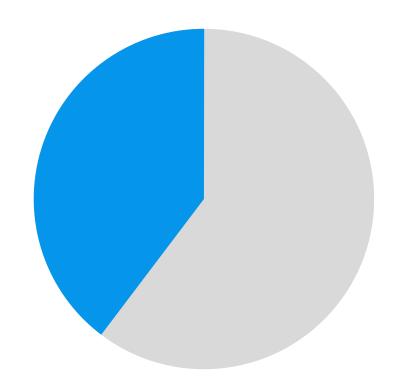


MOZ Local Yext Whitespark Etc.

Search: Location Data Management tools







Hours are the most commonly missing item

43%

Of incomplete listings in our audit were missing hours.



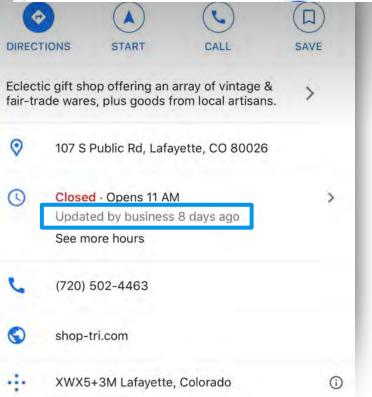


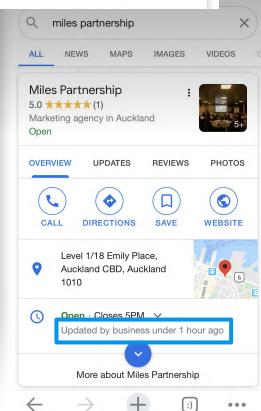
Open · Closes 5PM 🗸

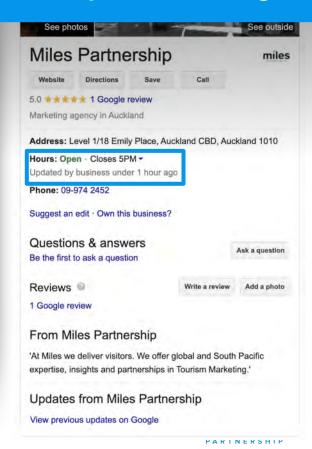
A

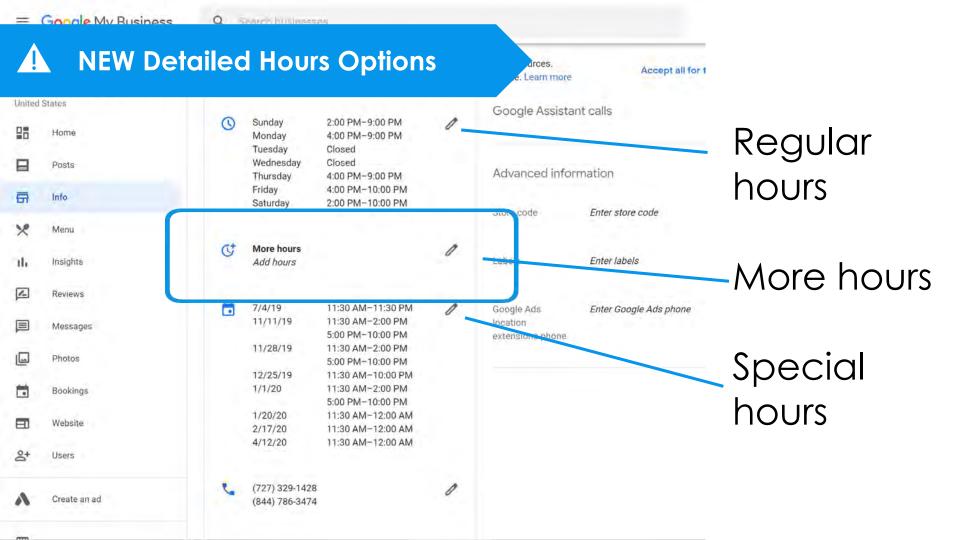
NEW Update Message

Updated by business under 1 hour ago



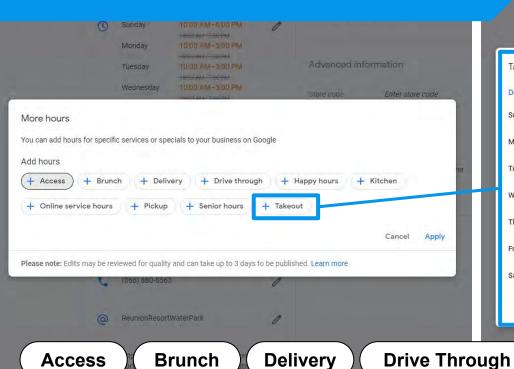


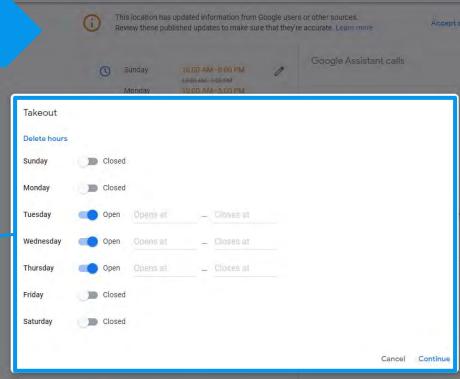




A

NEW Detailed Hours Options





Kitchen

Access Brunch

Pickup

Senior hours

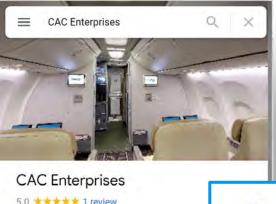
Takeout

Add link

Happy hours

Add lini

Online service hours



"More hours"

Closed today
See more hours

Directions Save Nearby Selfd to your phone States

You manage this Business Profile (?)

520 Maryland Ave, Walerloo, IA 50701, United States
 Closed today See more hours

FJHR+XX Waterloo, Iowa, United States

+1 941-224-6545

Motorcycle driving school

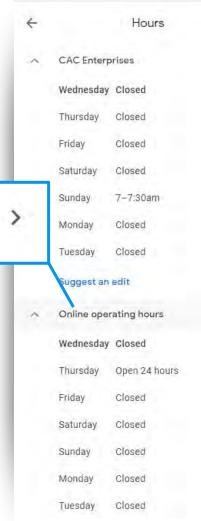
1,173 views this month ~

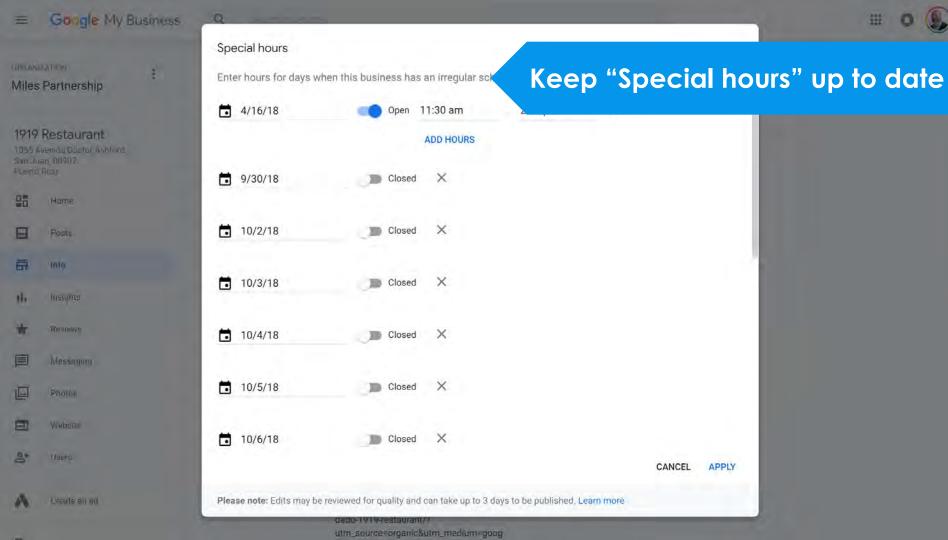
Identifies as veteran-led

Q Identifies as women-led

Only appear under whatever

you have set as your regular hours.







Miles Partnership	X	Q	

X Hours Take a close-up photo that clearly shows the hours for Google to scan Britoma Add a photo Add a photo to help us verify your suggestion. Your photos will be publicly available under your name: Select days with incorrect hours iles Partners Sunday Closed Directions 8:30 am-5:00 pm Monday 3 Google revi leting agency in Auckland Tuesday 8:30 am-5:00 pm You manage this Busine 8:30 am-5:00 pm Wednesday ress: Level 1/18 Emily Pl dand 1010, New Zealand 8:30 am-5:00 pm Thursday rs: Closed · Opens 8:30/ ne: +64 9-974 2452 8:30 am-5:00 pm Friday your business information Closed Saturday d missing informati **Exceptions or holidays** appointment link w this place? Share the Cancel Meet Miles **Job Openings** 1 Send to your phone Miles by the numbers. These At Miles, we create the resources

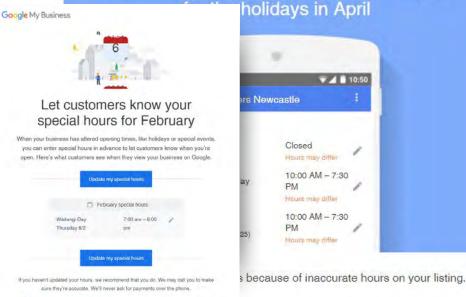
NEWER Hours Interface

Observed a beta test of revised hours entry interface "in the wild" the last few months. Be on the lookout for changes in the coming months that will simplify hours entry across multiple days.

Google My Business

Soul Fighters Newcastle

Here's what your listing shows on Google



The hours currently labeled as "hours may differ" in orange show your unconfirmed hours. Your confirmed "holiday hours" are labeled in green where you have set special hours.

GO TO MY HOLIDAY HOURS

Holiday Hours Reminders

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





Home

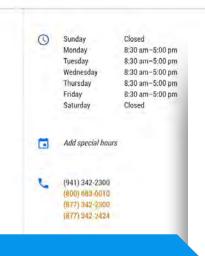
Posts

Insights

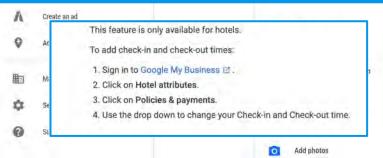
Reviews

Messaging





Hotel check-in/out times







Check-in time 4:00 pm

Check-out time

11:00 am



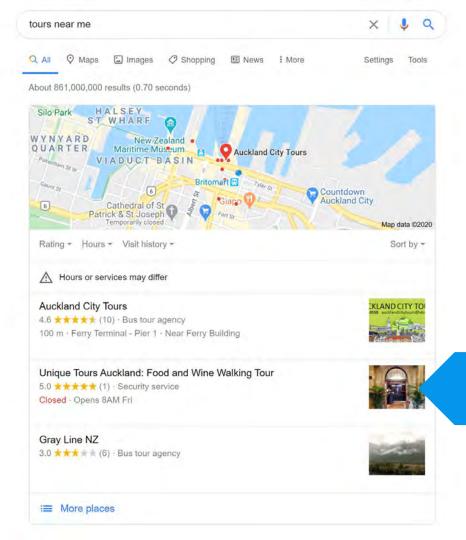
Top Performer Secrets

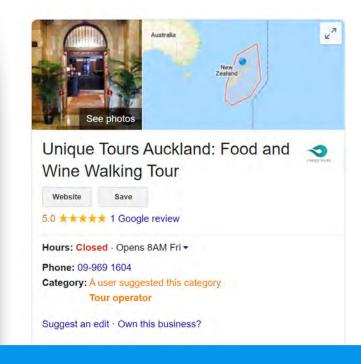


Service Areas

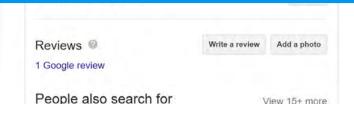


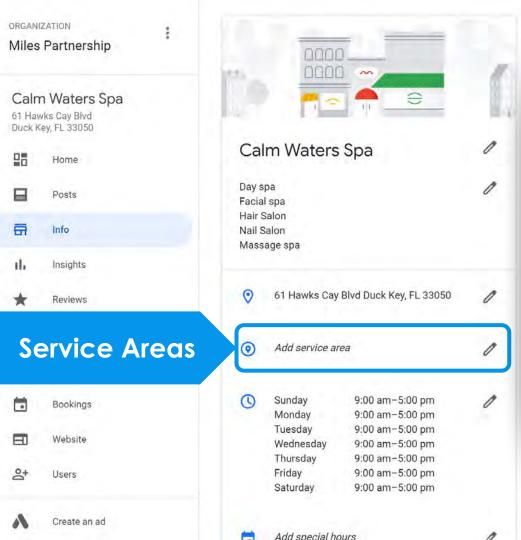


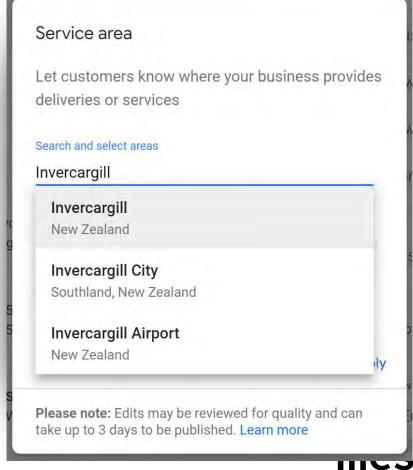




Service Area Businesses







Enter Google Ads phone

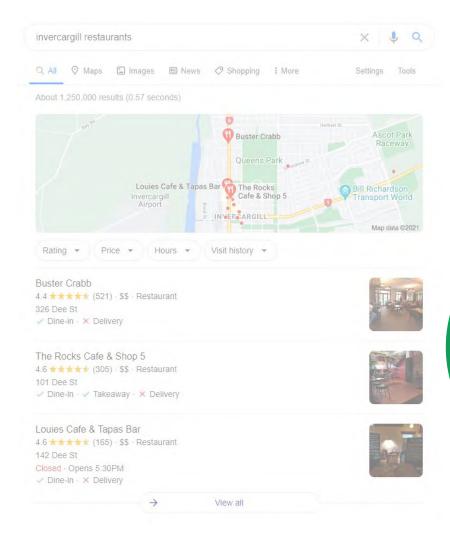
Google Ads

Top Performer Secrets



Categories, Attributes & Description





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	

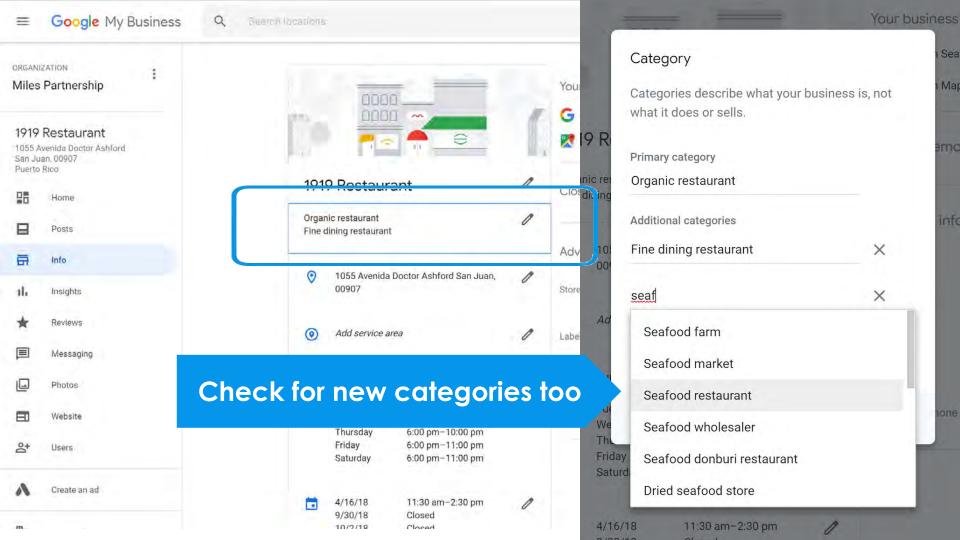
4,031
English
categories
currently
+80 vs. 2020



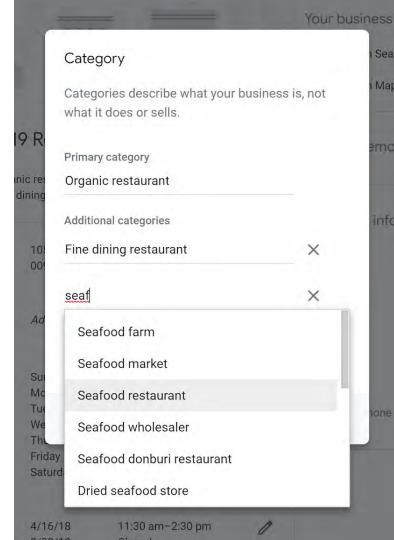
- Basket supplier
- Bird control service
- Bouncy Castle Hire
- Cat Hostel
- Gravel Pit
- Goldfish Store
- Hubcap Supplier
- ...

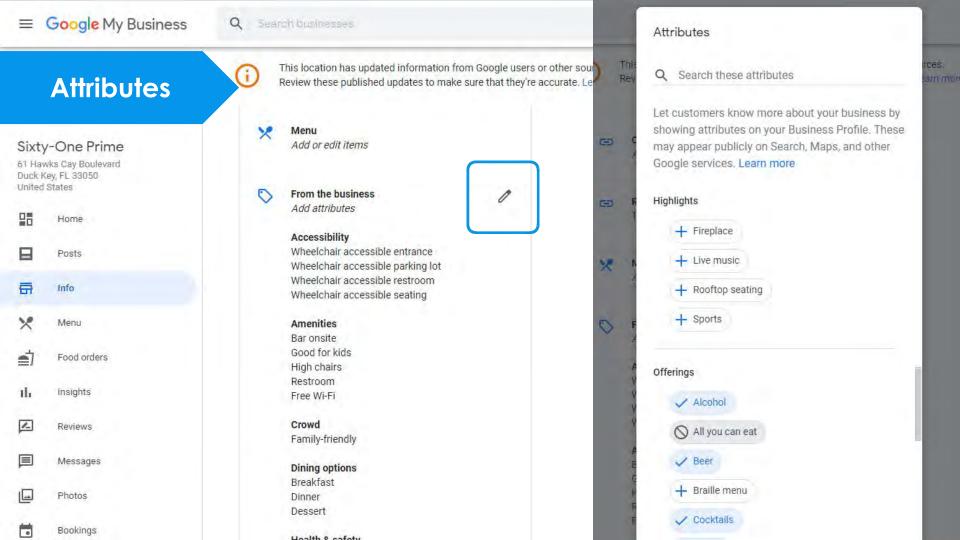


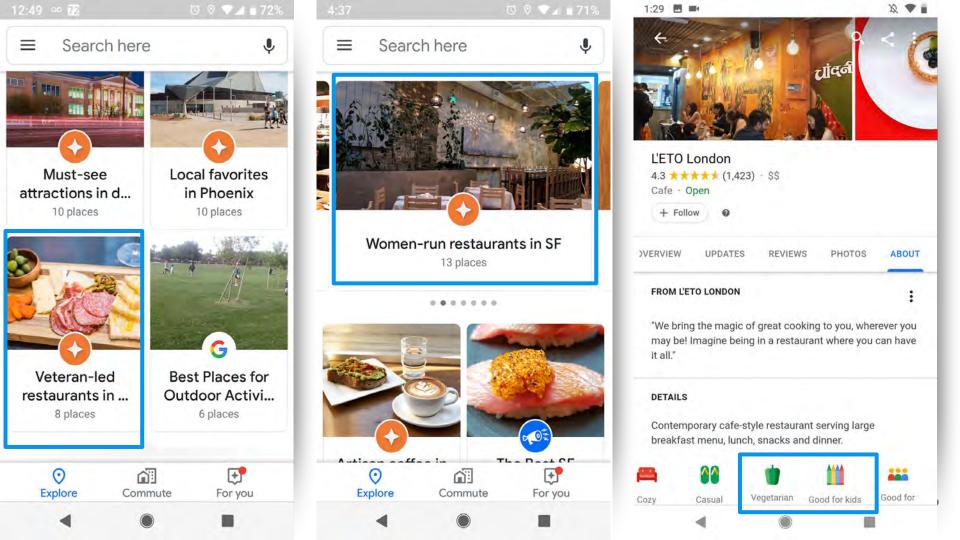
Example Categories



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







Hotel attributes



NEW Hotel Attributes

← Health & safety

Property details Room details

Keeping your hotel information up to date can

Categories

Health & safety COVID-19 responder policy

Internet

Food & drink Policies & payments

Activities

Services Children

Pools

Parking & transportation Wellness

Accessibility

Business & events

Pets

Health & safety

Enhanced cleaning

Personal protection

Physical distancing

Health and safety measures implemented by the hotel during COVID-19.

Enhanced cleaning of common areas Enhanced cleaning of guest rooms

Commercial-grade disinfectant used to clean the property Employees wear masks, face shields,

and/or gloves Employees trained in COVID-19 cleaning procedures Employees trained in thorough hand-

Masks required on the property Hand-sanitizer and/or sanitizing wipes in common areas

Physical distancing required Guest occupancy limited within shared facilities

physical distancing

wellness areas

washing

Common areas arranged to maintain Private spaces designated in spa and Enhanced cleaning

Enhanced cleaning of common areas

Yes

Yes

Yes

Yes

Health and safety measures implemented by

Enhanced cleaning of quest rooms

Commercial-grade disinfectant used to clean the property

Employees wear masks, face

Yes

shields, and/or gloves Employees trained in COVID-19 cleaning procedures Employees trained in

thorough hand-washing

Personal protection

property

areas

Masks required on the

Hand-sanitizer and/or

Macke and/or glovee

sanitizing wipes in common





























































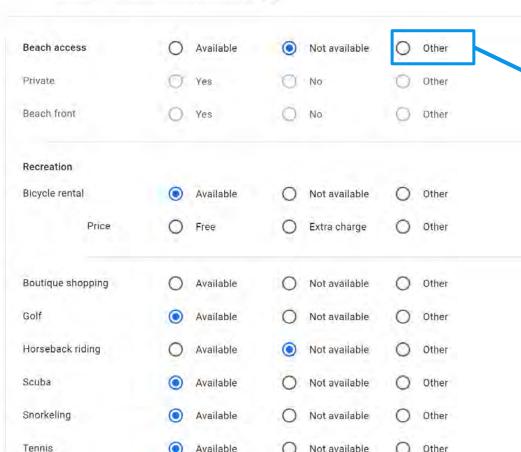




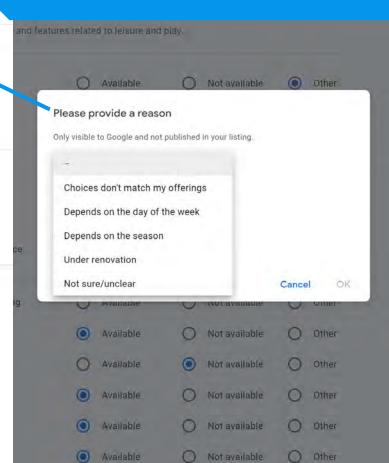


← Activities

Amenities and features related to leisure and play.

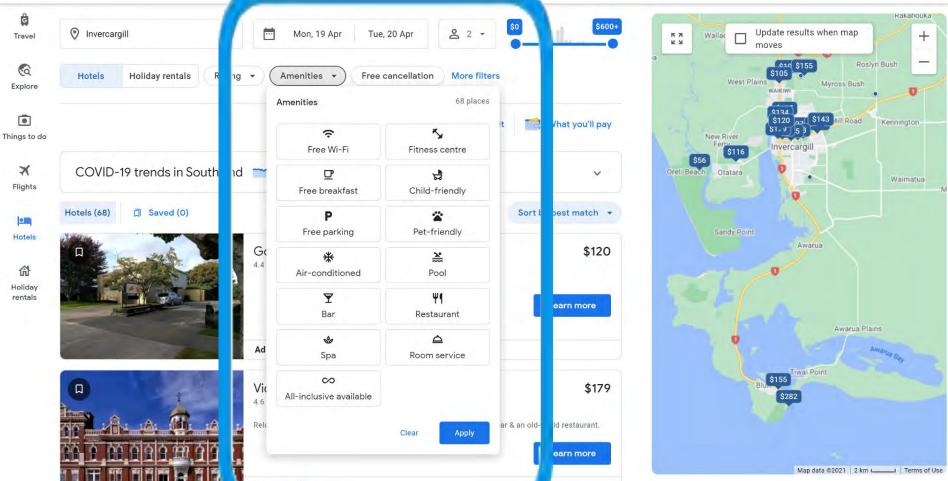


A NEW Hotel Attributes









A Recent attributes

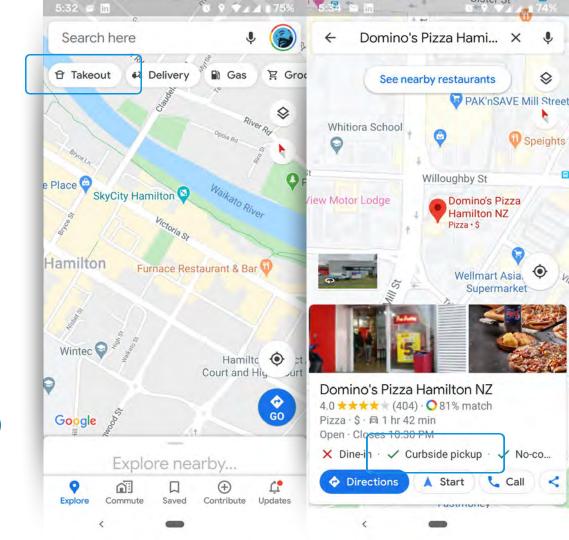
Recent changes as a result of COVID-19 have introduced new tags for restaurant and retail which directly affect whether businesses appear in map searches. Look for:

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:

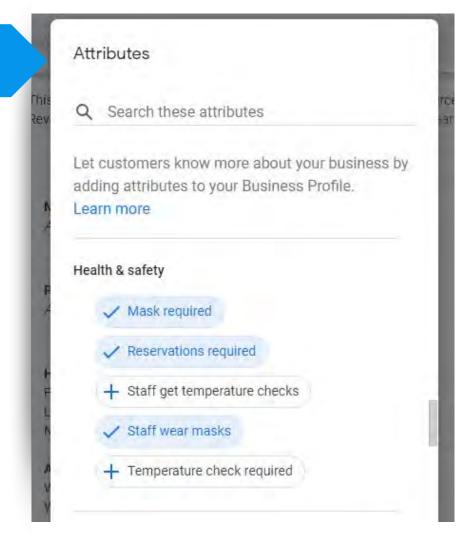
Mask required

Reservations required

Staff get temperature checks

Staff wear marks

Temperature check required



Attributes Let customers know more about your business by showing attributes on your Business Profile. These may appear publicly on Search, Maps, and other Google services. Learn more Health & safety + Appointment required + Mask required + Staff get temperature checks Staff required to disinfect surfaces between + Staff wear masks + Temperature check required Service options Online appointments + Onsite services Please note: Edits may be reviewed for quality and can take up to 3 days to be published. Learn more

0

1

0

s clicked. Learn more

NEW Online Attributes

this business on Google
mark this business as temporarily or permaner
You can also remove it from your account.

E as temporarily closed

k as permanently closed

rove listing

e Assistant calls

ced information

New attributes available based on your category(s) - eg beauty, fitness, education & coaching.

- Online classes
- Online appointments
- Online estimates







Business Description

information from Google users pdates to make sure that they're

Miles Partnership

6751 Professional Parkway West Suite 200 Sarasota, FL 34240 United States

Home

Posts

Info

II. Insights

Reviews

■ Messages

Photos

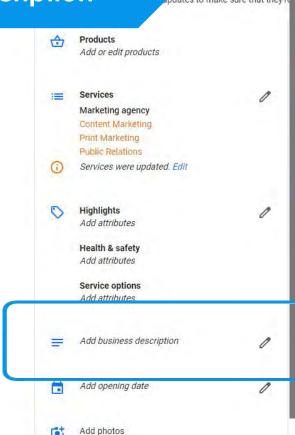
Products

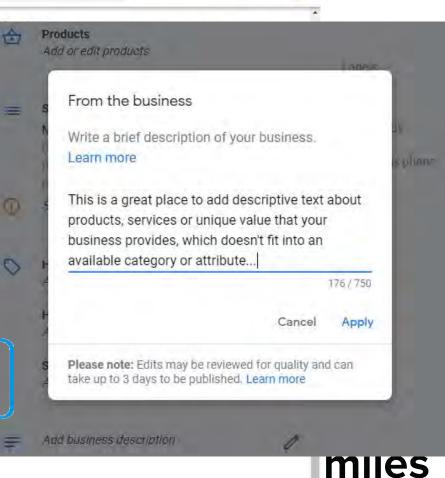
Services

Website

2+ Users

Create an ad



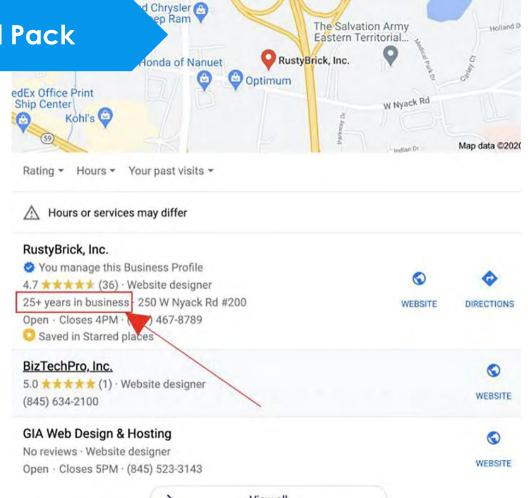




NEW Opening Date in Local Pack

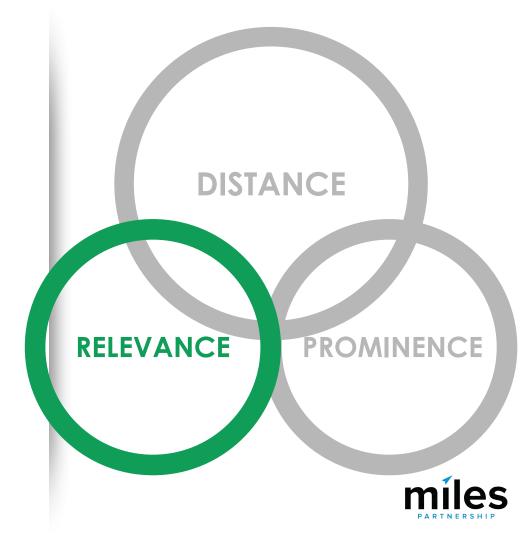
Triggered by the Opening Date field in the info tab in the Dashboard.

Positive for consumer trust!



Maximising Relevance

- Add additional categories
- 2. Check for relevant attributes
- 3. Use business description
- 4. Encourage reviews (more on this later!)

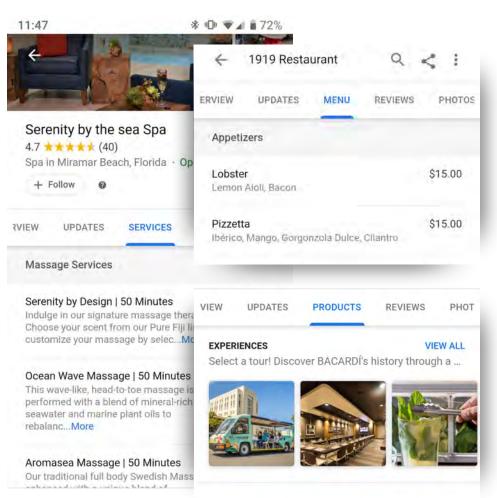


Top Performer Secrets



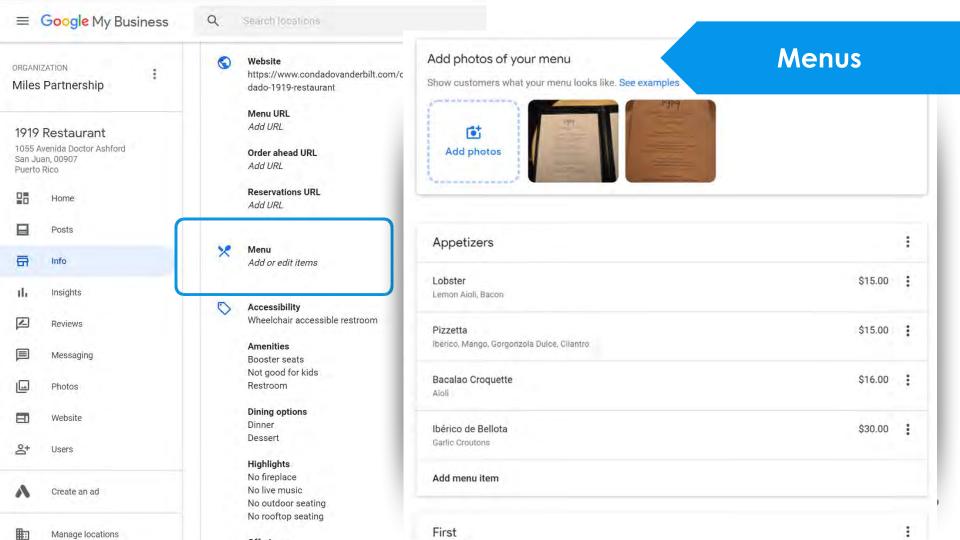
Menus, Services & Products

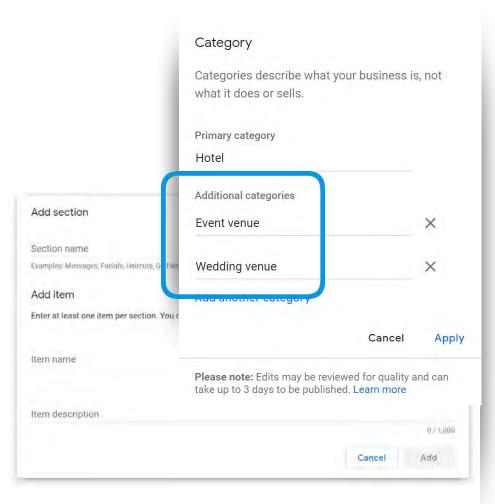




Depending on your business category, you can use **menus**, **services** or **products** to expand the content in your business profile.

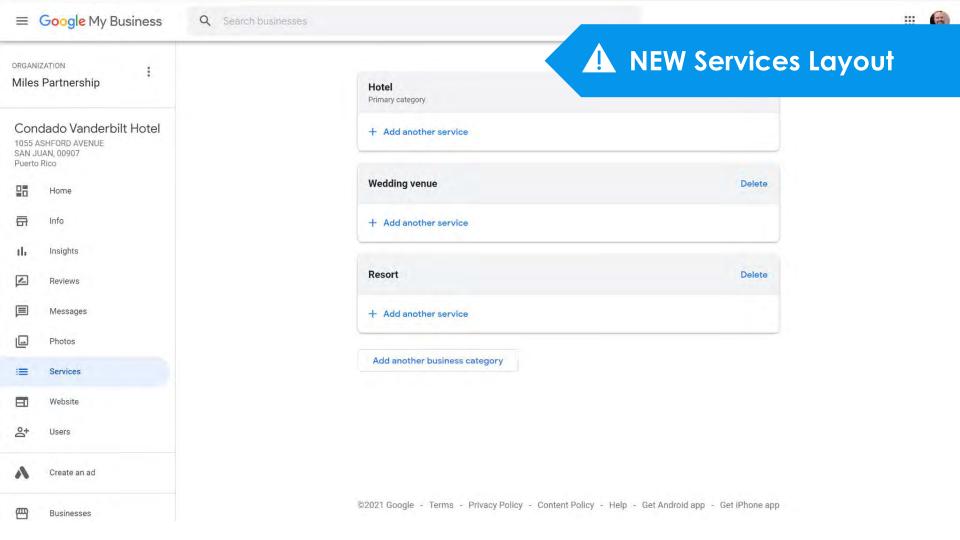






Accommodations may have limited access to some of these features but, if you are also an event or wedding venue, you can add those categories to get access to "services"







Casa BACARDÍ Puerto Rico

Carretera 165 Cataño, 00949 Puerto Rico

먦 Home

Posts

Info

Menu

Insights

Reviews

Messaging

Photos

0 Products

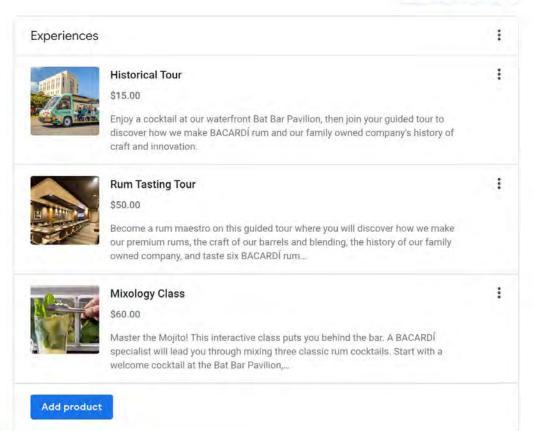
Services

Website

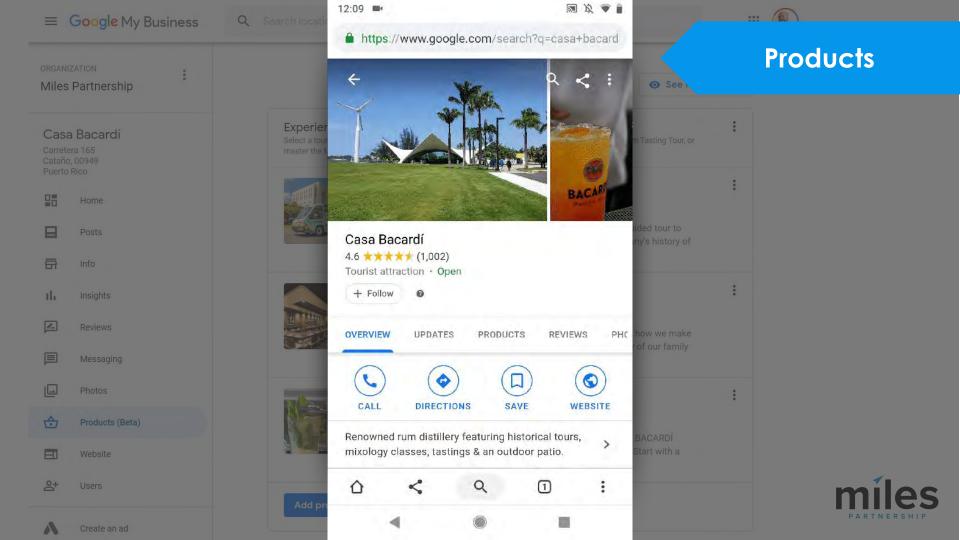
Users

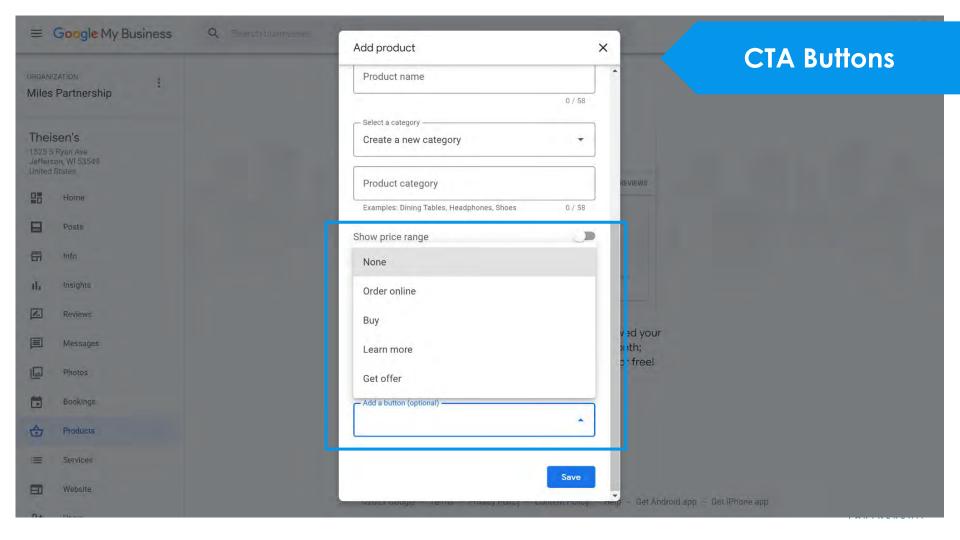
Products

See it on Google









Dessert

Treasure Coast Salad

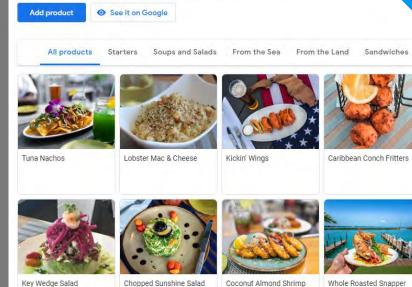
Broiled Florida Lobster Tail



Manage products

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

Products





Island Catch Special

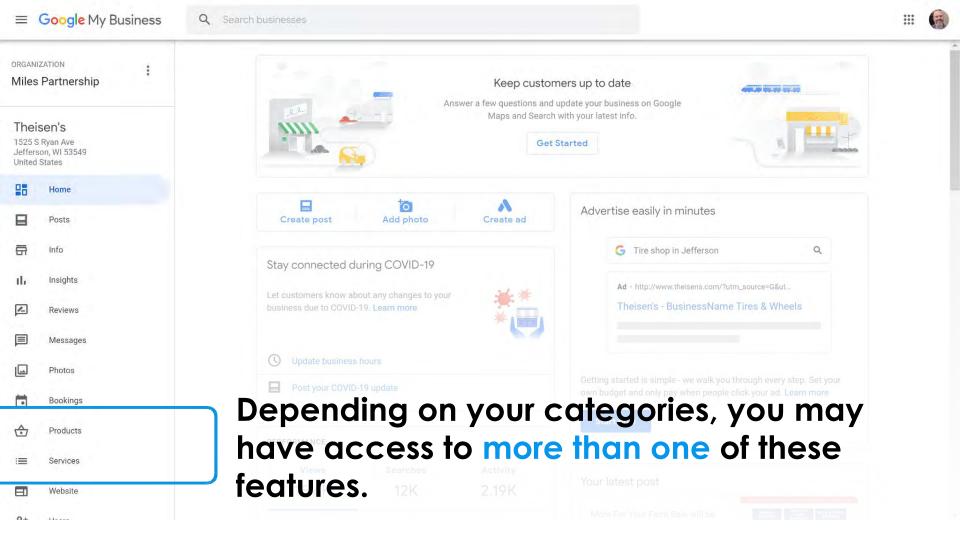






Fish Taco

Key Lime Pie

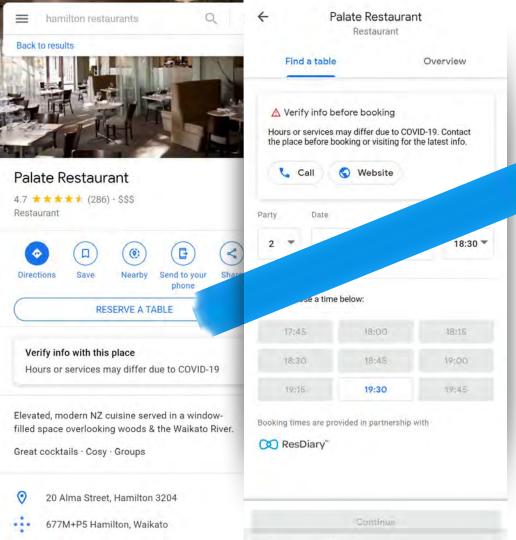


Bookings Tab



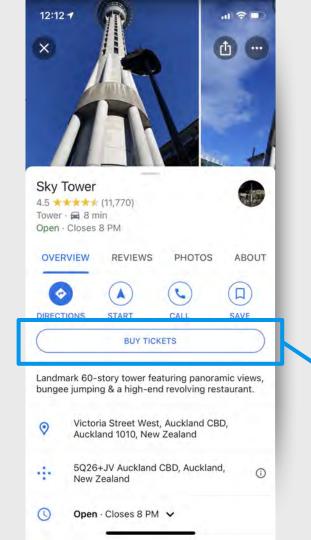
Booking & Reservations Options

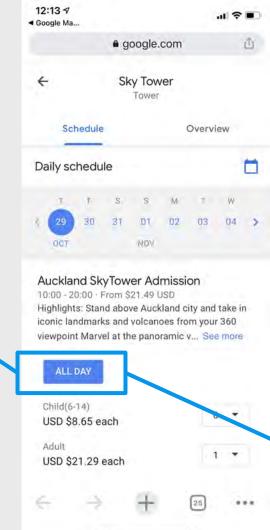


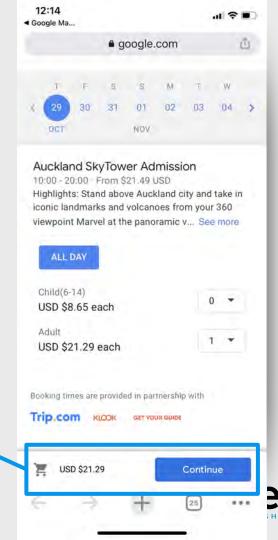


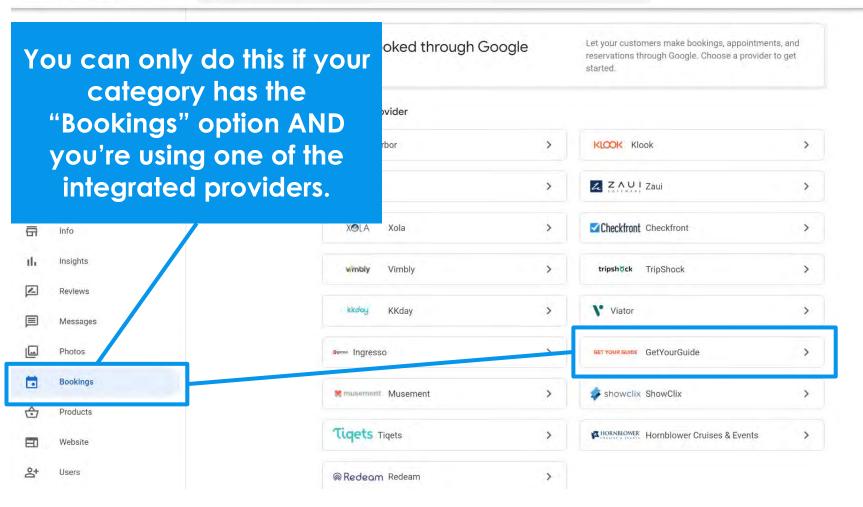
Now is a really good time to enable online booking and purchases through your GMB profile.



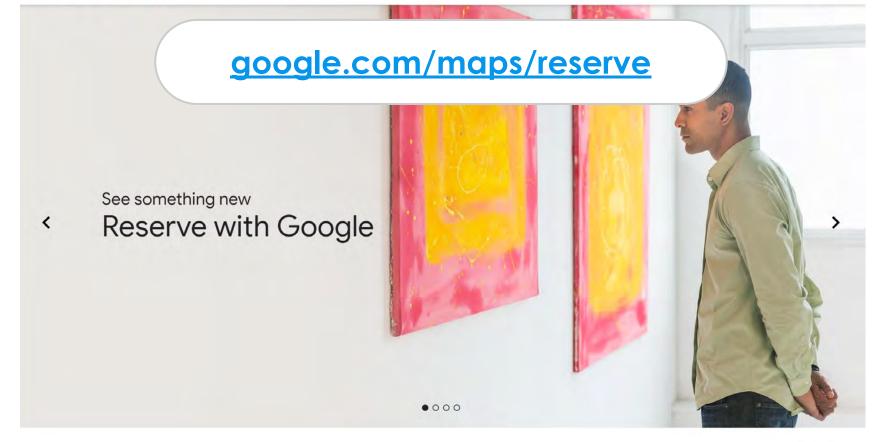








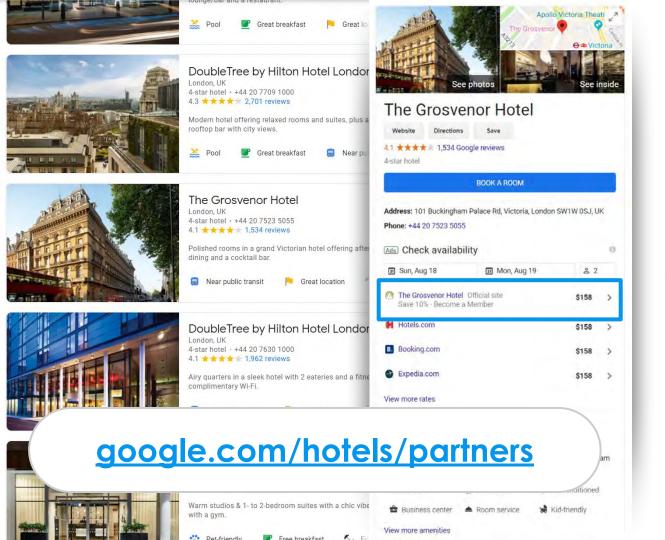




Tourism providers

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

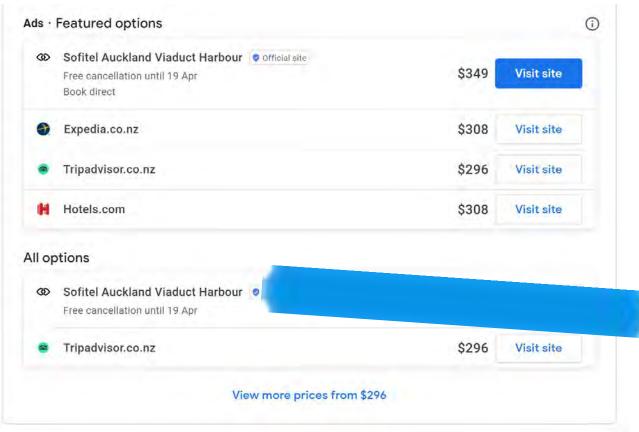




Hotel integrations are handled through OTA platforms, but you can integrate your own direct booking platform.



▲ NEW "Organic" Hotel Prices



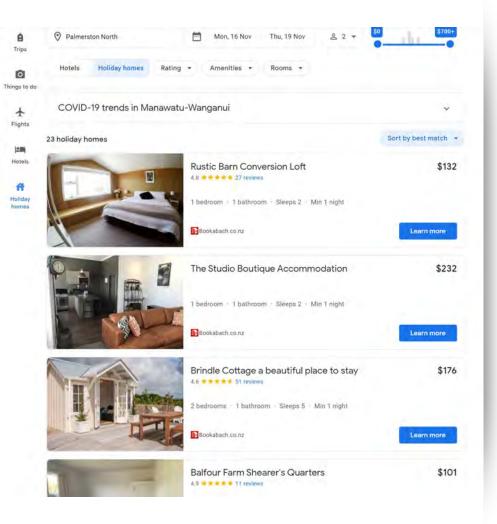
Rate and Availability feed

+

PPC Bid

No PPC Bid





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

Write a mylew

#1 W 42nd St. New York, NY

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

**** 2 months ago



ocal Guide 32 reviews | photo

🕶 🕶 🐲 2 mionths ago – 🎮



*** 2 months rigo

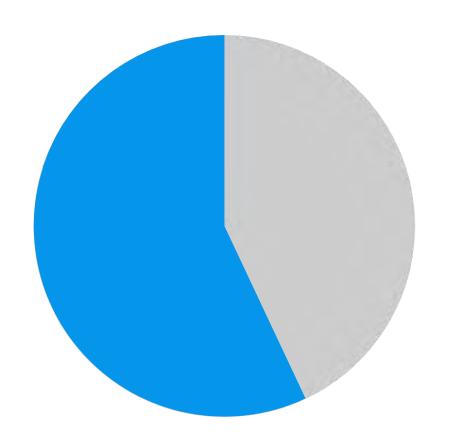


ocal Guide: 147 review 11/r pho

🖈 🖈 = = 2 montha ago

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

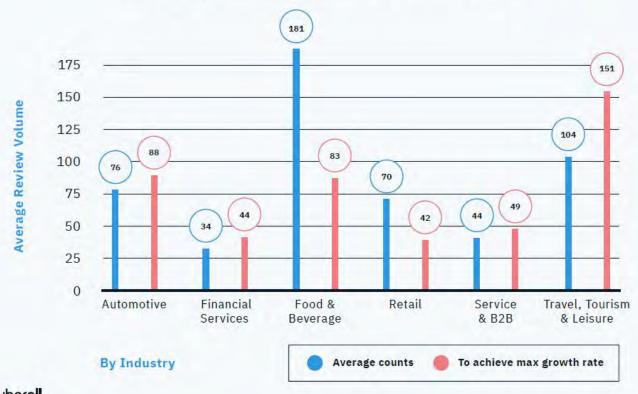


You should be targeting an average rating of 4.4 or higher to maximise conversion.





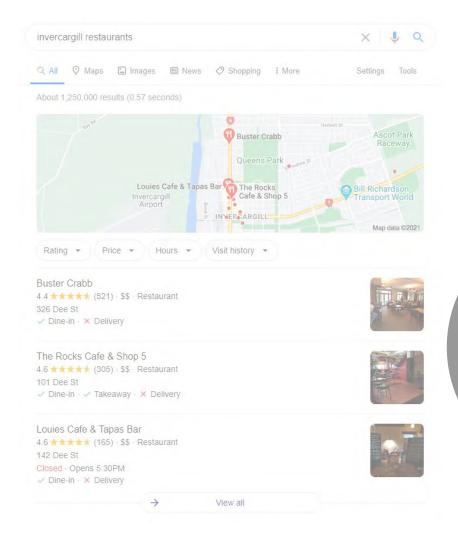
Average Review Volume by Industry Measured Against the Average Review Volume Achieving Maximum Growth

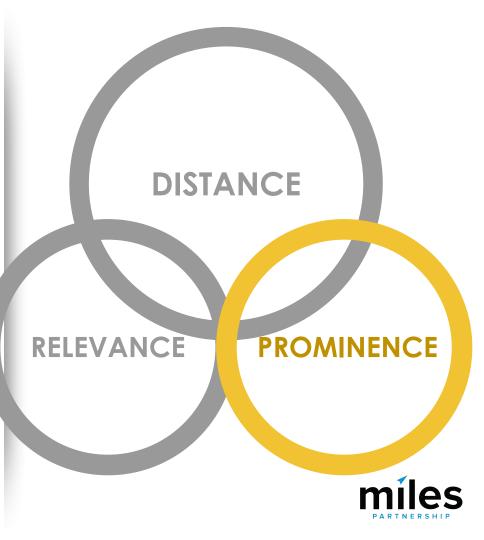


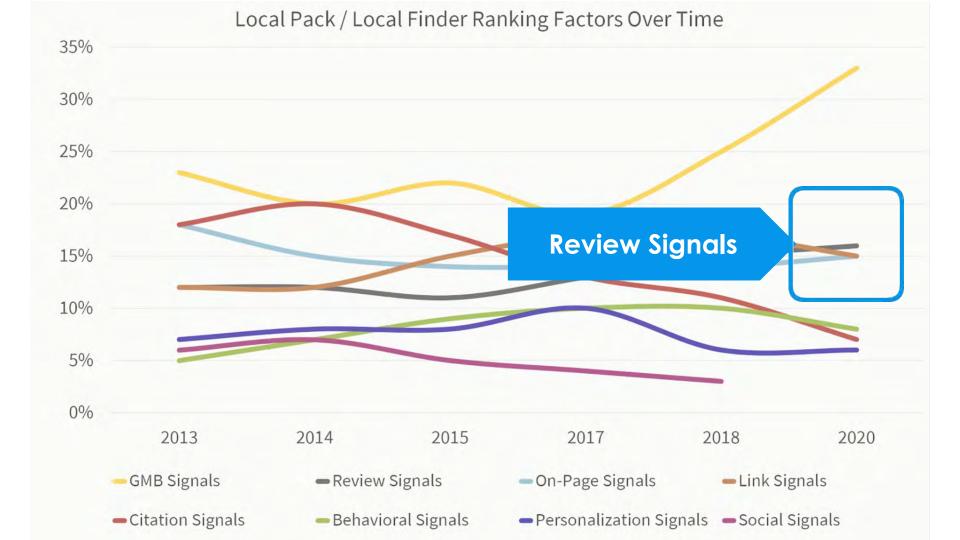
You should be targeting a review volume of 100+ to maximise growth

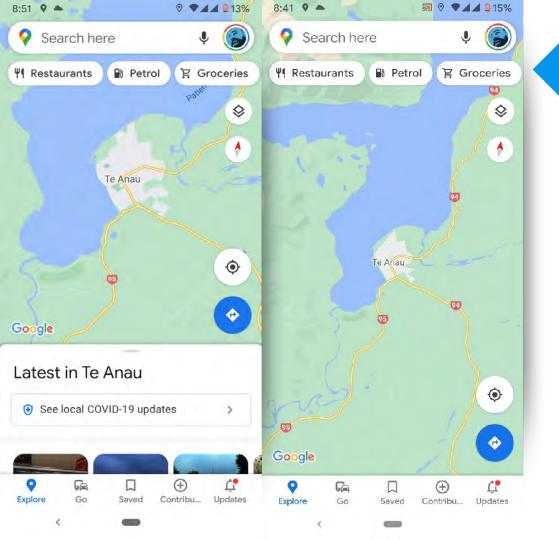


uberall









Changes to Google Explore

Customer reviews also now appear prominently in maps under "Explore"

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

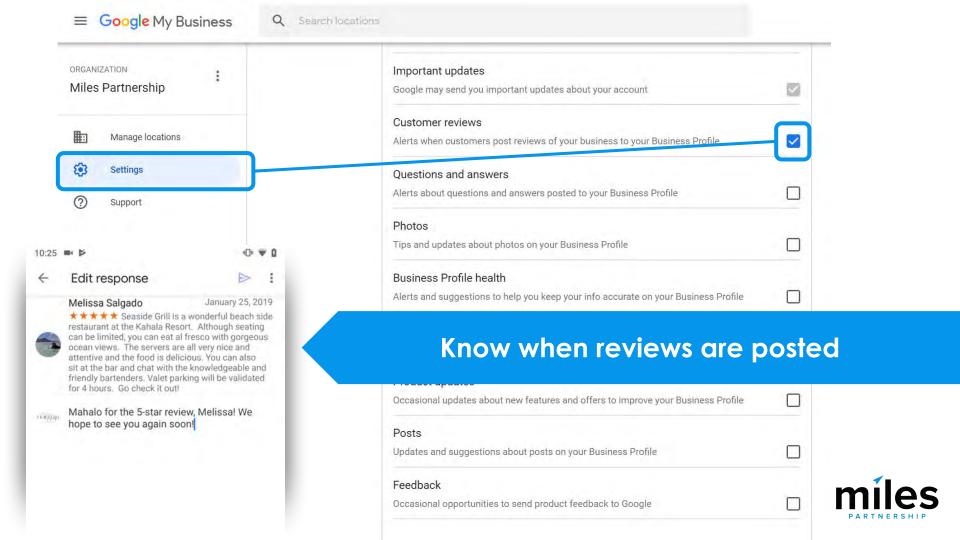


Reply to 30% of reviews to achieve 80% higher conversion rates than businesses than businesses that reply to 10%

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

uberall







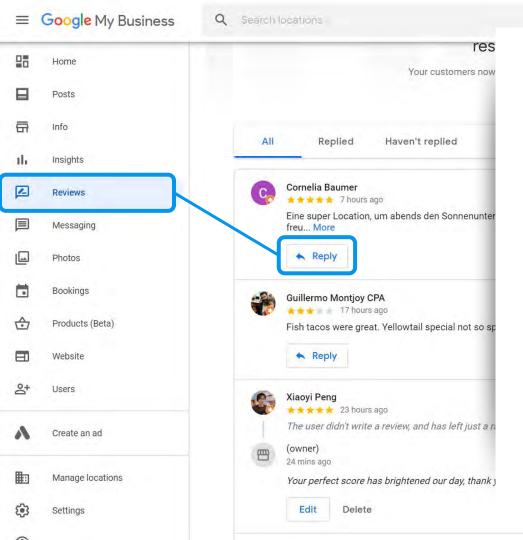
Best practices for responding to reviews

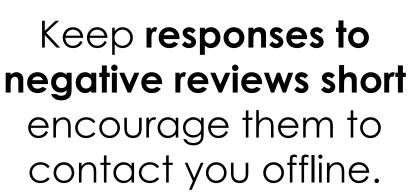
- 1. Ignore minor complaints
- 2. Address issues constructively
- 3. Don't use responses to advertise
- 4. Don't offer users anything
- 5. Be professional and polite

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

Learn more

OK



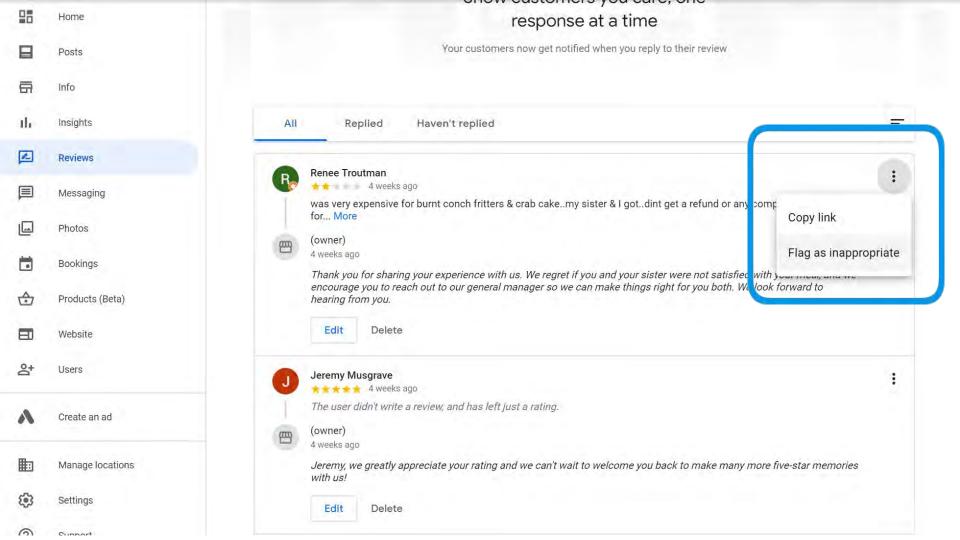


Responding to Negative Reviews

- No reply = you don't care
- Be polite, professional & friendly
- Encourage them to contact you offline
- **Provide specifics** on who to contact & how
- Don't offer discounts or freebies it opens the door for others to take advantage
- Every complaint has a lesson to teach about how to improve your products, services or communication

80%
of unhappy
customers were
won over with the
right response

Reputology poll



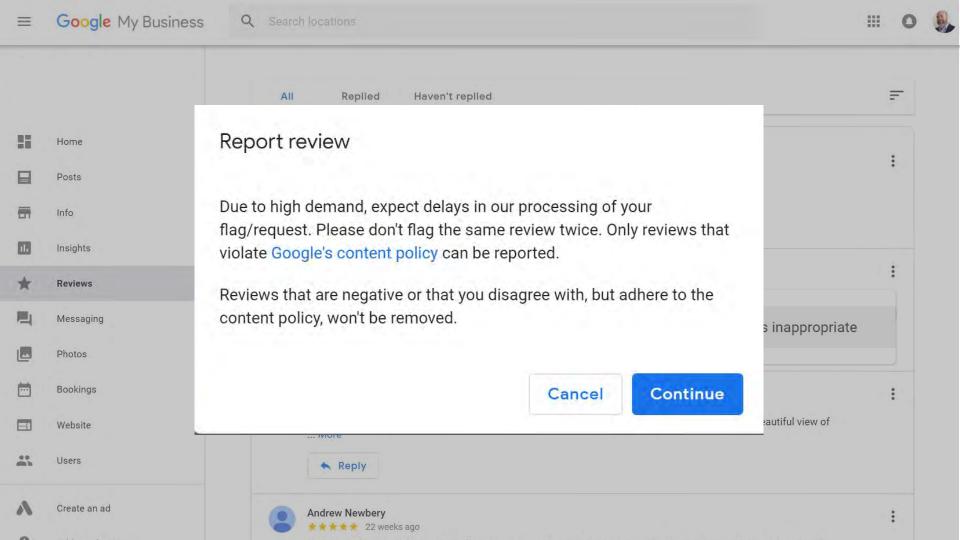
Flagging Reviews

- 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 organisation.

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





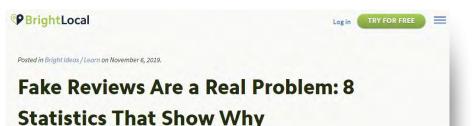
* Required field You're currently signed in as ca.clark@milespartnership.com If this isn't the account associated with your issue, please switch accounts &. If your business is affected by COVID-19, update your profile to provide the most accurate info. Learn more 2. What is your email address? * ca.clark@milespartnership.com What is the official email address used to manage your business on Google My Business? Select your issue type * Select one Describe your issue. * What is your issue?

Getting Help with Reviews

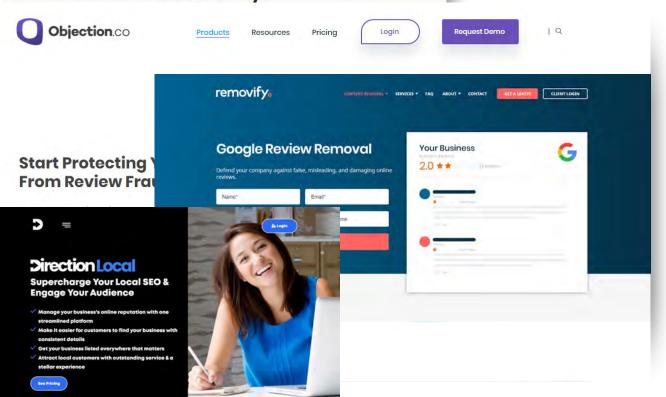
There are ways to get help through GMB support, but manage expectations, particularly right now.

support.google.com/business/gethelp





Review Dispute Services



If you can't get rid of reviews and you're convinced they're fake - there are services you can use, but remember that there are no guarantees.



A NEW Manage Reviews tool

Manage your reviews

Use this tool to report reviews for removal and check the status of reviews you've already escalated. Reviews that violate the Google review policies can be removed from Business Profiles on Google.

Select a business

Select a business to review

Name
Address

MEC Rentals
520 MARYLAND AVE

CAC Enterprises
520 MARYLAND AVE

Family Wine Imports
No location found

Holy Sheets
No location found

Cutter's cutlery
No location found

support.google.com/business/workflow/9945796





Manage your reviews

Use this tool to report reviews for removal and check the status of reviews you've already escalated. Reviews that violate the Google review policies can be removed from Business Profiles on Google.

- Select a business
- 2 Request to report a review

Use this table to find the reviews submitted for your business, they're listed chronologically. Then, use the links to report a review for removal. To check the status of reviews you've already reported through this tool, check your email or return to this page.

Note: Reported reviews may take up to 72 hours to be evaluated.

	Review	Rating	Posting date		
	this place is the best	5/5 stars	2020-03-29	View on Maps ☑	Report a problem
	Very lovely staff, answered all of my questions expertly.	5/5 stars	2019-06-15	View on Maps ☑	Report a problem
		A 11 14	and the same		

What's wrong with this review? This review is not relevant to this place Conflict of interest Offensive or sexually explicit Privacy concern Legal issue Report

support.google.com/business/workflow/9945796



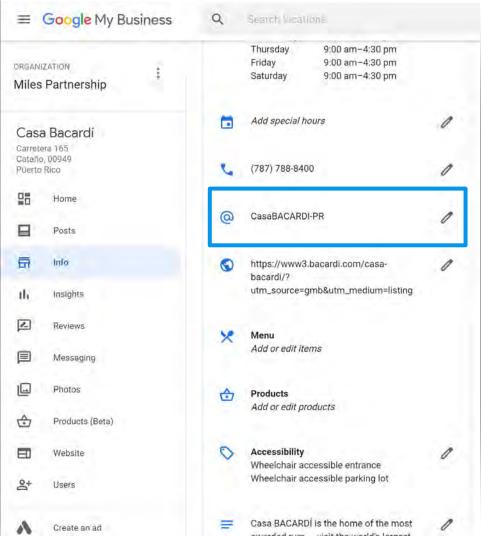
Top Performer Secrets



Encouraging Positive Reviews





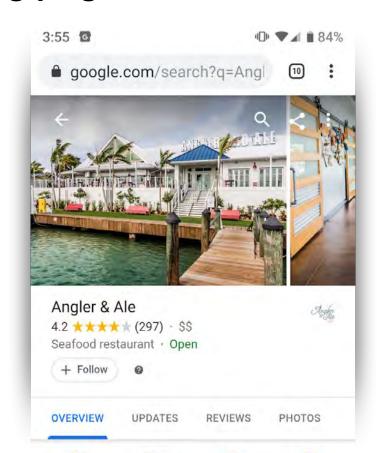


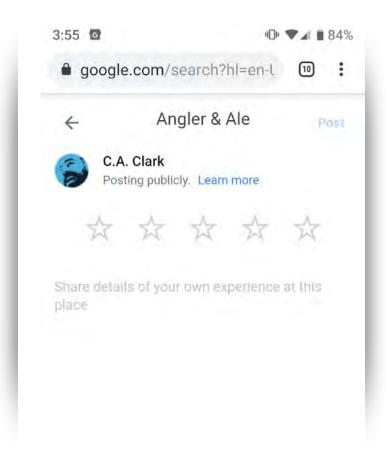
Set up a "short name" for your business. Short names are unique, and have to be based off:

- 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

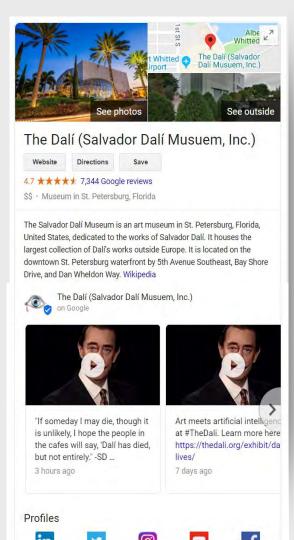
Enter business name

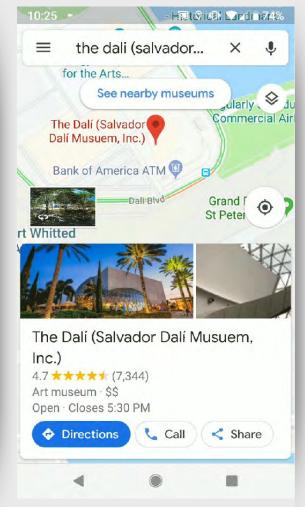




Posts Tab Posting Content

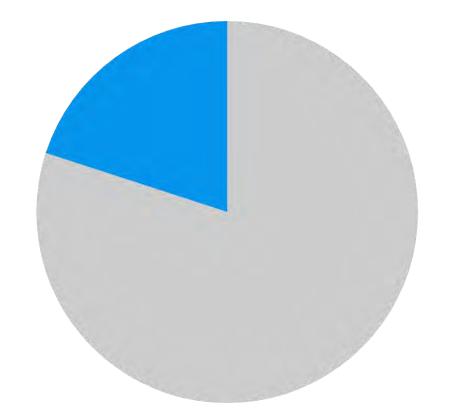






Posts appear with your business profile and provide a huge amount of organic (that means free!) visibility for your business.



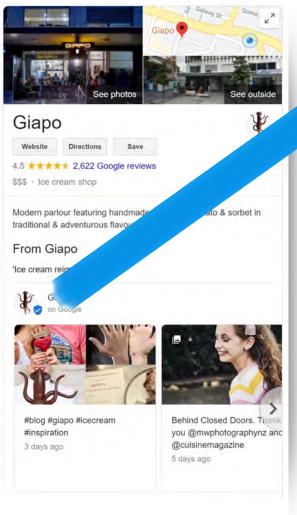


Audit Benchmark

<18%

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





Posts are:

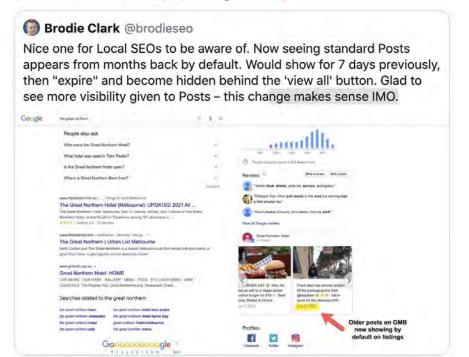
- Free: no cost per click
- **Trackable:** with views and clicks or with your own analytics codes
- Visual: include images or videos
- Engaging: include direct links to your website or buttons







This is kind of a big deal! Use Google posts, and make sure the content of those posts is good!



12:35 AM · Jan 20, 2021





NEW Posts Don't Expire

Posts no longer expire after 7 days!

Also check that you don't have old irrelevant posts showing





Miles Partnership

Plumeria Beach House

5000 Kahala Avenue Honolulu, HI 96816

Home

Posts

☐ Info

II. Insights

Reviews

Messaging

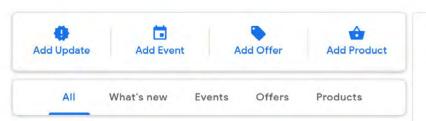
Photos

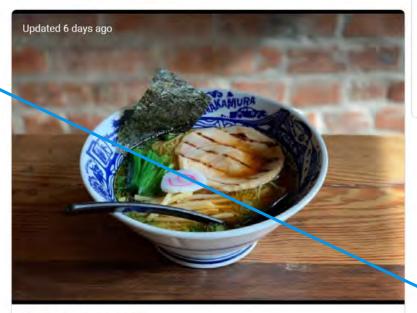
Bookings

■ Website

2+ Users

Create an ad





Your posts

Last 28 days 🔻

Views 10721

+17%

Clicks

23

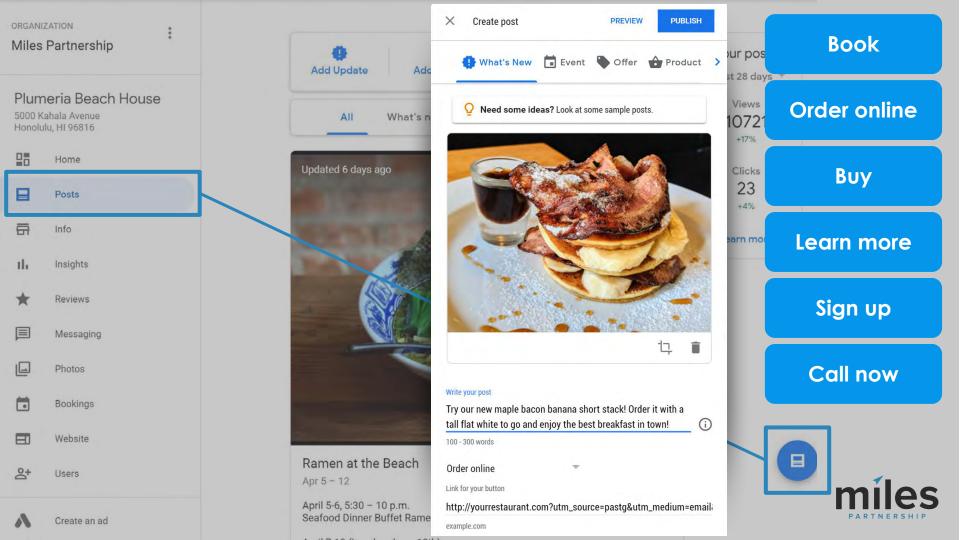
Learn more

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%

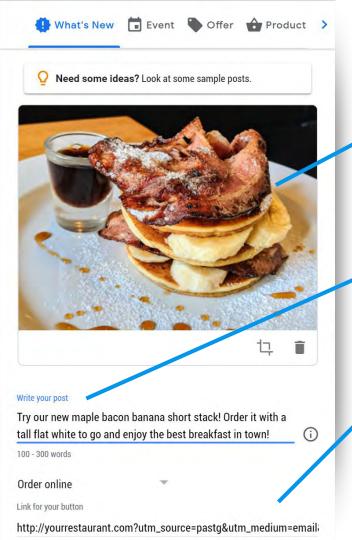


Top Performer Secrets



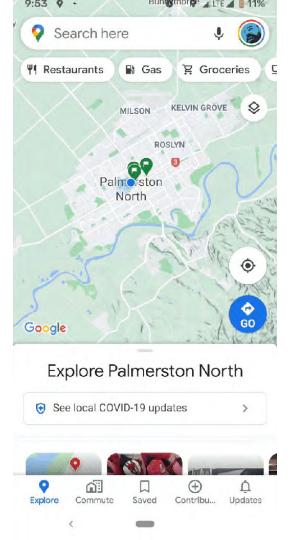
Using Posts Effectively





- 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.

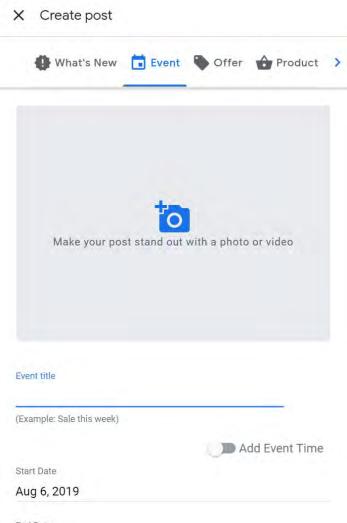




Best Practices for using GMB Posts:

- 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 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.

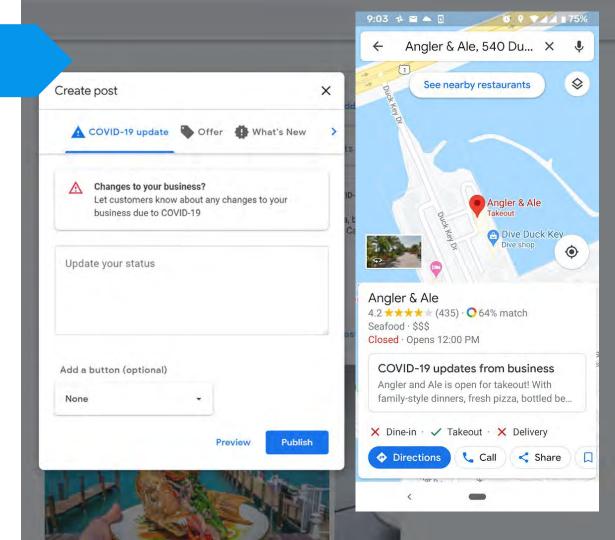
*ymmv



▲ 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.

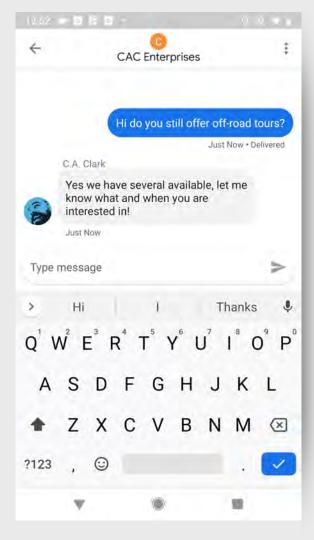


Messaging Tab



Communicating directly with customers



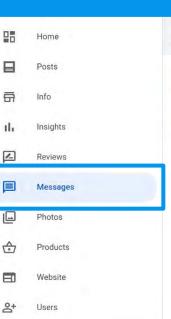


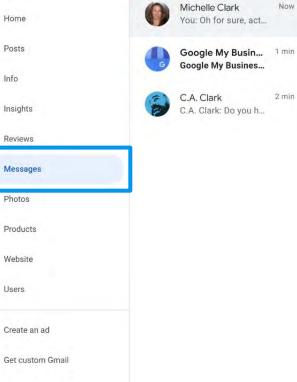
Messaging allows customers to connect with you directly (and privately) through your business profile with questions and concerns.





NEW Web Messaging







Important: By early March 2021, all businesses will have access to messaging on the web.

21:18

Do you have any rambo style cheese knives?

Oh for sure, actually the cheese knives used in the upcoming Rambo Six movie are from our store!

Now - Delivered

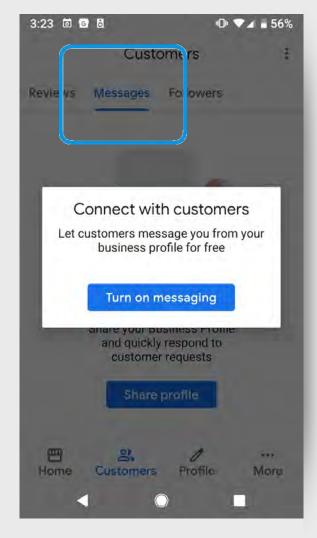
Type message

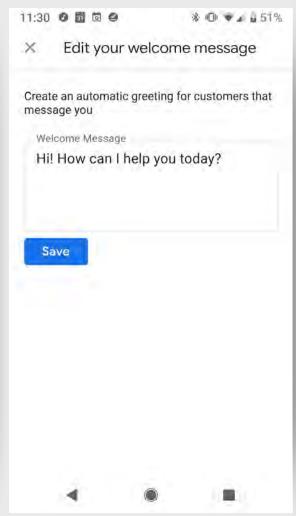
Michelle Clark

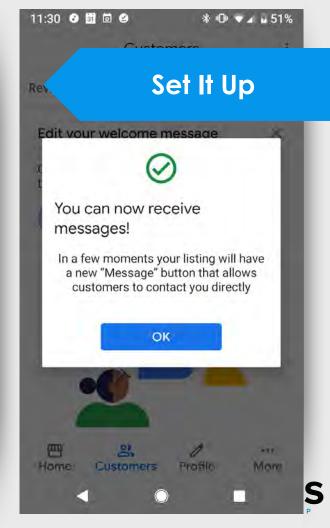


Businesses

Add new business







ORGANIZATION

■ Google My Business

Miles Partnership

Sixty-One Prime 61 Hawks Cay Boulevard Duck Key, FL 33050 United States

Home

Posts

Info

Menu

Food orders

Insights

Reviews

Messages

Photos

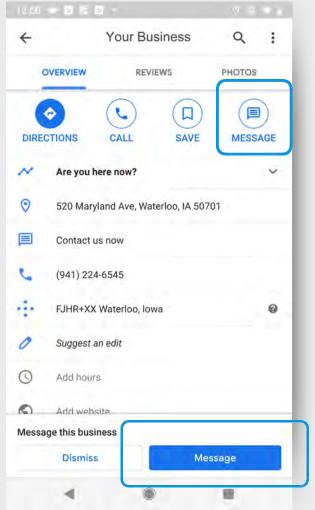
Bookings

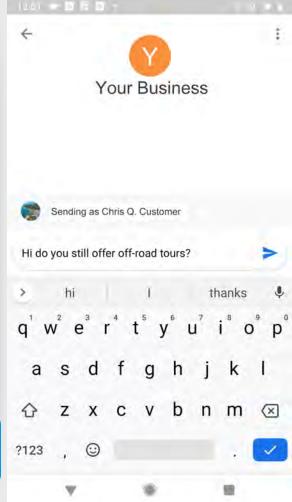
Website

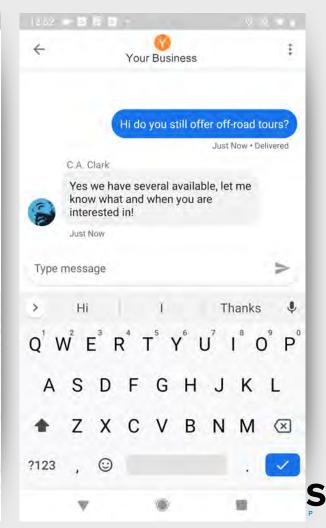


Connect with customers

Let customers message your business on Google for free and respond se or using the opogle maps app on your mobile evice. Learn more Turn on messaging





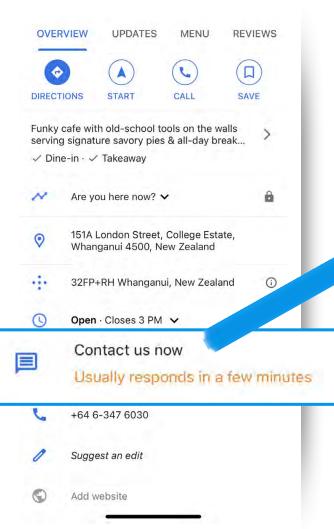


Top Performer Secrets



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 & desktop you can have multiple users/devices assigned to answer questions
- Conversations aren't public but remember they can be screen-captured

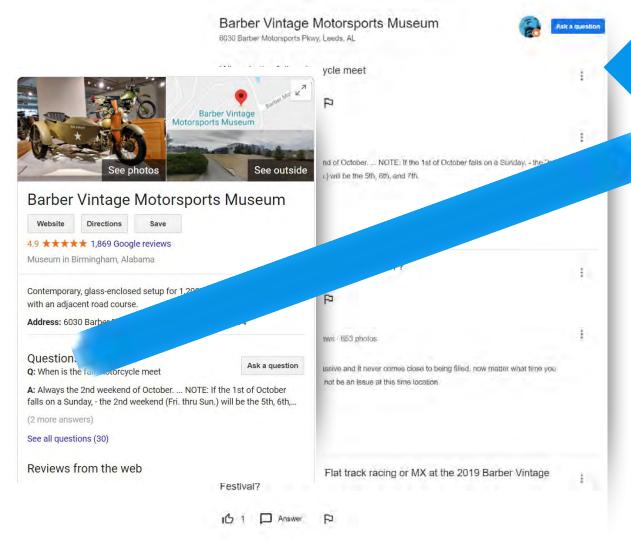


Top Performer Secrets



Monitoring Questions & Answers

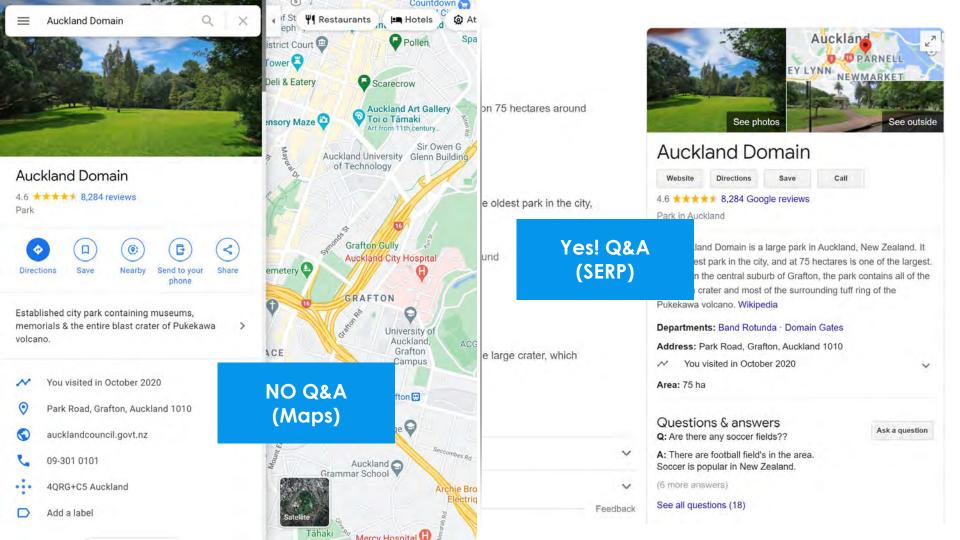


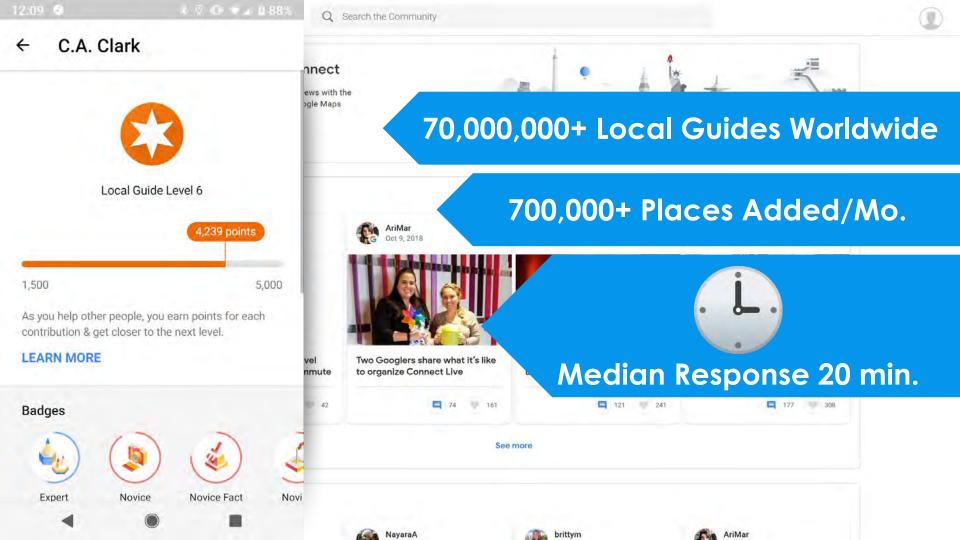


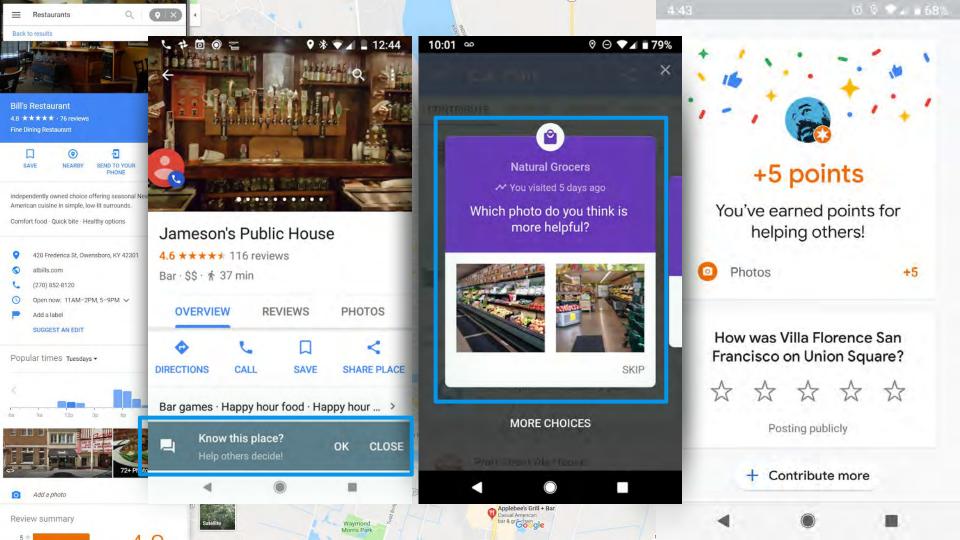
(Not even in GMB!)

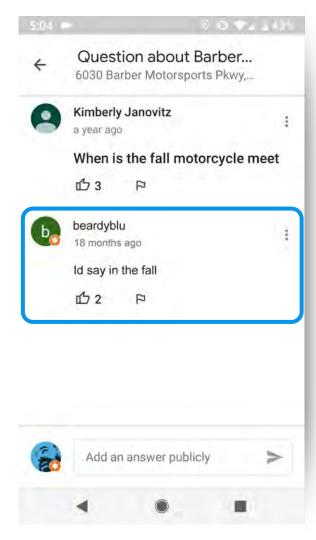
Questions & Answers is a public feature which appears as part of your Business Profile. Anyone can ask, and answer questions about your business.

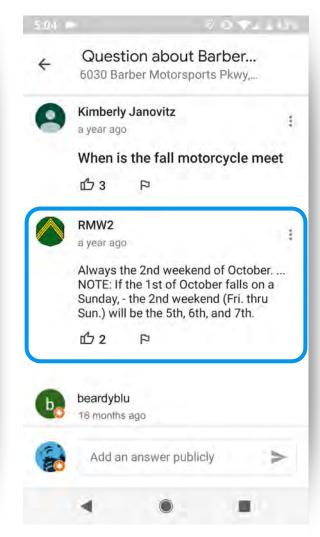










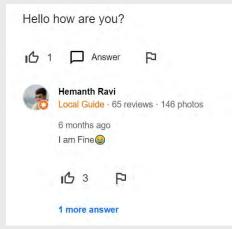


But... they often get answered faster by Local **Guides** than they do by the businesses, and the Guides aren't always right.











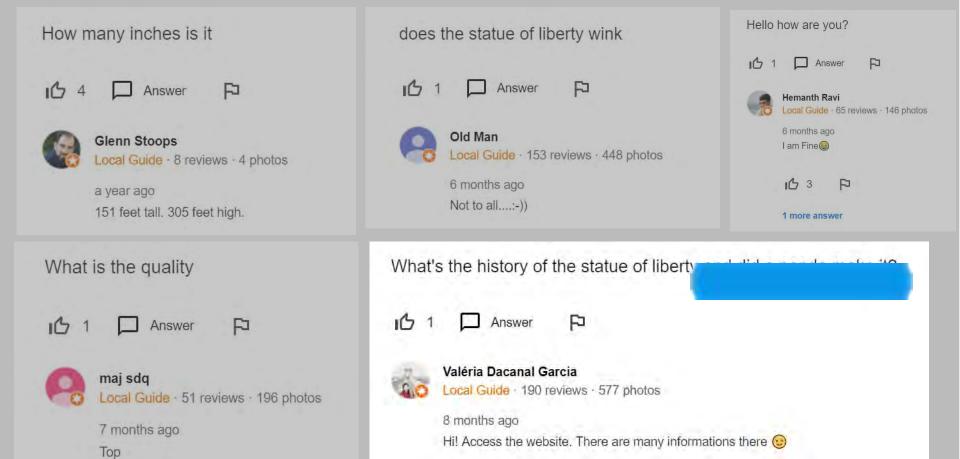
Questions & Answers is also generally full of some **pretty crazy stuff** - so it's worth checking your listing.

What possible penalty does she face?

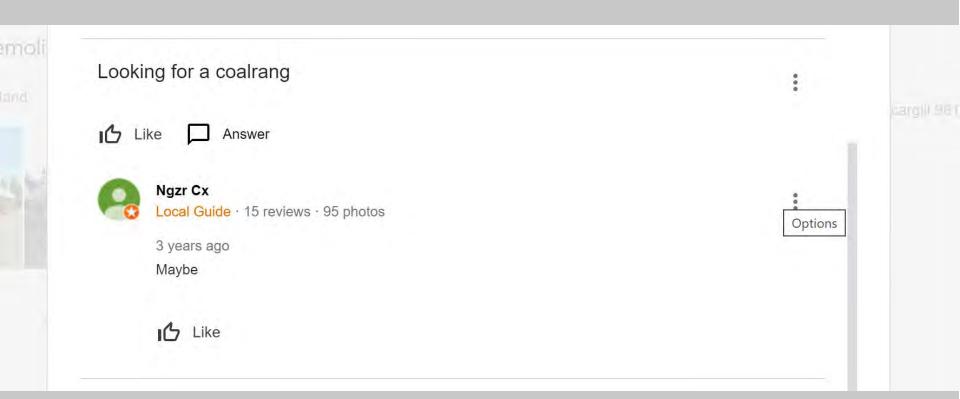
7 months ago

Top

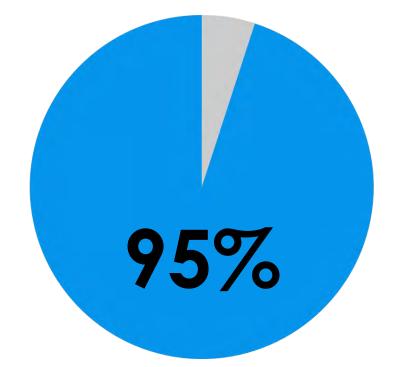




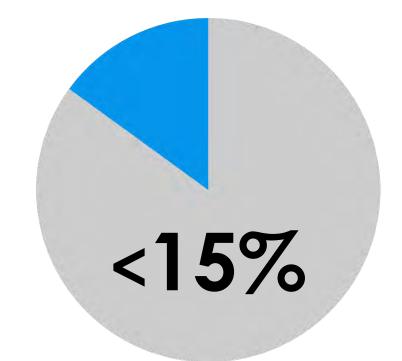
What possible penalty does she face?





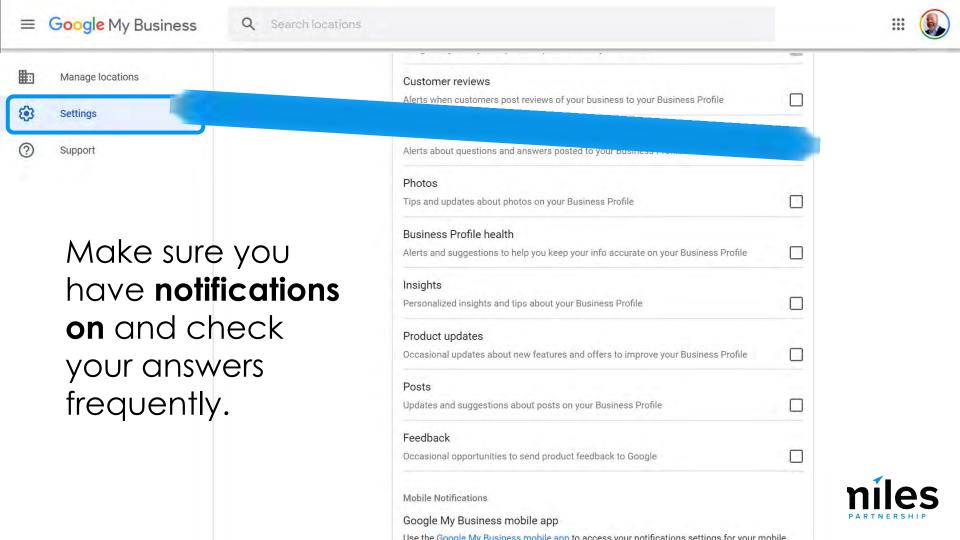


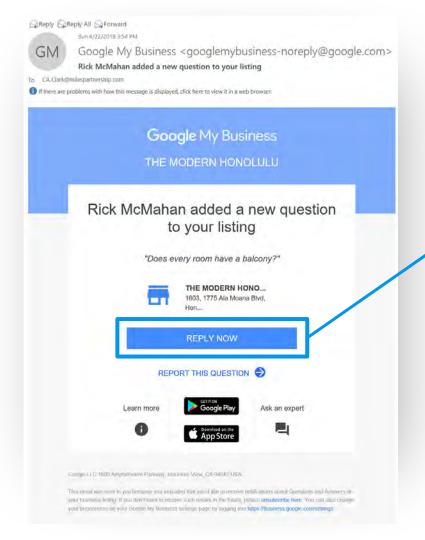
Of our 50,000 audited listings had **questions** from **customers**

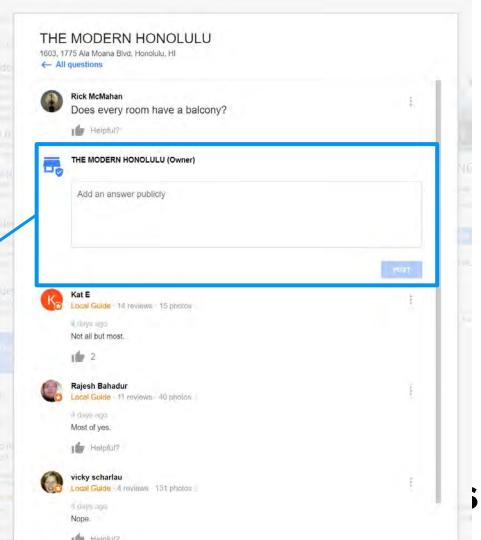


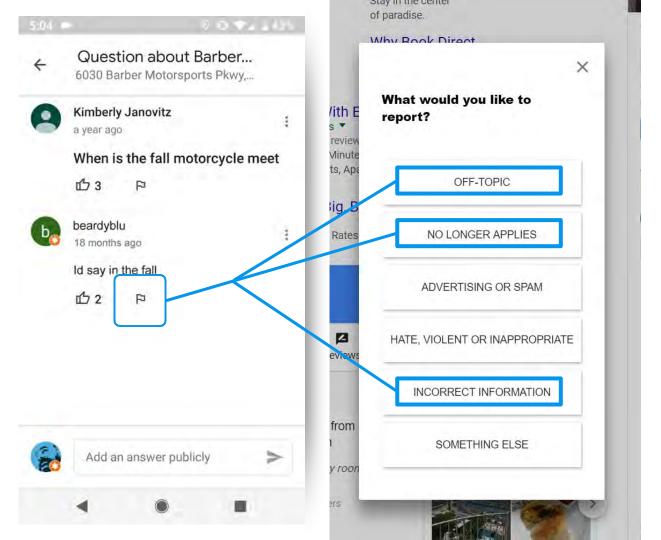
Have **answers** from the business **owner**





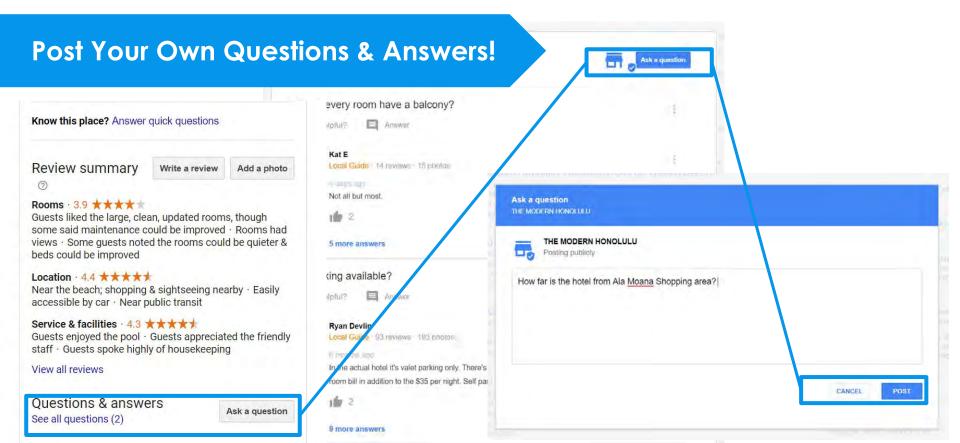






After you've provided your own answers, report the bad answers in your profile.







Photos Tab



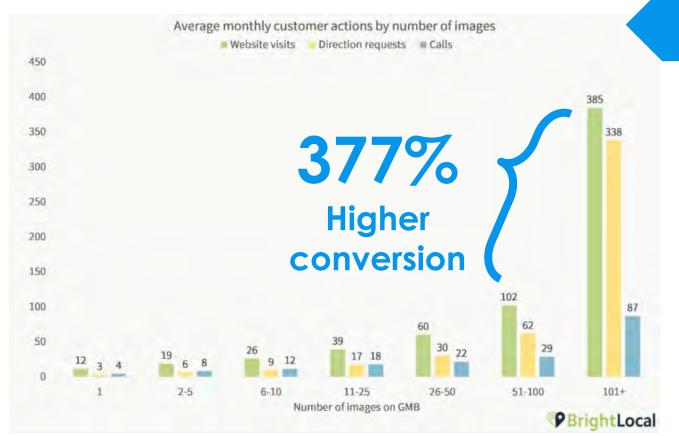
Managing Your Visual Representation





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

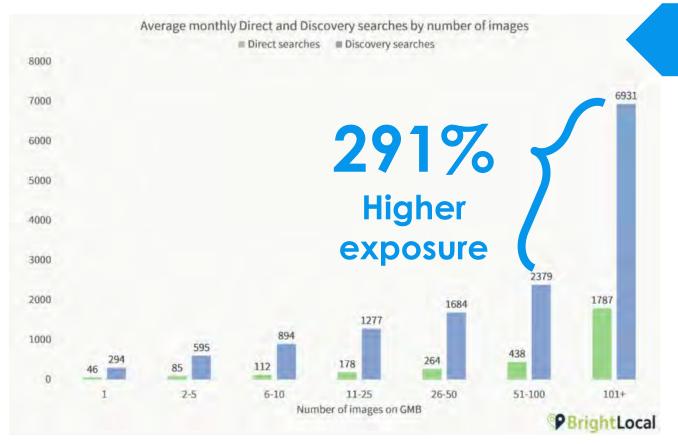




Images

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



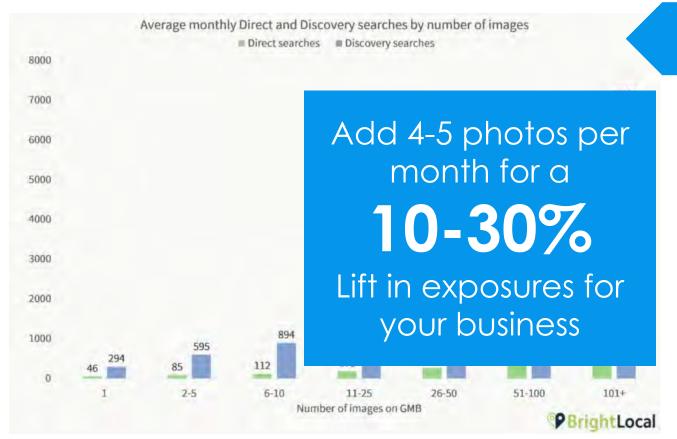


Images

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.



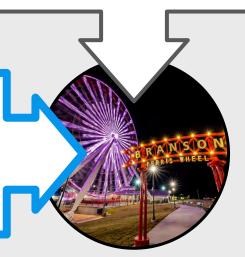


1. INFORMATIVE

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.



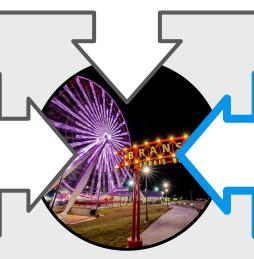


1. INFORMATIVE

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.

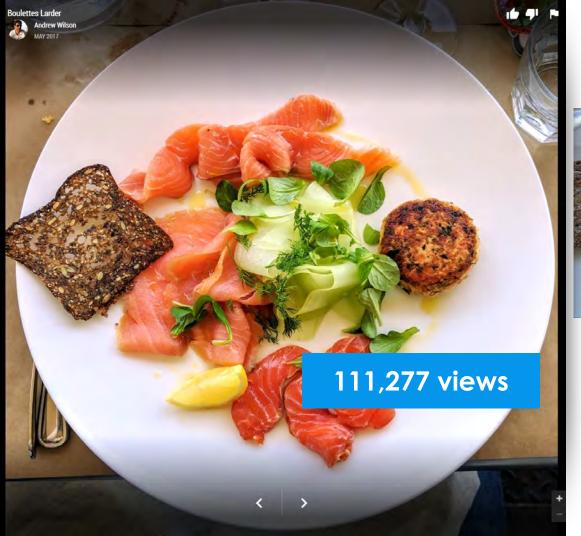






This photo is good! It's both informative and attractive. Easy to understand what it is, where it's taken from, bright colors good contrast, good framing.

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.



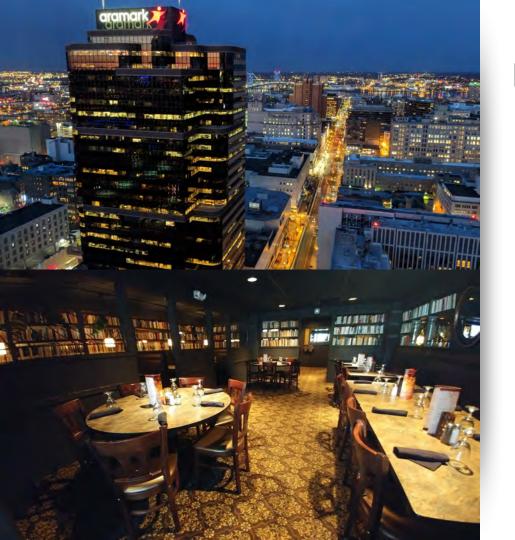


Photo Best Practices

- 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.

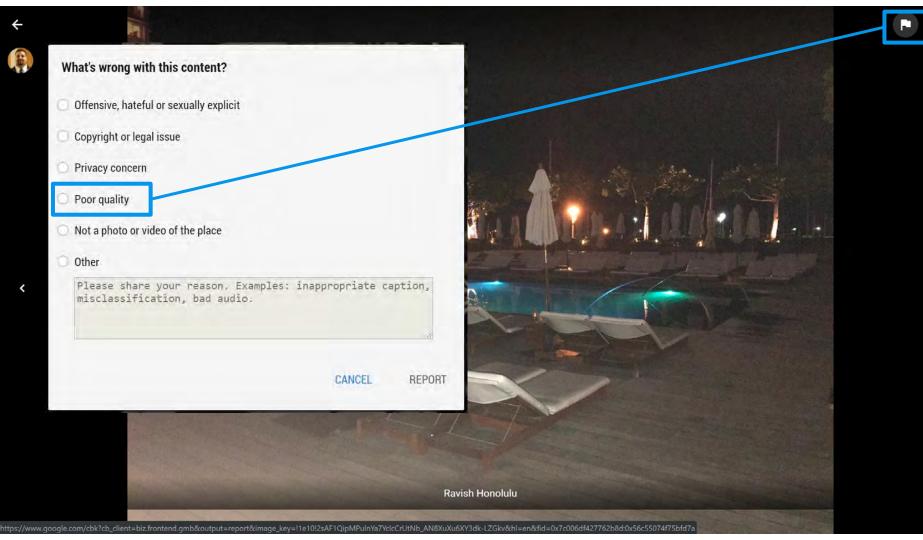


Top Performer Secrets



Flag poor quality & irrelevant images for removal





Top Performer Secrets



Use 360s and Virtual Tours To Attract Customers





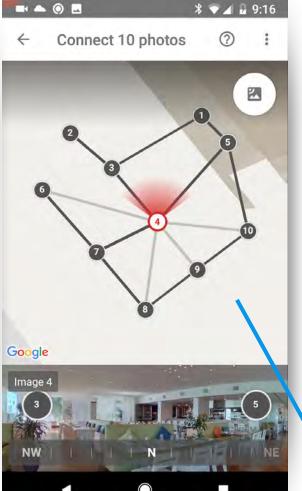
360 degree imagery via Google Street View is an **important tool for businesses**, **travelers** and **destinations**. Increasingly customers are expecting to be able to "look around" your business before they decide to visit.



Especially true in 2020!

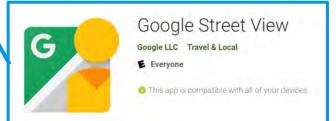


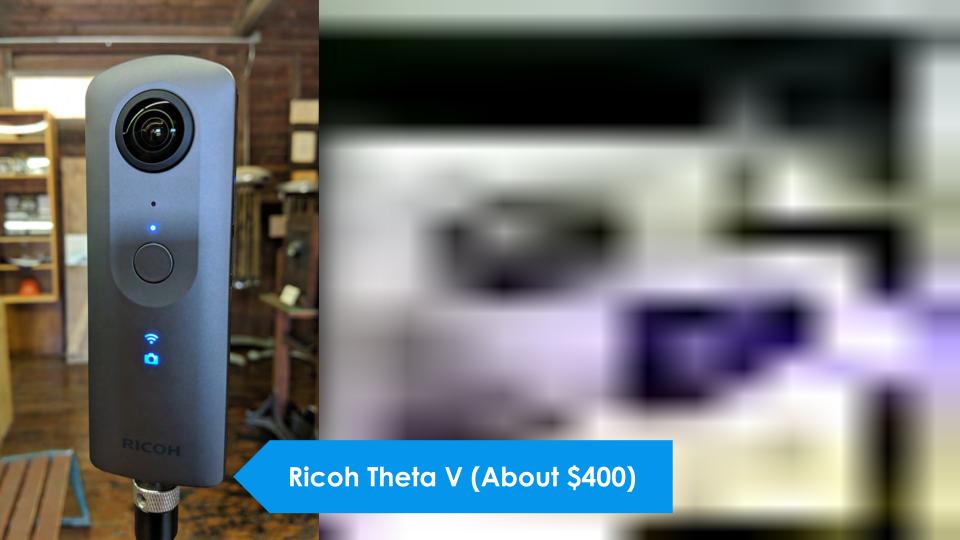




Free App

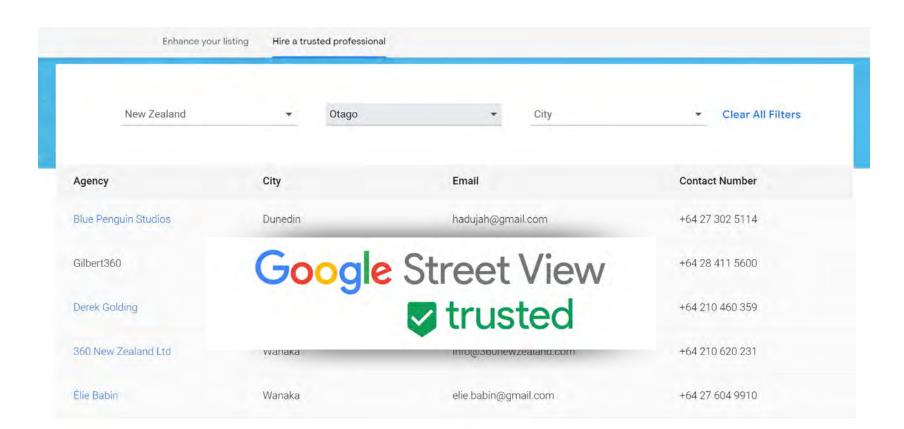
You can also connect your 360s into virtual tours that allow customers to take a walk through your business.





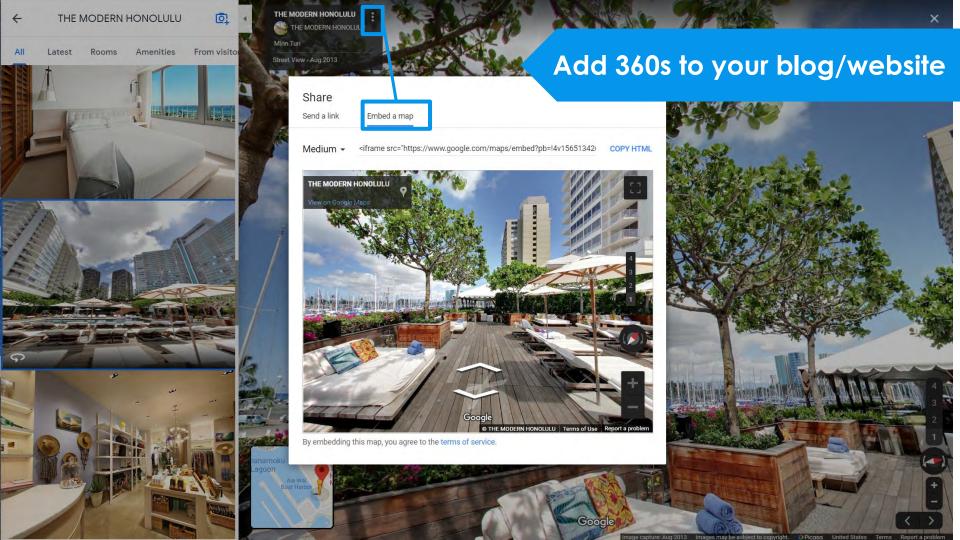






google.com/streetview/hire



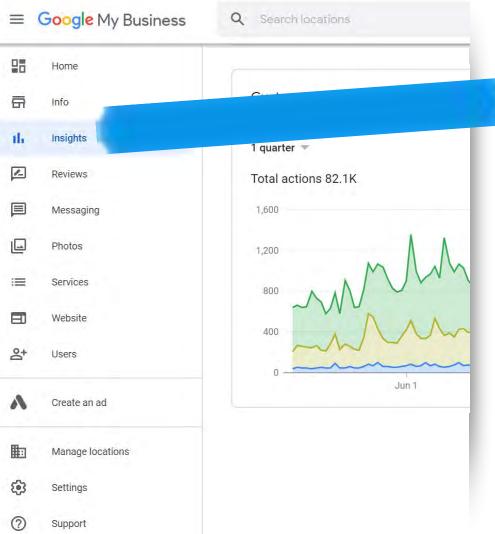


Insights Tab



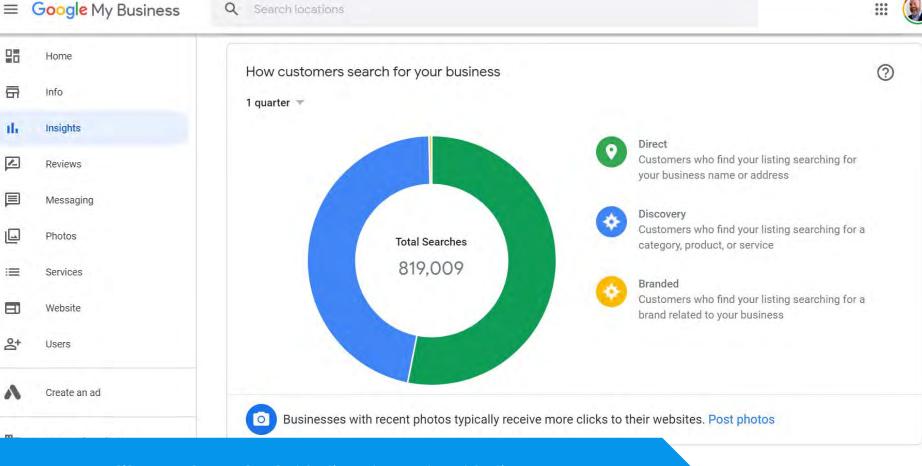
Measuring Exposure & Engagement





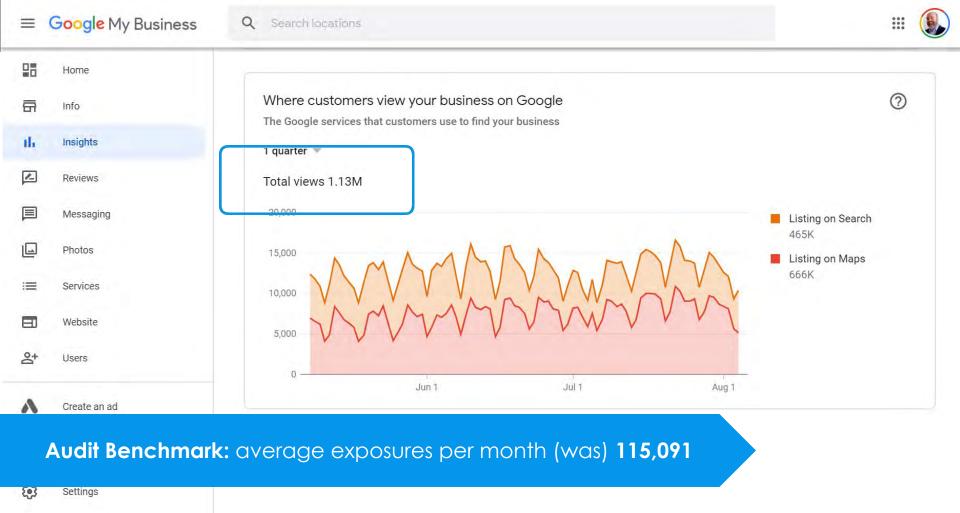
Insights reporting tracks customer exposures and engagement inside Google's platform - you can't get these numbers anywhere else.



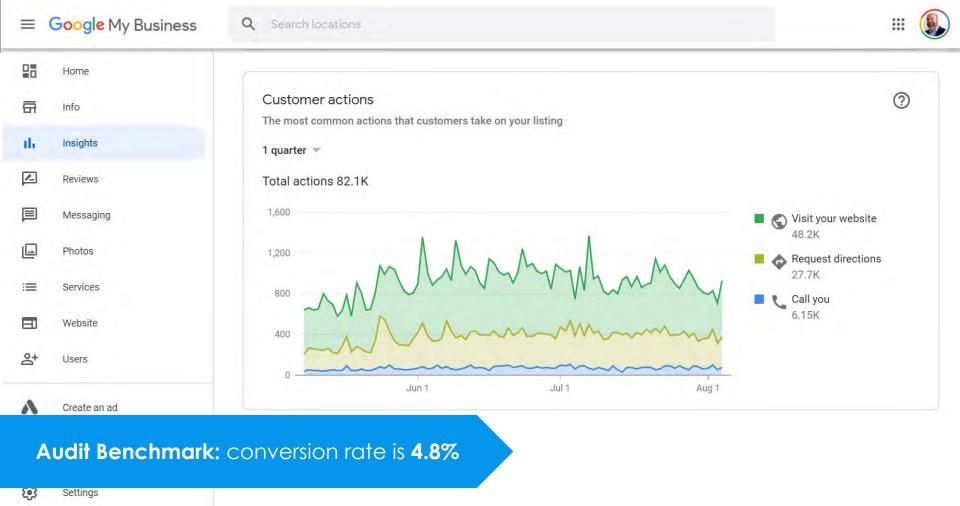


Audit Benchmark: 45% direct, and 55% discovery



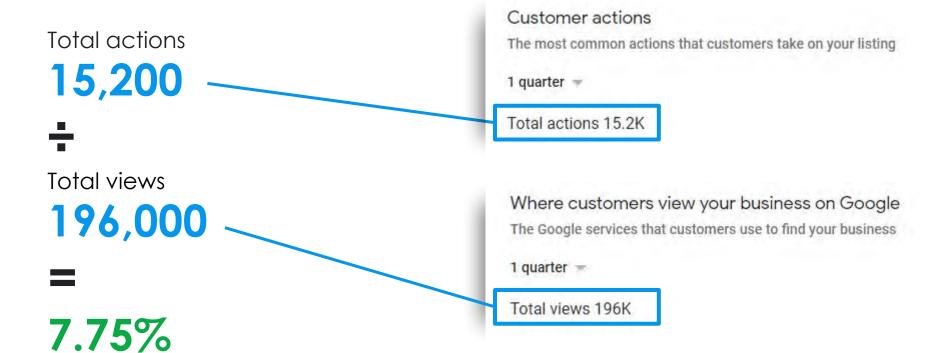


Support



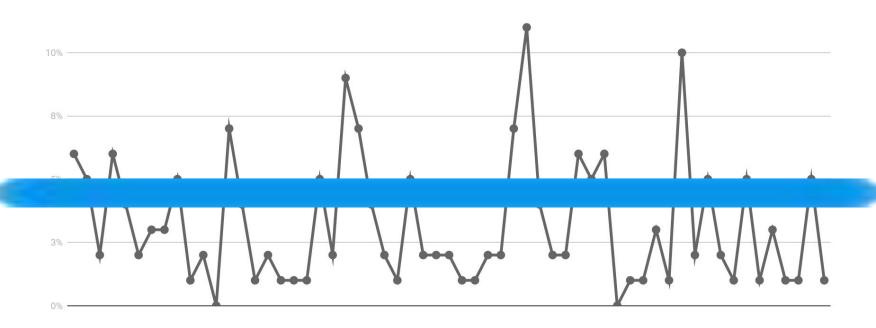
Support

Calculate your conversion rate

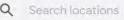




Average conversion rate (views vs. customer actions) is **just below 5%**. High performers are up to 10%, low performers are 3% or below.

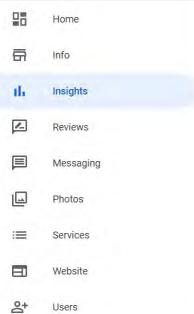








3



The areas where customers req	uest directions to your bus	siness froi
1 quarter ▼		
United States	11,073	
Canada	40	
United Kingdom	33	100
Puerto Rico	28	
South Africa	20	
Switzerland	14	AL LEV
Mexico	12	3/3/
Argentina	11	
Pakistan	10	2.0
Denmark	<10	£
France	<10	
Germany	<10	OCEANIA
Norway	<10	
Panama	<10	
	<10	





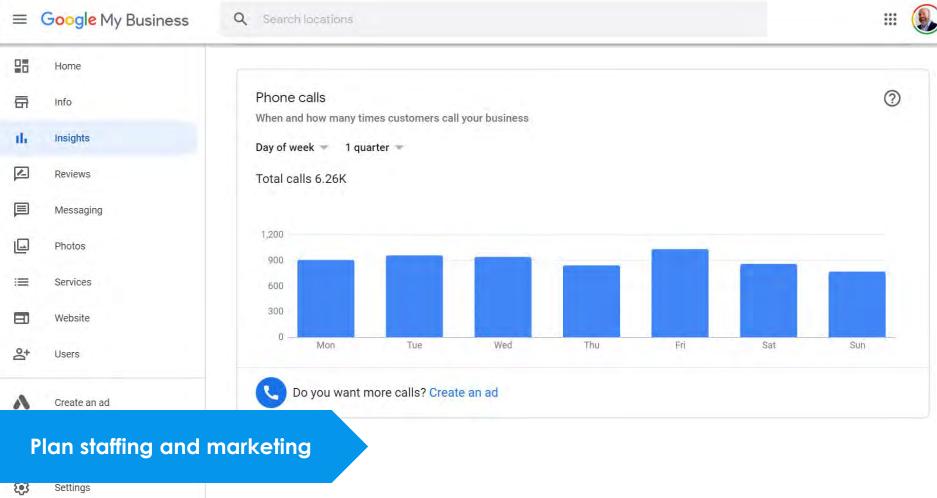


£93

Support

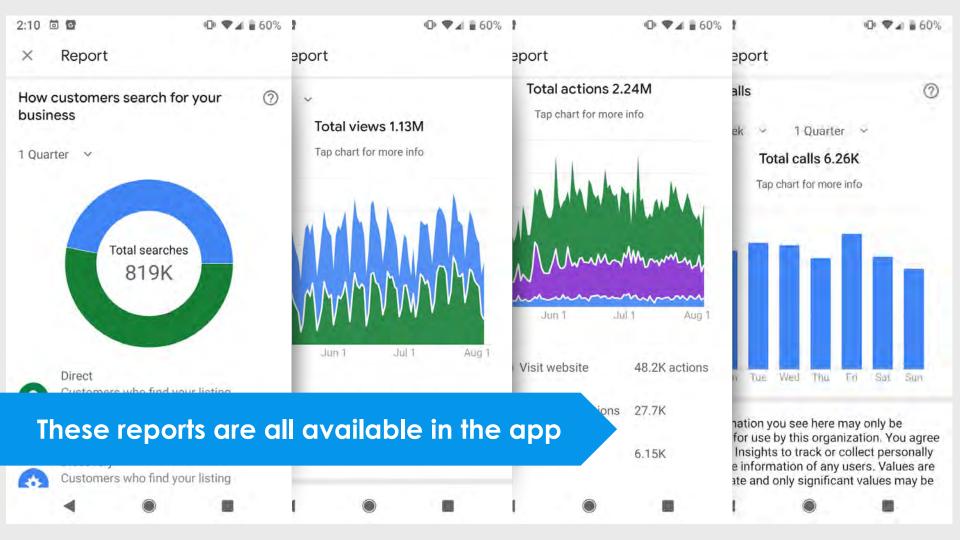
Create an ad

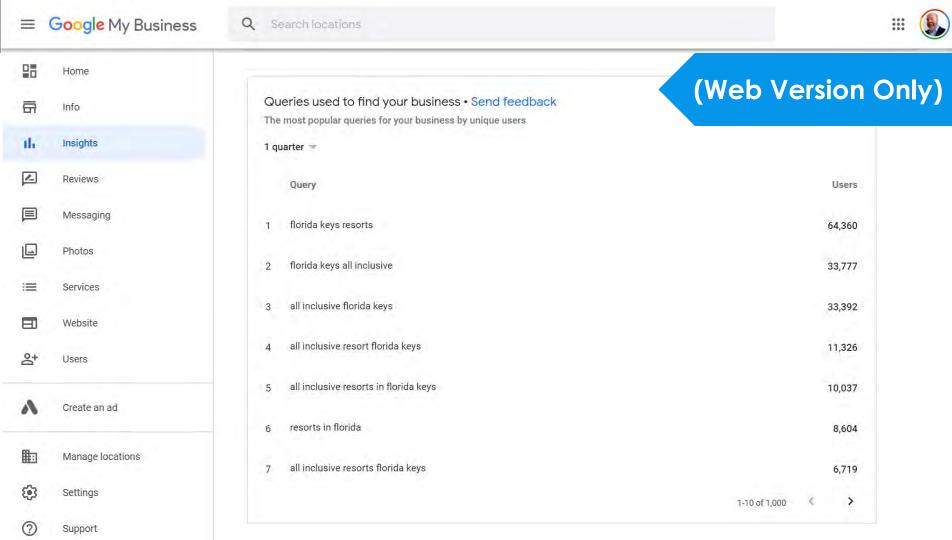
Settings

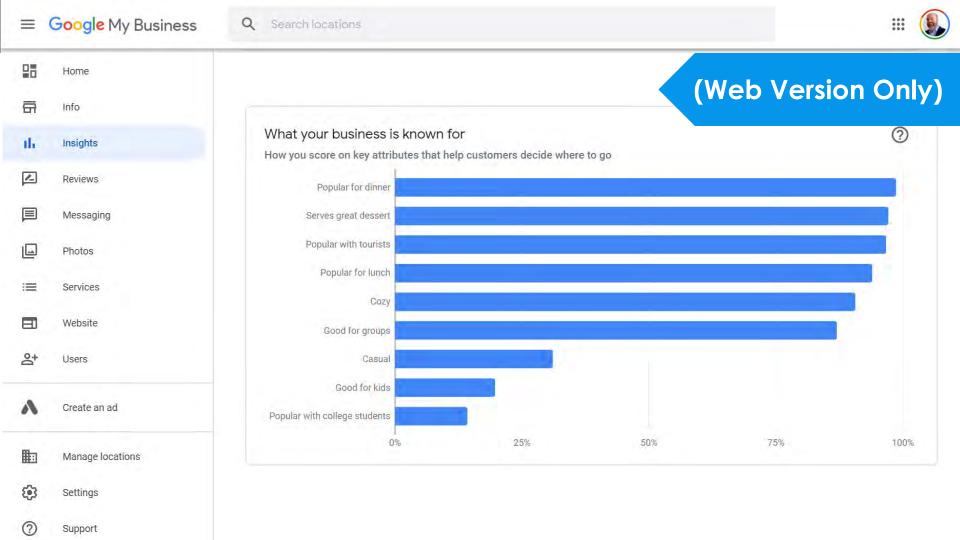


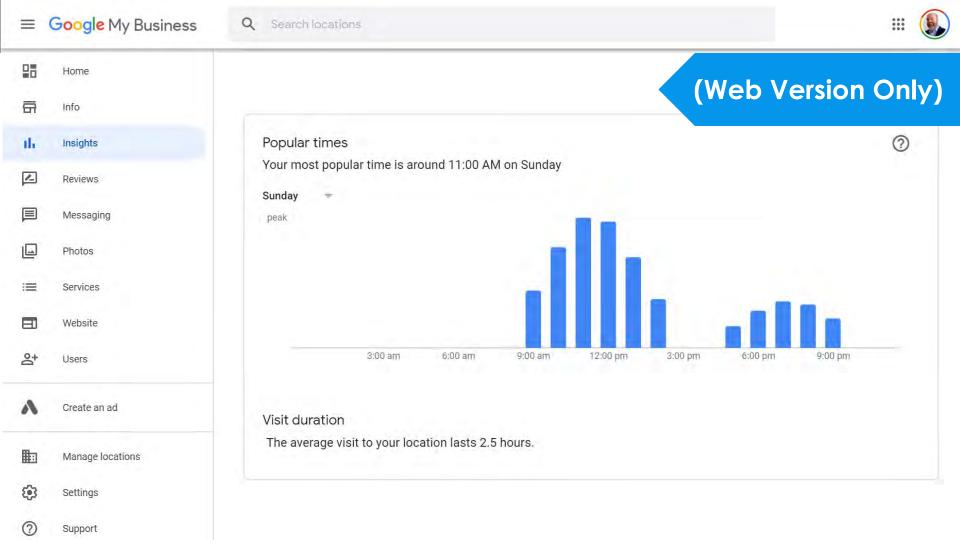
.

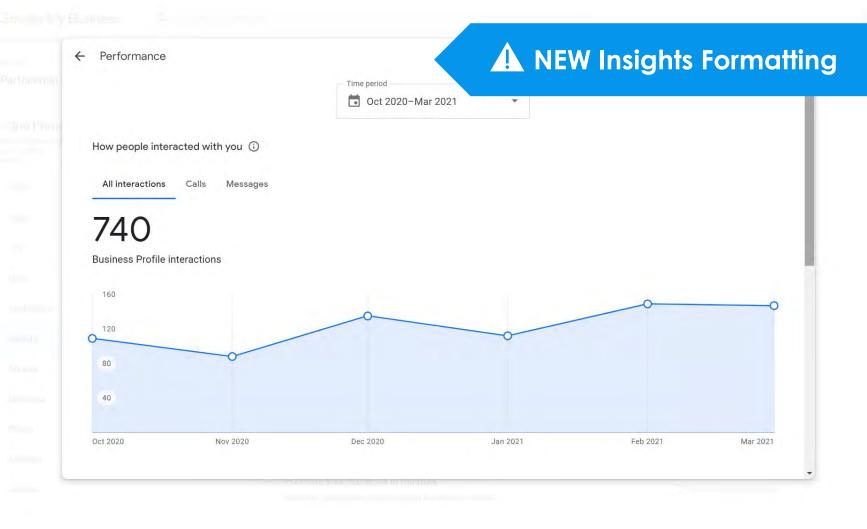
Support











Performance

A NEW Insights Formatting

46,023

O People viewed your Business Profile

Platform and device breakdown

Platform and devices that people used to find your profile



• 1.406 • 3%

Google Maps - desktop

20,037

Q Searches triggered your Business Profile

Searches breakdown

Search terms that returned your profile in the results

1	Restaurants	4,937
2	restaurants near me	3,065
3	restaurants	1,953
4	duck key restaurants	974
5	food near me	899

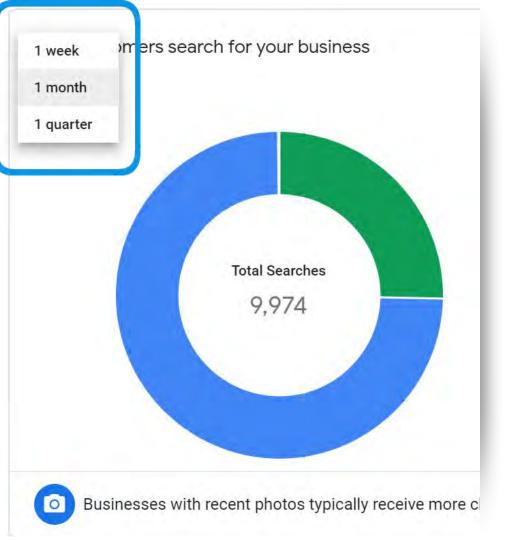
See more

Top Performer Secrets



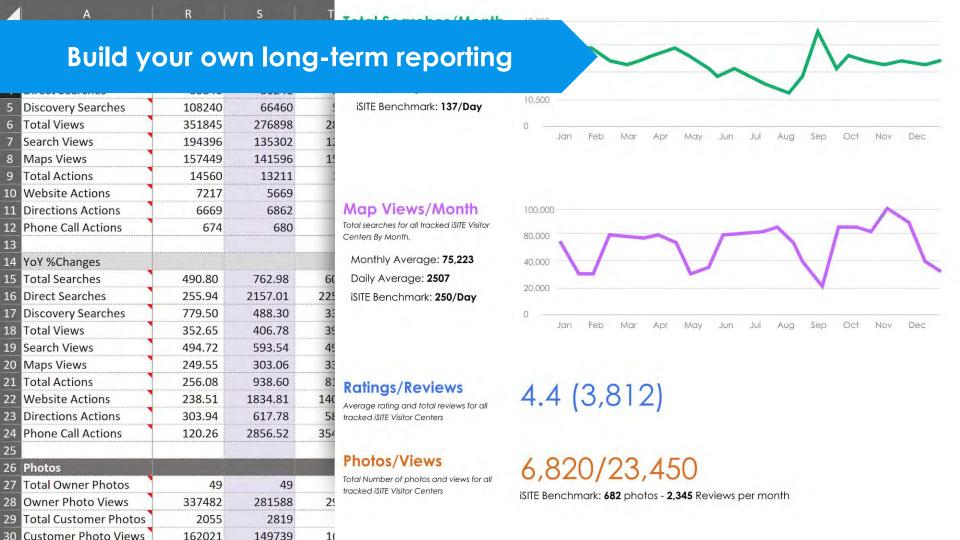
Download Historical Insights

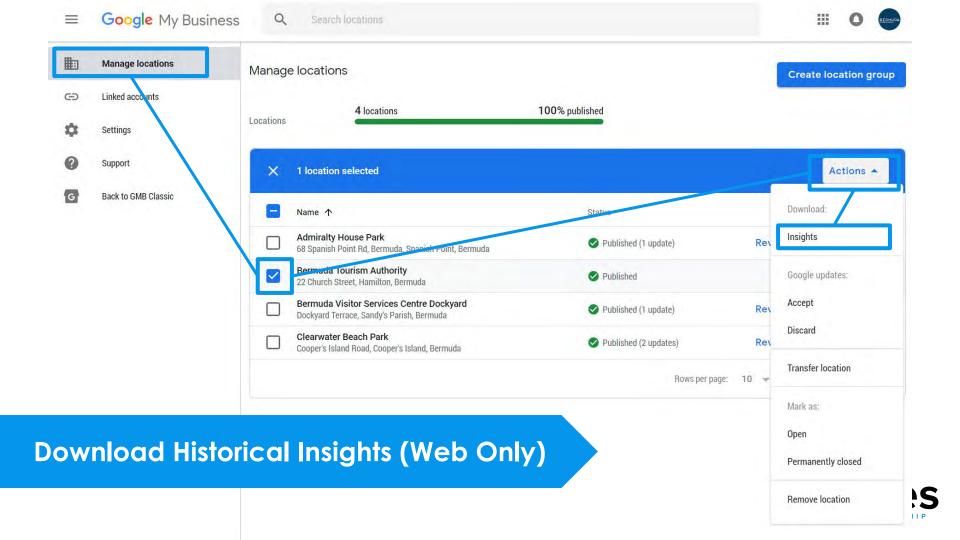


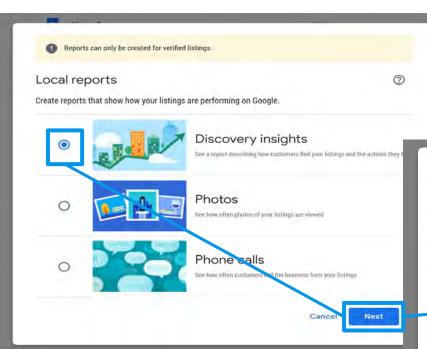


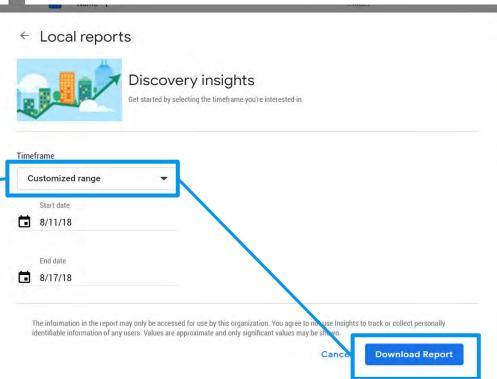
Date range options for insights are limited to a rolling week, month or quarter. Which means, you can't compare any data older than 90 days.











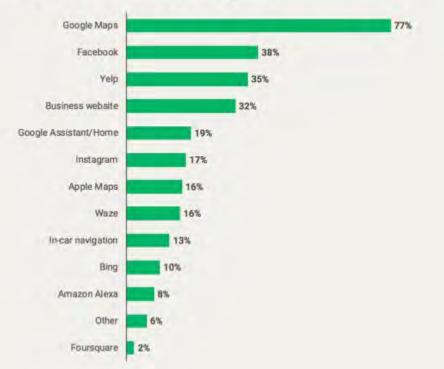
Best Practices



Claiming Other Listings



Which tools do you use to find information about businesses near you?



Google Maps is certainly the primary source of business information, BUT... Facebook = 38% Your Website = 32% Apple Maps = 16%

Article by Search Engine Land:

https://searchengineland.com/google-maps-the-dominant-local-search-tool-followed-by-facebook-and-yelp-325699#:~:text=It%27s%20not%20a%20secret%20that,Survey%20consistent%20with%20traffic%20data

Market Share

Globally, Apple's market share is around 11% - Waze isn't as popular in NZ so could be a little higher here.



Insights

Google Cloud cloud.google.com



Take the guesswork out of growing your business.

Get step-by-step guidance, industry insights and tools to track your progress, all in one place.

Create a Plan



facebook.com/business



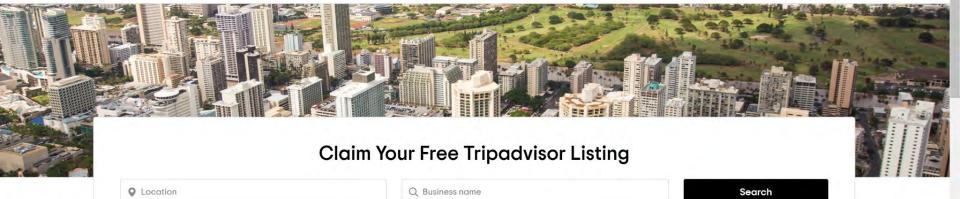








Sign in Claim Your Listing Products Marketing Tools Help



Grow your business with free tools from Tripadvisor

tripadvisor.co.nz/Owners



Customise your listing details, upload photos, and more to show customers what makes your business special.

CNBC

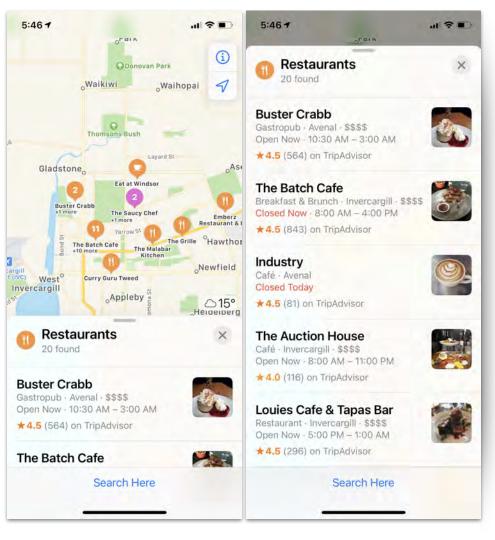
TECH

Apple's new and improved maps that cost 'billions' are now out across the US

PUBLISHED THU, JAN 30 2020-1:16 PM EST | UPDATED FRI, JAN 31 2020-4:59 AM EST Kif Leswing RIFLESWING KEY Apple announced on Thursday that it had completed deployment of its new and POINTS improved maps software in the United States.

- Users of the Maps app on iPhones now see more detailed roads, buildings, parks and other landmarks when looking at maps in the United States.
- Apple said it invested "billions of dollars in Apple Maps" and said last year that its mapping cars had driven over 4 million miles.

Apple have made huge investments in improving their Maps in 2020

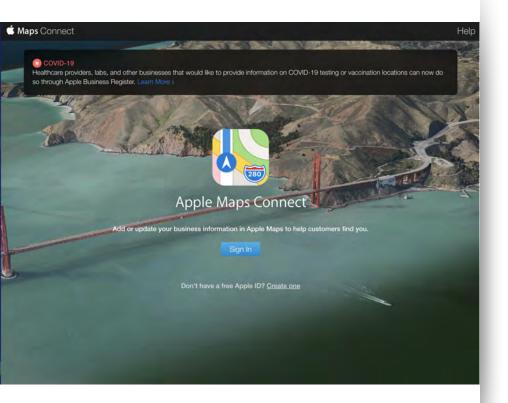


Business Listings

Whilst not used as often, you may have a business listing here which is worth paying attention to.

Information comes from Apple Maps or Tripadvisor (in NZ)



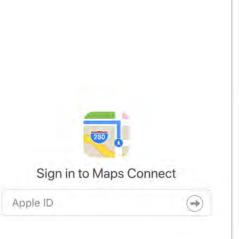


Claiming

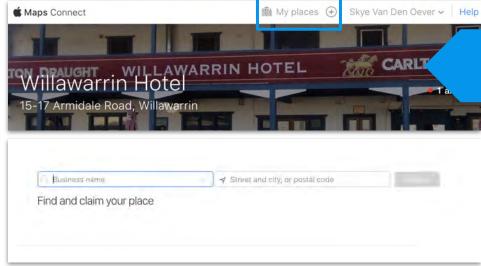
Head to Apple Maps Connect & sign in with an Apple ID

https://mapsconnect.apple.com/

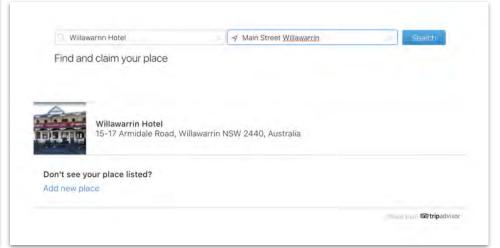




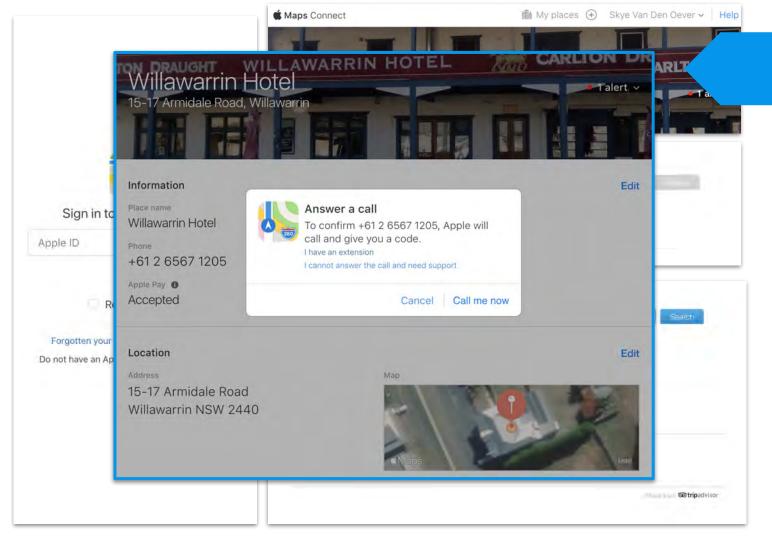
Remember me



Claiming

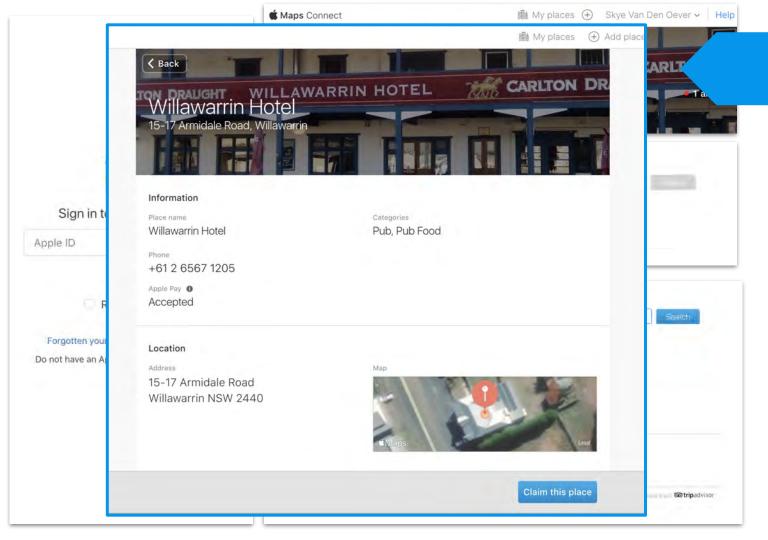






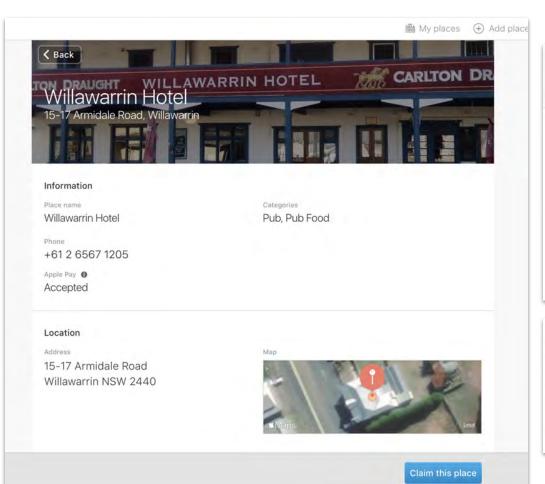
Claiming





Claiming





Update Info Open hours 10:00 AM 0 - 10:00 PM 0 0 0 ✓ Sunday Open 24 hours 11:00 AM 0 - 12:00 AM 0 - 0 ✓ Monday Open 24 hours AM 5 - 12:00 AM 5 3 ⊕ ✓ Tuesday Open 24 hours 11:00 AM 3 - 12:00 AM 3 - + ✓ Wednesday Open 24 hours Open 24 hours 10:00 AM 3 - 12:00 AM 3 - @ ✓ Thursday Add category ✓ Friday Bistro ✓ Saturday Open Primary category Bar Pub Bistro: Cancel Restournet Pub Food Hur Hotel Bar Conti and your category! Support one Web links Web links will be used to validate the place a http://www.willawarrinhotel.com.au Next



Thank you!



Yes, A panda made this.





Links available here:

https://milespartnership.co.nz/greatsouth/

