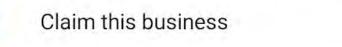


Paddles Restaurant 170 reviews Restaurant < Share Directions Save phone ✓ Dine-in · ✓ Takeaway Beach Rd, Apia, Samoa Open now: 5-10:30pm ~ 685 21819 569R+X6 Apia, Samoa Claim this business Add a label

# Make Sure You've Claimed Your Business

Search for your business in maps and look for this icon.

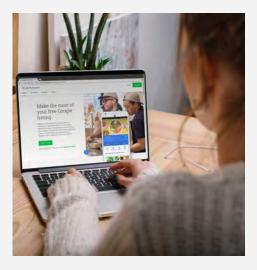
If you see it - you'll need to claim your business listing to get access to many of the features.



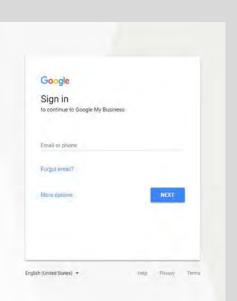




## Start with this link: <a href="https://business.google.com/create/pvp">https://business.google.com/create/pvp</a>



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



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

← → C	☆	۲	:
Google My Business	0	(	D
Enter your unique verification code below			
You're only a few steps away from managing your business on Google. Learn more			
PIN number			
Getstarted			

## Verification Codes How To

## <u>business.google.com/create/pvp</u>

## **Uncovering the**

# Secrets

## Of the Most Successful Business Profiles Online

A best-practices workshop to improve your business positioning







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.



\*2020\* Grow with Google HIGH IMPACT PARTNER

### Google Street View Trusted





In addition to more traditional agency services, we provide support across a wide variety of **Google Products**, 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

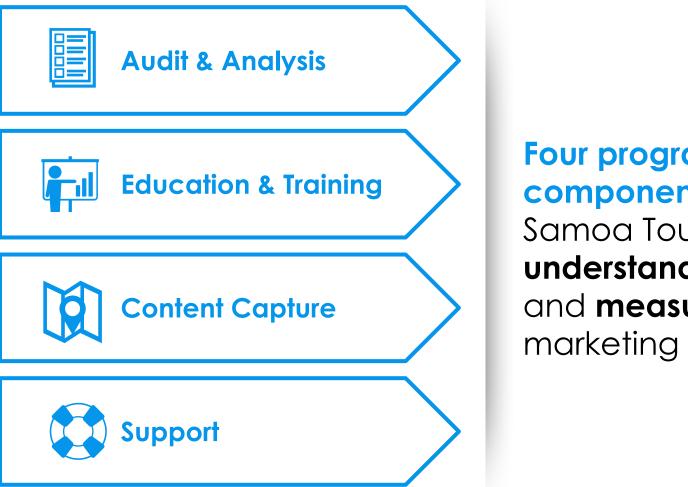


Programme overview



# Destination Optimisation & Operator Digital Capability

Beautiful



Four program components to help Samoa Tourism understand, maximise and measure their digital marketing exposure.



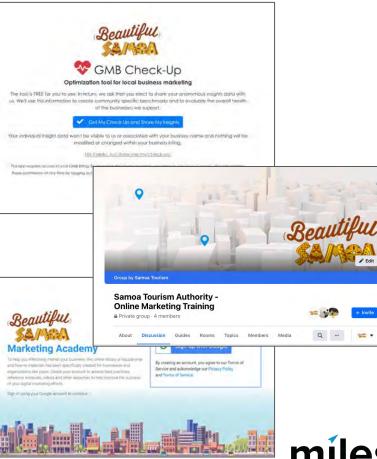


## Audit & Analysis

	6	6%	Of business listings were <b>incomplete</b>
	55%		Of incomplete listings are <b>missing a website</b>
33%			Of audited listings are <b>not</b> on Google or Apple Maps
22%			Only of business listings are <b>Verified</b>



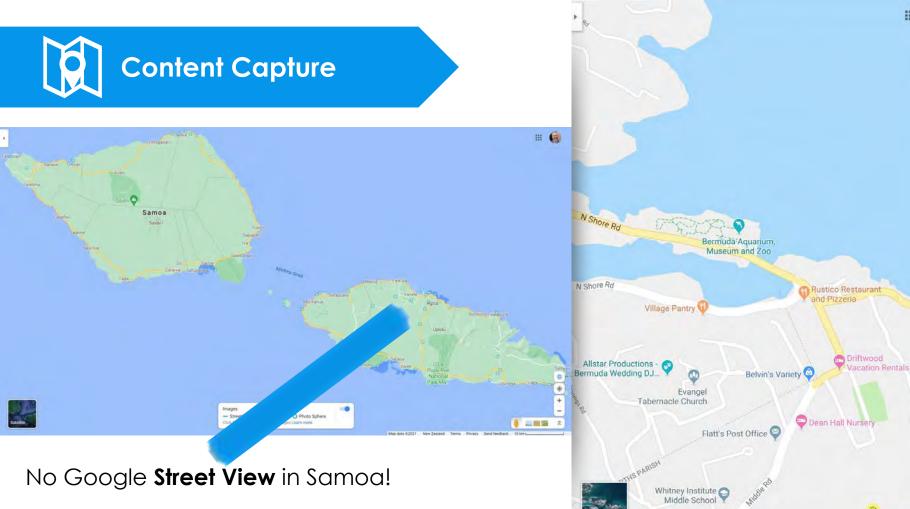






Invite

Sarah -



+

\$

Google

United States

Terms

Send feedback

Map data ©2019 Google

anguage Nawalt 😜

### Value of Street View

Street View is important for its visual aspects - helping potential visitors to discover and understand the destination prior to their trip...

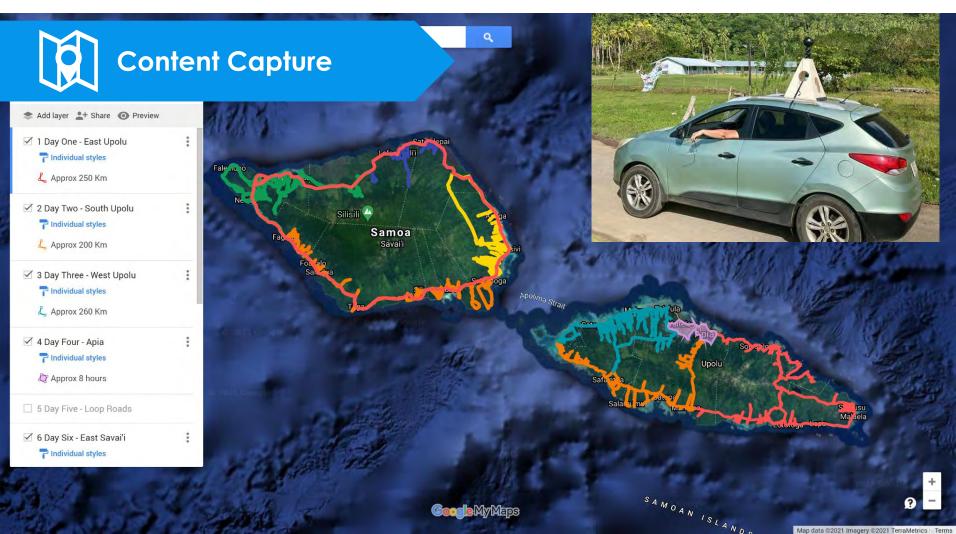


...but it also provides tremendous additional value. Updating the **underlying map data layer** - adding **new roads**, removing closed roads, updating **road names**, changes to traffic flow, **improve directions**, **navigation and wayfinding** for all users.

## **Benefitting**:

- Visitors
- Locals
- Business Owners
- Tourism
- Economic
   Development





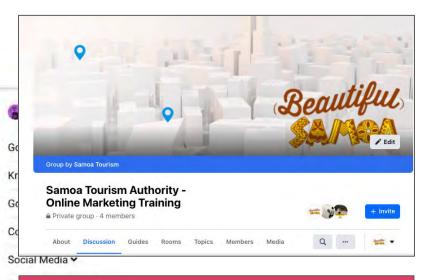


# Ask A Question

### SUMMARY:

If you have a question or an issue you can't find the answer to, ask our support team! Make sure to include relevant information and URLs where appropriate so we can see the specifics.

includes of the second s	
Your Name	
Business Name	
Your Location	
(City and State)	
1.1.1	
Contact Email	



### STA Contact kristian@samoa.travel

Glossary of Terms

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The Rise of Gen Z: What Marketers Need to Know



Your Question



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What We Do - Meet Miles How We Think Our Work

Uncovering the Secrets of the Most Successful Business Profiles Online Samoa Tourism Authority



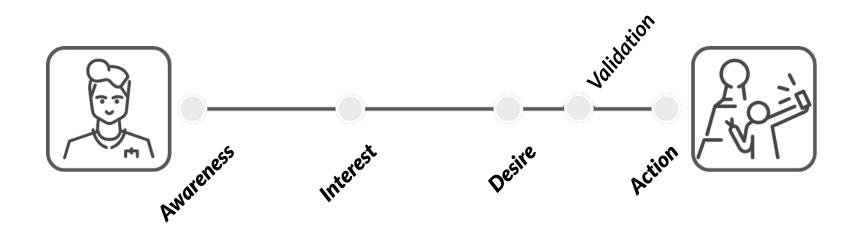
## milespartnership.co.nz/samoa-optimisation/

We're here to help you maximise exposure and conversion for your business online!

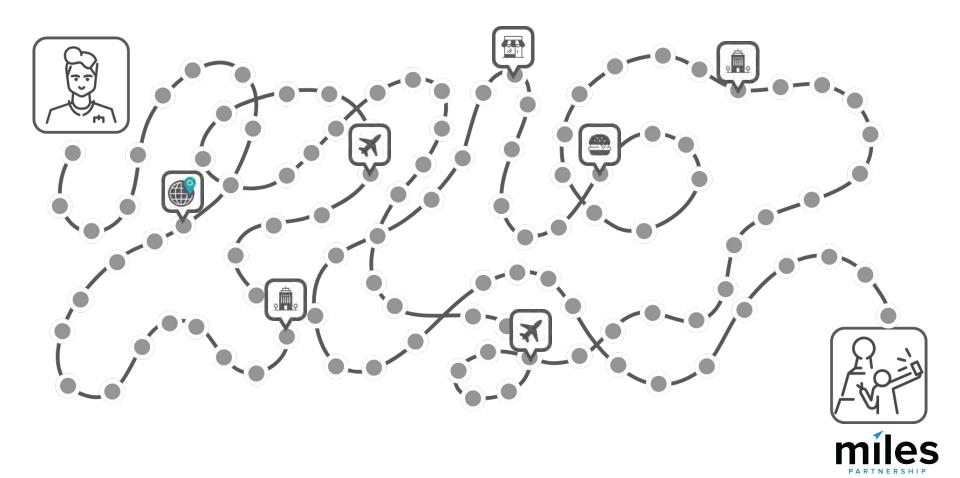


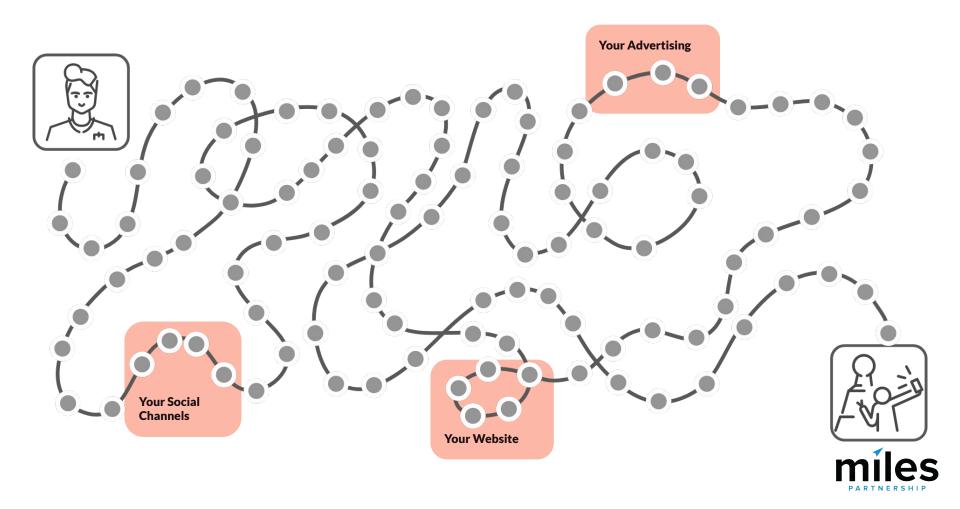
# How do consumers research online?

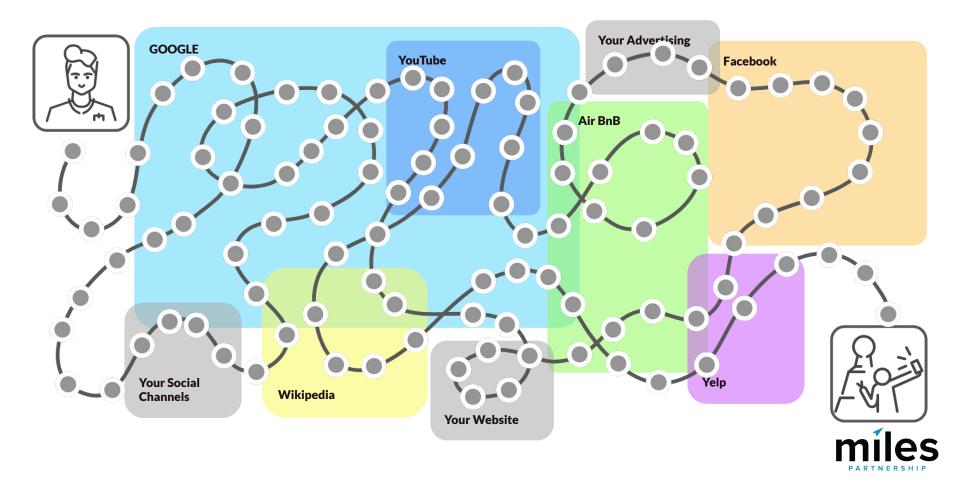






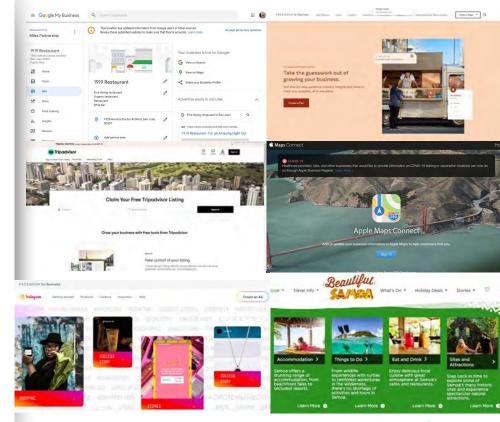






Important sources of information about your business!

- Google My Business
- Facebook for Business
- Instagram for Business
- TripAdvisor
- Apple Maps
- Samoa.Travel
- 🗅 Airbnb





### Facebook

÷	Sa	moa Touris	sm - Hom	e	
		WE MISS	YOU!		
			4		
Beautiful SAMOA		a Tourism Travel Website	1		Liked
	🖽 Bo	ok Now		0	
101,836	people lik	e this			
Home	Posts	Reviews	Videos	Pho	tos Con
About				Ø Sug	gest Edits
the state	-	0			1
0		2	Ma	and a second	2
A.					

- Facebook has more than **2.7 billion monthly** active users across mobile, desktop and app platforms
- 76% of surveyed 18-34 year old travelers who are weekly users of Facebook use Facebook
   for travel-related activities



### Google & Google Maps



- The Maps product generates 3 billion direct connections between businesses and users per month. (Google's Economic Impact data, 2019)
- **79% of consumers** who use navigation apps as part of leisure travel use Google Maps.

(Skift Report, Deep Dive into Google, 2020)

• 67% of survey respondents cited use of Maps' "Explore Nearby" feature as part of researching or booking a recent trip.

(Phocuswright, Travel Technology Survey, Q4 2019)



### **Tripadvisor**



- TripAdvisor has 463 million unique visitors monthly across mobile, desktop and app platforms
- According to a customer survey in May 2020, have spent up to five hours in the last week planning their next trip post COVID-19
- 53% of respondents said they would **do more** research when planning their trip post COVID-19



# **Covid** Recovery



### **The Post-Pandemic Traveler**

### **Travel for Health & Wellness**

78%

of respondents indicate wanting to travel in 2021 to **relieve the stresses** from 2020

### Extended Stays

54%

of respondents say that the freedom and flexibility of being able to live and work while traveling the globe is more appealing now than it was prior to the pandemic. **Privacy Focus** 

79%

of respondents said privacy was the most desirable luxury amenity

American Express Travel: Global Travel Trends Report

https://www.americanexpress.com/en-us/travel/fine-hotels-resorts/get-inspired/global-travel-trends



### **The Post-Pandemic Traveler**

### **Lesser Known Destinations**

69%

of respondents are interested in visiting lesser-known destinations **Backing local business** 

agree that they want to be more conscious about supporting small, local businesses while traveling

### **Sustainability**

**68%** 

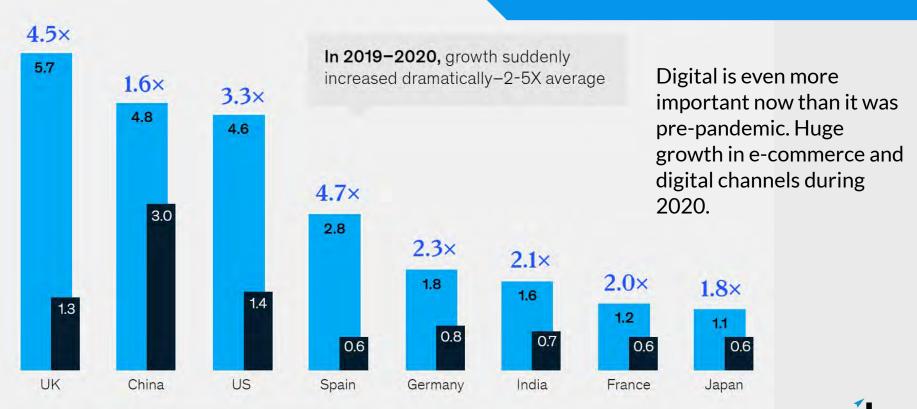
Of consumers agree they are trying to be more aware of sustainability-friendly travel brands to support

American Express Travel: Global Travel Trends Report

https://www.americanexpress.com/en-us/travel/fine-hotels-resorts/get-inspired/global-travel-trends



### The Post-Pandemic Traveler



Source: Euromonitor Passport; McKinsey Global Institute analysis

### **Consumer Confidence**



of consumers say cleanliness will be very important **when selecting an accommodation** after COVID-19



say that the disinfecting of high-contact surfaces will be a very important consideration when deciding to book tours, activities and attractions

Source: https://www.tripadvisor.com/Covid19WhitepaperMay2020



Facebook's COVID-19 Update feature was created to help businesses share specific information related to pandemic circumstances and response.

The functionality is the same as making a regular post on Facebook, but you can specifically indicate information is **COVID-related**. This type of post will have more visibility than a regular piece of content you'd share.

You can access this feature via your business's Facebook page (it needs to be a Business Page and not a profile).

About COVID-19 Updates

Let people know how your products or services are changing during this time.



#### How should I use them?

Highlight the latest important updates in response to coronavirus (COVID-19), including:

- · New services you're offering
- Changes to product availability
- New safety practices



#### Why should I use them instead of a regular post? ....

COVID-19 updates can help you reach more people in your local community by appearing more visibly in different places on Facebook.

Mark as COVID-19 Update





#### Share more details about your property's response to COVID-19

Once you've selected your safety measures, add a customized message to your Tripadvisor listing to share even more details about what you're doing to minimize the impact of COVID-19. Your message, contact details and a link to the Q&A feature will appear on your listing page.

#### Your message

"Hoku's welcomes diners with reservations nightly for dinner and Sunday brunch. In honoring social distancing guidelines, seating is limited. With the health and safety of our patrons and staff as our number one priority, Hoku's asks all guests to wear face coverings until seated and upon leaving your table. We thank you for your support and look forward to welcoming you back and celebrating Hawaiian cuisine."

- Kahala Resort Hawaii, General Manager



Tripadvisor COVID-19 Updates

Tripadvisor has added a COVID-19 Response Center that allows businesses to share specific messages with consumers who are viewing businesses in the platform.



### **MEW 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

Health & safety

Mask required

Staff wear masks

Reservations required

Staff get temperature checks

Temperature check required

Q Search these attributes

Let customers know more about your business by adding attributes to your Business Profile. Learn more

### TRAVELWEEKLY

Q Search

NEWS IN DEPTH DESTINATIONS MEDIA COMPETITIONS ABOUT US JOBS ATAS RESTART & RECOVERY

< News

# Youth and VFR markets tipped as first to return to Australia



Visiting Friends and **Relatives (VFR) will** be the first to return, as we have seen in AUS, Cooks and globally. Be prepared to give VFR reasons to visit your business.



# Platform Dominance

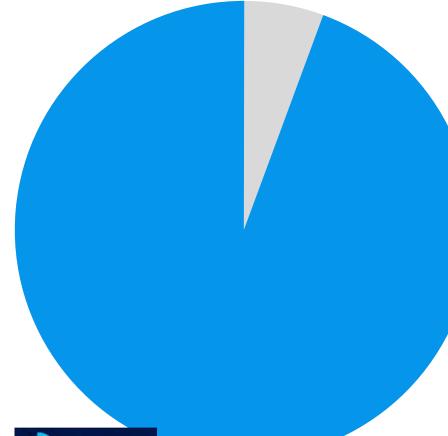




# **3 of the top 5** most-downloaded apps are Google properties

- 1. YouTube
- 2. Facebook
- 3. Google Search
- 4. Google maps
- 5. WhatsApp





# **Google's Market Share: 94.61%** As of March 2021,

As of March 2021, specific to Oceania market

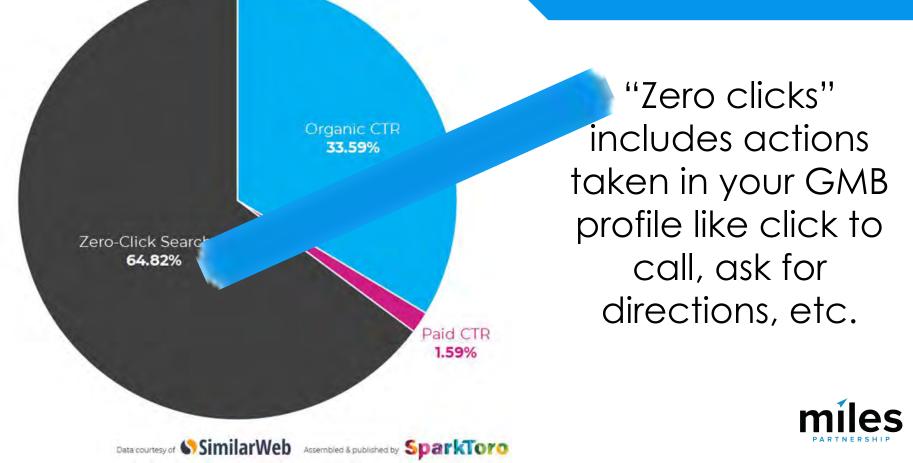




#### Google Search CTR & Zero-Click Searches, 2020

(worldwide data, desktop & mobile devices, via SimilarWeb's 100M+ user clickstream panel)

### "Zero Click" Searches





Google is the world's most important online travel platform: 90% Use Google at some point in their trip planning process



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

What do the best performing business profiles look like?



# Over **50,000**

Google My Business listings audited and analysed globally.

## More than

150

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



# **But first...** What's a business profile?





Q All 📀 Maps 🖾 Images 🧷 Shopping 🗉 News 🗄 More

s : More

Settings Tools

X

### **Business Profile in SERP**

... Saleufi Street, Apia, Upolu 00000 Samoa +685 34047 Website.

https://www.tripadvisor.co.nz > ... > Apia Restaurants 🔻

#### Izzy's restaurant. A must place to eat in Samoa! - Picture of ...

Izzy's, Upolu Picture: Izzy's restaurant. A must place to eat in Samoa! - Check out Tripadvisor members' 66 candid photos and videos.

https://www.facebook.com > Places > Apia, Samoa > Cafe \*

#### Izzy's Restaurant in Apia, Samoa - Facebook

Izzy's, Apia, Samoa. 2599 likes · 21 talking about this · 37 were here. Open Mondays -Saturdays 7.30am - 2pm. Take out or dine in. Call 34047 to order...

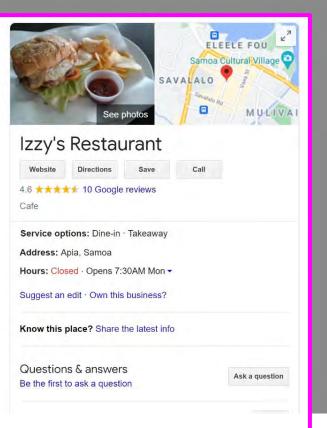
https://m.facebook.com > profile -

Izzy's Restaurant - Apia, Samoa - Cafe | Facebook

Izzy's Restaurant, Apia, Samoa. 116 likes · 1 talking about this · 250 were here. Cafe.

https://www.samoa.travel > plan-book > activities > izzys 🔻

LZZY'S | Apia Cafe Samoa Restaurant | Pacific Island Cuisine LZZY'S in Apia, Samoa, is open for breakfast and lunch. Take out or relax in our air conditioned





The Freakybuttrue Peculiarium and Museum

Website	Directions	Save
4400210	Directions	oave

12 \*\*\*\* 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

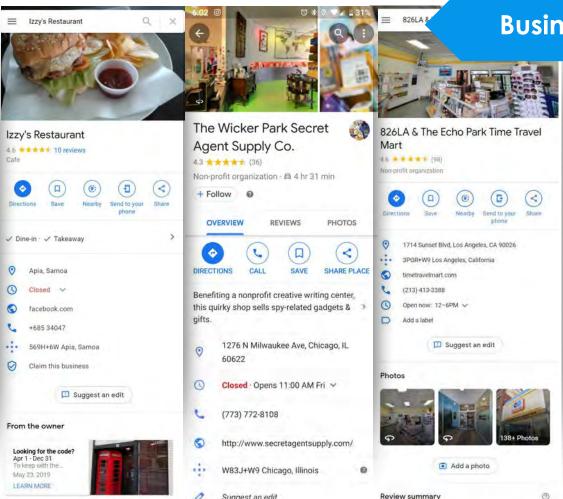
**Ouestions & answers** Ask a question O: Do they accept credit cards for the entrance fee? A: Yes. But why not wear an amazing costume and get in free...

See all questions (5)

Popular times 0

# 3 PM Usually not too busy

Thursdays 2



Suggest an edit

**Review summary** 

#### **Business Profiles**

		Luxury Room utique Hotel,	2	n
Vacati	on Renta	l Hotel		
Website	Directions	Save		
	🛊 🛊 36 Google r	reviews		
		BOOK A ROOM		
Chec				
Mon, J	ul 29	🗇 Wed, Jul 31	Z 2	
Mon, Ju			£ 2 \$199	,
Mon, Ju	astgmet Sowice	Bayment Prokection		,
Mon, Ji VRBO	ustionnet Sorvice noom rates			>

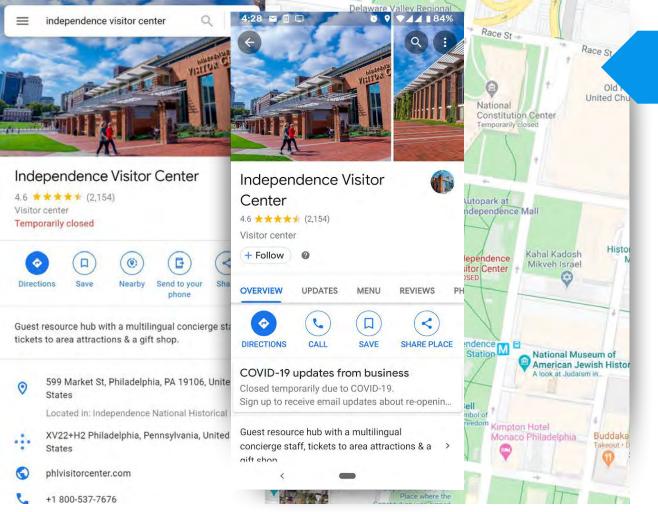
🗢 Free Wi-Fi	P	Free parking:	å	Accessible
Air-conditioned	Ð	Kitchen in all	78	Smoke-free

View more amenities



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





### **Case Study**

# 25,518,074

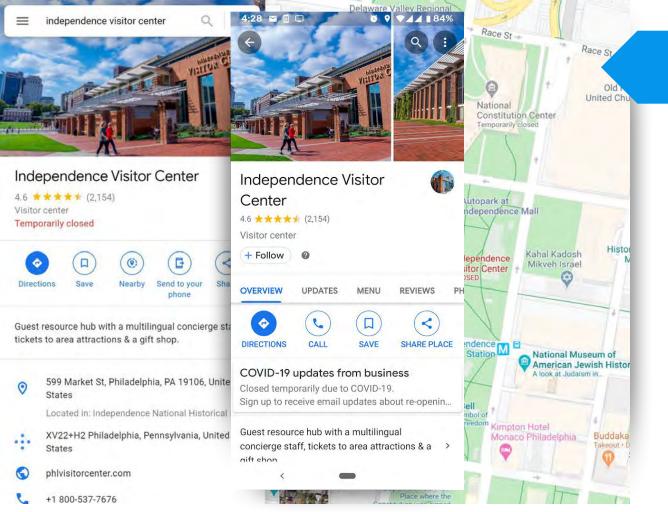
Annual Online Audience

Including:

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



Information provided by Nicole Woods for Independence Visitor Center Corp.



### **Case Study**

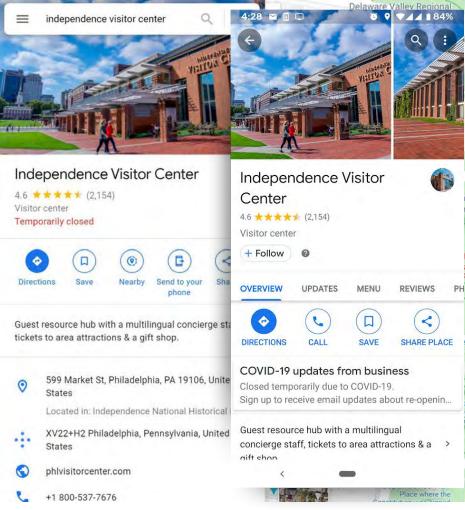
**25,518,074** Annual Online Audience

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.



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Information provided by Nicole Woods for Independence Visitor Center Corp.

restaurants in apia samoa

#### × 🏮 Q

🝳 All 💿 Maps 🔚 Images 🗉 News 🧷 Shopping 🗄 More Settings Tools

About 1,020,000 results (0.97 seconds)



Taumeasina Restaurant & Bar 4.9 \* \* \* \* \* (24) · Restaurant Taumeasina Drive Closed · Opens 5PM Tue Dine-in



Paddles Restaurant 4.7 ★★★★★ (170) · Restaurant Beach Rd Dine-in · Takeaway

Scalini's Restaurant 4.5 ★★★★★★★★★★★ (53) · Restaurant Falealili St Dine-in · Takeaway



### The Local Pack

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

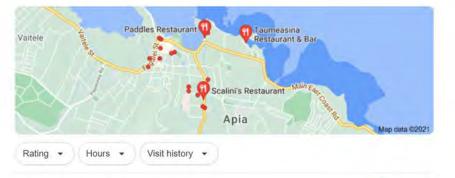


#### restaurants in apia samoa

X 🏮 Q

🔍 All 💿 Maps 🔚 Images 🖽 News ⊘ Shopping 🗄 More Settings Tools

About 1,020,000 results (0.97 seconds)



Taumeasina Restaurant & Bar 4.9 ★★★★★ (24) · Restaurant Taumeasina Drive Closed · Opens 5PM Tue Dine-in



Paddles Restaurant 4.7 ★★★★★ (170) · Restaurant Beach Rd Dine-in · Takeaway

Scalini's Restaurant 4.5 ★★★★★★★★★★★ (53) · Restaurant Falealili St Dine-in · Takeaway

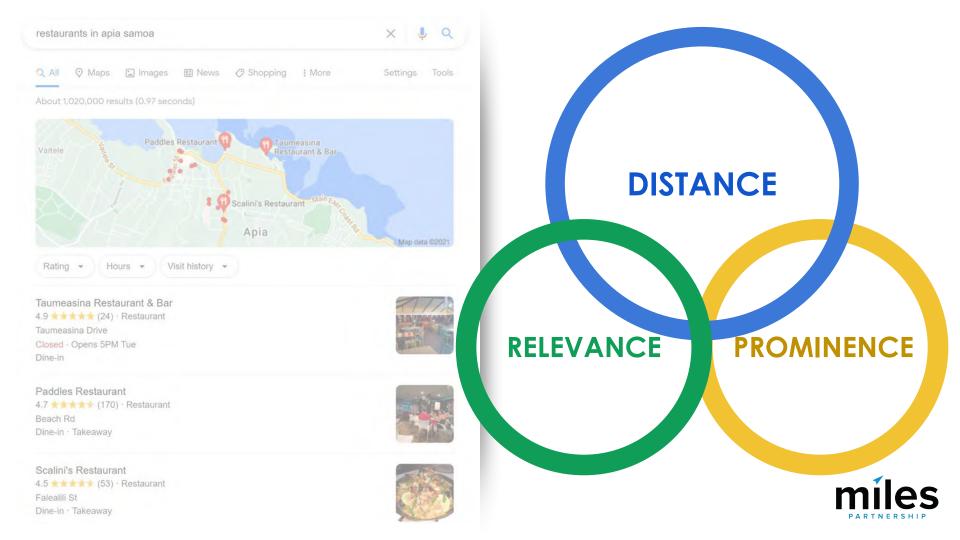


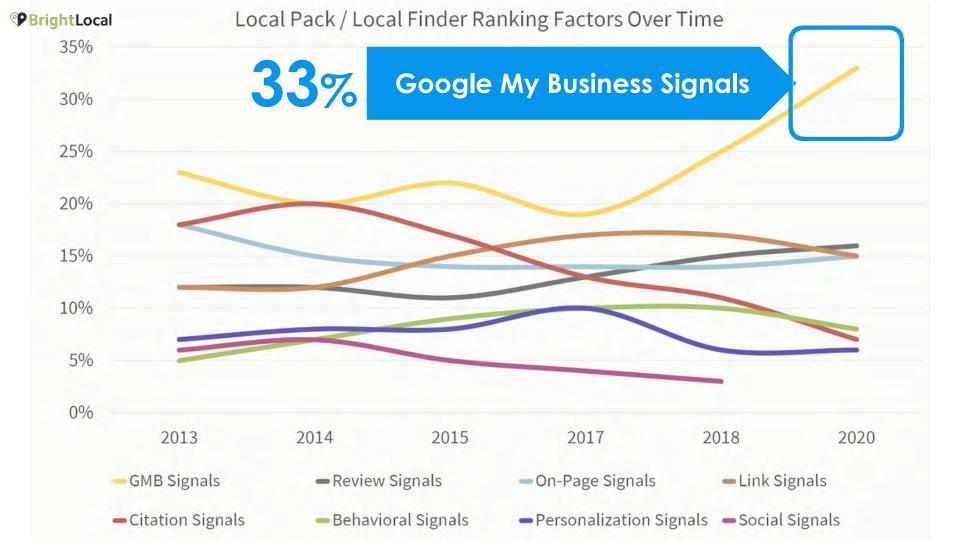
### **The Local Pack**

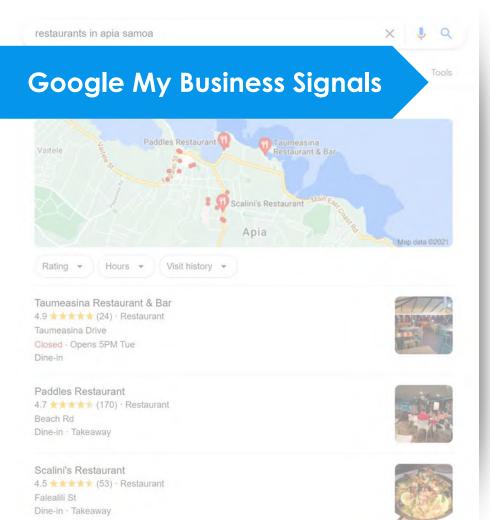
# But why • these three business profiles?







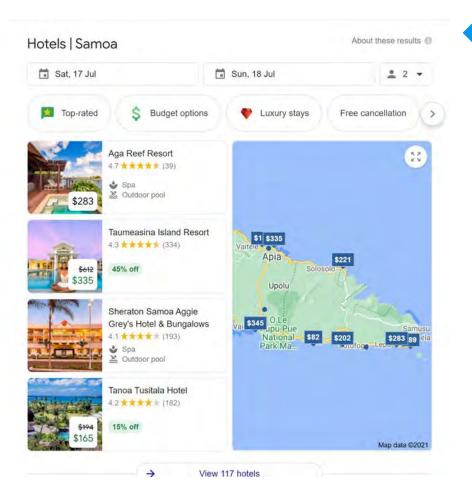




GMB "Signals" include:

- Primary GMB category
- Additional GMB categories
- Physical address in city of search
- Completeness of GMB listing
- Verified GMB listing





### **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

-	ogle					Hotel F	inder
G Travel	🛇 Samoa	📩 Sat, 17 Jul	Sun, 18 Jul	≗ 2 →	attiliat t	23	Update results when map moves +
Ca Explore	Hotels Holiday rentals Rating	g 🔹 Amenities 👻	Free cancellation	More filters			_
ings to do			A	When to visit	📄 What you'll pay		
<b>X</b> Flights	A Travel restricted Destination closed to entry. Ex	ceptions may apply. More	details			\$182 Satt-Alepai	\$255
Hotels	Hotels (117)				Sort by best match 🔹	Samoa	szss ruasivi ploga \$371 \$260 }
<b>份</b> Holiday		eturn to Paradise R 4 * (141)	lesort		\$266		S138 rapuala, Apia, S221 S127 Upolu
rentals		4-star hotel 🖵 Bre	eakfast 🗢 Fre	e Wi-Fi			Sataoa \$202 \$ \$88
	Contraction of the second s		itdoor pool	conditioning			
		d · From B Booking.com	3011 BCCESS I Day	1	Learn more		SAMOAN ISLANDS
		e Sanita Hotel 7 <b>*</b> (3)			\$108		
	The state of the s						

#### Google Hotels Tuamasaga > Apia > Sogi > Hotel Millenia

### Hotel Page



🔇 Web	Rd, Apia, Samoa • +68 site 🔗 Directions	Save	< Shar	re		Вос	ok a room
	3.5 ****	💒 Po	ool 🎁 I	Restaurant	🍸 Bar		
	Good   61 reviews						
elaxed r	booms with free Wi-Fi, s	some with bay v	views, at a b	asic hotel wit	h waterfront d	lining.	
Relaxed r					h waterfront d		htly total 🔻

# Better business profiles drive more exposure and more engagement



# Free Marketing Academy & GMB Check up Tool





### Welcome to the Local Marketing Academy, brought to you by the Samoa Tourism Authority.

In an effort to help you effectively market your business to visitors and locals, 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.

We have over 100 articles available already and are adding and updating content monthly. Use the navigation on the right to find articles relevant to your interests.

#### Latest Updates

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spiring	Confidence: Tools for Businesses Re-Opening	i
ne Time	of COVID-19	

Updated: Jur

**D**rect

Posts
Info
Insights
Leveraging Followers in Google N Business
Reviews
Understanding Service Area Businesses
Menus, Services and Products
Photos
Questions And Answers
Adding Managers
Settings

Knowledge Panels ¥

Google Analytics ✓

Content Marketing ¥

### **Local Marketing Academy**

- Online library of educational and how-to materials specifically created for tourism businesses supporting various aspects of successful digital marketing.
- Businesses can track their progress through the content and **earn "badges"** for the quantity of content they read
- Academy contains "Ask a Question" feature that is monitored by the Miles team
- Content is updated and expanded on a regular basis by the **subject-matter experts at Miles Partnership**





#### 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 terms of service. You can change these parmissions at any time by logging out of the app, or by reviewing your third party app permissions in your Google account under "Security."

SMB Check-Up A court operation of locar Courts 440 Response version The Collee Shot **FEE** PROFILE COMPLETENESS HIW DELIVERY, PICKUP AND TAKEOUT ATTRIBUTES W8 recently expanded the delivery, takeout and pickup athibutes analigible formal businesses. Check to make saw that you're loaing astrenings of all of the attraction applicable to your bounces. These stretted are now howards of the flap of map search sciences, and if you have frem for soul business you win't from up in that rearch. In particular level for these officiality Delivery, Takeest, Gerbride Pakve, No-Cented Debury Instate Pickup Some-day debury CATEGORIES  $(\mathbf{i})$ Primory College shop I CORE THE LOLD ONE have one conserve support for the dealer water water is often and the conserve and the or much server as a transmission of the superior. Adde sum read secondary copergrams des namedals and seave them and a pair outside Keep to read that have CAR have been been without or disching depending on collegary SERVICE AREAS First Business closes if how any service traces statement, if your business provides you services customs your provided urbling must consider anything appendix to an even an bit water digit from the code, while a produce and sectors in according to the SPECIAL HOURS 64 Included inclusive debted to an of a tribule scored county accord. Remember want force to see the tendence can offer due to constant confirm ease loans at least to the standard heldary in your restary. Oneck your possible hours each apather to region are firm play on to date MENUS / SERVICES / PRODUCTS Court and this is the second and the assessed as a second as when your finances really. More than you have used over as real affective, but it Bale to field conferring make aucker and before decisions about your business SPECIAL ATTRIBUTES 24 OF 59 4 Depth Toylin congramation - make turn you via checked of the approache athibution to your business. Keep in mind the athibution op a corp insurgnaul the ways bent to clinical your list every month or so. PROFILE PERFORMANCE Secriches per month Mop Viewi per moeth Customer Actions per month 16.375 -15 690 -157 -Average: 35,702 Average: 79.389 Average: 4.862 Average marber of search indiceant for your Average surrises of maps executive for value Average runnow of customer actions for your Dustries per month Doued in the last 90 days Example pay month bosist on Factor 90 percent way of task with based on the last 90 years of your rents \* of your choice." of your desire \* Descrive Discourse Photo Views per month Conversion Inte 95%/9170 78.367 -0.96% -Average: 105.108 Average: 45%/55% Average: 4% Functionitioge of direct selections (know your description manifest of photo views his year. Conversion safe for your bysizem brand on batavost relation on discovery amonglines planted transitionic gain enderlift, increased into thes least \$40 clique. overage michanie actions dealers be mercage of exercisein." your by nothing the of imagenetic broads on the inti-SO store of user stores." "Averages are alreaded from their practical presival, plancing monographings and value har data b.link/samoatourismgmb

Responses



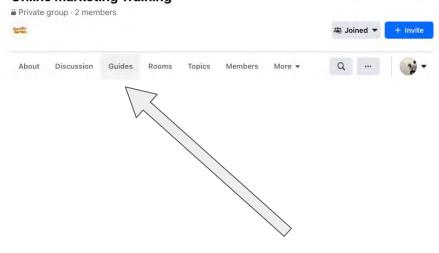
Rotting Vector

# Free Facebook Learning Group





#### Samoa Tourism Authority -Online Marketing Training





# Go through the Guides section and post your questions for additional support

www.facebook.com/groups/samoatourismonlinetraining/



# Questions?





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.

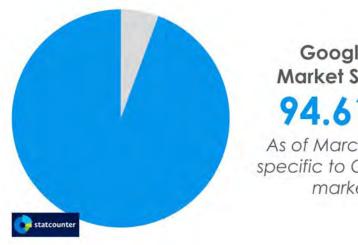
### Skye Van den Oever Digital Projects Lead

Online visibility









### Google's Market Share: 94.61%

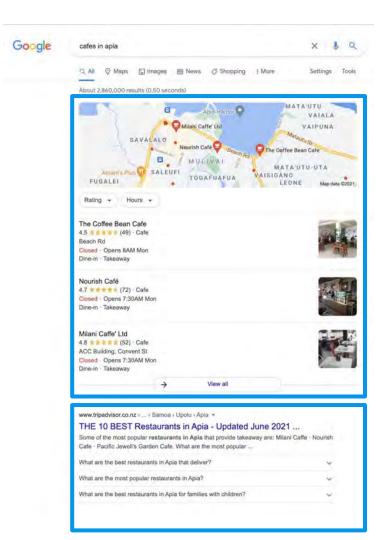
As of March 2021, specific to Oceania market

#### miles

### **Other Players in Search**

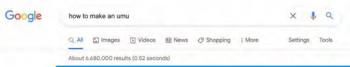
- **Google:** By far the biggest driver of online visibility for your business
- **YouTube:** Recommendation engine aims to show users • other relevant content they might be interested in - all trying to keep users on the platform
- **Bing:** Default platform on Microsoft devices, as well as • powering Cortana (think voice search) and Microsoft Edge. Other devices like Amazon's Kindle and Apple's web results for Siri and Spotlight Search, use Bing.
- DuckDuckGo: Still a choice for users who do not wish to be tracked online
- Yahoo: (Powered by Bing) 0.74% share of the market





# Keyword + Location







"... Out then softly and gently wrap. It up like this now remember the leash that I heat it up earlier ..." More  ${\scriptstyle \sim}$ 

About leatured snippets · III Feedback

www.youtube.com > watch

How To: Make a Samoan Umu - YouTube

People also ask	
How is an umu made?	~
How long does it take to prepare an umu?	
What is an umu?	Ŷ
What is an umu box?	Fuerthack

Videos



HOW TO MAKE AN UMU IN THE CITY 101 YouTube - TheCoconeTV

HOW TO MAKE A SAMOAN UMU IN AUSTRALIA

22/06/2019



YouTube The Vee Family 4/06/2020

# How to .... ?

Why...?

What...?





#### People also ask

What does Manu mean in Samoan?	N
Is Manu a Samoan name?	v
What is the Samoan haka called?	~
	Endford

https://www.facebook.com ( \_\_\_\_) Sports Team =

#### Manu Samoa - Home | Facebook

Manu Samoa, Apia, Semoa, 145249 likes - 3010 taiking about this. The Official Manu Samoa Facebook page. You can also visit us on ... Photos - Videos · Community

https://www.mz.co.nz + international + pacific-news =

#### Manu Samoa names 13 new caps to face Maori All Blacks ...

28/05/2021 - Thirteen new caps have been included in the Manu Samoa rugby squad to play the Millon All Blacks and Tonga in June and July.

https://en.wikipedia.org / wiki / Samoa\_national\_rugb ... \*

#### Samoa national rugby union team - Wikipedia

The Samoa national rugby union team represents Samoa in men's international rugby union and it is governed by the Samoa Rugby Union. The name Manu

Top scorer: Tusi P. Emblem: Southern cross Current: 15 (as of ... Highest: 7 (2013)

History Wins against Tier 1 nations Current squad Player records

https://www.auckiandrugby.co.nz > newsarticle \*

Manu Samoa team announced with strong representation of ...

Manu Samoa have announced their squad for the upcoming matches against the Maori All Blacks and Tonga. A large representation of players who have been



The Samoa national rugby union team represents Samoa in men's international rugby union and it is governed by the Samoa Rugby Union. The name Manu Samoa is in honour of a famous Samoan warrier. They perform a traditional Sampan challence called the siva tau before each game. Wikipedia

#### Union: Lakapi Samoa

Head coach: Seilala Mapusua

Best result: Quarter-finals, 1991 and 1995

Captain: Jack Lam

Most caps: Brian Lima (65) Top try scorer: Brian Lima (31)

Profiles

. f Facebook Twitter

People also search for View 15+ more



national Claim this knowledge panel

South

Africa

Frankask

# Entity aka Brand or Business name



#### museum of samoa

Google

X I Q

Q Al O Maps D Images D News D Videos : More Settings Tools

About 31 600 000 results (0 65 seconds

#### https://www.samoa.travel > plan-book > activities + mus... +

Museum of Samoa | History & Culture | Pacific Heritage Falemata'aga - The Museum of Samoa is Samoa's national museum ... The museum is housed in a two-storey colonial building of over a century years old that was ...

https://www.facebook.com > ... > The Museum of Samoa +

#### The Museum of Samoa - Home | Facebook

The Museum of Samoa, Apia, Samoa. 14712 likes · 234 talking about this. We are Samoa's National Museum

https://www.tripadvisor.co.nz > ... > Things to do in Apia =

#### Museum of Samoa (Apia) - 2021 All You Need to Know Before ... Most of the museum is written information on the colonization and modern history of Samoa.

While it was interesting a greater focus on pre-european Samoan .... \*\*\* Rating: 3 - 44 reviews

https://www.tripadvisor.com > ... > Things to Do in Apia +

#### Museum of Samoa (Apia) - 2021 All You Need to Know ...

Most of the museum is written information on the colonization and modern history of Samoa. While it was interesting a greater focus on pre-european Samoan . Rating: 3 44 reviews

https://en.wikipedia.org > wiki > Falemata'aga - Museu... +

#### Falemata'aga - Museum of Samoa - Wikipedia The museum is funded by the Ministry of Education, Sports and Culture and is the only government-funded museum dedicated to Samoan culture. The museum ...

https://www.gluseum.com + Samoa + Apia, Samoa +

The Museum of Samoa, Apia (2021) - Gluseum Our mission is to collect and preserve Samoa's material heritage and educate the public through engaging exhibitions and events. The museum is part of Samoa's ...

https://www.inspirock.com > ... > Samoa > Upolu > Apla \*

#### Visit Museum of Samoa on your trip to Apia or Samoa - Inspirock

Museum of Samoa, Apia ... Browse a huge collection of Samoan artifacts and historical images at Museum of Samoa. The museum focuses on the country's culture. ...

https://en.tripadvisor.com.hk > ... > Museum of Samoa \*

#### History of Samoa - Review of Museum of Samoa, Apia, Samoa ...

Museum of Samoa: History of Samoa - See 44 traveler reviews, 8 candid photos, and great deals for Apia, Samoa, at Tripadvisor. \*\*\*\* Rating: 4 - Review by a Tripadvisor user

http://robert-louis-stevenson.org > 109-samoa-museum-... \*

#### Robert Louis Stevenson Museum, Vailima

Tusitala resided in Western Samoa the last five years of his life, built his home there at Vailima, above Apia, and is buried on top of Mount Vaea, a short distance ...



Cali

Ask a question

Tiapapata

Art Centre

Feedback

Write a review Add a photo

Website Directions Save 3.9 \* \* \* 26 Google reviews

Museum in Ania, Samna

Cozy heritage museum in a colonial building since 1999 featuring Pacific Islands artifacts & photos.

Address: Apia, Samoa

Hours: Closed - Opens 9:30AM Mon \* Phone: +685 26036

Suggest an edit · Own this business?



... The visit was well worth it, very informative. ..." .....

... Great place for people to get to know the history of Samoa ...\*

Samoa

Cultural

Village

About this data

Reviews



FEKS Eine Tafatafa

Museum



Beach

Robert

Louis

Stevens.

## Entity aka **Brand** or **Business** name





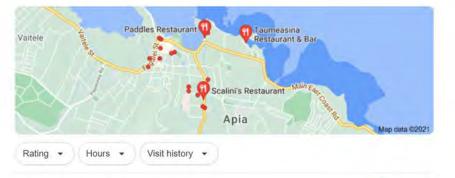


#### restaurants in apia samoa

X 🏮 Q

🔍 All 💿 Maps 🔚 Images 🖽 News ⊘ Shopping 🗄 More Settings Tools

About 1,020,000 results (0.97 seconds)



Taumeasina Restaurant & Bar 4.9 ★★★★★ (24) · Restaurant Taumeasina Drive Closed · Opens 5PM Tue Dine-in



Paddles Restaurant 4.7 ★★★★★ (170) · Restaurant Beach Rd Dine-in · Takeaway

Scalini's Restaurant 4.5 ★★★★★★★★★★ (53) · Restaurant Falealili St Dine-in · Takeaway

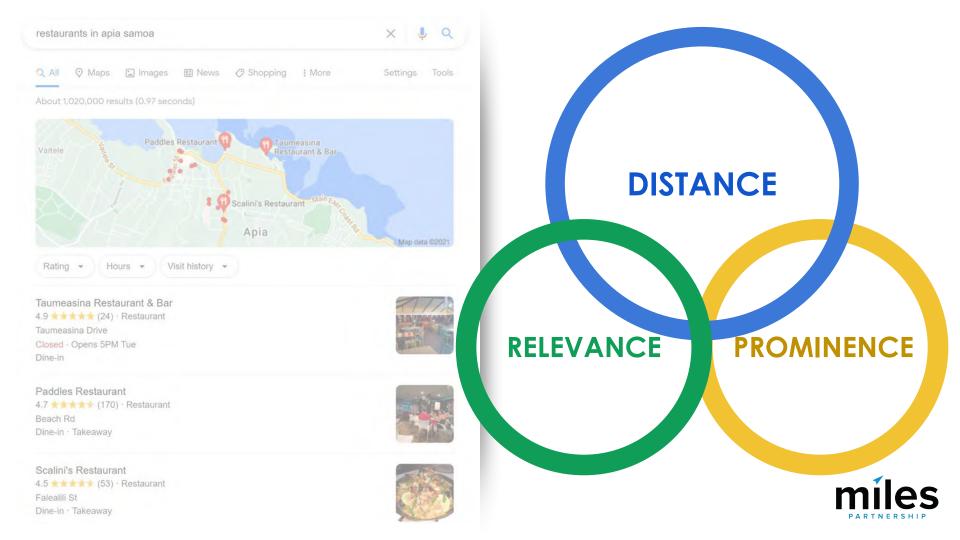


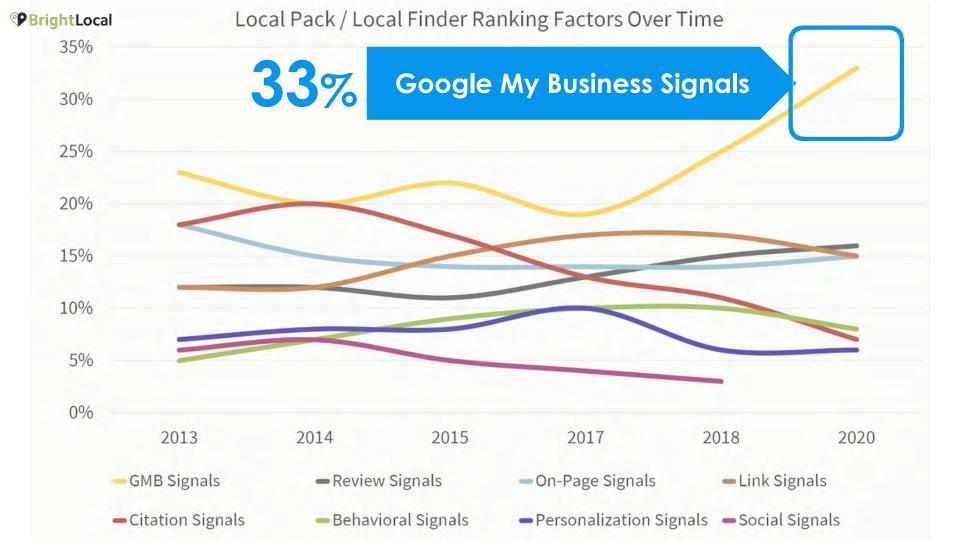
## **The Local Pack**

## But why • these three business profiles?



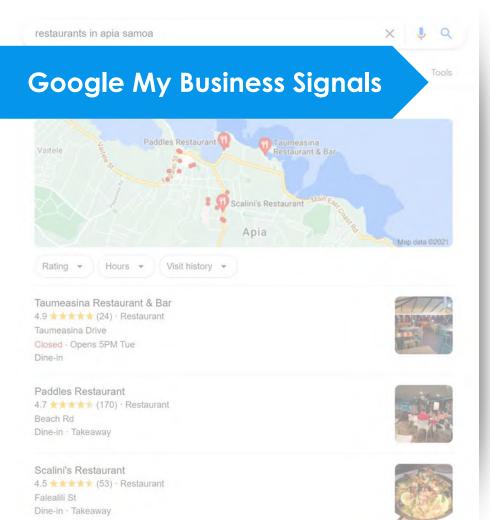






Business profiles are shown in **Search** & maps mobile & desktop business profiles drive more exposure and more engagement





GMB "Signals" include:

- Primary GMB category
- Additional GMB categories
- Physical address in city of search
- Completeness of GMB listing
- Verified GMB listing



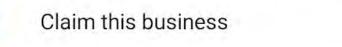


Paddles Restaurant 170 reviews Restaurant < Share Directions Save phone ✓ Dine-in · ✓ Takeaway Beach Rd, Apia, Samoa Open now: 5-10:30pm ~ 685 21819 569R+X6 Apia, Samoa Claim this business Add a label

## 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.



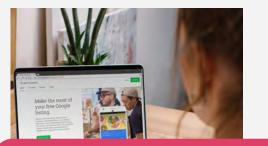




## **Verification Codes How To**

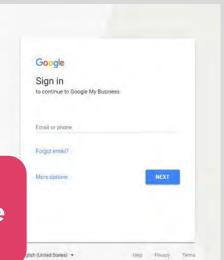
## business.google.com/create/pvp

Start with this link: <a href="https://business.google.com/create/pvp">https://business.google.com/create/pvp</a>



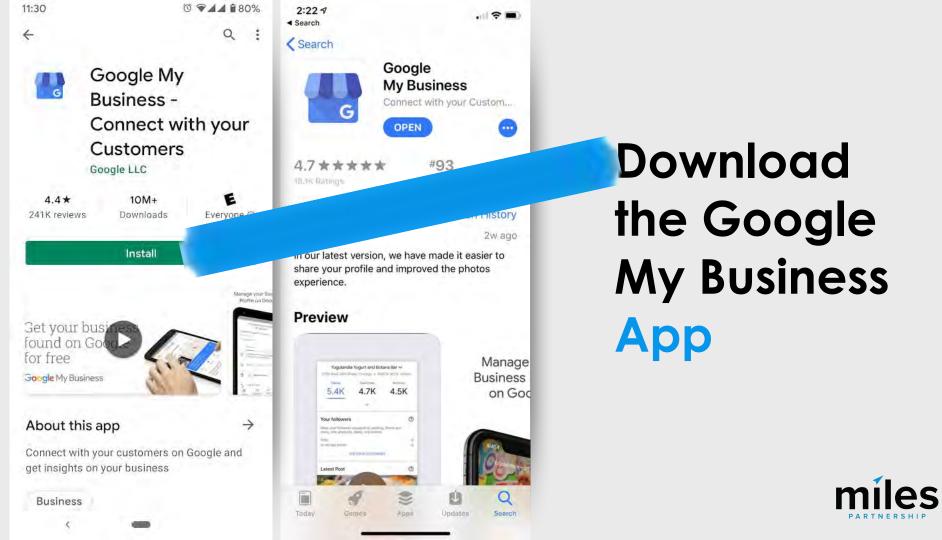
Contact STA to have your business added to Google Maps

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



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

Enter your unique verification code below	
You're only a few steps away from managing your business on Google. Learn more	
PIN number	



		Q Search businesses	III 🚱
	The Sebastian - Vail 16 Vail Road Vail, Colorado 816 United States Ho		
DEAL \$357 The Sebastian - Vail 4.7 ***** (313) 4-star hotel	Info Il. Insights Reviews	Add photo	Advertise easily in minutes
OVERVIEW PRICES SERVICES REVIEWS	Messages	Stay connected during COVID-19 Let customers know about any ges to your business due to 9. Learn more	G Hotel in Vail Q Ad - https://www.thesebastianvail.com/ The Sebastian - Vail - Independent Hotels & Motels
Hoter offering diming	Features Vary!	Update business hours	
Ads · Check availability     Image: Check out and the chec	오+ Users	Post your COVID-19 update	Getting started is simple - we walk you through every step. Set your own budget and only pay when people click your ad. Learn more
DEAL 17% less than usual	Create an ad Businesses	Preview call history BETA See recent customer calls from Google and return missed calls	Start now
<	12	Google and feturn missed calls	



ā

## **Verification and Completeness**



## 23%

Of the 50,000 listings audited, 23% were **unverified**, and (therefore) unmanaged. But less than 1% of top performing listings are unverified.

<1%





## Audit & Analysis

		6	6%	Of business listings were incomplete
		55%		Of incomplete listings are <b>missing a website</b>
	33%			Of audited listings are <b>not</b> on Google or Apple Maps
22%				Only of business listings are <b>Verified</b>





4.7 + + + + 170 reviews Restaurant <) -1 0 Directions Save Send to your Share Nearby phone ✓ Dine-in · ✓ Takeaway  $\odot$ Beach Rd, Apia, Samoa Closed today V +685 21819 569R+X6 Apia, Claim this bu. Add a label

## 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 Jusiness listing to get access to many of the features.



Claim this business





43%

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



## 0%



## Audit & Analysis

	6	6% Of business listings were incomplete
	55%	Of incomplete listings are <b>missing a website</b>
33%		Of audited listings are <b>not</b> on Google or Apple Maps
22%		Only of business listings are <b>Verified</b>



#### Google My Business Ξ

Q Search businesses

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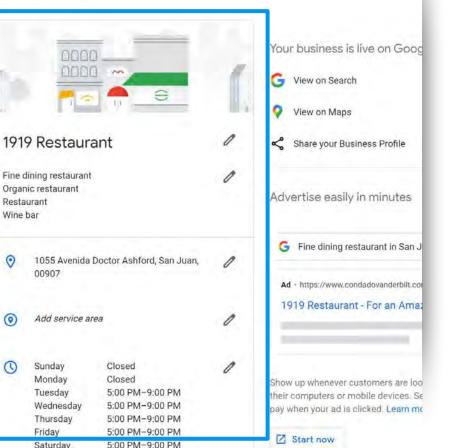
ORGANIZATION

Miles Partnership

1919 Restaurant 1055 Avenida Doctor Ashford San Juan, 00907 Puerto Rico

Home
Posts
Info
Menu
Food ordering
Insights
Reviews
Messages
Photos
Website
Users

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



Make sure your information is complete and accurate.

Check Your:

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



#### ≡ Google My Busines

#### ORGANIZATION

#### Miles Partnership

#### **Miles Partnership**

6751 Professional Parkway #200, Sa asota, FL 34240

- Home Home
- Posts
- 🛱 Info
- Insights
- Reviews
- Messages
- Photos
- Products
- Services
- EI Website
- S+ Users

#### Q Search businesses

(i

This location has updated information from Google users Review these published updates to make sure that they're

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- Marketing agency Content Creation Content Marketing Marketing Campaigns Marketing Consultants Print Marketing Strategic Consulting
- Services were updated. Edit

From the business

Health & safety Add attributes

Service options Add attributes

Add business description

Add opening date

Add photos

6

"For the past few months or so, Google seems to have been auto populating the services section of your Google My Business listing. It is believed that Google is pulling the services based on the content of your web site."

Seroundtable.com





## **Top Performer Secrets**



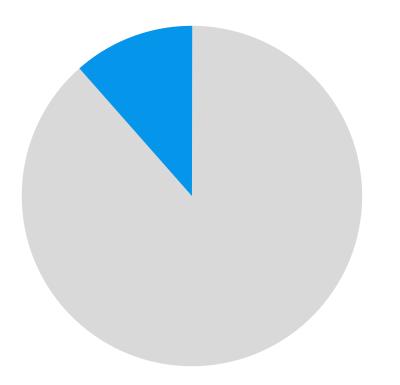
## Keeping on top of hours



#### ≡ Google My Business

#### Q. Search businesses

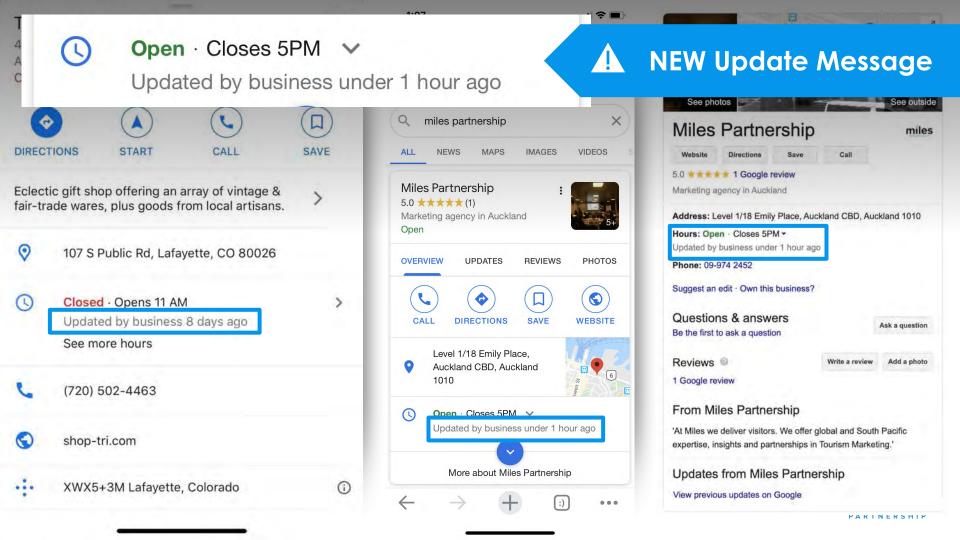
6000 G	Fish Grill iulf Boulevard e Beach, Florida 33700			updated information from ( ished updates to make sur		"Open now" searches
	Home Posts Info	0	Sunday Monday Tuesday Wednesday Thursday Friday Saturday	2:00 PM-9:00 PM 4:00 PM-9:00 PM Closed Closed 4:00 PM-9:00 PM 4:00 PM-10:00 PM 2:00 PM-10:00 PM	0	↑ 300% Growth in search interest for "open now."
×	Menu	U	More hours		0	
16 [6]	Insights Reviews		Add hours	11:30 AM-11:30 PM	,	Think with Gaogle Google Trends, U.S., June 2015 vs. June 2017.
	Messages		11/11/19 11/28/19	11:30 AM-2:00 PM 5:00 PM-10:00 PM 11:30 AM-2:00 PM	0	Accurate Hours
	Photos Bookings		12/25/19 1/1/20	5:00 PM-10:00 PM 11:30 AM-10:00 PM 11:30 AM-2:00 PM		are <b>critically</b>
	Website		1/20/20 2/17/20 4/12/20	5:00 PM-10:00 PM 11:30 AM-12:00 AM 11:30 AM-12:00 AM 11:30 AM-12:00 AM		important
8+	Users		1.44			
٨	Create an ad	C	(727) 329-1428 (844) 786-3474		0	miles

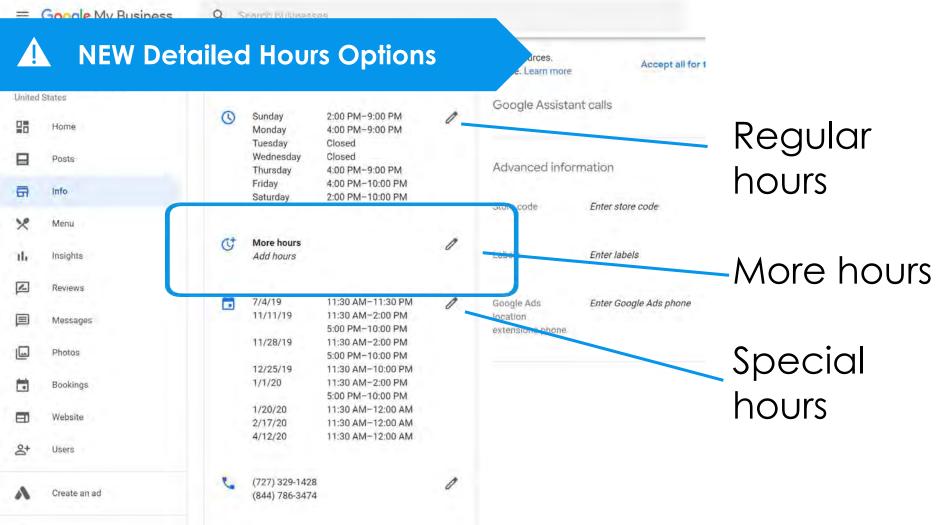


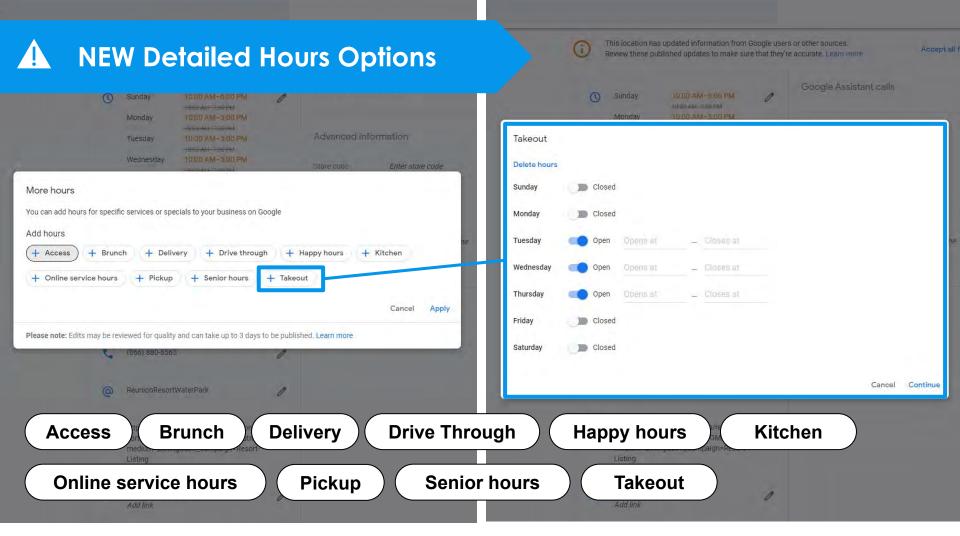
Hours are the 2nd most commonly missing item

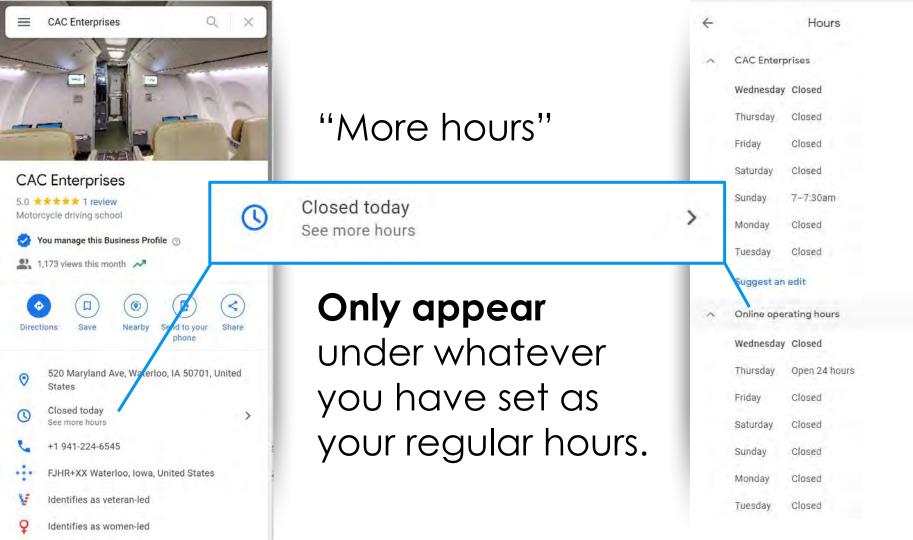
**19%** Of incomplete listings in our audit of 50,000 were missing hours.











#### = Google My Business

Miles Partnership

1919 Restaurant

1955 Avenida Doctor Ashford San Juan 18902 Puenc Ricc

-	Home
	Posts
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2*	Users
A	Greate an ad

	hen this business has an irregular scl	Keep "Specie	arnours up i
4/16/18	Open 11:30 am	A	
	ADD HOURS		
9/30/18	Closed X		
10/2/18	Closed X		
10/3/18	Closed X		
10/4/18	Closed X		
10/5/18	Closed X		
10/6/18	Dised X		

te

Google My Business

## Soul Fighters Newcastle

Here's what your listing shows on Google

6		¥	
Let customers know your special hours for February	ərs Ne	wcastle	10:50
When your business has altered opening times, like holidays or special events, you can enter special hours in advance to let customars know when you're open. Here's what customers see when they view your business on Google.	L	Closed Hours may differ	/
Upstatu my sposai hours.	ay	10:00 AM - 7:30 PM Hours may differ	1
Watango Day 7.00 am = 6.00 ar Thuaddy 62 pm	25)	10:00 AM – 7:30 PM Hours may differ	/

If you haven't updated your hours, we recommend that you do. We may call you to make sure they re accurate. We'll never ask for payments over the phone.

Google My Business

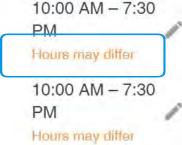
s because of inaccurate hours on your listing.

Var Cooge My Burness Harp to have when were about updating your special hours 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.

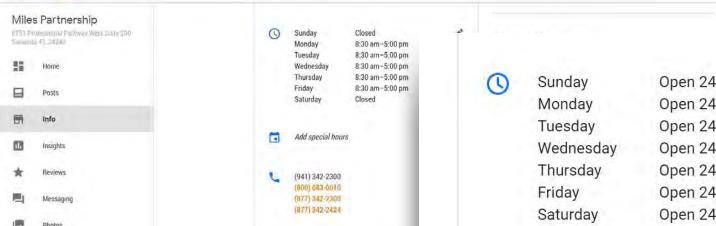
## **Holiday Hours Reminders**

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.

Easter Monday (Monday 4/2) Anzac Day (Wednesday 4/25)



#### GO TO MY HOLIDAY HOURS



Add photos

0

### Hotel check-in/out times

		This feature is only available for hotels.
7	Ac	To add check-in and check-out times:
		1. Sign in to Google My Business 🖄 .
21	м	2. Click on Hotel attributes.
2	Se	3. Click on Policies & payments.
~		4. Use the drop down to change your Check-in and Check-out time.
	St	

Open 24 hours Open 24 hours

111

Check-in time 4:00 pm

Check-out time 11:00 am



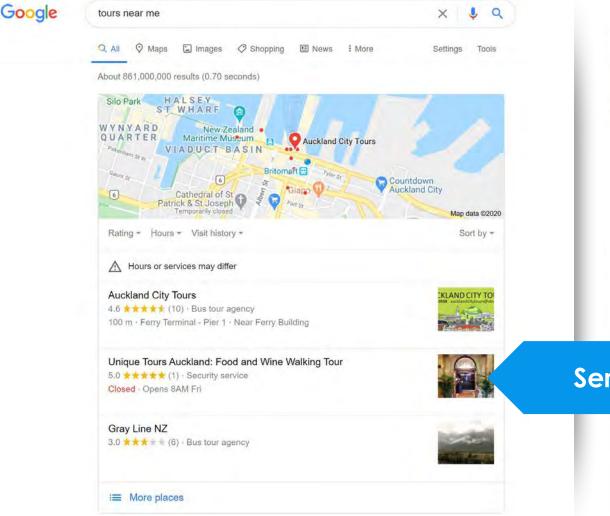
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## **Top Performer Secrets**



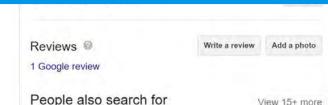
## Using Service Areas







### Service Area Businesses



#### ORGANIZATION

**Miles Partnership** 

#### Calm Waters Spa 61 Hawks Cay Blvd

Duck Key, FL 33050

	Home
	Posts
67	Info
th	Insights
*	Reviews

## **Service Areas**

Ō	Bookings	
	Website	
°†	Users	



Calm Waters Spa

Day spa Facial spa Hair Salon Nail Salon Massage spa

 $\odot$ 

 $(\mathbf{0})$ 

61 Hawks Cay Blvd Duck Key, FL 33050

Add service area

Sunday Monday Tuesday Wednesday Thursday Friday

9:00 am-5:00 pm 9:00 am-5:00 pm

Create an ad

Add special hours

Saturday

Google Ads

Add

Your business is live on Google

deliveries or services

Search and select areas

Ohakune

Ohakuri New Zealand

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New Zealand

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Service area

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Enter Google Ads phone

Let customers know where your business provides

NV

919 Re

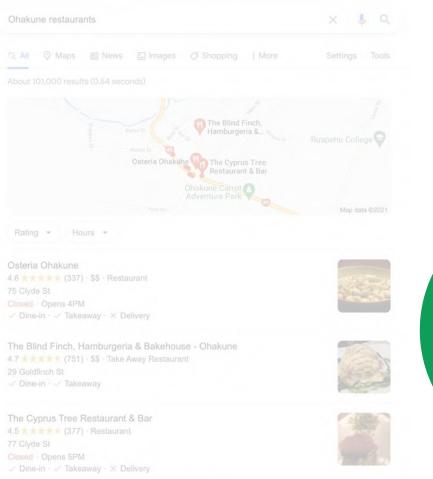
niles

### **Top Performer Secrets**



## Categories, Attributes & Description





# DISTANCE RELEVANCE PROMINENCE miles

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nypnotherapy_service       Hypnotherapy service       Related Categorie         nyundai_dealer       Hyundai dealer       Related Categorie         ce_cream_equipment_supplier       Ice cream equipment supplier       Related Categorie         ce_cream_shop       Ice cream shop       Related Categorie         ce_hockey_club       Ice hockey club       Related Categorie         ce_skating_club       Related Categorie       Related Categorie	hygiene_station	Hygiene station	Related Categories
nyundai_dealer       Hyundai dealer       Related Categorie         ce_cream_equipment_supplier       Ice cream equipment supplier       Related Categorie         ce_cream_shop       Ice cream shop       Related Categorie         ce_hockey_club       Ice hockey club       Related Categorie         ce_skating_club       Ice skating club       Related Categorie	hypermarket	Hypermarket	Related Categories
ce_cream_equipment_supplier     Ice cream equipment supplier     Related Categori       ce_cream_shop     Ice cream shop     Related Categori       ce_hockey_club     Ice hockey club     Related Categori       ce_skating_club     Ice skating club     Related Categori	hypnotherapy_service	Hypnotherapy service	Related Categories
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	ice_hockey_club	Ice hockey club	Related Categories
ce_skating_instructor Ice Skating Instructor Related Categori	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

#### Google My Business Q

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Your business

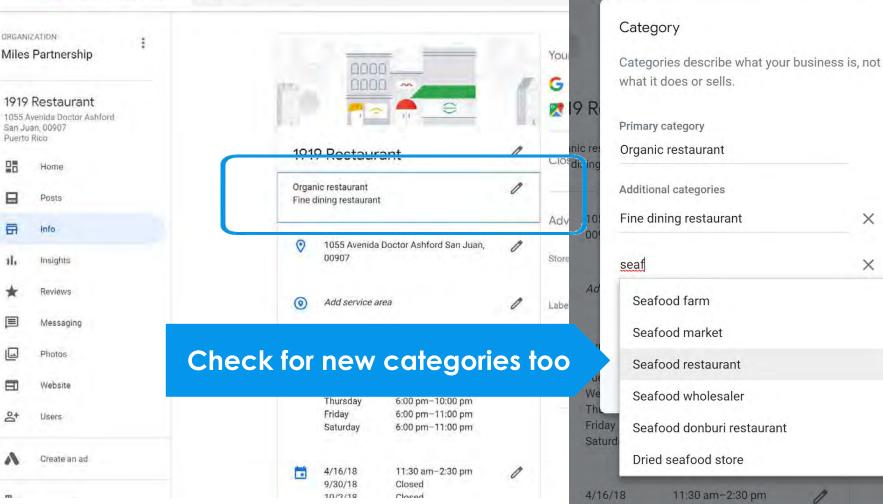
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Mar

emc

info

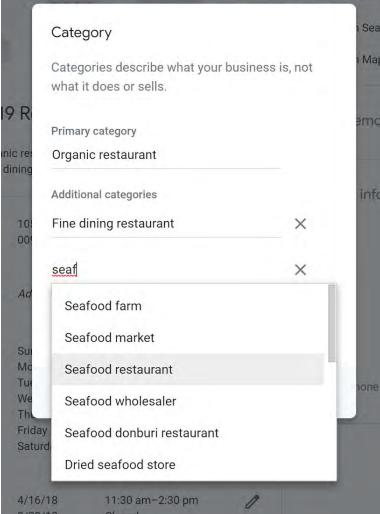
none



## what it does or sells. Primary category Organic restaurant Additional categories Fine dining restaurant X X Seafood farm Seafood market Seafood restaurant Seafood wholesaler Seafood donburi restaurant Dried seafood store 11:30 am-2:30 pm 1

Your business

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



#### Google My Business $\equiv$

#### Q

(i)

×

0

### **Attributes**

Sixty-One Prime

61 Hawks Cay Boulevard Duck Key, FL 33050 United States

88	Home
	Posts
ā	Info
×	Menu
בֿ	Food orders
ւր	Insights
r	Reviews
	Messages
	Photos
iii i	Bookings

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

Menu Add or edit items

From the business Add attributes

#### Accessibility

Wheelchair accessible entrance Wheelchair accessible parking lot Wheelchair accessible restroom Wheelchair accessible seating

#### Amenities

Bar onsite Good for kids High chairs Restroom Free Wi-Fi

Crowd Family-friendly

**Dining options** Breakfast Dinner Dessert

Haalth 0 aafatu

Attributes

Q Search these 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



Th

Rev

×

0

#### Highlights

+	Fireplace
+	Live music
+	Rooftop seating
+	Sports
ering	Alcohol
0	All you can eat
~	Beer
+	Braille menu
~	Cocktails

### Search here Ļ $\equiv$ 1 HIH Must-see Local favorites attractions in d... in Phoenix 10 places 10 places G Veteran-led **Best Places for** restaurants in ... Outdoor Activi... 8 places 6 places **F** 0 **M** Explore For you Commute

≡ Sear	ch here	Ŷ
ART		
18 1		
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women	13 places	3 11 01
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1:29 🖪 🛤			R 🕈 🖬
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L'ETO Lo 4.3 * * * Cafe · Ope	<b>* *</b> (1,423) - \$\$		
+ Follow	0		
VERVIEW	UPDATES REVIEWS	PHOTOS	ABOUT
FROM L'ETO	LONDON		:
	ne magic of great cooking agine being in a restauran		
DETAILS			
	ary cafe-style restaurant s		
breakfast n	nenu, lunch, snacks and di	inner.	

----

Good for

22

Casual

Cozy

Vegetarian

Good for kids

#### Hotel attributes

Keeping your hotel information up to date can

### **NEW Hotel Attributes**

1

#### ← Health & safety

Health and safety measures implemented by

Enhanced cleaning		
Enhanced cleaning of common areas	0	Yes
Enhanced cleaning of guest rooms	0	Yes
Commercial-grade disinfectant used to clean the property	0	Yes
Employees wear masks, face shields, and/or gloves	0	Yes
Employees trained in COVID- 19 cleaning procedures	۲	Yes
Employees trained in thorough hand-washing	0	Yes
Personal protection		
Masks required on the property	0	Yes
Hand-sanitizer and/or sanitizing wipes in common areas	0	Yes
Maeke and/or glovee	0	Vac

**Property details** 

Room details

#### Categories

Health & safety	safety	3	lth	Hea	1
-----------------	--------	---	-----	-----	---

COVID-19 responder policy

Internet

Food & drink

Policies & payments

Activities

Services

Children

Pools

Parking & transportation

Wellness

Accessibility

Business & events

Pets

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

Health & safety

0

Personal protection Physical distancing 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 handwashing

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

Physical distancing required Guest occupancy limited within shared facilities Common areas arranged to maintain physical distancing Private spaces designated in spa and wellness areas

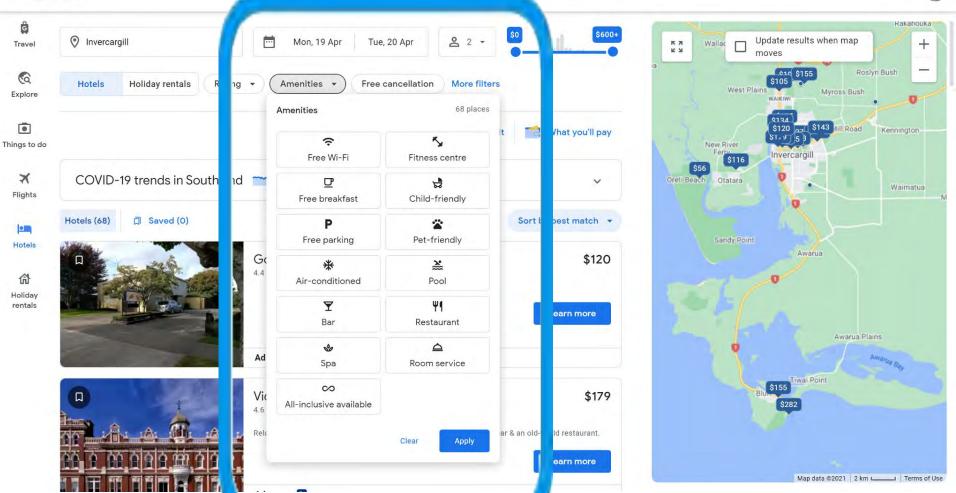
#### ← Activities

Amenities and features related to leisure and play.

### **NEW Hotel Attributes**

Beach access	O Ava	ailable	Not available	O Other	and features related to leisure and play.
Private	O Yes	0	No	O Other	Available O Not available O Other
Beach front	O Yes	Q	No	O Other	Please provide a reason Only visible to Google and not published in your listing.
Recreation					- Choices don't match my offerings
Bicycle rental	Ava	ailable O	Not available	O Other	Depends on the day of the week
Price	O Fre	e O	Extra charge	O Other	Depends on the season ce Under renovation
Boutique shopping	O Ava	ailable O	Not available	O Other	Not sure/unclear Cancel OK
Golf	O Ava	ailable O	Not available	O Other	Available     O Not available     O Other
Horseback riding	O Ava	ailable 🧿	Not available	O Other	🔿 Available 💿 Not available 🔘 Other
Scuba	Ava	ailable O	Not available	O Other	Available Not available Other
Snorkeling	O Ava	ailable O	Not available	O Other	Available O Not available O Other
Tennis	O Ava	ailable O	Not available	O Other	Available Not available Other

#### $\equiv$ Google



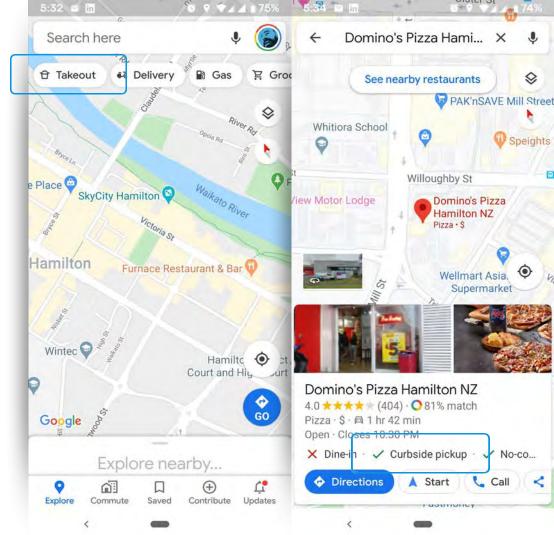
E

\*\*\*

### 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



### **MEW 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

Health & safety

Mask required

Staff wear masks

Reservations required

Staff get temperature checks

Temperature check required

Q Search these attributes

Let customers know more about your business by adding attributes to your Business Profile. Learn more

#### Attributes

Health & safety

+ Appointment required

+ Mask required

0

(A)

0

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



mark this business as temporarily or permane

You can also remove it from your account.

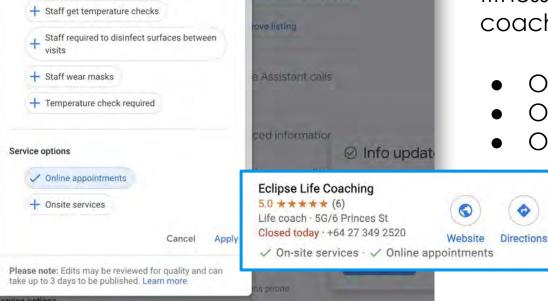
### **NEW Online Attributes**

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

Online classes

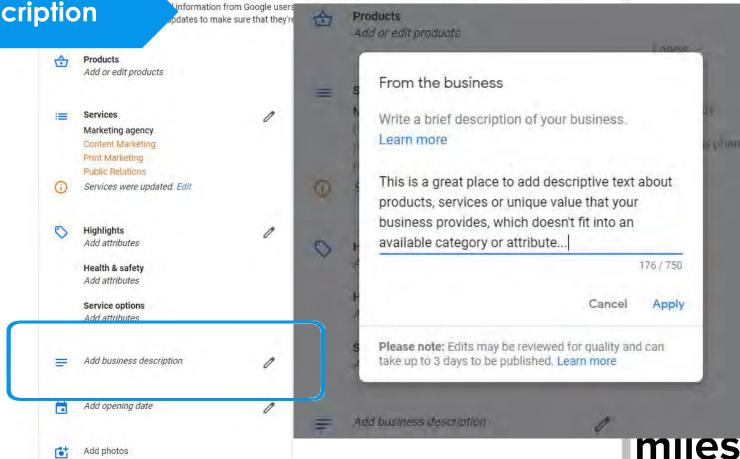
٢

- Online appointments
- Online estimates



### **Business Description**

Mile	s Partnership
	Professional Parkway West Suite 200 ita, FL 34240 States
	Home



:::

Website

Users

E

0+

#### d Chrysler 😋 The Salvation Army **NEW Opening Date in Local Pack** Holland D Eastern Territorial. Q O RustyBrick, Inc. **Honda of Nanuet** Ê 🙆 Optimum edEx Office Print W Nyack Rd Ship Center Kohl's 😂 Triggered by the Map data @2020 **Opening Date field in** Hours -Your past visits -Rating the info tab in the Hours or services may differ Dashboard. RustyBrick, Inc. You manage this Business Profile ( )4.7 ★★★★★ (36) · Website designer 25+ years in business 250 W Nyack Rd #200 WEBSITE DIRECTIONS Open · Closes 4PM · 467-8789

# Positive for consumer trust!

GIA Web Design & Hosting No reviews · Website designer Open · Closes 5PM · (845) 523-3143

10-----

5.0 \* \* \* \* \* (1) · Website designer

Saved in Starred places

BizTechPro, Inc.

(845) 634-2100

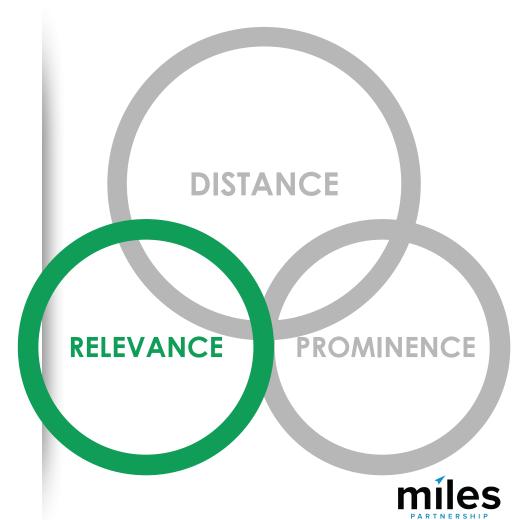
WEBSITE

 $\bigcirc$ 

WEBSITE

### **Maximising Relevance**

- 1. 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



11:47



4.7	enity by the		
+ 1	Follow Ø	CICICS April 64	
VIEW	UPDATES	SERVICES	
Mass	age Services		

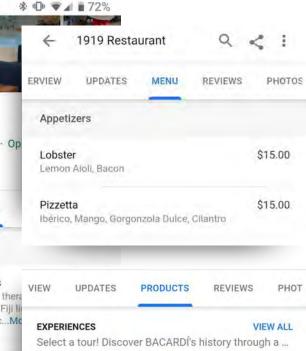
#### Serenity by Design | 50 Minutes

Indulge in our signature massage thera Choose your scent from our Pure Fiji li customize your massage by selec...Mo

#### Ocean Wave Massage | 50 Minutes

This wave-like, head-to-toe massage is performed with a blend of mineral-rich seawater and marine plant oils to rebalanc...More

Aromasea Massage | 50 Minutes Our traditional full body Swedish Mass





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



#### ≡ Google My Business

#### ORGANIZATION

**Miles Partnership** 

#### 1919 Restaurant

1055 Avenida Doctor Ashford San Juan, 00907 Puerto Rico

먊 Home Posts ā Info Thi. Insights Reviews Messaging -Photos ED Website 8+ Users

Create an ad

Manage locations

#### Q Search locatio

0

×

0

Website https://www.condadovanderbilt.com/c dado-1919-restaurant

Menu URL Add URL

Order ahead URL Add URL

Reservations URL Add URL

Menu Add or edit items

Accessibility Wheelchair accessible restroom

#### Amenities Booster seats Not good for kids Restroom

**Dining options** Dinner Dessert

Highlights No fireplace

No live music No outdoor seating No rooftop seating

....

#### Add photos of your menu

First

Show customers what your menu looks like. See examples

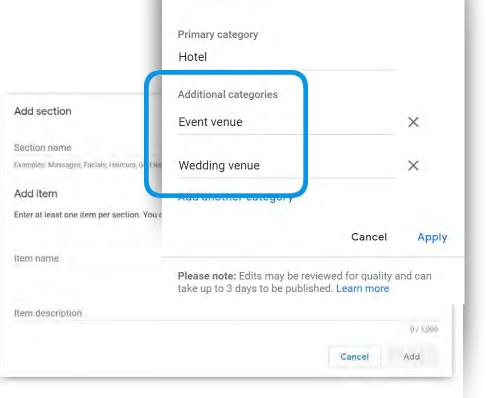
<b>•</b>	1914	
Add photos		
		_

Appetizers		:
Lobster Lemon Aioli, Bacon	\$15.00	;
Pizzetta Ibérico, Mango, Gorgonzola Dulce, Cliantro	\$15.00	:
Bacalao Croquette Aioli	\$16.00	1
Ibérico de Bellota Garlie Croutons	\$30.00	:
Add menu item		

Menus

#### Category

Categories describe what your business is, not what it does or sells.



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"



Ш	Google My Business Q	Search businesses
	IZATION Partnership	Hotel Primary category
1055 /	dado Vanderbilt Hotel ASHFORD AVENUE UAN, 00907 Rico	+ Add another service
88	Home	Wedding venue
ā	Info	+ Add another service
th	Insights	
	Reviews	Resort
	Messages	+ Add another service
	Photos	
-	Services	Add another business c

8+

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Website

Users

Create an ad

Businesses

# Delete Delete category

**MEW Services Layout** 

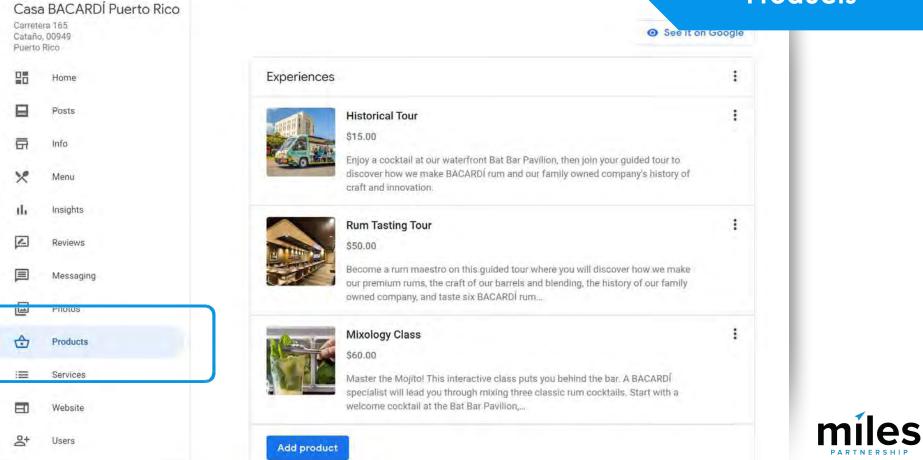
22

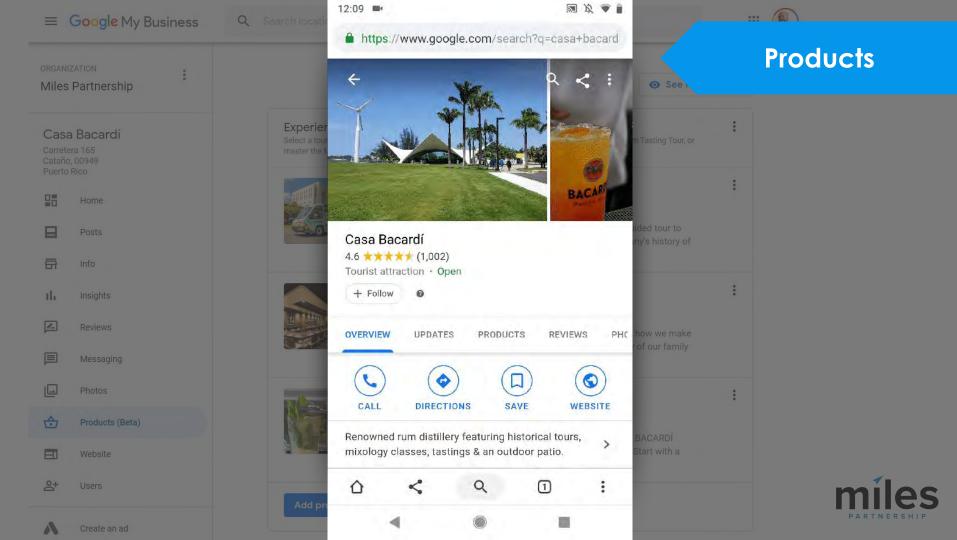
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#### ≡ Google My Business

### **Products**





= (	G <mark>oogle</mark> My Bus	îness	Q ==
organia Miles	zation Partnership	1	
	Ryan Ave on, WI 53549		
	Home		
	Posts		
A	Info		
ih.	Insights		
	Reviews		
	Messages		
	Photos		
	Bookings		
⇔	Products		
=	Services		
	Website		

Product name		^
	0 / 58	
- Select a category	i	
Create a new category	•	
Product category		REVIEWS
Examples: Dining Tables, Headphones, Shoes	0 / 58	
Show price range		
None		
Order online		
Buy		v ∋d your
Learn more		pith;
Get offer		o mee:
- Add a button (optional)		
	-	
		-

### **CTA Buttons**

iet IPhone app

....

#### Manage products

Add product

All products

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

Soups and Salads

### **Products**



#### Angler & Ale



\$\$\$ · Seafood restaurant

✓ Dine-in · ✓ Takeaway · × Delivery

Address: 540 Duck Key Dr, Duck Key, FL 33050, United States

Hours: Closed · Opens 5:30PM · See more hours Updated by business 3 weeks ago

Menu: hawkscay.com

Phone: +1 305-209-9991

Suggest an edit · Own this business?

Products

View all

Angles





Chopped Sunshine Salad

See it on Google

Starters



From the Sea



From the Land Sandwiches



Dessert

Caribbean Conch Fritters

Whole Roasted Snapper

Treasure Coast Salad









Broiled Florida Lobster Tail



Key Wedge Salad







Key Lime Pie



Manage location:

Coconut Almond Shrimp



#### ≡ Google My Business

ORGANIZATION Miles Partnership Search businesse



Keep customers up to date

### Tip: Try adding "beer garden" if you're a restaurant (and could legitimately claim that offering) to get access to products.

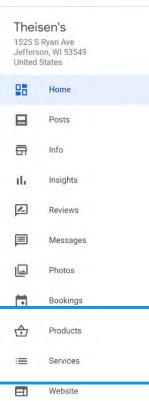
Getting started is simple - we walk you through every step. Set your own budget and only pay when people click your ad. Learn more

### Depending on your categories, you may have access to more than one of these

Your latest pos

lore For Your Farm Sale will be





Linese



Stay connected during COVID-19

Create post

features.

Add photo

### **Further Help**



#### Optimization tool for local business marketing

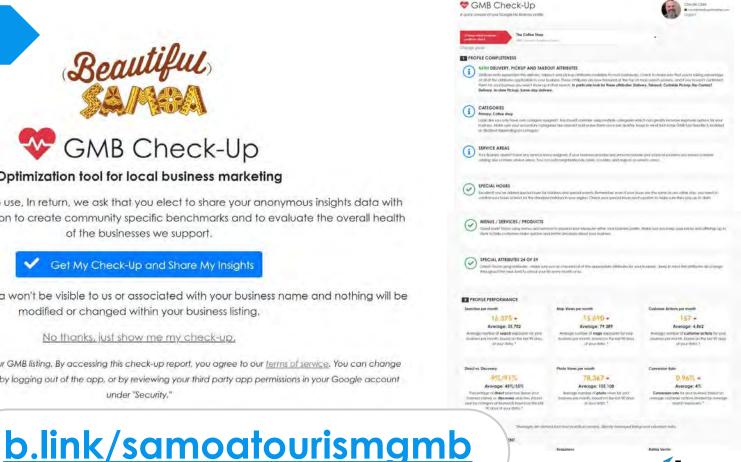
The tool is FREE for you to use. In return, we ask that you elect to share your anonymous insights data with us. We'll use this information to create community specific benchmarks and to evaluate the overall health of the businesses we support.

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 terms of service. You can change these parmissions at any time by logging out of the app, or by reviewing your third party app permissions in your Google account under "Security."





### **Best Practices**



# Claiming and Updating Apple Maps Listings



SIGN IN

MAKE IT 7 USA . INTL

#### TECH

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

SHARE

PUBLISHED THU, JAN 30 2020+1:16 PM EST | UPDATED FRI, JAN 31 2020+4:59 AM EST

Kif Leswing

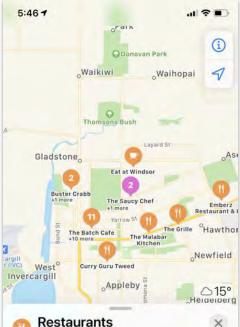
KEY

POINTS

 Apple announced on Thursday that it had completed deployment of its new and 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



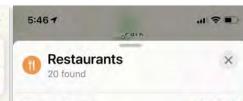


#### **Buster Crabb**

Gastropub · Avenal · \$\$\$\$ Open Now - 10:30 AM - 3:00 AM ★4.5 (564) on TripAdvisor

#### The Batch Cafe

Search Here



2as

9.

#### **Buster Crabb** Gastropub · Avenal · \$\$\$\$ Open Now - 10:30 AM - 3:00 AM ★4.5 (564) on TripAdvisor



Closed Now - 8:00 AM - 4:00 PM ★4.5 (843) on TripAdvisor

Industry Café · Avenal

On.



★4.5 (81) on TripAdvisor

The Auction House Café · Invercargill · \$\$\$\$ Open Now · 8:00 AM - 11:00 PM

# 4.0 (116) on TripAdvisor

Louies Cafe & Tapas Bar Restaurant - Invercargill - \$\$\$\$ Open Now - 5:00 PM - 1:00 AM

#4.5 (296) on TripAdvisor

Search Here

### **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)

#### 🗯 Maps Connect

#### COVID-19

Healthcare providers, labs, and other businesses that would like to provide information on COVID-19 testing or vaccination locations can now do so through Apple Business Register, Learn More >

Held

#### Apple Maps Connect

Add or update your business information in Apple Maps to help customers find you.

Sign In

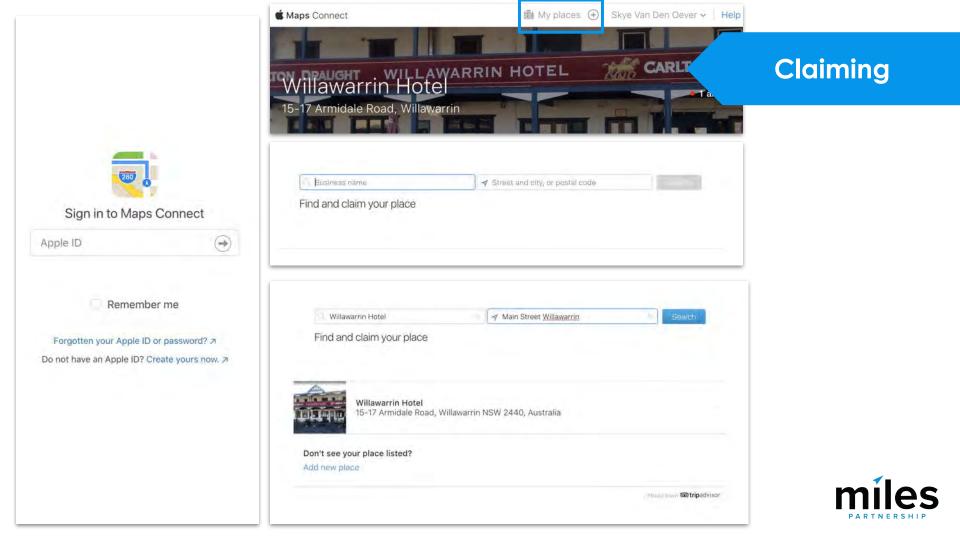
Don't have a free Apple ID? Create one

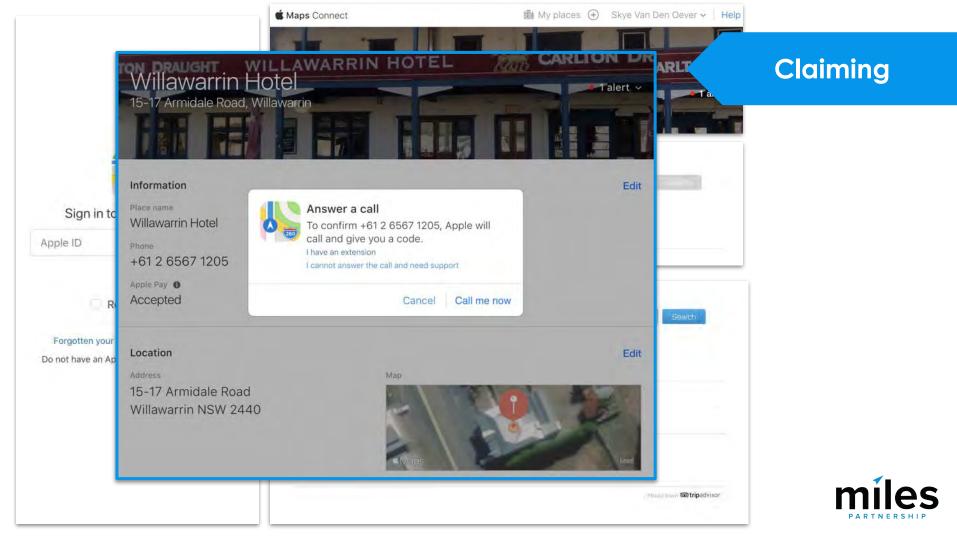
# Head to Apple Maps Connect & sign in with an Apple ID

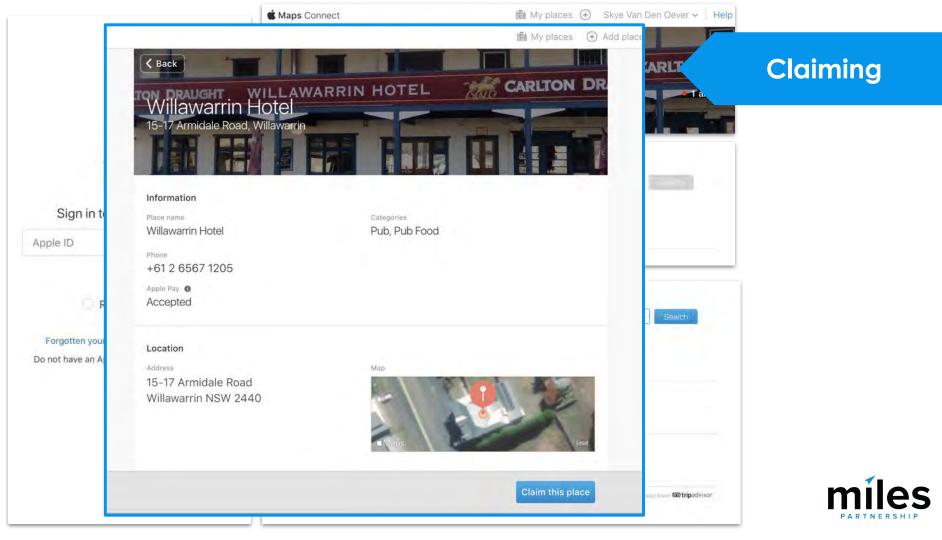
https://mapsconnect.apple.com/



Claiming









#### Information

Place name Willawarrin Hotel Categories Pub, Pub Food

+61 2 6567 1205

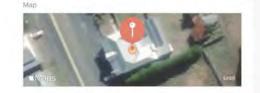
Apple Pay O Accepted

Phone

#### Location

Address

15-17 Armidale Road Willawarrin NSW 2440



Claim this place

#### **Update Info** 10:00 AM 2 - 10:00 PM 2 3 3 Open 24 hours 11:00 AM C - 12:00 AM C - + Open 24 hours Open 24 hours 11:00 AM = - 12:00 AM = -11:00 AM C - 12:00 AM C - + Open 24 hours Open 24 hours 10:00 AM 2 - 12:00 AM 2 - (1) Add category Oper Bistro Open Primary category B. Pub 0 Bistro. Alternative categories Restanort Pub Food 0 THE R. LAW & LT. Ref Hotel Bar 0 Restautant Contract (Our cable by 7 Support one)

http://www.willawarrinhotel.com.au	http://yelp.com/	
Pacetionk	Twitter	
http://lacebook.com/	http://twitter.com/	
Cifficial app		
https://apps.apple.com/		
cel		Next

Open hours

✓ Sunday

✓ Monday

✓ Tuesday

✓ Wednesday

✓ Thursday

✓ Friday

✓ Saturday

Cancel

Web links



### **Best Practices**



# Search Engine Optimisation (SEO)



#### 200ale

#### museum of samoa

#### Q All @ Maps 🗊 Images 🖽 News 🕞 Videos : More

Settings Tools

#### About 31,600,000 results (0.65 seconds)

https://www.samoa.travel > plan-book > activities > mus... \*

#### Museum of Samoa | History & Culture | Pacific Heritage Falemata'aga - The Museum of Samoa is Samoa's national museum. ... The museum is housed

in a two-storey colonial building of over a century years old that was ...

#### https://www.facebook.com > ... > The Museum of Samoa +

#### The Museum of Samoa - Home | Facebook

The Museum of Samoa, Apia, Samoa. 14712 likes · 234 talking about this. We are Samoa's National Museum.

https://www.tripadvisor.co.nz ) ... ) Things to do in Apia \*

#### Museum of Samoa (Apia) - 2021 All You Need to Know Before ...

Most of the museum is written information on the colonization and modern history of Samoa. While it was interesting a greater focus on pre-european Samoan .... Rating: 3 44 reviews

#### https://www.tripadvisor.com > ... > Things to Do in Apla +

#### Museum of Samoa (Apia) - 2021 All You Need to Know ...

Most of the museum is written information on the colonization and modern history of Samoa. While it was interesting a greater focus on pre-european Samoan \* \* \* \* Rating: 3 - 44 reviews

https://en.wikipedia.org > wiki > Falemata'aga - Museu... \*

#### Falemata'aga - Museum of Samoa - Wikipedia

The museum is funded by the Ministry of Education, Sports and Culture and is the only government-funded museum dedicated to Samoan culture. The museum

https://www.gluseum.com : Samoa : Apia, Samoa \*

#### The Museum of Samoa, Apia (2021) - Gluseum Our mission is to collect and preserve Samoa's material heritage and educate the public through engaging exhibitions and events. The museum is part of Samoa's ...

https://www.inspirock.com > ... > Samoa > Upolu > Apia \*

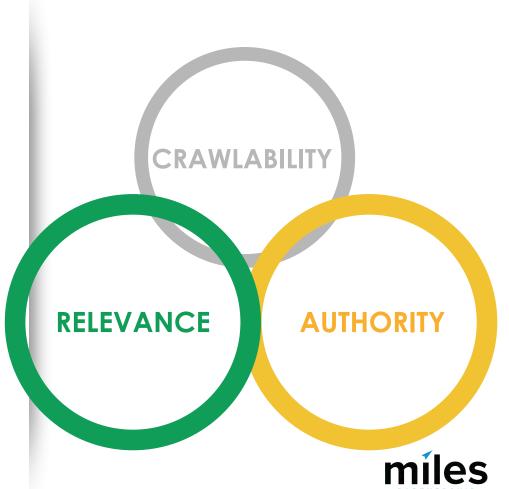
Visit Museum of Samoa on your trip to Apia or Samoa . Inspirock Museum of Samoa, Apia ... Browse a huge collection of Samoan artifacts and historical images at Museum of Samoa. The museum focuses on the country's culture, ...

# But why these ten websites?



### **ORGANIC SEARCH**

- 1. **Relevance**: Keywords & copy featured
- 2. **Authority**: Other websites linking to yours
- 3. **Crawlability**: More technical aspects that will be managed by your website platform





# Crawlability

Most common website platforms such as WordPress, Wix, Drupal & SquareSpace will handle this for you.

Orupal<sup>™</sup>

SQUARESPACE



### **Organic Search**

MODER	N HONOLULU
	THE MODERN HONOLULU
STAURANTS + BARS	E BOOK HOW
OTEL Hotel Info	Sunrise Pool
Guest Reviews	Take a VR tour of the Sunrise Pool Here
Reservations	HOURS
Location Modern Design	Delly 7:00AM - 7:00PM
Sunrise Pool	*Limited capacity per Hawill COVID guidelines
Sunset Pool	Sophisticated - yet surprising: That's the duality of THE MODERN HONOLULU.
Fitness Center	Experience it for yourself at our Sunrise Pool, the heart of our Honolulu Juxury resort where guests of all ages are free to unwind.
Yoga	Our Honolulu resort pool is set in a cool wood deck, framed in native trees and

BOOK YC

BOO

Our Honolikai resort pool is set in a cool wood deck, framed in native trees and hindges of greenery, and softened by ferns and tropical blocms peeking from the foliage. It can feel like your personal garden paradise (thenks to the vision of landscape and garden genius Deborah Nevins of SoHo-based Deborah Nevins & Associatea) – a space that at once captures the comfort of home and the liberation of the outdoors.

Pacific to One Side; Waikiki City View to the Other

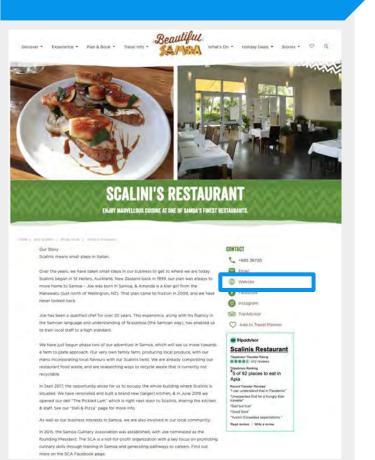
Teak wood and white textiles dress chaises and dayoeds for those seeking solace (umbrellas are optional). Naturally, there's food and beverage service featuring THE MODERN HONOLULU's organic, artisanal ingredients – think

## Relevance

- Create copy on your website that talks about each of the services / product you offer.
   Consider have each service on it's own page.
- Include a mix of text and images/video. Text should be at least 600 words per page.
- Make sure to link to other helpful content on your site to keep users on your site and to help them find useful information easily



#### **Organic Search**



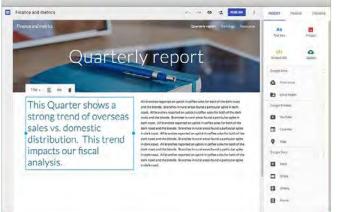
### Authority

- Look for opportunities for other website to link to yours.
- Check all relevant local listing websites (including Samoa.Travel) and make sure they include a link to your website
- Do not engage in buying links!!!



#### **BONUS: GMB Website**

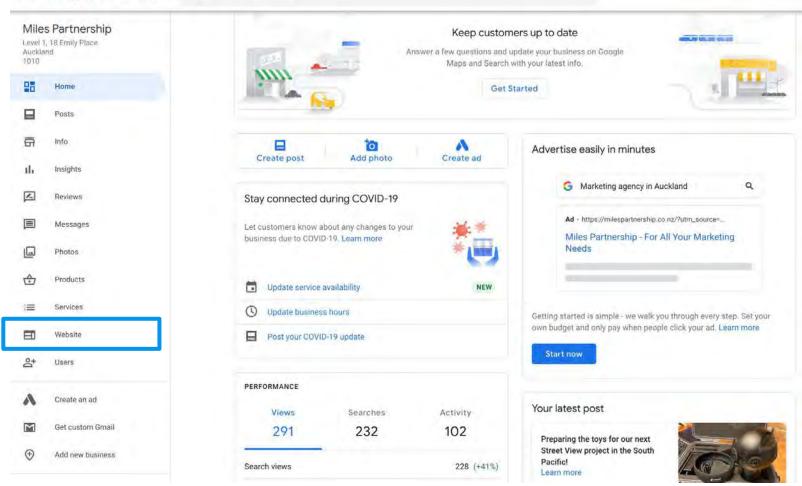




- Google also offers its own **free** website builder
- Available via your GMB
   Dashboard



#### ≡ Google My Business





#### **Best Practices**



## Website Design Best Practices





### Websites Best Practices

- Opt for simple navigation
- Use visual elements
- Include social media buttons
- Include photo gallery
- Mobile friendly
- Contact details
- Write strong calls to action & clear instructions on how to book



#### **Best Practices**



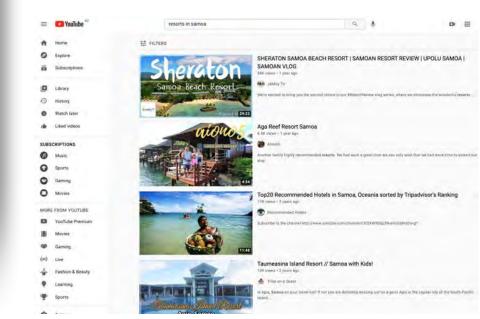
## **Optimising Videos for YouTube**

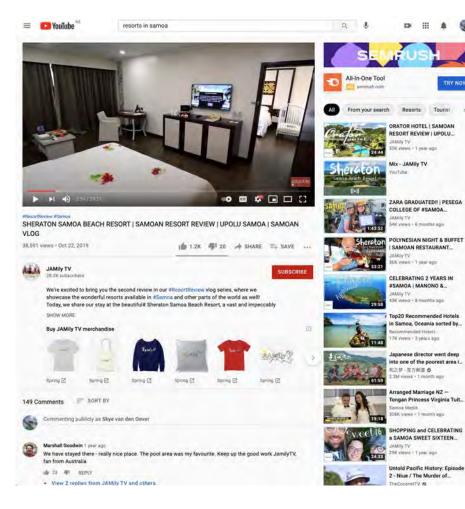


Google	waterfalls in samoa		× 🌢 🕯	2.
	▹ Videos			
	SAMOA: Stunning 120m waterfalls of Pa	papapaitai		
	531 PREView YouTube - Vic Stefanu - Amazing World Videos 12/07/2020	5		
	PAPAPAPAITAI FALLS the TALLEST WA	TERFALL in SA	MOA	
	YouTube - JAMily TV			
	1/04/2020			
	Sopoaga Falls, Upolu, Samoa (1080HD)			
	1:39 PREVIEW 6/04/2010			
	→ View all			
Google	waterfalls in samoa		4	ų q
	Q All 🛛 Maps 🖾 Imáges 🖉 Shopping 💽 Videos	: More	Settings	Tools
	About 44,700 results (0.34 seconds)			
	atravellersfootsteps.com > waterfalls-in-samoa			
	Waterfalls in Samoa - 5 Samoan Waterfalls that you can't miss!			
	Waterfalls in Samoa – 5 Samoan Waterfalls Papapapai-Uta Waterfall · Togitogiga	that you can't m	iss!	
	9/08/2018 - Uploaded by Salty Footsteps			
	www.world-of-waterfalls.com > south-pacific-sopoaga-falls			
	Sopoaga Falls - An Easy Visit to See a Plungi	ing Waterfal	1	
	Sopoaga Falls resides in the Faipule District Samoa. For information or	near Apia on 'Up	oolu Island.	

9/11/2019 - Uploaded by World of Waterfalls

- YouTube Videos can be surfaced via web search, video search
- Or via the YouTube website or mobile app

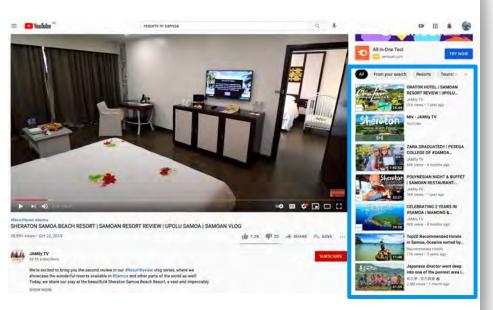




- The Google ecosystem favours longer, more information-rich content than social channels.
- YouTube's "Recommendation Engine" shows users similar videos
- **Titles**: Be descriptive about what is in the video
- **Descriptions**: Same as above, the more detail the better
- Thumbnails: Use branded, eye-catching headings / graphics to stand out



#### YouTube



- The Google ecosystem favours longer, more information-rich content than social channels.
- **Titles**: Be descriptive about what is in the video
- **Descriptions**: Same as above, the more detail the better
- Thumbnails: Use branded, eye-catching headings / graphics to stand out
- Add subtitles to any audio or voice overs (native YB feature)



#### **Further Help**

We have provided a link to document containing some great tips to help optimise your YouTube videos.

be-Opening in the Time of

ollowers in Google My

Questions And Answer

Knowledge Panels ~

Adding Manager

Cottinge

Your Proggress: Complete articles to earn badges!	Account	
Nendra Roskia Sililad Advanced Expert Masternind Mai 2 Anian Masternini Masternind	Google My Business ~ Inspiring Confidence: Tools for Businesses Re-Opening in the T COVID-19 Accessing GMB	
	Posts	
Welcome to the Local Marketing	Info	
	Insights	
Academy, brought to you by the	Leveraging Followers in Google Business	
Samoa Tourism Authority.	Reviews	
In an effort to help you effectively market your business to visitors and locals, we've created this online library of	Understanding Service Area Businesses	
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	Menus, Services and Products	
results across a range of digital marketing platforms.	Photos	

We have over 100 articles available already and are adding and updating content monthly. Use the navigation right to find articles relevant to your interests

#### Latest Updates



aractices for using Google My

#### YouTube is the third most visited website on the internet and the second largest search engine by daily volume of queries. Ranking well in YouTube will not only help you reach a significant audience organically, it also has direct impact on visibility of your owned content within web search results.



SUMMARY:

YouTube Optimization Tips

200 Days - A Trip Around the World Travel Film #0 North Designs = 1.9M views - 3 years ago My wile and I traveled to 17 coursnes is 200 days. This film is the story of our incredible trav Enjoy! We mit is Goffris and is Nikesy



WHERE to TRAVEL in 2019: 15 PLACES TO GO! Harry Nuclaum Cr., 186K viewer + 3 munitori acto. Invest Achice & Adventure: SUBSCRIBE & CLICK the IP http://sir.le/hey-radine TOP TRAVEL VLOGGES new print Shade Million



How To Have The Perfect Day in San Francisco | Travel Guide occabecithers @ TIER views - 1 year app condering how to have the perfect day in San Francisco? This travel goods will allow you serry linear or mant too known when and



APOZA TRAVEL SZ · ET6 San Francisco (USA) Vacation Travel Video Guide Expose Travel 1: 181K views - 5 years ago 323 Hotels in San Francisco - Lowent Price Countries + https://backi.np/20a/bw0) Travel villen allowi.

#### How Does YouTube's Algorithm Rank Content?

Similar to web pages, there are a variety of factors to keep in mind when optimizing YouTube content, and there is no single factor that rules visibility. Trying to follow best practices for as many factors as possible will likely generate the best possible results

b.link/samoamarketingacademy



# Social Media



### Why Social Media?

Deepen Relationships Support Your Customers Make New Connections Join Conversations Earn Trust



Image credit

### **Choose Your Channels**

# You don't need to be everywhere.



Image credit

### **Choose Your Channels**

You need to be where your customers are & where they want to interact with you

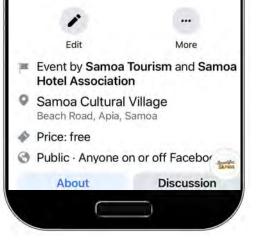


Image credit



FRIDAY, 28 MAY 2021 AT 14:00 UTC+12 Waterfront Night Market

Free • Samoa Cultural Village · Apia, Samoa

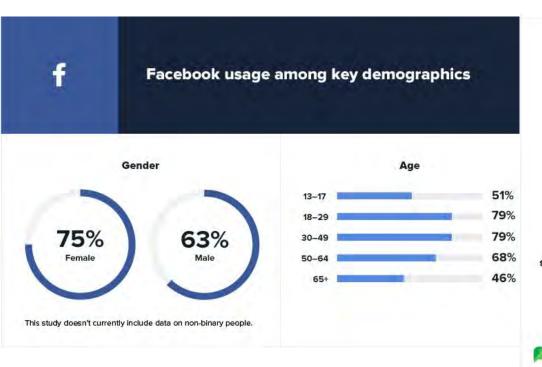


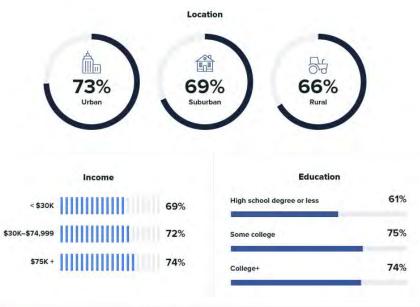
# facebook

Largest social media network in the world: 2.5 billion monthly users

- 11.5 mill users in Australia and 3.2 mill in NZ
- Communicate across different kinds of content
   Photos, video, updates, check-in, stories, sharing
- Create and promote events
- Live Broadcasts
- Q&A Functionality
- Older audience
- Advanced ad targeting







sproutsocial Source

Source: pewrsr.ch/2POuyRs



## facebook.



Samoa Tourism 3 Jun - Cocktails, sunshine and the beautiful pool at Amoa Resort Savaii. What more could anyone need?

#beautifulsamoa #covidfree #tropicalresort #beautifulanticipation



### 20 h · 🕥

**#Travelready** preparations continue. Samoa's COVID 19 vaccination programme has entered the next phase with the roll out this week of the 2nd dose. To date, more than 40,000 people have received the first jab of the vaccine. **#beautifulsamoa #travelsafe #covid19free #doitforsamoa** 

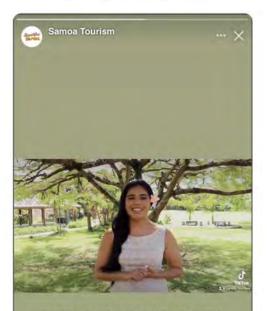


Visit the COVID-19 Information Centre for vaccine resources. Get Vaccine Info

G







HAPPY SAMOAN LANGUAGE WEEK. MANUIA LE VAIASO O LE FAATAUAINA O LE GAGANA SAMOA.

#### **Ol** Live video

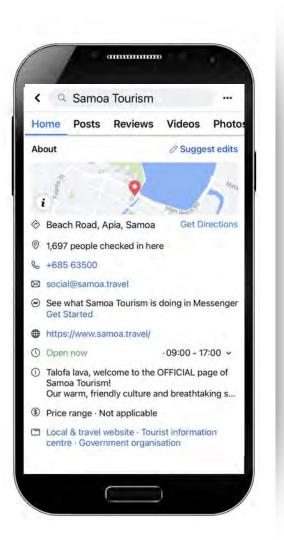
Samoa Cultural Village

4 Jun · Apia, Samoa · 🥥

Learn about 'wood carving' in

#beautifulsamoa





## facebook.

#### Considerations

- Crowded. Organic posts have limited visibility
- Keep your business page information current & respond to reviews, no matter your social strategy



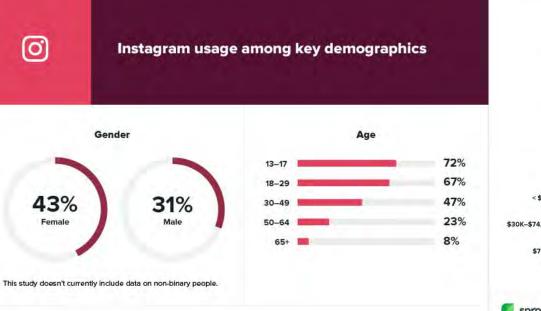


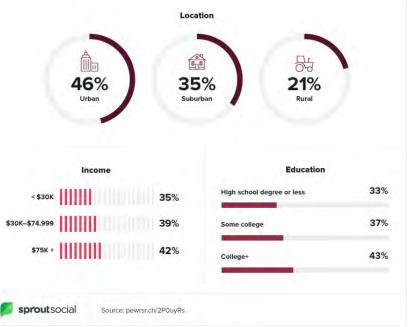


Photo and video sharing platform. Part of the Facebook product family.

- 2 mill users in NZ and 10.5 mill in Australia
- Highly engaged audience
- Stories offer quick, visually-rich narrative, inspiration in inside perspective
- Real-time "Go Live" with customers
- Q&A functionality
- Ad types include shopping ads
- Hashtags build visibility
- Top channel for partnering with influencers









#### Post



#### Story



#### Live









#### Considerations

- Make sure there's a healthy balance of quantity and quality content.
- Limited ability to build website traffic, requires ongoing quality imagery





Create & share short videos and slideshows with templates, using music, voice effects and other features.

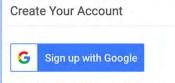
- Fastest growing social platform since 2020
- AI-based content delivery
- 2.6 billion app downloads
- #travel 38.8 billion views
- #travelbubble 99 mill views
- Very popular among younger demographics **Considerations**. Limited ad offerings, limited reach amongst adults





To help you effectively market your business, this online library of educational and how-to materials has been specifically created for businesses and organizations like yours. Create your account to access best practices, reference materials, videos and other resources to help improve the success of your digital marketing efforts.

Sign in using your Google account to continue.



By creating an account. you agree to our Terms of Service and ackonwledge our Privacy Policy and Terms of Service.

### Marketing Academy

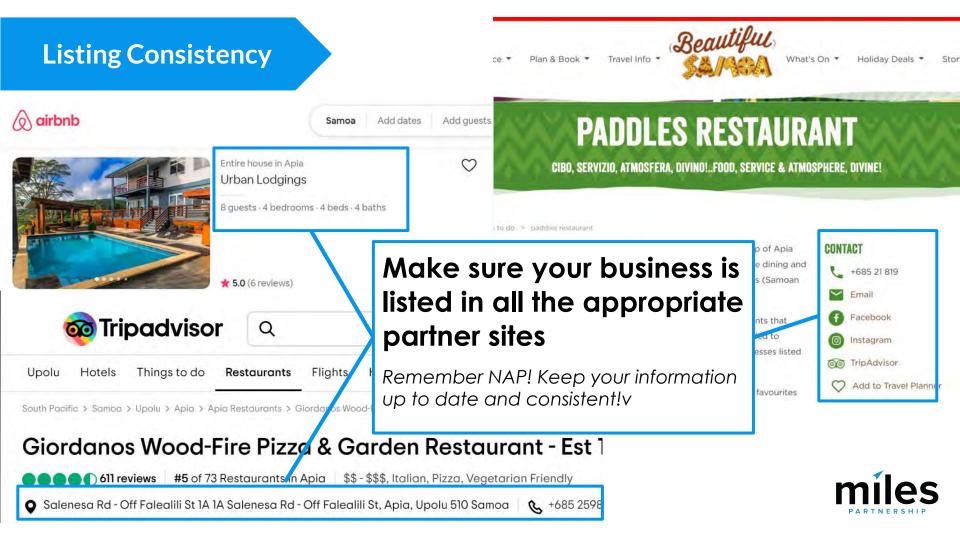


### b.link/samoamarketingacademy



# **Other** Partners





#### **Monitor Ratings & Reviews**

### 4.5 ★★★★★ (25) ·

★ 4.43 (8 reviews)

611 reviews

**5 out of 5 (1)** Based on the opinion of 18 people Remember to monitor your ratings and reviews across all relevant partner sites

You don't want to have a 4.9 star rating on one platform and a 2.5 on another!



# Questions?



# Content creation





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.



# Phone Photography & Video Basics





#### **Photo Tips**

#### Phocus on one subject

- Tap the screen of your phone to focus the camera on your subject — that way the lighting is optimized
- The brightness, contrast, saturation and cropping of the photo can be adjusted from your phone



Photo credit



Photo credit

#### **Photo Tips**

#### Use 'negative space'

- This is the area in between and around your subject: open sky, a large field, water
- When you include negative space your subject will stand out





#### **Photo Tips**

#### Find different perspectives

Try taking photos from an unexpected angle to make them more memorable since most mobile photos are taken either straight -on or from a bird's eye view.



Photo credit



### **Photo Tips**

#### Look for repetitive patterns

 Repetitive patterns are pleasing to the eye and can make a strong visual impact: lines, geometric shapes, forms, and colors.

Photo credit





## Avoid Zooming in

- Images can appear grainy or pixelated
- Use the cropping function in your phone instead, you won't compromise quality





# **Photo Tips**

## It's the little things

- Close-up images that capture small and delicate details can create compelling visual content.
- Look for appealing textures and patterns.





# **Photo Tips**

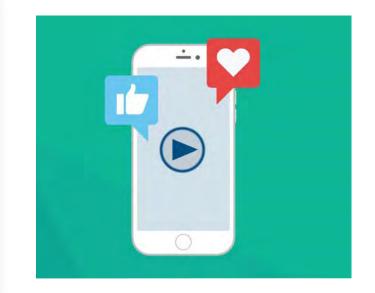
## **Evoke emotion**

- Let your images say something positive. The first stage of travelling is dreaming
- Will it make people giggle? Is it unexpected?



# **VIdeo Tips**

- Portrait mode will fit most specs
- Keep your videos short and engaging
- Make the first seconds really stand out
- It there's talking, add subtitles
- Look for natural lighting
- Consider using an external microphone
- If you include music, make sure you are allowed to use it
- Focus on the **story**





# Video Editing Apps













# **Top Performer Secrets**

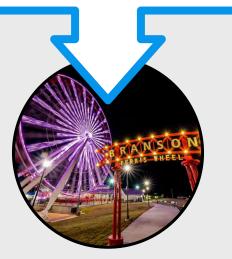


# Photo Best Practices



# **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.



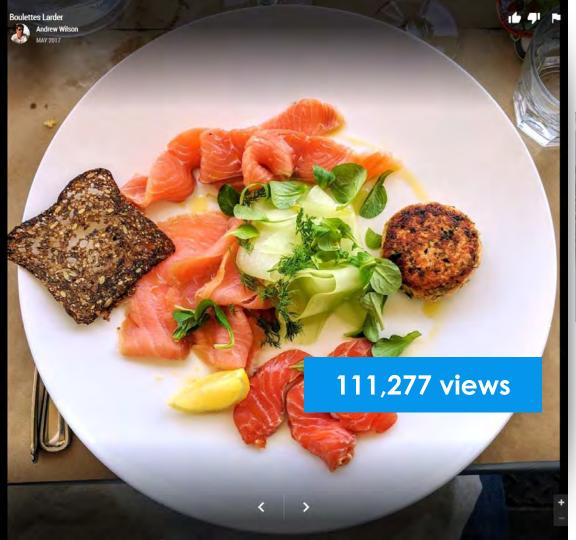




This photo is good! It's both informative and attractive. Easy to understand what it is, where it's taken from, bright colors good contrast, good framing.

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.





# **Photo Best Practices**

- Keep your vertical and horizontal lines as straight as possible.
- For GMB 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.



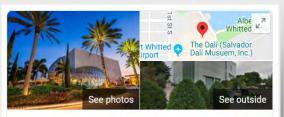
# GMB - Posts





# **Posting Content**





The Dalí (Salvador Dalí Musuem, Inc.)

Website Directions Save

4.7 \*\*\*\* 7,344 Google reviews

\$\$ · Museum in St. Petersburg, Florida

The Salvador Dalí Museum is an art museum in St. Petersburg, Florida, United States, dedicated to the works of Salvador Dalí. It houses the largest collection of Dali's works outside Europe. It is located on the downtown St. Petersburg waterfront by 5th Avenue Southeast, Bay Shore Drive, and Dan Wheldon Way. Wikipedia



The Dalí (Salvador Dalí Musuem, Inc.)



"If someday I may die, though it is unlikely. I hope the people in the cafes will say, 'Dalí has died,



lives/ 7 days ago



Call

< Share

Open · Closes 5:30 PM

Directions

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

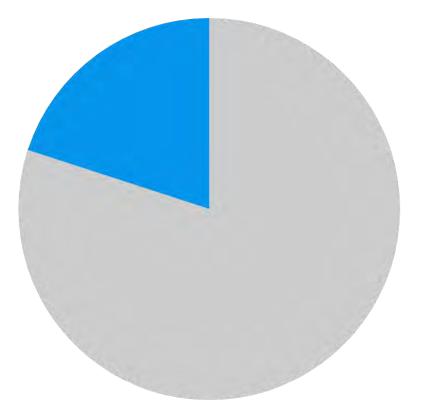


but not entirely." -SD ... 3 hours ago

Art meets artificial intelligence at #TheDali. Learn more here https://thedali.org/exhibit/da

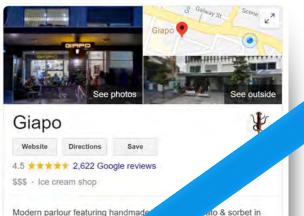
Profiles

**Audit Benchmark** 



<18% Of our 50,000 audited listings were **actively** using posts, and less than 50% have used a post ever.







- 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



#blog #giapo #icecream #inspiration 3 days ago

traditional & adventurous flavo

From Giapo

Behind Closed Doors. Thank you @mwphotographynz and @cuisinemagazine 5 days ago

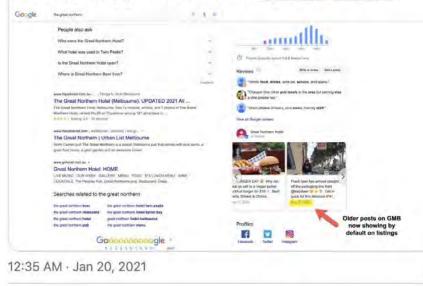


#### Claire Carlile 💥 💪 🥑 🍱 @clairecarlile

This is kind of a big deal! Use Google posts, and make sure the content of those posts is good! 3

#### Brodie Clark @brodieseo

Nice one for Local SEOs to be aware of. Now seeing standard Posts appears from months back by default. Would show for 7 days previously, then "expire" and become hidden behind the 'view all' button. Glad to see more visibility given to Posts – this change makes sense IMO.



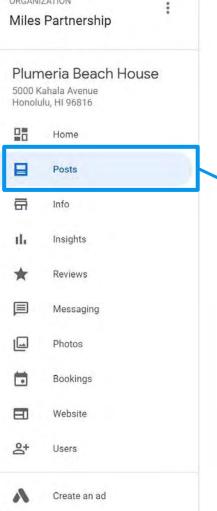
# A NEW Posts Don't Expire

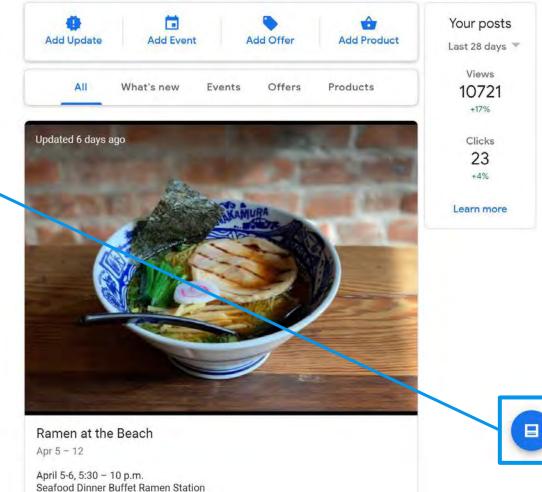
# Posts **no longer expire** after 7 days!

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



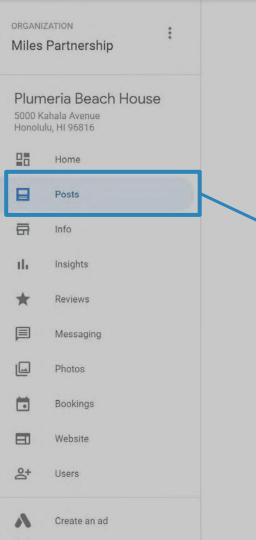
#### ORGANIZATION

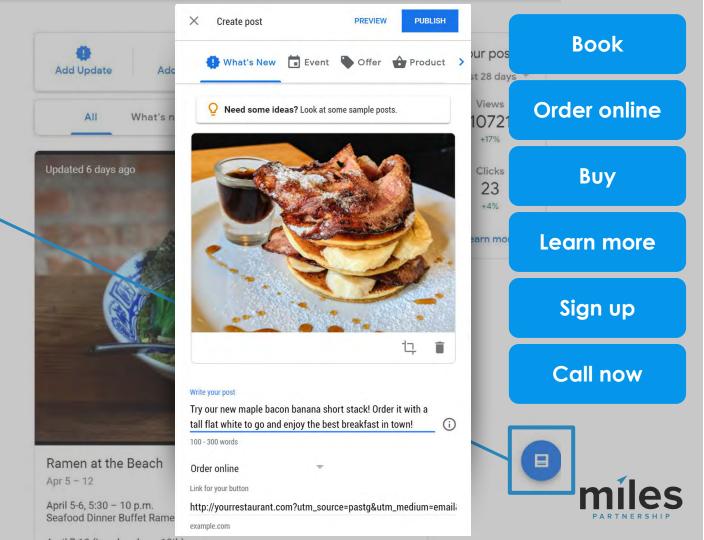




a similar of a second









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.

Share post

Book

🗿 3.95K views 🔒 26 clicks

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

This is between a banner ad at 0.5% and a PPC ad at 2%

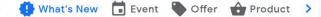


## **Top Performer Secrets**

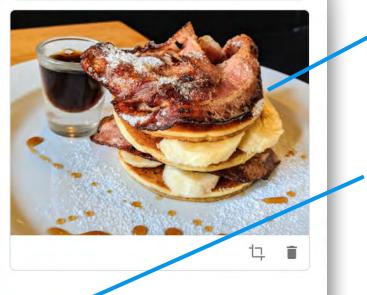


# Using Posts Effectively





**O** Need some ideas? Look at some sample posts.



#### Write your post

Try our new maple bacon banana short stack! Order it with a tall flat white to go and enjoy the best breakfast in town!

(i)

100 - 300 words

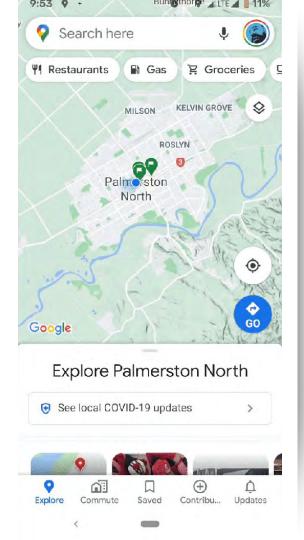
Order online

Link for your button

http://yourrestaurant.com?utm\_source=pastg&utm\_medium=email

- 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.

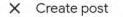


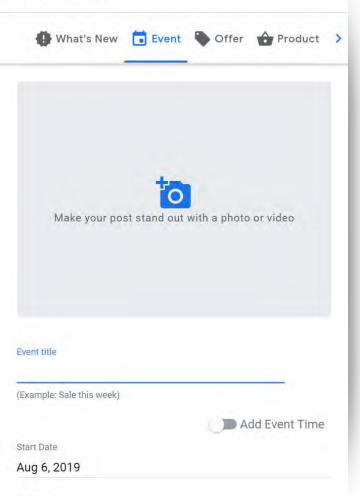


# **Best Practices for using GMB Posts:**

- 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.

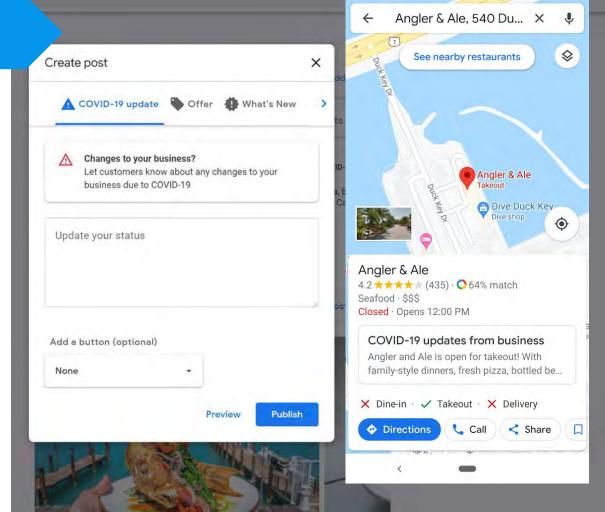


End Date

# ▲ 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.



9:03 💠 🖂 🗅 🖪

0 9 744 75%

# GMB-Ratings, Reviews & Replies



## **Reviews** Tab



# Ratings, Reviews and Replies



#### Gabriel Kreuther

41 W 42nd St. New York, NY

.6 \*\*\*\*\* 393 reviews



Sort by: Newest -

#### Jean Philippe Guy dcal Guide 119 re

Very disappointing experience. High dollar with sub par food and very average service. Not worthy of a Michelin Star.

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

Thank you so much for taking the time to share your feedback about your experience at Gabriel Kreuther, We are very regretful to hear that we did not meet your expectations. If you would allow, I would love to be in touch with you to further discuss your experience. I can be reached at jean@gknyc.com. Thank you in advance for your time and I look forward to speaking with you.

Best Regards. Jean Lee Guest Relations Manager



ocal Guide - 1 photo







\*\*\*\* 2 months ago

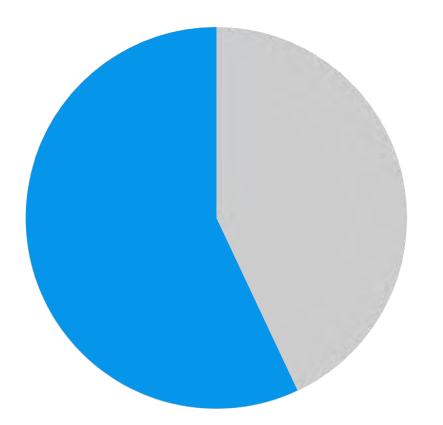


Mark Roders ocal Guide 147 reviews - 116 photos

🛨 🚖 🖉 👘 2 months 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".









BrightLocal: https://www.brightlocal.com/research/local-consumer-review-survey/



**Consumer Conversion Rate Increase** 

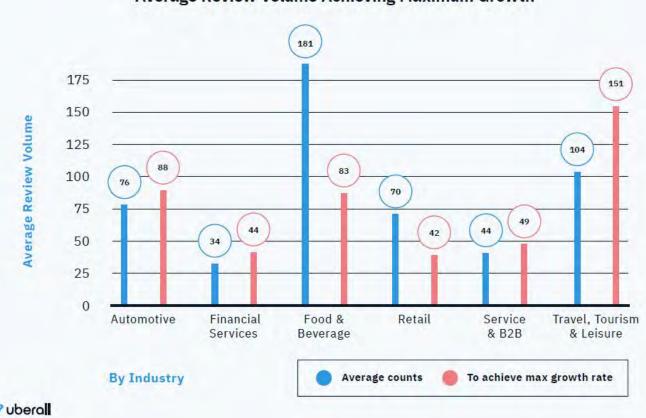
You should be targeting an average rating of 4.4 or higher to maximise conversion.



2 uberal

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

**Average Review Star Rating** 

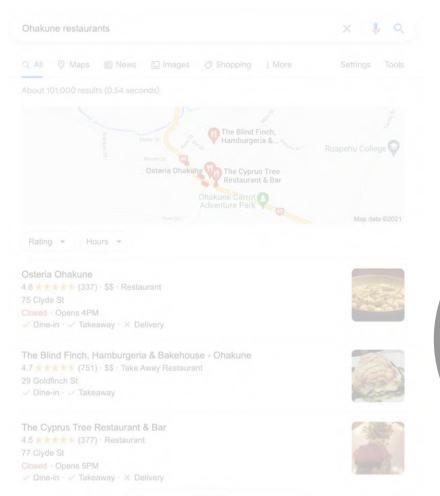


Average Review Volume by Industry Measured Against the Average Review Volume Achieving Maximum Growth

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

> > miles

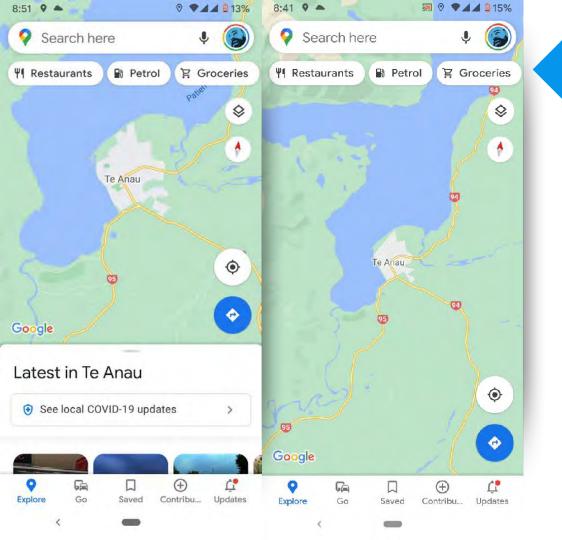
https://uberall.com/en-us/company/press-releases/study-brick-and-mortar-businesses-small-increase-in-online-ratings-boosts-conversion-by-25-percent



# DISTANCE RELEVANCE PROMINENCE miles

### Local Pack / Local Finder Ranking Factors Over Time





## **Changes to Google Explore**

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

#### **Top Performer Secrets**



# Calculating your rating "vector"



Rating "Vector"

4.4 Overall 4.53 Last 15 On the rise Great!

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



**Rating "Vector"** 

4.4 Overall 4.42 Last 15

Holding Steady No Worries Calculate the **average** score for your last 15 reviews and compare it to your overall average.



**Rating "Vector"** 

4.4 Dverall 4.10Last 15 Downward trend Better find out why!

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



### **Top Performer Secrets**



# Responding To Reviews

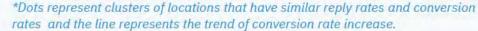




#### The Average Conversion Rate of Business Locations by Their Average Reply Rate

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

miles



uberal

#### ≡ Google My Business

Q Search locations

ORGANI	ZATION	
Miles	Partnership	
	Manage locations	5
٢	Settings	
0	Support	
5 🖬 🎽		
Edit	response	⊳ :
Meliss	a Salgado	January 25, 2019
restaura can be l ocean v attentiv sit at th friendly	ant at the Kahala Res imited, you can eat a iews. The servers ar e and the food is del e bar and chat with t	icious. You can also he knowledgeable and arking will be validated
for 4 ho	urs. Go check it out	

hope to see you again soon!

118/0.91

 Important updates

 Google may send you important updates about your account

 Customer reviews

 Alerts when customers post reviews of your business to your Business Profile

 Questions and answers

 Alerts about questions and answers posted to your Business Profile

 Photos

 Tips and updates about photos on your Business Profile

 Business Profile health

 Alerts and suggestions to help you keep your info accurate on your Business Profile

#### Know when reviews are posted

Occasional updates about new features and offers to improve your Business Profile
Posts
Updates and suggestions about posts on your Business Profile
Feedback
Occasional opportunities to send product feedback to Google

#### $\equiv$ Google My Business Q Search locations ::: response at a time 먊 Home Your customers now get notified when you reply to their review Posts G Info Haven't replied F All Replied Insights th Cornelia Baumer : Reviews C \*\*\*\*\* 7 hours ago Eine super Location, um abends den Sonnenuntergang zu erleben und gutes Essen zu genießen. Die Kellner sind sehr Messaging freu... More Reply Photos 1 Ē Bookings Guillermo Montjoy CPA : +++ 17 hours ago \$ Products (Beta) Fish tacos were great. Yellowtail special not so special. Very friendly waitress but kitchen was slow. F Website Reply 8+ Users Xiaoyi Peng : ★★★★ 23 hours ago The user didn't write a review, and has left just a rating. Create an ad (owner) 四 24 mins ago Manage locations Your perfect score has brightened our day, thank you Xiaoyi! Come back soon! Edit Delete Settings 503

0

#### $\equiv$ Google My Business

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Home

Posts

Info

Insights

Reviews

Messaging

Photos

Bookings

Website

Users

Create an ad

Settings

Manage locations

Products (Beta)

## Q Haven't replied All Replied

#### Cornelia Baumer ++++ 7 hours ago

Eine super Location, um abends den Sonnenunter freu... More

res

Your customers now

# Reply

Guillermo Montjoy CPA + 17 hours ago

Fish tacos were great. Yellowtail special not so sp

#### Reply

#### Xiaovi Peng tate and the second second The user didn't write a review, and has left just a ra (owner) 2

24 mins ago

Your perfect score has brightened our day, thank y

Edit Delete

# Keep responses to negative reviews short encourage them to contact you offline.

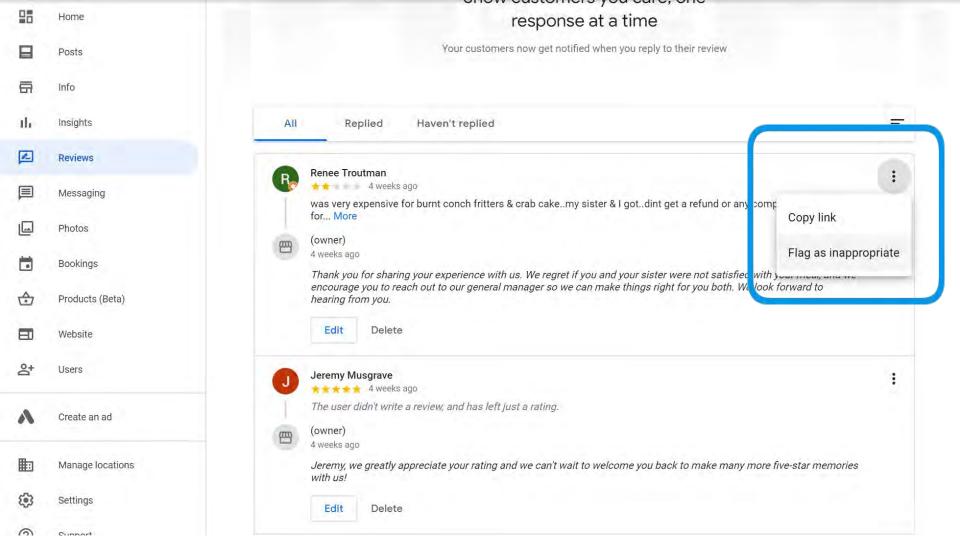
眮

## **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

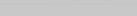
Content attributed to another individual, company or organisation.

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

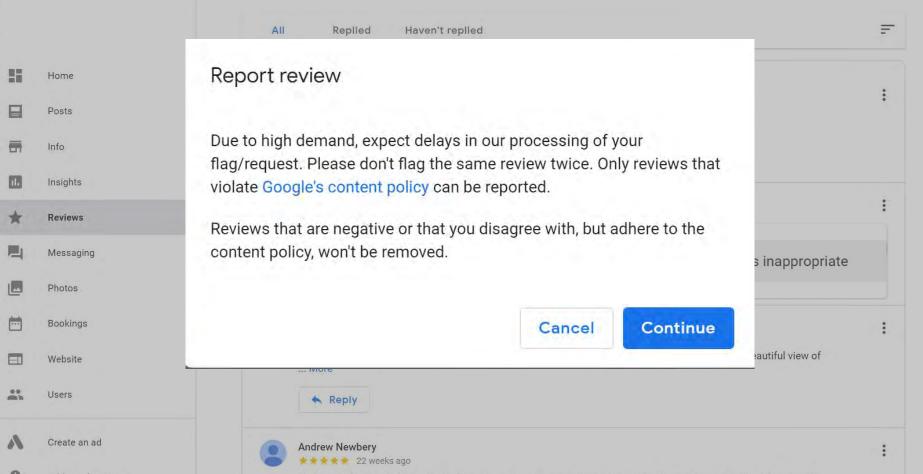


#### ≡ Google My Business









#### \* 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 12 .

If your business is affected by COVID-19, update your profile to provide the most accurate info. Learn more 12

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. \*

## **Getting Help with Reviews**

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

What is your issue?

support.google.com/business/gethelp



#### Manage your reviews

### **NEW Manage Reviews tool**

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

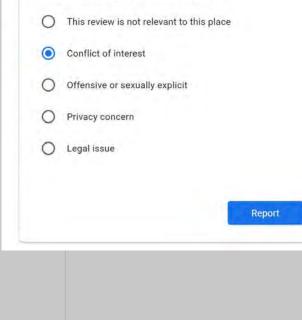
#### Request to report a review

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 12
	All ite	ems shown		

#### What's wrong with this review?



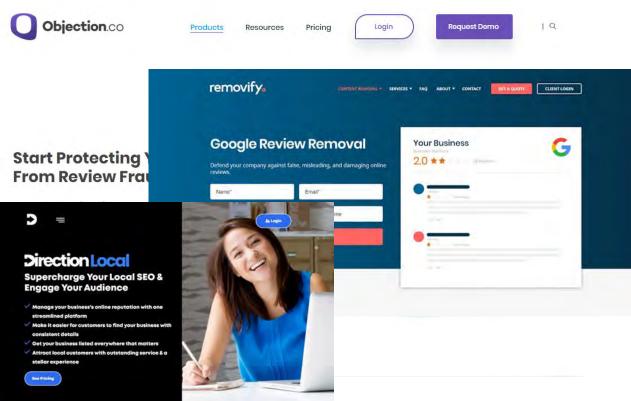
## support.google.com/business/workflow/9945796

TRY FOR FREE

Login

Posted in Bright Ideas / Learn on November 6, 2019.

#### Fake Reviews Are a Real Problem: 8 Statistics That Show Why



## **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.



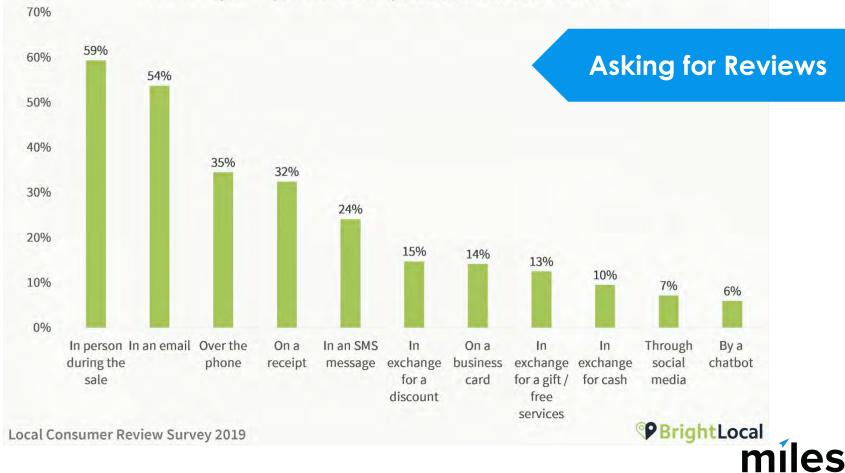
### **Top Performer Secrets**

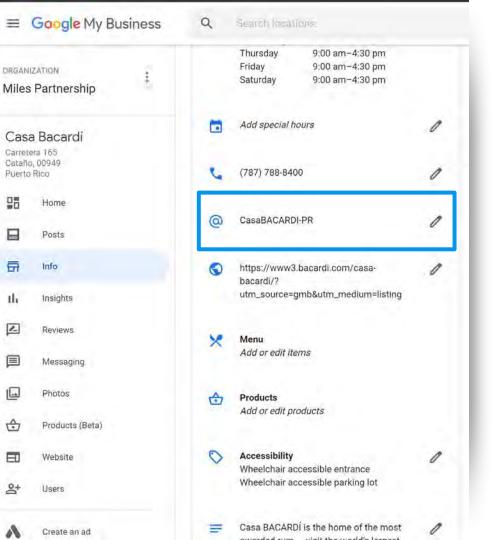


# Encouraging Positive Reviews



In which ways have you been asked by a local business to leave a review?



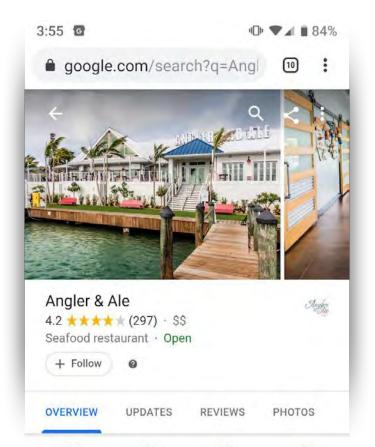


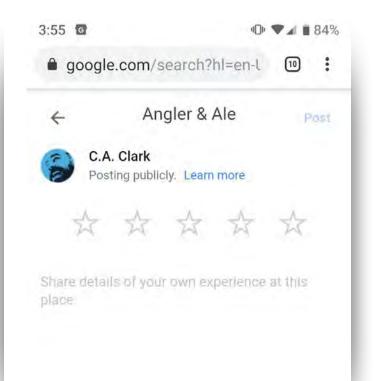
Set up a "short name" for your business. Short names are unique, and have to be based off :

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



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





review us

on Google

## marketingkit.withgoogle.com

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

Enter business name



# Kick off your marketing with a printable poster

Download your in-store kit and receive printable posters, signs and stickers for your business.

Download In-store Kit

G Muddy Paws Downtown "Great service provided and you can do it yourself if you prefer." Journatto Z's # # # # minutore Support us with your reviews and photos on Google.

## Customize posts you can share today

Change the style, colors, and more on your marketing materials to match your business needs.





Print Ready Posters & Signs

Social Media Posts



# Stand out with fresh promotions

Come back to get new materials for your business throughout the year.

Try new styles

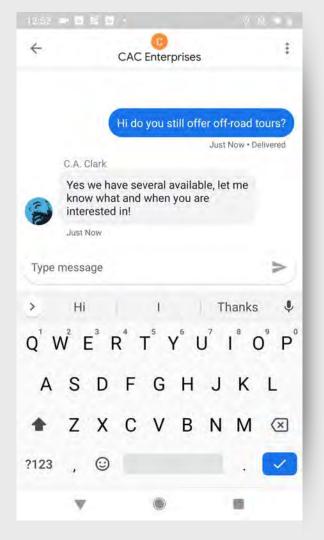
# GMB - Messages



#### **Messaging Tab**



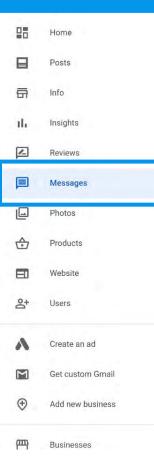


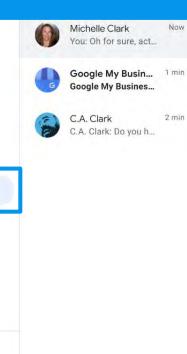


Messaging allows customers to **connect with you directly** (and privately) through your business profile with questions and concerns.



## **NEW Web Messaging**







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

21:18

#### Michelle Clark



Do you have any rambo style cheese knives?

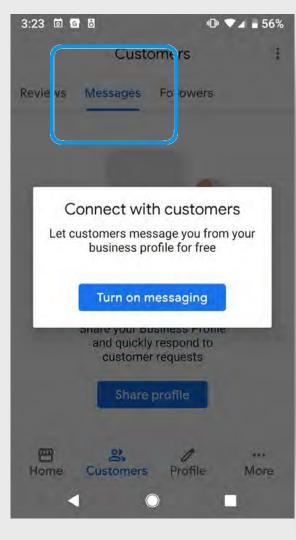
Oh for sure, actually the cheese knives used in the upcoming Rambo Six movie are from our store!

Now · Delivered

:::

.

Type message



11:30 🔮 🛅 😂 🛛 🐐 🕼 💌 🖌 😼 51%

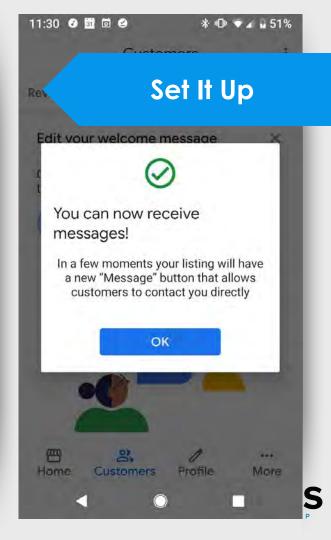
× Edit your welcome message

Create an automatic greeting for customers that message you

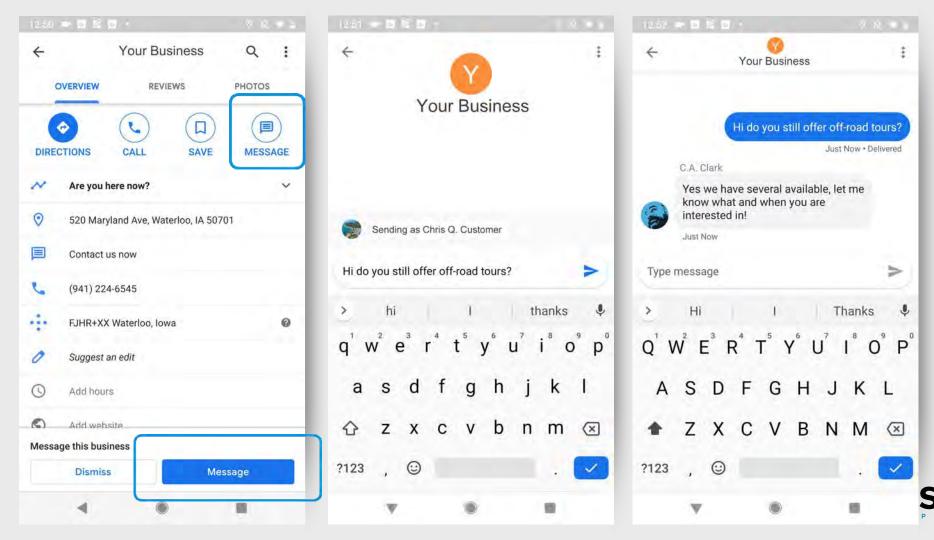
Welcome Message

Hi! How can I help you today?





	Google My Business	Q Search businesses	***	6
organi Miles	IZATION Partnership			
61 Hav Duck K United				
	Home Posts			
ā	Info	Connect with customers Let customers message your business on Google for free and respond		
*	Menu Food orders	from bre or using the bought maps upp on your mobile device. Learn more		
ш.	Insights	Turn on messaging		
	Reviews			
回	Messages			
	Photos			
	Bookings			
	Website	©2021 Google - Terms - Privacy Policy - Content Policy - Help - Get Android app - Get iPhone app		
0+	(lease			

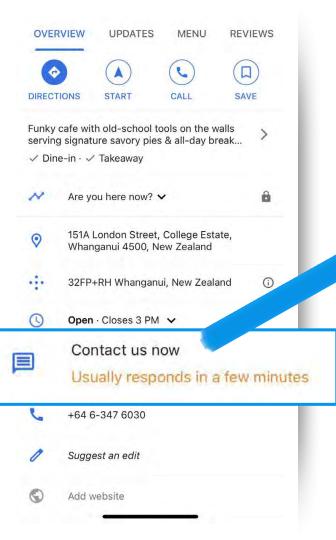


### **Top Performer Secrets**



# 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



# GMB - Q&A



#### **Top Performer Secrets**



# Monitoring Questions & Answers



Kokobanana Bar & Grill Motootua Off Ifi ifi street Apia, Samoa



#### Kokobanana Bar & Grill

Website Directions Save 0

4.3 \*\*\*\*\* 45 Google reviews

Restaurant

Service options: Dine-in · Takeaway · No delivery

Address: Motootua Off Ifi ifi street Apia, Samoa

Hours: Open · Closes 9:30PM -

Health and safety: Staff required to disinfect surfaces between visits · More details

Phone: +685 26880

Suggest an edit · Own this business?

Know this place? Share the later

Questions & answ See all questions (3)

Ask a question

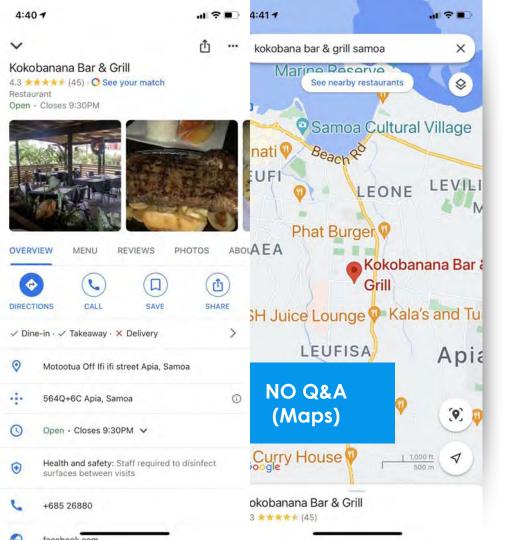


an option to bring my own cooked pig? eservation JK YOU

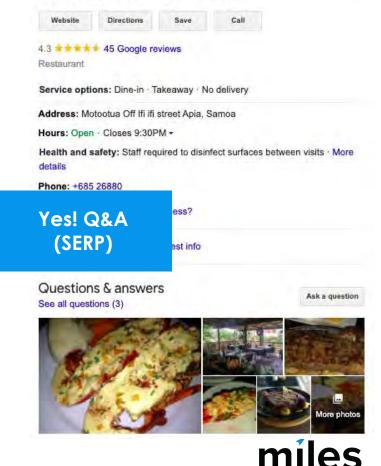
ve a wedding in August .... I like your menu .... can you

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

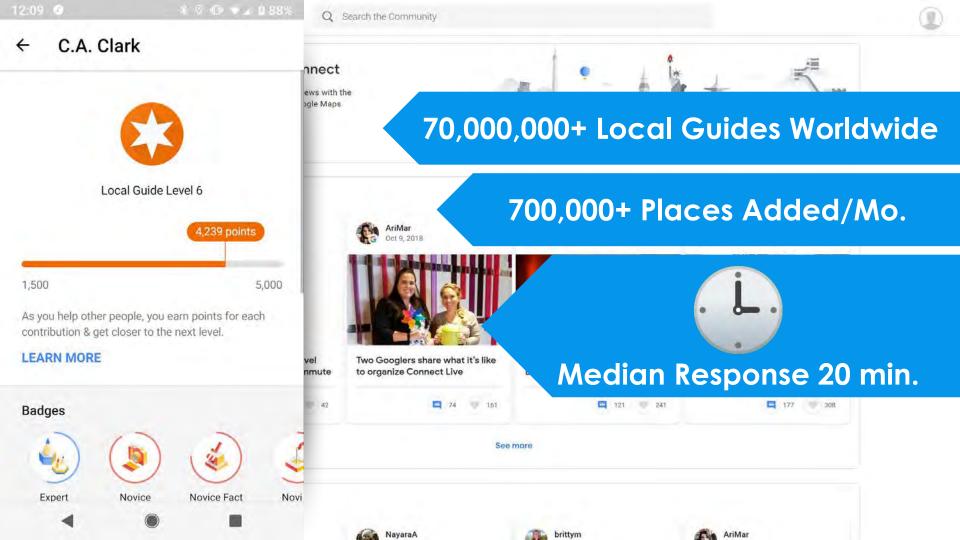


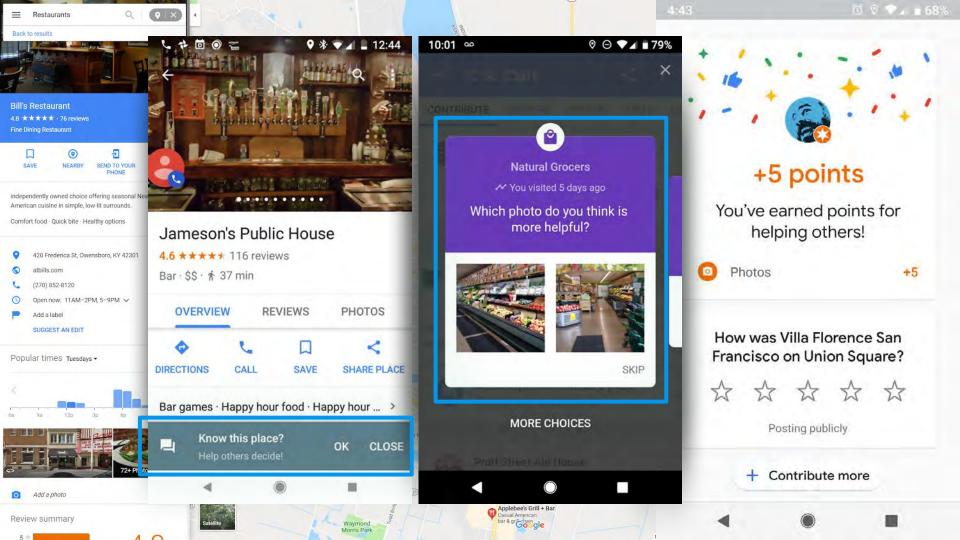


#### Kokobanana Bar & Grill



×





#### 5:04 -

#### 10 14 144



Question about Barber... 6030 Barber Motorsports Pkwy,...



Kimberly Janovitz a year ago

tz

When is the fall motorcycle meet

凸3 户



Add an answer publicly



#### 14 -



Question about Barber... 6030 Barber Motorsports Pkwy,...

101410

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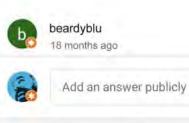
**imberly Janovitz** year ago

When is the fall motorcycle meet ゴン3 P



Always the 2nd weekend of October. ... NOTE: If the 1st of October falls on a Sunday, - the 2nd weekend (Fri. thru Sun.) will be the 5th, 6th, and 7th.

位2 平



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



#### How many inches is it

**13** 4

Answer 🗗



Glenn Stoops Local Guide - 8 reviews - 4 photos

a year ago 151 feet tall. 305 feet high.

#### What is the quality

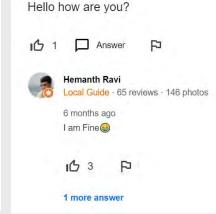


does the statue of liberty wink





6 months ago Not to all....:-))



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



What possible penalty does she face?

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

95%

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

<15%

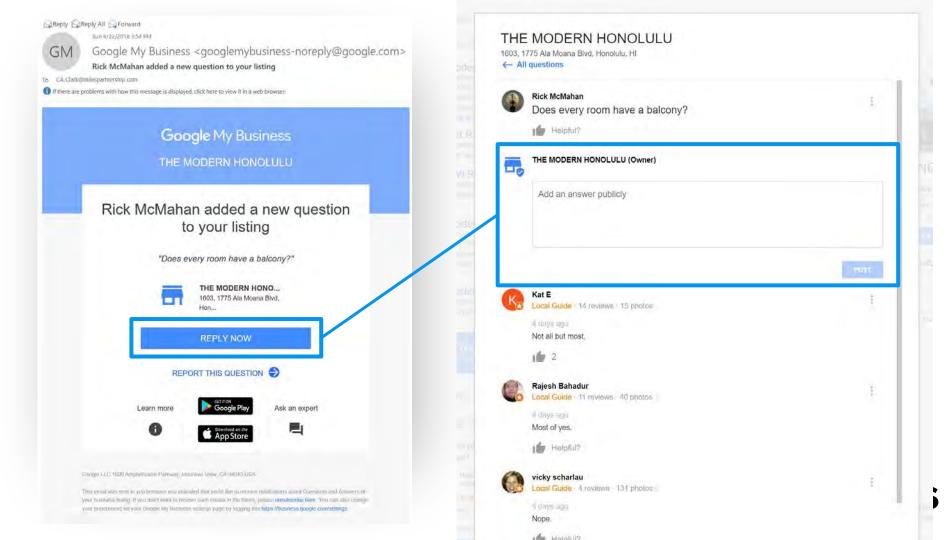


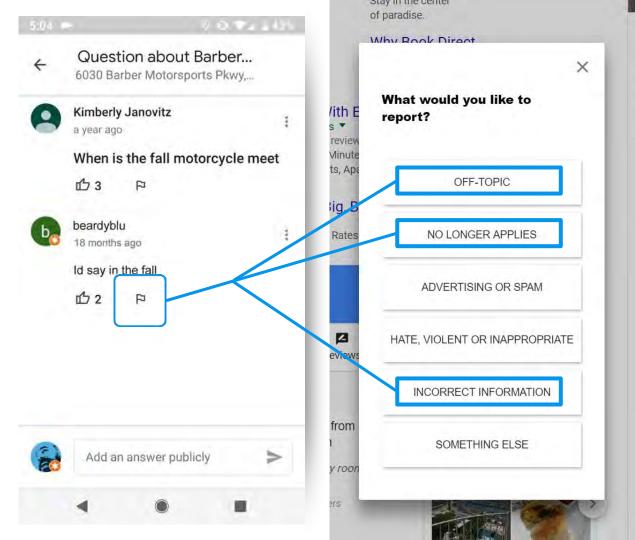
≡ Google My Business Q Search locations		
Manage locations Settings	Customer reviews Alerts when customers post reviews of your business to your Business Profile	
③ Support	Alerts about questions and answers posted to your business reasonable. Photos Tips and updates about photos on your Business Profile	
Make sure you have <b>notifications</b>	Business Profile health Alerts and suggestions to help you keep your info accurate on your Business Profile Insights Personalized insights and tips about your Business Profile	
<b>on</b> and check your answers	Product updates Occasional updates about new features and offers to improve your Business Profile	
frequently.	Posts Updates and suggestions about posts on your Business Profile Feedback Occasional opportunities to send product feedback to Google	
	Mobile Notifications	níles

Google My Business mobile app

Use the Google My Business mobile app to access your polifications settings for your mobile

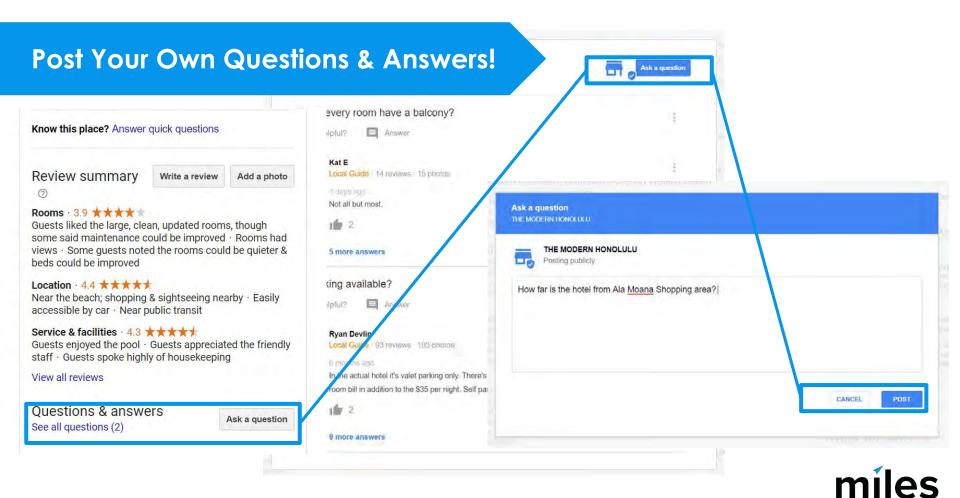
PARTNERSHIP





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





## **Content** Best Practices



### Who is Your Audience?

Demographics Geography Income **Purchase Behavior** Interests / Motivators Pain Points / Concerns



Image credit

### Who is Your Audience?

Consider creating "personas" for 3 to 5 of your typical customers to create focus and structure of content.



Image credit

#### Who Visits Our Museum?







**Local Retirees** 

**Motivators**: Keeping active, Community involvement, Dining, Golf

#### **Vacationing Families**

**Motivators**: Enrichment, Keeping the kids busy, Value, Safety

#### Academics

**Motivators:** Subject-matter expertise, availability of resources



#### **Choose Your Channels**

## You don't need to be everywhere.



Image credit

#### **Choose Your Channels**

You need to be where your customers are & where they want to interact with you



Image credit

### Listen & Learn

- Search for yourself in Google & in social networks

   Check-ins to your location
   @ Mentions of your business
  - Impostor accounts
- Competitors' profiles
- Follow hashtags
- Set Google alerts
- Listening/management tools (Hootsuite, Sprout Social, Buffer, Sendible etc.)



Start asking your customers which platforms they use and where they would look for you

### Budget

- Allocate funds for ads/promoted posts
- Budget for graphics or production
- Yours & your employees' time isn't free
- Be prepared to respond in near-real time



### **Budget**

Will you engage influencers?

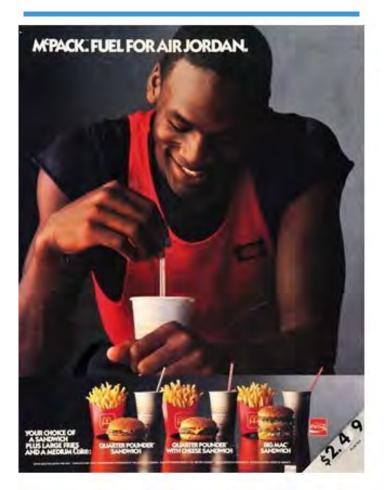
- Paid sponsored post
- Free products for review
- Co-branded product with an influencer



of consumers trust an influencer over brand claims

Edelman trust Barometer Report

### 20,000 is the New 2 Million







thebrot	hersbuoy	Follow +	***
831 posts	8,784 followers	430 following	

THE BROTHERS BUOY "I don't like food accounts, but I like yours" -Most People SHecho en Greenpoint, BK SGraham D 😸 Isi& Jackson D 😸 🖉 🕮 D 😸 👕 Team @brdshrt www.brooklynbicycleco.com/blogs/resource-center/thebrothers-buoy-x-brooklyn-bike-co-guide-to-red-hook







<



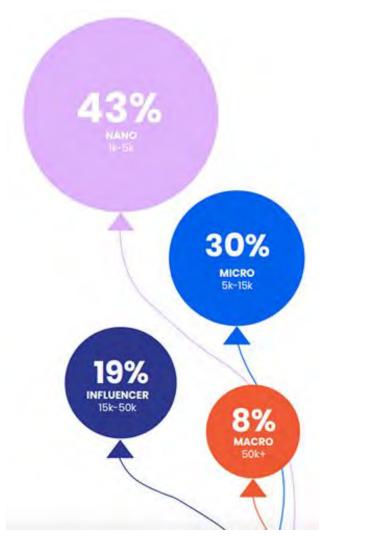
16.9k followers 544 following

Emily Health and wellness enthusiast and lover of long runs and almond butter. #healthyish Emily@myhealthyishlife.com myhealthyishlife.com









### Influencers

- Build long term relationships and look for brand alignment
- Repurpose influencer content in your channels
- Run influencer campaigns with different sizes of influencers
- Use discount codes or unique links to track purchases



## Storytelling is the key to great content

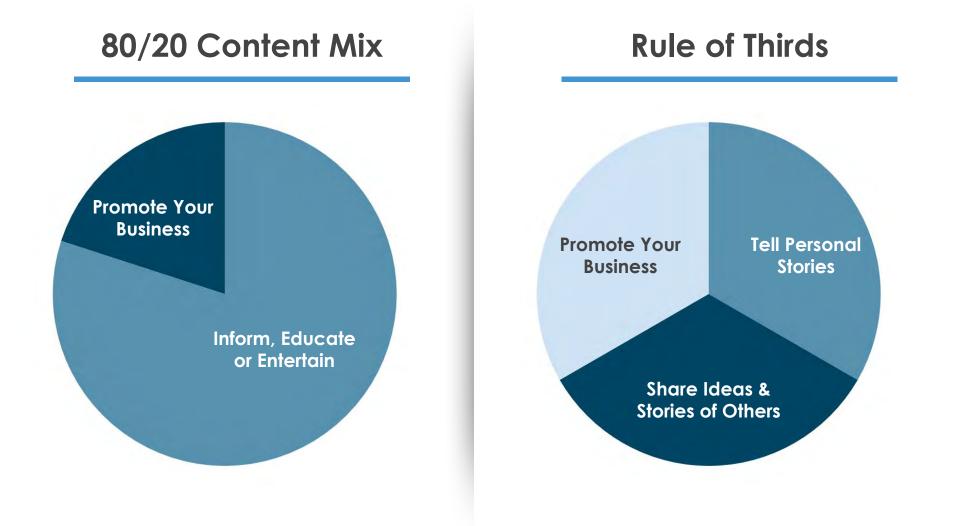


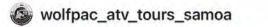
## **Tell Your Story**

- Write like you talk
- Curate & share authentic experiences
- Include a call to action
- Be consistent, not repetitive across channels
- Use the right hashtags
- Use a mix of content types



Oh, what a night (oh, what a night)...







#### QQA

...

Liked by vaimoanasavaii and 16 others

wolfpac\_atv\_tours\_samoa Quick interview this morning @tv1samoa studio for the business with the morning crew Boyz!

##ruffryderzsamoa #samoaturism #beautifulsamoa #samoaholidays #wolfpacatvtourssamoa #unleashdawolf

#### **Content Tips**

- Use the right hashtags
- Tag other businesses





Liked by saletogasandsresortandspa and 107 others

 $\square$ 

agareefresort Book Now and Make her Smile this Valentines Weekend with a Staycation at Aga Reef Resort 😅

Room rates starting from as low as WST \$200 per night for 2 people including breakfast 💞

#### **Content Tips**

- Add a call to action
- Provide offer details
- Ensure a staff member is available to reply to comments



## TAUMEASINAISLANDRES... Follow

taumeasinaislandresortsamoa ...



- Showcase your staff
- People like people
- Provide behind the scenes content through Stories







....

We had the honour of hosting the Fitman Conference last week. What a refreshing and uplifting experience.... See more



- Use different content formats like video or live broadcasts
- Create and promote Events on Facebook





#### **Content Tips**

### Showcase Fa'a Samoa culture













- Produce content for your audience
  - Use the right hashtags #samoaweddings
- Tag photographers, florists, cake businesses
- Reshare content





#### **Content Tips**

- Reshare Samoa
   Tourism content
- Use #BeautifulSamoa
- Create your own brand hashtag and use it consistently



## Questions?



## Fa'afetai!





## Update

# Links available here: <a href="https://milespartnership.co.nz/samoa-optimisation">https://milespartnership.co.nz/samoa-optimisation</a>

