HENDRICKS

tripadvisor*



CLAIM YOUR SPACES

Who the heck is this guy?

Tourism & Hospitality Industry Since 2003

Speaker at National, Regional & State Conferences

Director of Education & Strategy at TwoSix Digital

Connect on LinkedIn:





WHO WE ARE



100% Digital Agency Focused on the Travel, Tourism & Hospitality Industry

60+ Years of combined tourism industry experience





Headquartered in Brighton, Michigan



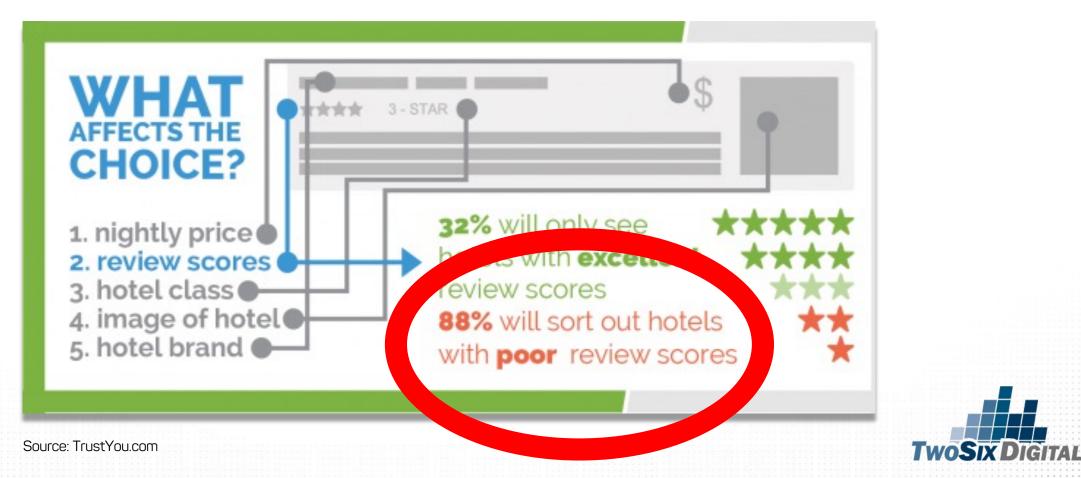


YOU'RE BEING JUDGED



CHOICE EVALUATION





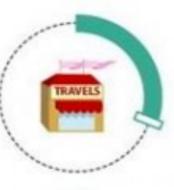


23% of travelers book their accommodation directly through property provider



53% will not book an accommodation without *TripAdvisor review*



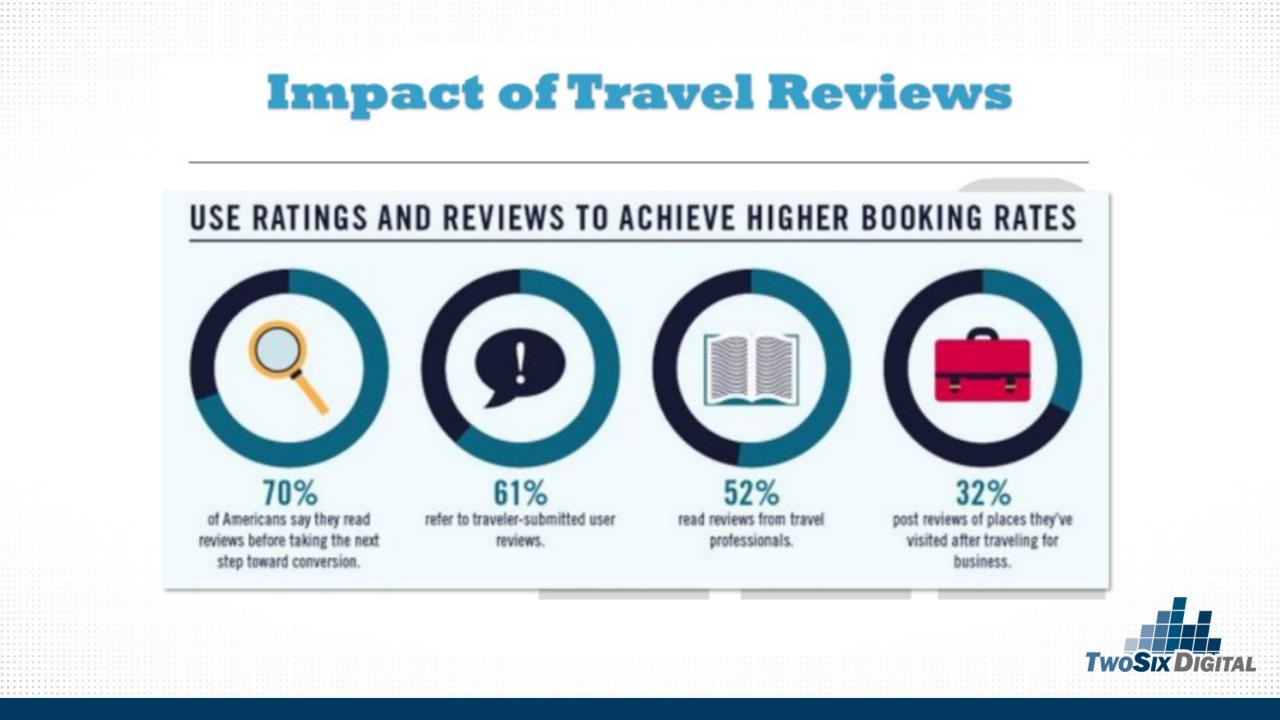


27% of travelers book

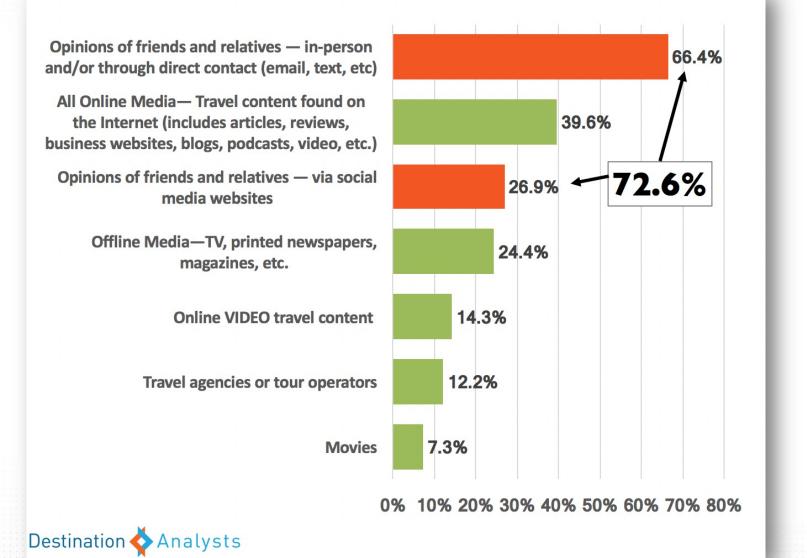
their accommodation through OTA (Online Travel Agency)

90% of travelers take into account other travelers' reviews when booking hotel





TRAVEL PLANNING INSPIRATION











TRAIN ME!

10

.....



SELECTIVE ENABLER



AWARENESS



AWARENESS

How was your visit?

When you get home, please share your opinion of Grand Canal Hotel Dublin

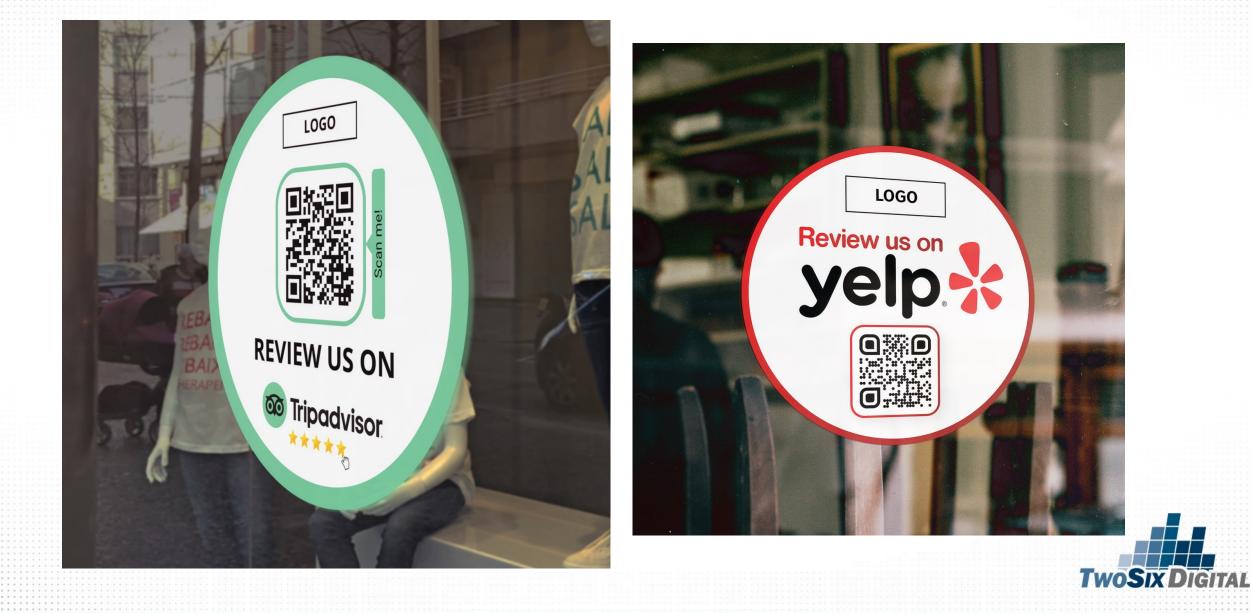
www.tripadvisor.co.uk/reviewit

Thank you for your candid comments.

Tripadvisor*

TwoSix Digital









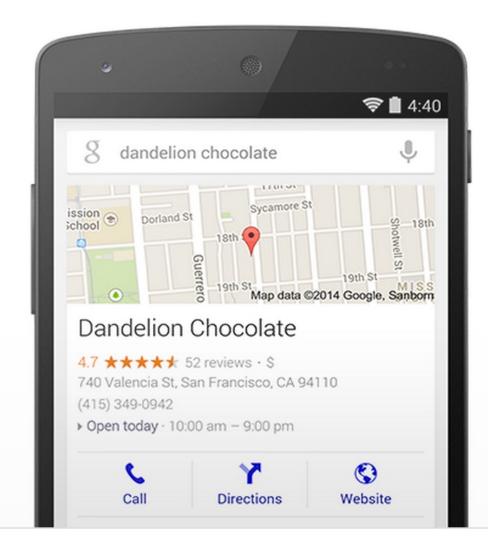
tripadvisor®



The best 10 minutes you can spend on your business today

New - It only takes 3 steps to get your business on Google Search, Maps and Google+ for free.

Get on Google



Tell us whichbusiness is yours



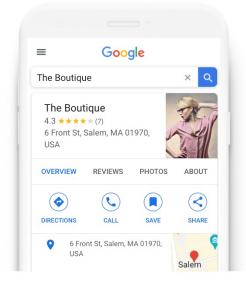
Help customers get in touch **Tip:** If you would like to receive one-on-one guidance and tailored recommendations about your profile, consider booking an appointment with Small Business Advisors.

Check your verification status



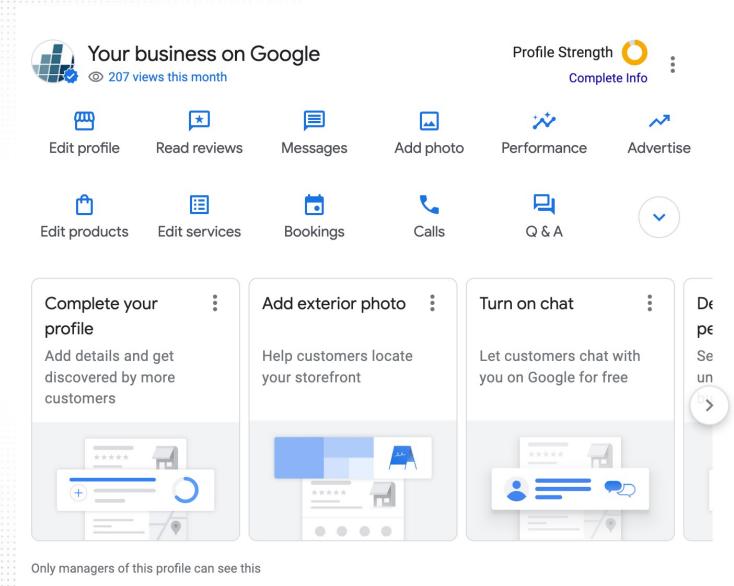
STEP ONE: https://business.google.com/create/new

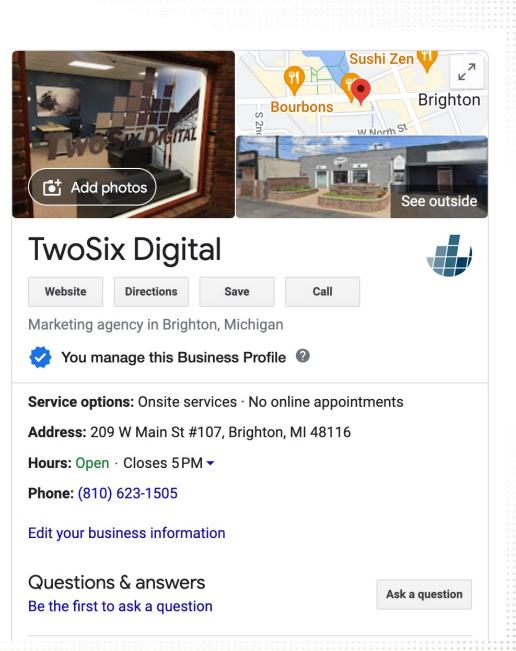
Google Business Profile Manager



Find and manage your business

QT Find and manage your business Can TwoSix Digital Add **TwoSix Digital** Create a business with this Ca name Ac TwoSix Digital West Main Street, Brighton, MI





Complete your profile

:

December

performance...

See new interactions and

usiness is performing

Google

understand how your

Add details and get discovered by more customers

+		
		-/

Add exterior photo

:

<

Help customers locate your storefront Let customers chat with you on Google for free

Turn on chat

Create an offer Get your first

Let customers know about your sales and discounts

Get your first		
reviews		
Share your review form		
with past customers		

1

Claim your creditSet up bookingAdd update:More customers could be
reached with your \$500
Ads creditLet customers book
appointments and classes
directly from your profileShare the latest from your
businessShare the latest from your
business

CI

Mc

rea

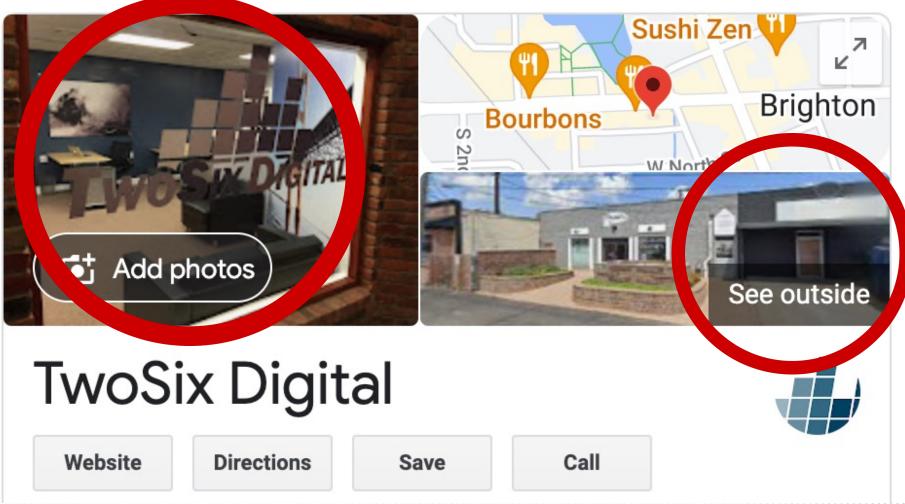
← Add photo

Photo

Let customers peek inside your business

Logo Let customers see your business

Cover photo Showcase your business to custc



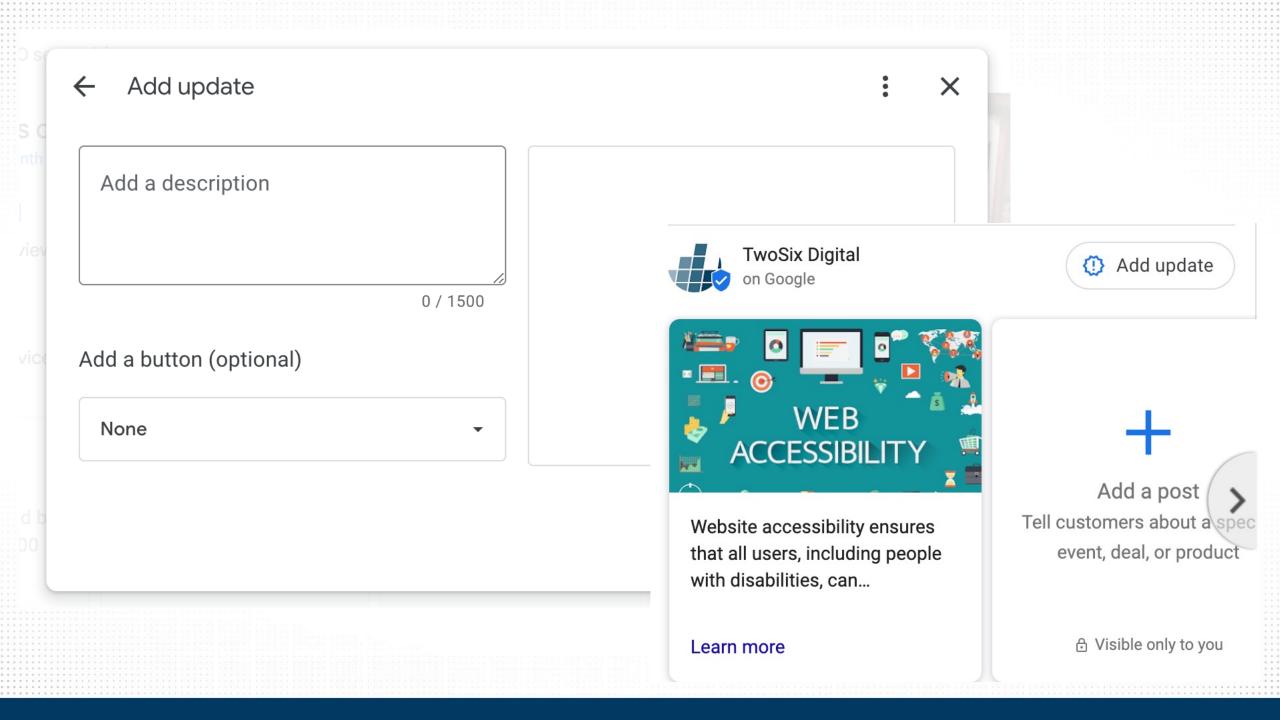
X

:

Edit incorrect Street View imagery

- 1. Go to your Business Profile. Learn how to find your profile.
- 2. Select Edit profile > Business information.
 - Tip: On your desktop, with Google Search, select Edit profile.
- 3. Near the top, select the **Location** tab.
- 4. Next to "Business location," select the pencil icon \mathcal{N} .
- 5. To adjust your location, select Adjust.
- 6. Drag the pin to the correct business location.
- 7. Select **Done** > **Save**.

You can't preview the new Street View imagery from your Business Profile, but you can return to Google Maps to find how your change affected the imagery.



 ← Updates ▲ Add update ▲ Add offer ▲ Add event 	×	
Recent updates		
TwoSix Digital	0 0	
WEB ACCESSIBILITY		
Website accessibility ensures that all users, including people with disabilities, can understa engage with the information on your website. Here are the 7 things you can do to make you		
website more accessible! 🔽 More		
Learn more	<	TwoSix Digital

Learn more

Calls Messages

Bookings

Directions Website clicks

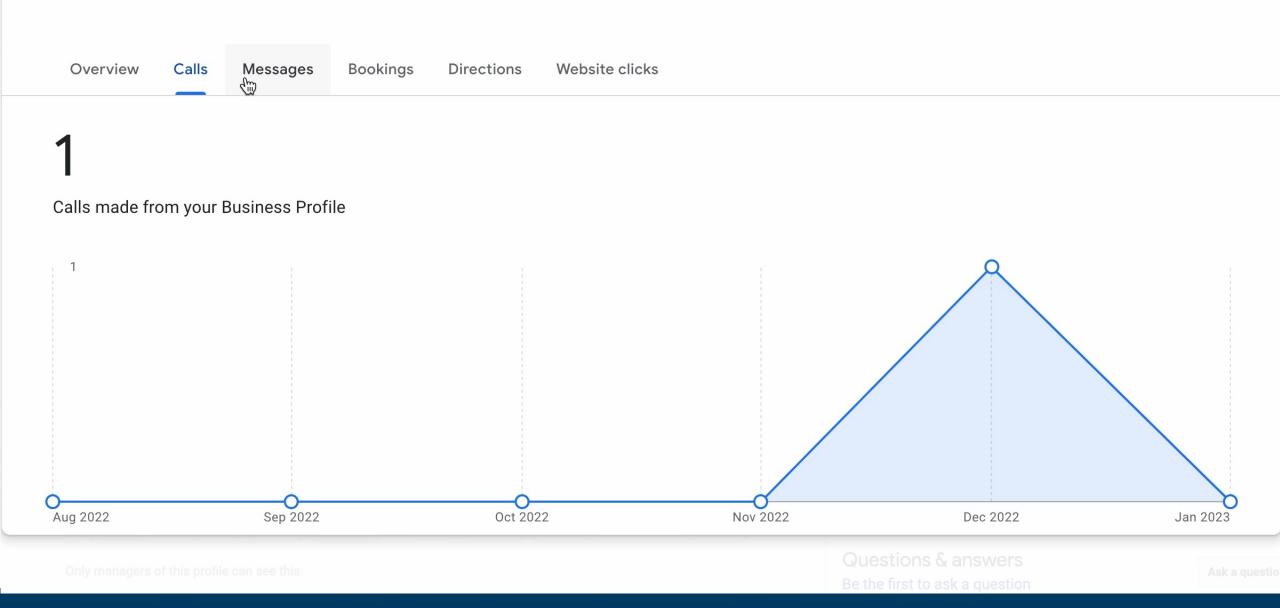
368

Business Profile interactions (i)



X

*



More than 80% feel **TripAdvisor reviews help them** feel more confident in their travel decisions and have a better trip





TripAdvisor members





user contributions every minute









CONSUMER TRUST

92% trust recommendations from people they know

70% trust online consumer opinion



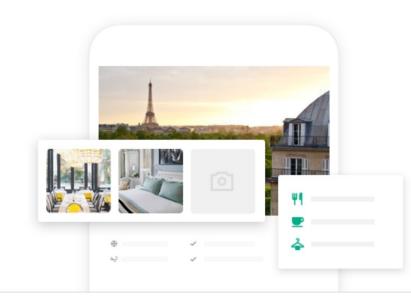
HONOR SYSTEM

Please put money In box below

If you do not have change, please pay me on your next visit.

Thank You!!!

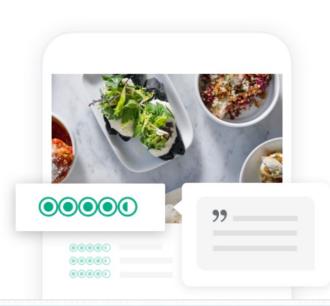




MANAGE

Take control of your listing

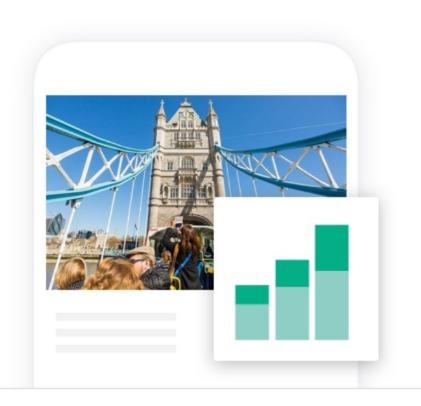
Customize your listing details, upload photos, and more to show customers what makes your business special.



CONNECT

Respond to reviews

Join the conversation – respond to reviews and access free tools to generate more feedback for your business.



GROW

Track your performance

Access key insights to help you analyze – and build on – your performance.



TripAdvisor.com/Owners





Search

Sign in Claim Your Listing Products Marketing Tools Help



Claim Your Free Tripadvisor Listing

Location

Q Business name

No results found

Can't find your business? List it now

Grow your business with free tools from Tripadvisor



Go to the TripAdvisor for Business page and choose the kind of business that you own or manage: accommodation, vacation rental, restaurant, or attraction.



Be sure to look at the policies for the different listings to make sure you fall in line with policy.



Once the correct business type is selected, fill out the form with the correct information about your business listing.

From here you may also update or correct an existing listing.

List an accommodation on TripAdvisor

If you are listing a vacation rental, please click here.

TripAdvisor lists accommodations that offer multiple rooms/units at one specific address and can accommodate more than one party of guests at a time. Accommodations must have an official name and address, and must offer daily onsite management. Other rules apply: read the complete TripAdvisor policy for accommodation listings.

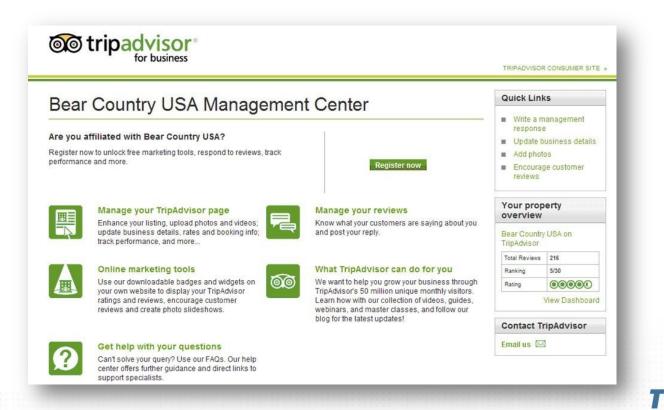
Your information Name *	Email *	Need to correct on evicting listing?
Name	Email	Need to correct an existing listing?
	grant@twosixdigital.com	This page is for adding new listings. To update or manage an existing listing, please visit the Management Center
What is your role at this business? *		Management Center
What is your role at this business?		
(
Select one	T	
Select one	•	



Once you enter all the details and submit you will get the below message from TripAdvisor and if everything goes fine your business will appear within 5 days in TripAdvisor.

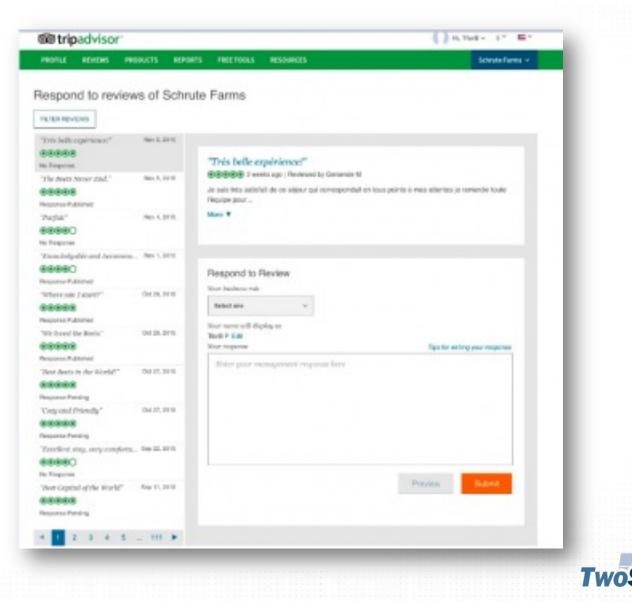
Once you get official communication that your business has been approved for listing in TripAdvisor, you can access your management center

page.



You may sign up to receive an email notification every time a new review is published for your business. This will help bring new reviews to your attention and help identify which reviews to address.

Once you find a review you want to respond to you may do so from the TripAdvisor Management Center.



Tripadvisor Widgets

Want to enhance your website with valuable reviews, ratings, photos and more from Tripadvisor? Our free widgets make it easy.

https://www.tripadvisor.com/Widgets



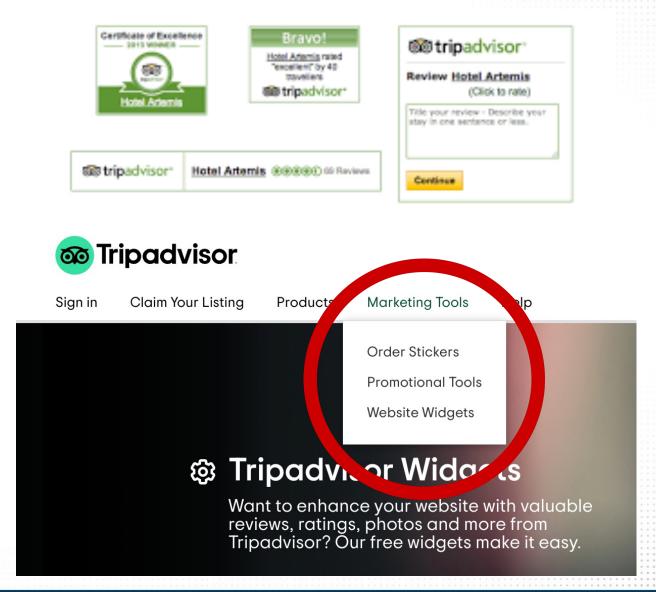
Search for your business to see available widgets for your website:



Get Started

TRIP ADVISOR: OPTIMIZATION TIPS

- Be sure to update all of your amenities and full descriptions with keyword rich content
- Upload photos and videos. Be sure to choose the best photo for the "primary" photo and use a high resolution image
- Don't forget to label each photo and video with keyword rich descriptions of the images/video
- Add in the widget into your website:



TRIP ADVISOR: TRACKING

Tracking Performance

In the Management Center, TripAdvisor provides basic information to help hotels track review performance. You can track your rating, ranking, review volume, page views and the number of travelers who have viewed your photos. Subscribers to Business Listings receive more detailed information, including mobile and desktop search hits and appearance volume for Special Offers.

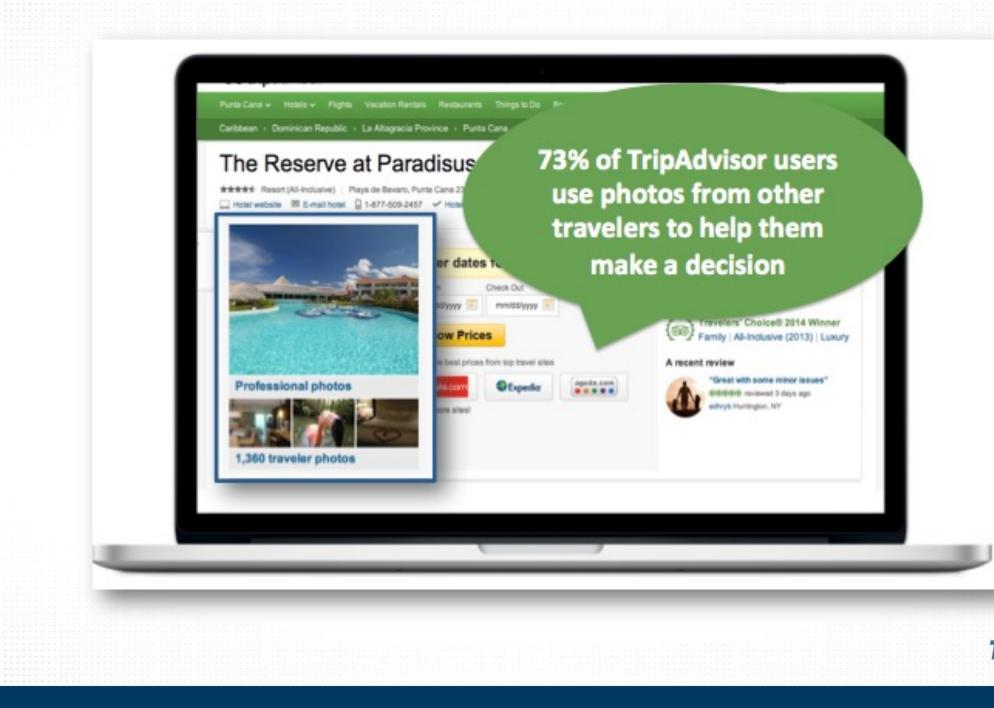
"Every property has its own Management Center on TripAdvisor, a resource opportunity to see property performance, with information about free and paid parts of your listing", said Brian Payea during the TripAdvisor webinar.

ReviewPro Tip

For deeper insight, ReviewPro's Online Reputation Management tool will help you track reviews and ratings on all review sources including TripAdvisor, as well as facilitating review responses, sentiment analysis, and performance comparisons with competitors.









Danville Royal Theater

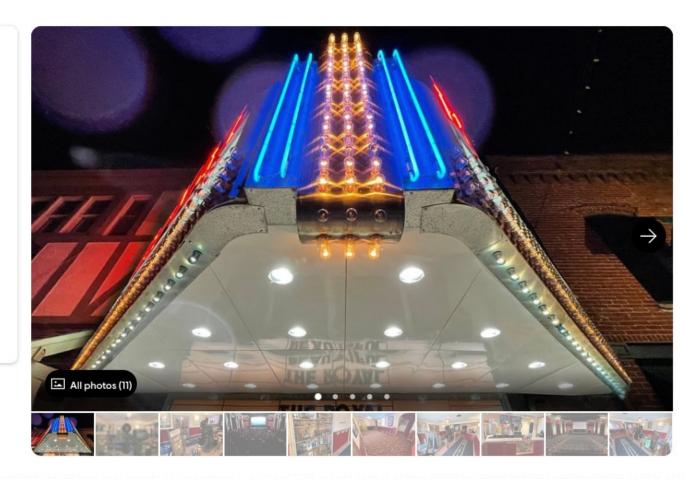
#1 of 1 Fun & Games in Danville • Movie Theaters

Closed now Write a review

About

The Royal Theater has been on the square in Danville since 1914. A historic treasure that has been updated for modern use and comfort, the Royal plays current movies and much more. We offer entertainment for the family with low ticket and concession prices. Digital projection and sound equipment ... <u>Read more</u> \checkmark

- 🕑 Duration: 2-3 hours
- Suggest edits to improve what we show.
 Improve this listing







https://biz.yelp.com/claim

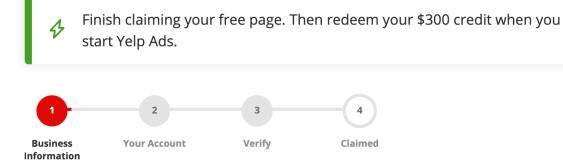


Continue

(877) 767-9357



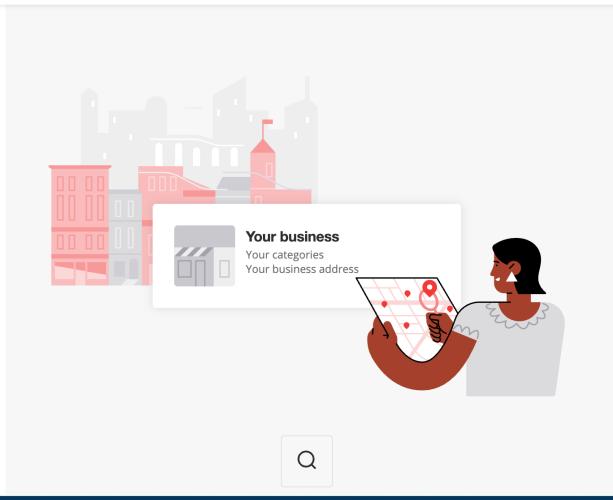
Log In



Hello! Let's start with your business name

We'll use this information to help you claim your Yelp page. Your business will come up automatically if it is already listed.





YELP SET UP

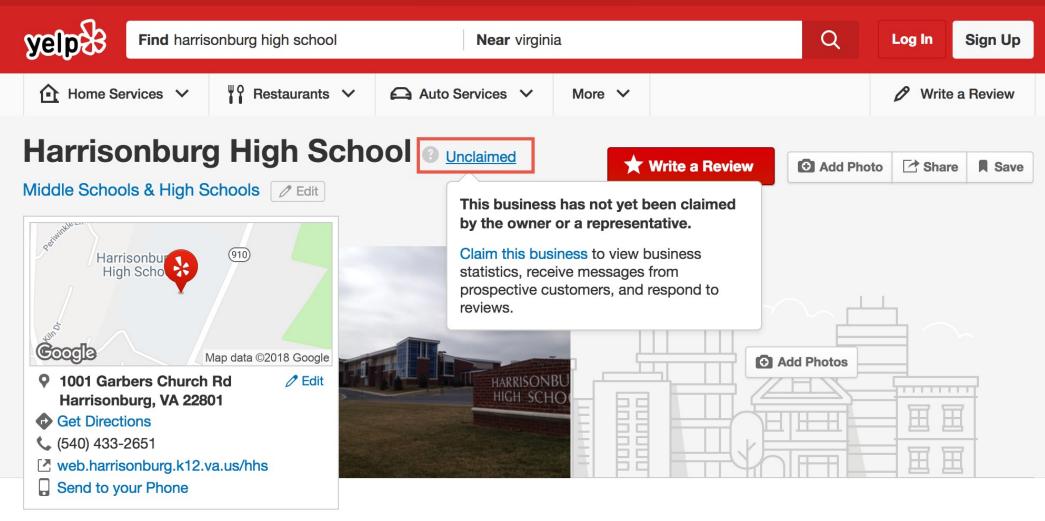


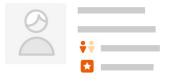


Find and Claim your Yelp Business Page

treet Address Business Name		Q Get Starte	
results for Your Business near Your Loc	ation	Need help	
1. Your Business		Claim This Business	
(Your business address)		-	

Go to Yelp for Business Owners





Hey there trendsetter! You could be the first review for **Harrisonburg High School**.



Today 7:00 am - 3:30 pm Closed now



VERIFICATION

yelp for Business Owners

Enter the code we sent to

(Your business phone number)

We just sent you an SMS with a 4-digit code. Enter it below to verify your phone number.

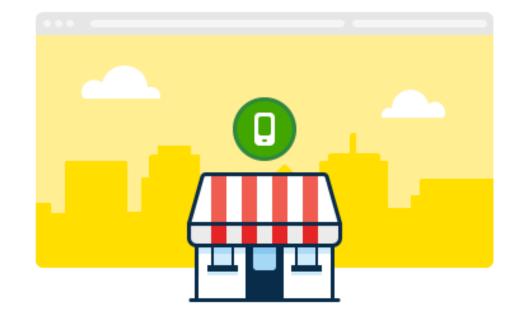
The code may take a few moments to arrive. Code never arrived? Send another text message.

Verification code

Your code

Continue

Problems? Start over



YELP SET UP

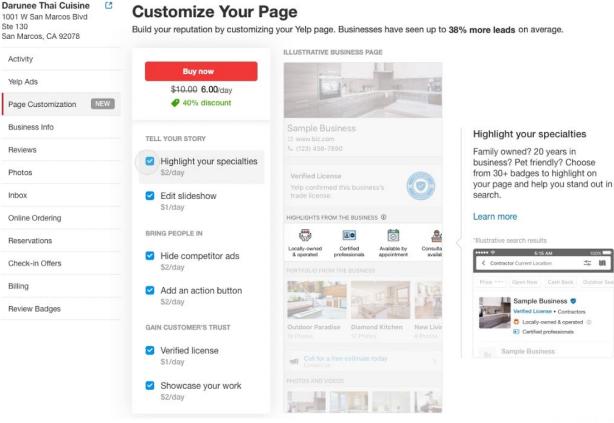
Adding your business to Yelp is easy if it does not already appear. Make sure you are signed up for a Yelp account and then select the option to Add Your Business.

From here, it's just a matter of filling out the information and then verifying everything. You will receive an email with instructions on how to officially claim the business once it has been added.



YELP SET UP

Once your account is set up and verified you'll be able to customize and edit the information about your business - including adding photos to show off your business. You will also be able to respond to reviews. Once you log in to your Yelp account you'll be able to visit "Reviews" to see what is being said about your business and will be able to respond publicly or through private message.



Ste 130

Activity

Reviews

Photos

Inbox

Billing

Reviews... they are absolutely priceless.



DO RESPONSES MATTER TO THE CONSUMER?



HOW A BUSINESS RESPONDS TO CRITICISM OFTEN HAS MORE INFLUENCE ON **BOOKING OR VISITATION** DECISIONS THAN THE CRITICISM ITSELF.



WHICH REVIEWS SHOULD YOU RESPOND TO?

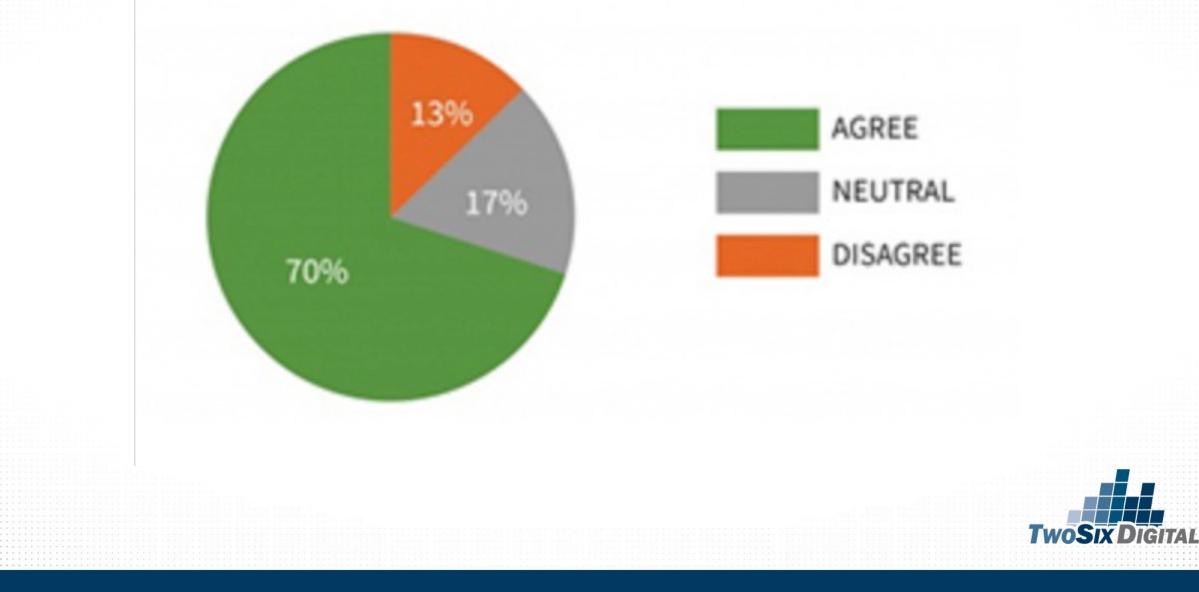


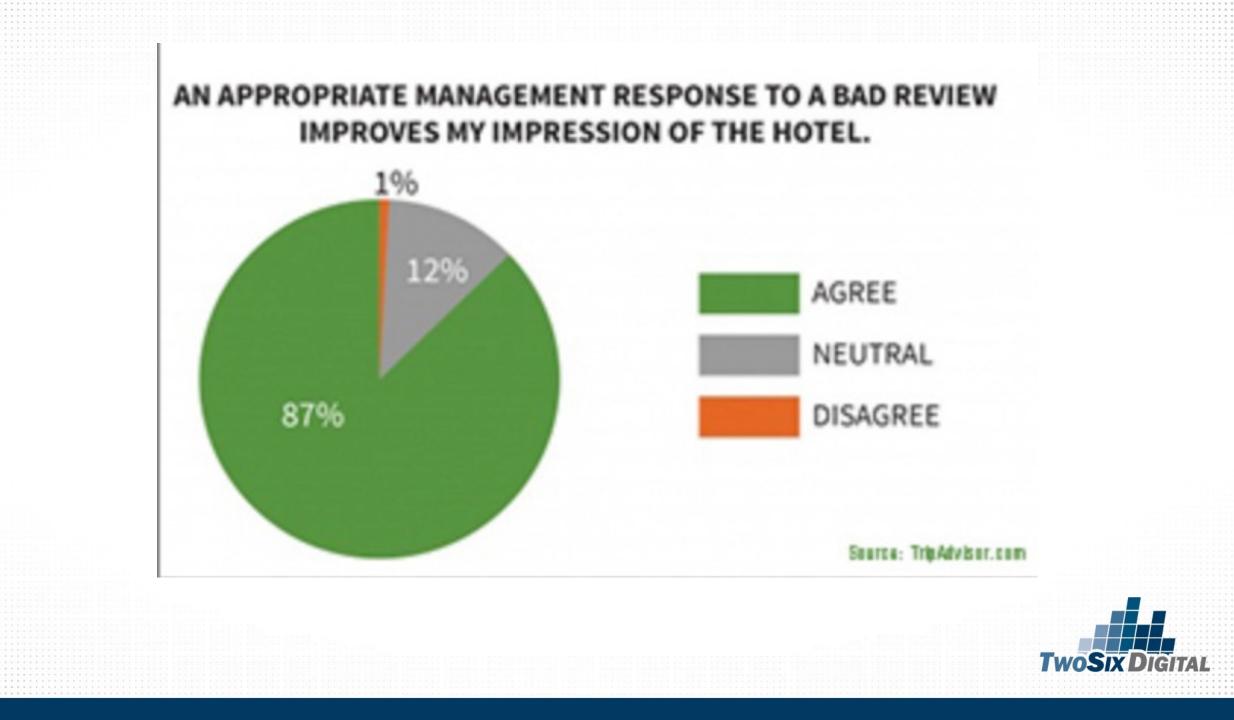
ALL OF THEM





AN AGGRESSIVE/DEFENSIVE MANAGEMENT RESPONSE TO A BAD REVIEW MAKES ME LESS LIKEY TO BOOK THAT HOTEL.





MONITOR FOR INSIGHT

Question	s & Answers			
	lers have asked, with mmers Inn Ludington staff 's.	5 questions	Ask a question	
Mlharrin	daughter who w	bring our bass boat o vill be camping at the s hook it and push it int lot overnight?	tate park. Would	
	Sub1945 Chicago, III They might have a	inois Reviewed this property an area to park a boat, but I w are very nice and very help	ful.	O o obtes



MONITOR FOR INSIGHT

6	"Nice and close!"	Read review		
	"All rooms are close to the	office." Read review		
	"Enjoy the library and the r Restaurant a short walk av @@@@@ CanyonManAurora	nagazine/book exchange. Excellent lake p vay" Read review	erch fish fry at Scotts	
	"Get a larger queen room @@@@@ JudyB528	a very good price" Read review		
2	"Garden suite."	Read review		
		Show next 5 room tips	5 of 43	

TwoSix Digital

"Great staff and Hotel"

Front desk staff Renee, Jose, and Enrique went out of their way to be very helpful and extended a corporate discount for an additional night. Rooms are clean, comfortable and some even have water views. I would highly reco MHochstatter, General Manager at Executive Inn & Suites, responded to this review

⁴ Dear D. Kincaid,

Thank you for the nice comments about our team. While we are currently working hard to renovate the lobby and lounge of the hotel, it's really the staff that make or break your stay experience. Our guys work hard to make sure your needs are met and you have everything you need to enjoy Oakland.

Thank you and we look forward to your next stay.

"Over priced and beware nearby construction" •••••••

We stayed here for four nights part of town but beware there next to the hotel and if your ro prepared for noise. In addition day plus tips. This is very expense same careful to the total states of total st

unlim

m

Ashrafi_Matcheswala, General Manager at Taj Campton Place, responded to this review

Dear David E,

We try very hard to make our guests stays as pleasant as possible and it is always a disappointment when we learn one of them has left with a less than first-rate experience. I am so very sorry that you were disappointed in our hotel, but not knowing when you were here I cannot comment on what you paid as it may have een a very busy time in the city when rates are at their highest. As for the nstruction, Apple is building a flagship store across the street, but now that the old ilding has been demolished, construction is confined to daytime hours and we ve had no noise complaints in a long time. The city is also building a central ubway station by Union Square, but that is a block away and has not impacted our hotel greatly. You are correct that valet parking is expensive, but you are NOT correct that the same garage where our valet parks your car allows for unlimited exit and entry—none of the public garages allows that. In-and-out privilege comes only with our valet service--and without the convenience of door to door service.

"Very Tired Hotel"

Bei

Staye

Unfortunately our stay here was one to remember....not for good reasons.

Upon arrival we found our room unclean with basic supplies not available. Used unmentionables were found in the nightstand drawers from the previous occupants. The shower had mold surrounding the

base. The towels were spotted. The furnishing made one reluctant to sit and be comfortable. were stuck open.

These things were brought to the attention of were kind, their response to these items was Apparently management was gone for the we seemed uns any reques

UCSFNick, Guest Relations Manager at University Club San Francisco,

responded to this review

I am sorry for your dissatisfaction. We are improving everyday. Please come back and stay with us.

Nick McEneaney

anager

port response as inappropriate

d this possibly be a four is no longer. ●○○○○ Value OOOO Rooms October Location OCOC Cleanliness ●○○○○ Sleep Quality OOOO Service

TWOSIX DIGITAL

"Dreadful hotel"

We stayed one night having booked through booking.com, where the

reviews and photo with a small basic conditioning, no co machine had brok







GMgph, Front Offic

We're sorry that you experienced.

"It looks good in the ads..."

But the rooms feel like prison cells (small, square, small TV the wall) and, for me, the hallways were noisy and the plumble ton of noise anytime someone flushed a toilet. I left after my first and found a room somewhere else.

Helpful?

💼 Thank Jim S

Meport

GMgph, General Manager at Grant Plaza Hotel, responded to this review

We're sorry that you were unhappy – we'll work hard to fix the issue that you experienced. Thanks for letting us know.

"What has happened? Will not be returning..."

OCO Reviewed 4 weeks ago

Arrived at 18.00 to find nobody at 'home' and stood on the doorstep for an hour waiting for the manager to return... Then given a twin room instead of the double booked... The room in the bay any windows, they were blocked by shutters which bathroom was unclean and the towel like sandpa

ЗW

TwoS

CO

an

re

georgianhouse1000, Owner at The Georgian House, re

Honestly what do you expect. You pay little you get cheap. We are a Budget hotel. Get real. Report response as inappropriate

This response is the subjective opinion of the man TripAdvisor LLC

service is our main goal and it is unfortunate you were not treated with the respect you deserve. Given the opportunity, I would like to learn more details about your case and to be able to make things right. Please contact me at your convenience.

Sincerely,

Austin Hyde, Customer Relations Manager 623-934-5211 ahyde@earnhardt.com Read less



"Yay! Tripadvisor is right again!"

On a trip to the upper peninsula of Michigan I knew I w near the Gaylord area for the night. Pulled over and u than I am" phone to use Tripadvisor and find a hotel. the top of the list? A small mom and pop type place, j path...

More -

Was this review helpful?



Yes

WOW, I love it when we both Win! It sounds like you got a good deal and we got a new customer. Thanks for taking time to write a review and thanks for taking a chance on our little family owned Inn, a lot of folks pass us by to stay at the big name chains. Our resident manager Bob...

More -



"Clean, friendly but lacks amenities"

By amenities I mean a blow dryer! The owners, who live on property, didn't even have a loaner blow dryer. I advise a trip to Wal-mart to pick up a couple cheap blow dryers. Otherwise nice. Rooms and bathroom especially are small. But was quite, very clean and well priced.

Scott B, Owner at Waters Inn, responded to this review

г

Thanks for your kind words and suggestion about the hair dryer! We've had lots of

Now (thanks to your input) we've been to Walmart, bought a couple of blow dryers and we are ready for your next visit. If you let us know when...







#1 Thing You MUST Do

STRIVE to THRIVE

Power your health from the inside with Meta





FIDED

ROBIO



DROBIOTIC







DO:

- Keep your listing fresh
- Review traveler photos for accuracy
- Show regular activity
- Set up Email Alerts
- Setup post-visit emails with TA links
- Create widgets for the site
- Encourage staff
- Curate stories/reviews
- Learn from Reviews





DON'T:

- Don't forget to respond
- Take things personally
- Post fake reviews
- Pretend it doesn't exist
- Harass people about reviews





RE-USE THE GOOD ONES

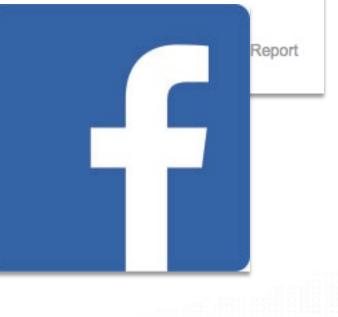
"Interesting exhibits"

Reviewed 1 week ago in via mobile

Great exhibits on the history of and life in Elizabeth City. Loved the layout from colonization until modern day. Objects from each Era were well-chosen and my teenagers were fascinated (you know how hard it is to keep their attention). Ended up spending the morning there.

Helpful?

Thank KarenTP16





USE THEM!





Andy King reviewed Denning Glass — 5

Just a quick phone call and and Denning's took care of the rest! Not to mention the comfy chair and relaxing essential oils in the waiting room, I almost took a nap! Thanks!!



...

Corey Kwapich reviewed Denning Glass ...

Nov 4, 2017 at 12:15pm

5*

These guys are great. They put new windshield and back glass seals in my 1962 studebaker while I waited. They took their time and treated it like their own. I will be them for all m glass work in the future.



autoglas

autoglasstech • Following Denning Glass

rFanFriday

doesitbest 🙈..



THE KEY TAKEAWAYS

- Claim your spaces
- Customize the information shown
- Respond to reviews
- Learn from feedback
- Be passionate about social media
- Be professional with negativity
- Always engage
- Think outside 9-5
- Just ASK
- Use Reviews to promote your business



SHOULD YOU PAY FOR ENHANCED LISTINGS?

HONESTLY, IM NOT SURE

IT DEPENDS.

TWOSIX DIGITAL









HOPE

IS NOT A

STRATEGY





We've covered a lot of ground!

SIGN UP TO THE E-NEWSLETTER

Here's how to play the long game with your digital campaign!

View this email in your browser





This Month in the TwoSix E-Newsletter:

www.TwoSixDigital.com/E-News



LEARN MORE.....Socially



@TwoSixDigital & Facebook/TwoSixDigital



TWOSIX DIGITAL

Brian V. Matson brian@twosixdigital.com

