

Online Reputation Management

PRESENTED BY DAVID KOPAC & SUNNY BURLESON

JANUARY 30, 2024

TOPIC 2

# Agenda

What is Online Reputation Management?

Why is it Important?

**Our Response Policy at Shaner** 

**Shaner Review Leaderboard** 

**Understanding Your Reports** 

**Responding to Reviews** 

## What is Online Reputation Management



- •Online reputation management (ORM) is: Managing your hotel's online brand in relation to reviews, ratings or even just mentions (both positive and negative) in:
- Review Websites
- Social Media
- OTA Website
- •Brand.com Reviews

### Think about your shopping habits when booking travel...

Do you read reviews before you book a hotel?

Would *you* pass on a hotel with bad reviews?

Are you more likely to trust customer reviews, or branded hotel advertisements? Are you more comfortable seeing past bad reviews if the property has addressed the concerns in the review?

## 93%

70.9% of travelers say online reputation influences their choice of accommodation, and a whopping 93% say they always read reviews before booking a hotel, with particular consideration on the company's response to guest reviews. (RMS)

## 86%

86% of people would pass off a good deal from a company with bad reviews. Aside from this, one unaddressed negative review can easily drive away 30 out of 50 customers. (Mara Solutions)

# 72%

Customers will value guest ratings over a hotel's brand 72% of the time. (Expedia)

# **91%**

91% of travelers want property owners to respond to negative reviews. (Expedia)

# More Fun facts

Guests will pay 24% more for a hotel with a 3.9 rating over one that's rated 2.4. (Expedia)

Guests will **pay 35% more** for a hotel with a 4.4 rating over one with a 3.9 rating. (Expedia)

Over 90% of travel and hospitality business owners think online reviews are among the **three most important factors** affecting the future of their industry. (TripAdvisor)

40% of travelers leave reviews when they experience exceptional service at a hotel. Unfortunately, a slightly higher figure of 48% tends to leave reviews if they had a bad hotel experience.



## Review Responses = Higher Rankings in SEO → More Bookings

- What is SEO?
  - Search Engine Optimization ~ process of maximizing your placement in online searches (through engines like Google and Bing)
    - Keywords & Content
    - Marriott Digital Services, Keyword Optimization on Websites, Blog posts, social media posts, etc.
- How do reviews and review responses contribute to SEO
  - More Keywords = Higher placement when those keywords are searched
    - Search: Hotel Near Hersheypark with pool



## Review Responses = Higher Rankings in SEO → More Bookings

**TIP:** Google favors businesses who use their platforms ~ responding to reviews and using their platform feeds into the algorithm that ultimately places your property on the map.



# **Our Policy at Shaner**

100% of reviews must be responded to whether positive, negative, or neutral on Trip Advisor, Google, and Facebook.

For all other sites, you must follow your brand guidelines, but we prefer that at *least* 100% of <u>negative</u> reviews are responded to.

### **Best Review Response Rate of Properties in Shaner Portfolio**

Ranking	Property	Last 12 Months -	Year over Year 🗢	Change 🖨	View
#1	Grand Universe Lucca	97%	98%	-1%	Scorecard
#2	Faro Blanco Resort & Yacht Club Marathon, FL	97%	64%	34%	Scorecard
#3	Pine Barn Inn Danville, PA	96%	38%	60%	Scorecard
#4	Homewood Suites by Hilton Columbus/OSU, OH	95%	92%	3%	Scorecard
#5	DoubleTree Huntington, WV	94%	88%	7%	Scorecard
#6	Comfort Inn & Suites Newark Liberty International Airport Newark, NJ	88%	-	-	Scorecard
#7	Newport Harbor Hotel & Marina Newport, RI	84%	84%	-1%	Scorecard
#8	AC Hotel by Marriott Dayton Dayton, OH	74%	-	-	Scorecard
#9	Hilton Aventura Miami	70%	47%	32%	Scorecard
# 10	Courtyard St. Petersburg Clearwater Madeira Beach	65%	47%	28%	Scorecard
# 11	Courtyard St. Augustine I-95	64%	28%	57%	Scorecard
# 12	Durham Marriott Convention Center	62%	25%	59%	Scorecard
# 13	Towneplace Suites Miami Homestead, FL	60%	75%	-25%	Scorecard
# 14	Fairfield Inn & Suites Jacksonville Beach, FL	60%	9%	85%	Scorecard
# 15	Springhill Suites State College, PA	57%	45%	20%	Scorecard
# 16	Fairfield Inn & Suites Delray Beach, FL	56%	32%	42%	Scorecard

## **Highest Scoring Properties in Shaner Portfolio**

Ranking	Property	Last 12 Months -	Year over Year 🖨	Change 🗢	View
#1	Fairfield Inn & Suites by Marriott Lewisburg, PA	4.78	4.74	1%	All Reviews
#2	French Leave Resort, Eleuthera	4.76	4.65	2%	All Reviews
#3	Fairfield Inn & Suites DuBois, PA	4.71	4.70	0%	All Reviews
#4	Springhill Suites Columbus Dublin	4.68	4.66	0%	All Reviews
#5	Residence Inn St. Petersburg Tierra Verde	4.65	4.63	1%	All Reviews
#6	Comfort Inn & Suites Newark Liberty International Airport Newark, NJ	4.63	-	-	All Reviews
#7	Towneplace Suites Miami Homestead, FL	4.61	4.48	3%	All Reviews
#8	Courtyard St. Petersburg Clearwater Madeira Beach	4.60	4.62	-1%	All Reviews
#9	Fairfield Inn & Stes Daytona Bch Speedway Arpt	4.57	4.60	-1%	All Reviews
# 10	AC Hotel by Marriott Dayton Dayton, OH	4.56	-	-	All Reviews
# 11	Buffalo Marriott at LECOM HARBORCENTER, NY	4.54	4.53	0%	All Reviews
# 12	Hampton Inn State College @ Williamsburg Sq, PA	4.52	4.28	5%	All Reviews
# 13	Fairfield Inn & Suites Towanda Wysox, PA	4.52	4.38	3%	All Reviews
# 14	Fairfield Inn & Suites Dayton, OH	4.50	4.45	1%	All Reviews
# 15	Pine Barn Inn Danville, PA	4.50	4.36	3%	All Reviews
# 16	Grand Universe Lucca	4.50	4.49	0%	All Reviews

## **Highest # of Reviews of Properties in Shaner Portfolio**

Ranking	Property	Last 12 Months -	Year over Year 🖨	Change 🗢	View
#1	Faro Blanco Resort & Yacht Club Marathon, FL	1,110	1,271	-15%	Frequency Trend
#2	Holiday Inn Express Civic Ctr	940	878	7%	Frequency Trend
#3	Southbridge Hotel And Conference Center Southbridge, MA	925	704	24%	Frequency Trend
#4	Playa Largo Resort & Spa Key Largo, FL	917	925	-1%	Frequency Trend
#5	Hilton Aventura Miami	895	904	-1%	Frequency Trend
#6	Courtyard Marathon Florida Keys, FL	891	800	10%	Frequency Trend
#7	Newport Harbor Hotel & Marina Newport, RI	856	910	-6%	Frequency Trend
#8	Hotel Don Fernando de Taos, NM	768	399	48%	Frequency Trend
#9	SpringHill Suites by Marriott Jacksonville Beach Oceanfront Jacksonville Beach, FL	648	-	-	Frequency Trend
# 10	Art Ovation Hotel Sarasota, FL	646	794	-23%	Frequency Trend
# 11	Courtyard St. Augustine I-95	639	550	14%	Frequency Trend
# 12	Durham Marriott Convention Center	604	461	24%	Frequency Trend
# 13	DoubleTree Huntington, WV	599	654	-9%	Frequency Trend
# 14	Hampton Inn & Suites Miami-South-Homestead, FL	597	559	6%	Frequency Trend
# 15	Holiday Inn Jacksonville E 295 Baymeadows, an IHG Hotel	566	538	5%	Frequency Trend
# 16	Courtyard Jacksonville Beach Oceanfront	554	787	-42%	Frequency Trend

# Understanding Your Reports

#### November Ecommerce Reports



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To Augusta Fairfield Inn DOS; Aventura Hilton DOS; Baltimore Courtyard DOS; Brian Hockenbury; Bridgett Ramirez; Buffalo Marriott DOS; Charleston Holiday Inn Express DOS; Wed 12/6/2023 3:05 PM Columbus Moxy DOS; Danville Pine Barn Inn DOS; Dayton AC DOS; Dayton Fairfield Inn & Suites DOS; Daytona Speedway Autograph DOS; Daytona Speedway Fairfield DOS; +81 others

Happy December!

Attached is the link to November's Ecommerce Reports including Revinate, Performance Media (Marriott PLUS, Hilton Amplify, IHG Boost, Expedia TravelAds), and social media reporting. Please access your reports here: Reporting

A few reports are being finalized, so if you are missing one, please let us know and we will get it entered shortly. Marriott PLUS reports have not been released yet - those will be added soon.

A few notes from last month's reports:

- Our portfolio review response rate average is up 5% from last month per Revinate, but we are still 39% below our comp set. Please ensure you are continuing to respond to all reviews!
- Our top 3 performers in Expedia TravelAds for the month were: Courtyard Newark University of Delaware, Seven Sebring, and Residence Inn Norwalk with Hilton Aventura Miami in a close 4<sup>th</sup>. All 4 properties were above a 76:1 return.

Feel free to reach out with any questions. Have a great evening!

#### Brittany Biddle

E-Commerce Manager Shaner Hotels P: 814-502-2914 bbiddle@shanercorp.com

#### ${\sf Documents} \ > \ {\sf General} \ > \ {\sf Reporting}$

$\square$ Name $\checkmark$	Modified $\vee$	Modified By $\vee$	+ Add column
Expedia TravelAds Reports	February 2, 2023	Brittany Biddle	
Hilton Amplify + Elevate Report	November 7, 2023	Brittany Biddle	
IHG Boost Report	November 7, 2023	Brittany Biddle	
Marriott PLUS Reports	July 10, 2023	Brittany Biddle	
Revinate Reports	February 6, 2023	Sunny Burleson	
Social Media Reports	February 15, 2023	Brittany Biddle	

#### Documents > General > Reporting > Revinate Reports

Ľ	Name $\vee$	Modified $\vee$	Modified By $\smallsetminus$	+ Add column
-	01 January	August 1, 2023	Sunny Burleson	
-	02 February	August 1, 2023	Sunny Burleson	
-	03 March	August 1, 2023	Sunny Burleson	
-	04 April	August 1, 2023	Sunny Burleson	
-	05 May	August 1, 2023	Sunny Burleson	
-	06 June	August 1, 2023	Sunny Burleson	
-	07 July	August 1, 2023	Sunny Burleson	
-	08 August	September 1, 2023	Sunny Burleson	
-	09 September	October 13, 2023	Sunny Burleson	
-	10 October	November 1, 2023	Sunny Burleson	
-	11 November	December 6, 2023	Sunny Burleson	
-	12 December	January 2	Sunny Burleson	

#### Documents > General > Reporting > Revinate Reports > **12 December**

$\square$	Name $\sim$	Modified $\vee$	Modified By $\checkmark$ + Add column
-	AC Dayton	January 2	Sunny Burleson
-	AC Hotel Columbus Dublin CMHAC	January 2	Sunny Burleson
-	Art Ovation Sarasota SRQSA	January 2	Sunny Burleson
-	Buffalo Marriott Harbor Center BUFBD	January 2	Sunny Burleson
-	Comfort Inn & Suites Newark International	January 2	Sunny Burleson
-	CY Baltimore BWICS	January 2	Sunny Burleson
-	CY Fort Lauderdale Downtown FLLLC	January 2	Sunny Burleson
-	CY Glassboro PHLGB	January 2	Sunny Burleson
-	CY Harrisburg West Mechanicsburg HARWM	January 2	Sunny Burleson
-	CY Hershey	January 2	Sunny Burleson
-	CY i-295 Jacksonville	January 2	Sunny Burleson
	CY Jacksonville Beach Oceanfront JAXJV	January 2	Sunny Burleson
-	CY Marathon FL MTHMC	January 2	Sunny Burleson
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Documents > General > Reporting > Revinate Reports > 12 December > CY St. Pete Madeira TPAMB

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ē	Revinate_Scorecard_107732 (1).pdf	January 2	Sunny Burleson	
ē	Revinate_sentiment_v2_semantria_details_1	January 2	Sunny Burleson	

### Understanding Your Reports: Revinate Scorecard

#### Review Overview:

- Overall Review Rating
- Total # Reviews
- Response Rate
- Trip Advisor Ranking change
- Review Ratings by Site
- Review Response Coverage % by source
- Comp-Set Information in all of the above
- Additional Rating details (positive vs negative, ratings in cleanliness, value, rooms, etc.

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#### Review Response Coverage

Scorecard -

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#### **Review Rating Details**

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### Understanding Your Reports: Revinate Sentiment

- Collection of all of your reviews across all sources
- Zoomed out view of what people are saying overall
- Highlighted Keywords
  - Color indicates positive, neutral, or negative

PROPERTY		PERIOD	CHANNEL	SENTIMENT	TOPIC CATEGOR		
Courtyard St. Petersburg Clean	water Madeira Beach	▼ Dec 1, 2023 - Dec 31, 2023	All Review Channels	- All	* AI		
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Expedia	Positive in Rooms > B	ed V			CREATE A T		
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Marriott	Very Positive in <b>Roo</b>	ns - Room Size 🖓 Rooms - Room Cleanlin	ess 🖗, Facilities - Surrounding Area 🖓				
Posted: 2023-12-21	Excellent stay! Very clean, spacious rooms, Fantastic views and a great location. Will be back.						
	<b>Zk</b> 2023-12-21						
Marriott	Service - General Sta	ns - Room Decor / Design Q. Rooms - Roo Iff Attitude Q. Service - General Staff Qu		f Helpfulness 🖓	CREATE AT		
Posted: 2023-12-18	Positive in Food / Be	verage → Food / Beverage Taste 🖓			MOREACTI		
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00	Very Positive in Rooms > Room Cleanliness Q, Service > General Staff Attitude Q, Food / Beverage > Food / Beverage Taste Q, Service > General Staff Helpfulness Q, Facilities > Surrounding Area Q, Service > General Staff Quality Q,						
tripadvisor <sup>*</sup>	Facilities > Pool 🖗	alcony 🖓, Service - Front Desk Speed Of S	Service 0		* SAVE REV		
Posted: 2023-12-05		Front Desk Communication Skills 🖓			MOREACTIO		
	This place is a total hi	Don't miss it. Right in the					

vessels through. Close to everything but just far enough away to not feel suffocated by it all. Highly recommend this hotel!



### DOs & DON'Ts of Review Responses

DO Be kind, professional, and genuine

DO Respond as soon as possible

DO Personalize your response whenever possible

DO Thank the guest for their feedback

DO Whether it is a greeting or you go the extra mile and answer your reviews in a different language, make sure your international guests feel special. Use some key phrases in their language if possible.

DO Repeat positive sentiments expressed in a generally negative review

DO Inform the guest that their concerns have been addressed or "fixed" internally

DO Give credit to the staff, especially if someone is specifically mentioned

DO Be creative and find different ways to express yourself

DO Invite the guest back for another visit

**TIP:** Remember that you are talking to potential future guests, not just the guests who posted the review. Use this as an opportunity to highlight new features, fixed issues, and positive experiences that may positively impact the shoppers buying decisions.



### DOs & DON'Ts of Review Responses

DON'T Respond the same to every review

DON'T Be rude or dismissive of guests concerns or experiences

DON'T Reveal private or personal information about the guest

DON'T task review responses to people on staff apart from high level management (GM's, DOS, etc.)

DON'T be overly apologetic, or shame your team or operation (in general - there are outlying or more debatable examples).

DON'T use improper grammar or punctuation.

**TIP:** Remember that as much as review responses can help your Online Reputation, they can hurt your online reputation as well. Be aware attentive to sensitive topics, and always feel free to consult Sunny, Dave, or anyone on the E-Commerce on the best way to respond to a particular review you may want to pay a little bit more attention to.



### Tools: Henry by Three & Six

• Valuable tool to help in responding to reviews.

- o Input review into box, and AI software generates detailed response to sentiments in the reviews.
- Good starting place, you will likely need to jump in to shave down and make sure the review states what you would like it to state.

o <u>Henry - three&six (threeandsix.agency)</u>

### test it out!

Paste your review below to find out how Henry could help you.

The view was <u>great</u> and sheets were clean, but they charged way too much for parking. Ridiculous.

Firstly, I'm glad to hear that you enjoyed the great view from your room and found the sheets to be clean. We strive to provide a comfortable and pleasant experience for all our guests.

Regarding the parking charges, we understand your frustration. It's important for us to offer convenient parking options for our guests, but we do try to keep our pricing competitive with other hotels in the area. However, we appreciate your feedback and will take it into

Generate Response



