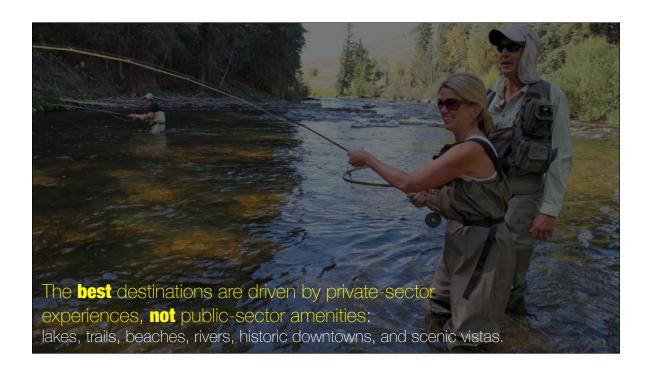


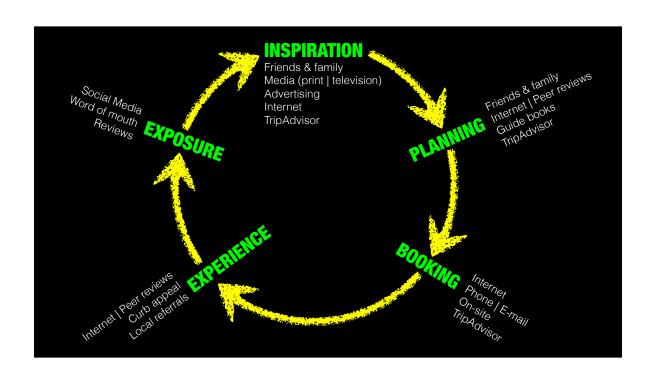
A word to Destination Marketing Organizations













THE YOGA LODGE
WHIDEEY ISLAND
Home The Lodge Voga Classes
Respects & WinAshippe Berl & Breakfast
Community

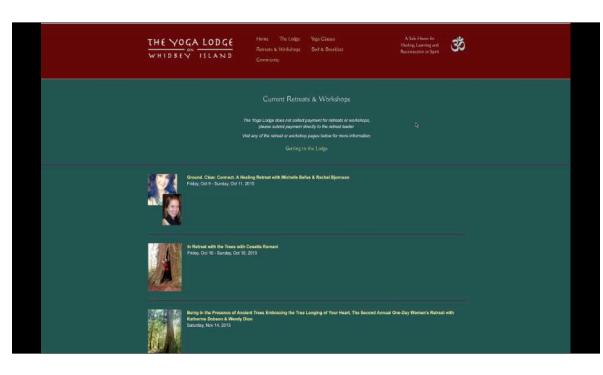
Community

THE LODGE Voga Classes

A Sole Rosen for Heading Learning and Reconstaint in Signit

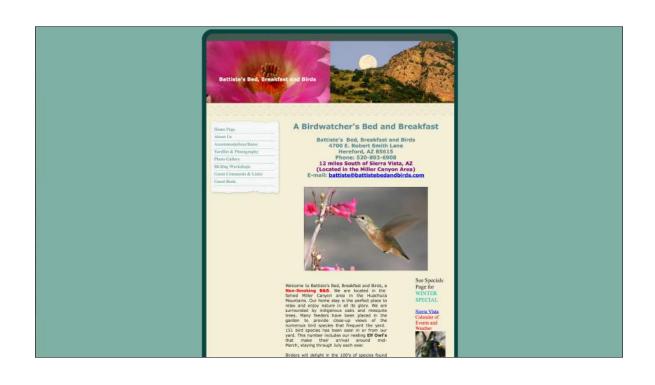




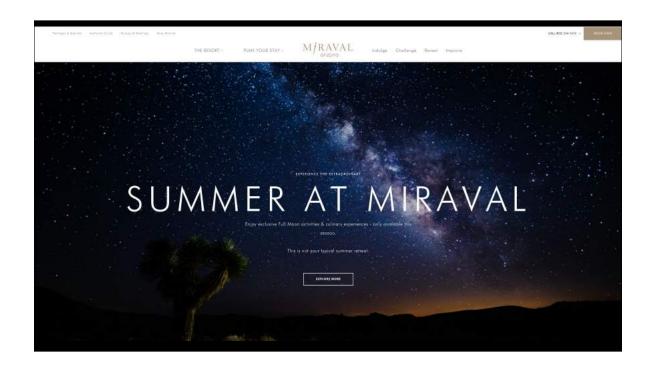


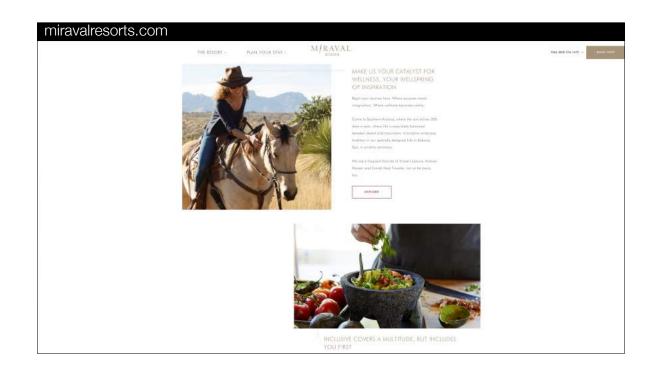


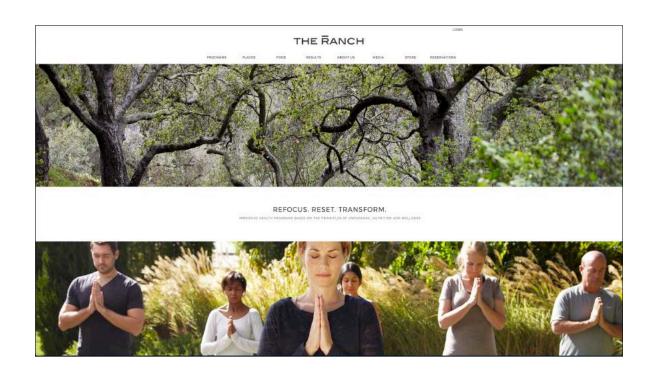


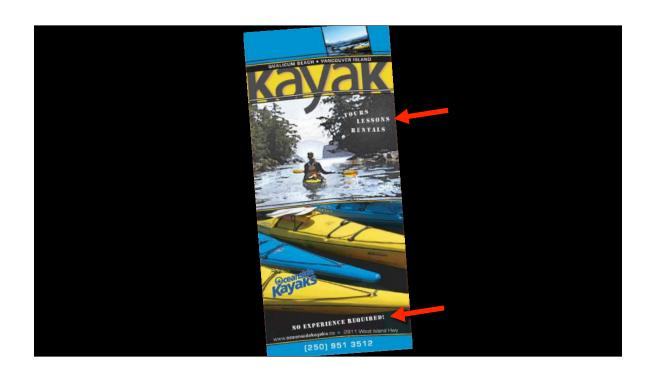








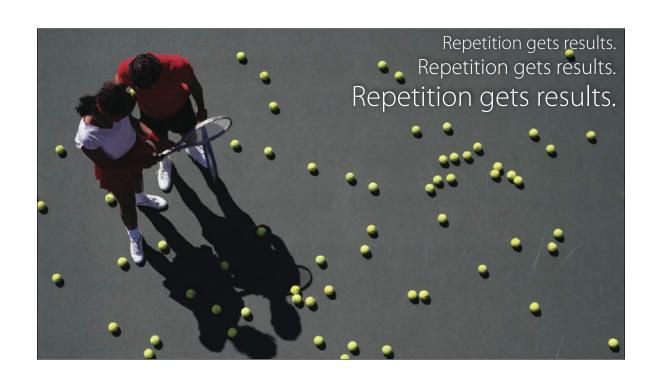






- Higher in Google rankings and search results
- Less competition
- A broader audience will find you
- Because you specialize, consumers will travel further for you
- It's cheaper and easier to reach your specialized market







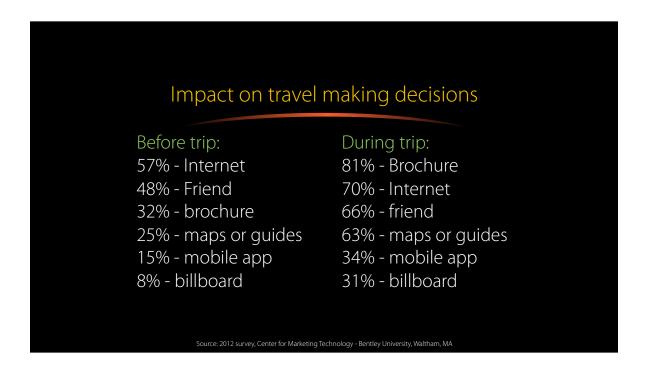






# Printed brochures are still important

7 out of 10 visitors pick up a brochure during their trip 42% plan to purchase something as a result of picking up a brochure









# 267,000,000 Estimated number of Americans who regularly use the Internet

# Digital includes

Website (content, updates)
SEO, Pay Per Click marketing
E-newsletter (monthly or semi-monthly)
Hosting, domain name(s)
TripAdvisor & other online partnerships
Analytics
Widgets and new technologies
Social media (Instagram, Facebook...)
Airbnb, VRBO, other booking sites



## Priority > 90% of your sales will come from digital sources:

- Word of mouth (social media, blogs)
- Top 10 lists (publicity)
- Keyword searches "river rafting British Columbia"
- Publicity: television, magazine articles, radio
- Brochures
- Advertising
- Peer reviews (closes the sale)

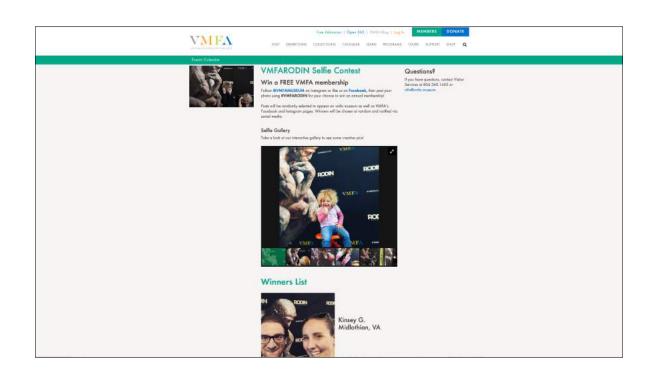




Advertising should drive people to your website. Your website **MUST** be good enough to close the sale.



Encourage people to share their experiences. Help them take photos. Offer wi-fi for posting them.









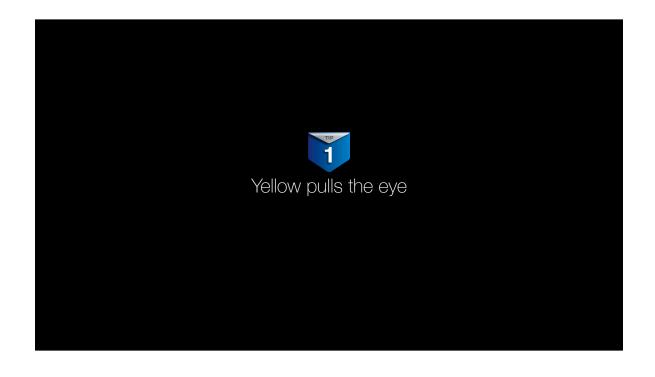


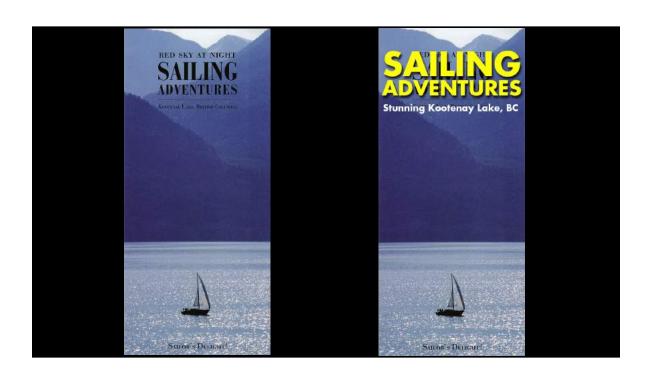




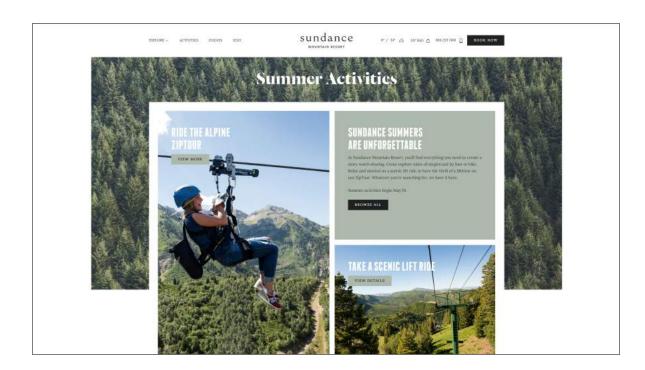












### Browse all Summer Activities



### ZIPTOUR

2-FOR-1 FPE-SEASON DEAL TOUR + 599 Unit May IR, purchase a special 2-in-1 pre-season package. This 399 tour is valid throughout the septom for 2 people on the full Bearchey Tour. Experience...

EXPLORE.



### SCENIC LIFT RIDES

Experience parorantic views of the marantals as you glide to the top of Ray's Summit on a Scenic Lift Kide, Once your reach the top, take some time to explore.

EXPLORE.



### MOUNTAIN BIKING

Sundance offices 25s miles of lifts serviced, single-track mountain biking with challenging terrain and breathtaking vistos. All Sandance trafts are designed for upful and described riding, and have excellent.

EXPLORE



### FLY FISHING

find one of the permer Blue Rhiban front finheries in the world: the Provo River. The Provo River is known for its large...



### HIKING

Sundance offers over 10 miles of dipine trads for the beginner to the expert liker. Take a cascal lift side up an enjoy a scenic traff back to the biosc...

EXPLORE

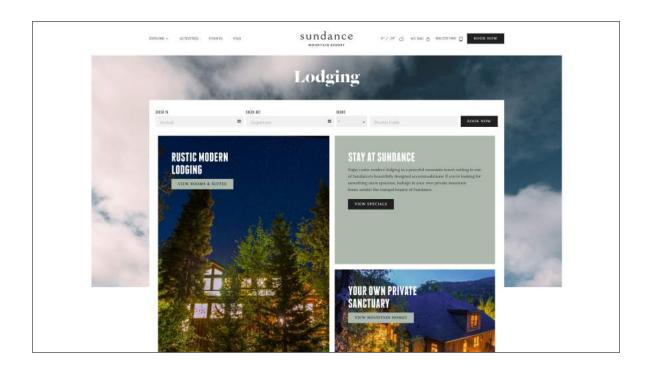


### HORSEBACK RIDING

Here of the stables, we lessow the value in your experiences and currenties. We want than to remain personal to you and your party. All rides are either person to your.

EXPLORE

EXPLORE







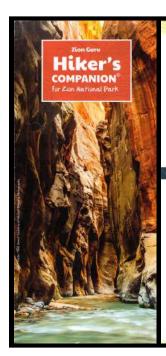












### Welcome to Zion National Park

Zion National Park is comprised of captivating views, highly variable weather, extreme terrain, and adventurous and subtile activities. Your visit to Zion is a sacred as the land Itself and deserves your care, your time, and your grafithde. What it gives is beyond measure; what you take or leave can change visitation for millions. Its towering walls and sirvuous slot caryoned on ort need us, but we need places like Zion.

The Hiller's Companion® is provided as a courtesy of Zion Guru. We are knored to host and help you have an anatoing Zion experience. We have highlighted a few popular hiles in the Park, and look forward to sharing variations, additions, and off the beaten path destinations that may better fit your needs. Visit Zion Guru for more trip planning advice and recommendations.

### Watchman 👔 🔝 🙂 🙂

Diffically: Moderate, but short
Elevation Gain/Loss: 300 Feet / 91 meters gain
Average Hilking. Time: 1.5 to 2 hour round trio
Distance: 2.7 miles: / 4.3 km
Trailhead Location: Begin from the RV parking lot
north of the Visitor Center. No shuttle required.
Optimal Time to Hilkes Spring, fall, winter, anytime;
summer, before 10am

summer, before 110m; Experience: If you are looking for a sturning sunrise, soothing sunset, short trail run or meditative walk, this hike brings heart fulfilled Zion experience. Best as a morning hike in summer due to late morning, sun, picturescape views of Springdals, the West Temple, and Mr. Kinesava. Excellent nock bench at trails end for yego. Lining your mark. Rarely besty.

Permits

Wildarnass permits are required for all overnight
hises, all day and overnight canvoneering trips,
and any overnight climb. Available in person at the
Wilderness Desk at the Visitor Certers in the main
canyon and Kolsh, OR ordine so,
https://www.zionpermits.nps.gov.

### What To Bring For Day Hiking

- Hiker's Companion®
  Food / Water (2L)
  Sturdy footwear
  Sunscreen
  Sun hat
  Day pack
  Car keys / room keys
  First aid kit

- Sunglasses
  Quick dry clothing
  Rain Gear
  Restop® waste bag
  Headlamp
  Camera

- Learn before you go
  Helip preserve and protect the resources
  Move gently and thoughtfully upon Mother Earth
  Take deep inhales and slow exhales of Zion's pure air
  Lock, Esten, and feel nature's messages
  Embrace \*\*Leve\* No Trace Desert Ethics\*\*

### Leave No Trace® Desert Ethics

- Leave No Trace® Desert Ethics

  Leave only footprints

  Take only pictures

  Keep away from wildlife

  Hike on established trails

  Carry out poop and garbage

  Use restrooms before hiking

  Preserve vegetation

  Resist the urge to collect or carve



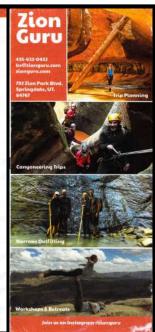
Shuttles Indicates the shuttle stop nearest to the trailhead. Absence of this icon means the hike does not have shuttle service. Free shuttles run seasonally March - November.







More smiles - more potential joy. Derived from first hand experience and direct feedback from thousands of customers."





Experience: Bile, hike, jog, dog walk, enjoy an autumn eve-ning photographing the brilliant yellow of the cottonwood trees or a winter surset. Multiple bridges rigzag the Virgin River giving a sense of the path truly following the river course. Many side trails to swimming holes along the river!

"Nature does not hurry, yet everything is accomplished."

### Emerald Pools 🜀 🔝 🙂 😍 🐛



or after 3pm in summer
Experience: The Emerald Pools is a beginner hike where
you can experience one of Zion's greatest gifts: water. The
Lower Emerald Pools is the easiest to access, providing
incredibly views of sandstone walls and spring flowing 800-1000 year old water. This 1.2 well as non-hikers,
leg 800-1000 year old water. This 1.2 well as non-hikers.
The Middle Entered of the Simble is well as non-hikers.
The Middle Entered of admirately due to significant trail
continue used by a landside. The Upper Emeral Pool is
the result of water seeps coming out of the Kryenta sandstone layer. Unling up to its name, this emeral good in not
for swimming, but for viewing the massive sandstone was
flower you and the rare sosonal storm number creating a 450
foot / 140 meter waterfall exiting Heap's Caryon,

### Kayenta Trail 🕝 🚺 🙂 🙂 🐛





Difficulty: Moderate
Elevation Gain/Loss: 150 feet / 46 meters gain
Average Hilking Time: 2 to 4 hours of hiking round trip.
Distance: I mile / 1.6 km, one-way
Trailhead Location: Grotto Trailhead on the

Scenic Drive
Optimal Time to Hike: Year-round, early morning or late afternoon May - September

rate alternoon May - September

Experience: After visiting the Emerald Pools, a beautiful continuation him is to follow the Kayenta Trail along the cliff band to the Cordon pionic area. This one-mile extension of trail is similar in difficulty to the Emerald Pools but provides more continuous views up and down the Virgin River corrifor above the tree tops. Connect with the Cordot trail for a full loop hike back to the Zion Lodge. This loop is a fantastic morning run,

### Angels Landing 🕞 🚺 🙂 🙂 🙂





Difficulty: Strenuous - steep trail and switchbacks for 2.5 miles each way: Elevation Galin/Loss: 1000 feet / 300 meters gain to Scout's Lociscut, additional 500 feet / 150 meters gain to Angels Lording.

Scout's Lookout, additional SQL feet? J SQL interests to Angels Landing Average Hiding Time 2 to 4 hours round trip Distance: Smiles 7 8 km round trip Distance: Smiles 7 8 km round trip Trailhead Location: Grotto Trailhead on the Sceric Divise Optimal Time to Hiles: Early morning or mid-alter-noor in May "September, otherwise a casual 9am start most other times of year. Traction devices often needed in whites."

needed in winter.

Experience: The Walter's Wiggles switchbacks are the most strenuous playsically, but the last is relie out on the Landing pash of the Market of the Mar

Amenities Ratings (smiles) Difficulty Elevation gain | loss Average hiking time Distance (or range) Trailhead location Optimal time to hike Experience



# The Destination Assessment



# For info: jordan@RogerBrooksTeam.com

# Lodging



The top 15% in quality: 85% of the leisure travel business.



- 1. In-room furnishings
- 2. The bed(s)
- 3. Technology (Internet)
- 4. Food & related
- 5. On-site amenities
- 6. Customer service\*

# One more thing

Customer service\*

People bring visitors back.

Not the other five items on the list.



Category | B&B

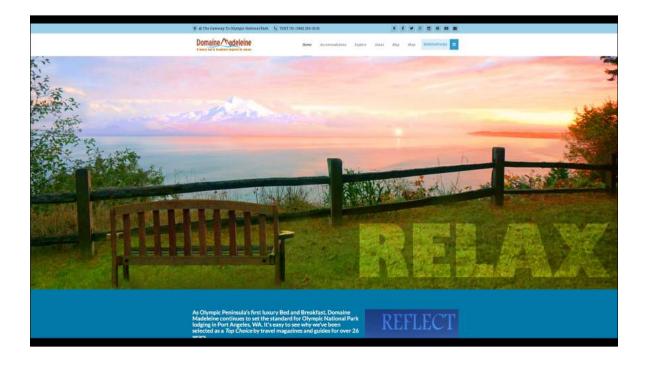
**Location** Port Angeles, Washington

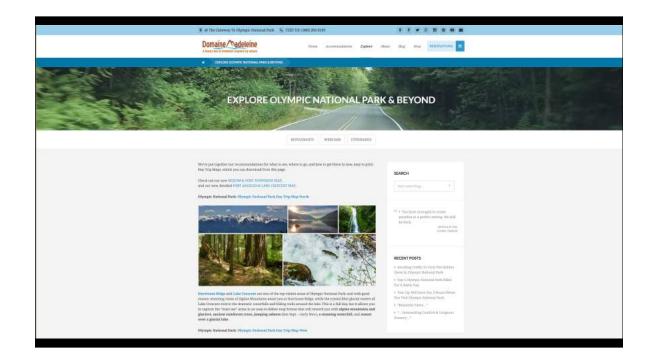
Notes Masterfully marketed

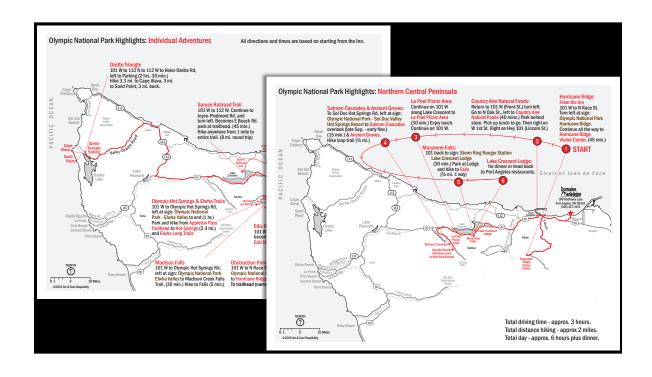
Markets "enhancements," even bedding Nearly doubled the occupancy in two years

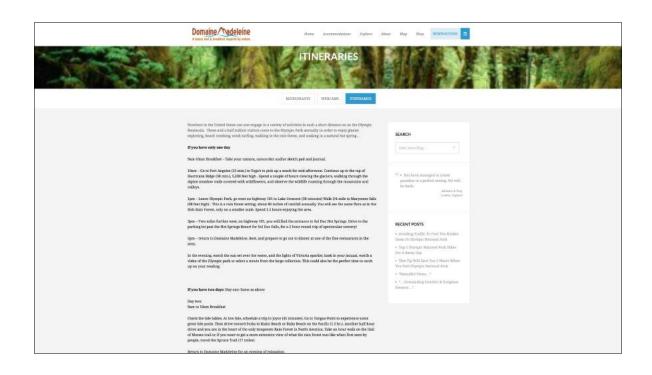


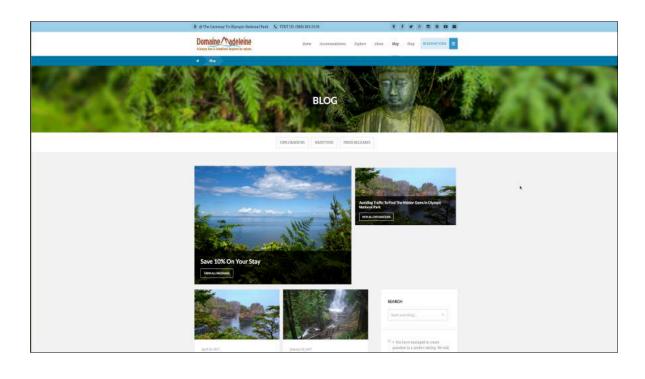
Stephen Fofanoff
Innkeeper at the Domaine Madeleine
Board Member Port Angeles (WA) Regional Chamber of Commerce

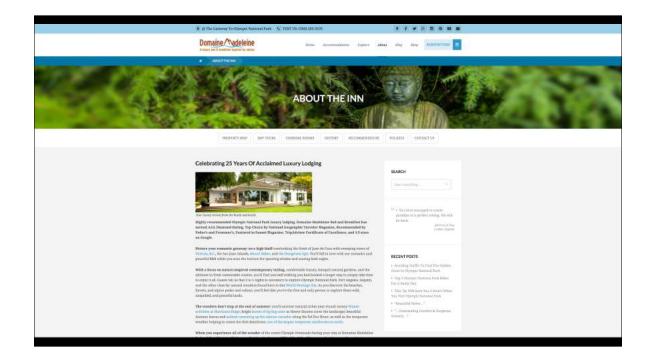


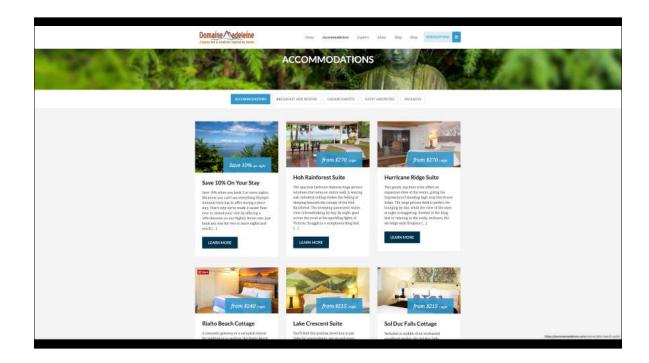


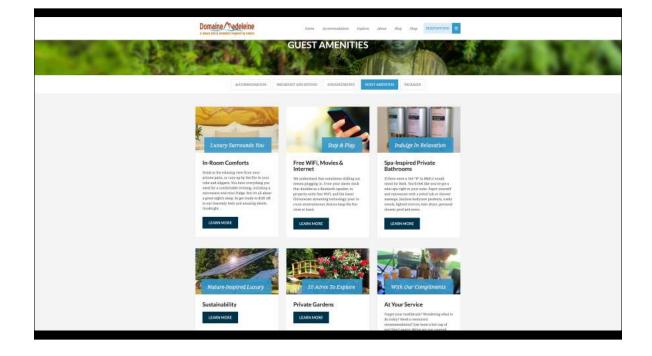


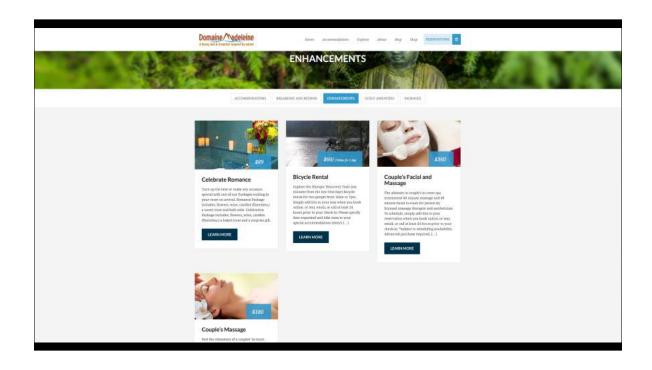


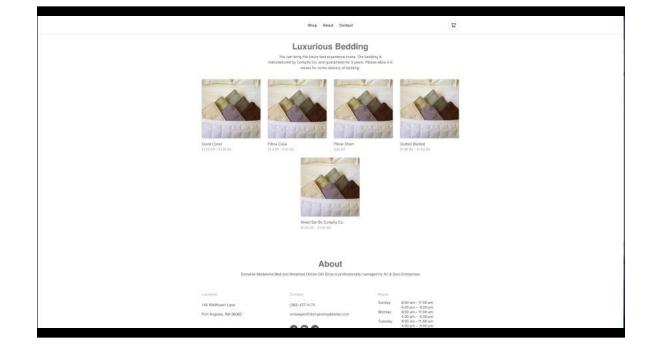












Takeaways and what to do



Get into the long game.

Invest your time now, reap the rewards down the road.

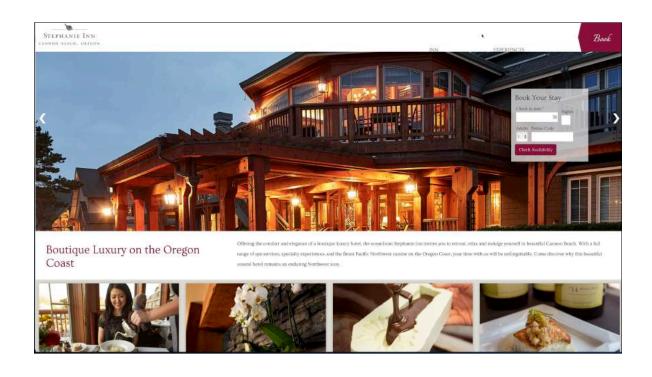


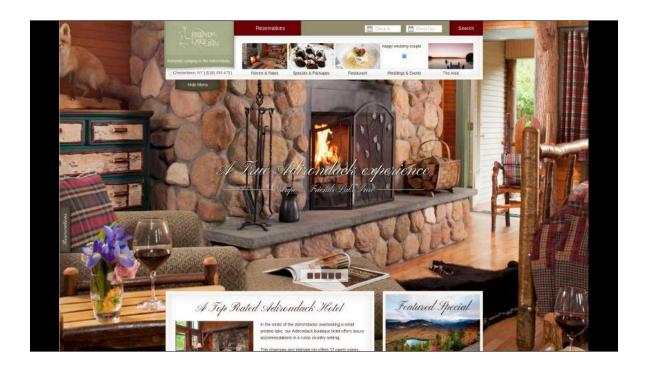




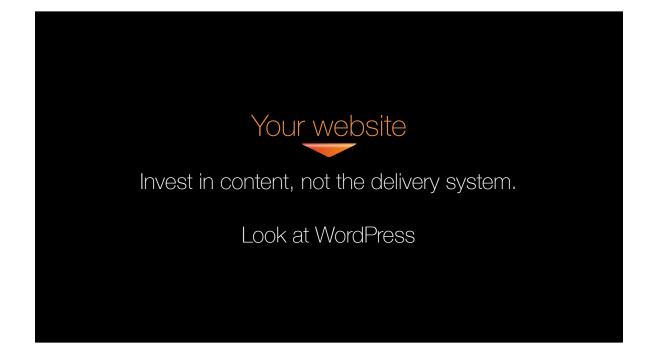


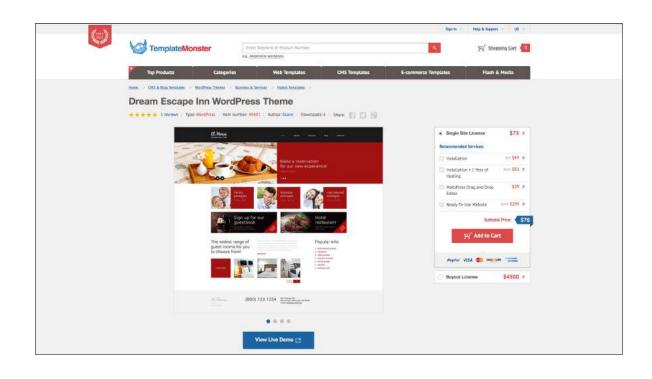
The local experiences, the setting, the rooms, the amenities, the extras (that we can pay for)

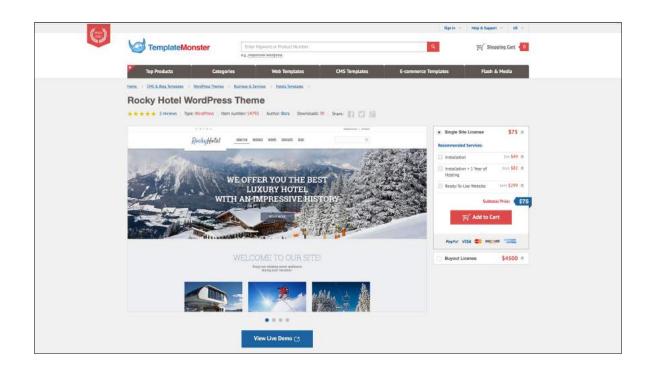


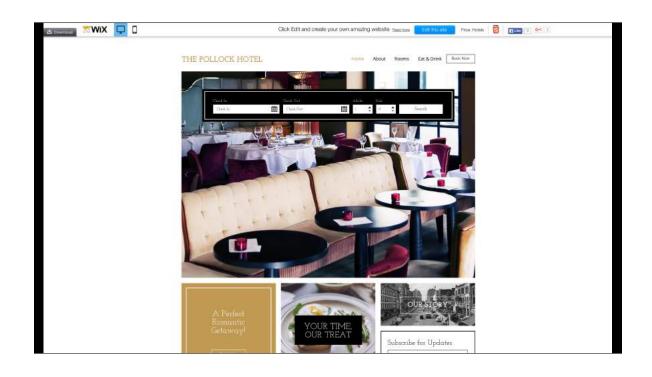


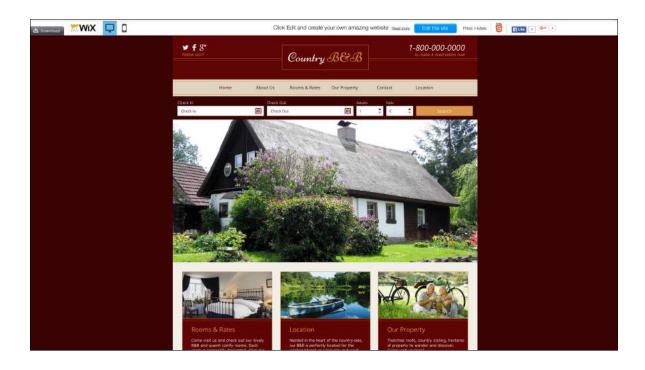


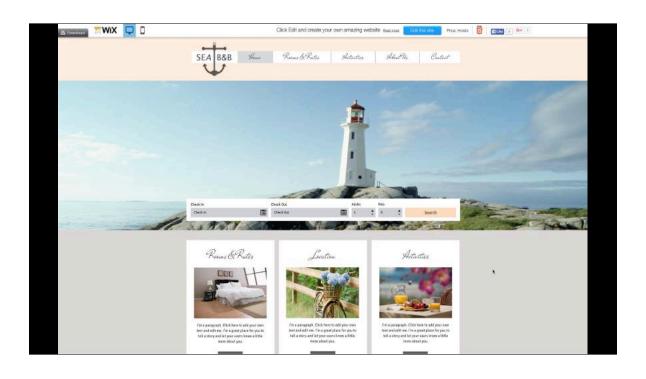


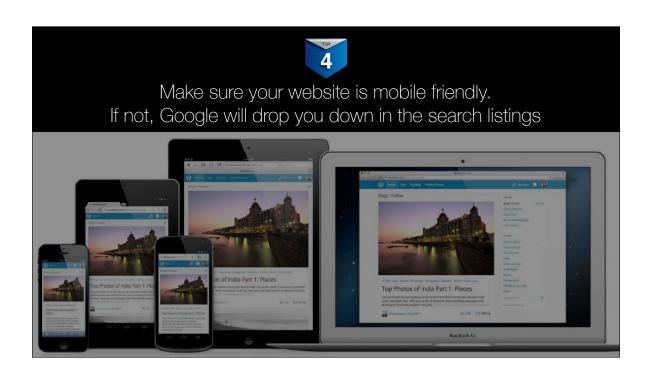














Tell me why I should come to your area FIRST, and THEN "we're the place to stay"

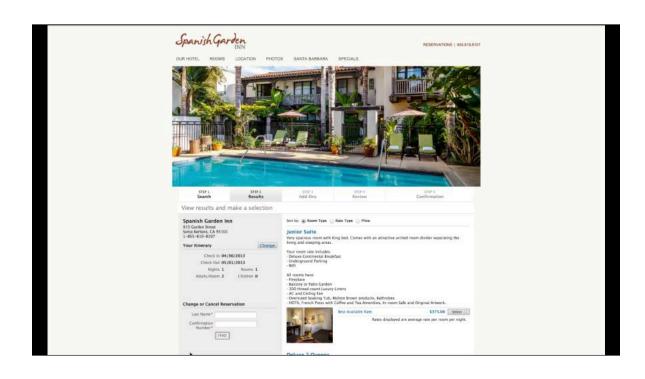


The more helpful you are, the greater the loyalty to you.

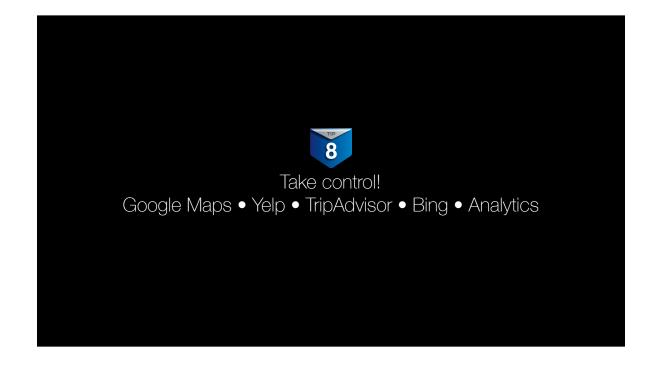
Help them "plan" their time in your area.

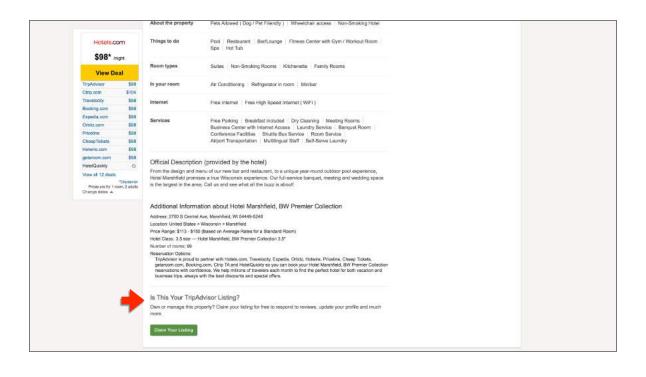
Details, details.

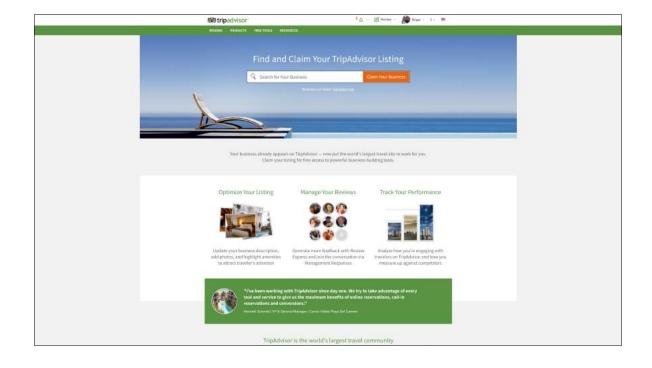


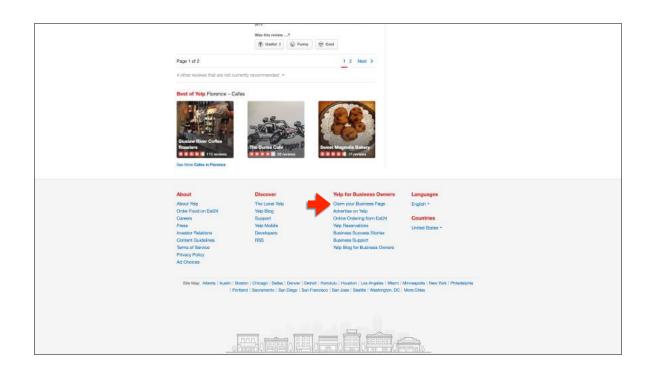


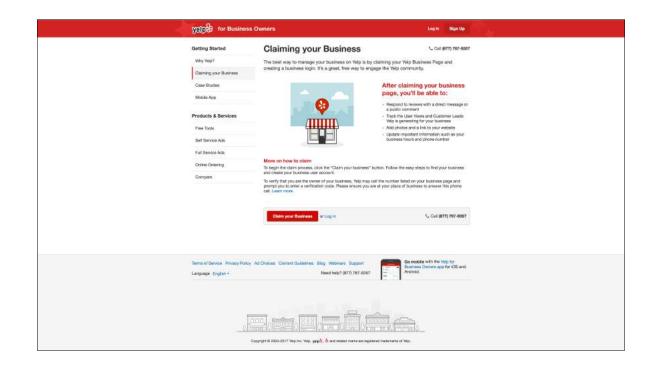


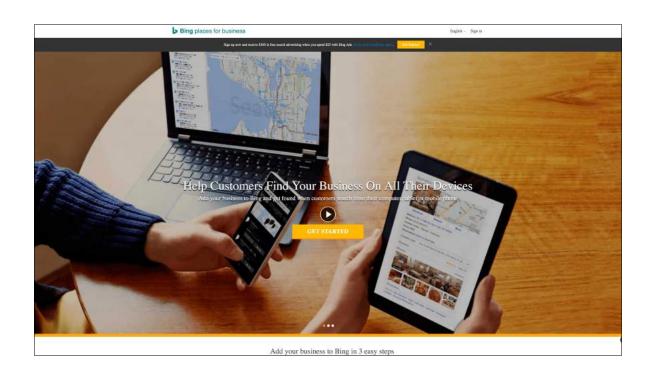




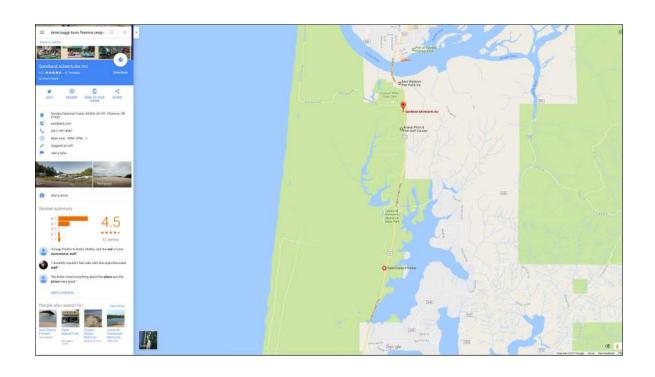




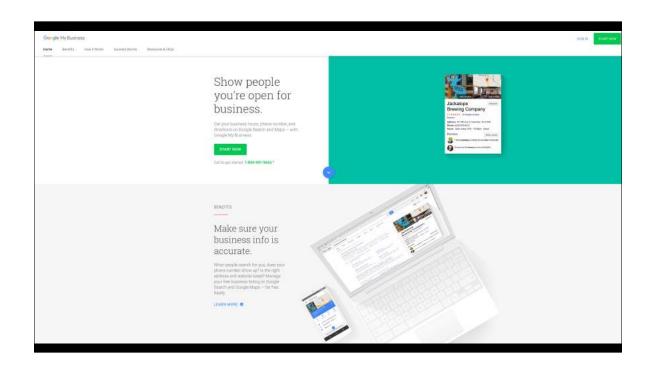


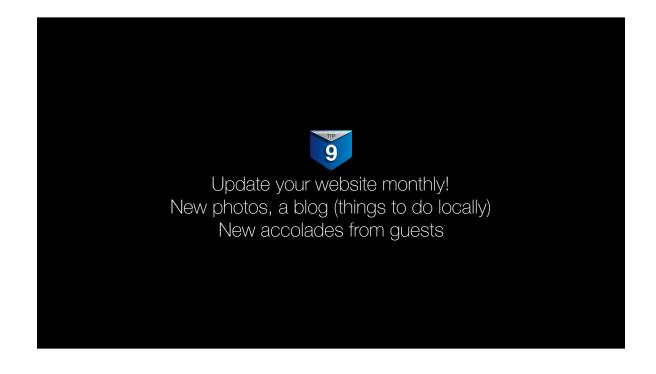














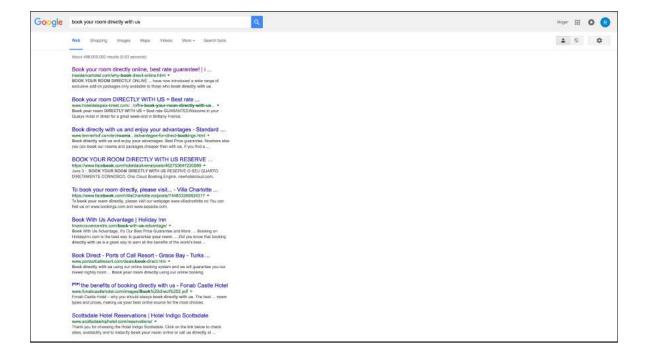
## Cater to a younger audience:

Carefully choose your wording "Super fast Internet" other terms "you choose your in-room toiletries, amenities"



Offer incentives if they book directly: Keyless entry, fastest wi-fi speeds, other amenities, low price guarantee.





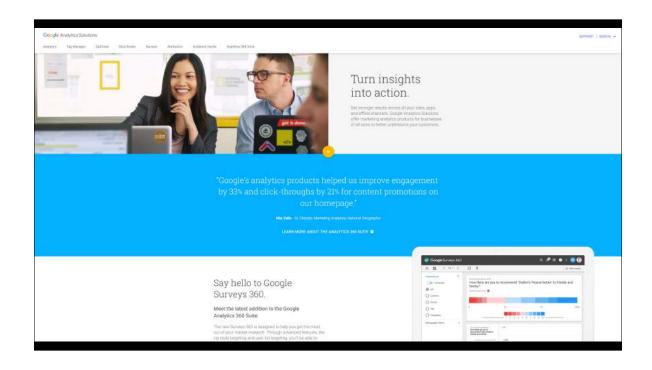
## Customize the experience to them

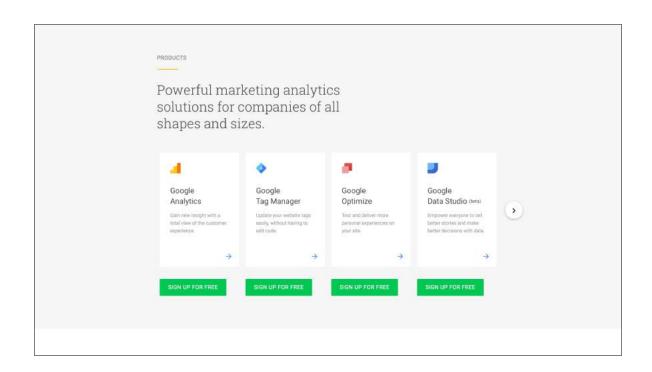
- 1. Pillow preferences
- 2. Food choices
- 3. Shampoos, soaps, lotions
- 4. Hangers (how many would you like? Slacks/dresses?)
- 5. Comforters
- 6. Fan in room? White noise
- 7. Upper floor, lower floor?
- 8. Any physical ailments, so we can make your stay easier?



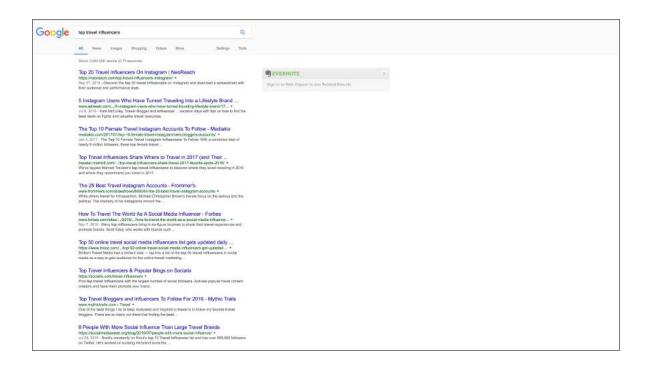
TripAdvisor is used, by many, to validate that they are making the right decision

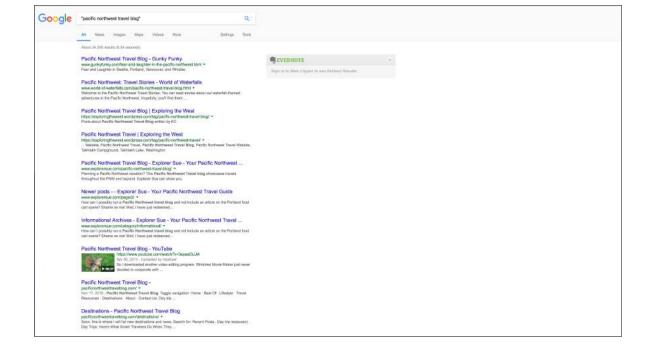


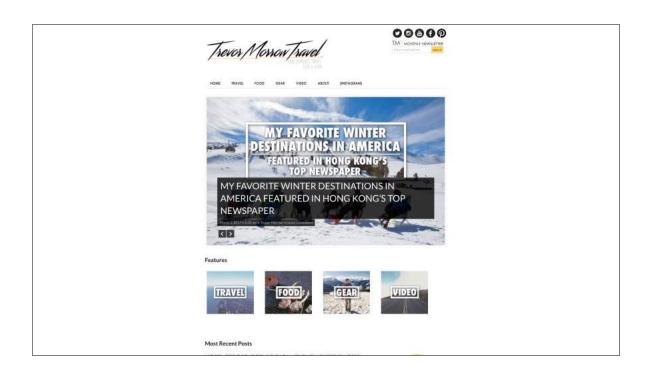


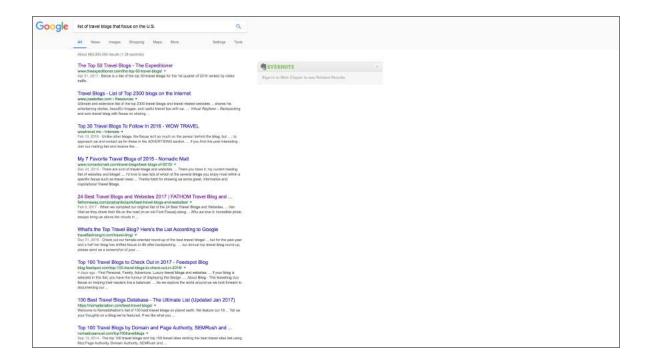












1	One Mile At A Time	7.5	⊌ f	
2	Nomadic Matt		y f	
3	View From The Wing	-	y f	
4	Two Monkeys Travel Group	+3	💆 f	
5	The Poor Traveler	-10	¥ f	
6	Hand Luggage Only	-	৺ f	
7	Pinoy Adventurista	(1991	💆 f	
	Expert Vagabond	-4	💆 f	
9	The Blonde Abroad	*1	y f	
10	Migrationology	-5	💆 f	
11	Where's Sharon?	+15	¥ f	
12	Johnny Jet	- 11	💆 f	
13	Y Travel Blog	:-4:	💆 f	
14	Nomad Revelations	-6	💆 f	
15	I Am Alleen	-9	¥ f	
16	The Savvy Backpacker	-	¥ f	
17	Travel Codex	+3	💆 f	
18	Local Adventurer	+6	৺ f	
19	The Planet D	-2	💆 f	
20	Our Awesome Planet	-4	💆 f	
21	Points With A Crew	+7	💆 f	
22	Keep Calm And Travel	-31	🛂 f	
23	Bucket List Journey	+6	y f	





Since 2014: In a highly seasonal destination annual occupancy went from 31% to 57%!

The age of guests has dropped dramatically (by about 30 years)

25% increase in per room night profitability.

Average daily rate: \$178 to \$272

Increased loyalty and return customers. They do the selling!

Activities, tour operators, guides



Category

Guided expeditions

Location

Angels Camp, California

Notes

Started as a summer hobby Conservation through experience Have grown to more than 300 staff Work around the world







This is the age of "economic gardening" - assisting small businesses like this.

Conservation can "develop" new champions

The experience (people, equipment, amenities, activities) are everything. Absolutely EVERYTHING.



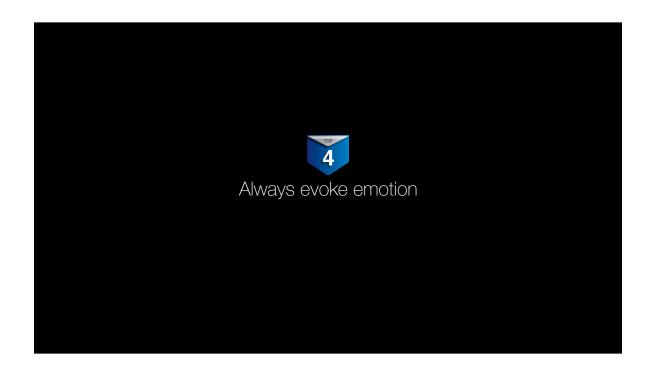


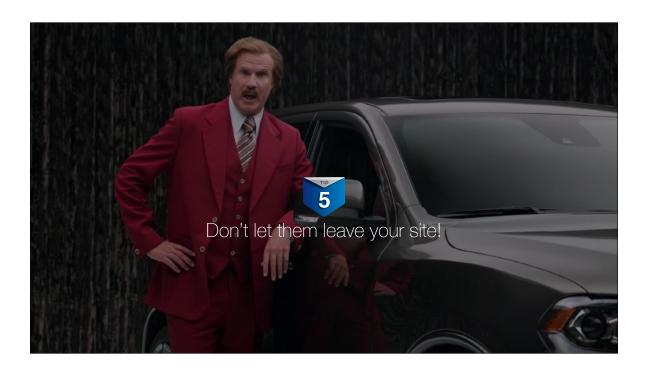
No more than 100 words per website page

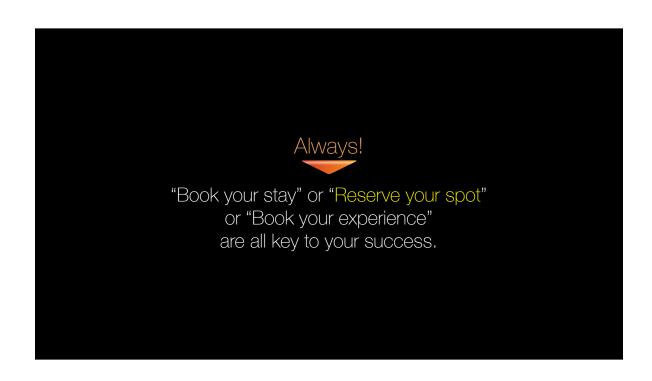


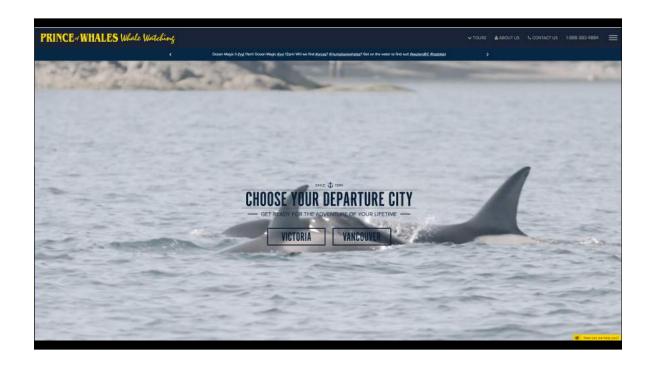
Never, ever, ever

The last words to ever use in your marketing: "Call for more information"

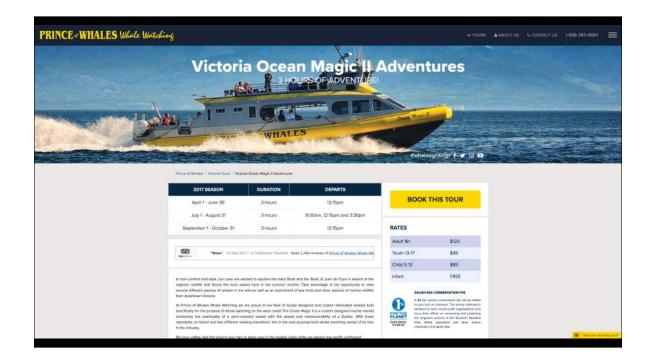


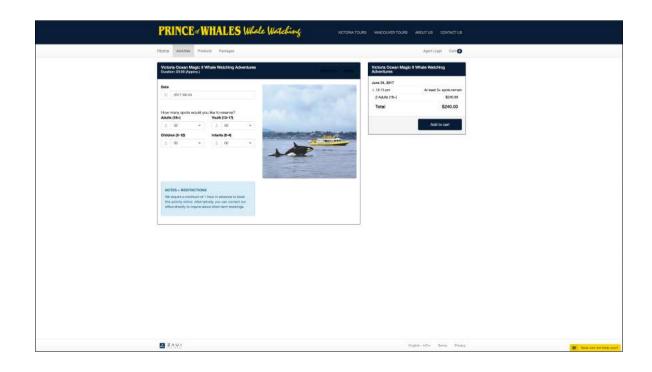




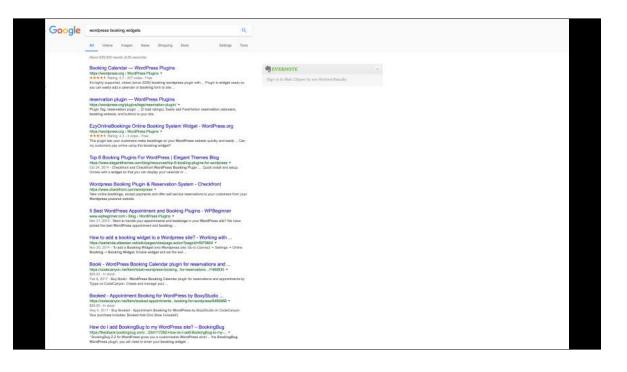








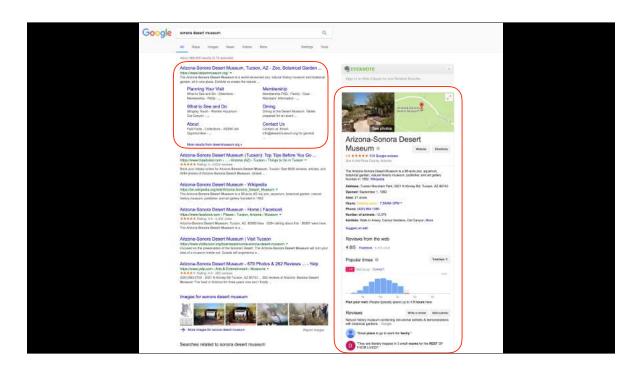


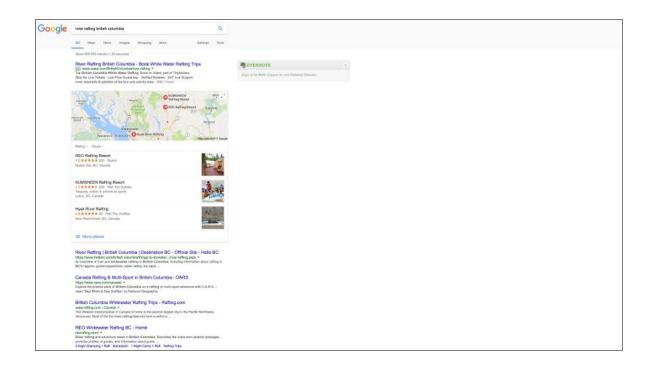


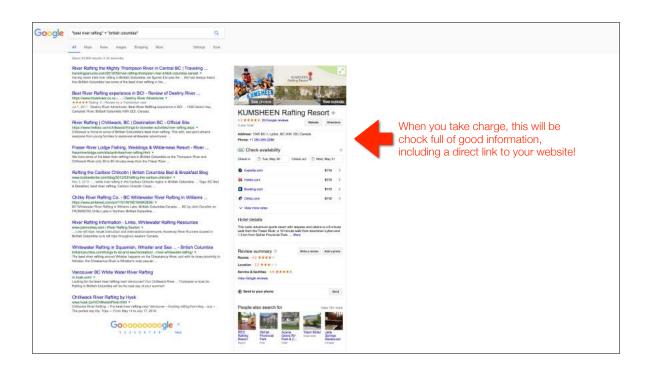














## Here's to effectively marketing your business or attraction without breaking the bank!

For access to the video library visit RogerBrooksLibrary.com



