## FACEBOOK How to create your page and market your hotel using Facebook





# Really powerful social networking website.

350 million active users worldwide!

More than 120 million users log daily on Facebook

More than 8 million users become fan each day

More than 10 million videos uploaded monthly

# **Create your own Hotel Page**

When users register and create their profile, then give **relevant information** for Marketers (Age, Gender, Interest,...)

On top of that, the users can join networks organized by city, workplace, school, and region to **connect and interact with other people.** 

With all that, you **know almost everything** you need to know on each Facebook user!

DO NOT WAIT AND USE THESE PRECIOUS INFORMATION TO EFFECTIVELY SET UP YOUR FACEBOOK STRATEGY

# Create your page on Facebook

<b>acebook</b> Home Profile	e Friends Inbox	Aline MASSART Settings Logout	Search
hotel vietnam	Q Search Profile Search   Friend Find	ler	
Q Did you mean: honda vie			Advertise Grand Whisky Tastin
All Results People Pages Show results from All Network	Groups Events		
Displaying 1 - 10 out of 271 results	for: hotel vietnam	1 2 3 Next	
Page: Type: Size:	Hong Ngoc Hotel, Hanoi, Vietnam Hotel / Lodging 9 fans	View Page Become a Fan	The biggest gatherings of fine whiskies in Thailand under one roof. July 21, 2009 The Campus, Grand Hyatt Erawan. Tel (02) 6555029-31 i의 다 순
			คุณเป็นมอนส์เตอร์ตัวใด
Group: Size: Type:	<b>Official Tokio Hotel Vietnam Street Team</b> 23 members Music - Rock	Join Group	ทำแบบทดสอบเพื่อดูว่าคุณา เพื่อบๆ เป็นมอบส์เตอร์ตัวโด และรับโอกาสลุ้นการชิงโชค เ⇔ิ เ⊋ เ∲
Group: Size:	11 members	Join Group	Face Bangkok 40% Discount
Group:	Yellow House Hotel in Ho Chi Minh City	Join Group	Face Bangkok is giving aw 40% Discount Cards to ar one who wants one, Click details

#### **IMPORTANT**

According to Facebook Policy: "Per our Terms of Use, **Facebook profiles must represent an** *individual*. Users aren't permitted to maintain an account under the name of their organization, or use personal accounts to advertise or promote themselves professionally. If your profile was listed under a non-individual name, or was used primarily for professional promotion, this is probably why it was removed"

As Hotel, you will have to create a Page and register yourself as an "Hotel",

A Facebook Page is a public profile that enables you to share your business and products with Facebook users. The main difference is that instead of having "friends" as individual, you will have **Fans**.

Otherwise, you will be able to **communicate on the hotel** the same way you are doing it as an individual user, by:

- Writing post on your wall
- Displaying photos and videos
- Reviewing your fans' profile
- Displaying coming events in your hotel

#### Where should I start if I want to create my page:

This is very easy, you will have to click on the link "**Advertising**" displayed at the bottom of Facebook page, and choose "**Page**". Then, you will follow the different steps of the registration. To assist, Facebook list **some useful information** on How to manage your page. Please take time to read, this will be very useful.

Facebook © 2009 English (US)

About Advertising Developers Careers Terms 🔳 Find Friends Privacy Mobile Help

#### How often should I review and update my page:

You should review your page at least every 2 days.

The **content need to be updated as often as you can** to make your page **dynamic** and increase your **Fans' acquisition**.

## **Create your page on Facebook**

### **Important tips to follow:**

 <u>Name your Page:</u> Insert simply your hotel's name

#### • Photos and Videos:

#### Your profile Picture:

This is very important to take time to select and upload an <u>appealing picture</u> of your hotel. This is the 1<sup>st</sup> picture people will see on your hotel. Remember, a first good impression is key!

#### Photos or Videos albums:

You can upload as much photos albums you wish. Please, be careful when choosing the pictures or videos you want to display. It has to look professional.

This is important to upload regularly some pictures to make your page Dynamic

Post photos of products, employees, and customers.

Add video clips of your bar or restaurant in action.

#### • Make your page rich and engaging for your Fans.

Remember, the purpose of your page is to turn you Fans into Customers.

The more rich content you add, the more ways users can interact with it and spread that connection to their friends.

Do not hesitate to list your different events and Packages.

Write a note about upcoming promotions. This could be regarding your Food and Beverage Offers, or your Rooms Packages as well.

You can communicate on your **sponsorship** as well. For example, if your hotel is sponsoring a Raid Adventure Race for example, this could be very good to display this information.

### Create your page on Facebook

#### **Settings Option**

You have the possibility to target your audience as well:

You can choose to make your Page visible to certain **countries** for example.

Or you can implement some **Age restrictions** and make your Page visible to People above 18 years old for example

Country restriction	ns (edit)	
	sible to people in the following cou	untries:
🗹 US		
🗹 Canada		
🗹 ик		
🗹 Australia		
All other coun	ries	
0		
Age Restrictions	What is this?)	
Anyone (13+)	·	
Published Status		
Unpublished (vis	ble to no one but admins) 💌	

#### Process to follow:

You do not need to contract with Syndacast to create your Facebook page.

This is very easy to manage.

You should <u>dedicate one person within your Hotel</u> to be in charge of the creation and management of your Hotel page and update it regularly as explained in the previous slides.

Please, do not hesitate to have a look on what the other Accor hotels and your competitors are doing on Facebook.



## **Bangkok King Power case study**

Members will **join the group** (viral effect)

#### Wall:

Member will post some discussions about your hotel  $\rightarrow$  Great for awareness and decision making process

#### **Photos / Videos**

Members will post some pictures or videos of your hotel.

You will post and create some photos album and share Videos as well

# Create your own page and let people talk about your hotel!

# **Create your Ad**

## **Create your Ads on Facebook!**



Ibis Bophut Samui, Standard Room

Added July 16

# • PPC Ad:

Pay only when people click on your Ad, whatever the number of impressions.

## • Target your Ad and reach the exact audience you want:

- -Vietnam and/or France Network
- Male Female
- Age
- Language

Your Ad will be display only if you belong to the target you would have created

## • Choose the amount you want to spend per click:

Facebook will advise you on the average price (between 0,15 USD to 0.20 USD per click for example)

## **Online Report**

## Login to your account and access to your report online:

#### Thailand Campaign

		$\frown$	$\frown$			
Date	Total Impressions	Total Clicks	Total CTR	Total Average CPC	Total Average CPI	Total Spent
29-Jun-08	249,924	240	0.096%	\$ 0.11	\$ 0.10	\$ 25.44
7-Jul-08	514,920	347	0.067%	\$ 0.13	\$ 0.09	\$ 43.91
13-Jul-08	515,932	289	0.056%	\$ 0.14	\$ 0.08	\$ 40.25
20-Jul-08	220,676	117	0.053%	\$ 0.15	\$ 0.08	\$ 17.11
	1,501,452	993	0.066%	\$ 0.13	\$ 0.088	\$ 126.71

#### Singapore Campaign

Date	<b>Total Impressions</b>	<b>Total Clicks</b>	<b>Total CTR</b>	<b>Total Average CPC</b>	Total Average CPM	<b>Total Sp</b>	ent
27-Jul-08	210,367	124	0.059%	\$ 0.24	\$ 0.14	\$ 30.	.21
3-Aug-08	190,470	122	0.064%	\$ 0.24	\$ 0.15	\$ 29.	.32
10/11Aug-08	68,119	37	0.054%	\$ 0.25	\$ 0.14	\$ 9.	.43
	468,956	283	0.060%	\$ 0.24	\$ 0.143	\$ 68.	.96

## **IMPORTANT:**

This Facebook report won't show you the results in terms of Bookings and Revenue generated.

To do so, please, report to the next slide

# **Process to follow:**

You will have to **contract with Syndacast** to create your Ads on Facebook.

The main reason is to enable you to **measure the effectiveness** of your Ad in terms of **Bookings and Revenue Generated.** 

## **Example: Ibis Thailand Ad**

facebook	Profile edit Friends 🔻 Inbox 💌	home account privacy logout		
Search	Photos from IT'S SHOW TIME, BABY! Photo 4 of 6   Back to Event   See All Photos	Previous Next	Target:	
Applications edit			Thailand	
Image Photos Im			Singapore	
I Events			Hong Kong	
v more				
IBIS Hotels in Thailand			Over 20 years of	d
Looking for fun and trendy Hotel? Ibis Erawan open in Phuket, Pattaya, Bangkok				
and Samui. Best value guaranteed, from THB 850. More Ads   Advertise	CONTRACTOR PROPERTY	3. Reach the exact au	dience you want	He
	Ibis Bophut Samui, Standard Room	Location: Malaysia		
	Added July 16	Sex: Male	☑ Female	
		Age: 25 💌 Keywords:	- 35 💌	
		strategy grade (2001) 1201	Favorite music, movies, job titles, etc.) College Grad © In College © In High School	
		Relationship: Single	In a Relationship Engaged Married	
		Interested In: Men	Women	
17		I want to reach wome Malaysia.	en between 25 and 35 years old in $\Rightarrow$	

Help: Targeting an Ad

≈ 123,220

people