Local Business SEO Demystified









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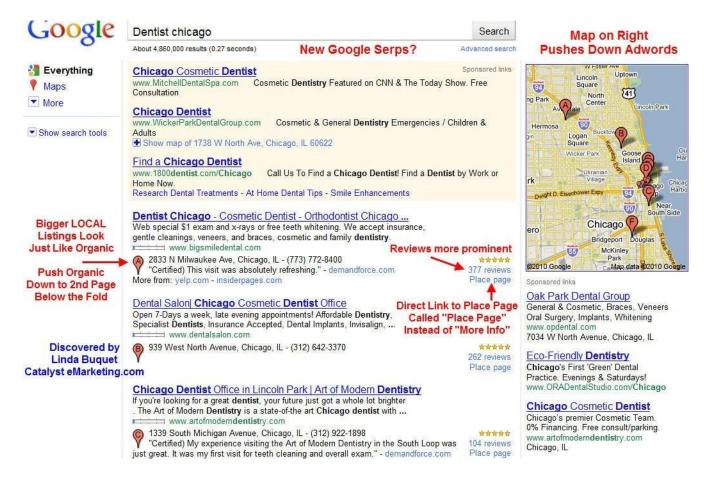




Google's New Local Search SERP

First Signs

On July 3, 2010 Linda Buquet of <u>Catalyst eMarketing</u> saw something new in the way Google displayed local search results in its SERPs. After seeing it, Buquet immediately sent Mike Blumenthal <u>emails</u> regarding her find which included this screenshot...



Following are Buquet's notes from her emails:

Search term: Dentist Chicago (FYI I am using FF) Double checked and it's not some weird caching error because other <u>dentist</u>/city searches come up the old way.

http://www.google.com/search?
hl=&q=Dentist+Chicago&sourceid=navclientff&rlz=1B3GGIC_en__US345&ie=UTF-8





In case I'm only seeing it on my datacenter and you are seeing something different, I'm attaching screenshots.

- 1. The Places listings are BIGGER and look like the organic results except they have a map pin.
- 2. As you scroll down the MAP scrolls with you. So even when you are at bottom of page in the organic listings the map moves down and shows on right.
- 3. ONLY 7 (purely) organic listings show and in this instance most are directories or assn. Only 2 are <u>Dentists</u>.
- 4. To get on the top TWO screens you need to be in local. Most of the organic are 2 screens BELOW the fold.
- 5. Reviews are more prominent.
- 6. Link to Place Page is marked as such, instead of just "More Info" which means better branding and name recognition for Google Places.
- 7. It's pulling meta description from the site just like organic.
- 8. PLUS it adds some snippets from reviews on the Place page. So best of both worlds and BIGGER!

Blumenthal <u>added</u> that the results also included links to review sites that Google is receiving from, as well as more information about some (but not all) of the businesses. He also noted that when Local shows at the top of the page, only 3 local results were showing above the fold <u>making</u> positions 4 through 7 much less valuable real estate than they currently are.

To make Blumenthal's last point clearer, below is the screenshot of how Google used to display local search/<u>business</u> results in the organic results.





safety deposit boxes guest laundry room service



As you can very well see, the old layout (which is now popularly referred to as the "7-pack") is really compact and appears in a form very much like a widget of sorts.

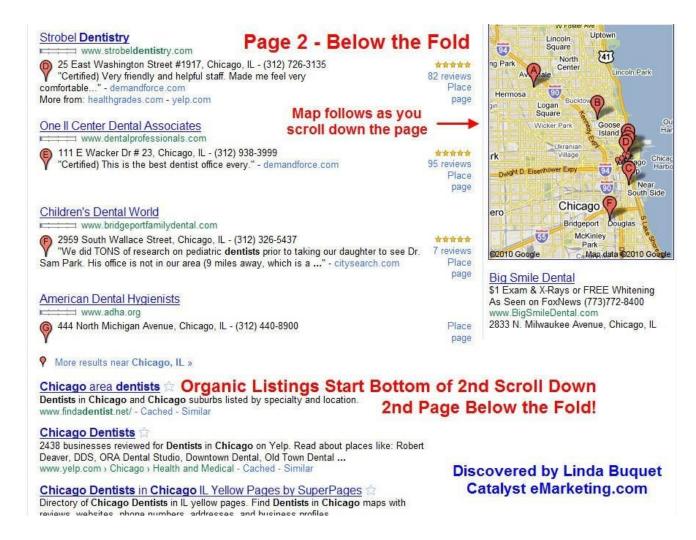
And since the results are tightly packed, being below or above the fold is not really much of a concern.

Blumenthal also added that in the results above the fold, information from the <u>website's</u> meta description tag were included with the listing.

This information was absent from those below the fold as you can see in the screenshot below (courtesy of Linda Buquet).





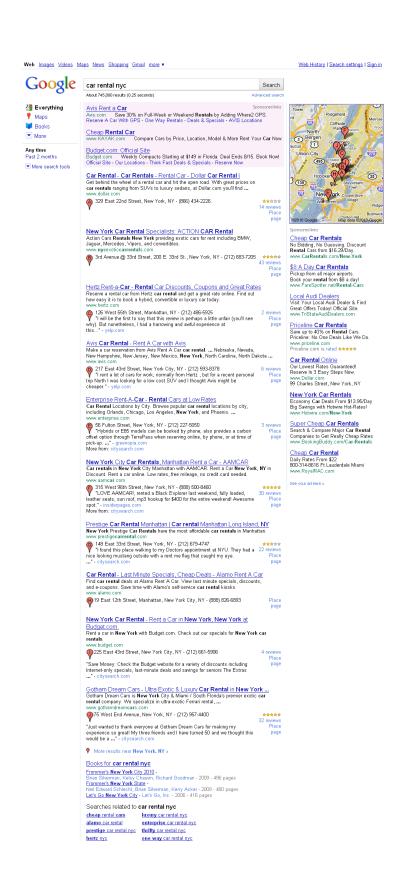


Google's Elaine Filadelfo (Global Communications & Public Affairs) would note on July 6 that it was an experiment saying "we're continually trying out new tweaks to a portion of our users."

A little more than a month later, Chris Boudreaux of <u>Converseon.com</u> reported seeing the new layout for the first time. What really struck him, however, was that the SERP he got was almost free of any standard <u>web</u> search results save for one located at the bottom of the page.













Boudreaux writes:

[...] the results seemed to exclude traditional organic search results, and that the page appeared dominated by organic results from Google Maps.

Boudreaux also noted that the sticky map appeared to disadvantage paid search results appearing below the third slot, which disappeared behind the map as users scrolled down the page.

In reaction to Boudreaux's remark regarding the (possible) exclusion of traditional organic search results in the SERPs, Blumenthal clarified that:

Google is not replacing organic results with local results. Rather they are merging the Local and Organic results and showing the exact same number of total listings on the page.

Some local listings though that previously had 2 listings, one local and one organic, now get only 1 consolidated and enhanced listing and only one <u>link</u> to their <u>site</u>.

If the listing currently has a higher local result than its organic listing, the listing typically moved up in the overall ranking of the new display. If the listing had no local presence in the current display, then it moved down the page.

If the Local listing was strong but the <u>website</u> had very low organic visibility then the listing would move down in rankings slightly. Thus the local listings that performed best were those with both good local ranking AND good organic rankings.

In addition, Blumenthal <u>noted</u> that directory sites, while remaining visible, moved down the page (e.g., Expedia, TripAdvisor, and HotelGuides main listings all dropped).

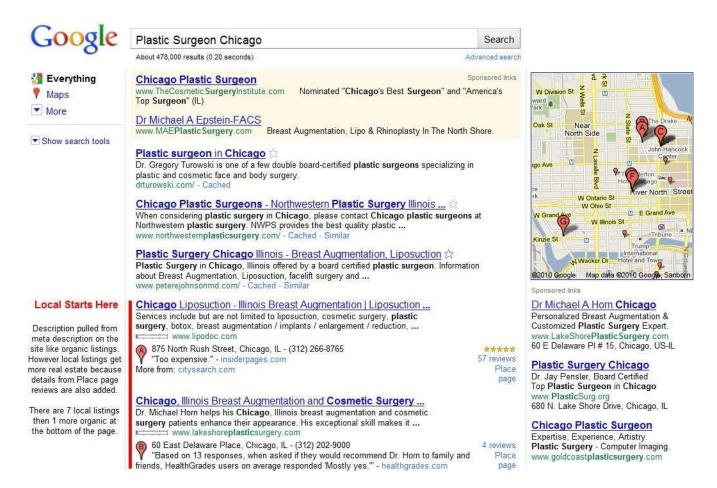
But, although pure directory sites were generally pushed down the





rankings, those providing significant <u>review</u> <u>content</u> to Google could gain immeasurable exposure and a number of prominent links. Also, the page of the new results appeared to be physically longer.

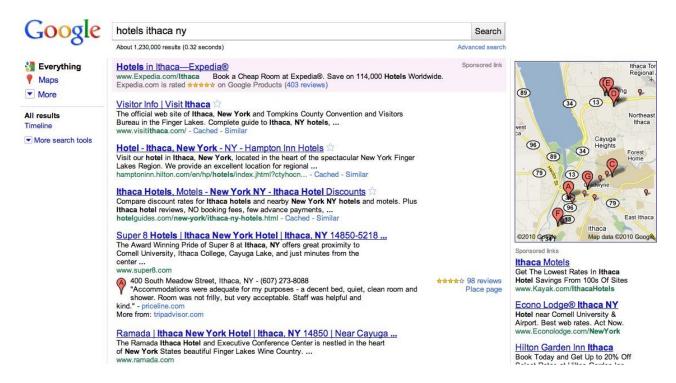
Another thing of note is that there are some instances (queries) where organic listings appeared above the local listings. Both Blumenthal and Buquet have screenshots as proof of this. Here's Buquet's:



And here's Blumenthal's:







At this point, it seems that the new layout is here to stay. The big question now is how this new layout is affecting the SERP rankings.

IYPs and SMBs Going to be Hit the Hardest

That's Internet yellow pages (IYP) and small-to-medium <u>businesses</u> (SMB), by the way.

Chris Silver Smith of Search Engine Land <u>presented</u> a possible (and compelling) reason why Google is doing the change.

According to Smith, Google (probably) wants to give its users what they are really looking for, and that is immediate answers.

You've probably been in a number of situations where you click on a result on the SERP and it takes you to another search engine or you land on a page where you are presented with yet another list to weed through (like in the case of directories).

Well, Google's Webmaster Guidelines actually specify that one should use robots.txt to disallow search results pages from getting indexed.

Published By PublicDomainDetective.com

https://jadait.com/



From Google's Webmaster Guidelines:

Use robots.txt to prevent crawling of search results pages or other auto-generated pages that don't add much value for users coming from search <u>engines</u>.

As a user, you would probably agree with Google on this point. However, according to Smith, this presents a problem to Internet yellow pages and <u>business</u> directory listing pages because, technically, they fall under the definition of "search results".

Smith speculates that:

[...] it's likely only a matter of time before they might begin penalizing or disallowing SEOed IYP listings pages".

[...]

As things currently stand, there's no question that this design change would be seriously devastating to the SEO projects for most directory sites.

As for SMBs, Smith pointed out that the <u>change</u> could easily result in far lower numbers of organic referrals for them, especially those who had been enjoying multiple spots on the SERPs (e.g., in the old 7-pack local results and top organic results).

As you can see in the screenshots presented above, much of the SERP real estate is being overrun by the new local results. Additionally, the change could also negatively impact the CTRs of the sponsored listings in the right sidebar because they are being pushed down by the sticky map.

Smith writes:

Google's overall philosophy of putting user experience above monetary <u>concerns</u> or any other priority is noble in most cases, but in the area of local businesses, there's perhaps more context which should be considered. One





might dismiss the probable negative impact to directory sites, but the likely impact to SMBs cannot be seen as acceptable. Will Google notice if businesses were to be negatively affected by the design change? Would they even care?

How the New Layout is Affecting Ranking

George Freitag (a Seattle-based Local SEO Specialist) published a <u>report</u> on November 27, 2010 on how the new layout is affecting rankings.

The Samples

For his test, Freitag monitored the movement in rankings of 50 random websites that they've been tracking for at least two months. He excluded sites that had substantial fluctuations in rankings within the few weeks leading to his test.

Also excluded were several sites that had not experienced any change in rankings because, according to Freitag, they "were in non-competitive areas where they pretty much dominated all other websites for their searches".

After collecting his samples, Freitag compared the organic rankings of several websites prior to the change to their rankings after the change. He also performed searches in Google Maps to see how the Places pages of his samples were ranking individually.

The Results

Freitag writes:

Of the 50 websites examined, 30 of them had an improvement in the new, "combined" results while 6 of them dropped. In most cases, this shift in their ranking could definitely be attributed to the performance of their local listings.

For sites that improved in ranking, Freitag saw a direct correlation





between the sites' improved ranking and their local ranking in Maps. For his searches, Freitag used a typical local query consisting of "business/service city st".

Old		New	
SERP	Maps	SERP	SERP Δ
3	1	2	
3	2	2	
2	1	1	
2	1	1	
3	1	2	
4	9	3	
4	5	3	
4	1	3	
5	9	4	
10	8	9	
7	2	6	
6	6	5	
4	3	3	
4	2	2	
10	3	8	
5	5	3	
8	6	6	
6	2	4	
7	9	4	
9	1	6	
9	6	6	
11	4	7	
9	7	5	
8	1	4	
9	5	4	
34	4	5	2:

Freitag found that sites that are performing well in both organic and local are performing even better in the new consolidated SERP. He also noted that a wellperforming Google Places listing pulls up a site's organic ranking.

In some instances, Freitag said, the combined <u>performance</u> of a <u>business</u> with both a decently ranking website and Places page was enough to push it up a rank or two in the new results.

However, there are also instances where a well-optimized Places page alone was able to significantly improve the rankings of a decently performing website, actually increasing its ranking by several spots.

From these results, Freitag's test seems to indicate that a local listing's performance is a significant

ranking factor in the new organic results.

Old		New	
SERP	Maps	SERP	SERP Δ
18	95	22	-4
4	34	8	-4
5	34	9	-4
29	119	32	-3
5	27	8	-3
22	57	24	-2

With regards to sites that have dropped down the ranks, Freitag initially assumed that their drop was due to an existing negative trend.

However, after considering sites that have previously been doing well (which dropped in rankings after the change), he discovered that the poorly performing business listings are not directly to be blamed for





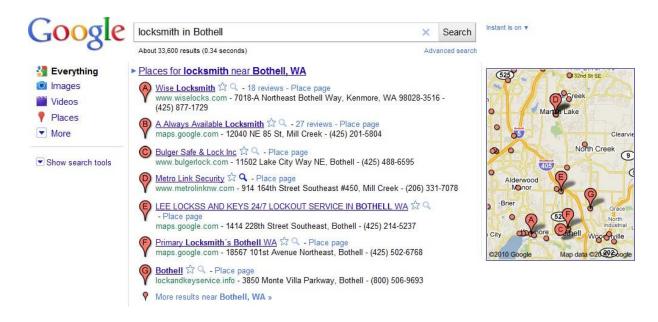
the drop. What's actually happening is since the local results being buried so deep in Google Maps, Google didn't associate the business's Places page with their <u>website</u>.

Because of this, the sites that did have well-optimized Places pages were ranking higher.

Other Observations

While going through dozens of various local searches, Freitag was able to make the following additional observations:

- Contrary to the issues raised by Chris Silver Smith regarding IYPs and directory listings, directory listings actually appeared to be showing up more frequently in local results in Freitag's test. And, in some cases, they took up the top 3 spots of the results.
- The 7-Pack, or rather one-line <u>business</u> listings similar to the old 7-Pack, aren't gone entirely. Lettered results still tend to <u>show</u> up when Google isn't entirely sure if a search is really a local search. Freitag notes that this typically happens in searches for smaller cities or regions.



• When using rank-checking tools, the one-lined, lettered listings





are not being counted, unlike before. However, Freitag notes that the larger results in his test are treated just as normal organic results prior to the change, completely disregarding the letter and local information assigned to it.

 Although Freitag saw plenty of sites on the first page without a Places page, he saw very few Places page ranking on the first page without a website. In comparison, it was very common to see sites that have a Places page with no website appearing in the old 7-pack local business results. As a matter of fact, some even outrank those that have websites as you can see below.



It now appears that it's nearly impossible for <u>businesses</u> that have no website to be included in the first page of Google's general SERP for most searches.

Conclusion

Drawing his conclusion from the results of his test, Freitag thinks that the best way to go in order to rank high in the local/organic SERPs is to have both a very well optimized website and an optimized, claimed Places page to associate with it.

Freitag writes:

All those old debates about whether it was better to have the top-ranking website in organic or have your business at the top of the 7-pack are over. Even if this isn't the final layout, it's clear that Google intends to make both count.

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Optimizing Your Google Places Page

Claim Your Google Place Page

You can go to Google Places and submit/add your business listing. But before you do that, it is advised that you check first if your business is listed there already.

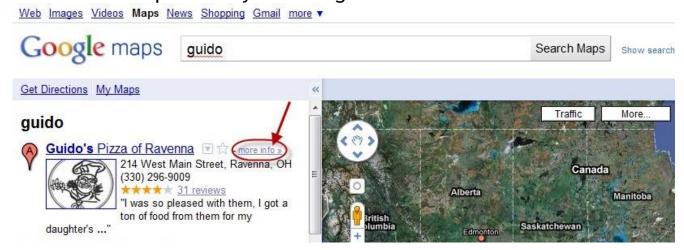
Note that aside from direct submissions by business owners or their representatives, Google also gathers local business information from third-party <u>websites</u> that have business listings (e.g., <u>online</u> yellow pages, directories, etc.).

So, even if you have not done anything yet (i.e., if you have not submitted your business to Google), your <u>business</u> could already be listed on Google Places.

To search for your business, simply go to Google Places and search for your business name (or your business address or your business phone number). By the way, it is advisable that you do searches for all these info. Doing so will increase your chances of finding your business listing (if it exists) even if it has typographical (or any) errors.

If your business is already listed, claim it.

Claiming an existing listing is quite simple. Just click on the **more info** link that corresponds to your listing...







...and, in the resulting page, click on the link that says **Business** owner?



After that you'll be asked to fill out a form and, voila, you've claimed your business listing.

If your <u>business</u> is not yet listed, go to http://google.com/places and submit your business. You'll need a Google account to be able to claim/submit your business listing, by the way.

Setup Your Service Area

When claiming/submitting your business listing, you will see a portion in the form where you are allowed to specify the geographic are that your business serves.



If you're a locksmith who services Kirkland, Bellevue, and Bothell but your business address is in Bellevue, your business listing will not appear in searches for a "locksmith in Kirkland" or "locksmith in Bothell".

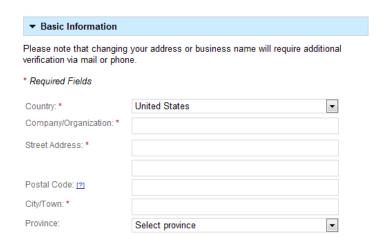
For you to appear in those searches, you need to go into your Places page and select "Yes, this business serves customers at their locations" and then define your service area to include all the areas that you serve.





Make Sure Your Address is Correct

Your business address has as much to do with <u>customer</u> service as it does with SEO. If you do have a physical address; like a restaurant or store, make sure it is listed correctly on your Google Places Page.



Make Sure That You Show Your Address

Google Places gives you the option to hide your address. But if you want your Places Page (and your site, for that matter) to rank well on Google's SERPs, you will have to show your address. Hiding your address can have a negative impact on your ranking even for service areas.

Choose the Right Categories

Do some market research and find-out the most commonly used business categories that are associated with your business. You can also check out your competitors' Place Pages (and other businesses' that are similar to yours) for category ideas. Using at least one of Google's default categories could work to your advantage, by the way.

Use Keywords in Your Place Page Description

Writing a full and complete description about your business using keywords will help your ranking. However, be careful not to stuff your description with too many keywords, lest be penalized for keyword stuffing.





Add/Include Photos and Videos to Your Place Page

Google Places allows you to upload up to 10 photos of your establishment and/or <u>products</u>, and links of up to 5 YouTube videos related to your <u>business</u>.

Including photos and/or videos on your Place Page will contribute to your page's completeness and improve your ranking. As an added bonus, photos and <u>videos</u> also help your page stand out among the search results.

List Your Phone Number with the Local Area Code

Make sure that the phone number you list on your page has the same area code as your area of operation and/or your target market. If you don't have a local number, you can get a free one from <u>Google Voice</u>.

The great thing about having a Google Voice number is that you can set it up in such a way that when a customer calls your (Google Voice) number it'll send the call to the phone you're currently using.

Additional Info

- Do not create multiple Places Pages with the same phone number. Actually, do not create multiple Places Pages unless you have other branches or other businesses.
- If you are renting office space with many businesses in the same building, be sure to include your suite number.
- As already mentioned, DO NOT hide your address.
- Do not use an 800 number.
- Do not use a P.O. Box for your address. Google doesn't allow it.





Optimizing Your Linked Website and Landing Pages for Google Places

As mentioned earlier, having a <u>website</u> will help you rank well in the SERPs. So, if you don't have one yet, better have one made now.

But as you may already know, having a website alone won't do you much good. What you need is a site that's properly optimized for Google Places.

Here are a few things that you can do to optimize your site for Google Places:

- Include city and state in all of your website title tags. This will help both your organic and local rankings
- Include your full address on your landing pages. Make sure that the address on your site matches the one you have on your Places Page. Also, make it a point to enter your address in the format used by Google Maps. Additionally, make sure that your address is written in "real text" (i.e., not an image).
- Include your phone number on your landing pages, including your area code. This will indicate to Google that your <u>business</u> is actually where you indicate it is located.
- When building links, always make it a point to include the location keyword in the anchor text of your inbound links. For example, "locksmith in Kirkland" or "locksmith in Bothell".
- It's ideal that your URLs contain a location keyword. For example, http://www.example.com/kirkland-locksmith
- If you have multiple locations, create separate landing pages for each location.





Citations and Reviews

A citation is simply a listing for your business on another site (including the business name, phone number and address).

Yes, it's very much like link building, except that instead going around looking for sites where you can drop your link at, you need to only look for sites that allow you to list your business with the address and phone number.

This also includes sites that allow users to user to submit a review of your <u>product</u> or service. Following are the most important citation factors that will affect your page ranking:

Consistency - Make sure your <u>business</u> name, address, and phone number are the same for all directories and that it exactly matches the information on your Google Places Page.

Quantity of Citations - The more directories you're listed in, the better.

Quality of Citations - Being listed in the directories of well-known and trusted directors can give your page ranking a boost. The same goes with being listed in local directories.

As for reviews, although Google has stated that Place page ranking is not affected by reviews being positive or negative, other review factors can have an impact on your rank.

These factors are as follows:

Volume of Reviews - Simply put, the more reviews you have, the better. So, try to have at least as many customer reviews as your competition. Be careful, though. If you're <u>thinking</u> about writing tons of reviews for your own business, think again. If you get a lot of reviews all at once, it will look spammy to Google and you may get penalized.

Velocity of Reviews - Having a regular, steady stream of reviews





can get you a long way.

Reviews Left Directly On Google - Reviews left by people with Google accounts with a long account history are more likely to be trusted by Google, than those people that sign up for a Google account just prior to writing a review.

Location and Product Keywords in Reviews - Though you won't have any direct control over what your customers write about you and/or your <u>business</u>, you can suggest they mention your location and product or service when writing a review.





Creating Local Search Engine Business Listings and Relevant Backlinks

Yelp:

Go to https://biz.yelp.com/signup

Enter your business' name in the Your Business' Name field.

Enter the City and State where your business is located in the **Near** field.

Click on the **Search** button.



Go through the list and see if your <u>business</u> is already listed. If it is, click on the **Unlock** button that corresponds to it. If your business is not on the list, click on the **Add your business to Yelp** link at the bottom of the list.



On the following page:

Choose your country from the Country dropdown list.

Enter your business' name in the Business Name field if it's not yet there.





Enter your business address in the Address 1 and Address 2 fields.

Enter the city where your business is located in the City/Town field.

Enter the State where your business is located in the State field.

Enter the Zip code where your business is located in the **Zip** field.

Enter your business' phone number in the **Phone** field.

Enter your business' web site's URL in the Web Address field.

Enter your business' operating hours under **Hours**. Click on the **More Hours** button to add more days and hours.

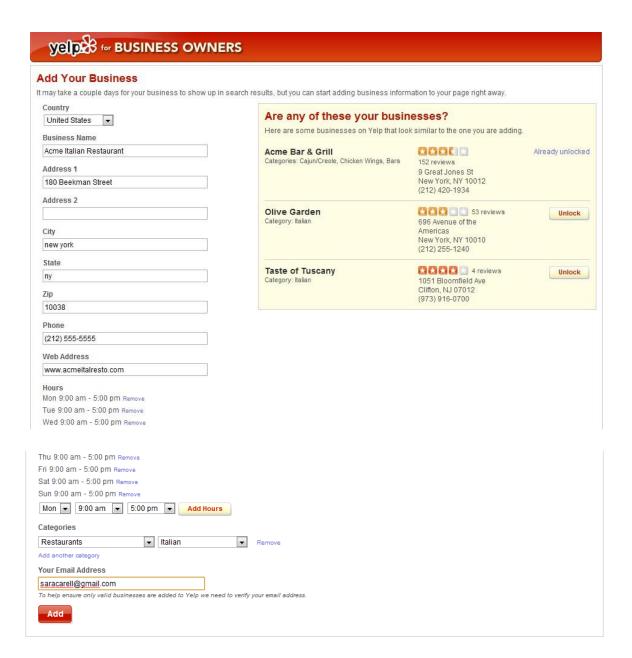
Select the category where your <u>business</u> falls under from the **Categories** dropdown menu. Click on the **Add another category** link to add more categories.

Enter your email address in the **Your Email Address** field (this will be used for verification purposes).

Click on the Add button when you're done.







Check your email and click on the verification link provided.





Best of the Web:

Go to http://local.botw.org/helpcenter/jumpstartproduct.aspx

Click on the Sign Up button.



Under Contact Information:

Enter your first name in the **First Name** field.

Enter your last name in the Last Name field.

Enter your address in the Address 1 and Address 2 fields.

Enter your city in the City field.

Select your State from the **State** dropdown menu.

Enter your ZIP code in the **ZIP Code** field.

Enter your phone number in the Telephone Number field.

Under Business Information:





Enter your business name in the Business Name field.

Enter your business address in the Address 1 and Address 2 fields.

Enter the city where your business is located in the City field.

Select the State where your business is located from the **State** dropdown menu.

Enter the ZIP code where your business is located in the **ZIP Code** field.

Enter your business phone number in the **Telephone Number** field.

Under Account Info:

Enter your desired username in the **Username** field.

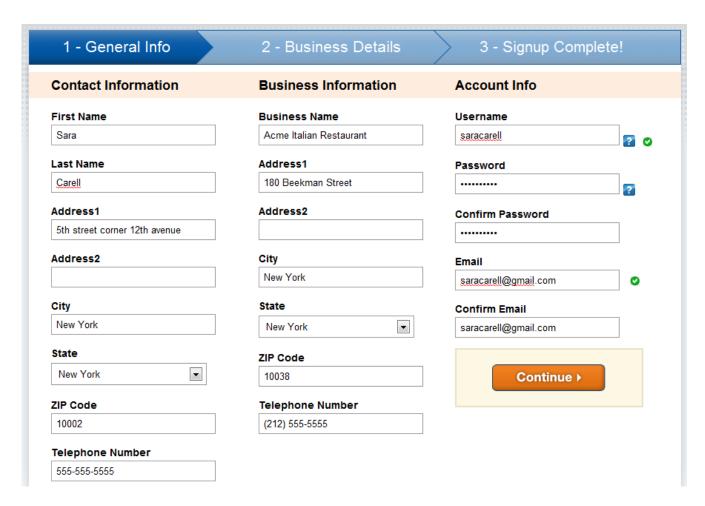
Enter your desired password in the **Password** field and re-enter it in the **Confirm Password** field below.

Enter your email address in the **Email** field and re-enter it in the **Confirm Email** field below.

Click on the **Continue** button when you're done.





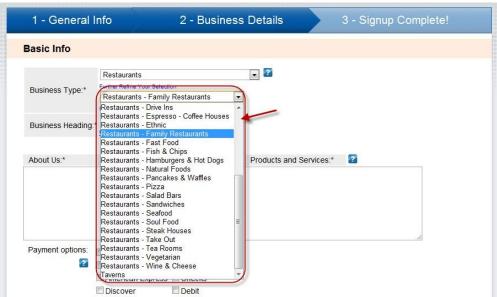


On the following page:

Select your type of <u>business</u> from the **Business Type** dropdown menu.







Select an appropriate heading/category for your <u>business</u> from the **Business Heading** dropdown menu.







Enter a brief description for your business in the About Us box.



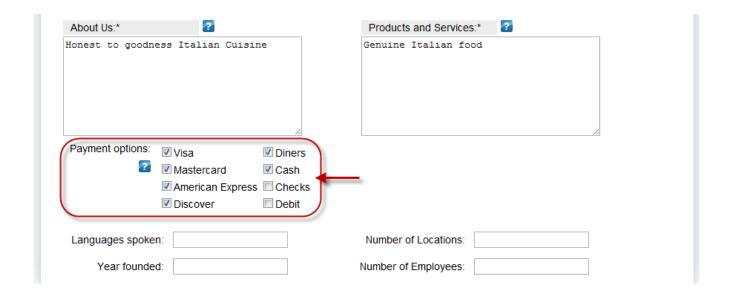
List down your <u>products</u> and services in the **Products and Services** box.



Choose the payment methods available in your business.







Enter your and your crew/staff's spoken languages in the **Languages** spoken field.

Enter the founding year of your business in the Year founded field.

Enter the number of locations/branches your business has in the **Number of Locations** field.

Enter the number of employees that you/your business have in the **Number of Employees** field.

Click on the **Continue** button when you're done.



Check your email and click on the verification link contained in it.





InfoGroup:

Go to http://home.infousa.com/Static/DatabaseUpdate

Enter your phone number in the **Phone** field.

Enter the name of your <u>business</u>/company in the **Business Name** field.

Enter your business address in the Location Address field.

Enter the city where your business is located in the City field.

Select the State where your business is located from the **State/Province** dropdown menu.

Enter the ZIP code where your business is located in the **ZIP/Postal Code** field.

Enter your first name in the Contact First Name field.

Enter your last name in the Contact Last Name field.

Enter your title in the **Contact Title** field.

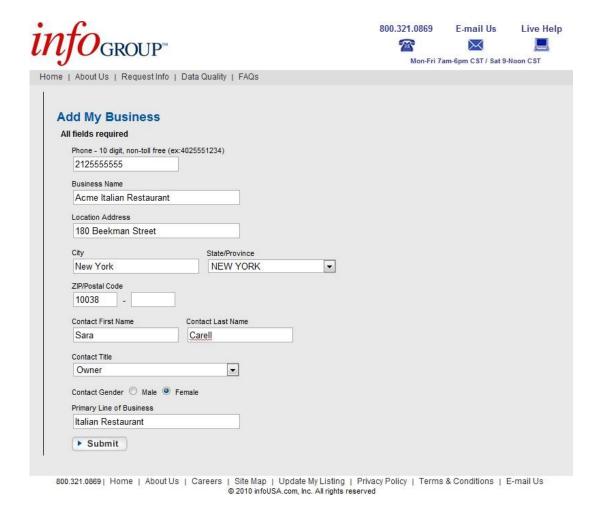
Select your gender.

Enter the type/category of your business in the **Primary Line of Business** field.

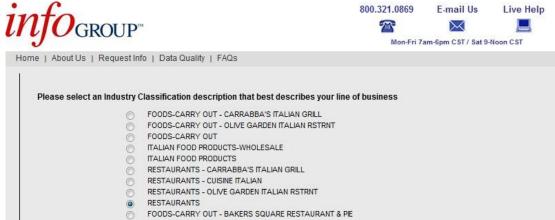
Click on the **Submit** button when you're done.







On the following page, select the most appropriate classification for your business from the list provided.



Click on the Submit button at located at the bottom of the page.

On the following page, you are given the option to provide additional





information about your <u>business</u>. These include the fax number, toll-free number, web site address/URL, email address, etc.

1to grave		800.321.0869	E-mail Us	Live
<i>lJO</i> GROUP™		Mon-F	ri 7am-6pm CST / Sat 9	Noon Cer
ne About Us Request Info Data	Ouglity I EAGe	wlon-F	n ram-opm CSI / Sat 9	-Noon CSI
ne About Os Requestinio Data	duality FAUS			
Please provide any additional informa	ation you would like to include			
Fax Number - 10 digit, non-toll free (ex:4	1025551234)			
Toll Free Number (ex:4025551234)				
Web site Address				
E-mail Address				
Number of Employees at this location				
Location Ownership O Own				
Mailing Address (if different than location	n)			
City	State/Province	_		
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ZIP/Postal Code				
-				
Additional contacts:				
	act Last Name			
Contact riist Name Cont	act Last Name			
	P			
Contact Title	•			
Information Technology				
Contact Gender 🦁 Male 🔘 Fema	le			
E-mail Address				
Contact First Name: Cont	act Last Name			
Contact Title				
Information Technology	•			
Contact Gender Male Female				
E-mail Address				
▶ Submit				

Click on the Submit button when you're done.





Brownbook:

Go to http://www.brownbook.net/business/add/

Enter the name of your business in the Business Name field.

Enter your business address in the **Business Address** field.

Enter the ZIP code where your business is located in the **Zipcode/Postcode** field.

Select the country where your business is located from the **Country** dropdown menu.

Enter your business phone number in the Phone Number field.

Enter your mobile phone number in the **Cell/Mobile** field.

Enter your fax number in the Fax Number field.

Enter your email address in the Email field.

Enter your business's web site URL in the Website field.

Enter your business's blog URL in the Blog field.

Enter your or your business's Twitter handle in the Twitter field.

Enter your or your business's VoIP contact information in the **VoIP** field.

Enter your or your business's Instant Messenger contact information in the **Instant Messenger** field.

Under Tags:

Enter keywords that describe your <u>business</u> in the **Business tags** box and the locations where you are doing business in the **Location tags** box.





	book.net		Search Worldwide
the FREE directory	hat ANYONE can edit		Home Add a business Login Register Hel
Add a busine	ss (step 1 of 2)		■ Is this your business?
You're adding a new b (Did you check first to s Business Details	usiness. Lee if it already existed - try searching fo	r the business name and the town?)	A Brownbook listing is an essential part of y
Business Details Business Address Correct spelling and address format will help ensure an accurate map of your location - use the next box for your zip code / postal code Zipcode / Postcode Country Phone Number Cell / Mobile Fax Number Email Website Blog Twitter (e.g. @daveingram) VoIP (e.g. Skype: name) Instant Messenger (e.g. MSN: name)	Acme Italian Restaurant Spell it correctly - you won't be able to 180 Beekman Street 10038 United States (212) 555-5555 Info@acmeitalresto.com www.acmeitalresto.com	change this	2. Get found online Your Brownbook listing gets you found in Brownbook AND on the major search engine 3. Claim and promote your listing Claim your listing to take control, get alerte updates, and add logos, photos, video and in the search of the search o
Fags Business tags enter keywords that describe your business, e.g. "dentist, teeth, dental". Separate each with a comma) Location tags enter locations where you do business, e.g. Putney, London, UK, United Kingdom". Separate each with a comma)	Italian Restaurant US, United States		

Next





Click on the Next button when you're done.

On the following page, under I'm NOT registered yet:

Enter your email in the **Email** field and re-enter it in the **Confirm email** field below.

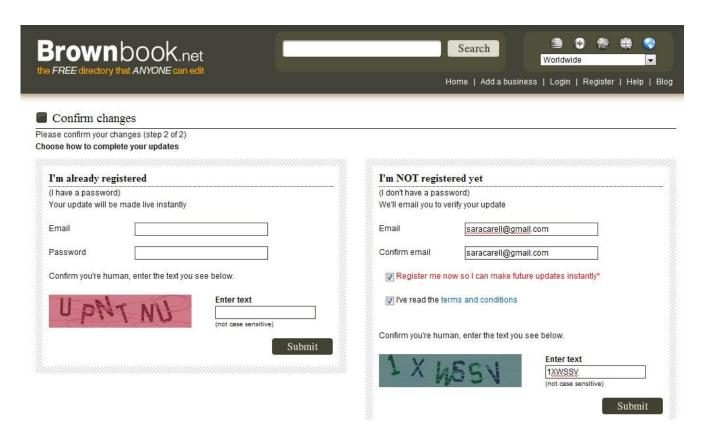
Click on the tick box labeled **Register me now so I can make** future updates instantly.

Make sure that the tick box labeled I've read the terms and conditions is checked.

Enter the word verification.

Click on the **Submit** button.

Check your email and click on the confirmation/verification link contained therein.





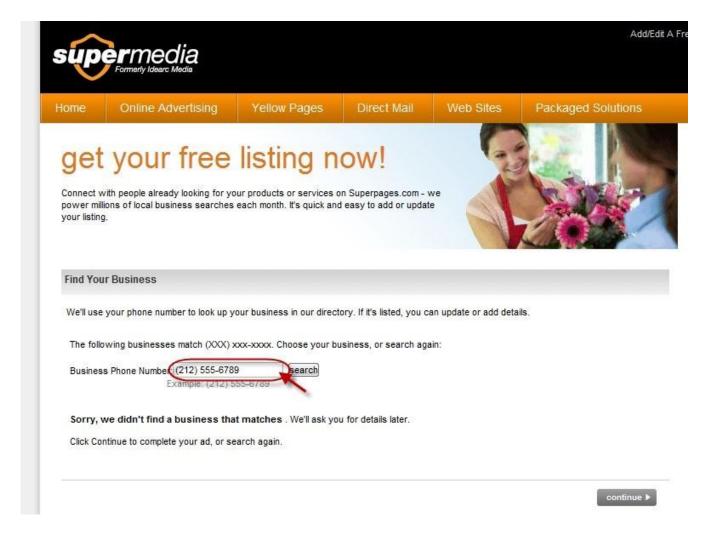
tps://jadait.com/



SuperMedia:

Go to http://www.supermedia.com/spportal/quickbpflow.do

Enter your business phone number in the field provided.



If your business is already in SuperMedia's directory, you will be allowed to update/edit your business details. Otherwise, you will be allowed to create a new listing.

To create a new listing, click on the Continue button.

Under Enter Business Contact Information:

Enter the name of your business in the Business Name field.





Enter your business phone number in the Phone Number field.

Enter your business email address in the Email Address field.

Enter your business web site URL in the Web Site URL field.

Under Add Location Information:

Enter your business address in the **Street** field.

Enter the city where your business is located in the City field.

Select the State where your business is located from the **State** dropdown menu.

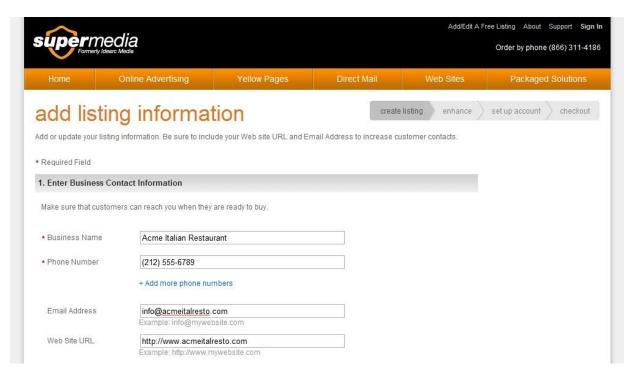
Enter the ZIP code where your business is located in the **ZIP/Postal Code** field.

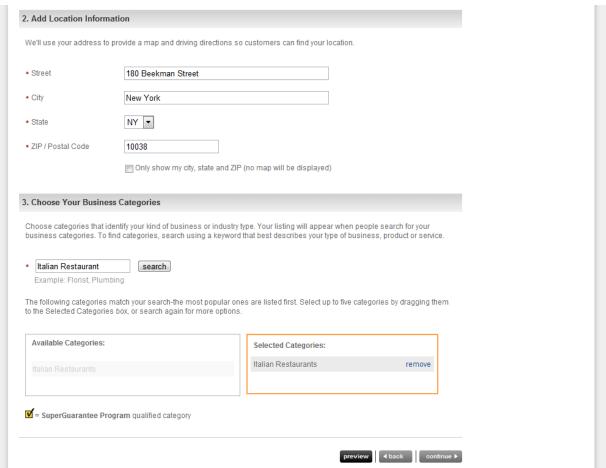
Under Choose Your Business Categories, enter the category that best fits/describes your business in the field provided and click on the Search button.

Click on the **Add** link that corresponds to the category that best describes your <u>business</u>.













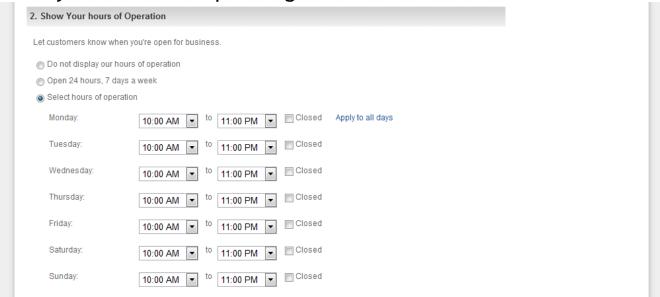
Click on the **continue** button.

On the following page:

Select the <u>products</u>, services and <u>brands</u> your <u>business</u> is offering by clicking on the **add** link that corresponds to the item you are offering.



Enter your business's operating hours.



Choose the payment methods that your business accepts.





3. Select Payment Options				
Specify how customers can pay at your business. Check all payment options that apply.				
American Express	Personal Checks	Carte Blanche		
✓ MasterCard	Money Orders	Credit Terms Available		
▼ VISA	Travelers Checks	Financing Available		
Debit Cards	Cash Only	Google Checkout		
✓ Discover	Diner's Club	PayPal		

Under Add Company Details:

Enter a brief description about your page in the **Business Description** box.

Enter your certificate and/or affiliations in the **Certifications & Affiliations** field.

Enter your specialties in the **Specialties** field.

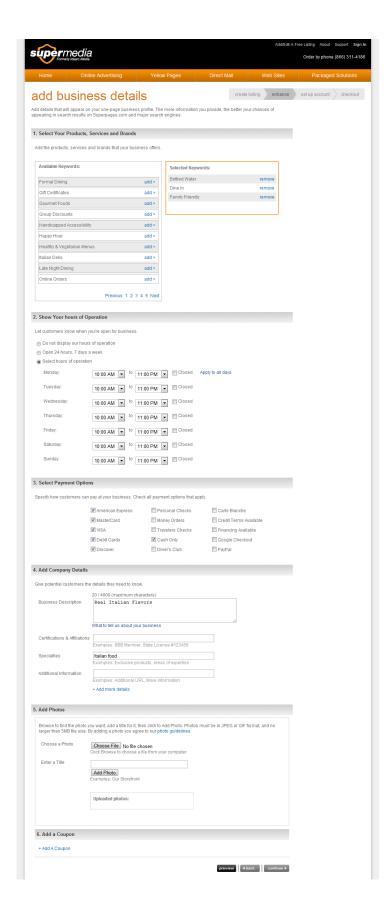
Enter additional (custom) information about your <u>business</u> (if any) in the **Additional Information** field.

Under **Add Photos**, click on the **Browse** button to look for the image you want to include in your listing from your <u>computer</u>.

Enter a title for your <u>photo</u> in the **Enter a Title** field. Click on the **Add Photo** button to upload your image/photo.





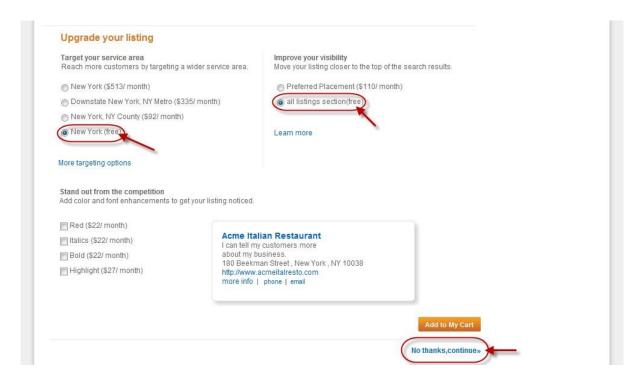






Click on the continue button when you're done.

To avail of the free listing, make sure that the free listing is selected then click on the **No thanks, continue** link located at the bottom of the following page.



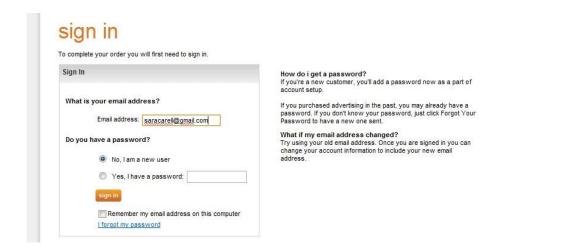
On the following page, enter your <u>email</u> address in the **Email address** field.

Make sure that No, I am a new user is selected.

Click on the Sign in button.

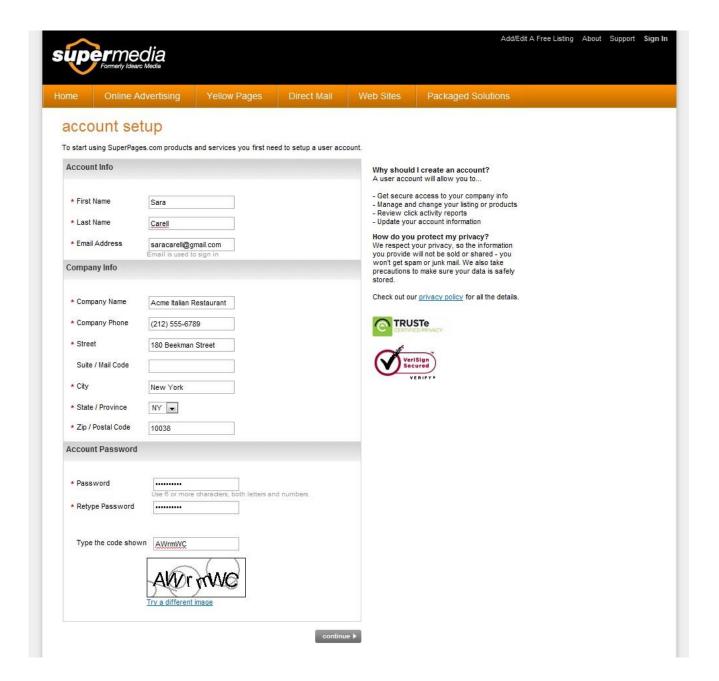






On the **account setup** page, fill out all the necessary information and click on the **continue** button.





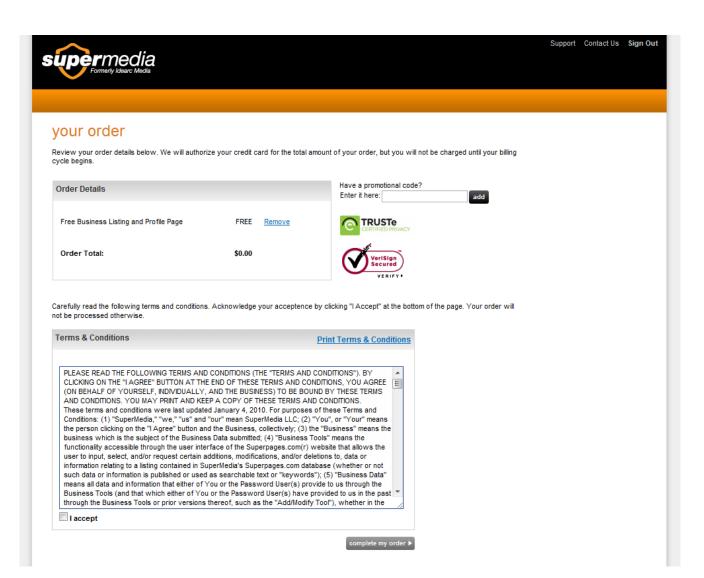
On the following page:

Read the agreement and <u>click</u> on the tick <u>box</u> labeled I accept.

Click on the complete my order link.









Additional Business Listing Sites:

Following is a list of other sites/local search engines you can add your business listing to.

Name	URL	Description
Local.com	https://register.local.c om/	Local.com attracts more than 20 million unique <u>visitors</u> each month, all seeking information on local businesses, <u>products</u> , and services.
Localeze	http://webapp.localeze .com/extranet/addbusi nessdesc.aspx	Localeze distributes your business information to a network of important Local search engines and directories.
Rate it all	http://www.rateitall.co m/AddItem.aspx? Promote=1	RateItAll is the fun and social way to find and share reviews about anything. From local bars and restaurants, to products, to people, to places, to music anything at all!
InsiderPage s	http://www.insiderpag es.com/session/new	At InsiderPages.com, people share reviews of local businesses and find great services they can trust. Millions of people visit the site each month to get the Insider scoop on local businesses.
Yellowbot	https://www.yellowbot. com/submit/newbusin ess	YellowBot is essentially a local search site for finding and reviewing the places you go to in your community (and elsewhere).
CitySquares	https://my.citysquares. com/search	Citysquares.com is a local company that brings together local businesses and their consumers. It focuses on roviding rich, hyper-local content for urban and suburban





		communities.
Judy's Book	http://www.judysbook.	Judy's Book is a book of local
	<pre>com/merchant/</pre>	secrets that helps you to make
		decisions.
MojoPages	http://www.mojopages	Whether you're searching for a
	<u>.com/</u>	good restaurant, <u>car</u> mechanic,
		dentist or other local businesses
		the <u>video</u> , pictures and written reviews from members of
		MojoPages can help guide you to
		the best.
InfoUSA,	http://dbupdate.infous	Founded in 1972, infoUSA is the
Inc.	a.com/dbupdate/index	leading provider of business and
	.html	consumer information products,
		database marketing services,
		data processing services and
		sales and marketing <u>solutions</u> .
MagicYellow	http://www.magicyello	Online yellow pages
	w.com/Add_Your_Busin	
LICCity not	ess.cfm	Add your link in the presity not
USCity.net	http://www.uscity.net/listmysite.html	Add your link in the uscity.net National Business Directory.
DiscoverOu	http://www.discoverou	DiscoverOurTown.com, also
rTown	rtown.com/NewListing	known as DOT, is the ultimate
	.php	travel and shopping directory
		that provides information about
		the most interesting and
		exciting features of a town.
HotFrog	http://www.hotfrog.co	HotFrog is USA's fastest growing
	<u>m/</u>	FREE online business directory
		listing over 6.6 million US businesses.
GenieKnow	http://www.genieknow	GenieKnows connects search
S	s.com/business/add	technology, community and
	5.com/ basiness/ add	content by developing niche-
		specific portals tailored for
		distinct searching communities,
		delivering a focused, useful and
		rewarding search experience.





Kudzu	https://register.kudzu. com/packageSelect.do	Kudzu provides consumers with trusted information about local providers for home, <u>health</u> , and other <u>life</u> service needs — and gives <u>businesses</u> the tools to drive "word of mouth" online.
Matchpoint	https://providers.matc hpoint.com/register.ht m	N/A



