# PROMOTE YOUR BUSINESS OR COMMUNITY WITH TOURISM NOVA SCOTIA

June 4, 2020

Presented by Michelle Sears, Digital Marketing Advisor



## Michelle Sears, Digital Marketing Advisor, Tourism Nova Scotia

- Michelle is a member of the marketing team at Tourism Nova Scotia and oversees the official trip planning website, NovaScotia.com
- Michelle led the recent refresh of NovaScotia.com
- She works directly with tourism operators to optimize their presence on NovaScotia.com and help them connect with potential customers



### **AGENDA**

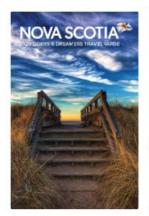
- What we do
- Listings on NovaScotia.com
  - Tourism Business listings
  - Festivals & Events, Packages & Experiences
- Boosting your Community profile
- Opportunities
  - Advertising Opportunities
  - Photo & Video Assets
- Social Media

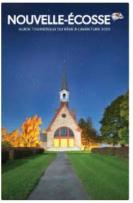


### WHAT WE DO

We promote Nova Scotia as a vacation destination by showing potential visitors the many things that they can see and do while on vacation in Nova Scotia.

We focus on experiences that our research tells us will motivate people to book a trip. We have several channels that we use to market directly to travellers.









### NOVASCOTIA.COM

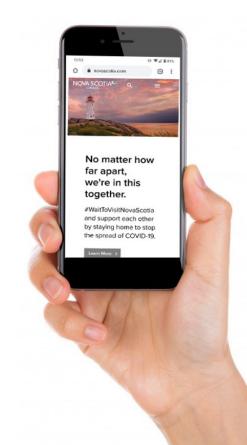
We work with Nova Scotia tourism businesses, organizations and communities to showcase the variety of things to do and places to stay while on vacation here.

Our goal is to inspire visitors to book a trip to Nova Scotia and to connect them directly with businesses in order to close the sale.



### NOVASCOTIA.COM

- New mobile friendly website launched in February 2020
- New features include:
  - Interactive map tool with date and category filters
  - Addition of Itineraries and Stories sections

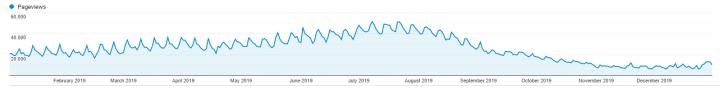




### 2019 WEBSITE ANALYTICS

- 3.6 million entrances onto NovaScotia.com (-2%)
- 2 minutes avg per session (+9%)
- 14.9% bounce rate (-23%)
- 38% exit rate (+8%)

Comparison of 2019 to 2018



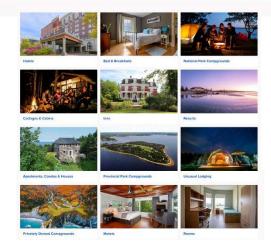


### LISTINGS ON NOVASCOTIA.COM

- Business
- Festival & Events
- Packages
- Experiences









### **BUSINESS LISTINGS**

### **Places to Stay**

#### **Attractions**

Gardens, Lighthouses, Museums & Historic Sites, UNESCO Sites, Artisans
 & Galleries, Health & Wellness, Theatres, \*Kid Friendly

### Eat & Drink

 Wineries, Distilleries, Breweries, Cideries, Restaurants, Farm & Farmers' Markets, Specialty Food Shops, Food & Drink Tours

#### **Outdoor Activities & Tours**

 Parks, Trails, Beaches, Whale Watching, Hiking, Equipment rentals, Surf & Water Sports, Kayaking/Canoeing, Golf, Tidal Bore Rafting, Cycling, Sightseeing, Boating & Sailing, Fossils, Winter, Adventure, Sport Fishing



## TOURIST ACCOMMODATIONS REGISTRY

Fixed-roof accommodations wishing to appear on NovaScotia.com must:

- Register with the Tourist Accommodations Registry
  - <a href="https://beta.novascotia.ca/register-your-tourist-accommodation">https://beta.novascotia.ca/register-your-tourist-accommodation</a>
- Provide monthly accommodation occupancy reports
  - https://tourismns.ca/research/accommodation-occupancy-reporting



<sup>\*</sup>Campgrounds must also provide monthly accommodation occupancy reports in order to be listed on NovaScotia.com.



BATS IL DELAKES

#### Gaspereau Vineyards

Bay of Funcy & Annepolis Volley

WEBSITE







#### Overview

Neitled on the south-facing slopes of the sun-kissed Gespensio Valley, Cooperesis Vinleyorth is a boutique wheely best known for outstanding Riscings and that bevioral, torioli driven oligipant white and robust no wines. Dur winery creates award winning sionaum solate-grown vinits.

Winemaker Gine Hoverstock takes great sore to transfer the essence of Neva Scatta's extraordisary terroir into truly unique wines. The result is wine of exceptional guality for the sophisticated palice and intende occasions.

We are factored just 3 kilometres than it constraint Workfale. Daily you'll enjoy wine trainings and braveling aux broad selection of wines. In season we offer integral or integral or our in

In the viveyand and boutcost, the Geograms beam is a small but passionate crew dedicated to providing greats with a complete and paisonal New Scalains with expensions. Through paining applicable and hallings we will help you they discover the expansions in our Nove Scolain wire. There is always correlating series to discover here. LOCATION 2239 White Rock Roest Gasperook

Get Describons

May St., 2000 - December 23.

CONTACT 902 542 M55

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HOURS OF May 2-31 daily 10am-5om, June OPERATION 1-September 30 daily 10am-6om,

Coccer 1-27 daily floan-Spin, Coccer 28-December 28 Frosy-Sunicy Com-figure (closed for Exmentinence Boy)

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Read Reviews

#### Experiences, Packages & Events



Afternoon Except Afternoon Except NEGA POSA More May 85 2020 - Cresser 24 2820



Driving & Lieth Escape
Hallo Ho College
Way EL 2021 - October 31, 2020



Larger photo display and carousel

Business \_\_ description

Links to your experience, package and/or event listings





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We are occured just 3 kitometers from downtown Wolfville. Daily you'll anguy wine testings and browning our broad selection of wines. It season we offer inversant boards and locally inspired food painings on our Leaves Villende Palle. Gab's a lunch-do-go and the along our velocy sector, or inger wine signed on the missing our velocy sector, or inger wine signed on the one to problem villed the scale for the Villed Palled Pall

In the vireyand and boutque, the Gasperreas seem is a small but presionate crow dedicated to providing quests with a complete and personal Nava Scotian wine experience. Through pairing suggestions and testings we will help you truly discover the excellence in our Nova Scotia wine. There is always something special to discover here.



Contact information prominently displayed including links to website. social media. 'Book Now', & **TripAdvisor** ratings





### MANDATORY INFO ON LISTINGS

- Minimum of 1 horizontal photo
- Contact information including address, phone, and email
- Open and close dates and times
- A written description of the services provided by your business
  - Visit <a href="https://www.tourismns.ca/webinar-series">https://www.tourismns.ca/webinar-series</a> to view recorded webinar 20 May 2020: SEO: Why Search Engine Optimization is More Important Than Ever for technical tips on how to improve your search rankings
- A link to your ratings on a peer review site
  - i.e. TripAdvisor, Expedia, Google Business, Yelp, etc.

\*Accommodations & Campgrounds must also include rates, number of rooms/sites, and available amenities.



### APPLY FOR A BUSINESS LISTING

To apply for a free business listing, please ensure you meet the specified criteria and apply using the appropriate application form.

Forms can be returned by mail or scanned and submitted by email to <a href="mailto:stephanie.wadden@novascotia.ca">stephanie.wadden@novascotia.ca</a>.

- Criteria: <a href="https://tourismns.ca/marketingeligibilitycriteria">https://tourismns.ca/marketingeligibilitycriteria</a>
- Application forms: https://tourismns.ca/promoteyourbusiness



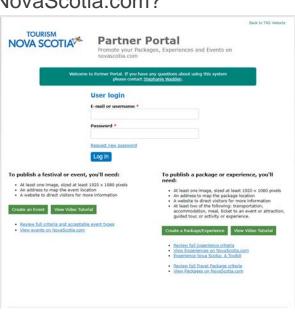
### PARTNER PORTAL

Organizing a Festival & Event? Do you have a travel package or a special deal that you would like to add and link to your tourism business listing? Are you offering a unique experience that would qualify for an experience listing on NovaScotia.com?

To add your free festival & event, package or experience listing to NovaScotia.com, you must create a login on Partner Portal, then add all required information and submit for approval.

https://partners.novascotia.com





### FESTIVALS & EVENTS

### **Categories**

- Don't Miss
- Community
- Food & Drink

- Arts & Culture
- Music
- Outdoor & Sports

If your event has been cancelled for 2020, be sure to update your 2021 events dates as soon as possible so travellers planning future vacations have a chance to learn about your event at: <a href="https://partners.novascotia.com">https://partners.novascotia.com</a>

For more information about hosting events, visit: <a href="https://www.eventsnovascotia.com">www.eventsnovascotia.com</a>







#### Royal Nova Scotia International Tattoo 2021

Halifax Metro

**BOOK NOW** 















1800 Argyle Street Holifax

B3J 2V9 Get Directions

PRICE \$25.00 to \$68.00

DATES

June 26, 2021 - July 03, 2021

CONTACT

9024201114 18005631114 Info@nstattoo.ca

View Website

909

#### Overview

Hallfax's summer kickoff event is back and better than ever - and kids are free!

The Royal Nova Scotia International Tattoo is the only place you'll find pipers, drummers, dancers, acrobats, bands, choirs, singers, display teams, historical re-enactments, military precision and so much more under one roof!

Running June 26 to July 3 2021 at the Scotiabank Centre.

Tickets will be on sale soon.

### **PACKAGES**

A travel package on NovaScotia.com must include at least two purchasable items under one price point.

i.e. two-night accommodation and a guided kayaking tour

A travel deal on NovaScotia.com must include an obvious saving or special deal.

 i.e. stay two nights and save a set percentage off an additional consecutive night

Add your package at: <a href="https://partners.novascotia.com">https://partners.novascotia.com</a>









#### Smudging

Color Test



LOCATION

Overland Set Describes \$6.00 to \$7.00

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DATES

2020

CONTACT

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Please rocks, the visitor experience will be offerent than it has been in the past as we adopt to COVID-19.

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Fridays

8:30 p.m. Thout

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#### Partners



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### **EXPERIENCES**

Experiences help set Nova Scotia apart and create memorable vacations that keep visitors coming back.

An experience connects visitors to our culture, people, places, and flavours through hands-on activities.

Interested in developing an experience? Contact our Tourism Development team:

tourismdevelopment@novascotia.ca







#### Ginstitute by the Sea

Northumber and Shore





















LOCATION 1953 Higniny 245

Attivito B2G 2L1 Get Directions

\$500,00 to \$500,00 PRICE

DATES March 30, 3020 - June 15, 2020

CONTACT Shinhart Dutillary (902) 863-5530

> infolisteinhertdiskliery com-Vine Website

> > 1 0



#### Overview

Go behind the scenes at award-winning Steinhart Distillery to craft your very own spirits. With ocean views as your backdrop, forage for ingredients and select from an array of spices and citrus to create your unique flavours with the distillet. Sevour German improd local delicacies, paired with Nova Scotia cocktains, as you perfect your craft.

#### Experience includes:

- Signature Steinhart cocktail featuring award-winning spirits
- . Private guided tout Go behind the scores of the distillery, improved by 200 year old German family meditions.
- . Distill your own spirits: Using local ingredients, discover the secrets of distilling and flavouring.
- . Perfect your recipe: With the help of your expert distiller, create and bottle a gin or vodus that's compretely your own!
- . Enjoy German schnitzell, made ansite using traditional recipes and farm fresh produce
- . 2 night stay in ocean view chalet: Stay onsite in one of our ocean view chalets.

#### The details:

At Canada's most awarded craft distillent, check in to your charet on Priday at York, checkout Sunday at Ham. Chalets feature 2 becrooms. and I pull out couch. All meals and cocktails are included during your stay.

Pricing: Chock or at 3per, onjoy a German impieral most and a cockdul of your chairss. Private tour of the statillary starts at 6pm.

Saturday: After breakfest werk over to the distillery to start making your spells with your expert distiller along with some sampling. For lunch enjoy Cerman schnitzet then forage for ingredients on site to include in your pin or vooks recipe. Once your product is finished it will be bottled for you to take home. Everyone gets two bottled of their custom spirit!

Sunday, Waker up again to occur views and fresh locally sourced brankfort for you to cook. Check out at flam.

#### Available 2020 dates:

March 20-22, 2020

April 24-26, 2020

May 22-24,2020

June 19-21, 2020

Price: \$600 person or \$900 per couple

Call directly to book your Ginstitute weekend 902-863-5530.

### **COVID-19 UPDATES**

As you are preparing to reopen, now is the perfect time to update your NovaScotia.com listings as well as to update your business website.

- How are you abiding by COVID-19 public health guidelines to ensure the safety of guests/customers?
- Have your hours and dates of operation changed?

COVID-19-related updates for NovaScotia.com business listings can be sent to <a href="mailto:novascotia@novascotia.ca">novascotia@novascotia.ca</a>





### **COMMUNITY PAGES**

Nova Scotia has seven travel regions, each is home to diverse, welcoming communities and towns.

Community pages need to be relevant to visitors and include a sufficient amount of visitor experiences and business listings.

Interested in having your town or community on NovaScotia.com?

Contact michelle.sears@novascotia.ca





#### Clare / Baie Sainte-Marie

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#### Don't Miss Activities in Clare / Baie Sainte-Marie

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#### Clare / Baie Sainte-Marie & area Videos



#### Top Places to Stay in Clare / Bale Sainte-Marie (Traveller Ranked)



### **ITINERARIES**

Itineraries offer up information on what to see and do in an area or multiple regions and can be themed road trips.

Itineraries currently on the site were designed with our core markets and EQ segments in mind... and now we need to start creating for a more regional/local market.

### **Itinerary timeframes**

- 48 hours
- 3 days
- 5 days
- 7 days
- 10 days



#### 5 Day Itineraries







Explore Cape Breton Island



Coastal Adventures

#### 7 Day Itineraries







Savour Nova Scotia

Step Back in History

**Explore Southwest Nova Scotia** 



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#### Day 1

#### Halifax

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#### Day 2

#### Halifax to Lunenburg

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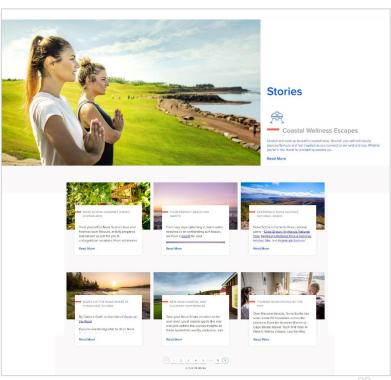
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### **STORIES**

The Stories section is a growing collection of themed articles and lists of things to do.

These blog article stories can often be a bit more tailored or niche than an itinerary.







By Dariece Swift, co-founder of Goats on the Road

If you're wondering what to do in Nova Scotia, this list has you covered. Whether you're interested in experiencing nature, getting active, eating fresh seafood, sipping on tasty drinks, or wandering around cities, there are numerous things to



#### 1. Experience Tidal Bore Rafting

If you're an adventurous person, <u>tidal bore rafting</u> should be firmly placed on your list of things to do in Nova Scotlal Two times a day, the tides in the Bay of Fundy rise and fall (between 3.5 metres (11 feet) and 16 metres (53 feet), depending on the phase of the moon). When this massive influx of water pours into the Shubenacadie River, the two waters collide to create rapids, waves, and a whole lot of swells. Add to the fun: go mud-sliding after your rafting trip!



#### 2. Drive the Cabot Trail

Touted as one of the most scenic drives in North America, this 297-kilometre (185mile) route offers a stunning journey. Located on Cape Breton Island, the Cabot Trail is one of the most beautiful places to visit in Nova Scotia. It's a great place to drive, cycle, or experience the curvy road by motorbike.



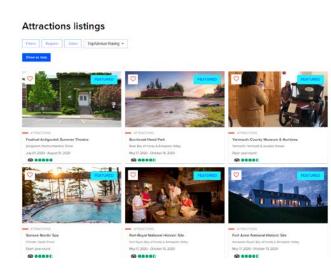
3. Hike in National Parks



### **ADVERTISING**

Featured listings that appear throughout NovaScotia.com are a paid advertising opportunity with limited spots.

Interested in a featured listing? Please contact <a href="mailto:meaghan.giffin@novascotia.ca">meaghan.giffin@novascotia.ca</a>



All upcoming advertising opportunities will be announced via InTouch in summer/fall 2020.



### PHOTO & VIDEO ASSETS

Nova Scotia tourism operators can take advantage of TNS' extensive library of high-quality visual materials to help promote their business and region.

Register to access photos and videos by visiting <a href="https://novascotia.barberstock.com/">https://novascotia.barberstock.com/</a>

For more information around approved uses, please contact <a href="mailto:sunny.bray@novascotia.ca">sunny.bray@novascotia.ca</a>







## FOLLOW US! CONSUMER SOCIAL CHANNELS



https://www.facebook.com/novascotia



https://www.youtube.com/user/NovaScotiaTourism



https://www.instagram.com/visitnovascotia



https://twitter.com/visitnovascotia



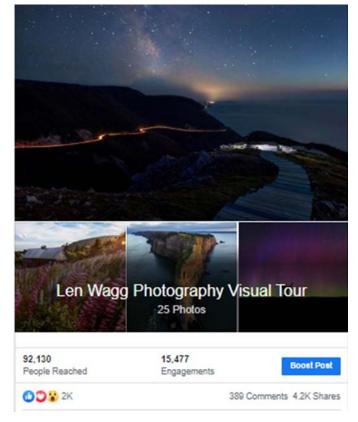
https://www.pinterest.ca/visitnovascotia



### SOCIAL CONTENT: WHAT WORKS

High quality images, video and travel articles that:

- speak to a tourism audience by providing helpful information about what to see, eat, experience in Nova Scotia.
- are exciting and interesting so that people will want to engage with them and share.





### PHOTO TIPS

Images that work best with our audiences:

- bright colours
- clear and in focus
- unique angles and interesting composition
- authentic to Nova Scotia

Social Media questions: cynthia.bragg@novascotia.ca

















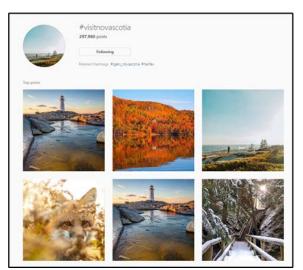




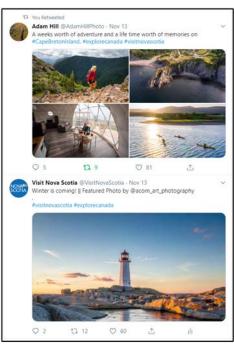
### FEATURED POSTS

Use our hashtag #visitnovascotia in social posts and tag @visitnovascotia in your instastories and tweets

for a chance to be featured.







### **CROWDRIFF**

Using **#visitnovascotia** on shared photos and video can allow us to pull great imagery into NovaScotia.com through CrowdRiff user-generated photo galleries.





### **TAKEAWAYS**

- If you have a listing on NovaScotia.com, update it for 2020. Doers & Dreamers updates for 2021 will start arriving soon.
- If you qualify for a listing, connect with our team to start the process.
- Do you see an opportunity to promote your community - let's work together!
- Use #visitnovascotia on your photos & videos for a chance to be featured.
- Sign-up for our InTouch newsletter!





## STAY CONNECTED! CORPORATE CONTACTS & CHANNELS

- Contact Business Development TNSBusiness@novascotia.ca
- Newsletter
   Sign-up for inTouch
- Twitter
   Follow @TourismNS
- LinkedIn
   Follow Tourism Nova Scotia
- Website
   Visit tourismns.ca
- COVID-19 Resources tourismns.ca/coronavirus





NOVA SCOTIA



### THANK YOU

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Digital Marketing Advisor
Tourism Nova Scotia

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