

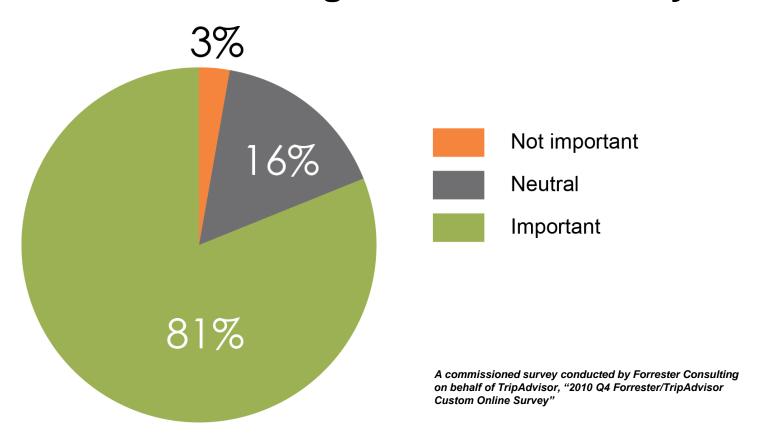
Opportunity knocks...

"Travel review Web sites and hotel reviews on online travel agencies (OTAs) are among the most influential forces most frequently cited by travelers when shopping."

-PhoCusWright, Social Media in Travel, June 2010

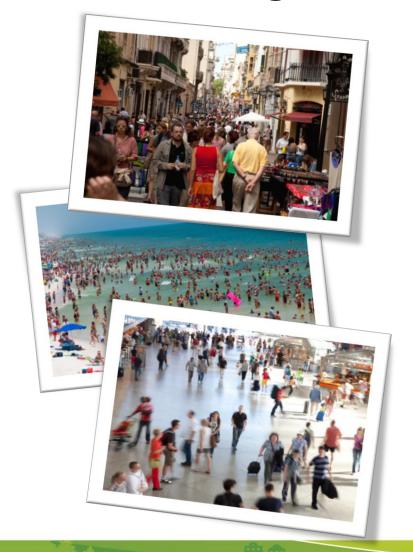


How important are user reviews to you when determining which hotel to stay at?





World's largest travel site



- Over 50 million unique monthly visitors worldwide and 20 million members
- Over 50 million unbiased reviews and opinions of hotels, restaurants, and attractions worldwide
- 25 new contributions every minute of every day
- 1 million+ hotels, restaurants and attractions reviewed in over 93,000 destinations
- Over 8 million traveller photos



Reach potential guests worldwide

	America	www.tripadvisor.com		Italy	www.tripadvisor.it
•	Argentina	www.tripadvisor.com.ar	•	Japan	www.tripadvisor.jp
**	Australia	www.tripadvisor.com.au		Korea	www.tripadvisor.co.kr
	Brasil	www.tripadvisor.com.br		Malaysia	www.tripadvisor.com.my
•	Canada	www.tripadvisor.ca	•	Mexico	www.tripadvisor.com.mx
*3	China	www.daodao.com	#	Norway	no.tripadvisor.com
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Expedia





























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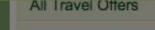




50M+ unique users a month



Source: Comscore, August 2011



TripWatch 🖾

Your weekly e-mail update with deals, reviews and news for:

- ▶ Boston
- Update your destinations
- Add Chatham to your TripWatch list.

- advertisement



SELECT DISNEY VALUE RESORTS



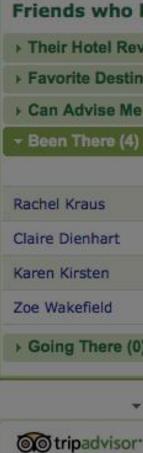
Feb 28,2001

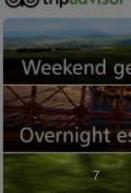
3/3 found this review helpful

A small "compound" of buildings, each housing unique guest rooms, most with fireplaces, all well-appointed. The all-British staff was courteous and went out of their way to satisfy a special request. The bed was so high it had steps! Breakfast was the most elegant and gourmet I've had on the Cape. Part of the Distinctive Inns of New England network -- stay at all 12 and get a free weekend.

A bit pricey -- in the \$200 to \$300 range, but a most pleasant experience.

This review is the subjective opinion of a TripAdvisor member and not of TripAdvisor LLC.

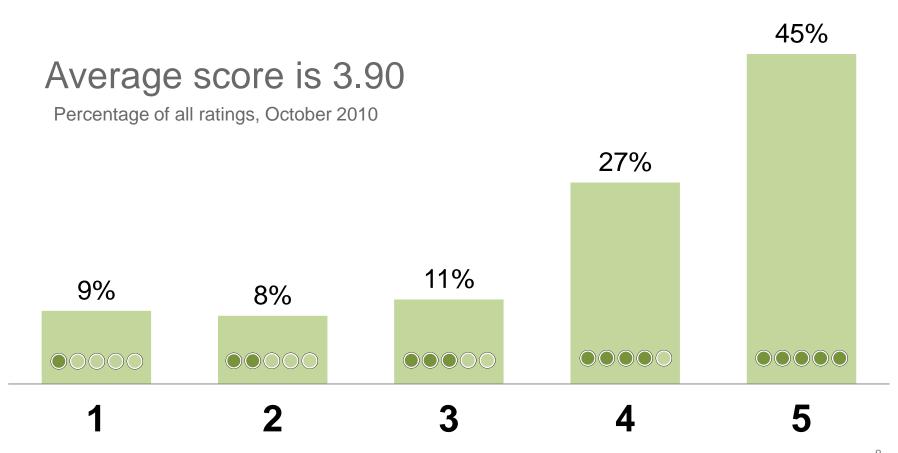




Exciting day

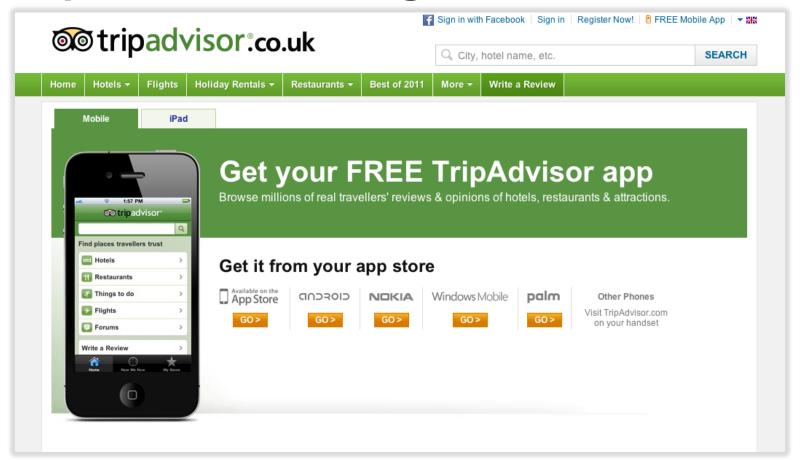


TripAdvisor reviews are largely positive





TripAdvisor on the go





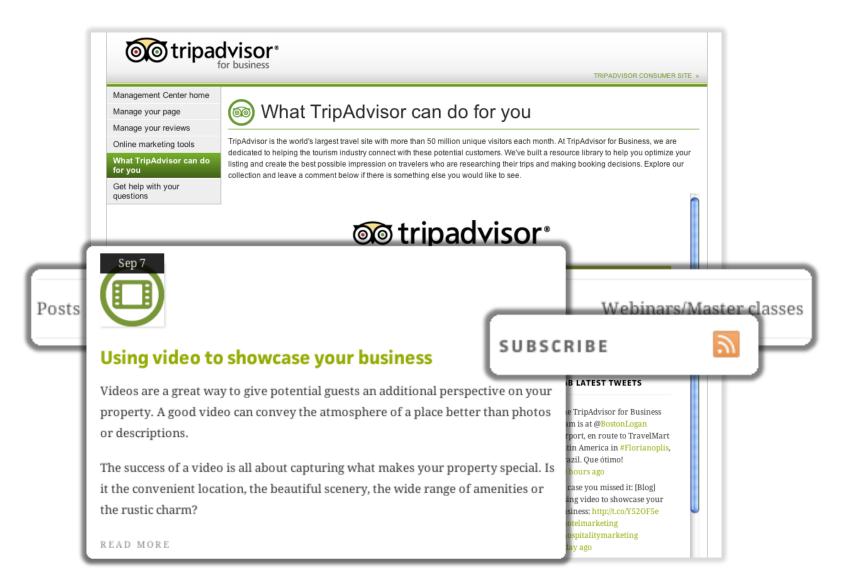
Your TripAdvisor Management Centre



All the familiar tools, just easier to find

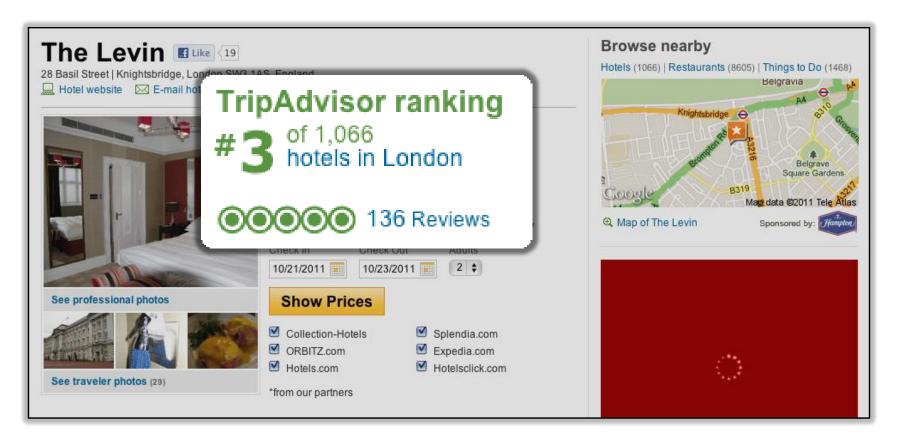








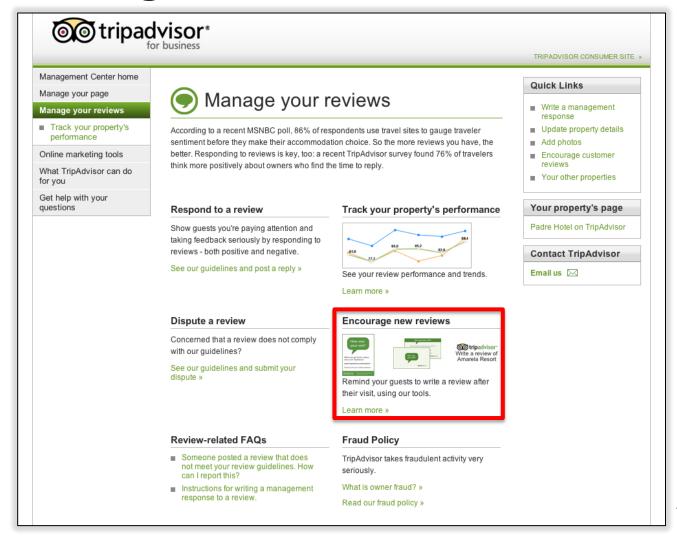
Taking a closer look at your listing





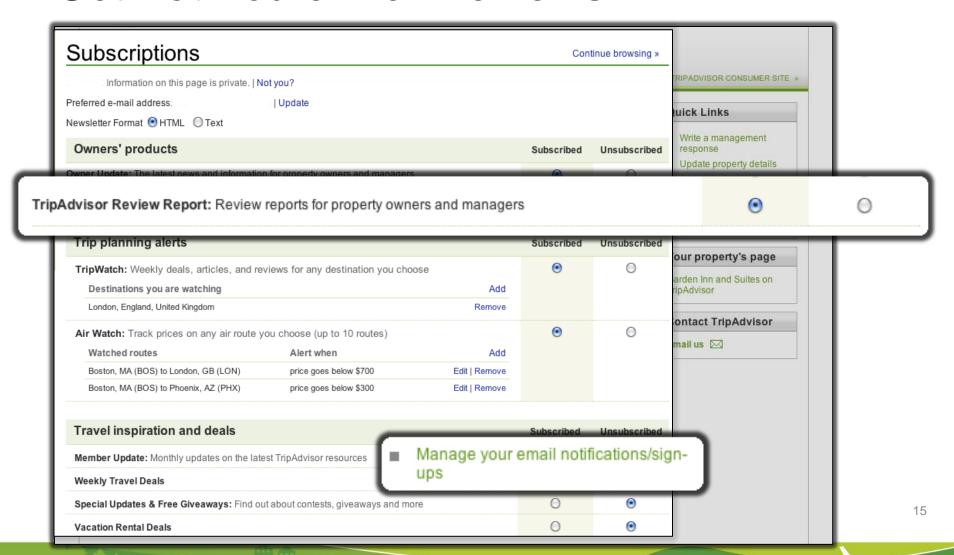
How to encourage reviews

- Widgets
- Links for your e-mails
- Links for your website
- Reminder cards and flyers



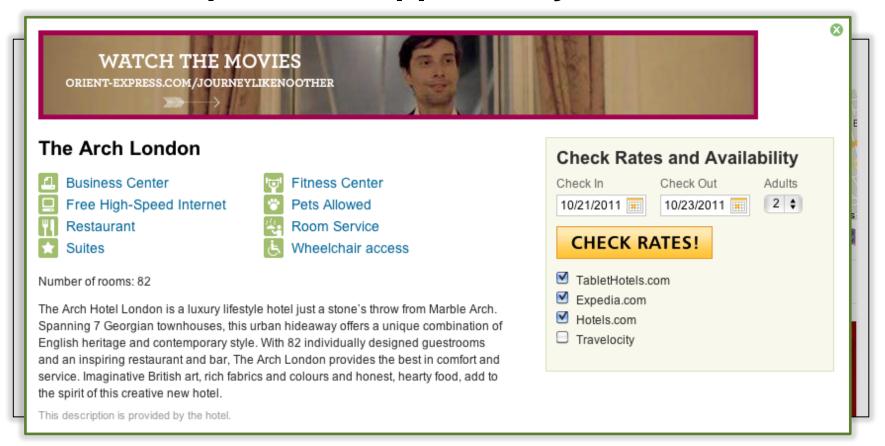


Get notified of new reviews





Your description: An opportunity to differentiate



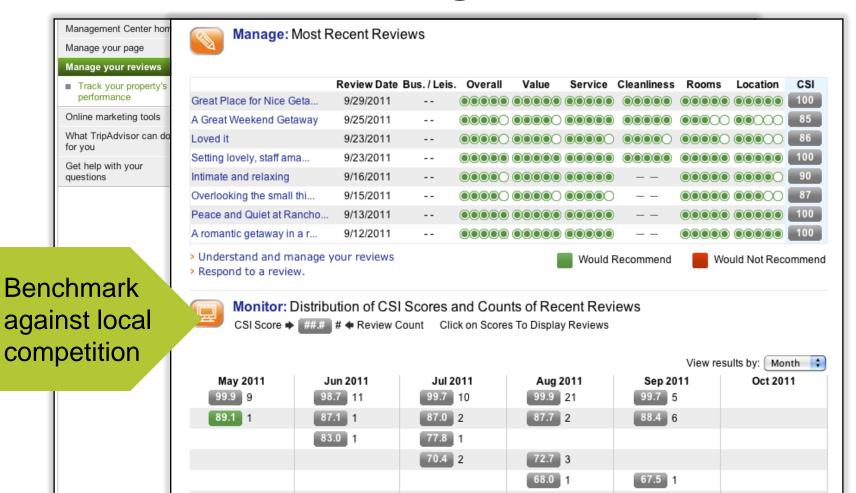


Photos & video – the more, the better





Performance tracking

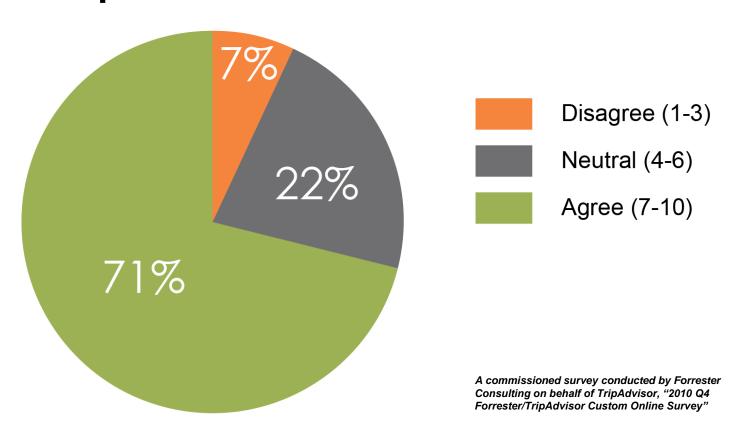




Management Responses



Seeing a management response to reviews is important to me.



Save Review



Hotels right of reply

St. David's Hotel and Spa

©©©© 373 Reviews

Last reviewed 4 Oct 2010

#14 of 90 hotels in Cardiff

Sky Plaza Hotel

●●●○○ 15 Reviews Last reviewed 2 Sep 2010 #55 of 90 hotels in Cardiff

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Plunkets in York

Hotels

Calista Luxury Resort in Belek

Mariano Cubi Aparthotel Barcelona

Rasa Sentosa Resort by Shangri-La in Sentosa Island, Singapore

Monte Carlo Resort &

bedrooms, excellent breakfast, good late bar. Recommend staying here.

66 overall good value for a city hotel **35**



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mau19512003
☐ 6 contributions gloucester

27 Sep 2010 | Trip type: Couples

We were upgraded to a Junior Suite, huge bed, fantastic shower and good quality towels and toiletries. We asked for room service breakfast , this was delivered on time, wonderful choice, continental and full Welsh Breakfast. Supplement of £3.00, but well worth it. No parking at the hotel, we had to park across from the hotel in NCP Parking at... more

Management response from ParkPlazaCardiff, Manager

Thank you so much for your review and we are delighted that you enjoyed your stay at the Park Plaza. In regard to the car parking discount the hotel have negotiated this discount on behalf of our guests and the 20% discount is currently the maximum discount that we able to obtain from NCP for our guests. I do hope...



But not this way...



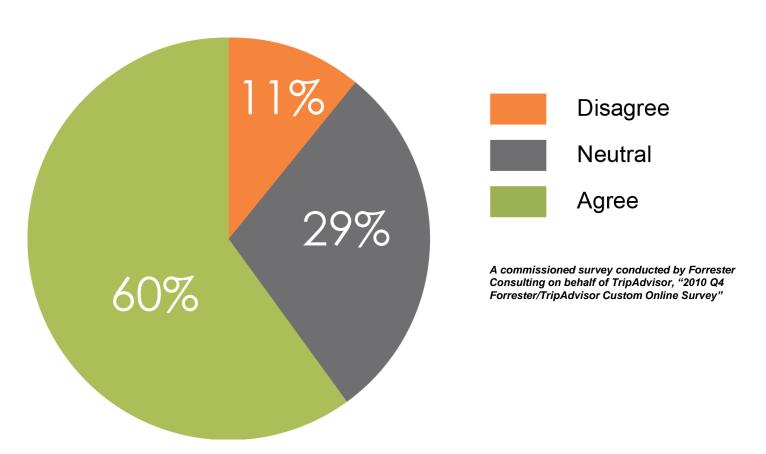
"People that lack taste and a life of their own should try to venture out into the real world instead of hiding behind a computer spewing meaningless factless verbiage."

"Prove the date of your stay because such an incident has never been recorded in the archives of our Hotel. We regret that some customers spoil the time by writing negative comments for Hotels."





An aggressive management response to a bad review makes the hotel look worse.



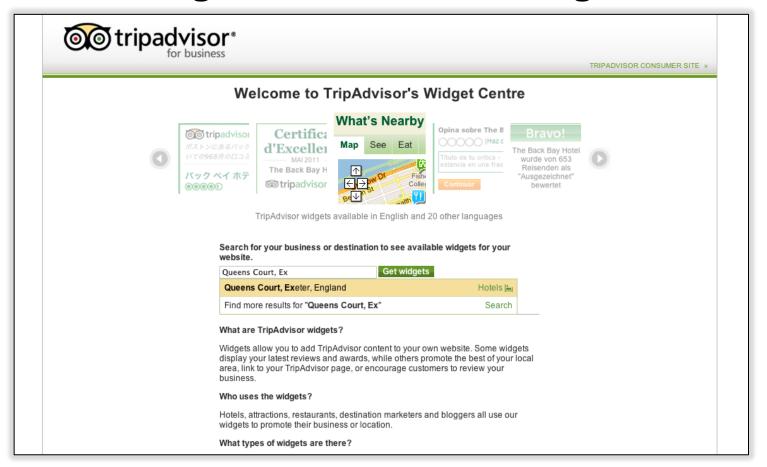


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Hotel · London, United Kingdom



813 reviews of Lancaster London in London

Lancaster London

TripAdvisor Traveller Rating:



Based on 813 traveller reviews

TripAdvisor Popularity Index:

111 of 1066 hotels in London

Most Recent Traveller Reviews:

10 Oct 2011: "The Lancaster is in a great location that feels safe and has easy access to the..." more

9 Oct 2011: "I ve been to this hotel for business. At first, I thought it was a good..." more

5 Oct 2011: "We stayed 2 nights in a City view room and were not disappointed. The room was..." more

5 Oct 2011: "Stayed for one night and paid £166 for a park view superior room. Our actual main..." more

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Note to self:

- Join property representatives and register with the new Management Center today- FREE!
- 2. Upload photos and video to TripAdvisor listing - FREE!
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- 4. Sign up for new review notification and respond to select reviews - FREE!
 - Add TripAdvisor content to your website with badges and widgets - FREE!
 - 6. Consider subscribing to Business Listings



Thank you! We are at stand GV 585