daynurseries.co.uk



How to increase your enquiries in 2023
Craig Foster







Number 1 nursery review site with 160,000 reviews



Top organic search result in most areas on search engines



In 2022 we provided the following leads/enquiries to day nurseries using the website



Nearly 250k phone calls



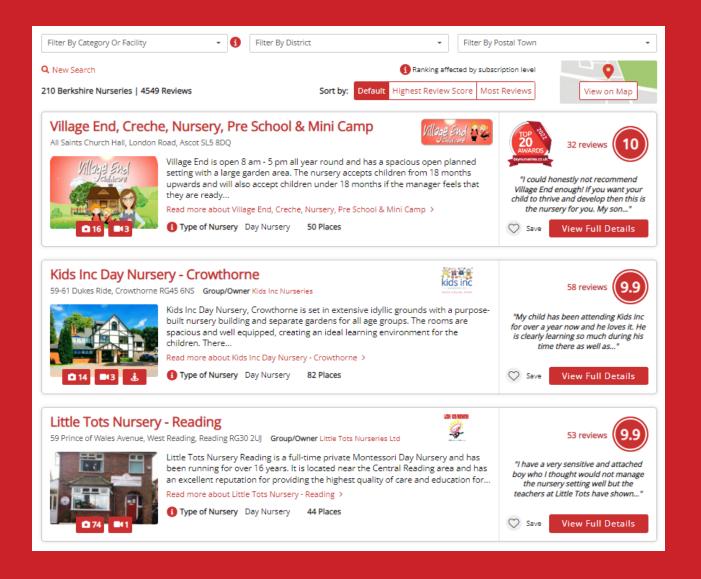
Nearly 300k website referrals



Over 100k emails, tour bookings & brochure requests



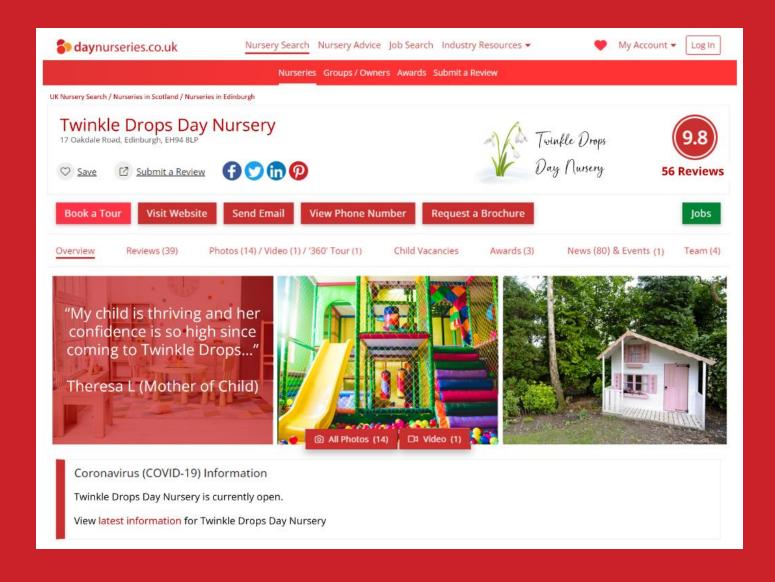
Nurseries in Berkshire



How do parents use the website?

- Search by location. Town,
 City, Postcode, District.
- Receive a list of day nurseries ranked by review score/subscription.
- Use the search results to find out more information on available options.
- Can sort results by Review score, number of reviews and distance.





A complete profile shows a parent...

- Fees information
- Photos & video(s)
- Staff profiles
- Logo
- Tour booking availability
- Reviews
- Awards, news & events
- Child vacancies
- Description



Profile Completeness for Banana Moon Day Nursery West Bromwich



What is Profile Completeness?

- Your Profile Completeness is made up of 8 different content types (shown opposite) which each contribute either 10% or 20% if the content has been uploaded.
- Your current Profile Completeness is at 100% (out of a maximum 100%).

Why should I complete my Profile?

Obtaining the highest profile completeness % possible makes sure that your profile is visible and attractive to prospective parents and guardians and gives you the best chance to receive more enquiries.



? More Info on Profile Completeness

Profile Completeness

- Full profiles generate more enquiries.
- The list on your control panel contains the 8 most important pieces of information, or 'content'.
- Easy-to-use list.





Profile Completeness

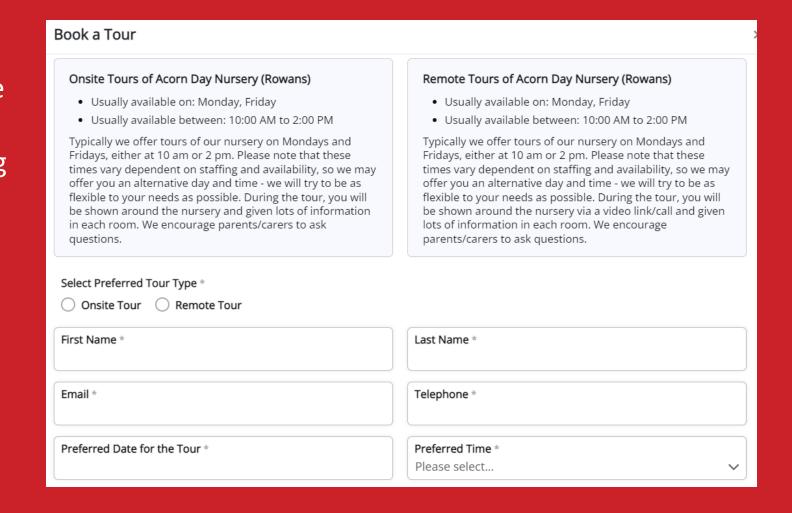
The most important pieces of information are...

- Fees
- A Description
- 12+ Photos
- Meet the Team/staff profiles
- Tour Availability

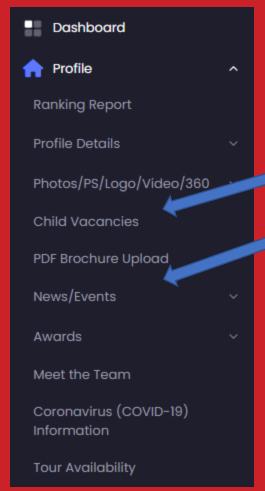
Tour Availability



- Offer Onsite and remote tours
- Set days and times that tours are available.
- Set a message detailing how long tours take & which applications are available for remote tours.
- WhatsApp, Facetime, Zoom & Teams.
- These are not official 'bookings' but are 'requests'
- 'Tour booking' enquiries are considered to be very strong opportunities for a nursery.





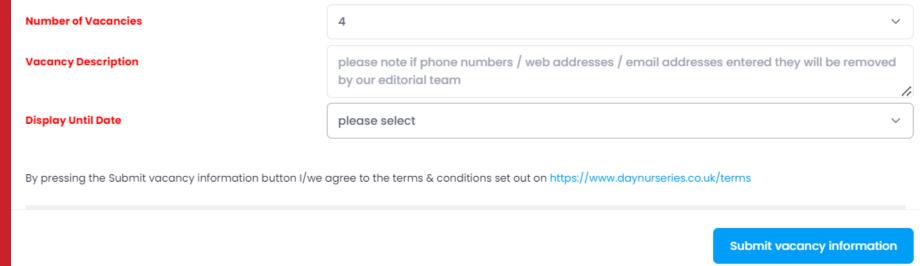


Further important information

- Child Vacancies
- News/Events
- Awards

Child Vacancies

4 Child Vacancies
posted 31 Jan 2023
Vacancies for 2 1/2 - 4 year olds





Profile Completeness

- Ensures the nursery seeker has the best user experience when carrying out a search
- Enables you to focus on the key areas of interest for those looking for childcare
- Ensures you don't miss an opportunity to highlight your strengths
- Portrays a professional and busy nursery

daynurseries.co.uk

Reviews at daynurseries.co.uk

Reviews are the driving force of the website and the best way for you to increase your visibility and chances of receiving childcare enquiries.

- Your review score impacts your visibility
- Parents are more likely to engage with those day nurseries that have up-to-date reviews
- Parents like to see a high volume of reviews
- Parents and legal guardians are welcome to write reviews.

Review from O H (Mother of Child) published on 24 February 2023

Submitted via Website • Report

Overall Experience * * * * *

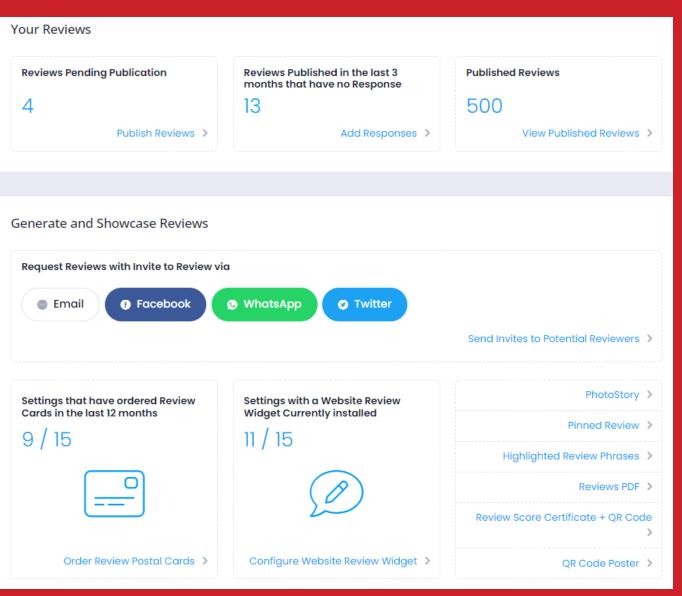
I have had no concerns since my daughter started here. She is happy to go to nursery every day. The staff are friendly and nice. I am given daily feedback about her progress and the staff are helpful.





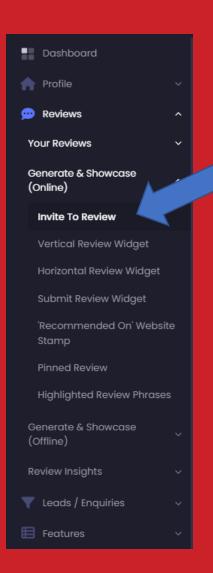
Your reviews dashboard

- Tools, tips & tricks to help you generate reviews
- Showcase your reviews at daynurseries.co.uk and your own website
- Write responses to reviews
- Check your review 'analytics'



Generating reviews





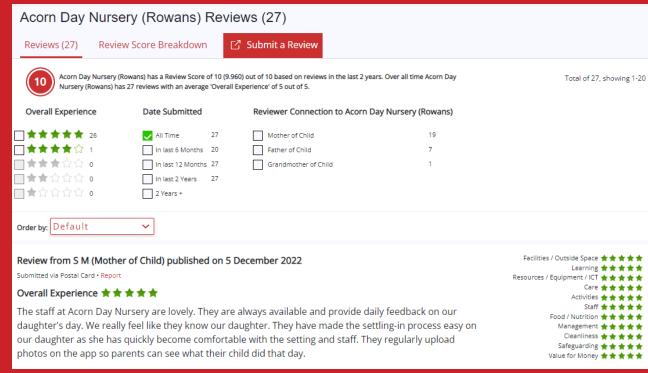
- Review Cards
- 'Invite to review' links for email,
 Facebook, WhatsApp & Twitter
- 'Review us' QR code poster
- 'Submit a review' link on every single profile



Showcase your reviews

- Showcase reviews at daynurseries.co.uk on your profile (right)
- Showcase on your website using the 'review widget' (below)
- Download & print off your 'review score' certificate to show visitors to your nursery







Responding to Reviews



It is very important to write meaningful and positive responses to every review.

This is because parents want to see that not only are you responsive and engaged, but that you are able to receive meaningful feedback with humility and positivity.

The support centre offers articles on guidance and advice around responding to reviews.

Review of Monkey Puzzle Day Nursery Woodford from Helen B (Mother of Child) published on 21 February 2023

Submitted via Website • Report

Overall Experience * * * * *

Our daughter joined Monkey Puzzle Day Nursery Woodford in September when she was just 5.5 months old. It was such a big decision and we honestly couldn't be happier with the care that she receives. She is always happy to go into nursery and I can tell that the staff really do enjoy caring for her. Big smiles all round! The staff have been wonderful - from settling in to helping with new nap/feeding routines to detailed daily feedback. Nothing is ever too much. Finding the perfect nursery for our daughter has made returning to work so much easier.

➡ Reply from Nosheen Hussain, Nursery Manager at Monkey Puzzle Day Nursery Woodford

Your little one really is a joy to have at the setting - I am glad you feel the way you do. Looking forward to seeing your daughter continue to grow and flourish.

Facilities / Outside Space
Learning
Resources / Equipment / ICT
Care
Activities
Staff
Food / Nutrition
Management
Cleanliness
Safeguarding
Value for Money

Thank you! It's a privilege to be part of our nursery children's Early Years. It's wonderful to see the progress your little person is so rapidly making.

Thank you for your kind words we look forward to continuing to build parent partnerships with you and other families to support us in providing the best care for every child.







Your 'Ranking Report' & Visibility

n Profile

Profile Details

Ranking Report

Photos/PS/Logo/Video/360

Child Vacancies

PDF Brochure Upload

News/Events

Awards

Meet the Team

Coronavirus (COVID-19)
Information

- Your visibility/ranking is impacted by two things Review score & subscription level.
- Ranking report shows you how you rank on each relevant search page based on your registered address.
- Report shows how you would rank based on each subscription level.
- Example below shows that as a Platinum subscription with a review score of 9.927, Abacus ark is 2nd in Wandsworth Borough. But if they stepped down to Enhanced, they would be 21st.

Setting	Current Review Score	Page Type	Page Location	Total No. of Profiles on Page	Current 'Default' Rank	'Default' Rank as Basic	'Default' Rank as Enhanced / Premium	'Default' Rank as Platinum
Abacus Ark Nursery School Current Subscription Level: Platinum	9.927	Postcode Area	SW	320	5	233*	48	5
		District	Wandsworth Borough	128	2	90*	21	2
		County	London	2385	42	1,673*	378	42



Reviews

- Reviews builds trust, displays confidence and shows transparency
- Regular and new reviews shows an ongoing commitment to customer service
- More reviews means those looking for childcare spend longer on your profile
- Responding to reviews (both positive and negative) shows you are listening to parents and are constantly looking for ways to improve your service

Daynurseries.co.uk Top 20 Awards 2023



Eligibility Criteria

- Being listed on daynurseries.co.uk means you are eligible to be considered for an award
- Must have at least 5
 reviews published
 between 30th April 2022
 and 28th April 2023
- Overall Good or Overall
 Outstanding with
 OFSTED. New nurseries
 not yet inspected will be
 eligible for an award.



Our annual Nursery Awards 2023 recognises 20 of the top rated Nurseries in each region of the UK based on reviews from parents/individuals responsible for a child.

The Awards are based on the Individual and Group Review Score, as of 28th April 2023, for a full breakdown of a Nursery's Review Score please visit the 'Reviews' tab on its profile page.

Please note there is no ranking within each of the Top 20 Nursery awards. The current nursery review scores on the website do not reflect the review scores at the time of the awards.

- Winners receive an award logo on their profile page to encourage more engagement and to share on their own marketing literature/website
- Winners receive more views and enquiries.
- Cut off date for awards is the 28th April.
- PR opportunities for winners



Lead Generation Statistics

- Page Views
- Website Referrals
- Phone Number Views
- Brochure Enquiries
- Tour Bookings
- Email Enquiries

Find your enquiries in the 'Email and Tour Enquiries/Brochure Request Log'

 Date From
 Date To

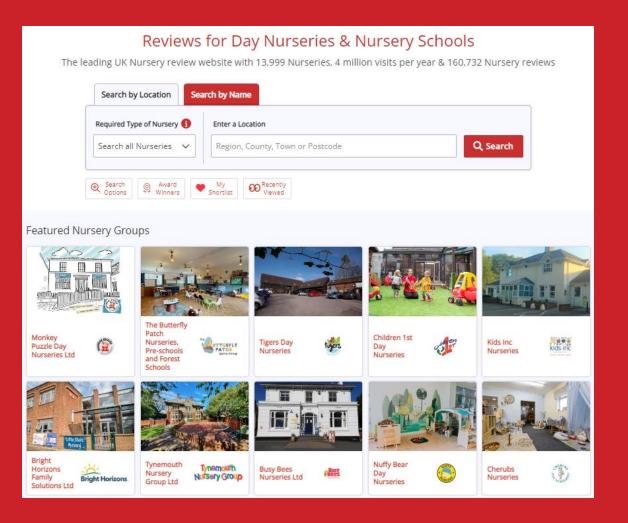
 01 Feb 2022
 23 Feb 2023



Summary – Generating Enquiries at daynurseries.co.uk

- Complete your profiles with attractive, clear and up to date information.
- Regular reviews from parents & legal guardian
- Write personal responses to all reviews
- A profile with 100% profile completeness and regular reviews is much more likely to receive positive and actionable enquiries from parents.
- Day nurseries with regular reviews are more visible; visibility means more profile views and more profile views lead to higher potential for enquiries







Finding your Account Manager

- Log into your Control Panel to find your Account Manager
- Click on their image to find telephone number, email address and a 'Request a Call Back' button
- Your Account Manager is happy to provide a full walkthrough of how to use the Control Panel and can offer guidance on best next steps.

