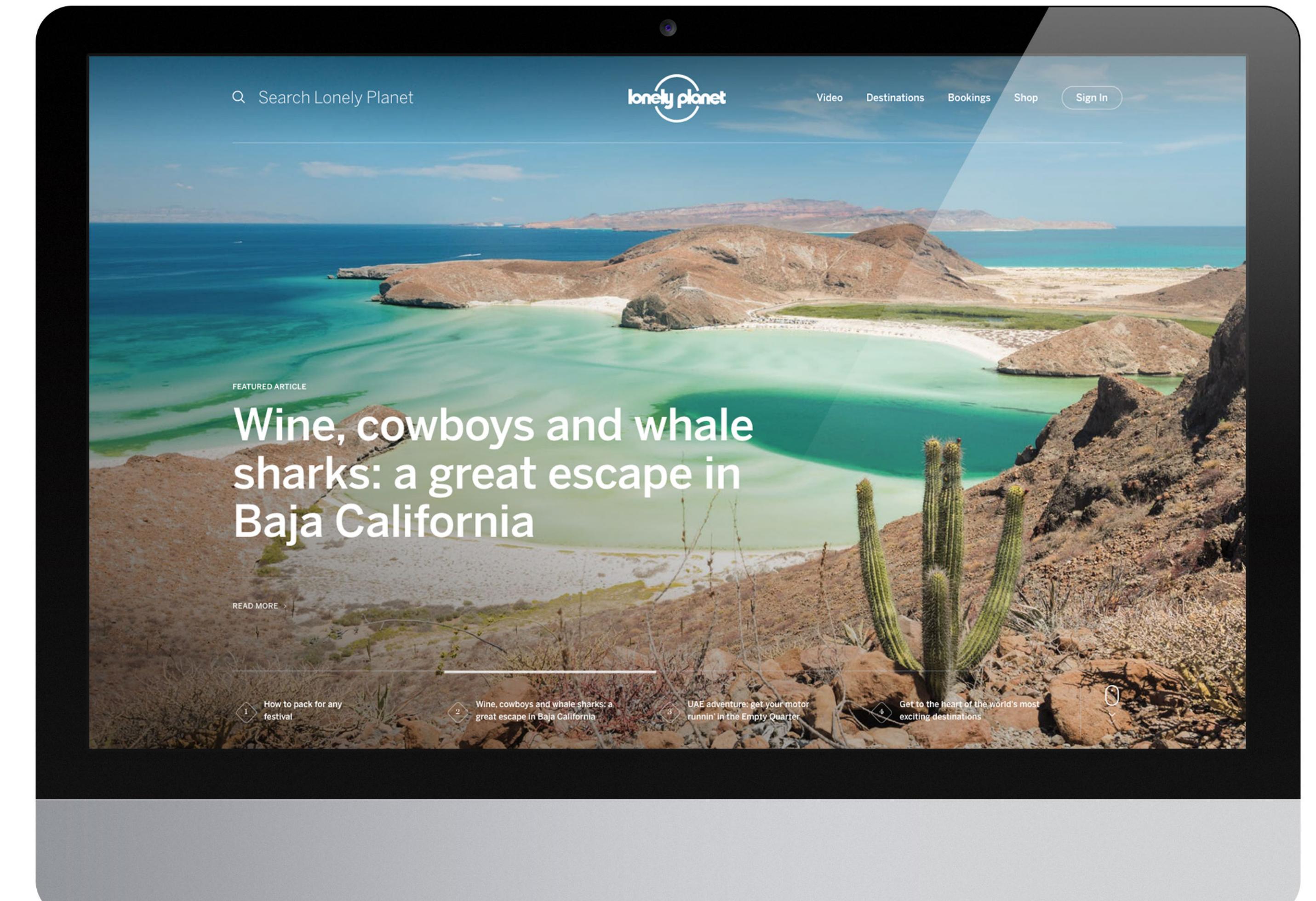




Experience Brief & Framework Presentation



BRIEF PURPOSE

The following brief outlines how to bring awareness to Lonely Planets digital presence, how to improve the current digital experience and how to reestablish them as the most trusted and inspirational form of travel content.



BUSINESS CHALLENGE

Lonely Planet is a world leading travel media company and the world's number one travel guidebook brand, providing both inspiring and trustworthy information for every kind of traveller since 1973.

The challenge is that travellers are not seeing Lonely Planet as a current digital source of information to inspire them and help them plan their future adventures.



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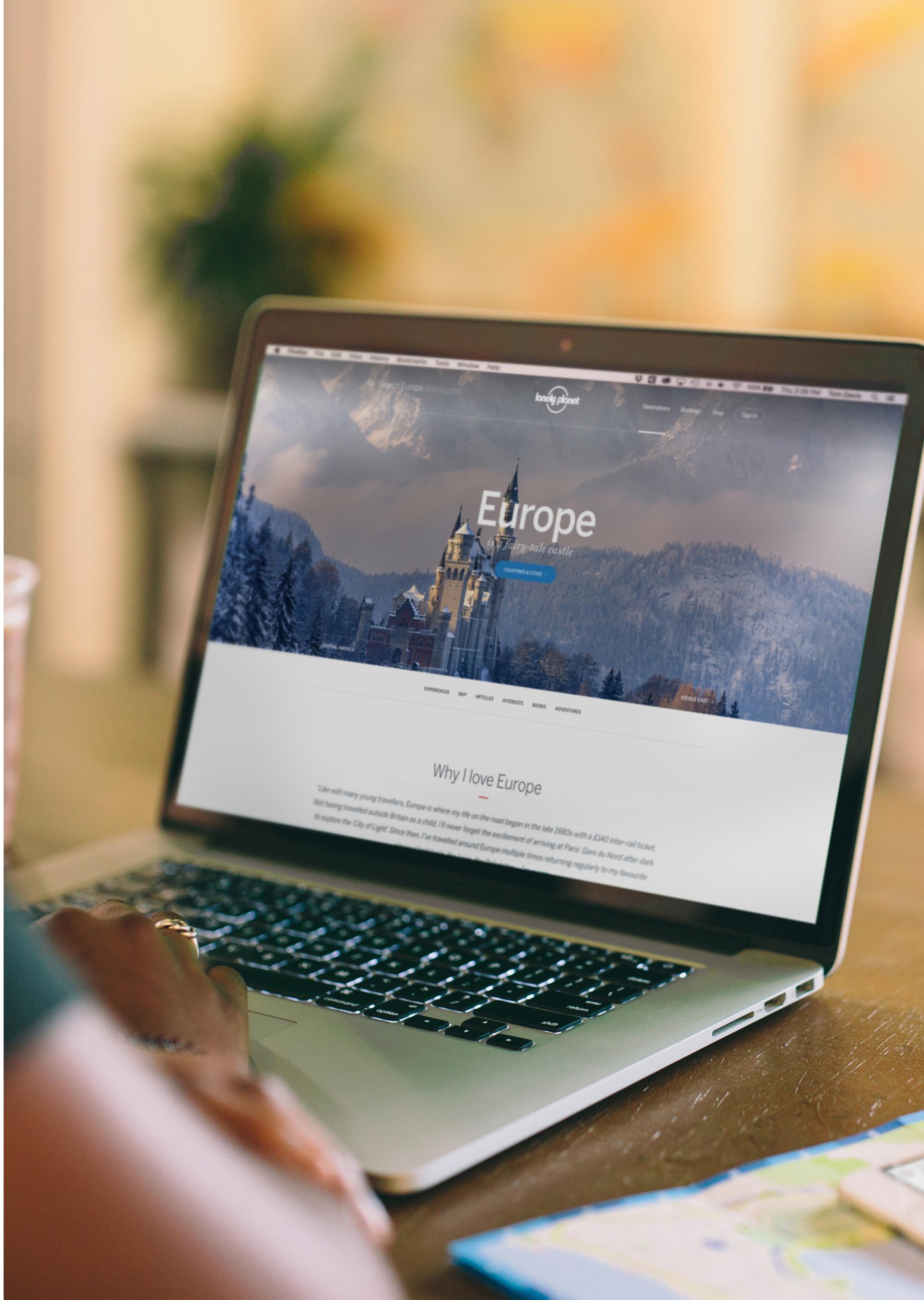
BARRIERS & CHALLENGES

- Brand awareness is weak, especially in the Digital World
 - User Experience throughout website can be improved
 - Sales Funnel is low
-



CLIENT OBJECTIVES

- Increase awareness about both the different services Lonely Planet provides
- Increase bookings based on the improvement through the awareness and discovery phase
- Demonstrate Lonely Planet's commitment in providing current and authentic content through a unique digital experience



BRAND PURPOSE

Lonely Planet wants to be among the world's most trusted travel and adventure guides in the digital world.

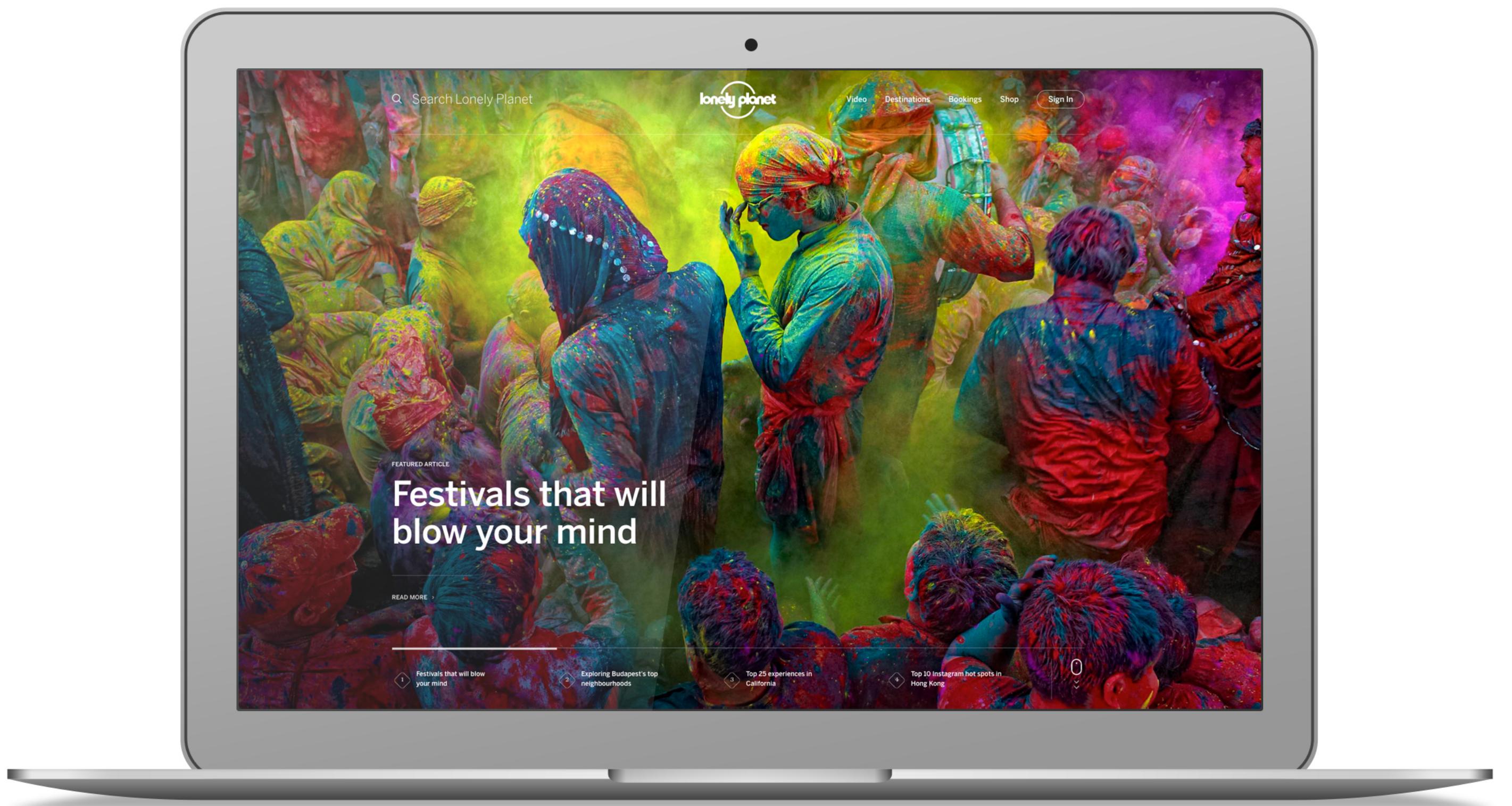


BRAND STRATEGY

To bring in new prospects in and retain them through awareness and discovery, leading them into booking.



Experience Brief & Framework Presentation



EXPERIENCE VISION

Inform and inspire travellers by providing authentic content to plan and book their next adventure.



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EXPERIENCE PILLARS



Insightful

The site provides travellers with intelligent and thoughtful information that keeps them informed and confident about taking their next trip.



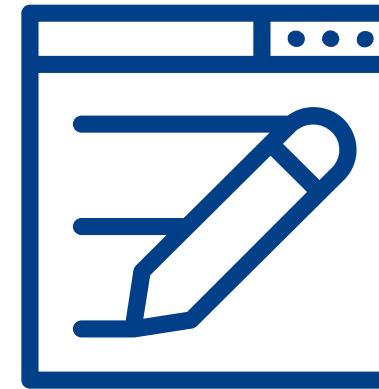
Inspiring

The site provides travellers with inspiring and memorable content that motivates them to find their next big adventure.



Trustworthy

The site serves travellers as a reliable source of expert travel guidance so they can feel confident when planning their next big trip.



Authentic

The site provides travellers trustworthy and honest guidance from experts who truly put them at the heart of everything they do.



Simple

The site makes it easy for me to find the content I want, when I want it, through a personalized, intuitive experience across all channels.

CONTEXT ENGAGEMENT

Social Media:

Engage with users over social media by implementing photo contests where users upload photos using the Lonely Planet hashtag for a chance to win prizes.

Online Paid Ads:

Drive more customers to the website and build more brand awareness by using online paid ads that encourage users to visit site and download the Lonely Planet app.

Website:

Provide users a more personalized web experience and use email marketing to inform them of any new updates based on their interests.

Lonely Planet App:

Send users push notifications that encourage them to engage with the app during their travels.

Email Marketing:

Stay connected with users with personalized email marketing campaigns based on the interests indicated on their profiles.



AUDIENCE GUIDELINES

*Target Audience : Young professionals who
love to travel or travel frequently
age 28-45*



MONICA

29 y/o, young professional, Independent

About: Social media savvy, avid blog reader, has a boyfriend, big group of close friends, researches everything, 2 weeks of vacation/year.

Goals:

- Find reliable resources to fuel her travel inspiration
- Personalization and recommendations to help start her research
- Good deals on flights and accommodation
- Authentic and unique content

Motivations:

She is motivated to travel by her favourite Instagram influencers. She would like to pursue a unique travel experience, that is different from your average vacation.

"I'm looking for unique, up to date content to help inspire my dreams of travel."



AUDIENCE GUIDELINES

Lonely Planet wants their audience to:

Think:

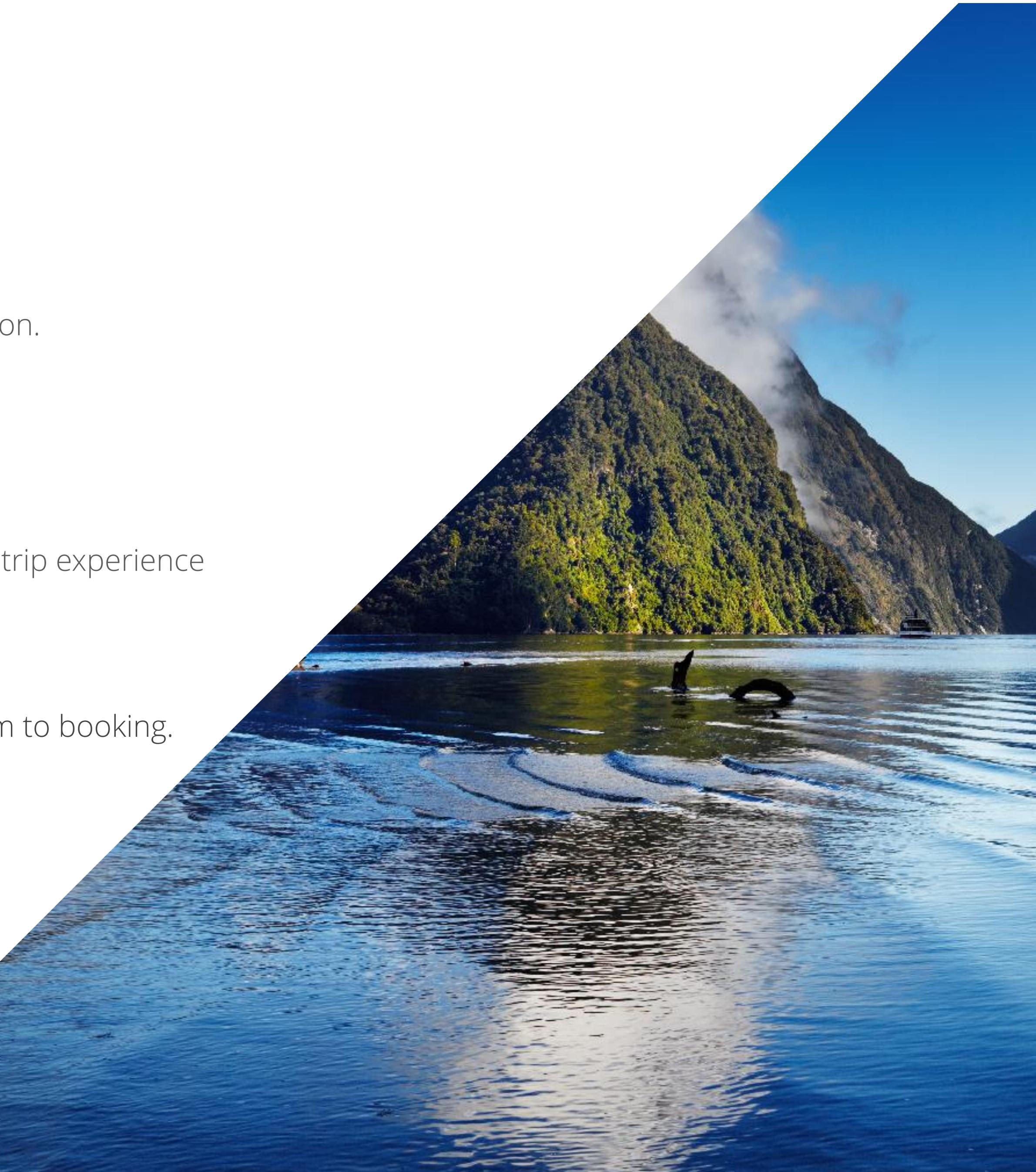
- That there is no better option for trusted, authentic travel guidance and inspiration.

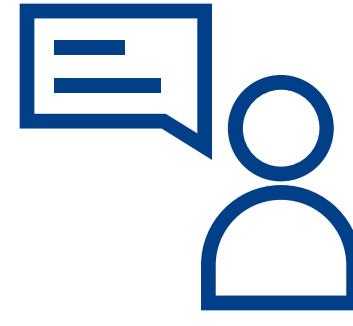
Feel:

- Inspired by their personalized experience
- Confident about choosing the right destination
- Relaxed and stress free throughout the discovery phase all the way to their post trip experience

Do:

- To book through Lonely Planet
- To look to lonely planet as their trusted source of travel inspiration and lead them to booking.
- To download the app and connect with Lonely planet through various channels.
- To share their experience.



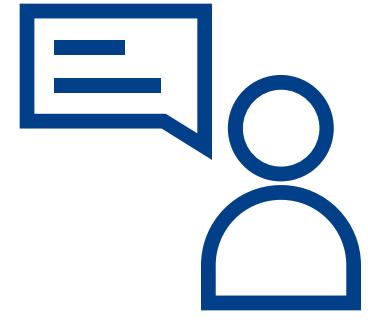


CUSTOMER INSIGHTS

Lonely Planet is viewed by travellers as a source of travel guidance solely through their traditional form of guide books.

"Yes, and I have used their books in the past. They are really good and I like them to supplement information for my travels. They've provided good recommendations."

"Absolutely – they make great travel books and have really comprehensive tip guides. It's a trusted brand that has been around for a while and one that even hard-core travellers use."

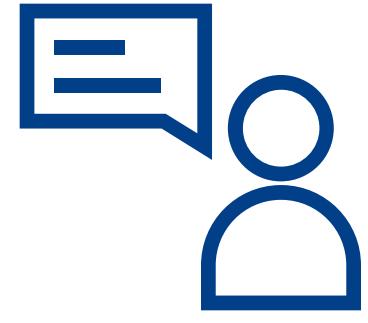


CUSTOMER INSIGHTS

Lonely Planet is perceived as an “old-school” or out of date source of travel guidance since they’re mainly known for their paperback travel guides.

“Of course. Before the rise of digital, it was the pre-eminent authority on true traveling (as opposed to tourism). However, I now refer to it less frequently given the rise of bespoke media/travel properties like i-escape, Tablet Hotel and regionally focused bloggers.””

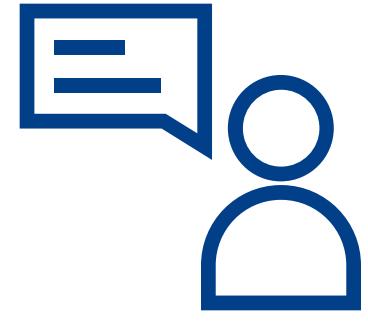
“I like Lonely Planet books. They’re neutral and very detailed. I don’t think of the site, I think only because I think I started using LP from the days of the books.”



CUSTOMER INSIGHTS

Word of mouth is often a trusted source for travellers when looking to acquire new travel inspiration.

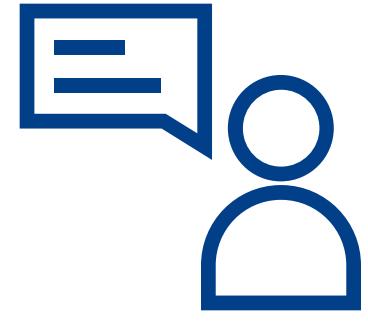
"I usually have a bucket list going at any point, but inspiration strikes anywhere. Friends' reviews of their trips, Instagram photos... In person conversations with friends/family when they just return from trips."



CUSTOMER INSIGHTS

Travellers look to social media to gain inspiration from influencers and travel accounts. Although users may not be specifically looking for unique places to travel, it's part of their everyday social media consumption.

"I've definitely heard of Lonely planet and their books, and used to get the books before travelling or a friend would lend me the books, but I haven't referenced or purchased their books or website in years! Best things to do and places to visit constantly change in this day and age so I rather look to word of mouth recommendation, social media and some websites for things to do in the city or town I'm visiting!"



CUSTOMER INSIGHTS

When researching travel destinations, users look for digital platforms that provide reviews about specific destinations and accommodations.

"Expedia and Travelocity for the user reviews and feedback"

CUSTOMER JOURNEY INSIGHTS

Dream: Provide Stronger social media advertising and online paid ads.

Discovery: Provide a more personalized journey on website that suits travellers interests and needs.

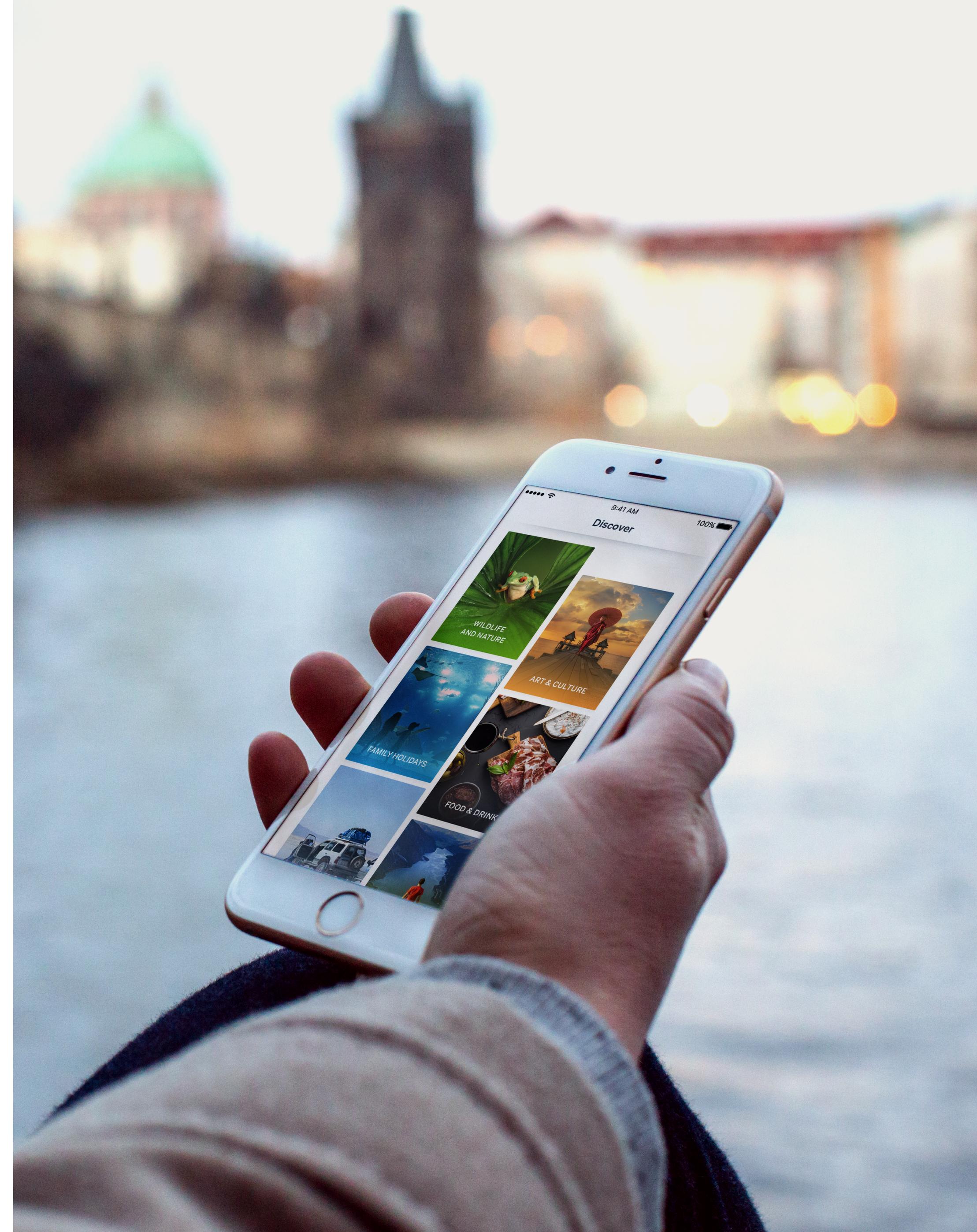
Research: Create an experience that inspires travellers to choose their destination.

Booking: Simplify current booking experience and encourage users to download Lonely Planet app to stay informed during their trip.

Prepare: Send users personalized email content based on their destination of choice.

During: Send users push-notifications to discover activities in their travel destination.

Post: Send users email campaign to thank them for their business and provide incentives to book through Lonely Planet again.



FRAMEWORK



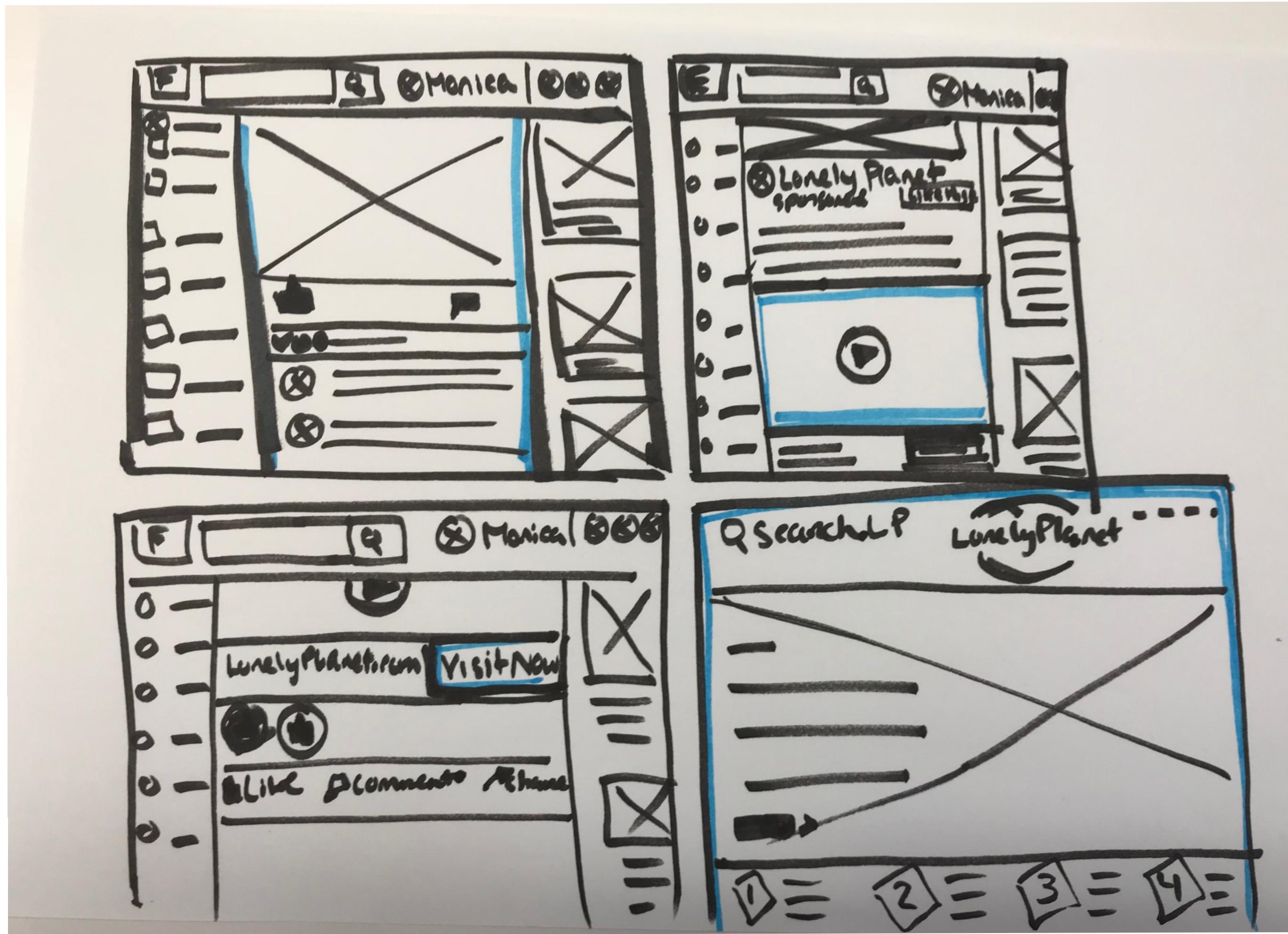
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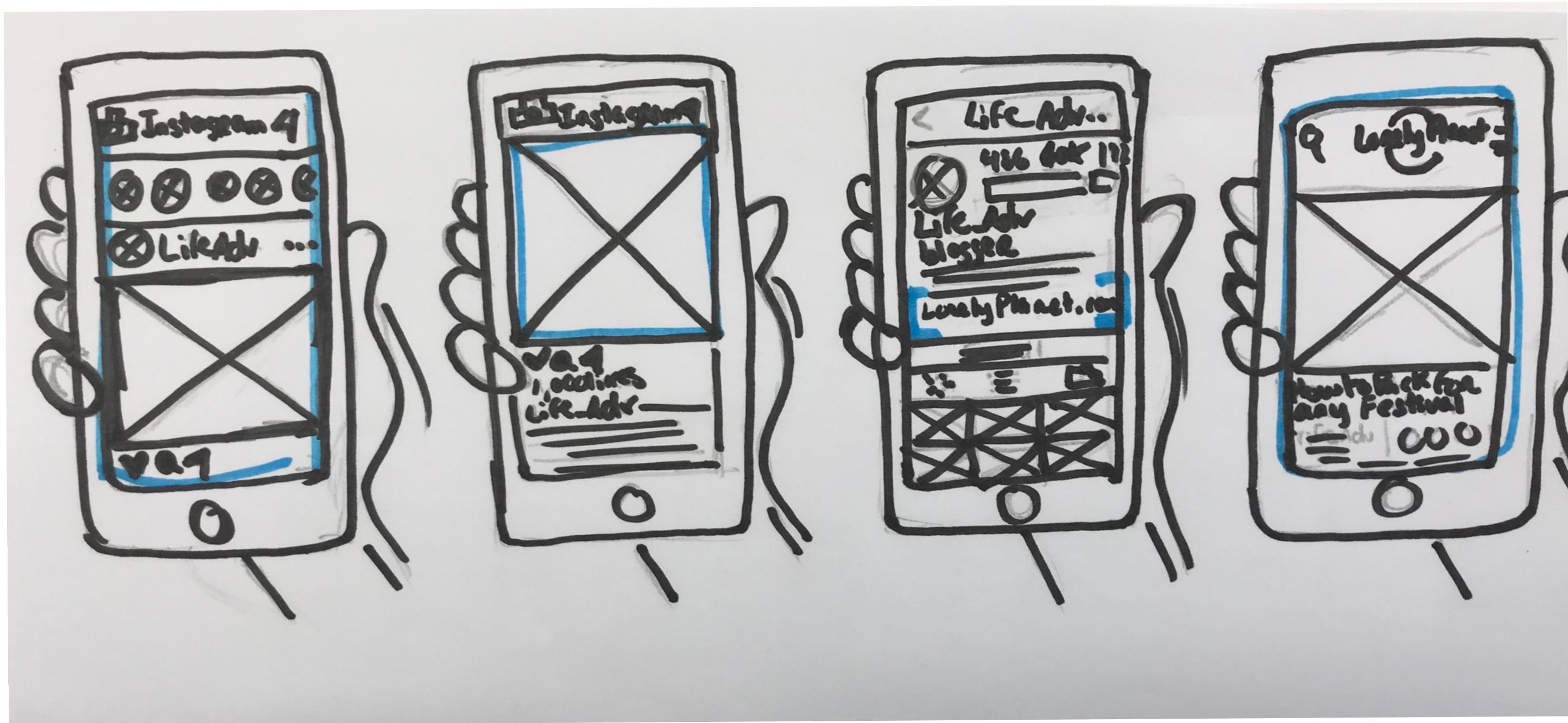
SCENARIO 1



SCENARIO 2



SCENARIO 3



APPENDIX



Experience Brief & Framework Presentation

PRIMARY RESEARCH FINDINGS

USER INTERVIEWS

KEN EVANS

When you are looking for travel inspiration, what is your current process?

"It's starts via two routes: 1 is traditional media, such as the NY Times and The Guardian when they do a roundup of top destinations for the year ahead. I also love NY Times 36 hours in XX city. But as a long time avid traveler, I now also build on previous trips to explore regions further, deeper or differently. Finally, as a foodie, shows like Parts Unknown (Anthony Bourdain is my hero) inform my itineraries."

When traveling, how do you decide where to travel?

"A lot of what I outlined above. But I have one main rule. I'll alternate my annual "big trip" between Asia and Europe or South America."

Have you heard of Lonely Planet? If so, what is your take on the brand?

"Of course. Before the rise of digital, it was the pre-eminent authority on true traveling (as opposed to tourism). However, I now refer to it less frequently given the rise of bespoke media/travel properties like i-escape, Tablet Hotel and regionally focused bloggers."



PRIMARY RESEARCH FINDINGS

USER INTERVIEWS

GARY EDGAR

When you are looking for travel inspiration, what is your current process?
"Internet searches for 'out-of-the-way' destinations, places that aren't crowded or busy. We generally don't want to vacation in a place that has tons of people. From there we ask friends on social media or close friends what they recommend."

Which are some sites these internet searches take you?
"Expedia, Hotel's.com, Travelocity"

Are there any you would go back to for inspiration, if so why?
"Expedia and Travelocity for the user reviews and feedback"

Which Social media channels specifically do you ask?
"Friends on Facebook"

When traveling, how do you decide where to travel?

"Places we might have seen on television, or places that are intriguing. Mostly we start with a place that's family friendly and somewhere that our children will enjoy."

How far along do you plan your trip?
"Depends – at least 3-4 months in advance."

Have you heard of Lonely Planet? If so, what is your take on the brand?
"Absolutely – they make great travel books and have really comprehensive tip guides. It's a trusted brand that has been around for a while and one that even hard-core travellers use."

Three words to describe Lonely Planet.
"trusted, expert, travel"

What would interest you in a travel inspiration site?
"User feedback, tips and tricks, out-of-the way places to visit (beyond just the usual tourist places)"



PRIMARY RESEARCH FINDINGS

USER INTERVIEWS

ROHINI

When you are looking for travel inspiration, what is your current process? I usually have a bucket list going at any point, but inspiration strikes anywhere. Friends' reviews of their trips, Instagram photos...

What kind of reviews? In person conversations with friends/family when they just return from trips.

Do you also look at twitter, facebook, or other Social media channels? Any Offline channel inspiration? Mostly Instagram and Facebook. Offline is really mostly conversations with my network and/or TV shows - especially No Reservations with Anthony Bourdain.

When traveling, how do you decide where to travel?

I start with a simple Google search, and then consult sites like Expedia/Kayak to make my bookings. Finally, I go to TripAdvisor, because of the wealth of specific information (hotels/restaurants, etc.)

How far in advance do you plan your trip? Usually 3-6 months.

What makes you go back to TripAdvisor? The reviews - recent, detailed and easy to use.

Three words to describe TripAdvisor? Detailed, user-powered, ratings-based.

What do you look for in a Travel Site? Easy navigation, reviews built in and wide variety of content (hotels, restaurants, activities, visa information, etc.)

Have you heard of Lonely Planet? If so, what is your take on the brand?

I like Lonely Planet books. They're neutral and very detailed. I don't think of the site, I think only because I think I started using LP from the days of the books.

What would interest you in coming to the LP site? Honestly, curiosity - there's no reason I don't use the LP site. Maybe a paid ad, that showcases the site's usability?

Three words to describe LP? Thorough, helpful, old school.



PRIMARY RESEARCH FINDINGS

USER INTERVIEWS

DIANE

When you are looking for travel inspiration, what is your current process? I just have a running list of places in my mind that I'd like to go based on conversations with people over the years. My boyfriend and I are big on experiences so we also talk a lot about places we'd like to go. He's actually really good at watching for deals so sometimes inspiration comes that way. Quite frankly, there aren't many places we would go if the right opportunity or inspiration arises.

Where does your boyfriend see deals, online, ads, emails, websites, offline? Google searches, Priceline, Next Departure, Travel Zoo emails, Travel YYZ deals which is @YYZDeals (Chris Myden's twitter account), Agoda, [EDreams.com](#), Expedia sometimes

Which websites would you go to research your list of places or for inspiration? Don't really look elsewhere, mostly travel based on deals.

When traveling, how do you decide where to travel?

If we're talking picking a destination, I generally begin by considering the time I have to get away and work backwards to determine if a particular location is possible. If we're talking about where to go while on a trip, I tend to be quite spontaneous and will do very little research in advance. I really enjoy hearing from the locals and understanding things when I'm there to determine where to go.

Have you heard of Lonely Planet? If so, what is your take on the brand? Yes, and I have used their books in the past. They are really good and I like them to supplement information for my travels. They've provided good recommendations.

Three words you would describe LP?

Resourceful, thorough, credible

What would make it LP better, or attract you to come to the site?.

Offline apps for the actual travel (like maps that don't require a connection)



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PRIMARY RESEARCH FINDINGS

USER INTERVIEWS

LAURA

When you are looking for travel inspiration, what is your current process?

When planning out my future travels, I usually look to friends, family and coworkers for recommendations of places they or their friends have gone too. Sometimes I'll look to Instagram and my favourite influencers, but they usually have pretty extravagant travel experiences!

When traveling, how do you decide where to travel?

I decide based on my interest, or mine and my friends or family if I'm not travelling alone. It usually is a warmer place than Canada and by the ocean! I also try to visit places I've never been to before to make it an entirely new experience with a new culture.

Have you heard of Lonely Planet? If so, what is your take on the brand?

I've definitely heard of Lonely planet and their books, and used to get the books before travelling or a friend would lend me the books, but I haven't referenced or purchased their books or website in years! Best things to do and places to visit constantly change in this day and age so I rather look to word of mouth recommendation, social media and some websites for things to do in the city or town I'm visiting!



COMPETITIVE ANALYSIS

		Direct				Best In Class	
		Rough Guides	Trip Advisor	Travel & Leisure	AirBnb	Pygmy Elephant	Hopper
Branding	Visual Design						
	Branded Elements						
	Brand Story Telling						
Content	Editorial Content	Quality					
		Current					
	Social Channels	Content					
Usability		Follower Number					
		Brand Engagement					
	Overall UX	Navigation					
Functionality/Commerce		Site Hierarchy					
		Search					
		Booking					
Usability		Pricing					
		Checkout Process					
		Customer Service					
		Faq					
	Personalized Content						
	Profile						

Legend:

- Dark Blue: Capability exists - superior execution
- Moderate Blue: Capability exists - average execution
- Light Blue: Capability exists - poor execution
- Grey: Capability does not exist/not found



MONICA

29 y/o, young professional, Independent

About: Social media savvy, avid blog reader, has a boyfriend, big group of close friends, researches everything, 2 weeks of vacation/year.

Goals:

- Find reliable resources to fuel her travel inspiration
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Motivations:

She is motivated to travel by her favourite Instagram influencers. She would like to pursue a unique travel experience, that is different from your average vacation.

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CUSTOMER JOURNEY

