## **Better Business Bureau®**

Serving Central California & Inland Empire Counties



Annual Review 2017

## BBB<sub>®</sub> MESSAGE

A Message to BBB Accredited Businesses,

Our mantra throughout 2017 was Walter Gretzky's quote to his son, "Skate where the puck's going to be, not where it has been." With this in mind, staff and managers were encouraged to rely more on their instincts and anticipation.

Your BBB's marketplace influence and connections, as well as Accredited Business activity are summarized in this review. We provided consumers and business with reviews and information before making purchase decisions as well as issuing alerts and consumer tips on a regular basis. While continuing to help businesses and consumers resolve complaints, both Customer Reviews and AB Request-A-Quote (eQuotes) became more accessible and easier to use for both our Accredited Businesses and consumers alike. Our online directory upgrade included offering accredited business logos to listings. Throughout our service area we educated seniors and organizations, represented BBB at trade shows, produced consumer education "micro websites," and published Scam Tracker investigations.

As you look through the statistical part of this 2017 review you will see our increases in demand for services—particularly on mobile devices. We stayed relevant by going where BBB's brand needs to be and supports our mission of "being the leader in advancing marketplace trust." Our Accredited Business growth shows business's recognition that the consumer public looks for businesses that have been vetted by BBB and have a commitment to BBB's eight "Standards for Trust".

We went to new levels of achievement in 2017. Your BBBs exceptional team will continue to build opportunities to enhance the value of BBB Accreditation. Thank you for your continued support and commitment. Let me extend a personal reminder that we are here if you need us!

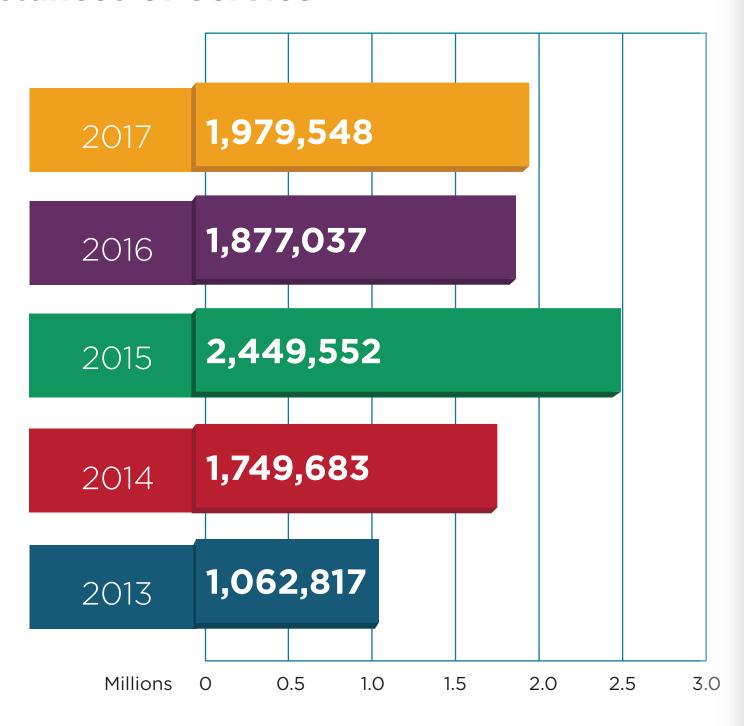
Sincerely,

Blair Looney
BBB President/CEO

Be Transparent **Advertise Honestly** Be Responsive Embody Integrity Tell the Truth Build Trust Honor Promises

## MARKETPLACE INFLUENCE

#### **Instances of Service**



Combined total of Business Reviews, TOB Accredited Business Rosters, General Advice Reports and Agency Referrals.

## MARKETPLACE INFLUENCE

### **Breakdown of Services**

1,486,972

Website Visits

283,186

New Website Visits/Users

2,956,365

Website Page Views 98,068

Requested AB Rosters

44,365

"Inquiry Cards" Sent to ABs 8,134

Customer Reviews Posted

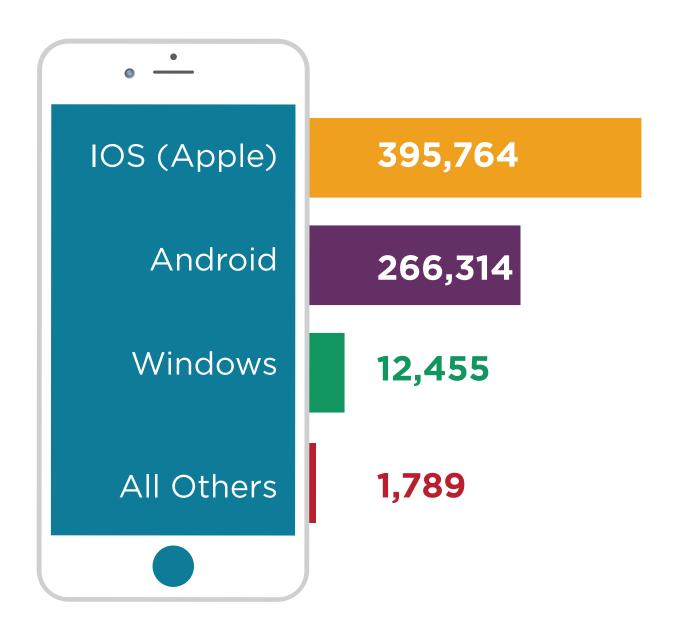
1,214

Scam Tracker Reports Published

## **MARKETPLACE** CONNECTIONS

674,978 Searched on

Business Profiles Searched on Mobile Devices



## **MARKETPLACE** CONNECTIONS

338,308

Social Media Mentions

6,543

Small Claims & UD Advisory Contacts

2,417

Media Mentions (NP, Radio, TV, Online)

81

Autoline Arbitrations 8,336

Complaints Closed

2,569

Mediations Conducted

134

Investigations and Ad Reviews

**52** 

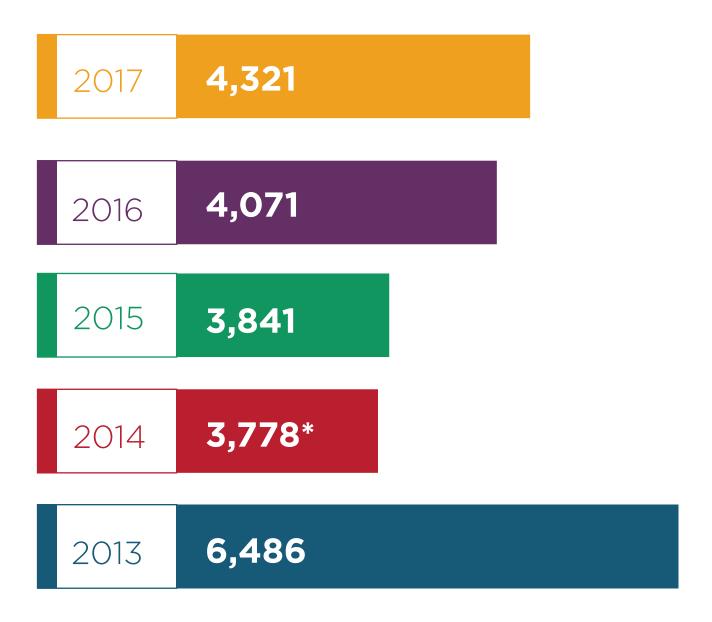
Trade Shows, Events & Speeches

\$10,610,532

Amount Involved in Disputed Complaints

## **ACCREDITED BUSINESS** ACTIVITY

## **Businesses Earning Accreditation**



<sup>\* 2,708</sup> Inland Empire Accredited Businesses assigned to BBB November 15, 2013 were dropped during 2014 for not meeting accreditation standards.

## **ACCREDITED BUSINESS ACTIVITY**

16,862

AB Online Seal Clicks

2,985

Online Dynamic Seal Holders 4,745

Complaints Closed

1,716

"eQuotes" Sent to ABs

865

BBB Logos Removed From non-AB Websites

## **Our Mission:**

BBB's Mission is to be the Leader in Advancing Marketplace Trust.

## ABOUT **INDUSTRIES**

<b>Top 10 Inquired About Industries</b>	
Clothing - Retail ————————————————————————————————————	163,218
Online Retailer —	159,042
Contractors - General ————————————————————————————————————	100,567
Roofing Contractors —	37.125
Auto Dealers - New Cars	34,275
Plumbers	_
Electricians —	-
Unclaimed Funds Retrieval Services ————	
A/C & Heating Contractors - Commercial —	
Auto Repair & Service————————————————————————————————————	
Top 10 Complained About Industr	rios
Top 10 Complained About Industrial Online Retailers  Auto Dealers - New Cars	975 433
Online Retailers  Auto Dealers - New Cars  Auto Dealers - Used Cars	975 433 260
Online Retailers  Auto Dealers - New Cars  Auto Dealers - Used Cars  Auto Repair & Service	975 433 260 199
Online Retailers  Auto Dealers - New Cars  Auto Dealers - Used Cars  Auto Repair & Service  Clothing - Retail	975 433 260 199 171
Online Retailers  Auto Dealers - New Cars  Auto Dealers - Used Cars  Auto Repair & Service  Clothing - Retail  Collection Agencies	975 433 260 199 171 140
Online Retailers  Auto Dealers - New Cars  Auto Dealers - Used Cars  Auto Repair & Service  Clothing - Retail  Collection Agencies  Property Management	975 433 260 199 171 140 135
Online Retailers  Auto Dealers - New Cars  Auto Dealers - Used Cars  Auto Repair & Service  Clothing - Retail  Collection Agencies  Property Management  Restaurants	975 433 260 199 171 140 135 131
Online Retailers  Auto Dealers - New Cars  Auto Dealers - Used Cars  Auto Repair & Service  Clothing - Retail  Collection Agencies  Property Management	975 433 260 199 171 140 135 131 122

## BBB<sub>®</sub> DYNAMIC SEAL

# How Does BBB's Dynamic Seal Influence Purchasing Decisions?

87%

of consumers are willing to buy products and services from a BBB Accredited Business vs. an unaccredited business if both have the same A+ rating and high value price.

81%

of people who are familiar with BBB's letter grade ratings are more likely to purchase from a business that has a high BBB letter grade.



Add BBB's Dynamic Seal to your website. Use it in your advertising. Display it on your store front and on your vehicles. Promote that your business meets strict BBB Standards for Trust.

<sup>\*</sup>Survey results are from a 2014/2015 Nielsen "Consumer Journey Survey" of U.S. consumers commissioned by the Council of Better Business Bureaus (CBBB).

## BBB<sub>®</sub> CONSUMER HELP

## **Are New Customers Important to Your Business?**



Of course new customers are important to your business. BBB Request-A-Quote is a lead generating program to connect Accredited Businesses with prospective customers who are interested in your products and services.

## Give Your Satisfied Customer the Opportunity to Say "Thank You"



Customers go online constantly, and they look for customer reviews to help them decide whether to hire or buy from a business. Ask your customers to post their review for you the easy way with BBB Customer Reviews.

For more information and assistance regarding Request-A-Quote and Customer Reviews, call 800.675.8118 ext. 5 for the Business Services Team.

## BBB. ACCREDITED BUSINESS

# Increase the Power of Being a BBB<sub>®</sub> Accredited Business by Using the Business Portal!



Gain a competitive edge with these and more BBB "value added" benefits. It's never been easier to take advantage of your BBB programs and services than when you login to your BBB Accredited Business Portal to manage your account.

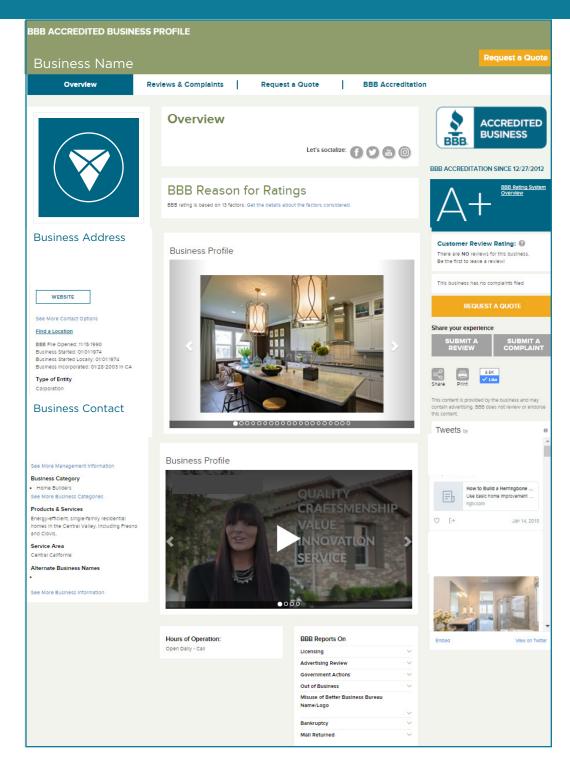
# Boost Your Business's Marketing Intelligence Through StreamPage

This BBB "Business Intelligence Report" provides Accredited Business with significant information that can help businesses with their online presence. This data can help Accredited Businesses with their online marketing efforts. The newly enhanced "Business Intelligence Report" analyzes how areas of your BBB Business Profile are performing based on consumer activity, and point to where you may want to focus marketing attention.

Through "ASK ME," BBB provides each Accredited Business direct access to their BBB rep who is ready to assist them with their inquiries and questions.

For more information and assistance regarding your Business Portal and Streampage, call 800.675.8118 ext. 5 for the Business Services Team.

## BBB<sub>®</sub> BUSINESS PROFILE



BBB's Business Profiles have been redesigned to optimize the user's experience. This new design puts more of the information consumers are seeking front and center. Customer engagement is encouraged with easily accessible "Request-A-Quote" and "Submit A Review" buttons. Each Business Profile clearly delineates a business that is BBB Accredited with the Accredited Business Seal displayed on the top-right above the business' BBB letter rating. Check out your Business Profile at BBB.org

## Better Business Bureau®

Serving Central California & Inland Empire Counties

Trust always matters.
BBB is deeply committed to building and advancing a better marketplace, a trusted marketplace for all.



800-675-8118

BBB.org | info@ccie.bbb.org

