

PEAK PERFORMER BOOKING GUIDELINES

The following are Guidelines to work with and follow-- NOT RULES! Use them to evaluate business, and make sure we're getting the best package!

SPACE INFO:

- RUN OUT OF SPACE AND ROOMS AT THE SAME TIME-- NO SPACE PIGS
- PUSH FOR BANQUET REVENUE IN ALL SPACE-- HIGHER PROFIT MARGINS
- F&B MINIMUMS DURING PRIME TIMES
- NO DAY MEETINGS OR CATERING ONLY EVENTS BOOKED OUTSIDE 60 DAYS, UNLESS BOOKED BY A MEMBER.
- MAKE SURE THE ARRIVAL DATES AND THE PROGRAM START ON THE CORRECT DAY

DATES SELLING:

- NO SPEED-BUMPS
- SELL 1-NIGHT STAYS AGAINST OTHER STAYS
- SELL SUNDAY ARRIVALS-- AVOID MONDAY AND TUESDAY ARRIVALS WHEN YOU CAN
- SELL FRIDAYS AND SATURDAYS EVENLY-- NO SPIKES
- SELL ARRIVAL/ DEPARTURE PATTERNS THAT OVERLAP

RATES: WATCH YOUR RATE SHEETS! QUOTING IS ABOUT TO BECOME EASIER!

GOLF: SHOOT FOR A ROUND PER ROOMNIGHT!