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Ways to LOSE Hotel Customers

1. Lack of Responsiveness

The **#1 Complaint** of B2B buyers & third party lead distributors in the hospitality industry is **lack of response** or **poor timeliness** of responses from hotels they would like to do business with.



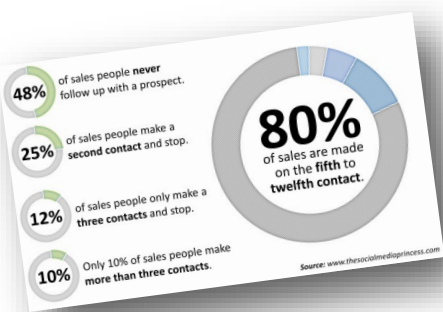
2. Lack of Prospecting & Consistency

57% of the decision is made before B2B Buyers engage with sales. In order to avoid being commoditized, your hotel must continue to **prospect & reach out to new business opportunities at all times**, otherwise you get in a vicious cycle to reacquire lost lead opportunities and losing revenue.



3. Lack of Follow-Up & Account Management

80% of sales are made on the 5th to 12th contact! Meaning, there are five to 12 opportunities to build a relationship with the prospect, before they are ready to purchase. So stick to it! Similarly, you **must** keep your existing customers happy & engaged with the hotel year round!



How Sales4Hire™ Overcomes

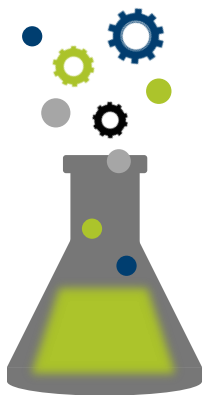
1. Find New Business

Through our proprietary approach, we uncover new business opportunities that fit the hotel's business needs, build a realistic sales pipeline, and nurture that business to close. **For example, one partner has received 20x more new business opportunities for 2016 & 2017, than the past several years prospecting on their own.**



2. Develop Relationships

Evaluate the current state of key accounts, and implement sales & marketing strategy that is proven to grow the existing business and maximize the current sales pipeline. **We have closed a total revenue of \$150K, a 1,478% ROI in just five months, for a single property in a struggling market.**



3. Partner With YOU!

Our sales team becomes your sales team. We work within the hotel's current CRM system and complete administrative tasks so you can focus on operating your hotel & delivering outstanding service.



Schedule a FREE, **NO OBLIGATIONS CALL** to learn more today!