

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!