

Conduct Virtual Sales Calls - Hospitality Sales Industry Goes Paperless

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Virtual (paperless) Sales Cold Calling, Sales and Marketing Blitz, Inquiry Calls, Sales Packets, Presentations, Trade Shows, Familiarization (FAM) Tour...

In the age of computers and Internet, it's easy to lose touch with guests. Quick, easy and up-to-date information is no longer available. In order to find the information they are looking for, clients may have to go to a corporate web site or independent web site and access e-mails, attachments, word documents, links, web programs and PDF brochures or resort to faxes, phone calls and snail-mail. What happened to one-on-one personal attention to help a client decide on services? The Internet has taken away the personal edge that hospitality sales once had before web site development.

Sales 101 tells us the importance of building rapport, education, communicating accurate information quickly and providing special personal attention above and beyond the competition. This practice no longer exists with online resources. Web sites often are built to reflect a web designer's technical goals and restrictions instead of the goals and needs of the sales Industry.

"How to Organize and Conduct a Virtual - Paperless - Sales Call" is available now from Louis Godin, Virtual Sales Specialist of <http://www.HotelEPacket.com>. To set up a free personal on line virtual sales training seminar please contact Louis at 480.272.6049 or LGodin@WebEventPlanner.com or visit us at <http://www.HotelEPacket.com> and select the "Virtual Sales Seminar" button. Mr. Godin offers 18 years of management, sales and customer service experience in the hotel and event planning industries and 10 years of Hotel Internet Marketing Research, Sales and Development. Learn how to virtually close the sale and increase new business while decreasing your marketing budget.

Attendance for this free virtual seminar is recommended to Sales and Catering Sales Managers, Catering Directors, Director of Sales and Hotel Executives for full service hotels, limited service hotels, catering facilities, event facilities, caterers and anyone who works in the services sales industry.

After this seminar sales and catering staff will be better equipped to:

Organize Virtual Sales Policies and Procedures - Conduct a Virtual Sales Call

- Streamline the sales process virtually and eliminate postage and handling
- Conduct virtual cold and sales calls 'In Real Time'
- Close the sale quickly and efficiently
- Organize all sales material virtually

Incorporate Sales 101 to the Virtual Sales Process

- Educate and build rapport with a guest
- Provide sales information specific to each guest's needs
- Provide special personal attention to each guest

Help Preserve the Environment

- Conduct a sales or inquiry call paperless and cost-effectively

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HotelEPacket.com is a provider of common sense and cost-effective approaches to Virtual Hotel Internet Marketing and Hotel On Line Advertising. Since 1999 HotelEPacket.com and WebEventPlanner.com have provided clients with Hotel Internet Marketing Consulting, Development and Training based on 18 years of management, sales and customer service experience in the hotel and event planning industries and 10 years of Hotel Internet Marketing Research and Development. HotelEPacket.com now provides all service sales professionals with web sites that are tangible Hotel sales tools - offering all the necessary features needed to present and close a sale efficiently and virtually. Nominated by Event Solutions Magazine for 2009 Marketing Professional of the Year! We are committed to providing the hotel sales industry with cost-effective hotel Internet Marketing, Advertising and Sales.

Category	Tourism, Travel, Marketing
Tags	Hotel, Internet, Marketing, seminar, Sales, Training, cold, calls, blitz, paperless
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