



# BUILD YOUR HOTEL BUSINESS

*With us*

Cheat Code to Hotel Success

**DELLISART**  
HOSPITALITY

[www.dellisart.com](http://www.dellisart.com)

# Rethink Hotel Management

## *Our Services*

**DELLISART**  
HOSPITALITY

### **HOTEL MANAGEMENT**

A well-experienced hands-on team offering hotel management services, from development strategies to operations for higher profits and revenue.

We focus on major brands with a concentration on Extended Stay and Limited Service Hotels.

[> LEARN MORE](#)

**HOTEL SALES** / MAX  
Powered by DELLISART

### **HOTEL REMOTE SALES**

Remote hotel sales for hotel owners who don't hire a Director of Sales or who would like to enhance the sales team.

Hotel Sales Max is an effective lower-cost option than recruiting, hiring, and training your own full-time salesperson.

Drive new sales today!

[> LEARN MORE](#)

**HOTEL REVENUE** / MAX  
Powered by DELLISART

### **HOTEL REVENUE MANAGEMENT**

Hotel Revenue Max will assume the role of Revenue Management Services for your hotel and deliver superior performance with our tools and expertise to optimize rates and all revenue channels including OTA optimization.

Let's max your revenue!

[> LEARN MORE](#)

**HOTEL DIGITAL** / MAX  
Powered by DELLISART

### **HOTEL DIGITAL MARKETING**

The higher your website ranks for online searches, the higher your visibility.

Hotel Digital Max will help you get there with intelligent organic search strategies through SEO and Social Media Marketing.

Drive direct bookings!

[> LEARN MORE](#)

**CHEAT CODE #1**

**HOTEL SALES** **MAX**  
Powered by **DELLISART**

# HOTEL SALES STRATEGIES

**Hotel Sales Max, powered by Dellisart Hospitality, Maximize Sales - Minimize Costs**

Our **Remote Sales Service** delivers a professional, brand-certified sales team dedicated to driving results.

We handle **proactive & reactive sales** through

- 1) Targeted Prospecting
- 2) Expert Contract Management
- 3) Strategic Brand Collaboration

**Outsource smarter. Lead your market with Hotel Sales Max**

 **Experienced Sales Leadership**

A brand-certified Regional Director of Sales - everything an on-site DOS does but delivered remotely and ½ the cost

 **Proven Growth Strategies**

Boost market share, ADR, and RevPar with battle-tested sales techniques

 **Revenue Driven Support**

We provide the tools, visibility, and expertise to convert leads and drive bookings.



# Road to Success



## What we do to grow sales revenue



### RESEARCH & PROPECTING

- Proactive local market research using Chambers of Commerce, CVB's, industry directories, and technological tools
- Targeted outreach for Local Negotiated Rates (LNR's), Key National Accounts, groups, long-term stays, and corp/social events
- Competitive rate analysis to ensure optimal rate positioning



### SALES EXECUTION & STRATEGY

- Submitting business cases and managing RFPs for brand and national accounts
- Contract creation & management for both Group and LNR accounts
- Active collaboration with our in-house Revenue Max team to ensure revenue maximization with yield management



### TOOLS, REPORTING, & SUPPORT

- STS Cloud database access for all client activity and reporting
- Owners and leadership have access 24/7
- Bi-Weekly or Monthly virtual sales meetings with performance metrics
- Daily activity logging and rate shops to ensure accountability

***HOTEL SALES***  ***MAX***  
Powered by **DELLISART**

# HOTEL SALES MAX

Powered by DELLISART

## Us vs Them

### Accountability

#### Us

STS Cloud activity tracking accessible 24/7

#### Them

Typically no shared CRM access for you to review

### # of Hotels

#### Us

6 hotels max/team member

#### Them

10-15 hotels/team member

### Sales Initiatives

#### Us

Personalized, high-touch 5-star service

#### Them

Generic & reactive service

### We Are Owners Too

#### Us

We live & breathe sales as we own our own hotels too

#### Them

3rd Party Service only

### Sales Know-How

#### Us

Proactive & aggressive with outbound sales strategy

#### Them

Primarily lead response as an order taker

### Professionals

Every Sales Max team member is a full-time employee of Dellisart. They are brand-certified, insured, and eligible for bonuses and 401k. You get a reliable, experienced sales agent without HR burden with potential payroll savings of 40% or more.

WHO WILL WIN THE  
**REVPAR CHAMPIONSHIP?**

**YOU VS COMP**

**WE COMPETE YEAR-ROUND**

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*Contact  
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TO HOTEL SUCCESS**