

## Carol Verret & Associates Announces - Training Solutions for a Difficult Economy

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At a time of economic uncertainty, decreasing demand and increasing supply, the pressure is on hotel sales and revenue management departments to generate revenue - now! The skill sets that served sales and revenue managers well in the past several years when demand was high are not the same as those required in the current economic climate.

'Hotel sales and revenue managers are hungry for information on how the economy is going to impact them this winter and what they can do about it NOW,' says Carol Verret. 'The team at Carol Verret Consulting and Training has developed cost effective solutions to get your staff the training they need and all can be supported with optional coaching to keep the training ALIVE!'

**Private Label Web Casts** - These are live participative programs co-created with management for hotels and management companies and broadcast over the internet to your annual meeting or properties. Several companies have already chosen this option for their fall meetings. These can include the very popular content from recent programs on trends in the economy and strategies to maximize opportunities in your markets. They are very cost effective and targeted for your team. Other content options include sales, revenue management and customer service.

**Hotel Sales Seminar 'I Hate Cold Calls'** - This seminar is being conducted in major markets across the country and is open to the hotel sales community in those markets for a nominal fee. There is also an opportunity for hotels and management companies to host or sponsor this program -- an attractive, cost effective way to provide training at minimal travel and related costs. For information on the Portland seminar September 19 [click here](#).

**Small and Independent Property Consulting & Training Package.** This training package covers the competencies of sales, marketing, revenue management and customer service training in an intense comprehensive and cost effective live consulting and training experience for the entire team - on site at the property.

**Live Training Seminars.** Nothing quite matches the impact of a live seminar program with participation and exercises followed up with support mechanisms to keep the program alive! Our team focuses on reinforcing and maximizing the seminar content through coaching following the initial presentation.

**Coaching Experience** - This is a very structured telecoaching experience for individuals or teams. It is conducted in a series of weekly calls in which we identify challenges and structure the experience to address them in a progressive manner. At the end of each call, the participant and key contacts are furnished with a recap and the goals for the week before the next call. For additional details contact:

Carol Verret And Associates Consulting and Training offers training services and consulting in the areas of sales, revenue management and customer service primarily but not exclusively to the hospitality industry. To find out more about the company click on [www.carolverret.com](http://www.carolverret.com). To contact Carol send her an email at [carol@carolverret.com](mailto:carol@carolverret.com) or she can be reached by cell phone (303) 618-4065. Visit [www.hotelsalesblog.com](http://www.hotelsalesblog.com).

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