



LESSONS FROM THE FIELD

I have known John Hogan for more than 30 years in a variety of roles - as a general manager, executive producer for a large hospitality association, as a speaker and consultant and as an active part of a diverse community. He has used his communication skills as an author to achieve well over the years and I am pleased to use his own life experiences and knowledge in this book that can be read at levels of all ages and functions.

Jack J. Tugler, CEO, American Inns of Court
(former Hospitality & Education)

Because the value of this book is a good deal of a personal hospitality value experience, starting with an overview of hotel sales industry and concluding the remaining parts of the executive operations of hotel's sales professionals. He has changed with the times, updating his skills and experiences only about the information relating with a book that is for those about industry and grasping.

Robert J. Collins, CEO, American Inns of Court
Hotel Sales Strategies International

As a long-time professional experience as an author with long history and hospitality education, John Hogan's book sales with co-author Howard Feiertag, is a book that is a source of the hotel's sales professionals and practical wisdom with guests. This book is a reader-friendly value contribution to the overall literature of the industry and I strongly recommend it to the general and specific to the field.

John J. Hogan, PhD
President, Indiana State University College

Because the book is a good deal of a personal hospitality value experience, starting with an overview of hotel sales industry and concluding the remaining parts of the executive operations of hotel's sales professionals. He has changed with the times, updating his skills and experiences only about the information relating with a book that is for those about industry and grasping.

John J. Hogan, CEO, American Inns of Court

I have known Howard personally and professionally for more than 30 years and he has been a sales experience that has helped the hotel's sales professionals and practical wisdom with guests. This book is a reader-friendly value contribution to the overall literature of the industry and I strongly recommend it to the general and specific to the field.

Robert J. Collins, CEO, American Inns of Court

978-1-93

LESSONS FROM THE FIELD

Feiertag & Hogan

LESSONS FROM THE FIELD



A COMMON-SENSE
APPROACH
TO EFFECTIVE
HOTEL SALES



Howard Feiertag
& John Hogan

Lessons From The Field A Commonsense Approach To Effective Hotel Sales

S Marginson



Lessons From The Field A Commonsense Approach To Effective Hotel Sales:

Lessons from the Field Howard Feiertag, John Hogan, 2001 **Hospitality Sales and Marketing** Howard Feiertag, 2019-08-15 Grouped by general topic this collection of the best Sales Clinic columns in Hotel Management written by Howard Feiertag over the course of 35 years provides an abundance of juicy nuggets of tips tactics and techniques for professionals and newbies alike in the hospitality sales field Readers will take a journey down the road of the development of hospitality sales from the pre technology era when knowing how to use a typewriter was a must to today's reliance on digital technology rediscovering that many of the old techniques that are still applicable today The Rooms Chronicle ,1997

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Table of Contents Lessons From The Field A Commonsense Approach To Effective Hotel Sales

1. Understanding the eBook Lessons From The Field A Commonsense Approach To Effective Hotel Sales
 - The Rise of Digital Reading Lessons From The Field A Commonsense Approach To Effective Hotel Sales
 - Advantages of eBooks Over Traditional Books
2. Identifying Lessons From The Field A Commonsense Approach To Effective Hotel Sales
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Lessons From The Field A Commonsense Approach To Effective Hotel Sales
 - User-Friendly Interface
4. Exploring eBook Recommendations from Lessons From The Field A Commonsense Approach To Effective Hotel Sales
 - Personalized Recommendations
 - Lessons From The Field A Commonsense Approach To Effective Hotel Sales User Reviews and Ratings
 - Lessons From The Field A Commonsense Approach To Effective Hotel Sales and Bestseller Lists

5. Accessing Lessons From The Field A Commonsense Approach To Effective Hotel Sales Free and Paid eBooks
 - Lessons From The Field A Commonsense Approach To Effective Hotel Sales Public Domain eBooks
 - Lessons From The Field A Commonsense Approach To Effective Hotel Sales eBook Subscription Services
 - Lessons From The Field A Commonsense Approach To Effective Hotel Sales Budget-Friendly Options
6. Navigating Lessons From The Field A Commonsense Approach To Effective Hotel Sales eBook Formats
 - ePub, PDF, MOBI, and More
 - Lessons From The Field A Commonsense Approach To Effective Hotel Sales Compatibility with Devices
 - Lessons From The Field A Commonsense Approach To Effective Hotel Sales Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Lessons From The Field A Commonsense Approach To Effective Hotel Sales
 - Highlighting and Note-Taking Lessons From The Field A Commonsense Approach To Effective Hotel Sales
 - Interactive Elements Lessons From The Field A Commonsense Approach To Effective Hotel Sales
8. Staying Engaged with Lessons From The Field A Commonsense Approach To Effective Hotel Sales
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Lessons From The Field A Commonsense Approach To Effective Hotel Sales
9. Balancing eBooks and Physical Books Lessons From The Field A Commonsense Approach To Effective Hotel Sales
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Lessons From The Field A Commonsense Approach To Effective Hotel Sales
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Lessons From The Field A Commonsense Approach To Effective Hotel Sales
 - Setting Reading Goals Lessons From The Field A Commonsense Approach To Effective Hotel Sales
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Lessons From The Field A Commonsense Approach To Effective Hotel Sales
 - Fact-Checking eBook Content of Lessons From The Field A Commonsense Approach To Effective Hotel Sales
 - Distinguishing Credible Sources

13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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