# The key to a sell out

## Christmas

RACHEL LANE





# GAUCHO



#### THE CRANETAP BAR & KITCHEN







Busy all the time no down time

Too much pressure

I feel like I have run

out of time



Too busy and too much

event planning admin to

dol

No one wants to

confirm

going to do it all



## Plan your December

When will the first Christmas booking be?

How do you fill mid week and off peak days?

> Which days will be my peak dates?

#### DECEMBER 2022

NO.	SUN	MON	TUE	WED	THU	FRI	SAT
48					1	2	3
49	4	5	6	7	8	9	10
50	11	12	13	14	15	16	17
51	18	19	20	21	22	23	24
52	25	26	27	28	29	30	31
						•••	

When will black Friday be? Is Thursday the new Friday?

#### World Cup Dates

When should NYE go live?

**Be Prepared** MENUS FINALISED A LA CARTE & GROUPS GROUP PRICING FINALISED BOOKING SYSTEM LOADED WITH ALL INFO 💉 BOOKING SYSTEM SET TO TAKE ENQUIRIES/AUTOMATED BOOKINES MINIMUM SPENDS SET KEY DATES AND EVENTS PLANNED FOR SALES TARGET PROACTIVE ACTIVITY PLANNED OUT MARKETING PLANS IN PLACE

### **Understand your bookers!**

#### **Pre Booked Groups**

Dinner/Drinks Reservations

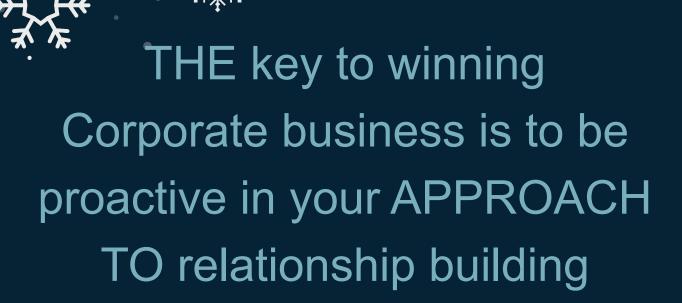
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Experience Bookers

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## Timeline

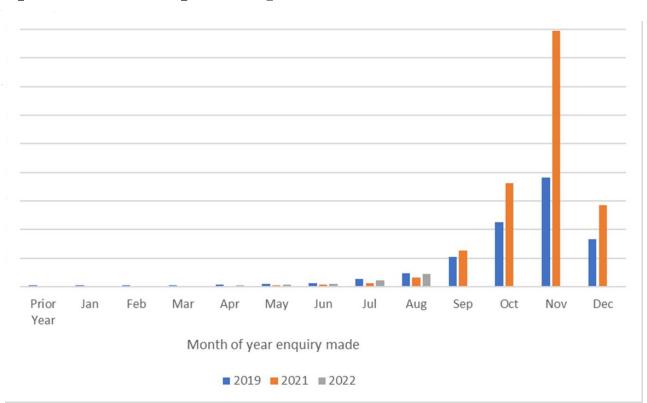


Large Corporates enquire

Local Corporates enquire

**Retail/Students** 

## **Groups Enquiry Timeline**



## **Reservation Enquiry Timeline**

