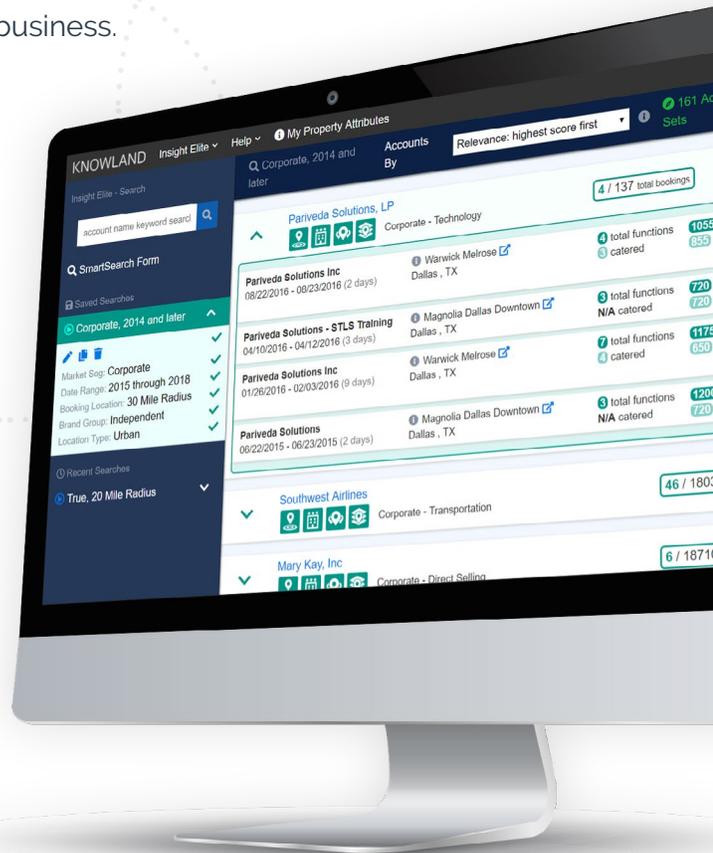


Knowland with SmartSearch

Get the Knowland Advantage to win repeatable, direct group business for your convention or conference center

Prospecting for new group business is made easy with Knowland with SmartSearch. Accounts and groups are compared to your center's attributes, surfacing those most likely to book with you. There is nothing like it on the market today. SmartSearch applies cutting-edge, real-time search and analytics technology to the powerful Knowland event database. Leverage the power of search to find groups that are a great fit for your center. Use the event details to turn cold calls into warm conversations to advance sales cycles and win more group business.

- ✓ Optimize direct booking revenue by prospecting into accounts that meet the criteria you set and therefore have the highest potential for conversion
- ✓ Proactively source highly relevant, but hard to find, "Hidden Gem" account leads to prospect into even before the RFP hits
- ✓ Utilize Knowland-verified booking information and account history to easily prioritize the most-likely-to-convert leads
- ✓ Onboard and ramp up new sales managers faster using Knowland to build their sales pipeline of relevant accounts
- ✓ Access competitive set event data, build unlimited comp sets and validate share against your weekly STR Report



WHAT CUSTOMERS ARE SAYING ABOUT KNOWLAND with SMARTSEARCH

70%

discovered qualified prospects they wouldn't have found otherwise, influencing their sales strategies & winning more share

65%

saved time when creating a prospecting list, increasing efficiencies

70%

turned cold calls into warm calls using account details found in Knowland, accelerating sales cycles

Knowledge is Power

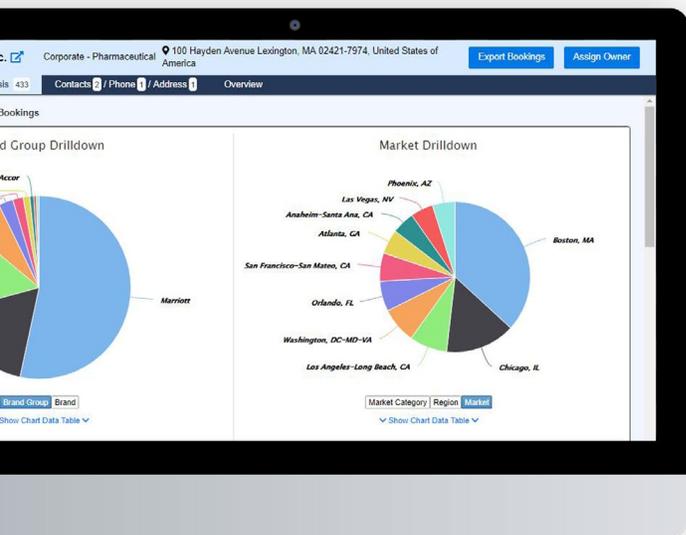
Knowland empowers convention and conference centers to deploy a Proactive Group Sales Strategy. Our unbiased data, the industry's largest database of actualized events, helps you source the right business at the right time to take control of your revenue, build a stronger base of repeatable business and optimize profitability. That is powerful!

Knowland Gives
You Access To:

16,912,621 Events • **7,234** Hotels • **827,762** Accounts
99,855 Associated Contacts • **150+** Convention Centers

Take Control of Your Revenue

Our industry-leading SmartSearch capability enables you to proactively and directly go after the business that has the greatest likelihood of booking with your convention or conference center. Prospect new groups you might not have otherwise known about, "hidden gems," while also prioritizing only the most qualified inbound leads. Empower your teams to have engaged "warm" prospecting calls and develop winning proposals.



Build Repeatable Business

The more you know about the buyer on the other side of the table, the better chance you have at creating a business relationship that is sustainable. Knowland-Verified Event Information gives you actionable intelligence to personalize your event solution against their needs to foster meaningful partnerships.

Optimize Profitability

Prioritizing a Proactive Sales Strategy over other sources of business maximizes group revenue, improves conversion rates, customer relationships and lowers your cost of acquisition. Incorporating outbound selling in a strategic way places more emphasis on relationship and value-selling than on rates, dates and space.

At Knowland, we are changing how group business is sold. With the industry's largest database of actualized events, we harness the power of actionable intelligence so our customers gain control of pipeline development, optimize profitability, and build a stronger base of repeatable group business. That's the Knowland Advantage. See why thousands of customers trust Knowland to sell smarter and maximize their revenue. Knowland operates globally and is headquartered in Rosslyn, VA.

KNOWLAND

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